

TOP GROSSING MOBILE GAMES







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## 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

Henry Bromley

**Management Team – Success in Technology** 

Kirsten Forbes

Tarrnie Williams



CEO Over 15 years in Internet, games and technology.

x-CEO Bingo.com, x-RBC Dominion Securities

MBA in strategic marketing and competitive positioning.



CFO

Chartered Accountant with 20 years in tech ventures.

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



### 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



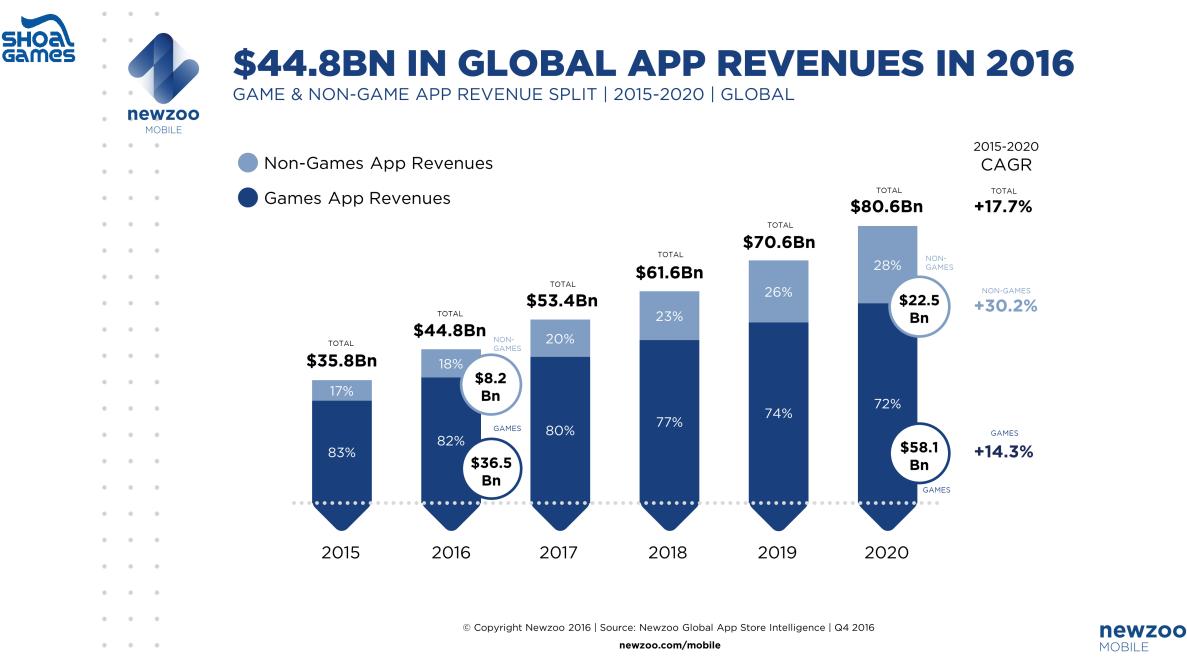
**EXECUTIVE CHAIRMAN** 

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.

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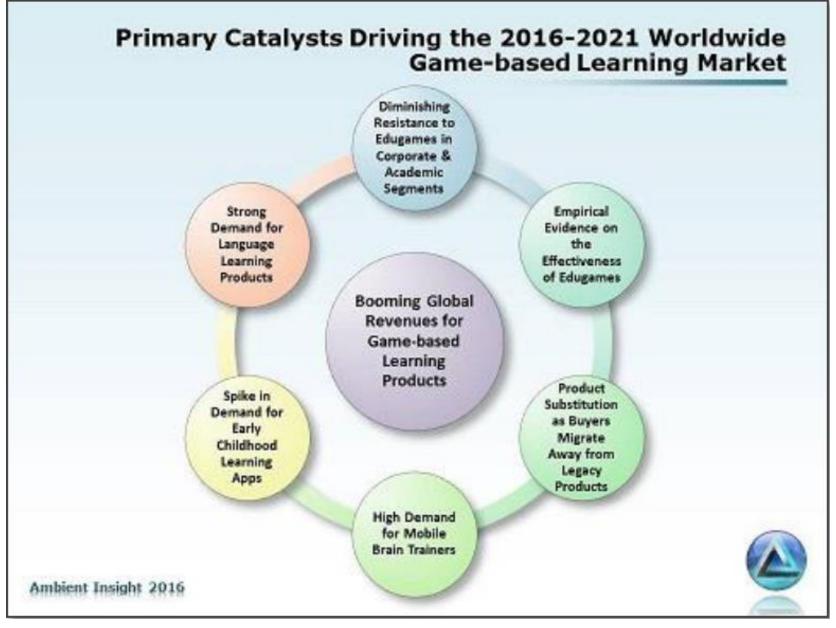
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MOBILE

