**Company Presentation – December 2018** 

# **ESPORTS MOGUL ASIA PACIFIC LTD (ASX:ESH)**

Home to Mogul.gg – The World's Best Esports
Tournament Platform



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## **CORPORATE OVERVIEW**



#### **Capital Structure**

Ticker	ASX:ESH
Share Price (as at 10 December 2018)	\$0.019
Total Listed Shares on Issue	1,269m
Total Shares On Issue	1,269m
Market Capitalisation	~\$24.1m
Debt	Nil
Enterprise Valuation	\$20.46m
<u>Funding</u>	
Cash	\$2.64m
Prepaid Marketing	\$1m
<u>Total Funds</u>	\$3.65m

#### **Options**

346m listed options exercisable @ 5c, 30 Oct 2019

# From 03 Aug 2017 To 03 Aug 2018 Jul '18

#### **Investment Focus**

- > Drive user acquisition and activity across SEA initially, then globally through Razer channels
- Mobile App and Arena for mobile
- Expansion of corporate and strategic partnerships
- > Develop monetisation features such as subscriptions and pay-to-play tournaments

#### Share Holder Breakdown

- > Top 10 Share Holders hold 31% of the shares on issue
- Top 20 Share Holders hold 44% of the shares on issue
- > Top 50 Share Holders hold 64% of the shares on issue

## **MOGUL HIGHLIGHTS – 2H 2018**



#### **ELEVATED RAZER RELATIONSHIP TO STRATEGIC SHAREHOLDER**

Razer Inc. ~A\$2bn market capitalisation, Hong Kong listed



#### PROVED OUT WORLD CLASS TECH

- > Scalable global tournament platform with the best social features and user experience
- Fully **automated** tournament functionality with the 3 biggest esports games (CS:GO, LoL & Dota 2)
- Esports Elite professional esport streaming & esport match voting
- Mogul News unique content portal
- > MOLPay largest SEA payment provider integrated
- > Subscription monetisation functionality built
- > Pay-to-Play monetisation product development commenced



#### FIRST MOVER IN MOBILE

- Companion Mobile App for Android delivered to the Google Play Store
- > Mogul for Mobile development commenced. Expected release in Q1 2019



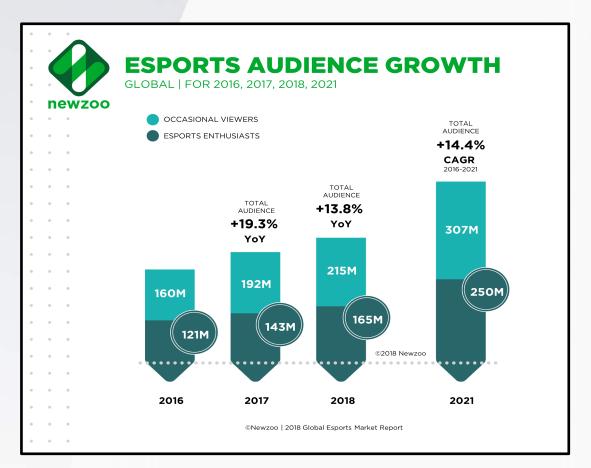
#### **EXTENDED REACH INTO ESPORTS & PAYMENT ECO-SYSTEMS**

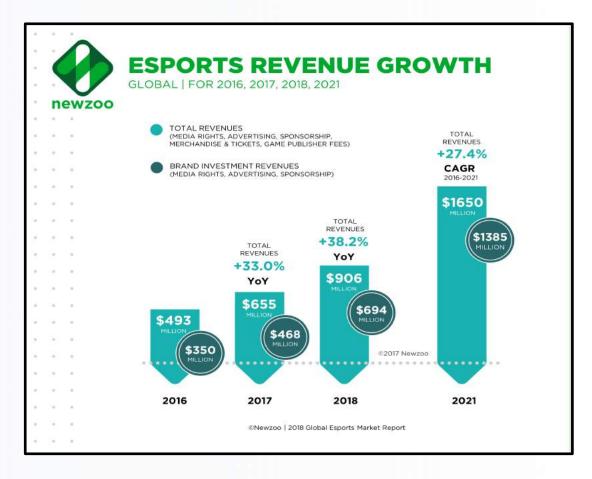
- > SEA Games & ONE Championship
- Singtel
- Riot, Valve, Super Evil Megacorp & Mineski
- MOLPay



