

TechWave B.V.

BUSINESS PLAN

2025

□ Aleksandr Bocharnikov

Information provided in this business plan is unique to this business and confidential; therefore, anyone reading this plan agrees not to disclose any of the information in this business plan without prior written permission of the company.

Table of Contents

Executive Summary	4
Introduction	5
Company Overview	6
Ownership	7
Business Owners TechWave B.V	7
Mission statement	8
Future goals	9
Short-Term Goals	9
Long-Term Goals	10
Market Analysis	11
Target Market	12
Market size and growth potential	13
Market size (U.S. Dollars)	13
Market Trends	13
Latin America Gambling Market Revenue Share	14
Regulatory environment	15
Products and Services	16
Our services	17
Products	18
Casino Games	18
Betting Platform	18
Slot Machines	18
Live Dealer Games	19
Specialty Games	19
Sales And Marketing Strategies	20
Unique Selling Proposition (USP)	21
Sales strategies	21

Customer retention _____ 23

Management Team 24

Key officials and MLCO _____ 25

SWOT Analysis

SWOT Analysis _____ 28

Financial Plan 29

1.

Executive Summary

Introduction

TechWave B.V. is a private company wholly owned by Mr. Bocharnikov. With a background in gambling businesses and holding lead operating positions, Mr. Bocharnikov's expertise is a defining feature and core competence of TechWave B.V.

The proprietary software platform is fully owned, controlled, and managed by GUGUJINDA LTD, ensuring compliance with the licensor's conditions, including regulatory frameworks such as the General Data Protection Regulations and Anti Money Laundering Regulations. Robust internal controls are in place to surpass industry expectations.

To enhance the iGaming experience, TechWave B.V. collaborates with reputable iGaming experts. This partnership aims to support ongoing operational activities and foster profitable growth.

The business model centers on simplicity to ensure a user-friendly and enjoyable service, with a primary focus on delivering excellent customer experiences. While profitability is a core objective, TechWave B.V. advocates responsible gaming and prioritizes security measures to provide entertainment through its casino games.

The Curacao license is chosen due to the jurisdiction's comprehensive legislation for regulating gaming businesses. The regulator's approachability and willingness to address both players' and operators' concerns are crucial for TechWave B.V. as it ventures into the remote gaming world.

TechWave B.V. will initially launch its iGaming services through the website 20-win.com. This website will be promoted using various marketing tools and strategies to attract players and achieve the desired market share. Legal means of marketing in different jurisdictions will be considered, and substantial investments will be made to build player databases.

2.

Company Overview

Ownership

Mission statement

Future goals

TechWave B.V. is a newly launched entertainment company that aims to make its mark in the online gaming landscape with innovation and excellence as our driving force. Our strategic vision is to create a unique and immersive gaming experience for our customers, both in-person and online. Our headquarters is located at Emancipatie Boulevard Dominico F. "Don" Martina 31, Curacao and we were officially established in 2023. Our founder, Aleksandr Bocharnikov, is leading the way with an unwavering commitment to delivering top-quality entertainment to our clients. Our services include state-of-the-art in-person gaming experience at our advanced facility. For those who enjoy digital gaming, we offer a seamless and user-friendly online platform. Our goal is to offer the best of both worlds, ensuring that every client, regardless of their gaming preference, has a memorable experience. At TechWave B.V., we are passionate about innovation and strive to continuously push the boundaries of what is possible in the gaming industry. Our team is composed of talented and experienced professionals who are skilled in delivering the highest level of customer satisfaction. Our commitment to excellence and innovation will remain at the heart of our operations as we work to attain and maintain our position as a leading contender in the online entertainment industry.

