

OPO-NET N.V.

OPO-NET N.V. BUSINESS PLAN

FOR OPO-NET E-CASINO

OPO-NET N.V.

Curaçao,
Dr.H.Fergusonweg 1

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Presented to Antillephone

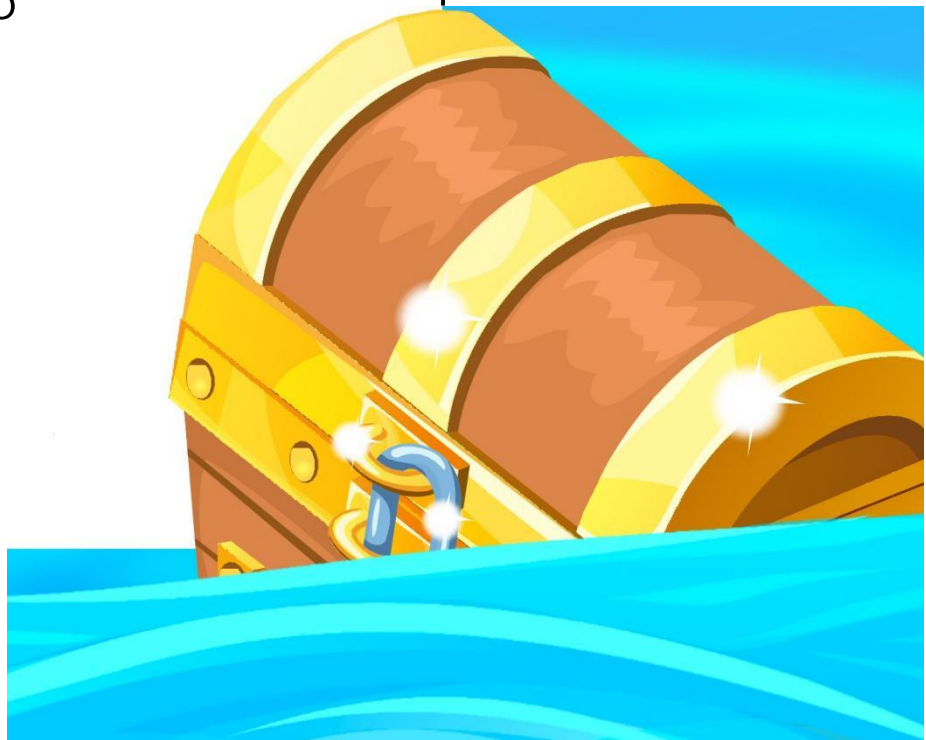


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Executive summary

Our goal is to change an outdated format of worldwide e-casino and online gambling

We are OPO NET . We came to change the online gambling world market with perfect UX and UI, fascinating bonus and referral programs, and product-driven development.

We scope to organize, market, promote, manage, support, and operate all types of remote gaming activities, comprising of all types of games, interactive casinos, bingos, lotteries, poker, and other interactive games, and to carry out any activities ancillary thereto by offering goods or services to persons who participate in licensed online gaming. Also, we aim to provide advertising, marketing, and consulting services, all related to gaming activities.

In other words, we are starting an online casino to provide complex and best on market experience in online gaming for players worldwide (where allowed), to show all markets how to do it right.

To guarantee that we hired only professionals to develop and promote this product, and made the UX expertise by analyzing more than 50 other online casinos to develop a perfect design that will meet all the audience's requirements.

UBO and Management team

Our UBO

Mr. AKEM ETEMI

Started online gaming investments in 2018, for an amount \$120,000.

Experience three years of social marketing leadership in the digital studio, he now chose to be an entrepreneur and change the world of e-gaming.

(A full CV is at Exhibit 1)

Organizational chart

Mr.Akem Etemi

1 Share of par value €1.--

OPO-NET N.V.

Dr. H. Fergusonweg 1, Curaçao

Registered at the Chamber of Commerce
under the number 157050

UBO and Management team

CPO- Mr. Akem Etemi- See Exhibit 1

COO- Mr. Ferhouazed Siafi- See Exhibit 2

CMO- Mr. Missaouri Hamza- See Exhibit 3

CTO- Mr. Yassine Nattat-See Exhibit 4

All CV's can be found at Exhibits

Short summary

So what is the nature of business?

We are building a fundamentally new online casino based on deep expertise in online gaming. In the first year, we are planning to buy slot machines from providers such as NETENT, Yggdrasil, BetSoft, Endorphina, and Playtech.

What about sought market and players?

We are looking forward to the African market for a start, e.g., Tunisia, Ghana, Tanzania and other countries. Our perfect customer is a middle-class digital worker from 23 to 27 y.o. We also aim to make mobile gambling comfortable and reachable, so we build our design focusing on mobile UX.

Software overview

The project's architecture is divided into three main services: Devüps, frontend, backend, and databases. Services are isolated and segregated for better management and separation of responsibilities.



Devüps is a set of practices for improving the efficiency of software development and operation through their continuous integration and active interaction of specialized specialists using automation tools. The main tasks that Devüps solves in our case are

1. Fault tolerance is when traffic comes to us, and when a client visits our site, he should be able to play, use the service - without problems and slowdowns. For this, Cloudflare is used so that it is possible to change IP addresses. If, for example, one server falls, we could switch without slowing down to the backup, working one. Cloudflare also helps protect against DDoS and trojans so that the network and delivery of messages to the client is as secure and fault-tolerant as possible.
2. Server architecture, for greater fault tolerance, it is required to divide services into servers in such a way that all services have spare resources, isolation, and a convenient network architecture so that there is a possibility of horizontal and vertical scaling, that is, if, for example, a load appears in the backend or frontend or a database, then, in this case, it will be possible to isolate one of these services separately on a separate server and then this load can be handled. Or it will be possible to increase the resources of the server where the load is encountered, thus also cope with the load. For this, Kubernetes will be used - management and orchestration of servers and clusters. To add Kubernetes packages or plugins, the helm will be used. Installation packages are needed to use ready-made modules from open source. It is also necessary to properly share resources for different virtual machines, Kubernetes is engaged in orchestration, but the virtual machines themselves are described and configured using Docker.
3. The architecture of deploying and updating projects in such a way that the versioning of the application is smooth without losing traffic, clients, for this, Gitlab CI / CD is used, packages from the helm, ingress - traffic balancing, that is, when updating a service (for example, a frontend) to lose client traffic, for this, during the service update, the traffic smoothly switches from the old version to the new one, for this you need a load balancer, nexus - to store the same images, that is, when the application is updated, basically the same artifacts and images of virtual machines will be needed, so as not to create them every time, but you need to take them (this requires nexus). Traffic balancing will be carried out by ingress.

