



LEADERS IN  
**FREE TO PLAY**  
**MOBILE GAMES**

TSX: EAGR OTCQB: EAGRF

ANALYST CALL - Q4 2022

March 31, 2023



## Forward Looking Statements

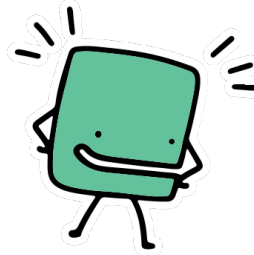
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# EXECUTIVE Summary



- 25% YEAR OVER YEAR REVENUE GROWTH
- LAUNCHED STAR TREK, MILK FARM TYCOON AND DOCTOR WHO
- REDUCED COSTS IN Q4 TO RETURN TO PROFITABILITY
- IP DEALS SIGNED FOR 2023 GAMES

Q4 REVENUE  
**\$25.9M**

**-9%** YoY

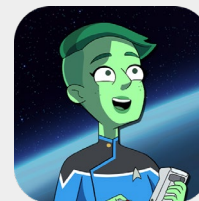
End of Q4 Cash  
**\$5.7M**

YTD 2022  
**\$116.3**  
**+25%** YOY

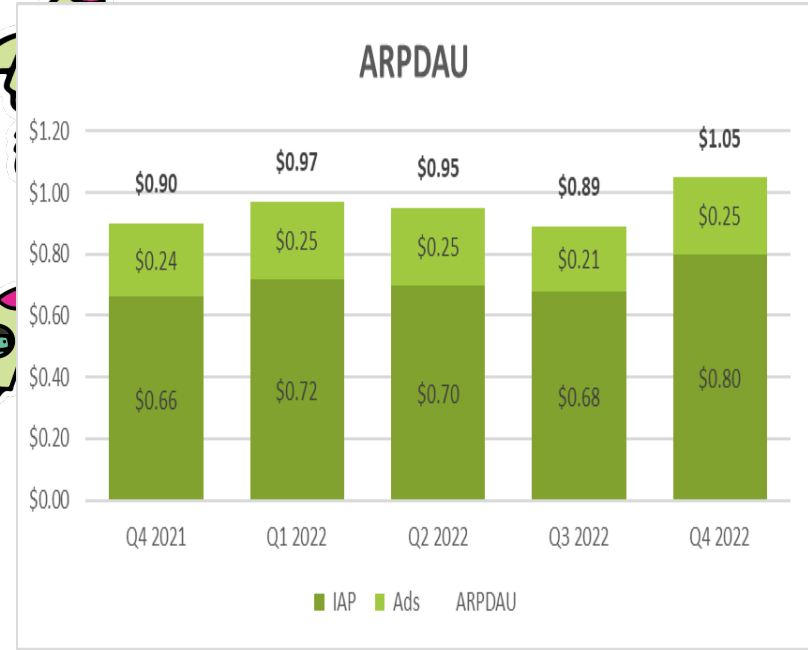
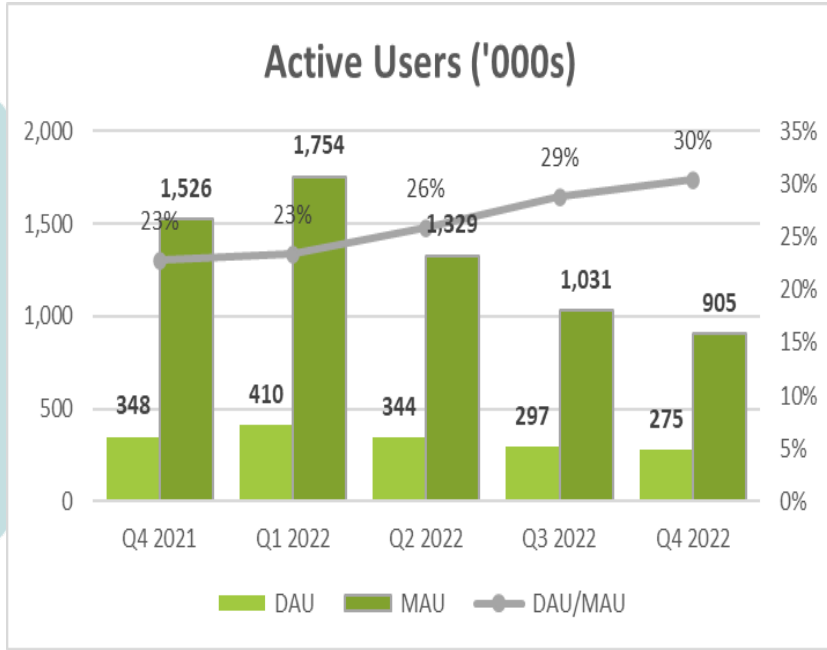
YTD adjEBITDA  
**\$7.5M**

Cash from Ops YTD  
**\$10.0M**

End of Q4 Debt  
**\$0.9M**



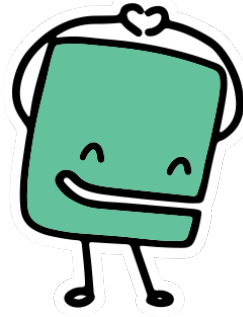
# ESGG Q4 Operating Metrics



DAU -7% MAU -12%  
vs Q3 22



Increasing  
ARPPU



## GAME KIT MISSION

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

# 2022 Financial Highlights

CAD (Millions)	2022	2021	Δ
<b>REVENUE</b>	<b>\$116.3</b>	<b>\$93.2</b>	25%
Gaming	86.8	69.7	25%
Advertising	29.5	23.5	9%
<b>COST OF SALES</b>	<b>43.8</b>	<b>32.5</b>	35%
<b>GROSS PROFIT</b>	<b>\$72.5</b>	<b>\$60.7</b>	19%
<i>Gross Margin %</i>	62%	65%	
<hr/>			
<b>NET INCOME (LOSS)</b>	<b>\$10.8</b>	<b>\$(2.8)</b>	
<b>ADJ. EBITDA</b>	<b>\$7.5</b>	<b>8.1</b>	

CAD (Millions)	2022	2021	Δ
Cash Flow from Operations	\$10.0	\$4.5	5.5
Cash Flow from Investing	(\$4.1)	\$4.5	(8.6)
Cash Flow from Financing	(\$9.5)	\$(4.2)	(5.3)
<b>INCREASE (DECREASE) IN CASH</b>	<b>\$(3.6)</b>	<b>\$4.8</b>	(8.4)
CASH - Beginning	9.2	4.4	
<b>CASH - Ending</b>	<b>5.7</b>	<b>9.2</b>	

## 25%

YOY  
GROWTH

Annual revenue growth of 25% and generated Adjusted EBITDA of \$7.5 million

## \$5.7M

CASH  
BALANCE


Strong financial position with \$5.7 million cash balance and undrawn credit facilities of ~\$15M

# SUMMARY

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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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