

# ANNUAL REPORT

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# 2020

**ENTERTAINMENT  
SOFTWARE**  
ASSOCIATION OF CANADA



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## MESSAGE FROM THE CHAIR

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Canada is home to one of the world's most vibrant video game industries. The Entertainment Software Association of Canada (ESAC) is the voice of Canada's video game industry, and serves its member companies by engaging on relevant issues with government and public policy stakeholders nationally and internationally.

The role of the ESAC Board (Board) is to ensure good governance of ESAC with respect to activities carried out in support of our industry. The Board provides oversight of ESAC and supports its strategic direction including advocacy, protection of tax incentives, promotion of our industry values, membership development and awareness of issues pertaining to our industry.

More than two thirds of Canadians play video games regularly and our gamers come from diverse backgrounds. The Board fully supports the industry in its direction to create diverse and inclusive game play experiences and in the sustaining of workplaces which actively foster diversity and inclusion.

We are committed to providing guidance and direction to ESAC to ensure a healthy environment for our industry to flourish. This includes supporting initiatives such as our Student Video Game Competition, that assist member companies in developing diverse talent pipelines. This is an important pathway to ensuring our industry and our games are infused with diverse perspectives and creativity.

Our industry is inspired by the players, by the professionals committed to bringing artistic visions to reality, and by creating games that are accessible and enjoyed by millions. As Chair of the Board, I am pleased to share that we are proud of our industry's dynamic growth in Canada. Further, we are also proud of ESAC's 2019-20 initiatives which were created and delivered in support of Canada's video game industry.

**Michelle Liem**  
*ESAC Board Chair*



## MESSAGE FROM THE PRESIDENT & CEO

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Entertainment Software Association of Canada's (ESAC) mandate is to promote and protect the interests of Canada's video game industry from coast to coast. By engaging with governments across the country and advocating for the best possible environment to make and publish video games, our efforts continue to result in policies that are increasing job creation and corporate investment in Canada's video game industry. Our engagement with the media has resulted in an increased positive narrative of the industry in Canada in a time when negative narratives are dominating the press.

We are proud to support an industry which connects Canadians of all demographics across professions, governments, businesses and communities. Canada's video game industry supports an estimated 48,000 Full-Time Equivalents (FTEs); 27,700 FTEs are directly employed by video game companies in Canada, an increase of 28% from 2017; and employs 20,000 indirect full-time employees. Our industry contributes \$4.5 billion dollars to Canada's GDP. We believe video games are a medium for entertainment, education and elevation of communities through connection. A perception which continues to be validated by our collective experience during an era of a global pandemic.

March 2020 will be forever known as the month that signalled the COVID-19 pandemic. A virus, invisible to the human eye, forced businesses to close, schools to shut down; people around the world, for the first time ever, were either asked or required by law to self-isolate. Economies were pushed into recession, and even as societies began reopening, the effects of lockdown on our communities, coupled with the continuing COVID-19 pandemic, will be long lasting.

During complete lockdown, world communities relied increasingly on technology to maintain family, business and social connections. Rallying around our computers and screens, we engaged extensively through video game play, bolstering our mental health and keeping our families and friends connected. Our industry not only lent itself to supporting online communities, but our member companies supported many initiatives that encouraged people to stay home, practise social distancing and adhere to public health and hygiene guidelines.

We live in a digital society, our access to technology has an impact on how we engage in our everyday lives. At ESAC, we recognize the power of video games to support and serve our communities. Video games developed in Canada are played here at home and throughout the world by more than 2.2 billion video game enthusiasts.

I am proud to share the activities undertaken by ESAC in fiscal 2019-20 in support of our thriving industry.

**Jayson Hilchie**  
*President & CEO*

## COVID-19 IMPACT ON INDUSTRY

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Canada's video game industry remains healthy; companies in the sector have put in place remote measures that support keeping the workforce employed. No significant staff reductions have been communicated and due to COVID-19 isolation measures at the beginning of the pandemic, companies reported an increase in sales as well as engagement from gamers.

Each province has experienced COVID-19 challenges, no region or territory has gone untouched. After months of quarantine, Canada's provinces and territories are adopting phased approaches to reopening their economies. We understand that in a COVID-19 world, there will not be a 'return to normal' but rather an opportunity for studios to advance pandemic-safe work environments for their employees.

