## UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 8-K

## CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): July 18, 2018

**Chicken Soup for the Soul Entertainment Inc.** 

(	Exact Name of Registrant as Specified in Charter)	
Delaware	001-38125	81- 2560811
(State or Other Jurisdiction	(Commission	(IRS Employer
of Incorporation)	File Number)	Identification No.)
132 E. Putnam Avenue, Fl	132 E. Putnam Avenue, Floor 2W, Cos Cob, CT	
(Address of Principal E	(Address of Principal Executive Offices)	
Registran	t's telephone number, including area code: <b>(855)</b> 3	98-0443
	N/A	
(Former	Name or Former Address, if Changed Since Last	Report)
Check the appropriate box below if the Form 8-K filing provisions (see General Instruction A.2. below):	g is intended to simultaneously satisfy the filing ob	oligation of Holdco under any of the following

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e 4(c))

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ⊠

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\Box$ 

#### ITEM 7.01. REGULATION FD DISCLOSURE.

Attached as Exhibits 99.1 and 99.2, respectively, to this Current Report are an investor presentation and an investor presentation sheet that Chicken Soup for the Soul Entertainment Inc. (the "<u>Company</u>") plans to use for public relations and other corporate purposes.

The information furnished under this Item 7.01, including the exhibits related thereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference in any disclosure document of the Company, except as shall be expressly set forth by specific reference in such document.

### ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS.

(d) Exhibits.

Exhibit No. Description

99.1 <u>Investor presentation.</u>

99.2 <u>Investor presentation sheet.</u>

### **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: July 18, 2018 CHICKEN SOUP FOR THE SOUL ENTERTAINMENT INC.

By: /s/ William J. Rouhana, Jr.

Name: William J. Rouhana, Jr. Title: Chief Executive Officer

# CHICKEN SOUP FOR THE SOUL ENTERTAINMENT

INVESTOR PRESENTATION JULY 2018

#### FORWARD-LOOKING STATEMENTS

This presentation (the "Presentation") relates to Chicken Soup for the Soul Entertainment, Inc. ("CSS Entertainment" or the "Company"), which completed its initial public offering in August 2017 pursuant to a qualified offering statement ("Offering Statement") filed under Regulation A as promulgated under the Securities Act of 1933, as amended (the "Act"). The Company completed its acquisition of Screen Media Ventures, LLC in November 2017 as further described in the Company's current report on Form 8-K, initially filed on November 6, 2017 and amended on January 16, 2018 and January 17, 2018 (the "Screen Media 8-K"). Financial information for the year ended December 31, 2017 and the three months ended March 31, 2018 is derived from our Annual Report on Form 10-K and Quarterly Report on Form 10-Q, respectively, as filed with the Securities and Exchange Commission. Please see these reports, our Offering Statement, and our Current Reports on Form 8-K (including the Screen Media 8-K, as amended) at www.sec.gov.

The purpose of this Presentation is to assist persons in their review of the business and plans of the Company. In addition to the information presented herein, you are advised to read the Offering Circular, which contains additional information, including information regarding the risks faced by the Company in its operations and the risks involved in an investment in the Company. The entire contents of this Presentation is qualified by the Offering Circular.

This Presentation includes "forward-looking statements" and projections. CSS Entertainment's actual results may differ from its expectations, estimates and projections and consequently, you should not rely on these forward looking statements or projections as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believes," "predicts," "potential," "continue," and similar expressions are intended to identify such forward-looking statements.

These forward-looking statements and projections include, without limitation, estimates and projections of future performance, which are based on numerous assumptions about sales, margins, competitive factors, industry performance and other factors which cannot be predicted. Therefore, the actual results of operations are likely to vary from the projections and the variations may be material and adverse. The projections should not be regarded as a representation or prediction that CSS Entertainment will achieve or is likely to achieve any particular results.

CSS Entertainment cautions readers not to place undue reliance upon any forward-looking statements and projections, which speak only as of the date made. CSS Entertainment does not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

The Company uses a non-GAAP financial measure to evaluate its results of operations and as a supplemental indicator of our operating performance. The non-GAAP financial measure that the Company uses is Adjusted EBITDA. Adjusted EBITDA is considered a non-GAAP financial measure as defined by Regulation G promulgated by the Act, as amended. Due to the significance of non-cash and non-recurring expenses recognized in the years ended December 31, 2017 and 2016, and three months ended March 31, 2018 and the likelihood of material non-cash and non-recurring expenses to occur in future periods, the Company believes that this non-GAAP financial measure will enhance the understanding of its historical and current financial results. Further, the Company believes that Adjusted EBITDA enables its board of directors and management to analyze and evaluate financial and strategic planning decisions that will directly effect operating decisions and investments. The presentation of Adjusted EBITDA should not be construed as an inference that the Company's future results will be unaffected by unusual or non-recurring items or by non-cash items. This non-GAAP financial measure should be considered in addition to, rather than as a substitute for, the Company's actual operating results included in its consolidated financial statements.

