

*Reimagining Online Gaming - Innovation,
Integrity, Immersion*



ISLAND ODYSSEY VENTURES BV.

BUSINESS PLAN

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The information contained in this document is confidential and intended solely for Island Odyssey Ventures BV (the Company) and the Gaming Curaçao Control Board ("CGCB"). This document contains proprietary information that must not be disclosed or discussed with any third party without prior written consent of Island Odyssey Ventures BV. The information herein is provided exclusively for the purpose of obtaining a remote gaming license and shall be used only for that purpose.

Brief Overview

This Business Plan outlines Island Odyssey Ventures BV's operations under a B2C gaming license number OGL/2024/630/1003 issued by the Curaçao Gaming Control Board. The Company offers a comprehensive online casino product portfolio including Slots, Table Games, and Live Casino experiences. Eligible users must be 18 years or older and reside in jurisdictions where online gambling through a Curacao-licensed operator is permitted by law.

Since the last version of the business plan, there were some changes to the wider group structure, including change of the ownership of Kinetic Plus Ventures that is now, in the same way as Island Odyssey Ventures BV, 100% owned by Triple Venture Holdings SRL (3-102-949398) incorporated in Costa Rica. There has also been a recent Group restructure where 100% of the share capital of Triple Venture Holdings SRL is owned by Primetech Ventures Equity A SP ("EASP") a Segregated Portfolio of Primetech Venture SPC ("Primetech").

Michael Carlton and Juan Santana jointly own the Management Shares of Primetech (which carry 100% of the voting rights in Primetech) and are therefore the Ultimate Controlling Parties and UBOs of both the Company and of Primetech.

Description of the Company

Type of License

The Company has a valid Business-to-Consumer (B2C) remote gaming license number OGL/2024/630/1003.

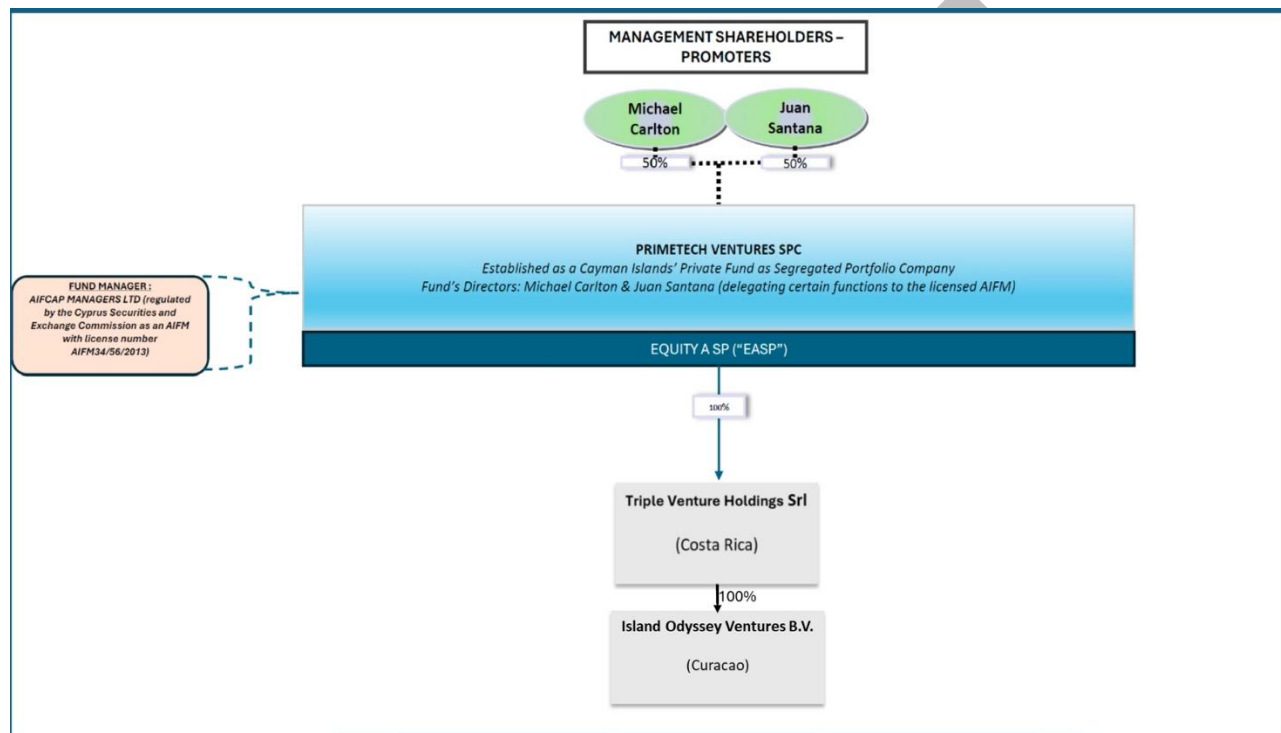
Types of Games Offered

The Company offers a range of casino games, primarily digital video slots.

Digital video slots are games where users place bets and trigger spins on a grid of symbols. Spins can be initiated manually by the user or set to auto-spin following the outcome of the previous spin. Each spin stakes a wager chosen by the user, with game outcomes determined randomly by a certified random number generator. Bet amounts remain fixed during each spin.

Group Structure

Island Odyssey Ventures BV is wholly owned by Triple Venture Holdings SRL which in turn is 100% owned by Primetech Ventures SPC with Michael Carlton and Juan Santana serving as the Ultimate Beneficial Owner (UBO), holding jointly 100% ownership of the Fund and serving as Directors of the Fund.



I. Executive Summary

The global iGaming industry continues to show strong and sustained growth, with a market value exceeding €70 billion as of 2024 and expected to surpass €110 billion by 2028. Fuelled by advancements in technology, mobile device usage, and expanding regulatory frameworks, the industry is evolving rapidly. Online casinos, in particular, are attracting a growing base of players seeking convenience, variety, and immersive gaming experiences. Curaçao remains one of the most established and recognized licensing jurisdictions, offering companies a strategic entry point into regulated global markets.

Island Odyssey Ventures BV has entered this high-growth sector with LuckySplash.com as its flagship online casino brand. We provide a modern, player-centric experience featuring a wide range of slots, live dealer games, and promotional incentives such as free spins and deposit

bonuses. Our focus is on delivering a seamless, secure, and engaging platform that attracts and retains players. As a B2C operator, we are committed to responsible gaming, regulatory compliance, and continuous platform improvement based on user feedback and analytics.

Our operational backbone is powered by Pragmatic Solutions, a trusted Player Account Management (PAM) platform known for its scalability, regulatory readiness, and integration with top-tier CRM, KYC, and payment systems. This ensures that our platform not only meets regulatory standards but also supports long-term growth. By leveraging Pragmatic's capabilities, we were able to launch with a robust backend infrastructure that supports real-time data analysis, content management, and customer engagement tools tailored to regulated environments.

Player deposits and consistent wagering activity across our casino games drives revenue generation. We deploy a multi-channel marketing strategy that includes affiliate partnerships, targeted online advertising, influencer collaborations, and SEO-driven campaigns. This approach helps us build brand awareness quickly and scale our user base effectively.

Island Odyssey Ventures BV operates from Curaçao, benefiting from the region's established iGaming regulatory infrastructure and access to international markets. With over 85% of global gaming revenue now coming from mobile and online platforms, and Curaçao home to hundreds of licensed operators, our location offers both credibility and commercial advantage. By aligning our operations with local compliance standards and global player expectations, we are well positioned to capture market share in a dynamic, growing industry.

2. Vision & Mission Analysis

At Island Odyssey Ventures BV, we create digital entertainment that is secure, transparent, and accountable. By operating within regulated frameworks and promoting responsible play, we help raise industry standards while offering our players a safer and more enjoyable gaming experience. Our commitment supports local economies through job creation, partnerships, and growth in digital infrastructure connected to the iGaming sector.

Mission

To deliver a secure, compliant, and user-centric iGaming experience through LuckySplash.com, powered by efficient technology and operational integrity.

Vision

To be a top-tier licensed iGaming operator, known for trust, performance, and responsible entertainment.

2.1. Core Values

Player First

01

We design every interaction around the player experience, focusing on fairness, engagement, and ease of use.

Compliance Driven

02

Our operations are built to meet and exceed regulatory standards, ensuring transparency and integrity.

Tech-Focused

03

We rely on robust, scalable technology to deliver consistent performance, security, and innovation.

