



#### DISCLAIMER

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#### **Forward Looking Statements**

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## **DISCLAIMER** (continued)

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## **DISCLAIMER** (continued)

#### **Additional Information**

In connection with the proposed business combination, Acies intends to file a registration statement on Form S-4 with the Securities and Exchange Commission (the "SEC"), which will include a proxy statement/prospectus, that will be both the proxy statement to be distributed to holders of Acies' ordinary shares in connection with its solicitation of proxies for the vote by Acies' shareholders with respect to the proposed business combination and other matters as may be described in the registration statement, as well as the prospectus relating to the offer and sale of the securities to be issued in the business combination. After the registration statement is declared effective, Acies will mail a definitive proxy statement/prospectus and other relevant documents to its stockholders. This document does not contain all the information that should be considered concerning the proposed business combination and is not intended to form the basis of any investment decision or any other decision in respect of the business combination. Acies' shareholders, the Company's stockholders and other interested persons are advised to read, when available, the preliminary proxy statement/prospectus included in the registration statement and the amendments thereto and the definitive proxy statement/prospectus and other documents filed in connection with the proposed business combination, as these materials will contain important information about the Company, Acies and the business combination. When available, the definitive proxy statement/prospectus and other relevant materials for the proposed business combination will be mailed to stockholders of Acies as of a record date to be established for voting on the proposed business combination. Acies' shareholders and the Company's stockholders will also be able to obtain copies of the proxy statement / prospectus and other documents filed with the SEC, without charge, once available, at the SEC's website at www.sec.gov.

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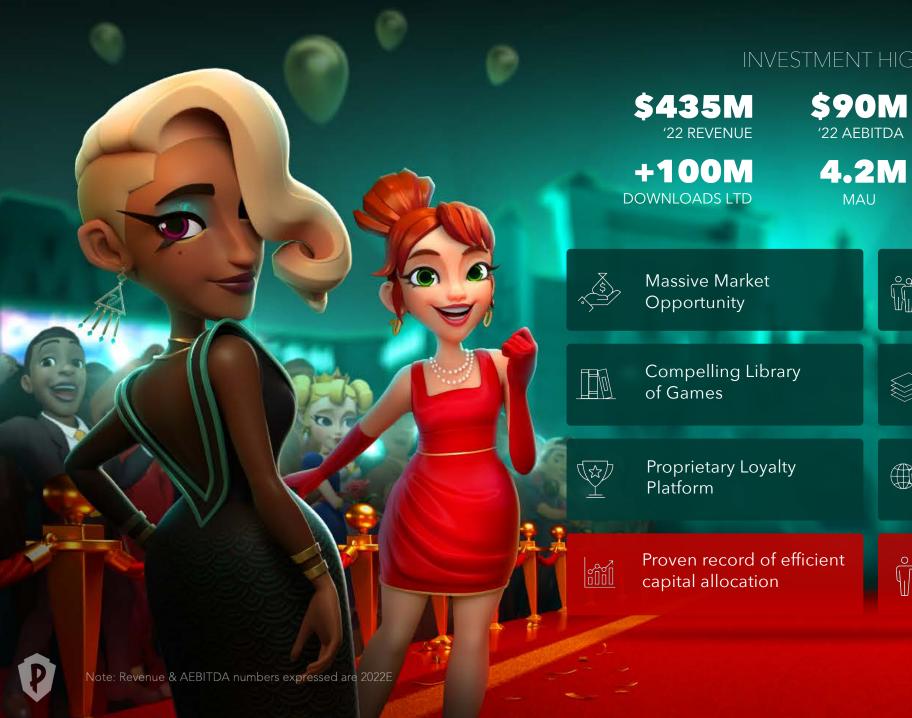
#### **Participants in the Solicitation**

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#### INVESTMENT HIGHLIGHTS

'22 AEBITDA

4.2M

46%

'19-'22 AEBITDA CAGR

56

MINUTES PLAY/DAY



Dedicated Network of Players



Robust Pipeline of New Games



Global Network of Award Partners

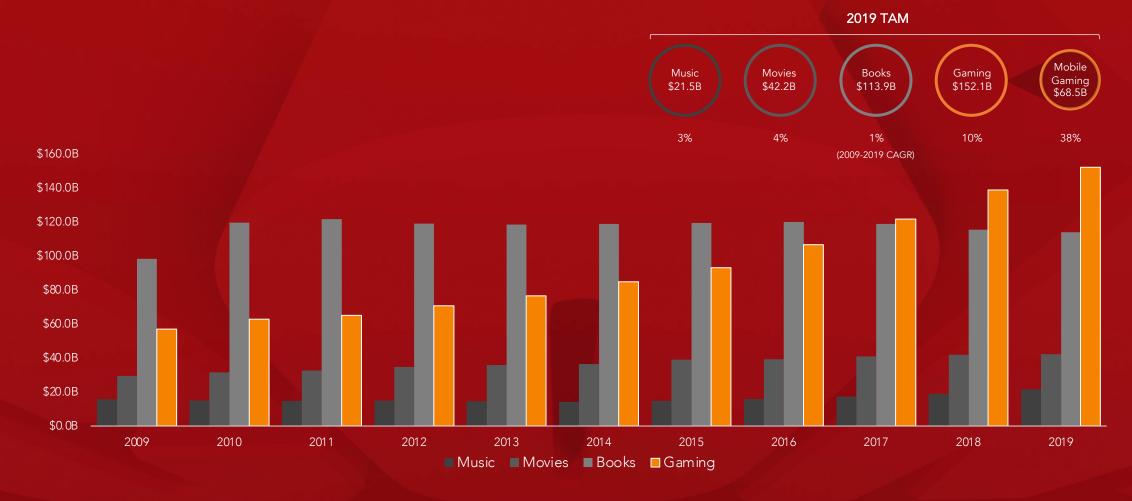


Founder-led Industry-leading Talent



### THE MARKET IS MASSIVE

Gaming has eclipsed music, movies, and books.





