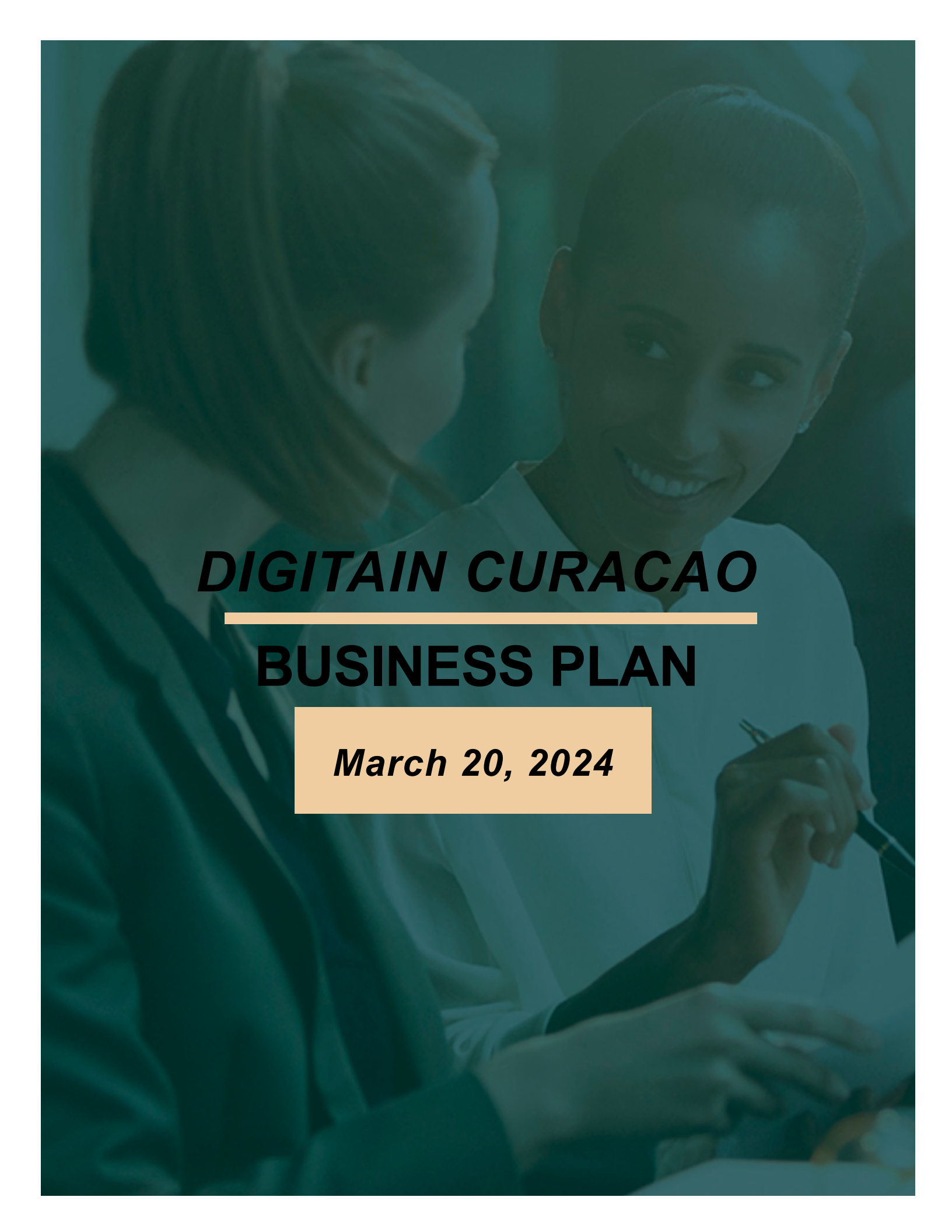


A background image showing two businesswomen in a meeting. One woman is smiling and looking towards the other, who is holding a pen and looking down at a document. The image is overlaid with a teal gradient.

