

TOP GROSSING MOBILE GAMES







Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.

# **FORWARD LOOKING STATEMENTS**

Certain statements in this Presentation may be forward-looking. Such statements include those with respect to Shoal Games' business plans and use of funds raised under this presentation. Although Shoal Games believes the expectations reflected in such forwardlooking statements are based on reasonable assumptions, it can give no assurances that its expectations will be achieved. Such assumptions, which may prove incorrect, include the following: (i) Shoal Games will be successful in its efforts to pursue the business activities referred to in this Presentation (ii) Shoal Games will be successful in its efforts to identify and secure investors hereunder, (iii) the investors hereunder will complete the investments they have agreed to make under their investments agreements, (iv) Shoal Games will not identify and pursue other business objectives using the proceeds of raised hereunder and (v) Shoal Games' revenues will remain sufficiently high and the costs of operating Shoal Games' business sufficiently low so as to permit Shoal Games to implement its business plans in a profitable manner. Factors that could cause actual results to differ materially from expectations include:- Risk Factors. No assurance can be given that any events anticipated by the forward-looking information in this Presentation will transpire or occur, or if any of them do so, what benefits that Shoal Games will derive therefrom. In particular, no assurance can be given as to the future financial performance of Shoal Games. Shoal Games disclaims any intention or obligation to update or revise any forward-looking statements in order to account for any new information or any other event, except as required under applicable law. The reader is warned against undue reliance on these forward-looking statements.



## History

Shoal Games Ltd. "SGW", previously Bingo.com Ltd., the company changed names in January 2015 to reflect its new focus on innovative mobile products.

Bingo.com, the URL and associated business was sold to Unibet Group Plc. for \$8 million USD (2014).

SGW pursues a multi-product strategy. Positioning the company to quickly grow revenues and increase market capitalization. (Reference :1)

## **Our Offices**



ANGUILLA, BRITISH WEST INDIES

LONDON, UNITED KINGDOM

### VANCOUVER, CANADA

Jason Williams

CEO

Over 15 years in Internet,

games and technology.

competitive positioning.

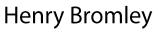
x-CEO Bingo.com,

x-RBC Dominion

MBA in strategic

marketing and

Securities



Kirsten Forbes

Tarrnie Williams



CFO

Chartered Accountant with 20 years in tech ventures.

x-CFO Roadhouse Interactive x-CFO Bingo.com x-CFO CellStop Systems



**Management Team – Success in Technology** 

#### VP PRODUCT DEVELOPMENT

Co-Founder and COO of Silicon Sisters Interactive (Canada's first female-led game development studio),

