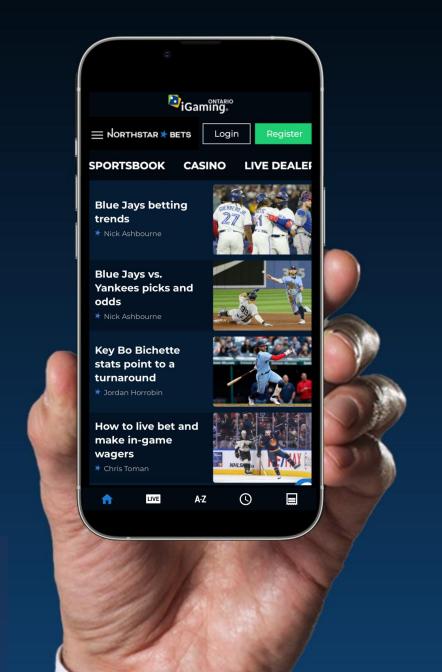
# NORTHSTAR \* BETS

SPORTS · CASINO · LIVE

**Investor Deck** 

**AUGUST 2023** 





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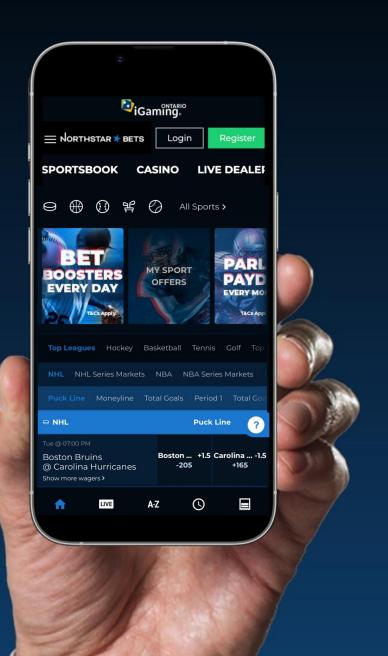
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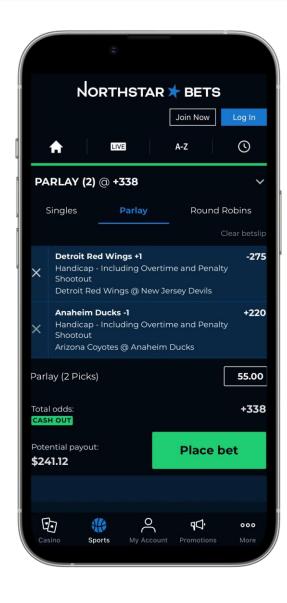
The forward-looking information contained herein is subject to risks, uncertainties and other factors, including those described in our listing application for listing on the TSX Venture Exchange, which is dated as of March 3, 2023 and is publicly available on SEDAR.

# SPEARHEADING THE INTERSECTION OF IGAMING AND MEDIA

Access to Ontario-based omni-channel media properties driving competitive customer acquisition and retention rates.