## THE CREATOR'S DILEMMA

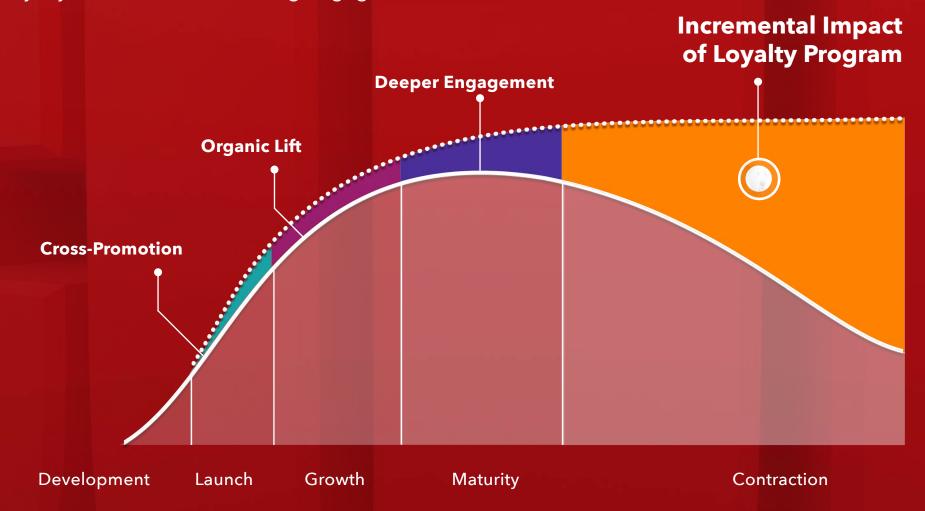
The 'inevitable' life-cycle of a great game.





## THE LOYALTY LIFT

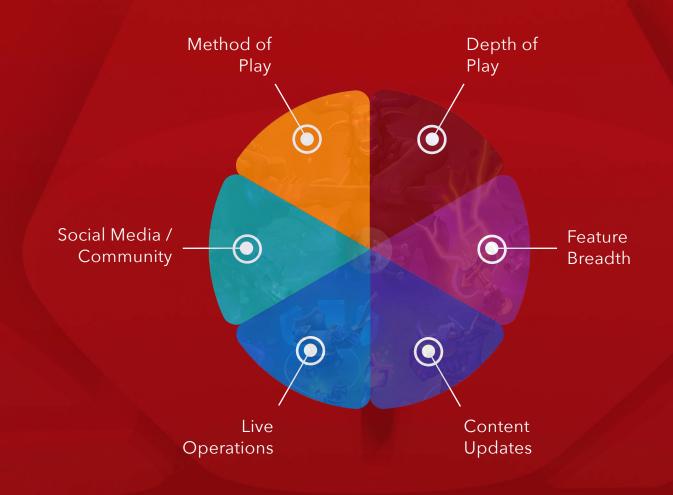
Loyalty mechanics drive lasting engagement.





## THE COMPOSITION OF VALUE

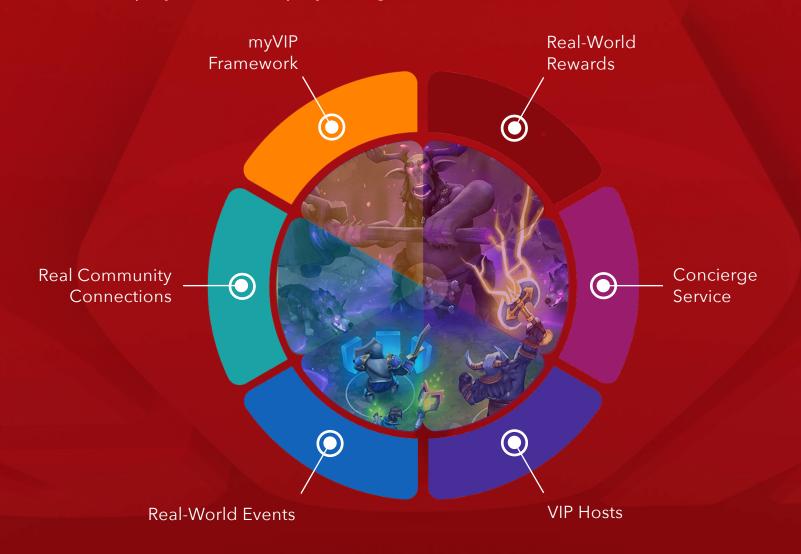
Value drivers in a traditional gaming experience.





## THE PLAYSTUDIOS APPROACH

The added value of playAWARDS - play free games, earn real rewards!









### **LOYALTY PROGRAMS WORK**

Loyalty programs have been broadly adopted across most consumer industries.



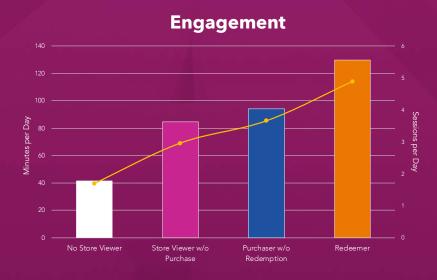


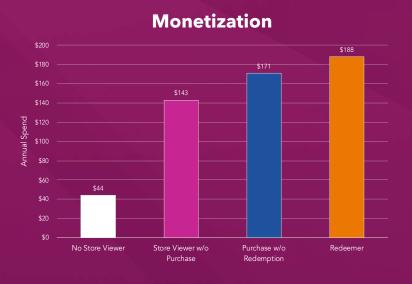
More consumer engagement with brands offering loyalty programs.

## **OUR LOYALTY PROGRAM WORKS**

playAWARDS drives increased retention, engagement and monetization.







