# Esports Entertainment Group

**Investor Presentation** 







## Forward Looking Statements

The information contained herein includes forward-looking statements. These statements relate to future events or to our future financial performance, and involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance, or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements.

You should not place undue reliance on forward-looking statements since they involve known and unknown risks, uncertainties and other factors which are, in some cases, beyond our control and which could, and likely will, materially affect actual results, levels of activity, performance or achievements.

Any forward-looking statement reflects our current views with respect to future events and is subject to these and other risks, uncertainties and assumptions relating to our operations, results of operations, growth strategy and liquidity. We assume no obligation to publicly update or revise these forward-looking statements for any reason, or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

The safe harbor for forward-looking statements contained in the Securities Litigation Reform Act of 1995 protects companies from liability for their forward-looking statements if they comply with the requirements of the Act.



## **Company Overview**



01.

## Combining the best of Esports and iGaming

Diverse array of properties

03.

#### iGaming (EEG iGaming)

- o Tier-1 licenses
- o esports gambling platform
- o Full casino and sportsbook

02.

#### **Esports (EEG Games)**

- o Esports for every gamer
- In-person experiences and online tournaments
- o Player-vs-player wagering

04.

Founded in 2015 Nasdaq: GMBL



## **Investment Highlights**



01.

Large, Rapidly
Growing Esports and
iGaming Markets



02.

Diverse Revenue Streams



03.

Strong Brand
Partnerships in Key
Sports Leagues



04.

One-Stop Esports
Industry Infrastructure
Solution



05.

**Attractive Margin Opportunity** 



06.

\$100M in Expected F2022 Revenue



## What is Esports?

#### 01.

# Competitive video gaming watched as a spectator event

o 550+ million global viewers in 2021

#### 03.

## Attractive audience demographics

- Young, digitally native and affluent
- o 43% have an annual household income in excess of \$75,000

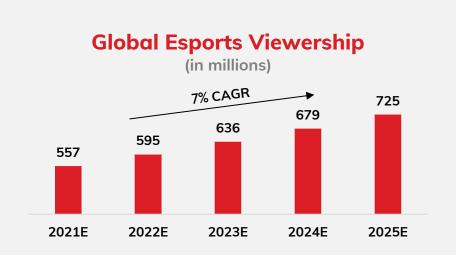
02.

## Significant global base of players

- 2.5 billion players worldwide
- o 225+ million U.S. players

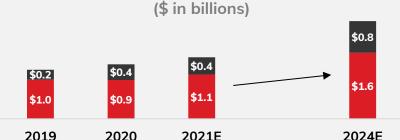
04.

## 61% of Gen Z prefers eSports to traditional sports



SOURCE: Activate Consulting (2021 Consumer Technology & Media Research Study)





SOURCE: H2 Gaming Capital - Newzoo



## **Esports Viewers are Engaged**

SOURCE: www.esportsearnings.com - SullyGnome



#### Dota 2

\$277M in all-time prize money 578M hours watched on Twitch in 2021



CS: GO

\$126M in all-time prize money 768M hours watched on Twitch in 2021



#### **Fortnite**

\$108M in all-time prize money 966M hours watched on Twitch in 2021



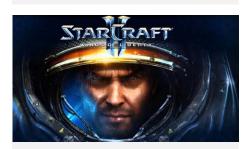
#### **League of Legends**

\$90M in all-time prize money
1.74B hours watched on
Twitch in 2021



#### **PUBG**

\$38M in all-time prize money 155M hours watched on Twitch in 2021



#### StarCraft II

\$36M in all-time prize money 45M hours watched on Twitch in 2021



#### **Arena of Valor**

\$35M in all-time prize money



#### Overwatch

\$32M in all-time prize money 131M hours watched on Twitch in 2021



#### Hearthstone

\$26M in all-time prize money 250M hours watched on Twitch in 2021



#### **Rainbow Six Siege**

\$20M in all-time prize money 195M hours watched on Twitch in 2021





## **EEG Games Overview: B2B Offerings**



- Services 600 venues across 15,000 screens
- Automated competitions with loyalty rewards and prizes
- **ALPHA**
- Complete turnkey installation
- Sold on SAAS / outright sale basis
- **OMEGA**
- Self-service esports attraction for businesses
- Sold on a distributed basis



Online tournament platform for gamers

03.

