FANSUNITE

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CREATING A GLOBAL GAMING, TECHNOLOGY & CUSTOMER ACQUISITION ENTERPRISE

CSE: FANS

FEBRUARY 2022G

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This Presentation also contains or references certain market, industry and peer group data which is based upon information from independent industry publications, market research, analyst reports and surveys and other publicly available sources. Although we believe these sources to be generally reliable, such information is subject to interpretation and cannot be verified with complete certainty due to the limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other inherent limitations and uncertainties. We have not independently verified any of the data from third party sources referred to in this presentation and accordingly, the accuracy and completeness of such data is not guaranteed.

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Earnings before interest, taxes, depreciation and amortization ("EBITDA") is not a recognized performance measure under International Financial Reporting Standards ("IFRS"). EBITDA does not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures presented by other issuers. EBITDA, is a non-IFRS measure which represents net income (loss) adjusted to exclude interest, income taxes, depreciation, and amortization. EBITDA is included as supplemental disclosure because management believes that such measurement provides a more meaningful assessment of the Company's operations on a continuing basis by eliminating certain non-cash charges and charges or gains that are infrequent. The most directly comparable measure to EBITDA calculated in accordance with IFRS is net income (loss). Readers are cautioned that these measures should not be construed as an alternative to measures determined in accordance with IFRS as an indication of the Company's performance.

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F AGENDA

CSE: FANS OTCQX: FUNFF

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B2B OFFERINGS



B2B:CHAMELEON GAMING PLATFORM



A complete B2B sports & esports white label iGaming solution. Two distinct offerings (turn-key & API) making it flexible and scalable for our clients. Chameleon provides a client dashboard with tailored reporting and real-time analytics.

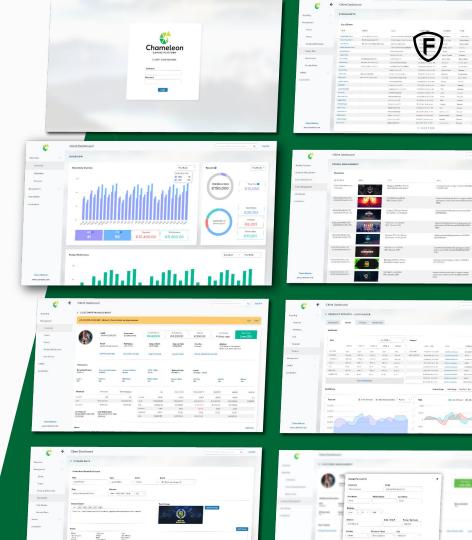
Platforms powered by Chameleon

<u>Moneylinesportsbook</u> <u>VamosGG</u>

EGR B2B Virtual Awards Shortlists 2020/2021

Esports Betting Supplier Sportsbook Platform Provider Full-service Platform Provider

SBC Virtual Awards Shortlists 2021 Rising Star



B2B:ASKOTT GAMES

Casino Games • Slot Games

G A M E S

Askott Games develops exclusive casino-style RNG games with esports and video game themes. In addition to being offered to all partners on the Chameleon platform, Askott licenses its games to external casino aggregators, making Askott titles available to thousands of online casinos and sportsbooks.



B2C OFFERINGS









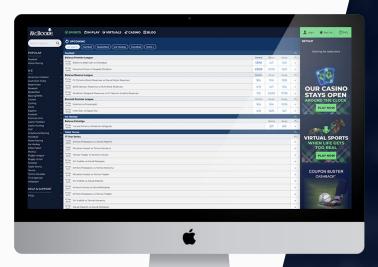


VAMOSGG

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B2C: MCBOOKIE

Sports Betting • Casino • Virtual Sports



Ф. Воокіє.сом

McBookie has been a leading online sportsbook in Scotland for over a decade. The brand has historically targeted a local clientele and has actively marketed local sports and leagues that have been underprofiled by larger sportsbooks. FansUnite continues to evaluate additional features, functionality and target markets that will enhance the McBookie customer experience and grow the brand.

- 10,000 active members
- \$100M CAD betting volume over the last 2 years
- Sports betting, Casino & Virtual Sports

B2C: VAMOSGG Esports Betting • Esports Daily Fantasy • Esports Casino





Vamosgg.com is one of the latest sites to launch on the Chameleon esports betting platform. It is a Latin American-focused brand, and its success serves as an illustration of our platform's flexibility to launch highly localized sites.