DIGITAIN CURACAO

BUSINESS PLAN

March 20, 2024



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I. EXECUTIVE SUMMARY

Digitain Curacao B.V. wishes to apply for a B2B government license with the Curacao gaming control board (GCB) to continue servicing customers globally from Curacao.

Our unique features include cutting-edge technology, customizable solutions, and a deep understanding of market trends and player preferences. With a focus on innovation and user experience, we continuously develop proprietary IP to enhance offerings and maintain a competitive edge in the rapidly evolving iGaming landscape.

With our customer-first approach means to deliver a flexible, modular, and customizable solution to suit our clients' needs across all markets. Digitain Curacao B.V.'s customers are located globally .

Digitain also provides a full range of alternative betting and gaming products, to suit any taste, no matter where you are in the world – from our own award-winning, person-to person Skill games, to live casino, virtual sports, esports, fast games, poker and beyond.

Our platform also provides everything you need to build a successful business – customizable APIs allowing you to deliver a unique customer experience, an extensive payment gateway and integrated marketing tools, such as a CRM and bonus engine.

Mr. Vardges Vardanyan is the Founder of Digitain Curacao. Mr. Vardanyan holds a PhD in finance from the Armenian State University of Economics. On top of being the founder of Digitain Curacao, Mr. Vardanyan has experience of over 20 years in gaming industry.

Based on our current growth trajectory and the implementation of strategic initiatives Digitain Curacao anticipates achieving a return on investment within three years of operation. Our financial projections are built upon conservative estimates and realistic assumptions, ensuring a clear path to profitability while accounting for potential market fluctuations and operational challenges.

2. COMPANY OVERVIEW

1. Company Summary

Digitain Curacao B.V. (“Digitain”) is a provider of comprehensive online gambling solutions, offering a wide range of products and services tailored to meet the diverse needs of the iGaming industry. Digitain’s platform provides a seamless and immersive experience for both operators and players, covering sports betting, casino games, virtual sports, and esports betting.

2. Mission Statement

Our unique features include cutting-edge technology, customizable solutions, and a deep understanding of market trends and player preferences. With a focus on innovation and user experience, we continuously develop proprietary IP to enhance offerings and maintain a competitive edge in the rapidly evolving iGaming landscape.

With our customer-first approach means to deliver a flexible, modular and customizable solution to suit our clients’ needs across all markets.

3. Company History

We have extensive experience and know-how, having worked in the iGaming industry since 1999. Digitain Group’s highly experienced leadership team currently works with over 150 partners globally, helping them to launch and successfully develop the gaming businesses.

Digitain Curacao has existed since December 21, 2022; and has continued to service Digitain’s mission within the Curacao iGaming sector.

4. Products and Services

We are planning to provide full-service plug-in or turnkey sportsbook and deliver consistent margins for our partners.

Our unbeatable sports betting content, especially in-play, will feature 100 sports and will come with a fantastic array of tools to help our customers deliver a great, profitable experience.

Digitain will also provide a full range of alternative betting and gaming products, to suit any taste, no matter where you are in the world – from person-to-person Skill games, to live casino, virtual sports, esports, fast games, poker and beyond.

Our platform will also provide everything the client needs to build a successful business – customizable APIs allowing to deliver a unique customer experience, an extensive payment gateway and integrated marketing tools, such as a CRM and bonus engine.

Digitain Curacao B.V.'s customers are located globally.

5. Operational Structure

Digitain Curacao B.V. presently has its registered address, with its effective and strategic management, located in Curacao. Digitain is a global brand, with employees situated around the globe. In accordance with the local Curacao requirements, Digitain maintains compliancy towards all local obligations.

6. Financial Goals

Digitain Curacao B.V. has successfully secured new arrangements with key clients, positioning us for substantial growth in the coming years. Building upon our successful first year of operations, we are targeting a 20% annual growth rate in revenue. This strategic initiative reflects our commitment to expanding our client base, driving innovation, and delivering exceptional value to stakeholders.

