

DELPHIN BLUE OCEAN B.V

1. Executive Summary

We, as brand name of Sporttyp.com are planning to launch online – gaming website that will be offering the highest and best quality Casino games as well as a wide selection of sports betting market options to all customers. Website SPORTTYP.COM has been developed by Softgamings, furthermore the website shall be operated via Softgamings platform. Last few months, Delphin Blue Ocean B.V. has developed an online gaming site according to the latest trends of gaming industry, and now as a reliable site with our special offers, bonuses and speedy option of deposit/withdrawal methods Delphin Blue Ocean B.V. is finally ready to launch the website.

Currently, the site is provided range of languages such as Turkish, English and Russian. Depending to our future business performance we will be planning to expand the choice of languages, thus addressing a broader market. According to our market search, most of the online casino websites are offering RNG based games, however besides RNG based games we are going to present live casino and sportsbook solutions at our website.

We will be offering our services to an online customer who has a similar experience to land based gaming, which is prohibited in Turkey. Also, based on our observations and previous experience in this sector, we will be presenting special tournaments with a good prize fund which is very interesting for Casino customers. To broaden the choice of RNG games, we are going to offer more branded slot games, which we believe is rare to our competitors.

Therefore, we plan to gradually expand our offerings in the upcoming period.

Generally, a very strong factor in being successful in the gaming industry is providing customers with attractive bonus and loyalty programs. We have well prepared competitive bonus campaigns for our clients; once we launch our website live, we are looking forward to adding and improving our new bonus campaigns and loyalty offers on a weekly basis. Another factor of being successful is to be accessible to the client. In regard to this, we will be offering 24/7 customer support line, either online chat or telephone. In financially, we have developed a great mechanism to avoid fraud, chargebacks and money-laundering. Hence, transparent business is very important to us and we believe it is important to our clients too.

2. Mission

At Sporttyp.com, it is operated by the former VIP executive manager working on many betting companies each with more than 10 years of experience in the gaming industry. Our mission is to meet the needs of our customers who are looking for different ways to refresh their gambling experiences and services. That's why we are planning to provide our exceptional quality, efficiency and professional speedy customer support service as well as competitive bonus policy to our entire customer.

3. Products and Services

As an online entertainment site, we provide the most important and popular games at Casino slots and Live Casinos table, as well as developed completely new trends of Pre & Live Betting options at Sports book page.

Our extensive experience in eGaming business and passion to provide mobile friendly and online betting in a customer-friendly and secure framework is the driving force behind our business. This is why we chose Softgaming as a platform and software provider who is one of the market leaders in this sector. We believe the strengths of our online casino venture are the wide selection of Casino gaming experience. Therefore, we proudly could say that we have one of the largest selections of online casino games which includes more than 2000 video slots games at Casino page and 24 hours live broadcasts table games at Live Casino. And for sure, our casino games providers are among the world's leaders in e-gaming industry- Microgaming, NetEnt, Evolution gaming, Ezugi, Lucky Streak, XPro gaming, Play'n GO, Quickspin, Wazdan, Red Tiger, EGT, EvoPlay, ELK Studios, Betsoft, RedRake Gaming, Pragmatic, ISoftBet, Edict, Betradar Virtual Sports, Kiron Interactive and Betgames TV. (Each game has been tested, approved and certified)

*Please find below list for the some of our well-known game providers:

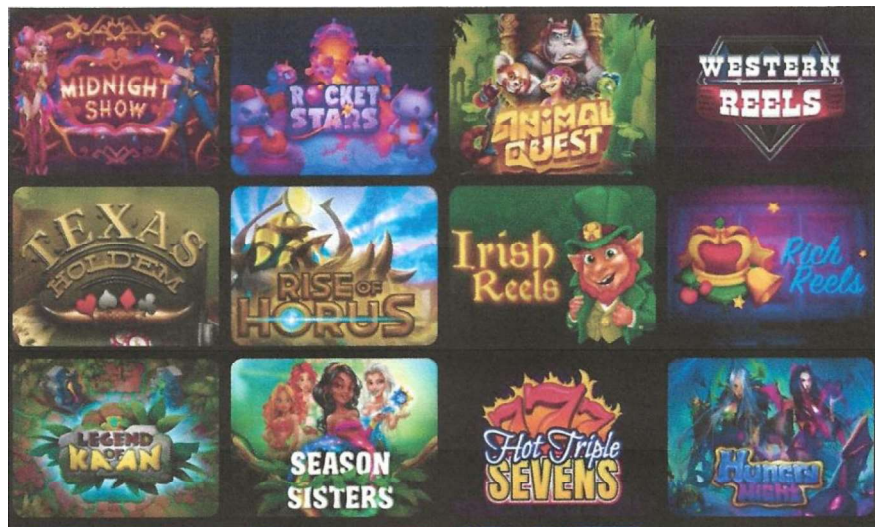
-EVOLUTION GAMING-



-MICROGAMING-



-EVOPLAY-



-PLAYnGO-



-NETENT-



-PRAGMATIC-



-AUTHENTIC GAMING-



At Sporttyp.com, the sports page, we offer a wide range of high odds sports betting markets for all users like Pre-game and live betting. So we will introduce our first deposit bonus to our Casino or Sports clients, and accordingly we will be promoting daily or weekly special deposits bonus offers including free spins and free bets from our Promotion page.



4. Marketing Plan

Together with technology and the internet which are better and better every day, there are also online casinos that are becoming more popular than the physical one. The players prefer the idea of joining online gaming because of many reasons. Not only they can play their favorite games any time they want, but also the promotions you get when you open an

Online casino accounts are numerous and more rewarding. Therefore, we are striving to enter the eGaming world as this sector continuously increasing.