Responsible Gaming

04

We actively promote tools and policies that help players stay in control and play responsibly.

3.Problem Worth Solving

Despite the rapid growth of the iGaming industry, there remains a significant gap in delivering a seamless, player-centric gaming experience that combines cutting-edge technology with user-friendly features. Many existing platforms fall short in offering innovative gameplay, personalised bonuses, and efficient back-office solutions that enhance player engagement and trust. This unmet demand presents a clear opportunity for Island Odyssey Ventures BV to fill the void by leveraging advanced technology, robust player account management, and a dynamic gaming portfolio to set a new standard in the Curaçao B2C iGaming market.

Our platform intends to solve the following problems:

3.1. Problems

- Many iGaming platforms offer generic gaming experiences that fail to engage players on an individual level.
- Outdated or fragmented management systems cause delays in player account management, payments, and compliance processes.
- Players often face limited choices, leading to reduced engagement and lower retention rates.
- Players are increasingly cautious about data security and fair play, but many platforms lack transparent systems to build this trust.

3.2. Solutions

- We deliver a highly personalised gaming experience by utilising data-driven insights and AI-powered tools to tailor bonuses, promotions, and game recommendations uniquely for each player.
- Our platform integrates a state-of-the-art back-office system that streamlines account management, payment processing, KYC, and regulatory compliance, ensuring smooth and secure operations.
- We continuously expand and innovate our game portfolio, partnering with top providers to offer a diverse selection of exciting, fresh games that keep players engaged and coming back for more.
- We prioritise player trust and security by implementing robust encryption, transparent fair-play policies, and reliable customer support to create a safe and enjoyable environment for every user.

4.Products & Services

At Island Odyssey Ventures BV, we are focused on delivering a seamless and immersive gaming experience through the advanced capabilities of Pragmatic Solutions' iGaming platform. Our platform includes powerful tools for player account management, content control, and real-time data analytics, allowing us to personalise each user's journey while maintaining top-tier security and performance. With seamless integration across trusted CRM, KYC, and payment providers, we ensure smooth onboarding, secure transactions, and full regulatory compliance, so players can focus entirely on enjoying their gaming experience.

Our flagship brand, LuckySplash Casino, brings the excitement of online gaming directly to players through an intuitive and mobile-friendly interface. Featuring a diverse portfolio of games from classic slots to engaging live dealer tables, LuckySplash is designed to cater to a wide range of preferences. We enhance player engagement with generous bonuses, free spins, and ongoing promotions, all backed by responsive customer support and responsible gaming tools. Our focus on accessibility and user satisfaction ensures that every visit to LuckySplash Casino is both entertaining and rewarding.

Beyond gaming, we are building a cutting-edge influencer marketing ecosystem tailored specifically to the iGaming sector. This digital platform connects brands with the most relevant influencers through AI-driven matchmaking, automated campaign workflows, and secure payment solutions. By leveraging real-time data and performance insights, we help brands achieve greater return on investment while providing influencers with diverse and scalable monetisation opportunities. This initiative reflects our broader mission to innovate not just in gameplay, but across the entire digital gaming landscape.

Key Offerings

<i>Innovative Influencer Discovery & Matching</i>	<i>Automated Campaign Management</i>	<i>Affiliate & Performance-Based Earnings:</i>
<i>AI-based algorithm matches brands with the most relevant influencers based on audience engagement and performance history.</i>	<i>A dashboard for brands and influencers to negotiate, create and track campaigns seamlessly.</i>	<i>Influencers earn through commissions, paid collaborations and bonus incentives.</i>

Real-Time Analytics & ROI Tracking:	Secure Payments & Contracts:	Premium Brand Partnerships:
<i>AI-driven insights help brands measure influences impact and optimize campaigns</i>	<i>Transparent, automated payments and legal agreements to ensure smooth transactions.</i>	<i>Exclusive deals and brand sponsorships for top-performing influencers.</i>

Features

- AI-powered Brand-Influencer Matching
- Secure Payment Gateway (Escrow-based transactions)
- Influencer Fraud Detection (Bot & Fake Engagement Analysis)
- Performance Analytics & Reporting Dashboard
- Automated Contract & Negotiation Tools

Technology Stack

- Frontend: React.js / Vue.js
- Backend: Node.js / Python (Django)
- Database: PostgreSQL / MongoDB
- AI & Machine Learning: TensorFlow / OpenAI for influencer analysis

4.1. Overview of the Software

Our gaming operations are powered by a robust and scalable backend platform developed by Pragmatic Gaming Solutions.

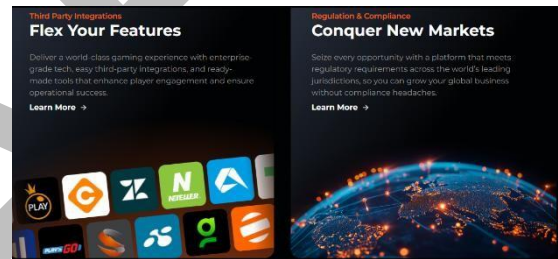
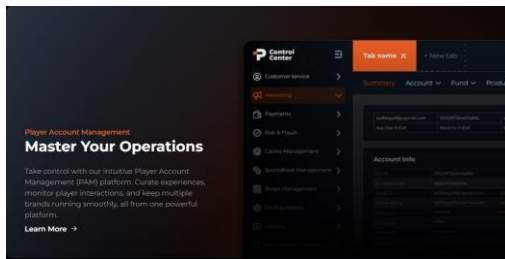
The Gaming Platform by PGS Solutions

We rely on PGS Solutions' gaming platform, a leading back-office and technology provider in the iGaming industry. This stable and flexible core technology platform is fully customisable, allowing us to tailor the system to match our unique vision and business needs. Whether we are

establishing a new brand or expanding an existing one, the platform gives us complete control over our operations.

At the heart of our technology stack is a powerful Player Account Management System (PAM) that enables us to deliver a seamless, end-to-end player experience. It supports multiple brands and allows us to manage every aspect of our operations with extensive flexibility. Serving as the central hub of our iGaming infrastructure, the platform efficiently handles essential functions and easily integrates a wide range of third-party and proprietary services.

Much like a high-performance CPU, the platform supports unlimited integrations, empowering us to adapt, customise, and elevate our offerings as we grow. The Pragmatic Solutions team ensures our peace of mind by maintaining and updating the platform. Their solution is certified by independent testing laboratories such as GLI, BMM, and iTechLabs, guaranteeing reliability and compliance.



The backend application manages all user interactions that do not directly relate to the game itself. It integrates with third-party data providers to collect real-time user and game activity data, enabling us to offer personalized and responsive player experiences based on individual activity.

Through the frontend application, our players can:

- Create and manage their accounts securely within our system.
- Log in and out seamlessly.
- Complete thorough KYC (Know Your Customer) verification processes.
- Deposit and withdraw funds safely for their gaming activities.
- View real-time balance information.
- Access detailed user profiles, transaction histories, betting records, and other activity data.
- Set, view, and adjust limits related to deposits and gameplay to promote responsible gaming.

- Review all legal documents, including Terms of Service, Privacy Policy, AML policy, licensing information, and self-exclusion options.
- Contact our dedicated customer support team easily whenever assistance is needed.

4.2. Unique Selling Proposition

We have attained the following USP's in the market:

- Using AI-powered matchmaking to connect brands with the most relevant influencers, revolutionising influencer marketing ensures maximum engagement and ROI.
- Preventing fraud and fake engagement through advanced AI algorithms that detect bot activity and ensure brands collaborate with authentic influencers.
- Providing multiple earning opportunities for influencers, including sponsorships, affiliate marketing, and revenue-sharing, creates a sustainable income stream.
- Automating the entire influencer marketing process, from discovery and campaign management to payments and performance tracking, makes it seamless and scalable.
- Mobile-first, on-the-go casino platform offering seamless gameplay across all devices.
- Extensive library of popular casino games catering to diverse player preferences.
- Attractive bonuses and free spins are designed to boost player engagement and retention.
- Powered by a state-of-the-art iGaming platform with advanced player account management and AI-driven business intelligence.
- Robust governance structure, fully compliant with Curaçao Gaming Board regulations, promoting trust and transparency.
- Integrated CRM, KYC, and payment systems for secure, smooth onboarding and transactions.