Chameleon currently supports 10 languages and can localize to additional languages as needed.

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Which team will win Map 1? MAP 1			
Digital Chaos 1.51 Cloud 9 1.42			
Neither 1.51			



AMERICAN AFFILIATE

The most exciting affiliate opportunity in the public markets

PURE PLAY

The **only** at-scale affiliate company focused primarily on the North American opportunity

SUPERIOR TECH

More proprietary technology than any other affiliate

OMNICHANNEL

The **only** true omni-channel affiliate, covering both retail and digital activation



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 BettingHero.com
 BetPrep.com

The #1 live activation company in the sports betting and iGaming industry. Betting Hero leads the market in the number of first time depositors and conversion rates for depositors. Proprietary tech platform that allows bettors to build, backtest, and deploy betting strategies across all major U.S. sports. BetPrep operates under a subscription model and an embedded affiliate model.



Wagers.com

Tier-one domain and brand that focuses on news and resources related to the gambling industry. Leading investment news edited by the most respected names in the sector.



Props.com

Premium domain and brand that focuses on tools, news, and resources that are related to prop bets. Best in industry journalism with influencer content driving multi platform engagement.



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Podcast Network

A series of six podcasts featuring influencer hosts and engaging content focused on legal sports betting in the US



Domain Library

A library of 50+ national and state specific domains to launch premium gambling content

- InGame.com
- SportsBettingApps.com
- TXSportsbook.com

- SportsApps.com
- USSportsBooks.com
- NYOnlineLottery.com



Strong expansion opportunities with a steady rollout of new legalized states where Hero operators have market access committed

AFFILIATE: BETTING HERO

Diverse Revenue Streams



STREET TEAMS

Betting Heroes are deployed to help customers enjoy their betting experience on mobile.

Operating in **over 30 casinos across the country** in addition to helping sports fans at traditional sporting events, tailgates, and festivals in every legal state.

Hero teams focus on **customer** education and are experts at navigating the common pitfalls of new account registration, funding, and betting.

B A R N E T W O R K

The Betting Hero Bar Network continues to grow, focused on building a network of the best sports bars in every legal state. The current network includes over 75 bars in Chicago, Indianapolis, Philadelphia, Detroit, Phoenix, and Denver.

The bar network is designed **to help operators** reach more customers and help bar owners create the best omni-channel sports betting experience for their patrons.

RESEARCH

Betting Hero Research helps clients get the answers they need. Whether it be **testing** a new feature, payment option or a promotional journey – the team can handle the project in any state, generating revenue and creating a unique competitive moat.

Additionally, Betting Hero provide **voice of customer research** and more to help inform product and leadership teams with the most up to date information.

AFFILIATE: BETTING HERO

Partnerships



Live Activation Access Agreements



Traditional Affiliate Agreements



Testing & Research Agreements



AFFILIATE: BETPREP

Betting Strategies



Create betting strategies at the click of a button.

BetPrep is a leading-edge backtesting platform that enables the user to test thousands of possible statistics, filters and combinations to find the most historically profitable betting conditions for any sport, league, or player prop.

This proprietary platform allows bettors of all skill levels to test their own ideas on 10+ years of historical sports data and odds.



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AFFILIATE : BETPREP Betting Strategies



- Robust tech capable of backtesting over 14 billion unique betting strategies for the NFL alone.
- Proprietary features, including industry-first Prop Parlay Analyzer.
- Operates sports betting contests for major media partners such as The Athletic.

Diverse Revenue Streams

- Tiered subscription model
- Affiliate marketing
- B2B licensing
- Advertising

BetPrep's content and talent have been featured in:



AFFILIATE : PROPS

Marquee Brand • Podcasts • Content



- * Marguee brand that capitalizes on the unique U.S. consumer interest in prop betting.
- Tier-one content team bringing articles, podcasts, and video direct from \diamond inside Las Vegas sportsbooks.
- Ability to seamlessly monetize across the U.S. by serving as a destination for * both sports betting and fantasy sports consumers.



