































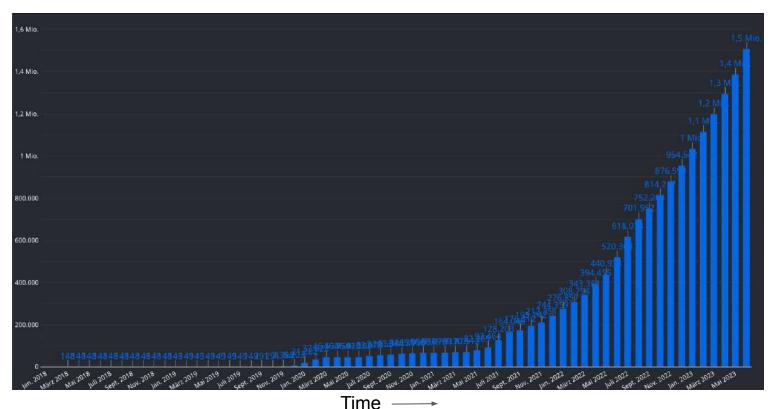




# Creating The Most Engaging Virtual Reality Content Library For Groups Of Users

# Number of Paying Users —

### World's Highest Throughput VR





# SPREE Is A World Leading VR Content Studio With A Profitable User Acquisition Channel



SPREE Total Output Run Rate 2023 \*

€5,413,321

SPREE Attractions Until End 2023 \*

> 109

**Americas** 

Number of Paid Plays in 2023 \*

> 2,000,000

**EBITDA Profitable Since** 

3 years: '20-'22

2024 Possibly Magical Year for VR: the first year in which VR shipments exceed the global unit sales of gaming consoles

~50 millions

10
Asia
5
Middle East

Attractions Sold Until End of 2023 \*



# Our Virtual Reality Content Titles Get Superior Rating And Are Mind-Blowing

**VR Attraction Rating** 

4.8 / 5

**Global Awards Won For Best New Product** 

8











### SPREE Is A COVID Winner As Our Clients Are Looking for The "Next Big Thing"

#### **Shopping Malls Are Changing and Starting To Embrace Entertainment**

- Number of visitors and average time spent continuously **declining** (growing e-commerce, empty halls)
- Need for entertainment solutions to retain visitors & for digital solutions meeting customer expectations
- VR entertainment and VR product presentations gaining **significant importance** and attention in the mall business, showing clear customer shift

#### Average visitor time spent onsite

**VR Entertainment System** 

90min



**Retail Store** 



#### **Amusement Parks Are Adapting Towards Consumer Expectations**

- **More flexibility:** Entertainment operators want to change from one theme to another within seconds and not months.
- **Global digital gaming trend** forces malls & parks to offer virtual experiences
- **Experience economy**: New generation of users value shared experiences by far more than ownership

#### Average attraction renewal costs

**VR Theme** 





**Analogue Theme** 



#### **OUR VR ATTRACTIONS**



Arena X4
Up To
80 Users / Hour



Arena X6
Up To
120 Users / Hour



Arena X10
Up To
200 Users / Hour

Avg. Monthly Plays per Attraction

2,500

# The World's Highest Throughput VR Attractions



Cutting-edge, high repeat play VR content



Based on proprietary tech



ROI in months, not years or decades



Lowest cost per user in the market



# SPREE Offers Virtual Reality Content For B2B (With or Without Hardware)



B2B Hardware + Cor

B2B Content Only



Profitable Hardware Lock-In



Content Licensing Revenues





Third Party Hardware
Deployment (>50% Margin)

SPREE Content 90% Produced In-House (>85% Margin)