#### **Crypto mining**

Offered as add-on for LAN centers





## **EEG Games Overview: B2C Offerings**

#### 01.

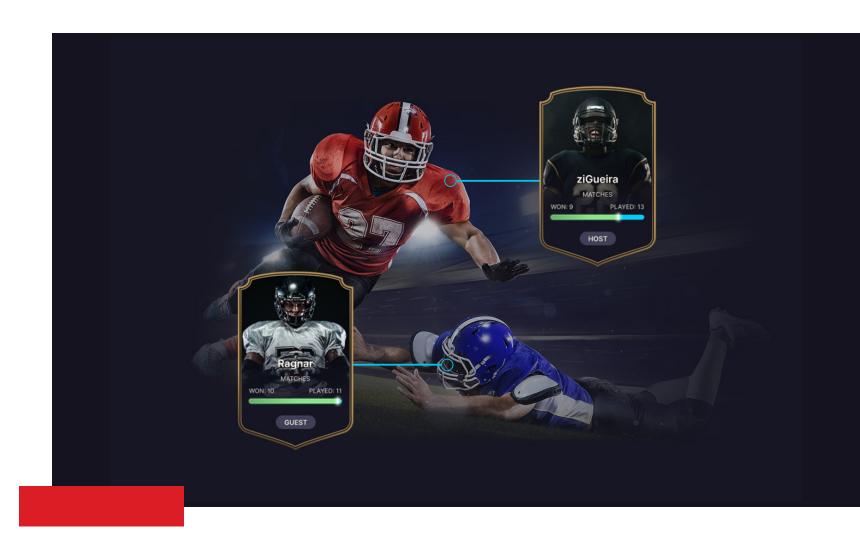
#### **PvP Skill Betting**

- o Platform for player v. player wagering
- Turnkey solution for casinos and gaming centers

