

BUSINESS PLAN

Orakum N.V.

Business Plan Version: 2.0.

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1. Company management structure

RudLuc Directors N.V. officiates functions of the managing director of **Orakum N. V.**

RudLuc Directors N.V. has extensive experience in managing legal entities as an executive.

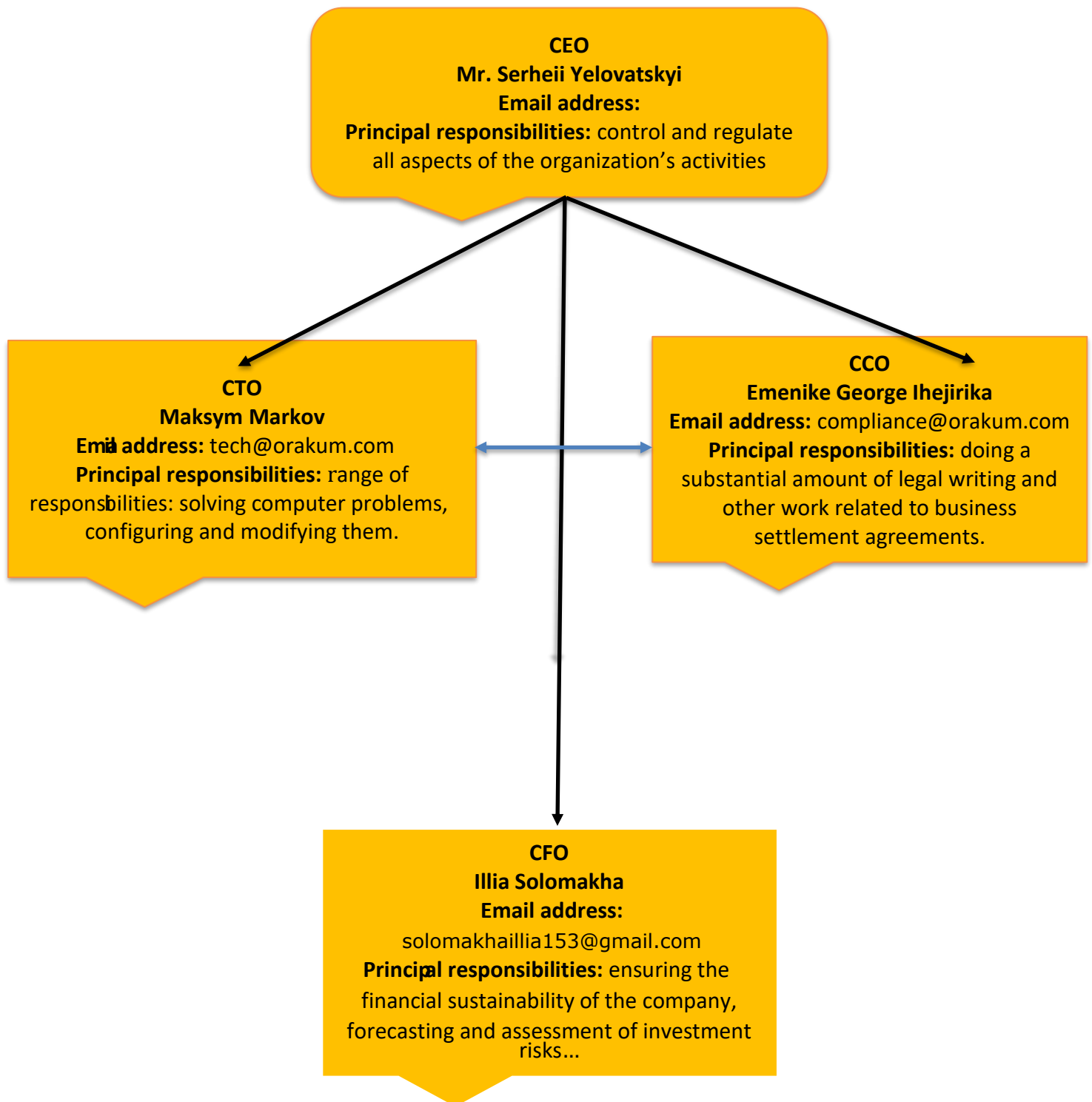
Mr. Serhii Yelovatskyi is the **CEO** of the company. In addition to overseeing the company's growth, Mr. Serhii Yelovatskyi boosts profitability and share prices. In an organization, Mr. Serhii Yelovatskyi is in charge of all daily activities.

