NORTHSTAR* GAMING

Investor Deck

May 29, 2025

TSXV:BET OTCQB:NSBBF







DISCLAIMER



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This written and accompanying oral presentation contains "forward-looking information" within the meaning of applicable securities laws in Canada ("forward-looking statements"), which are provided for the purpose of presenting information about management's current expectations and plans. Readers are cautioned that such statements may not be appropriate for other purposes. All statements in this presentation, other than statements of historical facts, with respect to the Company's objectives and goals, sa well as statements with respect to its presentation, other than statements of historical facts, with respect to the Company's objectives and goals, as well as statements with respect to its presentation, other than statements in this presentation, but are not limited to: expectations regarding certain of the Company's relationship with the Abenaki Council of Wolinak); expectations regarding the regulatory control and expansion of sports betting and online gaming in Canada (via the Company's relationship with respect to client acquisition costs and payback rates / ratios; the intentions of the Company's products and services, and the Company, including with respect to client acquisition costs and payback rates / ratios; the intentions of the Company's products and services, and the Company's ability to market successfully to customers. Often, but not always, forward-looking statements can be identified by the use of words such as "plans", "expects", "is expected," "budget," "scheduled," "estimates", "continues," "forecasts", "projects", "preciets," "intends," anticipates" or "believes," or variations of, or the negatives of, such words and phrases, or state that certain actions, events or results "may,", "could,", "would,", "should," "might" or "will" be taken, occur or be achieved. This information is based on management's opinions, estimates and espenses and other factors that may cause the actual results, levels of activity, performance, or achievements to be materially different from those expresses or impl

The Company believes the expectations reflected in the forward-looking statements contained herein are reasonable but no assurance can be given that these expectations will prove to be correct and such forward-looking statements included herein should not be unduly relied upon. Information contained in forward-looking statements in this presentation is provided as of the date of this presentation and the Company disclaims any obligation to update any forward-looking statements, whether as a result of new information or future events or results, except to the extent required by applicable securities laws.

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The forward-looking statements contained herein, including such statements with regards to estimates of revenue, Total Wagers and Gross Gaming Revenue, are based upon certain assumptions that management believes are reasonable based on the information currently available to management. Such assumptions include, but are not limited to, assumptions regarding: (a) the demand for our products and services and fluctuations in future revenues; (b) sufficiency of current working capital to support future operating and working capital requirements; (c) equity and debt markets continuing to provide access to capital on acceptable terms; (d) general economic trends and conditions; (e) the expected actions of third parties; (f) the Company's future growth prospects and business opportunities; (g) regulatory control and espital to support future operating and working capital requirements; (c) equity and debt markets continuing to provide access to capital on acceptable terms; (d) general economic trends and conditions; (e) the expected actions of third parties; (f) the Company's future growth prospects and business opportunities; (g) regulatory control and espital to support future operating and online gaming in Canada and elsewhere and the Company's intention and ability to participate in such markets; (h) expectations with regerts to the renewal and/or extension of the Company's permits, licenses and registrations; (i) capital cost of the Company's expansion; (j) the company's expansion; (j) the company's expension; (j) the company's exp

If any of these risks or uncertainties materialize, or if the opinions, estimates or assumptions underlying the forward-looking statements prove incorrect, actual results or future events might vary materially from those anticipated in the forward-looking statements. Although the Company has attempted to identify important risk factors that could cause actual results to differ materially from those contained in the forward-looking statements, there may be other risk factors not presently known to the Company or that the Company presently believes are not material that could also cause actual results or future events could results or differ materially from those expressed in such forward-looking statements. There can be no assurance that such information will prove to be accurate, as actual results and future events could not place undue reliance on forward-looking statements, which speak only as of the date meets, which speak only as of the date meets contained in this presentation represent NorthStar's expectations as of the date specified herein, and are subject to change after such date. However, the Company disclaims any intention or obligation or undertaking to update or revise any forward-looking statement whether as a result of new information, future events or otherwise, except as required under applicable securities laws.

