LEADERS IN
FREE TO PLAY
MOBILE GAMES
TSX: EAGR OTCQB: EAGRF
ANALYST CALL – Q2 2023
August 10, 2023

Forward Looking Statements

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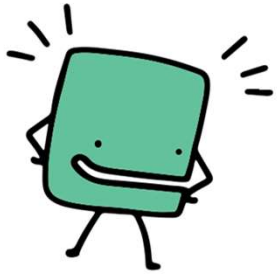
This presentation contains "forward-looking" statements including those regarding our financial guidance, our strong product roadmap and pipeline, our healthy balance sheet to support expected growth, and statements including words such as "anticipate," "believe," "estimate," "expect," "may," "will," "plan," "intend," "could," "continue," "remain," "positioned," "potential" and similar expressions or variations. You can locate these reports through our website at http://www.eastsidegamesgroup.com/investors.

EXECUTIVE Summary



- 12% Quarter over Quarter REVENUE DECREASE
- A-EBITDA OF $2.5M FOR THE THIRD CONSECUTIVE QUARTER
- REDUCED UA COSTS BY 52% YoY
- +CASH POSITION, NO DEBT, OPPORTUNITY TO USE 17M IN CREDIT FACILITIES
- IP DEALS SIGNED FOR 2023/24 GAMES
- INSTALLED STRONG C SUITE

Q2 REVENUE
$21.3M
-12% QoQ

End of Q2 Cash
$2.8M
5M with Apple and GST

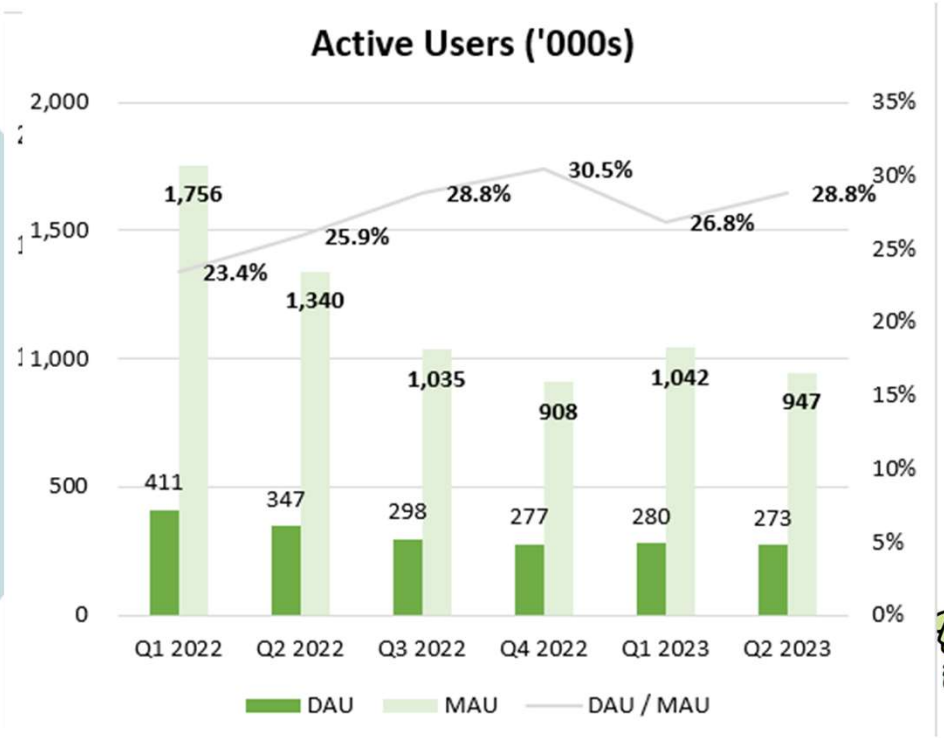
AVG DAU
273k
-1.5% QoQ

YTD adjEBITDA
$5.1M
-2% YoY

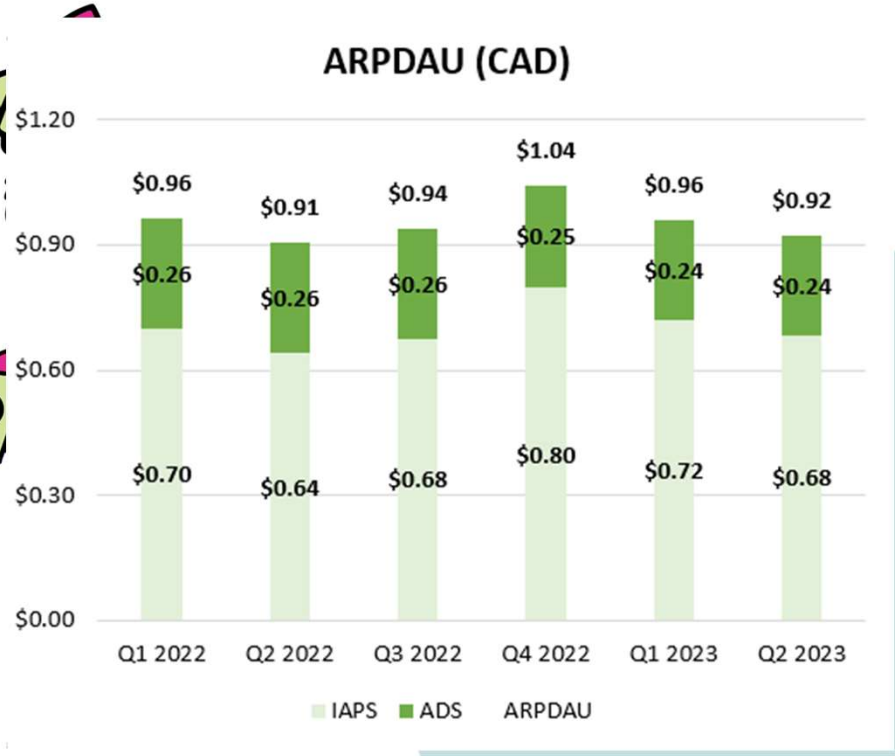
Cash from Ops YTD
$(2.6)M

End of Q2 Debt
$1.4M

ESGG Q2 2023 Operating Metrics

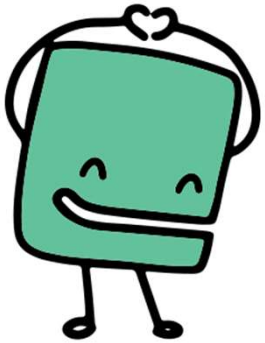


DAU (-2.5%) MAU (-9%)
vs Q1 23'



Consistent ARPDAU

DAU, MAU and ARPDAU - Refer to definitions on Non-GAAP measures in MD&A.



GAME KIT MISSION

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

SINCE 2011
PROUDLY CRAFTED IN EAST VANCOUVER
FIERCELY INDEPENDENT

SUMMARY

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

- **GROWTH** reduction in the number of games to be launched in 2023/24. 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 to reduce costs and increase margins

ANALYST
Q&A

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