

Business Plan

Fastpari

MYSTIC GLITTER B.V.



TABLE OF CONTENTS

1	Summary.....	3
2	Company Management Structure.....	8
3	Financial Overview.....	10
4	Product & Services.....	18
5	Key Suppliers, Material Dependencies.....	25
6	Risk Evaluation And Management.....	30
7	Policies And Procedures.....	37
8	Analysis of market.....	41
9	Challenges faced in launching an online casino.....	56
10	Financial planning for the online casino project.....	59

1.SUMMARY

1.1.Summary of the project

Fastpari is a forthcoming online gaming platform currently under development. The project aims to create a company that offers an enriched online gaming experience, utilizing cutting-edge technologies to captivate players. The venture is spearheaded by founders with extensive experience, having successfully launched seven casinos in the past.

In the event of the online casino's closure, whether due to internal factors or other objective reasons, the security payment is refundable to the casino owners. However, it serves as an untouched deposit during the operational phase, acting as a safeguard in the event of jackpot wins and ensuring minimal losses.

The domain is fastpari.com, held and operated by a Curacao company Mystic Glitter B.V.

The screenshot displays the Safenames International Domain Portal interface. The top navigation bar includes links for Home, WHOIS, Help, and Logout. The account section shows 'MYSTIC GLITTER B.V.' with a security level of 1 and a cashpot balance of €0.00. The main content area, titled 'My Domain Names', shows 1 domain name found matching 'fastpari.com'. Below this is a table with columns for Domain Name, TLD, Account / Sub Account, Registration Term, Registered Date, Renewal Date, and Invoice Info. The table contains one entry for fastpari.com, registered for 2 years on 16.11.2023, with a renewal date of 16.11.2025. The bottom section features a Site Map with links for Account, Domain Management, and DNS & Transfers. It also includes a More Resources section with links for Support, Direct Contact, and Resources. A Global Domain Search bar is located on the right side of the bottom section.

Domain Name	TLD	Account / Sub Account	Registration Term	Registered Date	Renewal Date	Invoice Info
fastpari.com	com	MYSTIC GLITTER B.V.	2 yrs	16.11.2023	16.11.2025	View (1) Invoices

Beginning in 2024, a Gaming Control Board will oversee regulatory matters. Presently, the application for the government license is underway.



Company Description:

Fastpari is an online gaming enterprise that transcends conventional boundaries to deliver an engaging and responsible gaming venture. Within the ever-evolving landscape of digital gaming, we stand as a beacon of innovation, integrity, and excitement.

Vision:

At Fastpari, our vision extends to creating a global gaming community where every player experiences empowerment, entertainment, and security. We seek to redefine the gaming industry by fostering innovation, embracing responsibility, and cultivating an inclusive space that welcomes players from diverse backgrounds.

Mission:

Guided by our core principles, Fastpari's mission encompasses the following key areas:

- **Innovation Hub:** Driving technological advancements and exploring creative frontiers to provide an unparalleled gaming experience with a diverse array of cutting-edge games.
- **Responsible Gaming Advocacy:** Proactively promoting responsible gaming through robust player protection measures, educational resources, and collaboration with organizations dedicated to fostering healthy gaming habits.
- **Player-Centric Focus:** Placing our players at the core of our endeavors, we offer personalized experiences, responsive customer support, and a commitment to continuously improve our offerings based on player feedback.
- **Global Connectivity:** Breaking down geographical barriers to create a global gaming network that embraces players from varied cultures, backgrounds, and regions.

Goals:

- Our aspirations at Fastpari revolve around achieving excellence in entertainment, innovation leadership, community impact, and sustainable growth.
- **Excellence in Entertainment:** Striving for excellence in all facets of entertainment, ensuring our games provide not only excitement but also serve as platforms for social interaction, skill development, and unforgettable experiences.
- **Innovation Leadership:** Aiming to lead in industry innovation, setting new standards for gaming excellence, and consistently surprising our players with novel and engaging gaming experiences.

- Community Impact: Making a positive contribution to the community by supporting charitable causes, local initiatives, and promoting responsible gaming as a core aspect of our corporate social responsibility.
- Sustainable Growth: Achieving sustainable growth by balancing financial success with ethical business practices, environmental responsibility, and a steadfast commitment to the well-being of our players.

1.2.Ubo Background

Viktoriia Burymska boasts extensive experience in marketing within the online gaming industry. As the Online Marketing Specialist at LLC SLOTS.UA from Feb 2022 to Dec 2023, she crafted tailored organic social media strategies to enhance brand awareness and positioning, alongside overseeing digital channel administration and content management. Her tenure as Head of Marketing at LLC Golden Cup and Senior Marketing Manager at LLC Parimatch further solidified her expertise in campaign planning, performance analysis, and client relationship management. With a background spanning from defining brand identities to executing impactful digital campaigns, she consistently drives business objectives and fosters brand growth.

Having served as the Online Marketing Specialist at LLC SLOTS.UA, Viktoriia possesses unparalleled insight into the project's core processes, affording her a distinct advantage in steering the company towards success in her role as CEO.



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PROFESSIONAL SUMMARY

Results-orientated individual dedicated to creating memorable multi-channel marketing campaigns that deliver brand recognition. Uses data-driven approach to secure consistent high results.

Fast-learning, results-oriented employee, utilising organisational skills to drive business goals. Possessing exceptional problem-solving and analytical skills. Works effectively and efficiently in high-performing teams.

SKILLS

- Digital copywriting
- Lead nurture campaign optimisation
- Digital marketing strategy
- Mixpanel
- Digital content marketing strategy
- Google AdWords strategy

EXPERIENCE

Online Marketing Specialist, LLC SLOTS.UA, Feb 2022 - Dec 2023, Kyiv

- Developed tailored organic social media strategies by analysing social metrics, insights and best practices, in order to increase brand awareness and positioning.
- Created case studies and use cases that demonstrated value of products and services to potential customers.
- Took ownership for the administration and management of all digital channels, ensuring up to date and high-quality content was published.
- Oversaw search engine optimisation strategy to drive brand awareness.
- Defined brand identity and designed brand online communication plan.

Head of Marketing, LLC Golden Cup (online casino), May 2019 - Feb 2022, Kyiv

- Achieved business objectives through marketing campaign planning, implementation and management.
- Handled digital channels content development and editing for multiple platforms.
- Supported campaign performance reporting through campaign data collection and presentation.
- Grew client relationships and won new clients through concept development and proposal presentation.
- Aided marketing activities administration with task plan creation for timely delivery.
- Implemented Google Analytics and other monitoring and reporting tools.

Senior Marketing Manager, LLC Parimatch, Apr 2012 - May 2019, Kyiv

- Handled digital channels content development and editing for multiple platforms.
- Supported campaign performance reporting through campaign data collection and presentation.

1.3.List of games

Main types of casino games:

- Type 1 – Games of Chance (RNG-based games such as slots and casino table games)
- Type 2 – Betting (including live betting and virtual-sports betting)
- Type 3 – Live Dealer Games
- Type 4 – Pooled-prize games (such as lotteries and parimutuel)
- Type 5: Promoting peer-to-peer games (such as sport-exchange, bingo and poker)

1.4.Project indicators

The economic feasibility of the project has been affirmed through the computation of traditional financial indicators widely utilized in project analysis.

Table 1. Indicators of the project

Name of the index	Value of the index
Calculation period of the project, year	3
Laid-down capital (LDC), EUR	253 142
Sum of proceeds (SP), EUR	4 264 157
Net average operational receipts per month (NAOR), EUR	29 800
Net profit for the project period, EUR	956 077
Average profitability for the project period (net profit to proceeds	22,42%
Discounting rate (DR), %	19,40%
Net present value (NPV), EUR	403 147
Average Rate of Return of investments (ARR)	13,24%
Return on investment (ROI)	278%
Profitability index (PI)	1,6
Internal rate of return (IRR)	97,56%
Pay back period of the project in whole (PBP), incl. financing scheme	15 months
	1,25 years

