

MARKETING PLAN

The global online gambling market size was valued at USD 57.54 billion in 2021 and is expected to expand at a compound annual growth rate (CAGR) of 11.7% % from 2022 to 2030. The increasing use of mobile phones among users for playing online games in public places as well as in their homes, in addition to rising internet penetration, is propelling the market. Furthermore, aspects such as cultural and legal approval, easy access to gambling online, celebrity endorsements, and corporate sponsorships are also boosting the market growth. The market is likely to further expand owing to the availability of cost-effective mobile applications worldwide.

The internet has become a universal medium for communication and facilitates merchants to provide their offerings in the digital marketplace. Due to increasing smartphone and internet penetration, the consumption of services on virtual platforms has increased. For instance, Bangladesh has experienced an internet growth of more than 93% from 2000 to 2021, providing various opportunities for business in Bangladesh. The rising use of the internet has enabled online casinos to flourish. Moreover, factors like the increasing number of online gambling applications, online betting offers, and a rise in the disposable income of consumers are likely to encourage market expansion.

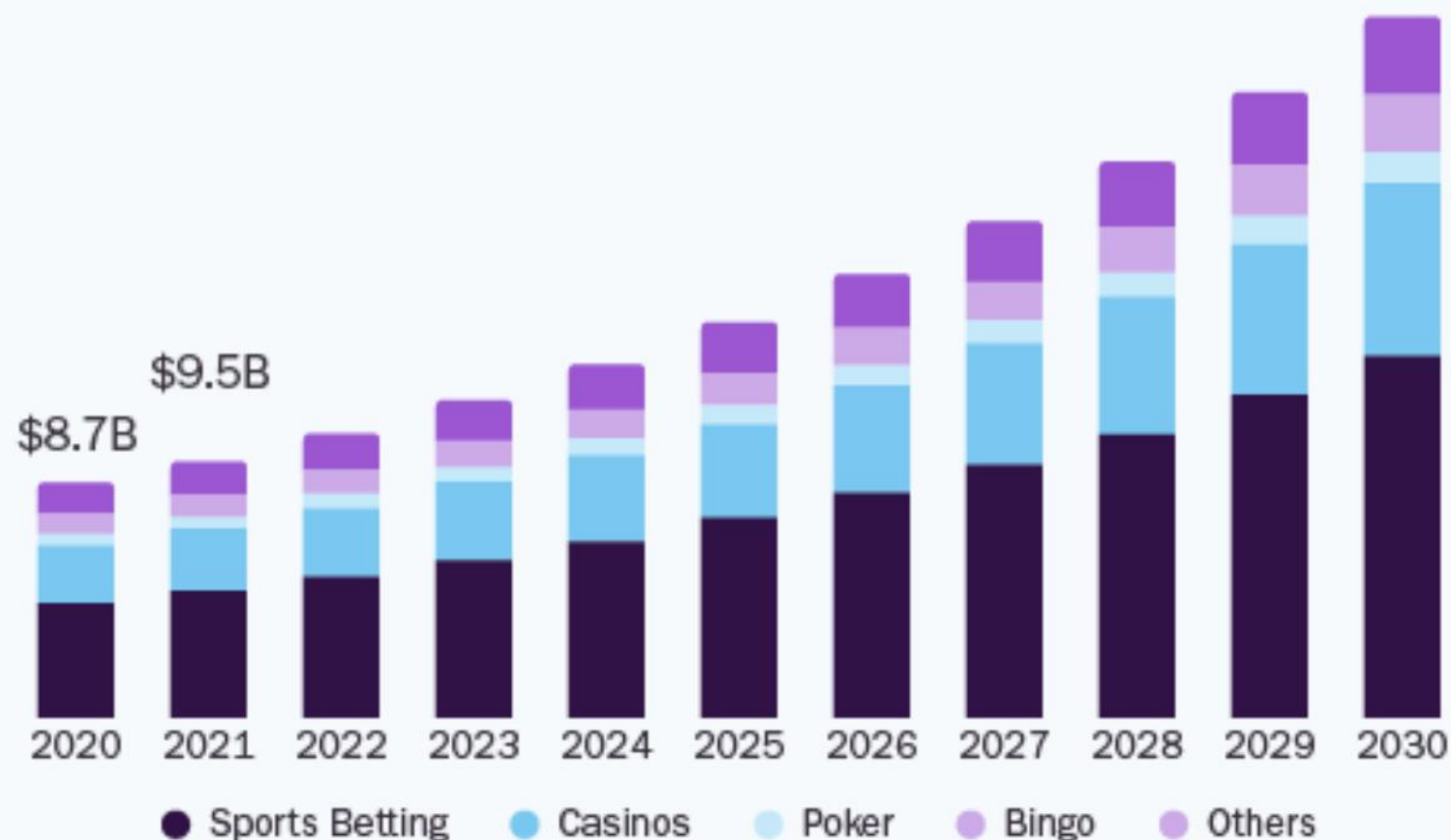
"Online casinos emphasize developing information solutions that support and assist gamblers, safeguard the authenticity of gambling activities, and prevent fraudulent activities. Various online gambling sites offer a free-play version of their games, creating growth potential for the business.

