



punch

Esti Technologies
N.V.



License no 365/JAZ Sub-License GLH-OCCHKTW0710012021

Dutch Antilles Management N.V., a limited liability company, established in Curaçao, having its offices at 7 Abraham de Veerstraat, registered in the commercial register in Curaçao under number 10692, which company acts as managing director of and legally represents the limited liability company **Gaming Services Provider N.V.** Holder of Master License #365/JAZ established in Curaçao, having its offices at 7 Abraham de Veerstraat, registered in the commercial register in Curaçao under number 77207, and under the laws of Curaçao entitled to issue sublicenses; certifies that;

Esti Technologies N.V.

Hold a sublicense with our company under License no 365/JAZ Sub-License GLH- OCCHKTW0710012021 as of 05th day of October 2021 with their URL:

www.champi.casino
<https://punch.bet>
<https://punch.casino>

The agreement has been originally been granted for a period of twelve months and is subject to automatic renewal for an additional 12 months unless canceled earlier in writing by either party.

Additional details:

- Official Decree of the Central Government of Curaçao (formerly the Netherlands Antilles) No 365/JAZ dated August 18, 1998 No 14 signed by the Minister of Justice laying down the Master License granted to Gaming Services Provider allowing the operation of Games of Chance on the International market via service lines.
- The Master License has been extended for an additional five years by the Governor of Curaçao on February 21 2018 (no 14/0342) and valid till August 18th 2024

This Certificate is valid till February, 2024

Willemstad, Curaçao

A handwritten signature in blue ink, likely of the Managing Director, over a horizontal line.

Dutch Antilles Management N.V.

as Managing Director of Gaming Services Provider N.V.

*Esti Technologies N.V. has been incorporated
14 July 2021 under registration number
157981, and successfully operating under the
365/JAZ SUB-LICENSE GLH-
OCCHKTW0710012021, GAMING
CURACAO LICENCE*

Esti Technologies N.V. (brand name – Punch) is a company with over three years of experience in the iGaming industry, has seen significant growth. The company was founded by a team of professionals with extensive experience in online gaming and has become a leader in providing innovative and entertaining gaming experiences to players across various markets. Punch has established a reputation for reliability and excellence in the industry, with a strong focus on compliance and customer satisfaction, as well as technological advancement.

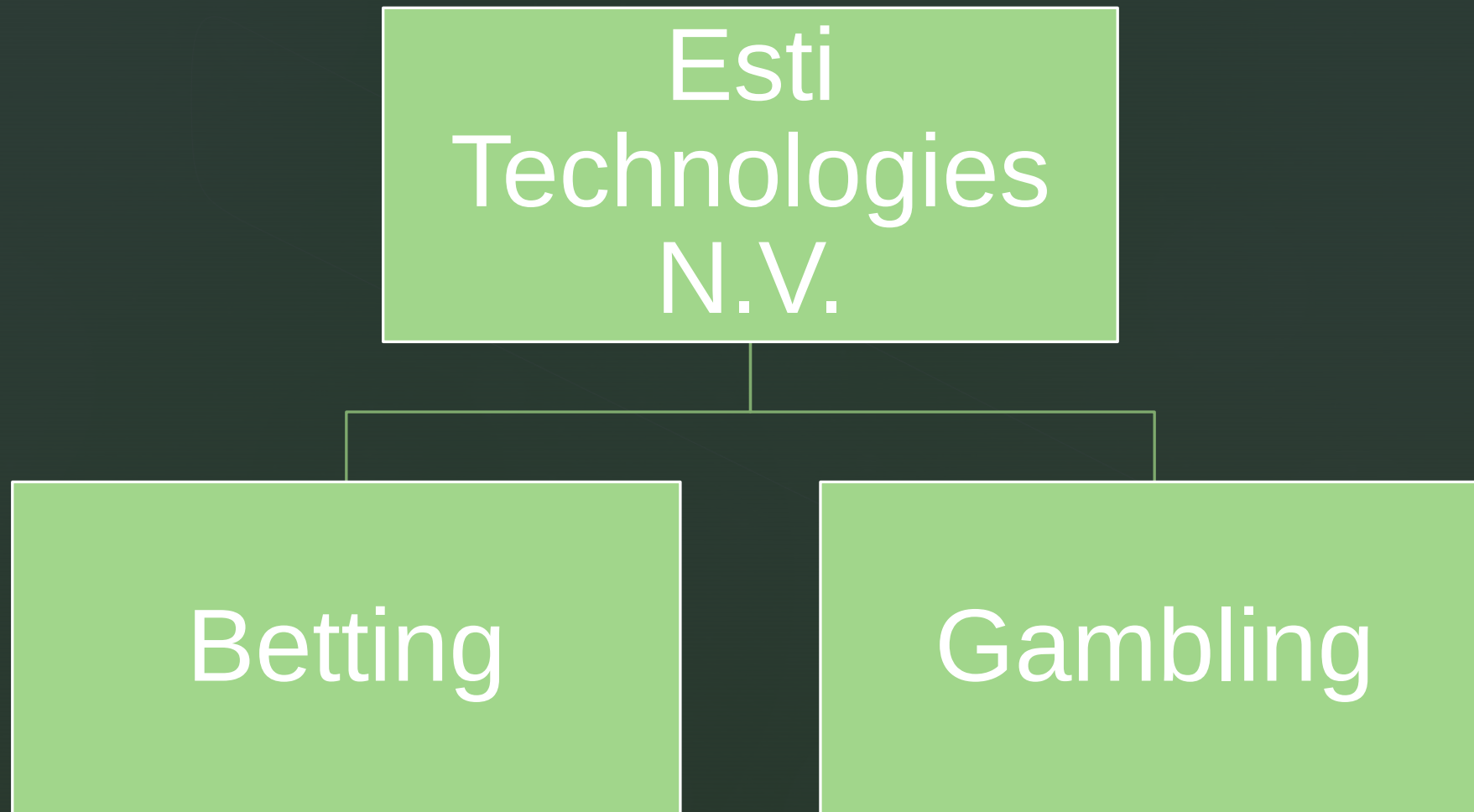
Under the brand name Punch, we offer a comprehensive range of online gaming products and services tailored to the preferences of players in the CIS countries. Our portfolio includes a diverse selection of casino games, such as slots, table games, live dealer games, and virtual sports betting. We pride ourselves on delivering sophisticated cybergaming betting platform in the world.