Props.com content and talent have been featured in:





INSIDER



AFFILIATE: WAGERS

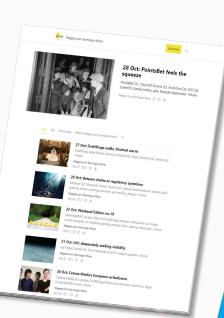
Marquee Brand • Podcasts • Content



- Marquee brand with a one-of-a-kind focus on the business of sports betting and online gambling.
- Features include an industry-first sports betting startup tracker and the largest stable of premium gambling industry newsletters.
- Content team is unmatched in terms of credibility, experience, and access.
- The content, features, and team create a compelling, defensible, and differentiated SEO strategy.

Wagers.com content and talent have been featured in:





FANSUNITE LEADERSHIP TEAM





Scott Burton CEO, FansUnite

Scott is a Chartered Professional Accountant with over 20 years of operational experience, and is considered a pioneer in the esports betting industry. He co-founded Tedbets.com, an award-winning peer-to-peer wagering platform which was awarded the 2014 "Game to Watch" award at ICE Totally Gaming, the leading casino and sports betting industry exposition. Scott was the Chief Executive Officer of Askott Entertainment prior to its merger with FansUnite (CSE: FANS) (OTCQX: FUNFF) . Scott has experience securing and overseeing multiple gaming licenses in several licensing jurisdictions (UKGC, Malta, Isle of Man), building and growing teams of 100+, product development, fundraising and corporate strategy. Scott oversaw the creation of both the Chameleon iGaming Platform and the Askott Games Studio and currently sites on the Canadian Gaming Association Board of Directors.



Darius Eghdami President, FansUnite

Darius is a Chartered Professional Accountant who has been actively involved in the technology and sports betting industry since 2009. He has founded and led successful exits in the digital, data analytics, social betting, and consumer internet sectors. Darius is the Founder and President of FansUnite (CSE: FANS) (OTCQX: FUNFF), where he oversees business growth, financing, investors and corporate strategy. Darius also serves as the Chairman of FansUnite's Board of Directors. He was recently named Canada's Next 150 Top Entrepreneurs by the TMX Group, the parent company of the Toronto Stock Exchange (TSX) and the TSX Venture Exchange (TSXV). Darius has significant experience in the capital markets, raising capital, corporate strategy and development, mergers and acquisitions, managing large teams and business development. Previously, Darius served as a Senior Accountant with KPMG LLP in their Technology, Media, and Telecommunications team.



Jeremy Hutchings CTO, FansUnite

Jeremy brings over 25 years of experience in leadership, systems architecture, software & product development and process improvement. He Co-Founded Askott Entertainment and was the CTO. where he was responsible for technology strategy, including product, security, architecture, software and system development, and data quality. Previously, Jeremy was a Technical Director at CBS Interactive, a subsidiary of ViacomCBS (NASDAQ: VIACA), providing leadership to the software engineering team for all product areas. He incorporates a range of experience and skill sets from multiple industries and sectors that allow him to ensure the platform is built for Tier 1 clients; by being able to architect for scale, flexibility and security without the limitations of a single industry perspective. As an experienced educator in product creation, engineering and communications within globally distributed teams, he ensures Fansunite can consistently deliver on it's vision.

FANSUNITE LEADERSHIP TEAM





Graeme Moore CFO, FansUnite

Graeme is a Chartered Professional Accountant who has extensive experience in scaling companies. After obtaining his CPA designation from KPMG, Graeme was the controller at one of Canada's fastest growing technology companies. Graeme helped scale the company from \$13M in annual revenue to over \$42M while the team grew from 75 to over 200 employees. Graeme has been the Chief Financial Officer of FansUnite since 2018, leading the Company's go public transaction, facilitating multiple financings totalling over \$45M, completing 3 acquisitions and growing the team to 100 people. Graeme leads the finance team through complex transactions, multi-jurisdictional audits and reporting, financial reporting, gaming licenses and compliance. He is a business oriented and operational CFO who works closely with management of all subsidiaries and arms of the business.