Studios are facing difficult decisions; re-opening physical locations and re-calling employees during a pandemic is complex. Studios must balance the safety and trust of their employees with operational and economic interests; this calls for a deep understanding of compliance measures, responsibilities and obligations.

To support studios in this new normal, ESAC developed a Return-to-Work Guide which has been shared with member companies as well as provincial associations. ESAC has also conducted an evaluation of its own operations based in Toronto and will be moving indefinitely to a remote-work model in 2021.

## DIVERSITY AND INCLUSION

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Our communities are undergoing exponential change and these dynamics have the potential to define and enhance our workplaces in the future. In fiscal 2019-20, ESAC began discussions with international association partners to make available ongoing support for our member companies as they continue to create diverse and inclusive workplaces.

ESAC will move forward with exploring ways to support our member companies in promoting diversity and inclusion in our industry.

# ECONOMIC IMPACT RESEARCH

In fiscal 2019-20, in partnership with research firm Nordicity, ESAC launched its economic impact research study. The study relies on the participation of and input from video game studios to create the most accurate picture of Canada's video game industry. Research Survey data collection was finalized in May 2019, initial results were presented in July 2019 and the study was launched in November 2019.

ESAC and Nordicity launched survey outreach during the Game Developer Conference mid-March held in San Francisco, California. Global Affairs Canada shared promotional survey cards on behalf of ESAC with GDCers and Nordicity shared cards during the GDC Canada Party.

In fiscal 2018-19, the response rate goal was a minimum of 150 video game company respondents. In fiscal 2019-20, ESAC has identified approximately 700 video game companies across Canada, and increased successfully met and surpassed its response rate with 185 respondents.

Canadian Video Game Industry 2019 (Economic Impact Study) is widely considered the definitive guide to the current landscape of the Canadian industry and is consulted year-round by media, researchers and government decision makers. In 2019-20, ESAC's Economic Impact Study approached analysis of our industry through five lenses: economic impact, size and structure, geography, employment impact, and workforce.

Overall, the results of the Economic Impact Study were positive signalling that Canada has a strong policy, and economic environment for sustaining and growing video game development companies. The number of Canadian video game companies increased by 16%, to approximately 700 active studios. The industry contributed \$4.5 billion to Canada's GDP in 2019; and, supports an estimated 48,000 Full-Time Equivalents (FTEs) of employment including 27,700 FTEs directly employed by video game companies.

Fiscal 2019-20, included ESAC's President & CEO, Jayson Hilchie, launching of a cross-country roadshow to promote and create awareness of study outcomes with Canadian industry and provincial government reps at events in Halifax, Nova Scotia, Toronto, Ontario, Montreal, Quebec, and Vancouver, British Columbia.

ESAC remains Canada's leading source for research exploring trends as well as specific and practical information about our video game industry.



*Jayson Hilchie, President & CEO delivers economic impact research presentation at MEGAMIGS in Montréal, Québec (November 2019)*

# COMMUNICATIONS & PUBLIC RELATIONS HIGHLIGHT

## Economic Impact Research Advocacy Campaign

In 2019-20, ESAC launched a robust digital campaign to promote the results of our latest economic impact study. Our research is intended to provide insights into industry growth as well as context for policymakers and legislators. In support of this mandate, ESAC profiled industry professionals to provide an insider's look at exciting talent opportunities and innovations across the country.

ESAC's President & CEO, Jayson Hilchie undertook a cross-country tour and hosted events for industry representatives in Montreal, Halifax, Vancouver, and Toronto.

## Studio Profiles

Studio professionals occupying a variety of roles from studios across Canada - Other Ocean Interactive, Ubisoft, EIDOS-Montréal, EA-Bioware, and Kabam.



### **Lesley Phord-Toy**

#### **Corporate Affairs Director, Central and Western Canada – Ubisoft Toronto (Ontario)**

With a foundation in engineering from the University of Waterloo, Lesley Phord-Toy's 20-year career has ranged from software development for visual effects in Los Angeles, to video game development and production in Vancouver, Montreal, and Toronto. A founding member of Ubisoft Toronto, Lesley helped to grow the studio from 5 to over 800 people and has led projects and teams on several blockbuster Ubisoft brands including Tom Clancy's Splinter Cell, Assassin's Creed, and Watch Dogs.

In her current role as Corporate Affairs Director, Lesley is responsible for overseeing strategic corporate initiatives for Ubisoft, with a focus on government, institutions, and industry partners in Central and Western Canada. She is excited to support the growth and development of the video game ecosystem through her mandate to lead programs targeted towards education, research & development, and entrepreneurship.



