

2017 MotoGP™ FAN ENGAGEMENT REPORT AND SEASON SUMMARY

MotoGP™ Championship Quest











End of Season Summary

Following the release of the 2016 MotoGP™ Fan Engagement Report we are happy to provide you with the Q1 2017 report and share with you the insights we have gained from the fans of MotoGP™.

MotoGP™ Championship Quest is delivering brand impressions which now rival major TV markets. How could this be? The answer is simple. Dorna Sports fastidiously controls the look and presentation of the on screen action of the mobile app. We faithfully replicate the on track signage and liveries on the bikes and riders.

When players use the app they are seeing the same perspective as the on board cameras and television coverage. So every minute of game play is fundamentally the same as a minute of television. There is however on major difference. The brand impression in the mobile app are quantifiable accurate, that is these numbers are not estimates, they are not generated by a ratings agency, they are counted scientifically and attributed to the individual user level.

We know for example who, what and where people are playing and on what device they are on. Furthermore this is a TWO WAY dialog. We are able to push specific targeted notifications to select users and generate branded tournaments and competitions for the sponsors of MotoGP™.

To say this work is at the leading edge of the consumer engagement wave is an understatement. No other sport has ever come close to deriving this kind of data to their sponsors and brand partners.

- 1. Alignment of mobile screen value with TV screen value: Working with IRTA methodology, the MotoGP™ Racing App tracks brand impressions in the same way brand impressions are measured on broadcast media. The adoption of the same methodology ensures that the results contained in this report are aligned with other media measurement tools.
- 2. **Engagement with the fans:** the Fan World Championship is a global competition in which the MotoGP[™] rider (and team) with the most engaged fans wins each weekly round. This engagement is NOT a popularity contest, rather it identifies the engagement of the fans with the rider and subsequently the sponsors of the team.
- 3. Measurement of races and time on screen: uniquely as every game session is tracked on a global data server which counts the number of races of each user and the time spent on screen of each user.
- 4. Integration of brands into the "free to play" career path: where the professional MotoGP™ characters require the investment of virtual currency which is acquired by spending real money or an investment of time to earn premium currency, the Free to Play sponsored riders have provided brands like Tissot, Nolan and Alpinestars the opportunity to engage with fans generating millions of races and 100's of thousands of hours of focused game play in which the sponsored brand is front and center.

Should you have any questions about this report we would be happy to provide you with more detail or specifically generated data which may provide your sponsors with a more detailed world view of the fans.

Best wishes for a great 2017 Moto $\mathsf{GP}^{\mathsf{TM}}$ World Championship season,





Measurement Methodology

This report counts brand impressions using the following methodology.

A brand on screen which is easily read / recognizable for more than 1 second, ie: track signage*

=

brand impression

A brand engagement (brake press)

brand impression

A completed Ad view is the complete viewing of a 30 second video advertisement served to the user

brand impression

A selected sponsored rider is the sum of free players who select that sponsored rider : ie: Alpinestars, Nolan Helmets, Tissot Watches



*In accordance with IRTA methodology







Regional Engagement

Available in 187 Countries June 2016

New Zealand

French Polynesia

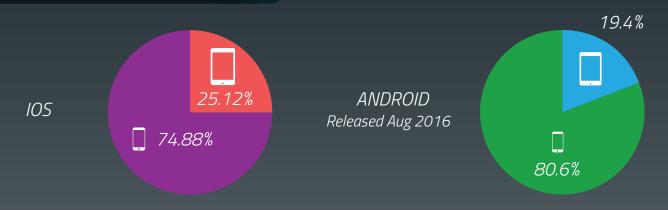
Papua New Guinea

Guam

Limited Release, Testing Phase March - May 2016

Worldwide Release iOS June 2016 Worldwide Release Android August 2016 Asia Europe Italy Indonesia Philippines North & Central America Spain Malaysia Germany Japan **United States** France China Mexico Canada Panama Guatemala South & Latin America Brazil Colombia Argentina Dominican Republic Puerto Rico **Africa** Gabon Morocco Algeria Middle East Egypt Oceania South Africa Iran Australia