**10X** Retention lift for Redeemers vs No-Store Viewers

**3X** Engagement lift for Redeemers vs No-Store Viewers

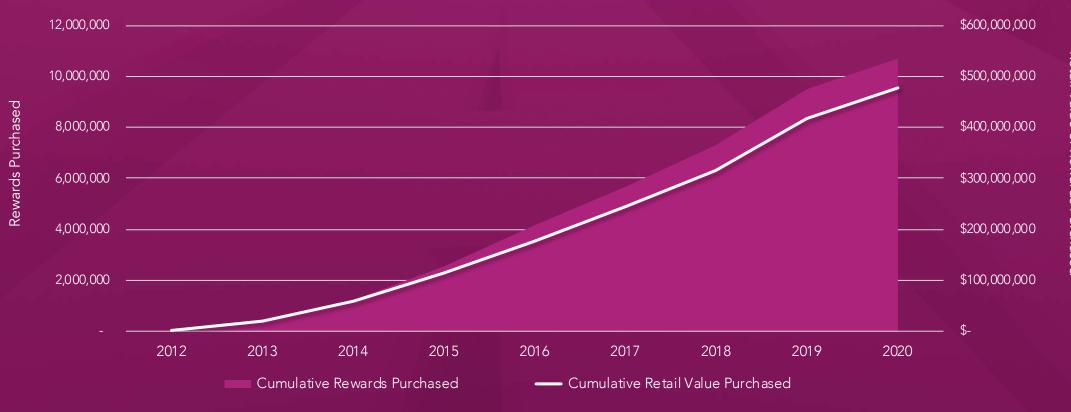
**4X** Spending lift for Redeemers vs No-Store Viewers



#### **OUR LOYALTY PROGRAM WORKS**

Players have purchased over 10,000,000 rewards with a retail value of nearly \$500M

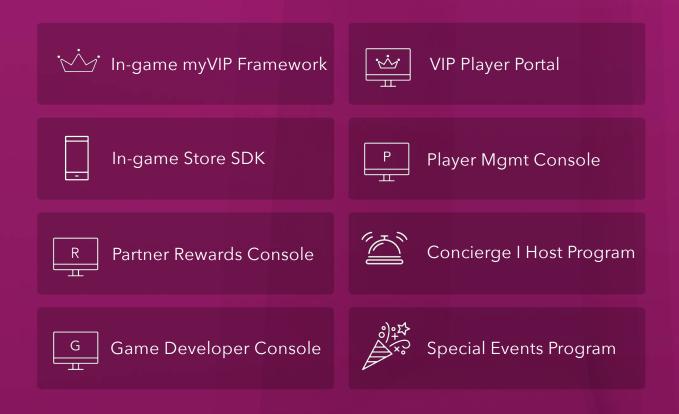


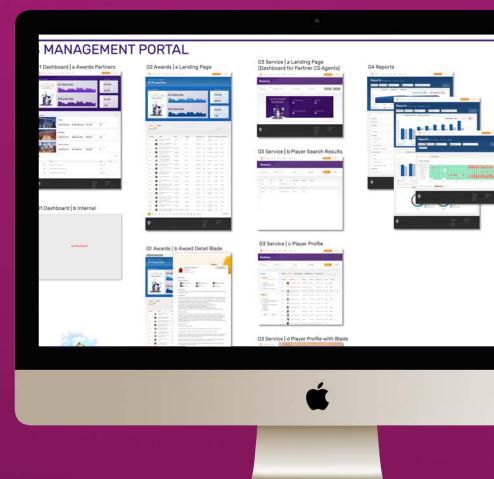




### **OUR LOYALTY PLATFORM IS ROBUST**

playAWARDS is comprised of key in-game features, partner tools and operating functions.







## THE VIRTUOUS CYCLE

The power of reciprocity.



#### **Redeem In-App Offers**

PLAYERS return to the game to collect free points and earn more real-world awards.

This Week from MGM Resorts

#### **Promote Partners**

PLAYSTUDIOS offers players inapp awards in exchange for engagement and loyalty.



#### **Promote Apps**

PARTNERS promote PLAYSTUDIOS apps in order to drive players back into the digital realm where they can repeat the cycle of earning awards.



#### **Redeem Real-World Awards**

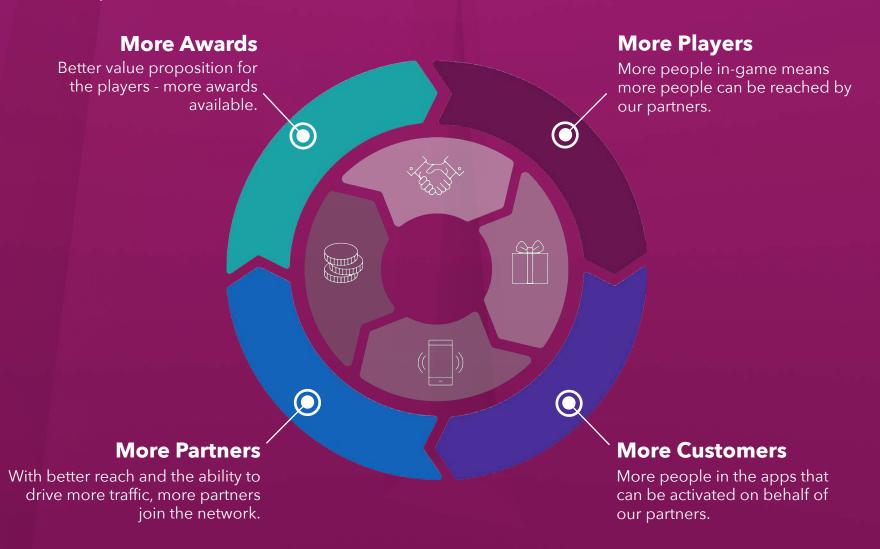
PLAYERS consume real-world awards, driving incremental revenue for our partners.





## THE VIRTUOUS CYCLE

The Business Impact.









#### AN ACCOMPLISHED TEAM

Deep, diverse, and experienced.

