

**BEDROOM  
TO MULTI  
MILLION  
POUND  
TURN OVER  
IN 10 YEARS**

[www.signalbizhub.org](http://www.signalbizhub.org)

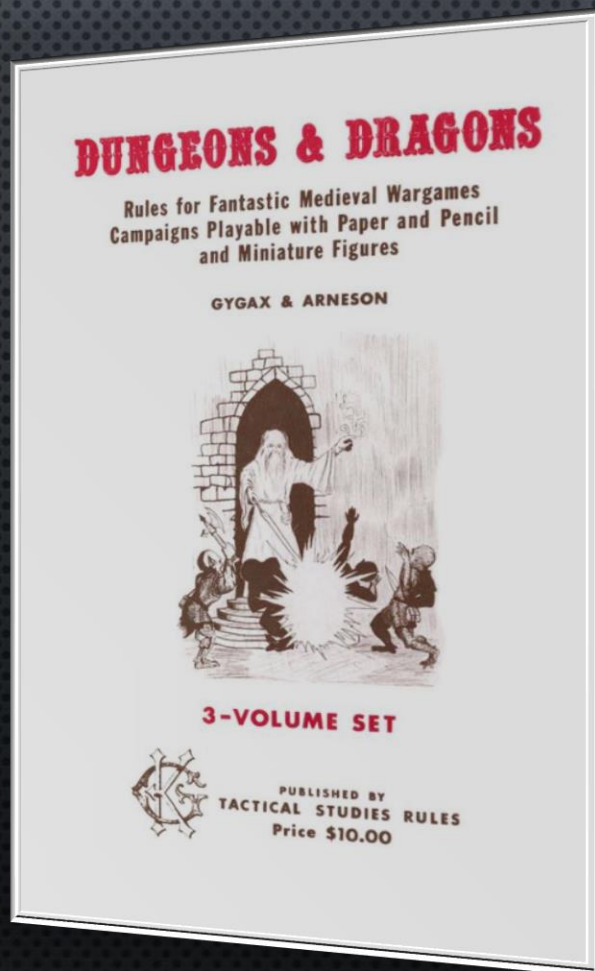


**DON'T SAY NO UNTIL YOU CAN'T SAY YES**

NIGEL MATTHEWS

C.E.O.

1974





1978/79





1982





# ATTEMPTS AND FAILURES

**1986**

LAUNCH 'INFINITE ADVENTURES'

