

The Zombie Lane ® Evolution

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It All Starts With







Feb, '10 Zombie Idea





Tuesday February 9th, 2010 "Zombie Nation"

- concept from HL dev team
- idea to combine 1G game with some casual action gameplay
- Next generation game + hot gamer theme
- Is there a market for any action gameplay in FB?





May, '10 Zombie Concept



May 21st, 2010 "Zombie Nation"

- Casual WOW (World of Warcraft)
- Mission/Quest based game flow e.g. Go to point B etc.
- Click control mechanic for movement & shooting
- Story driven
- Episode based
- Episode based
- Story driven





Jun, '10 Zombie Prototype



June 16th, 2010 "Zombie Nation"

- Challenge your opponents to fight over the scarce resources in the world that has been conquered by zombies
- Develop your team
 - Get new weapons, improve the character attributes and maximize the benefit from Nanos
- - Fight your friends and other players
 - Team-up with your friend
- Level up to unlock new content
- Level up to unlock new content
- · Team-up with your frien





Going Too Hardcore













July Pause - Re-direct





Aug, '10 - Re-Design













Aug, '10 New Mock-up







Aug 27th, '10 - New Playable Demo



Complete missions



Rescue NPC characters

Collect daily loots

Cook food for energy

Build your home base

Energy recharging Gather collection with time for crafting

Hire friends to help



Sep 11th, '10 Vision

FEELING OF PROGRESS: CREATE SOMETHING OF VALUE OVERTIME:

Mission and a <u>light</u> story structure. Home base building and customization.

ill five weak zombies 2/5

(buy parts or ask from friends)

TIMED RE-ENGAGEMENT: Collect daily

Rewards.

COLLECTIONS

CRAFTING:

Collect loot items

for further use.

ENERGY BASED SYSTEM: Actions require energy. Refills with time (or with a purchase).

DESIRE TO INCLUDE FRIENDS: Require friends to complete missions. "Co-op/help" & "visit a friend" benefits. CHOCOL





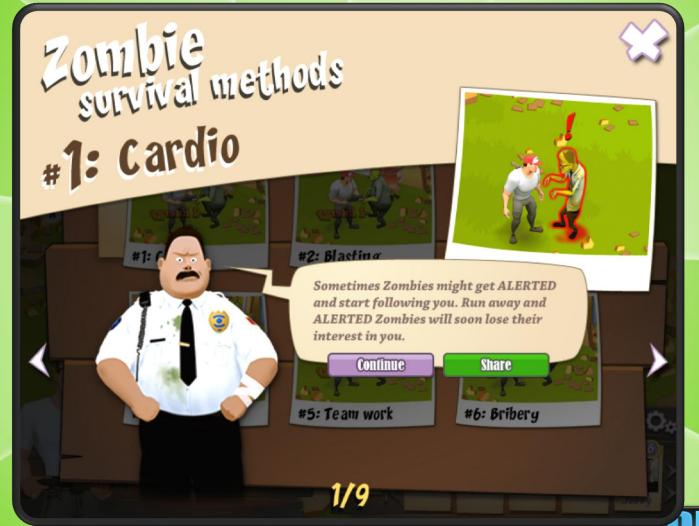
Sep 24th, '10 1st Playable







Oct 29th, '10 —Pre-Alpha





A Lot of User Tests...







ZOMBIE LANE

You Know You've Got It, when it's LOL

- · When...
- · People don't stop playing at the end of the test
- Despite the fact that they don't get paid anymore to test it
- People are spontaneously laughing out loud
- They get into the flow of clicking and run with it
- So you rinse and repeat your game until you get there





Dec 1st, '10 Alpha







Jan 12th, '11 Sell Sheet — Internal Beta



Fight the Zombie outbreak and build your own safe haven

Zombies took over the neighborhood: Zombies might have won the first round, but now it's time for revenge. Let's start restoring the neighborhood.

Reunite your family: Where did they all go? How can I do it without my beloved pet.... oh, and my spouse? Progress in the game to save your family.

Get equipped: Shovel works just fine but blasting a zombie with a homemade flamethrower definitely has more style. Try our selection of factory issued firearms or craft your own from the zombie collection items.

Join the forces: The corner stone of survival is to help your fellow man. It's not fun getting outnumbered so invite your friends to join the action!









March 2nd, '11 Launch

250,000

200,000

150,000

100,000

50,000



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March 2nd
Launched
In Finland

March 8th
Global
Launch

March 17th Promotion





Getting Fun Right Takes Time



Alpha Playable Playable Demo st 10 New 10sibn 10

10 Zombie Concert 10 10 New Mock the

July AllseAug,

Aug 27 Sep 11 Sep 24Oct 29 Lot of Use Minute 2

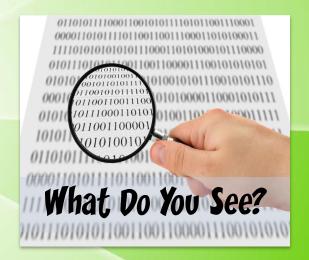
10 Alpha Launch



Balance Creativity And Data Driven Design













But Most Important That The Game Is Fun





Success - Balancing Data & Fun

Metrics
Analytics
Management
User
Acquisition
Merchandising
Marketing

Fun
Quality
Engagement
Retention
Monetization
Virality





Thank You! Questions?