Punch`s competitive edge lies in its proprietary technology and innovative features that set our gaming platform apart from the competition. Our team continuously works on enhancing gameplay, bonuses, and user interface to provide a seamless and engaging experience for players. Additionally, our advanced data analytics capabilities enable us to personalize gaming experiences, offering tailored recommendations and promotions based on player behavior and preferences.

Moreover, our intellectual property includes sophisticated anti-fraud and security measures, in collaboration with third-party anti-fraud service provider Seon, to protect player data and financial transactions, thus ensuring a secure and dependable gaming environment. This strategy will improve the player experience on our platform and help us establish ourselves as a trustworthy iGaming operator.

Types of Activities



■ The UBO of Esti Technologies N.V.

Mrs. Valentina Avgousti

Results-oriented business leader with 30+ years of success in accelerating growth by overseeing administration of several companies throughout the years, implementing impactful risk management plans, and incorporating innovative investment strategies. Adept at forging profitable stakeholder partnerships through ongoing consultation. Proficient in overseeing cross-functional training to ensure teams excel in roles essential to expansion efforts, account development, customer satisfaction, and solution planning. Accustomed to simultaneously managing multiple complex projects with fast-paced environments. Focused on incorporating process improvement strategies of collaboration, delivering quality products/services, reflecting on customer feedback, and adopting latest trends.

Areas of Expertise

- *Business Expansion*
- *Operations Management*
- *Retail Products*
- *Cash Flow Planning/Analysis*
- *Budgeting and Forecasting*
- *Project Management*

Career Experience

Esti Technologies N.V. <i>UBO</i> - Provides exceptional business leadership for the services. - Formulates effective business strategies and properly executed new plans. -Collaborates with other lines of business to drive organizational efficiencies and alignment to develop the infrastructure for future growth. -Works to continuously drive technology-enabled services to achieve and surpass profitability. <i>Creates value and differentiated our services from competitor campaigns.</i>	04/2022- Present
F3 Markets N.V. <i>Shareholder /Managing Director</i> -Effectively works to enhance client satisfaction by engaging in extensive client communication, troubleshooting and strategic planning. -Identifies new revenue opportunities and worked to drive account growth and profitability. -Effectively works to enhance client satisfaction by engaging in extensive client communication, troubleshooting and strategic planning. - Identifies new revenue opportunities and worked to drive account growth and profitability.	05/2022- Present
VIVA-AA Med Health., Limassol, Cyprus <i>Shareholder/Director</i> - Onboarding and targeting new clients. - To oversee negotiation with service providers - Organizational and communications with clients.	08/2008 – 04/2022
Zolodo Trading International., Nicosia,Cyprus <i>Financial Director</i> Spearhead company-wide business operations, including project, marketing, financial, technology, investment, HR, marketing, and sales activities. Execute final high-level decisions about company's policies, vision, and strategy direction aligned with long- term goals. Implement strategic plans aimed at stimulating growth, increasing profiles, and maximizing customer satisfaction. Create environment that promotes great performance and positive morale. Oversee fiscal process, such as budgeting, reporting, and auditing. Assure all regulatory documents are filed and comply with relevant laws. - Strengthened client relationships throughout account life cycle, such as pre-sales support. - Contributed to market share increase by implementing strategies that determined customer needs. - Resolved conflicts and prevented escalations through applying effective interpersonal and professional skills	09/1997- 06/2003