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Non-IFRS Financial Measures

This presentation includes references to the Company's "Gross Gaming Revenue" and "Total Wagers", measures not prescribed by International Financial Reporting Standards ("IFRS"). Management uses certain non-IFRS financial measures and supplementary financial measures to evaluate the performance of the Company. The term "Gross Gaming Revenue" is a non-IFRS financial measure and the term "Total Wagers" is a non-IFRS supplementary financial measure. "Gross Gaming Revenue" and "Total Wagers", as presented, may not be comparable to other similarly titled measures presented by other publicly-traded companies, as these measures do not have a standardized meaning under IFRS. Rather, these measures are provided as additional information to complement those IFRS measures by providing further understanding of our results of operations from management's perspective and to discuss NorthStar's financial outlook. Accordingly, these measures should not be considered in isolation nor as a substitute for analysis of the Company's financial information reported under IFRS. We believe that securities analysts, investors and other interested parties frequently use non-IFRS measures and forecasts and to discuss NorthStar's financial of companies in our industry. Management also uses non-IFRS measures and forecasts and to period, the preparation of annual operating budgets and forecasts and to determine components of executive compensation. These measures have been applied consistently for all periods presented in this presentation.

Total Wagers

Total Wagers is calculated as the total amount of money bet by customers in respect of bets that are open at period end. Total Wagers is used to provide investors with supplemental measures of our operating performance and thus highlight trends in our business that may not otherwise be apparent when relying solely on IFRS measures.

Gross Gaming Revenue

Gross Gaming Revenue is calculated as dollar amounts bet by customers less the dollar amounts paid out to the customers in respect of such bets which have settled in the applicable period.

Profit/(loss) before marketing and other expenses

Profit/(loss) before marketing and other expenses is calculated as the gross profit margin less general and administrative expenses excluding non-cash items such as stock-based compensation. Proft/(loss) before marketing and other expenses is used to provide investors with supplemental measures of our operating performance and thus highlight trends in our business that may not otherwise be apparent when relying solely on IFRS measures.

A reconciliation of historical non-IFRS financial measures to the most directly comparable IFRS measures is available on the Company's website. Additional information on non-IFRS financial measures may be found in the Company's earnings news releases or in additional information on the Company's website or SEDAR+ at <u>www.sedarplus.ca</u>.

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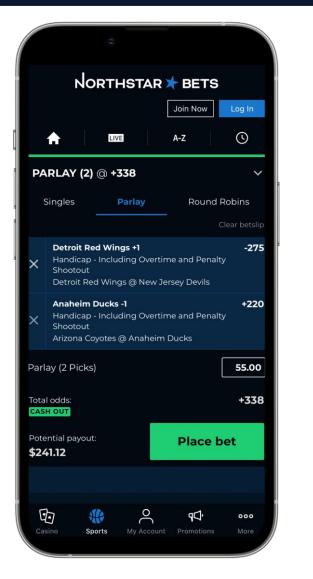
Unless otherwise specified, all dollar amounts in this presentation are expressed in Canadian dollars.



SPEARHEADING THE INTERSECTION OF IGAMING AND MEDIA

INVESTMENT HIGHLIGHTS







~C\$8.5B Canadian TAM exposed to NorthStar brand, with Ontario's regulated market launched in April 2022 and brand launch of NorthStarBets.com in November 2023*



Industry leading gaming content and technology



Funding in place to reach profitability based on current business platform



Experienced management team with local knowledge and insights targeting the Canadian audience



Differentiated positioning as a premium offering leading to a superior customer experience and user economics



Rapidly increasing gross margins and expanding operating leverage

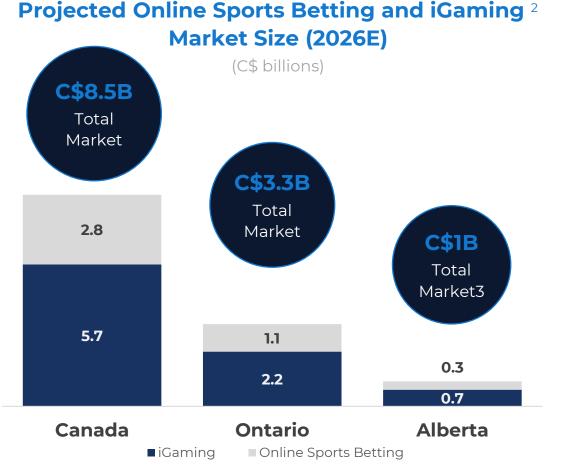
*NorthStarBets.com is owned and operated by the Conseil des Abénakis de Wôlinak and is licensed by the Kahnawake Gaming Commission, license number 00930. The trademark NORTHSTARBETS is used under license.

