"The Year in Mobile Games"

GDC - San Francisco March 19, 2018

Steve Meretzky VP of Games, King

Dave Rohrl Owner, Mobile Game Doctor

Juan Gril Executive Producer, Flowplay



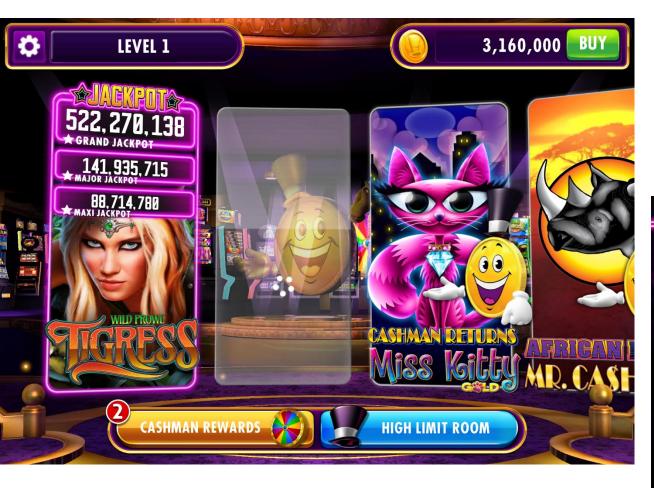
Top Grossing - January 2018

	iPhone	iPad	Android
1	Candy Crush Saga	DoubleDown Casino	Candy Crush Saga
2	Candy Crush Soda Saga	ROBLOX	Slotomania
3	ROBLOX	Candy Crush Saga	Candy Crush Soda Saga
4	Pokemon GO	Candy Crush Soda Saga	Dragon Ball Z Dokkan Battle
5	Clash Royale	Heart of Vogas Slots	Final Fantasy XV
6	Clash of Clans	Huuuge Casino	Pokemon Go
7	Marvel Contest of Champions	House of Full	Marvel Contest of Champions
8	Slotomania	Big Fish Casino	Homescapes
9	Star Wars: Galaxy of Heroes	Clash of Clans	Gardenscapes
10	Toy Blast	Gardenscapes	Star Wars: Galaxy of Heroes
11	Final Fantasy XV	Homescapes	Lords Mobile
12	Choices	Fishdom	Clash of Clans
13	DoubleDown Casino	Minecraft	King of Avalon
14	Homescapes	DoubleU Casino	House of Fun
15	Gardenscapes	Slotomania HD	Toy Blast
16	Toon Blast	Slotomania	Clash Royale
17	Guns of Glory	Jackpot Party Casino	Toop Plast
18	Madden NFL Football	Cashman Casino	Cashman Casino
19	Design Home	Final Fantasy AV	Huuuge Casino
20	House of Fun	Toy Blast	Summoners war
11	Huuuge Casino	Bingo Blitz	Guns of Glory
22	Lords Mobile	Star Wars: Galaxy of Heroes	Fire Emblem Heroes
23	Big Fish Casino	Design Home	Golf Clash
24	Golf Clash	Seekers Notes	Fate/Grand Order
25	Episode: Pitch Perfect	Madden NFL Football	Clash of Kings











Candy Crush: #1 Spot as a 5th Birthday Gift

January 2018

	iPhone Grossing	Andreid Grossing
1	Candy Crush Saga	Candy Crush Saga
2	Candy Crusii Soda Saga	Slotomania
3	ROBLOX	Candy Crush Soda Saga
4	Pokemon GO	Dragon Ball Z Dokkan Battle
5	Clash Royale	Final Fantasy XV: A New Empire
6	Clash of Clans	Pokemon Go
7	Marvel Contest of Champions	Marvel Contest of Champions
8	Slotomania	Homescapes
9	Star Wars: Galaxy of Heroes	Gardenscapes
10	Toy Blast	Star Wars: Galaxy of Heroes



Game of War: Fire Extinguisher Age

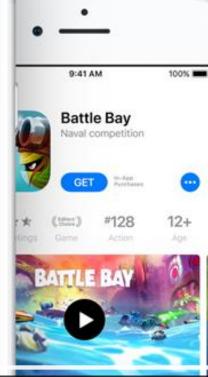
January 2017 -- 10 Top Grossing Games by Platform

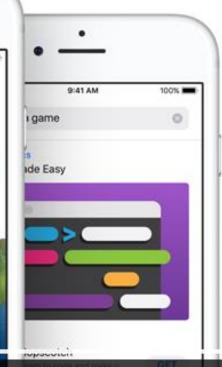
	iPhone	iPad	Android
1	Pokemon GO	Game of War: Fire Age	Pokemon GO
2	Game of War: Fire Age	Candy Crush Saga	Mobile Strike
3	Clash Royale	Candy Crush Soda Saga	Game of War: Fire Age
4	Marvel Contest of Champions	Clash of Clans	Clash of Clans
5	Candy Crush Saga	ROBLOX	Clash Royale
6	Mobile Strike	DoubleDown Casino	Candy Crush Saga
7	Clash of Clans	House of Fun Slots	Candy Crush Soda Saga
8	Madden NFL Mobile	Heart of Vegas Slots	Marvel Contest of Champions
9	Dragon Ball Z Dokkan Battle	Mobile Strike	Summoners War
10	8 Ball Pool	Marvel Contest of Champions	Star Wars: Galaxy of Heroes

 $\frac{\text{March 2018}}{\text{Android} - 216^{\text{th}}}$ $\text{iPhone} - 486^{\text{th}}$ $\text{iPad} - 864^{\text{th}}$



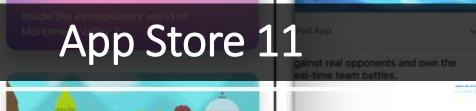




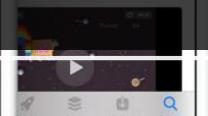












Playrix Does It Again

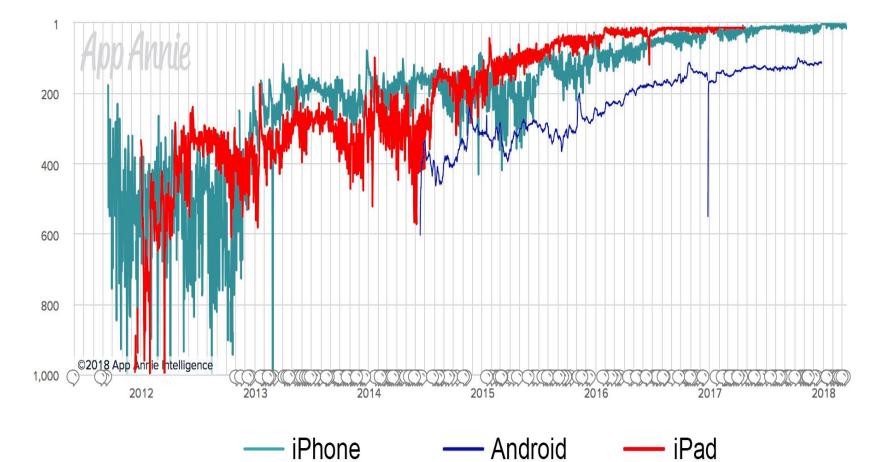




I'll Have What ROBLOX is Having









LOOT BOX

GRACKOOWO



EVEN A WING THE LINE!



