



LEADERS IN
**FREE TO PLAY
MOBILE GAMES**

TSX: EAGR OTCQB: EAGRF

ANALYST CALL - Q3 2022

November 10, 2022



Forward Looking Statements

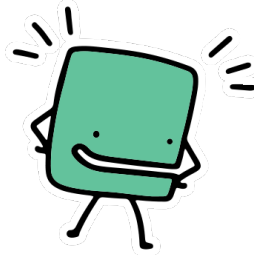
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EXECUTIVE Summary



- YEAR OVER YEAR COMPS ARE STRONG BUT DECLINING SEQUENTIALLY
- STAR TREK: LOWER DECKS LAUNCHED IN MID-SEPT
- NEGATIVE EBITDA FOR Q3
- CHANGING FOCUS TO PROFITABILITY AND WILL REDUCE COSTS IN Q4
- IP DEALS SIGNED FOR 2023 GAMES

Q3 REVENUE
\$25.0M

+32% YoY

End of Q3 Cash
\$5.2M

YTD 2022
\$90.4M

+40% YOY

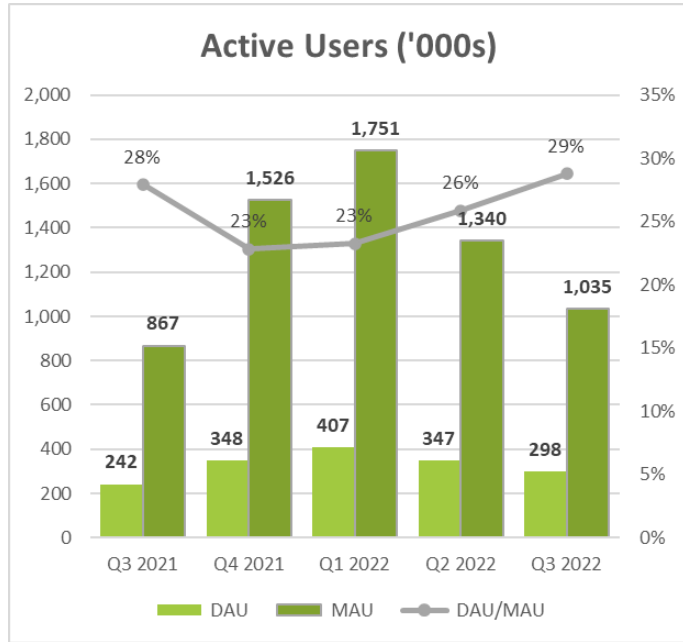
YTD adjEBITDA
\$2.6M

Cash from Ops YTD
\$5.6M

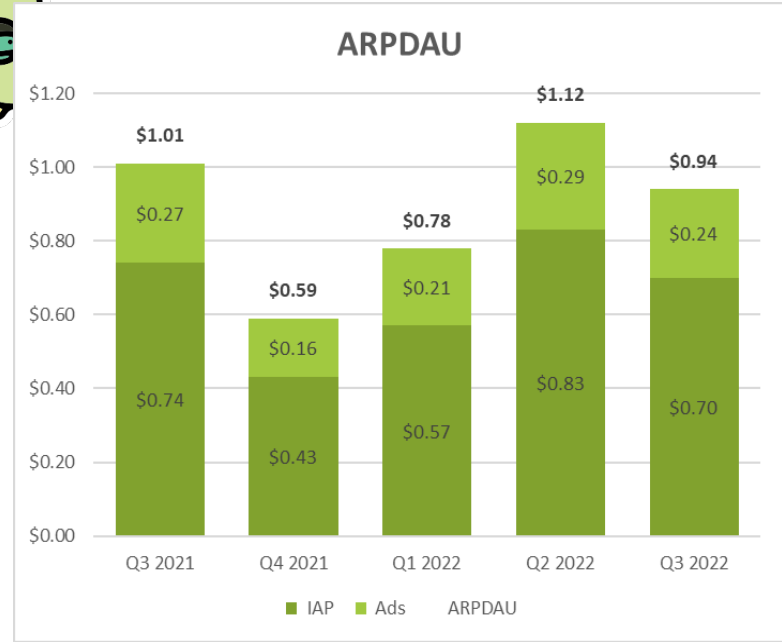
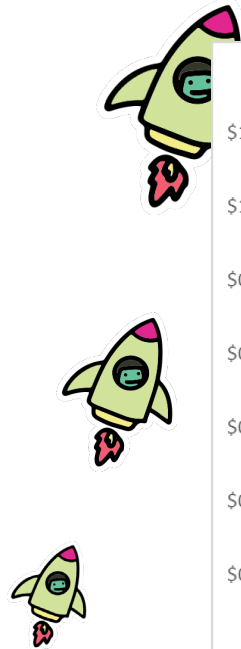
End of Q3 Debt
\$0.8M



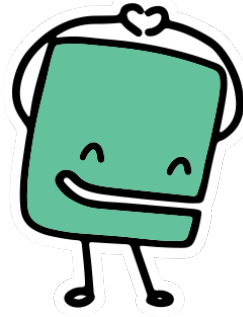
ESGG Q3 Operating Metrics



DAU +22% **MAU +19%**
vs Q3 21'



Stable



GAME KIT MISSION

We enable **CREATORS** to **SUCCESSFULLY**
deliver memorable **MOBILE GAMING**
experiences that engage players **EVERY DAY.**

Q3 Financial Highlights

CAD (Millions)	Q3 2022	Q3 2021	Δ
REVENUE	\$25.0	\$19.0	32%
Gaming	18.6	13.8	35%
Advertising	6.4	5.2	23%
COST OF SALES	9.5	6.9	38%
GROSS PROFIT	\$15.5	12.2	27%
<i>Gross Margin %</i>	62%	64%	
<hr/>			
NET INCOME (LOSS)	\$(3.4)	\$(1.4)	
ADJ. EBITDA	(1.0)	1.1	

CAD (Millions)	Q3 YTD 2022	Q3 YTD 2021	Δ
Cash Flow from Operations	\$5.6	\$2.1	3.5
Cash Flow from Investing	(\$0.2)	\$9.4	(9.6)
Cash Flow from Financing	(\$9.4)	\$(4.2)	(5.2)
INCREASE (DECREASE) IN CASH	\$(4.1)	\$7.4	(11.5)
CASH - Beginning	9.2	4.4	
CASH - Ending	5.2	11.8	

32%
YOY
GROWTH

Quarterly Revenue growth of 32% vs. same period 2022 and reduction of 16% from Q2 2022

\$5.2M


CASH
BALANCE

Strong financial position with \$5.3 million cash balance and undrawn credit facilities of ~\$15M

SUMMARY

Shifting focus from hyper growth to focus on profitability and cash generation

- **GROWTH** reduction in the number of games to be launched in 2023. Tighter focus on large IP driven games.
- **RIGHT SIZE TEAM**
Continue to right size the team in light of slower growth expectations.
- **ADDING GAME KIT FEATURES**
New Genres in soft launch and adding to our publishing partnerships.
- **FOCUS ON PROFITABILITY AND LONG TERM PARTNERSHIP OPPORTUNITIES**
Double down on existing IP Games and reduce costs

A hand is holding a smartphone, which is the central focus of the image. The phone is tilted slightly. The background is dark with out-of-focus, colorful bokeh lights in shades of purple, blue, and orange. The text 'ANALYST Q&A' is overlaid on the phone's screen area.

ANALYST
Q&A



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