x-VP Product Development at Roadhouse Interactive



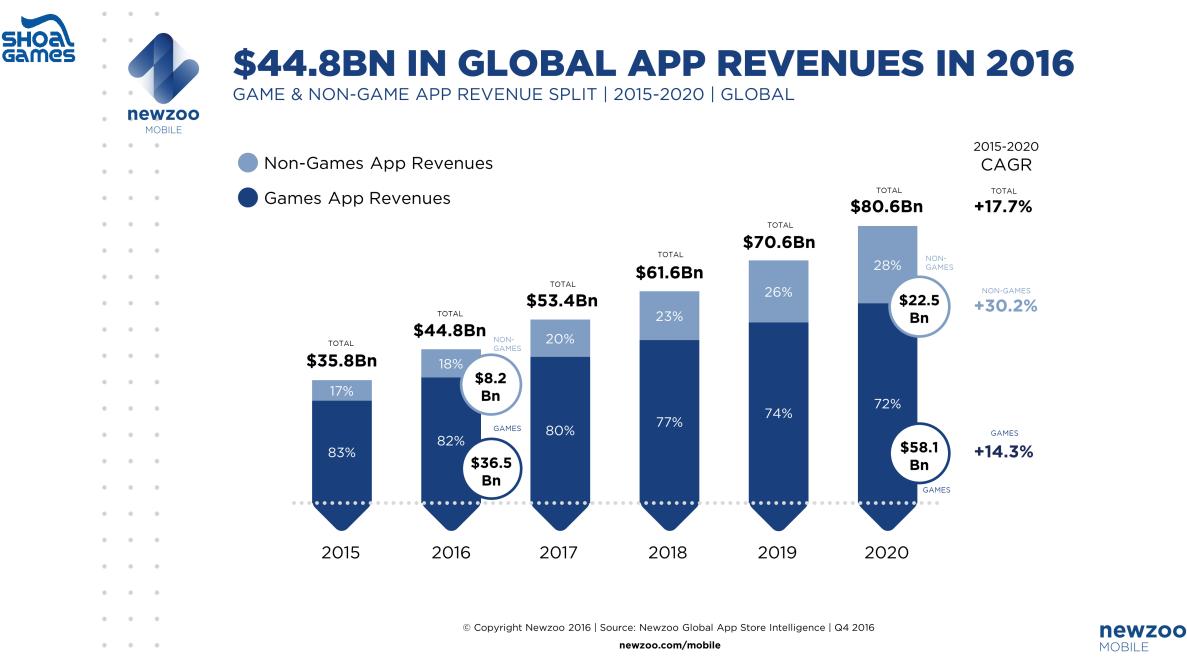
#### **EXECUTIVE CHAIRMAN**

Over 40 years leading technology ventures to success.

x-CEO Electronic Arts (Canada)

Co-founded and led companies to exits of more than \$850 million.

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.



.

.

.

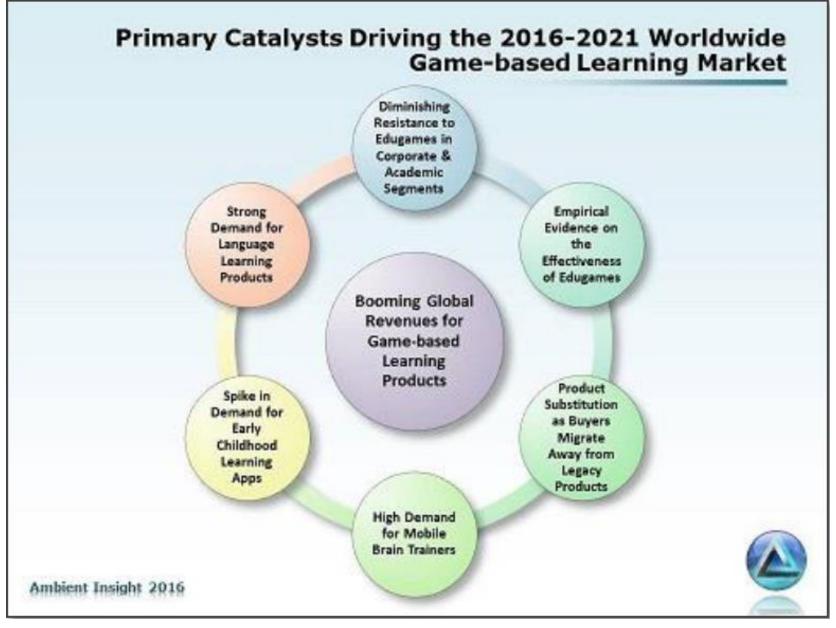
.

. 

MOBILE

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.





Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.

# Multi-Product Strategy: Three Mobile Apps Ready for Market

Shoal Games targets the global mobile games market in two segments: Game-based Learning and Social Bingo Apps



**Rooplay** is an app-based platform where children access games and educational apps



Garfield Bingo is a 100-level Garfield themed game based off of Trophy Bingo.



Trophy Bingo is a 164-level puppy themed social bingo game.

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.



SHOA Games Product 1: Rooplay

**INDUSTRY: Global Mobile Games** 

**SEGMENT: Game-based Learning** 

**MARKET SIZE: US\$2.6 Billion and growing** 

**BRAND LICENSE: Garfield and others** 

REVENUE MODEL: Recurring revenue model \$4.99/month/user

DISTRIBUTION: Platforms via Apple iOS, Google Android, and Rooplay InstantPlay

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.







Games Product 2: Garfield's Bingo

**INDUSTRY: Global Mobile Games** 

**SEGMENT: Social Bingo Games Market** 

MARKET SIZE: US\$150 Million in 2016 and growing

**BRAND LICENSE: Garfield's over 200 Million fans worldwide** 

**REVENUE MODEL: In-app purchases** 

**DISTRIBUTION: via Apple, Google, and Amazon app stores** 

KPIs: User Acquisition Cost: \$0.20, Lifetime Value: \$1.25\*, Organic Ratio: 78%, Installs: 55,000, Launched: December 2017

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.