All registered or unregistered service marks, trademarks and trade names referred to in this Presentation are the property of their respective owners, and CSS Entertainment's use herein does not imply an affiliation with, or endorsement by, the owners of these service marks, trademarks or trade names.

The securities of CSS Entertainment are highly speculative. Investing in shares of CSS Entertainment involves significant risks, including those described in the Offering Circular.

The following factors, among others, could cause actual results to differ materially from those set forth in this presentation:

- CSSE does not have a long operating history on which to evaluate the company.
- Certain conflicts of interest may arise between CSSE and its affiliated companies and CSSE has waived certain rights with respect thereto.
- CSSE's long-term results of operations are difficult to predict and depend on the commercial success of its video content and the continued strength of the Chicken Soul for the Soul brand.
- CSSE's reliance on third parties for production and distribution could limit its control over the quality of the finished video content.
- An integral part of CSSE's strategy is to initially minimize its production and distribution costs by utilizing funding sources provided by others, however, such sources may not be readily available
- As CSSE grows the Company may seek to fund and produce more of its video content directly, subjecting the Company to significant additional risks.
- CSSE has derived revenue to date from a limited number of video contents and clients and have funded its projects from a limited number of sources.
- CSSE is required to make continuing payments to its affiliates, which may reduce cash flow and profits
- If a project CSSE is producing incurs substantial budget overruns, the Company may have to seek additional financing from outside sources to complete production or fund the
- Distributors' failure to promote CSSE's video content could adversely affect its revenue and could adversely affect its business results.
- CSSE is smaller and less diversified than many of its competitors.
- CSSE must successfully respond to rapid technological changes and alternative forms of delivery or storage to remain competitive.
- CSSE faces risks from doing business internationally.
- Protecting and defending against intellectual property claims may have a material adverse effect on its business.
- Others may assert intellectual property infringement claims against CSSE.

  CSSE's business involves risks of liability claims for video content, which could adversely affect CSSE's results of operations and financial condition.
- Piracy of video content may harm CSSE's business.
- CSSE relies upon a number of partners to offer streaming of content to various devices.
- Any significant disruption in the computer systems of third parties that CSSE utilizes in its operations could result in a loss or degradation of service and could adversely impact its business
- CSSE online activities are subject to a variety of laws and regulations relating to privacy, which, if violated, could subject CSSE to an increased risk of litigation and regulatory actions. If government regulations relating to the internet or other areas of CSSE's business change, CSSE may need to alter the manner in which it conducts business or incur greater
- operating expenses.
- If CSSE experiences rapid growth, CSSE may not manage its growth effectively, execute its business plan as proposed or adequately address competitive challenges
- CSSE's exclusive license to use the Chicken Soup for the Soul brand could be terminated in certain circumstances.
- CSSE is subjected to risks associated with possible acquisitions, business combinations, or joint ventures
- Claims against CSSE relating to any acquisition or business combination may necessitate the Company seeking claims against the seller for which the seller may not indemnify CSSE or that may exceed the seller's indemnification obligations.
- CSSE may require and not be able to obtain additional funding to meet increased capital needs after an acquisition.
- CSSE's success depends on its management and relationships with affiliated companies
- To be successful, CSSE needs to attract and retain qualified personnel.
- CSSE is an "emerging growth company" under the JOBS Act of 2012 and cannot be certain if the reduced disclosure requirements applicable to emerging growth companies will make its Class A common stock less attractive to investors.
- CSSE's status as an "emerging growth company" under the JOBS Act of 2012 may make it more difficult to raise capital as and when the Company needs it.
- Since CSSE's content is digitally stored and distributed online, and CSSE accepts online payments for various subscription services, causing its business to face numerous

A more complete description of these risks and uncertainties can be found in the flings of the Company with the U.S. Securities and Exchange Commission.