TAM Stands for Total Addressable Market

EXPANDING ADRESSABLE MARKET



Ontario Market Eclipsed C\$3.0B for FY24¹



Alberta Opportunity

- Canada's 4th most populous province with a population of ~4.4 million (3.3 million adults) with the youngest average adult age in Canada (39 years old)
- Highest per-capita GDP in Canada at ~\$100K,
 ~50% higher than the Canadian average

Rest of Canada

 Managed services provider to northstarbets.com, an iGaming site owned and operated by the Conseil des Abénakis de Wôlinak

NorthStar

- NorthStar well positioned to grow Ontario market share and across Canada
- 3% of market share would equate to >C\$200M revenue

Note: Canada estimates calculated internally based on extrapolating Ontario estimates to the entire country based on population 1. Source: PwC – Global Centre of Excellence for Betting & Gaming *Lessons from Int'l Markets* June 2022, Regulated Ontario Market Source: iGO Feb 2025 report

2. iGaming encompasses online casino games and other online non-sports betting wagers

3. JMP Industry Update June 26, 2024

Q1 2025 Results At a Glance

32%

Revenue

\$7.8 million

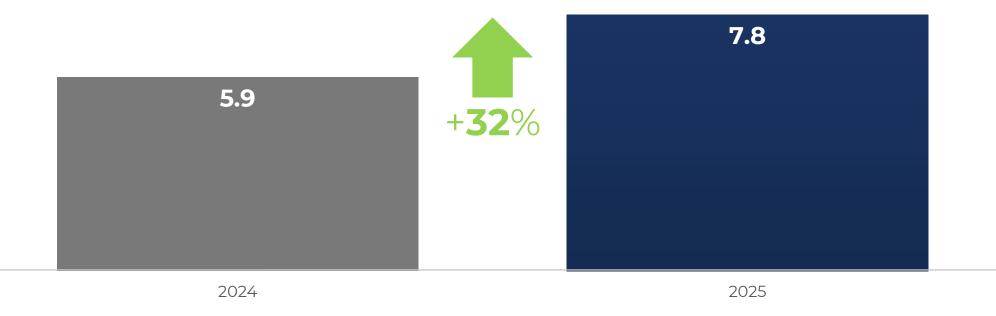
Gross Margin \$3.0 million

58%

REVENUE*



First Quarter C\$ Millions



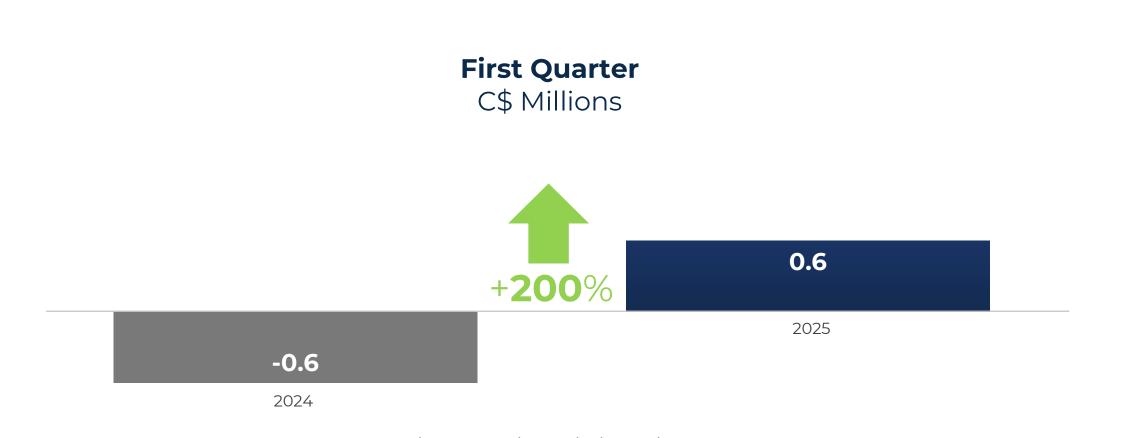
Three months ended March 31

GROSS MARGIN



First Quarter C\$ Millions

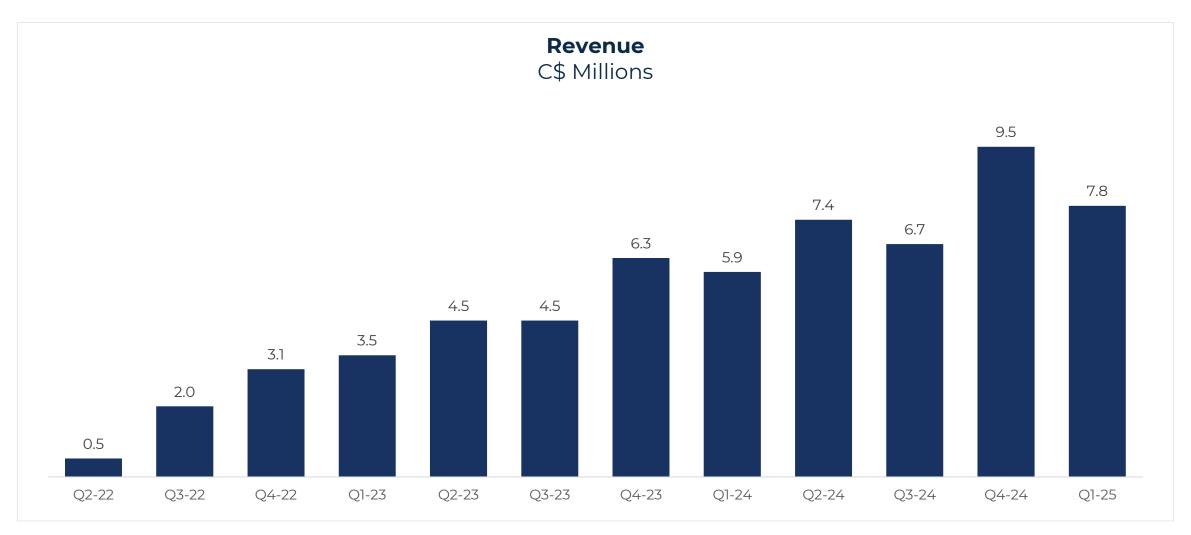




Three months ended March 31

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NORTHSTAR



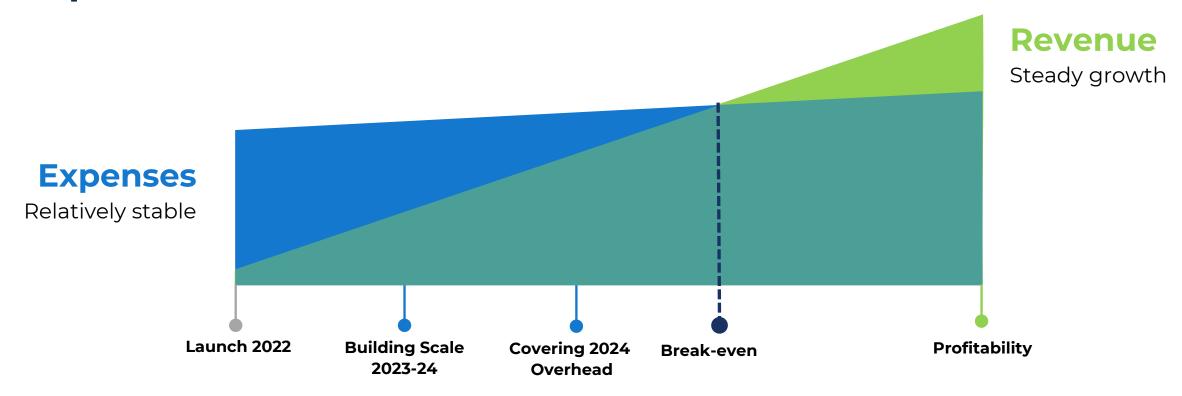
* NorthStar Commenced Operations Q2 2022.