Software overview

4. To understand the current state of services, we will use the monitoring systems Zabbix and Prometheus / Graylog. Zabbix monitors the load on services, notifies about problems, has the ability to measure various metrics, and collect data. Prometheus provides the same functionality, but with more features and better working with Graylog. The difference in our case is that initially, we will use Zabbix for a faster solution and after a smooth transition to Prometheus / Graylog. The data is more convenient to look at visually. For this, we will use Grafana. To display metrics and aggregated data as graphs. We will use Sentry to collect errors and logs. This is necessary to correct errors as soon as you receive problems.

Frontend

A frontend is anything a browser can read, display and/or run. That is, it is HTML, CSS, and JavaScript. Our application is focused primarily on providing services on the Internet, so we need to have a good and convenient UI adapted frontend. The main tasks that the frontend solves in our case:

1. Nice design. For this, you will need to use HTML, CSS, javascript. Html and CSS are stylistic rules to make the layout and grid intuitive and visually beautiful for our clients.
2. Convenient UI / UX is provided by a quick response of the application - for this, we will use the angular, ngrx, typescript, npm, nodejs, express.js technologies. Angular - needed to create markup, build an interface, interact with the backend. Ngrx is the storage of the local state of the application, that is, the storage of user actions, be it registration, authorization, password changes, and so on, a lot of interaction with the backend. Typescript, nodejs, npm, express.js are utility tools you need in development for faster development. Typescript is a more modern modification of javascript, and it is more convenient and faster to develop with it. Angular, after writing the code, convert typescript to javascript, so this standard is preserved. nodejs - needed for server build of the project, adding dependencies to the project to use ready-made libraries and modules from open source. Npm - the package manager works on nodejs, solves the problem with dependencies and versions to build the application from up-to-date libraries and modules. Express.js - needed to build the local angular-universal backend for better SEO adaptation of the project, sagging meta tags, and the head section.

Software overview



Backend - everything that runs on the server, that is, ¹¹not in the browser. ¹¹Databases are storing data on our servers, what users trust, that they make purchases, play, etc. All this is stored in the database. For a better and faster response from the backend, we will use the following:

1. PostgreSQL is a fast and modern database
2. Golang, Beego is a high-performance programming language and Framework, respectively. These are convenient and fast tools for creating frontend API.
3. PHP 7+, Yii2 is a convenient language and framework, respectively. They are needed for office tasks and teams. Sending mail, scripts for miscalculations, jobs that do not require a quick response for clients but do useful work.
4. To store hot data - that is, what can be added, quickly removed - Memcached, Redis is used. Memcached is a data caching tool. Redis is a key-value store for quickly adding and removing keys.
5. For delegation of responsibility between different services - RabbitMQ, Kafka will be used. They are tools for distributing tasks. For simple tasks - Kafka, for service tasks - RabbitMQ