5. Business Strategies

5.1. Business Model & Strategy

We operate Island Odyssey Ventures BV as a B2C iGaming company, delivering a dynamic online casino experience through our flagship brand, LuckySplash.com. By leveraging the advanced

Pragmatic Solutions platform, we provide seamless player account management, content management, and integrated services like CRM, KYC, payments, and top-tier gaming suppliers. LuckySplash offers players a wide range of casino games, along with exciting bonuses and free spins designed to engage and retain our users. Our mobile-first approach ensures players can enjoy their favourite games anytime, anywhere, helping us reach a broader audience in a competitive market.

Our revenue comes from the wagers placed by players across our game portfolio, allowing us to earn a margin on these bets. We keep our cost base efficient by utilising Pragmatic Solutions' integrated technology stack that reduces our operational expenses and offers superb player experience. We continuously focus on improving player acquisition and retention through data-driven marketing and business intelligence tools embedded in our platform, enabling us to build a sustainable and scalable iGaming business under the LuckySplash brand.

We provide players with an engaging, secure, and mobile-friendly online casino experience featuring a wide range of games, bonuses, and free spins, generating revenue from player wagers, ensuring regulatory compliance at all times.

5.2. Location

We are headquartered in Curaçao, a leading jurisdiction for regulated iGaming companies. Curaçao provides us with a favourable regulatory environment, a robust licensing framework, and strong technological infrastructure, making it the ideal base for our B2C gaming operations. Being located here allows us to efficiently serve a global customer base while ensuring full compliance with international gaming standards.

5.3. Business Canvas Model



□ Pragmatic Solutions (platform tech) □ Game providers (e.g., Evolution, NetEnt) □ Payment processors □ KYC/AML vendors □ Curaçao Gaming Control Board □ Affiliate networks	□ Platform integration □ License compliance □ Marketing and acquisition □ Player support □ Risk and fraud management	□ Mobile-first casino □ Wide game selection □ Regular promotions □ Fast payments □ Regulated operation	□ CRM campaigns □ Loyalty rewards □ 24/7 support □ Responsible gaming tools	□ Adult online casino players □ Mobile users □ Regulated market users
	 Key Resources □ iGaming platform □ Domain: luckysplash.com □ Current licence □ Strong Management team		 Channels □ luckysplash.com □ Affiliates □ Paid ads □ Social media	
 Cost Structure □ Platform fees □ License and compliance □ Game royalties □ Marketing spend □ Payment fees □ Ops and support	 Revenue Streams □ Player losses □ Affiliate income □ VIP deposits □ Retention gains			

5.4. Key Partnerships

Influencer Agencies & PR Firms

Expanding brand reach

Payment Gateways

- *Crypto payment options*
- *Other licensed PSPS*

Social Media Platforms

- *API integrations with Instagram*
- *TikTok*
- *YouTube*

5.5. Target KPIs

The business uses various KPIs to measure performance and ensure it is in line with its business objectives.

Core Financial and Revenue KPIs:

- Gross and net gaming revenue
- Player lifetime value
- Average revenue per user

Acquisitions:

- Conversion Rate
- Player Acquisition Cost

Retention and Engagement:

- Active player days
- Retention Rate
- Player Churn Rate

Customer Service KPIs:

- Service Level – contacts answered within target time
- First response time
- Average handling time
- Number of complaints

- Number of complaints resolved in first instance

6. Operational Plan

At Island Odyssey Ventures BV, our operations integrate cutting-edge systems and dedicated teams to deliver a seamless, secure, and reliable gaming experience for our players. We manage all key transactional touchpoints a player engages with on our platform, including:

- User Registration
- Customer Deposits
- Customer Withdrawals
- KYC (Know Your Customer) Verification
- User Due Diligence
- Customer Support
- Bonus And Promotion Redemptions

Our mission is to provide a secure and efficient process that optimizes essential user operations such as account creation, documentation submission, deposits, gameplay, withdrawals, and issue resolution. Through a carefully selected and integrated suite of platforms and tools, we automate and expedite every transactional step to ensure a faster, smoother, and more trustworthy experience for our users.

6.1. User Registration

We offer an intuitive registration process where users provide key information, including:

<i>Full Name</i>	<i>Email Address</i>	<i>Password</i>	<i>Date of Birth</i>	<i>Nationality</i>
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Additional data, such as IP address and country of registration, is captured automatically. Users must verify their email address to activate their account. At Island Odyssey Ventures BV, players are not required to submit due diligence documentation at registration. KYC verification is triggered before the first deposit or when cumulative deposits meet the regulator's thresholds. This two-step verification ensures compliance while maintaining user convenience by verifying residential addresses and identities only when necessary.

6.2. Customer Deposits and Withdrawals

We handle deposits and withdrawals through integrated technologies that include:

6.2.1. Payment Cashier

Our in-house Payment Cashier manages transactional data and communication between player accounts, payment service providers, and operator accounts. It is fully integrated with:

- Our platform to update balances and transaction records
- Banking institutions to settle client funds securely
- Third-party KYC tools (such as IDNow) to verify player identity throughout onboarding
- The user interface provides seamless deposit and withdrawal options
- Payment Service Providers (PSPs), for example, MuchBetter

6.2.2. Payment Service Providers

We collaborate with trusted PSPs to offer secure, fast, and convenient payment options for our players.

6.3. Know Your Customer (KYC) and User Due Diligence

At Island Odyssey Ventures BV, we recognise that Know Your Customer (KYC) and Anti-Money Laundering (AML) measures are not only regulatory obligations but also vital safeguards against account takeovers and money laundering activities. Our structured KYC process is designed to protect us and our players while ensuring full compliance with applicable laws.

We require players to upload necessary documentation to verify their personal information and, where applicable, the source of funds for deposited monies. Our KYC process includes:

- **Identity Verification:** In line with Customer Due Diligence (CDD) standards, we verify each player's identity while maintaining strict data protection protocols.
- **Age Verification:** We ensure all onboarded players meet the minimum age requirements (at least 18 years old) specific to their jurisdiction.
- **Ongoing Monitoring:** We conduct continuous AML monitoring for high-risk clients, including pattern analysis and rechecking early withdrawal behaviour.
- **Risk-Based CDD:** We apply different levels of customer due diligence based on the player's perceived risk level in line with our risk-based approach.

- **Transaction Monitoring:** Our transaction monitoring tools enable real-time case management, with automated alerts and trend analysis. Our advanced risk rating engine, built on machine learning and network analytics, continuously evaluates player behaviour, relationships, and adverse media to assess risk dynamically.

6.4. Anti-Money Laundering & Counter-Terrorist Financing

We fully understand that the online gaming sector may be exploited for laundering funds derived from criminal activities, including organised cross-border crime. Criminals often attempt to obscure the source of illicit funds by using multiple accounts or payment methods. To protect Island Odyssey Ventures BV from being implicated in such activities, we have implemented a comprehensive AML compliance program that exceeds the minimum legal standards. Our program is built to not only satisfy regulatory requirements but also to act as a proactive defence mechanism against potential threats from cybercriminals and fraudsters.

We are committed to ensuring continuous compliance with the following AML legislative and regulatory frameworks:

- National Ordinance on Identification when rendering Services (NOIS) (N.G. 2017 no. 92);
- National Ordinance on the Reporting of Unusual Transactions (NORUT) (N.G. 2017 no.99)
- Regulations for the combating of Money Laundering, the Financing of Terrorism and Proliferation of weapons of mass destruction, January 2025.

To meet these obligations, we have established and maintain an internal AML compliance framework that includes the following key elements:

- A detailed Business Risk Assessment.
- A formal AML Policy that outlines organisational structure, player onboarding procedures, levels of CDD based on player risk profiles, monitoring procedures, sanctions screening, reporting of suspicious activity, employee screening, and training.
- A corresponding AML Procedure manual to provide operational guidance for executing our AML Policy.

6.5. Performing KYC and AML Checks

Our platform is designed to integrate advanced, specialised tools to streamline and automate our KYC and AML obligations. These systems allow us to maintain a frictionless user experience while ensuring regulatory compliance across jurisdictions.

Key features of our automated KYC and AML process include:

- Facial Verification and Real Person Checks,
- Automated Document Verification and Cross-Validation,
- Biometric Identification and Liveness Detection.