## **ESPORTS MARKET OPPORTUNITY**







- > Esports is a subset of the estimated US\$140bn+ global video games market
- Millennial audience (81% are 18 to 34 years old), male target group with a high income
- Revenues will grow with a CAGR (2016-2021) of +27.4% to reach US\$1.65bn by 2021
- Year on year audience and participation growth
- Asia-Pacific accounts for 53% of esports enthusiasts in 2018

## **RECENT ESPORTS TRANSACTIONS**





Investors
KKR
ICONIQ Capital
Smash Ventures
aXiomatic
Vulcan Capital
Kleiner Perkins
Lightspeed Venture
Partners



**AXIOMATIC** 

Raised A\$69.0m

Investors
Michael Jordan
Curtis Polk
David Rubenstein



#### SWIFT (TSM)

Raised A\$51.0m

Investors

Stephen Curry
Andre Iguodala
Bessemer Venture
Partners



#### **TEAM VITALITY**

Raised A\$31.0m

<u>Investors</u> Tej Kohli



## QG REAPERS Raised A\$19.0m

<u>Investors</u> Toutoushidao Fund



CLOUD9 Raised A\$69.0m

Investors
Valor Equity Partners
TrueBridge Capital
Partners
Reimagined Ventures
Robert Hohman



OVERACTIVE MEDIA
Raised A\$29.0m

Investors
Sheldon
Pollack
Michael
Kimel



Turtle Entertainment
The eSports Company

TURTLE ENTERTAINMENT (ESL) Raised A\$23.0m

> <u>Investor</u> Modern Times Group



RAZER Invested A\$3.0m

Co-Investor
Co-Investment
with the
Malaysian
Government into
Malaysian Esports

## **MOGUL.GG** – **WORLD'S BEST ESPORTS PLATFORM**



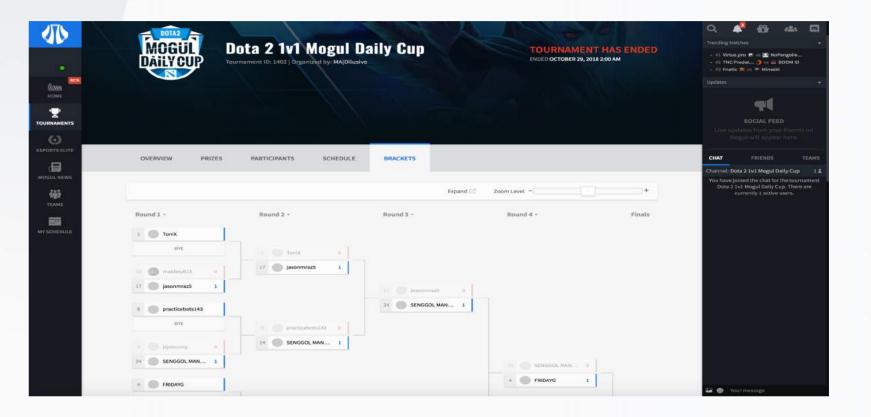
#### **Fully Automated Esports Tournament Platform**

GAME PUBLISHERS can integrate their titles to grow any game into an esport.

TOURNAMENT ORGANISERS can run online qualifiers and major championships.

GAMERS of all levels can play competitive esports from F2P to P2P.

BRANDS can reach and engage with millennials via targeted tournaments and leagues.





Fully Automated Tournament Platform

Mogul is deeply integrated with the leading global esports titles.

It is the only platform that allows completely automated tournament play and results across multiple games.



Mogul's technology brings together esports organisers, professional players and fans with ease. Using game API's for integration, tournaments can be custom designed. This deep integration on the platform provides gamers with the best user experience possible.

### Managed Esports Tournaments for any Game

Mogul.gg offers the ability to customise all aspects of any tournament. Including bracket size, game type and map selection. Event organisers can broaden their reach and drive online prolification for their live events.



Mogul.gg supports English, Thai and Vietnmese languages.

Our technology supports multiple language strings which can easily be expanded into additional languages.

## **MOGUL.GG** – **HOME TO THE BIGGEST GAMING TITLES**





Mogul.gg is one of only two platforms to offer fully automated tournaments for three of the major global esports titles on PC.



