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Business Plan

Curacao Gaming Company Globis N.V.

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Business Overview

General information

Provide general information regarding your business: Globis N.V. (9winz, DesiDice)

Official Name: Globis N.V.

Ownership: Owned by Lasha Gogiberidze

Country of operations: India

Business description

Globis N.V. is a licensed and performance-driven online gambling company operating under two esteemed brands: 9winz and DesiDice. With a strong commitment to excellence, the company prioritizes meeting its clients' needs with precision and completeness.

Globis N.V. upholds the highest standards in the industry, ensuring transparency, integrity in gambling practices. The company believes in fostering a secure and enjoyable environment for its customers, where they can engage in online gambling activities with confidence.

Globis N.V. is owned and led by Lasha Gogiberidze, who brings over 15 years of experience in the Global Casinos and Online Gambling industry, Lasha's extensive background with leading casinos and gambling companies globally has equipped him with invaluable insights and expertise.

The vision of the company is to establish Globis N.V. as a world-class online gambling company, setting new benchmarks in the industry. Globis N.V. strives to become the leading online gambling brand in India, catering to the diverse preferences and expectations of our Indian audience.

With a focus on innovation and customer satisfaction Globis N.V. aims to provide a comprehensive and immersive online gambling experience. Globis N.V. continuously invests in cutting-edge technology, robust security measures, and a wide range of engaging games to ensure its customers have the best possible gaming experience.

Company Control Structure (schematic)

Key individuals, who has controls within the company with name and positions)

Lasha Gogiberidze

Shareholder, UBO (100 %)

Globis N.V.

Company Organizational Structure (schematic)

Give detailed description of who owns the company

Lasha Gogiberidze

Shareholder, UBO (100 %)

Globis N.V.

*Yehor Kovyliayev
CTO/Deputy CEO*

*Develop and
Implement company
technology strategy;
Manage the
infrastructure;
Stay up-to-date on the
latest trends;
Ensure technology
aligned with the
business goals.*

*Raffaele Magliulo
AML officer/Compliance officer*

*Ensure the company complies
with regulatory requirements
and internal policy;
Identify and assess the risks.*

Products & Services

Products & Services Description

Describe the products and/or services that your business will sell and/or provide. If importing, indicate from which region or country.

Products: N/A

Services: N/A

Globis N.V. is a distinguished player in the online gambling industry. The company is dedicated to offering exceptional online casino games, with a special emphasis on the Indian market. Operating under the brands of 9winz and DesiDice, the company provides a virtual environment where real individuals can engage in thrilling online casino experiences.

9winz online casino proudly presents a diverse range of products and services tailored to meet the varied preferences of its valued players. 9winz's offerings encompass captivating casino games, immersive live dealer games for an authentic gaming atmosphere, a wide selection of exciting slots, engaging TV games, enticing bonuses and promotions, seamless mobile gaming options, convenient payment solutions, and dedicated customer support to ensure a seamless gaming experience.

Similarly, DesiDice online casino aims to provide a comprehensive gaming experience with a rich selection of products. DesiDice's portfolio includes captivating casino games, thrilling sports betting opportunities, live dealers to replicate the excitement of a physical casino, an extensive range of slots, captivating table games, seamless mobile gaming options, flexible payment solutions, and reliable customer support services.

Some of the games feature a demo mode, enabling players to practice and familiarize themselves with the gameplay before venturing into real-money bets. The availability of this feature is subject to the discretion of the respective game providers, providing players with an opportunity to gain confidence and make informed decisions.

Globis N.V. operates with integrity and places of utmost importance on player protection, security, and privacy.

Customers & Target market

Describe your customer base and give an indication of the target market where you are planning to provide the project to the customers.

The current target market of Globis N.V (9winz, DesiDice) is India. Globis N.V. serves a diverse customer base of individuals who are 18 years of age or older. The customers are adults who work hard and seek entertainment through our existing gaming offerings.

Globis N.V.'s customer segment is divided into two primary groups, with 65% consisting of men and 35% comprising women. Globis N.V. recognizes and appreciates the diverse interests and preferences of its customers, and the company's aim is to provide an exceptional gaming experience that caters to all genders.

The customers of Globis N.V. are individuals who understand the nature of gaming as a form of entertainment. They engage in the games with a sense of responsibility, recognizing the potential risks associated with gambling.

As a global leader in the industry, Globis N.V. is committed to bringing its exceptional products and service to new markets around the world. The company's strategic plan is to expand operations to countries in South Asia, Africa and Latin America.

Extra info (if applicable)

Globis N.V. is a company whose name speaks for itself. An experienced, passionate team, with a culture and attitude that the right people are key to successful results! Globis N.V.'s core expertise is the iGaming industry.

Operations & Product - Globis N.V. has teams that work in all areas of the operational process: Customer Service / Customer verification process / Customer Lifecycle Management / Incoming and outgoing support lines / Anti-fraud.

Data & BI Stream - Data is everything for the company. Globis N.V. sees Data as one of our core competencies!

Marketing - Marketing is the fuel of growth for our business. Globis N.V. is experts in the following areas: Media buying / Affiliate marketing / SEO /Brand marketing. We oversee the complete lifecycle of the marketing flow. From the idea, the design of creatives to the release of optimised products to execute the strategy.

Customer Service & Customer Relationship Management - This is a key value for Globis N.V.. The company has developed a number of products to provide the best customer experience and maximise customer loyalty for our brands.

Tech Stream - Recently formed, but already growing fast, this part of the Globis N.V. team that is gaining momentum fast. The company's Tech expertise is defined by its value of quality development of leading products, built for the iGaming industry.

Financials

Initial Investment information

Provide information on the initial investment into the project, and provide proof of this.. Provide investment schematic showing type of investment, projected costs, explanation and by whom with the flow of funds

Financial forecast

(in EUROS)	Previous year	2024	2025	2026
GGR	2,310,504.53	2,864,693.84	3,351,691.79	3,921,479.40
InOut	2,035,001.76	2,515,249.39	2,942,841.78	3,443,124.89
<i>Gaming providers costs</i>	566,504.77	547,053.02	626,110.98	747,027.62
<i>Marketing cost</i>	183,967.32	236,737.14	260,410.86	286,451.94
<i>Payment system</i>	644,475.16	738,310.51	825,787.77	924,882.30
<i>Communication services</i>	47,369.11	65,967.85	72,564.64	79,821.10
<i>IT infrastructure</i>	11,331.89	12,322.78	12,955.06	13,650.57
<i>Legal services</i>	45,606.75	60,588.28	63,617.69	66,798.58
<i>Staff</i>	737,933.76	845,764.10	888,052.31	932,454.93
<i>Bank charges</i>	21.18	49.71	74.64	82.10
<i>Office expenses</i>	3,956.53	9,750.08	10,750.08	11,250.08
<i>Repayment of liabilities</i>	1,072.64	1,072.64	1,072.64	1,072.64
Total expenses	1,596,691.31	1,778,232.97	1,934,536.25	2,137,536.91
Net Profit	-206,164.71	-1,294.09	182,517.77	380,705.68