

BUSINESS PLAN

OXILIUM NV

APRIL 2024

BUSINESS PLAN

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1. EXECUTIVE OVERVIEW

1.1. Company Background

In late 2023 the shareholder of Oxilium NV decided to launch her first brand in the gaming industry. The company under brand name 'Bahisbey.com' is intended to bring all her management experience and translate to a leading regulated gaming site in the industry.

Thanks to the companies' great relations with the ever-growing gaming platform Digitain they have a full suite of games for both casino and sports betting events amongst others. The platform is also equipped with all regulatory requirements ensuring a smooth transition for the new license era. The company intends to grow globally thanks to their previous marketing experience in gaming and FX.

The company currently operates under a master license in Curacao and shall be seeking to obtain a licence under the reformed Curacao online gambling legislation, namely "*Landsverordening op de kansspelen*" ('LOK'), once this has been rolled out by the competent authority/ies.

The Company, together with its management and ownership, is excited by the positive changes which will be brought about by the new regulatory framework which, *inter alia*, will facilitate the strengthening of key areas including AML, player protection, transparency and data security which will therefore undoubtedly bolster the sustainability of the jurisdiction's gaming industry going forward.

The Company also anticipates that the said regulatory overhaul (and simultaneous introduction of LOK) will facilitate the negotiation of more advantageous commercial and contractual terms with strategic business partners and key service providers, including software partners and payment platforms. The Company's belief is that the new regulatory regime will therefore enhance the global reputation of the iGaming industry in Curacao and the privilege of being licensed under the new LOK will, in turn, strengthen the Company's own reputation, enabling it to increase and improve its service offering across the board including better branded games and better payment options.

1.2. Current Operational Status

Despite its infancy the company is already covering all operating costs. Due to an understanding with Digitain several services are shared with this provider enabling the company to mainly focus on client acquisition, client retention and cross selling.

Through this setup the company can offer an efficient service to its customers in a responsible manner with all regulatory requirements together with today's demanding requirements relating to risk, compliance, fraud, customer service and marketing amongst others.

1.3. Objectives and Expansion Plans

The company intends to continue its operations growing the business internationally. Through the approval of the LOK the company intends to maximize payment options, increase the game selection and target new markets. The company intends to increase sponsorships, affiliate agreements and social media buy ins as part of its marketing plan.

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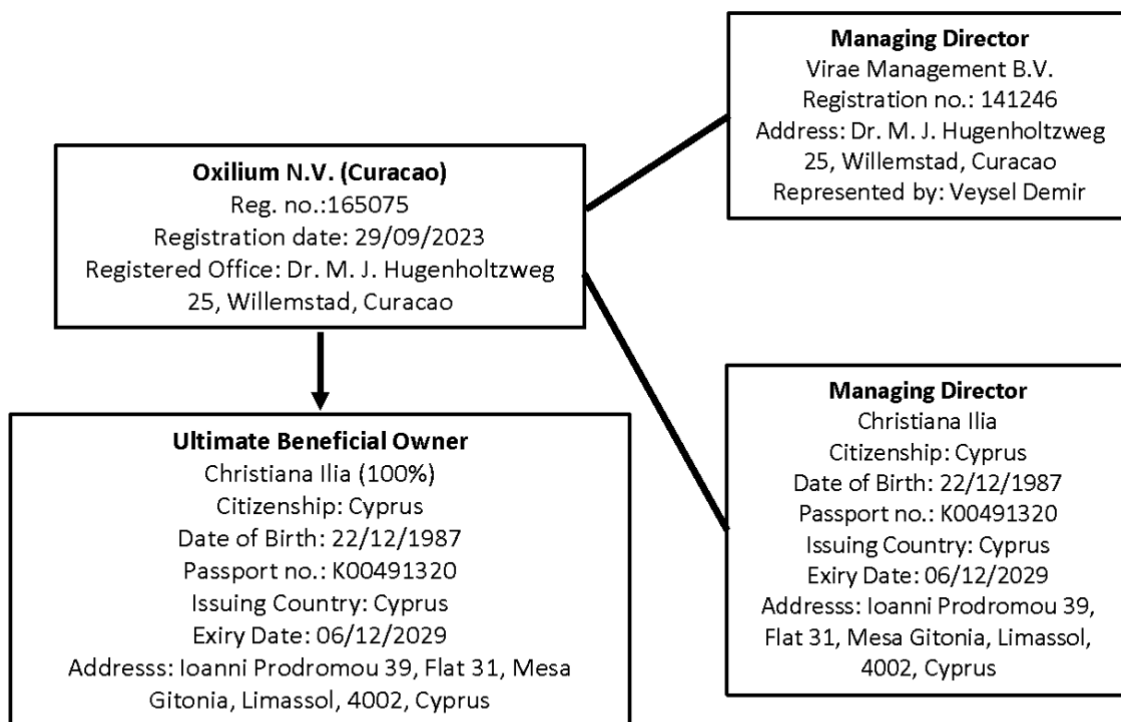
Another obvious point of key importance was Curacao robust and flexible taxation framework. Attractive corporate taxation regime for companies belonging to foreign holding structures appeared highly beneficial to the existing setup. Besides corporate level, gaming tax structure appears highly beneficial to solution provider.