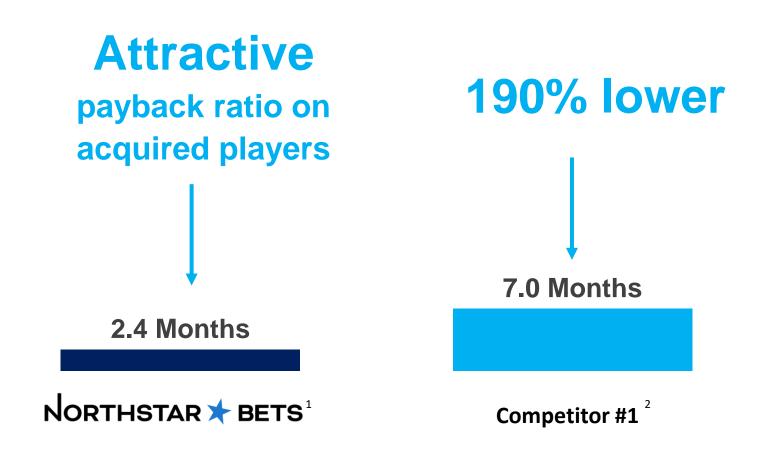


# **INVESTMENT HIGHLIGHTS**

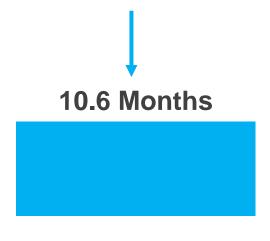


- ~C\$8.5B Canadian TAM, with Ontario's regulated market launched in April 2022
- Regulated and registered platform with strong partnerships and industry leading 3<sup>rd</sup> party gaming content
- O3 Cornerstone investment by Playtech PLC
- Experienced management team with local knowledge and insights targeting the Ontario audience
- 05 Attractive payback rates on acquired players\*
- Variable cost model fully aligning incentives amongst vendors and NorthStar Gaming

# **COMPETITIVE PAYBACK RATIO**



**340% lower** 



Competitor #2

<sup>1.</sup> NSG Since Inception CAC per player/ monthly average GGR/player

<sup>2.</sup> Competitors both publicly listed companies with a market cap >C\$\$250 million, payback ratio calculated internally based on trailing three quarters of publicly available information

# NORTHSTAR GAMING MANGEMENT TEAM



Michael Moskowitz
CEO & Director

- Michael has held a variety of leadership positions across multiple electronic and subscription-based companies
- Prior experience includes Sony, 3Com, XM Canada, Palm Computing and most notably at Panasonic
- Brings 25+ years in the electronics industry and was previously the Chairman and CEO of Panasonic North America

**Panasonic** 



palm

((SiriusXM))



Jennifer Barber CFO

- Jennifer has held several senior finance positions in her career with 5+ years experience as a CFO
- Prior experience includes 10+ years at Torstar and 7+ years at Hydrogenics

**HYDROG**(E)NICS







Corey Goodman EVP & GC

- Corey has held a variety of senior executive roles in both a legal and corporate development capacity for nearly 20 years
- Focus on mergers and acquisitions and partnerships in media, energy and regulated industries
- Also served as General Counsel to 3 public issuers







Dante Anderson VP Marketing

- Dante has 15 years of strategic marketing experience including 9 years of regulated gaming industry experience with Ontario Lottery and Gaming
- Most recently, Dante was the director of Enterprise Brand Marketing at OLG





Gil Steinfeld Strategic Consultant

- For 20 years Gil has been an iGaming Consultant for Virtual Commerce Solutions
- Vice President of Marketing at Pala Interactive, an online real money and social gaming B2B platform, and Microgaming, a global aggregator of games for online casinos
- Former Territory Manager for bwin, a subsidiary of Entain and general manager of Gamesys





# **BOARD OF DIRECTORS**



**Michael Moskowitz** Chairman

Brings 25+ years in the electronics industry and was previously the Chairman and CEO of Panasonic North America

**Panasonic** 

((SiriusXM)) palm

SONY



Dean MacDonald Director\*

In 2007, Dean was selected as CEO of the Year by Birch Hill Capital Partners and has held Chairman/CEO roles at ClearStream Energy, Tuckamore Capital and Persona





**Sylvia Prentice Director** 

Sylvia is currently the President of MacKinnon Calderwood Advertising where she has held various roles over a 22+ year career with the company





**Chris Hodgson** Director

Chris is a former MLA where he held numerous ministerial posts and was Chairman of Management Board of the Cabinet





RECIPE



**Barry Shafran, CPA Lead Director, Audit Chair** 

Barry was the founder and CEO of Chesswood group from 2006 until 2020



PAWNEE





Vic Bertrand Director

Vic previously held titles of Director, Chief Innovation Officer, and COO at MEGA Brands where he worked for 28 years







Chris McGinnis, CPA, CFA Director

Chris is currently the CFO of Playtech PLC









**Brian Cooper** Director

Brian founded S&E Sponsorship group, eventually selling to Dentsu Aegis Network (MKTG) where he is the current Chairman





# **BACKGROUND & MARKET OPPORTUNITY**

#### **Overview**

- iGaming Ontario ("iGO") launched Ontario's new online gaming market on April 4<sup>th</sup>, 2022, allowing online casino and sports betting companies to operate in Ontario
  - This followed the Government of Canada passing Bill C-218 in June 2021, allowing single-game wagering to come into effect in August 2021
  - Up until this point, traditional sports betting (i.e. single-event sports betting) had been illegal in Canada
  - Ontario has a population of 15.1 million<sup>2</sup> and is the most sport fueled province in Canada
  - Ontario is host to five professional sports teams in major North American leagues, plus two professional North American sports teams are located in an adjacent U.S. market (Buffalo, New York)
- Potential for expansion should other provinces (ex. Alberta, British Columbia, Quebec) launch online gaming markets