## INVESTMENT CONSIDERATIONS

- Chicken Soup for the Soul Entertainment ("CSS Entertainment") provides online video on-demand ("VOD") entertainment with brand-consistent, positive content that is advertising-supported & subscription-based.
- Chicken Soup for the Soul is globally-recognized, positive brand with a unique, actively engaged fan base
- Entertainment industry being disrupted by streaming video
- Core production and distribution business provides strong foundation for faster growing online VOD networks
- Transformative acquisition of Screen Media substantially enhances portfolio of assets, advances strategy, & increases revenue & EBITDA visibility
- Rapidly growing & diversified revenue streams & solid balance sheet
- 2018 guidance of \$36 million in revenue & \$18 million in EBITDA (1)

(1) Guidance was affirmed on 3/27/2018 as part of the company's FY 2017 earnings release



## CHICKEN SOUP FOR THE SOUL ENTERTAINMENT: OVERVIEW



## Online Video On-Demand Networks

Advertiser supported and subscription-based



("VOD") network with rights to >3,000 films & 60 TV series



positive journalism, online network sharing written and video stories



## Traditional Distribution

Worldwide television series and films

Rights to over 1,200 TV series and feature films

One of the largest independentlyowned content libraries in the world

Assets valued at \$31M by Astrina Inc.



### **Production**

Television and online video series that bring out the best in the human spirit

Funded by outside parties covering more than the production costs

## **BRAND STRENGTH**

Chicken Soup for the Soul Brand: Hope, Comfort and Positivity with a high female demographic

A Plus: Provides positive journalism 50% millennial audience



#### **Combined Content Views**

6.7B content views<sup>(a)</sup> rolling 12-months through 3/31/18\*

Content views increased 8x since September 2016

### **Combined Social Media**















3.7M combined highly-engaged Facebook fans\*

80% of social media followers are female

### **CSS Brand Awareness**

89%(b)



## **BRAND FACTS** >250 Book Titles Published over 25 years 25,000+ Stories Published 500M Books Sold worldwide 10-12 New Titles Published each year (3) Includes impressions, video views, and podcast downloads (9) Harris Poll 2008 Metrics from Facebook, Twitter, Instagram, and Google Analytics

## CSS ENTERTAINMENT ECOSYSTEM



**Digital Footprint** 









SCREEN MEDIA

OTT

(PopcornFlix, FrightPix, Comedy and Kids)



Chicken Soup for the Soul. Entertainment

**OUR ECOSYSTEM** 

Independent Film Library

TV Networks & Production Companies



7

Technology has fundamentally disrupted the structure and economics of the entertainment and media industry.

Consumers are going online for video consumption.

### CAPITALIZING ON OPPORTUNITIES

TV networks seeking low-cost content and new revenue streams Advertisers seeking new ways to reach consumers Facebook's ongoing modifications to algorithms

Future technology advancements: 5G, Mobile, VR and Driverless Cars Consumers seeking alternatives for video content consumption (DTC, OTT, VOD)

## Build and expand online video on-demand networks while using traditional distribution and series production to generate current revenue and EBITDA

Monetize through Production & Traditional <u>D</u>istribution

Continue producing TV series using profitable business model

Create content for online video on-demand networks

Lower content costs

Generate revenue and profit as networks grow Expand Online VOD Offerings

Grow online video ondemand networks under CSS brand

Library has grown to over 111 30-minute original episodes to date Acquisitions

Accelerate VOD growth by selectively acquiring:

Content libraries

Digital publishers with related content

Stand-alone video ondemand networks Operating Metrics

Consumers: ad-supported and subscription-based

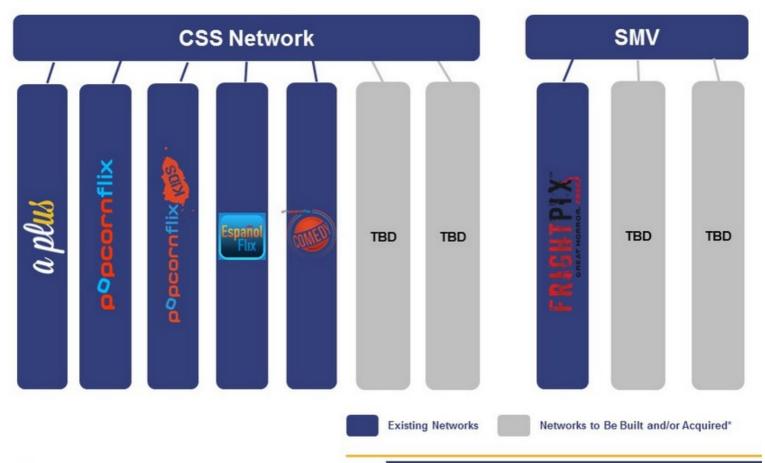
Advertising minutes filled

**eCPM** 

Subscription price

9

## VIDEO ON-DEMAND ONLINE NETWORKS: OVERVIEW



## VIDEO ON-DEMAND ONLINE NETWORKS: OVERVIEW

Build and expand online video on-demand networks to create a network of networks

Network defined as video service and/or app delivered over the internet available for all screens