Gambling has been legalized by various countries globally owing to employment opportunities and more tax revenue for local and state governments. Gambling has also positively impacted local retail sales for the hospitality sector in the areas where casinos act as a part of tourist vacation, consequently propelling the growth of the market rapidly.

Furthermore, the integration of blockchain technology has also affected market growth positively. The blockchain can make secure payments ensuring transparency in gambling activity. Gambling through cryptocurrency offers vast opportunities as they are fast and safe transactions. Owing to fewer restrictions imposed on cryptocurrency transactions, they are now heavily used in online gambling."

U.S. Online Gambling Market

size, by type, 2020 - 2030 (USD Billion)



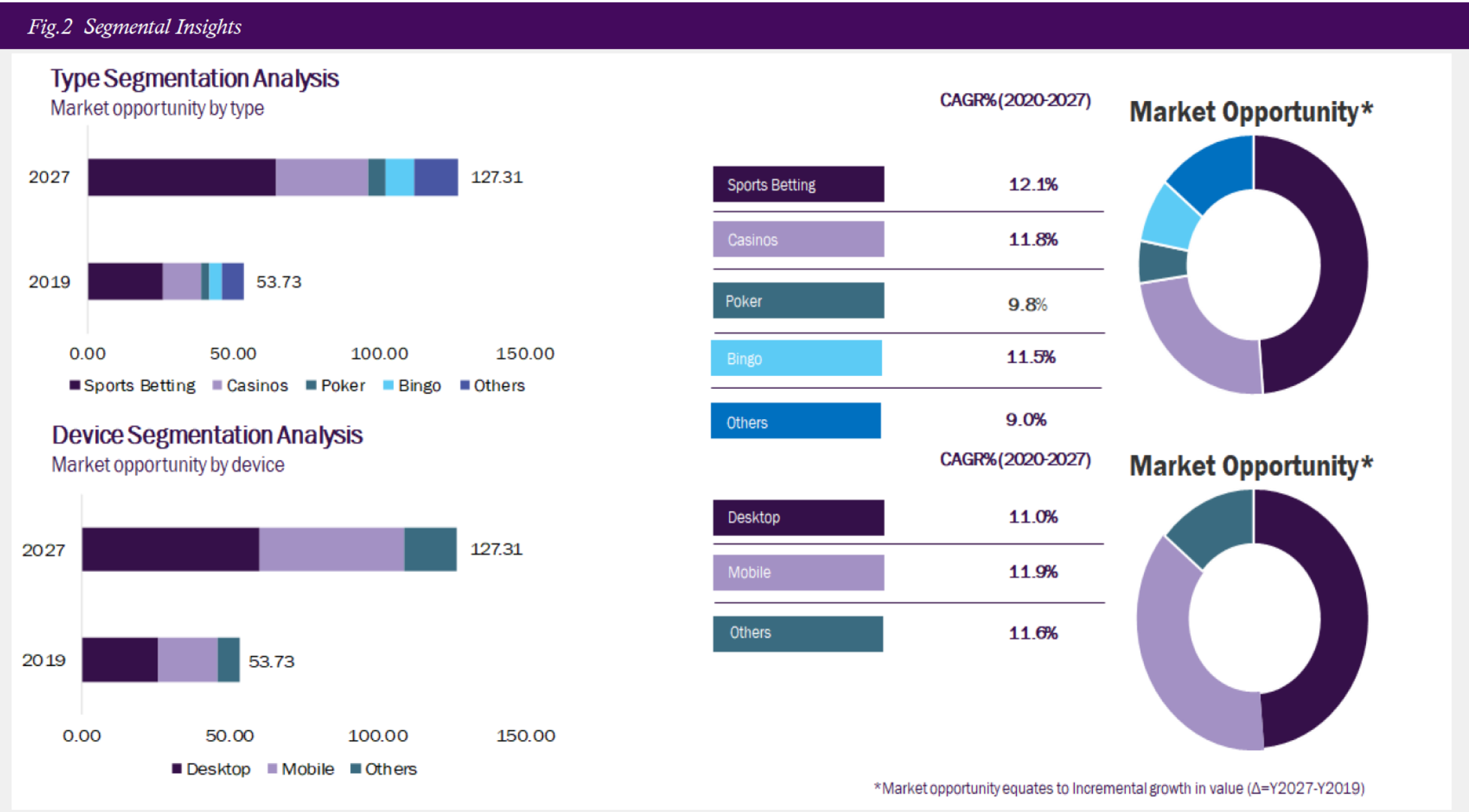
GRAND VIEW RESEARCH

11.9%

U.S. Market CAGR,
2022 - 2030

Source:
www.grandviewresearch.com

1.3 Segmental Insights



Sources: Ace Magazine, Casino Life Magazine, Gambling Online Magazine, Company Annual Reports, D&B Hoovers, Primary Interviews, and Grand View Research.