Financial overview

Labor to 2024

	1	2	3	4	5	6	7	8	9	10	11	12	2021	Q1	Q2	Q3	Q4	2022	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	
Labor costs	0	42 054	43 499	43 499	45 388	45 388	47 277	48 166	48 166	48 499	48 499	48 832	48 832	558 098	147 497	148 163	148 497	148 497	592 654	148 497	148 497	148 497	148 497	593 987	148 497	148 497	148 497	148 497	593 987
Technical staff																													
QA	778	778	778	778	778	778	778	778	778	778	778	778	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	9 333
Product director	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	33 333	8 333	8 333	8 333	8 333	33 333	8 333	8 333	8 333	8 333	33 333	8 333	8 333	8 333	8 333	33 333	33 333
DevOPS Team	2 000	2 000	2 000	2 000	2 000	2 000	2 000	2 000	2 000	2 000	2 000	2 000	24 000	6 000	6 000	6 000	6 000	24 000	6 000	6 000	6 000	6 000	24 000	6 000	6 000	6 000	6 000	24 000	24 000
Front-end developer	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	18 667	4 667	4 667	4 667	4 667	18 667	4 667	4 667	4 667	4 667	18 667	4 667	4 667	4 667	4 667	18 667	18 667
Front-end developer	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	12 000	3 000	3 000	3 000	3 000	12 000	3 000	3 000	3 000	3 000	12 000	3 000	3 000	3 000	3 000	12 000	12 000
Teamlead	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	2 778	33 333	8 333	8 333	8 333	8 333	33 333	8 333	8 333	8 333	8 333	33 333	8 333	8 333	8 333	8 333	33 333	33 333
Analyst	1 529	1 529	1 529	1 529	1 529	1 529	1 529	1 529	1 529	1 529	1 529	1 529	18 352	4 588	4 588	4 588	4 588	18 352	4 588	4 588	4 588	4 588	18 352	4 588	4 588	4 588	4 588	18 352	18 352
Backend	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	1 556	18 667	4 667	4 667	4 667	4 667	18 667	4 667	4 667	4 667	4 667	18 667	4 667	4 667	4 667	4 667	18 667	18 667
Backend						1 222	1 222	1 222	1 222	1 222	1 222	1 222	8 556	3 667	3 667	3 667	3 667	14 667	3 667	3 667	3 667	3 667	14 667	3 667	3 667	3 667	3 667	14 667	14 667
Layout designer	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	12 000	3 000	3 000	3 000	3 000	12 000	3 000	3 000	3 000	3 000	12 000	3 000	3 000	3 000	3 000	12 000	12 000
Risk director	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	20 000	5 000	5 000	5 000	5 000	20 000	5 000	5 000	5 000	5 000	20 000	5 000	5 000	5 000	5 000	20 000	20 000
Risk manager						667	667	667	667	667	667	667	4 667	2 000	2 000	2 000	2 000	8 000	2 000	2 000	2 000	2 000	8 000	2 000	2 000	2 000	2 000	8 000	8 000
Expansion personnel																													
Total	0	16 640	16 640	16 640	16 640	16 640	18 529	18 529	18 529	18 529	18 529	18 529	212 908	55 588	55 588	55 588	55 588	222 352	55 588	55 588	55 588	55 588	222 352	55 588	55 588	55 588	55 588	222 352	222 352
Marketing																													
Community Director	889	889	889	889	889	889	889	889	889	889	889	889	10 667	2 667	2 667	2 667	2 667	10 667	2 667	2 667	2 667	2 667	10 667	2 667	2 667	2 667	2 667	10 667	10 667
Player Relationship Manager (retention)		1 444	1 444	1 444	1 444	1 444	1 444	1 444	1 444	1 444	1 444	1 444	15 889	4 333	4 333	4 333	4 333	17 333	4 333	4 333	4 333	4 333	17 333	4 333	4 333	4 333	4 333	17 333	17 333
Copywriter eu	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	12 235	3 059	3 059	3 059	3 059	12 235	3 059	3 059	3 059	3 059	12 235	3 059	3 059	3 059	3 059	12 235	12 235
Copywriter eng	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	1 020	12 235	3 059	3 059	3 059	3 059	12 235	3 059	3 059	3 059	3 059	12 235	3 059	3 059	3 059	3 059	12 235	12 235
Designer	1 222	1 222	1 222	1 222	1 222	1 222	1 222	1 222	1 222	1 222	1 222	1 222	14 667	3 667	3 667	3 667	3 667	14 667	3 667	3 667	3 667	3 667	14 667	3 667	3 667	3 667	3 667	14 667	14 667
Site content administrator eu	778	778	778	778	778	778	778	778	778	778	778	778	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	9 333
Site content administrator eng	778	778	778	778	778	778	778	778	778	778	778	778	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	9 333
Traffic manager eu	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	26 916	6 729	6 729	6 729	6 729	26 916	6 729	6 729	6 729	6 729	26 916	6 729	6 729	6 729	6 729	26 916	26 916
Traffic manager eng	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	2 243	26 916	6 729	6 729	6 729	6 729	26 916	6 729	6 729	6 729	6 729	26 916	6 729	6 729	6 729	6 729	26 916	26 916
Affiliate manager eu	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	13 333	3 333	3 333	3 333	3 333	13 333	3 333	3 333	3 333	3 333	13 333	3 333	3 333	3 333	3 333	13 333	13 333
Affiliate manager eng	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	13 333	3 333	3 333	3 333	3 333	13 333	3 333	3 333	3 333	3 333	13 333	3 333	3 333	3 333	3 333	13 333	13 333
Influence manager					1 333	1 333	1 333	1 333	1 333	1 333	1 333	1 333	13 333	3 333	3 333	3 333	3 333	16 000	4 000	4 000	4 000	4 000	16 000	4 000	4 000	4 000	4 000	16 000	16 000
Video editor / video master	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	1 000	12 000	3 000	3 000	3 000	3 000	12 000	3 000	3 000	3 000	3 000	12 000	3 000	3 000	3 000	3 000	12 000	12 000
Content SMM manager eu	722	722	722	722	722	722	722	722	722	722	722	722	8 667	2 167	2 167	2 167	2 167	8 667	2 167	2 167	2 167	2 167	8 667	2 167	2 167	2 167	2 167	8 667	8 667
Content SMM manager eng	722	722	722	722	722	722	722	722	722	722	722	722	8 667	2 167	2 167	2 167	2 167	8 667	2 167	2 167	2 167	2 167	8 667	2 167	2 167	2 167	2 167	8 667	8 667
Community manager eu					556	556	556	556	556	556	556	556	5 000	1 667	1 667	1 667	1 667	6 667	1 667	1 667	1 667	1 667	6 667	1 667	1 667	1 667	1 667	6 667	6 667
Community manager eng								556	556	556	556	556	5 000	1 667	1 667	1 667	1 667	6 667	1 667	1 667	1 667	1 667	6 667	1 667	1 667	1 667	1 667	6 667	6 667
Marketing Director	2 556	2 556	2 556	2 556	2 556	2 556	2 556	2 556	2 556	2 556	2 556	2 556	30 667	7 667	7 667	7 667	7 667	30 667	7 667	7 667	7 667	7 667	30 667	7 667	7 667	7 667	7 667	30 667	30 667
Expansion personnel																													
Total	0	17 414	18 858	18 858	20 747	20 747	20 747	21 303	21 303	21 303	21 303	21 303	245 191	63 909	63 909	63 909	63 909	255 635	63 909	63 909	63 909	63 909	255 635	63 909	63 909	63 909	63 909	255 635	255 635
Administrative staff																													
CEO	2 444	2 444	2 444	2 444	2 444	2 444	2 444	2 444	2 444	2 444	2 444	2 444	29 333	7 333	7 333	7 333	7 333	29 333	7 333	7 333	7 333	7 333	29 333	7 333	7 333	7 333	7 333	29 333	29 333
Project manager	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	20 000	5 000	5 000	5 000	5 000	20 000	5 000	5 000	5 000	5 000	20 000	5 000	5 000	5 000	5 000	20 000	20 000
Finance manager	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	1 667	20 000	5 000	5 000	5 000	5 000	20 000	5 000	5 000	5 000	5 000	20 000	5 000	5 000	5 000	5 000	20 000	20 000
Lawyer	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	13 333	3 333	3 333	3 333	3 333	13 333	3 333	3 333	3 333	3 333	13 333	3 333	3 333	3 333	3 333	13 333	13 333
Senior operator - special support service	778	778	778	778	778	778	778	778	778	778	778	778	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	2 333	2 333	2 333	2 333	9 333	9 333
Operator - support specialist																													