Full automation offers a more efficient and streamlined user experience and is the easiest way to play any type of esports competition.



Mogul technology can add value to console and mobile developers and tournament organisers with managed tournaments.

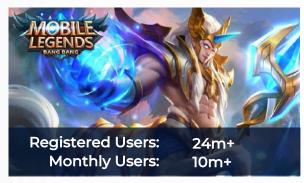


Managed tournaments can turn any game into an esport.









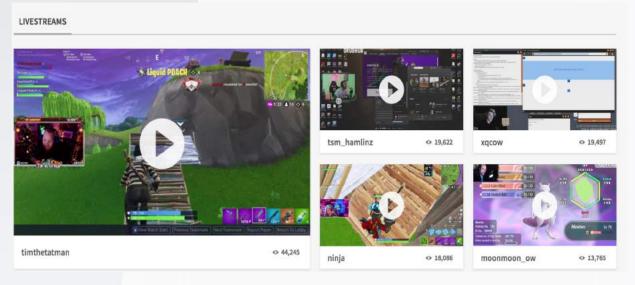




## **MOGUL.GG** — MULTI-MEDIA ENGAGEMENT FOR ESPORTS FANS

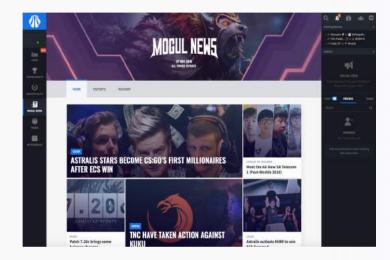


#### Watch Live Streams of Popular Tournaments



#### **News Platform**

PARTNERS can add to Mogul created content on Mogul News by enabling competitive and passive gaming fans to follow the latest esports news, insider content and esports commentary.



MOGUL USERS can watch live streams of professional tournaments and popular streamers.

**STREAMERS & TOURNAMENTS** can broaden their reach streaming on Mogul.gg.

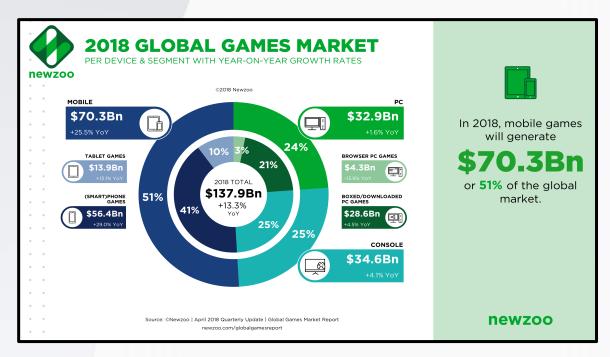
#### **Esports Elite: Unique Match Voting Feature**



**ESPORTS FANS** can test their knowledge and support their favourite teams by voting for who they think will win professional or trending tournaments.

## **MOBILE ESPORTS – THE NEW FRONTIER**







- Estimated that in 2018, mobile games will generate US\$70.3bn with 25.5% year-on-year growth
- > Mobile games represent 51% of the global games market
- > The increasing share of high-end smartphones are seen as a major positive indicator for the future of mobile gaming and mobile esports specifically
- > Razer's phone is First Mover & Best in Class. It's built for gaming and great for everyday use
- > Opportunity to play anywhere, anytime

## **THE MOGUL APP – A WORLD FIRST**



- Gamers worldwide will have access to all of Mogul's tournaments always ready to play and engage
- First mover advantage to be given to the Razer phone when the Mogul mobile app and functionality is released in Q1 2019



- The app will offer fully automated tournament play,
   as well as other features previously only available on PC
- Users can:
  - Create and manage their own teams
  - View in-depth statistics
  - Keep track of upcoming matches and tournaments
  - Communicate with other players
  - Stay up to date with all things esports



- The use of the Mogul Tournament Creation Wizard will automatically make tournaments available to mobile
- The app will strengthen partnerships with associated gaming companies
- Mogul's chosen mobile app technology allows rapid expansion into the iOS market as soon as released for Android public access

## ON TRACK FOR GROWTH AGAINST COMPARABLES

World Class Technology
Multiple Automated Tournament Modes
Multiple Fully Integrated Games
Mobile App
Open API for Game Developers
Player Admin Functionality
Brand Sponsorship Tournaments
Language Localisation
Prized Tournaments
Automated Logic for Bracket and Tables