#### **Strong B2B Pipeline with Global Chains & Platform Partners**

Status	Company	Region	Locations	Potential Roll-Out Revenue (100%) *		Mid-Case Potential Roll-Out Revenue (30%)*			Mid-Case Recurring Revenue Potential (30%)**			
Framework Contract	Urban Air	N. America	190		€17,100,000			€5,130,000			€427,500	
	Launch Trampoline Parks	N. America	29		€2,610,000			€783,000			€65,250	
	Fun Lab	APAC	40		€3,600,000			€1,080,000			€90,000	
Donatorial	SALA Entertainment	Middle East	25		€2,250,000			€675,000			€56,250	
Purchased	Happy City / Coney Park	S. America	120		€10,800,000			€3,240,000			€270,000	
	TiniWorld Vietnam	APAC	50		€4,500,000			€1,500,000			€125,000	
	Landmark	Middle East	137		€12,330,000	_		€3,699,000			€308,250	
Negotiating	Al Hokair Group	Middle East	147		€13,230,000	€82m		€3,969,000	€25m		€330,750	€2m
	MAF	Middle East	32		€2,880,000			€864,000			€72,000	
	Al Othaim	Middle East	25		€2,250,000			€675,000			€56,250	
	Ripley's Entertainment	N. America	30		€2,700,000			€810,000			€67,500	
	Happy City	S. America	53		€4,770,000			€1,431,000			€119,250	
	Neverland	S. America	30		€2,700,000			€810,000			€67,500	
F I	Main Event	N. America	48		€4,320,000			€1,296,000			€108,000	
Evaluating	Circus Trix	N. America	300		€27,000,000	€8,100,000				€675,000		
Prospecting	Big Air Trampoline Parks	N. America	15		€1,350,000			€405,000		€33,750		
	Dave & Buster's	N. America	143		€12,870,000		€3,861,000		€321,750			
	CEC Entertainment	N. America	612		€55,080,000		€16,524,000		€1,377,000			
	FlipOut	Europe	28		€2,520,000		€756,000		€63,000			
	TEEG	APAC	200		€18,000,000 €5,400,000		€450,000					
	Bourne Leisure	Europe	74		€6,660,000		€1,998,000		€166,500			
	Parque Reunidos	Europe	24		€2,160,000 €648,000		€54,000					
	Aspro Parks	Europe	13		€1,170,000 €351,000			€29,250				
	Round One	APAC	96		€8,640,000			€2,592,000		€216,000		
	Total		2,461		€221m			€66m			€5,5m	

<sup>\*</sup> Potential roll out assumes €90,000 revenue for system per site \*\* assumes €7,500 year content subscription revenue

### SPREE's Vision: To Build & License The World's Most Played VR Content Library

#### **VR Arcade games**











**VR PvP games** 







**VR Bumper Cars** 























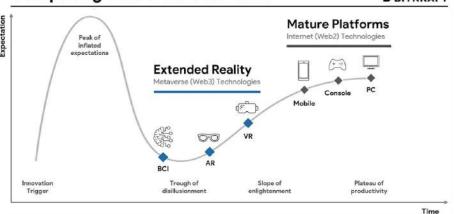
**VR Edutainment** 

# Scalability: Addressing Attractive Markets: Out-Of-Home & (later) In-Home Gaming

VR Is Becoming The Next Mainstream Computing Platform...

Computing Platforms over Time

BITKRAFT



... And SPREE Aims To Expand Into The Bigger And Faster Growing In-Home / Consumer VR Market

	Market Size 2026	Target segment size	CAGR
CURRENT MARKET:	Attraction Market	LBE VR Entertainment	_
Out-Of-Home	\$79b	\$5b	22%
possible (later)	VR Market	VR Gaming	_
MARKET EXPANSION:	\$72b	\$20b	32%



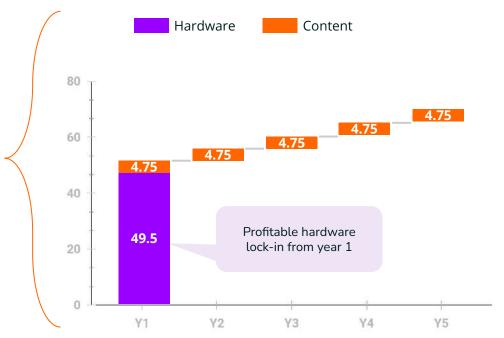
# Financial Sustainability: 51% Gross Margin in Year 1, 95% Gross Margin in Years 2-5

