



Impacts of COVID-19 on the Gaming Sector

August 2020

A LEADING MOBILE GAMES DEVELOPER

Uken Games is one of Canada's leading and fastest growing mobile game developers. We build top-ranking games for iOS and Android and have consistently grown our game communities to millions of users who love and enjoy our games every day.



2009

Founded



100+

Employees



Toronto

Headquarters



\$40+ million

Annualized Revenue

Across current titles



400k

Daily Active Users

Across current titles



25+ million

Installs

Across current titles

COVID-19 Impact on Uken:

Gaming is a growing industry that will create original IP and drive job creation during physical distancing

- Increased engagement - People are playing games for entertainment and to connect with others!
- Content generation does not require physical spaces like film/tv
- Remote work – Close to pre-COVID efficiency as we are cloud based
- Many on our team live outside of Toronto – WFH is preferred

Our Challenge:

Government incentives are not helpful for companies like ours.
We are looking at other provinces

- Required to incur expenditures prior to receiving funding
- Speed of delivery – ODMTC takes 3 years from application
- Banks are not set up to fund low capital and transactional businesses like ours
- Quebec and Nova Scotia deliver incentives much faster and can leverage future incentives for 3rd party debt

Our Recommendations:

Accelerate our industry's growth by providing more access to capital

- Speed up OIDMTC processing –3-6 month delivery from application date
- Work with banks to collateralize projected tax credits at bank rates like QC
- Increase funding to gaming to approach TV/film funding



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