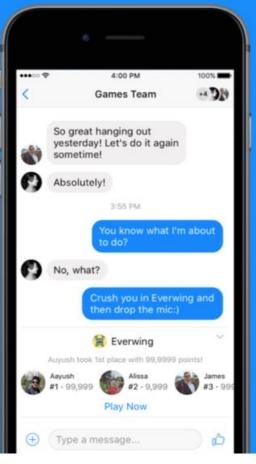


Instant Games

Instant Games on Messenger









1. Toy to Toon









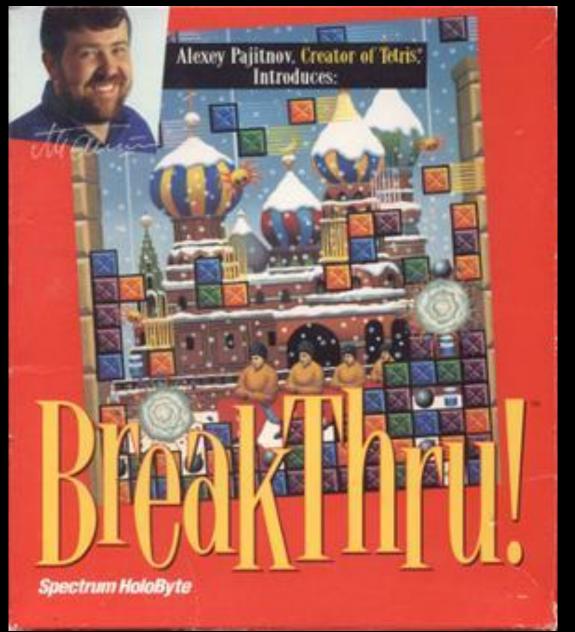




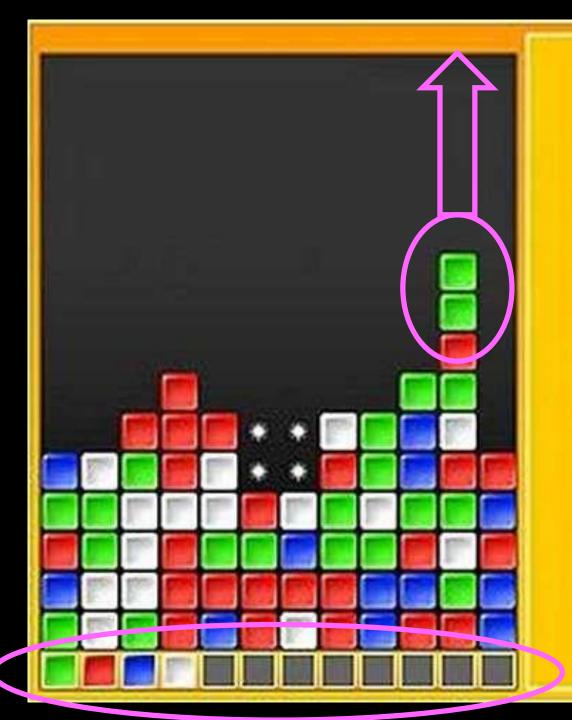














2,814,376

UVEL 9

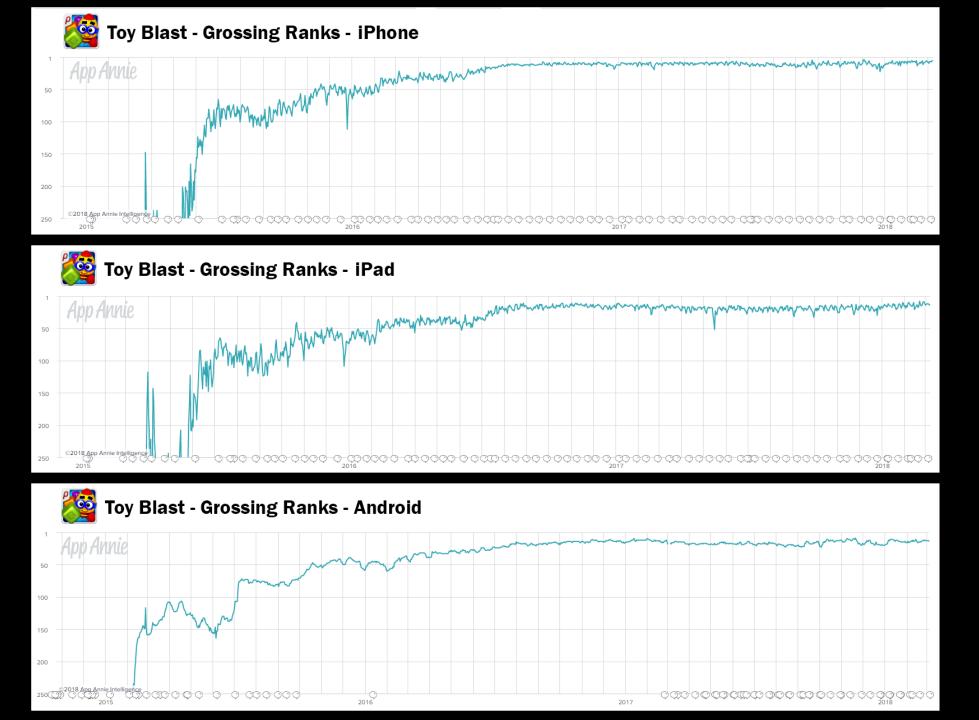
40

PAUSE OPTIONS INSTRUCTIONS EXIT GAME













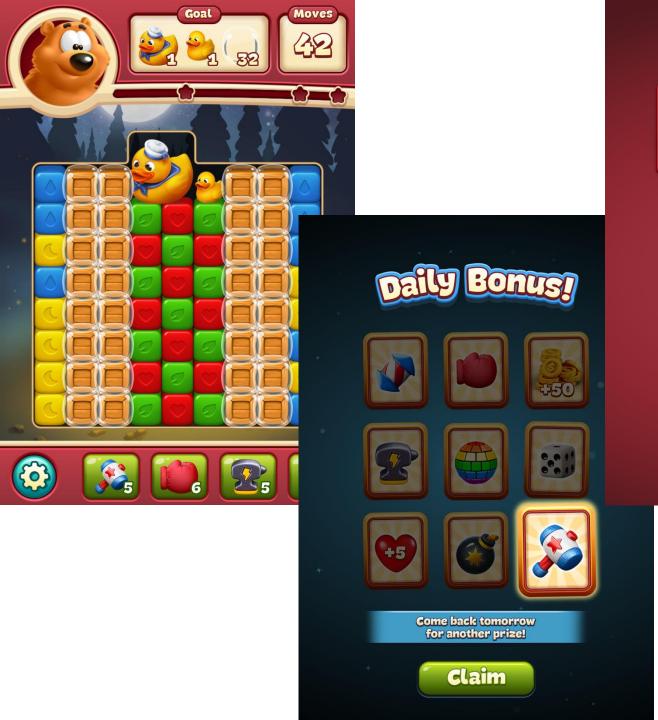








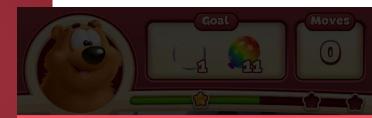








Claim



Out of Moves! ×

If you give up, you will lose your Crown!













What Changed?

















COOPER CAT



Loading...

WALLY WOLF



Loading...

















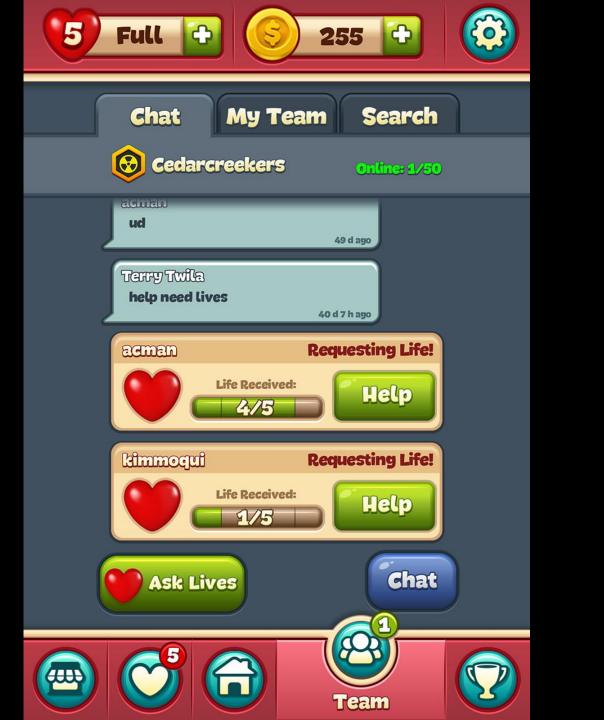








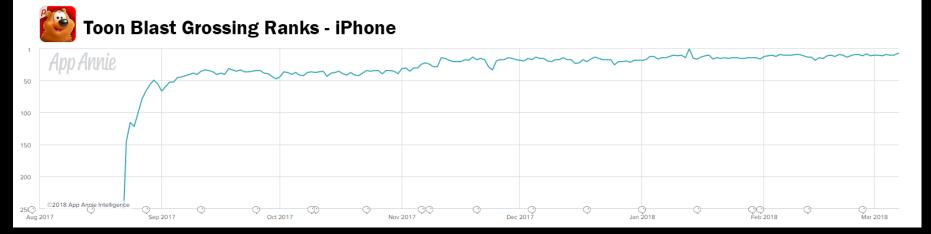
Home

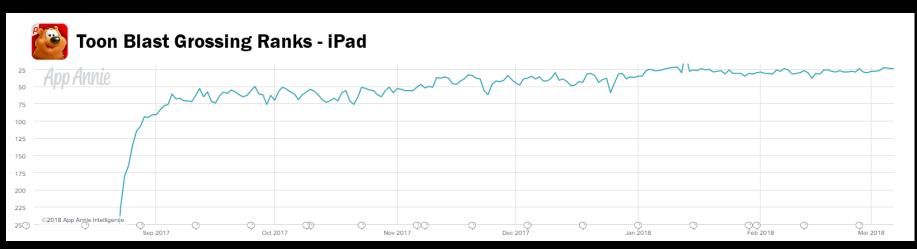


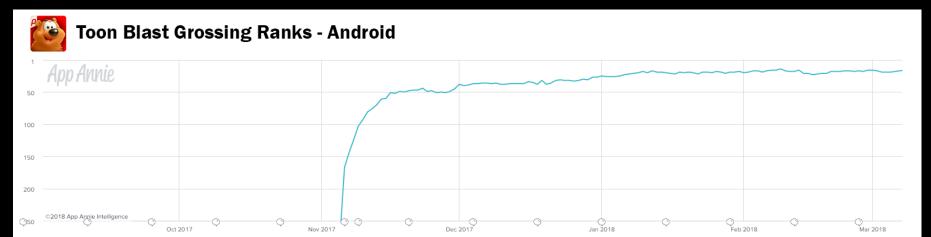






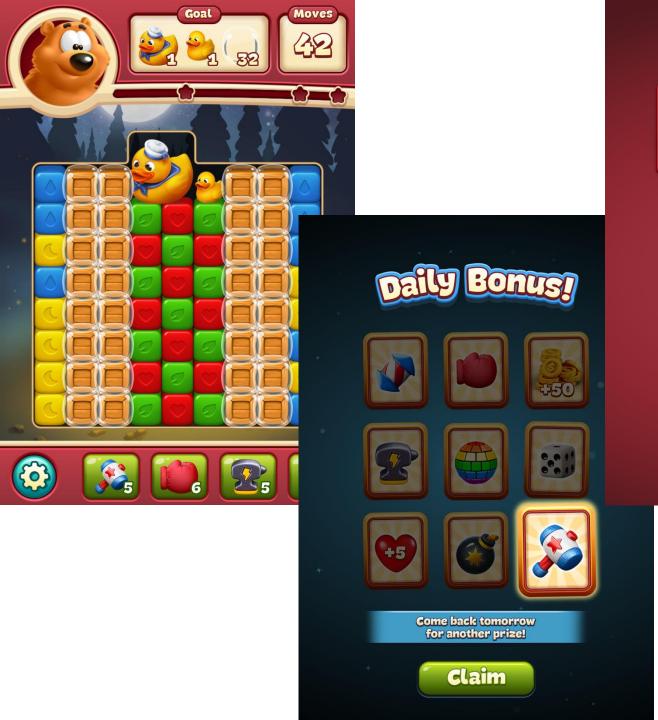






Lessons

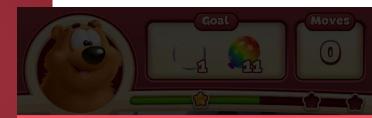
Quality matters.







Claim



Out of Moves! ×

If you give up, you will lose your Crown!













Lessons

- Quality matters.
- Franchise matters.











Lessons

- Quality matters.
- Franchise matters.
- Many meta-game formats are possible for level-based puzzle progression games.
- Companies are being rewarded for the best of those experiments.

