



BUSINESS PLAN

JULY 2024



I. ABOUT US



More Than Just a Game

QTech Games is the leading game distributor for emerging markets. Our mission is to find and integrate the best online casino games and distribute them to operators around the globe.

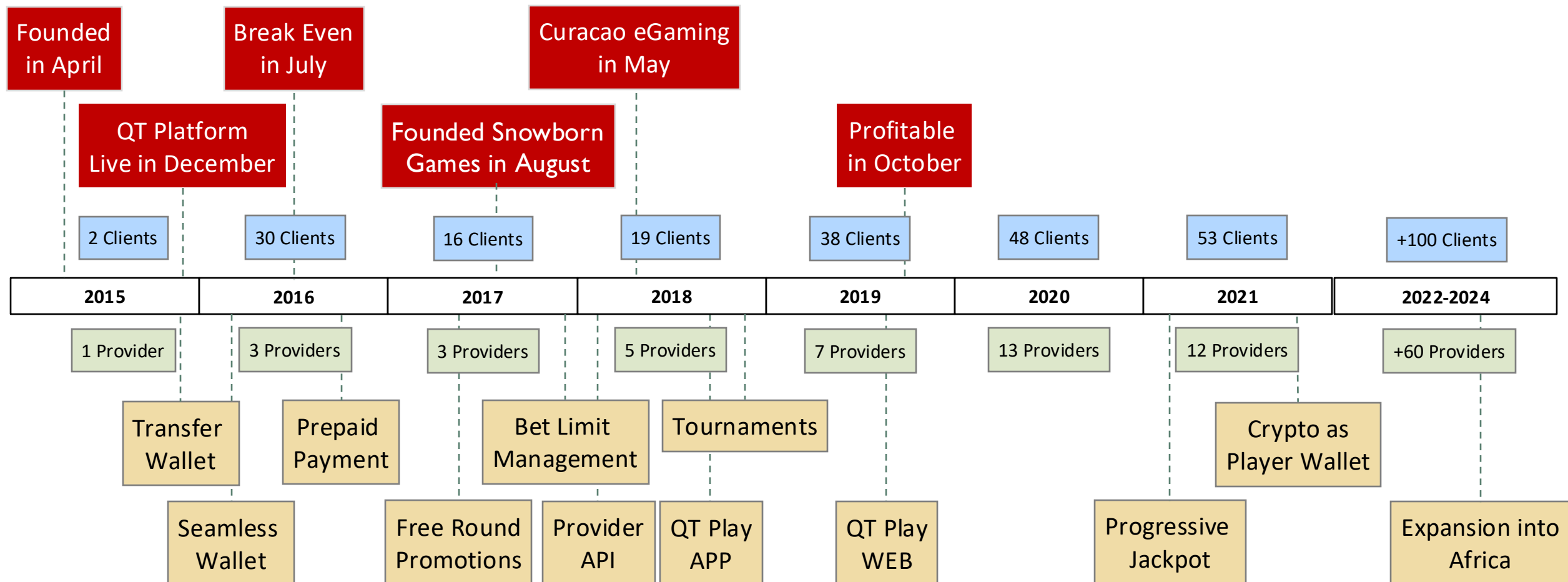
With our platform, operators and providers will find a great variety of services, tools and features to successfully manage their gaming operations and grow their business.

We are an easy going, well structured, professional organization with a team that always gives the little extra.