STRUCTURE

Ultimate beneficial owner
and Shareholder (100%):
Valentina Avgousti

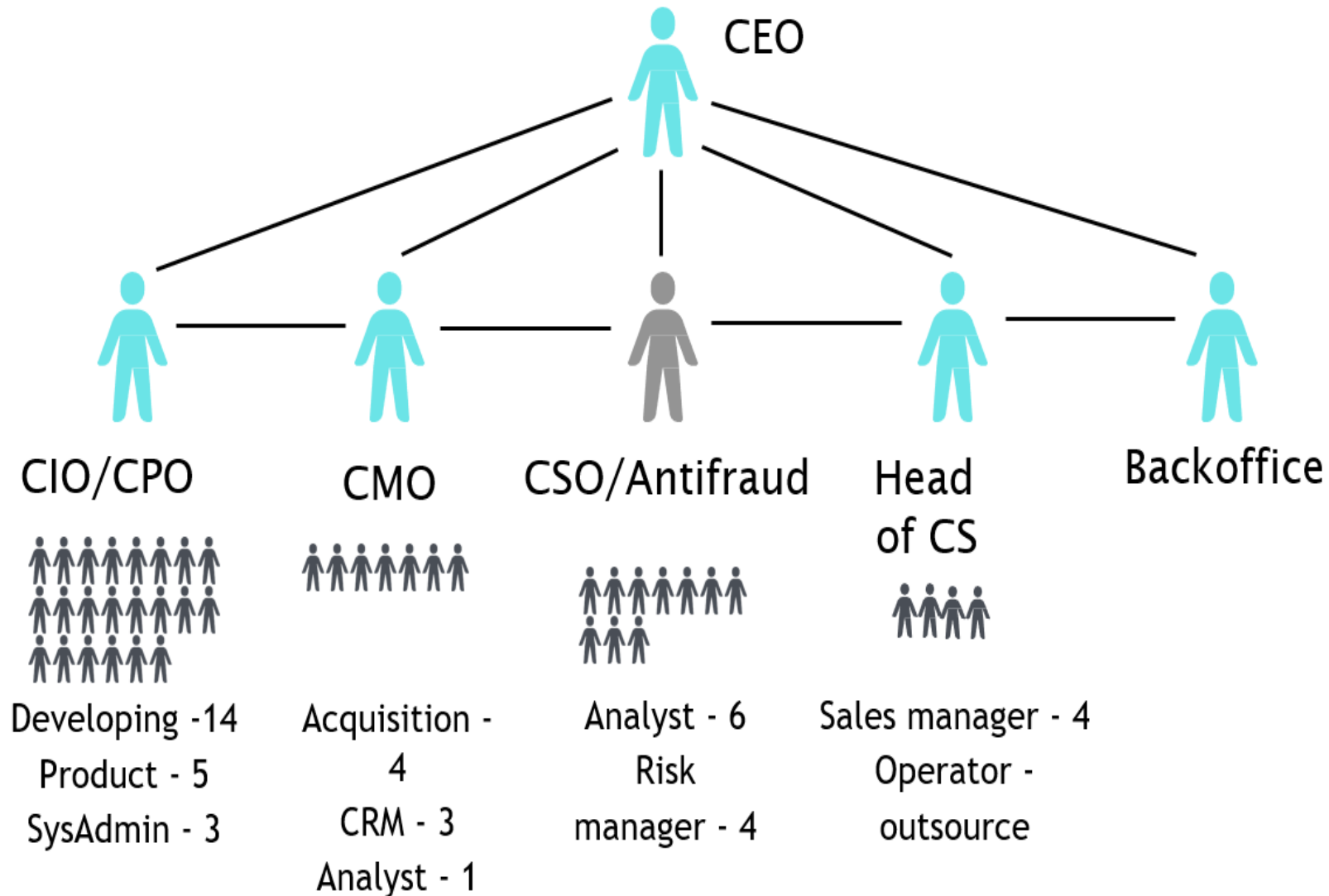


Esti Technologies N.V.
(Curacao)
Registered date: 14 July 2021
Company No.: 157981