COVID-19 Impact Insights

The COVID-19 pandemic challenged the growth of the market. The lockdown and social distancing regulations imposed by the various countries and governments have affected land-based casino operations. Several land-based gambling venues such as bingo halls, casinos, clubs, bars, horseracing tracks with electronic gambling machines (EGMs), betting shops, poker rooms, and lottery retailers were forced to close. Multiple gambling market players shifted towards online gambling due to the lockdown. Attributing to more free time and boredom, considerable people turned towards online gambling. With the cancellation and postponement of significant sports events, gambling activities on online platforms declined. However, post COVID-19, the industry is experiencing a surge in online gambling due to ease in lockdown restrictions and resumption of live sports events worldwide.

"Device Insights"

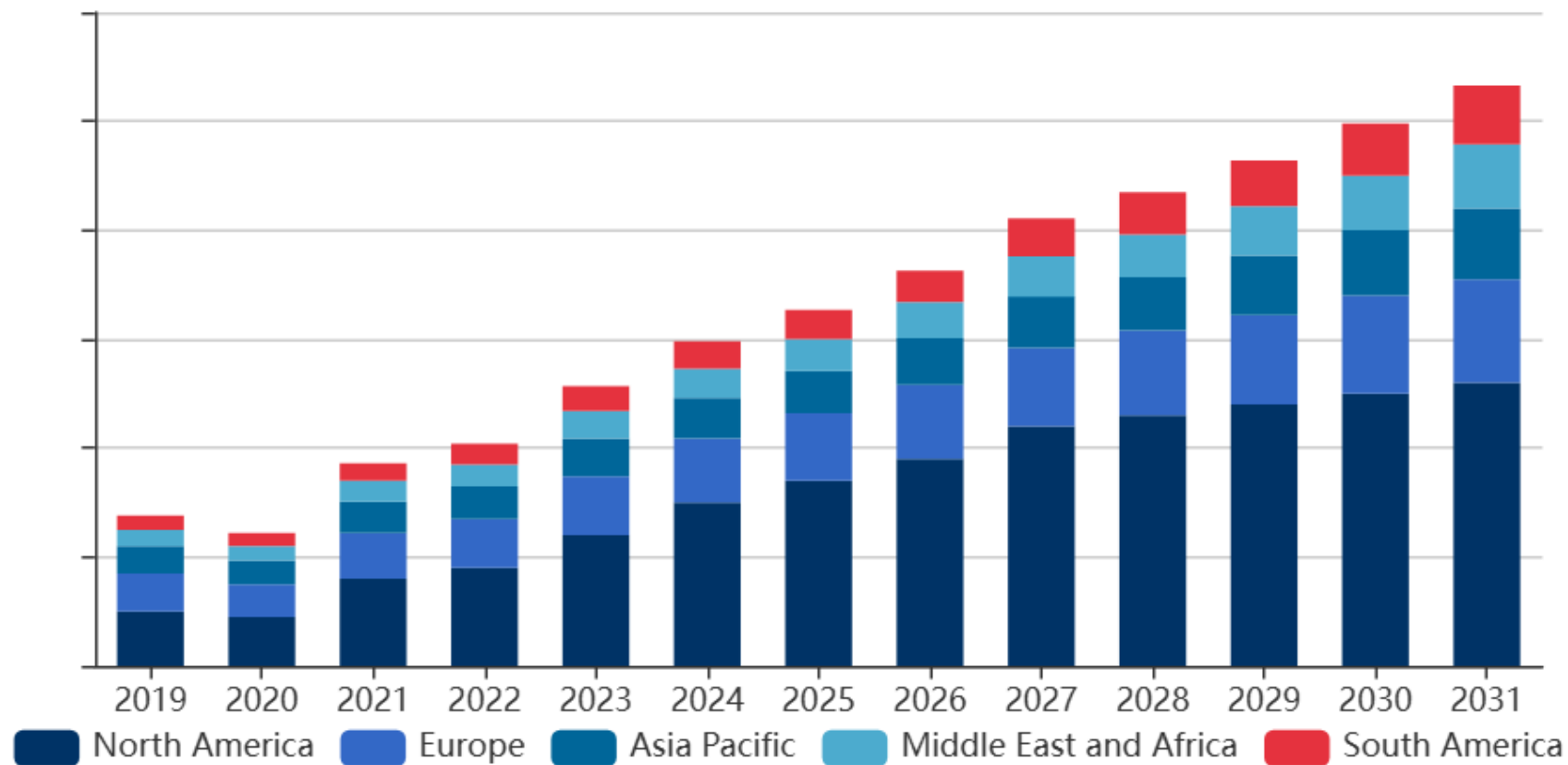
"In terms of devices, the desktop segment generated a significant revenue of approximately USD 28 billion in 2021. The desktop offers a large screen size compared to mobile phones and other devices that allow the gamblers to enjoy the details and graphics of the game. Moreover, the performance features offered by desktops, such as sound volume, picture quality, and customizable storage capacity of desktops, provide an improved gaming experience. These aspects have resulted in the growth of the desktop segment.

