



# **Netflix of Games for Kids**



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- Shoal Games Ltd. is a publicly traded company
- SEC Compliant Audited Financials : <u>www.shoalgames.com</u>
- Closed CDN\$ 1,045,000 Unit Offering in June
- Employees & Contractors : 16



# "Play is the work of the child."

Maria Montessori

## Children

- Want lots of fun games
- Can't find games for themselves

## • Parents

- Want NO ads or in-app purchases
- Want educational content
- Don't know how to find good games



## Rooplay



- Subscription Games
  Service
- \$3.99 / £3.99 / €3.99 per month
- 12 exclusive Garfield Original Productions
- Support in 27 Languages
- Mobile & Web Platforms



## Children Friendly



*"50% of Netflix's members watch kids' movies or TV"* - Washington Post

- **Proven Design:** Rooplay is easy to use, just like Netflix
- Proven Strategy: Platform + Licensed
  Content + Exclusive Content +
  Distribution Partners
- **Proven Market :** 97% of US children under the age of four use mobile devices





### **Recurring Revenue**

**3-Step Process to Subscribe** 



# \$3.99 Monthly Subscription



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\$2.34

Gross Revenue: per Su	\$3.99	
COGS:		
Google & Apple Fees:	~30%	\$1.20
Brand License Fees:	~14%	\$0.40
Cloud Hosting Fees:	~ 2%	\$0.05

## Net Revenue: \$

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Downloads			1,800,000	
Conversion	of 3%	=	54,000	players
Net Revenue	\$2.34/player	=	\$126,360	

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## Rooplay 'Originals'

#### **Exclusive Content Production**





12 Games Live:Coloring BookTic Tac ToeSnakes LaddersCheckersChess4 in a RowPuzzleMath BingoABC'sMemory MatchSpot DiffererceConnect the Dots

# Next 12 Games:Hidden ObjectsLetter TracingWord Search FoodPhonicDress UpTravel PhonicsSight WordsHangmanWord PicnicBalloon WordsLearn EnglishMazes

### **Brand Partners**

Globally Recognized Children's Characters





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## Market Opportunity Educational Games

## Game-based learning products Worldwide revenues



# "Play is the highest form of research." Albert Einstein

(Data retrieved from: The 2016-2021 Worldwide Game-based Learning Market, Ambient Insight, LLC)

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## **Rooplay 'Originals'**

#### Learn English with Garfield : USA, LATAM, Europe, Asia





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## Rooplay 'Originals'

#### Learn English with Moomins: Japan & Nordic Countries









## New Little Miss : UK National Event





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## A Global Market





## **B2B Distribution Strategy: Live Partners**



• Exclusively Google Play : 30,000 Downloads

Google play





• Global Kids Ad Network : 10,000 Downloads

## **B2B Distribution Strategy: Pending Launch**



TV Broadcaster





Gløbal Eagle • Flight Entertainment IMImobile • Carrier Content Supplier

## Platform Support : Google, Web, Apple









Android Live: May 2017

Rooplay.com Launch: Sept 2017 iOS Launch: Q1 2018

#### Shoal Games Management



#### Management Team – Success in Technology

**Jason Williams** 



**Chief Executive Officer** 

Over 15 years in Internet, games and technology.

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

MBA in strategic marketing and competitive positioning.

#### Dr. Amir Shadmand

VP Business Development

Over 10 years in Mobile Technology (4G & 5G) and cloud gaming.

#### x-CEO Supenta.

Mentor at Entrepreneurship Institute King's College London. PhD in Mobile Telecommunications. **Henry Bromley** 



**Chief Financial Officer** 

Chartered Accountant with 20 years in tech ventures.

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

#### **Kirsten Forbes**



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.

#### **Tarrnie Williams**



**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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#### The Offering



**UNIT OFFERING SUMMARY** 



One share plus one full warrant for one year.

Priced at 20% Discount from Market (~\$0.35).

10,000 Unit Minimum = ~\$3,500

Total Financing = \$1,120,000

## 6 month hold.

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#### **Shoal Games Share Structure** $\mathbf{O}$ TSX Venture TM Exchange Markets Symbol: SGW Symbol: SGLDF Tarrnie Williams Gwynn Williams • 52 Week High / Low: CAD \$0.85/\$0.41 33% 24% • Market Price: \$0.61 CAD, US \$0.49 • Financing Price: \$0.45 CAD, US ~\$0.35 Shares O/S: 62M Market Cap: \$30M • 2016 Net Revenues: CAD \$370,000; US \$275,000 Pre-Money: \$22M • 2017 H1 Revenue: CAD \$69,884, US \$56,035 43% Copyright © Shoal Games Ltd. 2017. All rights reserved. Confidential This document, and its contents, are confidential and may not be reproduced or Public Float G. Williams T. Williams

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#### **OFFERING SUMMARY** Shoal Games Ltd. – Public Company (OTC:SGLDF & TSXV:SGW) Issuer: The Offering: A Non-Brokered Unit Offering Private Placement to Accredited Investors **Price per Unit:** US \$0.35 per Unit, consisting of one share and one warrant. To purchase an additional share for US \$0.44 per share for the first six months following the closing date or at US \$0.52 per share for the period 7-12 months Warrant: following the closing date. There is a six month Resale Restriction on the initial shares purchased. **Closing Date:** Mid September, 2017 Amount: Up to US \$1.12 Million from initial Unit purchase Subscription Agmt. Available for download on ProSeeder in Chapter 9 or at: http://investor.shoalgames.com/sgw-keiretsu-forum/

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