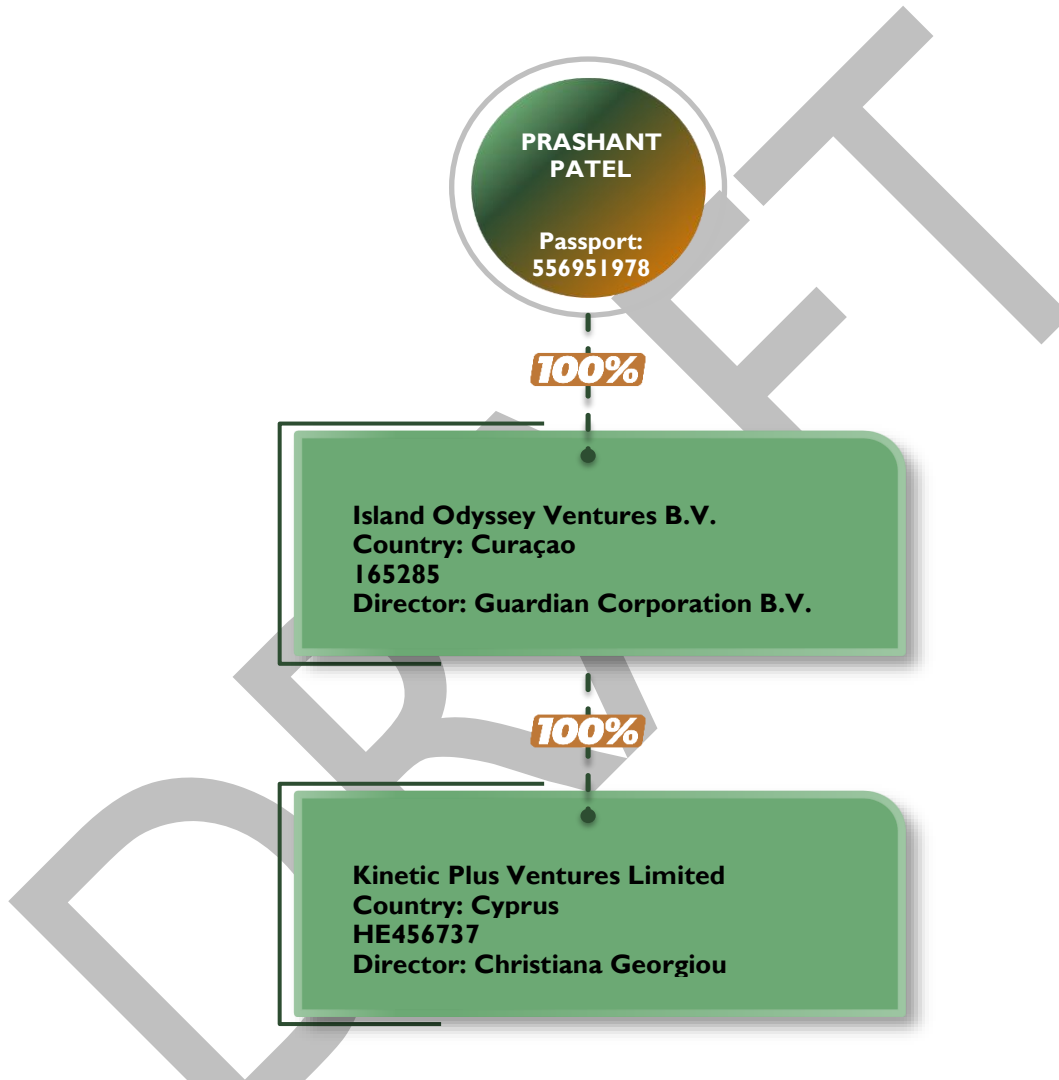
All transactions and identity verifications are managed using tools that ensure traceability, audit readiness, and integrity. This technology enables us to confidently validate player identities and sources of funds, ensuring the legitimacy of all financial activity on our platform. To support these processes, we use the IDNow platform for identity documentation verification, biometric checks, and AML screening, including Politically Exposed Persons (PEP), sanctions lists, watchlists, and adverse media monitoring.

7. Organisational Structure

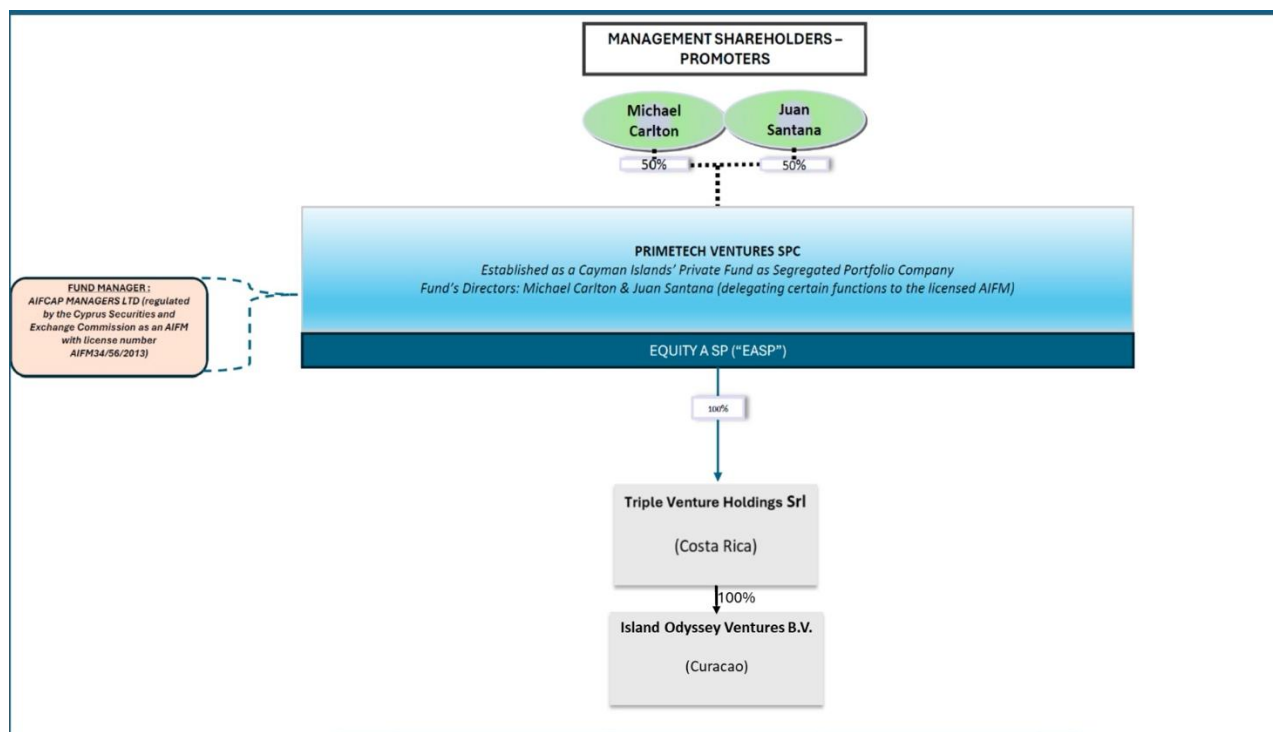
Island Odyssey Ventures BV adopts an effective management structure to manage business operations and execute actions. Our team of experienced members are expert in their respective fields.

7.1. Ownership Chart ISLAND ODYSSEY VENTURES B.V.

7.1.1. Previous Corporate Structure



7.1.2. New Corporate Structure



7.2. UBO Profile

Michael Carlton, UBO

Michael Carlton is a highly accomplished Chartered Accountant with extensive the course of his career, he has played a pivotal role in property management and development projects, as well as the creation and growth of business start-ups, technology companies, and merchant banking ventures. Michael has held multiple directorships and has been instrumental in corporate administration and governance projects, providing strategic oversight and operational leadership across a diverse range of industries. His background combines deep financial expertise with a strong entrepreneurial mindset, enabling him to identify opportunities, drive growth, and deliver sustainable results.

Before assuming a Series of Executive Positions in large organisations, Michael spent 13 years with Ernst & Young, where he gained broad experience across Audit, Mergers & Acquisitions, Insolvency, and Corporate Finance. This foundation equipped him with a comprehensive understanding of business structures, capital markets, and financial strategy, which he has since applied to both corporate leadership and entrepreneurial ventures. Throughout his career,

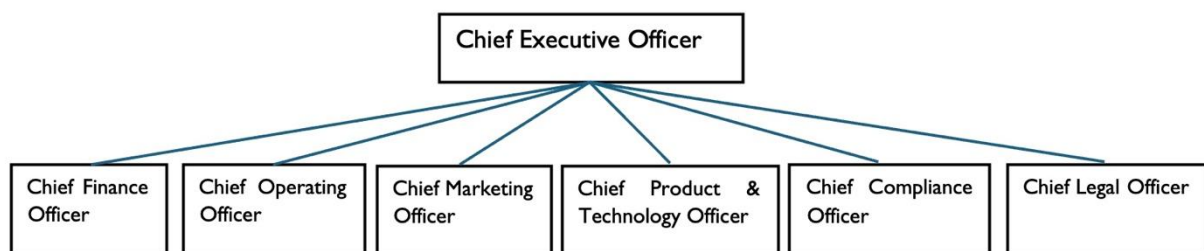
Michael has earned a reputation for his strategic insight, integrity, and results-driven leadership. His ability to bridge the gap between financial rigour and innovative business thinking continues to position him as a trusted adviser and leader in the corporate and investment community.