Advanced technologies in mobile phones have resulted in extraordinary gaming visuals in smartphones that have resulted in increased access to online gambling through mobile phones. Additionally, gambling can be done through mobile phones, making it convenient for gamblers. The easy availability of mobile phones at affordable prices and advanced features such as improved graphics and extended storage capacity contribute to the segment growth. Mobile online gambling offers several advantages to gamers, such as loyalty points, additional deposit options, and multiplayer gaming options with the players located anywhere throughout the globe."

Regional Insights

Europe dominated the market in 2021 with a market size of USD 23.63 billion. The development can be ascribed to the legalization of gambling in various European countries, including Italy, Malta, France, Spain, and Germany. Other drivers for the market growth include the availability of high-speed internet, the rising popularity of online casinos, and the rising use of smartphones. Furthermore, the Gambling Act 2005 imposed by the UKGC (U.K. Gambling Commission) has enabled companies to promote their gambling websites, which also assists in expanding the market in the region.

Online Gambling Market Share (%) by Region (2019-2031)



"However, the increased use of internet services and modification of restrictions related to online gambling and betting is anticipated to promote the development of the market in the Asia Pacific region over the forecast period. The increasing number of Esports and other sporting events in the Asia Pacific region has fueled the market's growth. The region is expected to grow with approximately 13% CAGR over the forecasted period. The increased dependency on mobile phones for entertainment and the increasing number of internet users drive the region's growth. Countries like India and China are emerging into the market due to technological advancements in the gaming industry, high-speed networks, and affordable and easy access to internet data.

Furthermore, the adoption of bitcoins has contributed to increased cryptocurrency usage for gambling in the region. Increasing spending on leisure activities, combined with the high economic growth of the Asia Pacific region, is anticipated to fuel market growth throughout the forecast period. China, India, and Japan are the region's major revenue-generating countries. "

"This marketing plan outlines the strategies and tactics that will be employed to promote our digital gaming platform, attract new users, engage current players, and build long-term customer loyalty. Given the competitive nature of the gaming industry, our marketing efforts will focus on differentiating the brand, building trust with users, and providing an enjoyable, secure gaming experience.

1. Target Audience

Our primary target audience includes adults, typically between 21 and 45 years old, who enjoy digital gaming, sports betting, and the excitement of gambling. The audience is likely to have disposable income, be comfortable with technology, and seek entertainment. We will focus on attracting both casual players and more experienced individuals from regions where such gaming activities are permitted.

2. Unique Selling Proposition (USP)

Our platform sets itself apart by offering a wide range of games, a user-friendly interface, robust security measures, fair gameplay, and attractive bonuses. We also prioritize customer service excellence and work to maintain a safe, trustworthy environment, encouraging users to return regularly.

3. Marketing Objectives

The primary goals for the marketing plan are:

- Increase Website Traffic: Attract new visitors through digital marketing and strategic partnerships.
- Boost Player Acquisition: Increase new user sign-ups with effective targeting and engaging offers.
- Enhance Customer Retention: Foster loyalty and repeat engagement by providing personalized experiences and rewarding regular players.
- Increase Brand Awareness: Establish the platform as a trusted, fun, and secure place for digital gaming and betting.

4. Marketing Strategies

The marketing strategies will involve a mix of channels and a data-driven approach to ensure effectiveness:

a. Digital Advertising

- Paid Search: Run targeted ads to attract users who are actively searching for gaming platforms and related content.
- Social Media Ads: Use social media platforms to run campaigns aimed at driving brand awareness and increasing website traffic.
- Affiliate Marketing: Partner with affiliates to promote the platform in exchange for commissions on new user sign-ups.

b. Content Marketing

- SEO-Optimized Blog: Develop content that attracts organic traffic, such as strategies for players, industry news, and responsible gaming tips.
- Video Marketing: Use video content to engage users, including tutorials, live-streamed events, and success stories from players.
- Email Campaigns: Develop email campaigns offering personalized promotions, game updates, and relevant news for players.

c. Partnerships & Sponsorships

- Collaborations: Work with influencers and popular figures to reach a wider audience in an authentic and engaging way.
- Event Sponsorships: Sponsor events related to gaming, sports, or entertainment to build brand visibility and attract new users.

d. Promotions & Bonuses

- Welcome Offers: Provide compelling incentives to new users, such as free credits, bonuses, or match offers, to encourage sign-ups and engagement.
- Loyalty Programs: Create a rewards system to incentivize repeat play, offering benefits such as exclusive bonuses and faster processing times for regular users.
- Seasonal Promotions: Offer periodic promotions during holidays or special events to keep the user experience fresh and exciting.

e. Public Relations

- Press Outreach: Issue press releases to announce new features, updates, or partnerships, and generate media coverage to enhance visibility.
- Responsible Gaming Initiatives: Highlight our commitment to promoting responsible gaming by working with relevant organizations and educating players on best practices.

5. Budget and Allocation

A well-planned marketing budget will ensure resources are used effectively:

- Digital Advertising: The majority of the budget will go towards digital ads, including paid search and social media campaigns.
- Content and SEO: A significant portion will be allocated to content creation and search engine optimization to drive organic growth.
- Affiliate and Influencer Marketing: A portion will go towards building relationships with affiliates and influencers who can help promote the platform.
- Promotions and Bonuses: Some of the budget will be spent on offering promotional incentives to attract new users and retain existing players.
- Public Relations: A smaller portion will be allocated to public relations activities, including media outreach and press releases.