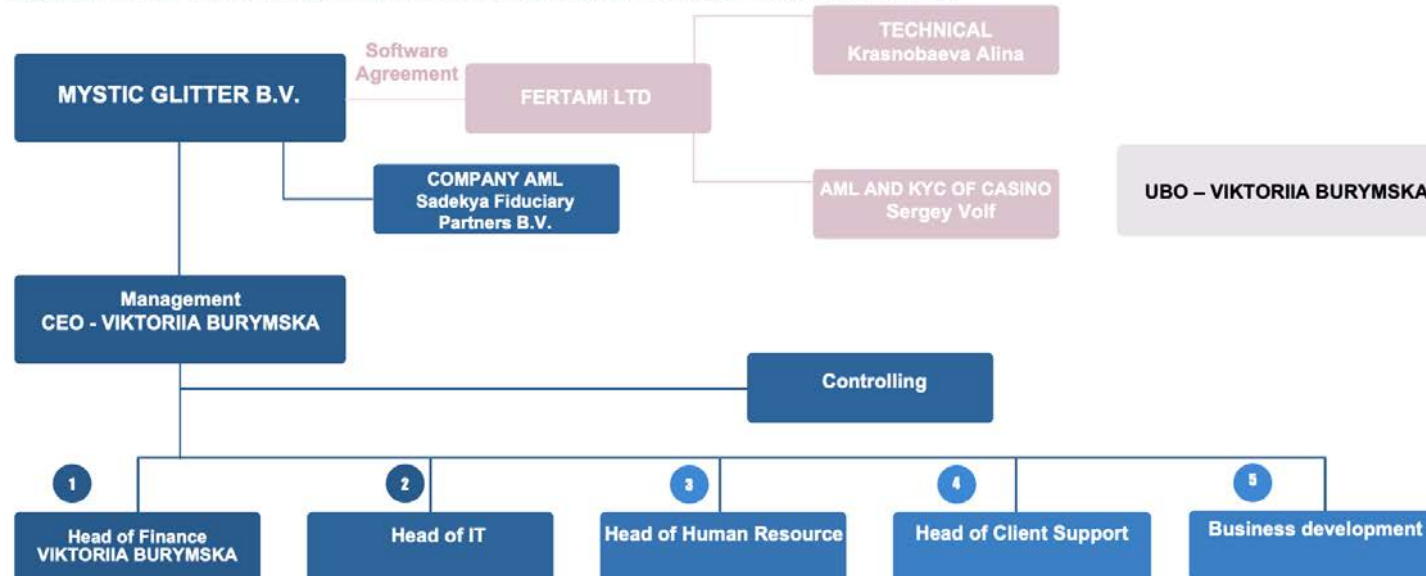
2. Company Management Structure

2.1. Board Oversight

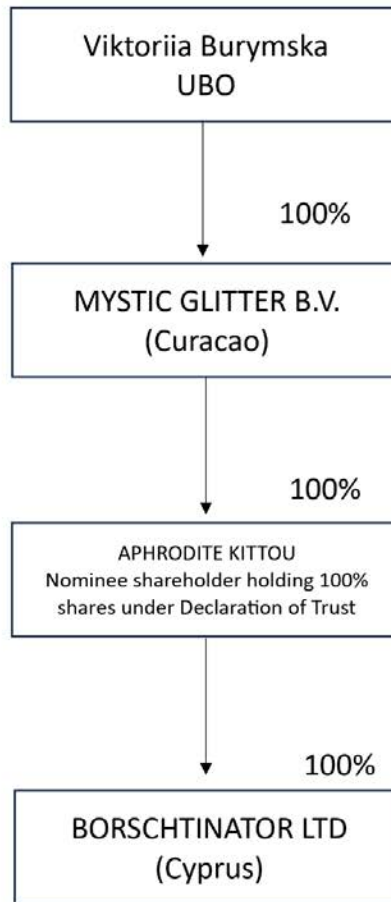
In the dual capacity of CEO and sole shareholder, the Ultimate Beneficial Owner (UBO) meticulously manages day-to-day business activities. This entails overseeing marketing campaigns, formulating expansion strategies across various sectors, integrating payment methods, and venturing into untapped markets. Board meetings may include key personnel besides the director. Decision-making is decentralized, with strategies and duties directly assigned to departments, fostering adaptability and averting deadlocks. Legal assistance is managed internally by specialized departments and officers, with department heads chiefly accountable for conclusive decisions under the CEO's supervision.

Company control structure

MYSTIC GLITTER B.V., a company incorporated under the laws of Curaçao with registration number 166110 and registered address at Abraham Mendez Chumaceiro Boulevard 03, Curacao



COMPANY STRUCTURE



3. Financial Overview

3.1. Financial Estimation For The First, Second And Third Year

Table 2. Cash flow for the first year, euro

	Total for 3 years	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25
Month of the project		1	2	3	4	5	6	7	8	9	10	11	12
Number of days in the period		30	31	30	31	31	30	31	30	31	31	28	31
Cash flow - INVESTING	-209 280	- 190 800	-	-	- 18 480	-	-	-	-	-	-	-	-
Acquisition of a license and security payment	-190 800	- 190 800	-	-	-	-	-	-	-	-	-	-	-
Payment for the Amazon server	-15 600	-	-	-	- 15 600	-	-	-	-	-	-	-	-
Office equipment and stationery	-2 880	-	-	-	- 2 880	-	-	-	-	-	-	-	-
Cash flow - OPERATING	1 072 793	-	-	-	-	- 28 051	2 610	4 912	6 575	9 920	14 057	- 15 812	37 172
Proceeds	4 264 157	-	-	-	-	33 600	41 328	45 615	48 619	54 737	62 053	77 917	112 050
Income from clients	4 264 157	-	-	-	-	33 600	41 328	45 615	48 619	54 737	62 053	77 917	112 050
Expenses total	-3 191 364	-	-	-	-	- 61 651	- 38 718	- 40 703	- 42 044	- 44 817	- 47 996	- 93 729	- 74 878
Direct costs	-2 428 343	-	-	-	-	- 50 484	- 27 551	- 29 135	- 30 006	- 31 836	- 33 848	- 42 562	- 54 211
Advertising costs	-1 154 972	-	-	-	-	- 14 400	- 15 840	- 17 424	- 18 295	- 20 125	- 22 137	- 24 351	- 36 000
Additional staff costs	-825 500	-	-	-	-	-	-	-	-	-	-	- 6 500	- 6 500
License fees	-138 111	-	-	-	-	- 26 404	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031
Salary	-309 760	-	-	-	-	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680
Indirect costs	-477 333	-	-	-	-	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 51 167	- 11 167
Accounting	-122 667	-	-	-	-	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833
Office equipment maintenance	-85 333	-	-	-	-	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667

Table 3. Cash flow for the second year, euro

	Total for 3 years	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26
Month of the project		13	14	15	16	17	18	19	20	21	22	23	24
Number of days in the period		30	31	30	31	31	30	31	30	31	31	28	31
Cash flow - INVESTING	-209 280	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition of a license and security payment	-190 800	-	-	-	-	-	-	-	-	-	-	-	-
Payment for the Amazon server	-15 600	-	-	-	-	-	-	-	-	-	-	-	-
Office equipment and stationery	-2 880	-	-	-	-	-	-	-	-	-	-	-	-
Cash flow - OPERATING	1 072 793	45 882	43 861	45 920	46 661	21 827	42 599	41 191	38 675	39 645	42 116	6 834	45 917
Proceeds	4 264 157	123 218	127 126	129 765	130 716	129 750	132 008	130 203	133 477	134 721	137 889	139 155	156 462
Income from clients	4 264 157	123 218	127 126	129 765	130 716	129 750	132 008	130 203	133 477	134 721	137 889	139 155	156 462
Expenses total	-3 191 364	- 77 335	- 83 265	- 83 846	- 84 055	- 107 923	- 89 409	- 89 012	- 94 802	- 95 076	- 95 773	- 132 321	- 110 545
Direct costs	-2 428 343	- 54 211	- 60 711	- 60 711	- 60 711	- 91 584	- 67 211	- 67 211	- 73 711	- 73 711	- 73 711	- 80 211	- 87 411
Advertising costs	-1 154 972	- 36 000	- 36 000	- 36 000	- 36 000	- 36 000	- 36 000	- 36 000	- 36 000	- 36 000	- 36 000	- 36 000	- 43 200
Additional staff costs	-825 500	- 6 500	- 13 000	- 13 000	- 13 000	- 19 500	- 19 500	- 19 500	- 26 000	- 26 000	- 26 000	- 32 500	- 32 500
License fees	-138 111	- 2 031	- 2 031	- 2 031	- 2 031	- 26 404	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031
Salary	-309 760	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680
Indirect costs	-477 333	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 51 167	- 11 167
Accounting	-122 667	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833
Office equipment maintenance	-85 333	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667
Hosting	-120 000	-	-	-	-	-	-	-	-	-	-	- 40 000	-
Office rent	-48 000	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500
Legal support	-101 333	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167
Taxes	-285 688	- 11 957	- 11 387	- 11 968	- 12 177	- 5 173	- 11 031	- 10 634	- 9 924	- 10 198	- 10 895	- 944	- 11 967
Profit tax	-285 688	- 11 957	- 11 387	- 11 968	- 12 177	- 5 173	- 11 031	- 10 634	- 9 924	- 10 198	- 10 895	- 944	- 11 967
Cash flow - FINANCING	-101 370	- 14 838	- 14 131	- 14 851	- 15 111	- 6 419	- 13 689	- 13 196	- 12 315	- 12 655	- 13 520	- 1 171	- 14 850
Co-investor's investment	253 142	-	-	-	-	-	-	-	-	-	-	-	-