Our Journey

THE LEADING DISTRIBUTOR OF DIGITAL ENTERTAINMENT IN EMERGING MARKETS





Global Organization



Western Europe

Management
Finance
Sales Agent
Development
Marketing (PR)



Eastern Europe

Customer Service
Content



Asia Pacific

Development
Customer Service
Sales & AM
Content
Marketing, Creative & Campaign
Finance, HR
Legal, Compliance & Admin
Sales Agent



I. PRODUCT





QT Platform

QT PLATFORM PROVIDES A GREAT VARIETY OF CROSS-PROVIDER FEATURES AND SERVICES FOR PARTNERS AND PLAYERS

Key Features

- Adaptable & Seamless Integrations
- Unified Game Launcher
- Multilingual and Multicurrency Support
- Dashboard: Real-Time Statistics
- Bet & Round History Viewer
- Activity Reports
- Player Engagement Tools
- Virtual Coins as Player Wallet
- Bet Limit Management





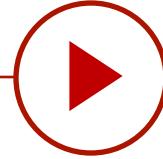
Features

QT CONNECT



Our adaptable architecture, unified API and quality assurance process provides fast, secure and seamless integrations to any game studio or operator platform.

QT PLAY



The distributed game lobby comes with advanced search, filter and browse functionalities, recommendations and similarities like Spotify and Netflix, which gives the players a familiar way to discover new games.

QT ENGAGE/REWARDS



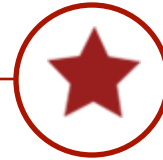
The reward tool makes it's easy to promote players with a fixed or flexible number of free rounds based on the awarded bonus value.

TOURNAMENTS



The tournament tool gives the players the chance to compete and win extra prizes on top of the normal wins when playing their favourite games.

JACKPOTS



The Network Progressive Jackpots are shared among several eligible casinos, which ensures fast growing, huge jackpot values and frequent wins to attract new and existing players.

BET LIMITS



Control the max bet (and win) amount in a game or event with our flexible bet limit management tool on client, site, player, provider, game and even on game session level.

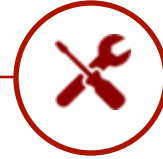


Back Office Tools



DASHBOARD

Effectively manage business and gaming operations with one single back office tool.



SUPPORT

Monitor and track any transaction or game round in our back office or partner API. The History Viewer displays the graphical result of any game round or event.



REPORTS

The downloadable activity reports can be grouped by games, players or providers, and contains details of the gameplay, rewards and jackpot play for a certain given period of time.



PREPAID PLAN

The Prepaid Plan option makes it possible for operators and their sub-operators to purchase credits in advance.



PARTNER SERVICES

The support tools, reward features and reports in the back office are also available through our Partner API, for easy access by the operators.



SECURITY

All communications and access are encrypted (https), trusted (IP protection) and controlled with configurable roles and permission with OAuth2 for authentications and authorizations.