A Combination of the abovementioned factors sealed the decision for establishing presence in Curacao with goal of applying for a LOK License.

2. COMPANY STRUCTURE

2.1. Company Structure for Market Entry Stage

The company has a simplified structure.



2.2. Shareholding Structure

Group founder currently owns 100% stake in shares of the company.

2.3. Product Overview

The Company will be offering a full range of sports betting, esports and other betting markets complemented with a full suite of established licensed casino games.

Casino products will include Live casino and Slot machines from established names such as Pragmatic, EGT, Playson, Evolution, amongst others.

The company platform Digitain is also applying for a B2B license under LOK and is constantly increasing content and features.

3. MARKETING PLAN

3.1. Marketing Plan

Bahisbey translated to English means 'The gentlemen's bet', the domain has all the ingredients to attract punters globally to be part of this community. Equipped with a full suite of games to suit every type of player, we intend to keep ensuring that the reputation and security of the company is of utmost importance.

The company has already commenced agreements with several affiliates to increase traffic and thanks to the expertise of the shareholders in payments and marketing in forex we believe we have the right mix for a successful business model. She is busy assisting the marketing team with increasing payment options and utilizing her experience in establishing relationships with several key partners.

The company is also working to establish relationships with other online affiliates, influencers, and potential marketing partners to create a variety of global players.

Initially the company will target Southwest Asia moving into Latin America soon.

4. SWOT ASSESSMENT

4.1. Strengths

Due to its relationship with Digitain the company enabled itself to broker a no set up fee agreement and monthly fee which covers a number of fixed costs to other operators. Also, the shareholder and her team have the marketing experience to conclude agreements in a cost-effective efficient manner.

4.2. Weaknesses

Changes to the new LOK has brought around uncertainties thus understanding the new requirements is key for our operations.

4.3. Opportunities

The team has the experience and know-how of the industry thus we take the opportunity to expand once we have our 'own' license.

4.4. Threats

The industry is quite competitive, and one must keep an eye open to ensure smooth operations. Obviously, with the new license regime the level of compliance according to stringent policies must increase. Management realizes that non-compliance carries risks of fines and administrative sanctions. Therefore, the team has been advised that during license application review and initial deployment phase several training courses should be carried out. Employees who will be involved in operations shall be trained among the most diligent.

5. TECHNICAL SET-UP

5.1. Software Development Methodology and System Architecture

From **onset** of the platform development, stakeholders emphasized crucial importance of advanced software development methodology and robust architecture for creating competitive products.

Another key priority has been assigned to platform security. The team set up two separate types of test environment. They are fully isolated from each other and from production environment. The first one was used for development tests and second one for quality analysis/QA tests. Also, second test environment used for test and probation of release and to show expected results. On the test environment entire sensitive data have been masked and any system modifications are always recorded. The reviews are performed for any type of changes to code. The code repository is strongly secured.

5.2. Server Infrastructure

Same principles of system security were also placed at utmost importance on server setup by the technical team. The servers that do not interface with operators and their clients have no external access for utmost protection. The main code repository also does not have outside access for the same concerns.

Operating systems are updated periodically to make most recent security updates available. Access to parts of infrastructure accessible by third-party providers are protected by robust login/password credentials and overviewed for the security concerns. From time-to-time security monitoring is performed for servers and APIs to ensure setup remains secure.

Ability to login to production environments is limited to personnel with relevant level of permission. Only senior level employees have spatial access to all systems across the platform. The rest are limited to specific modules and parts of platform they are working on. The core servers are connected only to the internal network.

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5.2 The Back Office

The player support manager (PSM) checks the activity of the casino players on a daily basis. They compare the probability RTP (Return To Player) % of games with winnings of the players, unmatched records are recorded. High single wins are checked individually per transaction and compared with the probability of winnings. The PSM liaises constantly with his account manager at the software provider discussing results, analysis etc. In any case (including low stakes) of possible abuse or fraudulent activity the players with irregular betting patterns are analysed accordingly.