Refunds to co-investor	-354 512	- 14 838	- 14 131	- 14 851	- 15 111	- 6 419	- 13 689	- 13 196	- 12 315	- 12 655	- 13 520	- 1 171	- 14 850
CASH FLOW OF THE PROJECT	762 142	31 044	29 731	31 069	31 550	15 408	28 910	27 995	26 359	26 990	28 596	5 663	31 067
progressive total (cash balance)	762 142	86 973	116 703	147 772	179 322	194 731	223 641	251 635	277 995	304 985	333 581	339 244	370 311

Table 4. Cash flow for the third year, euro

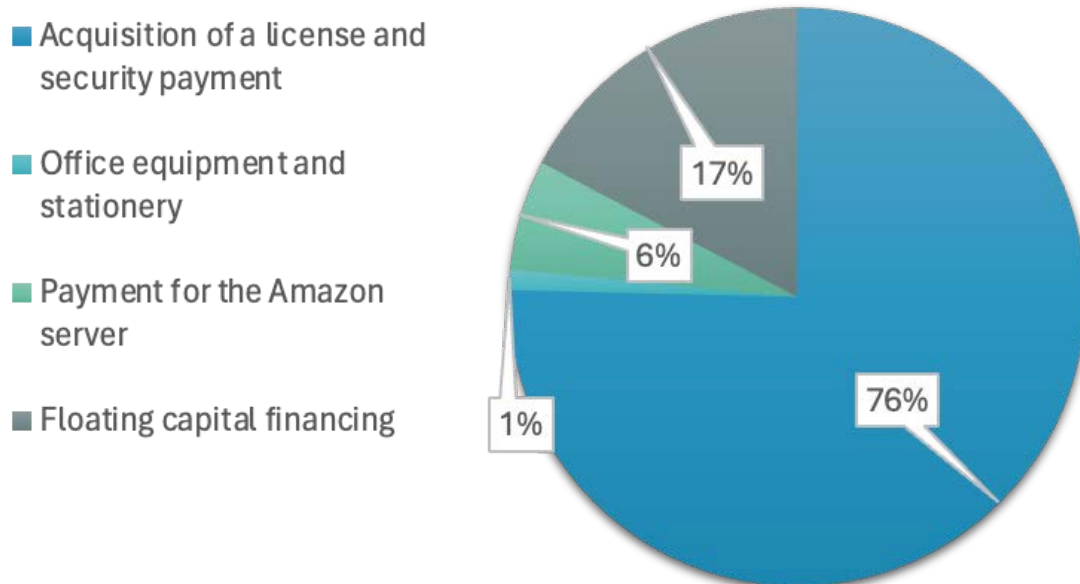
	Total for 3 years	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26	Jan-27	Feb-27	Mar-27
Month of the project		25	26	27	28	29	30	31	32	33	34	35	36
Number of days in the period		30	31	30	31	31	30	31	30	31	31	28	31
Cash flow - INVESTING	-209 280	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition of a license and security payment	-190 800	-	-	-	-	-	-	-	-	-	-	-	-
Payment for the Amazon server	-15 600	-	-	-	-	-	-	-	-	-	-	-	-
Office equipment and stationery	-2 880	-	-	-	-	-	-	-	-	-	-	-	-
Cash flow - OPERATING	1 072 793	56 199	53 006	53 794	49 056	33 928	55 749	56 929	52 355	52 563	52 651	16 417	47 633
Proceeds	4 264 157	169 643	172 050	173 061	173 486	182 064	185 667	187 180	187 816	188 083	188 195	188 242	188 262
Income from clients	4 264 157	169 643	172 050	173 061	173 486	182 064	185 667	187 180	187 816	188 083	188 195	188 242	188 262
Expenses total	-3 191 364	- 113 445	- 119 044	- 119 267	- 124 430	- 148 136	- 129 918	- 130 251	- 135 461	- 135 519	- 135 544	- 171 824	- 140 629
Direct costs	-2 428 343	- 87 411	- 93 911	- 93 911	- 100 411	- 128 384	- 104 011	- 104 011	- 110 511	- 110 511	- 110 511	- 117 011	- 117 011
Advertising costs	-1 154 972	- 43 200	- 43 200	- 43 200	- 43 200	- 46 800	- 46 800	- 46 800	- 46 800	- 46 800	- 46 800	- 46 800	- 46 800
Additional staff costs	-825 500	- 32 500	- 39 000	- 39 000	- 45 500	- 45 500	- 45 500	- 45 500	- 52 000	- 52 000	- 52 000	- 58 500	- 58 500
License fees	-138 111	- 2 031	- 2 031	- 2 031	- 2 031	- 26 404	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031	- 2 031
Salary	-309 760	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680	- 9 680
Indirect costs	-477 333	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 11 167	- 51 167	- 11 167

Accounting	-122 667	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833	- 3 833
Office equipment maintenance	-85 333	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667	- 2 667
Hosting	-120 000	-	-	-	-	-	-	-	-	-	-	-	- 40 000	-
Office rent	-48 000	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500	- 1 500
Legal support	-101 333	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167	- 3 167
<i>Taxes</i>	-285 688	- 14 867	- 13 967	- 14 189	- 12 852	- 8 586	- 14 740	- 15 073	- 13 783	- 13 842	- 13 866	- 3 647	- 12 451	- 12 451
Profit tax	-285 688	- 14 867	- 13 967	- 14 189	- 12 852	- 8 586	- 14 740	- 15 073	- 13 783	- 13 842	- 13 866	- 3 647	- 12 451	- 12 451
Cash flow - FINANCING	-101 370	- 18 449	- 17 331	- 17 607	- 15 949	- 10 654	- 18 291	- 18 704	- 17 103	- 17 176	- 17 207	- 4 525	- 15 451	- 15 451
Co-investor's investment	253 142	-	-	-	-	-	-	-	-	-	-	-	-	-
Refunds to co-investor	-354 512	- 18 449	- 17 331	- 17 607	- 15 949	- 10 654	- 18 291	- 18 704	- 17 103	- 17 176	- 17 207	- 4 525	- 15 451	- 15 451
CASH FLOW OF THE PROJECT	762 142	37 750	35 675	36 187	33 107	23 274	37 458	38 225	35 252	35 387	35 444	11 892	32 182	32 182
progressive total (cash balance)	762 142	408 061	443 736	479 923	513 030	536 304	573 761	611 986	647 238	682 625	718 068	729 960	762 142	762 142

3.2. Investment blueprint: detailing investment categories, anticipated expenditures and rationale for funding

The financial requirement for the project amounts to 253.1 thousand euros (EUR).

Diagram 1. Investments structure



The project's funding is anticipated to be sourced from the investor. A plan is in place to allocate 35% of the net profit towards repaying the investor's funds within the initial three years from the project's launch. This repayment mechanism will be activated once the accumulated profit for the current month exceeds zero, commencing from the 7th month of the project. The total amount of payments to the investor over the project's duration is projected to be 354 thousand euros (EUR).

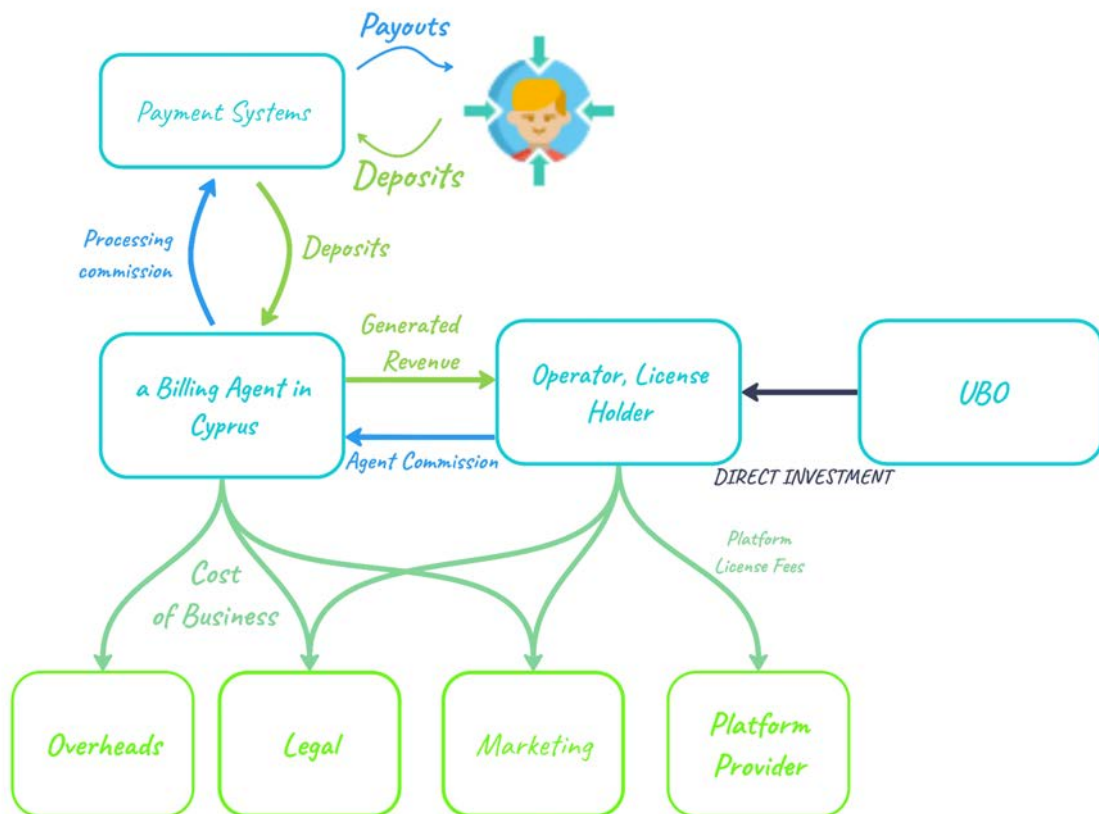
Type of initial investments - funds provided directly by the Ultimate Beneficial Owner

Upon launch - profits generated directly from operations.