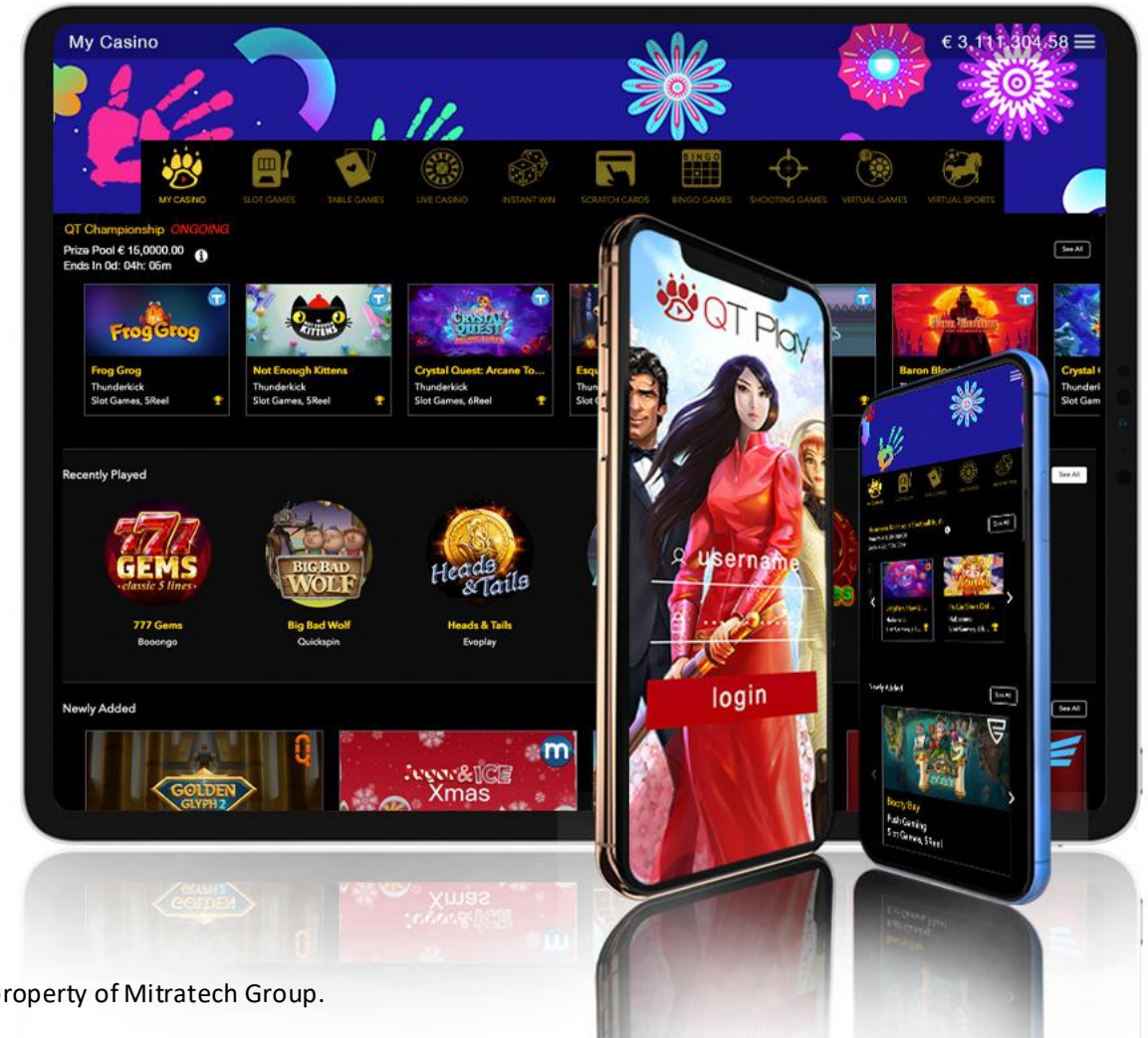


QT Play

QT PLAY GIVES THE PLAYERS THE POSSIBILITY TO EASY DISCOVER AND PLAY THEIR FAVOURITE GAMES

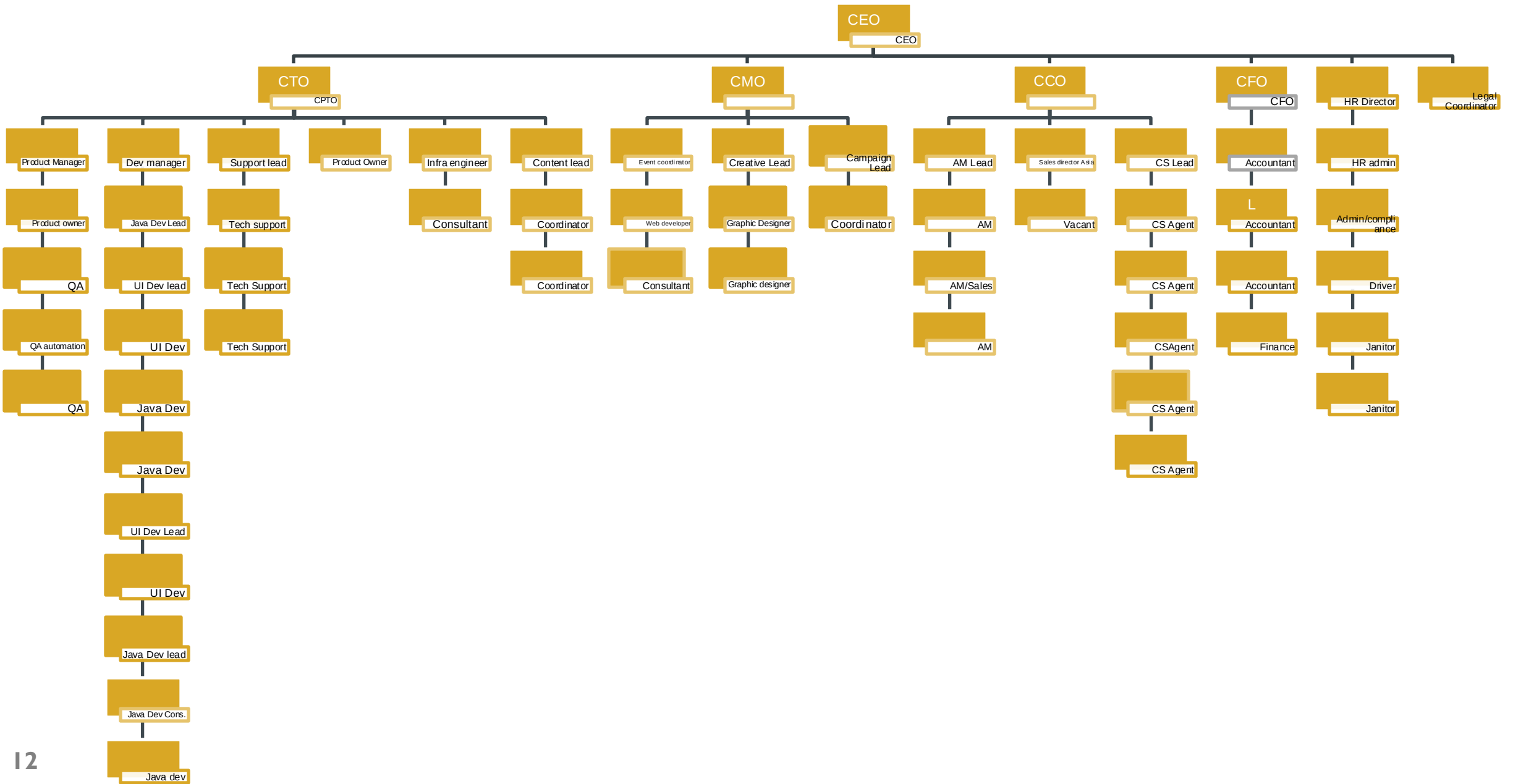
Key Features

- Multilingual and Multicurrency Support
- Automated releases of Providers, Games and Promotions
- Data-driven and personalized content
- Personal and item based recommendations, similarities and favourites like Spotify, Netflix and Amazon
- Search and filter by games, providers, categories, types, themes, features and volatility.
- Sorting by Relevance, Popularity, Newest and Name
- Game & Round History Viewer
- Crypto as Player Wallet





2. ORGANISATION





3. *FORECAST & KPI:s*

Income Statement							
USD	Period	2024B	2025E	2026E			
	Start of period	2024-01-01	2025-01-01	2026-01-01			
	End of period	2024-12-31	2025-12-31	2026-12-31			



