



# **EVOPLAY ENTERTAINMENT B.V**

## **BUSINESS PLAN (FOR 2026 – 2028)**

## **1. Overview of the business products and services**

Evoplay Entertainment B.V. is a B2B iGaming software and content provider incorporated under the laws of Curaçao. The company specializes in the development, distribution, and licensing of remote gambling software solutions for online casino operators worldwide.

### **1.1 The company's product portfolio includes:**

- Slot games
- Instant win games
- Table games
- Live casino integrations
- Back-office gaming solutions
- API integrations for operators

Evoplay Entertainment B.V. operates under a B2B model, providing gaming content and software infrastructure to licensed online gaming operators.

### **1.2 The company's competitive advantages include:**

- Fast game deployment
- Multi-jurisdictional compliance readiness
- Scalable infrastructure
- Strong API architecture
- High retention gaming mechanics

### **1.3 Target markets include:**

- Latin America
- Asia
- Eastern Europe
- Selected regulated international markets

### **1.4 Excluded markets:**

- USA
- UK
- France
- Netherlands
- Any FATF blacklisted jurisdictions and sanctioned countries

## 2. Company management structure

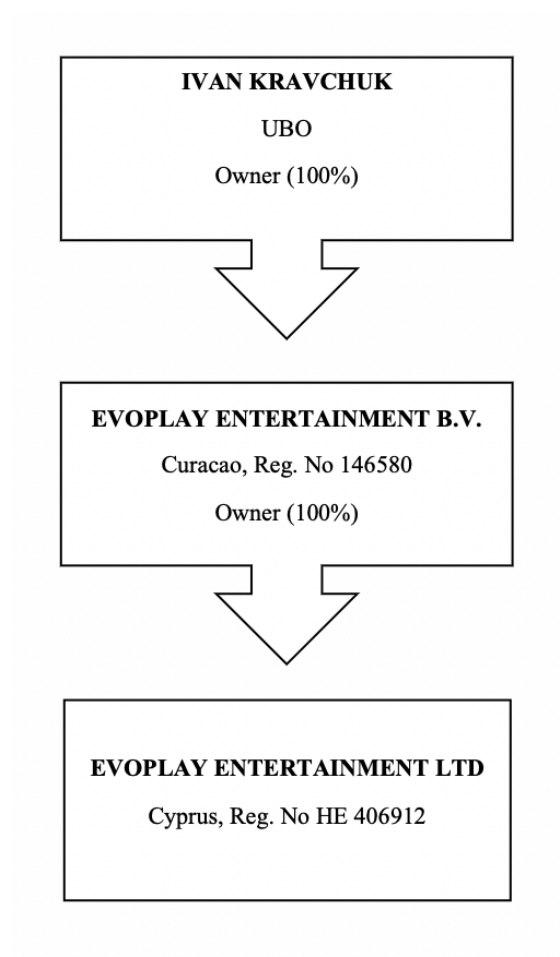
### 2.1 Ultimate Beneficial Owners

| Name          | Ownership |
|---------------|-----------|
| Ivan Kravchuk | 100%      |

### 2.2 Directors, Executives, Key Staff

| Name                  | Position           |
|-----------------------|--------------------|
| Elite Management B.V. | Statutory director |

### Structure of Evoplay Entertainment BV



## 2.3 Key Management Roles

### Director

Responsible for overall business operations and strategic decisions.

### Compliance Officer

Responsible for AML, KYC, sanctions compliance, and regulatory reporting.

### Chief Technology Officer (CTO)

Responsible for software development, infrastructure, and cybersecurity.

