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**ASX RELEASE** 

### eSports Mogul

### - Company Presentation

Volta Mining Limited ("Volta", or "the Company") (ASX: VTM), is pleased to release the Company Presentation of eSports Mogul Pty Ltd ("ESM"). The presentation relates to the eSports industry and business of ESM only. Volta will keep the market informed with regards to the proposed timeline for completion of the acquisition of ESM, including the despatch of the Notice of Meeting to Volta shareholders and the lodgement of the Prospectus with ASIC.

### **Key Points**

- During February, the ESM Management Team has been engaged. (refer page 12 of the Corporate presentation)
- » Platform updates and improved functionality is in progress.

Commenting on recent progress, Mr Gernot Abl, MD of ESM said "We are excited to have assembled such an experienced team for the Asia Pacific launch. The eSports Tournament Platform has been well received in the USA since its launch in late 2015, and we are confident that it will be well received in the Asia Pacific Region as well."

- ENDS -

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# **ESPORTS MOGUL**



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# What is eSports

### eSports:

- eSports is the professional video gamer equivalent to sport
- The biggest sport you have never heard of
- 1.75bn gamers globally
  - DOTA 2 with on average 675,000 concurrent players<sup>1</sup>
  - 13bn hours of FIFA15 played in 1 year<sup>2</sup>



<sup>&</sup>lt;sup>1</sup> http://steamcharts.com/app/570

<sup>&</sup>lt;sup>2</sup> http://news.futhead.com/posts/fifa-15/31376-fifa-15-tops-13-billion-hours-played

# eSports is a Global Phenomenon

Established audience base	188m in 2015 forecasted to grow to 238m by 2017 <sup>1</sup>
Established professional teams	Alisher Usmanov co-owner of mail.ru and Megafon invested US\$100m into team Vitrus.pro <sup>2</sup>
Broadcast support for viewers	Twitch.tv has 100m unique visitors a month and was purchase by Amazon in 2014 for ~US\$1B³ ESPN, Fox, NBC and Hoyts all covering content
Peripheral industries leveraging passion	Multiple Fantasy and wagering companies including Unikrn which raised US\$10m in 2015 for a dedicated eSports betting platform <sup>4</sup>
Maturing fandom	eSports stars have millions of Facebook followers, their own t-shirts and streaming channels

#### References:

<sup>&</sup>lt;sup>1</sup> http://superdata-research.myshopify.com/products/esports-market-brief-2015

<sup>&</sup>lt;sup>2</sup> http://www.redbull.com/en/esports/stories/1331754099932/what-can-100-million-buy-an-esports-team

<sup>&</sup>lt;sup>3</sup> http://www.businessinsider.com.au/amazon-buys-twitch-2014-8

<sup>&</sup>lt;sup>4</sup> http://finance.yahoo.com/news/unikrn-closes-series-binary-capital-113000793.html

# **The Market Opportunity**

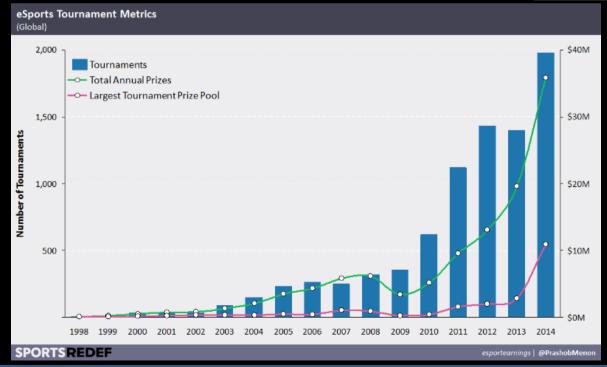
- eSports is a subset of the estimated US\$81bn+ global video games market
- 1.7bn players across all platforms competing globally



# The eSports Market

 eSports championship viewership eclipsing major Sports Events and Cable TV audiences





- eSports tournament participation is increasing exponentially
- Tournament prizes rival major sports events with the recent DOTA 2 invitational prize pool exceeding US\$25m

