

Subject: Business plan outline 2023 - 2025

Dear sirs,

Viral Technology is a B2B casino operator. Currently we operate a B2B business model consisting of re-selling game content to licensed operators in Latin America. In this business model the marketing partner provides localized marketing, such as player acquisition, player retention and support. The casino hold is divided between Viral Technology and the local partners. As Europe moved more and more into national regulation and licensing schemes our focus has been concentrated B2B. However, we are currently investigating the opportunity to re-launch again our own B2C gaming service for emerging markets which are still pre-regulation. We have not yet decided on the specific markets or countries for the new B2C service, this is currently under market research.

At the moment we have one B2B customer (playdoit.mx). All games are integrated directly from the 3rd party game providers into the customers gaming platform (Finnplay). Viral does not provide any technical value adding.

Viral Technology is currently licensed in Curacao and is considering applying for the new B2B licensing scheme coming in force April 2024.

Game content – resell agreements:

Licensing and/or reseller agreements with following providers are in force:

- Digitus Ltd (Betsoft)
- EG Overseas Services B.V. (Evolution)
- Endorphina Ltd
- Ezugi NV
- GameArt CU B.V.
- Green Rock Limited (Booongo)
- HSS EOOD (Habanero)
- Intuition Software Solutions Limited (Pragmatic)
- Quickfire Limited

VIRAL TECHNOLOGY

Technology:

Currently there is no game aggregator platform in use. All the 3rd party game providers connect directly to the customer's platform (Finnplay). This is due to historical reasons. However in order to server more customers a game aggregator platform should be implemented.

Management:

Martin Prantner:	CEO, COO
Sari Aitokallio:	Chief Legal Officer
Andrey Obidin:	Compliance Officer
Anastasiia Semenova:	Financial Manager

Marketing:

At present, there is only 1 active partnership in place. However, we see great potential to expand the customer base in Latin America by engaging in sales & marketing activities.

Forecast:

VIRAL TECHNOLOGY

Assumptions:

During 2024 and 2025 we will be operating a B2B game reselling business, which is reflected in the below forecast.

Viral Technology NV	Jan.23	Feb.23	Mar.23	Apr.23	May.23	Jun.23	Jul.23	Aug.23	Sep.23	Oct.23	Nov.23	Dec.23
P&L												
TOTAL GGR												
Game re-sell	161.466	139.630	141.055	122.551	168.106	161.559	258.439	239.408	246.897	250.022	251.272	255.544
Other income												
Service fees to partners												
REVENUE Total	161.466	139.630	141.055	122.551	168.106	161.559	258.439	239.408	246.897	250.022	251.272	255.544
Game fees	(145.786)	(116.063)	(119.779)	(102.928)	(142.376)	(126.540)	(217.518)	(194.839)	(219.019)	(203.081)	(216.094)	(219.768)
Jackpot expense	(692)	(321)	(495)	1.085	(1.168)	919	2.710	1.101	(1.077)	(289)	2.161	2.198
Licence fees	(442)	(442)	(663)	(663)	(663)	(663)	(663)	(663)	(663)	(663)		
Processing fees												
DIRECT COSTS Total	(146.920)	(116.826)	(120.937)	(102.505)	(144.207)	(126.283)	(215.471)	(194.400)	(220.759)	(204.033)	(213.933)	(217.570)
Bank Charges	(93)	(4.256)	(2.513)	(2.483)	(2.266)	(2.971)	(2.755)	(4.277)	(4.021)	(3.939)	(4.500)	(5.000)
IT costs	(620)	(620)	(620)	(620)	(620)	(620)	(620)	(620)	(620)	530	(620)	
Legal and Professional fees	(8.637)	(1.793)	(3.297)	(4.763)	(2.215)	(8.011)	(9.915)	(7.401)	(8.173)	(6.619)	12.500	12.500
EXPENSES Total	(9.350)	(6.669)	(6.430)	(7.866)	(5.101)	(11.602)	(13.290)	(12.298)	(12.814)	(10.028)	7.380	7.500
EBITDA	5.196	16.135	13.688	12.180	18.798	23.674	29.679	32.710	13.323	35.962	44.719	45.474
Finance costs - FX losses												
Write off of sales invoices												
Income Tax												
Interest on loans												
NET PROFIT	5.196	16.135	13.688	12.180	18.798	23.674	29.679	32.710	13.323	35.962	44.719	45.474
Net Profit Margin												
Accumulated yearly result	5.196	21.331	35.019	47.199	65.997	89.671	119.349	152.059	165.382	201.344	246.063	291.537

VIRAL TECHNOLOGY

Viral Technology NV	Total 2022	Total 2023	Total 2024	Total 2024
P&L				
TOTAL GGR				
Game re-sell	1.390.375	2.395.950	2.875.140	3.450.168
Other income	5.000	-	-	-
Service fees to partners	3.500	-	-	-
REVENUE Total	1.398.875	2.395.950	2.875.140	3.450.168
	-	-	-	-
	-	-	-	-
	-	-	-	-
Game fees	(1.627.304)	(2.023.792)	(2.472.621)	(2.967.145)
Jackpot expense	19.307	6.131	19.781	23.737
Licence fees	(4.866)	(6.183)	(30.000)	(40.000)
Processing fees	(50)	-	-	-
DIRECT COSTS Total	(1.612.913)	(2.023.844)	(2.482.840)	(2.983.408)
	-	-	-	-
	-	-	-	-
Bank Charges	(25.223)	(66.000)	(72.600)	(79.860)
IT costs	(7.656)	(5.671)		-
Legal and Professional fees	(41.633)	(35.825)	(39.407)	(43.348)
EXPENSES Total	(74.512)	(80.570)	(112.007)	(123.208)
	-	-	-	-
EBITDA	(288.550)	291.537	280.294	343.553
Finance costs - FX losses	(3.000)	-	-	-
Write off of sales invoices				
Income Tax				
Interest on loans				
NET PROFIT	(291.550)	291.537	280.294	343.553
Net Profit Margin	-21%	12%	10%	10%
Accumulated yearly result				

VIRAL TECHNOLOGY

Business Development and Future Revenue Streams:

Viral Technology is looking to increase the number of local partners working with us so we may continue to develop our game reselling services.

There is also potential for the development of a game aggregator platform. This would allow B2B clients to serve their customers with games from multiple game providers via a single integration with our platform.

Yours Sincerely

Martin Prantner
Viral Technology, Owner

Tel.: +358 40 55 28 373
Email: martin.prantner@21viral.com