

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

Bespindex 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 strategic partner company - B2B Betlab Holdings. 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.

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 role of Compliance and Legal within the company is of paramount importance, especially in the highly regulated gambling industry. Compliance ensures that the company operates within the bounds of all applicable laws, regulations, and industry standards, while Legal manages all legal matters pertaining to the company's operations.

The Compliance function is responsible for developing, implementing, and monitoring policies and procedures to ensure adherence to anti-money laundering (AML) and counter-terrorism financing (CTF) regulations. This includes conducting ongoing risk assessments, monitoring transactions for suspicious activity, and ensuring that all employees receive adequate training on compliance-related matters. Additionally, Compliance serves as the primary point of contact for regulatory agencies and oversees the submission of regulatory reports and filings.

On the other hand, the Legal department is tasked with handling all legal aspects of the company's operations. This includes drafting and reviewing contracts, licenses, and other legal documents, as well as providing legal guidance and support to various departments within the organization. Legal also manages any disputes or legal proceedings that may arise, ensuring that the company's interests are protected and represented effectively.

Together, Compliance and Legal work collaboratively to mitigate legal and regulatory risks, uphold the highest standards of integrity and transparency, and safeguard the company's reputation and license. Their proactive approach to compliance and legal matters helps ensure that the company operates ethically, responsibly, and in full compliance with all applicable laws and regulations.

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 CY company B2B Betlab Holdings, 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 widely 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 adapting 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 total including:	10,373	12,746	15,478	18,798	22,550
Sport	4,869	6,086	7,486	9,208	11,234
Casino	5,504	6,660	7,992	9,590	11,316
COGS					
Royalties	2,904	3,569	4,179	5,075	5,863
Other direct expenses	1,245	1,530	1,703	2,068	2,481
Total COGS	4,149	5,099	5,882	7,143	8,344
Gross Profit	6,224	7,647	9,596	11,655	14,206
Operating Expenses (OPEX)					
Administrative Expenses	1,763	2,167	2,631	3,196	3,834
Marketing Expenses	3,527	4,079	4,334	4,887	5,638
Other Expenses	830	1,020	1,238	1,504	1,804
Total OPEX	6,120	7,266	8,203	9,587	11,276
Net Profit	104	381	1,393	2,068	2,930

The financial projections provide a comprehensive overview of both Casino and Sports Betting Gross Gaming Revenue (GGR), shedding light on the company's anticipated earnings. Projections suggest that while Casino GGR is expected to see modest growth, Sports Betting is anticipated to show stronger performance annually. Notably, the projected income growth from Casino revenue is forecasted to marginally surpass the percentage of royalties owed to casino providers each year.

In terms of expenditure, marketing expenses are initially set to represent 34% of the GGR in the first year, gradually decreasing to 25% thereafter. This reduction reflects the dynamic nature of costs associated with user acquisition and retention efforts. Similarly, Other Direct Expenses, including bonuses aimed at extending player lifespan during the initial stages, primarily consist of commission fees to Payment Service Providers (PSPs) covered by the Company rather than players.

Administrative costs are expected to remain relatively stable as a percentage of revenue from year to year. This stability is attributed to the business model's focus on product development rather than diversification into new markets or products. Consequently, the projected revenue growth is deemed adequate to accommodate any additional administrative support requirements.

Over the initial two-year period, the owner plans to pursue a cost-effective strategy aimed at generating nominal net profits to fortify market share growth. This strategic approach underscores the company's commitment to maximizing its presence within the market during its early stages of operation.

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

In our pursuit within the gambling industry, we are driven by a vision to not only compete but to excel. We aspire to forge an online casino enterprise that stands shoulder to shoulder with the giants of the industry, setting new benchmarks of innovation and excellence worldwide.

Central to our mission is the unwavering dedication of our team—a collective force propelled by a shared belief in our potential to achieve greatness. Leveraging our diverse expertise, innovative strategies, and unyielding resolve, we are poised to reshape the landscape of online gambling and claim our position among the industry's foremost leaders.

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.