5.3. Risk levels

According to the current amount won by the player the risk level is divided into three stages

Stage 1: The player wins more than 10 000 euros

Manager compares the time factor of the winning to the value of the bet. Check the results with the winning and losing history of the player and compares the percentage RTP. For any large discrepancies the manager will contact the casino games software provider.

Stage 2: The player wins more than 20 000 euros

With on-going increasing winnings the manager will contact directly the software provider.

Stage 3: The player wins more than 30 000 euros

Casino manager will directly inform the department for deposits and withdrawals to do not allow the player to withdraw any funds until further notice. After checking and receiving a reply from the software provider, an answer will be given depending upon the results received from the casino games software provider.

5.4. *Contact software provider*

High winnings by the player if it is not a regular occurrence, the manager must immediately contact the software provider.

The provider shall check the complaint and send back an answer, whether the player was playing under the rules of the game or they were using unauthorized software to help the player to win.
Player balance

All the following features are found in the Digitain casino and sports betting back office.

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11:37 AM

1

P System Log

+

Max EWG

B: 1.7.20.11-2992

ID

Customer ID

Merchant

Type

Created From

Created Till

Creation Period

Do Not Use Dates

Search

Large win

Export

ID	Merchant	Customer ID	Type	Login	Event	Value	Previous Value	Reason	Count	Date
784921	EWG	2	Large win			Big WIN 5000.00, transaction id:1039335991				2018-11-24 08:37:35 PM
784911	EWG	18275	Large win			Big WIN 7500.0000, transaction id:1039305740				2018-11-24 08:13:04 PM
784910	EWG	18275	Large win			Big WIN 15000.0000, transaction id:1039305738				2018-11-24 08:13:03 PM
784751	EWG	2	Large win			Big WIN 5000.00, transaction id:1038797641				2018-11-24 05:00:10 AM
784750	EWG	2	Large win			Big WIN 5000.00, transaction id:1038797638				2018-11-24 05:00:10 AM
782618	EWG	2	Large win			Big WIN 7000.00, transaction id:1032900716				2018-11-17 05:14:25 AM
782275	EWG	42426	Large win			Big WIN 11250.00, transaction id:1031996437				2018-11-16 05:14:14 AM
782274	EWG	26727	Large win			Big WIN 6000.00, transaction id:1031996432				2018-11-16 05:14:14 AM
780718	EWG	11152	Large win			Big WIN 7500.00, transaction id:1027686671				2018-11-11 05:27:31 AM
780126	EWG	858	Large win			Big WIN 7875.00, transaction id:1026123939				2018-11-09 09:15:04 PM
779610	EWG	2	Large win			Big WIN 5600.00, transaction id:1024747155				2018-11-08 05:27:21 AM
779330	EWG	14609	Large win			Big WIN 7500.00, transaction id:1024133667				2018-11-07 08:03:43 PM
778659	EWG	2297	Large win			Big WIN 7500.00, transaction id:1022460044				2018-11-05 09:03:07 PM
778658	EWG	2297	Large win			Big WIN 15000.00, transaction id:1022460041				2018-11-05 09:03:07 PM
777645	EWG	10874	Large win			Big WIN 100000.00, transaction id:1020016147				2018-11-03 02:12:27 AM
776846	EWG	2	Large win			Big WIN 7000.00, transaction id:1017873647				2018-10-31 10:25:11 PM
776317	EWG	2	Large win			Big WIN 9800.00, transaction id:1016661105				2018-10-30 07:02:24 PM
774458	EWG	5836	Large win			Big WIN 22381.0000, transaction id:1011690683				2018-10-25 01:38:39 PM
774250	EWG	3622	Large win			Big WIN 7500.00, transaction id:1011007614				2018-10-24 07:03:40 PM
774179	EWG	2	Large win			Big WIN 5000.00, transaction id:1010736208				2018-10-24 06:00:55 AM

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Page size: 20

1 entries total (1 - 1)

Limits Manager

Traders can use limits manager to set various sports limits.

Limits Scope and Hierarchy

Sport limits can be defined in the following scopes: Global, Sport, League, Fixture, Bet Type Group, League. Limits are inherited, meaning that traders do not need to set limits on each and every scope but change limits only on scopes with individual requirements (e.g. changing Max Bet for a certain match can be a requirement).