## 3. Business forecasts for 3 years

|                             | 2026          | 2027          | 2028          |
|-----------------------------|---------------|---------------|---------------|
| <b>Open balance</b>         | 300,000       | 1,100,000.00  | 2,500,000.00  |
| <b>Operating activities</b> |               |               |               |
| - income                    | 6,500,000.00  | 8,200,000.00  | 10,500,000.00 |
| - outcome                   | -5,900,000.00 | -6,700,000.00 | -8,100,000.00 |
| <b>Close Balance</b>        | 1,100,000.00  | 2,500,000.00  | 4,600,000.00  |

## 4. Overview of Intended Business Strategy

|                  | 2026                | 2027                  | 2028                  |
|------------------|---------------------|-----------------------|-----------------------|
| <b>Revenue</b>   | <b>6,500,000</b>    | <b>8,200,000.00</b>   | <b>10,500,000.00</b>  |
| Worldwide        | 6,500,000.00        | 8,200,000.00          | 10,500,000.00         |
| Curacao          | -                   | -                     | -                     |
|                  |                     |                       |                       |
| <b>Expenses:</b> | <b>- €5,900,000</b> | <b>- 6,700,000.00</b> | <b>- 8,100,000.00</b> |
| direct cost      | 200,000.00          | - 250,000.00          | - 300,000.00          |
| b2b              | - 400,000.00        | - 600,000.00          | - 850,000.00          |
| admin            | -5,300,000.00       | - 5,850,000.00        | - 6,950,000.00        |
|                  |                     |                       |                       |
| <b>Profit</b>    | <b>600,000.00</b>   | <b>1,500,000.00</b>   | <b>2,400,000.00</b>   |

|                        |                   |                     |                     |
|------------------------|-------------------|---------------------|---------------------|
|                        |                   |                     |                     |
| <i>Taxes</i>           | -                 | -                   | -                   |
|                        |                   |                     |                     |
| <b>Net profit</b>      | <b>600,000.00</b> | <b>1,500,000.00</b> | <b>2,400,000.00</b> |
|                        |                   |                     |                     |
| <b>Profit Margin,%</b> | <b>9%</b>         | <b>18%</b>          | <b>23%</b>          |

### Forecast assumptions

- Annual growth of 20–25%
- Expansion of operator partnerships
- Increase in active player volume
- Market penetration into Asia and LATAM
- Product portfolio expansion
- Additional B2B distribution agreements

## 5. Key suppliers and material dependencies

### 5.1 Critical Income Partners

| <b>Name</b>               | <b>Percentage</b> |
|---------------------------|-------------------|
| Brivio Limited            | 32%               |
| STRIMDUO LTD              | 18%               |
| MARKOR TECHNOLOGY LIMITED | 13%               |
| Mirax Management Ltd      | 13%               |
| Waygosport Ltd            | 11%               |

### 5.2 Critical Suppliers

| <b>Name</b>        | <b>Percentage</b> |
|--------------------|-------------------|
| Evoplay LTD        | 46%               |
| Bordo Goup Limited | 15%               |
| YAMAKO LIMITED     | 8%                |

|                         |    |
|-------------------------|----|
| ZAFIRENA MANAGEMENT LTD | 6% |
| Servers.com Inc         | 4% |
| Expose Designs Limited  | 4% |

## 6. Risk evaluation and management

To protect the company against potential losses and ensure the organisation's long-term viability, we constantly conduct internal audits and improve the effectiveness of their risk management, control, and governance processes.

The company maintains an internal risk management framework covering:

- Regulatory Risk
- Continuous monitoring of licensing obligations.
- AML Risk
- Implementation of AML policies and transaction monitoring.
- Fraud Risk
- Real-time fraud detection and chargeback monitoring.
- Cybersecurity Risk
- Regular penetration testing and infrastructure audits.
- Operational Risk
- Business continuity and disaster recovery planning.
- Sanctions Risk
- Daily sanctions screening of clients and counterparties.

## 7. Regulatory legal support function

The company maintains a streamlined governance model where strategic oversight and key decision-making responsibilities remain under the authority of the Ultimate Beneficial Owner (UBO). The UBO is directly involved in major business decisions, financial supervision, and regulatory compliance oversight.

Day-to-day operational management is delegated to the appointed corporate director, while significant matters such as corporate restructuring, regulatory applications, material contractual arrangements, and strategic expansion require approval from senior management and the UBO.

Given the current governance structure, decision-making authority remains clearly allocated, minimizing the risk of deadlock or operational disputes.

### **Legal Advisory Support**

To ensure ongoing compliance with applicable laws and regulatory obligations, the company retains independent external legal advisors when required. These advisors provide support in areas including licensing matters, contractual review, corporate governance, and regulatory interpretation within the online gaming sector.