3. BUSINESS DESCRIPTION

Digitain Curacao B.V. is a B2B gaming company headquartered in Curacao, a hub for online gaming and gambling operations. Founded with a vision to revolutionize the gaming industry, we specialize in providing cutting-edge solutions and services to gaming operators worldwide.

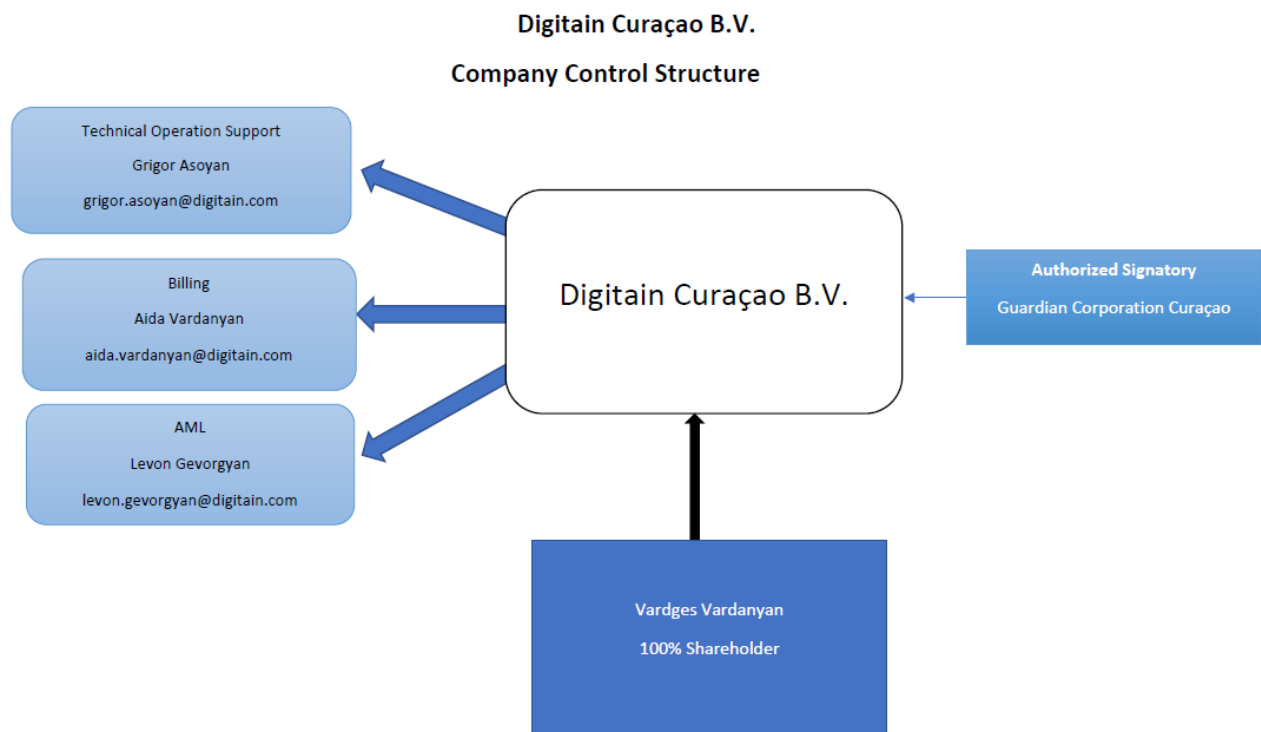
Digitain Curacao B.V. operates on a B2B model, generating revenue through licensing fees, service subscriptions, agency fees and revenue-sharing agreements with gaming operators. Our scalable business model allows for flexible pricing structures and customized solutions to accommodate clients of all sizes and budgets.

Curacao boasts a thriving gaming ecosystem, attracting operators from around the globe seeking regulatory advantages, tax benefits, and a favorable business environment. With its robust infrastructure, skilled workforce, and regulatory framework, Curacao serves as an ideal base for our operations, enabling us to tap into a vast and rapidly growing market.