Ownership

TechWave B.V. is solely owned by Aleksandr Bocharnikov, who holds a 100% stake in the company. As the exclusive proprietor, Mr. Bocharnikov assumes full responsibility for the strategic direction, operations, and overall management of TechWave B.V. With a comprehensive vision for the company, Mr. Bocharnikov navigates the dynamic landscape of online entertainment with a focus on innovation and excellence. This solitary ownership structure allows for streamlined decision-making and cohesive execution of the company's mission. Mr. Bocharnikov oversees all facets of TechWave B.V.'s operations, ensuring a unified and strategic approach to market entry, growth, and sustained success in the online gaming industry.

Business Owners TechWave B.V.

100%

Aleksandr Bocharnikov

100 Shares

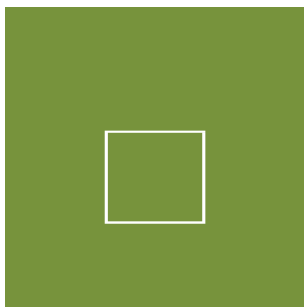
Mission statement

‘ TechWave B.V. is a company that is fully committed to offering its customers an unparalleled gaming experience. Our focus is entirely based on providing world-class entertainment that is coupled with absolute luxury, fairness, and respect. Our unwavering dedication to delivering the highest quality gaming services and impeccable customer satisfaction is evident in everything that we do. At TechWave B.V., we understand that every roll, spin or play should be a true reflection of our commitment to excellence, which is why we consistently strive to provide our customers with only the best gaming experience possible. Our mission at TechWave B.V. is not just to provide gaming services, but to create an entire luxury experience for our customers. We recognize that every player deserves nothing but the best, and we provide nothing less. We are committed to pushing the boundaries of what is possible, to continuously innovate our existing gaming experiences, and to provide our customers with fresh and innovative gaming experiences that keep them engaged and hooked. At TechWave B.V., our customers are our topmost priority, and we commit ourselves fully to meeting their expectations, providing them with an exceptional gaming experience that is unparalleled in the industry.

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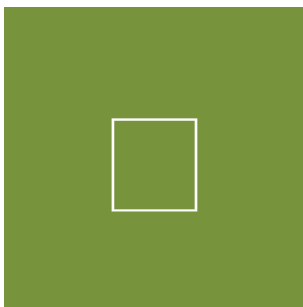
Future goals

Short-Term Goals



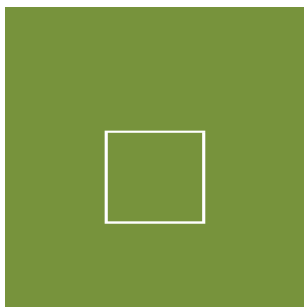
Attracting users

- Increase user engagement on 20-win.com platform by 30%, implementing gamification features and interactive promotions.



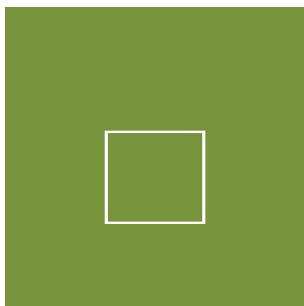
Platform Optimization

- Achieve a 20% improvement in website and mobile app performance through continuous optimization, ensuring seamless navigation and faster load times.



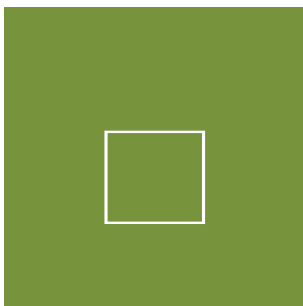
Game Portfolio

- Introduce a minimum of 15 new games to the online casino portfolio, catering to a broader audience and staying at the forefront of industry trends.



Market Expansion

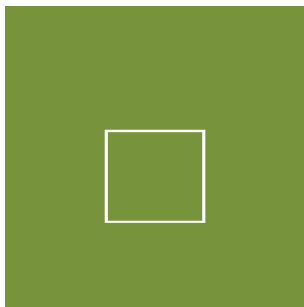
- Strategically expand market reach by targeting specific regions with tailored marketing campaigns, aiming for a 25% increase in user acquisition in targeted areas.