A HAND MODERATED RPG PLAY-BY-MAIL GAME

**1989 – 1994**

GAMES CONVENTIONS AND MURDER MYSTERY EVENTS

**1997 – 1999**

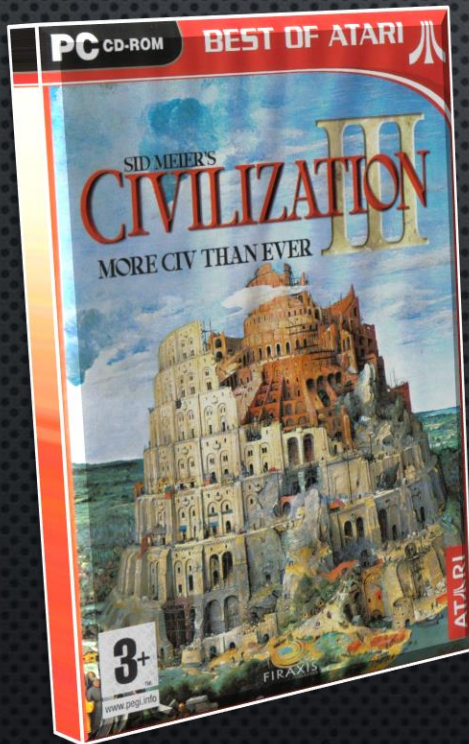
LAUNCH COMPUTER MODERATED FOOTBALL MANAGEMENT

PLAY-BY-MAIL GAME



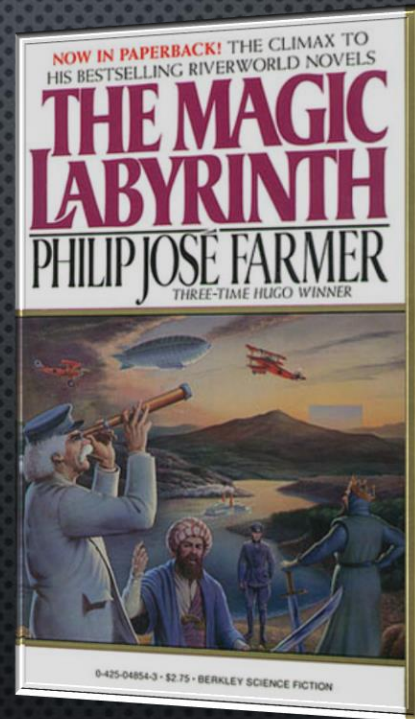


# 2000 – 2008 THE DARK AGES





# 2002 THE GREATEST DISCOVERY





# COUNTRY MARKET... HOME FROM HOME





# THE QUEUE MAKER





# CELTIC GODDESS BOOKS

**2002 – 2004**

A HOBBY

**2004 – 2009**

LIFESTYLE BUSINESS



**WHY STOP?**

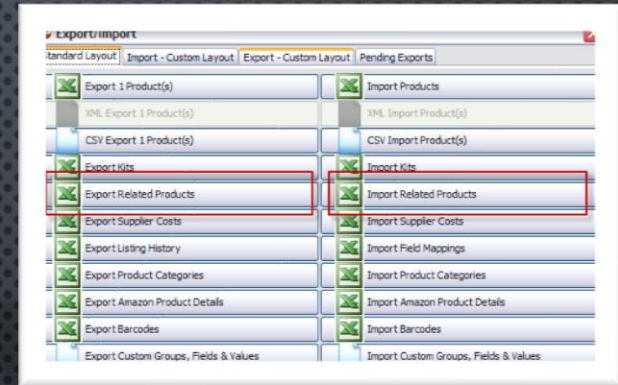
**UNSUSTAINABLE LIFESTYLE = LIFESTEALER!**





# CELESTIAL GAMES AND BOOKS

- LAUNCHED IN MARCH 2009
- E-BAY ONLY
- EXCEL SLAVES
- UNSTAINABLE MODEL
- ADOPTION OF E-COMMERCE SOFTWARE
- WORLDWIDE TRADING





# GAMESQUEST EMERGES

**2013**

INSOMNIA 49

**2014**

UK BOARD GAMES SHOW

**2015**

KICKSTARTER FULFILMENT PROJECT

**2016**

KICKSTARTER FULFILMENT DIVISION LAUNCHED

**2016**

MOVE TO BORDON TRADING ESTATE

**2017**

ESSEN BOARD GAME FESTIVAL (GERMANY)

**2018**

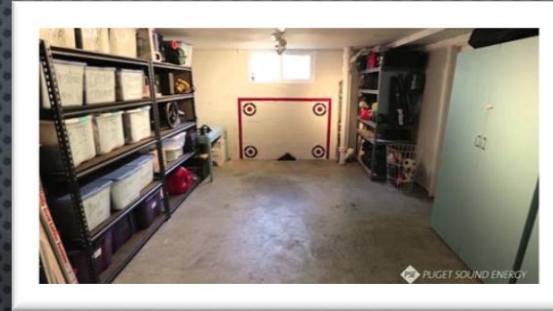
SHIPQUEST PORTAL, GENCON (USA), DICE PORTSMOUTH

**2019** – WAREHOUSE EXPANSION – PUBLISHING – PET EVIL





# OUR MOVES





# WHAT IS SUCCESS?

- CREATES VALUE
- ETHICAL
- LEGAL
- INDEPENDENT OF THE OWNERS
- PROFIT
- ADD VALUE
- SUSTAINABLE EMPLOYMENT





# OUR MOST VALUABLE LESSONS

## COMPANY

TYPE, ACCOUNTANT, SET-UP, EIS

## ORGANISATION

EMPLOYEES, AUTOMATION, PROCESSES, TECHNOLOGY,  
BRAND, SWOT

## You

PASSION, BELIEF, ENABLE AND ENABLERS





# OUR FUTURE

- THE BREXIT THREAT
- DISTRIBUTION
- PUBLISHING





# THE NEXT GENERATION



[www.GamesQuest.co.uk](http://www.GamesQuest.co.uk)  
[www.ShipQuest.co.uk](http://www.ShipQuest.co.uk)