¹ Represents a Non-IFRS financial measure. See "Non-IFRS Financial Measures" above for more information.

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NORTHSTAR

Revenue and Gross Margin Growing Faster than Expenses

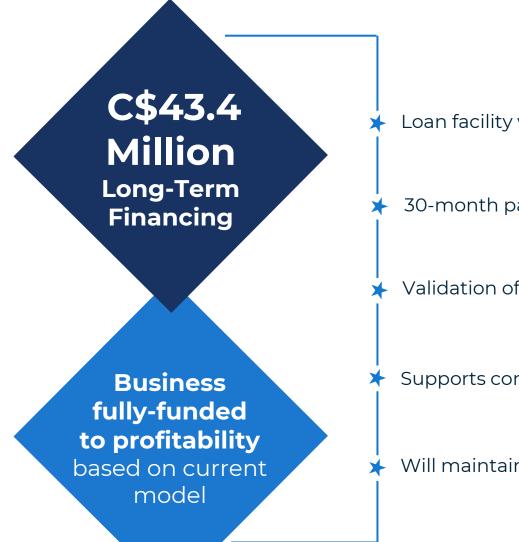


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NORTHSTAR

RECAPITALIZED BALANCE SHEET





- Loan facility with Beach Point Capital Management, January 2025
- 30-month payment deferral, matures in 2030
- Validation of business plan
- Supports continued investment in growth
- Will maintain disciplined management of costs





Raised C\$43.4M in long-term debt funding from Beach Point Capital Management LP



Gross Margin now covering overheads



Customer Retention: Highest in our history in Q1 2025, driven by superior customer experience, innovation and a focus on high-value players



Product enhancements: Released NorthStar's industry leading *Insights 2.0 vertical;* Expanded tournament schedule for spring 2025 to include: Blackjack, Slots, and Parlays