**Gross margin per system 5Y / CAC** 

**EXAMPLE** 

System: Urban Air VR Portal (10 players)	Direct Sale
Revenue Y1	€100,000
Content Revenue Y1	€5,000
Total Gross Revenue Y1	€105,000
COGS Y1	€50,412
Content COGS Annually	€30,412 €250
TOTAL COGS Y1	€50,662
	C40 500
Gross Margin Y1	€49,588
Content Gross Margin Annually	€4,750
TOTAL Gross Margin Y1	€54,338
Example Customer Lifetime	5
Hardware Gross Margin 5Y	€49,588
Content Gross Margin 5Y	€23,750
TOTAL Gross Margin 5Y	€73,338
Internal Sales Commission	€2,224
External Sales Commission	€969
Urban Air Kickback	€8,600
Marketing Y0 / Y1	€8,646
TOTAL CAC	€20,439
Gross Margin 5Y / CAC	~3.6

Gross margin over 5 years (in €k)





# Competitive Advantage: The Highest Throughput And Zero Churn Rate

	ADRADIA	HOLOGATE	ZERO	SPREE	
Highest User Capacity	6	4	8	10	— 10 is a critical threshold
Lowest Cost Per User	\$13k	\$23k	\$38k	\$8k	Lowest equipment costs
User Set-Up Time	3min	3min	10min	30sec	— Users are immediately in VR
Targeting Kids & Adults	No	No	No	Yes	Broad content for different users
Bumper Car VR	No	No	No	Yes	— High technological entry barrier

# Financial Sustainability: EBITDA Positive & Growing Content Revenue from 12% to 54%

	2021	2022	2023	2024	2025	2026	2027	2028
B2B Summary & Key Performance Inc	dicators A	Α	Α	E	E	E	E	E
Total new contracts	25	34	39	65	124	247	242	262
# total installations	36	70	109	174	298	544	786	1,049
Total # of new content titles	6	5	12	10	11	11	11	11
Total # of total content titles	11	16	28	38	49	60	71	82
B2B Income statement (in '000)								
Total Output*	€3,401	€5,003	€5,413	€7,699	€14,347	€27,882	€34,672	€46,871
B2B Content Revenue	€168	€216	€435	€818	€2,052	€5,075	€8,886	€12,774
B2B Software only	€0	€0	€18	€555	€2,006	€3,992	€7,289	€11,830
% of total revenue	7%	6%	12%	21%	30%	34%	48%	54%
Gross Profit	€2,443	€3,230	€3,151	€4,721	€8,902	€16,017	€21,954	€28,536
EBITDA	€521	€512	€81	€891	€2,968	€8,567	€10,831	€17,816
EBITDA Margin	22%	15%	2%	13%	22%	32%	32%	38.84%

<sup>\*</sup> From 2020 onwards each year ~ € 1,5 Mio. Intangible Assets (software stack) were activated which makes us EBITDA positive '20-'22.

# Strong B2B Market Adoption: Solid Sales Pipeline of €20M for 2023



**Total Pipeline Value 2023** 

**€20,107,000** 

Weighted Value 2023

€6,549,950



### Raising €3.5M to Reinforce Our Leadership in the Out-Of-Home B2B Entertainment Market



**Use of Funds Series A:** 

#### Series B growth area:

### PENETRATION of CURRENT MARKET: Out-Of-Home

- Global expansion: sales, logistics, operations in the US & Middle East
- Inhouse content development and porting high quality VR content to our platform

#### **MARKET EXPANSION: In-Home**

- Entering the In-Home content market
- Leveraging SPREE's core capability to deliver engaging & appropriate content for users aged 6 and above

Series A
€3.5M

**€1.5**M Investment Outstanding

**€2**M Preliminarily Committed

**Anticipated Signing** 

Q3/Q4 2023



# Team Capacity: Experienced Entrepreneurs, Advisors and Investors



Jonathan Nowak Delgado

Co-CEO

- 15+ years of experience
- Industrial engineer
- 1 exit, serial entrepreneur
- Investors relations
- Business team lead



**Dr. Stephan Otto** 

- 15+ years of experience
- Software engineering
- Inventor of 10+ patents
- Engineering team lead
- Lead of Nuremberg office



**Risa Cohen**Executive VR Producer

- 25+ years of experience
- Extensive knowledge of the games industry
- Senior roles at blue-chip entertainment companies
- European Commission advisor



**Paul Collimore**Commercial Director

- 18+ years of experience
- Extensive knowledge of the entertainment industry
- Has successfully scaled a VR business to a \$10M revenue