Juan Santana, UBO

Juan Santana is a seasoned Technology Adviser, Investor, and Entrepreneur with a distinguished career dedicated to advancing innovation and business growth in the global technology landscape. Over the course of his career, Juan has founded a number of technology companies, each focused on leveraging cutting-edge technologies to solve complex business challenges and create meaningful market impact. His ventures have spanned diverse sectors - including enterprise software, cloud infrastructure, and digital transformation - demonstrating his ability to identify emerging trends and translate them into scalable business opportunities.

As an adviser, Juan has worked closely with startups, scale-ups, and established enterprises to develop strategies that align technological innovation with long-term business objectives. In addition to his advisory and entrepreneurial work, Juan is an active investor who supports early-stage technology ventures with high growth potential. He is passionate about mentoring founders, fostering innovation ecosystems, building strong teams that can drive sustainable growth. His work reflects a commitment to innovation, collaboration, and the responsible use of technology to create lasting value for businesses and society.

7.3. Management Structure



7.4. Key Services and Suppliers

In addition to our core team, we engage experienced professionals and service providers to reinforce our operations and ensure seamless service delivery. These professionals support us in critical areas as outlined below:

Casino Games	PGS SOLUTIONS
Co-location services and other Managed Information Technology Services	AWS
Back-up and Disaster Recovery Services	AWS
Payment Processing Services	Island Odyssey Ventures BV
Provide dispute resolution services to players.	Internal dispute policy followed with information on the external dispute management service.
Supply and Management of Material Elements of a Game	Internal plus External Game Service Providers
Supply and Management of Software Services	PGS SOLUTIONS
Local Corporate Service Provider in Curacao	G-Force Corporate Services BV
Legal Counsel	Hassans, Herzog

These partnerships, combined with internal resources and capabilities, enable us to maintain high operational standards, enhance system reliability, and meet our regulatory obligations effectively. We enter into agreements with highly reputable parties, known for their performance and delivery capabilities.

There are robust contracts in place with the key suppliers, clearly specifying delivery terms and timelines, service level agreements and key performance indicators, quality assurance and warranties, as well as remedies for non-performance and breach, including material breach. Our partners have business continuity and disaster recovery plans, and so do we.

Where banking is concerned, we operate with multiple banking partners and payment service providers, ensuring continuity of the service to our customers and minimising risks of any disruption.

7.5. Roles and Responsibilities

Chief Executive Officer (CEO) – Michael Carlton

- Sets and executes the overall strategic vision for the Company
- Oversees daily operations and performance of the iGaming platform
- Drives overall company performance and culture – ultimately responsible for company performance and overall success of the business in front of the Board
- Represents the company at external engagements
- Hires and manages the senior leadership team and department heads.

Chief Financial Officer (CFO) – Orlando Falzon

- Manages financial strategy, planning, forecasting, budgeting, and capital allocation.
- Oversees financial reporting and audits
- Ensures financial health, profitability, sufficient cash flow management, and financial risk mitigation
- Provides data-driven insights and analysis for major decisions
- Leads treasury, accounting and tax departments
- Monitors performance metrics and advising on cost control, efficiency, and sustainable growth.

Chief Marketing Officer (CMO) – Fredrik Axling

- Develops and executes the overall marketing strategy, including branding, advertising, digital marketing, content, and promotions.
- Builds, maintains and protects the company brand identity and reputation.
- Conducts market research, understanding customer needs, segmentation, and competitive positioning.
- Oversees campaign launches and customer engagement.
- Drives demand generation, lead generation, partnering closely with commercial teams.
- Measures marketing ROI, optimising channel, and enhancing customer experience/loyalty.
- Oversees relationships with affiliates, influencers and brand ambassadors.

Chief Operating Officer (COO) – Edward Cachia

- Oversees day-to-day operations and ensures efficient implementation of the CEO's strategy.

- Manages cross-functional processes, supply chain, production/delivery, quality control, and operational scalability.
- Improves internal efficiency, workflows, resource utilisation, and cost management.
- Coordinates various departments, including Operations, HR, IT, facilities) to align with strategic goals.
- Drives operational excellence, process optimisation, and performance metrics.

Chief Compliance Officer (CCO) – Mateusz Czaja

- Develops, implements, and maintains a comprehensive compliance program, including policies, procedures and controls.
- Monitors regulatory changes, conducting horizon scanning for new laws/obligations, assessing their impact, and ensuring timely updates to policies, systems, and training.
- Oversees risk assessments specific to compliance, identifying risks and mitigations in areas such as anti-money laundering, data privacy, sanctions, bribery/corruption.
- Leads monitoring, auditing, and testing of compliance controls to verify effectiveness, detect issues early, and implement corrective action plans.
- Designs and delivers compliance training and awareness programs for employees
- Establishes and manages reporting mechanisms for compliance concerns, ensuring confidential investigations, remediation, and, when required, reporting violations to regulators or authorities.
- Provides regular reports and advice to senior management on the status of the compliance program, emerging risks, and mitigation strategies.
- Liaises with the regulators and competent authorities

Chief Product and Technology Officer (CPTO) – Daniel

- Defines and leads the overall technology vision and strategy, aligning it with business objectives, long-term growth, and market opportunities (e.g., selecting tech stacks, cloud architectures, and emerging technologies like AI/ML for competitive advantage).
- Develops and executes the technology roadmap, including architecture design, platform scalability, infrastructure management, ensuring systems support current and future product/service demands without frequent costly rework.
- Oversees research and development, fostering innovation through experimentation with new tools, methodologies, and technologies, such as ethical AI frameworks.
- Leads engineering and technical teams, including recruiting top talent, mentoring leaders, building high-performing engineering cultures, and managing cross-functional collaboration with product, design, data, and other departments.

- Evaluates and manages technology investments, vendor partnerships, budgets for tech initiatives, and measuring ROI through various KPIs.
- Champions cybersecurity and information security as a foundational element of technology decisions, including embedding "secure-by-design" principles into architecture, code, and DevSecOps processes as well as overseeing data security, encryption, secure development practices, vulnerability management, and resilience (for example, redundant systems, real-time threat detection).
- Drives product and platform leadership, ensuring technical excellence in development lifecycles, performance, reliability, and user-scale handling, delivery the product roadmap.

Chief Legal Officer (CLO) – Mark Adams

- Develops and leads the overall legal strategy to support and enable the company's business goals, growth initiatives, and risk appetite while protecting the organization from legal exposure.
- Acts as the primary strategic legal advisor to the CEO, board of directors, and senior executive team on complex issues
- Manages the legal department and relationships with external counsel
- Oversees intellectual property strategy, protection, and enforcement
- Leads corporate transactions and has ultimate responsibility for corporate contracts
- Identifies, assesses, and mitigates legal risks across jurisdictions, including horizon scanning for new laws, proactive risk management, and integrating legal considerations into business strategy.

8. Governance

The Board sets the risk appetite of the business and ensure that the governance set-up is robust by exercising ongoing oversight of the business operations. The overall responsibility for the Governance frameworks and Compliance lies with the Chief Compliance Officer.

Tone from the Top

Island Odyssey places strong emphasis on establishing and maintaining a positive "tone at the top," where the Board of Directors, CEO, and senior executive leadership visibly demonstrate unwavering commitment to ethical conduct, regulatory compliance, and responsible gambling. This is achieved through regular leadership communications, active participation in compliance training,

personal adherence to the Code of Conduct, and public positioning of the company as a leader in player protection and integrity.

Leadership consistently prioritises ethical decision-making over short-term commercial gains, reinforces the importance of AML/KYC and safer gambling obligations in strategic discussions, and holds themselves accountable at all times. This leadership-driven culture permeates the organisation, encouraging employees at all levels to uphold high standards of honesty, integrity, and responsibility – critical in a regulated industry where weak tone at the top has historically contributed to compliance failures and reputational risks.