Andrew Pascal PLAYSTUDIOS, Founder, Chairman & CEO

Scott Peterson PLAYSTUDIOS, CFO

Paul Mathews PLAYSTUDIOS, Founder, EVP

Katie Bolich PLAYSTUDIOS, Founder, EVP Product

Joel Agena PLAYSTUDIOS, VP Legal Counsel

Yonatan Maor PS Israel, Founder & CEO

Yossi Sadoun PS Israel, Founder & CPO

**Ofer Rudstein**PS Israel, Founder & Technical Leader

**John Lin** PS Asia, Founder & GM, PS COO

Ross Stovall PS Asia, Founder & Technical Leader

**Rob Oseland** playAWARDS, GM

**Oded Maimon** playAWARDS, Technical Leader, PS Israel Founder

**Jeff Netzer** playAWARDS, Partner Development

Wynn Resorts, WagerWorks, Silicon Gaming

Wynn Resorts, Mirage Resorts, Coopers & Lybrand

IGT, WagerWorks, Silicon Gaming

IGT, WagerWorks, Silicon Gaming, Crystal Dynamics

The Phoenix Law Group, Squire Sanders & Dempsey

Shaker, Israel Defence Forces

Shaker, Israel Defence Forces

Shaker, Israel Defence Forces

Boyd Gaming, Las Vegas Sands

Playdom, Hive7, Airtreks

Paragon Gaming, Alon Leisure, Wynn Resorts

Shaker, William Hill, Playtech, Israel Defense Forces

Neiman Marcus, Virtuoso, Wynn Resorts, Mandarin Oriental



## A GLOBAL COMPANY

We've built a collection of integrated game studios.





## A FAMILY OF TOP-RANKED GAMES

We've developed a portfolio of award-winning games.

















#### A ROBUST & SCALABLE LOYALTY PLATFORM

We've built the game industry's only full-featured loyalty platform.





myVIP mechanics are elegantly integrated into the core loop of the game, enriching the experience of gameplay.

# A GLOBAL NETWORK OF AWARD PARTNERS

We've amassed a diverse collection of leisure partners.





























































































### A VALUABLE & LOYAL AUDIENCE

We've amassed a compelling community of players.



**4.2 Million** MAU



**55%** Female **45%** Male



Average Age

42



Average Income

\$80K



Sessions/Day

2.4



Minutes/Day

56



1.9 Million

**Reward Purchasers** 



11+ Million

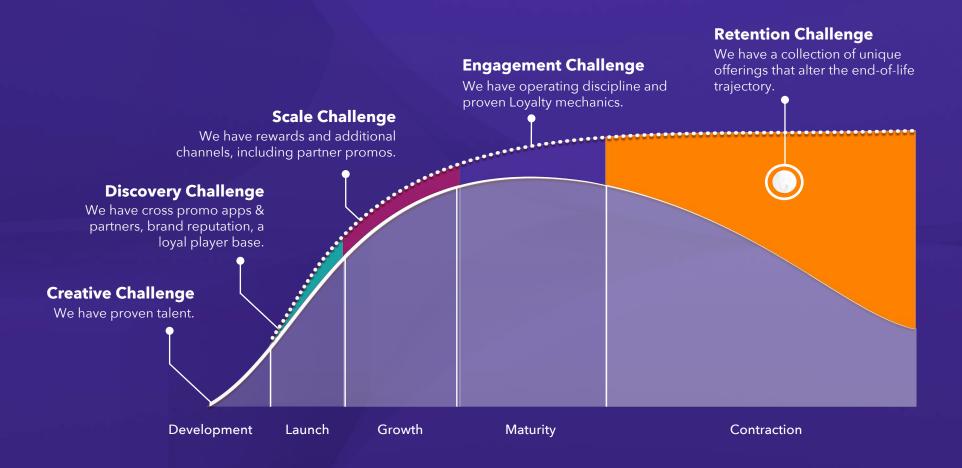
Rewards Purchased





### A PROVEN MODEL

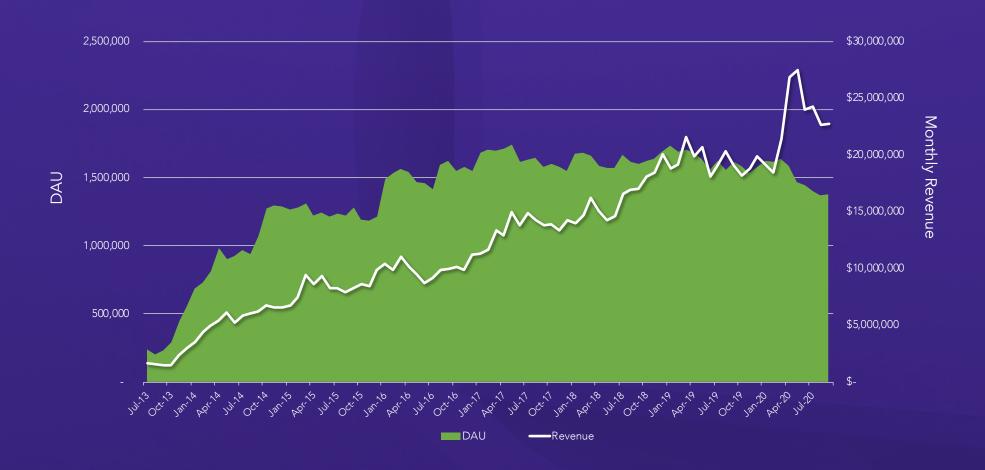
We've proven our ability to scale, engage, and monetize players.