Platform Distribution



United Arab Emirates

Saudi Arabia

Qatar

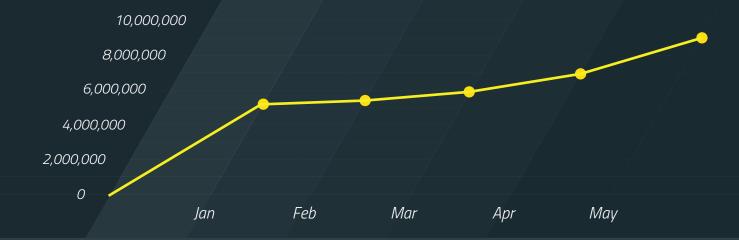








Active Users January - May



We only show Installations from users who have agreed to share their diagnostics and usage information with ann developers

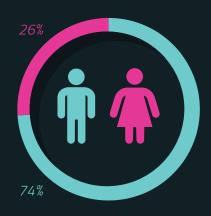
Completed 30 Second Video Ad Views Shown Each Month







Social Profile



GENDER BREAKDOWN



facebook.com/motogpchampionshipquest

SOCIAL MEDIA ENGAGEMENT

Age of Audience



Social



Instagram

19,000 Followers



Twitter

96,900 Followers





Team Engagement



Factory Bikes



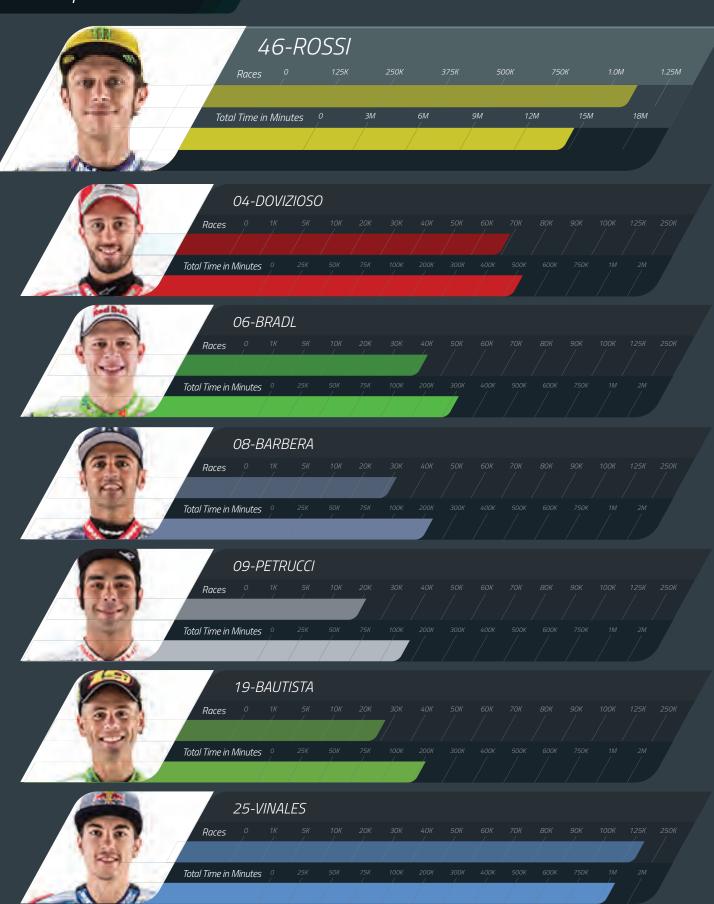
Sponsor Riders







Races per Rider







CHAMPIONSHIP QUEST JANUARY - MAY 2017

ENGAGEMENT REPORT

Races per Rider







Races per Rider







Track Impressions

Impressions equal 1 second track signage views during the course of a typical race session.