6. Metrics and KPIs

To measure the success of our marketing efforts, we will track key performance indicators (KPIs), including:

- Website Traffic: Monitor the number of visitors to the site and identify traffic sources.
- Conversion Rate: Track the percentage of website visitors who sign up as active users.
- Customer Acquisition Cost (CAC): Assess how much it costs to acquire a new user through marketing.
- Retention Rate: Measure how many users return to the platform after their initial experience.
- Customer Lifetime Value (CLV): Estimate the long-term revenue that each customer will generate.

7. Customer Retention Strategies

To ensure continued engagement, we will focus on customer retention through:

- Personalized Experience: Utilize data to deliver tailored offers, game suggestions, and promotions based on individual user preferences.
- Loyalty Programs: Develop a rewards system that provides benefits to frequent users, such as exclusive bonuses and VIP status.
- Customer Support: Ensure that responsive and helpful customer support is available 24/7 to assist with any issues and enhance the user experience.

Conclusion

This marketing plan is designed to grow the platform's user base, increase brand visibility, and improve customer retention. By implementing a well-rounded strategy that incorporates digital advertising, content creation, promotions, and strategic partnerships, we aim to position the platform as a leading choice for digital gaming and betting. Continuous optimization and data analysis will help refine our efforts, ensuring that we meet our business goals and thrive in a competitive market."

#	Name	Type	year 1	year 2	year 3
1	Infinite games (PD Regional LTD)	casino content provider			
2	Softswiss (Dama N.V.)	casino content provider			
3	BetBy (Amanteo Incorporated)	sportsbook provider			
		Total	219,286	773,596	1,178,662
	MONTHLY IT SERVICES _ 1 month				
	Counterparty	Link	Amount		
	Onesignal	onesignal.com	40		
	Servey monkey	surveymonkey.com	30		
	Ahrefs		180		
	Semrush	semrush.com	140		
	Digital Ocean (project)	digitalocean.com	500		
	Digital Ocean (services)	digitalocean.com	300		
	Prerender	prerender.io	35		
	Datadog	datadoghq.eu	150		
	Sentry	sentry.io	80		
	Npmjs	npmjs.com	10		
	Google GSUITE	google.com	400		
	Google GSUITE	google.com	50		
	PowerBI (MICROSOFT)	powerbi	120		
	Slack_HQ	slack.com	300		
	Slack_CC	slack.com	150		
	Sendgrid	sendgrid.com	20		
	Unione	unione.io	10		
	Asana_HQ	asana.com	250		
	Nextell	nextel.com.ua	100		
	1password	1password.com	9		
	Figma	figma.com	100		
	TestRail GUROCK.COM	gurock.com	40		
	DMCA	dmca.com	10		
	Github	github.com	10		
	Namecheap (2 accounts)	домен	0		
	Serpstat	serpstat.com	70		
	Dropbox	dropbox.com	60		
	LiveChat	livechat.com	200		
	Gravitec	gravitec.net	20		
	MailGun	https://app.mailgun.com/	5		
	Zombro	zomro.com	30		
	Spamzilla	spamzilla.io/	30		
	Income partners	https://income.partners	1500		
	Emarsys	https://emarsys.com	2200		
	Netpeak	https://netpeaksoftware.com/	200		
	Browserstack	www.browserstack.com	49		
	Frase	frase.io	150		
	Currency cornverter	https://www.currencyconverterapi.com	5		
	Express VPN		100		
	Grammarly	https://www.grammarly.com/	60		
	Chartbot	https://accounts.chatbot.com	150		

ORGANIZATIONAL CHART

CEO



Marketing & Acquisition	Platform and Design	Finance & Risk
Media Buying Manager	CTO	CFO
CRM Manager CPA affiliate manager Revshare affiliate manager SEO manager SEO linkbilder Junior Mediabuyer	Senior backend developer Senior frontend developer Devops engineer Chief Web Designer Illustrator UI/UX designer Content manager	Lead risk manager Risk manager Accountant

Core team employees salaries

	TEAM	WAGE in EUR
1	CEO (UBO)	0
2	CTO	3,300
3	Media Buying Manager	2,150
4	Head of CRM	1,750
5	CPA affiliate manager	1,950
6	Revshare affiliate manager	1,800
7	SEO manager	1,650
8	Content manager	975
9	SEO link builder	800
10	Junior Mediabuyer	700
11	Chief Web Designer	1,850
12	Illustrator	1,250
13	Senior backend developer	2,750
14	Senior frontend developer	2,400
15	Devops engineer	2,200
16	UI/UX designer	1,200
18	Finance Manager (CFO)	1,700
19	Lead risk manager	1,400
20	Risk manager	900
21	Accountant	800
	TOTAL TEAM	31,525