- Offer advertising-supported and subscription-based online video ondemand networks
- Market across multiple networks to grow audience and lower customer acquisition costs
- Share technology costs
- Segment and reuse content to create critical content at a lower cost

### **Existing Networks:**



Advertising-supported online video ondemand network with five channels



Advertising-supported online video ondemand network delivering positive journalism



## VIDEO ON-DEMAND ONLINE NETWORKS: POPCORNFLIX

- · Advertising-based direct-to-consumer ("DTC") video network
- · Has a critical mass of content
- · Five advertising-based DTC video on-demand networks
- · Available online and through Apple iOS, Android, Roku, Amazon, YouTube, and more
- · eCPMs increasing
- · Also delivers CSS Entertainment-produced content

### ACTIVE AND GROWING CONSUMER ENGAGEMENT

15M
Active Users Annually

25M+
App Downloads

56
Countries

180M+
Ad Requests
85% sell-out rate in 2017







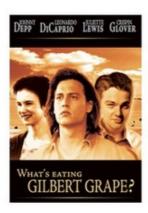




## TRADITIONAL DISTRIBUTION OVERVIEW



Distributing television series and films worldwide



Monetize content through theatrical, home video, pay-per-view, free, cable and pay television, videoon-demand, and new digital media platforms



One of the largest independently owned content libraries in the world with rights to more than 1,200 TV series and feature films

## TV SERIES FUNDING OVERVIEW



- Profitable, de-risked business model
- Third-party committed funding secured prior to production: sponsorships, advertising, and product integration from corporations, foundations, and networks (cable, broadcast, online)
- Hire independent producers to produce for a fixed fee
- Retain and monetize valuable back-end rights
- Use produced content to grow online video on-demand networks











1

## **Currently On-Air / In Production for 2018**

Title	Theme	Network	Status
Chicken Soup for the Soul's Hidden Heroes Season 3	Kindness.	The CW	On Air
Being Dad	Parenting.	Netflix	Coming Soon
Vacation Rental Potential	Travel, Home.	A&E, FYI	Season 2 Announced
The New Americans	Compassion	The CW, APlus.com	On Air

## **In Development**

A growing pipeline of long- and short-form projects in various stages of development covering a variety of themes including, but not limited to:

Title	Theme	Title	Theme News		
The Fixer	Millennials, Finance	Brighter Things			
Hero House	Home, Veterans	Behind the Seams	Social Experiment, Documentary		
Extreme Community Make Better	Social Experiment, Kindness, Home	New Leash on Life	Pets		
RAK'd	Social Experiment, Kindness	No Restaurant Required	Epicurean, Travel		
Animal Rescue Live	Pets	Pet Caves	Pets		
Cities, Burbs or Sticks	Real Estate, Travel, Home	Together She Stands	Social Experiment		
Secret Life of Babies	Parenting, Comedy	Late Night Snack	Epicurean, Home		
Weird History of Cool Stuff	Lifestyle, History, Science				

## PRODUCTION: SPONSORS

Sponsorship from household names is an important source of funding that is secured prior to production of long-form and short-form content.

Consumers recognize brands in a positive light when associated with uplifting, authentic content.







































BACARDI.







