

Klavitorix B.V.

Business plan

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Business objective

Klavitorix B.V. is a company established to support the global expansion of online gambling, an industry experiencing rapid growth worldwide.

Klavitorix B.V. prioritizes understanding the needs of each customer by managing technical and customer support teams, aiming to deliver exceptional service and foster trustworthy, transparent relationships with both clients and partners.

The company's key priorities include:

- Competitive conditions compared to other online gaming providers;
- Ensuring high service quality;
- Delivering reliable and responsive client support;
- Offering innovative and popular games on the market.

Services

The services offered by Klavitorix B.V. will be:

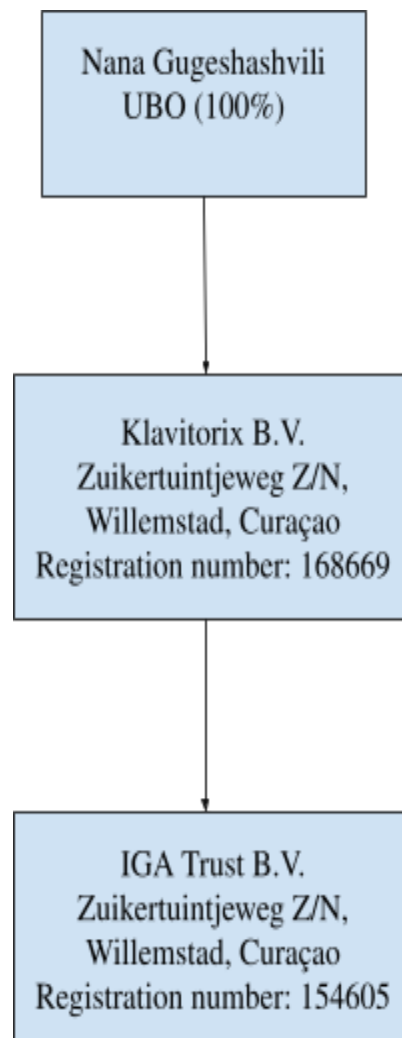
Casino

- Slots;
- Online casino games;
- Sports betting.

Corporate structure, directors and shareholders

The ultimate beneficial owner of Klavitorix B.V. is Mrs. Nana Gugeshashvili: 100% ownership interest in the company. With extensive experience in the gambling industry, Mrs. Gugeshashvili will play a pivotal role in the company's operations and strategic direction.

IGA Trust B.V. was appointed as the Managing Director of the company.



General controls & duties

Klavitorix B.V. has dedicated departments for development, finance, casino management, customer support, payments & fraud, business intelligence, and marketing. This separation serves as the first layer of internal control. Each individual within the company has clearly defined roles and responsibilities, including specific reporting lines. As a result, every department operates with both clarity and efficiency to achieve its goals and objectives.

Klavitorix B.V. enforces strict age restrictions, fully complying with the legal requirement that only players aged 18 and above are allowed to access online gaming products.

The Compliance department oversees the monitoring of all transactions involving Klavitorix B.V. and is responsible for verifying the identity of all online registered players. Senior management, along with all employees, is fully committed to adopting a risk-based approach to anti-money laundering (AML). This ensures that efforts are concentrated where they are most needed, facilitating secure payment transactions between Klavitorix B.V. and its customers, free of money laundering concerns. To support this, an AML manual has been developed, detailing policies and procedures for risk assessment and management.

The internal systems and procedures implemented by Klavitorix B.V. are specifically designed for remote gaming operations. The company recognizes that its money laundering and terrorist financing risk assessment is an ongoing process, subject to regular review. This ensures that the company's approach remains effective and compliant with current regulations at all times.

Commercial strategy

Marketing plan

Klavitorix B.V. is committed to achieving measurable growth by implementing innovative and targeted marketing strategies. Our primary focus is on establishing new market channels, driving revenue growth, and capturing a significant share of the competitive online gaming market.

The increasing reliance on mobile devices, such as smartphones and tablets, has revolutionized the online gaming and betting industry, making access easier and more convenient for users.