#### \*Refer to forward-looking statements disclaimer.

Games Product 3: Trophy Bingo

**INDUSTRY: Global Mobile Games** 

**SEGMENT: Social Bingo Games Market** 

MARKET SIZE: US\$150 Million in 2016 and growing

**REVENUE MODEL: In-app purchases** 

**DISTRIBUTION: via Apple, Google, and Amazon app stores** 

KPIs: User Acquisition Cost \$1.09, Lifetime Value: \$1.50\*, Organic Ratio: 40%, Installs: 525,000, Launched: December 2016

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.

Confidential





#### \*Refer to forward-looking statements disclaimer.



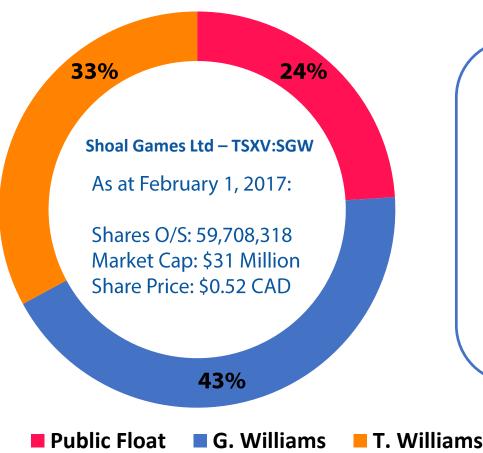
# SGW MANAGEMENT AND BUSINESS PLAN FOCUS

- Shoal Games Ltd., led by Executive Chairman: Tarrnie Williams (x-CEO of EA Canada), CEO: Jason Williams (x-CEO of Bingo.com, and x-RBC Dominion Securities Analyst), CFO: Henry Bromley (x-CFO of Bingo.com, and x-CFO of CellStop Systems) and V.P. Product Development: Kirsten Forbes (co-founder of SiliconSisters Interactive)
- Multi-Product strategy has SGW positioned to quickly grow revenues and increase market capitalization. All three mobile products are completed and ready for extensive user acquisition to provide rapid revenue growth leading to profitability.
- **<u>ROOPLAY</u>**: An Instant-Play games & learning platform for children.
  - Utilizes Industry-leading telecommunications technology and resources for development and innovation
  - Subscription content platforms such as Netflix (86 million subscribers) and Spotify (40 million subscribers) have become consumers' preferred choice for video and music consumption. SGW believes that Rooplay could rapidly become the preferred content platform for children's games once it is available in the marketplace.
  - No solution currently exists like Rooplay. Rooplay could revolutionize the way that children play and learn with games and mobile devices forever. Rooplay is complete and ready for large expenditures on user acquisition.

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.



- Exchange and Ticker Info: TSXV:SGW and OTC:SGLDF
- 52 Week High / Low: CAD \$0.85/\$0.41; US \$0.54/\$0.15
- In Business Since: 1999
- 2015 Net Revenues : CAD \$150,000; US \$111,000
- 2016 Net Revenues : CAD \$370,000; US \$275,000





Tarrnie Williams and Gwynn Williams (no relation) have provided the majority of the financing for the Company since 2001. Gwynn
Williams is the co-Founder of Xoma Corporation, International Murex, Glyko Inc. and BioMarin Pharmaceutical.

Shoal Games Ltd. has reached the perfect point for expanding its horizons with it's multi-product strategy.

All three mobile products are completed and ready for extensive user acquisition to provide rapid revenue growth leading to profitability.



# **SUMMARY**

Issuer:	Shoal Games Ltd. ("SGW", or the "Company)						
The Offering:	Private placement of Common Shares plus War	rants of the Company					
Offering Price:	CAD \$0.45 per Common Share plus - 6 month half warrant with an exercise price of CAD \$0.55 plus - one year half warrant with an exercise price of CAD \$0.65. US \$3 Million from initial Share purchase						
Amount:							
Use of Proceeds:	<ul> <li>Initial proceeds of the Offering will be used to f Company's business plan over the next twelve i</li> <li>Rooplay Player Acquisition Costs</li> <li>Operational Expenses (Including: Investor Relations)</li> </ul>						
Anticipated Results*:	See next slide for User Acquisition plan.						

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.