2. A Trivial Pursuit



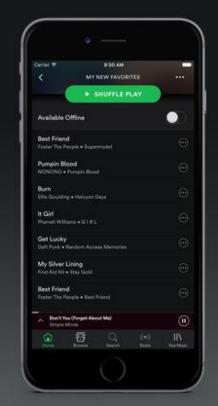




NETFLIX



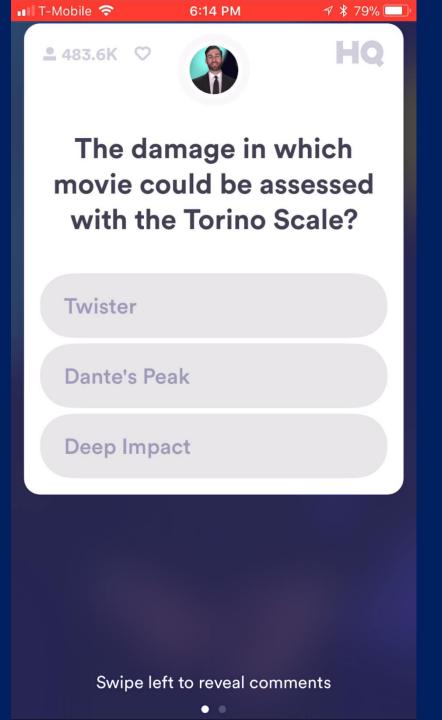
Create and take your playlists with you

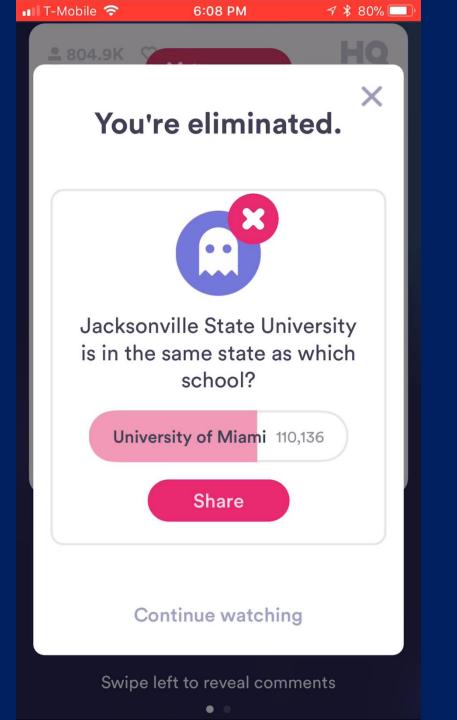


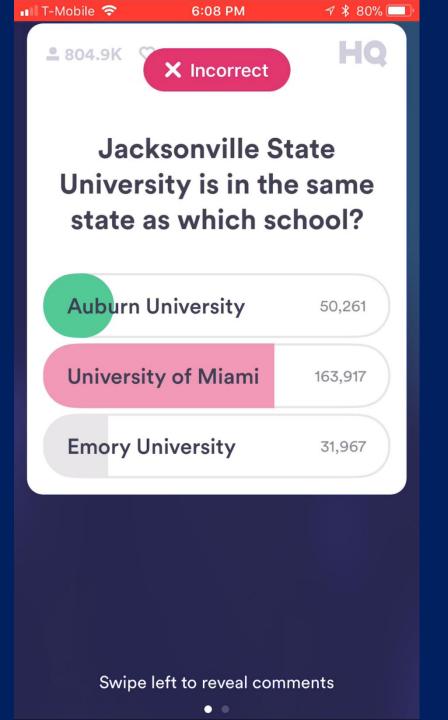


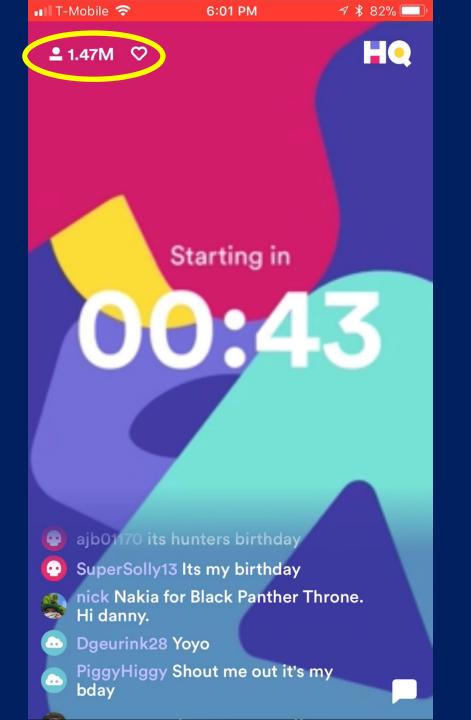




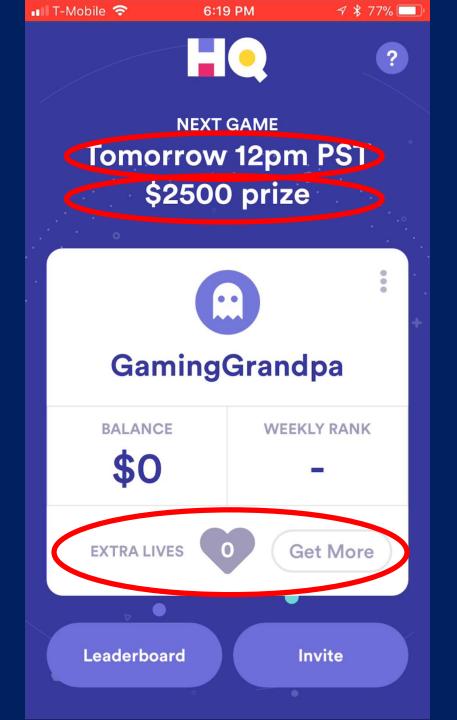


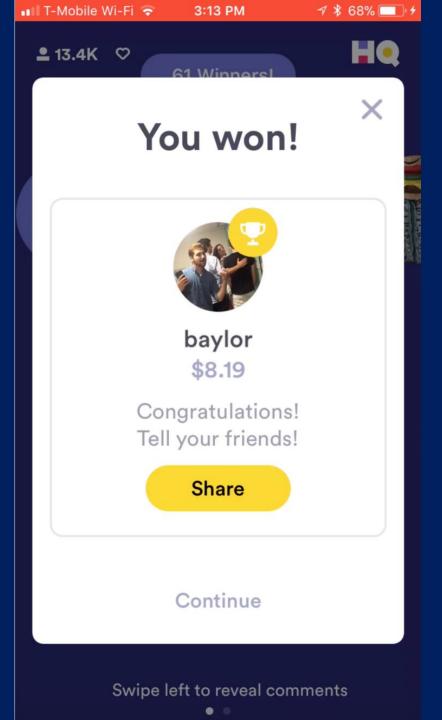


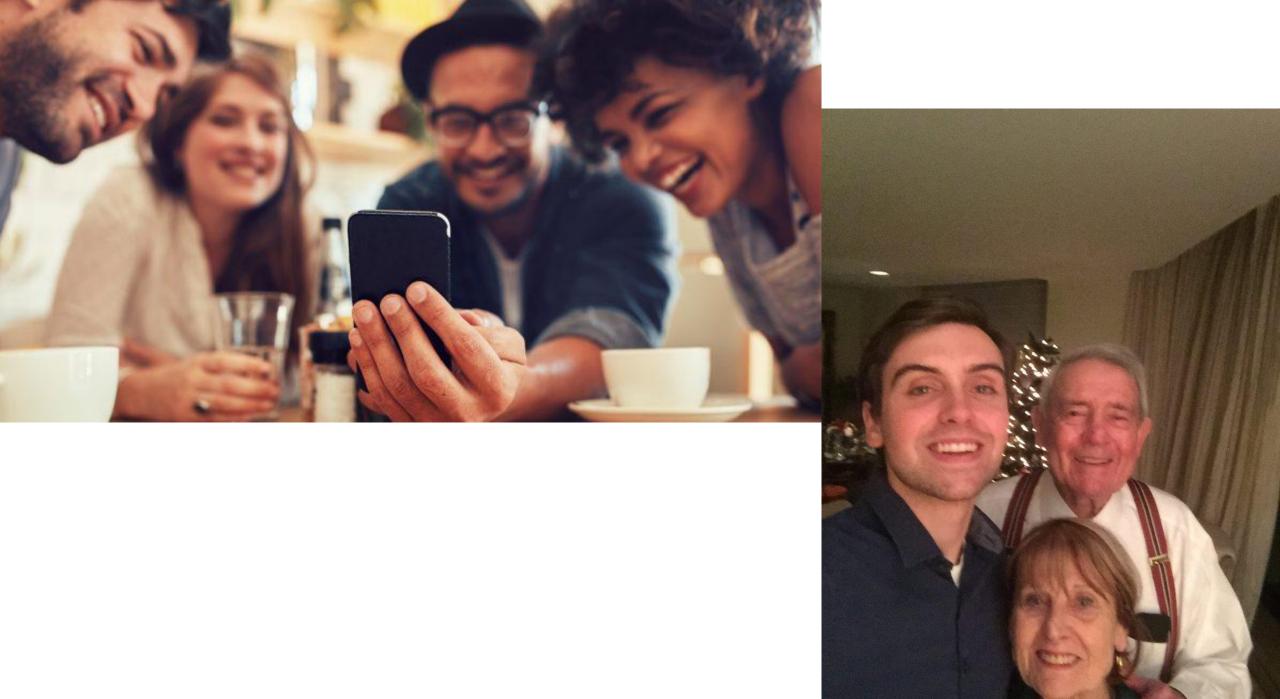


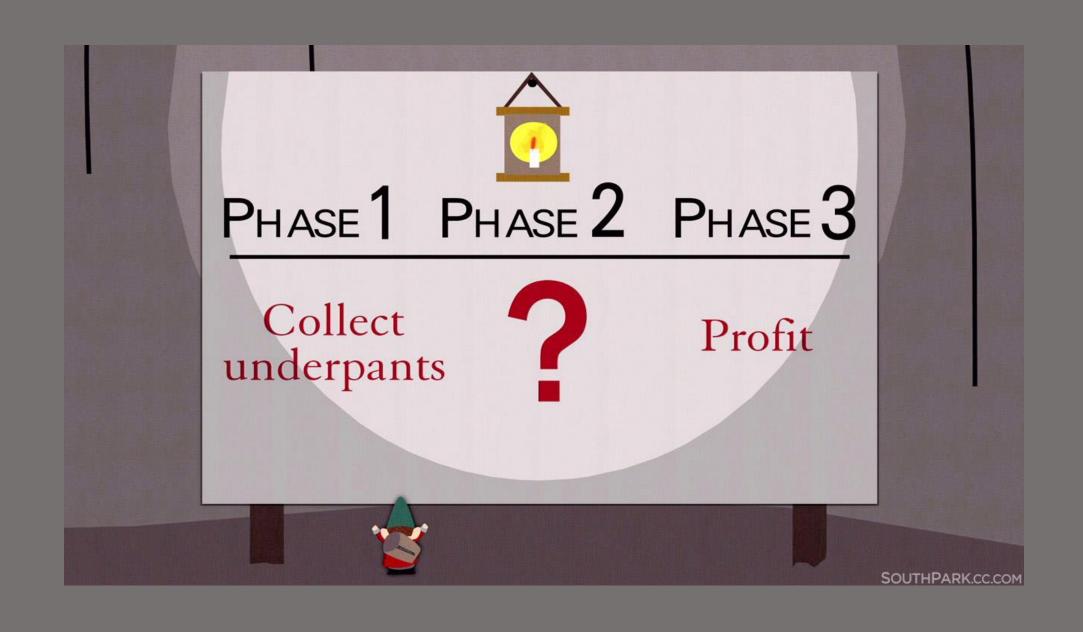












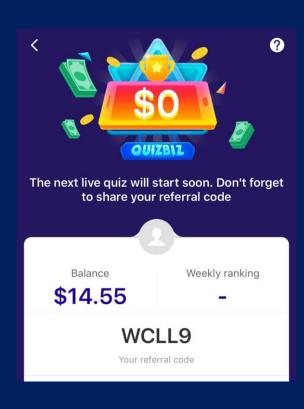


			-21	

Play Trivia

Prove your Knowledge in Daily Quiz Tournaments!