# The eSports Mogul Key Assets

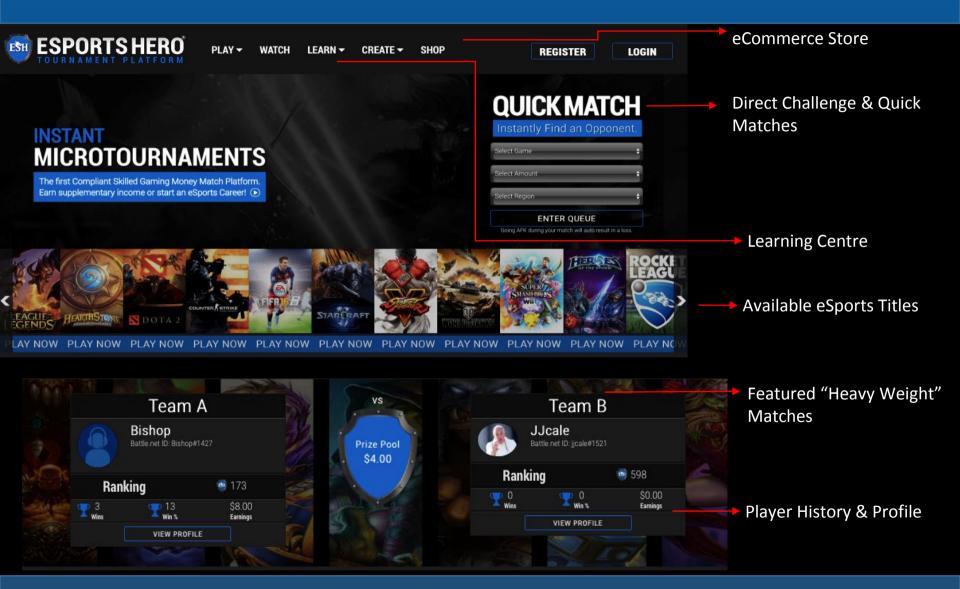
 ESM has a 20% equitable interest in eSports Hero - <u>www.esportshero.com</u> - a leading eSports company headquartered in New York City

- 2. A 10 year exclusive licence for the APAC region inc. China#
  - Largest games region globally with an estimated 817m gamers in 2014\*
  - APAC market share is #1 @34% of the global gaming market or \$25.16bn\*
  - APAC eSports Penetration is #1 with 54% of global eSports enthusiasts\*

\*Source: New Zoo

<sup>#</sup> Subject to meeting certain performance milestones

### **Platform Features**



### **How the Platform Works**



Deposit money online using globally accepted payment providers

Currency = USD

Compete in eSports
Matches & Tournaments
for real money

Fixed or Variable service fee is charged for facilitating the Match or Tournament Money is automatically transferred on result verification

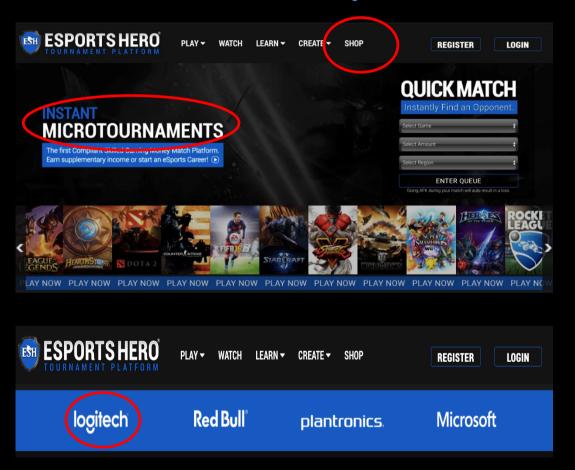
Funds are automatically added, held in escrow, and subtracted from your account as you play

Cash out at any time

Identity Verification & KYC Compliant

### **Monetisation**

### **Multiple Revenue Sources**



- Tournament Entrance fees
- Advertising Revenue
- Merchandise Sales
- Data Resale
- Live event management &
   Sponsorship opportunities

## Marketing, Engagement & Management



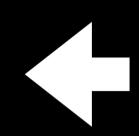
#### **Traffic Generation**

- Ad buys
- Tournaments
- Publishers tie ins
- Vloggers
- Social Media
- PR / Events
- Streaming



### **Strategic Partnerships**

- Publisher tie ins. e.g. Activision
- Sponsorships e.g. GoPro
- Payment providers
- Sponsored teams (grass roots)
- Sponsorships of professional teams
- Cafés



### **Customer Management**

- Segmentation management
- Targeted tournaments
- Community management
- Activation toolsets
- Churn reduction management
- Gamification

# **Competitor Analysis**

	Real money	Instant winnings opportunity	1v1	5v5	4 seat bracket	Other styles of brackets / tournament	Automated results*	Self Launching*	Real APAC Presence
ESH	✓	<b>✓</b>	✓	<b>√</b>	<b>√</b>	<b>✓</b>	<b>√</b>	<b>√</b>	<b>✓</b>
SALVER	✓	✓	✓			✓			
₩ WOMBO	✓	$\checkmark$	✓						
<b>WERLD</b> GAMING	✓	✓	✓			<b>✓</b>			
FACE T	<b>✓</b>					✓			

<sup>\*</sup> Post Launch

# **Experienced Team**



#### Gernot Abl – Managing Director

- Director with New York based eSports Hero Inc.
- Law, Corporate Finance and Consulting background
- A lifelong gamer with significant success in the online gaming industry



#### Jonathan Noal – Chief Operating Officer

- Over 20 years marketing and management experience
- Founder of BoilerRoom awarded Direct Agency of the Year
- Director of Digital Download and Distribution company for games



#### Marc Bell - Regional Manager

- 20 years of experience in interactive media
- Worked for AAA gaming companies including Wargaming, Meteor Entertainment
- Founder Freemeum an agency that guides game developers and publishers on successful launch strategies



#### Rodney Block – Strategic Adviser

- Director, Head of ANZ, SEA and India Sales for GoPro
- Over 20 years of Video Games experience, was Vice President for THQ APAC and Japan
- Launched Disney Infinity throughout ANZ