Security and Compliance

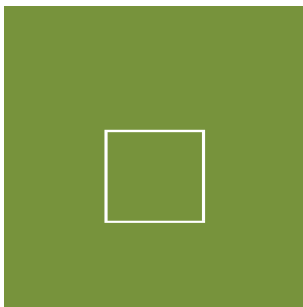
- Enhance security measures and regulatory compliance, obtaining certifications to ensure a safe and transparent gaming environment for users.

Long-Term Goals



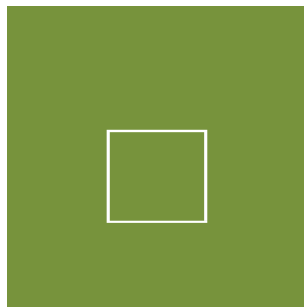
Market Leadership

- Establish TechWave B.V. as a market leader in the online gaming industry, securing a minimum 15% increase in overall market share.



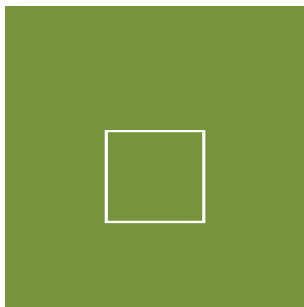
Global Presence

- Expand operations into new international markets, with a focus on emerging markets in Asia and South America, aiming for a 40% increase in global user base.



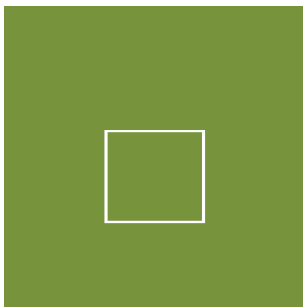
Technology Integration

- Integrate cutting-edge technologies such as virtual reality (VR) and augmented reality (AR) into the gaming experience, providing users with a next-level immersive environment.



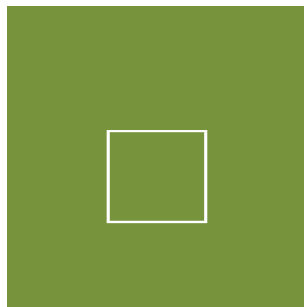
Responsible Gaming

- Implement industry-leading responsible gaming initiatives, achieving recognition for promoting healthy gaming habits and ensuring player well-being.



Financial Milestones

- Attain a yearly revenue growth of 25%, reaching a target annual revenue of \$50 million. Additionally, explore potential opportunities for an initial public offering (IPO) to fuel further expansion and development.



Loyalty Program

- Establish a robust customer loyalty program, aiming for a 30% increase in customer retention through personalized rewards, exclusive promotions, and VIP offerings.

3.

Market Analysis

Target Market

Market size and growth potential

Market Trends

Regulatory environment

The global online gambling market achieved a valuation of USD 63.53 billion in 2022 and is projected to exhibit a compound annual growth rate (CAGR) of 11.7% from 2023 to 2030. This growth is attributed to the increasing prevalence of internet usage and the growing adoption of mobile phones for online gaming. Additionally, factors such as cultural acceptance, legalization approvals, easy accessibility to online gambling, celebrity endorsements, and corporate sponsorships contribute to the expanding market.

Advancements in the digital space parallel the annual growth of online casinos, aiming to instill trust in the online gambling sector. Notably, virtual reality (VR) technology in gambling simulates environments, allowing users to interact realistically with specific hardware. VR facilitates interaction among gamblers and dealers, providing a more realistic gambling experience with superior sound quality and realistic game design.

Online casino developers prioritize solutions that assist gamblers, ensure the authenticity of gambling activities, and mitigate fraudulent practices. Many online gambling platforms offer free-play versions of their games to attract new users, generating revenue through in-app or website advertisements. For instance, gambling websites and applications monetize free-to-play versions by selling advertisement slots on their platforms. The significant growth and demand in the online gambling industry stem from the convenience that users worldwide experience, allowing them to engage in gameplay at any time.