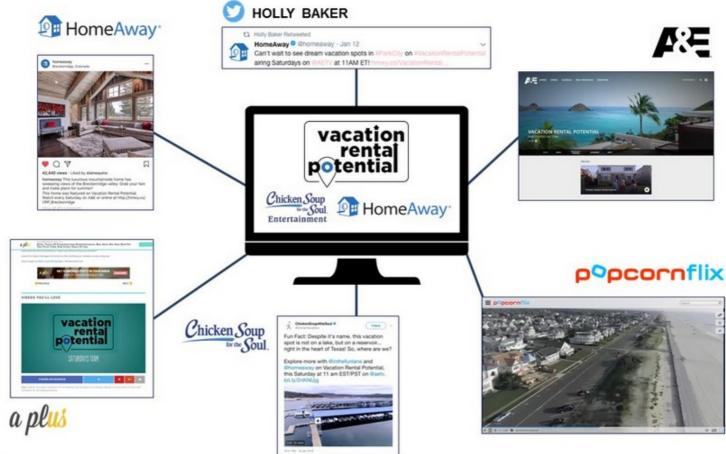








## PRODUCTION: CASE STUDY – VACATION RENTAL POTENTIAL



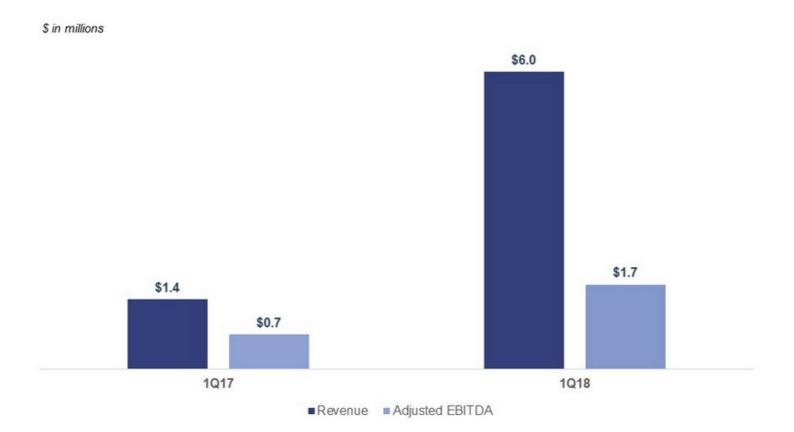
17

## FINANCIAL SUMMARY: OPERATIONS



(1) 2017 pro forma results include Screen Media as if it had been owned for the full year (2) Guidance was affirmed by the company on March 27, 2018

## FINANCIAL SUMMARY: Q1 2018 OPERATIONS



## SUMMARY BALANCE SHEETS

## Solid balance sheet and significant liquidity as of 3/31/18

\$ in millions



<sup>\*</sup> Includes bank loan and perpetual preferred closed 6/29/18

## **EXPERIENCED MANAGEMENT TEAM**

William J. Rouhana, Jr.	Chairman and Chief Executive Officer, CSS Entertainment						
	<ul> <li>Leader in the media, entertainment and communications industries for more than 35 years</li> <li>Acquired CSS in 2008 and became CEO</li> </ul>						
	<ul> <li>Founder and CEO of Winstar Communications, a wireless broadband pioneer with \$1 billion revenue, and Winstar New Media 1993-2001</li> </ul>						
	<ul> <li>Acquired media companies including Virgin Vision, a Virgin Group global film distribution venture</li> <li>As an entertainment and finance lawyer, developed new film financing models for major producers suc as Blake Edwards</li> </ul>						
	<ul> <li>Founder of The Humpty Dumpty Institute, Global Creative Forum and International Film Exchange</li> <li>B.A., Colby College, currently trustee emeritus; J.D., Georgetown Law School</li> </ul>						
Scott W. Seaton	Vice Chairman and Chief Strategy Officer, CSS Entertainment						
	25 years of media and telecommunications investment banking experience						
	Joined Chicken Soup for the Soul as COO in 2012						
	<ul> <li>Managing Director – Credit Suisse First Boston, Bank of America, Oppenheimer &amp; Co.</li> </ul>						
	Past Board of Directors – Mediacom Communications Corp.						
	A.B., Stanford University; M.B.A., Harvard University						
Dan Pess	Chief Financial Officer, CSS						
	35 years financial experience in public and private companies						
	Completed 4 IPO's and several mergers and acquisitions						
	Joined Chicken Soup for the Soul as Chief Financial Officer in 2012						
	B.S., Long Island University						
	Certified Public Accountant						
Elana Sofko	Chief Operating Officer, CSS Entertainment						
	25 years of experience across multiple media platforms						
	<ul> <li>Vice President, Digital Business Development and Operations at World Wrestling Entertainment before joining CSS in 2016</li> </ul>						
	<ul> <li>Previous experience at ESPN, Nokia, A&amp;E Television Networks, Sirius Satellite Radio and News</li> </ul>						
	America Marketing						
21	<ul> <li>B.A., University of Albany; MBA, University of Connecticut</li> </ul>						

### EXPERIENCED MANAGEMENT TEAM

#### David Fannon President, Screen Media Ventures

- · 20 years experience in content distribution, partner management, operations, and legal & business affairs
- Joined Screen Media in 2005 and has been responsible for the development and implementation of its global content distribution and business development strategies
- · Previous experience at A&E Television Networks as a Legal and Business Affairs executive
- B.G.S., Ohio University, J.D. John Marshall Law School

#### Susan Kravitz Executive Vice President

### Executive Vice President of Sales and Strategic Sponsorships, CSS Entertainment

- 20+ years of experience as an accomplished sales leader and revenue generator
- Joined CSS Entertainment in 2018
- · Former SVP of National Digital Sales at Townsquare
- · Held senior sales roles at Discovery Communications, Meredith, OMD, Brightline
- · Emmy award winner for her TV show "Aperture"
- . B.A., Corporate Communications, Ithaca College

