



LEADERS IN
FREE TO PLAY
MOBILE GAMES

TSX: EAGR OTCQB: EAGRF

ANALYST CALL - Q1 2023

May 11, 2023



Forward Looking Statements

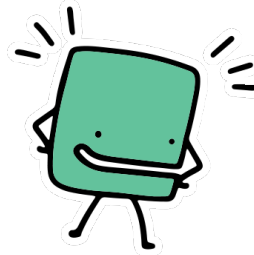
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EXECUTIVE Summary



- 32% YEAR OVER YEAR REVENUE DECREASE
- LAUNCHED STAR TREK, MILK FARM TYCOON AND DOCTOR WHO
- REDUCED COSTS IN Q4 TO RETURN TO PROFITABILITY
- IP DEALS SIGNED FOR 2023 GAMES

Q1 REVENUE

\$24.2M

-32% YoY

End of Q1 Cash

\$3.1M

YTD 2023

\$24.2M

-32% YOY

YTD adjEBITDA

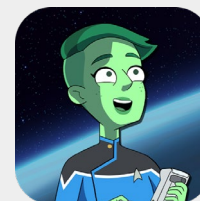
\$2.6M

Cash from Ops YTD

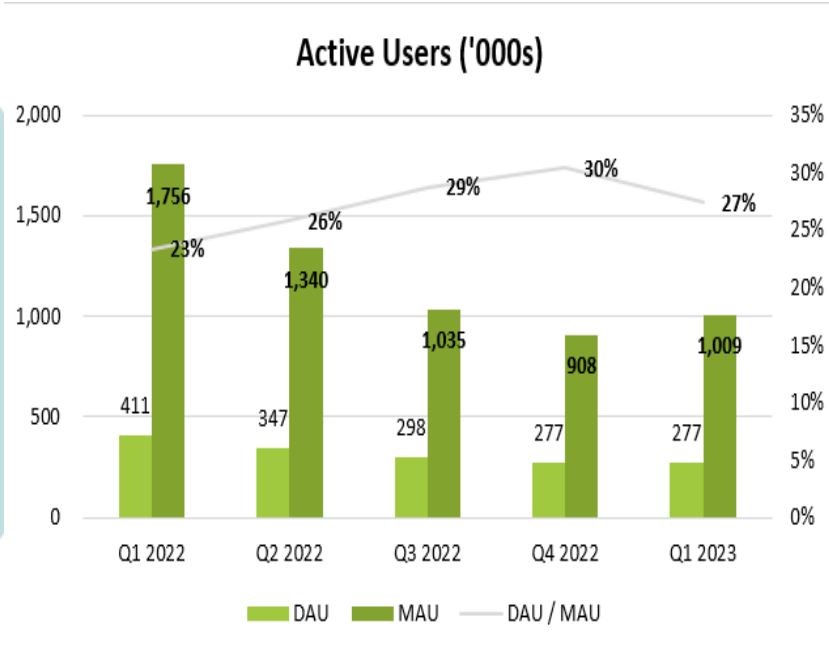
\$(1.9)M

End of Q1 Debt

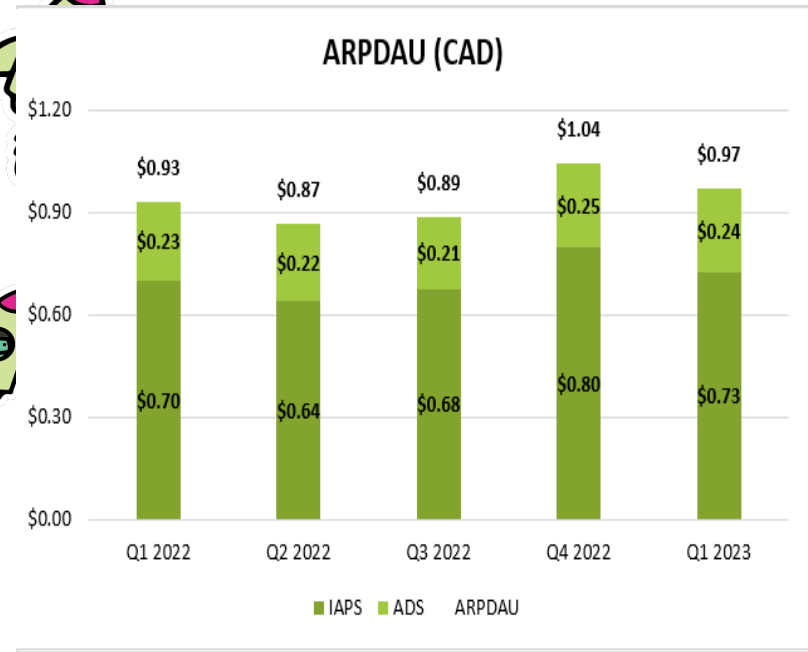
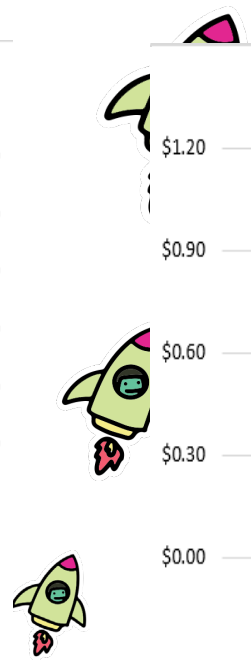
\$0.8M



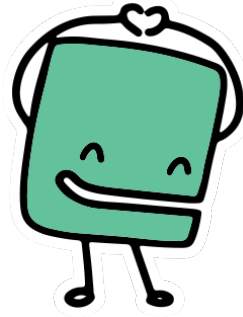
ESGG Q4 Operating Metrics



DAU 0% MAU 11%
vs Q4 22'



Consistent ARPDau



GAME KIT MISSION

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

2022 Financial Highlights

CAD (Millions)	Q1 2023	Q1 2022	Δ
REVENUE	\$24.2	\$35.6	(32%)
Gaming	18.2	26.5	(31%)
Advertising	6.0	9.1	(34%)
COST OF SALES	9.6	11.6	(17%)
GROSS PROFIT	\$14.6	\$24.0	(39%)
<i>Gross Margin %</i>	60%	67%	
<hr/>			
NET INCOME (LOSS)	\$(1.0)	\$(0.0)	
ADJ. EBITDA	\$2.6	3.7	

CAD (Millions)	2023	2022	Δ
Cash Flow from Operations	(\$1.9)	\$5.8	(7.7)
Cash Flow from Investing	(\$0.5)	(\$0.8)	0.3
Cash Flow from Financing	(\$0.2)	(\$8.0)	7.8
INCREASE (DECREASE) IN CASH	(\$2.6)	(\$3.0)	0.4
CASH - Beginning	5.7	9.2	
CASH - Ending	3.1	6.1	

%

REVENUE GROWTH

Revenue Growth of % YOY and generated Adjusted EBITDA of \$2.6 million

\$3.1M


CASH
BALANCE

Strong financial position with \$3.1 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 holding a smartphone is the central focus, set against a dark background with colorful bokeh lights. The phone's screen is dark, and the text is overlaid on it.

ANALYST
Q&A



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