The adoption of blockchain technology has significantly influenced market growth. In addition to traditional payment modes, gambling applications and websites have embraced blockchain payments. Blockchain ensures secure payments and transparency in gambling activities through its ledger system. The utilization of cryptocurrency in online gambling offers extensive opportunities due to its attributes of fast and secure transactions. With fewer regulations and restrictions for cryptocurrency transactions, users widely incorporate them into online gambling practices.

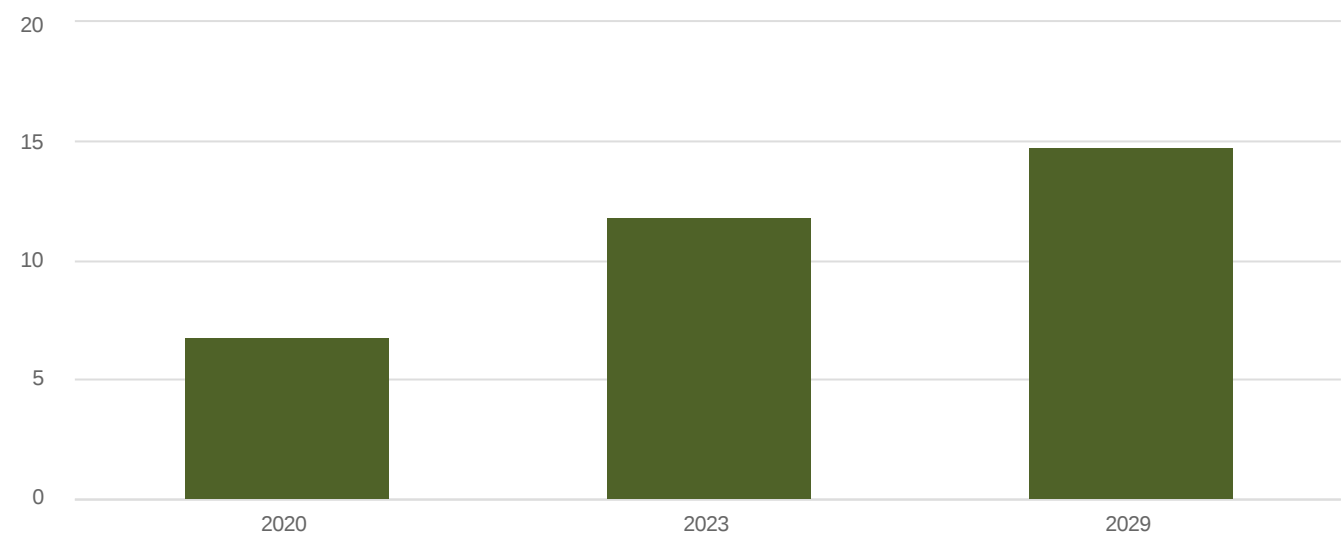
Target Market

TechWave B.V. aims to expand its online casino and betting services into the Latin American market, which presents a lucrative opportunity for growth due to various factors. Latin America offers a diverse market with a burgeoning middle class and rising disposable income that has created a growing interest in digital leisure activities. One of the key driving factors of market growth is the region's exponential growth in internet accessibility. Latin America has seen a significant surge in internet penetration, thus providing a solid foundation for the expansion of online gaming platforms. The region is gradually experiencing a rapid adoption of online entertainment, with an increasing number of individuals gaining access to high-speed internet. Additionally, a sizable and youthful population in Latin America that is characterized by tech-savvy individuals is driving the demand for innovative and immersive online gaming experiences. This demographic is highly receptive to digital platforms and aligns well with TechWave B.V.'s commitment to delivering cutting-edge gaming solutions. Latin America's emergence of regulatory frameworks is also creating a more secure and transparent online gaming environment. Several countries in the region are adapting and formalizing their regulatory frameworks for online gaming, positioning TechWave B.V. well to navigate and contribute to the evolving regulatory landscape with dedication to compliance. To sum up, TechWave B.V.'s strategic decision to expand its online gaming services to Latin America is a well-informed decision that leverages the region's growing demand for digital leisure activities, internet penetration, youthful demographics, and an evolving regulatory framework in the online gaming industry.