The company's Chief Technology Officer (CTO) is **Maksym Markov**. His duties include modification, adjustment, repair of computer equipment and software. Also, Diakov Denys helps answer questions of users, thoroughly studies all information about the problems encountered, in order to effectively provide technological assistance.

The company's Chief Compliance Officer (CCO) is **Emenike George Ihejirika**. He is in the position of handling and supervising the legal affairs of the business. He oversees the completion of important legal procedures such contract drafting, business settlement agreements, and negotiations. He also assumes responsibility for making sure that, in order to preserve organizational integrity, any claims of legal malpractice are immediately reported to upper management.

The Chief Financial Officer (CFO) of the company is **Illia Solomakha**. It develops predictive models, assesses investment risks and enforces accounting standards. Its main goal is to ensure the financial sustainability and prosperity of our company.

This diagram shows the management hierarchy of the company.



2. Legal and governance framework

The Board of a corporation may be represented by either one person or a group of persons, unless the shareholders decide otherwise at the general meeting.

Shareholders select board members whose main responsibilities include supervising management, developing strategy, and protecting shareholder interests. The Board of Directors is responsible for managing and monitoring activities to ensure **maximum efficiency**.

A number of issues related to the conduct of business, its owners and owners, personnel management, are discussed at the Board of Directors.

The Board of Directors shall participate in the following matters:

- ❖ Selection of different solutions and operations;
- ❖ Providing comprehensive assistance to businesses in setting their long-term goals, development prospects and solving important tasks;
- ❖ Management payroll decisions taken;
- ❖ Recruitment and dismissal of senior and mid-level managers;
- ❖ Schedule interaction with UBO and the company's CEO. The CEO manages the organization according to board directives;
- ❖ Monitoring and control of financial expenditure. Use of major financial sources in necessary situations;
- ❖ Assist managers in reviewing and making decisions;
- ❖ Monitoring of accounting and financial activities, ensuring the protection of corporate assets;
- ❖ Adoption of an important policy;
- ❖ Effective Crisis Management;
- ❖ Making important decisions;
- ❖ Assessment of the quality and efficiency of our business;
- ❖ Development of an attractive brand for the company and society.

While focusing on high-level, forward-looking issues can help The Board of Directors make good decisions, sometimes senior management can involve them in day-to-day tasks, to manage and fulfil its responsibilities to shareholders and stakeholders.

Our Board of Directors is more involved in making important decisions that may affect the business and financial situation of the company. The main goal is determined by them and they make five-year projections for the future of the company. The Board makes strategic decisions about the company's long-term goals, including opening and closing facilities and major purchases.

The Board of our company is informed of problems in a timely manner, in order to solve them as soon as possible. It also responds promptly to management conduct, legal issues, conflicts of interest, volunteer work, executive director's remuneration and evaluation. The Board provides the Management with all the necessary information, thus ensuring that a balanced and informed decision is taken.

The Board monitors performance reports to identify current positive or negative trends. This function provides an objective assessment of growth benchmarks. The Board considers at least

three consecutive reporting periods to determine the importance of providing assistance in the issues raised.

Before intervening, the board interacts with management to determine how they deal with emerging problem situations and whether they can prevent a negative outcome. The Board trusts management to deliver results without intervention.

The Board works with the UBO and the CEO to carry out board decisions such as contract granting and termination. There may be occasions when the CEO has to seek the board's assistance or counsel. At times, the board may need to contact with management on behalf of the CEO or UBO to assist them in improving performance. The Board may assist the CEO and UBO by using their community relationships to further our company's goals.

A deadlock can occur at the level of directors or shareholders when a decision is not supported by directors or shareholders, or when voting results in equality between two directors and half of the shareholders.

To dissolve a deadlock in this case:

- ➔ *The dispute could be resolved through expertise, arbitration or third-party mediation.*
- ➔ *The President should take a vote and make every effort to ensure that the two sides agree to resolve their differences*
- ➔ *A dispute or conflict resolution specialist may assist the parties in resolving their problems.*

As part of its professional duties, the Administration **should inform** the Board in a timely manner of difficulties, especially those related to the State authorities: a letter from the State Prosecutor, the State Tax Office and other State institutions.

The Chief Compliance Officer (CCO) of the company advises not only management but also the Board on legal issues related to the fiduciary responsibilities of The Board. The board of directors and CCO are the trustees of the company. CCO works with our company's board of directors by regularly attending board meetings.