Financial overview

Sales 1 year

USER ACQUISITION	Mkt plan	18 m sum	2	3	4	5	6	7	8	9	10	11	12	2021
Influencers, transitions	450 000	377 500	2 500	5 000	7 500	10 000	15 000	20 000	25 000	30 000	32 500	32 500	32 500	
Accommodation	180	151	1,0	2,0	3,0	4,0	6,0	8,0	10,0	12,0	13,0	13,0	13,0	
CPA, referrals	700 000	572 000	3 000	8 000	15 000	20 000	25 000	30 000	35 000	37 700	40 400	43 100	45 800	
Partners, referrals	300 000	163 000	500	1 000	1 500	2 000	3 000	5 000	8 000	12 000	16 000	20 000	23 000	
Complex SEO, transitions	120 000	75 500	100	200	450	1 450	2 450	3 950	4 950	5 950	6 950	7 950	8 950	
Price per month	€ 27 000,00	€ 30 000,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	€ 1 500,00	
E-mail marketing, referrals	360 000	360 000	0	0	20 000	20 000	20 000	20 000	20 000	20 000	20 000	20 000	20 000	
Number of letters	7 200 000	7 200 000	0	0	400 000	400 000	400 000	400 000	400 000	400 000	400 000	400 000	400 000	
Mailing cost	€ 9 600,00	€ 9 600,00	€ -	€ -	€ 533,33	€ 533,33	€ 533,33	€ 533,33	€ 533,33	€ 533,33	€ 533,33	€ 533,33	€ 533,33	
Direct mailings, transitions	45 000	41 750	0	0	0	2 500	2 500	2 500	3 000	3 000	3 150	3 150	3 150	
Number of letters	900 000	835 000	0	0	0	50 000	50 000	50 000	60 000	60 000	63 000	63 000	63 000	
Mailing cost	€ 13 500,00	€ 12 525,00	€ -	€ -	€ -	€ 750,00	€ 750,00	€ 750,00	€ 900,00	€ 900,00	€ 945,00	€ 945,00	€ 945,00	
Contextual advertising, transitions	355 000	438 529	0	20 882	20 882	20 882	20 882	20 882	20 882	20 882	20 882	20 882	20 882	
Transfer price			€ 2,00	€ 2,00	€ 2,00	€ 2,00	€ 2,00	€ 2,00	€ 2,00	€ 2,00	€ 2,00	€ 2,00	€ 2,00	
Advertising costs	€ 710 000,00	€ 877 058,82	€ -	€ 41 764,71	€ 41 764,71	€ 41 764,71	€ 41 764,71	€ 41 764,71	€ 41 764,71	€ 41 764,71	€ 41 764,71	€ 41 764,71	€ 41 764,71	
Targeted advertising, conversions	200 000	266 667	11 111	11 111	11 111	11 111	11 111	11 111	11 111	11 111	11 111	11 111	11 111	
Transfer price			€ 0,50	€ 0,50	€ 0,50	€ 0,50	€ 0,50	€ 0,50	€ 0,50	€ 0,50	€ 0,50	€ 0,50	€ 0,50	
Advertising costs	€ 100 000,00	€ 133 333,33	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	€ 5 555,56	
Purchase of publications in social networks, referral:	1 440 000	1 726 667	0	80 000	80 000	80 000	80 000	80 000	86 667	86 667	86 667	86 667	86 667	
Number of publications	720	863	0	40	40	40	40	40	43	43	43	43	43	
Purchase cost	€ 144 000,00	€ 172 666,67	€ -	€ 8 000,00	€ 8 000,00	€ 8 000,00	€ 8 000,00	€ 8 000,00	€ 8 666,67	€ 8 666,67	€ 8 666,67	€ 8 666,67	€ 8 666,67	
Teaser advertising, transitions	300 000	400 000	16 667	16 667	16 667	16 667	16 667	16 667	16 667	16 667	16 667	16 667	16 667	
Transfer price			€ 0,15	€ 0,15	€ 0,15	€ 0,15	€ 0,15	€ 0,15	€ 0,15	€ 0,15	€ 0,15	€ 0,15	€ 0,15	
Advertising costs	€ 45 000,00	€ 60 000,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	€ 2 500,00	
Popunder, clickander formats, transitions	700 000	933 333	38 889	38 889	38 889	38 889	38 889	38 889	38 889	38 889	38 889	38 889	38 889	
Transfer price			€ 0,03	€ 0,03	€ 0,03	€ 0,03	€ 0,03	€ 0,03	€ 0,03	€ 0,03	€ 0,03	€ 0,03	€ 0,03	
Advertising costs	€ 21 000,00	€ 28 000,00	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	€ 1 166,67	
Video ads, transitions	400 000	494 118	0	23 529	23 529	23 529	23 529	23 529	23 529	23 529	23 529	23 529	23 529	
Number of impressions (1000)	10 000	12 353	0	588	588	588	588	588	588	588	588	588	588	
Advertising costs	€ 11 000,00	€ 13 588,24	€ -	€ 647,06	€ 647,06	€ 647,06	€ 647,06	€ 647,06	€ 647,06	€ 647,06	€ 647,06	€ 647,06	€ 647,06	
Video siding, transitions	10 000	12 600	140	580	580	580	580	580	580	580	580	580	580	
Number of views	250 000	315 000	3 500	14 500	14 500	14 500	14 500	14 500	14 500	14 500	14 500	14 500	14 500	
Advertising costs	€ 8 750,00	€ 11 025,00	€ 122,50	€ 507,50	€ 507,50	€ 507,50	€ 507,50	€ 507,50	€ 507,50	€ 507,50	€ 507,50	€ 507,50	€ 507,50	
Other platforms, transitions	300 000	370 588	0	17 647	17 647	17 647	17 647	17 647	17 647	17 647	17 647	17 647	17 647	
Transfer price			€ 0,05	€ 0,05	€ 0,05	€ 0,05	€ 0,05	€ 0,05	€ 0,05	€ 0,05	€ 0,05	€ 0,05	€ 0,05	
Advertising costs	€ 15 000,00	€ 18 529,41	€ -	€ 882,35	€ 882,35	€ 882,35	€ 882,35	€ 882,35	€ 882,35	€ 882,35	€ 882,35	€ 882,35	€ 882,35	
Media networks	400 000	494 118	0	23 529	23 529	23 529	23 529	23 529	23 529	23 529	23 529	23 529	23 529	
Number of impressions (1000)	10 000	12 353	0	588	588	588	588	588	588	588	588	588	588	
Advertising costs	€ 20 000,00	€ 24 705,88	€ -	€ 1 176,47	€ 1 176,47	€ 1 176,47	€ 1 176,47	€ 1 176,47	€ 1 176,47	€ 1 176,47	€ 1 176,47	€ 1 176,47	€ 1 176,47	
Expenses	€ 1 097 850,00	€ 1 361 032,35	€ 9 344,72	€ 62 200,31	€ 62 733,64	€ 63 483,64	€ 63 483,64	€ 63 483,64	€ 64 300,31	€ 64 300,31	€ 64 345,31	€ 64 345,31	€ 64 345,31	
Conversions	6 080 000	6 726 370	72 907	247 035	277 285	288 785	300 785	314 285	335 452	348 152	358 502	366 202	372 902	

