

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>	<i>plan</i>
	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL
	2022	2023	2024	2025	2026	2027	2028
Clients' operations							
<i>GGR Sportbook</i>	<i>910</i>	<i>12,900</i>	<i>4,880</i>	<i>5,862</i>	<i>6,300</i>	<i>7,000</i>	<i>7,500</i>
<i>GGR Casino</i>	<i>20,665</i>	<i>205,400</i>	<i>414,544</i>	<i>372,360</i>	<i>417,043</i>	<i>479,600</i>	<i>527,560</i>
Revenue Sportbook	109	1,417	596	703	756	840	900
Revenue Casino	2,962	28,363	38,384	37,236	45,875	52,756	58,032
Other services	121	2,107	1,327	2,600	3,000	3,100	3,100
Total Revenue	3,192	31,887	40,307	40,539	49,631	56,696	62,032
Casino games providers' Fee	2,148	20,025	23,305	20,480	29,193	33,572	36,929
Software, license and server fees	365	-	15,252	18,000	15,600	16,800	16,800
Total COGS	2,513	20,025	38,557	38,480	44,793	50,372	53,729
Gross Profit	679	11,862	1,750	2,060	4,838	6,324	8,302
Professional fees	224	921	780	850	900	950	950
Other expenses	33	152	1,755	1,250	1,450	1,560	1,560
Operating Expense	257	1,073	2,535	2,100	2,350	2,510	2,510
Net Ordinary Profit	422	10,789	(785)	(40)	2,488	3,814	5,792

Platform software is leased from Elsirel Ltd starting August 2022.