1. Product and services overview:

Digitain Curacao delivers a wide range of high-quality B2B gaming products and services to meet the diverse needs of its clients. Digitain Curacao has several partner companies that offer different services to the company, including custom casino games design and development, as well as live casino dealer services.

2. Company Management Structure showing Key Management Roles:



3. Pricing

Digitain Curacao has successfully negotiated new price arrangements with partners, resulting in a significant increase in our gross margin from 4% to 7%. This strategic initiative reflects our commitment to enhancing profitability and strengthening our competitive position in the market.

4. MARKET ANALYSIS

1. Gaming Industry Overview:

Curacao serves as a prominent jurisdiction for online gaming and gambling operations, attracting companies worldwide due to its favorable regulatory environment and tax incentives.

The global gaming industry continues to experience significant growth, driven by technological advancements, increasing internet penetration, and shifting consumer preferences towards online entertainment.

2. Regulatory Environment:

Curacao's regulatory framework for online gaming provides operators with licensing opportunities and regulatory oversight, ensuring fair play and consumer protection.

Compliance with Curacao eGaming regulations is essential for B2B gaming companies operating within the jurisdiction, requiring adherence to strict standards for licensing, security, and responsible gaming practices.

3. Target Market Segments:

B2B gaming companies in Curacao typically target gaming operators, including online casinos, sports betting platforms, poker rooms, and other gaming websites.

These operators seek reliable B2B solutions and services such as gaming platform integration, payment processing, compliance assistance, marketing support, and technical maintenance.

4. Competitive Landscape:

The market for B2B gaming solutions in Curacao is competitive, with numerous companies offering a wide range of products and services to gaming operators.

Key competitors may include established B2B gaming providers, software developers, payment processors, marketing agencies, and regulatory compliance firms.

5. OPERATING PLAN

As a B2B gaming business operating in Curacao, regulatory compliance is of utmost importance. We are committed to adhering to all regulations set forth by the Curacao Gaming Control Board and other relevant authorities. This includes obtaining the necessary licenses, maintaining accurate records, and staying informed about any changes in regulations that may impact our operations. Our legal team will be responsible for ensuring full compliance and keeping our business practices in line with regulatory requirements.

1. Risk Evaluation and Management:

We conduct regular risk assessments to identify and mitigate operational, financial, and regulatory risks. Internal and external audits ensure compliance with Curacao regulations, and oversight committees oversee risk management activities. Our risk management framework includes contingency plans, internal controls, and ongoing monitoring to maintain regulatory compliance and business continuity.

2. Key customers:

Digitain Curacao is proud to serve a select group of key customers who are renowned leaders in the gaming industry. These clients represent some of the most prominent players in the market, driving innovation, setting industry standards, and shaping the future of gaming worldwide. Our strategic partnerships with these esteemed organizations not only validate the quality and reliability of our products and services but also provide us with invaluable insights, opportunities, and credibility within the gaming community.

3. Target KPIs and business objectives:

Our key performance indicators include revenue growth, market share expansion, player acquisition, and regulatory compliance metrics. Our long-term objectives center on sustainable growth, market leadership, and enhancing shareholder value while adhering to Curacao regulatory standards.

4. Policies and Procedures:

At Digitain Curacao B.V., we recognize the importance of robust policies and procedures to ensure operational efficiency, regulatory compliance, and risk mitigation. We have all necessary policies and procedures in place, covering a range of areas including Anti-Money Laundering (AML), privacy, and disaster recovery. These policies and procedures are developed internally, leveraging the expertise of our in-house professionals. They are meticulously reviewed and

documented to ensure accuracy, compliance, and effectiveness, aligning with industry standards and regulatory requirements.

5. Timelines and Communication with the Gaming Control Board (GCB):

We are committed to maintaining open and transparent communication with regulatory authorities, including the Gaming Control Board (GCB). Our approach to communication involves timely notification of any relevant changes or developments within our organization, regardless of whether they are legally mandated. We prioritize proactive engagement with the GCB, ensuring that they are consistently apprised of our operations and compliance efforts. Our intended timelines for communication are prompt and responsive, with every internal change undergoing thorough discussion with our managing director before notifications are issued. This proactive approach not only demonstrates our commitment to compliance but also fosters a collaborative relationship with regulatory authorities.

