

### CROWDGATHER

### CORPORATE PRESENTATION April 2012

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### Safe Harbor

This presentation contains forward-looking statements (as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended) concerning future events and the Company's growth and business strategy. Words such as "expects," "intends," "plans," "believes," "anticipates," "hopes," "estimates," and variations of such words and similar expressions are intended to identify forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. These statements involve known and unknown risks and are based upon a number of assumptions and estimates that are inherently subject to significant uncertainties and contingencies, many of which are beyond the control of the Company. Actual results may differ materially from those expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially include, but are not limited to changes in the Company's business; competitive factors in the market in which the Company operates; risks associated with operations outside the United States; and other factors listed from time to time in the Company's filings with the Securities and Exchange Commission. The Company expressly disclaims any obligations or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company's expectations with respect thereto or any change in events, conditions or circumstances on which any statement is based.

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## **ABOUT CROWDGATHER**



### **ABOUT US**



#### We believe in forums.

CrowdGather founder and CEO Sanjay Sabnani has been an active forum member since 1998. CrowdGather's history dates back to 2002, when it acquired its original online community. In April 2008, Sabnani changed the company name to "CrowdGather" and completed a successful transition to a public company.

CrowdGather draws up to 230+ million page views per month and 16+ million monthly unique visitors.

CrowdGather is building a highly leveragable cashflowing network of owned-and-operated properties and a significant publisher network comprised entirely of forums.

CrowdGather has grown through acquisitions and partnerships; greater scale drives higher advertising rates (CPMs) in our business.

Symbol	OTCBB:CRWG
Market Cap	\$19.77M
Current Price	\$0.34
Shares Outstanding*	59M
Debt	\$0



#### @CrowdGather 6

### CROWDGATHER

#### WE ARE AMONG THE TOP SOCIAL MEDIA NETWORKS.

Every month our sites generate over **230+** million page views reaching **16+** million influential consumers. Our network of sites combines the reach and scale of a top global ad network with fresh and dynamic content. Our engaged user base drives product sales and provides a wealth of reviews and ratings that are without parallel in the online world.







### **FORUMS – THE INTERNET HELP DESK**

Forums are social communities that attract similarly interested users – very attractive for brand advertisers.

Forum users are more engaged in influential activities -- both online and offline -- than people who don't use forums.

Search engine indexing - Many internet users have used a forum to seek answers to questions about products, special interests, and personal issues

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### **OUR TOP SOCIAL PLATFORMS**

#### Overview

Our platforms have established themself as a leader in the free social hosting industry, providing a dependable hosting solution to millions of users around the world. Our custom admin panels gives users access to hundreds of settings and features, allowing them to customize free social sites for their needs. We offer our users the widest selection of social mods available.

Website Name	Monthly Unique Users	Monthly Page Views
YUKU.COM	6,000,000	100,000,000
FREEFORUMS.COM	2,000,000	55,000,000
FORUMER.COM	2,000,000	25,000,000
LEFORA.COM	1,000,000	10,000,000











### **OUR TOP SOCIAL COMMUNITIES**

#### Who we reach...

CRWG's O&O forums are comprised of a highly engaged audience of technology, gaming and lifestyle enthusiasts.

**Gaming and Entertainment.** Enthusiasts spend over five minutes longer on the CRWG sites than the average person spends at a website.

**Technology**. The participants are highly engaged males with 50% posting product reviews to online forums.

**Leisure & Lifestyle Verticals.** 64% of online women post product recommendations to message boards.

Forums – Valuable Demographics

67% Male 45% 18-34 42% 35+ 38% have children 47% college/grad school onythingbutipod where music comes to play





















### Forums, Social Networks, Blogs, Location-Based Services and Micro-blogs SOCIAL MEDIA



### **SOCIAL MEDIA REVENUE ON THE RISE**

According to research from Gartner Inc. social media revenue reached \$10.3 billion of this year. That's an increase of 41.4% from \$7.3 billion in revenue in 2010.

Revenue from advertising will account for \$8.2B in 2012.

201

\$10.3B

2010 \$7.3B 2012 \$14.9B

## 2015 \$29.1B

### **SOCIAL GOES PUBLIC**







### **AVERAGE CPM RATES ACROSS SOCIAL MEDIA SITES**

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- The average social networking community CPM rate is: \$0.56.
- According to TBG Digital, the US has seen an increase of 10% in CPC prices from Q3 to Q4 of 2011.
- The average CPM rates have increased 23% from Q1 to Q4 2011.
- The average CTR rates have increased 18%
  from Q1 to Q4 2011
- Average forum CPM rates are between \$0.10-\$0.80

CRWG has substantial potential to improve current impression rates.