3.3. Flow Of Funds Schematic

The cost of business for the project includes license fees to the Platform provider, Web-marketing, Service fees to employees and legal fees to fiduciary service providers.

Flow of Funds



4. Products & Services

4.1. Registrations And Opening Of An Account

The screenshot displays the FastPari website interface. At the top, there's a navigation bar with links for SPORTS, LIVE, GAMES, CASINO, LIVE CASINO, and MORE, along with a Money Wheel icon. A prominent green 'REGISTRATION' button is visible in the top right corner. Below the navigation bar, a large banner advertises a 'FIRST DEPOSIT BONUS' with a 'FIND OUT MORE' button. The main content area features a list of sports events, including Australia NPL, Southern Tigers, Forestville Eagles, Central District Lions, Maitland Mustangs, Hornsby Spiders, North Adelaide Rockets, West Adelaide Bearcats, Norwood Flames, and South Adelaide Panthers. Each event is accompanied by its score and odds. On the right side, a 'REGISTRATION' sidebar offers options for 'One-click', 'By phone', and 'By e-mail', along with a 'REGISTER' button. Below the main content area, a 'REGISTRATION' section provides a 'ONE-CLICK' button, a 'BY PHONE' button, a 'BY E-MAIL' button, and a 'SOCIAL NETWORKS AND MESSENGERS' button. It also includes a 'Select country' dropdown, a 'Select currency' dropdown, a 'Promo code (if you have one)' input field, and a green 'REGISTER' button. A disclaimer at the bottom states: 'By clicking the "Register" button, you confirm that you have read and agree to the company's [Terms of Service](#) and [Privacy Policy](#) and that you are of legal age.'

FASTPARI SPORTS LIVE GAMES CASINO LIVE CASINO MORE Money Wheel

FIRST DEPOSIT BONUS
Register with FastPari and get a 100% bonus
[FIND OUT MORE](#)

REGISTRATION
One-click By phone
Promo code (if you have one)
[REGISTER](#)
By clicking the "Register" button, you confirm that you have read and agree to the company's [Terms of Service](#) and [Privacy Policy](#) and that you are of legal age.
100% BONUS ON YOUR 1ST DEPOSIT
Bet slip My bets
YOUR BETS
Add events to the bet slip or enter a code to load events
[REGISTRATION](#)
Save/load events
Android iOS

ALL 813 351
TOP
Football (42)
Tennis (39)
Basketball (40)
Ice Hockey (9)
Volleyball (18)
Table Tennis (45)
Cricket (22)
Esports (11)
CATEGORIES FROM A TO Z
Australian Rules (1)
Badminton (2)
Beach Volleyball (3)

Australia, NBL1
1 Team Wins 2
+6
Eastern Mavericks 67 20 14 27 6
Southern Tigers 67 20 18 11 18
Forestville Eagles 0 0
Central District Lions 0 0
Including Overtime
Maitland Mustangs 36 20 16
Hornsby Spiders 28 18 10
15:47 / 2 Quarter / Including Overtime
North Adelaide Rockets 70 20 17 14 19
West Adelaide Bearcats 100 29 23 28 20
37:40 / 4 Quarter / Including Overtime
Norwood Flames 66 16 28 22
South Adelaide Panthers 49 14 22 13

Bonus for sports betting
Welcome bonus on your 1st deposit up to 100 EUR

Casino + Games
Welcome package up to 1500 EUR + 150 FS

Reject bonuses
Make your selection later

REGISTRATION
ONE-CLICK BY PHONE BY E-MAIL SOCIAL NETWORKS AND MESSENGERS
Select country Select currency
Promo code (if you have one) [REGISTER](#)
By clicking the "Register" button, you confirm that you have read and agree to the company's [Terms of Service](#) and [Privacy Policy](#) and that you are of legal age

THANKS FOR THE REGISTRATION!

Username: Password:

Do not forget to save your username and password!

SAVE TO FILE

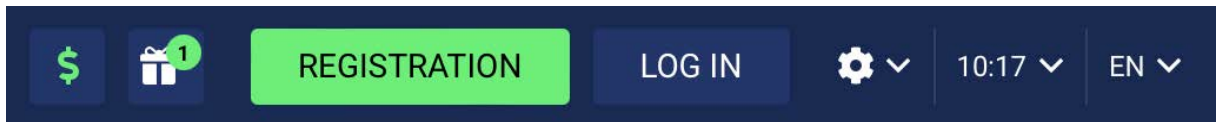
SAVE AS PICTURE

Enter e-mail

SEND TO E-MAIL

[illegible]

4.2. LOG IN AND LOGOUT



Confirm action

Are you sure you want to log out?

LOG OUT

CANCEL

4.3. Terms And Conditions/ Rules And Procedures

SPORTS ▾LIVE ▾GAMES ▾CASINO ▾MORE ▾ Money Wheel\$ 1REGISTRATIONLOG IN ▾10:17 ▾EN ▾

 About us

 Contacts

 **Terms of Service**

 Payments

 How to place a bet

 Anti-Money Laundering

 KYC Policies

 Dispute resolution

 Responsible Gambling

 Self-exclusion

 Fairness & RNG Testing Methods

 Privacy & Management of Personal Data

 Accounts, Payouts & Bonuses

 Betting rules

 Risk warning

Terms of Service



SHOW ALL

1. Terms and Conditions

2. Types of bets ▾

3. Live Betting

4. Match Results, Dates and Starting Times

5. Rules on sports ▾

6. Available Markets (Outcomes)

7. Extra bets

8. Examples ▾

9. Main sources of information

10. TOTALIZATOR 15-TOTO ▾

11. TOTO «Correct score» ▾

12. Totalizator football-TOTO ▾

13. TOTO «Ice Hockey»

14. TOTO «Basketball»

15. TOTO «FIFA»

16. Esports TOTO ▾

17. TOTO Free

18. CALCULATION OF «ACCUMULATOR» AND «SYSTEM» BETS

19. Casino ▾

20. COUPONS

1. Terms and Conditions

1. 1. Introduction

1.1. By using, visiting and/or accessing any part of the Mystic Glitter B.V. website and or any sub-domain, website or mobile application that we own or operate (the "Website") and/or registering an account on the Website you agree to be bound by these Terms and Conditions, our Privacy Policy, our Cookies Policy and any other rules applicable to our betting or gaming products available on the Website (together the "Terms"), and are deemed to have accepted and understood all the Terms.

1.2. You should read the Terms carefully, if you do not agree with them and/or cannot accept them, please do not use, visit or access the Website.

1.3. These Terms may be changed by us from time to time for any reason (including compliance with applicable legislation or requirements of regulators). Current version of the Terms will be available on the Website. If you continue to use the Website after such changes come into effect you are deemed to have accepted such changes to the Terms.

1.4. Fastpari.com is operated by Mystic Glitter B.V., a company registered under the laws of Curacao under registration number 166110.

1.5. Reference to "you", "your", "customer", "user" or "player" shall mean any person using the Website or any services available thereon and/or any registered customer of the Website.

1.6. Reference to "games" shall mean Casino, Live Casino, Sportsbook, cards, and other games as may from time to time become available on the Website. Mystic Glitter B.V. reserves the right to add and remove Games from the Website at its own discretion.