#### Ontario is a Sports Fueled Province...















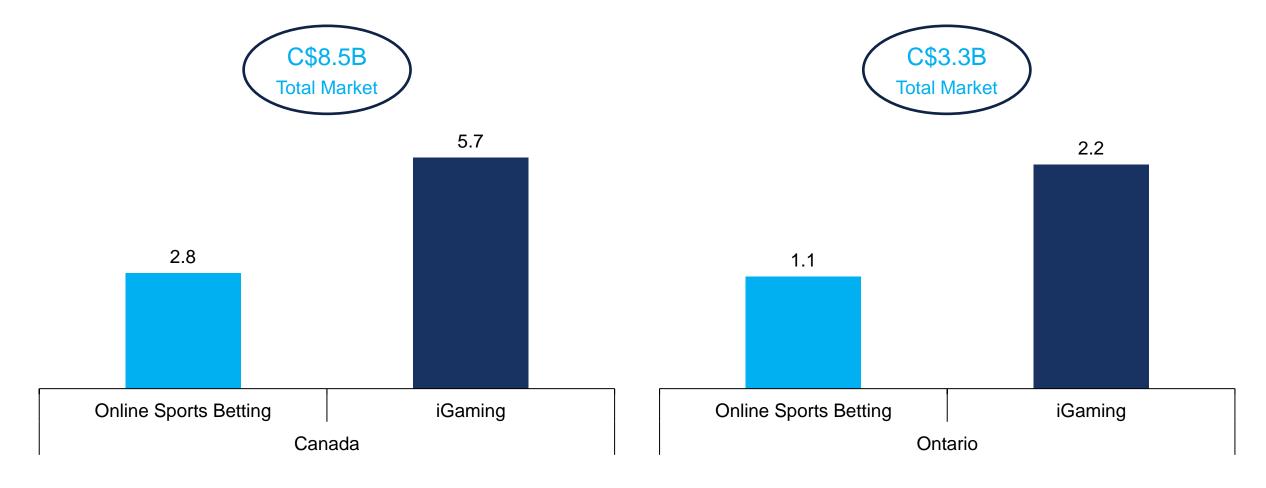
<sup>1.</sup> All such companies must have successfully registered with the AGCO and signed an operating agreement with iGO

<sup>2.</sup> Ontario.ca July 2022

# **CANADA IS A POTENTIAL C\$8.5B MARKET**

Projected Canada and Ontario Online Sports Betting and iGaming\* Market Size (2026E)\*\*

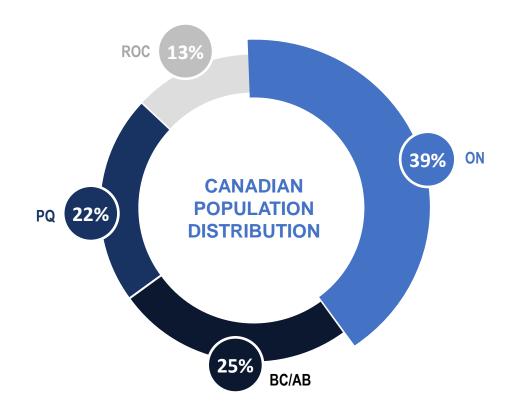
(C\$ billions)



# **SLAPSHOT ACQUISITION**

#### **Provides a Clear Catalyst for Growth**

- Total addressable Canadian market, excluding Ontario estimated at ~ C\$5.2B¹ at maturity
- Head start on future provincial regulation. Build database and brand in advance of regulation
- Operational benefits of expansion:
  - High operating leverage by utilizing existing people/ assets to expand reach
  - Commercial support from Playtech to expand geographically under contract extension
- Demand Creation Leverage
- Currently ~33% of Canadian traffic to betting hub/Torstar originates outside of Ontario
- · Ability to monetize current spill of multi-media campaigns