#### 02.

#### **AtHome Software**

 Long-term opportunity to bring wagering to homes





## Fully-Owned Technology Platform

#### 01.

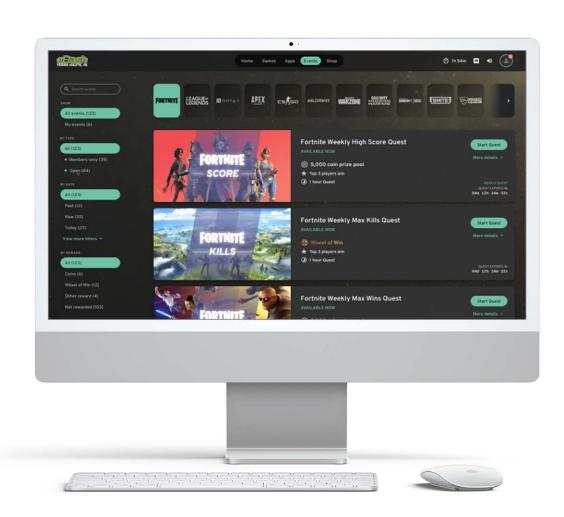
#### **Key platforms**

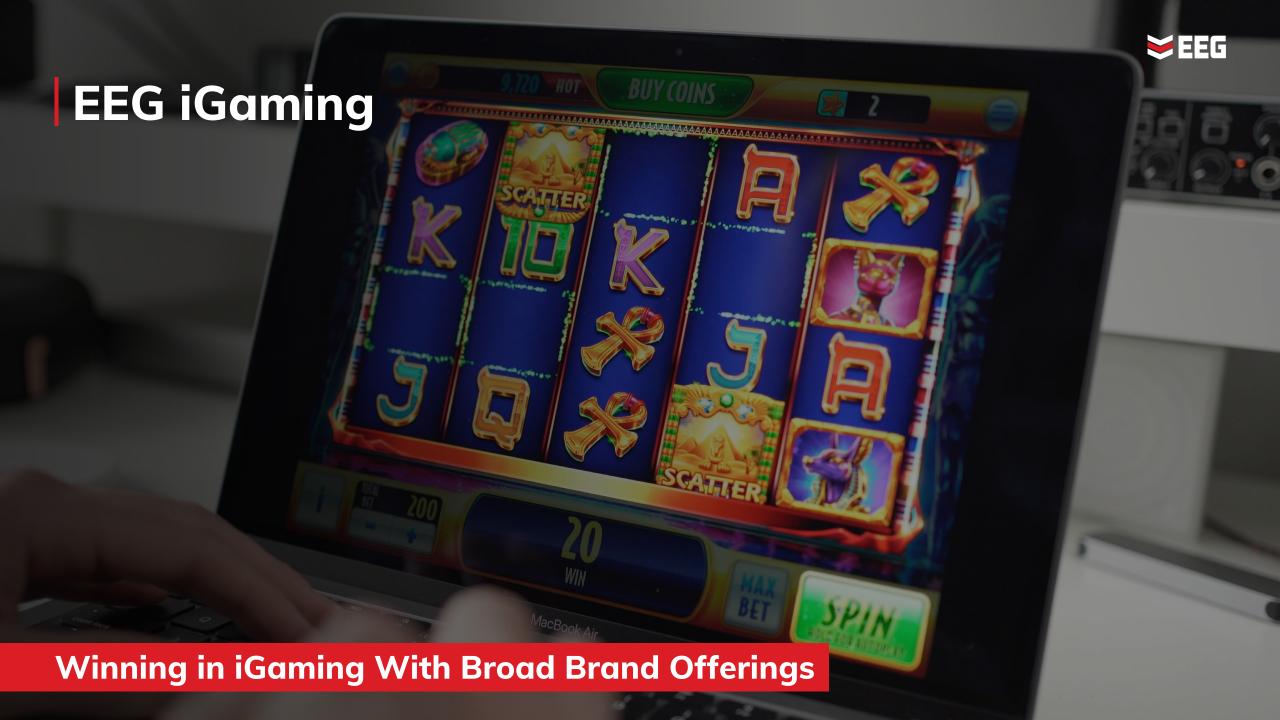
- GGCircuit (software for centers controls all play / Alpha / Omega / AtHome)
- EGL (tournament platform)
- Phoenix (in-development proprietary iGaming / Esports betting platform)

#### 02.

## Benefits of full platform control include:

- No third-party payments
- No competition with B2E operators using the same licensed platform
- o UI control
- UX control (including new features and add-ons)







## **EEG iGaming Overview**

#### 01.

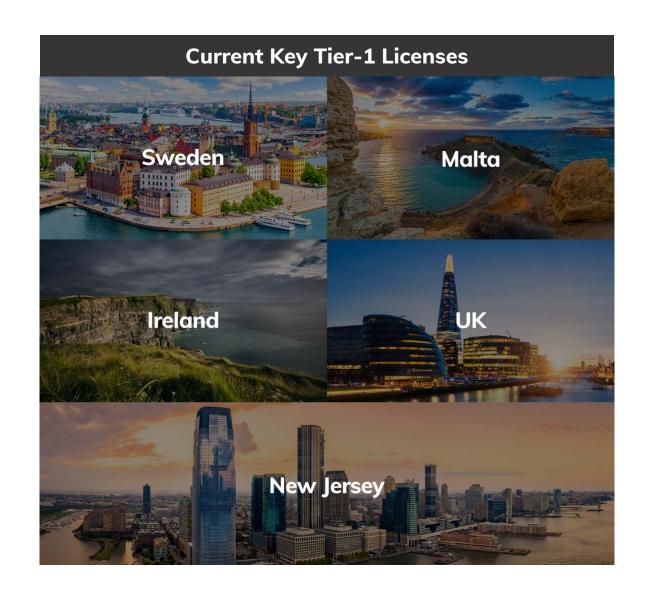
#### Full portfolio of real money offerings

- o Casino
- o Sportsbook
- Platform is esports-centric / caters to millennial esports bettors and traditional sports bettors

#### 02.

#### **Profitable cross-sell**

- o Esports "on-ramp"
- o Cost-effective customer acquisition
- Seamless player movement between products, improving retention and increasing lifetime value