2. Your Account

2.1. Legal requirements

2.1.1. Reference to the "Account" shall mean an account registered by you on the Website after accepting and agreeing to these Terms. By registering an Account you declare that you are over 18 years of age or of a higher minimum legal age as stipulated in the jurisdiction of your residence under the laws applicable to you. It is your sole responsibility to know whether the services available on the Website are legal in the country of your residence. Persons who are under age of 18 years are not allowed to use the Website



21

4.4. Obligations As A Player

4. The right to access and/or use the Website (including any or all of the products offered through the Website) may be considered illegal in certain countries (including, for example, the USA, the United Kingdom, Cyprus, the Netherlands, etc.). We do not intend for our Website to be used for sports betting, gambling or other purposes by people who reside in countries or jurisdictions in which such types of activity are illegal. The list of explicitly forbidden territories is: Aruba, Australia, Bonaire, Curacao, France, Iran, Iraq, Netherlands, Saba, Spain, St Maarten, Statia, U.S.A or the U.S.A dependencies, United Kingdom.
5. The fact that our Website is available in such a country and/or jurisdiction or that it can be displayed in the official language of any of those countries cannot be considered official authorization or legal grounds for using our Website and depositing funds into your account or withdrawing your winnings. The availability of the Website does not mean that it contains any proposals, incitement or invitation to use or subscribe to betting, gambling or any of the other services in any jurisdiction where such activity is illegal.
6. You are responsible for determining whether your accessing and/or use of the Website is compliant with applicable laws in your jurisdiction and you warrant to us that gambling is legal in the territory where you reside. When opening an account and/or using our Website you must make sure that your actions are legal in the territory in which you reside. You also guarantee and agree that you have received legal advice before registering on our Website. If we become aware that you are a resident in a country where the use of our Website is considered illegal, we will have the right to close your account and refund any remaining balance on your account at the moment of its closure (after the deduction of any winnings credited after your most recent deposit was made).
7. The bookmaker shall be entitled to refuse bets from customers who fail to abide by these Rules. The bookmaker reserves the right to refuse to accept a bet of any type from any customer should they violate social standards of conduct and public order.
8. The bookmaker reserves the right to refuse to accept a bet from any individual without giving a reason.
All bets shall be settled based on the data provided by the processing center.
9. Winnings shall be paid to the bettor within 30 (thirty) calendar days from the date of official publication of the results of the latest event on the bet slip.

4.5. Payouts

The screenshot displays the Fastpari website interface. The top navigation bar includes links for SPORTS, LIVE, GAMES, CASINO, MORE, and a Money Wheel icon. A search bar and a 'SHOW ALL' button are present. The left sidebar menu lists various account and service options, with 'Accounts, Payouts & Bonuses' highlighted. The main content area is titled '2. Deposits and Payouts' and contains several numbered points detailing the deposit and withdrawal policies, including the 24/7 processing of withdrawal requests and the requirement for bets to be placed before withdrawals.

2. Deposits and Payouts

1. There are various ways of depositing and withdrawing funds from the Customer's account. All deposit and withdrawal methods can be found in the "Payments" section.
2. All withdrawal requests are processed 24/7.
3. The Fastpari Security Service is entitled to:
decline cash withdrawal requests if deposits were made through e-payment systems.

refuse any withdrawal should the deposit or withdrawal amounts be inconsistent with bets placed (the Customer must place bets with stakes which add up to the sum of all deposits and the bets must have odds of at least 1.1; placing a high volume of bets that have a minimal impact on your balance shall not be taken into account, i.e. bets placed on opposite outcomes in games such as Roulette, Baccarat, Craps and Dice). Permitted withdrawal amounts shall be calculated based on the amount of the bets placed from any given deposit.

refuse any withdrawal if the betting account is misused. In this case your account must be verified before withdrawal can take place.
4. The Fastpari Security Service does not recommend Customers:
transfer funds from one payment system to another;

deposit and withdraw funds without placing bets;
In the foregoing events, funds will be returned to your account.
5. You can only withdraw funds using the same payment details that were used for depositing funds into your account. If you use different methods to make a deposit, withdrawals should be proportionate to the deposits made using any particular method.
6. Fastpari may refuse withdrawals via payment systems or in cash and offer a bank transfer as a substitute. The company may, at its discretion, restrict one or more of the payment methods you use to make deposits and/or withdrawals.
7. ATTENTION! Our administration does not recommend making deposits and withdrawing funds using someone else's electronic wallet.
Our Security Team reserves the right to deem such deposits to be fraudulent and block users' transactions without prior notification.

Our administration is entitled to deny withdrawals of funds using payment details which do not belong to the account holder.

4.6. Withdrawing

Withdrawals can be made using the payment methods specified below, as follows: FIAT - provided that the deposit was made in FIAT and CRYPTO - provided that the deposit was made in cryptocurrency.

The screenshot displays the Fastpari website interface for the 'WITHDRAWING FROM ACCOUNT' section. The top navigation bar includes links for SPORTS, LIVE, GAMES, MORE, and a Money Wheel icon. A search bar and a 'MAKE A DEPOSIT' button are present. The left sidebar menu lists various account and service options, with 'Withdraw funds' highlighted. The main content area is titled 'WITHDRAWING FROM ACCOUNT' and contains a 'WITHDRAWAL REQUESTS' button. Below the title, there is a section for 'CRYPTOCURRENCY' with two options: TRON and Tether on Tron.

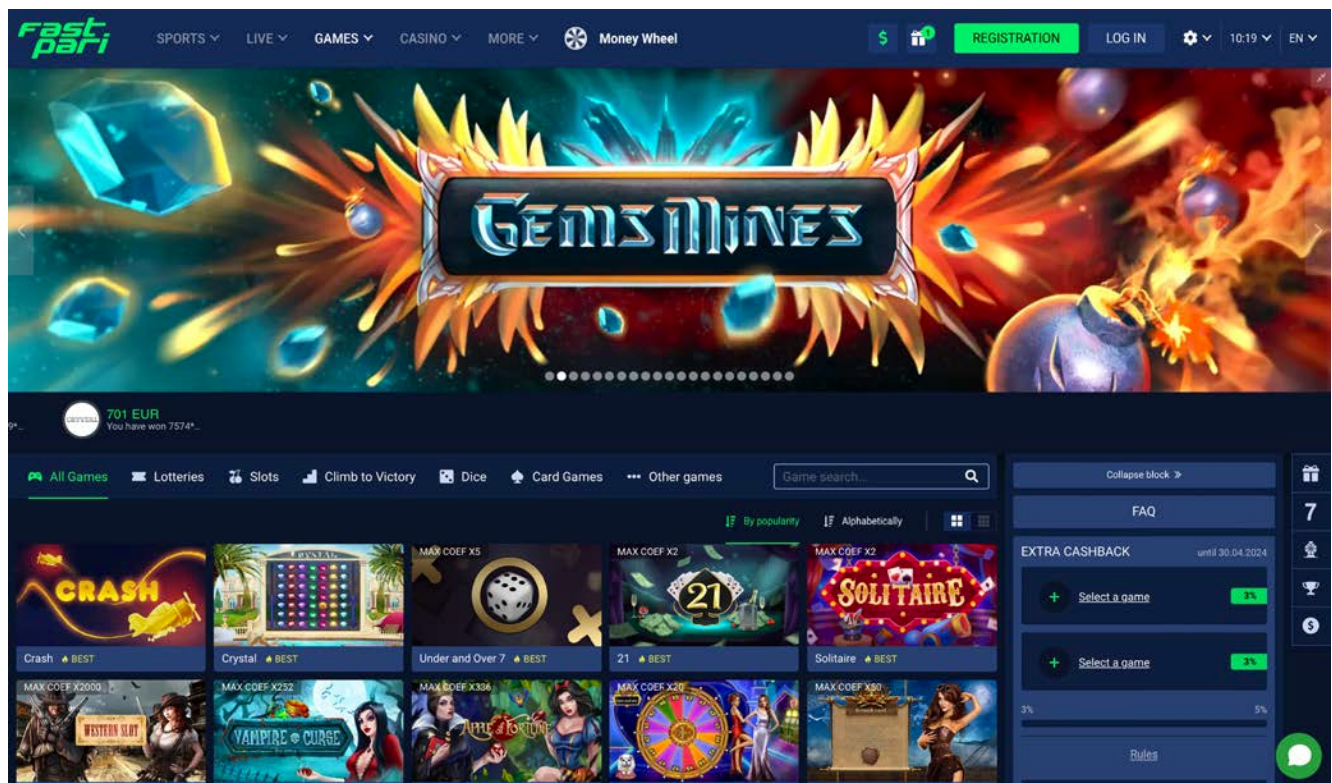
WITHDRAWING FROM ACCOUNT

Select payment method to withdraw money:

CRYPTOCURRENCY

- TRON
- Tether on Tron

4.7. A LIST OF THE GAMES THAT WILL BE PROVIDED



5.Key Suppliers, Material Dependencies

5.1. Platform Description

Fertami Ltd, a company registered under the laws of the Republic of Cyprus under registration number HE 413010 (“Fertami”) has developed **the Unionsoft Platform** (“**Platform**”) - a software solution for betting companies with 24/7 stream of data and technical support. The Platform provides betting website operators with a reliable software solution designed to deliver high performance and security. Built on advanced technologies, it offers a diverse range of features, including real-time data updates, support for multiple types of bets, huge selection of sports and flexible customization options.