Casino platform: Increased the number of games by 15% to more than 1,800 games



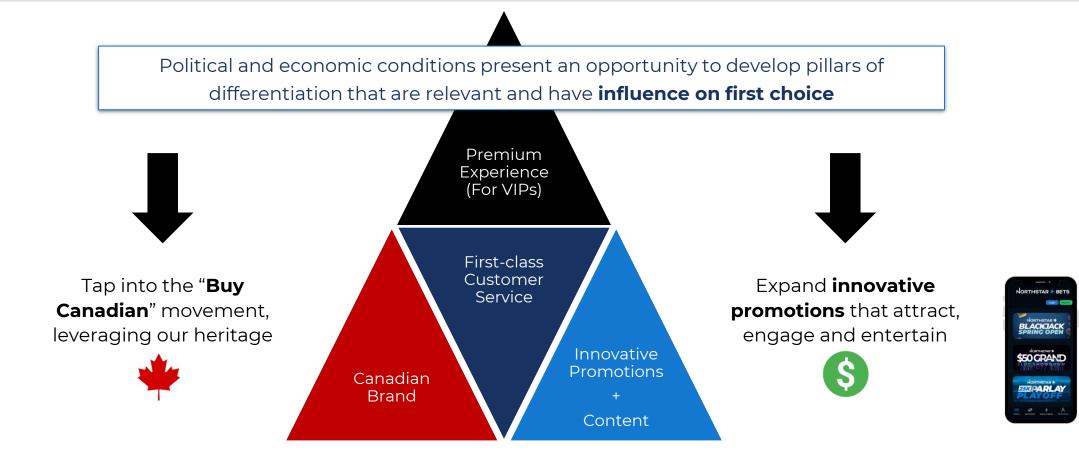
THE KEYS TO OUR SUCCESS

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Tue @LOB.10 PM Toronto	-121	-1.5 +140	Ove 8.5 -104	
@ Milwaukee Brewers	s +102	+1.5 -175	Und 8.5 -115	
Tue @ 09.40 PM Chicago	+190	+1.5 -114	Over 7 -104	
@ Seattle Mariners Show more bets >	-230	-1.5 -109	Unde: 7 -117	
Tue @ 09:40 PM Los Angeles	+135	+1.5 -162	Over 9 -107	
@ Arizona Diamondb Show more bets ?	ac159	-1.5 +132	Unde: 9 -113	
Tue @ 09:40 PM Oakland	+138	+1.5 -167	Over 8 -114	
@ San Diego Padres Show more bets >	-165	-1.5 +135	Unde: 8 -106	
Tue @ 09:45 PM Houston	-106	-1.5 +160	Over 8 -109	
@ San Francisco Gian Show more bets ?	ts -112	+1.5 -200	Unde: 8 -110	
Tue @ 10.10 PM Texas	+133	+1.5 -159	Over 9 +100	
@ LA Dodgers Show more bets >	-157	-1.5 +132	Unde: 9 -120	
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OPPORTUNITY TO ACCELERATE CONSIDERATION



Given market pressures, driving first choice consideration through differentiation is more important than ever to acquisition AND retention success.



Lever → Support Canada

Lever → Added value

ESTABLISHING LEADERSHIP WITH INNOVATIVE PROMOTIONS

Marketing plans headlined by new promotions progressively broadening category coverage.

Spring Tournament Series

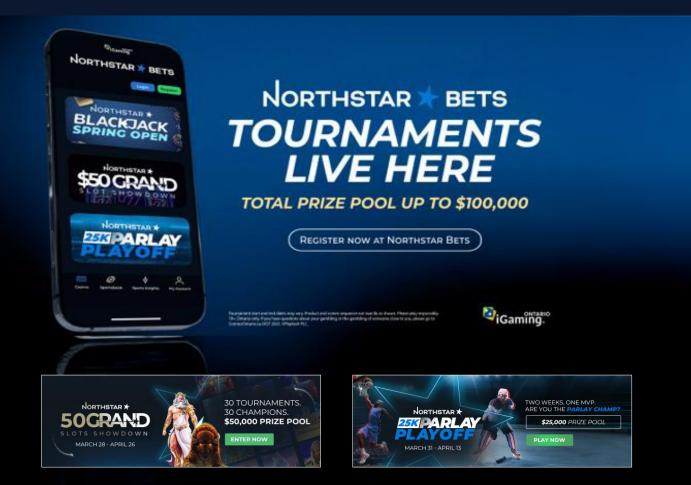
- Three online tournaments run in March-April 2025
- Blackjack, Slots, Parlay
- Differentiated leadership position for NorthStar

Builds on last fall's NorthStar Blackjack Championship

- Drove customer acquisition, player engagement and wagering activity
- "Productizing" custom development work and methods
- Creating a new product category

Pilot promotions proving to deliver a positive impact across KPIs vs. previous period:

- Increased actives
- Increased wagering
- Increased GGR
- Increased margin
- Reactivated lapsed players



"NorthStar bets has been my favourite casino over the past two years. Their promotions/competitions are interesting. I usually ignore reading betting site e-mails but the messages from NorthStar are engaging" April 2025

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NORTHSTAR

LOCAL MARKET EXPERTISE

CASINO - LIVE DEALER - SPORTSBOOK

BET ON CANADIANS

Canada-focused content and promotions

- Original Sports Insights articles
- Personalized betting selections
- Planned events
- Emphasis on local roots

SHAI GILGEOUS-ALEXANDER



INSIGHTS 2.0

NORTHSTARX GAMING

Our industry-leading on-platform content vertical continues to drive higher player values

Enhancements and new tools added as part of Sports Insights 2.0:

- Improved UX/Home page redesign
- More casino content, including game reviews
- Live scoreboard with dynamic sportsbook odds
- Premium team and player stats (NFL, NBA, NHL, MLB)
- Injury and player news feeds (NFL, NBA, NHL, MLB, EPL)

Sports Insights Users Drive Results:

- Higher avg. deposits: +197%
- Higher avg. casino NGR: **+75%**
- Higher avg. sports NGR: +175%
- Higher avg. combined sports & casino handle: **+49%**