## Diverse Portfolio of iGaming Brands









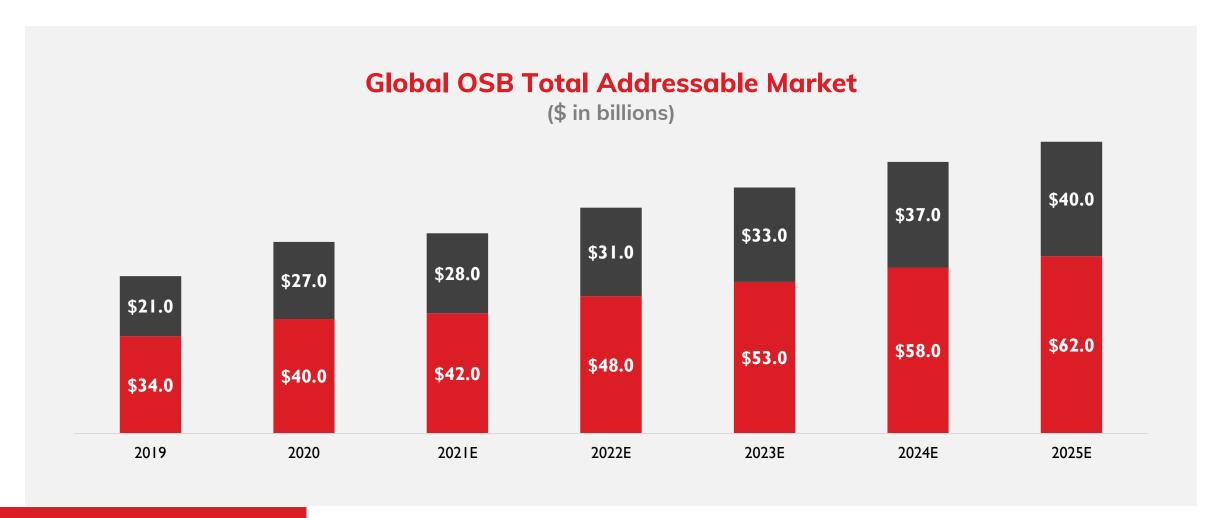
- One of a kind, esportsfocused wagering platform
- Supports live esports wagering
- Recently received New Jersey license
- Full online sports wagering platform offering prematch and in-play markets with multiple bet types
- Full iGaming platform with casino slot and table games
- o Acquired in July 2020
- Licensed in the UK and Ireland

- Full proprietary iGaming platform including affiliate marketing, payments and CRM
- Active brands includeJustWOW, HipSpin, LuckyDino, Casino Jefe andOlaSpill
- Acquired in December2020
- o Licensed by the MGA

- Full online sportswagering platform
- Full iGaming platform with casino slot and table games
- o Acquired in July 2021
- Licensed by the MGA and in Ireland and Sweden



## **Significant Global TAM**









## **Active Strategic Growth Opportunities**

#### 01.

#### **Omnichannel**

Active cross-sales
 between iGaming and
 esports offerings

#### 04.

#### Vie.gg

Drives entry into U.S. Esports
 wagering and iGaming markets

02.

#### Marketing

Led by high-profile
 professional sports team
 partnerships

#### 05.

#### F2022 Outlook

o \$100M in Expected Revenue

#### 03.

#### **PvP Skill Betting**

Key component bridging the gap between iGaming and Esports

POS

**OPPORTUNITY** 

**DESCRIPTION** 



## Omnichannel

#### Two key avenues for omnichannel growth:

#### 01.

#### Online events bring players to gaming centers

- o Centers host league and tournament play
- Centers offer STEM education / team development

#### 02.

#### **Audience cross-sales**

- o iGaming has a proven global market with \$100+ billion TAM
- Esports is a nascent wagering opportunity that is completely untapped in the U.S.
- Esports players have a propensity to gamble and iGaming /
   OSB players are consistently looking for new ways to gamble





## **Esports Infrastructure: PvP Skill Betting**

Premier peer-to-peer skill-based wagering platform designed specifically for Esports

01.