1. Platform specifications

1.1. General specifications

1.1.1. The Platform’s structure

The functional structure of the Platform includes the following modules:

- a) the option to register as a customer
- b) the option to log in and reset the password
- c) the option to make deposits and withdrawals
- d) the option to place bets
- e) the option to view betting history
- f) the option to view deposit history
- g) the option to receive bonuses
- h) the option to view bonus history
- i) the option to contact the customer support team
- j) the option to self-exclude
- k) the option to place limits on deposits
- l) deployment of two-factor authentication
- m) deployment of secret phrase authentication
- n) databases and tables of real events containing established statistics or dynamic odds
- o) service for obtaining odds on events through an API
- p) service for tracking customer money – records of deposits, bets, and withdrawals
- q) service for integrating the Platform with the payment services of other third-party providers through an API
- r) service for notifying customers about a future event, changes, adverts, and marketing for promotions by email, text message and pop-up message on mobile devices

- s) tool for protecting and restricting access and assigning competences to Fertami's employees (BackOffice) and displaying an employee's level of access in their profile
- t) profiles for the technical service departments of remote operating units (B2C) including the department structure, information about the SLA and the serviced business units of the operator or affiliates
- u) technical support service including the systems for logging in, registration, and recording and resolving questions and problems from service contractors when using email services or live communication
- v) display of short messages to customers (primarily the status of their account and customer legal compliance)
- w) the option for customers to put forward and discuss customer ideas to improve the platform's services and install new services, and the option to introduce ratings
- x) document management – files received from customers – loading files and exchanging them with colleagues securely, tagging, the option to add comments and information about users that downloaded files, version control
- y) cookie service – storage and sharing of useful links to various online resources, customer recommendations and content on the basis of information accumulated about a customer, improvement and suggestions for customers to make using the platform easier and more efficient
- z) responsible gaming service – a service for customers to set up their own limits and self-exclude with the option to customize these to suit the different requirements of the various jurisdictions
- aa) Anti-fraud and AML service – the option to connect third-party resources through an API from government bodies in different jurisdictions to verify customers when they register and if they engage in suspicious activity
- bb) service for monitoring suspicious customer activity, such as using different payment methods and a large number of small deposits, bets, and withdrawals
- cc) voting service – the opportunity for customers to vote for the operator's various marketing or informational promotions posted and sent to customers through the Platform's services
- dd) service for issuing ratings – mechanisms for determining the activity and popularity of Platform users and creation of reports on VIP customers

2. Compatibility with related platforms

The Platform is compatible with third-party betting platforms and individual slots, casino, corporate back-office portal sufficient for general navigation and information research, a payment system aggregator, and a customer support module.

The Platform also supports:

- a) marketing modules from third parties
- b) integration with the business solutions including CMS, CRM, and BackOffice
- c) integration with external platforms such as Microsoft Office, business email, tasks and calendars, and a platform for sending mass messages by email and SMS
- d) integration with additional structures providing prior verification services on customers, KYC, AML, fraud prevention, and PEP lists to help the operator decide whether to accept certain users
- e) provision of API for several modules
- f) integration with system managing access to information resources for providing the betting odds.
- g) integration with AWS and other data storage services that have security certificates and are located within the EU.

3. Ergonomic features

It is possible to modify the Platform's interface according to the developed and agreed designs.

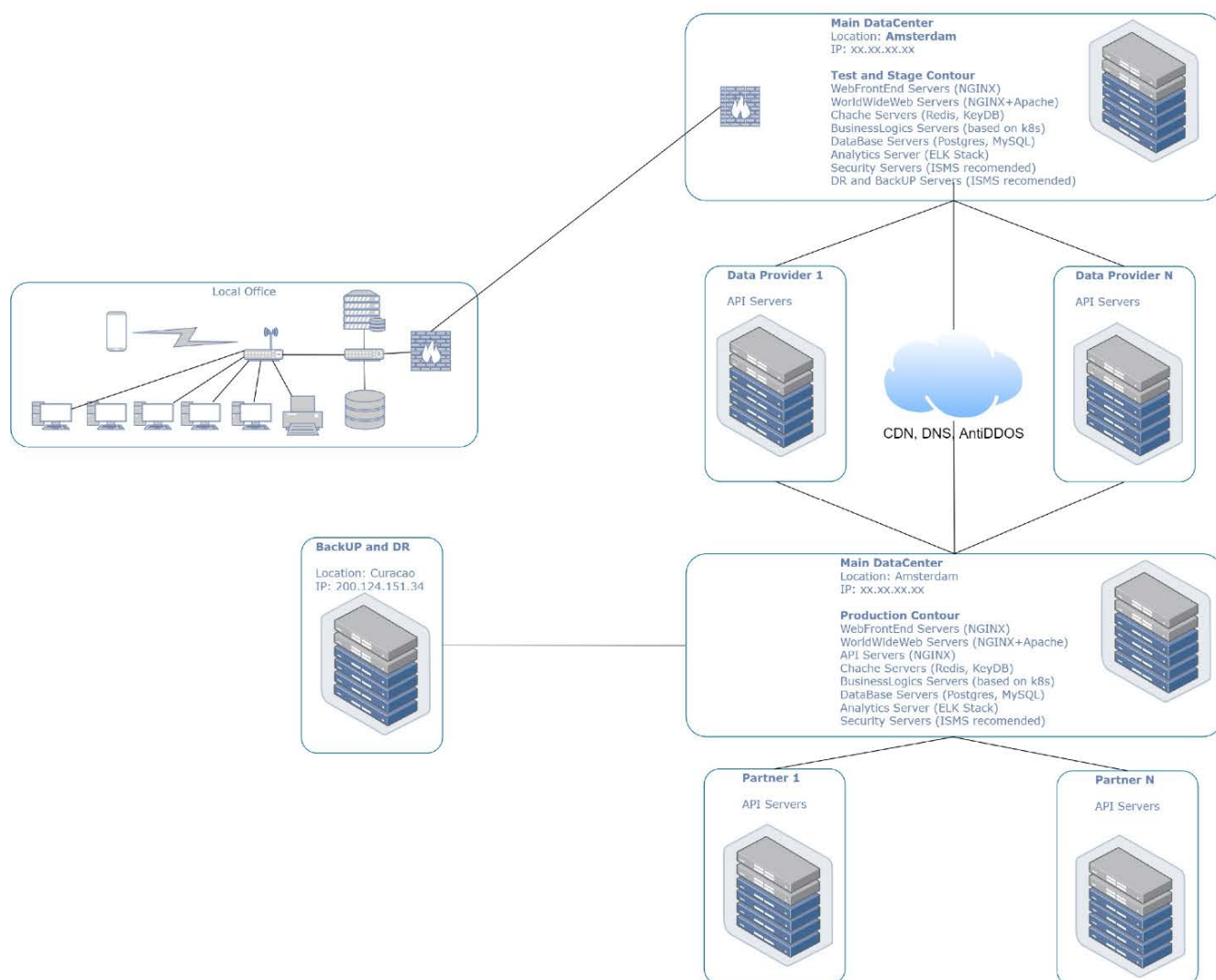
The Platform supports access from the following mobile platforms:

- a) iOS
- b) Android
- c) Windows

The Platform supports adaptive web design (or an adaptive user interface) capable of carrying out W3C CSS3 requests with a changing proportion grid and also supports flexible changes to image proportions.

Platform Risks

Thanks to the implemented disaster plan and sturdy infrastructure, the risks associated with platform usage are kept to a minimum. Utilizing data backup and restoration protocols, alongside redundant server systems, mitigates service interruptions and reduces data loss potential. Routine testing and updates of the disaster plan, vital for staying abreast of evolving threats and technological progress, guarantee its efficacy during critical situations. Partnering with cybersecurity specialists and regulatory authorities yields invaluable advice, bolstering the disaster readiness of online casino platforms and ensuring the security of both operations and customer confidence.



5.2. Payment Service Providers

Another vital segment of suppliers comprises payment service providers (PSPs). Continuous payment processing is guaranteed through the engagement of several highly reputable PSPs operating within the pertinent jurisdictions. Payment service provider (at the connection/planning stage): euPago, eZeeWallet, Colibrix, PayOp, GateExpress.



Similar precautions apply to banking services, where a stringent compliance framework minimizes the risk of losing bank services, while engaging with 2 to 3 banks concurrently shields us from inherent banking risks. Moreover, broadening our banking relationships

amplifies our bargaining power for favorable terms and services. This proactive stance not only shields against potential disruptions but also fortifies the resilience of our financial framework. Through strategic diversification of our banking affiliations, we optimize our risk management strategy, bolstering stability and longevity in our financial operations.

5.3. Legal And Corporate Providers

Within the realm of legal and corporate service providers, there exists a multitude of seasoned professionals boasting extensive expertise in the gambling industry. These specialists play a pivotal role in facilitating our adherence to regulatory, payment, and banking mandates, guaranteeing comprehensive compliance across all fronts.