Managing Director:
Kurason Trust Curacao N.V.
Company No.: 127003

Team



Our team is based in

- Cyprus

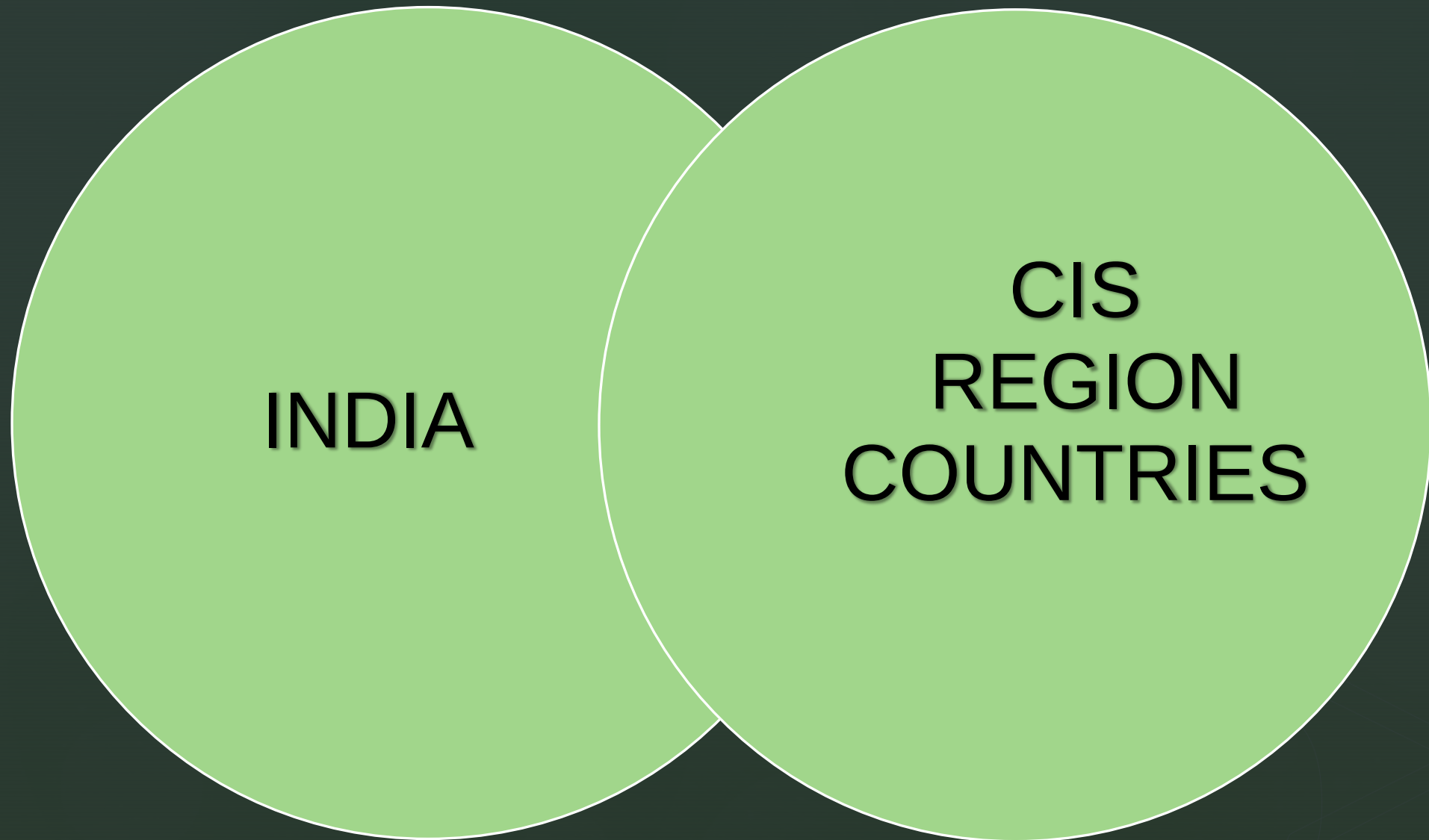
- Turkey

- CIS

Financial plan 2022-2027

	08/22	09/22	10/22	11/22	12/22	2022	2023	2024	2025	2026	2027
TOTAL NGR							1 252 713	10 678 865	21 216 580	26 067 409	27 922 723
FDA	-	-	-	-	-	-	25 000	180 000	180 000	180 000	180 000
MAU	-	-	-	-	-	-	4040	34 983	40 155	42 325	43 239
NGR Sport	-	-	-	-	-	-	1 212 468	9 308 694	17 980 153	22 091 025	23 663 325
NGR Casino	-	-	-	-	-	-	40 245	1 370 172	3 236 428	3 976 384	4 259 398
VARIABLE COSTS							283 449	2 448 087	4 940 946	5 594 291	6 502 682
Payments commission	-	-	-	-	-	-	277 519	2 242 562	4 455 482	5 044 633	5 863 772
Casino royalty	-	-	-	-	-	-	5 930	205 526	485 464	549 657	638 910
STAFF/ADMIN COSTS	554 983	120 483	121 483	150 883	156 883	1 104 715	2 072 000	2 510 000	3 521 000	3 967 580	4 143 980
Staff Front office	28 350	28 350	28 350	57 750	57 750	200 550	693 000	756 000	882 000	1 008 000	1 134 000
Staff IT	79 800	79 800	79 800	79 800	79 800	399 000	1 008 000	1 260 000	1 638 000	1 764 000	1 764 000
Bonuses	-	-	-	-	-	-	-	-	403 200	504 000	554 400
Backoffice	2 000	2 000	2 000	2 000	3 000	11 000	36 000	48 000	60 000	72 000	72 000
Admin costs	5 333	5 333	6 333	6 333	6 333	29 665	140 000	186 000	217 800	239 580	239 580
IT infr	439 500	5 000	5 000	5 000	10 000	464 500	195 000	260 000	320 000	380 000	380 000
MARKETING/SUPPORT	10 000	10 000	10 000	8 000	8 000	46 000	1 695 000	11 094 000	11 220 000	11 340 000	11 352 000
Performance	-	-	-	-	-	-	1 500 000	10 800 000	10 800 000	10 800 000	10 800 000
CRM	-	-	-	-	-	-	15 000	54 000	120 000	180 000	180 000
Production	10 000	10 000	10 000	5 000	3 000	38 000	60 000	60 000	60 000	60 000	72 000
CS	-	-	-	3 000	5 000	8 000	120 000	180 000	240 000	300 000	300 000
TOTAL EXPENCES	564 983	130 483	131 483	158 883	164 883	1 150 715	4 050 449	16 052 087	19 681 946	20 901 871	21 998 662
NET PROFIT	(564 983)	(130 483)	(131 483)	(158 883)	(164 883)	(1 150 715)	(2 797 736)	(5 373 222)	1 534 634	5 165 539	5 924 062