Market size and growth potential

Online gambling is poised for exponential growth in Latin America. As of current assessment, the online gambling market in the region is valued at approximately \$11.8 billion, and several factors drive its growth potential that is expected to remain strong in the coming years. The region with its diverse economies and expanding middle class presents an excellent opportunity for growth. The growth potential for online gambling in this region is promising, with a compound annual growth rate (CAGR) of around 30% anticipated over the next five years. Factors contributing to this market growth include a rising middle class, cultural acceptance of gambling as entertainment, evolving regulatory frameworks, widespread adoption of smartphones, and rising internet penetration. Governments in the region are actively revisiting and updating their regulatory frameworks to address online gambling, creating a conducive environment for legitimate operators and fostering trust to attract more players. As Latin America embraces the future of digital entertainment, the online gambling industry is poised to play a crucial role in shaping the region's leisure and recreation landscape. For companies looking to capitalize on this promising and rapidly-growing industry, establishing a strong foothold in Latin America means aligning their strategies with the region's unique characteristics and emerging trends. By seizing opportunities in this dynamic landscape, companies like TechWave B.V. can establish themselves as frontrunners in the online gambling industry in Latin America.

Market size (U.S. Dollars)



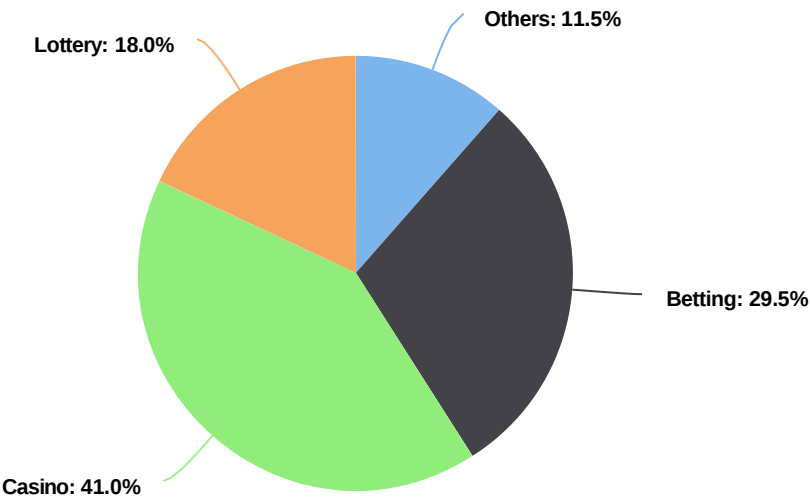
Market Trends

The online gambling industry has undergone significant transformations in the past decade, largely driven by technological advancements. As mobile usage surges, operators are prioritizing mobile platforms, with a notable shift in revenue generation from mobile users. Virtual and augmented reality are emerging as transformative elements, promising immersive experiences resembling real-world casinos or enhancing live sports betting with real-time data overlays. Artificial intelligence is playing a pivotal role in personalizing the gaming experience. AI algorithms analyze player data, enabling operators to tailor promotions and offers to individual preferences. Additionally, AI-powered chatbots offer 24/7 customer service, addressing queries in real-time. As

machine learning progresses, further innovations are anticipated, optimizing game outcomes and elevating overall gaming experiences.

However, amidst these technological advancements, responsible gambling remains a cornerstone. Operators are obligated to implement measures that protect customers from harm, providing tools for responsible gambling management, such as deposit limits and self-exclusion options. Ethical advertising practices and collaborations between regulators and operators are anticipated to play a crucial role in ensuring a safe and sustainable gambling environment.

Latin America Gambling Market Revenue Share



Regulatory environment

The iGaming industry is rapidly expanding in Latin America, with 70% of operators expressing plans to venture into regulated online gaming markets in Central and South America over the next three years.