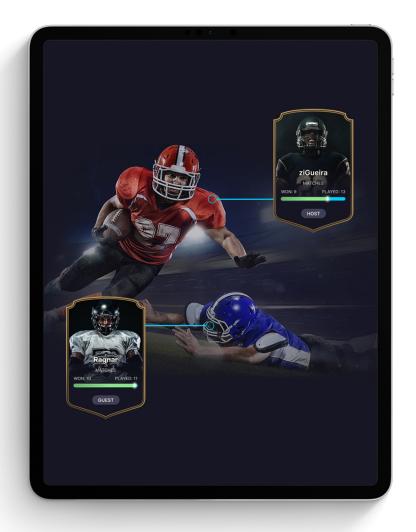
#### **Key features**

- o Community creation
- o Matchmaking for competitive balance
- o One-on-one friend matches
- o Prizes and rewards
- Match monitoring for fair play

02.

#### **Deployment timing**

 Initial pilot event hosted at Hard Rock Atlantic City in March 2022, more to come!





## Large Vie.gg North American Opportunity

#### 01.

#### Vie.gg

 Unique esports-centric wagering platform

#### 02.

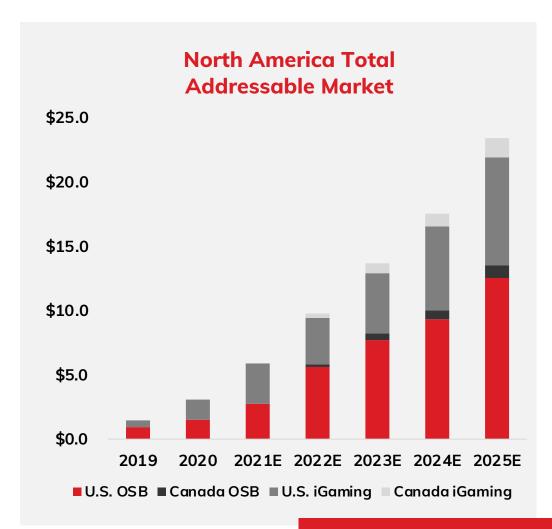
#### **New Jersey**

- Vie.gg platform approved in January 2022
- State is first in the U.S. to allow legal esports wagering
- Vie.gg access pursuant to five-year market access agreement with Bally's

#### 03.

#### Additional growth

- Company positioned to enter additional states and provinces pending esports wagering legalization
- Near-term targets includeOhio and Ontario
- o U.S. tribal jurisdictions
- o International







## **Income Statement**

	THREE MONTHS ENDED SEPTEMBER 30		
	2021	2020	
Net revenue	\$16,408,291	\$222,392	
Total operating expenses	\$25,012,891	\$4,080,001	
Operating income (loss)	(\$8,604,600)	(\$3,857,609)	
Net income (loss)	(\$552,381)	(\$1,808,493)	
Basic and diluted earnings (loss) per share	(\$0.03)	(\$0.15)	
Weighted average shares outstanding	\$21,954,892	\$12,173,038	



## **Income Statement**

	SIX MONTHS ENDED DECEMBER 31		
	2021	2020	
Net revenue	\$30,939,338	\$2,584,585	
Total operating expenses	\$51,570,763	\$12,211,480	
Operating income (loss)	(\$20,631,425)	(\$9,626,895)	
Net income (loss)	(\$34,887,010)	(\$9,098,530)	
Basic and diluted earnings (loss) per share	(\$1.57)	(\$0.73)	
Weighted average shares outstanding	\$22,246,616	\$12,518,507	



## **Balance Sheet**

	SEPTEMBER 30, 2021	JUNE 30, 2021	
Cash	\$926,983	\$19,917,196	
Restricted cash	\$2,945,654	\$3,443,172	
Other current assets	\$9,156,249	\$6,349,875	
Current assets	\$13,037,886	\$29,710,243	
Long-term assets	\$115,757,563	\$90,024,796	
Total assets	\$128,795,449	\$119,735,039	
Long-term debt	\$8,107,597	\$6,523,804	
Total liabilities	\$55,064,083	\$44,949,647	
Stockholders' equity	\$73,731,366	\$74,785,392	
Total liabilities and stockholders' equity	\$128,795,449	\$119,735,039	