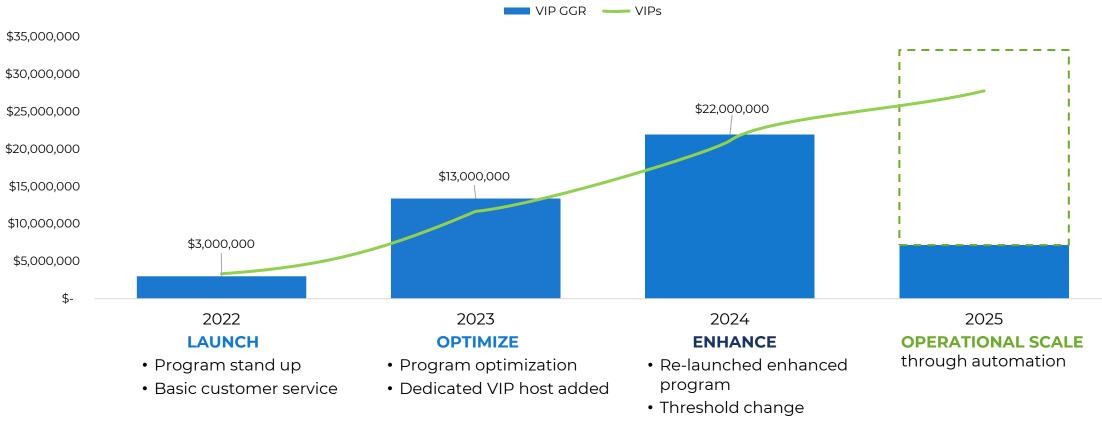
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VIP GROWTH



Segment is critically important to business performance and growth. Program health remains a top priority, especially to counteract market volatility.

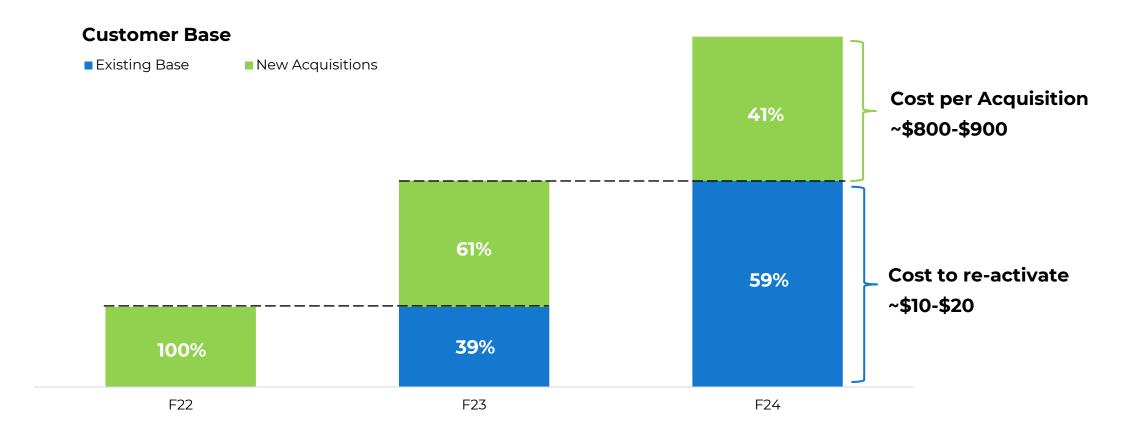


- Additional VIP host
- Scaled operational support

FLYWHEEL MODEL



Growing customer database can be tapped to increase customer lifetime value at lower costs – complimenting critically important acquisition investment





NORTHSTARX

CAPITALIZATION



(\$ millions, except per share amounts)	C\$
Spot Share Price	\$0.06
Basic Shares Outstanding	205.8
Options ¹	17.7
Warrants ²	86.8
Fully Diluted Shares Outstanding	310.3
Market Capitalization	\$12.3
Add: Preferred Shares	\$5.7
Add: Convertible Debenture ³	\$5.1
Add: Term Loan	\$43.4
Less: Cash	(\$11.4)
Total Enterprise Value	\$55.1

1. Weighted average strike price of \$0.29

2. Weighted average strike price of \$0.40

3. Debentures convertible at \$0.20, 8% interest paid-in-kind

4. Torstar controlled by Jordan Bitove