Governance Framework

The framework is based around the following pillars:

- **Risk Management**

An enterprise risk framework identifies, assesses, and mitigates key risks (AML, fraud, cyber threats, reputational harm, regulatory non-compliance). The three-lines model is applied: operational management (1st line), compliance & risk functions (2nd line), and internal audit (3rd line, outsourced to a qualified firm).

- **AML/KYC & Financial Integrity**

Robust policies compliant with LID and CGA directives include customer due diligence, enhanced checks for high-risk transactions, source-of-funds verification, ongoing monitoring, and suspicious transaction reporting to the FIU Curaçao.

- **Responsible Gambling**

Mandatory integration of age verification (18+), deposit limits, reality checks, self-exclusion, and proactive intervention via AI-driven behavioural monitoring. The Responsible Gaming Policy is published on the player-facing site and uploaded to the CGA portal for review.

- **Compliance Function**

A dedicated Chief Compliance Officer report directly to the CEO with a full access to the Board. Regular internal audits, internal reporting, and annual compliance certifications are maintained.

- **Technical & Operational Standards**

Certified RNGs (independent testing), secure payment systems (including crypto where permitted), GDPR-aligned data protection, and regular penetration testing.

The framework is grounded in the principles of accountability, transparency, fairness, responsibility, and independence. The Board and senior management promote a strong compliance culture through mandatory training, a formal Code of Conduct, and annual conflict-of-interest declarations.

- **Committees**

The following committees are held on regular basis, at least quarterly or more often if required:

- Executive Risk Committee – chaired by the Chief Compliance Officer with CEO, CFO, COO and CLO as permanent members. The committee covers the following standing items:
 - Overall enterprise risk profile
 - High / critical risks
 - Review of risk appetite and tolerances
 - Mitigating strategies and action plans
 - Risk governance and framework updates
 - New business initiatives
 - Emerging risk and horizon scanning
- Executive Compliance Committee – chaired by the Chief Compliance Officer with CEO, CFO, COO, CMO, CPTO and CLO as permanent members. The committee covers the following standing items:
 - Regulatory and legal updates – reports from Chief Compliance Officer and Chief Legal Officer
 - Compliance risk assessment review
 - Policy and procedure updates
 - Training and awareness programs
 - Overview of the Anti-Money Laundering Compliance Program
 - Monitoring, auditing and testing results

Policies

Policies are created internally to ensure that they are well suited to our business model and aligned to our ways of working. Island Odyssey Ventures BV maintains a comprehensive suite of documented **policies and procedures** that form the operational backbone of its governance framework and ensure consistent adherence to LOK, CGA directives, and international standards. These are regularly reviewed, updated (at least annually or upon regulatory changes), approved by the Board or relevant committees, communicated via internal training, and made accessible to staff.

Key mandatory and supporting documents include:

- **Anti-Money Laundering (AML) and Countering the Financing of Terrorism (CFT) Policy** — Aligned with LID, LMOT/NORUT, and CGA AML/CFT Regulations - details risk-based customer due diligence (CDD/EDD), transaction monitoring thresholds, suspicious activity identification/reporting protocols, MLRO responsibilities, staff screening, ongoing training, and independent audits.
- **Responsible Gaming/Safer Gambling Policy** — Fully compliant with the CGA's Responsible Gaming Policy - mandates age verification processes (including government-issued ID checks at thresholds), player protection tools (deposit limits, cooling-off periods, self-exclusion options, reality checks), behavioural tracking/analysis, employee training on addiction indicators, exclusion of vulnerable persons, and annual effectiveness reporting to management and the CGA.
- **Player Complaints and Dispute Resolution Policy** — Outlines procedures for handling, categorising, tracking, and reporting player complaints, including timelines, escalation to independent resolution bodies if needed, and aggregated periodic submissions.
- **Incident Reporting Procedure** — Mandates immediate reporting of qualifying incidents (e.g., security breaches, system failures) via the CGA portal's Incident Reporting Module, as required under Article 5.10 of the LOK.
- **Information Security and Data Protection Policy** — Covers cybersecurity measures, data retention, GDPR-equivalent protections for international players, and regular vulnerability assessments.
- **Operations Manual / Internal Controls Manual** — A detailed procedural guide covering day-to-day compliance, domain management (registration/verification of player-facing domains), advertising/marketing restrictions, bonus fairness, and sanctions screening.
- **Code of Conduct and Ethics Policy** — Includes conflict-of-interest declarations, anti-bribery measures, and whistleblower protections.

These policies are enforced through mandatory annual staff training, internal monitoring, audits, and Board-level oversight. Material changes or updates are notified to the CGA as required, ensuring proactive alignment with evolving regulatory expectations.

The policies are written, disseminated and trained out by the Chief Compliance, reporting to the Chief Executive Officer and with a direct access to the Board. The role of the Compliance Officer is independent – it is not combined with any other role and separate from Internal Audit. The Compliance Officer has broad educational background, including Masters in Financial Crime and Compliance from the University of Manchester; ICA Professional Postgraduate Diploma in Governance, Risk and Compliance and the Certified Global Sanctions Specialist designation from ACAMS.

Board Oversight

Board meeting are held quarterly with attendance of key stakeholders, such as Chief Legal Officer and Chief Compliance Officer, and external counsel, internal audit and/or external audit as required, as well as both UBOs.

Apart from internal counsel, the Board also benefits from external counsel views from reputable legal firms, such as Herzog, Fox & Neeman, and Hassans.

The Board receives reports on material items and has full overview of the risk registers, including emerging risks, items classed as falling outside of the Board risk appetite (if any), and mitigating factors. The Board cannot be deadlocked, with the deciding vote sitting with the Chairman.

Financial Audits

The Company commissions annual external financial audit focussing on the review of financial statements and related records. The audit provides assurance to the Board that the statements are free from material misstatements and present a true and fair view of the company's financial position, presented in a way compliant with the financial reporting framework.

Summary

Island Odyssey's governance framework is mature and well-aligned with the post-2024 LOK reforms, supporting credible international operations while meeting CGA expectations for player protection, AML standards, and business integrity. It enables scalable growth in permitted markets, effective risk management, and ongoing regulatory compliance. The structure is subject to periodic independent review and evolves in response to CGA guidance and industry developments.

9. Market Overview

The Rapid Rise of iGaming: Market Insights and Future Outlook

The international iGaming market, encompassing online gambling activities such as sports betting, casino games, poker, and lotteries, continues to experience robust growth in 2026, building on a strong performance in 2025. Market estimates vary slightly across sources due to differences in scope (e.g., inclusion of emerging segments like esports betting), but the global market size is projected to reach approximately \$101-143 billion in 2026, up from \$91-130 billion in 2025. This represents a compound annual growth rate (CAGR) of around 10-12%, driven by technological advancements, regulatory expansions, and increasing consumer adoption of digital platforms. Forecasts suggest the market could expand to \$153-212 billion by 2030, with sustained double-digit growth fuelled by mobile penetration and innovative features like AI personalisation and blockchain integration¹.

In 2025, the market saw significant momentum from the full-year impact of new regulations and technological shifts, with global revenues climbing amid post-pandemic recovery and expanded legalization. For instance, Brazil's market officially opened on January 1, 2025, introducing an 18% gross gaming revenue (GGR) tax and measures to block unlicensed operators, which contributed to broader Latin American growth. Additionally, 2025 marked a record year in the U.S., where commercial gaming revenues (including iGaming) reached \$71.49 billion through the first 11 months, an 8.7% increase year-over-year, setting the stage for continued expansion in 2026².

Key Trends Shaping 2026

The iGaming sector in 2026 is characterized by maturity and innovation, transitioning from rapid expansion to strategic consolidation. Major trends include³:

- **Mobile Dominance:** Mobile platforms accounted for 53.65% of revenues in 2025 and are expected to grow at a 13.65% CAGR through 2031, driven by features like biometric authentication, 5G-enabled real-time betting, and mobile-first designs. Nearly 80% of online gamblers now use smartphones, reflecting a shift toward on-the-go experiences.
- **Sports Betting Leadership:** This segment held a 52.05% market share in 2025, growing at an 11.75% CAGR, fuelled by events like football and horse racing, live streaming, and AI-driven odds. In the U.S., sports betting generated \$1.92 billion in November 2025 alone, up 16.5% year-over-year.