Financial overview

Overheads 1 year

		1	2	3	4	5	6	7	8	9	10	11	12	2021
Expenses	0	44 520	44 520	44 520	44 520	44 520	44 520	70 520	44 520	44 520	50 076	50 076	50 076	576 910
Technical	0	27 415	27 415	27 415	27 415	27 415	27 415	27 415	27 415	27 415	27 415	27 415	27 415	328 980
Servers for rent Curacao		500	500	500	500	500	500	500	500	500	500	500	500	6 000
Hosting		915	915	915	915	915	915	915	915	915	915	915	915	10 980
Gaming operators		26 000	26 000	26 000	26 000	26 000	26 000	26 000	26 000	26 000	26 000	26 000	26 000	312 000
Marketing	0	13 221	13 221	13 221	13 221	13 221	13 221	39 221	13 221	13 221	18 776	18 776	18 776	201 314
Newsletter		364	364	364	364	364	364	364	364	364	364	364	364	4 368
Special projects (ambassador)		5 556	5 556	5 556	5 556	5 556	5 556	5 556	5 556	5 556	8 333	8 333	8 333	75 000
Social network		5 556	5 556	5 556	5 556	5 556	5 556	5 556	5 556	5 556	8 333	8 333	8 333	75 000
Production		0	0	0	0	0	0	26 000	0	0	0	0	0	26 000
Analytics		1 525	1 525	1 525	1 525	1 525	1 525	1 525	1 525	1 525	1 525	1 525	1 525	18 304
Design		220	220	220	220	220	220	220	220	220	220	220	220	2 642
Administrative	0	3 885	3 885	3 885	3 885	3 885	3 885	3 885	3 885	3 885	3 885	3 885	3 885	46 616
Office rent		2 222	2 222	2 222	2 222	2 222	2 222	2 222	2 222	2 222	2 222	2 222	2 222	26 667
Livechat		101	101	101	101	101	101	101	101	101	101	101	101	1 217
G-Suite+Amazon		225	225	225	225	225	225	225	225	225	225	225	225	2 704
Other		1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	1 111	13 333
Tax		225	225	225	225	225	225	225	225	225	225	225	225	2 696

Financial overview

Revenue 1 year

REVENUE	1	2	3	4	5	6	7	8	9	10	11	12	2021
Conversions	1 452	72 907	247 035	277 285	288 785	300 785	314 285	335 452	348 152	358 502	366 202	372 902	
Registration conversion rate	2,3%	2,3%	2,3%	2,3%	2,3%	2,3%	2,3%	2,3%	2,3%	2,3%	2,3%	2,3%	
Registrations	33	1 677	5 682	6 378	6 642	6 918	7 229	7 715	8 007	8 246	8 423	8 577	
Registration -> depositor conversion rate	50,0%	50,6%	51,1%	51,7%	52,2%	52,2%	52,2%	52,2%	52,2%	52,2%	52,2%	52,2%	
Monthly retention rate		8,0%	9,9%	11,9%	13,8%	15,8%	17,7%	19,7%	21,6%	23,6%	25,5%	27,4%	
Monthly churn rate		92,0%	90,1%	88,1%	86,2%	84,2%	82,3%	80,3%	78,4%	76,4%	74,5%	72,6%	
New depositors	17	848	2904	3295	3469	3613	3775	4029	4182	4306	4398	4479	39 314
Total depositors	58	852	2989	3650	3974	4240	4526	4919	5245	5541	5812	6074	47880
ARPU	€2	€4	€5	€6	€6	€8	€12	€15	€19	€21	€23	€26	
Income, EUR	€136	€3 739	€15 044	€20 235	€22 469	€33 811	€55 674	€74 933	€100 985	€117 366	€135 395	€155 658	€735 446
Av deposits per depositor	1,0	1,7	1,8	1,8	1,7	2,1	3,0	3,3	3,8	3,8	3,8	3,8	
Real funds Deposit Qty	58	1453	5313	6497	6559	8972	13430	16433	20133	21271	22308	23315	145 741
Average deposit amount, \$	\$26	\$29	\$31	\$35	\$38	\$42	\$46	\$51	\$56	\$61	\$67	\$74	
Real funds Deposit Amount	1 508	41 543	167 160	224 828	249 661	375 679	618 604	832 585	1 122 052	1 304 066	1 504 394	1 729 539	8 171 615
Settled bets amount	1 357	37 389	150 444	202 345	224 695	338 111	556 743	749 326	1 009 847	1 173 659	1 353 954	1 556 585	7 354 457
RTP %	90,0%	90,0%	90,0%	90,0%	90,0%	90,0%	90,0%	90,0%	90,0%	90,0%	90,0%	90,0%	
RTP amount	1 221	33 650	135 400	182 111	202 225	304 300	501 069	674 394	908 862	1 056 293	1 218 559	1 400 926	6 619 011
Income, €	136	3 739	15 044	20 235	22 469	33 811	55 674	74 933	100 985	117 366	135 395	155 658	735 446