Ontario only accounts for 39% of the Canadian population

# NORTHSTAR LICENSING

NORTHSTAR ★ BETS

#### **ENTITY**

Canadian entity with a Canadian physical presence

#### **LICENSED BY**



The Alcohol and Gaming Commission of Ontario

#### **AVAILABILITY**

Customers located in Ontario



#### **ENTITY**

Managed services provider to spreads.ca\*, iGaming site owned and operated by the Abenaki Council of Wolinak

#### **LICENSED BY**



The Kahnawake Gaming Commission

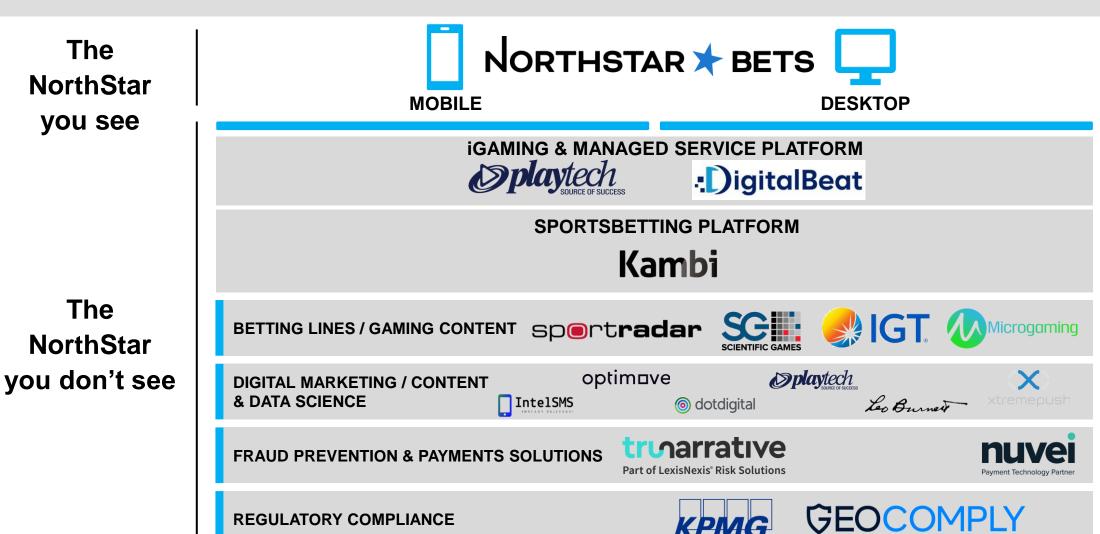
#### **AVAILABILITY**

Customers located in Canada excluding Ontario



# NORTHSTAR GAMING ENGINE

PROPRIETARY TECHNOLOGY STACK, COMBINES JOINT VENTURES WITH LEADING GLOBAL PLAYERS IN PLAYTECH AND KAMBI



# PLAYTECH'S STRATEGIC INVESTMENT



#### **Strategic Partnership**

- In December 2022, Playtech completed a strategic investment in NorthStar pursuant to which <u>Playtech invested C\$12.25 million</u>
- In connection with the investment, Playtech and NorthStar amended their software and services agreement, which included extending the agreement by 10 years, <u>providing NorthStar with the right to</u> <u>expand the agreement across Canada</u> and making changes to certain commercial terms
- NorthStar plans to leverage Playtech's strategic advice, specifically regarding online operations, managed services and market expansion

"Playtech's unparalleled expertise in the gaming industry will accelerate NorthStar's growth and rapidly expand our user base. We are focused on executing our strategic vision, which will see us continue to provide a best-in-class consumer experience, while also expanding NorthStar to new markets."

-Michael Moskowitz, Chief Executive Officer, Northstar ★ BETS

#### **Investment Details**

Investment Size	<ul> <li>C\$12.25 million by way of a convertible debenture</li> </ul>
Conversion of Debentures	<ul> <li>On completion of the RTO, the convertible debenture converted into units</li> </ul>
Unit	<ul> <li>Each C\$0.50 of principal converted into 1 unit and each unit consists of:</li> <li>1 common share (24.5M common shares)</li> <li>1 half warrant with an exercise price of C\$0.85 (12.25M warrants)</li> <li>1 half warrant with an exercise price of C\$0.90 (12.25M warrants)</li> </ul>
Use of Proceeds	<ul> <li>To support growth of NorthStar's footprint across Ontario and possible future Canadian markets</li> <li>To invest in new technological innovations for the NorthStar Bets gaming platforms, while also reaching new audiences through marketing campaigns</li> </ul>