Sportsbetting Risk Management

Trader Name : BAHSEGEL - Sport Type List : Default Customer Limit Amount : 200000		
Sport Type ID	Name	Sport Type Return Limit Amount
1	Soccer	
6	Baseball	
8	Aussie Rules	
23	Futsal	
24	Golf	
28	Rugby	
20	Darts	
21	Field hockey	
22	Floorball	
26	Pool	
27	Rowing	
44	Soccer Mythical	
30	Softball	
31	Squash	
35	Table Tennis	
38	Waterpolo	
39	Winter Sports	
40	Wrestling	
18	Curling	
17	Motorsport	

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Check if Max Payout is defined for the market's event (event limits can be changed from Markets Manager), if defined retrieve it, if not continue:

Check if Max Payout is defined for the event's tournament (tournament limits can be changed from Limits Manager), if defined retrieve it, if not continue:

Check if Max Payout is defined for the tournament's category (category limits can be changed from Limits Manager), if defined retrieve it, if not continue:

Check if Max Payout is defined for the category's sport (sport limits can be changed from Limits Manager), if defined retrieve it, if not continue:

Check if Max Payout is defined for the global scope (global limits can be changed from Limits Manager), if defined retrieve it

Available Limits

Max Payout – available for all scopes. Maximum bet payout allowed.

Min Single Bet – available for all scopes. Minimum stake allowed for a single bet.

Max Single Bet – available for all scopes. Maximum stake allowed for a single bet.

Min Selections in Multibet – available for global scope only. Minimum number of selections allowed for combined bets.

Max Selections in Multibet – available for global scope only. Maximum number of selections allowed for combined bets.

Live Bet Delay - available for all scopes. This limit defines how long (in seconds) live bets will be delayed before accepted. Caution: values less than 6 seconds are not recommended.

Pending Bet Delay - available for all scopes. This limit defines how long (in seconds) pending bets (bets above the maximum bet) will be delayed before automatically declined. This is the time available for traders to react and take the bet. Recommended setting is 60 seconds.

Markets Manager open the Limits dialog of the 3 way market and enter desired Odds Key.

Limitation Methods:

There are 2 main limitation methods at V3:

Play : Calculations based on played amount. Trader attribute [*"limit-risk-type"*](#) value "play"

Return : Calculations based on possible return amount : Trader attribute [*"limit-risk-type"*](#) value "return"

Limit Types & Calculations:

There are 4 type of Limits :

1. Self Limitations :

Daily / Weekly and Monthly Risk and play limits. For defined period, all bet and return amounts cumulated for limit calculation. Effects only customers that specifically defined on Web or Dagur.

Customer Self Limitations :

Page: Customer Details → Limitation. Customer Self Limits.

Trader Limitations:

Page : Customer Details → Limitation. Trader Risk Limits and Trader Play Limits

2. Fixture Limitations :

For a defined fixture, for a customer, each bet play amount cumulated for limit check.

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Effects only "play" type operators.

Calculation : Amount * Rate2 = Maximum playable amount.

Order	Amount	Rate 2
1	Fixture Limit	Customer Fixture Risk Limit Rate (Customer Details → Limitation.Risk Limit Rate)
2	League Limit	Segment
3	Sport Type Limit	"TraderDefaultAttr" (CustomerPlayLimitRate, CustomerReturnLimitRate)
4	"TraderDefaultAttr" (CustomerFixturePlayLimit, CustomerFixtureReturnLimit)	

* Order column is the order of search process. The amount that first found, is being used based on order.

3. Fixture Odd Limitations:

For a defined fixture odd, for a customer, each bet play and return amounts cumulated for limit check. Effects both "play" and "return" type operator.

Calculation : Amount * Rate1 * Rate2 * Rate3 * Rate4 = Max play/return amount for each bet.

Order	Amount	Rate 1	Rate 2	Rate3	Rate4
1	Fixture Limit	League Bet Type Group Limit Rate	Customer Fixture Risk Limit Rate (Customer Details → Limitation.Risk Limit Rate)	Customer Bet Type Group Limit Rate (Customer Details → Limitation.Customer Bet Type Group Limit Rates)	Customer League Limit Rate
2	League Limit	Bet Type Group Limit Rate	Segment	Default 100	Customer Sport Type Limit Rate (Customer Details → Limitation.Customer Sport Type Limit Rates)
3	Sport Type Limit	"TraderDefaultAttr" (TraderBtg	"TraderDefaultAttr" (CustomerPlayLim		DEFAULT 100

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		PlayLimitRate, TraderBtgReturnLimitRate)	itRate, CustomerPreLiveRiskLimitRate, CustomerLiveRiskLimitRate		
4	"TraderDefaultAttr" (CustomerFixturePlayLimit, CustomerFixtureReturnLimit)				

* Order column is the order of search process. The amount/rate that first found, is being used based on order.