#### **Michael Winter**

#### Senior Vice President of Development and Programming, CSS Entertainment

- More than 15 years of experience in the television industry, specifically the development and production of successful unscripted television programming
- Director of Programming at Scripps Networks
- Previous experience at Jupiter Entertainment, Leopard Films, Versus Outdoor Life Network, MTV, TLC, VH1, DreamWorks and ABC
- B.A., American University

### Lou Occhicone

#### Senior Vice President of Business Affairs and Distribution, CSS Entertainment

- · 20+ years of programming, distribution and operations experience
- Joined CSS Entertainment in 2017
- Held senior consultative and executive positions at production and distribution companies driving content distribution globally
- · M.A., Education, University of Connecticut

## ACCOMPLISHED BOARD MEMBERS

#### Fred Cohen

- · 35-year media and entertainment veteran and industry icon
- Chairman of the International Academy of Television Arts & Sciences (Emmys);
   Chairman of its Foundation
- Former President of King World International Productions, EVP CBS Broadcast International, President HBO International
- Currently serves as strategic advisor to Harpo Productions on the international distribution of DR. OZ
- · Director of Hopskoch.com, transmedia online marketing and game platform
- · Chair Emeritus of PCI Media Impact, a New York based international NGO
- B.A., The University of Michigan; M.S., Stanford University

#### Peter Dekom

- Over 40 years of media and entertainment legal, consulting and entrepreneurial experience
- Forbes top 100 lawyers in the United States; Premiere Magazine 50 most powerful people in Hollywood
- Formerly "of counsel" with Weissmann Wolff Bergman Coleman Grodin & Evall; partner with Bloom, Dekom, Hergott and Cook
- Clients include and have included George Lucas, Paul Haggis, Keenen Ivory Wayans, John Travolta, Ron Howard, Rob Reiner, Andy Davis, Robert Towne
- and Larry David; corporate clients include Sears, Pacific Telesis and Japan Victor Corporation (JVC)
- Prior Director of Imagine Films Entertainment, Will Vinton Studios, and Cinebase Software
- Member of the Academy of Television Arts and Sciences and Academy Foundation
- B.A., Yale; J.D., UCLA School of Law

#### **Amy Newmark**

- 30 years of media and telecommunications industry and investment banking experience
- Current Publisher, Editor-in-Chief and Author of Chicken Soup for the Soul
- Published more than 150 Chicken Soup for the Soul books since 2008
- Founded and managed successfulhedge fund

- . Managing Director CJ Lawrence, top ranked telecom analyst
- · 10 years of experience on various technology company boards
- A.B., Harvard University; CFA

#### **Christina Weiss Lurie**

- · Multi-faceted career spans the worlds of sports, entertainment and philanthropy
- · Owner of Philadelphia Eagles and founder of Eagles Charitable Foundation
- Two-time Oscar award-winning film producer

- · Co-founder of independent film company, Tango Pictures
- B.A., Yale University

#### Diana Wilkin

- · Over 20 years of experience in the media industry
- Managing Director of Twelve 24 Media, a broadcast and media consulting firm
- Former President of CBS Affiliate Relations, responsible for network agreements with all major broadcast television station groups
- . B.S., University of Southern California

## INVESTMENT CONSIDERATIONS

- Chicken Soup for the Soul Entertainment ("CSS Entertainment") provides online video on-demand ("VOD") entertainment with brand-consistent, positive content that is advertising-supported & subscription-based.
- Chicken Soup for the Soul is globally-recognized, positive brand with a unique, actively engaged fan base
- o Entertainment industry being disrupted by streaming video
- Core production and distribution business provides strong foundation for faster growing online VOD networks
- Transformative acquisition of Screen Media substantially enhances portfolio of assets, advances strategy, & increases revenue & EBITDA visibility
- Rapidly growing & diversified revenue streams & solid balance sheet
- 2018 guidance of \$36 million in revenue & \$18 million in EBITDA (1)

(1) Guidance was affirmed on 3/27/2018 as part of the company's FY 2017 earnings release