# TORSTAR PARTNERSHIP PROVIDES AN UNPARALLELED ADVANTAGE

#### **Torstar Advantage**

- NorthStar Gaming entered a strategic and exclusive advertising partnership with Torstar's 150+ newspapers, digital sites, and other media investments
- Torstar is an Ontario-based, omni-channel media company that drives both viewership and users towards NorthStar Gaming
- NorthStar Gaming will leverage premium exposure within Torstar properties to drive customer acquisition and reduce player acquisition costs

# TORONTO STAR













#### **Torstar Partnership Highlights**



150+ unique omni-channel media assets



58M monthly page views<sup>1</sup>



**Seamless integration with Torstar** platform to convert viewers



Torstar's audience shows a higher propensity to wager larger amounts<sup>2</sup>

# **NORTHSTAR CUSTOMER JOURNEY**

Search Optimized Content appearing in Torstar properties curated by NorthStar Bets to drive traffic to NorthStar



# WHO WE ARE - NORTHSTAR GAMING EDITORIAL TEAM



Mike Cormack
Head of Content

- Mike has two decades of experience in Canadian sports media, holding a variety of editorial leadership roles
- His strengths are developing and leading successful multiplatform content teams and strategies
- He was previously Managing Editor of The Athletic, Toronto and Managing Editor of sportsnet.ca







**Chris Toman Managing Editor** 

- Chris has a wealth of experience creating content for the sports media environment
- Most recently Chris provided leadership to a team of publishing editors at Sportsbook Review
- Prior to that he was a Publishing Editor at Covers and Sports Editor with Vice Canada where he executed and launched their creative vision







Chris Johnston Sr. NHL Insider

- Chris is one of hockey's top Insiders and news-breakers
- He has covered over 10 Stanley Cups and multiple Olympics
- In addition to writing columns for NorthStar Bets, he is also a contributor to TSN's hockey coverage and cohost of The Chris Johnston Show podcast











Staff Writers:
Jordan Horrobin
Stephen Psihiogos
Avery Perri

 A talented and diverse group of sports journalists with experience producing premium betting content across a variety of sports









