

BUSINESS PLAN

For operators of game of chance
under Curacao gaming license (GCB)

slotobets.com

Bespinex N.V.

Contents

Contents

Our Mission.....	3
Company and Management.....	4
Our Services.....	5
Our Competitive Advantage.....	6
Financial Considerations.....	7
Timetable.....	9
Conclusions.....	9

Our Mission

Bespinex N.V. (hereinafter referred to as the "Company") with its new brand, slotobets.com strives to provide online casino and sportsbook solutions to the South American Market, more specifically on Bolivia and Brazil speaking clients from various markets. To achieve these plans, the Company will develop its brand on the platform offered by the UK company - Softamber Limited (UK). In perspective, we want to expand the brand to various other markets.

We see opportunity in these new markets, primarily due to the fact that they are part of a region which is home to more than 410 million people. This makes it home to over 307 million players based on the standard demographic rate, which indicates that roughly 75% of a population is over 18 years of age. Also, the online gambling market has experienced significant growth in recent years due to the increasing popularity of internet-based betting and gaming activities, especially due to advancements in technology and the widespread availability of high-speed internet.

The company and its brand are new to the market; however, they have the assistance of a team of experienced specialists with a vast knowledge in what relates to the gambling industry. More specifically the assistance is provided by a shared business center which serves various clients in the gaming industry. As a point of contact, you can always reach to us by the email address compliance@bespinex.com.

Company and Management

At the initial stage, the company's management team will be of a limited number. However, these individuals possess huge experience in the industry, especially in what comprise legal side of the business.

Starting with the owner of the company, which will also act as its CEO, Mykhailo Dvorskyi. He has decided to make an investment and try entering the market with its first online brand. Being aided by his extensive experience in what relates to legal counselling, Mr. Dvorskyi understands the potential risks as well as benefits of operation in the new region. Depending on the success registered on the initial markets, Mr. Dvorskyi plans to further expand the business to other regions.

The position of Chief Financial Officer, Money Laundering Reporting Officer, as well as Compliance Officer in the company will be held by Kateryna Fedorko. She is a well-formed specialist in this area with more than a decade of experience in the Finance Department of various entities. In the past three years, Mrs. Fedorko has deepened her knowledge also in the gambling industry, working for well-known European operators. This has helped Mrs. Fedorko to better understand industry's tendencies, complaints handling and all related compliance matters.

Not lastly the Technical Infrastructure will be managed by Dmitry Pihul. He has over 14 years of experience in Compliance, Data Privacy, Information Security, Internal Audit, and Risk Management in Fortune 500 companies in diverse industries (Information Technology, Financial Services, Pharmaceuticals, FMCG, and others). Mr. Pihul has good analytical and problem-solving skills, and not at last, he has a strong understanding of computer systems, networks, and cybersecurity tools and technologies.

All the above individuals can be contacted by the email general email: compliance@gbs.solutions

Our Services

Beginning with the estimates provided by the Global Industry Analysts, Inc., the global market for Gambling estimated at USD 1 Trillion in the year 2022, is projected to reach a revised size of USD 1.4 Trillion by 2030. This opportunity motivated many players on the market, including ourselves to offer a new product for the existing and forecasted players. Also, the company has some team members with a business acumen. Their traits are marked by problem-solving with a strong experience in what relates to the gambling industry and not only.

The company plans to offer through this project a place where players can try a different, refreshing experience of online gambling. The company plans to offer not only sport book on the website, but also casino games. Being based on the platform provided by the UK company Softamber Limited (UK), this will allow it to quickly integrate the required providers and their games.

Eventually, the management foresees the company as a great starting point where its potential partners could join on the base of a White Label to develop their own brands.

Even though the project is at the stage of incorporation, we foresee a big success in the presented niche and expect that this strategy will be wider implemented even by other players in the market.

Our Competitive Advantage

The competitive advantage our brand has in comparison to others was described in the previous chapter. We highly believe that the future of gaming consists in fitting the product to the needs of the players and constantly adaptation to the everchanging gaming environment. However, this wouldn't be enough for success without a reliable and flexible platform our brand has chosen for its operation. Not at last, we believe that people are those who form the experience behind a project. That's why the company is ruled by individuals who haven't lost their adeptness to new challenges despite their vast experience. Putting all previous mentioned things together, we get a formula which in our opinion is deemed to succeed.

Financial Considerations

Financial part of this project is covered by the funds of the Company's owner, Mykhailo Dvorskyi. As the owner of Audevie Trading Corp., Mr. Dvorskyi has been paid dividends, which he later used to purchase the interest in Bepinex N.V. Also, the second part of the capital represents the savings Mr. Dvorskyi managed to have from his employment at Dragomine Limited. Mr. Dvorskyi plans to reinvest the profits of the company from its first years of operation, allowing to accelerate the further grow the business. Below will be presented the ownership structure of the company:



As for the forecasted financials, for the first five years of operation we foresee the following:

thsd USD	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	9,278	19,594	45,390	93,519	180,563
Sport	4,089	8,178	17,992	35,983	68,368
Casino	5,189	11,416	27,398	57,536	112,194
COGS	3,711	7,739	17,248	34,602	65,003
Royalties	2,505	5,290	11,801	23,380	43,335
Other direct expenses	1,206	2,449	5,447	11,222	21,668
Gross Profit	5,567	11,855	28,142	58,917	115,560
Operating Expenses	5,010	10,385	24,056	49,565	95,699
Administrative Expenses	1,577	3,331	7,716	15,898	30,696
Marketing Expenses	2,691	5,486	12,709	25,250	48,752
Other Expenses	742	1,568	3,631	8,417	16,251
Net Profit	557	1,470	4,086	9,352	19,861

The calculations include both Casino GGR and Sportbook GGR, as shown on the above financial table. The revenue predictions for Casino GGR from year to year are expected to be higher than the Sportsbook operations as demonstrated for each year. The expected income growth from casino will slightly reduce the percentage of royalties on casino providers every consecutive year.

Marketing costs are expected at average 28% of GGR. Other direct expenses mostly consist of commission fees to PSPs paid by the Company instead of the players. Administrative costs assumed to grow from year to year as it will reflect the number of new employees joining and potential plans to start development of own software on 4-5 years perspective. For the first 2 years, the owner plans to direct almost all net profit on marketing to maximize growth of its market share

Timetable

Now that the company is already operational under a sub-license, our immediate priority after acquiring the main license is to globally announce this achievement to all our partners and clients. To underscore our commitment to transparency and legitimacy, we will ensure that all license information is prominently integrated into our website. This proactive approach not only ensures seamless operations but also strengthens client relationships and fuels sustained growth.

Conclusions

We are motivated to receive the license and begin our work. Thank you for the time reviewing our business plan and we hope that the licensing procedure will be fast. In case of any additional questions, please let us know.