Outsourced Support/Call center

	TEAM	WAGE in EUR
	Head of support/call center	1,200
	Senior operator 1	600
	Senior operator 2	600
	Senior operator 3	600
	Operator 1 (2 languages)	500
	Operator 2 (2 languages)	500
	Operator 3 (2 languages)	500
	Operator 4	450
	Operator 5	450
	Operator 6	450
	TOTAL TEAM	5,850

EUR	Q2 2026			H2 2026						H1 2027			
	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26	Jan-27	Feb-27	Mar-27	YEAR 1
Deposits	459.359	535.846	609.342	681.693	750.418	816.164	879.072	940.414	1.000.036	1.058.075	1.148.858	1.234.423	10.113.699
Withdrawals	266.428	310.791	353.418	395.382	435.242	473.375	509.862	545.440	580.021	613.683	666.337	715.965	5.865.945
Saldo	192.931	225.055	255.924	286.311	315.175	342.789	369.210	394.974	420.015	444.391	482.520	518.458	4.247.754
Turnover	4.593.588	5.358.461	6.093.417	6.816.929	7.504.177	8.161.642	8.790.719	9.404.141	10.000.360	10.580.747	11.488.577	12.344.231	101.136.991
Winnings	4.386.877	5.117.330	5.819.214	6.510.167	7.166.489	7.794.369	8.395.137	8.980.955	9.550.344	10.104.614	10.971.591	11.788.740	96.585.826
GGR	206.711	241.131	274.204	306.762	337.688	367.274	395.582	423.186	450.016	476.134	516.986	555.490	4.551.165
Bonuses	45.936	53.585	60.934	68.169	75.042	81.616	87.907	94.041	100.004	105.807	114.886	123.442	1.011.370
Profit	160.776	187.546	213.270	238.593	262.646	285.657	307.675	329.145	350.013	370.326	402.100	432.048	3.539.795
CORE EXPENCES													
Platform Products	18.604	21.702	24.678	27.609	30.392	33.055	35.602	38.087	40.501	42.852	46.529	49.994	409.605
Payment Comms	42.077	49.083	55.816	62.443	68.738	74.761	80.523	86.142	91.603	96.920	105.235	113.073	926.415
Transfer Comms	3.216	3.751	4.265	4.772	5.253	5.713	6.154	6.583	7.000	7.407	8.042	8.641	70.796
Marketing budget	25.000	50.000	50.000	50.000	50.000	50.000	50.000	50.000	50.000	50.000	50.000	50.000	575.000
Operational revenue	71.879	63.010	78.510	93.769	108.263	122.129	135.396	148.333	160.908	173.148	192.294	210.340	1.557.979
Operational Expenses	65.040	56.166	56.218	56.272	56.272	56.272	56.886	56.886	56.886	56.886	56.886	56.886	687.554
Call center	7.900	5.850	5.850	5.850	5.850	5.850	5.850	5.850	5.850	5.850	5.850	5.850	72.250
Salary	38.400	31.525	31.525	31.525	31.525	31.525	31.525	31.525	31.525	31.525	31.525	31.525	385.175
IT services and misc	7.862	7.913	7.965	8.018	8.018	8.018	8.609	8.609	8.609	8.609	8.609	8.609	99.450
Office	878	878	878	878	878	878	902	902	902	902	902	902	10.679
legal and licence	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	120.000
EBITDA	6.839	6.844	22.292	37.497	51.991	65.857	78.510	91.447	104.022	116.262	135.408	153.454	870.425

EUR				H2 2027						H1 2028			
	Apr-27	May-27	Jun-27	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Dec-27	Jan-28	Feb-28	Mar-28	YEAR 2
Deposits	1.441.077	1.637.165	1.824.759	1.774.219	1.925.259	2.298.206	2.444.583	2.583.620	2.714.278	2.838.549	2.956.825	3.069.395	27.507.935
Withdrawals	835.824	949.556	1.058.360	1.029.047	1.116.650	1.332.959	1.417.858	1.498.500	1.574.281	1.646.358	1.714.958	1.780.249	15.954.602
Saldo	605.252	687.609	766.399	745.172	808.609	965.246	1.026.725	1.085.120	1.139.997	1.192.191	1.241.866	1.289.146	11.553.333
Turnover	14.410.767	16.371.648	18.247.588	17.742.188	19.252.594	22.982.059	24.445.835	25.836.202	27.142.782	28.385.489	29.568.246	30.693.950	275.079.347
Winnings	13.762.283	15.634.923	17.426.446	16.943.789	18.386.227	21.947.867	23.345.772	24.673.573	25.921.357	27.108.142	28.237.675	29.312.722	262.700.776
GGR	648.485	736.724	821.141	798.398	866.367	1.034.193	1.100.063	1.162.629	1.221.425	1.277.347	1.330.571	1.381.228	12.378.571
Bonuses	144.108	163.716	182.476	177.422	192.526	229.821	244.458	258.362	271.428	283.855	295.682	306.939	2.750.793
Profit	504.377	573.008	638.666	620.977	673.841	804.372	855.604	904.267	949.997	993.492	1.034.889	1.074.288	9.627.777
CORE EXPENCES													
Platform Products	58.364	66.305	73.903	71.856	77.973	93.077	99.006	104.637	109.928	114.961	119.751	124.310	1.114.071
Payment Comms	132.003	149.964	167.148	162.518	176.354	210.516	223.924	236.660	248.628	260.011	270.845	281.157	2.519.727
Transfer Comms	10.088	11.460	12.773	12.420	13.477	16.087	17.112	18.085	19.000	19.870	20.698	21.486	192.556
Marketing budget	100.000	100.000	100.000	100.000	100.000	100.000	100.000	100.000	100.000	100.000	100.000	100.000	1.200.000
Operational revenue	203.923	245.278	284.842	274.183	306.037	384.692	415.563	444.885	472.441	498.650	523.594	547.335	4.601.423
Operational Expenses	64.361	64.361	64.361	64.361	64.361	64.361	64.361	64.361	64.361	64.361	64.361	64.361	772.331
Call center	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	84.240
Salary	37.830	37.830	37.830	37.830	37.830	37.830	37.830	37.830	37.830	37.830	37.830	37.830	453.960
IT services and misc	8.609	8.609	8.609	8.609	8.609	8.609	8.609	8.609	8.609	8.609	8.609	8.609	103.311
Office	902	902	902	902	902	902	902	902	902	902	902	902	10.821
legal and licence	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	120.000
EBITDA	139.562	180.917	220.481	209.822	241.676	320.331	351.202	380.525	408.080	434.289	459.233	482.974	3.829.092