Relevant prior team experience













\* end of year STRICTLY CONFIDENTIAL

#### **SPREE: A Pool of Talents**

### Business, Sales & Marketing: 10 staff

MD Business/Sales
Commercial Director
Marketing Manager
Marketing Coordinator
Sales Coordinator - Middle East
Sales Manager - North America
Finance Manager
Investor Relations
PR & Marketing
Experience Manager

### Content Creation: 6 staff

Head of Content 3D Artist x2

Exec. Producer VR

Unity Lead
Unity Developer
Content Developer

### Technology & Product: 14 staff

MD Tech/Product
R&D + Custom Projects x2
R&D Developer
Full Stack Developer x3
Senior IT Support and
Installation x3
Operations Manager USA
North America - Installation x2



#### SPREE Partners with Leading Media Companies





- Exclusive global content distribution deal for edutainment flagship project "Mission to Mars"
- Co-production between ProSieben, SPREE and Oscar-winning Hollywood-studio PIXOMONDO
- €250k production value for "Mission to Mars"

€3M Seed round with ProSiebenSat.1

15min Realistic 'Trip to Mars' experience

"I am extremely impressed by the VR experience Mission to Mars! SPRFF enables us to explore future technologies that are very attractive to us. Deutsche Museum is the world's largest museum of science and technology and SPREE VR enables us to fast- forward into the future which is exciting!"

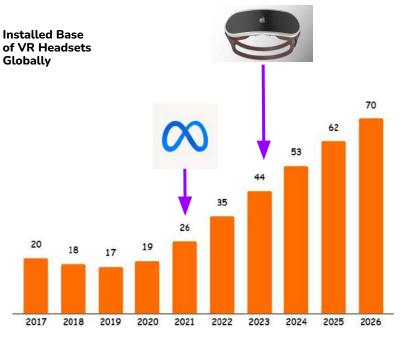
#### Deutsches Museum

Dr. Andreas Gundelwein Museum Management, **Exhibitions / Collections** 



### VR Is At A Pivotal Moment In Time Becoming A Mass-Market In 24/25

VR Is Becoming The Next Mainstream Computing Platform:



Criteria Of Successful VR Adoption Resembles iPhone Launch in 2007:



- User-Friendly &
   Affordable Hardware
- Critical Number of Devices
- Broadband Speed / 3G
- AppStore Marketplace
- Critical Amount of Content



- User-Friendly & Affordable Hardware
- Critical Number of Devices
- Extremely High Speed
   Low Latency 5G
- AppStore Marketplace
- Critical Amount of Content



### **Innovating Technology**

#### **Feature**



#### **Benefit**

Unique multiplayer feature & highest user capacity in the market with up to 400 players / hour



Ideal for serving groups of users or parties during peak operating hours (500-600% higher play numbers than our closest competitor Hologate's Arena)

Quick in & out system design



Lowering the entry barrier & reducing waiting times

Easily accessible with mobile headsets & minimal peripherals



Enabling mass-market adoption & reduced failure situations

Proprietary sensor fusion algorithm (exclusive access to two patent families in 10 jurisdictions: one patent pending, one patent accepted)



No motion or cyber sickness (smooth physical movements in virtual worlds) & market entry barrier for competitors globally

Innovative features for competitive play



Real-time leaderboards, attracting the esports-like audience

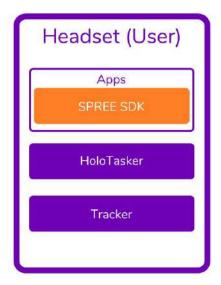
Deployment & integration of cutting edge technologies like cloud servers, 5G, 3D Printing, latest VR headsets (HTC Vive. Pico)

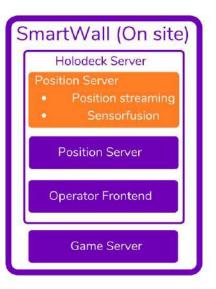


Opportunity for strategic tech partners to develop showcases and proof of innovative usage models



# Proprietary SPREE Technology Provides a Competitive Advantage & Entry Barrier













Private Investor Demos Slots Available in:



**FUNLAB** 





Munich, Germany



New Jersey and 30 other US locations



Norway and 6 other European locations



@JoinTheSpree.com

Cell: +49 178 6156 429

Dubai, UAE & 6 other GCC locations

Sydney & 3 other APAC locations

