

Black Ocean B.V.:

A B2B provider of a platform for gambling operators

A. Black Ocean Business Description

The company Black Ocean B.V. was established on April 07, 2020 in Curaçao as a private limited liability company

Black Ocean provides B2 software leasing services for gambling operators, casinos, sportsbook etc. We make our business via compliance and processing agent. That is faster, more scalable and more reliable than a vast majority of legacy platforms currently available.

Black Ocean is leasing software from ELSIREL Ltd.(Cyprus) and leases out the platform to our partners (customers, buyers).

Platform Components:

1. Sportsbook integration

Iframe integration is a rapid solution for gambling aggregators, platforms and operators that either don't have a Sportsbook at all, or are keen to improve their existing sports betting offering.

2. Casino

The platform gives complete freedom on the integration of any game thanks to a proprietary CRM and a bonus engine wrapped-up in the package.

It offers:

- 5000+ casino games from world-renowned providers
- Live games delivered by key providers
- Virtual sports
- Television lotteries
- CMS-based tools for content optimization on every page

- Additional integrations upon request
- Jackpots, free spins and tournaments

3. CRM

The platform comes with an in-built, advanced proprietary CRM system allowing operators to plan and automate every single step of subsequent marketing interaction and customer experience from the log-in.

Features of CRM:

- Real-time data collection
- Unique tools for creating content and managing templates for any channel of communication
- Bonus engine, based on refined trigger-modelling for over than 150 events;
- 200 various triggers for customer segmentation and identification
- Communication via email, SMS, WhatsApp, push notifications, Telegram, other messengers and social networks
- Fully automated event-processing technology (trigger chains)
- Complete control over content and database.

4. Payment Systems

- 250+ payment methods worldwide (including cryptocurrency wallets)
- Additional integrations through a universal StateMachine hub
- Intelligent fund withdrawal management system
- Automated fund-withdrawal processing algorithms
- All currencies (including crypto)

5. Business Analytics

OLAP data cubes allow clients to generate customizable reports using over 100 different metrics and filters. Create a personal dashboard and schedule report delivery to determined stakeholders. By using Vertica DB technology, reports are generated within moments without any need to impinge on product performance or the database.

B. Black Ocean Partners' Market

Our Partners mainly operate in LatAm and some in Africa

C. Black Ocean Financial

Black Ocean B.V.

Statement of profit & loss

Amounts in EUR '000

	<i>actual</i>	<i>actual</i>	<i>plan</i>	<i>plan</i>	<i>plan</i>	<i>plan</i>
	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL
	2022	2023	2024	2025	2026	2027
Clients' operations						
<i>GGR Sportbook</i>	<i>910</i>	<i>12,900</i>	<i>11,410</i>	<i>25,000</i>	<i>50,000</i>	<i>70,000</i>
<i>GGR Casino</i>	<i>20,665</i>	<i>205,400</i>	<i>449,835</i>	<i>773,716</i>	<i>951,671</i>	<i>1,122,972</i>
Revenue Sportbook	109	1,417	1,369	3,000	6,000	8,400
Revenue Casino	2,962	28,363	62,077	104,452	121,814	143,740
Other services	121	2,107	2,427	2,600	3,000	3,100
Total Revenue	3,192	31,887	65,873	110,052	130,814	155,240
Casino games providers' Fee	2,148	20,025	40,935	69,634	83,747	98,822
Software, license and server fees	365	-	-			
Total COGS	2,513	20,025	40,935	69,634	83,747	98,822
Gross Profit	679	11,862	24,938	40,417	47,067	56,419
Professional fees	224	921	1,075	5,000	7,000	5,000
Other expenses	33	152	300	500	700	800
Operating Expense	257	1,073	1,375	5,500	7,700	5,800
Net Ordinary Profit	422	10,789	23,563	34,917	39,367	50,619

Platform software is leased from Elsirel Ltd starting August 2022..