# NORTHSTAR PRODUCT - SPORTSBOOK & CASINO

#### NORTHSTAR CONTINUES TO EXPAND PRODUCT OFFERING

**37 Sports Markets** 

**Hockey Leadership** 

**Betting Options** 

Moneyline. ATS. O/U

**Standard Betting** 

Single Bet. Parlay. System

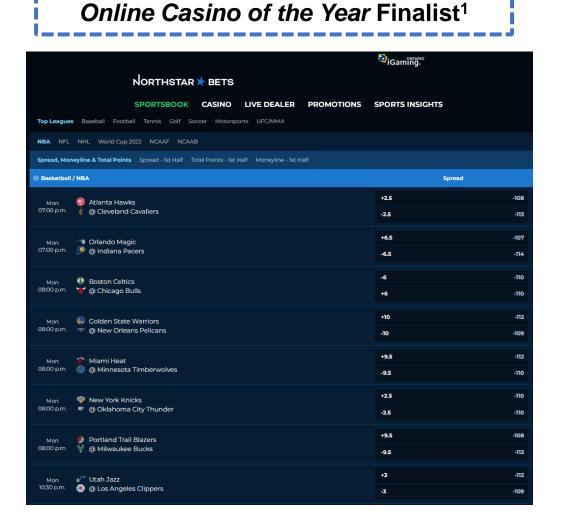
**Betting Options** 

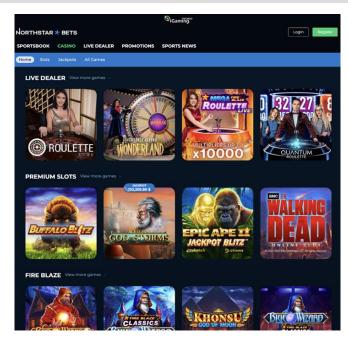
Games. Events. Athletes. In Game



LIVE MATCH TRACKER

High performance widget providing real time game animation





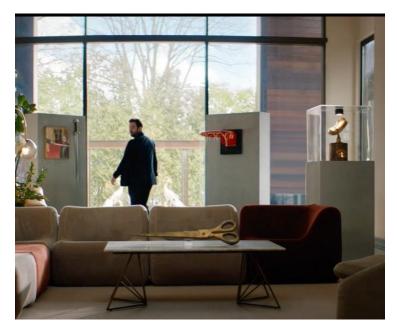
323 Casino Games Currently
Offered

500 New Games Scheduled FY
2023

Most Popular Slot Offerings

# MARKETING STRATEGY

#### **BRAND BUILDING, RELEVANCE, LOCALITY**



#### **BRAND BUILDING**

Developing a premium brand image to appeal to a high end customer.



**CONTEXTUALLY RELEVANT** 

Tapping opportunities in near realtime to drive relevance with Sports and Casino players.



#### LOCALITY

Proudly reinforcing our 'made-in-Canada' roots.

# **CAPITALIZATION**

NorthStar Gaming Capitalization-Treasury Method		
TSXV:BET Share Price	\$0.15	
Basic Shares Outstanding	163,099,867	
Acquired Shell Warrants <sup>1</sup>	-	
Broker Warrants <sup>2</sup>	-	
Employee Options Tranche # 1 <sup>3</sup>	-	
Employee Options Tranche # 2 <sup>4</sup>	<u>-</u>	
Playtech Convertible Debenture Warrants <sup>5</sup>	-	
Series B Preferred Shares <sup>6</sup>	-	
Share Based Awards	12,135,827	
Total Fully Diluted Shares Outstanding	175,235,694	

<sup>1,549,680</sup> warrants outstanding at a weighted average strike price of \$0.37

<sup>8,058,542</sup> options outstanding at a strike price of C\$0.50

<sup>609,000</sup> broker warrants issued in connection with RTO fundraising at a strike price of \$0.50

<sup>24,500,000</sup> warrants issued to Playtech PLC in connection with the Convertible Debenture, with a weighted average strike price of C\$0.875

<sup>5,156,760</sup> options outstanding at a strike price of C\$0.21

C\$5.0 million in preferred shares outstanding, convertible into common stock at C\$0.75

# **KEY MILESTONES**

**COMPLETE** 

**May 2022** 

#### **Ontario Launch**

On May 4, 2022, NorthStar officially launched its registered and regulated iGaming and Sportsbook product in Ontario.

**COMPLETE** 

Q3/Q4 2022

#### **Continuously Scale Revenue**

Post launch, the Company has scaled revenues at an average monthly CAGR of ~45% from launch until December 2022 with player values well in excess of the average<sup>1</sup> reported by iGO

**COMPLETE** 

December 2022

# Final Phase Strategic Investment

Playtech plc, a leading B2B platform provider invested \$12.25M into the Company by way of a convertible debenture. Playtech's investment further deepens the partnership with NorthStar, expands contract geography to include all of Canada and provides NorthStar with sector expertise

FY 2023

#### **IPO and Business Expansion**

NorthStar successfully listed on the TSX-V exchange March 2023

Business expected to continue to grow revenues during FY 2023 and plans to transition from a start up to public company. Focus on operational excellence and business expansion

**COMPLETE** 

Q2/Q3 2022

#### **Brand Building**

NorthStar launched its' betting hub with Torstar and engaged in a targeted awareness campaign pre-launch with key ad spots during hot ticket items such as the NHL Playoffs. Post-launch the Company has continued its' marketing initiatives via commercials, Torstar, SEO and other media sources to drive player acquisition

**COMPLETE** 

Q3/Q4 2022

#### World Cup & Sportstober

NorthStar has continued to focus on expanding presence via our "hyper-local" approach to connecting with customers, including specific events for the World Cup and creation of "Sportstober" to focus attention on Ontario sports coming back online for the fall

**COMPLETE** 

**May 2023** 

#### **Slapshot Media Acquisition**

NorthStar acquired Slapshot Media Inc., a marketing and managed services provider to Spreads.ca, an iGaming site owned and operated by the Abenaki Council of Wolinak. Slapshot enables NorthStar to expands its' operations outside Ontario and across the rest of Canada