## OUT OF ALL SOCIAL MEDIA, WHY FOCUS ON FORUMS?



## THE VALUE OF FORUMS IN THE SOCIAL MEDIA LANDSCAPE



- 32% of US Internet users contribute to online forums according to the GlobalWebIndex or 40 million users in the US alone. It has been estimated by BoardTracker that 300 million people use forums worldwide.
- People are communicating on message boards. 85% of all posts on a forum receive a reply from other users, with an average of 16 replies per post.
- Posts also are archived and remain for the life of the forum, continuing to live a long time online even when the conversation isn't active.

#### Forum-users are:



3.5 times more likely to proactively recommend a particular purchase to someone else



3.5 times more likely to share links about new products



4 times more likely to post online ratings and reviews



Almost twice as likely to share adviceoffline and in person – based on information they've read online

Sources: Deloitte "State of the Media Democracy Third Edition," provided to eMarketer, January 2009 "Search Engine Marketing and Online Display Advertising Integration Study" conducted by Forrester Consulting, May 11, 2009 Post-Release



## Marketing on Forums and Message Boards SOCIAL MEDIA MARKETING



### SOCIAL MEDIA MARKETING /CROWDGATHER

### "CONSUMERS EXPOSED TO A BRAND IN SOCIAL MEDIA ARE SUBSEQUENTLY 2.8 TIMES MORE LIKELY TO SEARCH FOR THAT BRAND THAN ARE CONSUMERS UNEXPOSED WITHIN SOCIAL MEDIA." GROUPM RESEARCH



### WHERE ARE SOCIAL MEDIA MARKETERS FINDING THE MOST SUCCESS?

#### Surprisingly, not Facebook

- According to eMarketer in 2011 eighty-three percent of companies viewed Facebook as a successful marketing campaign.
- Yet, for the past three years, Facebook hasn't matched message or bulletin boards with 96% reporting it was a successful tactic.

#### Social Media Tools with Which Inc. 500 Companies Have Had Success, 2009-2011

% of respondents

	2009	2010	2011
Message/bulletin boards	91%	93%	96%
Blogging	88%	86%	92%
Mobile apps			91%
Online video	87%	93%	90%
LinkedIn			90%
Discount sites	-	-	88%
YouTube			87%
Twitter	82%	81%	86%
Texting			84%
Facebook	54%	85%	82%
Podcasting	89%	71%	80%
foursquare		75%	68%
Myspace	-	36%	0%
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Source: University of Massachusetts Dartmouth Center for Marketing Research, "The 2011 Inc. 500 Social Media Update: Blogging Declines As Newer Tools Rule," Jan 30, 2012

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www.eMarketer.com

## **MEET EROX**

Erox is a new approach to functional fragrance design that combines patented compounds, including two human pheromones and ER303, a non-pheromone organic molecule that has been proven to increase excitement and arousal in men and women in a double-blind placebo controlled study.

The Erox body spray is unisex and works rapidly for both men and women.





### AFFILIATE MARKETING/ ADRIANNE CURRY

CrowdGather has partnered with Adrianne Curry to promote the Erox brand.

Adrianne Curry is best known for winning the America's Next Top Model prize during the show's first season. Since leaving the program, she has also appeared on the VH1 reality shows The Surreal Life and My Fair Brady. Curry appeared nude on the cover of Playboy in 2006 and again in 2008, and made Playboy's Top 25 Sexiest Women in 2008, along with the top 100 Playboy Spreads 2008 edition.





### EROX /SOCIAL MEDIA CAMPAIGN

Dubbed the "Social Media Scent" the campaign has received extensive coverage across major media networks and Twitter.

Target Demographics: Young men part of the pick-up scene.

The scent is being sold exclusively online through social media communities.

@CrowdGather

Tweets Tweets with links albertqian Albert Qiar Would You try a Made for #SocialMedia scent? - + BUSINESS CNN Forbes INSIDER Press **STYLE.COM** 10 Most Depressing Jobs Summer Alert: Dr. Beach Picks 10 Best US Beaches of 2011 THE NEXT WEB Scen MEDIGUTE F YOU'RE THE RIGHT CANDIDATE, WE'LL TRAIN Y RIGHT ADVISOR. TELL IMAIN T tecca YAHOO! Deborah Sweene DIGITAL LIFE TODAY A MY PROFILE MY HEADLINE GRABS A MY RSS FEED The Sweet Smell Of Success For avit The Interwebs May, **19**  $z_{021}$  , 544 pm ( deo soleng ( o recommendations ( o commence You heard it here first: the next big 25 AdRANTs lippies name in fragrance f Share s going to be Erox. This is not the first 15 time you'll be hearing about Erox though. The next time it might be Albuquerque Express through your Twitter feed **HEKNOW** ©2012 CrowdGather in