4. Accumulators:

These two parameters for maximum number of bet count in a coupon and maximum return rate for a coupon. If the number of bets or the total rate is higher than these parameters, fixture and fixture odd limits are discarded.

TraderAttribute : [TraderMaxAccumulator, TraderMaxReturn](#)

5. Attributes:

CODE	Description
limit-risk-type	Trader Limit risk type, play or return (Not editable on Dagur)
CustomerFixtureReturnLimit	Customer default fixture Return limit amount
CustomerFixturePlayLimit	Customer default fixture Play limit amount
CustomerReturnLimitRate	Customer default Return limit Rate
CustomerPlayLimitRate	Customer default Play limit Rate
TraderBtgPlayLimitRate	Trader Bet Type Group default Play limit Rate
TraderBtgReturnLimitRate	Trader Bet Type Group default Return limit Rate
TraderMaxAccumulator	Max. number of events in a bet slip to perform limit checks. If the number of bets in a coupon is higher than this attribute, system bypasses limit check for that coupon
TraderMaxReturn	Max. return rate of a bet slip to perform limit checks. If the

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	return rate of a coupon is higher than this attribute, system bypasses limit check for that coupon
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Combo Restrictions

This screen allows traders to restrict combining certain events in combination (combo) bets.

Restrictions can be created not only for events but for tournaments, categories, sports, bet types allowing traders to control combo bets from a wider scope. Also restrictions between different scopes are allowed, e.g. Event with Sport, Tournament with Category, etc.

Let's take the following two events for example:

Live / Soccer / Albania / Kategoria e Pare, Group A / KS Burreli - KF Adriatiku Mamurras – we will call it shortly EventA.

PreMatch / Soccer / Albania / Kategoria e Pare, Group B / KS Pogradeci - KF Lushnja – we will call it shortly EventB.

Any of the following restrictions (not all possible combinations included) will restrict users to combines lines from these two events in combo bets:

Live	PreMatch
PreMatch	Live / Soccer
Live / Soccer / Albania / Kategoria e Pare, Group A	Soccer / Albania / Kategoria e Pare, Group B
PreMatch / Soccer / Albania / Kategoria e Pare, Group B / KS Pogradeci - KF Lushnja	Live / Soccer / Albania
Soccer / Albania / Kategoria e Pare, Group B / KS Pogradeci - KF Lushnja	Soccer / Albania / Kategoria e Pare, Group A / KS Burreli - KF Adriatiku Mamurras

Combo Restrictions screen consists of the following three panels:

Add Restriction – Select restrictions and click Add. New restrictions will appear in the restrictions list below. A restriction will work no matter which event is selected in the left and which is selected in the right column. As seen from the table above, restrictions work in both directions. For example the following restrictions are identical:

Event	
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	Forbidden to be combines with
Soccer / Albania / Kategoria e Pare, Group A / KS Burreli - KF Adriatiku Mamurras	Soccer / Albania / Kategoria e Pare, Group B / KS Pogradeci - KF Lushnja
Soccer / Albania / Kategoria e Pare, Group B / KS Pogradeci - KF Lushnja	Soccer / Albania / Kategoria e Pare, Group A / KS Burreli - KF Adriatiku Mamurras

Filter – you can filter restrictions by several criteria. Select criteria and click Search to display restrictions which match the selected search criteria.

Restrictions – panels shows the restrictions which match the search criteria specified in the Filter. Click Remove to delete a restriction.

Bets Manager

Bets Manager is organized in three tabs with different functionality - Pending, Open, History (Bets History). It contains one common Filter Panel which can be used by traders to display records according to their preference. In Filter Panel “Pay Status” filter field is available only when History tab is selected.

Combined (Combo) Bets

Each combo bet in Bets Manager is displayed using multiple lines in the table – a line for each selection in the combo bet. Traders can decide if all combo selections should be visible or just the first 3. This is done using the Combo show less/more button in the right-hand side of the tabs bar. If button is grey and text is “Combo show less” then all combo selections will be displayed. If button is red and text is “Combo show more”, Bets manager displays only the first 3 combo selections. Even in this case a “Show more” link is available next to the last visible combo selection which traders can use to see all selections:

Banker Bets

Bankers bets are special types of combo bet and in Bets Manager they are displayed as combo bets with two differences. Type is Banker and the bank selection will be marked with a red label. Apart from these differences, banker bets in Bets Manager are handled in the same way as combo bets.