### **Chris Navarro**

#### **Development Director – Other Ocean Interactive St. John's (Newfoundland)**

Originally from Mexico City, Chris moved to California in 1999. He started his career as a videogame developer working with LucasArts in 2004 as a tester and worked his way to an assistant lead and Compliance lead. Eventually in 2008 he moved with his family and settled in Newfoundland and Labrador, Canada. In 2009, he once again joined the videogame industry with Other Ocean Interactive, a Canadian videogame company. Chris has been part of Other Ocean Interactive for 10 years and has worked on many titles as a tester, producer and now as the Development Director of the Newfoundland studio.



### **Sven Tapp**

#### **Head, Business Intelligence, Kabam Vancouver (British Columbia)**

Sven Tapp is an awarded management accountant with over fifteen years of strategic analysis experience, empowering organizations to achieve strategic objectives by delivering critical management information for decision-making. As the Head of Business Intelligence for Kabam Games Inc., he leads a team responsible for corporate business intelligence and analytics, financial modelling, and strategic planning. Sven has spent over fifteen years in growth tech fields. Before Kabam he worked for five years in direct marketing and e-commerce in Japan followed by over seven years in strategic planning and marketing roles for two of Canada's major mobility companies.

## Economic Impact Research Advocacy Campaign cont.



**Tania Poulter**

**Director, Product Development – EA Edmonton (Bioware)  
Edmonton (Alberta)**

Tania is the leader of EA Create Art, a diverse group of artists spread across the globe. Create Art delivers compelling visual experiences across multiple genres and art styles. Visual art and technical art unite to create incredible characters and the worlds they inhabit. Tania has been in the games industry for over 15 years and is passionate about guiding others to be better versions of themselves. She sits on the Board of Directors for EA Women's Employee Resource Group and an advocate for diversity and Inclusion. Tania lives Edmonton but travels the world to support her teams. She is a wife and mother to three amazing kids.



**Éric Martel**

**Director of AI and Machine Learning, Eidos-Montréal  
Montréal (Quebec)**

Eric Martel is currently Director of AI and Machine Learning at Eidos-Montréal, where he manages a department that researches and develops innovative game development methods through the use of AI. Eric has worked in the games industry for the past 18 years. Over these years, he led gameplay teams in developing creative and robust game AI on franchises such as Assassin's Creed, Far Cry and Thief.

A firm believer of sharing experience and knowledge, Eric has spoken at multiple conferences including the GDC and MIGS. He also published articles in the AI Wisdom and Game AI Pro series.

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ESAC is proud of our industry and will continue to explore innovative ways to promote the positive impact video games have on Canada's economy and the lives of Canadians.

## VIDEO GAMES ON THE HILL AND LOBBY DAY

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In fiscal 2019-20, ESAC hosted its 2020 Video Games on the Hill. We had a record number of showcase participants with eleven - including member companies and industry partners. We were joined by Certain Affinity, EA, the winners of the 2019 ESAC Student Video Game Competition, the Entertainment Software Rating Board, Gameloft, Ludia, Nintendo, Other Ocean, Playstation, Ubisoft and Xbox. ESAC's Video Games on the Hill welcomed 200 participants (including 25 MPs) on Parliament Hill. Participants were joined by special guests and leaders from industry and the federal government.

- Honourable Minister for Innovation, Science and Industry, Navdeep Bains
- Member of Parliament for Halifax, Andy Fillmore
- Stan Pierre-Louis, President & CEO of the Entertainment Software Association in the United States (Washington, DC)
- Michelle Liem, Entertainment Software Association of Canada, Board Chair
- Jayson Hilchie, President & CEO, Entertainment Software Association of Canada



## Video Games On The Hill and Lobby Day cont.

Our industry continues to experience growth and we remain committed to representing the interests of our members and providing valuable opportunities to engage with policy and decisionmakers.

Lobby Day meetings are held the day following Video Games on the Hill. In fiscal 2019-20, ESAC chaired lobby meetings with federal government officials including the Minister of Heritage, the NDP Critic for Innovation, Science and Industry; the Director of Policy, Minister of Small Business, Export Promotion and International Trade; Deputy Director of Policy, Minister of Innovation, Science and Industry; Bloc Critic for Industry and Trade, the Senior Policy Advisor, Office of the Prime Minister; and the Parliamentary Secretary, Minister of Small Business, Export Promotion and International Trade, NDP Deputy Leader, Critic for Canadian Economic Development for Quebec Regions and Canadian Heritage.