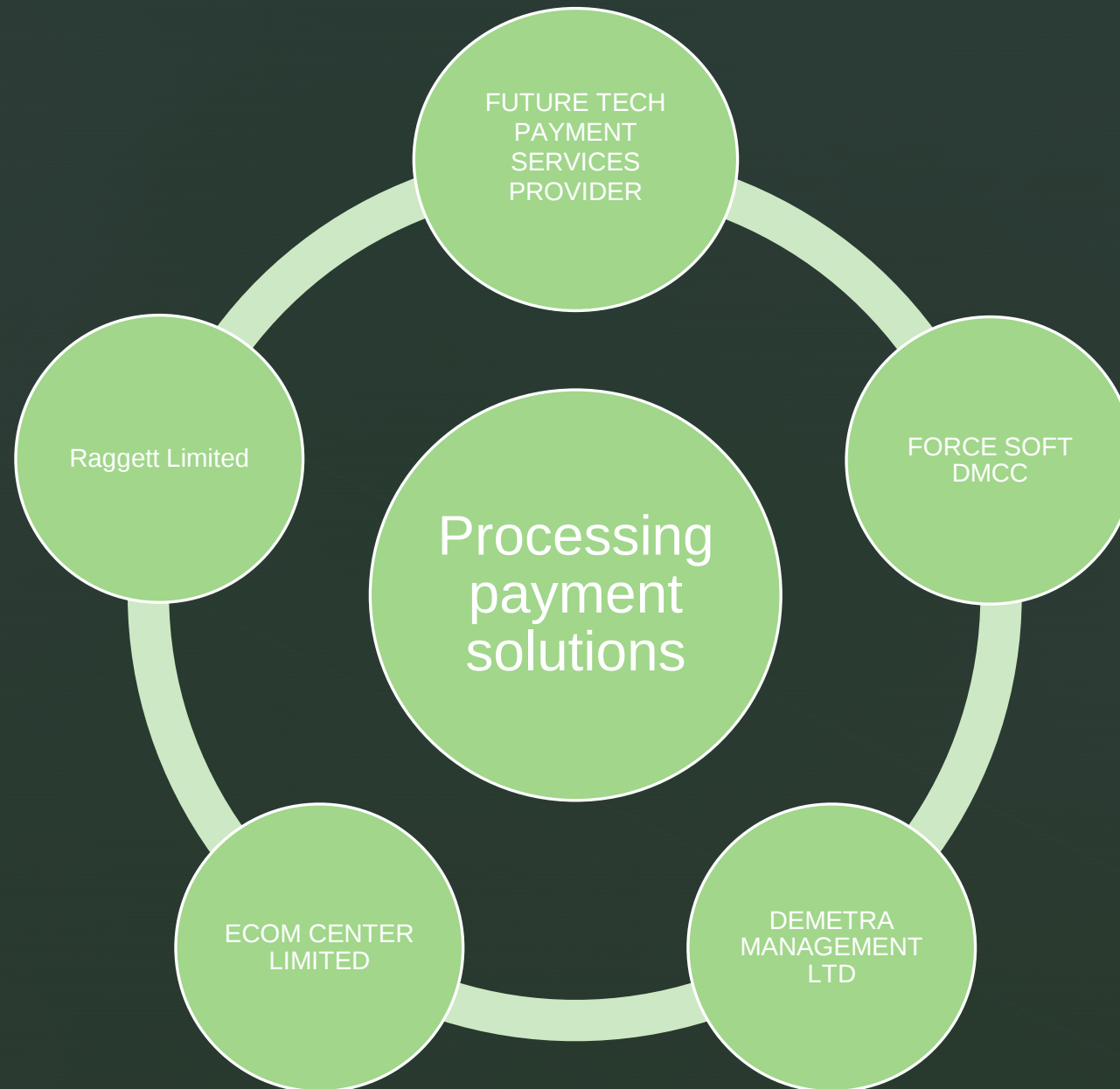
TARGET MARKETS

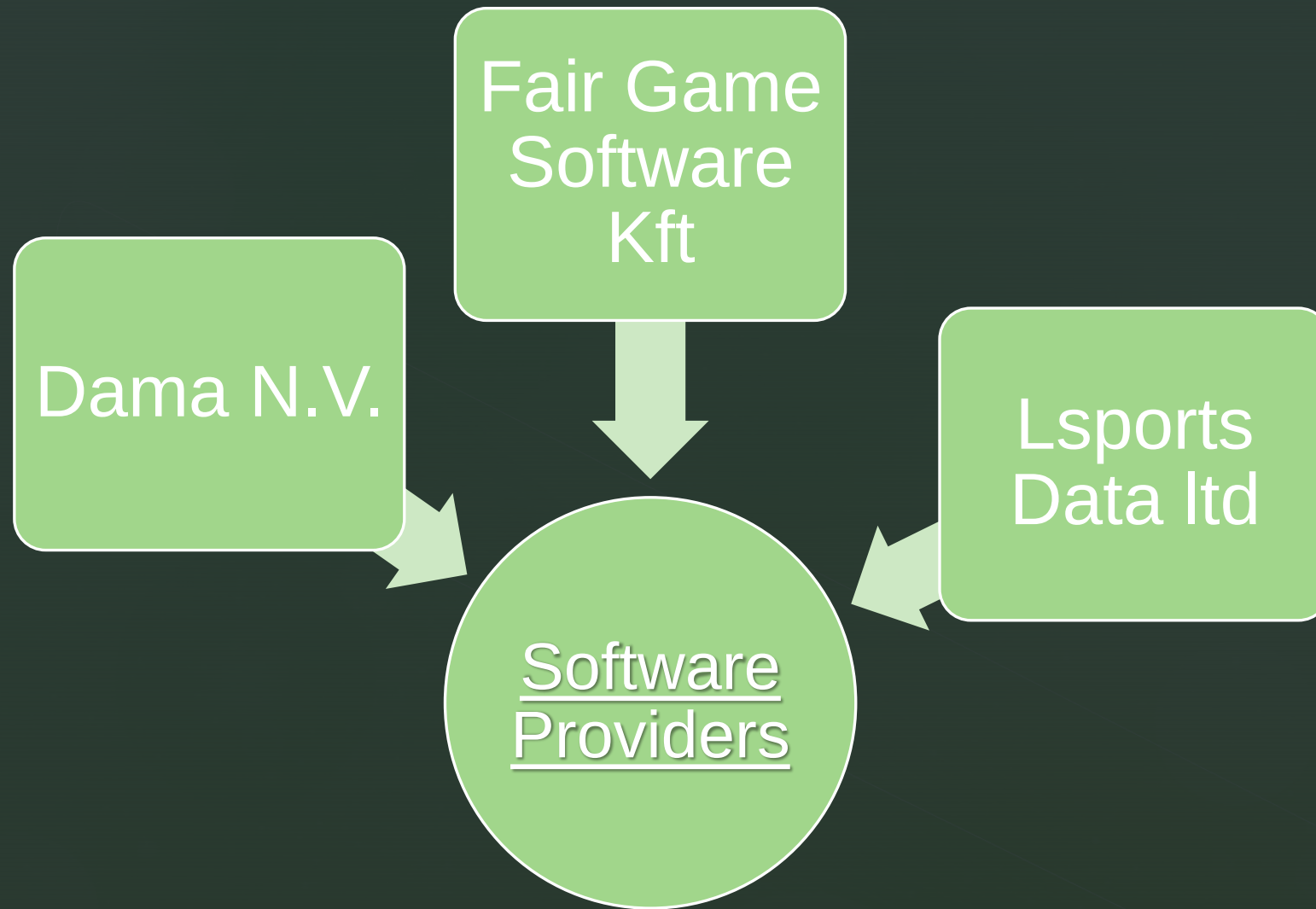


Services Providers

Punch team takes efforts to minimize risks associated with losses with any Suppliers. For that purpose we have backup integrations for most Payment Systems, game providers, essential services.

For example, now we diversify our risks with PSPs by integrating a minimum of 3 identical services, to insure smooth transactions in case one of the PSPs is compromised. The same is true for game providers. We have integrations with multiple game aggregators, in case one of them is not functional.





Risk assessment and management are integral parts of our operational framework. We understand the importance of identifying, evaluating, and mitigating risks to ensure the sustainability and success of our iGaming venture. Our approach to risk management encompasses various aspects, including internal controls, audits, oversight committees, and risk registers.

Risk Assessment and Management

Internal Controls

Our team has implemented robust internal controls to identify and manage operational, financial, and regulatory risks. These controls are intended to ensure adherence to relevant laws and regulations, protect assets, and uphold the integrity of our operations.

Key internal control measures include

Segregation of duties: We ensure that responsibilities are divided among different individuals to prevent errors and fraud.

Regular reconciliations: Financial transactions and records are reconciled regularly to detect discrepancies and errors promptly.

Access controls: Access to sensitive data and systems is restricted to authorized personnel only, reducing the risk of unauthorized access and data breaches.

Internal Audits

Internal audits are conducted periodically to assess the effectiveness of our internal controls and identify areas for improvement. Our internal audit is also outsourced to licensed company to ensure best practices are maintained.