### A HISTORY OF REVENUE GROWTH

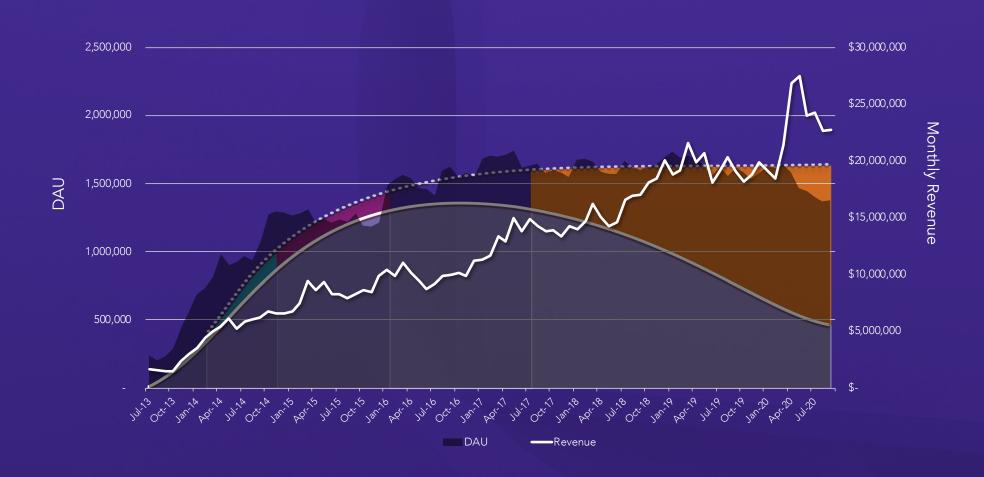
We've sustained our network and consistently scaled revenues year-over-year.





### A HISTORY OF REVENUE GROWTH

We've countered the later-stage effects of the Creator's Dilemma.





### A NEXT-LEVEL OPPORTUNITY

We're applying our proven model to complementary genres.



**CASINO** \$5.5 Billion



BRAIN & PUZZLE \$8.3 Billion



**ADVENTURE & SIM** \$12.4 Billion



**ARCADE & ACTION** \$15.0 Billion



RPG & STRATEGY \$30.3 Billion

Casino genre embodies the simplicity and nuance of **casual** games and the monetization sophistication of **core** games.







## **GROWTH STRATEGY**

Apply our proven framework and enhance our commercial model.

#### **OPTIMIZE...**

Our existing franchises

– continue to run our
core products.



#### **EXPAND...**

Our portfolio – build, launch, and scale new games across other genres.



#### ACQUIRE...

Games & expand our network – adding proven apps and their players.



#### **DIVERSIFY...**

Our business model – focusing on Ad Monetization, Player Commerce, and Loyalty-as-a-Service





### **EXPLOIT THE BINGO CATEGORY**

Leverage our brands, player network, playAWARDS and creative execution





Casino-Specific Power-ups



3D Strip Room Progressio

#### **Market Opportunity**

- Sizable overlap with existing PS audience
- YoY Growth 51%
- '20 Downloads 51M
- Limited Creative Differentiation

#### **Key Features**

- Best-in-Class Core Game-Play
- Real Las Vegas Branded Bingo Rooms
- Casino-Specific Powerups
- Club & Group Social Bingo
- Collectibles
- Vanity Items and Badges
- Bonus Slot Games
- playAWARDS Loyalty Integration

#### playAWARDS Offering

- Cruises
- Hotels & Resorts
- Concerts & Shows
- Restaurants
- Regional Attractions

#### Competition



DAU – 900K REV. - \$417M





DAU - 190K REV. - \$57M





DAU - 281K REV. - \$46M





DAU - 133K REV. - \$42M





## **EXPLOIT THE RPG CATEGORY**

Leverage playAWARDS, partner integrations and creative execution





pgradable Heroes



iale Kingaom

#### **Market Opportunity**

- Among top growth categories
- Market \$5.2B
- YoY Growth 47%
- '20 Downloads 272M
- Limited western-oriented games

#### **Key Features**

- AAA Western Fantasy
- Deep Roster of Heroes & Enemies
- Guilds & Competitions
- Narrative Campaigns with Epic Battles
- 3D Combat
- Social End-game
- Rich Replay
- playAWARDS Loyalty Integration

#### playAWARDS Offering

- Amusement & Theme Parks
- Sports Events
- eSPORTS Events
- Concerts & Festivals
- Regional Attractions

#### Competition



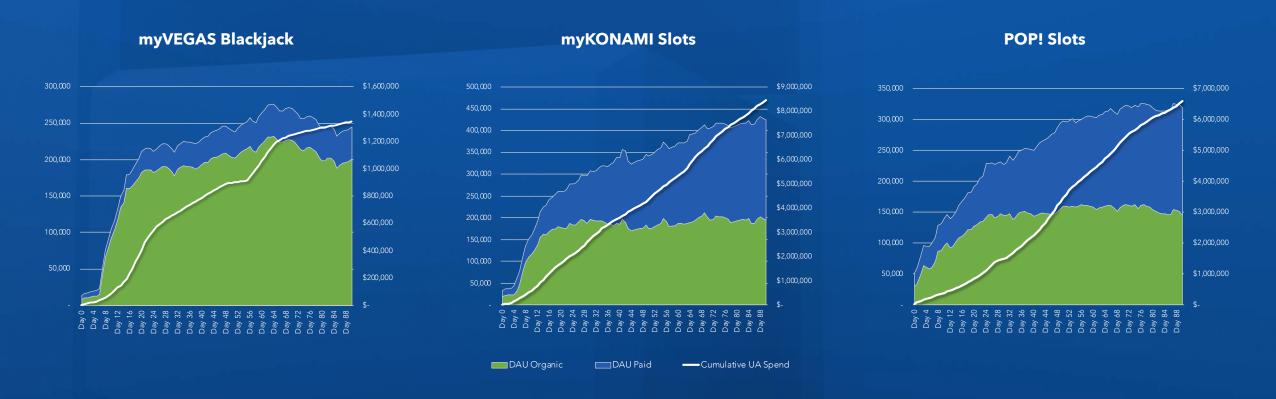


DAU – 1.4M REV. – \$757M



### **APPLY OUR PROVEN APPROACH**

Leverage loyalty mechanics and our player network to seed each new product.





Every product developed and launched by PLAYSTUDIOS has achieved **150,000+** sustained DAU within 3 weeks of **cross-promotion** to our player network.

