

BUSINESS PLAN PROPOSAL



Topchik N.V.

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BUSINESS OBJECTIVE

Topchik N.V. is a company established in Curaçao with the main objectives of distributing online casino games (B2B) and offering business-to-customer (B2C) remote gaming services, which include making online casino games available to end users.

Allyant Group B.V. has been appointed as managing director of the Company. The managing director possesses extensive experience in both the gaming industry and in providing corporate services and business support.

The objective of Topchik N.V. is to offer fair and entertaining remote gaming services and hi-end games to online players and operators. The company has concentrated its efforts and resources on providing players and operators with top-notch online games and a secure, personalized experience through its platform.

To enable offering of remote gaming services, Topchik N.V. has chosen to apply for an online gaming license with Gaming Curacao Board appointed by the Government of Curaçao.

Topchik N.V. makes it a priority to understand the needs of every customer by controlling and operating technical and customer support staff, to provide better service and build a true, honest, and reliable relationship with clients and partners.

The key priorities include:

- Establishing the most advantageous and competitive conditions within the gaming industry.
- Ensuring the delivery of high-quality services.
- Offering superior support to clients.
- Providing the newly released and most sought-after games in the market.

SERVICES

The services offered by Topchik will be:

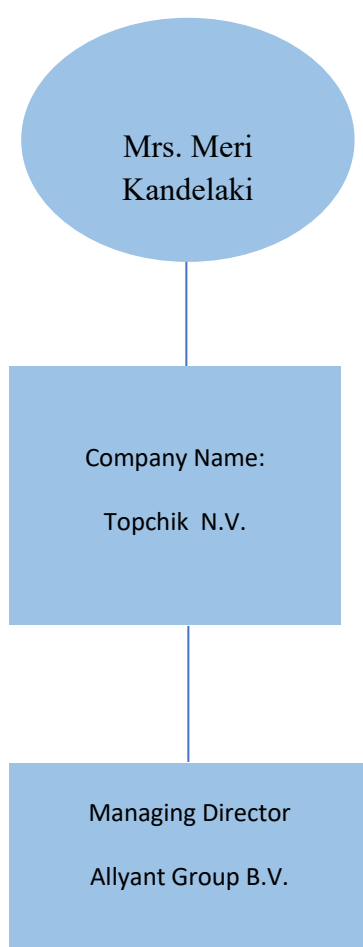
1. Distribution of online casino games to casino operators
2. Providing to end users through its platform the following products:
 - Slots
 - Table games
 - Casual online casino games

CORPORATE STRUCTURE, DIRECTORS AND SHAREHOLDERS

The ultimate beneficial owner Topchik N.V. is Mrs. Meri Kandelaki:

100% ownership interest in the company. Mrs. Meri Kandelaki has extensive experience in the gambling industry and will inherit key roles in the operation of the company.

Allyant Group B.V. was appointed as the Managing Director of the company.



MANAGEMENT AND GENERAL CONTROLS & DUTIES

MANAGEMENT CONTROL

The Managing Director Allyant Group B.V., as the one exercising key control over the management and having extensive experience, carries out the following functions for Topchik N.V., including but not limited to:

1. Financial Administration;
2. Compliance Services;
3. Directorship;
4. Back Office Support.

Below is a detailed list of Allyant Group B.V.'s functions:

1. Financial Administration:

- o Recording Transactions;
- o Maintaining Ledgers;
- o Bank Reconciliation;
- o Financial Reporting.

2. Compliance Services:

- o Regulatory Compliance & Corporate Governance;
- o Tax Compliance;
- o Anti-Money Laundering Services;
- o Customer Due Diligence (CDD);
- o Background check;
- o Risk Management.

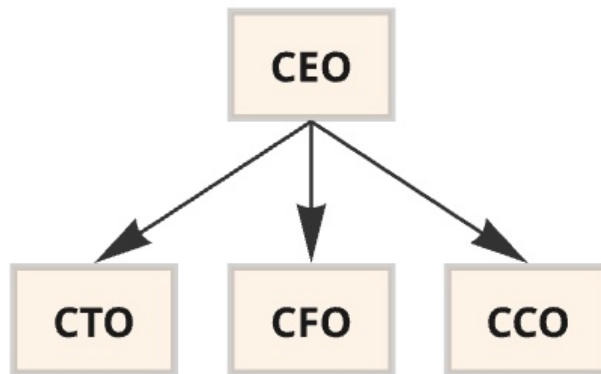
3. DirectorShip

- o Operation Management.

4. Back Office

- o Administrative Support;
- o Para-Legal Support.

PLANNED C-LEVEL MANAGEMENT STRUCTURE



At the moment, our plans include establishing a management structure that will oversee and carry out key functions across various areas of the company. This structure is designed to ensure effective coordination and decision-making within each direction.

In the future, we also plan to implement a full-scale hiring structure to recruit new team members for different departments, ensuring that each area has the necessary resources and expertise to achieve our strategic goals.

GENERAL CONTROLS & DUTIES

Topchik N.V. has separate departments for development, finance, casino management, customer support, payments & fraud, business intelligence and marketing. This is the first control in place. Individuals have clearly defined roles and responsibilities including reporting lines within Topchik N.V. As a result, each department, has both substance and clarity to enable its goals and objectives.

Topchik N.V. imposes restrictions and fully complies with the accepted legal age of 18+ being the players allowed to use online commercial gaming products.

The Compliance department is responsible for monitoring all transactions to and from Topchik N.V. and verifying the identity of all online registered players. Topchik N.V.(s) senior management, as well as all employees, are fully committed to adopting a risk-based approach to anti-money laundering ("AML") with effort focused where it is most needed to be able to process payment transactions between Topchik B.V. (s) and customers in a way free of money laundering issues. An AML manual outlining the policy and procedures in relation to risk assessment and management has been prepared for this purpose.