### CrowdGather STRATEGY/FINANCIAL MODEL







-Traffic (M page views)



Q1-11 Q2-11 Q3-11 Q4-11 Q1-12 Q2-12 Q3-12

### CRWG: Q3 2012 RESULTS



- Record revenues of \$549,750, an increase of 45% compared to revenues of \$380,212 for the third quarter of fiscal 2011
- Gross profit increased 62% to \$544,957 compared to gross profit of \$336,026 during the same quarter in fiscal 2011
- \$16.8 million in net equity, or a book value of \$0.29 per share
- Debt free with approximately \$2.7M in cash



### **GROWTH DRIVERS**: THE FORUM STRATEGY

#### Gaining Scale / Traffic Consolidation

• CRWG is focused on consolidating the very fragmented forum industry under one platform making it easier for advertisers to target audiences and track results.

#### Ad Server Technology

• CRWG is developing ad server technology to improve vertical ad delivery (targeting)

#### Monetizing Traffic

• The combination of a critical level of users/traffic and the ability to better target ads to specific users is expected to generate much higher branded and hosted forum RPMs.



### **FINANCIAL HIGHLIGHTS**

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### **Balance Sheet**

1	F2011 Revenue: \$1.6M, a 400% increase compared to prior
	year. Excluding benefit of acquisitions

Raised \$7.85M in a private placement transaction

F2012 Baseline Revenue Guidance: \$1.9M, up 20% compared to F2011 per analyst projections

Debt free & positive shareholders equity. CRWG still focused on applying for listing on a senior exchange when timing is appropriate and as company value increases.



Cash Flow Breakeven: Annual revenue run rate approximately \$3.6 million possible by end of fiscal 2013







### **COMPANY** MANAGEMENT

#### Sanjay Sabnani Chairman & CEO

Prior to starting CrowdGather, Sabnani was the EVP Strategic Development at Hythiam, Inc. Director of Business Development and Strategy at OSI Systems, Inc. and President and Director at Venture Catalyst, Inc.

#### **Gaurav Singh**

#### CFO

Most recently, Singh served as Director of Financial Operations for MDSynergy. Prior to MDSynergy he was a member of the executive team that lead the growth and the sale of Specialty Surgical Centers to Symbion, Inc.

#### **Rich Izzo**

#### Vice President of Operations

Most recently, Izzo was VP of Operations for Catasys, a publicly traded healthcare services company. Izzo is a CPA, and started his career with Ernst & Young in assurance services, working in both the New York and San Francisco offices specializing on banking and technology clients.

#### **Taher Scherzay**

Vice President of Technology

Microsoft, Alcatel-Lucent, Clarent, and Spirent Communications Aaron Beck Vice President of Advertising Internet Brands and Move.com

### **DIRECTORS / ADVISORS**



#### **Board of Directors**

#### Jonathan Dariyanani

Corporate Counsel for Aero Financial as well as for Genesis Venture Fund India 1, LP. A graduate of UC-Berkeley and Duke University Law School. Previously at the law firm of Wilson Sonsini Goodrich and Rosati.

#### **James Sacks**

President of JAS Holdings, providing Business Process Outsourcing sales for Medical Services companies.

#### **Chuck Timpe**

Served as a director since 1998 for IPC-The Hospitalist Company and as an advisor to CrowdGather since October 2008. From June 2003 to November 2008, Timpe served as the chief financial officer of Hythiam, Inc.

#### **Advisors**

#### **Paul Bragiel**

Co-founder of Lefora, acquired by CRWG in July 2010 . Co-founded Meetro, the first location based social network and was the founder of Paragon Five, a game development studio specializing in console and mobile.

#### John Breslin

Dublin native, co-founder and director of the highly-praised boards.ie Ltd., Ireland's largest message board community. Co-founder of StreamGlider and regularly writes for NewTechPost, a publisher of daily tech articles.

#### **Raj Chauhan**

GM of Publishers for OpenX, previously at the Rubicon Project where he held several VP roles: Business Development, North America Sales and Global Demand. Experience in online advertising began when he co-founded Banner Brokers in Malibu, CA, one of the world's first ad networks.

#### **David R. Woolley**

President of Thinkofit and a pioneer of social media and online communities. A veteran of interactive media and CBT, designed a variety of authoring tools and supervised the development of many CBT applications.

## CONTACT

# INFORMATION

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