External Audits

In addition to conducting internal audits, our team engages external audit firms to conduct independent reviews of our financial statements and internal controls. These audits provide assurance to our stakeholders that we are complying with regulatory requirements.

Oversight Committees

Punch establishes oversight committees to monitor and manage specific risks or areas of operations. These committees, comprising senior management and external advisors, provide guidance and oversight on matters such as compliance, risk management, and corporate governance. By bringing together diverse perspectives and expertise, oversight committees enhance our ability to identify and address risks proactively.

Risk Registers

Our team will maintain risk registers to systematically identify, assess, and prioritize risks in our organization. Risks should be categorized according to their likelihood and potential impact on our business objectives, enabling us to allocate resources effectively to mitigate high-priority risks. Regular reviews of risk registers ensure that risks are promptly responded to and managed in line with our risk appetite and risk tolerance levels..

Legal and Governance System

Legal and governance system is designed to ensure transparency and compliance. UBO, Director and Compliance Officer play a central role in overseeing corporate governance practices and strategic decision-making, as well as overseeing legal matters and risk management. The Director is an experienced professional with a diverse range of experience and expertise in areas relevant to gaming activities.

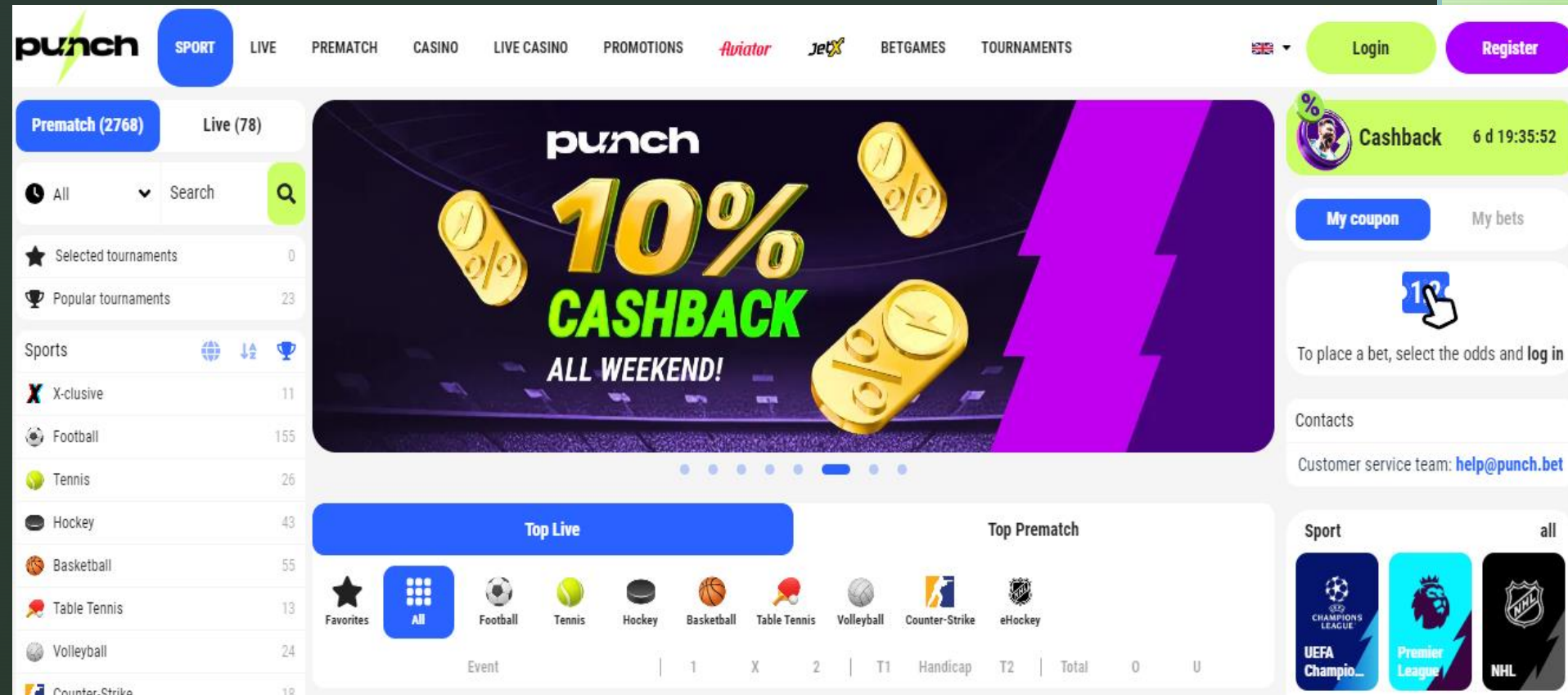
*Certain matters are subject to review by the Director and the UBO to ensure effective governance. These include:
Approval of annual budgets and financial plans:*