Our target market is Turkey at the beginning and as soon as the Turkish market will be running successfully, then we are planning to launch in Kazakhstan, Germany and etc... We believe that Turkey is one of our main targets markets and is one of the biggest markets in the world. Currently in Turkey there are 82 million populations and 70% of all Turkish gamers (Which is equal to 30.8M) spend their time on the internet. Some figures show that Turkey has a 30.8M strong gamers market with full of young and middle-aged gamers which means 37% of the population. Accordingly, to statistical figures, 85.4 % of all gamers use PC, and it respectively looks like they are reachable by online gaming industry by phone or emails.

Based on our market experience and what we have heard from our potential customers, they find many of the existing sites have a bad reputation on their payment system, and therefore it shows that they are not reliable neither on customer services nor on managing customers' account. On the other hand, our site; Delphin Blue Ocean B.V will be offering well known and reliable payments systems which are much faster and safer than others. A list of the available payment systems will be available on the website. Since now on, we have expanded and tested the options of our payment systems and made the site more accessible and secure for our customers.

In regards to our marketing and sales department, we are planning to outsource most of marketing services. Sales and marketing services shall comprise most of our expenditure.



Additionally, many sectors that were negatively affected during the quarantine period due to the coronavirus outbreak, interest in e-sports, video games and organized video game competitions has increased. Meanwhile, sector representatives expect the Turkish gaming market to exceed \$1 billion (TL 6.8 billion) by the end of 2023.

According to some research, "The Effects of Global Quarantine Days on the Game World," which was published by Next in Game, game downloads and e-sports tournaments increased by 30% during this period.

5. Operational Plan

The company itself is in Curacao. Online gaming services themselves mostly are self-serviced by the customers. The customers process payments and use services (choose games and put stakes) themselves. Therefore, most of the Company's daily operations shall be engaged with sales, marketing, support and monitoring.

Most of the services necessary for the everyday operation of the Company shall be outsourced. Outsourcing most of services necessary for day-to-day operation of the Company shall release company from using resources to recruiting employees, employee loyalty programs and other supplementary costs and risks related to hiring HR, depreciation, office expenditure. The Company shall outsource most of the day-to-day services in Turkey (e.g., VIP Customer service, customer support, sales and marketing, IT) since the main target market of our company is Turkey. Since online gaming is not offered on credit, the Company does not have to assess creditworthiness of the clients. Payments shall be processed by payment processors and bank account.

6. Management & Organisation

Delphin Blue Ocean B.V ultimate beneficial owner is Hakan Unlu. Hakan Unlu has a long standing experience in the gambling market.

The company currently will employ more than 4 employees.

7. Financial Plan

12 MONTHS PLAN OF INCOME AND EXPENSES

	Monthly revenues (EUR)	Monthly expenses (EUR)	Profit/loss (EUR)
October, 2023	140.000	133.000	7.000
November, 2023	160.000	145.000	15.000
December, 2023	175.000	160.000	15.000
January, 2024	190.000	170.000	20.000
February, 2024	215.000	195.000	20.000
March, 2024	245.000	222.500	22.500
April, 2024	275.000	250.000	25.000
May, 2024	310.000	285.000	25.000
June, 2024	355.000	330.000	25.000
July, 2024	410.000	382.500	27.500
August, 2024	470.000	440.000	30.000
September, 2024	550.000	515.000	35.000

PROFIT AND LOSS FOR 1 YEAR (PROJECTED)

	Position	Value (EUR)
1	Gaming revenue	3.495.000,00 €
2	Cost of sales (% Providers)	594.000,00 €
3	Other (% commission)	873.000,00 €
4	TOTAL COST OF SALES	1.467.000,00 €
5	Gross margin	2.028.000,00 €
6	Gross margin %	58%
	EXPENSES	15.000,00 €
7	Sales and marketing expenses	940.000,00 €
8	Salaries + Bonus	580.000,00 €
9	Depreciation	n/a
10	Research and development	100.000,00 €
11	Utilities (hosting, domains etc)	20.000,00 €
12	Insurance	7.500,00 €
13	Rent	60.000,00 €
14	Licensing	18.500,00 €
15	Other	20.000,00 €
16	TOTAL EXPENSES	1.761.000,00 €
17	Profit before tax and interest	267.000,00 €
18	Taxes	53.000,00 €
19	Net profit	214.000,00 €

Months	Revenues	Expenses	Profit
October 2024	585 000	550 000	35 000
November 2024	625 000	585 000	40 000
December 2024	650 000	595 000	55 000
January 2025	675 000	605 000	70 000
February 2025	685 000	615 000	70 000
March 2025	695 000	625 000	70 000
April 2025	715 000	645 000	70 000
May 2025	735 000	660 000	75 000
June 2025	755 000	695 000	60 000
July 2025	805 000	710 000	95 000
August 2025	830 000	730 000	100 000
September 2025	850 000	740 000	110 000
October 2025	870 000	755 000	115 000
November 2025	900 000	785 000	115 000
December 2025	950 000	805 000	145 000
January 2026	980 000	825 000	155 000
February 2026	1 000 000	850 000	150 000
March 2026	1 100 000	865 000	235 000
April 2026	1 130 000	875 000	255 000
May 2026	1 160 000	900 000	260 000
June 2026	1 185 000	905 000	280 000
July 2026	1 210 000	915 000	295 000
August 2026	1 280 000	930 000	350 000

The income prediction has been made based on average start up income for similar online gaming operators.