6. Qualifications and Competency:

The board of Digitain Curacao B.V. firmly believes in the qualifications, competency, and integrity of our team responsible for developing and implementing policies and procedures. Our internal professionals undergo rigorous training and development to stay abreast of industry trends, regulatory changes, and best practices. Furthermore, our policies and procedures are meticulously reviewed and documented to ensure accuracy, compliance, and effectiveness. The board has full confidence that our team is well-equipped to navigate the complexities of the online gaming industry while upholding the highest standards of integrity and professionalism.

6. MARKETING AND SALES PLAN

In the dynamic landscape of Curacao's business-to-business (B2B) sector, our company aims to carve a niche by offering innovative solutions and exceptional services tailored to the needs of businesses in the gaming industry. Our marketing and sales plan is designed to establish a strong presence, attract clients, and foster long-term relationships within this competitive market.

Marketing Activities

Digitain Curacao's marketing strategy is built on three key pillars: a. Customization: We believe in taking a personalized approach to marketing, crafting bespoke strategies that align with each client's goals, target audience, and brand identity. b. Innovation: In an ever-evolving industry, innovation is essential for staying ahead of the curve. ElevateGaming continually explores new trends, technologies, and creative concepts to ensure our clients remain at the forefront of the B2B gaming landscape. c. Collaboration: We view our clients as partners, working closely with them to develop and execute marketing campaigns that drive tangible results. By fostering open communication and collaboration, we build long-term relationships built on trust and mutual success.

Sales Strategy

Armed with a wealth of knowledge about our prospective clients, we embark on a journey of personalized engagement. Each interaction is carefully tailored to resonate with the specific needs and objectives of the client. Our presentations are not cookie-cutter; they're bespoke creations crafted to address the pain points and aspirations of the client. We offer one-on-one demo sessions, providing hands-on experiences with our products and solutions. These sessions are not just showcases of our capabilities; they're collaborative explorations of how we can help our clients achieve their goals.

7. FINANCIAL PLAN

The increase in gross margin is a pivotal milestone for Digitain, signaling a tangible improvement in our financial performance. By effectively managing our cost structure and negotiating favorable terms with partners, we have achieved a 3% increase in gross margin, translating to improved profitability across all business segments.

Business forecast for 3 years:

		2023 (annualized from months)	2nd year	3rd year	4th year
		6			
Turnover		372,218	446,662	513,660.84	590,709.97
Direct costs (software license cost)		353,028	415,395	477,705	549,360
Gross margin		19,190	31,266	35,956.26	41,349.70
IT and operating expenses	<i>Note 1</i>	(10,445)	(10,445)	(10,445)	(10,445)
Administrative and general expenses	<i>Note 2</i>	(16,060)	(14,755)	(15,498)	(15,498)
Payroll expenses					
Operating result		(7,315)	6,066	10,013	15,407
Result before tax		(7,315)	6,066	10,013	15,407
Profit tax		-	-		
Net result for the period		(7,315)	6,066	10,013	15,407

Business Plan – Digitain Curacao

<i>Note 1</i>					
License fee		(8,620)	(8,620)	(8,620)	(8,620)
Server fee		(1,825)	(1,825)	(1,825)	(1,825)

<i>Note 2</i>					
Incorporation fees		(1,950)			
Management fees		(3,100)	(3,100)	(3,100)	(3,100)
Corporate secreterial fees		(4,881)	(4,881)	(4,881)	(4,881)
Legal fees		(75)	(75)	(75)	(75)
Accounting fees		(45)	(45)	(45)	(45)
Notary expenses		(1,325)	(1,325)	(1,325)	(1,325)
Membership and contributions		(105)	(105)	(105)	(105)
Bank charges		(4,303)	(4,948)	(5,691)	(6,544)
Other general expenses		(276)	(276)	(276)	(276)