P&L 5 years

Profit and loss forecast, (€10k)		1	2	3	4	5	6	7	8	9	10	11	12	2021	Q1	Q2	Q3	Q4	2022	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	Q1	Q2	Q3	Q4	2025
Proceeds		0	0	2	2	2	3	6	7	10	12	14	16	74	40	47	57	47	191	53	69	80	86	287	89	113	145	154	501	156	158	159	160	634
Cost price		1	6	6	6	6	6	6	6	6	6	6	0	65	14	19	19	19	71	19	19	32	39	109	39	39	39	39	154	39	39	39	39	154
Gross profit		-1	-6	-5	-4	-4	-3	-1	1	4	5	7	16	9	26	28	38	28	120	33	49	48	47	178	51	74	107	115	347	118	119	121	122	479
EBITDA margin		-6785%	-1564%	-317%	-214%	-183%	-88%	-15%	14%	36%	45%	52%	100%	12%	66%	60%	66%	59%	63%	63%	72%	60%	55%	62%	57%	66%	73%	75%	69%	75%	76%	76%	76%	76%
Production costs		4	4	4	4	4	5	5	5	5	5	5	5	54	14	14	14	14	55	14	14	14	14	55	14	14	14	14	55	14	14	14	14	55
Market costs		3	3	3	3	3	3	6	3	3	4	4	4	45	12	12	12	12	48	12	12	12	12	48	12	12	12	12	48	12	12	12	12	48
Administrative costs		1	1	1	1	1	1	1	1	1	1	1	1	15	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
EBITDA		-10	-15	-14	-13	-13	-12	-13	-8	-6	-5	-3	6	-105	-4	-2	8	-2	1	4	20	18	17	59	21	44	77	85	227	88	89	91	92	360
EBITDA margin														-142%					0%				20%					45%					57%	
Depreciation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Percent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Tax		0	0	0	0	0	0	0	0	0	0	0	1	1	0	0	2	0	2	1	4	4	4	13	5	10	17	19	50	19	20	20	20	79
Net profit		-10	-15	-14	-13	-13	-12	-13	-8	-6	-5	-3	4	-106	-4	-2	6	-2	-1	3	15	14	14	46	16	35	60	66	177	69	70	71	72	281
Net margin														-144%					-1%				16%					35%						44%
Funds flow forecast,(€10k)		1	2	3	4	5	6	7	8	9	10	11	12	2021	Q1	Q2	Q3	Q4	2022	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	Q1	Q2	Q3	Q4	2025
CF from operating activities		-10	-15	-14	-13	-13	-12	-13	-8	-6	-5	-3	4	-106	-4	-2	6	-3	-3	3	15	14	14	46	16	35	60	66	177	69	70	71	72	281
CF from investment		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CF from financial activities		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Year end balance								-13	-21	-27	-31	-34	-29																					
FCF		-10	-15	-14	-13	-13	-12	-13	-8	-6	-5	-3	4	-106	-4	-2	6	-3	-3	3	15	14	14	46	16	35	60	66	177	69	70	71	72	281
Effect for the investor, (€10k)		2021	2022	2023	2024	2025	Exit																											
Investor's share	30%																																	
EV/EBITDA 2022	10																																	
TV	2 806																																	
CF for investor	0	-32	-1	14	53	84	842																											
IRR of investor	113%																																	
Assessment		1	2	3	4	5	6																											
FCF		-106	-3	46	177	281	2 806																											
DCF		-32	-1	21	62	76	581																											
r	30%																																	
NPV	707																																	
Investors share estimate	5%																																	

GLOBAL PRIVACY NOTICE

Our Privacy Notice for services

1. Introduction

OPO NET Casino (hereinafter- the "Casino", "OPO NET ", "We", "Us" or "Our"), values its Player's (hereinafter - the "Player" or "You") privacy and confidentiality.

This Privacy Notice aims to help You understand how We collect, process and store Your Personal Data, described in Clause 3 of this Notice, when You engage with OPO NET and use Our services via the Website www.playOPO NET .com and its mirrors (hereinafter - the "Website"). This Notice together with Terms and Conditions and Cookie Policy is available on Our Website and contains information on how We process and collect any Personal Data that You provide to Us. Please carefully read through the information below. By visiting Our Website You are accepting and consenting with this Notice. If you do not agree with the terms of this Privacy Notice and do not wish to provide us with the personal information we require, please do not use this website.

In this Privacy Notice, You can find an explanation of how You can ensure that Your Personal Data is handled in a responsible manner and in accordance with applicable data protection legislation.

The Privacy Notice is created to help You understand what data We collect, why, and how We will treat Your Personal Data.

The Privacy Notice also describes Your data protection rights, including Your right to object some of the processing which We carry out.

This Privacy Notice is applicable to EU citizens' Personal Data, all other Players will be treated due to their local laws.

2. Contact details

When You register for an account on Our Website, play and contact OPO NET , We as the Data Controller are responsible for the processing of Your Personal Data carried out by Us or on Our behalf.

The Data Controller for Your Personal Data is:

OPO NET N.V., a company with registered address at Dr. H. Fergusonweg 1, Willemstad, Curacao, is licensed by the Government of Curacao_____

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A "Controller" decides why and how Personal Data is processed. The Controller can ask another company to process the Personal Data on its behalf and as instructed by the Controller. That company then becomes a "Processor".

We have also appointed a Data Protection Officer (hereinafter - "DPO"). If You have any questions regarding the processing of Your Personal Data, including any requests for the application of Your legal rights, You can contact Our DPO: email. The time limit for responding to any request is 30 (thirty) calendar days. Occasionally it may take us longer than a month if your request is particularly complex or you have made a number of requests. In this case, we will notify you and keep you updated.

If your country has a data protection authority, You also have the right to contact it with any questions or concerns you may have.

The Data Processor for Your Personal Data is:

OPO NET N.V. Dr. H. Fergusonweg 1, Willemstad, Curacao.