6. Risk Evaluation And Management

Each department diligently manages its own set of risks on a daily basis.

6.1. Risk Auditing

Internal audits encompassing all risk categories are carried out annually by the Audit Committee, which includes the Head of IT, Head of Legal, and Head of Finance. External audits occur every three years to provide an independent evaluation of business and financial aspects.

Regular audits are conducted on the platform, its software providers, infrastructure, and financial standing. A risk register is maintained and reviewed quarterly by the Audit Committee, in addition to daily interdepartmental communication.

Annual financial audits are mandatory for all companies within the organizational structure.

6.2. Risk Overview

6.2.1 Legal Landscape (Responsible: Head of Legal): Given the dynamic nature of legal regulations surrounding online gambling, regular monitoring is imperative. Timely updates regarding legal amendments are disseminated throughout departments to ensure all team members remain abreast of the evolving legal framework. Collaboration between the legal team, compliance, and operations departments ensures a comprehensive understanding of legal obligations and facilitates streamlined implementation processes. Maintaining open channels of communication with regulatory bodies and industry associations fosters transparency and underscores our dedication to adhering to legal requirements in online gambling.

- **Legality and Licensing:** Operating an online casino necessitates obtaining licenses from relevant regulatory authorities across various jurisdictions. Regulatory prerequisites can significantly differ from one jurisdiction to another, and non-compliance with licensing criteria can result in severe penalties, legal repercussions, or operational shutdowns.

Mitigation: The Operator holds Gaming Curacao license No. 365/JAZ and is actively pursuing a new GCB license.

- **Data Protection and Privacy Laws:** Online casinos handle substantial volumes of sensitive customer data. Compliance with data protection regulations such as the EU's General Data Protection Regulation (GDPR) is paramount to avoid penalties and uphold customer trust.

Mitigation: Collect and process only the minimal necessary personal data for

gambling service provision and ensure data retention for the shortest necessary duration. Develop and implement a robust data breach response plan to effectively manage breaches, including timely notification of data subjects and relevant supervisory authorities. Integrate privacy by design and default principles into product development processes and prioritize privacy considerations from project inception.

- **Advertising and Marketing Restrictions:** Numerous jurisdictions enforce stringent regulations on advertising and marketing for online gambling services to safeguard vulnerable demographics, including minors and individuals with gambling addictions. Failure to adhere to advertising standards may result in regulatory fines and public scrutiny.

Mitigation: Regularly monitor advertising and marketing initiatives to ensure compliance with relevant laws, regulations, and industry norms governing gambling advertising. Transparently disclose all terms, conditions, restrictions, or limitations associated with promotions, bonuses, or marketing offers to prevent misleading consumers and potential regulatory penalties. Thoroughly vet third-party advertising partners, agencies, or affiliates to confirm their compliance with advertising and marketing regulations and commitment to responsible advertising practices.

- **Cross-Border Regulatory Challenges:** Operating in multiple jurisdictions exposes online casinos to intricate regulatory frameworks and legal uncertainties. Disparities in gambling laws and enforcement practices across borders pose compliance challenges and may necessitate significant legal resources.

Mitigation: Forge strategic alliances with local entities, legal advisors, or industry bodies in target jurisdictions to gain insights into local regulations, navigate regulatory procedures, and cultivate rapport with regulatory authorities. Conduct comprehensive due diligence on business partners, affiliates, vendors, and other third parties to verify their compliance with regulatory mandates and absence of compliance risks to the casino's cross-border operations. Stay abreast of gaming regulation changes and enforcement trends in target jurisdictions through regular monitoring of regulatory updates, industry publications, and legal advisories.

- **Changes in Regulation:** The regulatory landscape for online casinos is ever-evolving, with frequent introduction of new laws, regulations, and enforcement measures. Operators must remain vigilant about regulatory developments and adjust practices accordingly to mitigate compliance risks.

Mitigation: Conduct thorough assessments of potential impacts of new regulations on casino operations, financial performance, and risk exposure.

Identify compliance risk areas and develop proactive strategies to address them. Implement agile compliance approaches allowing swift adaptation to evolving regulatory requirements. This may involve deploying modular compliance solutions, leveraging technology for automation and efficiency, and fostering a culture of continuous improvement and innovation. Provide regular training and education for staff on new regulations, compliance obligations, and best practices for ensuring adherence to regulatory standards. Empower employees to recognize and respond effectively to regulatory changes within their roles.

- **Enforcement Actions:** Regulatory authorities may conduct investigations or audits to ensure compliance with gambling regulations. Enforcement actions, including fines, license revocation, or legal proceedings, can have severe repercussions for iGaming operators found in violation of regulatory mandates.

Mitigation: Conduct routine internal audits and reviews of compliance practices, operations, and procedures to identify areas of non-compliance, assess risks, and implement corrective actions proactively. Foster open communication channels with regulatory authorities, industry bodies, and other stakeholders to cultivate relationships, seek guidance on compliance matters, and address concerns or queries proactively. Maintain comprehensive documentation and records of compliance activities, including policies, procedures, training materials, audits, and enforcement actions, to demonstrate compliance efforts and support regulatory inquiries or investigations.

- **Political and Public Perception:** Public sentiments towards gambling can influence regulatory decisions and public policy initiatives. Negative publicity or public backlash against iGaming operators may prompt increased regulatory scrutiny and calls for stricter regulations.

Mitigation: Uphold transparency in business operations, regulatory compliance, and corporate governance practices to cultivate trust with regulators, customers, and the public. Offer educational materials and resources to educate the public about the online casino industry, responsible gambling practices, and potential gambling risks. Promote awareness of problem gambling support services, helplines, and resources for those in need. Monitor online and offline channels for mentions, reviews, and discussions about the online casino brand, and proactively address any negative feedback or misconceptions through targeted communications and engagement strategies.

6.2.2 Regulatory Risks (Responsible: Compliance Officer): Regulatory risks concerning Anti-Money Laundering (AML) and Know Your Customer (KYC) compliance are paramount considerations for businesses, especially those in financial and gambling

sectors. The organization's AML&KYC department holds responsibility for ensuring adherence to pertinent laws and regulations aimed at thwarting money laundering and terrorist financing. This department implements robust policies and procedures to authenticate customer identities, scrutinize transactions for suspicious activities, and promptly report any anomalies to relevant authorities. Non-compliance with AML&KYC regulations carries severe penalties, including fines, reputational harm, and potential criminal charges. Hence, strict compliance is crucial for mitigating regulatory risks and upholding the organization's integrity and standing. The AML&KYC department assumes a pivotal role in overseeing compliance efforts, conducting risk assessments, and enacting necessary controls to reduce the organization's exposure to regulatory risks. Additionally, ongoing training and educational initiatives are provided to staff to keep them abreast of evolving AML&KYC requirements and best practices. Effective management of regulatory risks associated with AML&KYC compliance demands a proactive and holistic approach, with the AML&KYC department serving as a cornerstone in the organization's compliance framework.

- **Compliance and Anti-Money Laundering (AML) Regulations:** Online casinos must adhere to stringent compliance standards to thwart money laundering, terrorist financing, and other illicit activities. Inadequate implementation of AML controls can lead to regulatory penalties, damage to reputation, and legal repercussions.

Mitigation: Develop a robust AML policy delineating procedures for customer due diligence, transaction monitoring, and reporting suspicious activities. Ensure alignment of this policy with regulatory requirements and industry best practices. Conduct regular training and awareness sessions for casino staff to educate them on AML regulations, red flags indicative of suspicious behavior, and their role in combating money laundering and terrorist financing activities.

6.2.3 Technical Risks (Responsible: Technical Department): Infrastructure maintenance, platform integration, cybersecurity, and data security constitute the focal points of technical risks. The technical department shoulders the responsibility of ensuring routine infrastructure upkeep to minimize downtime and mitigate risks associated with hardware or software malfunctions. Prioritizing the implementation and updating of cybersecurity protocols and technologies is imperative to shield against cyber threats such as hacking, data breaches, and malware attacks. Vigilantly monitoring for potential security breaches and promptly responding to incidents are fundamental duties of the technical department to mitigate risks and curtail the impact of cybersecurity breaches. Conducting regular audits and security assessments aids in pinpointing vulnerabilities and shortcomings in the infrastructure, enabling the

technical team to proactively tackle potential risks before they escalate.

- **Data Security:** Unauthorized access to customer information, encompassing personal details and financial data, can precipitate identity theft, fraud, and legal repercussions.

Mitigation: Deploy multi-layered cybersecurity protocols incorporating firewalls, intrusion detection systems, and encryption mechanisms. Regularly update software and security patches to address vulnerabilities and fortify defenses against emerging threats.