The developed internal systems and procedures applied by Topchik N.V. are appropriate for remote gaming businesses. The Company appreciates that its money laundering and terrorist financing risk assessment is not a one-off exercise, and these are assessed regularly so that adopted approach is effective at any time.

BUSINESS RISK RATIONALE

The **business risk rationale** is a key part of our strategy because it shows that the company has carefully considered the various risks it faces and has put in place structured strategies to manage them. By clearly identifying, assessing, and mitigating risks, businesses can demonstrate their resilience and preparedness for challenges, which ultimately builds trust with stakeholders, investors, and partners.

Here's what we consider and include:

1. Identification of Risks

A comprehensive **business risk rationale** starts with identifying the various types of risks the business might face. These risks should be categorized into different types to give a structured overview. Below are the main categories of risks:

- **Market Risks:**
 - **Competition:** The risk of existing competitors becoming stronger or new competitors entering the market, potentially affecting market share.
 - **Market Demand:** The possibility of decreased customer demand for the product or service due to changes in consumer preferences, economic downturns, or seasonal variations.
- **Financial Risks:**
 - **Cash Flow:** Risks related to insufficient cash flow, delayed payments from clients, which could affect day-to-day operations.
- **Operational Risks:**
 - **Supply Chain Disruptions**
 - **Technological Failures**
- **Regulatory Risks:**
 - **Changes in Laws:** The risk of new laws or changes to existing regulations (e.g., tax policies) that could affect operations, compliance costs, or profitability.

2. Risk Evaluation (Likelihood and Impact)

Once risks are identified, each risk should be evaluated based on:

- **Likelihood:**
 - Assess how likely each risk is to occur. This can be classified on a scale such as:
 - High: Risk is very likely to occur
 - Medium: Risk has a moderate chance of happening
 - Low: Risk is unlikely to happen but still possible
- **Impact:**
 - Assess the potential impact if the risk materializes. This can also be classified as:
 - High: The risk would have significant consequences on the business's operations, profitability, or reputation.
 - Medium: The risk would cause some disruption but could be managed effectively.
 - Low: The risk has a minor effect and can be mitigated with little effort.

This **risk assessment matrix** helps prioritize the risks based on their severity and probability, which aids in determining which risks require immediate attention and which can be monitored.

CONTRACTUAL MODEL WITH KEY SUPPLIERS

The **contractual model** outlines the specific terms and conditions under which the Company engages with its suppliers. Here's what we cover:

Supplier Selection Criteria

This includes factors such as:

- **Quality Standards:** The supplier's ability to meet the quality expectations of the business.
- **Reliability and Reputation:** The supplier's track record for on-time delivery, customer service, and performance in the industry.
- **Capacity and Scalability:** The supplier's ability to meet current and future demand as the business grows.
- **Cost-effectiveness:** The pricing structure and how it aligns with the business's budget or financial goals.
- **Ethical and Sustainability Practices:** The supplier's commitment to ethical practices, sustainability, and social responsibility, which could be important for the business's brand.

COMMERCIAL STRATEGY

MARKETING PLAN

Over the last years, online Gaming has been making towards the online world. That is why it is necessary for the successful online business to have a competent marketing strategy with the emphasis on internet-marketing. Such instruments as SEO services, affiliate marketing services, PPC services, social media, emailing services and Mobile Marketing services to help to attract the target audience.

PROBLEM WORTH SOLVING

The significant marginality of the online Gaming industry shows us that there's room for a wider offer of this kind of service. There aren't significant regional operators that we could identify as leaders, but the biggest and well-known platforms are European.

OUR SOLUTION

We have multiple years of experience in gaming and sports betting activities. We will make use of geo blocking for the Dutch Caribbean, Netherland, United States, France, North Korea Syria, Israel and Iran.

OUR ADVANTAGES

Our team has experience related in gaming and online Gaming activities, which gives us the possibility to offer a product that serves an engaging user experience. We are acquainted with the AML/KYC requirements and have compliance document from our related activities.

FINANCIAL

FORECAST

We have prepared a forecast based on our own experience in the market, the overview shows the development from Year 1 through Year 3. Our forecast is that we will go live at the last June 1th, of 2024.

	2024	2025	2026
Sales	4 156 944	4 988 333	5 487 166
Setup revenue	168 300	201 960	222 156
Other revenue	451 000	541 200	595 320
Loans interest Income	3 875	4 650	5 115
Total	4 780 119	5 736 143	6 309 757
Direct Expenses	982 425	1 178 910	1 355 746
Cost of Goods Sold	455 000	546 000	627 900
Software services	485 825	582 990	670 438
Payment agents commissions Expenses	41 600	49 920	57 408
Overheads	1 378 203	1 653 844	1 901 921
Bank services	14 292	17 151	19 723
Legal services	205 316	246 380	283 337
Marketing and advertising	781 218	937 461	1 078 080
Other overhead expences	316 138	379 366	436 271
Loans interest Expence	61 239	73 487	84 510
Bad debts			
Total	2 360 628	2 832 754	3 257 667
Currency remesurement			
Current PL	2 419 491	2 903 389	3 052 090

TECHNOLOGY, SOFTWARE & PROVIDERS

SOFTWARE AND PAYMENT ARCHITECTURE

The games/services that will be provided will be mainly slots, live casino, sports betting. To stay competitive in this fast-growing era and to reach end users who prefer using electronic payments as a means of payment we have chosen to adopt on-line payments methods (safe and secured).

Payment solutions:

- Paymix
- KlarPay

3RD PARTY PROVIDERS

- Games
 - BGaming
 - 1Spin4Win
 - Playson