

Titans Games N.V.

Business Plan

Forecast 2024 - 2028

Summary

1. Business Overview	3
2. Company's Management Structure.....	3
3. Business Forecast 2024 - 2027	4
4. Strategy for Business Growth and Marketing Plan	4
5. Main Suppliers	5
5.1. Platform	5
5.2. Providers.....	5
5.3. PSPs	5
6. Risk Evaluation	5
7. Legal and Governance Framework	6
8. Target KPIs	6
9. Policies and Procedures	7

1. Business Overview

Titans Games N.V. is a company incorporated in Curaçao. Using the combined experience of more than 10 years of a strong management team and using the brand SGA (Sistema de Gestão de Apostas), the company uses their proprietary software in order to develop B2B and B2C gaming solutions. The company was founded in Q4 2021 and already has a range of new partnerships, empowering start-up and existing Brazilian operators to go live. in a market that could be worth above 1 billion dollars of yearly gross gaming revenue.

Titans Games N.V. is currently sublicensed by Antillephone N.V. under the number 8048/JAZ2022-004 since January 13, 2022, using Dama N.V..

The operational domains are:

- sga.bet
- cartola.bet

The company UBO is:

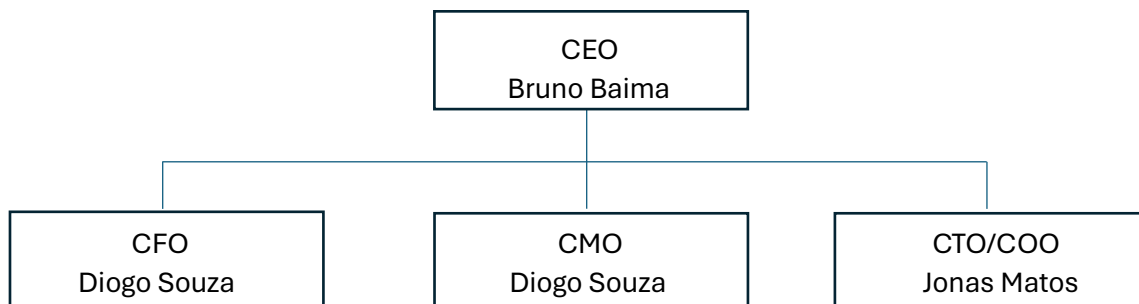
- **Bruno Baima Neves Almeida** – In his capacity of CEO, Mr. Baima already shown his solid knowledge and acquired experience to be a great differentiator and thus leverage the company's growth.

The company's main partners are:

- Dama N.V.
- EGS Digital Limited - Consultants
- Altenar Software Limited
- NGT INTERACTIVE LLC

2. Company's Management Structure

The company's organogram is presented below:



- **Bruno Baima Neves Almeida** - Professional with a demonstrated history of working in IT industry. Strong business technical professional skilled in Digital Marketing, Games, Online Gaming, Technical Requirements and Base Platforms.
- **Diogo Souza** - A focused professional with excellent vision, dedication and people management skills. A proven leader with 17 successful years experience in IT companies. Specialities include marketing, product management, finances and business development.

- **Jonas Matos** - Professional with a demonstrated history of working in IT industry, combined with solid knowledge as a back-end developer, Mr. Jonas also acquired experience in data analysis and team management.

3. Business Forecast 2024 - 2029

Trusting in the ability to always have the best partners on the market, to always offer the best product, Titans Games N.V. believes that investing in marketing will make all the difference in the coming years to further solidify SGA's presence in the iGaming industry.

