

TH Gambling N.V.

Profit and Loss

January - October, 2024

	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024	JUN 2024	JUL 2024	AUG 2024	SEP 2024	OCT 2024	TOTAL
Income											
GROSS GAMING REVENUE											€0.00
Casino revenue	336,849.39	304,384.22	279,615.64	208,316.48	349,594.02	110,654.56	315,879.20	294,271.87	390,861.49	371,637.44	€2,962,064.31
Confiscated revenue (casino)	36,020.75	21,212.30	20,432.19	19,226.74	21,987.44	20,260.65	25,192.10	35,394.00	77,079.83	17,602.93	€294,408.93
Total GROSS GAMING REVENUE	372,870.14	325,596.52	300,047.83	227,543.22	371,581.46	130,915.21	341,071.30	329,665.87	467,941.32	389,240.37	€3,256,473.24
Total Income	€372,870.14	€325,596.52	€300,047.83	€227,543.22	€371,581.46	€130,915.21	€341,071.30	€329,665.87	€467,941.32	€389,240.37	€3,256,473.24
Cost of Sales											
COSTS OF SALES											€0.00
Affiliate marketing fixed fees	8,500.00	6,600.00	15,200.00	18,239.02	8,000.00	11,000.00	29,900.00	5,500.00	16,357.18	8,100.00	€127,396.20
Affiliate marketing revenue share	53,661.23	30,408.24	25,032.98	19,794.94	23,416.78	39,029.81	42,156.12	41,182.42	70,089.96	56,513.50	€401,285.98
Player's engagement tools											€0.00
Bonus conversion to real money "cash"	47,172.28	45,082.78	48,744.83	37,612.75	43,037.29	37,957.32	41,777.16	60,697.45	60,584.18	70,107.82	€492,773.86
Competitionlab rewards (new from Oct)	8,449.92	9,809.92	3,655.75	3,750.00	4,613.18	3,949.98	13,204.12	49,873.76	11,597.79	29,350.08	€138,254.50
Total Player's engagement tools	55,622.20	54,892.70	52,400.58	41,362.75	47,650.47	41,907.30	54,981.28	110,571.21	72,181.97	99,457.90	€631,028.36
Third-party minimum fees & revenue share											€0.00
Casino	44,834.58	41,292.73	45,043.69	32,252.78	45,586.06	29,031.32	39,903.83	46,559.13	47,798.78	43,831.38	€416,134.28
Other	1,005.66	1,000.00	1,000.00	1,651.68	1,766.56	3,107.08	3,000.00	3,000.00	1,000.00	3,000.00	€19,530.98
Total Third-party minimum fees & revenue share	45,840.24	42,292.73	46,043.69	33,904.46	47,352.62	32,138.40	42,903.83	49,559.13	48,798.78	46,831.38	€435,665.26
Transaction fees											€0.00
Deposits fee	15,828.12	21,800.90	17,026.77	15,293.84	15,095.70	19,042.65	18,484.97	20,755.27	20,640.82	24,363.54	€188,332.58
Exchange currency fee	14,983.40	17,538.43	18,073.16	14,457.42	12,655.08	14,368.41	14,216.07	18,182.56	13,980.18	18,754.71	€157,209.42
Min Fixed fee	1,200.00	1,200.00	1,200.00	1,512.75	1,605.67	2,250.00	1,906.73	1,625.83	1,399.76	2,129.94	€16,030.68
Withdrawals fee	811.29	769.45	844.66	693.16	629.83	708.40	643.05	918.96	868.15	888.58	€7,775.53
Total Transaction fees	32,822.81	41,308.78	37,144.59	31,957.17	29,986.28	36,369.46	35,250.82	41,482.62	36,888.91	46,136.77	€369,348.21
Total COSTS OF SALES	196,446.48	175,502.45	175,821.84	145,258.34	156,406.15	160,444.97	205,192.05	248,295.38	244,316.80	257,039.55	€1,964,724.01
Total Cost of Sales	€196,446.48	€175,502.45	€175,821.84	€145,258.34	€156,406.15	€160,444.97	€205,192.05	€248,295.38	€244,316.80	€257,039.55	€1,964,724.01
GROSS PROFIT	€176,423.66	€150,094.07	€124,225.99	€82,284.88	€215,175.31	€ -29,529.76	€135,879.25	€81,370.49	€223,624.52	€132,200.82	€1,291,749.23
Expenses											
OPERATING EXPENSES											€0.00
External operational workforce	40,141.00	38,051.00	40,106.00	35,204.00	37,714.72	34,878.75	31,521.76	30,752.08	31,183.56	26,764.20	€346,317.07
Gaming licence fees	655.66	655.62	661.00	661.00	1,127.00	661.00	661.00	1,446.73		5,086.47	€11,615.48
Inventory Amortisation & Depreciation	294.51	294.51	294.51	294.51	311.34	311.34	311.34	311.34	311.34	311.34	€3,046.08
Other operating expenses	455.84	5,544.55		1,792.30	1,192.77	1,369.23	2,620.52	1,369.06	1,371.01	1,536.52	€17,251.80