3. Description of services provided by third parties to the company

FERTAMI LTD, the company incorporated in the Republic of Cyprus (**registration number: HE413010**) was consensus that various modules of The Sportsbook's platform would be used: data and security technologies, fraud prevention and risk management mechanisms, and analytics.

- ❖ **Payment Service Providers:** To ensure the safety, simplicity and convenience of operations, we work with reliable payment service providers. Players will have access to a range of secure and practical ways to deposit and withdraw funds, such as **VISA, ECOPayz and DASH.**
- ❖ **Anti-Money Laundering (AML) Tools:** In order to comply with regulatory requirements, we are using advanced anti-money laundering techniques. Our tools are effective in detecting and suppressing any suspicious financial transactions.
- ❖ **Providers of Gaming Software:** In order to provide a diverse and attractive gaming portfolio, Gaming Software is partnering with **FERTAMI LTD**, which develops gaming software.
- ❖ **Identity Verification Services:** As an identity check service, access to a safe gaming environment should be provided. The company will use identity verification services to verify player identity and compliance with regulatory requirements.
- ❖ **Customer Support Software:** The company's customer service representatives use cutting-edge technology to provide players with immediate **24-hour assistance and support.**

4. Overview of the business products and services/brands as well as proprietary IP

The company Orakum N.V., founded on October 19, 2016, sought to reform the gaming industry, demonstrating a high rating of gaming experience. The company was based on a constant willingness to implement advanced technologies and strive to ensure that customers are as satisfied as possible with their services. This was made possible by the fact that the company began to expand rapidly and improve its industrial status.

Orakum N.V. grew under the leadership of **Sergeii Yelovatskyi** - our absolute beneficiary with prospects in the gambling business. Our company achieves success thanks to innovative and individual approach to each customer. We respond quickly to changes in the gaming industry and society by providing the most professional and diverse range of services. This is undoubtedly our unique identifier among our competitors.

Orakum N.V. specializes in providing individual services, identifying and meeting the changing needs of our customers, and promoting a safe gaming environment. In implementing our business project, we adhere to the main principles: maintaining a high standard of honesty and integrity towards our clients.

Orakum N.V. serves a wide range of customers in the gambling industry. Our extensive game selection that includes sports betting, advanced digital gaming, classic casino games combined with an intuitive platform provides genuine user interest in our activities.

The company wants to develop its business and contribute to society through participation in socially significant initiatives. We recognize the importance of maintaining a high level of our social responsibility.

The six core competencies have been identified as a unique competitive advantage that is critical to meeting customer needs.

These include the following:

-  **Multilingual capabilities;**
-  **Multi-channel access;**
-  **Identity;**
-  **Deep knowledge of the industrial sector;**
-  **Individual approach to each client;**
-  **Information and analysis of regional markets**

5. Target KPI's and business objectives

Gains/income

Revenues and profits are one of the important indicators of our efficiency and growth. Income and profit can be calculated weekly, quarterly or annually, depending on the goals of our company. It is important for us to compare sales and profits with past quarters, our budget and industry standards to assess how we act with respect to our goals and competitors.

Satisfied customers

This key indicator shows how satisfied consumers are with our products and services, whether they are ready to recommend us and make their choice for us in a rapidly developing gaming industry. In our arsenal there are tools for assessing user satisfaction, among them:

- *questionnaires;*
- *feedback forms;*
- *reviews;*
- *ratings;*
- *loyalty programs for customers.*

We can also use customer satisfaction metrics such as Net Promoter (NPS), Customer Effort Assessment (CES) to assess the relationship and experience of our customers and Customer Satisfaction Assessment (CSAT).

Employee engagement

Employing employees can benefit the company in a number of ways, including improving customer service, reducing staff turnover, and increasing ingenuity and morale. Surveys, interviews, performance evaluations and recognition programmes can be used to monitor staff satisfaction. We can also use employee participation indicators such as Employee Employment Index (EEI), Employee Satisfaction Index (ESAT) or Net Promoter (eNPS) to measure the behavior and attitudes of our employees.

Growth outlook

The growth outlook indicates our company's ability to expand its customer base, product range, market share and revenue streams. Our competitive advantages and strengths are better understood in terms of our growth potential and how we can use them to achieve our long-term goals. Growth potential is measured by various methods: forecasting, market research, SWOT analysis and scenario planning.

We use growth potential indicators such as:

- 1) the cost of acquiring the customer;
- 2) the cost of living of the customer;

3) Market penetration and market growth rates

This is necessary to determine our business potential and profitability.