Takeaways

- Event-based apps can work
 - Could it work in your game?
 - Pick your times well
- Content matters
- Business model unproven
 - But clearly enticing
- Tune in at 12 and 6

3. Collection Agency

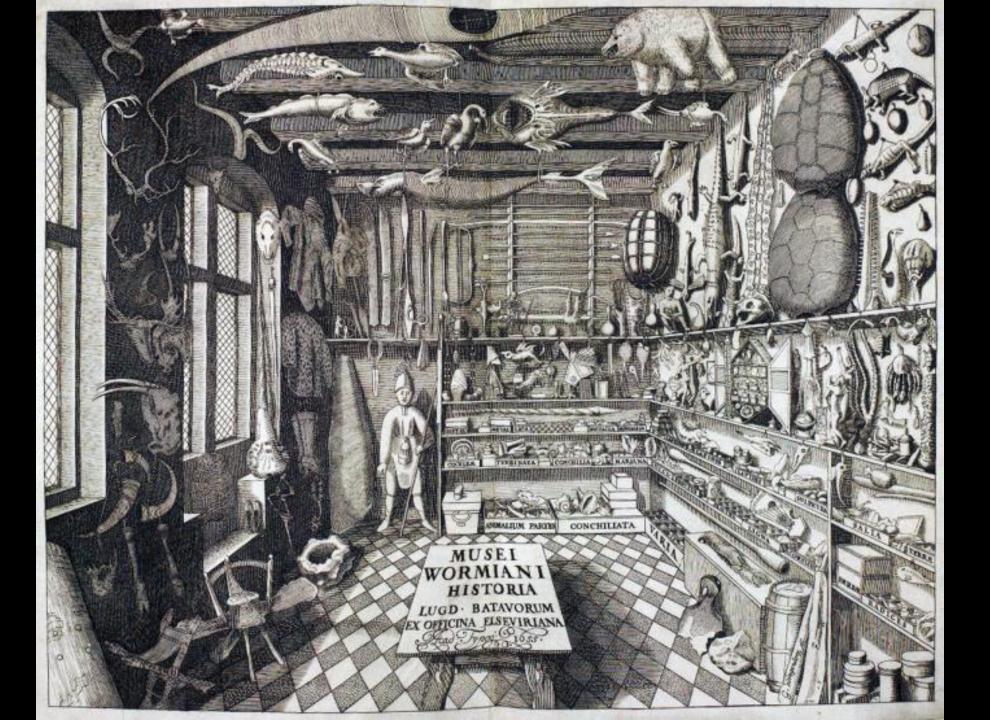




Sir Hans Sloane 1660 – 1753



Jamaica





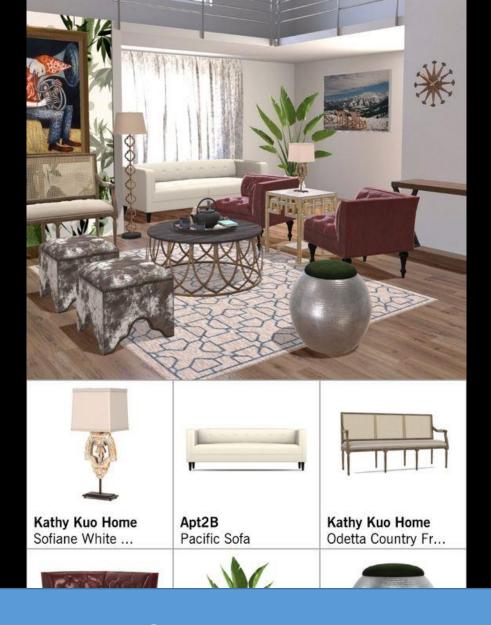
Why I'm talking about him

What does this have to do with games?

Almost every game in the Top Grossing chart relies on a collection mechanic for driving retention and engagement.

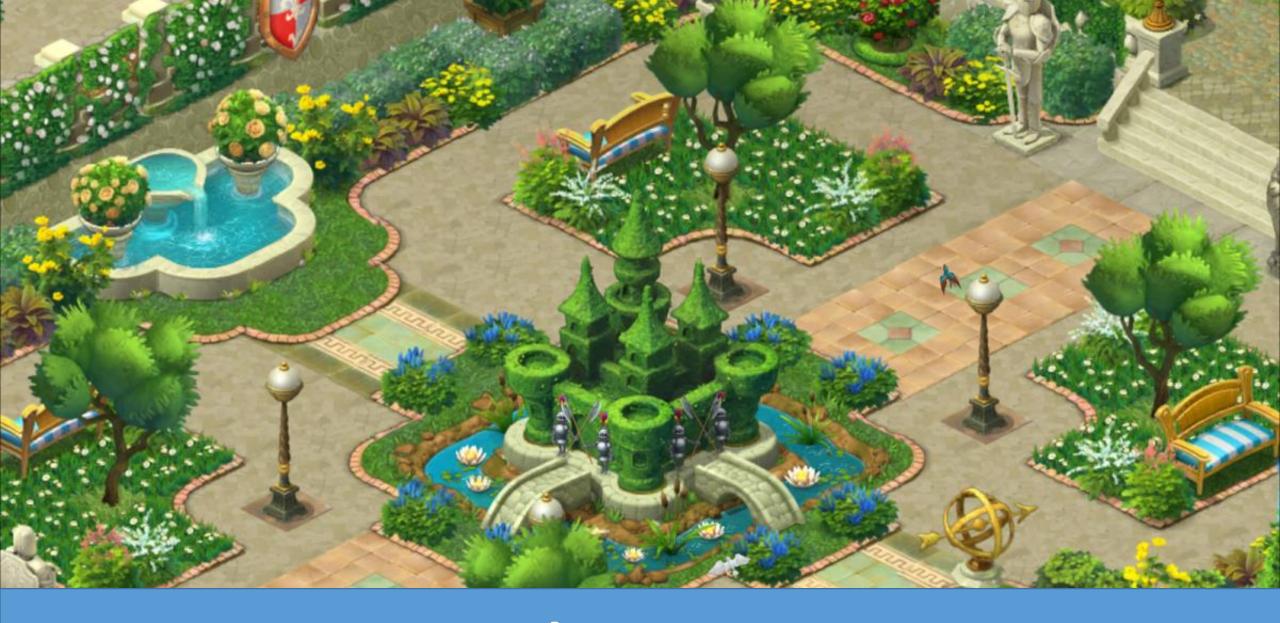


Hearthstone



Design Home





Gardenscapes



The DeanBeat: This player spent \$2 million in a mobile game.

DEAN TAKAHASHI @DEANTAK OCTOBER 14, 2016 8:00 AM

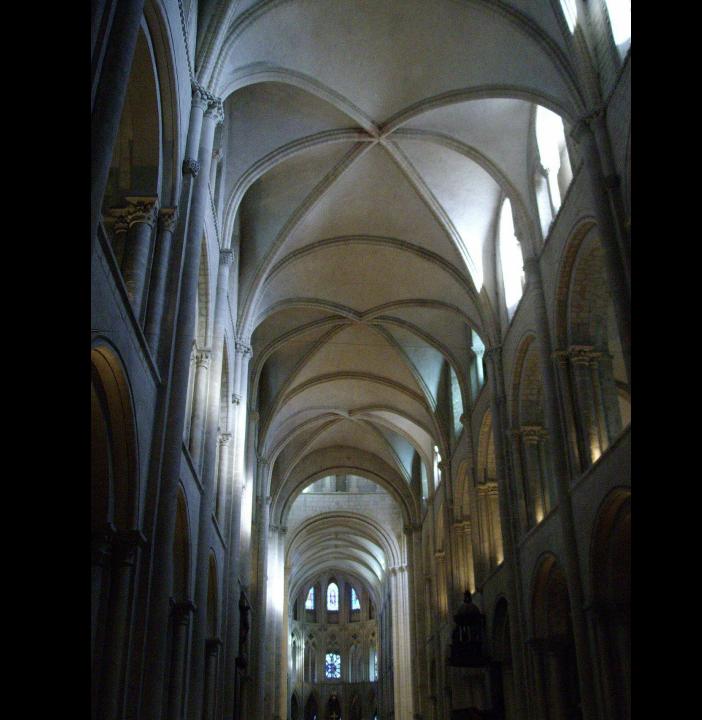


Above: Stephen Barnes spent more than \$2 million in Modern War.

Image Credit: Stephen Barnes

Why do we collect?