## **ACQUISITION DRIVEN GROWTH**

Leverage playAWARDS to drive synergies, growth and attractive ROIC.





## **SUMMARY**

Clear and actionable plan to achieve business results.





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# **REVENUE**

Sustained and projected revenue growth.

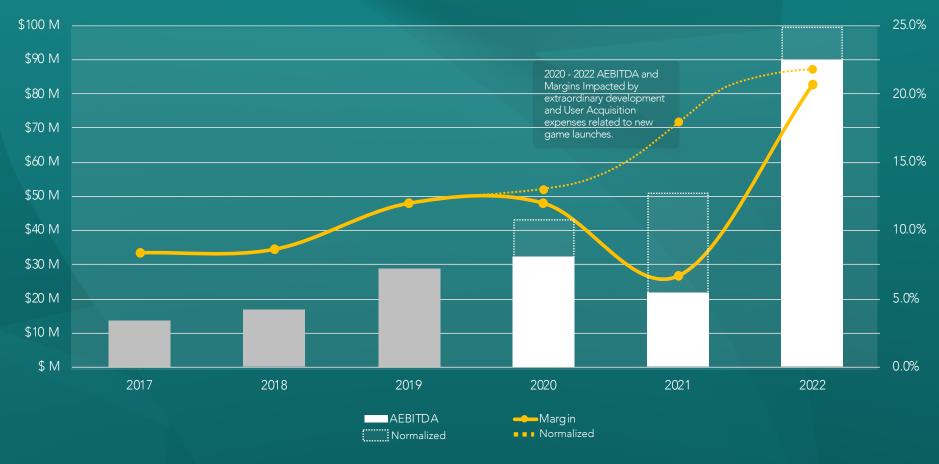




## **AEBITDA**

Proven profitability with clear path to margin growth.







# **MARGIN**

Clear path to margin growth.

30% Forecasted Margin 2025



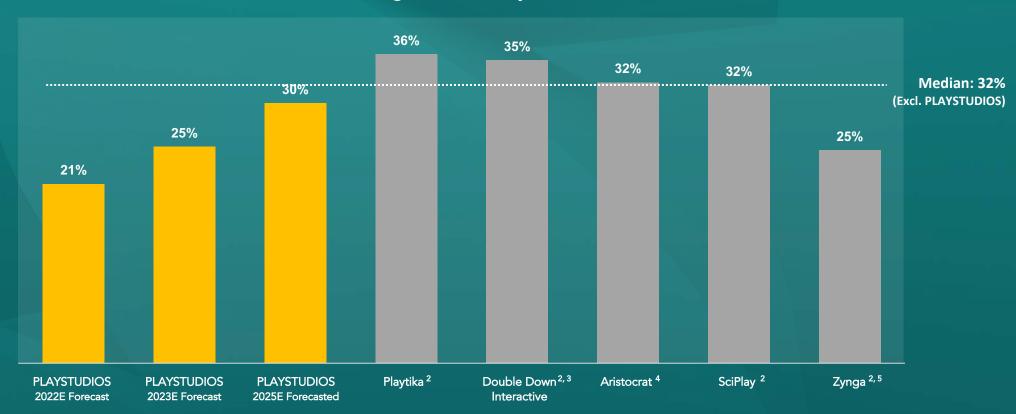


## **MARGIN**

Significant opportunity to expand Adjusted EBITDA (AEBITDA) Margin

30% Forecasted Margin 2025

#### LTM EBITDA Margin % as of September 30, 2020 1



Source: Company filings for the period ending 9/30/2020

<sup>2</sup> Dil di Di Di Di di di Cipi di Taysadalo

<sup>2</sup> Playtika, DoubleDown Interactive, SciPlay and Zynga EBITDA margins shown on a pre-SBC basis, adjusted for items such as one time costs and restructuring

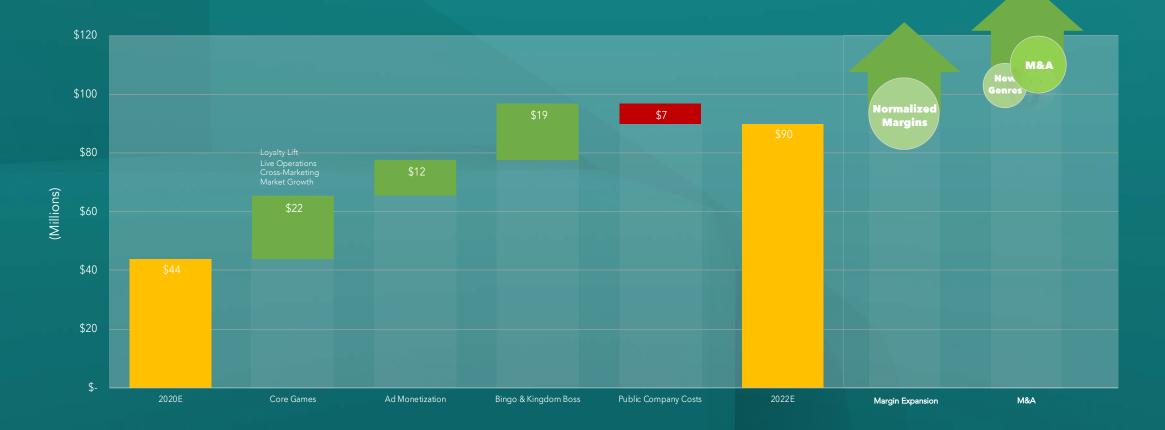
<sup>3</sup> Margins shown for Double Down Interactive (not Double Games)

<sup>4</sup> Margins shown for Aristocrat Digital; company does not disclose adjustments made to EBITDA in its filings

<sup>5</sup> Zynga margins calculated by adding back deferred revenue to EBITDA and dividing by Total Bookings (i.e., Revenue + Deferred Revenue)









# **FINANCIALS**

Sustained and projected top and bottom-line growth.