## **EBITDA Reconciliation**

	THREE MONTHS ENDED DECEMBER 31			
	2021	2020		
Net income (loss)	(\$34,334,629)	(\$7,290,037)		
Adjusted for:				
Interest	\$2,412,716	-		
Income tax benefit	(\$5,503,861)	-		
Depreciation and amortization	\$3,340,114	\$537,762		
Share based compensation	\$1,729,401	\$1,303,919		
Transaction related expenses	\$192,482	\$95,539		
Other non-operating costs	(\$58,770)	\$48,185		
Change in fair value of warrant liability	(\$8,651,922)	(\$1,472,564)		
Loss on conversion of senior convertible note	\$5,999,662	-		
Loss on extinguishment of senior convertible note	\$28,478,804	-		
Change in fair value of derivative liability	\$1,482,621	-		
Change in fair value of contingent consideration	(\$1,851,448)	-		
Total adjusted EBITDA (loss)	(\$6,764,828)	(\$3,832,068)		

To supplement its consolidated financial statements, which are prepared and presented in accordance with Generally Accepted Accounting Principles (GAAP), the Company uses adjusted EBITDA, a non-GAAP financial measure. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. The Company uses this non-GAAP financial measure for financial and operational decision making and as a means to evaluate period-to-period comparisons. The Company believes that it provides useful information about operating results, enhances the overall understanding of past financial performance and future prospects, and allows for greater transparency with respect to key metrics used by management in its financial and operational decision making. The non-GAAP financial measure used by the Company in this press release may be different from the methods used by other companies.

We define and calculate Adjusted EBITDA as net loss before the impact of interest income or expense, income tax expense or benefit, depreciation and amortization, and further adjusted for the following items: stock-based compensation, transaction-related costs, non-core litigation, settlement and related costs, remeasurement of warrant liabilities, and certain other non-recurring, non-cash or non-core items, as described in the reconciliation below.

Adjusted EBITDA excludes certain expenses that are required in accordance with U.S. GAAP because they are non-recurring items (for example, in the case of transaction-related costs), non-cash expenditures (for example, in the case of depreciation, amortization, and stock-based compensation), or are not related to our underlying business performance (for example, in the case of interest income and expense and litigation settlement and related costs).



## **EBITDA Reconciliation**

	SIX MONTHS ENDED DECEMBER 31			
	2021	2020		
Net income (loss)	(\$34,887,010)	(\$9,098,530)		
Adjusted for:				
Interest	\$4,757,912	-		
Income tax benefit	(\$5,503,861)	-		
Depreciation and amortization	\$6,682,466	\$804,210		
Share based compensation	\$2,611,773	\$2,311,591		
Transaction related expenses	\$255,482	\$95,539		
Other non-operating costs	(\$1,352,415)	\$100,024		
Change in fair value of warrant liability	(\$20,460,522)	(\$628,389)		
Loss on conversion of senior convertible note	\$5,999,662	-		
Loss on extinguishment of senior convertible note	\$28,478,804	-		
Change in fair value of derivative liability	\$1,482,621	-		
Change in fair value of contingent consideration	(\$1,851,446)	-		
Total adjusted EBITDA (loss)	(\$11,081,704)	(\$6,415,555)		

To supplement its consolidated financial statements, which are prepared and presented in accordance with Generally Accepted Accounting Principles (GAAP), the Company uses adjusted EBITDA, a non-GAAP financial measure. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. The Company uses this non-GAAP financial measure for financial and operational decision making and as a means to evaluate period-to-period comparisons. The Company believes that it provides useful information about operating results, enhances the overall understanding of past financial performance and future prospects, and allows for greater transparency with respect to key metrics used by management in its financial and operational decision making. The non-GAAP financial measure used by the Company in this press release may be different from the methods used by other companies.

We define and calculate Adjusted EBITDA as net loss before the impact of interest income or expense, income tax expense or benefit, depreciation and amortization, and further adjusted for the following items: stock-based compensation, transaction-related costs, non-core litigation, settlement and related costs, remeasurement of warrant liabilities, and certain other non-recurring, non-cash or non-core items, as described in the reconciliation below.

Adjusted EBITDA excludes certain expenses that are required in accordance with U.S. GAAP because they are non-recurring items (for example, in the case of transaction-related costs), non-cash expenditures (for example, in the case of depreciation, amortization, and stock-based compensation), or are not related to our underlying business performance (for example, in the case of interest income and expense and litigation settlement and related costs).