Ian Winter COO, FansUnite

After managing a corporate banking technology portfolio at Scotia Capital, Ian served as COO of Yummy Interactive, a Vancouver-based developer and aggregator of solutions for the secure deployment of PC games. In 2007, he was one of the architects and co-founders of MMX Software, the backbone of a leading online poker network. In 2012, Ian assumed the role of CEO at Jetpack Interactive and transitioned the company from a concept start-up to a specialty game development studio, fulfilling engagements with Electronic Arts, Sony Interactive, and Amazon Game Studios. Ian joined Askott in 2019 to bolster the management team and help position the company for growth. Post acquisition, he is now the Chief Operating Officer at FansUnite and oversees licensing, payments, people, infrastructure, compliance and contributes to overall business strategy. He holds an Economics degree from Queen's University and an MBA from UBC.



Michael Keown Head of Sportsbook, FansUnite

Michael has over 18 years experience in sportsbooks and betting exchanges, with 16 years in trading and operations management roles. He worked in both regulated and unregulated markets in Europe and Latin America for over a decade as the head of B2C and B2B trading operations, working with multiple major feed providers and establishing trading hubs in both Europe and Asia. His responsibilities beyond trading and operations have covered compliance and product development and has overseen development of bespoke trading tools on multiple platforms. Michael has built a world-class trading team to manage FansUnite trading and risk management for their own platforms and white-label clients. Michael helps the team with licensing, compliance and overall product development for the sportsbook, casino and back office. Michael works closely with both the product and development team and with management to deliver best-in-class technology solutions.

EXPANDED AND STRENGTHENED LEADERSHIP TEAM



Chris Grove CEO, AmAff

Chris has two decades of experience in the online gaming and affiliate space. Prior to starting American Affiliate, Grove was a partner at Eilers & Krejcik Gaming, LLC and founded the firm's Sports & Emerging Verticals market research and consulting practice. Grove built and sold the largest affiliate network in the regulated US market (~\$55mm exit to Catena Media in 2017), creating the foundation of Catena's US division and was Acting Director of Catena Media US until October 2019. Chris recently was the EVP of Acies Acquisition Corp and is widely recognized as a subject matter expert on the US online gambling industry. His work has been cited by outlets including Bloomberg, ESPN, Forbes, the New York Times, the Washington Post, and the Wall Street Journal and he has testified before policymakers in multiple states including California, Illinois, New York, Nevada, and Washington State.



Sean Hurley SVP Strategy, AmAff

Sean is an experienced Gaming executive whose experience has seen him set up, run and scale gaming operations around the world. Sean is the former Head of Sports at Draftkings (NASDAQ: DKNG) where he was responsible for helping to set up and launch the first digital US sportsbook outside of Nevada. Prior to Draftkings, Sean was Head of Commercial at Amelco UK, a industry leading sports betting risk, trading and platform supplier to some of the largest names in the global sports betting space. Prior to Amelco, Sean was an official data supplier at IMG Arena (NYSE: EDR) distributing official league data direct to B2C operators and to industry leading B2B suppliers. Hurley has been involved in much of the material affiliate M&A activity in the US market post-PASPA and has been an active advisor and investor in the US gaming space.



Pearl Gallagher CLO, AmAff

Pearl is a transactional attorney with over 15 years of legal experience covering an expansive range of commercial matters. She started her legal career as an associate then shareholder at Nevada's legacy law firm Lionel Sawyer & Collins where her clients included casinos, lenders, borrowers, and publicly traded companies. Following her time there, she co-founded a boutique transactional law firm Childs Watson & Gallagher, PLLC, before joining GeoComply, the iGaming industry's leading geolocation supplier, as its first Chief Legal Officer. Her work at GeoComply included establishing the company's legal department, managing the regulatory licensing process and compliance team, negotiating key customer contracts, creating legal and compliance processes, corporate restructuring and working to bring in the company's first institutional investors.

EXPANDED AND STRENGTHENED LEADERSHIP TEAM





Alec Driscoll SVP Operations, AmAff

Alec is a tech executive and 2nd generation casino executive with a unique and proven track record. Over the last 20 years he has helped drive digital transformation in the casino space, including overseeing the launch of one of the first online casino divisions in the U.S. Alec has held positions with Red Rock Resorts in analytics and leadership roles in casino operations. Additionally, he held operational strategy, planning and analysis, M&A and digital strategy roles for American Casino & Entertainment Properties (ACEP), a Goldman Sachs company. Prior to American Affiliate, Alec was the Vice President of Product with GAN, a leading U.S. provider of iGaming & sports betting platforms. Alec was also the Head of U.S. operations for FSB, a U.K.-based sports betting platform, where he drove market entry strategy and established their U.S. offerings.