<b>II</b>	FACETT	StriveWire <b>4</b>	Werld GAMING
<b>✓</b>	×	×	×
<b>✓</b>	~	×	×
<b>~</b>	×	×	×
<b>✓</b>	×	×	×
<b>✓</b>	~	×	×
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- > Mogul's tech investment has validated Mogul.gg with FACEIT as the two best online esports tournament platforms
- FACEIT have proven user growth leads to monetisation when built off a scalable technology stack
- > Mogul's exclusive relationship with Razer has established us within the World's Largest Integrated Gaming Eco-System
- Mogul's unique beach-head in Asia positions us for successful growth



## **STRATEGIC MAJOR SHAREHOLDER**





#### RAZER INC.

**HK Listed** Mkt Cap ~A\$2bn HQ in Singapore & San-Francisco.

#### **WORLD'S LEADING BRAND**

World's largest eco-system of hardware, software & services esports teams and influencers.

#### **FOR GAMERS BY GAMERS**

50m users worldwide spanning every continent.

#### **RAZER GOLD & SILVER**

Monetisation & loyalty rewards. World's largest virtual credits for games & entertainment with 10m+ wallets and growing.

#### **RAZER PAY**

SEA's largest diversified online and offline payment solutions provider with 1m+ physical acceptance points.

#### THE STRENGTHENING RELATIONSHIP WITH RAZER

#### **Technology Partner**



in ESH chosen as

partner.

Global search results

preferred technology

#### **Engineering** Integration

Cornerstone **Investment** 

#### **Ecosystem Integration**

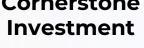
**(Particular)** 

#### **Future** Growth





- Hired ex Razer engineering, UI, Product & marketing staff.
- Razer ID integration.
- Chroma functionality integrated.
- Hardware integration.





- Razer cornerstones investment round to become major shareholder.
- Razer MOLPay payment integration.
- Razer Gold integrated as virtual payment currency.
- Razer Silver integrated as loyalty/rewards currency.



- Commencing marketing to Razers 50m+ users globally.
- > ONE Championship.
- SEA Games.

## THE RAZER & MOGUL ADVANTAGE



Counsel from Razer
 Executive team to
 collaborate on opportunities
 globally

Utilising Razer's inhouse services such as Razer Gold, Silver and RazerPay with 10m+ wallets







Uniquely
 positioned to
 leverage Razer's

 50m global user
 base



- Broadcast in 138 countries worldwide
- Esports Mogul to organise and stage the online tournaments for ONE Championship.





- Razer is the official esports partner of 2019 Southeast Asian Games
- Razer to draw upon its ecosystem of hardware, software and services to support the SEA Games 2019



## **STRATEGIC PARTNERS**



#### GAME PUBLISHERS

# VALVE

- Developers of CS:GO & Dota
- Developed Steam, a popular video game distribution platforms in the world with 46m users
- ESH deeply integrated with CS:GO & Dota 2



- Developed League of Legends
- The most played game in the world (80m+ active monthly players)
- ESH integrated with League of Legends



- Developed Vainglory, a mobile game that was named the best mobile app 2016
- ESH partnered with SEM to run their World Championships in 2017











# GAMING COMMUNITIES

- Broadcast, live event and pro team company
- > 150+ cyber cafes in SEA
- Own professional esports teams
- ESH & Mineski delivering weekly Dota 2 & CS:GO events in 2018/2019
- Asia's leading communications group serving 685m+ customers
- ESH was the platform provider for the Thailand qualifiers for Singtel's PVP Esports Championship
- Largest online gaming platform in the LATAM
- > 14m+ users & 7,000 cybercafes
- Available in Spanish and Portuguese
- ESH to deliver online esports tournaments into the region in 2019

- Live streaming platform owned by Amazon
- > The leading social video platform
- 100m active monthly members + 2m streamers

- Leading payment gateway in SEA
- > 100% owned by Razer
- > 15m+ users
- ESH integrated with MOLPay