30% Forecasted Margin 2025

	2017A	2018A	2019A	2020E	2021E	2022E
Revenue YOY%	\$161.8 M	<b>\$195.5 M</b> 20.8%	<b>\$239.4 M</b> 22.5%	<b>\$269.8 M</b> 12.7%	<b>\$328.0 M</b> 21.6%	<b>\$435.2 M</b> 32.7%
Cost of Sales	53.4 M	66.8 M	80.3 M	91.2 M	102.2 M	128.4 M
% of Revenue	33.0%	34.2%	33.5%	33.8%	31.2%	29.5%
User Acquisition	46.2 M	48.3 M	53.8 M	50.1 M	94.3 M	103.4 M
% of Revenue	28.5%	24.7%	22.5%	18.6%	28.7%	23.8%
All Other Expenses	48.9 M	64.0 M	76.8 M	96.0 M	109.7 M	113.5 M
% of Revenue	30.2%	32.7%	32.1%	35.6%	33.5%	26.1%
Adjusted EBITDA	\$13.3 M	\$16.5 M	\$28.5 M	\$32.4 M	\$21.8 M	\$89.9 M
Margin %	8.2%	8.4%	11.9%	12.0%	6.7%	20.7%







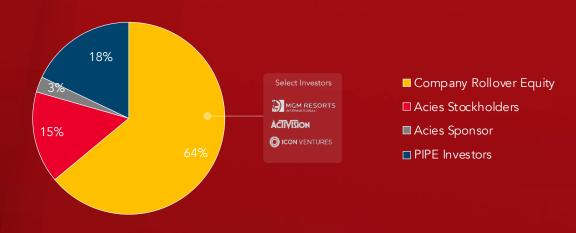
### TRANSACTION OVERVIEW

- Acies Acquisition Corp. ("ACAC") is a publicly listed special purpose acquisition company with \$215 million cash held in trust
- ACAC has agreed to combine with PLAYSTUDIOS in a transaction that values the common equity of PLAYSTUDIOS at \$1.041 billion
- Consideration to PLAYSTUDIOS stockholders will be comprised of at least 89.1 million shares of ACAC common stock and up to \$150 million in cash (mix of consideration to be determined)
- 12-Month Lockup: Substantially all shares held by existing PLAYSTUDIOS stockholders and the Acies Sponsor group subject to a 12-month lock-up period
- PLAYSTUDIOS and ACAC have raised \$250 million (at \$10/Share) in committed PIPE shares; Investors include BlackRock, ClearBridge, Neuberger Berman and MGM Resorts
- After giving effect to the transaction, the company will have approximately \$290 million of cash with public equity currency to accelerate growth
- Andrew Pascal, the Founder and CEO of PLAYSTUDIOS, and largest pro forma shareholder, will be granted voting shares entitling him to 20 votes per share

#### **Illustrative Sources & Uses (\$ Millions)**

Sources		Uses	
Acies Cash in Trust	\$215	Equity Consideration	\$891
PIPE	\$250	Cash Consideration to Company Stockholders	\$150
Company Stockholders Rollover	\$891	Cash to Company Balance Sheet	\$291
Company Closing Cash	\$33	Transaction Expenses	\$58
Total Sources	\$1,389	Total Uses	\$1,389

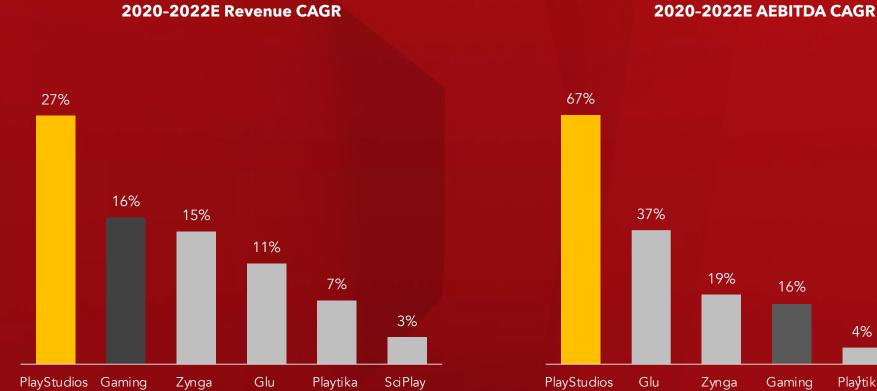
#### Post-Transaction Ownership [1]

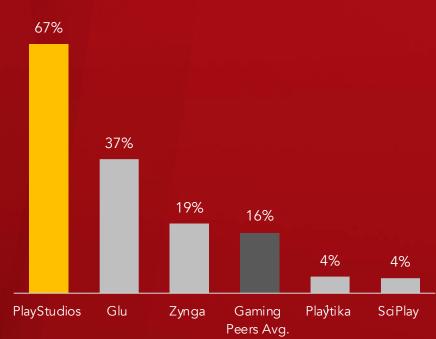




## **COMPELLING GROWTH**

Powerful growth trajectory



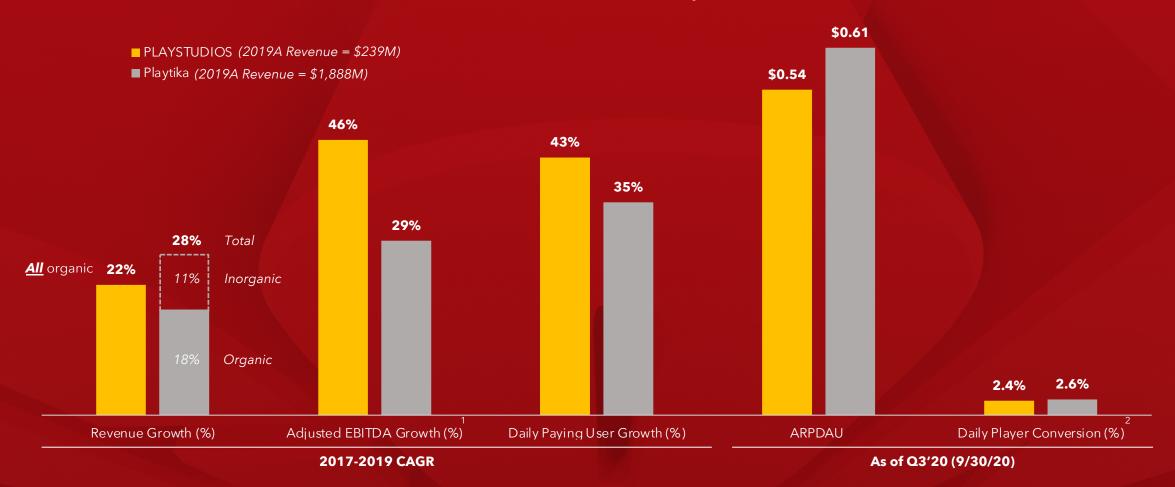




Peers Avg.