1.0 Income Statement					1.1 KPI's			
QTech Platform Revenue		27 866 764	38 288 596	51 455 503	Revenue Growth %	27,2%	38,6%	35,2%
OMNI Revenue		33 660	391 500	829 500	Gross Margin %	36,7%	37,2%	37,6%
Total Revenue		27 900 424	38 680 096	52 285 003	EBITDA Margin %	25,2%	28,6%	30,8%
					Pre-tax Income Margin %	25,0%	28,5%	30,7%
Provider License Fees		(17 126 275)	(23 531 294)	(31 623 374)	License as % Share of Revenues	61,5%	61,5%	61,5%
Sales Commissions		(538 314)	(746 298)	(1 008 792)				
Total Cost of Goods Sold		(17 664 589)	(24 277 592)	(32 632 167)	Blended Operator Fee % (Income)	8,70%	8,70%	8,70%
					Blended Content Provider Fee % (Expense)	5,35%	5,35%	5,35%
Gross Profit		10 235 835	14 402 504	19 652 837	Operator / Provider Fee Spread %	3,35%	3,35%	3,35%
Personnel Costs		(2 347 762)	(2 613 389)	(2 771 173)	Average monthly Increase in Turnover	2,44%	2,82%	2,49%
Technical Costs		(254 000)	(267 120)	(283 147)	Average monthly Increase in Revenue %	2,90%	2,90%	2,52%
Office & Administration		(205 440)	(213 658)	(222 204)				
License, Legal & Professional Fees		(101 749)	(105 819)	(110 052)				
Sales & Marketing		(289 000)	(135 300)	(148 830)				
Other Costs		(6 000)	(6 600)	(7 260)				
Total Fixed Costs		(3 203 951)	(3 341 886)	(3 542 666)				
EBITDA		7 031 884	11 060 618	16 110 170				
Adjusted EBITDA		7 031 884	11 060 618	16 110 170				
		-						
Interest Costs		-	-	-				
Bank Fees		(48 000)	(48 000)	(48 000)				
FX Differences		-	-	-				
Asset Sale (Gain / Loss)		-	-	-				
Pre-tax Income		6 983 884	11 012 618	16 062 170				
Income tax expense		-	-	-				
Post-tax Income		6 983 884	11 012 618	16 062 170				



4. STRATEGY FOR BUSINESS GROWTH AND BUSINESS OBJECTIVES



GROWTH INITIATIVES AND FUTURE PLANS



Product and Tech

- Improve core product even more
- Add Sportsbook offering
- Add more local suppliers for LatAm and Africa
- Launch Terminal product. New business segment
- All tech in the cloud



Sales and Expansion

- Increase sales team
- Expand into Africa
- Expand into LatAm
- Grow core business
- Increase revenues from ROW (Europe focus)



Marketing

- Build the Qtech brand in Africa and LatAm
- Win several B2B awards to increase brand awareness
- Build brand with increased efforts in PR
- Attend more shows. Examples in 2024 is: Kampala, Dubai, Ghana, Budapest, Lisbon



CEO

Org, Structure, Legal, Finance & Admin

- Make the company more efficient in all areas
- Streamline routines and procedures
- Use AI to automate workflows
- Continue to build a world class team



5. KEY SUPPLIERS



Key suppliers

- QTech is an content aggregator and our largest and most important suppliers are seen to the left. However QTech have +60 suppliers but these are the most popular from our customers.
- The risk of someone leaving is very low since QTech is brining in revenues for the suppliers
- From a banking perspective we have several options with different banks.

Suppliers:

- Evolution
- Spribe
- ELK
- Blueprint
- Thunderkick
- Hacksaw
- Relax
- No Limit
- Dragoon Soft
- Habanero

Banks:

- HSBC
- Finductive
- Orbital
- Cryptopay
- Union Bank



6. *SWOT*



SWOT

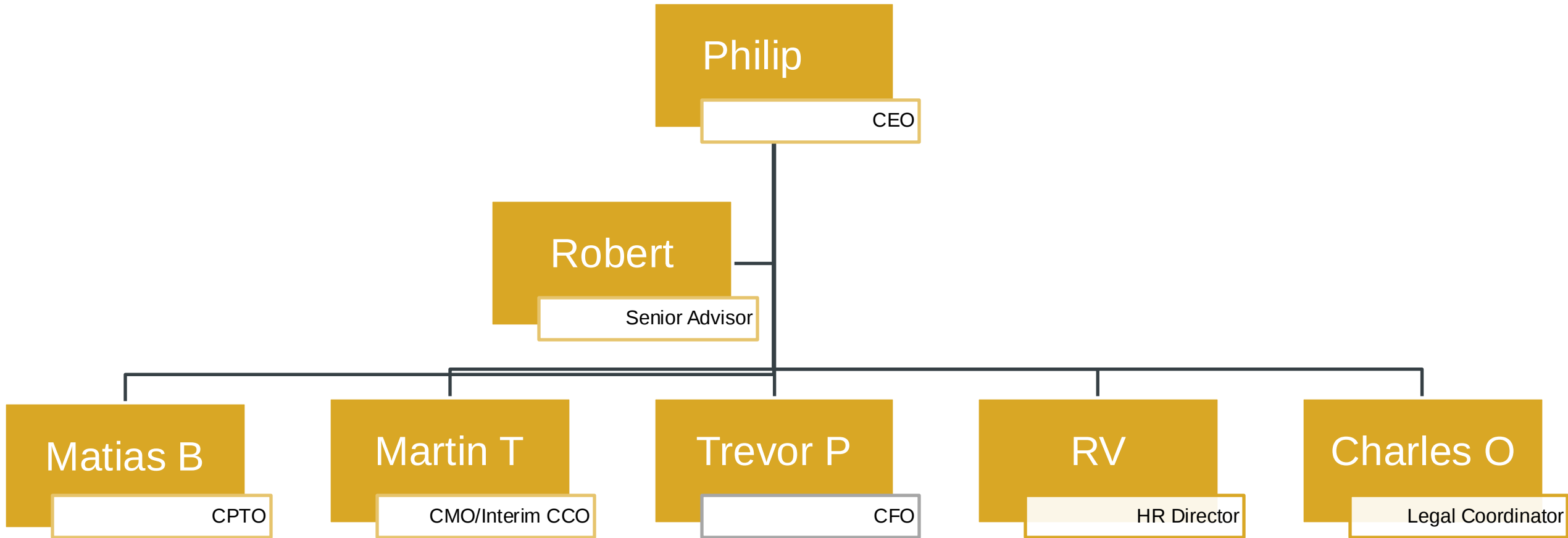




7. LEGAL AND GOVERNANCE FRAMEWORK



SENIOR MANAGEMENT





GOVERNANCE

Here's a description of QTechs governance structure:

- **1. Board of Directors**
The Board of Directors is the highest governing body responsible for overseeing the organization's activities, ensuring it acts in the best interests of stakeholders. The board of directors is conducted by the shareholders.
- **2. Executive Management**
The executive management team is responsible for day-to-day operations and implementing board decisions.
- **3. Advisory Board**
One of the largest shareholder act as an advisory board and contributing with non-binding strategic advice and expertise to the executive team.
- **4. Stakeholder/shareholder Engagement**
Stakeholder engagement mechanisms ensure transparent communication and accountability. The CEO have regular meetings with the shareholders.
- **5. Performance Management and Accountability**
The management team ensure to measure and manage performance at all levels within the company. They follow Key Performance Indicators (KPIs): Metrics to assess organizational and individual performance. The management team also regularly performance Reviews to ensure the companies direction is aligned with strategic goals.



8. *KPI:s AND BUSINESS OBJECTIVES*

See sections 3 and 4



9. POLICIES AND PROCEDURES



GOVERNANCE

Qtech have internal routines to cover potential risks

The four eyed principle is well implemented in Qtech. The Four-Eyes Principle, also known as the Two-Person Rule, is a governance and internal control mechanism designed to enhance accuracy, reduce errors, and prevent fraud or unauthorized activities. This principle mandates that at least two individuals must review, approve, or carry out certain critical tasks or decisions.

This is used in all important work streams at Qtech, For example when adding new contracts with clients and providers but also within finance and payment.

Budget and business plan is conducted by management and the CEO ultimately responsible. That is then signed off and approved by the board.