- Appointment and removal of senior executives*
- Significant transactions and investments*
- Changes in corporate structure or management*

In the event of an impasse, independent consultants or mediators may be engaged to facilitate discussion and achieve consensus. Ultimately, the interests of the company and its stakeholders are taken into account when making decisions.

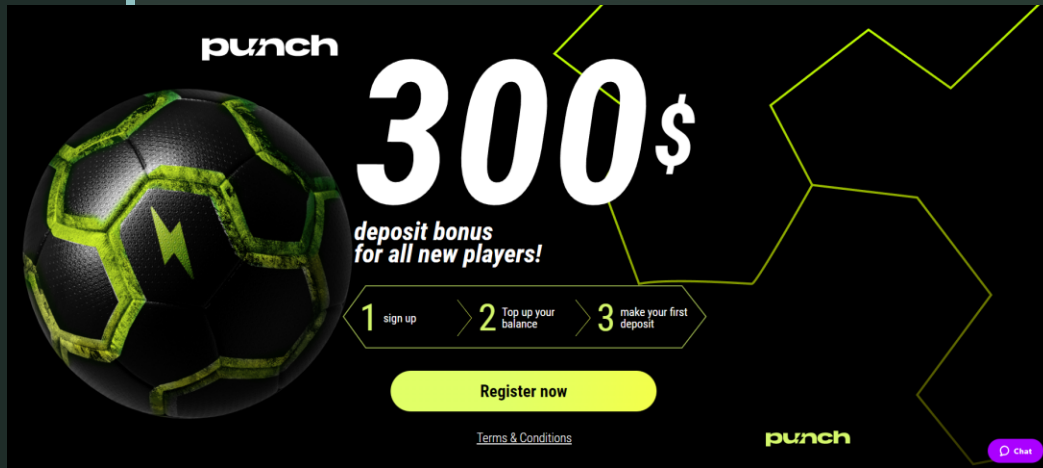
Our team engages reputable law firms specialising in gaming law and corporate governance to provide legal support and advice. These firms assist with regulatory compliance, contract negotiations, dispute resolution and other legal matters to ensure that the company's operations comply with applicable laws and regulations.

Esti technologies N.V. provides high-attractive options for its Clients to enhance client satisfaction as well as to continuously drive technology-enabled services to achieve and surpass profitability.



Some of the high-attractive options

Deposit bonuses



punch

300\$

deposit bonus
for all new players!

- 1 sign up
- 2 Top up your balance
- 3 make your first deposit

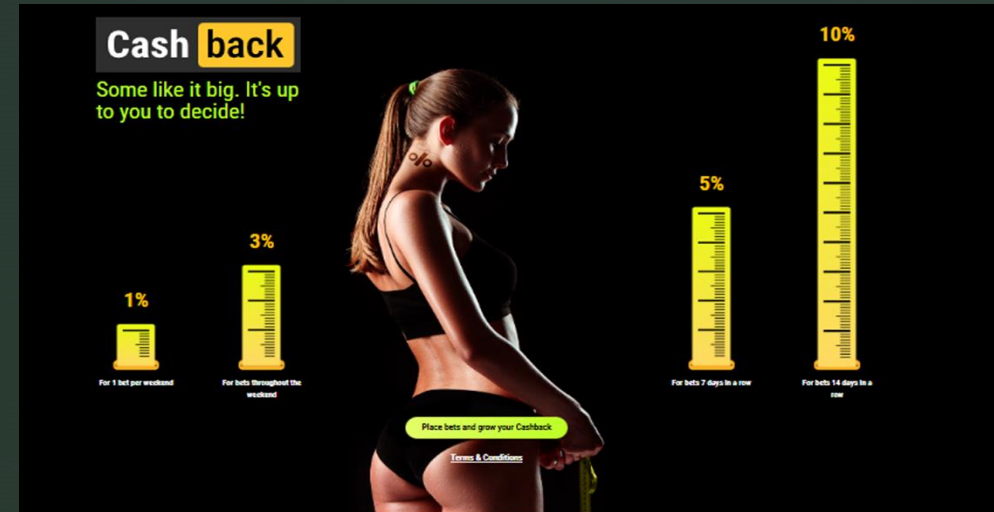
[Register now](#)

[Terms & Conditions](#)

punch

Chat

Cashback



Cash back

Some like it big. It's up to you to decide!