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# 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.

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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 Google Android, and Rooplay InstantPlay







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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: \$0.25, Lifetime Value: \$1.25\*, Organic Ratio: 78%, Installs: 75,000, Launched: December 2017

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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

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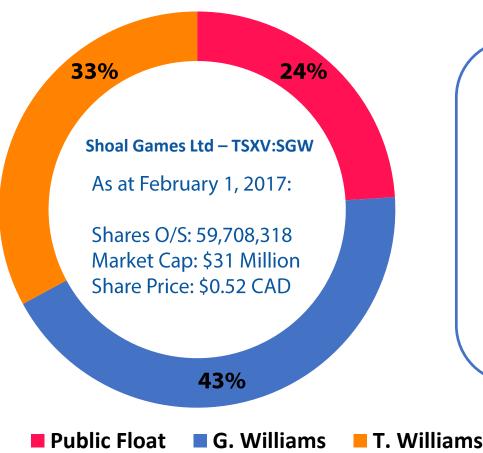
# SGW MANAGEMENT AND BUSINESS PLAN FOCUS

- 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.

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- 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 Warrants 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.								
Amount:	Up to US \$3 Million from initial Share purchase								
Use of Proceeds:	<ul> <li>Initial proceeds of the Offering will be used to fund the execution of the Company's business plan over the next twelve months and includes:</li> <li>Rooplay Player Acquisition Costs US \$2,500,000</li> <li>Operational Expenses US \$ 500,000 (Including: Investor Relations)</li> </ul>								
Anticipated Results*:	See next slide for User Acquisition plan.								

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	12 Month User Acquisition Plan													
	Q2 Total			Q3 Total		Q4 Total		Q1/18 Total		12 months Total				
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				

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# **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>/

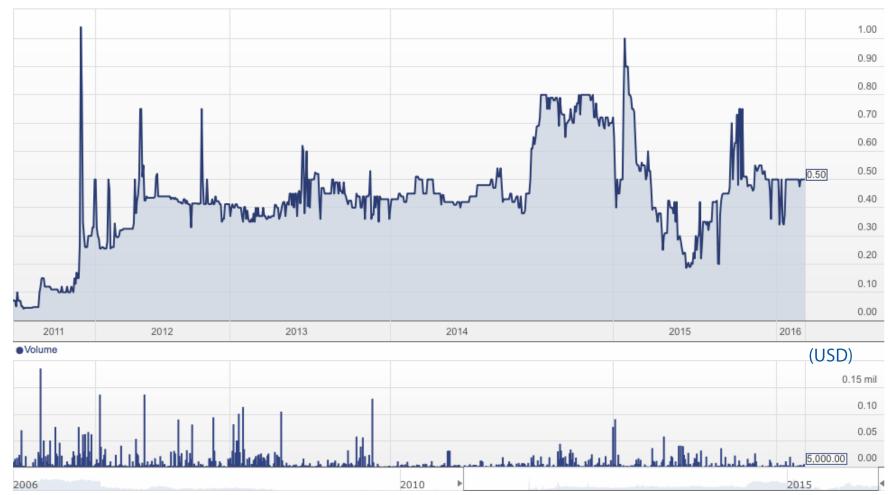
Garfield's Bingo Website – <u>http://www.garfieldsbingo.com</u>/

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

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



2011-2016



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Thank you!

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