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Set-up fee and R&D											€0.00
Google Add's - PPC Strategy	8,651.92	9,204.26	607.08	610.66	198.23	46.46	45.95	27.36			€19,391.92
LuckyRoll TV streaming			50.56		51.34	50.53					€152.43
Market (Competitors) research	331.14	-438.04	304.32	371.03	537.46	852.73	273.57		449.77		€2,681.98
Other "one-off" R&D									7,200.00		€7,200.00
Total Set-up fee and R&D	8,983.06	8,766.22	961.96	981.69	787.03	949.72	319.52	27.36	7,649.77		€29,426.33
Software tools & subscriptions	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	€500,000.00
Marketing	336.66	1,275.59	228.00	90.00	397.14		90.86				€2,418.25
Platform certification and fraud prevention	3,321.20	2,975.49	3,224.23	2,888.06	2,738.44	2,644.03	2,843.85	3,086.00	2,923.81	2,759.89	€29,405.00
Players support/review services	954.21	915.37	915.24	915.24	1,053.43	1,134.59	1,077.72	1,059.29	859.70	880.34	€9,765.13
Total Software tools & subscriptions	54,612.07	55,166.45	54,367.47	53,893.30	54,189.01	53,778.62	54,012.43	54,145.29	53,783.51	53,640.23	€541,588.38
Total OPERATING EXPENSES	105,142.14	108,478.35	96,390.94	92,826.80	95,321.87	91,948.66	89,446.57	88,051.86	94,299.19	87,338.76	€949,245.14
ADMINISTRATIVE EXPENSES											€0.00
Legal and professional fees	1,279.06	1,278.79	1,279.18	1,279.18	7,004.18	1,279.18	1,275.53	1,275.53	1,275.54	1,125.00	€18,351.17
Other administrative expenses											€0.00
Bank fees	840.03	931.80	1,044.87	930.63	1,149.24	871.21	819.11	978.41	959.01	935.39	€9,459.70
Total Other administrative expenses	840.03	931.80	1,044.87	930.63	1,149.24	871.21	819.11	978.41	959.01	935.39	€9,459.70
Rent and other office costs											€0.00
Office furniture & IT & small purchases						5.13					€5.13
Office rent & utilities	483.70	486.31	490.43	487.15	494.44	487.99	492.79	486.28	478.56	474.62	€4,862.27
Telephone cost	50.10	51.27	51.43	51.80	51.22	51.72	51.24	50.18	49.95	51.13	€510.04
Total Rent and other office costs	533.80	537.58	541.86	538.95	545.66	544.84	544.03	536.46	528.51	525.75	€5,377.44
Salaries and NI contributions											€0.00
Gross salaries	991.23	996.58	1,005.02	998.30	1,013.24	1,000.02	1,009.86	996.52	980.70	1,006.69	€9,998.16
Holiday pay	233.43	234.69	236.68	235.10	81.06	80.00	80.79	79.72	78.46	80.54	€1,420.47
Premium AOV/AWW	114.33	114.95	115.92	115.15	101.90	100.58	101.56	100.22	98.63	101.25	€1,064.49
Premium AVBZ	6.02	6.05	6.10	6.06	5.36	5.29	5.35	5.28	5.19	5.33	€56.03
Premium BVZ	111.93	112.53	113.49	112.73	99.76	98.46	99.43	98.12	96.56	99.12	€1,042.13
Premium ZV/OV	29.39	29.55	29.80	29.60	26.26	25.92	26.17	25.83	25.43	26.10	€274.05
Total Salaries and NI contributions	1,486.33	1,494.35	1,507.01	1,496.94	1,327.58	1,310.27	1,323.16	1,305.69	1,284.97	1,319.03	€13,855.33
Third party services											€0.00
Hosting service		95.00	-95.00					138.66			€138.66
Total Third party services		95.00	-95.00					138.66			€138.66
Total ADMINISTRATIVE EXPENSES	4,139.22	4,337.52	4,277.92	4,245.70	10,026.66	4,005.50	3,961.83	4,234.75	4,048.03	3,905.17	€47,182.30
Total Expenses	€109,281.36	€112,815.87	€100,668.86	€97,072.50	€105,348.53	€95,954.16	€93,408.40	€92,286.61	€98,347.22	€91,243.93	€996,427.44

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Other Expenses											
OTHER INCOME & EXPENSES											€0.00
Interest expenses	-1,864.00	-1,922.00	-1,965.00	-1,991.00	-2,213.00	-2,103.00	-2,301.00	-2,117.00	-2,296.00	-2,082.00	€ -20,854.00
Realised gain on currency exchange rates	-1,133.36	-30,948.94	-13,646.43	-11.48	-6,594.77		-1,167.00	-2.52	-1,144.54	-3,138.00	€ -57,787.04
Realised loss on currency exchange rates	1,165.65	265.19	1,265.71	8,150.33	6,014.58	2,217.46	76.05	2,924.86	948.38	945.83	€23,974.04
Total OTHER INCOME & EXPENSES	-1,831.71	-32,605.75	-14,345.72	6,147.85	-2,793.19	114.46	-3,391.95	805.34	-2,492.16	-4,274.17	€ -54,667.00
Total Other Expenses	€ -1,831.71	€ -32,605.75	€ -14,345.72	€6,147.85	€ -2,793.19	€114.46	€ -3,391.95	€805.34	€ -2,492.16	€ -4,274.17	€ -54,667.00
NET EARNINGS	€68,974.01	€69,883.95	€37,902.85	€ -20,935.47	€112,619.97	€ -125,598.38	€45,862.80	€ -11,721.46	€127,769.46	€45,231.06	€349,988.79