## **Comparable Valuation**

COMPANY	TICKER	PRICE (as of 1/5/22)	SHARES	MARKET CAP	NET DEBT	ENTERPRISE VALUE	2023E REVENUE	2023E EV/REVENUE
888 Holdings	888.L	GBP 307.20	377.4	GBP 1,159.3	(GBP 192.9)	GBP 966.4	GBP 788.8	1.2x
DraftKings	DKNG	\$24.65	403.8	\$9,954.8	(\$1,147.1)	\$8.807.7	\$2,510.0	3.5x
Elys Game Technology	ELYS	\$2.64	23.1	\$60.9	(\$10.6)	\$50.4	\$81.5	0.6x
Engine Gaming and Media	GAME	\$2.78	11.9	\$33.0	(\$5.7)	\$27.3	\$88.9	0.3x
Enthusiast Gaming Holdings	EGLX.TO	CAD 3.34	126.4	CAD 422.2	(CAD 23.8)	CAD 398.4	CAD 249.7	1.6x
Esports Entertainment Group	GMBL	\$3.66	22.4	\$81.9	\$4.4	\$86.4	\$129.1	0.7x
Flutter	FLTR.L	GBP 11,835.00	175.9	GBP 20,816.9	GBP 2,682.0	GBP 23,498.9	GBP 7,497.0	3.1x
Motorsport Games	MSGM	\$4.01	11.6	\$46.7	(\$22.2)	\$24.5	\$43.1	0.6x
Rush Street Interactive	RSI	\$14.56	59.2	\$861.8	(\$360.3)	\$501.5	\$777.7	0.6x
Skillz	SKLZ	\$6.31	396.0	\$2,499.0	(\$540.3)	\$1,958.6	\$728.9	2.7x
Super League Gaming	SLGG	\$2.17	35.5	\$77.1	(\$24.5)	\$52.6	\$20.6	2.5x
AVERAGE								1.6x



## **Key EEG Building Blocks**

#### 01.

#### **EEG iGaming**

- O **Argyll Entertainment** (sports betting / iGaming in the UK, Ireland and Malta)
- Lucky Dino Gaming (iGaming in Malta)
- Bethard (sports betting in Sweden)
- Vie.gg

#### 02.

#### **EEG Esports**

- Esports Gaming League (tournament organizer)
- o **GG Circuit** (B2B software platform that supports gaming centers)
- EEG Labs (data for esports betting, P2P play)
- PvP Skill Betting (P2P competition/betting platform)





## Management Team



**Grant Johnson**Chairman and CEO

- CEO since 2013
- Served as sales management and business development consultant from 2007 to 2013
- Co-founder, President, COO and Director of Swiss Medica from 2003 to 2007
- Founder, President, CEO and Director of Healthnet International from 2000 to 2003
- VP of Starnet Communications & of Softec Systems 1996 to 1999
- BA in economics and history from the University of Western Ontario



Damian Mathews
CFO, Director

- o CFO since April 2022
- Chairman of the Audit Committee and Board Director Since 2020
- CFO of the Qatar and Abu Dhabi Investment Company from 2014 to 2020
- Founder and Director of NZ Pacific
   Investments from 2012 to 2014
- 25+ years of global experience working across banking, private equity and property
- Bsc Hons in Economics and Politics from University of Bristol



John Brackens
CIO/CTO

- o CIO / CTO since 2019
- Operations Director for Carte
   Blanche Entertainment from 2018 to 2019
- COO for Sparkjumpers from 2016 to 2017
- Manager of Network Operations for Activision Blizzard - Demonware from 2014 to 2016
- Studied Electrical Engineering at Arizona State University



Stuart Tilly COO, Director

- as Chief Legal Officer since 2020)
- CEO of Argyll Entertainment from 2016 to 2020
- Founder and CEO of Flip Sports
   Limited from 2014 to 2020
- Founder and Executive Director of iGaming Counsel from 2012 to 2016
- Law degree from the University of Exeter
- LPC Masters Degree from Nottingham Trent Law School