Setting long-term business objectives

Below are listed the most promising and long-term business goals that have an important impact on the success and prosperity of our activities:

❖ **Increase the prestige and brand recognition of the company**

To create a memorable brand that will exist for many years should provide a number of important procedures, which include creating a unique company logo, active participation in public events and active in various social networks.



❖ **Income growth**

Our annual growth is one of the most important indicators of whether or not we succeed. Our main goal is to become more profitable and attract more customers.



❖ **New locations**

The appearance of new locations in our business is a global perspective goal. With it, we will not only increase our income, but also create a solid consumer base.



❖ **Product development**

To expand our business, we are actively exploring our customers' needs, conducting market analysis and identifying additional products or services that we can offer.

6. Financial Considerations

a. Overview of intended strategy for the business growth and to secure/maintain/grow market share with specific financial and marketing plans

Corporate, marketing and financial strategy of our company includes assessment of future growth and prospects, as well as analysis of financial position of our company in the business *Online Game of Chance*. The main six elements of the plan are: a break-even point analysis, a statement of financial condition, an operational plan, a sales and expenditure forecast, and an assessment of the financial cash flow.

- ➔ **The financial cash flow** forecasting allows anticipation of deficits or surpluses before they occur and allows time to adjust the company's strategy. We have developed a convenient payment concept for our contractors. This will help us to estimate the cash balance at the end of each month and also help us to predict future expenditures.
- ➔ **Break-even Point Analysis:** The main objective of this strategic function is to determine the minimum allowable limit of sales and production. The break-even point study ensures that the company adheres to the profit rate and remains stable in the market competitors.
- ➔ **Statement of financial condition:** For a company to develop effectively, it is very important to control its financial assets. The main purpose of the financial report is to collect up-to-date and reliable information on the organization's activities and financial situation. This information will then help the manager to understand where the organization should go and what strategy to choose.
- ➔ **Operational plan** is to ensure business continuity and coherence across all departments and maximize the profitability of the company
- ➔ **Sales and Expenditure forecast** help business managers, managers and owners to make informed decisions when setting goals, hiring, budgeting, finding customers and other processes that affect the financial well-being of the company. The sales forecasting plan takes into account a wide range of possible factors. For example: economic status of each jurisdiction, global developments in the world, possible national or civil conflicts/wars.
- ➔ **Expenses:** Our budget includes related costs as well as estimated future and maintenance costs. Common costs include rent, utilities, salaries and other current operating expenses. Future estimated costs include maintenance costs, minimum wage increases and tax adjustments. In addition, a portion of the budget is allocated for situations such as operational losses. We minimize costs by increasing sales to plan future costs and maintain profitability of our company. The corporation can better control its growth by staying within its capabilities, accurately estimating and predicting associated expenses.

Below we will examine in detail certain components to predict annual returns. Using a comprehensive approach to forecasting profit, **we want to achieve a 2-5% increase in our sales revenue compared to the previous financial period.**

We analyze the prospects of introduction of new technologies, entry into the market of new competitors, changes in the interests and needs of customers. All of the above can disrupt the dominant competitive dynamics of the industry. It is especially important to stress that our employees actively monitor trade agreements, possible tariffs and regulatory changes that may affect our activities.

Our company uses a flexible approach to forecasting sales, we track current market trends and can adjust forecasts as new data comes in. This helps us not to lose sight of our main startup goals. The sales forecast is not accurate, but with a competent approach and a well-coordinated team of professionals, we are confident in our success not only in the realities of today, but also in the future. We are professionals who understand the intricacies of the online gambling industry and can successfully develop business.

Strategy for allocating assets:

a. Operating assets

To maintain its reputation in a competitive market and to ensure the security of user experience, it is necessary to invest in server farms, gaming software and cybersecurity. Compliance requires licensing, accession and investment in regulatory technologies.

b. Financial resources

Reserves of cash. Maintaining an adequate level of money is critical for operational flexibility, player winnings, and unexpected expenses. Cash reserves let the organization respond quickly to investment opportunities and market downturns.

c. Alternative financial instruments.

Intellectual property refers to investments in patents, trademarks and distinctive technologies that can provide competitive advantages and possibly generate licence money.

To sum up, our spending plan is a set of financial discipline, flexibility and strategic decisions. Our company is committed to making our financial control processes seamlessly complementary to our business objectives. Prudent management of our financial resources is at the core of our growth strategy, allowing us to increase our market share in the online gaming industry while maintaining a strong and long-term financial position.

b. SWOT analysis.