To ensure rapid market penetration and sustainable growth, Klavitorix B.V. has designed a comprehensive marketing plan that combines creativity, strategic budgeting, and a data-driven approach. Our key initiatives include targeted campaigns, partnerships, and promotional activities to effectively reach our audience.

Problem solving

The online gaming industry offers substantial profit margins, yet it remains underutilized in many regions. While global leaders dominate the market, there is a noticeable absence of strong regional players. This creates a unique opportunity for Klavitorix B.V. to position itself as a trusted and innovative provider in these underserved areas.

Our solution

With extensive expertise in the gaming sector, Klavitorix B.V. will focus on delivering a superior user experience and a diverse range of high-quality products. To ensure compliance with global regulations, we will implement geo-blocking measures for restricted territories, including the

Dutch Caribbean, Netherlands, United States, France, North Korea, Syria, Israel, and Iran. This strategy allows us to operate responsibly while focusing on key growth markets.

Our advantages

1. **Industry Expertise:** Our team's deep understanding of the gaming industry enables us to design and deliver engaging products that resonate with users and meet their expectations.
2. **Regulatory Compliance:** Klavitorix B.V. adheres to the highest standards of AML/KYC compliance. Our extensive documentation and processes ensure a secure and transparent operational framework.
3. **Innovative Approach:** By combining cutting-edge technology, customer-focused design, and strategic partnerships, we offer a competitive edge in an increasingly crowded market.
4. **Strategic Positioning:** Leveraging our experience and partnerships, we aim to fill the gap left by the absence of prominent regional operators, creating a strong foothold in key markets.

Klavitorix B.V. is poised to capitalize on emerging opportunities in the online gaming industry, driven by a forward-thinking approach and a commitment to excellence.

Financial

Forecast

	2024	2025	2026
Gross Gaming Revenue	120,921	17,425,921	23,537,890
Setup revenue	258	38,830	46,750
Support revenue	468	69,341	83,507
Other revenue	4,100	513,614	625,441
Loans interest Income	0	641	778
Total	125,747	18,048,347	24,294,366
Direct Expences	107,425	14,757,832	20,060,565
Casino direct expences	64,620	8,999,321	12,580,034
Software services	14,633	2,100,340	2,800,755
Payment agents commissions Expences	571	83,490	99,077
General Affiliate expenes	2,100	230,850	280,080
Operators Profit	25,501	3,343,830	4,300,619
Overheads	12,343	1,632,427	2,240,899
Bank services	210	30,941	373,500
Legal services	83	11,701	15,440
Marketing and advertising	7,101	992,936	1,125,830
Other overhead expences	4,950	595,026	724,208
Loans interest Expence	0	1,824	1,921
Total	119,768	16,390,259	22,301,463
Currency remesurement	0	0	0
Current PL	5,979	1,658,088	1,992,903

Technology, Software&Providers

Software and payment architecture

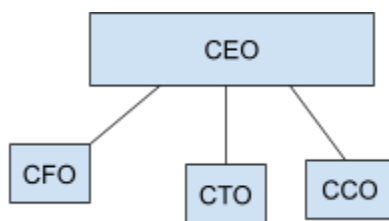
The services offered will primarily include slots, live casino, and sports betting. These will be delivered through selected platform/software providers. To remain competitive in the rapidly expanding market and meet the preferences of users who favor electronic payments, we have opted for secure online payment methods.

3rd Party Providers

Games:

- AMATIC;
- Evolution;
- BGaming;
- Sports Betting.

C-level management structure



Max Radelius currently holds the position of CCO (MLRO).

Recruitment plan

Position	Status	Responsibilities	Comments
CEO	Vacant	Overall strategic leadership and management.	To be recruited within 1-2 months after license approval. Estimated budget for the role: EUR 200,000/year.
CFO	Vacant	Financial planning, reporting.	To be hired within 1-2 months post-licensing with focus on Curacao requirements. Estimated budget for the role: EUR 140,000/year.
CTO	Vacant	Technology development and platform security.	Search to begin within 2-3 months post-licensing. Estimated budget for the role: EUR 160,000/year.

Recruitment is on hold until the Curacao gaming license is granted in order to ensure compliance and efficient use of resources.