3. What Personal Data do We process?

3.1 Personal Data

Personal Data means any information about You which can be used, on its own or together with other information, to identify directly or indirectly You as a person. Personal Data has definitions that vary from country to country. It does not include data where the identity has been removed (anonymous data).

The Personal Data collected and processed on You can be grouped into the following categories:

Identity Data includes first name, maiden name, last name, username or similar identifier, title, date of birth, gender and customer ID.

Contact Data includes residential and billing address, email address and telephone number(s).

Financial Data includes details of Your sources used to deposit money with Us, as well as bank account, payment card or payment account details, including information contained within any bank statements.

Transaction Data includes details about any deposits and withdrawals, wagering and other details of games You have played on Our Website.

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Technical Data includes internet protocol (IP) address, Your login data, browser type and version, time zone setting and location, language use, browser plug-in types and versions, operating system and platform and other technology on the devices You use to access the Website.

Usage Data includes information about how You use Our Website and the products and services offered on the Website, Your username and password (encrypted), information on the games played, login and logout times, duration of Your game play, information on claimed bonuses and promotions and Your responsible gaming and AML classification.

Marketing and Communications Data includes Your preferences in receiving marketing material from Us and Our third parties and Your communication preferences.

The information collected with the help of cookies. Read more about cookies and for what purpose We use them in Our Cookie Policy.

We may also collect additional information about You when You provide such information to Us through Your use of Our services.

3.2 Sensitive Personal Data

"Sensitive Personal Data" has definitions that vary from country to country. For example, European Union (EU) data protection laws treat certain categories of Personal Data as sensitive, e.g. biometric data, information about racial or ethnic origin, political opinions, religious or philosophical beliefs, trade union membership, information specifying medical or health conditions, or sex life. We do not generally seek to collect sensitive data.

4. How do We collect Your Personal Data?

We use different methods to collect Personal Data from and about You:

Direct interaction: You provide Us Your Personal Data when contacting directly (for example, when you provide information to register on the Website, contact customer support through Your user profile, or sign up for a newsletter).

Through third parties or publicly available sources: We may obtain Personal Data about you through publicly available records or third parties (for example, through the Website's technology). Such third parties include Our Affiliates, public authorities, public websites and social media, suppliers and vendors.

GLOBAL PRIVACY NOTICE

5. For what purposes and on which basis do We process Your Personal Data?

5.1 To fulfill Your contract with Us, that is the Terms and Conditions, in order to:

Administer and manage Our customer relationships that is providing Our services to You. This includes helping You to create and manage Your account and access Our services.

Perform operations related to Your participation in the game play or use of Our services, e.g. providing Our customer service function (including assisting and tracking issues about customer service).

Carry out security reviews to verify Your account for suspected breaches of Our Terms and Conditions and/or of applicable law and regulations.

Process and verify Your bets and other online transactions, including payment transactions.

5.2 To fulfill Our legal and regulatory obligations (such as licensing requirements and Anti Money Laundering Regulations):

Monitor game play and transactions to investigate fraud, terrorism and money laundering.

Provide a variety of tools in order to control and monitor Your gaming habits and manage problem gambling

Carry out required due-diligence procedures.

Conduct age and identity verification procedures.

5.3 For business and operational purposes on the basis of Our legitimate interest:

When We, for instance, perform statistical analysis, the processing is based on a balance of interest, which means that We have a legitimate interest in the processing of data (that is a commercial interest in developing Our services). We are processing Your Personal Data on the basis of Our legitimate interest in order to:

GLOBAL PRIVACY NOTICE

Contact You about Our services.

Provide You with tailored services, assistance and feedback if You have questions regarding Your use of Our services.

Perform statistical analysis to improve and develop Our current games and services and develop new and exciting features. In carrying out such an analysis, We will mainly use the data in an aggregated form .

Investigate complaints and monitor accounts to prevent the use of unfair practices.

5.4 In accordance with Your preferences and on the basis of Your consent:

Customize marketing material and Your website experience, e.g. by recommending appropriate games/services and presenting You with targeted bonus offers and similar. Such customization is based on the history of the game and promotions and services in which You participated.

Sending marketing material, e.g. information on new services and promotions, which, in Our opinion, may be of interest on the basis of promotions and services in which you participated.

If We have performed any data processing that will require Your consent, We have obtained such consent from You in connection with the specific processing activity.

6. To whom do We disclose the Personal Data?

Your Personal Data can be shared within Our group for business and operational purposes and in order to develop and improve Our services further. It can also be disclosed to external parties that provide Us with services, e.g. IT/system support services and game providers who provide game products on our Website and who require such data to allow You to participate in a game and to determine the outcome of the game. Further, Your Personal Data can be disclosed to third parties such as banks, credit card companies and other parties involved in investigations (e.g. anti-money laundering investigations) to detect and prevent fraud or other security or technical problems. We may also disclose Your Personal Data to other public authorities, if required by law, regulations or administrative decisions.

GLOBAL PRIVACY NOTICE

We store your Personal Data on Our servers located in the EU/EEA. If We transfer Your data to external parties outside of the EU/EEA, We guarantee that there is a legal basis for the data transfer and that Your Personal Data continues to be protected e.g. by including the Standard Contractual Stipulations of the EU Data Commission (available on the website of the EU Commission) in Our agreements with parties that can access Your Personal Data.

7. For how long is your Personal Data stored with Us?

We retain the Personal Data only as long as it is necessary to fulfill the purposes for which the data was collected. Due to regulatory requirements (such as licensing requirements), most of Your data is stored as long as You are registered with OPO NET . In case You want to close or delete Your account, all data (such as which segment You belong to or any other information generated for marketing purposes) is erased, unless it is required by legislation or regulatory requirements (such as licensing requirements) that We retain the data. In that case, such data will be kept as long as required in accordance with the requirements of the applicable laws and/or regulations (e.g . minimum of 5 years after the deleting Player's game account).

8. Your rights under applicable Data Protection legislation

Depending on Your country of residence, you have certain rights relating to our processing of Your Personal Data.