Business Evaluation Tool - SWOT analysis:

Strengths:

- ❖ Work experience and market image gained;
- ❖ Customer loyalty and trust;
- ❖ Effective communication with suppliers;
- ❖ Competent and experienced staff;
- ❖ Effective advertising and marketing tools;
- ❖ Developing customer feedback.
- ❖ Improved operating procedures;
- ❖ High innovation activity.

Weaknesses:

- ❖ Unreliable market research data;
- ❖ High-cost rental.

Opportunities:

- ❖ Broad client base;
- ❖ Emergence of new business partners;
- ❖ Fast-growing business sector;
- ❖ New Direction for Distribution: Electronic Commerce for Effective Compliance with a Wide Range of Consumers;
- ❖ Opening of new locations.

Threats:

- ❖ Presence of plagiarism of our product to competitors;
- ❖ Legislative developments;
- ❖ Climatic conditions;
- ❖ Weak economy and resulting loss of purchasing power;
- ❖ Unstable geopolitical situation.

c. Business forecasts for 3 years

This business plan defines our financial trajectory **for the next three years.** It reflects two models of financial development of our business.

1. Conservative model, taking into account expected problems in this sector.

2. High growth target scenario.

Each situation is integrated into our strategic goals, which are aimed at achieving profitable financial performance.

Profit and Losses Calculation (Optimistic scenario):

(euro)

Month	Proceeds	Total (direct/indirect) costs, including:				Net outcome
		marketing expenses	commissions paid to any platform/ content provider	salaries	other expenses	
1	1 850 951	99 539	808 466	22 300	7 029	913 617
2	2 415 549	98 354	798 841	22 300	9 173	1 486 881
3	2 430 101	97 762	794 029	22 300	9 228	1 506 782
4	2 444 652	97 169	789 217	22 300	9 283	1 526 683
5	2 444 652	97 525	792 104	22 300	9 283	1 523 440
6	2 467 934	97 643	793 066	22 300	9 372	1 545 553
7	2 479 576	98 117	796 916	22 300	9 416	1 552 826
8	2 491 217	98 591	800 766	22 300	9 460	1 560 099
9	2 497 037	98 828	802 691	22 300	9 482	1 563 736
10	2 517 410	100 013	812 316	22 300	9 560	1 573 221
11	2 529 051	100 487	816 165	22 300	9 604	1 580 494
12	2 534 871	100 961	820 015	44 600	9 626	1 559 669
Subtotal: 1st year	29 103 000	1 184 992	9 624 592	289 900	110 516	17 893 000

13	2 505 768	50 115	147 840	23 700	11 574	2 272 539
14	2 475 938	49 519	146 080	23 700	11 436	2 245 202
15	2 461 022	49 220	145 200	23 700	11 367	2 231 534
16	2 446 107	48 922	144 320	23 700	11 298	2 217 866
17	2 455 056	49 101	144 848	23 700	11 340	2 226 067
18	2 458 039	49 161	145 024	23 700	11 353	2 228 801
19	2 469 972	49 399	145 728	23 700	11 409	2 239 735
20	2 481 904	49 638	146 432	23 700	11 464	2 250 670
21	2 487 870	49 757	146 784	23 700	11 491	2 256 137
22	2 517 701	50 354	148 544	23 700	11 629	2 283 473
23	2 529 633	50 593	149 248	23 700	11 684	2 294 408
24	2 541 565	50 831	149 952	47 400	11 739	2 281 642
Subtotal: 2nd year	29 830 575	596 612	1 760 004	308 100	137 785	27 028 075

(euro)

Month	Proceeds	Total (direct/indirect) costs, including:				Net outcome
		marketing expenses	commissions paid to any platform/ content provider	salaries	other expenses	
25	2 568 413	5 137	12 842	25 450	13 082	2 511 901
26	2 537 836	5 076	12 689	25 450	12 927	2 481 695
27	2 522 548	5 045	12 613	25 450	12 849	2 466 592
28	2 507 260	5 015	12 536	25 450	12 771	2 451 488
29	2 516 433	5 033	12 582	25 450	12 817	2 460 550
30	2 519 490	5 039	12 597	25 450	12 833	2 463 571
31	2 531 721	5 063	12 659	25 450	12 895	2 475 654
32	2 543 951	5 088	12 720	25 450	12 958	2 487 736
33	2 550 067	5 100	12 750	25 450	12 989	2 493 777
34	2 580 643	5 161	12 903	25 450	13 145	2 523 984
35	2 592 874	5 186	12 964	25 450	13 207	2 536 067
36	2 605 104	5 210	13 026	50 900	13 269	2 522 699
Subtotal: 3rd year	30 576 340	61 153	152 882	330 850	155 741	29 875 715