P&L	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 5	
Turnover	€	297,000,000	€	445,500,000	€	623,700,000	€	748,440,000	€	823,284,000
Payout	-€	279,180,000	-€	418,770,000	-€	586,278,000	-€	703,533,600	-€	773,886,960
Gross Gaming Revenue	€	17,820,000	€	26,730,000	€	37,422,000	€	44,906,400	€	49,397,040
Bonus Cost	-€	5,940,000	-€	8,910,000	-€	12,474,000	-€	14,968,800	-€	16,465,680
Net Gaming Revenue	€	11,880,000	€	17,820,000	€	24,948,000	€	29,937,600	€	32,931,360
Gaming Platform	-€	534,600	-€	801,900	-€	1,122,660	-€	1,347,192	-€	1,481,911
Payment Providers	-€	891,000	-€	1,336,500	-€	1,871,100	-€	2,245,320	-€	2,469,852
Gross Profit	€	10,454,400	€	15,681,600	€	21,954,240	€	26,345,088	€	28,979,597
Marketing	-€	2,475,000	-€	3,110,000	-€	4,520,000	-€	5,950,000	-€	6,150,000
Company Structure	-€	1,700,000	-€	2,300,000	-€	2,970,000	-€	3,210,000	-€	3,650,000
Human Resource	-€	2,550,000	-€	2,645,000	-€	3,274,000	-€	3,315,000	-€	3,894,000
Others	-€	1,450,000	-€	1,650,000	-€	1,750,000	-€	1,770,000	-€	1,950,000
Total Cost	-€	8,175,000	-€	9,705,000	-€	12,514,000	-€	14,245,000	-€	15,644,000
NET PROFIT	€	2,279,400	€	5,976,600	€	9,440,240	€	12,100,088	€	13,335,597

4. Strategy for Business Growth and Marketing Plan

4.1 – Comprehensive User Experience Enhancement: Titans Games N.V. prioritizes enhancing user experience through intuitive interfaces, engaging gameplay, and personalized features. By analysing user data and feedback, the company continuously refines its B2C gaming solutions to cater to diverse preferences and behaviours, ensuring maximum satisfaction and retention.

4.2 – Targeted Customer Acquisition: Leveraging data analytics and market segmentation, Titans Games N.V. identifies and targets specific demographics and psychographics to optimize customer acquisition efforts. Through strategic marketing campaigns across digital platforms, social media, and targeted advertising, the company effectively reaches and attracts its ideal B2C audience, driving growth and market penetration.

4.3 – Brand Differentiation and Positioning: Titans Games N.V. distinguishes its offerings in the competitive gaming market by emphasizing unique selling propositions such as innovative features, high-quality graphics, and immersive gameplay experiences. Through consistent branding efforts that communicate reliability, excitement, and trustworthiness, the company solidifies its position as a preferred choice among B2C gamers.

4.4 – Ongoing Customer Engagement: Recognizing the importance of fostering long-term relationships, Titans Games N.V. implements proactive customer engagement strategies to cultivate loyalty and advocacy. This includes regular communication through newsletters, social media interactions, and community events, as well as incentivized loyalty programs and exclusive rewards to incentivize ongoing participation and referrals.

4.5 – Responsive Adaptation and Innovation: Titans Games N.V. remains agile and responsive to evolving market trends, technological advancements, and shifting consumer preferences. By investing in research and development, the company continuously innovates its B2C gaming solutions, introducing new features, game formats, and monetization models that resonate with target audiences and maintain a competitive edge in the dynamic gaming landscape.

5. Main Suppliers

5.1. Platform

Dama N.V.

5.2. Providers

EGS Digital Limited - Consultants

Altenar Software Limited

NGT INTERACTIVE LLC

5.3. PSPs

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6. Risk Evaluation

6.1 – Regulatory Compliance Challenges: Titans Games N.V. faces potential risks associated with evolving regulatory landscapes in various jurisdictions, particularly concerning online gaming legality and taxation. Adherence to complex and changing regulations requires ongoing monitoring, legal expertise, and potential adjustments to operations, impacting market access and profitability in certain regions.

6.2 – Cybersecurity Threats: With the increasing frequency and sophistication of cyberattacks, Titans Games N.V. confronts the risk of data breaches, fraud, and service interruptions, jeopardizing user trust and regulatory compliance. Investment in robust cybersecurity measures, including encryption protocols, regular audits, and employee training, is essential to mitigate these threats and safeguard B2C user data and transactions.