	Qatar	Argentina	Austin	Jerez	Le Mans	Mugello	Catalunya	Assen	Sachsenring
1 January - 30 May 2017	Commercial Bank Grand Prix of Qatar	Gran Premio Motul de la República Argentina	Red Bull Grand Prix of The Americas	Gran Premio Bwin De Espana	Monster Energy Grand Prixde France	Gran Premio D'Italia Tim	Gran Premi Monster Energy De Catalunya	Motul TT Assen Grand Prix	GoPro Motorrad Grand Prix Deutschland
Red Bull				775,668,332				222,125,450	
95D	238,888,197			221,619,524		222,524,334			
SINGHA				184,682,936		185,436,945			222,203,939
⇔ REP∫OL				221,619,524				222,125,450	
= DHL =	159,258,798	189,496,969		332,429,285	222,392,628	185,436,945	817,001,154		222,203,939
TISSOT	358,332,296	454,792,725		295,492,698	333,588,942	445,048,668	1,225,501,731		259,237,928
MOTUL	199,073,498	682,189,088		221,619,524	333,588,942				
MONSTER	278,702,897				667,177,884		1,838,252,597	222,125,450	
		227,396,363		221,619,524		148,349,556			185,169,949
Elinestee www.alpheafars.com	318,517,596	151,597,575		258,556,111	259,458,066	259,611,723		222,125,450	
PARTS				221,619,524	222,392,628		1,021,251,443		
≡TIM						964,272,114		148,083,633	
MICHELIN		265,295,756		221,619,524	259,458,066	222,524,334	1,021,251,443		
NeroGiard <u>ini</u>				221,619,524		222,524,334	612,750,866		
GOPTO.				443,239,047		667,573,002			629,577,826
Freislenet							817,001,154		
DUNLOP RIDE WITH CONTIDENCE					37,065,438				
M movistar	238,888,197	227,396,363		221,619,524		333,786,501			333,305,908
OCTO								185,104,541	
LIQUI MOLY	199,073,498	189,496,969		295,492,698				148,083,633	185,169,949
STANLEY						222,524,334	817,001,154		
WT 5									
LAGALI, ITTERIORIO DEL GRACIOTO	477,776,394								
V-Power V-Power									
COMMERCIA: 655	955,552,788								
(HJE)								296,167,266	
PARTS unliminad									259,237,928





Track Impressions

Impressions equal 1 second track signage views during the course of a typical race session.

	Brno	Silverstone	Misano	Aragon	Motegi	Australia	Malaysia	Valencia
1 April - 30 September 2016	HJC Helmets Grand Prix České republiky	Octo British Grand Prix	GP TIM di San Marino e della Riviera di Rimini	Gran Premio Movistar de Aragón	Motul Grand Prix of Japan	Pramac Australian Mototcycle Grand Prix	Shell Malaysia Motorcycle Grand Prix	Gran Premio Motul de la Comunitat Valenciana
Red'Bull								
<i>950</i>	220,103,933							
SINGHA		321,094,510						
⇔ REP∫OL					136,686,042	123,322,804	130,211,307	
-DHL =	256,787,921	412,835,798			136,686,042	123,322,804	86,807,538	
TISSOT	293,471,910	412,835,798			273,372,084	246,645,608	173,615,076	
MOTUL	293,471,910	550,447,731			432,839,133	147,987,365	130,211,307	
MONSTER ENERGY					182,248,056			
	220,103,933				182,248,056	147,987,365	130,211,307	
Elphostars www.alphostars.com	256,787,921				182,248,056	123,322,804	108,509,423	
PARTS								
■TIM								
MICHELIN		229,353,221			432,839,133	394,632,972	173,615,076	
NeroGiard <u>ini</u>								
GOPIO.								
Freislend						147,987,365	130,211,307	
DUNLOP RIDE WITH CONTIDENCE								
M movistar						221,981,047		
OCTO		1,192,636,751						
LIQUI MOLY	293,471,910					123,322,804	86,807,538	
STANLEY	146,735,955							
WT 5						197,316,486		
مارسة لوميد الموادية Labali, inventarionia, emotir								
V-Power V-Power							520,845,228	
COMMERCIAL SS								
HJE	1,063,835,674							





Track Impressions

Impressions equal 1 second track signage views during the course of a typical race session.

2017 Fan World Championship Season Totals

Red Bull	997,793,782	GoPro, Bo a HERO.	1,740,389,875
95 0.	903,135,987	Freixenet	1,095,199,826
SINGHA	913,418,330	DUNLOP RIDE WITH CONFIDENCE	37,065,438
# REPSOL	833,965,126	M movistar	1,576,977,539
	3,144,659,821	OCTO	1,377,741,292
TISSOT	4,771,935,464	LIQUI MOLY	1,520,918,998
MOTUL	1,463,086,051	STANLEY	1,186,261,443
MONSTER ENERBY	3,188,506,883	WT 🦠	197,316,486
	1,367,553,051	مايدة لوسيل الدوليد LOBALL INTERNATIONAL GIRGUIT	477,776,394
Eloffestars.com	2,140,734,724	V-Power o	520,845,228
PARTS	1,465,263,594	COMMERCIAL BANK	955,552,788
≡ TIM	1,112,355,747	CHAIL MATE	1,360,002,940
MICHELIN	3,220,589,525	PARTS UNLIMITED	259,237,928
NeroGiardini ***********************************	1,056,894,723		