KYC Compliance. KYC (Know Your Customer) compliance is identified as a key challenge, with operators emphasizing the need for local compliance to meet regulatory requirements. Regulatory scrutiny is expected to increase as newly regulated markets attract attention.

Bonus Abuse Prevention: Bonus abuse, a significant concern costing the industry around 15% of annual revenue, is addressed through email intelligence at player onboarding. Fraud risk scores help identify synthetic email addresses and prevent bonus cheats.

In alignment with the evolving gaming landscape in Latin America, our team emphasizes a commitment to compliance and legal standards. As part of this commitment, we are actively seeking a license from Curacao. Acquiring a Curacao license demonstrates our dedication to meeting rigorous legal standards, ensuring a secure, fair, and engaging gaming environment for players. This strategic move enhances our ability to navigate the regulatory complexities, embrace technological innovations responsibly, and contribute to the establishment of a safe and thriving iGaming ecosystem in Latin America.

4.

Products and Services

Our services

Products

Our services

TechWave B.V. will leverage its proprietary in-house platform, exclusively developed and owned by the company, to manage all player interactions under the brand 20-win.com. A comprehensive testing protocol will be implemented to ensure the security, stability, and anticipated performance of the system. Prior to production release, any proposed software changes will undergo rigorous testing in the staging environment, with rollback functionalities readily available to swiftly revert to a previous system state if unexpected issues arise.

TechWave N.V. commits to providing necessary patches and upgrades, demonstrating a proactive approach to system maintenance and improvement. The gaming offerings by TechWave B.V. include a variety of casino games, where players engage in betting activities against the house. It's noteworthy that these games are sourced from licensed B2B critical supply providers and are not proprietary to TechWave B.V. Furthermore, the company has established a contractual agreement with one of the market leaders, Softswiss, reinforcing its commitment to offering high-quality and innovative gaming content. This strategic partnership with Softswiss further enhances the gaming offerings on the 20-win.com platform, ensuring a captivating and reliable gaming experience for our players.

This meticulous approach to software development, testing, and ongoing system maintenance underscores TechWave B.V.'s dedication to delivering a secure, reliable, and enjoyable gaming experience for its players on 20-win.com platform.

Products



Casino Games

Classic games facilitated by professional dealers ensuring fair play and authentic casino experience.

Specifications

- Games include blackjack, poker, roulette, baccarat, and craps.
- VIP rooms available with higher bet limits and exclusive services.
- Regularly updated gaming rules to ensure clarity and fairness.



Betting Platform

Placing bets on various sports events

Specifications

- Users choose from a variety of sports available for betting
- A user-friendly platform

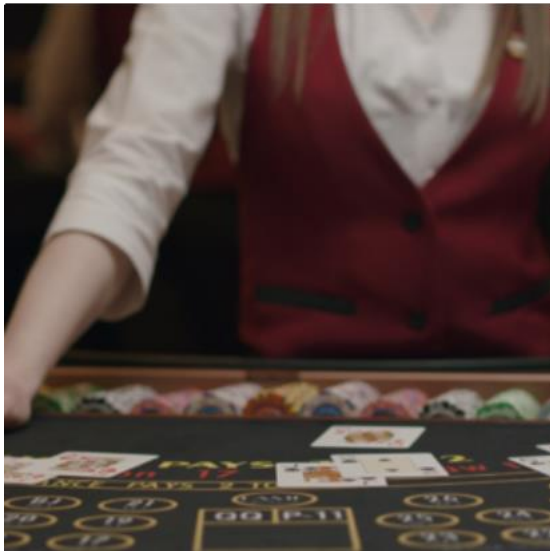


Slot Machines

A vast selection of slot machines with varying themes and winning combinations.

Specifications

- Over 100 machines available.
- Progressive jackpots are offered on select machines.
- User-friendly interface with clear instructions.



Live Dealer Games

Digital platform enhancement with real-time interactions with live dealers.