## PERFORMANCE SNAPSHOT

PLAYSTUDIOS and Playtika



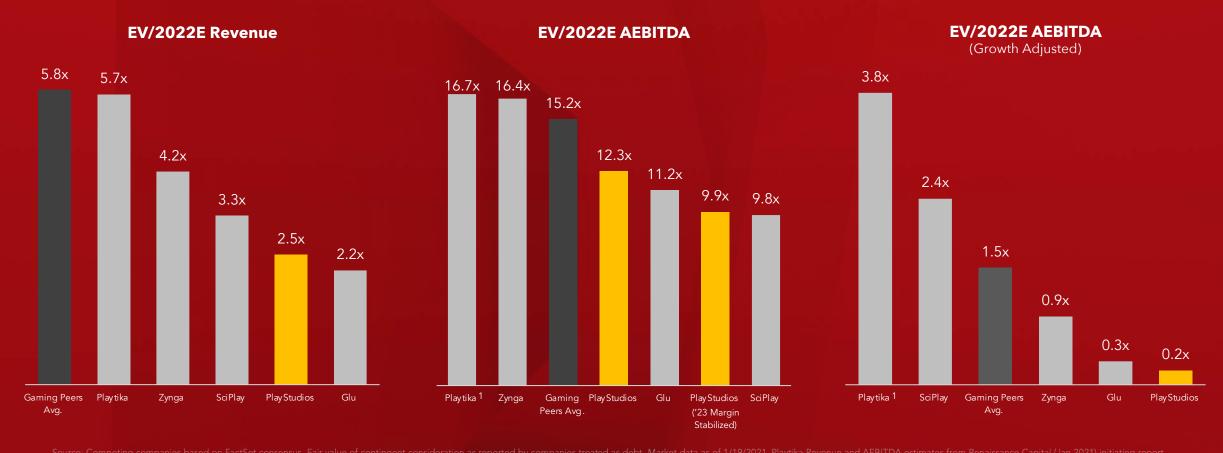
Source: Company data; Playtika public filings

Note: PLAYSTUDIOS revenue of \$162M (2017) and \$239M (2019) and Adjusted EBITDA of \$14M (2017) and \$29M (2019); Playtika revenue of \$1,151M (2017) and \$1,888M (2019) and Adjusted EBITDA of \$374M (2017) and \$621M (2019); Playtika organic revenue growth excludes \$57.3M revenue contribution in 2018 from acquisitions of Jelly Button and Wooga and additional \$240.5M revenue contribution in 2019 from acquisitions of Wooga, Supertreat and Seriously; Other metrics include contributions from acquisitions; Inorganic growth only accounts for titles acquired between 2017-2019; PLAYSTUDIOS average Daily Active Monetizers of 18K (2017) and 33K (2019); Playtika average Daily Paying Users of 119K (2017) and 218K (2019); PLAYSTUDIOS Adjusted EBITDA and Playtika Adjusted EBITDA are calculated differently (see footnote 1), are not directly comparable and are presented only for reference by investors. <sup>1</sup> Represents growth in Adjusted EBITDA over the time period; PLAYSTUDIOS Adjusted EBITDA is defined as EBITDA before costs on the properties of the properties o



# **COMPELLING VALUATION**

PLAYSTUDIOS multiples Implied based on EV of \$1,102M





with additional adjustment to AEBITDA described in footnessists. It all value of contingents should be contingent to the contingent and the contingent consideration as reported by companies treated as debt. Market data as debt. Market and AEBITDA described in footnessistic Capital years with additional adjustment to AEBITDA described in footnessistic Capital years and includes The contingent Consideration. Activision Blizzard, NetEase, Electronic Arts, Take-Two Interactive, Playtika, Ubisoft Entertainment, Zynga, Netmarble, Skillz, Stillfront Group, SciPlay, and Glu Mobile. PLAYSTUDIOS (Margin Stabilized) is calculated applying the mid-point of expected 2023E AEBITDA margin (25.5%) on 2022E revenue. PLAYSTUDIOS proforma equity value excludes an additional 15 million shares payable to PLAYSTUDIOS shareholders and 900 thousand payable to the Acies Sponsor in equal instalments if the closing price of the listed shares exceeds \$12.50 and \$15.00 for any 20 trading days within a 30-trading day period commencing on or after the 150th day following close and ending on the 5-year anniversary of the closing; such shares are also payable in connection with a sale of the combined company if the applicable price thresholds are met. Pro-forma financials also assumes \$33 million existing cash, \$150 million of secondary consideration from the primary proceeds, and \$57.5 million of combined transaction fees as of the closing. EV/2022E AEBITDA (Growth Adjusted) multiple calculated as (2022E AEBITDA, less 2) Cash awards for the nine months ended September 30, 2020, less 3) Estimated cash awards for Q4 2020E calculated as 2019 cash awards as a percentage of 2019 revenue, multiplied by Q4 2020E revenue. 2022E AEBITDA calculated as 1) Renaissance's forecast of 2022E AEBITDA, less 2) Estimated cash awards for 2022E calculated as 2019 cash awards as a percentage of 2019 revenue multiplied by Q4 2020E revenue.