*Jayson Hilchie, President & CEO welcomes The Honourable Navdeep Bains, Minister of Innovation, Science and Industry at Video Games on the Hill 2019*

# GOVERNMENT RELATIONS & POLICY HIGHLIGHT

The 2019-20 remained a busy year for ESAC on the policy and advocacy front. Highlights include increased collaboration with other NTA's on shared objectives like academic research and esports, a Federal Election in the Fall of 2019, and a notable win for our industry related to the long-awaited Broadcasting and Telecommunications Legislative Review (BTLR).

In 2018-19, ESAC prepared a concise and persuasive submission to the Panel articulating why our member companies are not broadcasters and that the products they develop are not programs. In February 2020, the BTLR Review Panel released the results of its two-year review on how to modernize the Broadcasting and Telecommunications Acts. The report included a recommended change to the definition of audio-visual content; specifically, the inclusion of the term interactive which had the potential to prompt the inclusion of video games under the broadcasting regulatory frameworks.



*Stanley Pierre-Louis, Chief Executive Officer of the Entertainment Software Association (U.S.) moderates View from the Top: Lessons Learned and the Path Forward: Global association CEOs address worldwide policy priorities in 2020. Brussels, Belgium (December 2019)*

Within weeks of the reports release, ESAC organized a timely audience with the Minister of Heritage during which our industry's position was clearly outlined for consideration. ESAC underlined that thousands of Canadians work in key creative positions in our industry, which speaks to the underlying goal of the BTLR review; good jobs for Canadian creators.

Our position proved compelling, and resulted in the Minister of Heritage's spokesperson stating publicly that our industry had earned an exemption for video games under the Canadian content rules in anticipated revisions to the Broadcasting Act. This is a significant advocacy outcome that will result in the avoidance of significant costs for member companies, and will support the continued growth of the Canadian video game industry.

ESAC will continue to be active on the policy and advocacy front in 2020-21 as Canada begins to recover from the economic toll of COVID-19, and the government proceeds with pre-pandemic priorities like the Digital Charter and BTLR modernization this Fall and beyond.

# INTERNATIONAL POLICY AND PUBLIC RELATIONS SUMMITS

ESAC is an annual participant at the International Video Games Associations Summit (Summit). The event is divided into Policy and Public Relations Summits. Through a series of panel discussions and presentations, representatives from National Trade Associations (NTAs) and industry from around the world examine issues facing the video game industry globally.

In 2019-20, the Summit was hosted by ESA and ISFE in Brussels, Belgium from December 4 to 6, 2019; it was well attended.

ESAC was an active contributor at the Summit; Jayson Hilchie, President & CEO participated in the Global Association CEOs Panel addressing worldwide policy priorities for 2020. Paul Fogolin, Director, Policy & Government Affairs participated in a Policy Summit panel addressing global alignment on esports policy priorities for 2020.

Corinne Crichlow, Director, Communications & Public Relations participated in PR Issues on the Horizon a panel exploring discussions beyond our core issues, such as environmental impact, esports, diversity, and accessibility and delivered a presentation during the PR Summit providing NTAs with an overview of ESAC's Economic Impact Research Campaign.

The Summit provides an important and valuable opportunity for increased global cooperation on industry issues.



*Representatives of the Global Video Game Industry in Brussels, Belgium (December 2019)*



*From left to right, Paul Fogolin, Director, Policy & Government Affairs, ESAC; Corinne Crichlow, Director, Communications & Public Affairs, ESAC; Jayson Hilchie, President & CEO, ESAC in Brussels, Belgium (December 2019)*

## NEW ESAC MEMBER COMPANIES

Membership supports include having a dedicated team of professionals monitoring, engaging on issues, always seeking positive solutions to potential burdensome regulatory proposals. Membership also ensures our industry acts with one voice while proactively building relationships with public policy decisionmakers, national stakeholders and media. In fiscal 2019-20, ESAC welcomed two new member companies.

### **Certain Affinity**

Certain Affinity is the largest independent video game developer in Austin, Texas. The studio currently employs more than 200 employees in Austin; and has a hiring strategy underway to more than triple its number of employees at its Toronto studio. In the twelve years since

Max Hoberman, President, founded [Certain Affinity](#), the company has developed and co-developed a roster of high-fidelity games; including [Call of Duty](#) and [Halo](#).