Profit and Losses Calculation (Pessimistic scenario):

(euro)

Month	Proceeds	Total (direct/indirect) costs, including:				Net outcome
		marketing expenses	commissions paid to any platform/ content provider	salaries	other expenses	
1	725 040	107 923	712 739	22 300	5 935	-123 857
2	946 200	106 638	704 254	22 300	7 746	105 263
3	951 900	105 995	700 011	22 300	7 793	115 801
4	957 600	105 353	695 769	22 300	7 839	126 339
5	957 600	105 738	698 314	22 300	7 839	123 408
6	966 720	105 867	699 163	22 300	7 914	131 477
7	971 280	106 381	702 557	22 300	7 951	132 091
8	975 840	106 895	705 951	22 300	7 989	132 706
9	978 120	107 152	707 648	22 300	8 007	133 013
10	986 100	108 437	716 133	22 300	8 073	131 158
11	990 660	108 950	719 527	22 300	8 110	131 773
12	992 940	109 464	722 921	44 600	8 129	107 827
Subtotal: 1st year	11 400 000	1 284 793	8 484 983	289 900	93 324	1 247 000

(euro)

Month	Proceeds	Total (direct/indirect) costs, including:				Net outcome
		marketing expenses	commissions paid to any platform/ content provider	salaries	other expenses	
13	981 540	98 154	741 063	23 700	9 076	109 547
14	969 855	96 986	732 241	23 700	8 968	107 961
15	964 013	96 401	727 829	23 700	8 914	107 168
16	958 170	95 817	723 418	23 700	8 860	106 375
17	961 676	96 168	726 065	23 700	8 893	106 850
18	962 844	96 284	726 947	23 700	8 903	107 009
19	967 518	96 752	730 476	23 700	8 947	107 644
20	972 192	97 219	734 005	23 700	8 990	108 278
21	974 529	97 453	735 769	23 700	9 011	108 595
22	986 214	98 621	744 592	23 700	9 119	110 182
23	990 888	99 089	748 120	23 700	9 163	110 816
24	995 562	99 556	751 649	47 400	9 206	87 751
Subtotal: 2nd year	11 685 000	1 168 500	8 822 175	308 100	108 050	1 278 175

25	1 006 079	100 608	756 571	25 450	11 057	112 392
26	994 101	99 410	747 564	25 450	10 926	110 751
27	988 113	98 811	743 061	25 450	10 860	109 931
28	982 124	98 212	738 557	25 450	10 794	109 110
29	985 717	98 572	741 259	25 450	10 834	109 603
30	986 915	98 692	742 160	25 450	10 847	109 767
31	991 706	99 171	745 763	25 450	10 899	110 423
32	996 497	99 650	749 366	25 450	10 952	111 079
33	998 892	99 889	751 167	25 450	10 978	111 408
34	1 010 869	101 087	760 174	25 450	11 110	113 049
35	1 015 660	101 566	763 776	25 450	11 163	113 705
36	1 020 451	102 045	767 379	50 900	11 215	88 911
Subtotal: 3rd year	11 977 125	1 197 713	9 006 798	330 850	131 636	1 310 129

Cash Flows Calculation (Optimistic scenario):

(euro)

Month	Cash flow from operating activities	Cash flow from investing activities	Cash flow from financing activities	Net Cash flow
1	913 617	-1 198 371	284 754	0
2	1 486 881	-356 991	-284 754	845 136
3	1 506 782	-39 556		1 467 226
4	1 526 683	-4 395		1 522 288
5	1 523 440	-2 859		1 520 581
6	1 545 553	-1 844		1 543 709
7	1 552 826	-1 686		1 551 140
8	1 560 099	-1 183		1 558 916
9	1 563 736	-2 683		1 561 053
10	1 573 221	-1 854		1 571 367
11	1 580 494	-1 289		1 579 205
12	1 559 669	-1 787		1 557 882
Subtotal: 1st year	17 893 000	-1 614 498	0	16 278 502

13	2 272 539	-17 485		2 255 054
14	2 245 202	-2 785		2 242 417
15	2 231 534	-1 748		2 229 786
16	2 217 866	-1 657		2 216 209
17	2 226 067	-15 447		2 210 620
18	2 228 801	-748		2 228 053
19	2 239 735	-1 134		2 238 601
20	2 250 670	-1 467		2 249 203
21	2 256 137	-1 283		2 254 854
22	2 283 473	-994		2 282 479
23	2 294 408	-775		2 293 633
24	2 281 642	-2 646		2 278 996
Subtotal: 2nd year	27 028 075	-48 169	0	26 979 906