EUR				H2 2028						Q1 2028			
	Apr-28	May-28	Jun-28	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28	Jan-29	Feb-29	Mar-29	YEAR 3
Deposits	3.131.148	3.191.087	3.247.407	3.298.432	3.349.417	3.400.134	3.450.391	3.498.482	3.544.500	3.588.534	3.630.668	3.670.983	41.001.183
Withdrawals	1.816.066	1.850.831	1.883.496	1.913.090	1.942.662	1.972.078	2.001.227	2.029.120	2.055.810	2.081.350	2.105.787	2.129.170	23.780.686
Saldo	1.315.082	1.340.257	1.363.911	1.385.341	1.406.755	1.428.056	1.449.164	1.469.362	1.488.690	1.507.184	1.524.880	1.541.813	17.220.497
Turnover	31.311.47 6	31.910.87 3	32.474.07 4	32.984.31 8	33.494.16 6	34.001.34 4	34.503.90 9	34.984.82 1	35.445.00 3	35.885.33 9	36.306.67 8	36.709.83 2	410.011.83 4
Winnings	29.902.45 9	30.474.88 4	31.012.74 1	31.500.02 4	31.986.92 9	32.471.28 4	32.951.23 3	33.410.50 4	33.849.97 7	34.270.49 9	34.672.87 8	35.057.89 0	391.561.30 2
GGR	1.409.016	1.435.989	1.461.333	1.484.294	1.507.237	1.530.060	1.552.676	1.574.317	1.595.025	1.614.840	1.633.801	1.651.942	18.450.533
Bonuses	313.115	319.109	324.741	329.843	334.942	340.013	345.039	349.848	354.450	358.853	363.067	367.098	4.100.118
Profit	1.095.902	1.116.881	1.136.593	1.154.451	1.172.296	1.190.047	1.207.637	1.224.469	1.240.575	1.255.987	1.270.734	1.284.844	14.350.414
CORE EXPENCES													
Platform Products	126.811	129.239	131.520	133.586	135.651	137.705	139.741	141.689	143.552	145.336	147.042	148.675	1.660.548
Payment Comms	286.813	292.304	297.463	302.136	306.807	311.452	316.056	320.461	324.676	328.710	332.569	336.262	3.755.708
Transfer Comms	21.918	22.338	22.732	23.089	23.446	23.801	24.153	24.489	24.812	25.120	25.415	25.697	287.008
Marketing budget	100.000	95.000	95.000	95.000	95.000	95.000	95.000	95.000	95.000	95.000	95.000	95.000	1.145.000
Operational revenue	560.359	578.000	589.878	600.639	611.392	622.088	632.687	642.830	652.535	661.822	670.708	679.210	7.502.150
Operational Expenses	86.719	86.719	86.719	86.719	86.719	86.719	86.719	86.719	86.719	86.719	86.719	86.719	1.040.622
Call center	18.454	18.454	18.454	18.454	18.454	18.454	18.454	18.454	18.454	18.454	18.454	18.454	221.446
Salary	47.288	47.288	47.288	47.288	47.288	47.288	47.288	47.288	47.288	47.288	47.288	47.288	567.450
IT services and misc	9.657	9.657	9.657	9.657	9.657	9.657	9.657	9.657	9.657	9.657	9.657	9.657	115.880
Office	1.321	1.321	1.321	1.321	1.321	1.321	1.321	1.321	1.321	1.321	1.321	1.321	15.847
legal and licence	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	120.000
EBITDA	473.640	491.282	503.160	513.921	524.673	535.370	545.969	556.111	565.817	575.103	583.989	592.492	6.461.527