#### Confidential

### \*Refer to forward-looking statements disclaimer.



				12 Mont	h U	ser Acqui	siti	on Plan						
	Q2 Total		Q3 Total		Q4 Total		Q1/18 Total		12 months Tota					
Rooplay UA Spend	\$	600,000	\$	900,000	Ş	900,000	\$	900,000	\$	3,300,000	╎┍			
Rooplay Paid Installs	\$	300,000	\$	450,000	\$	450,000	\$	450,000	\$	1,650,000	ΙL	UA Metrics		
Rooplay Free Installs	\$	300,000	\$	450,000	\$	450,000	\$	450,000	\$	1,650,000	l	UA Cost	Ş	2.00
Rooplay New Subscribers	\$	10,500	\$	31,500	\$	31,500	\$	31,500	\$	105,000		Conversion %		<mark>3.5%</mark>
<b>Rooplay Total Subscribers</b>	\$	10,500	\$	42,000	\$	73,500	\$	105,000				Monthly Subscription Fee	Ş	5.25
<b>Rooplay Gross Revenue</b>	\$	73,500	\$	496,125	\$	992,250	\$	1,488,375	\$	3,050,250		Platform Fees		17.5%
											l	License Fees		<mark>19%</mark>
Rooplay Platform Fees	\$	12,863	\$	86,822	\$	173,644	\$	260,466	\$	533,794				
Rooplay License Fees	\$	11,521	\$	77,768	\$	155,535	\$	233,303	\$	478,127				
Rooplay Net Revenue	\$	49,116	\$	331,536	\$	663,071	\$	994,607	\$	2,038,330				
PROFIT (LOSS)	\$	24,384	\$	164,589	\$	329,179	\$	493,768	\$	1,011,920				

Refer to forward-looking statements disclaimer.

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.



# **ADDITIONAL INFORMATION**

Board of Directors – <u>http://investor.shoalgames.com/team/</u>

Management – <u>http://investor.shoalgames.com/team/</u>

Shoal Games Ltd. Financial Statements – <u>http://investor.shoalgames.com/category/c14-financial-filings/c47-</u>

financial-filings/

Press Releases – <u>http://investor.shoalgames.com/category/c13-press-releases/</u>

Research Reports – <u>http://investor.shoalgames.com/research/</u>

Shoal Games Ltd. Website – <u>http://shoalgames.com/</u>

Rooplay Website – <u>http://www.rooplay.com/#progress</u>/

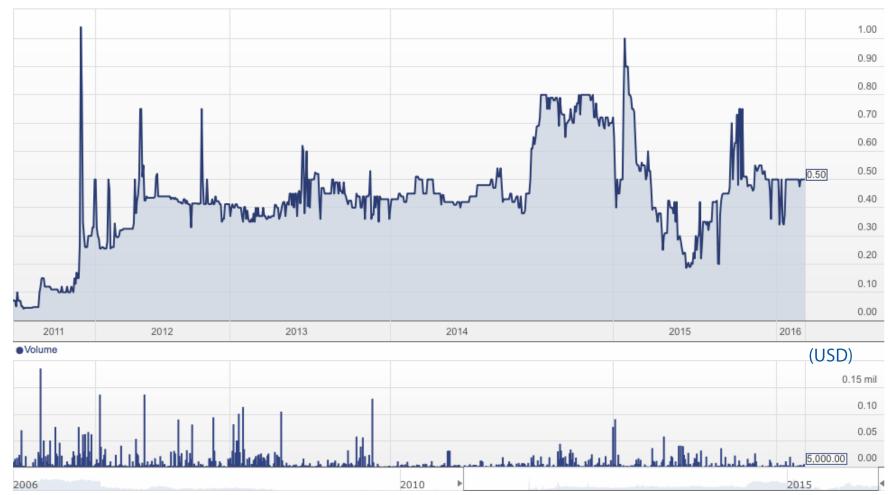
Garfield's Bingo Website – <u>http://www.garfieldsbingo.com</u>/

Trophy Bingo Website – <u>http://www.trophybingo.com</u>/

Accredited Investors Subscription Agreement – <u>http://investor.shoalgames.com/private-placement/</u>



2011-2016



Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.



Thank you!

Contact us!

www.shoalgames.com

Tarrnie Williams+1 (604) 720 9258Tarrnie@shoalgames.comAllen Fan 范天宇+1 (778) 689 5555Allen@shoalgames.com

Copyright © Shoal Games Ltd. 2017. All rights reserved. This document, and its contents, are confidential and may not be reproduced or transmitted without the written permission of the publisher.