### **Corporate Meetings and Strategic Consultations**

Although the company does not operate through a formal board structure, strategic reviews and high-level consultations are conducted periodically between senior management and the UBO. Depending on the subject matter, external legal, compliance, or financial specialists may be invited to participate in an advisory role.

Participation in such consultations is determined based on business necessity and relevance to the matters under consideration.

## **8. Target KPIs and business objectives**

As a B2B gaming software provider, the company measures performance through operational, financial, and compliance KPIs.:

- **Player Engagement and Retention:** Success can be measured by the level of player engagement with the games provided and the ability to retain players over time. Key metrics include average session length, frequency of gameplay, and player churn rates. Long-term objectives include strategies to enhance player experiences, introduce new features, and foster loyalty through rewards programs and personalised gaming experiences.
- **Game Performance:** Monitoring the performance of individual games is crucial for us. Metrics such as player feedback, ratings, and in-game analytics can provide insights into which games are resonating with players and which may need improvements or updates. Long-term objectives involve developing a diverse portfolio of high-quality games that appeal to different player preferences while regularly refreshing and innovating to maintain relevance in the market.
- **Revenue and Profitability:** revenue generated from game licensing fees, royalties, and other revenue streams are important metrics to track. Long-term objectives include achieving sustainable revenue growth through expanding market reach, securing partnerships with casino operators, and optimizing monetization strategies while maintaining profitability through efficient cost management.
- **Market Share and Competitive Positioning:** Assessing market share and competitive positioning relative to other game providers is essential for us to measure success in the long term. This involves tracking market trends, analyzing competitor offerings, and identifying opportunities for differentiation and innovation. Objectives include gaining

market share in key segments, expanding into new geographic markets, and establishing the brand as a leader in the industry.

- **Regulatory Compliance and Social Responsibility:** Compliance with regulatory requirements and commitment to responsible gaming practices are critical for long-term success and sustainability. This includes adhering to licensing regulations, promoting responsible gaming behaviors, and implementing measures to prevent underage gambling and problem gambling. Objectives include maintaining a strong reputation for integrity and compliance, fostering trust among regulators and players, and contributing positively to the broader gaming ecosystem.
- **Technological Innovation:** Embracing technological innovation and staying ahead of industry trends is essential for long-term success in such a highly competitive gaming market. Objectives include investing in research and development to create cutting-edge gaming experiences, leveraging emerging technologies such as virtual reality or augmented reality, and adapting to changes in player preferences and behavior.

#### Operational KPIs:

- Revenue growth >20% annually
- Platform uptime >99.9%
- New B2B operator clients: 10+ annually
- Game launch frequency: 25+ annually

#### Compliance KPIs:

- Zero regulatory breaches
- AML reporting compliance 100%
- KYC completion rate >98%

#### Financial KPIs:

- EBITDA margin >15%
- Net profit margin >10%
- Chargeback rate <1%

#### Strategic Objectives:

- Expand into 3 new markets by 2028
- Increase market share by 15%
- Build 50+ operator partnerships

## 9. Policies and Procedures

Evoplay Entertainment B.V. maintains and implements the following internal and external policies:

- **Terms & Conditions:** establishing the contractual framework between the company and its customers, including the rules governing the use of services, customer responsibilities, and the rights and obligations of both parties.
- **Anti-Money Laundering (AML) and Counter-Terrorism Financing (CTF) Policy:** setting out the company's procedures for customer verification, risk-based due

diligence, transaction monitoring, and reporting of suspicious activities in accordance with applicable AML/CTF regulations.

- **Responsible Gaming Policy:** outlining the company's approach to player protection by providing practical tools such as self-exclusion, deposit limits, session monitoring, and access to responsible gambling support resources.

### Compliance Oversight:

Policies are maintained internally by the Compliance Officer and externally reviewed by independent compliance specialists.

### Review Timeline:

- Quarterly internal review
- Annual external review

Signed by:  
  
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Signed by: Elite Management B.V.  
Managing Director  
Kevin Goncalves Segredo  
Authorized signatory.

7/1/2026