MotoGP™ Fan World Championship Final Standings

MotoGP™ FAN WORLD CHAMPIONSHIP **FINAL RESULTS**

	Rider	Nation	Team	Motorcycle	FWC Points	FWCFan	Total Points
1	⁵⁰ E. Laverty	IRL	Aspar MotoGP Team	Ducati GP14.2	956,825,935	Sam Knott	221,146,295,403
2	76 L. Baz	FRA	Avintia Racing	Ducati GP14.2	780,485,657.4	Ant Ants	154,451,263,736
3	41 A. Espargaró	SPA	Team Suzuki Ecstar	Suzuki GSX-RR	745,855,360.5	Mohd Khairul	101,695,469,258
4	46 V. Rossi	ITA	Movistar Yamaha MotoGP	Yamaha YZR-M1	655,546,978.1	Guest10071	90,544,762,050
5	43 J. Miller	AUS	Estrella Galicia 0,0 Marc VDS	Honda RC213V	644,132,631.3	Andre Barat	74,976,900,712
6	68 Y. Hernandez	COL	Aspar MotoGP Team	Ducati GP14.2	636,695,227.1	Andrew Hall	99,419,232,798
7	38 B. Smith	GBR	Monster Yamaha Tech 3	Yamaha YZR-M1	550,360,388.7	Sam Fleat	227,965,941,133
8	93 M. Márquez	SPA	Repsol Honda Team	Honda RC213V	457,660,364.9	Jannik Presthofer	76,681,125,504
9	26 D. Pedrosa	ITA	Ducati Team	Ducati GP16	415,267,689.7	Cahya Trimurti Putra Wibowo	91,447,608,840
10	29 A. lannone	GBR	Octo Pramac Yakhnich Racing	Ducati GP15	413,602,690.4	Zulkarnain Arbii	20,403,326,608
11	25 M. Viñales	SPA	Team Suzuki Ecstar	Suzuki GSX-RR	408,095,517.2	Roy Prima	23,719,632,331
12	45 S. Redding	SPA	Repsol Honda Team	Honda RC213V	401,517,909.5	Guest4244673	35,682,022,505
13	04 A. Dovizioso	SPA	Movistar Yamaha MotoGP	Yamaha YZR-M1	387,162,315.7	Laurent Giraud	101,080,771,655
14	99 J. Lorenzo	GBR	LCR Honda	Honda RC213V	385,529,113.4	Guest13491	28,146,074,606
15	35 C. Crutchlow	ITA	Ducati Team	Ducati GP16	337,607,265	Alessandro Gargiulo	19,045,751,232
16	44 P. Espargaró	SPA	Monster Yamaha Tech 3	Yamaha YZR-M1	306,012,300.5	Fitri Aziz	42,945,710,963
17	09 D. Petrucci	ITA	Octo Pramac Yakhnich Racing	Ducati GP15	295,085,673.9	Guest76942	16,584,176,851
18	06 S. Bradl	GBR	Aprilia Racing Team Gresini	Aprilia RSGP	234,820,426.9	Syawal Syawalludin	12,721,908,806
19	19 A. Bautista	SPA	Aprilia Racing Team Gresini	Aprilia RSGP	208,075,560	Guest456928	11,895,885,806
20	53 T. Rabat	SPA	Estrella Galicia 0,0 Marc VDS	Honda RC213V	207,164,046.9	Cipapuih Pool	6,372,106,526
21	08 H. Barberá	SPA	Avintia Racing	Ducati GP14.2	207,090,218.5	Mohd Norizman	6,451,106,888





Case Study - Brembo. Fan World Championship Sponsor

Brembo provided the Fan World Championship trophies for the 2016 season. These magnificent trophies were crafted from the braking parts of a Moto GP^{TM} bike.

Brembo brand engagement. Brembo elected to have their brand on the brake button and on the braking marker which appears in the game User Interface (UI) screen. This combination of a rapidly approaching brake plane and the brembo logo on the braking button, reinforced the brand and its purpose as the leading supplier of brakes to the premier class.

The brand engagement was nothing short of incredible, the following are actual numbers and are NOT misprinted.