Jai Maw President, Betting Hero

Jai co-founded Betting Hero in 2018, and served as the company's Chief Executive Officer as the company grew from two full-time employees and \$0 (zero) revenue to over 25 full-time employees, 200+ Betting Hero independent contractors, and over \$10M in revenue in 2021. With over one million in-person interactions, 100,000+ new depositing customers, and over \$10M in first time deposits, Betting Hero is unrivaled as THE best-in-class live activation company for Sports Betting, iGaming, and Cashless operators respectively. Before launching Betting Hero, Jai served as an Executive Search Consultant for a boutique firm in Michigan, where he was on-track to become the youngest partner at the company. Prior to his departure, Jai consulted with dozens of \$1B companies in the financial services industry, helping to design, recruit, and retain their executive teams.



Jeremy Jakary SVP Strategy, Betting Hero

Jeremy co-founded Betting Hero in 2018, and served as the company's Chief Strategy Officer. Prior to Betting Hero, Jeremy spent a decade with CareerBuilder.com and Glassdoor.com. He joined Glassdoor as employee #24 and the first based outside of Silicon Valley. Serving in a variety of enterprise sales roles, Jeremy helped grow Glassdoor from a \$100M valuation in 2011 to an eventual \$1B exit. During his time, he owned and operated the #1 affiliate marketing company in the identity theft protection industry, delivering 18,000 customers to LifeLock between 2014-2015. With a front row seat to the founding team behind Zillow, Expedia, and Glassdoor; Jeremy honed his entrepreneurial skills in anticipation of an opportunity to build a best-in-class B2B/B2C business that would help consumers make better informed decisions while delivering unmatched value to clients.

BOARD OF DIRECTORS





Scott Burton CEO, FansUnite



Darius Eghdami President, FansUnite



Chris Grove CEO, AmAff



Harish Narayanan Director

Harish is the former President of Paddy Power Betfair (Asia), now part of Flutter Entertainment (LSE: FLTR), a global sports betting, gaming and entertainment company with over 13,000 employees globally. Previously, he held senior management roles within Nokia (HEL: NOKIA) in the Asia-Pacific region. Harish is recognized as a specialist in strategic mergers and acquisitions (M&A) in the online gaming market and currently serves as a consultant to numerous gaming groups expanding their global operations, government relationships, and attracting licensed B2C operators.



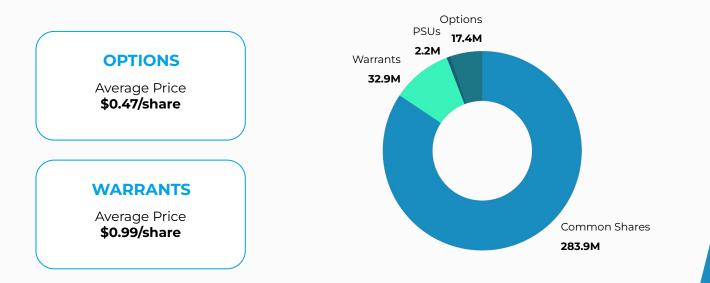
James Keane Director

James is currently the Chief Executive Officer at King Show Games, a full-service game development studio that creates slot and video poker games for the casino industry. Previously, he was the Managing Director of Emerging Markets at Sportingbet, a company acquired by GVC Holdings (LSE: GVC), where he was responsible for establishing and building the company's presence in the United States, Brazil, Spain, South Africa, and Chile. James was a founding member of the ParadisePoker.com team, which would eventually be acquired by Sportingbet in 2004.

LICENSING



CONSOLIDATED CAPITAL



F

FANSUNITE

(F)

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Darius Eghdami President, FansUnite darius@fansunite.com **Chris Grove** CEO, AmAff chris@amaff.com

Omni-channel Customer Acquisition Leading and Profitable B2C Brands

Global Infrastructure

World-Class Team In-house Technology