The new Toronto studio is a crucial part of Certain Affinity's future growth and strategy. Certain Affinity builds top-tier games in a great environment; balances quality of life with quality of work, empowering our teams to do their best; keeps all the fun parts of developing games and strip out all the BS. Certain Affinity, the largest independent video game developer in Austin, has opened a second game studio in Toronto's Fashion District.

## NetEase

[NetEase Games](#), one of the largest Chinese online game developers, has established a new studio in Montréal which will be focused on video game research and development. NetEase is currently looking to staff up its new team in the heart of one of Canada's largest technical talent pools. NetEase chose to open its studio in Montréal because of the city's depth of human resources, technology resources and its video game development ecosystem.

NetEase Games is the online games division of NetEase, Inc. (NASDAQ: NTESS), developing and operating some of the most popular PC-client and mobile games in markets including China and Japan. As one of the world's largest incubators of quality online game content, NetEase Games is dedicated to supporting the growth of innovative studios around the globe and growing an international presence along the way. To complement its self-developed games and world-class R&D capabilities, NetEase Games also partners with other industry leaders including Blizzard Entertainment, Mojang AB (a Microsoft subsidiary) and other global game developers to operate some of the most popular international online games in China.

# STUDENT VIDEO GAME CONTEST

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## #SVGC2019

ESAC annually hosts its Canadian Student Video Game Competition, inviting post-secondary students from across the country to participate and showcase their development skills and demonstrate excellence in three (3) core areas: Originality/Creativity, Artistic Expression and Technical Proficiency. Video games are an important part of today's society and students from across our country are creating exciting and innovative experiences as part of their post-secondary education.

#SVGC2019, in its fifth year, received a record number of submissions; forty postsecondary teams from twenty-five schools from Newfoundland to British Columbia, submitted their games for our expert panel of judges to play and review. A team of students representing Université du Québec en Abitibi-Témiscamingue (UQAT) and Université du Québec à Montréal (UQAM) teamed up to build the game Cut Loose which took first place. Cut Loose is a third-person adventure game wherein a puppet attempts to escape from its controlling puppeteer. Originally built for Ubisoft's 2019 Game Lab Competition, the project earned Ubisoft's prize for best artistic direction and production as well as the public choice award. Ubisoft has a longstanding history of engaging universities and supporting student entry into the video game industry.

Game Lab Ubisoft's Game Lab 2019 hosted 168 participants, 24% female, 21 teams from 12 universities. Seven of these teams won awards for categories such as, best prototype, best game design, best triple C (camera, character, and command) design – all categories served to highlight keys to making great video games. Each year, Ubisoft hires students who have participated in its game development program as interns or employees. To date, nearly thirty Game Lab 2019 students were hired including two UQAM students from the Cut Loose team.

## #SVGC2019 cont.

2019 marks the ninth edition of their Game Lab Competition. Cut Loose marks the third consecutive year that a team from Quebec that participated in Ubisoft Game Lab Competition has captured ESAC's Student Video Game Competition. The team travel to Los Angeles, California to showcase their game on the show floor at E3 from June 11 to 13.

The top three games in #SVGC2019 span the country and showcase how Canada's post-secondary game development programs are producing top-notch talent: First Place – Cut Loose, UQAT/UQAM; Second Place – HOMEBASS, Sheridan College; Third Place – Team Akimbo, Varchlan, Vancouver Film School.



ESAC and Cut Loose Team: **Dominic Brodeur-Gendron**, Université du Québec à Montréal (UQAM), Informatique et génie logiciel; **Alexandre Choinière**, Université du Québec en Abitibi-Témiscamingue – Campus de Montréal (UQAT MTL), Création de jeux vidéo (art); **Louis-Philippe Geoffrion**, Université du Québec à Montréal (UQAM), Informatique et génie logiciel; **Kathy Khau**, Université du Québec en Abitibi-Témiscamingue – Campus de Montréal (UQAT MTL), Création 3D – Animation; **Félix Mailhot**, Université du Québec en Abitibi-Témiscamingue – Campus de Montréal (UQAT MTL), Création de jeux vidéo (design); **Jean-Médrick Piché**, Université du Québec en Abitibi-Témiscamingue – Campus de Montréal (UQAT MTL) – Création de jeux vidéo (art); **Olivier Rufange**, Université du Québec en Abitibi-Témiscamingue – Campus de Montréal (UQAT MTL) Création de jeux vidéo (art); **Tiffani Trogi**, Université du Québec en Abitibi-Témiscamingue – Campus de Montréal (UQAT MTL), Création 3D