(euro)

Month	Cash flow from operating activities	Cash flow from investing activities	Cash flow from financing activities	Net Cash flow
25	2 511 901	-27 485		2 484 416
26	2 481 695	-2 838		2 478 857
27	2 466 592	-1 653		2 464 939
28	2 451 488	-2 774		2 448 714
29	2 460 550	-1 364		2 459 186
30	2 463 571	-1 199		2 462 372
31	2 475 654	-945		2 474 709
32	2 487 736	-1 456		2 486 280
33	2 493 777	-1 762		2 492 015
34	2 523 984	-3 472		2 520 512
35	2 536 067	-2 856		2 533 211
36	2 522 699	-8 374		2 514 325
Subtotal: 3rd year	29 875 715	-56 178	0	29 819 537

Cash Flows Calculation (Pessimistic scenario):

(euro)

Month	Cash flow from operating activities	Cash flow from investing activities	Cash flow from financing activities	Net Cash flow
1	-123 857	-898 778	1 022 635	0
2	105 263	-267 743	162 480	0
3	115 801	-29 667	-86 134	0
4	126 339	-3 296	-123 043	0
5	123 408	-2 144	-121 264	0
6	131 477	-1 383	-130 094	0
7	132 091	-1 264	-130 827	0
8	132 706	-887	-131 819	0
9	133 013	-2 012	-131 001	0
10	131 158	-1 390	-129 768	0
11	131 773	-966	-130 807	0
12	107 827	-1 340	-70 358	36 129
Subtotal: 1st year	1 247 000	-1 210 870	0	36 130

(euro)

Month	Cash flow from operating activities	Cash flow from investing activities	Cash flow from financing activities	Net Cash flow
13	109 547	-13 113		96 434
14	107 961	-2 088		105 873
15	107 168	-1 311		105 857
16	106 375	-1 242		105 133
17	106 850	-11 585		95 265
18	107 009	-561		106 448
19	107 644	-850		106 794
20	108 278	-1 100		107 178
21	108 595	-962		107 633
22	110 182	-745		109 437
23	110 816	-581		110 235
24	87 751	-1 984		85 767
Subtotal: 2nd year	1 278 175	-36 122	0	1 242 053

25	112 392	-20 613		91 779
26	110 751	-2 128		108 623
27	109 931	-1 239		108 692
28	109 110	-2 080		107 030
29	109 603	-1 023		108 580
30	109 767	-899		108 868
31	110 423	-708		109 715
32	111 079	-1 092		109 987
33	111 408	-1 321		110 087
34	113 049	-2 604		110 445
35	113 705	-2 142		111 563
36	88 911	-6 280		82 631
Subtotal: 3rd year	1 310 129	-42 129	0	1 268 000

The data from the scenarios are taken from the analysis of historical data, numerous market studies and knowledge of the business environment. They work as a risk management tool, guide decision-making, help to set investment priorities and contribute to an active and sound financial position.

7. Risk evaluation and management

The main goal of the risk management system is to ensure the reliable operation of the company's key activities, to support their stable development, to guarantee the fulfillment of obligations to shareholders, customers, regulator and other stakeholders. Our company uses high-quality and reliable methods for effective risk assessment.

The qualitative analysis of risks allows to identify and identify possible types of risks inherent to the project, also identify and describe the causes and factors that influence the level of this type of risk. In addition, it is necessary to describe and value all possible consequences of the hypothetical realization of the identified risks and to propose measures to minimize and/or compensate for these consequences, calculating the cost of these activities. **Risks are divided into several types - high/medium/low.**

In our activities we often create a risk matrix. It is the main, in fact, key component in project management. With its help, it is possible to conveniently visualize negative moments, distributing them according to the degree of decreasing. This shows a picture of which scenario will be the worst.

The project management risk (probability) matrix is a table that records the most important risk thresholds and risk impact thresholds. At the intersection of rows and columns it is easy to see and understand (estimate) the magnitude of the risk. With the matrix it is easy to generate a risk rating that really deserves attention. This method helps to reduce possible negative effects.

Thanks to the risk matrix, our company is successful in identifying various risks and developing mitigation effects. All types of risks are - ***operational, financial, strategic risks, external or internal, are potential.*** The risk matrix has certain colors.