A Collection brings significance







Game Of War

A Collection brings you pride









Legendary Cards – Clash Royale

A Collection has value

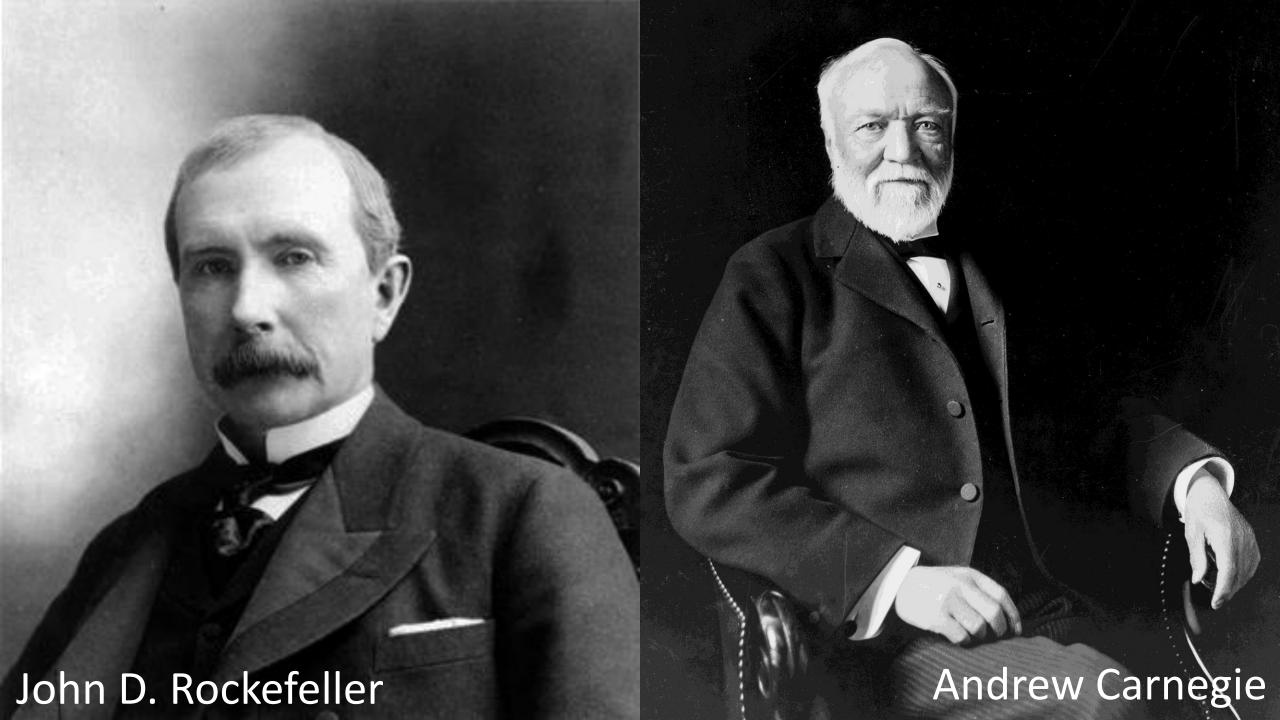


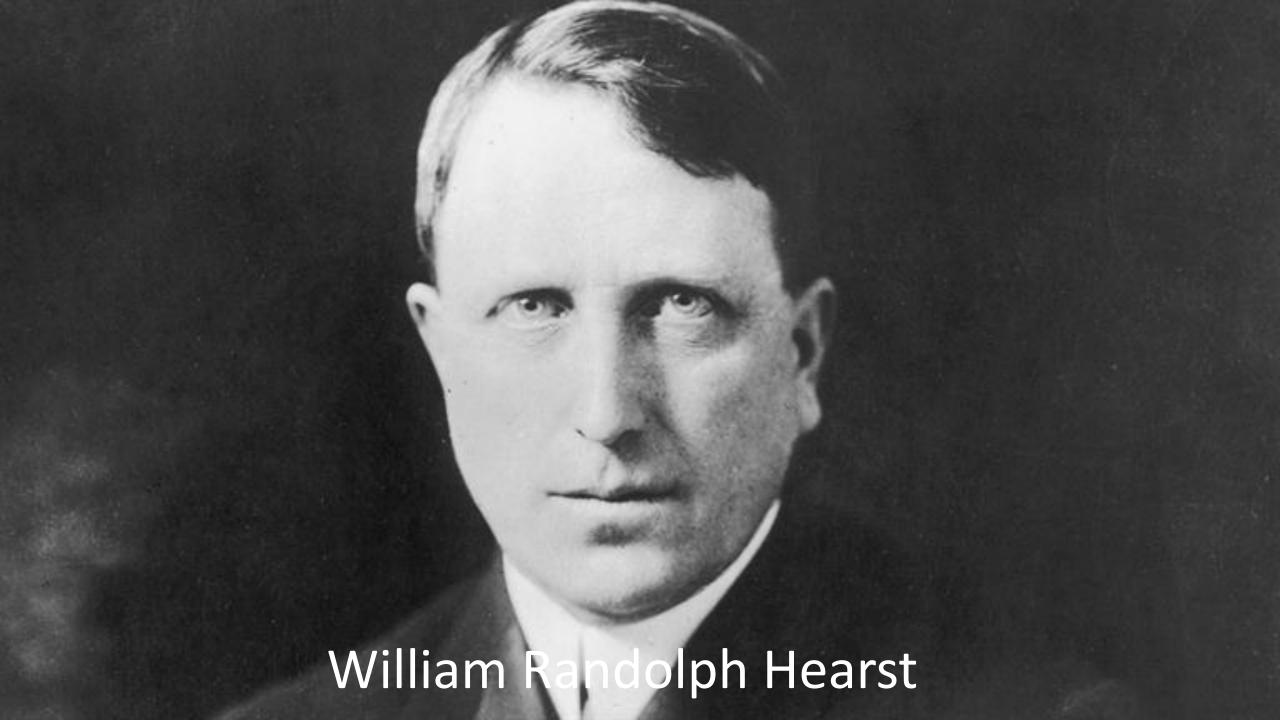
Baron Joseph Duveen 1869 – 1939



























Common Card Examples





Legendary Card Examples







Use of online media to spread the word.





In Conclusion

It is not just about gameplay anymore

What is your core game mechanic?

What is your collection mechanic?



The DeanBeat: This player spent \$2 million in a mobile game.

DEAN TAKAHASHI @DEANTAK OCTOBER 14, 2016 8:00 AM



Above: Stephen Barnes spent more than \$2 million in Modern War.

Image Credit: Stephen Barnes







MILK CHOCOLATE,

PREPARED AFTER THE ORIGINAL RECIPE,

BY CADBURY BROTHERS, LONDON & BIRMINGHAM.

DIRECTIONS:—Put one Ounce of Chocolate (which is two Squares) to a Pint of boiling Milk, or a pint of Milk and Water; add Sugar and Milk as other Chocolate.

4. Romancing the Clone

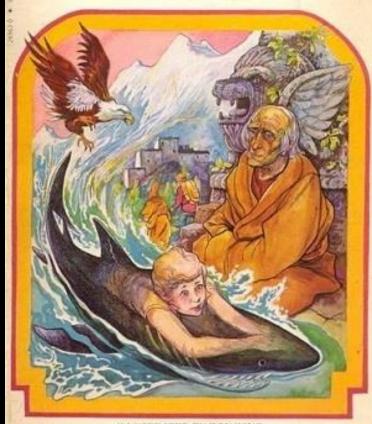
CHOOSE YOUR OWN ADVENTURE



YOU'RE THE STAR OF THE STORY! CHOOSE FROM 14 POSSIBLE ENDINGS.

YOU ARE A SHARK

BY EDWARD PACKARD

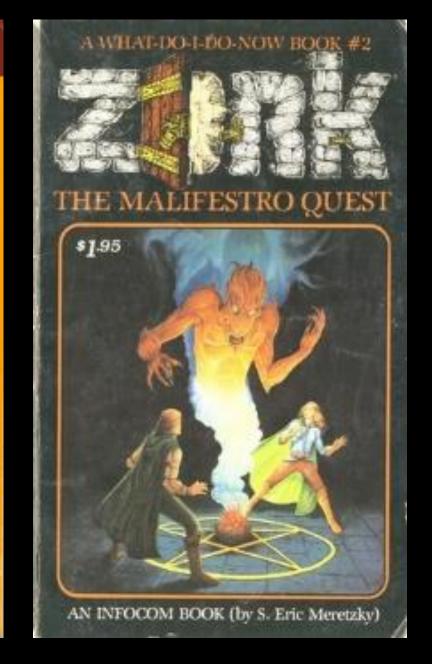


ILLUSTRATED BY RON WING

From TSR Hobbies, Inc., the producers of the DUNGEONS & DRAGONS Game An ENDLESS QUEST" Book #1 **DUNGEON** of DREAD

BY ROSE ESTES

A DUNGEONS & DRAGONS* Adventure Book



Episode





I Married a Prince

Crush on Mr. Bad Boy

Bad Boy's Girl

Hollywood



Pitch Perfect In Deep Treble



Cameron Dallas: Started With A Lie



Falling for th

Top Drama



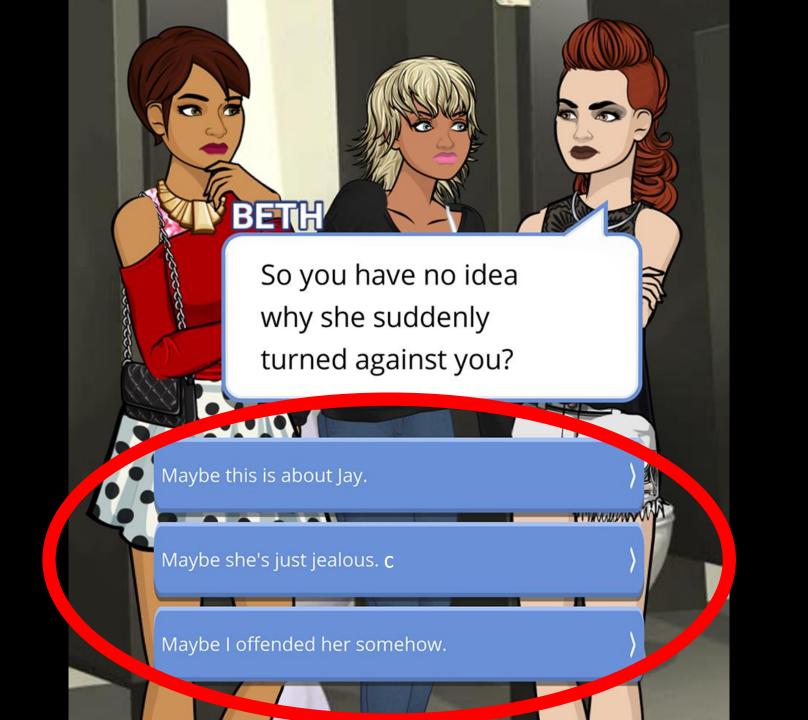


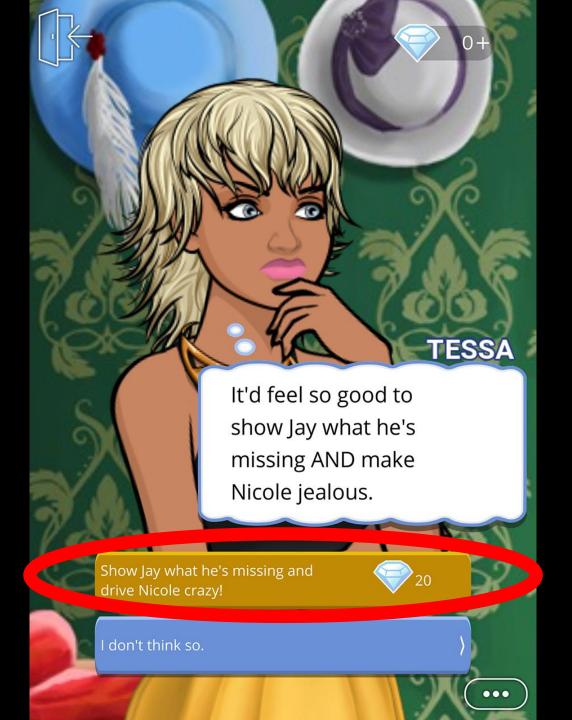














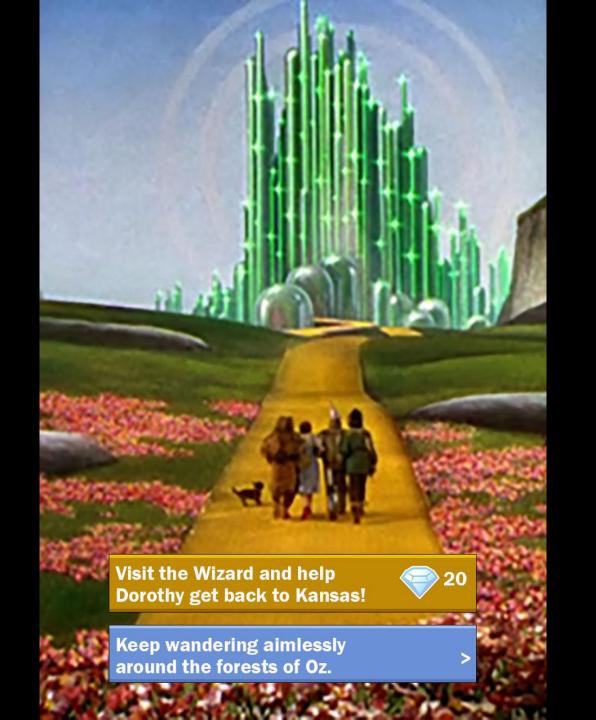
You need more Gems

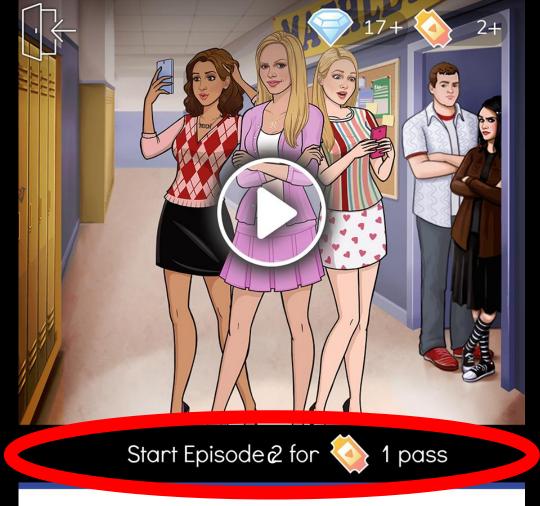
You do not have enough Gems to get this purchase.

