

Ray Sharma

Ray Sharma is the founder of XMG Studio Inc., Canada's largest, independent, mobile games developer, and oversees management and vision of the company. Ray draws on his years of experience in the App, Wireless and Investment Banking industries to anticipate the trends in the mobile gaming space and ensure that XMG is well positioned to lead the industry at those critical inflection points.



Ray is a frequent speaker at mobile industry events Worldwide including the Mobile Games Forum, CTIA – The Wireless Association, FICCI Frames, and the Scotia Capital App Conference in London, San Francisco, Mumbai, and Toronto respectively. Ray has been quoted and published in many publications as an entrepreneur and leader in the mobile software industry including the Financial Times, the Globe and Mail, the Financial Post, the Toronto Star, and the Wall Street Journal. Ray also frequently presents on the topic of the evolution of the mobile application economy and has spoken at leading business schools such as the Rotman School of Management, the Stanford Graduate School of Business, and the MIT Sloan School of Management.

Ray founded XMG in Toronto in late 2009, with the mandate of having fun developing the best possible next-generation mobile games for both iOS and Android platforms. XMG has leveraged the exceptional education system within the Greater Toronto Area. The availability of world-class digital arts schools (Sheraton, OCAD, Seneca) combined with the big-budget R&D and best-in-class computer sciences programs (University of Toronto and University of Waterloo respectively) has combined to provide the foundation to assemble a talented team. The background of a burgeoning film and television production industry has resulted in a thriving mobile game development community.

XMG Studio Inc. is a multi-award winning developer of mobile games with world-renowned technical, creative and production capabilities in the art of providing expression through gameplay. The company has released 12 mobile games in various genres targeting casual game players of which 7 games have in excess of a million installs and several have won BestAppEver industry awards for best in class. Named as one of the top global mobile games developers to watch by leading industry media, XMG has developed a track record of innovation excellence including the creation of several sub genres within the mobile gaming ecosystem. This includes mobile transmedia game projects based on television shows, movies, and music.

Prior to XMG, Ray co-founded Xtreme Labs, presently one of the world's largest mobile app developers, where he was Chairman of the Board. Xtreme Labs has built notable mobile apps for market leaders such as Groupon, NBA, and IAC. At the time of sale to private investors, Xtreme Labs apps have an aggregate of 300 million downloads across its client base. Ray is also a founding Partner of Extreme Venture Partners (where a dominant amount of the investment portfolio are in mobile), which has seen recent M&A transactions with Google and Electronic Arts. Additionally, Ray is a community representative of the Ontario Judicial Council, which provides oversight of provincially appointed judges and masters that operate within the judicial system.

Prior to jumping into the mobile app world, Ray spent over 10 years in wireless technology investment banking research. During that period he was the top-ranked wireless technology analyst based on Greenwich and Brendan Woods International surveys of fund managers for five of eight eligible years. It was during his research career that Ray evangelized a vision that the mobile device represents a generational shift in computing away from the PC. Ray continues to be an active, private company investor including investments such as XMG Studio, Xtreme Labs, Extreme Venture Partners (through which J2Play was sold to Electronic Arts, Bumptop was sold to Google, Ryppl to Salesforce.com), Athabasca Oil (IPO), Bridgewater (IPO), Mobile Diagnostix (sold to Bitfone then HP), Cancervax (IPO), and SiByte (sold to Broadcom).

Outside of business interests Ray is a fan of God of War, Toronto Maple Leafs, and the game of golf.