Green means that the risk is small.

Yellow - risk requires attention.

Red - risk is very likely, and it will have serious consequences.

RISK ASSESSMENT MATRIX

Severity/ Likelihood	Neglegible	Minor	Moderate	Significant	Severe
Very Likely	Low	Medium	Medium	Red	Red
Likely	Low	Low	Medium	Medium	Red
Possible	Low	Low	Medium	Medium	Medium
Unlikely	Low	Low	Medium	Medium	Medium
Very Unlikely	Low	Low	Low	Medium	Medium

There are also risk matrices with numerical values. In such cases, the highest risk is determined by the number closest to one.

Illustration of risk matrix in action: Suppose a corporation detects signs of probable data violation. The impact is assessed as "large" and the probability of occurrence as "possible" due to possible monetary and reputational damage. This risk is reflected in the matrix in the relevant "possible" and "core" cells. It is most likely to be classified as a "high" risk requiring mitigation solutions.

Given that emerging risks are not initially known, our company can use advanced enterprise risk management procedures. The main criterion of our leadership is the fact that the company can maintain continuity and continuity of business in an increasingly complex and dynamic risk environment.

We classify risks according to the following criteria:

- Financial risk;
- External risk;
- Operational risk;
- Strategic risk.

Our company uses various methods to adjust or modify risk assessment. One effective method is risk weighting. This method involves comparing calculated risk levels with evaluation criteria, which allows us to identify the most significant risks or exclude the minimum from further analysis. The aim is to focus resources on the most important risks. However, care must be taken not to miss the low risks that are common and may therefore have a greater impact.

8. Policies and Procedures

▪ Adherence to and observance of the law

As part of our regulatory commitment discipline, we do this to stay informed and comply with Curaçao's existing and future legislative obligations, especially when it comes to providing accurate information for the Gaming Control Board (GCB). This fact confirms our transparent concept of doing business in accordance with the law.



▪ Necessity and importance of compliance

Compliance is a key corporate task. Policies and procedures are combined to create a daily schedule of operations. They advise on decision-making, enforce regulations and facilitate internal transactions. Law enforcement encompasses a wide range of tasks. Compliance with all policies and procedures allows our business to run effectively.



▪ Assurance of the Board of Directors

All those who implement our policies and processes are qualified and competent professionals without conflicts of interest. The Board of Directors confirms this confidence by adhering to high standards and internal rules of the company, through the implementation of regular trainings for employees.

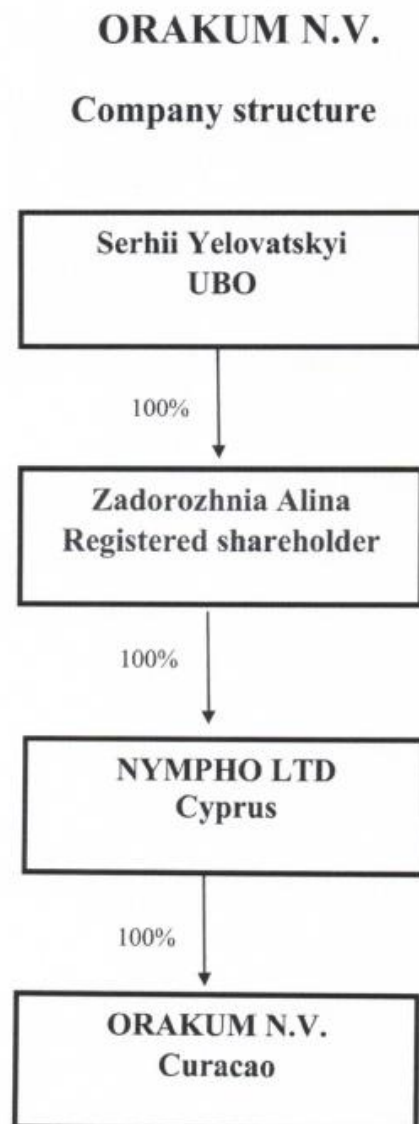
By giving priority to lifelong learning, we aim to prevent any negative consequences of non-compliance and to promote an active and positive culture of interaction with our normative environment.



It is also important for us to have a «standard of excellence» in line with the requirements and operational integrity through continuous training and adherence to legal and ethical standards.

9. Company structure

You can familiarize yourself with an illustration of the company structure of the company by visiting this page.



10. Conclusion

The company was unable to provide more information due to the limited period, but we would be pleased to do so upon request.