Get Gems Now



Maybe Later





Mean Girls: Senior Year

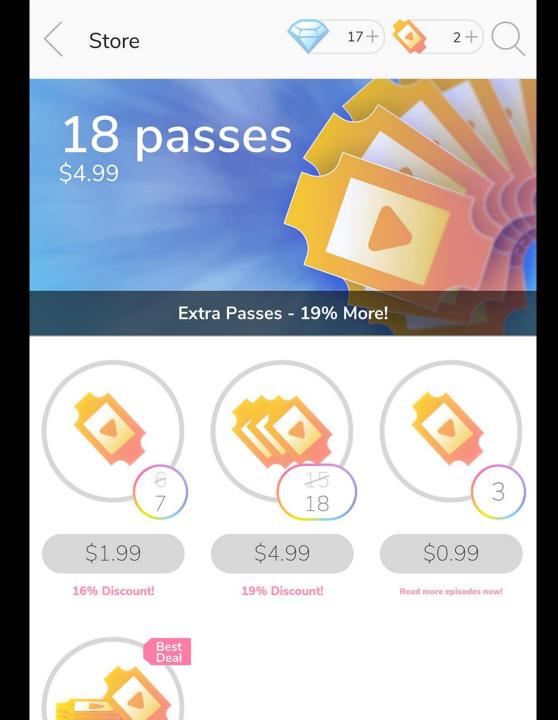
Episode 2 of 20

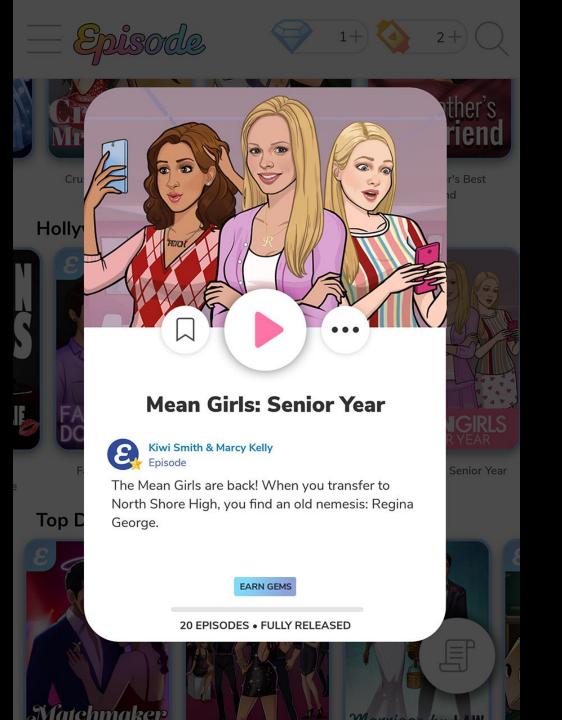
You find yourself in class with Micah... but some info from Regina makes you wonder if this crush could land you in trouble.

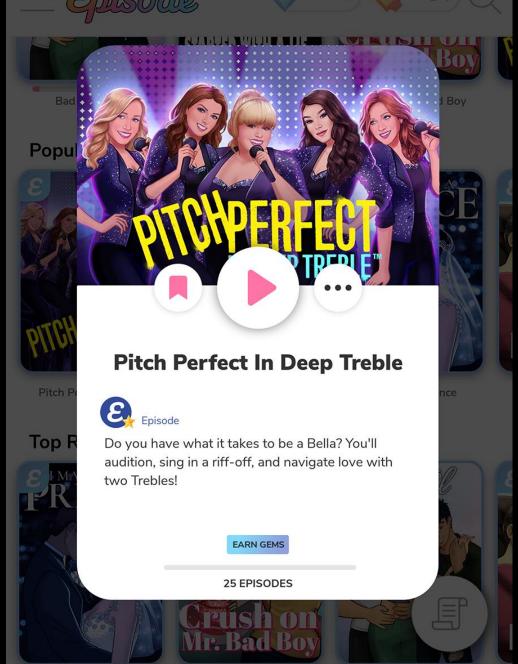






















Spotlight on Love





SPOTLIGHT: A SELKIE'S KISS



Spotlight: Borderline



Spotlight: Both Sides of Me (CH 12 OUT NOW)

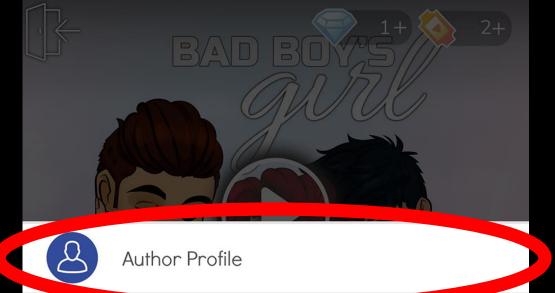
Star Power **1**













Fanmail



Share



Replay



Disable All Text Effects in Story



Disable Animating Text Effects in Story

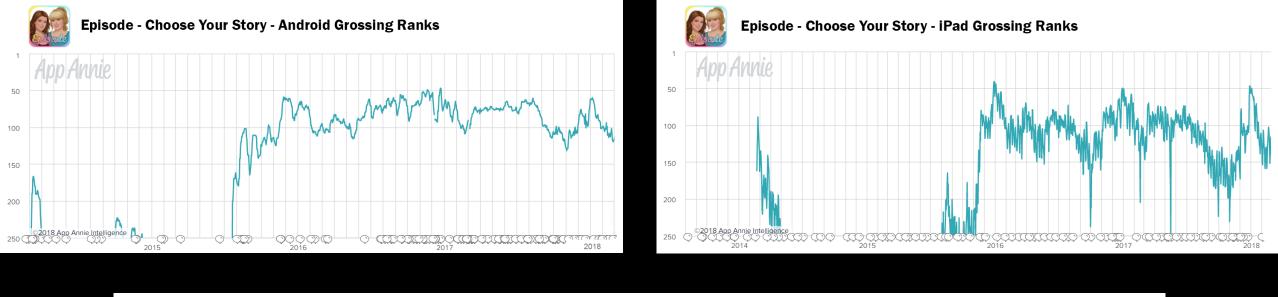
Cancel

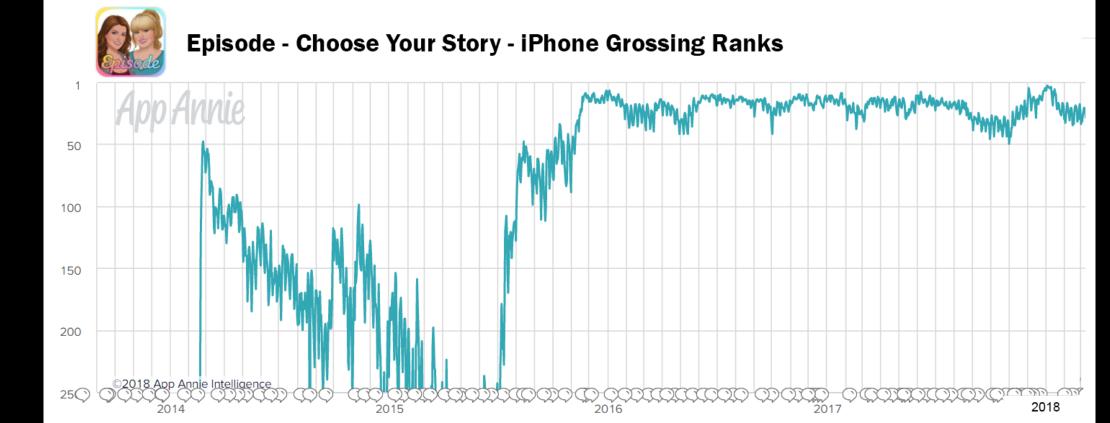
This story was created by: Viola Musaraj



Thanks for supporting creators in our community!















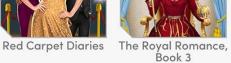






UPDATES WEEKLY







Perfect Match



High School Story, Book 3

START YOUR ROMANCE



The Freshman, Book 1



The Royal Romance, Book 1



Perfect Match



Rules of Engagement, Book 1

CONTINUE YOUR ROMANCE

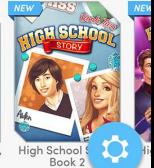


The Freshman, Book 2





The Royal Romance, Book 2 Book 3















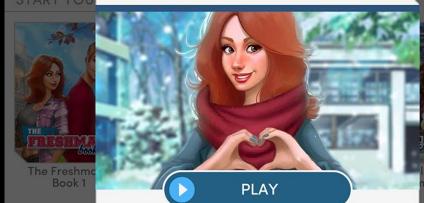


Perfect Match



High School Story, Book 3

The Freshman, Book 2



Chapter 1 of 15



Winter quarter has begun! Will things heat up with Chris, Kaitlyn, or James... or will you be left out in the cold?





FULLY RELEASED



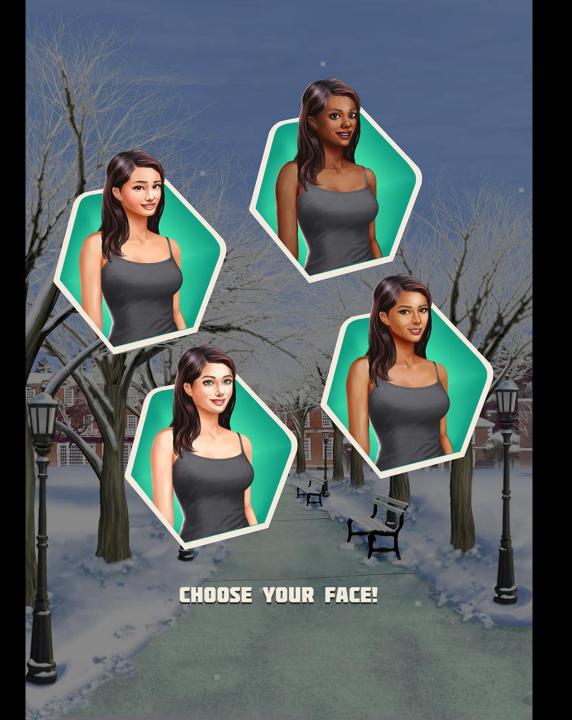
ent, Book 1

























A Achievements



Meet Cute

Encounter your first romantic interest in The Freshman, Book 1.