Specifications

- Games include live blackjack, roulette, and baccarat.
- Real-time chat option with dealers.
- Streamed in HD for an immersive experience.



Specialty Games

Niche games cater to specific gaming enthusiasts.

Specifications

- Includes games like Keno, Bingo, and scratch cards.
- Regularly updated to introduce new and exciting formats.
- Clear instructions and help guides are available.

5.

Sales And Marketing Strategies

Unique Selling Proposition (USP)

Sales strategies

Customer retention

Unique Selling Proposition (USP)

TechWave B.V. is revolutionizing the gaming experience with its unique selling proposition (USP) that seamlessly blends innovation, reliability, and responsibility. Here are the core pillars that make TechWave B.V. a standout player in the market:

Cutting-Edge Technology: TechWave B.V. leads the way in technology, with an in-house platform fortified by state-of-the-art features that ensure a secure and stable gaming environment. At TechWave B.V., we leverage the latest innovations to provide our players with an immersive gaming experience.

Strategic Partnerships: Our commitment to excellence is reflected in our strategic partnerships with top industry leaders. TechWave B.V.'s collaboration with Softswiss, a renowned market leader, enhances our gaming portfolio, providing players with an extensive selection of top-quality and innovative games.

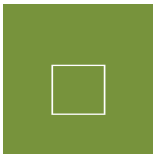
Responsibility in Gaming: At TechWave B.V., we prioritize responsible gaming practices to ensure the well- being of our players. Our platform includes robust internal controls, and we actively promote responsible gaming practices.

Proactive System Maintenance: TechWave B.V. takes a proactive approach to system maintenance, ensuring timely patches and upgrades for a seamless and secure gaming environment. At TechWave B.V., we continuously improve our platform, reflecting our dedication to offering an exceptional gaming experience.

Diverse Gaming Portfolio: We understand the importance of diversity in the gaming industry. TechWave B.V.'s extensive gaming portfolio offers a variety of casino games sourced from licensed B2B critical supply providers, catering to players with varying preferences.

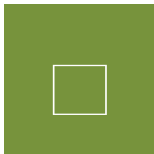
Customer-Centric Approach: At TechWave B.V., every aspect of our platform, from design to functionality, is crafted with the player's satisfaction in mind. We prioritize user-friendly interfaces, seamless navigation, and responsive customer support to ensure an exceptional gaming experience.

Sales strategies



Social Media Marketing

Leveraging platforms like Facebook and Instagram to showcase our events, games, and promotions, reaching a wide audience.



Branding & Positioning

Consistent branding efforts, emphasizing our luxury offering and superior service quality.



Targeted Advertising

Digital ads tailored to reach potential customers based on their interests and online behavior.



Influencer Marketing

Collaborating with prominent personalities to host and promote our special events, enhancing our reach and appeal.



Loyalty Programs

A tier-based loyalty program offering exclusive benefits to returning patrons.



Mail Marketing

Monthly newsletters highlighting upcoming events, offers, and casino news.



Referral Programs

Encouraging our patrons to refer friends with incentives and exclusive offers for both the referrer and the referred.



Promotional Offers

Regular offers on chips, game plays.

Customer retention



Loyalty Programs

Offering rewards, freebies, and exclusive services to regular customers.



Discounts on Annual Membership

Encouraging longer-term commitments with lucrative offers.



Personalized Service

Tailoring the gaming experience based on customer preferences, ensuring they always feel valued.

6.

Management Team

Key officials and MLCO

TechWave B.V. proudly emerges as a new player in the gambling arena, bringing with it a dynamic blend of innovation, enthusiasm, and a wealth of collective experience. While our company may be a recent entrant, our team comprises seasoned specialists with extensive expertise in the field, positioning TechWave B.V. as a formidable force set to redefine industry standards.

Our team is the key asset that makes TechWave B.V. unique and a promising participant in the industry. Our specialists possess not only a deep understanding of contemporary trends and technologies in industry, but also years of experience working with the largest and most successful companies in the sector.

