

Lottery World Forecast

(EUR)

		M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Y1
		Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
Revenues		16,000	25,000	35,000	50,000	70,000	100,000	125,000	150,000	180,000	200,000	225,000	250,000	1,426,000
Hedging	40%	6,400	10,000	14,000	20,000	28,000	40,000	50,000	60,000	72,000	80,000	90,000	100,000	570,400
Gross Profit		9,600	15,000	21,000	30,000	42,000	60,000	75,000	90,000	108,000	120,000	135,000	150,000	855,600
Gross Profit Margin		60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Operational Expenses:														
Processing Fee	5%	800	1,250	1,750	2,500	3,500	5,000	6,250	7,500	9,000	10,000	11,250	12,500	71,300
Customer Support		3,000	3,000	3,000	3,000	3,000	6,000	6,000	6,000	6,000	10,000	10,000	10,000	69,000
CRM		5,000	5,000	5,000	5,000	5,000	5,000	5,000	10,000	10,000	10,000	10,000	10,000	85,000
Platform Cost	15%	1,440	2,250	3,150	4,500	6,300	9,000	11,250	13,500	16,200	18,000	20,250	22,500	128,340
Web Development + Content		3,000	3,000	3,000	3,000	3,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	57,000
Total Operational Expenses		13,240	14,500	15,900	18,000	20,800	31,000	34,500	43,000	47,200	54,000	57,500	61,000	410,640
G&A Expenses:														
Curacao-related Costs		3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
Other		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Legal		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Total G&A Expenses		10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	126,000
Total Expenses		23,740	25,000	26,400	28,500	31,300	41,500	45,000	53,500	57,700	64,500	68,000	71,500	536,640
% of Revenue		148%	100%	75%	57%	45%	42%	36%	36%	32%	32%	30%	29%	38%
EBITDA		(14,140)	(10,000)	(5,400)	1,500	10,700	18,500	30,000	36,500	50,300	55,500	67,000	78,500	318,960

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	M13 Budget	M14 Budget	M15 Budget	M16 Budget	M17 Budget	M18 Budget	M19 Budget	M20 Budget	M21 Budget	M22 Budget	M23 Budget	M24 Budget	Y2 Budget
Revenues	300,000	350,000	400,000	450,000	500,000	550,000	600,000	650,000	700,000	750,000	800,000	850,000	6,900,000
Hedging	120,000	140,000	160,000	180,000	200,000	220,000	240,000	260,000	280,000	300,000	320,000	340,000	2,760,000
Gross Profit	180,000	210,000	240,000	270,000	300,000	330,000	360,000	390,000	420,000	450,000	480,000	510,000	4,140,000
Gross Profit Margin	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Operational Expenses:													
Processing Fee	15,000	17,500	20,000	22,500	25,000	27,500	30,000	32,500	35,000	37,500	40,000	42,500	345,000
Customer Support	10,000	12,500	12,500	12,500	12,500	15,000	15,000	15,000	15,000	17,500	17,500	17,500	172,500
CRM	10,000	10,000	10,000	10,000	10,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	155,000
Platform Cost	27,000	31,500	36,000	40,500	45,000	49,500	54,000	58,500	63,000	67,500	72,000	76,500	621,000
Web Development + Content	10,000	10,000	10,000	10,000	10,000	10,000	10,000	15,000	15,000	15,000	15,000	15,000	145,000
Total Operational Expenses	72,000	81,500	88,500	95,500	102,500	117,000	124,000	136,000	143,000	152,500	159,500	166,500	1,438,500
G&A Expenses:													
Curacao-related Costs	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
Other	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Legal	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
Total G&A Expenses	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	198,000
Total Expenses	88,500	98,000	105,000	112,000	119,000	133,500	140,500	152,500	159,500	169,000	176,000	183,000	1,636,500
% of Revenue	30%	28%	26%	25%	24%	24%	23%	23%	23%	23%	22%	22%	24%
EBITDA	91,500	112,000	135,000	158,000	181,000	196,500	219,500	237,500	260,500	281,000	304,000	327,000	2,503,500

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	M25 Budget	M26 Budget	M27 Budget	M28 Budget	M29 Budget	M30 Budget	M31 Budget	M32 Budget	M33 Budget	M34 Budget	M35 Budget	M36 Budget	Y3 Budget
Revenues	900,000	925,000	950,000	975,000	1,000,000	1,025,000	1,050,000	1,075,000	1,100,000	1,125,000	1,150,000	1,175,000	12,450,000
Hedging	360,000	370,000	380,000	390,000	400,000	410,000	420,000	430,000	440,000	450,000	460,000	470,000	4,980,000
Gross Profit	540,000	555,000	570,000	585,000	600,000	615,000	630,000	645,000	660,000	675,000	690,000	705,000	7,470,000
Gross Profit Margin	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Operational Expenses:													
Processing Fee	45,000	46,250	47,500	48,750	50,000	51,250	52,500	53,750	55,000	56,250	57,500	58,750	622,500
Customer Support	20,000	20,000	20,000	20,000	20,000	20,000	20,000	25,000	25,000	25,000	25,000	25,000	265,000
CRM	15,000	15,000	15,000	15,000	15,000	15,000	15,000	20,000	20,000	20,000	20,000	20,000	205,000
Platform Cost	81,000	83,250	85,500	87,750	90,000	92,250	94,500	96,750	99,000	101,250	103,500	105,750	1,120,500
Web Development + Content	15,000	15,000	15,000	15,000	15,000	15,000	15,000	20,000	20,000	20,000	20,000	20,000	205,000
Total Operational Expenses	176,000	179,500	183,000	186,500	190,000	193,500	197,000	215,500	219,000	222,500	226,000	229,500	2,418,000
G&A Expenses:													
Curacao-related Costs	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
Other	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Legal	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
Total G&A Expenses	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	270,000
Total Expenses	198,500	202,000	205,500	209,000	212,500	216,000	219,500	238,000	241,500	245,000	248,500	252,000	2,688,000
% of Revenue	22%	22%	22%	21%	21%	21%	21%	22%	22%	22%	22%	21%	22%
EBITDA	341,500	353,000	364,500	376,000	387,500	399,000	410,500	407,000	418,500	430,000	441,500	453,000	4,782,000