¹ <https://finance.yahoo.com/news/online-gambling-analysis-report-2026-103500335.html>

² <https://www.mygaminglicense.com/blog/igaming-2026-top-trends-forecasts-and-survival-strategies-in-the-era-of-market-maturity>

³ <https://www.globenewswire.com/news-release/2026/02/09/3234436/28124/en/Online-Gambling-Report-2026-Market-Share-Analysis-Industry-Trends-Statistics-Growth-Forecasts-2025-2031.html>

- **Technological Innovations:** AI and machine learning are central for personalized experiences, predictive analytics, and fraud detection. Blockchain supports secure, transparent transactions, while VR/AR and live dealer integrations enhance immersion. Cybersecurity and responsible gambling tools are prioritized amid rising regulatory scrutiny.
- **Mergers and Acquisitions (M&A):** 2026 sees heightened activity, with 60.8% of deals in online casinos and 48.6% in sports betting, as operators seek scale and diversification into social/casual games (39.3% growth) and esports (31.8%). Examples from 2025 include Flutter Entertainment's €2.3 billion acquisition of Snaitech to expand in Italy.
- **Regulatory and Sustainability Focus:** The shift to regulated markets accelerated in 2025, with tighter controls in Europe (e.g., tax hikes, advertising restrictions) and expansions elsewhere. In 2026, emphasis on responsible gambling, data protection, and compliance is expected to intensify, influenced by global standards like those from the FATF.

Regional Insights⁴

- **Europe:** Remains the largest market, holding 56.9% of global revenues in 2025, with a projected share maintaining dominance in 2026. Key developments include regulatory tightening in Germany and the Netherlands, alongside growth in Eastern Europe.
- **North America:** Exhibits strong growth, with the U.S. and Canada leading. In 2025, U.S. iGaming revenues hit \$9.7 billion year-to-date through November (up 28.3%), surpassing brick-and-mortar in states like New Jersey, Pennsylvania, and Michigan. Canada is forecasted to have the highest regional CAGR from 2025-2030.
- **Asia-Pacific:** Holds significant potential but is fragmented by varying policies, with growth tempered in 2025-2026. Smartphone penetration (e.g., projected 96.83% in the UK by 2028, with similar trends regionally) supports expansion.
- **Latin America and Middle East:** LATAM focuses on Brazil's 2025 entry, driving regional momentum. The Middle East sees emerging opportunities, such as the UAE's regulatory framework and projects like Wynn's Ras Al Khaimah complex.

10. Sales & Marketing Strategy

10.1. Target Market

At Island Odyssey Ventures BV, we focus on serving the regulated online gambling market across multiple jurisdictions where iGaming is legally permitted. We engage users who seek a secure, innovative, and seamless gaming experience powered by advanced technology platforms. Our flagship brand, LuckySplash Casino, offers a wide range of casino games, attractive bonuses, and promotions accessible via both mobile and desktop devices. By leveraging data-driven insights and

⁴ <https://www.grandviewresearch.com/horizon/outlook/online-gambling-market-size/global>

integrations with leading service providers, we deliver transparency, fairness, and highly entertaining gameplay, positioning LuckySplash Casino as a competitive player in the rapidly growing digital gaming industry.

Our target groups are based across a number of international markets. We mainly target the following:

- Recreational players
- Experienced casino players
- Mobile gamers
- Tech savvy individuals
- Players looking for seamless and secure gambling environment

10.2. Marketing Strategies

Our marketing approach has been meticulously designed to effectively engage target audiences across key geographical regions. To build trust and relevance, the brand is prominently featured through reputable publishers, leveraging a highly tailored strategy that respects language and cultural nuances in each market. Our marketing team prioritises creating valuable, informative content and delivering targeted communication in every language supported by our product.

Marketing Plan by Channel

Our marketing mix focuses primarily on digital channels that comply with the regulatory frameworks of each geographic market. The core channels include:

Search Engine Optimisation (SEO)

Objective

Ensure that the website ranks for relevant search terms, especially for branded and non-branded keywords, while protecting the brand from affiliate over-ranking.

Action Plan

- **Keyword Research & Optimization:**

- Identify high-volume keywords within the gambling and casino niche, including local variations in individual markets. Tools like SEMrush, Ahrefs, and Google Keyword Planner are used to discover long-tail keywords.
- Focus on both short-tail keywords (e.g., "online casino", "slots") and long-tail keywords (e.g., "best slots in [enter country]", "Curaçao licensed casinos").
- Localise keywords based on language and culture in each market.
- **On-Page SEO:**
 - Optimise all web pages, including landing pages, product descriptions (Slots, Table Games, Live Casino), and blogs.
 - Use a content management system (CMS) like WordPress, integrated with SEO plugins like Yoast or RankMath for optimization.
 - Regularly update the website with high-quality, informative content like blog posts, industry news, and tips on responsible gambling.
- **Off-Page SEO:**
 - Build backlinks from reputable gambling, gaming, and affiliate websites.
 - Collaborate with trusted media publishers to secure guest posts, press releases, and backlink opportunities.
 - Create link-building campaigns to improve domain authority and page authority, ensuring the brand appears in authoritative sources.
- **Brand Protection:**
 - Implement a strategy to ensure the brand name ranks ahead of competitors and affiliates for the branded keyword.
 - Monitor and mitigate any unauthorized use of the brand name in affiliate campaigns, utilizing SEO monitoring tools.

Affiliate Marketing

Objective

Leverage trusted affiliates to drive traffic and increase conversion.

Action Plan

- **Affiliate Selection:**
 - Identify reputable affiliates in the gambling space, particularly those that have an established following in key jurisdictions.

- Focus on affiliates who provide comparisons, reviews, and expert opinions about online gambling products.
- **Partnership Strategy:**
 - Build relationships with affiliate marketers who have a proven track record and traffic sources in your target regions.
 - Negotiate favourable commission structures (e.g., revenue share, CPA, or hybrid models) to incentivise affiliates.
 - Create an affiliate portal that provides affiliates with resources like banners, tracking links, and campaign performance data.
- **Affiliate Campaigns:**
 - Develop special promotions, bonuses, or exclusive offers for affiliate traffic to increase conversion rates.
 - Provide affiliates with detailed campaign tracking and regular performance updates to optimise the campaigns.
 - Work with an Affiliate Manager to monitor the affiliate program and ensure compliance with regulations.

Influencers and Live Streaming

Objective

Engage influencers and live streamers to promote the brand and reach specific audiences in targeted markets.

Action Plan

- **Influencer Identification:**
 - Identify influencers who cater to online gaming, gambling, or general entertainment content, particularly those with large followings in key jurisdictions.
 - Engage influencers who align with the values of responsible gambling and can authentically promote the product.
- **Engagement Plan:**
 - Develop a collaboration plan where influencers create content around the brand, such as live-streaming game play, creating tutorials on using the platform, or reviewing the casino games.
 - Use AI-powered tools to identify influencers with high engagement rates and avoid influencers with fake followers or bots.
- **Live Streaming Integration:**

- Integrate live streaming options within the platform where influencers can host real-time events, creating a sense of community among users.
 - Offer incentives for influencers to host live events, such as exclusive bonuses for their audience or a profit-sharing model.
- **Social Media Campaigns:**
 - Leverage platforms like Instagram, TikTok, YouTube, and Twitch for influencer promotions and live-streaming events.
 - Target content specifically based on the region, tailoring the campaign for cultural relevance.

Public Relations (PR)

Objective

Establish credibility and trust in the industry by securing media coverage on relevant gambling and industry-related platforms.

Action Plan

- **Media Outreach:**
 - Develop strong relationships with journalists, bloggers, and editors at key industry publications (e.g., CasinoBeats, Gambling Insider).
 - Pitch press releases related to new product launches, brand developments, and partnerships with affiliates or influencers.
- **Content Distribution:**
 - Develop a consistent flow of press releases, articles, and news updates, including topics like the use of AI in influencer marketing, industry trends, and responsible gambling.
 - Focus on crafting stories that appeal to both potential players and industry stakeholders.
- **Event Participation:**
 - Attend and sponsor key industry events such as iGaming conferences, webinars, and virtual events, providing opportunities for networking and media exposure.
 - Plan to speak at industry events to position ABC Ventures as a thought leader in the online gambling space.

Paid Digital Advertising (PPC)

Objective

Use paid advertising to boost brand visibility and drive high-quality traffic to the website.