Maximum Bet Calculation

The maximum bet is an important concept which is the threshold that determines which bet is Pending. Single MaxBet calculation formula:

$$\text{MaxBet} = \text{MIN}(\text{UserMaxBet}, * \text{MaxSingleBet}, (*\text{MaxPayout}) / \text{Odds})$$

Parameters:

MIN – function returns the minimum of the values passed as parameters.

UserMaxBet – maximum stake amount allowed for the user. Can be specified in the user profile.

Max Stake – max stake that is applied to system-wide betting limits for a particular user. This is used when traders want to increase or decrease system-wide betting limits for a particular user. Works by multiplying the limit by the factor. Example: If MaxSingleBet is 500, for a user with StakeFactor=0.5, MaxSingleBet will be 250.

MaxSingleBet – maximum stake amount allowed for all users. Can be specified in Limits Manager (explained above).

MaxPayout – maximum bet payout amount for all users. Can be specified in Limits Manager (explained above).

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Odds – current odds of the line the user is betting on.

For example: $\text{UserMaxBet} = 500$, $\text{MaxStake} = 0.5$, $\text{MaxSingleBet} = 750$, $\text{MaxPayout} = 1500$, $\text{Odds} = 5.6$

$\text{MaxBet} = \text{MIN}(500, 0.5 * 750, (0.5 * 1500) / 5.6) = \text{MIN}(500, 375, 134) = 134$ In this case if the user places a bet with stake above 134, it goes to Pending bets and if trader does not take it, it will be automatically declined after 30 seconds.

Combo bet – for combined bets the maximum bet is the minimum of the single max bets of its selections (Max Bet is calculated for each selection using the algorithm described above and the minimum amount is taken for the Max Bet of the whole combo). User Information Displaying detailed user information is important when traders make decisions about bets. Bets manager displays the user name together with user labels in the first column. User labels are important in order for the traders to understand if the user is trustworthy. All labels of the user will be displayed next to the username. Username itself is a link to the user's profile. Hovering on the username will display additional important user information right in the Bets Manager in the form of a tooltip:

Last Bets info is available only in the Pending tab.

Pending Bets

Two kinds of bets are displayed in the Pending tab:

Delayed bets – all live bets with stakes under the maximum bet are Delayed bets. They are displayed with green background and they will be automatically accepted after several seconds if not taken by a trader. The amount of seconds can be specified in Limits Manager – Live Bet Delay limit. If not specified, default amount is 6.

Pending bets – all bets (live, prematch, outrights) with stakes above the maximum bet are Pending bets. They are displayed with red background and they will be automatically declined after 30 seconds if not taken by a trader.

The following action can be performed for pending and delayed bets (buttons in Action column):

Take – button is available for pending and delayed bets that have not yet been taken. Clicking Take will disable automatic accept/decline and Bet Slip on the website will wait for trader's decision. Other traders will see that the bet has already been taken and can Retake if necessary (described below).

Retake – button is available if bet has already been taken by another trader who has not yet decided how to process it. Trader name will be displayed next to the button. Clicking Retake will pass the responsibility for handling the bet to the new trader.

Accept – button is available when the bet has been taken by the current trader. Clicking Accept will approve the bet and the Bet Slip on the website will display that the bet has been successful.

Decline - button is available when the bet has been taken by the current trader. Clicking Decline will decline the bet and the Bet Slip on the website will display that the bet has been declined. Operation cannot be undone.

The screen allows traders to add/edit/delete sport entities – Sports, Categories, Tournaments, Teams, Markets and Outcomes. Traders can use this screen also to change the display order of the sport entities on the website. Use the tabs in order to select which entity you want to manage. Actions that traders can perform:

Filter – entities which depend on other entities (e.g. Category depends on Sport) can be filtered from the Filter panel. Select your preferences and click Show Records.

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Add – add button is available under the tabs bar of each entity page. Clicking on it opens a pop-up window requesting required info about the entity.

The following fields have specific logic:

o Key – This key is required in order the entity to be recognized and updated by Feeder. If BetRadar is used as a Feeder provider and trader wants to create an entity which will be recognized by BetRadar, the BetRadar key should be entered here. If key is incorrect entity will be not recognized by BetRadar and related data will not be added/updated.

Active checkbox – if not checked the entity will not be displayed on the website.

Sort Order – traders have several options for sorting entities (sorting is not available for sport teams): Sort the currently visible entities by drag-and-drop – click on an entity row in the table and drag it to the desired location. When you release it, two buttons will appear. Click Save Sort to save your changes or Cancel Sort to cancel them.

Sort By Key – Sorts the entities that match the currently selected filter criteria by key. Available for sport, category and tournament.