1% For 1 bet per weekend

3% For bets throughout the weekend

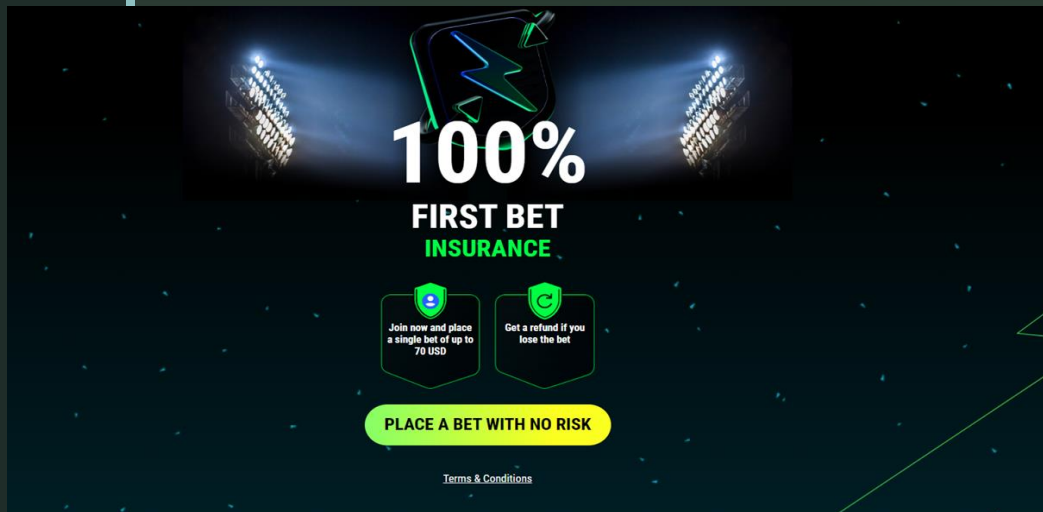
5% For bets 7 days in a row

10% For bets 14 days in a row

Place bets and grow your Cashback

[Terms & Conditions](#)

First Bet insurance



100%

FIRST BET INSURANCE

Join now and place a single bet of up to 70 USD

Get a refund if you lose the bet

[PLACE A BET WITH NO RISK](#)

[Terms & Conditions](#)

Prizes for bets



BETTING ARENA

GET POINTS FOR BETTING AND TRADE THEM IN FOR PRIZES

[PARTICIPATE](#)

30 000 IPHONE 14 PRO	77 000 IPHONE 14	21 000 PLAYSTATION 5	23 000 XBOX SERIES X
30 000 HTC VIVE VR HEADSET	19 000 APPLE WATCH ULTRA	37 000 APPLE WATCH	15 000 AIRPODS PRO
13 000 APPLE AIRPODS MAX	12 000 SONY WH-1000XM5 HEADPHONES		

[PARTICIPATE](#)

Target KPIs and Business Objectives

At punch's iGaming venture, Punch, we define our success through a combination of key performance indicators (KPIs) and strategic business objectives. These metrics guide our decision-making, measure our progress, and ensure alignment with our long-term goals in the dynamic and competitive iGaming industry.

1. Monthly Active Users (MAUs):

Target KPI: Increase MAUs by 10% quarterly.

Objective: Grow our player base and engagement levels through targeted marketing initiatives, user acquisition strategies, and product enhancements.

2. Player Retention Rate:

Target KPI: Maintain a player retention rate of at least 20%.

Objective: Foster loyalty and satisfaction among our existing players through personalized promotions, rewards programs, and exceptional customer service.

3. Revenue Growth:

Target KPI: Achieve 900% revenue growth annually.

Objective: Drive revenue growth through diversified revenue streams, including casino games, sports betting, and ancillary services. Expand into new markets and optimize monetization strategies to maximize profitability.

4. Compliance Adherence:

Objective: Ensure adherence to applicable laws, regulations, and licensing requirements in all jurisdictions where we operate. Invest in robust compliance processes, training, and monitoring to mitigate regulatory risks.

5. Technology Innovation:

Target KPI: Introduce 4 new features or products per quarter.

Objective: Maintain a competitive edge through continuous innovation in technology, user experience, and game offerings. Leverage emerging technologies such as AI, blockchain to enhance our platform and captivate players.

6. Market Expansion:

Target KPI: Enter 5 new markets within the next two years.

Objective: Expand our geographical footprint and diversify our revenue sources by entering new markets with growth potential. Conduct thorough market research, regulatory due diligence, and localization efforts to ensure successful market entry.

Policies and procedures

Esti Technologies N.V. prioritises the development and implementation of comprehensive policies and procedures to ensure regulatory compliance, operational efficiency and risk mitigation. Our approach to developing these policies and procedures involves a combination of internal and external resources, with a commitment to transparency, timeliness and expertise.

We provides strict regulation rules, every Customer must familiarize with the following documents uploaded on the site:

- AML and KYC Policies
- Terms & Conditions
- Privacy Policy
- Responsible Gambling
- Local rules



PUNCH

punch Rules and Bonuses

Gambling with responsibility

Privacy policy

Standard Terms & Conditions

Anti-Money Laundering



Esti Technologies N.V. constantly improves the quality of its services, develops its activities, expands its team with highly qualified specialists, conscientiously fulfills its obligations and takes fast steps aimed to become the Number One in the Betting and Gambling industry.