Product metrics	CANADA
Currency	USD
K-re-invest Dep to Overall turnover	10.00
Turnover's hold	4.50%
Deposit's hold	42%
Average sum of deposits per 1 user for 1 month (USD) - 0 - 6 month	155
Average sum of deposits per 1 user for 1 month (USD) - 6 - 12 month	165
Average sum of deposits per 1 user for 1 month (USD) - 12-24 month	180
Average sum of deposits per 1 user for 1 month (USD) - after 24 month	180
Bonuses	10%
	Debits
Content royalty	10%
Transfer commission	2%
Payment comission	
- deposits	8.0%
- withdrawals	2.0%

CA MARCETING

year 1

[illegible]

year 2 year 2

[illegible]

year 3

[illegible]

CA RETURN

year 1												year 2												year 3												year 4																		
month 1	month 2	month 3	month 4	month 5	month 6	month 7	month 8	month 9	month 10	month 11	month 12	month 1	month 2	month 3	month 4	month 5	month 6	month 7	month 8	month 9	month 10	month 11	month 12	month 1	month 2	month 3	month 4	month 5	month 6	month 7	month 8	month 9	month 10	month 11	month 12	month 1	month 2	month 3	month 4	month 5	month 6	month 7	month 8	month 9	month 10	month 11	month 12							
year 1 month 1	100	32	18	14	13	11	10	9	8	8	7	7	7	6	6	6	5	5	5	5	4	4	4	4	4	4	4	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3					
year 1 month 2		200	64	35	26	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4	4	4				
year 1 month 3			200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4	4	4				
year 1 month 4				200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4	4				
year 1 month 5					200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4				
year 1 month 6						200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4	4	4					
year 1 month 7							200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4	4					
year 1 month 8								200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4					
year 1 month 9									200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4	4				
year 1 month 10										200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4	4				
year 1 month 11											200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4	4				
year 1 month 12												200	64	35	28	25	23	21	18	17	16	15	14	13	12	12	11	11	10	10	9	9	9	8	8	7	7	7	6	6	6	5	5	5	5	5	4	4	4	4				
year 2 month 1													432	194	87	74	67	60	54	51	43	46	44	42	40	38	36	35	33	32	30	29	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12						
year 2 month 2														439	136	86	75	68	61	55	52	49	47	45	42	40	39	37	35	34	32	31	29	28	27	25	24	23	22	21	20	19	18	17	16	15	14	13	12					
year 2 month 3															446	138	86	75	68	61	55	52	49	47	45	43	41	39	37	36	34	33	31	30	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14					
year 2 month 4																453	140	91	78	70	63	57	54	51	43	46	44	42	40	38	36	35	33	32	30	29	27	26	25	24	23	22	21	20	19	18	17	16	15					
year 2 month 5																	460	143	93	79	71	64	57	55	52	49	47	44	42	40	39	37	35	34	32	31	29	28	27	25	24	23	22	21	20	19	18	17	16	15				
year 2 month 6																		467	145	94	80	72	65	58	55	53	50	46	45	43	41	39	37	36	34	33	31	30	28	27	26	25	24	23	22	21	20	19	18	17				
year 2 month 7																			474	147	96	81	73	66	59	56	53	51	48	46	44	42	40	38	36	35	33	32	30	29	27	26	25	24	23	22	21	20	19	18	17			
year 2 month 8																				481	148	97	82	74	67	60	57	54	52	49	46	44	42	40	39	37	35	34	32	31	29	28	27	25	24	23	22	21	20	19	18	17		
year 2 month 9																					487	151	98	83	75	68	61	58	55	52	50	47	45	43	41	39	37	36	34	32	31	29	28	27	26	25	24	23	22	21	20	19	18	
year 2 month 10																						493	153	99	84	76	68	62	58	56	53	50	48	45	43	41	40	38	36	34	33	31	30	28	27	26	25	24	23	22	21	20		
year 2 month 11																							648	201	131	111	100	90	81	77	73	68	66	63	60	57	54	52	50	47	45	43	41	39	37	36	34	33	32	31	30			
year 2 month 12																								640	201	131	111	100	90	81	77	73	68	66	63	60	57	54	52	50	47	45	43	41	39	37	36	34	33	32	31	30		
year 3 month 1																									1,094	339	220	187	169	152	137	130	123	117	111	106	101	96	92	88	84	80	76	73	69	66	63	60	57					
year 3 month 2																										1,094	339	220	187	169	152	137	130	123	117	111	106	101	96	92	88	84	80	76	73	69	66	63	60	57				
year 3 month 3																											1,094	339	220	187	169	152	137	130	123	117	111	106	101	96	92	88	84	80	76	73	69	66	63	60	57			
year 3 month 4																												1,094	339	220	187	169	152	137	130	123	117	111	106	101	96	92	88	84	80	76	73	69	66	63	60	57		
year 3 month 5																													1,094	339	220	187	169	152	137	130	123	117	111	106	101	96	92	88	84	80	76	73	69	66	63	60	57	
year 3 month 6																														1,094	339	220	187	169	152	137	130	123	117	111	106	101	96	92	88	84	80	76	73	69	66	63	60	57
year 3 month 7																															1,094	339	220	187	169	152	137	130	123	117	111	106	101	96	92									

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