## Thank you!

INVESTOR PRESENTATION JULY 2018

#### Investor Fact Sheet

#### Chicken Soup for the Soul Entertainment, Inc. (Nasdag: CSSE)



3/31/18

\$1.7

\$54.4

3/31/18 PF4

\$7.2

\$68.0

#### Company Overview

Chicken Soup for the Soul Entertainment, Inc. is a growing media company building online video on-demand ("VOD") networks that provide positive and entertaining video content for all screens. The company also curates, produces and distributes long- and short-form video content that brings out the best of the human spirit, and distributes the online content of its affiliate, A Plus. The company is aggressively growing its business through a combination of organic growth, licensing and distribution arrangements, acquisitions, and strategic relationships. The company is also expanding its partnerships with sponsors, television networks and independent producers. The company's subsidiary, Screen Media, is a leading global independent television and film distribution company that owns one of the largest independently owned television and film libraries. The company also owns Popcomfix®, a popular online advertiser-supported VOD ("AVOD") network, and four additional AVOD networks that collectively have rights to exhibit thousands of movies and television episodes. Chicken Soup for the Soul Entertainment is a subsidiary of Chicken Soup for the Soul, LLC.

#### Select Financials and Facts

Nasdag:	CSSE
Closing Price at 6/26/18:	\$9.74
52-Week Range:	\$6.19-13.26
Diluted Shares O/S:	11.7 M
Est. Public Float:	3.5 M
Market Cap (6/26/18):	\$113.1 M
Enterprise Value (6/26/18):	\$113.0 M
FY '17 Pro Forma Revenue:	\$19.8 M <sup>2</sup>
Figeal Vear and	12/31

US\$ in millions

Cash & Equivalents

Shareholders' equity \$54.7

Income Statement Highlights							
Q1 2018	Q1 2017	% chg	FY 2017 Actual	FY 2017 Pro Forma:	FY 2016 Actual	% chg	FY 2018 Guidance
\$6.0	\$1.4	+329%	\$11.0	\$19.8	\$8.1	+144%	\$36.0
(\$0.2)	\$0.5	-40%	\$1.71	Not reported	\$1.8	N/A	N/A
(\$0.6)	(\$0.1)	-321%	\$22.81	Not reported	\$0.8	N/A	N/A
\$1.7	\$0.7	+143%	\$28.3	\$7.3	\$3.8	+92%	\$18.0
	Q1 2018 \$6.0 (\$0.2) (\$0.6)	Q1 Q1 2018 2017 \$6.0 \$1.4 (\$0.2) \$0.5 (\$0.6) (\$0.1)	Q1 Q1 % 2018 2017 chg \$6.0 \$1.4 +329% (\$0.2) \$0.5 -40% (\$0.6) (\$0.1) -321%	Q1 Q1 % FY 2017 2018 2017 chg Actual \$6.0 \$1.4 +329% \$11.0 (\$0.2) \$0.5 -40% \$1.71 (\$0.6) (\$0.1) -321% \$22.81	Q1         Q1         % chg         FY 2017 Actual         FY 2017 Pro Formas           \$6.0         \$1.4         +329%         \$11.0         \$19.8           (\$0.2)         \$0.5         -40%         \$1.71         Not reported           (\$0.6)         (\$0.1)         -321%         \$22.81         Not reported	Q1         Q1         % chg         FY 2017 FY 2017 Pro Formal         FY 2016 Actual Pro Formal         Actual Actual           \$6.0         \$1.4         +329%         \$11.0         \$19.8         \$8.1           (\$0.2)         \$0.5         -40%         \$1.71         Not reported         \$1.8           (\$0.6)         (\$0.1)         -321%         \$22.81         Not reported         \$0.8	Q1         Q1         % by 2017         FY 2017         FY 2016         % by 2018         % by 2017         FY 2017         FY 2016         % by 2018         % by 2018

- Includes \$24.3Mone-time, pre-tax gain on the purchase of Screen Media in November 2017
   2. 2017 pro forma results include Screen Media as if it had been owned for the full year
   3. Guidance was affirmed by the company on March 27, 2018

#### Investment Highlights

- Online video on-demand (VOD) entertainment with brand-consistent and positive content that is advertising supported and subscription based
- Globally recognized, positive brand with a unique, actively engaged fan base
   Entertainment industry is being disrupted by streaming video
- . Core production and distribution businesses provide a strong foundation for faster growing online video on-demand
- · Transformative acquisition of Screen Media substantially enhances portfolio of assets, advances strategy and increases revenue and EBITDA visibility
- Rapidly growing and diversified revenue streams and solid balance sheet
- 2018 guidance of \$36 million in revenue and \$18 million in EBITDA

12/31/17

\$1.5

4. Includes bank loan and perpetual preferred closing 6/29/18

#### Business Overview

CSS Entertainment provides online VOD entertainment with brand consistent, positive content that is advertising-supported and subscription-based. CSS Entertainment supports this business through traditional distribution and production of television series



