

SkySeaTech N.V.

BUSINESS PLAN

INTRODUCTION

SkySeaTech N. V. is a company that is intending to offer online gambling operations in Turkey and Certain parts of Latin America.

ORGANIZATION CHART

SkySeaTech N. V. will be composed of the following departments:

- 1. First line customer support of VIP management and support**
 - First line customer support
 - VIP management and support
- 2. Marketing and Player Acquisition**
 - Promotion and bonus management
 - Direct media buying
 - Social media and SEO marketing
 - Affiliate marketing
- 3. Financial**
 - Payroll
 - Accounting

Each department will be looking to hire the following people:

1. CRM: 1 CRM director, 2-3 support executives
2. Financial: 1 finance director
3. Marketing: 1 marketing director, 1 affiliate manager, 1 marketing executive

The Managing Director will be leading this team of 8-9 people.

SkySeaTech N. V. will enter a white label software solution agreement with Universal Software Solutions N.V. (trading as "Pronetgaming"). Therefore, all betting operations as well as technology management, payment solutions and technical development/maintenance will be outsourced fully to this company. There will be no server structure for the company because it will use Pronetgaming (Universal Software Solutions N.V.) technical systems and those are already established in Curacao and Malta.

OFFICES :

SkySeaTech N.V. headquarters and all staff will be hired remotely or within Cyprus and Ukraine depending on the skills and requirements.

TARGET MARKETS :

SkySeaTech N.V. will be targeting players from Turkey and Certain parts of Latin America.

FINANCIAL PROJECTIONS :

SkySeaTech N.V. is expecting a net small profit or small loss for the first year and a slight profit for the second year. A decent profit is expected as the 3rd year projection and a ROI is probable at the end of the 4th year.

	Year 1	Year 2	Year 3
New Players	4300	1200	1800
Total Players	4300	5500	7300
ARPU	€ 50	€ 55	€ 60
Total Revenue	€ 215.000	€ 302.500	€ 438.000
CEO	€ 28.000	€ 30.000	€ 33.000
CRM Director	€ 23.000	€ 25.000	€ 27.000
Affiliate Manager	€ 20.000	€ 22.000	€ 24.000
Financial Director	€ 23.000	€ 25.000	€ 27.000
Support Exec	€ 21.000	€ 23.000	€ 25.000
SEO	€ 16.000	€ 17.000	€ 18.000
Bonus Costs	€ 13.000	€ 14.000	€ 15.000
Payment Comm.	€ 12.500	€ 13.750	€ 15.125
Affiliates	€ 12.000	€ 13.200	€ 14.520
Total Expenses	€ 168.500	€ 182.950	€ 198.645
PROFIT	€ 46.500	€ 119.550	€ 239.355