500 XP

DEC 12, 2016



Page Turner

Complete 10 chapters.

3,500 XP



Century

Complete 100 chapters.

5,000 XP



Enrolled

Convince Professor Vasquez to give you a chance in The Freshman,...

500 XP



Mr. Write

Attend the Hartfeld Formal with James in The Freshman, Book 1.

1,000 XP



Touchdown

Attend the Hartfeld Formal with Chris in The Freshman, Book 1.

1,000 XP



More Than Friends

Attend the Hartfeld Formal with Kaitlyn in The Freshman, Book 1.

1,000 XP



First Snow

Complete The Freshman, Book 1.

1,000 XP



Party Crashers

Complete Chapter 1 of The Crown & The Flame, Book 1.

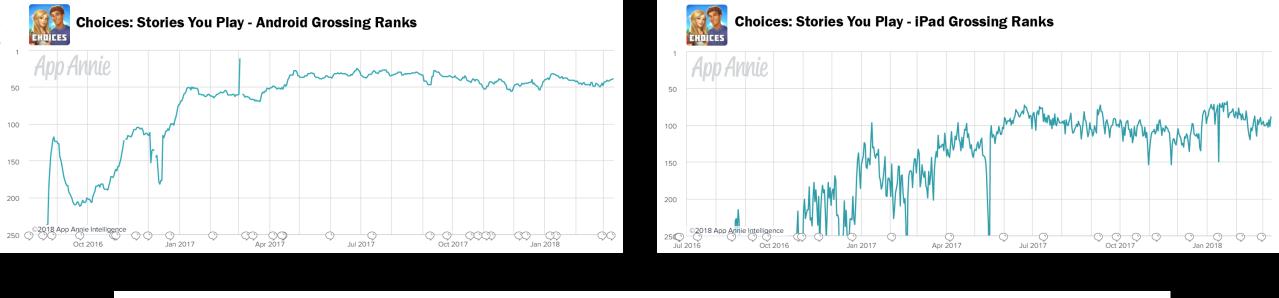
500 XP

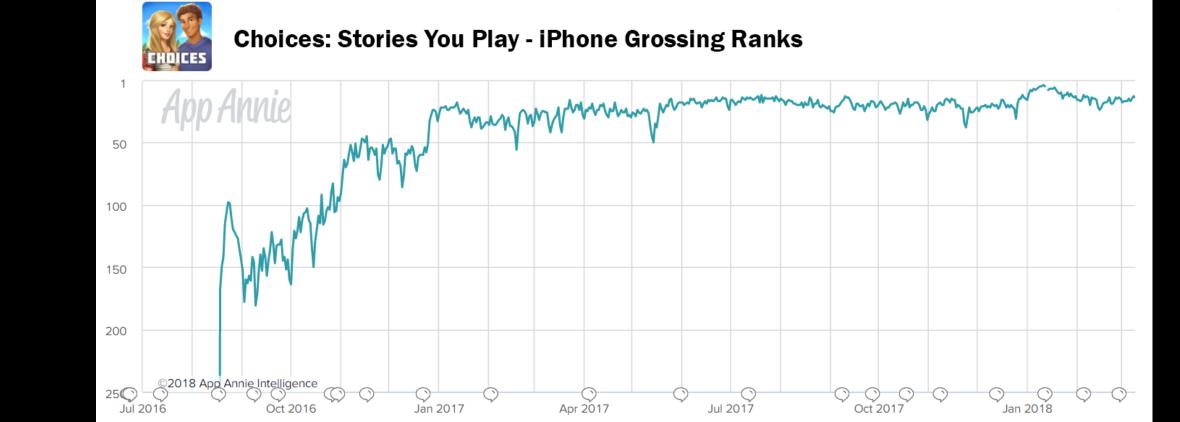


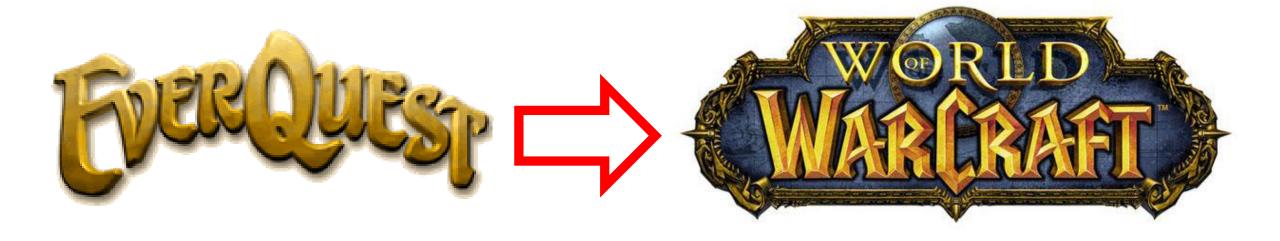
Mortal Kombat

Defeat Severin in single combat in The Crown & The Flame, Book 1.

500 XP











NEWS

Nexon acquires Choices mobile games developer Pixelberry Studios

Date

Type

Companies involved

Size

November 10th, 2017

ACQUISITION

Nexon Pixelberry Studios Not disclosed

November 10th, 2017 - 07:00am

By Craig Chapple, Senior Editor

Online games publisher Nexon has acquired US narrative mobile games developer Pixelberry Studios.

The California-based studio has worked on games such as *High School Story* and *Choices*. The latter title has been a regular top 30 grossing game on the US App Store since its release in August 2016.

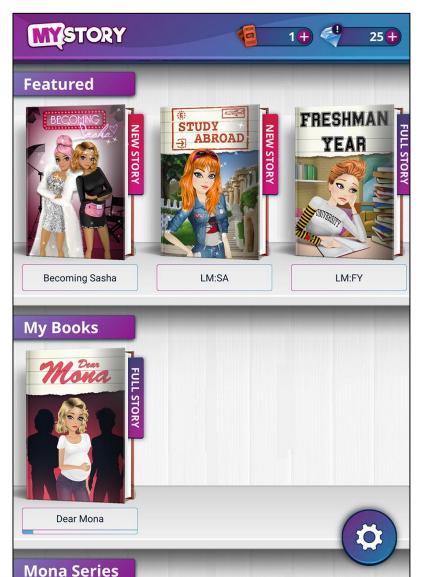
Following the deal the two companies aim to to expand and localise the interactive fiction app Choices into new territories.

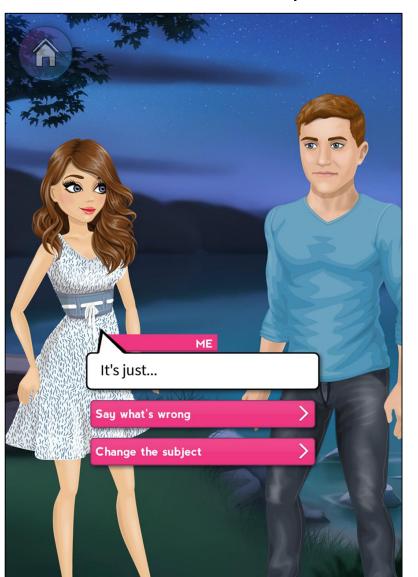
The terms of the acquisition were not disclosed.



My Story: Choose Your Own Path

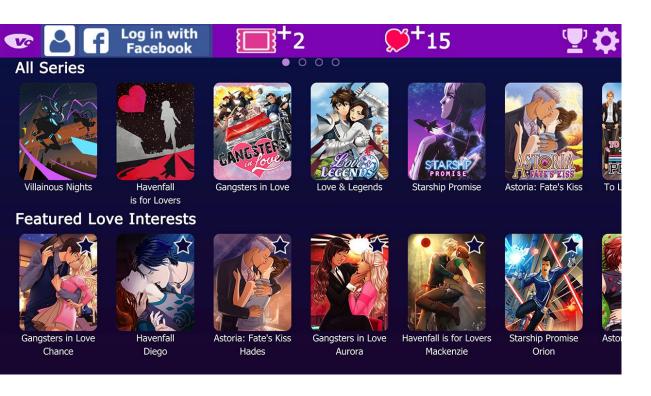
Publisher: Nanobit Release Date: October 5, 2016





Lovestruck: Choose Your Romance

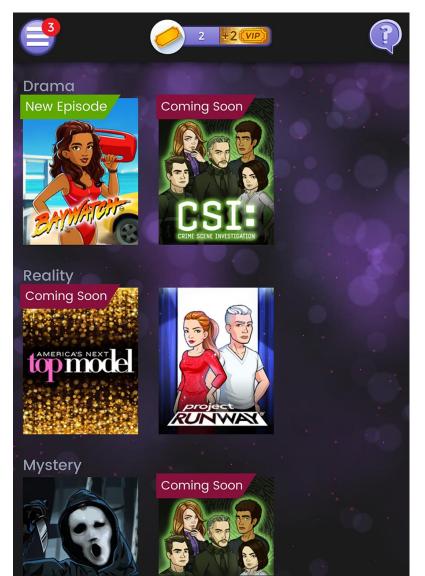
Publisher: Voltage Release Date: February 6, 2017

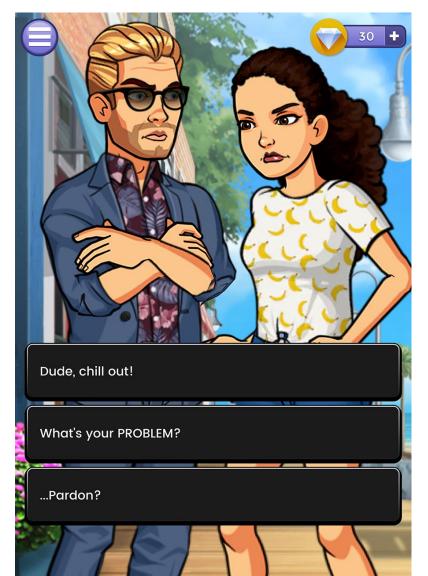




What's Your Story

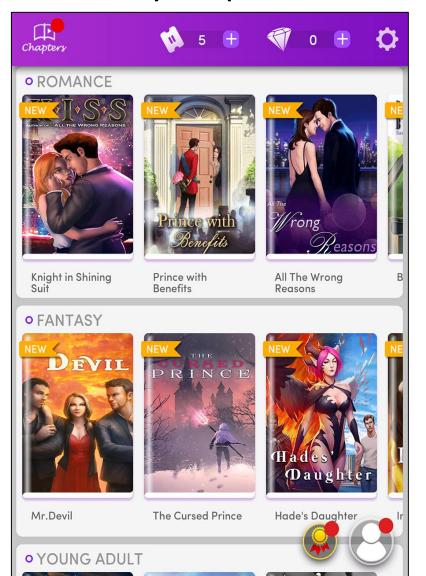
Publisher: Ludia Release Date: October 10, 2017