## ON TRACK TO DELIVER SCALABLE GROWTH



Category	Delivered Features	Future Features
Publisher Integration	<ul><li>✓ Riot</li><li>✓ Valve</li></ul>	<ul> <li>Additional publishers – including mobile</li> </ul>
Partnership Integration	<ul><li>✓ Razer ID Login</li><li>✓ Facebook Login</li></ul>	More Partnership Integrations
Tournament Organisers	<ul><li>✓ Singtel PvP</li><li>✓ Vainglory World</li><li>Champs</li><li>✓ Tournament Wizard</li></ul>	<ul><li>ONE Championships</li><li>SEA Games</li><li>More tech advances</li></ul>
Payment Integration	<ul><li>✓ MOLpay</li><li>✓ Razer Gold</li></ul>	Additional Payment Providers
Mobile	✓ Mobile App (alpha)	<ul><li>Mobile App</li><li>Integrate with Mobile Titles</li></ul>
Regional Localisation	<ul><li>✓ English</li><li>✓ Thai</li><li>✓ Vietnamese</li></ul>	> Regional Expansion
Esports Innovation	<ul> <li>✓ Elite Esports</li> <li>✓ Tournament Wizard</li> <li>✓ Mobile</li> </ul>	<ul> <li>Innovative tournament formats</li> <li>Unique streaming engagement</li> </ul>

## **MULTIPLE GROWTH ENGINES**



World class tournament platform, tech innovation including mobile



Uniquely positioned relationships to capture market share



Integrated esports & payment eco-systems for scale



Ride on the rising tide of gamers, the gaming industry and esports



Accelerated growth trajectory for mobile gaming



Leverage assets for user growth then monetisation initially through subscriptions

## **ESPORTS MOGUL BOARD**



**Gernot Abl Managing Director** 

- > Law, Corporate Finance and Consulting background
- > 16+ years experience in corporate advisory
- > Gaming, Resources, Energy, Utilities and Public sector experience
- > Lifelong successful gamer



**Adam Jackoby** Non-Exec Chairman

- > Entrepreneur, innovator, advisor and business consultant
- > Founder and Chief Steward MiVote **Democracy Movement**
- > 20+ years global history starting fast growth businesses in sport and media
- > Master of Entrepreneurship (Cambridge)



**George Lazarou** Non-Exec Director/CFO

- > 20+ years experience as a chartered accountant across industry
- > Extensive experience in M&A, valuations and advisory



Supported by: Mick O'Kane Strategic Advisor

- media, entertainment and technology
- Group

## **MOGUL TEAM LEADERS**





Kris Robinson Chief Operating Officer

- Entrepreneur and experienced digital software and marketing executive
- CPO & Commercial
   Director for
   Ladbrokes –
   invented worlds first
   "Odds Boost"
   product
- COO for online poker and casino business
   Poker.com



Rob E Connolly Chief Product Officer

- > 10+ years managerial experience in the gaming industry
- Product Manager and Product Developer for Razer Inc.



Travis Howle
Chief Technical Officer

- > 18+ years gaming industry experience
- Senior Software Manager with Razer Inc.
- Provided engineering solutions for the FBI



Tobias Guse Senior Software Engineer



Marian Kaufmann Chief Marketing Officer



Sean May Esports Director

- > 5+ years working with major technology companies
- Primary front end UI/UX Software Engineer with Razer Inc.
- Online Marketing
   Specialist for Razer
   Inc. in Europe
- Introduced Google's Squared Online, to Germany, Switzerland and Austria
- Built marketing operations for the London-based professional learning and consulting company AVADO Learning

- 6+ years in esports roles focused on facilitating growth
- Co-founded Exertus esports (now owned by scuff gaming)
- Director of Business at Gaming Grids
- Manager of Platform Operations at Razer Inc., tasked with all operation functions for Razer Arena

Supported By:

Penny Horsfield, Operations Manager
Phoebe McCreath, Communications Manager
Tyler Smith, Backend Engineer
Michael Zeljak, SDET



## **INVESTMENT HIGHLIGHTS**





Australia's first ASX listed esports business



Mogul.gg is home to the world's best esports tournament platform



Major shareholder is Hong Kong-listed company, Razer Inc. with 50m+ users globally



Strong relationships with game publishers, event operators and media companies



Experienced and passionate operational and engineering team with strong history of innovation in online gaming & poker



## **Contact Us**



Gernot

Abl
Managing Director
gernot@esportmogul.com

+61 419 802 653