Our team includes experts with diverse professional backgrounds, allowing us to approach challenges from different perspectives and find innovative solutions. This mosaic approach to problem-solving provides us with a competitive advantage and contributes to rapid growth and development.

Key officials and MLCO

Company is committed to delivering the highest quality products and services to our customers. To achieve this, we require a team of experienced and dedicated professionals who display a high level of skill and professionalism in their work.

Functions within the Company will be mainly to ensure that the strategic, financial and overall control functions are in place. It is a direct responsibility of the managing director e-Management N.V to provide that the strategic goals are reached and that top-level executives operate in line with the Company's long and short- term strategy and look after the management processes in the respective departments. Managing director e-Management N.V. shall be also responsible for overseeing financial and administrative functions of the Company and fulfilling the role of Chief Financial Officer.

The Money Laundering Compliance Officer (MLCO) will be part of the management team and will provide oversight for the Company's anti-money laundering (AML) systems, and act as a focal point for related inquiries. MLCO shall provide oversight and make strategic decisions about activities relating to money-laundering and financial crime. In addition to ensuring compliance with anti-money laundering controls, MLCO shall deal with any information, knowledge or suspicion of money laundering – and properly disclose such matters to relevant authorities.

7.

SWOT Analysis

SWOT Analysis

Strength <i>Diverse Gaming Portfolio:</i> TechWave B.V. boasts a comprehensive selection of games through platform 20-win.com providing a versatile and attractive offering to a broad audience. <i>Strategic Partnerships:</i> Collaborations with industry giants such as BGaming and Softswiss fortify the company's position, ensuring access to a rich library of games and cutting-edge technologies. <i>Innovative Technology Infrastructure:</i> The company's commitment to a scalable and robust technology infrastructure positions it to adapt to evolving industry trends and accommodate growing user demands.	Weakness <i>Market Entry Challenges:</i> As a new entrant, TechWave B.V. may face initial challenges in establishing brand recognition and user trust, requiring strategic marketing efforts. <i>Dependency on Gaming Providers:</i> Reliance on partnerships with BGaming and Softswiss exposes the company to potential disruptions or limitations in game offerings based on the decisions of these providers.
Opportunity <i>Global Market Expansion:</i> The online gaming industry's global nature presents an opportunity for TechWave B.V. to expand its reach into new geographical markets, tapping into diverse player demographics. <i>Emerging Gaming Trends:</i> Staying attuned to emerging gaming trends allows the company to capitalize on new preferences, ensuring the continuous relevance and appeal of its platforms. <i>Strategic Alliances:</i> Exploring partnerships with emerging game developers and technology providers can diversify the gaming portfolio and enhance the company's competitive edge.	Threat <i>Regulatory Changes:</i> Evolving gaming regulations, especially in international markets, pose a threat to operational consistency. Staying vigilant and adaptable to regulatory changes is crucial. <i>Cybersecurity Risks:</i> The inherent nature of online platforms exposes TechWave B.V. to potential cybersecurity threats. Continuous investment in advanced security measures and proactive risk management is essential. <i>Competition:</i> Intense competition within the online gaming industry requires TechWave B.V. to continually differentiate itself through innovative features, user experience, and strategic marketing.

8.

Financial Plan

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME
(PROJECTED)

	2025	2026	2027
	€	€	€
Revenue	51,405,088	154,009,643	235,414,740
Cost of sales	(13,673,870)	(40,966,915)	(62,620,856)
Gross profit	37,731,218	113,042,728	172,793,884
Other operating income	-	-	-
Selling expenses	(22,100,331)	(66,212,590)	(101,210,674)
Operating profit	10,471,885	31,373,766	47,957,042
Net finance gain / (loss)	(1,146,802)	(3,435,818)	(5,251,893)
Net profit for the year	9,325,083	27,937,948	42,705,150
Other comprehensive income	-	-	-
Total comprehensive profit for the year	9,325,083	27,937,948	42,705,150