# PARTNERSHIPS

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## Information and Communications and Technology Council

Supporting industry growth is an important driver for ESAC. In fiscal 2018-19 we found a unique opportunity to assist students in landing opportunities for students in Canada's video game industry. ESAC partnered with the Information and Communications and Technology Council (ICTC) to administer an employer incentive program: [Work Integrated Learning Digital Program](#) (WIL Digital). The program is designed to develop our next generation of Canadian digital talent and ensure students have the skills they need for the digital workforce of today – and drive innovation for the digital workforce of tomorrow.

ESAC continues to engage with potential community partners to explore ways to enable engagement with our industry and support the next generation of developers and gamers.

## Canadian Game Awards

In fiscal 2019-20, ESAC announced its endorsement of the first Annual [Canadian Game Awards](#) (CGA). The celebration of Canada's video game industry is produced by Northern Arena. The first Annual CGA was scheduled to take place in April 2020 at the TIFF Bell LightBox in Toronto, Canada; however, the awards ceremony was cancelled due to the pandemic.

“Entertainment Software Association of Canada is proud to support the first Annual Canadian Game Awards. We see the Canadian Game Awards as our opportunity to celebrate Canada's vibrant video game industry. We have exceptional talent, developers and a strong business ecosystem for creating games that are played by Canadians and gamers around the world.” said Jayson Hilchie, President & CEO, ESAC. “We believe these awards are an exciting way to showcase what our industry has known for years – Canada is the best place in the world to make video games.”

The ceremony was set to be broadcast via Super Channel's GINX Esports TV Canada, and made available on Amazon Prime, Bell, Bell Fibe, Eastlink, Rogers, Shaw, Telus, and Videotron. CGA also planned to broadcast a behind-the-scenes show via SQUAD online channels. CGA remains committed to recognizing and honouring Canada's best in the video game industry and plans to host a digital awards ceremony in September to announce its 2019 winners.

## Canadian Screen Awards

The Academy of Canadian Cinema & Television, the largest non-profit professional arts organization in Canada, is dedicated to recognizing, advocating for, and celebrating Canadian talent. In March of each year, the Academy hosts Canadian Screen Week which includes the Canadian Screen Awards Broadcast Gala; however, this year due to the pandemic, the CSAs were presented virtually in May 2020.

In 2019-20, the Canadian Screen Awards introduced three new categories:

- Best Video Game Narrative
- Best Children's Video Game Narrative
- Best Virtual Reality Game

The number of submissions was low and prompted the CSA to condense and consider entrants under one category Best Video Game Narrative.

The nominees for the Best Video Game Narrative category were:

- East of the Rockies (Jam3, NFB) **WINNER**
- Lightbearer (Compulsion Games)
- Roger & James in They Came from Below (Compulsion Games)

The creation of three new categories is an exciting development for our industry as it demonstrates that video games are mainstream and an important part of Canada's social fabric.

ESAC will support the Canadian Screen Awards in promoting our industry and is committed to exploring opportunities for collaboration in the future.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

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The Entertainment Software Association of Canada is in a strong financial position. In fiscal 2020, ESAC continued its investments in lobbying activities, public relations, and membership development. ESAC is committed to mitigating financial risk while maximizing member value.

- Increased investment in public relations and industry branding through a national video campaign promoting the economic and social value of the sector to multiple provinces.
- Continued operational costs related to research on Canada's video game industry and its impact to the Canadian economy.
- Continued investment in relationship building activities including a national tour of our economic impact campaign and participation in the global industry summit in Brussels, Belgium.
- Increase in members with the addition of two new companies.
- Continued sound fiscal management with a small surplus and contribution to members' equity.

## **ABOUT ESAC**

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ESAC is the national voice of the video game industry in Canada. We work for our members – Activision Blizzard, Glu, EA, Gameloft, Ubisoft, Kabam, Other Ocean Interactive, Ludia, Microsoft, Nintendo, Sony Interactive Entertainment, Relic Entertainment, Solutions 2 Go, WB Games, Square Enix, Take 2 Interactive, Codename Entertainment, Certain Affinity and NetEase Games – to ensure legal, regulatory and public affairs environments are favourable to long-term business development. For more information, visit [theESA.ca](http://theESA.ca).