- · Advertiser supported and subscription-based
- Popcomflix: ("VOD") network with rights to >3,000 films & 60 TV series
- · A Plus: positive journalism, online network sharing written and video stories

popcornflix



- · Worldwide Television series and films
- · Rights to more >1,200 TV series and feature films
- · One of the largest independently-owned content libraries in the world
- Assets valued at \$31M

popcornflix





- Television and online video series that bring out the best in the human spirit
- · Funded by outside parties covering more than the production costs







Investor Relations Contact: HaydenIR James Carbonara (646) 755-7412 E-mail: james@haydenir.com

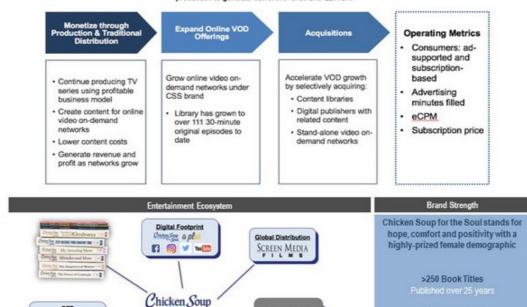
Website: www.haydenir.com

Chicken Soup for the Soul Entertainment, Inc. E-mail: csse@haydenir.com

The information set forth on this fact sheet is not complete. The company fries it quarterly, annual and other reports required by the Securities Exchange Act of 1934, as amended, with the Securities and Exchange Commission ("SEC"). These reports, and other filings made by the Company under the Securities Act of 1933, as amended, are available through the SEC's website at www.edgar.gov. Potential investors should review our reports and other filings for more complete information about our company, our financial performance, risks faced by our businesses, and our management.

#### Growth Plan

Build and expand online video on-demand networks while using traditional distribution and series production to generate current revenue and EBITDA



#### **Senior Management**

25,000+ Stories

500M Books

10-12 New Titles

Entertainment

**Our Ecosystem** 

William J. Rouhana, Jr. Chairman and Chief Executive Officer, CSS Entertainment - Leader in the media, entertainment and communications industries for more than 35 years. Founder and CEO of Winstar Communications, a wireless broadband pioneer with \$1 billion in revenue.

Scott W. Seaton Vice Chairman and Chief Strategy Officer, CSS Entertainment - 25 years of media and telecommunications investment banking experience. Managing - Credit Suisse First Boston, Bank of America, Oppenheimer & Co.

Dan Pess Chief Financial Officer, CSS - 35 years financial experience in public and private companies. Completed 4 IPO's and several mergers and acquisitions Elana Sofko Chief Operating Officer, CSS Entertainment - 25 years of experience across multiple media platforms. Vice President, Digital Business Development and Operations at World Wresting Entertainment and previous experience at ESPN, Nokia, A&E Television Networks and Sirius Satellite Radio

Susan Kravitz Executive Vice President of Sales and Strategic Sponsorships, CSS Entertainment - 20+ years of experience as an accomplished sales leader and revenue generator. SVP of National Digital Sales at Townsquare, and held senior sales roles at Discovery Communications, Meredifin, OMD, Brightline Milichael Winter Senior Vice President of Development and Programming, CSS Entertainment - More than 15 years of experience in the television industry. Director of Programming at Scripps Networks, and previous experience at Jupiter Entertainment, Leopard Films, Versus Outdoor Life Network, MTV, TLC, VH1, DreamWorks and ABC.

Lou Occhicone Senior Vice President of Business Affairs and Distribution, CSS Entertainment - 20+ years of programming, distribution and operations experience - Held senior consultative and executive positions at production and distribution companies driving content distribution globally

The foregoing compilation relates to Chicken Soup for the Soul Entertainment, Inc. and contains forward-locking statements, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The forward-locking statements involve risks and uncertainties that could cause actual results to differ materially from the forward-locking statements. When used in this document, the words "anticipate," "believe," "estimate," "expect" and similar expressions as they relate to Chicken Soup for the Soul Entertainment, Inc. or its management, are intended to identify such forward-locking statements. Floriden Soup is actual results, performance or achievements could differ materially from the results expressed in, or implied by these forward-locking statements. For more detailed information the reader is referred to Chicken Soup's Form 10-K and other related documents filed with the Securities and Exchange Commission. This does not constitute an offer to buy or sell securities by the Company and is meant purely for informational purposes. Hayden IR (HIR) its affiliates, officers, directors, subsidiaries and agents have been compensated by the Company for the creation of this document. In preparing this information, HIR has reflect upon information received from the Company, which, although believed to be reliable, cannot be guaranteed. This information is not an endorsement of the Company by HIR. HIR is not responsible for any claims made by the Company. You should independently investigate and fully understand all risks before investing.