Sort by Key All – Sorts all entities by key. Available for category and tournament. Caution: this will sort all entities not just the currently visible ones.

Sort by Name - Sorts the entities that match the currently selected filter criteria by the entity name (name in English language). Available for sport, category and tournament.

Sort by Name All – Sorts all entities by name (name in English language). Available for category and tournament. Caution: this will sort all entities not just the currently visible ones.

Edit – Edit button is located in the Action column. Clicking on it will open the Edit form in a pop-up window.

Delete – some entities (Markets) have delete button which is also located in the Action column. Use delete only for newly created entities by mistake. You will not be able to delete entities which are already used in the system. Teams Managing teams is different from other entities because in real-live situations one team can belong to more than one tournaments and/or categories. So in the system you'll have a single entity per team but this entity can belong to more than one category and tournament. Still when you edit a team in one tournament for example you don't have to edit the same team under another tournament. The specific relationships between teams and categories/tournaments can be created from the Teams management page. The following operations are available:

Search – because there can be many teams under the selected scope (e.g. teams under Basketball), the page offers a search field which traders can use to quickly find the team they are looking for.

Add Sport Team – available only when sport, category and tournament is selected. Use this form to create a new sport team which belongs to the selected category and tournament. You can add the same team to other categories and tournaments later.

Add team from sport - available only when sport, category and tournament is selected. Loads all teams that belong to the selected sport under the main teams table. Find the team you want to add to the selected tournament and click Add button in the Action column.

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Add team from category - available only when sport, category and tournament is selected. Loads all teams that belong to the selected category under the main teams table. This means that it will load all teams of all tournaments of the selected category. Find the team you want to add to the selected tournament and click Add button in the Action column.

Edit – edits the team entity which means that the change will affect the team in all categories/tournaments.

Delete – works differently depending on the context:

Markets

If only sport and or category is selected it will try to delete the entity. In this case delete will work only if there are no events this team participates in and if the team does not belong to any tournament. If category and tournament is selected, delete will only remove the relation between the selected tournament and the team.

Market entities are like market templates, which are used for controlling how markets are displayed and handled in the system. Live and PreMatch markets are defined separately. Even if the names are the same they do not share the same entity so for example “3 Way” market will have one market entity for PreMatch and one for Live.

Each market has a main entity, which defines how the market will be displayed and handled in the system. To create a new market or edit an existing one go to the Market Types tab.

Specific market type fields when creating/editing a market:

Feeder Market – choose if the market is a feeder market or a manual one. If feeder market is chosen you will need to specify Key and AlterKey of the market which should match the Key and AlterKey (type and subtype identifiers) of the market in Feeder. If they are not correct the system will not be able to recognize it when created by Feeder.

ViewType – defines how the market outcomes are displayed on the betting website – in two or three columns. The options are: Default, TwoColumn and ThreeColumn.

Straight Resulting - allows traders to define how this market should be resulted – straight or complex resulting (refer to Markets Panel in Markets Manager described above). Check carefully the scope of the market (in the filter panel) before turning straight resulting on/off. If you want to change a markets straight resulting for Basketball, use the filter to load markets for basketball and then make the changes.

Sport Markets screen functionality:

Add Market Types – click on this button to select which of the general markets are relevant for this sport and bet type (only markets that have not already been added are displayed).

Edit – edit properties of the market which are specific only to the selected sport (e.g. change the name and rank of the market only for the selected sport). Does not affect the general markets and the same market for other sports.

Delete – remove market from the selected sport. Does not remove the general market.

Sort Order – drag-and-drop ordering of sport markets is available.

BUSINESS PLAN

Outcomes

This screen allows you to specify possible outcomes of a specific market. When you create a manual market the system will automatically create lines for each outcome created for that market. Outcomes can be created in two ways:

Add Outcome – dialog window which will ask for the outcome data. TypeID field in the market is used mainly for identify feeder outcomes. For outcome of manual markets, you can leave the default value.