Action Plan

- **Google Ads:**
 - Focus on high-conversion keywords for search campaigns, using a combination of brand-specific and non-branded keywords.
 - Create display ads and remarketing campaigns targeting users who have previously visited the website or interacted with affiliates.
- **Social Media Advertising:**
 - Run targeted ads on platforms like Facebook, Instagram, TikTok, and YouTube.
 - Use AI to optimize targeting based on user behaviour, ensuring ads are shown to the most relevant demographics (age, location, interest, etc.).
- **Budget Allocation:**
 - Start with a small budget for testing various ad types and platforms, then scale up successful campaigns.
 - Allocate budgets based on geographic region, product type (Slots, Table Games, Live Casino), and customer demographics.

Branding Guidelines

We are committed to establishing a consistent and trusted brand presence. Our marketing team, in collaboration with product designers, have developed a comprehensive brand book to guide all visual and written communications. This guide covers:

- Corporate logo variations
- Colour palette
- Consistent typography
- Brand voice and content language
- User interface elements, including logo placement, headlines, and content formatting

II. Competitive Analysis

Key Competitors

Feature/Criteria	LeoVegas	Videoslots	Mr Green	Casumo
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About	Founded in 2011, LeoVegas is a leading mobile-first online casino and sportsbook operator known for excellent UX and fast payouts.	Established in 2011, Videoslots offers one of the largest collections of slot games, emphasizing variety and player choice.	Operating since 2007, Mr Green is recognized for its responsible gaming approach and strong green branding alongside a solid casino and sportsbook portfolio.	Launched in 2012, Casumo is known for its gamified casino experience, with an adventure themed UI and innovative rewards system.
Founded	2011	2011	2007	2012
Headquarters	Malta	Malta	Malta	Malta
License	MGA, UKGC, SGA	MGA	MGA, UKGC	MGA, UKGC
Platform Provider	Proprietary (LeoVegas Gaming Group)	Proprietary	Evolution/IGT/NetEnt mix	Proprietary
Main Products	Mobile-first Casino & Sports	Huge Slot Library	Casino & Sportsbook	Gamified Casino Experience
Differentiators	Strong mobile UX, fast payouts	Largest number of slot games	Responsible gaming focus, green branding	Adventure-style UI & gamification
Target Market	EU/Nordics	EU	EU	EU/Nordics
CRM & KYC Tools	Integrated	Integrated	Integrated	Integrated
Bonus Offers	Tiered welcome bonuses	Cashback + Tournaments	Free spins + Loyalty	Adventure-based rewards

SWOT Analysis

Strengths

- Proven track record of in areas such as product innovation, marketing, business growth, software development, and customer support.
- State-of-the-art platform offering superior functionality and seamless user experience.
- Legacy-free, modern technology stack designed for scalability and flexibility.
- Experienced founding team and core members with deep industry expertise.
- Strong and efficient distribution network enabling broad market access.

Weaknesses

- Limited brand recognition as a newer market entrant compared to established competitors.
- Resource constraints in R&D compared to larger, long-standing industry players.
- Need for continuous investment to keep technology and offerings up-to-date with rapid market changes.

Opportunities

- Rapidly growing iGaming and cryptocurrency markets with high projected demand.
- Expansion into new gaming verticals like sports betting, social gaming, poker, and bingo.
- In-house platform development allows faster innovation and tailored features.
- Increasing player demand for personalised gaming experiences and bonuses.
- Flexible platform architecture designed to adapt to evolving regulatory landscapes quickly.

Threats

- Strong competition from well-established companies with larger R&D budgets.
- Frequent and unpredictable regulatory changes across different jurisdictions.
- Emerging technologies that competitors may adopt faster or more effectively.
- Market saturation is leading to intense competition for player acquisition and retention.
- Risks related to cybersecurity and data privacy in the gaming industry.

12. Financial Plan

Based on the nature of the industry, the Financial Statements have been projected for three years. These projections have been formed based on assumptions explaining this report's incoming parts.

Projected Financials

Projected Balance Sheet

Particulars	Year 1	Year 2	Year 3
	€	€	€
Current Assets	242,428.66	904,217.27	3,002,422.97
Trade Debtors	10,700.00	75,473.36	122,302.27
Other Debtors	100.00	200.00	300.00
Prepayments	35,000.00	45,000.00	55,000.00
Bank Accounts	196,628.66	783,543.91	2,824,820.70
Current Liabilities	(341,500.00)	(673,000.00)	(1,383,000.00)
Trade Creditors	(90,000.00)	(120,000.00)	(175,000.00)
Other Creditors	(1,500.00)	(3,000.00)	(8,000.00)
Other	(250,000.00)	(550,000.00)	(1,200,000.00)
Capital & Reserves	(99,071.34)	231,217.27	1,619,422.97
Share Capital	5,000.00	5,000.00	5,000.00
Profit & Loss	(104,071.34)	226,217.27	1,614,422.97
	(99,071.34)	231,217.27	1,619,422.97

Projected Profit & Loss Statement

Particulars	Y1	Y2	Y3
	€	€	€
Income	1,008,761.21	1,781,429.04	5,227,406.61
GGR	1,008,761.21	1,781,429.04	5,227,406.61
Cost of Sales	(222,152.24)	(376,685.81)	(1,065,881.32)
Royalties	(201,752.24)	(356,285.81)	(1,045,481.32)
Hosting Expenses	(20,400.00)	(20,400.00)	(20,400.00)
Gross Contribution	786,608.96	1,404,743.23	4,161,525.29
Operating Expenses	(672,190.30)	(813,035.96)	(2,099,502.31)
Subscriptions & Licenses	(300,000.00)	(55,920.00)	(55,920.00)
Marketing	(252,190.30)	(587,125.96)	(1,829,592.31)
Director Fees	(48,000.00)	(48,000.00)	(77,000.00)
License Fees	(25,000.00)	(25,000.00)	(25,000.00)
Compliance Fees	(42,000.00)	(42,000.00)	(42,000.00)
Other certifications	(5,000.00)	(54,990.00)	(69,990.00)
Gross Profit / (Loss)	114,418.66	591,707.27	2,062,022.97
Administrative Expenses	(218,490.00)	(365,490.00)	(447,600.00)
Accountancy Fees	(3,250.00)	(4,800.00)	(4,800.00)
Audit Fees	(2,400.00)	(2,400.00)	(2,400.00)
Entertainment	(600.00)	(50.00)	(960.00)
Office Expenses	(1,200.00)	(1,200.00)	(1,200.00)
Other Professional Fees	(18,000.00)	(18,000.00)	(7,200.00)
Rent	(3,600.00)	(3,600.00)	(3,600.00)

Salaries	(108,000.00)	(178,000.00)	(270,000.00)
Telecommunication Expenses	(1,020.00)	(1,020.00)	(1,020.00)
Travelling & Accommodation	(30,000.00)	(30,000.00)	(30,000.00)
Water & Electricity	(420.00)	(420.00)	(420.00)
Other 3rd party	(50,000.00)	(126,000.00)	(126,000.00)
Net Profit / (Loss)	(104,071.34)	226,217.27	1,614,422.97

Projected Cash Flow Statement

Cashflow	Year 1	Year 2	Year 3
	€	€	€
Net Income	(104,071)	226,217	1,614,423
CF From Income	(104,071)	226,217	1,614,423
Working Capital (+/-)	305,700	360,698	2,163,423
CF Operational	201,629	586,915	3,777,846
Cf Investment	(5,000)	-	-
Cf Shareholder	-	-	(1,736,569)
= Change of Liquidity	196,629	586,915	2,041,277
Liquidity Beginning of Period	-	196,629	783,544
Liquidity End of Period	196,629	783,544	2,824,821

13. Conclusion

The iGaming industry continues to experience rapid growth driven by technological advancements, evolving player preferences, and increasing regulatory acceptance worldwide. With innovations such as AI-driven personalisation, mobile-first platforms, and secure payment integrations, the sector is positioned for sustained expansion. Regulatory frameworks like Curaçao's licensing environment provide a stable foundation for operators to build trust and transparency, ensuring long-term viability and opportunities for new entrants to thrive in a competitive marketplace.

At Island Odyssey Ventures BV, we are committed to leveraging cutting-edge technology and customer-centric strategies to establish LuckySplash as a leading brand in the iGaming space. We understand the importance of innovation, compliance, and player engagement, and we continuously invest in these areas to deliver exceptional gaming experiences. By combining our strong leadership, robust funding, and the powerful Pragmatic Solutions platform, we are capturing market share and building lasting value for our stakeholders as we grow and evolve with the industry.