6.3 – Competitive Market Dynamics: The B2C gaming industry is highly competitive, characterized by rapid technological advancements, shifting consumer preferences, and aggressive marketing strategies from established and emerging competitors. Titans Games N.V. faces the risk of market share erosion, pricing pressures, and diminished brand relevance without continuous innovation, differentiation, and effective marketing efforts to retain and attract B2C customers.

6.4 – Customer Dissatisfaction and Churn: Titans Games N.V. is vulnerable to risks stemming from customer dissatisfaction, such as poor gaming experiences, technical glitches, or inadequate customer support, leading to increased churn rates and negative word-of-mouth publicity. Prioritizing product quality, responsive customer service, and

proactive issue resolution is crucial to mitigate these risks and maintain high levels of B2C user satisfaction and retention.

6.5 – Economic Volatility and Consumer Spending: Titans Games N.V. may encounter risks associated with economic downturns, fluctuating disposable incomes, and shifting consumer spending habits, impacting B2C gaming revenues and profitability. Diversification of revenue streams, pricing flexibility, and targeted marketing initiatives that resonate with varying economic conditions can help mitigate the impact of economic volatility on B2C gaming demand and revenue generation.

7. Legal and Governance Framework

7.1 – Regulatory Compliance in Brazil: Titans Games N.V. must adhere to Brazil's legal framework governing online gaming, ensuring compliance with licensing requirements, tax obligations, and consumer protection laws. Establishing robust internal controls, legal counsel, and regulatory monitoring mechanisms is essential to mitigate legal risks and maintain operational integrity within the B2C gaming sector.

7.2 – Data Protection and Privacy Laws: Titans Games N.V. must prioritize compliance with Brazil's data protection and privacy regulations, such as the General Data Protection Law (LGPD), to safeguard B2C user data privacy and mitigate the risk of legal penalties or reputational damage. Implementing stringent data protection measures, including consent mechanisms, data encryption, and privacy policies, is critical to uphold legal and ethical standards in handling personal information.

7.3 – Anti-Money Laundering (AML) and Fraud Prevention: Titans Games N.V. must implement robust AML and fraud prevention measures in alignment with Brazil's regulatory requirements to mitigate the risk of financial crimes and regulatory sanctions. This includes Know Your Customer (KYC) procedures, transaction monitoring systems, and employee training programs to detect and prevent money laundering activities, ensuring compliance with B2C gaming regulations and bolstering trust among stakeholders.

8. Target KPIs

8.1 – User Acquisition Rate: Targeting a monthly growth rate of 10%, Titans Games N.V. aims to attract a steadily increasing number of B2C gamers in the Brazilian market through strategic marketing campaigns and user acquisition initiatives.

8.2 – Customer Retention Rate: With a target retention rate of 70%, Titans Games N.V. seeks to cultivate long-term relationships with B2C gamers in Brazil by delivering exceptional gaming experiences, personalized engagement, and loyalty rewards programs.

8.3 – Revenue Growth: Aimed at achieving a quarterly revenue growth rate of 15%, Titans Games N.V. focuses on optimizing monetization strategies, expanding product offerings, and capturing a larger share of the B2C gaming market in Brazil.

8.4 – Average Revenue Per User (ARPU): Targeting an ARPU increase of 20% annually, Titans Games N.V. aims to maximize revenue potential by enhancing user engagement, introducing premium features, and implementing targeted pricing strategies tailored to the Brazilian B2C gaming audience.

8.5 – Customer Satisfaction Score (CSAT): Striving for a CSAT score of 85%, Titans Games N.V. prioritizes delivering high-quality customer service, resolving issues promptly, and soliciting feedback to ensure a positive B2C gaming experience for users in the Brazilian market.

9. Policies and Procedures

The operational policies and procedures in place were provided by the business consultants according to the compliance criteria from the Master License. The maintenance of the policies and procedures is under the scope of the CEO and COO/CTO.

All policies and procedures will be constantly observed and any alteration and/or revision will be reported to GCB immediately.