Import – allows you to import multiple outcomes. This is mainly used when you need to import feeder outcomes. For example BetRadar provide outcomes documentation which can be transformed to a CSV (comma-separated-value) file and imported using this button. Simply click

Import and select the CSV file. Example of a compatible CSV file format:

```
1 SPORT NAME,ODDS TYPE NAME,ODDS TYPE ID,OUTCOME,OUTCOME DESCRIPTION
2 General,3 Way,10 / 381,1,What will be the result at Full time
3 General,,10 / 381,X,
4 General,,10 / 381,2,
5 General,2 Way,20 / 382,1,What will be the result at Full time
6 General,,20 / 382,2,
7 General,Totals,60 / 383,Over,Will the match have more or less goals/points than the allotted Total line at Full time (FT)
8 General,,60 / 383,Under,
9 General,Championship Outrights,30,ID of the competitor/team,Who will win the championship
10 General,Short Term Outrights,40,ID of the competitor/team,Who will win the event.
11 General,Podium Finish,50,ID of the three competitors/teams,Who will be placed in the top 3 positions in the event.
12 Golf,3-balls,5,ID of the competitor,Who will win the 3-ball
13 Soccer,Handicap,01 / 384,1,What will the result be after the allotted handicap is applied to the score at
14 Soccer,,01 / 384,X,Full time (FT).
15 Soccer,,01 / 384,2,
16 Soccer,Correct score,02 / 385,1:0,Final score after Regular time (FT) All possible results
17 Soccer,,02 / 385,2:0,where the total number of goals < 7 will be available.
18 Soccer,,02 / 385,2:1,
19 Soccer,,02 / 385,3:0,
20 Soccer,,02 / 385,3:1,
21 Soccer,,02 / 385,3:2,
22 Soccer,,02 / 385,4:0,
23 Soccer,,02 / 385,4:1,
24 Soccer,,02 / 385,4:2,
25 Soccer,,02 / 385,5:0,
26 Soccer,,02 / 385,5:1,
27 Soccer,,02 / 385,6:0,
```

Sport Top Manager

This screen allows traders to manage the “Highlights” sections on the website. Works similarly to the Sport Entities Manager with one additional page (described below).

Top Counties – this is a section on the home page that displays important matches (popular for betting) grouped by country. To add a country, click Add Top Country, fill in the form and click

6. FINANCIALS

Attached separately (Excel) are the company’s financial projections.

OXILUIM**Forecasted Profit or Loss for financial year/period ending 31st December**

	2024	2025	2026
	Eur	Eur	Eur
Sports Betting	750.000	990.000	1.435.000
Casino	525.000	705.000	927.500
Revenue	1.275.000	1.695.000	2.362.500
Operating Expenses			
Rent	14.000	18.000	18.000
Rent	14.000	18.000	18.000
Staff Costs - Marketing	420.000	480.000	600.000
Staff Costs	420.000	480.000	600.000
Affiliations	157.500	211.500	360.750
Magazines	-	120.000	300.000
Marketing Costs	157.500	331.500	660.750
Server minor h/w additions	24.000	6.000	6.000
Hosting & Bandwidth	22.110	24.000	24.000
Software Maintenance	24.000	24.000	24.000
Software Set-up Fee	172.125	228.825	318.938
IT Support Fees	9.600	19.200	38.400
Information Technology costs	251.835	302.025	411.338
Gaming license	60.000	28.800	28.800
Royalties	73.500	98.700	129.850
RNG	-	-	-
Company Set Up	1.800	-	0
Gaming Application	4.750	-	0
Memberships and Registrations	140.050	127.500	158.650
Gaming Tax	-	-	0
Gaming Tax	-	-	0
Audit Fees	4.000	4.000	4.000
MGA Audit fees	6.000	-	0
Outsourcing Fees	70.000	56.000	60.000
Legal Fees	15.000	12.000	12.000
Professional and legal fees	95.000	72.000	76.000
Total Operating costs	1.078.385	1.331.025	1.924.738
EBITDA	196.615	363.975	437.763
Deprecation	25.000	27.250	30.000
EBIT	171.615	336.725	407.763
Interest	-	-	-
Profit/(Loss) before tax	171.615	336.725	407.763
Tax			
Net Profit	171.615	336.725	407.763

Balance Sheet

OXILUIM

Forecasted Statement of Financial Position for the financial year/period ending
31st December

	2024 Eur	2025 Eur	2026 Eur
Assets			
Non Current Assets			
Property, Plant and Equipment	47.000	79.000	105.000
Accumulated Depreciation	- 25.000	- 52.250	- 82.250
Deferred Tax		-	-
Total Non Current Assets	22.000	26.750	22.750
Current Assets			
Bank Account	149.615	481.590	893.353
	0	-	0
Total Current Assets	149.615	481.590	893.353
Total Assets	171.615	508.340	916.103
Equity and Liabilities			
Share Capital/loans	0	-	0
Retained Profits	171.615	508.340	916.103
Total Equity	171.615	508.340	916.103
Current Liabilities			
Other Payables	-	-	-
	-	-	-
Total Current Liabilities	0	-	0
Total Liabilities	0	-	0
Total Equity & Liabilities	171.615	508.340	916.103
	-	-	-