Total Race 2016

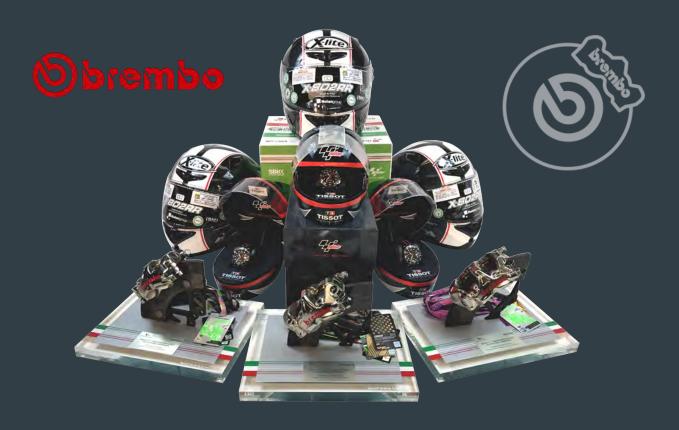
45,970,246

Total Brand Impressions

3,199,529,121

Number of Hours Game Play (with multi brand views)

5,746,280







Tissot – Timing Sponsor

Tissot provided the three winners of the MotoGP[™] Fan World Championship with a limited edition collectors watch and 12 winners of the monthly Tissot Watch tournament with a T-Race watch.

Tissot elected to have their brand represented in the Timer Screen of the App, this is consistent with Tissot's long term partnership with MotoGP™ as the official timing partner.

Like Brembo the Tissot brand engagement was also nothing short of incredible, the following are actual numbers and are NOT misprinted.

Total Race 2016

45,970,246

Total Hours Game Play w/
Tissot Logo on Screen

5,746,280

Total brand impressions with track signage

4,253,364,695







Nolan Helmets – Official Helmet of MotoGP™ Racing

Nolan Helmets provided the three winners of the MotoGP[™] Fan World Championship with a limited edition collectors X-Lite Carbon Fiber helmet and 12 winners of the monthly Nolan Helmet tournament with a Nolan MotoGP[™] full face helmet.

Nolan elected to have their brand represented on every one of the unsponsored rider helmets, that is when a new player selects a rider, all of the riders wore a Nolan Helmet. Every user of the app went through the process of selecting this rider and the Nolan brand was visible to every single user of the App.



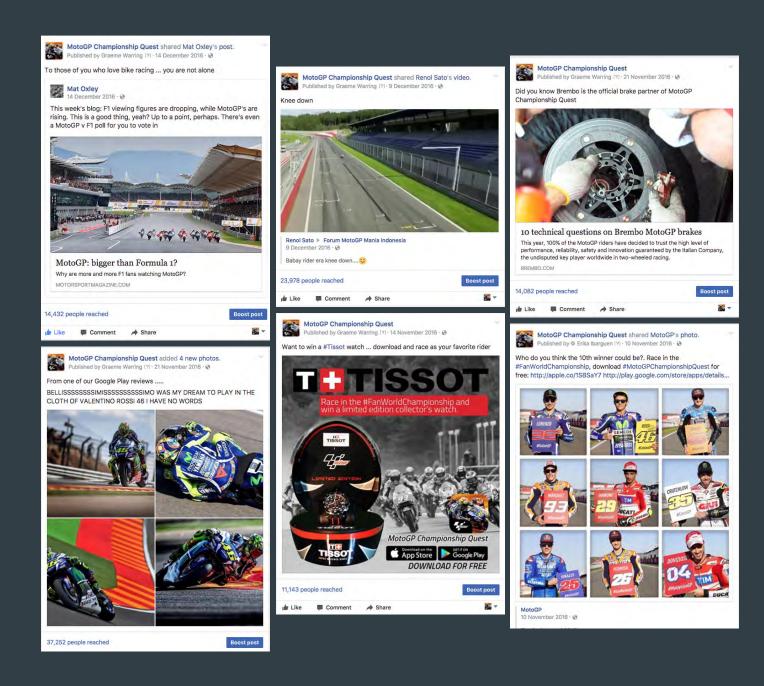






Social Media

As the official MotoGP[™] App closes in on 1 million Facebook Fans and passes the milestone of 100,000 Twitter followers, the MotoGP[™] Racing App has now garnered more followers than many of the actual racing teams and riders in the series. The following are examples of how this powerful medium of communication has been used to promote the App, the Teams and the Riders in the series.







CHAMPIONSHIP QUEST JANUARY - MAY 2017

ENGAGEMENT REPORT

MotoGP™ Championship Quest on YouTube

Every week a new YouTube video was produced showcasing the fans, the riders and teams of MotoGP™. This channel now boasts over 200+ videos including game trailers, tips and tricks and some "hacks" on how to optimize your game performance. We have generated well over 2 million views by highly targeted fans of MotoGP™.







MotoGP™ Championship Quest: Contact

- Additional Data
- Customised Reports
- 3D Models and animations
- Customised Applications

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