Chapters: Interactive Stories

Publisher: Crazy Maple Studio

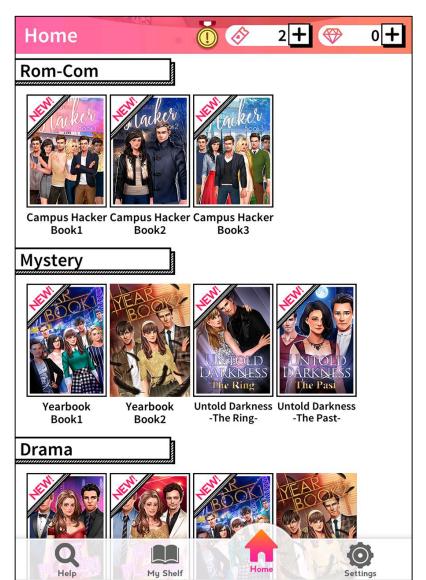


Release Date: October 13, 2017



My Shelf: My Choice My Episode

Publisher: NTT Solmare



Release Date: February 20, 2018



Lessons

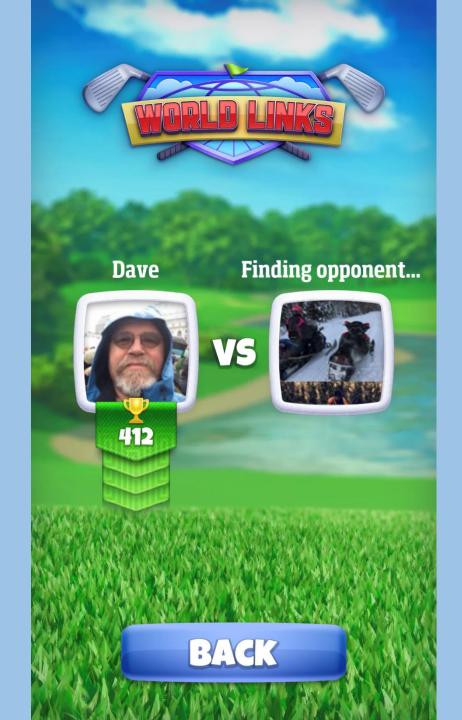
- The market's appetite for these sorts of soap opera story games does not seem close to being tapped.
- It's amazing how little interactivity players are willing to settle for to play these games ... and to pay for them.
- As the market gets more competitive, expect to see more iteration and experimentation beyond just clones of Episode.

5. Le Royale with Cheese Balls



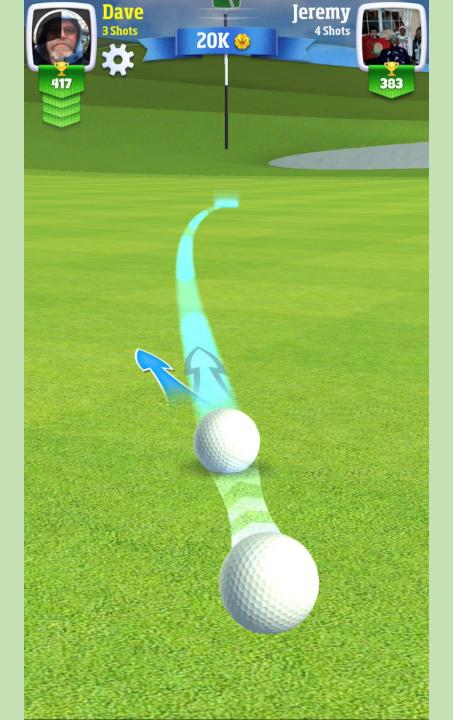


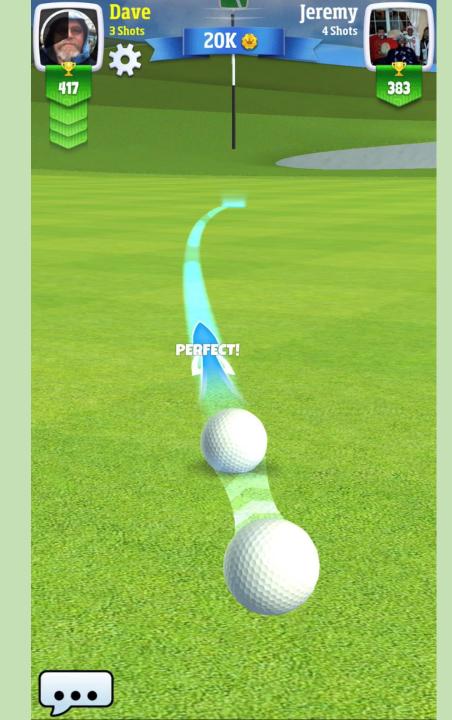


















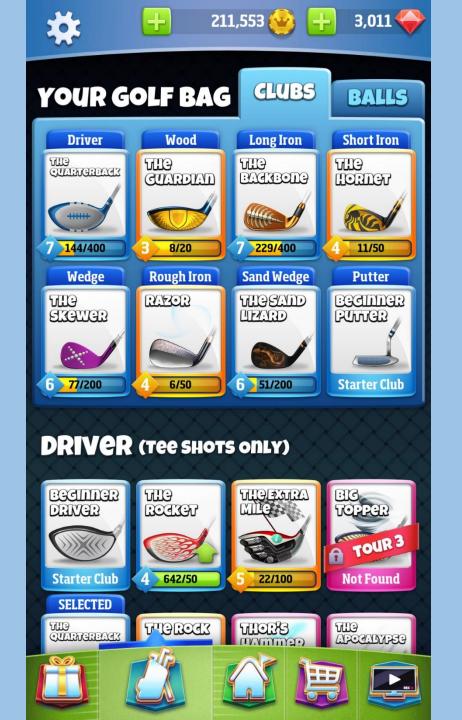


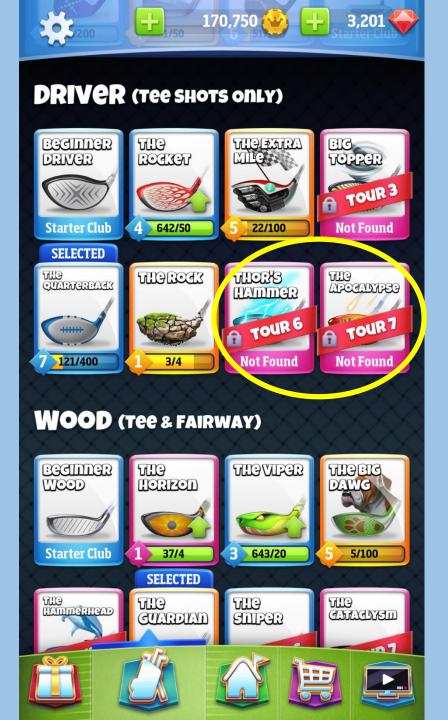
















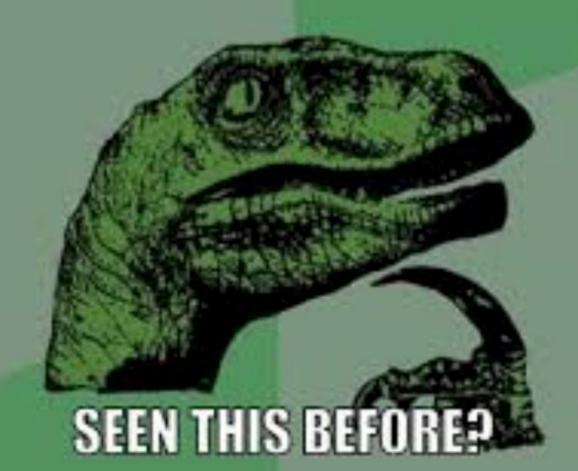








WHERE HAVE I



DIYLOL COM













Skeleton Barrel Common Card

Level 1



Upgrade Available!



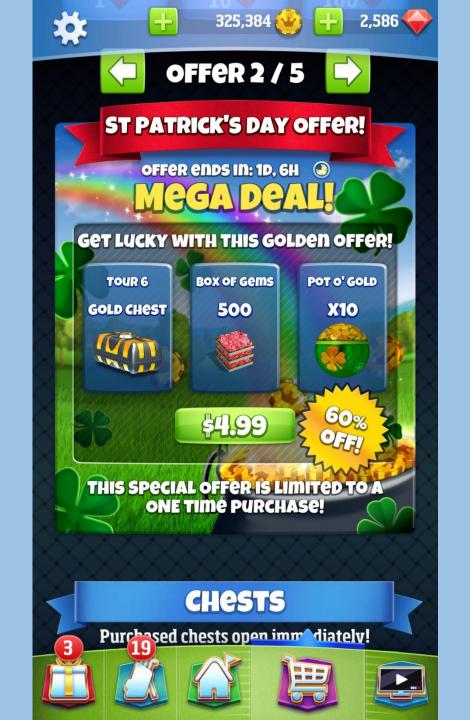














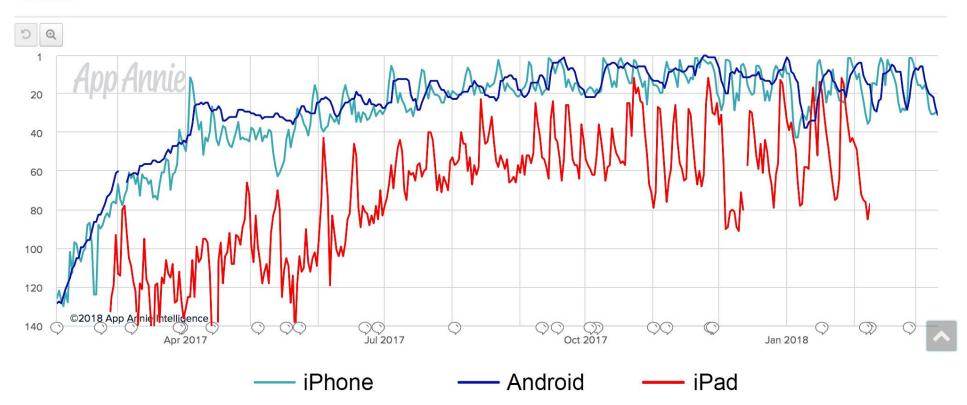








U.S. TOP GROSSING GAMES



Takeaways

- The right casual sport can be a winner
- Clash Royale metagame is portable
- Nobody minds a good meta lift if...
 - Great core game
 - Well integrated
 - Smart adaptations

6. Notable Games of 2017











Thanks for listening!

Steve Meretzky VP of Games, King

Dave Rohrl
Owner, Mobile Game Doctor

Juan Gril Executive Producer, Flowplay

Questions?