If you are a resident of the European Union (EU), You are entitled to the following rights in connection with our processing of Your Personal Data in accordance with the current legislation on Data Protection:

- Right to be informed and right to access, that is the right to receive information about what data we process about You and a copy of the processed Personal Data.
- Right to rectify, that is the right to correct inaccurate information.
- Right to erase, that is the right to get Your data deleted or removed. This right is not absolute and will not apply if legitimate and overriding reasons apply.

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- Right to restrict processing, that is the right to request restriction of Our processing of Your data. In this case We can still store Your data, but will not use it further.
- Right to data portability, that is the right to request the transfer of Your Personal Data from Us to another company.
- Right to object to certain type(s) of processing of Your Personal Data, including processing for direct marketing.
- Right to withdraw Your consent, however, the review will not affect the legality of the processing based on Your consent prior to the withdrawal.
- Right to file a complaint with your national data protection regulator, if You believe that Our processing of Your Personal Data is not compliance with the applicable Data Protection legislation.

Some of the rights above apply only in certain cases. Please note that we may be unable to provide You with access to Your Personal data in instances where we have destroyed, erased or make anonymous the data in accordance with the applicable data protection laws, or if it would reveal Personal Data about another person. We may also refuse any request if applicable law allows or requires us to do so. We will inform You of Our reasons for refusal.

If You want to exercise any of Your rights, please contact Us via the contact details above. All communications with Us must be through the e-mail address that is associated with your account. We will verify your identity prior to responding to any request.

9. Withdrawing Your Consent

Where We process Your Personal Data based on Your consent, depending on your country of residence, You have the right to withdraw Your consent for processing of Your Personal Data or to change channels for receiving information at any time by changing the settings in Your account.

If You want to unsubscribe from receiving marketing materials - in each e-mail there is also a way for You to unsubscribe or "opt-out" in any marketing We send you.

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You should be aware that even if You do not consent to receive marketing messages, You may still receive the occasional service email from OPO NET which shall inform You of any changes to Terms and Conditions and this Privacy Notice, as well as anything else that may impact the service We provide to You.

10. Automated decision making and profiling

We are legally obligated to take measures to meet the requirements under the rules around Anti Money Laundering, anti-terrorist financing, fraud and responsible gaming. In order to do this We may rely on programs that monitor player behavior. We may also use segmentation in order to divide Our Players into groups based on the behavior, e.g. in the area of marketing.

11. Data Security Measures

We understand the importance of data security measures and techniques and strive to ensure that Your data is safe with Us. We have put in place several measures to protect Your data from unauthorized access to and alteration as well disclosure and destruction of information.

12. Translations of this Privacy Notice

We have translated this Privacy Notice from English into other languages. We have done this to ensure that Our Players are clear about how We treat their Personal Data. In case of any discrepancy between the meanings of any translated versions of this Privacy Notice, the meaning of this English language version shall prevail.

13. Changes to this Privacy Notice

This Notice may be adjusted from time to time. You will always find the latest version of this Notice on Our website. If We make any significant changes to this Notice, We will notify You of these changes, either by email and/or by adding information about the changes on Our Website, before any the changes take effect.

Responsible Gambling

The purpose of OPO NET - is to give the players an innovative, secure and entertaining game atmosphere with numerous games, promotions or tournaments. We have tried to create for you the most comfortable gaming platform for an exciting pastime, but we understand that for some people gambling online could become a problem.

Gambling games - are just fun, they let you have a good time, valuable prizes and tickle your nerves. But, like in all areas of human activity, in the online casino you should know where to stop. OPO NET fully adheres to the policy of responsible gambling and makes everything possible to allow users to enjoy a safe and fun game, without losing control.

Protection of minors.

Persons under 18 years old or under the age of legal capacity, if it is over 18 years in the jurisdiction of the country where the user is located, are prohibited from gambling in casino OPO NET . This requirement is stated in the rules of the casino, so all minor players who try to register on the site OPO NET , will be considered as violators of the rules. Casino management reserves the right to report about these users the appropriate authorities. If someone except you has access to your computer, we recommend you to use special software that limits access to online casinos. For example: Cyberpatrol, Netnanny, Icara.

Precautions

- Do not leave minors unattended in front of the computer if you visit an online casino or there are some casino programs installed on your computer;
- Do not use password data storage function if your children use your PC;
- Do not allow minors access to gambling sites;
- Keep the information about the credit card or other payment system out of reach of children;
- Limit the amount of time that your children spend online.

Responsible Gambling

Monitor your own game.

The vast majority of the players visit gambling sites for entertainment. Fully acceptable is temperate participation in online gambling within your financial means. But for some people, the game ceases to be a form of entertainment and becomes a problem that should be seriously considered.

When the player 's behavior should be accepted as addiction?

It's difficult to define the line between passion and pleasure. However, there are diagnostic signals that may indicate a problem. The probability of gambling addiction is pretty high if you answered "yes" to at least five of the following questions:

- Are you deeply involved in the game?
- Are your stakes constantly increasing?
- Do you often gamble longer than planned?
- Do you borrow money in order to play?
- Does gambling negatively affect your reputation?
- Has it happened that you tried to control your participation in the games, but the attempts were unsuccessful?
- Are you annoyed and frustrated if you do not have an opportunity to play?
- Have the games become the way for you to get away from trouble and problems?
- Do you often recoup?
- Do you lie your intimate people about your gambling behavior?
- Have the gambling ever causes the troubles in your family?

If you feel that games cause discomfort and even addiction, ask the experienced professionals for help, so that they help you to get rid of the addiction.

Responsible Gambling

If you or someone of your intimate friends has gambling addiction, we recommend you to choose one of the following organizations to ask for help: Gamblers Anonymous, Gambling Therapy Helpline, GamCare.

Tips for managing the game.

Gambling games are fun and enjoyable pastime. The main thing is to make reasonable decision about how much money you can afford to spend.

A few tips

- Determine in advance the time you spend on the game;
- Determine the maximum amount of loss and do not exceed it;
- Do not borrow money in order to play games;
- Find a new hobby, and combine it with the game;
- Do not play if you are depressed or stressed.