6.2.4 Financial Risks (Responsible: Head of Finance): Financial risks are inherent in every business operation and necessitate meticulous management to ensure sustainability and growth. As the individual responsible for overseeing financial affairs, the Head of Finance assumes a central role in identifying, assessing, and mitigating these risks. Implementing robust financial controls, monitoring cash flow, and optimizing capital allocation are key responsibilities of the Head of Finance to minimize exposure to these risks. Furthermore, close collaboration with other departments facilitates the development and execution of financial strategies aligned with the organization's objectives. Through proactive risk management and strategic planning, the Head of Finance endeavors to safeguard the company's financial well-being and augment shareholder value. Regular financial analysis and reporting are indispensable for recognizing emerging risks and opportunities, enabling timely adjustments to financial strategies.

- **Taxation:** Taxation policies for online gambling exhibit wide disparities across jurisdictions and can profoundly impact the profitability of iGaming operators. Changes in tax laws or unforeseen tax liabilities pose financial risks to casino operators.

Mitigation: Consult tax professionals, accountants, and legal experts proficient in international taxation to ensure compliance with local tax laws and regulations. Utilize tax treaties and agreements between countries to mitigate double taxation and optimize tax planning strategies. These treaties may offer provisions for tax credits, exemptions, or reduced tax rates for cross-border transactions. Maintain precise financial records, accounting systems, and tax filings to adhere to local tax laws and regulations in each jurisdiction where the casino operates. This includes punctual filing of tax returns, tax payments, and adherence to reporting requirements.

6.2.5 Litigation Risks (Responsible: Customer Service): Customer service-related risks entail

ensuring that customer service practices comply with relevant laws and regulations to minimize the risk of litigation arising from regulatory non-compliance. Establishing clear communication policies aids in managing customer expectations effectively, thereby reducing the likelihood of misunderstandings and potential litigation. Thorough documentation of customer interactions and resolutions is crucial for mitigating litigation risks by furnishing evidence of compliance with service standards and resolving disputes amicably. Regular reviews and refinement of processes based on feedback and performance metrics help address recurring issues and minimize the risk of customer dissatisfaction leading to litigation. Cultivating a culture of transparency and accountability within the customer service team fosters trust with customers and diminishes the likelihood of disputes stemming from perceived unfairness or lack of clarity. Clear escalation protocols ensure that unresolved customer issues are promptly addressed by appropriate management levels, averting grievances from escalating into potential litigation.

- **Responsible Gaming Practices:** Regulatory bodies frequently mandate casino operators to promote responsible gambling and institute measures to prevent problem gambling behaviors. Non-compliance with responsible gaming regulations may result in regulatory sanctions and harm the operator's reputation.

Mitigation: Implement self-exclusion tools allowing players to voluntarily exclude themselves from gambling activities for a specified period. Ensure accessibility and prominent display of these tools on the casino's website and gaming platforms. Provide players with the option to set customizable deposit limits and timeouts on their accounts to manage their gambling behavior and prevent excessive gambling, enforcing these limits as necessary for compliance. Utilize data analytics and monitoring tools to identify players exhibiting behaviors indicative of gambling problems, such as frequency and amount of wagers. Implement interventions and support measures for these players as required.

6.3. Risk Of Potential Capital Loss

During the initial phase, there's a possibility of potential financial losses allocated for registration, rent, and office equipment. In the event of the online casino's closure due to internal or external factors, the security deposit is refunded to the casino owners. However, it's crucial that this amount remains untouched during the online casino's operation, serving solely as a deposit in the event of winning the jackpot. This precaution ensures that losses are minimized.

Mitigation:

Drawing upon a combined expertise of 25 years in the online casino industry among the founders and co-owners, along with the seasoned managerial experience of the project mentor, the project is strategically positioned to mitigate risks associated with market entry to the fullest extent possible.

7. Policies And Procedures

7.1. Know Your Customer

The KYC (Know Your Customer) policy encompasses a set of procedures and guidelines devised to verify and authenticate the identity of clients. Its primary objective is to thwart financial crimes like money laundering, terrorist financing, and fraud by ensuring that casinos possess accurate information about their patrons and their financial undertakings. Through KYC, casinos not only establish trust but also fulfill regulatory obligations and mitigate risks associated with illicit activities in the financial realm.

7.2. Anti-Money Laundering

The main purpose of the Anti-Money Laundering (AML) policy is to prevent the illicit process of concealing the origins of funds acquired through criminal activities. AML policies and procedures are tailored to detect and deter money laundering, terrorist financing, and other nefarious financial undertakings within financial institutions.

7.3. Data Privacy

The Data Privacy Policy serves to delineate how an organization collects, utilizes, stores, and safeguards the personal information of individuals. Its aim is to ensure compliance with data protection regulations, safeguard the privacy rights of customers and employees, and foster trust among stakeholders. By articulating clear guidelines and protocols for handling sensitive data, this policy endeavors to mitigate the risks of data breaches, unauthorized access, and misuse of personal information, thereby fostering transparency and accountability in data management practices.

7.4. Responsible Gaming

The Responsible Gaming Policy is crafted to promote safe and healthy gambling behaviors while mitigating the risks associated with excessive or problematic gambling. It delineates measures and guidelines to shield players from the adverse consequences of gambling addiction, including financial strain, mental health issues, and social discord. By offering resources for self-exclusion, implementing limits on gambling activities, and providing support for those seeking assistance, this policy seeks to cultivate a responsible and sustainable gambling environment, safeguarding the well-being of players and upholding the integrity of the gaming industry.

7.5. Terms Of Use

The Terms of Use policy for an online casino delineates the rules, regulations, and conditions that users must abide by when accessing the platform. It encompasses aspects such as user

responsibilities, account management, payment procedures, dispute resolution, and adherence to applicable laws and regulations. By consenting to these terms, users acknowledge their comprehension of the regulations governing their interactions with the casino, ensuring transparency, fairness, and legal compliance across all facets of the gaming experience.

7.6. Self-Exclusion

This outlines the process by which individuals can voluntarily exclude themselves from engaging in gambling activities on the platform for a specified period, typically aimed at managing gambling habits or addressing addiction concerns.

7.7. Dispute Resolution

This segment elaborates on the procedures and mechanisms accessible for resolving conflicts or disputes that may arise between the casino and its users, often delineating steps for escalation and resolution.

7.8. Fairness & RNG Testing Methods

This section delves into the fairness of games offered by the casino, ensuring they are impartial and random. It frequently discusses the use of Random Number Generators (RNGs) and the methodologies employed to test and verify their fairness.

7.9. Accounts, Payouts & Bonuses

This segment elucidates the procedures for managing accounts, methods for payouts, and the terms and conditions related to bonuses, encompassing wagering requirements and associated restrictions.

7.10. Betting Rules

This delineates the specific regulations governing betting activities on the platform, including game-specific rules, maximum and minimum bet limits, and any additional terms pertinent to various types of bets.

7.11. Internal Policies

Human Resources Policy:

This policy encompasses guidelines related to hiring, onboarding, performance management, training and development, diversity and inclusion, disciplinary actions, and termination procedures.

Financial Policy:

This policy outlines guidelines related to budgeting, expense management, financial reporting, auditing, procurement, and compliance with accounting standards.

Communication and Social Media Policy:

This policy addresses guidelines for internal and external communication channels, including email usage, social media policies, media relations, and branding guidelines.

Information Security Policy:

This policy addresses the protection of sensitive information, including data handling procedures, cybersecurity measures, password management, and protocols for preventing data breaches.

Internal Policies are primarily aimed at aligning with and supporting external policies. While the latter undergo only annual review and updating, the former are subject to continuous creation, amendment, and termination as necessary to ensure compliance and effectiveness.

7.12. The necessity of implementing and upholding these policies is driven by our commitment to long-term operations, particularly considering the substantial initial investment. We intend to sustain operations for a minimum of 3 years under the GCB license, with renewal contingent upon achieving investment returns and project Key Performance Indicators (KPIs) as outlined in our financial projections.

7.13. To adhere to the adopted policies and procedures, the project sources necessary expertise and manpower from various internal and external channels. The Ultimate Beneficial Owner (UBO) brings a wealth of experience in both gambling and IT, making her an ideal overseer. Key departments such as Legal, IT, Human Resources, and Finance boast significant expertise in sustaining large-scale gambling operations in a sustainable manner. Furthermore, jurisdictions like Curacao, Cyprus, and others offer abundant opportunities for engagement with advisors, experts, and independent auditors.

The Gaming Control Board (GCB) plays a pivotal role in assisting operators by offering guidance and support in policy development. This collaborative effort ensures that operators can tailor their policies to meet regulatory requirements and industry

standards effectively. By leveraging the expertise and resources provided by the GCB, operators can craft robust and efficient policies that uphold compliance and integrity within the gambling sector. Additionally, the GCB offers ongoing assistance and updates to aid operators in adapting their policies to evolving regulations and emerging challenges. In summary, the support extended by the GCB empowers operators to establish and uphold a robust framework for responsible gambling practices.

8. Analysis of market

8.1. Revenue and turnover projections

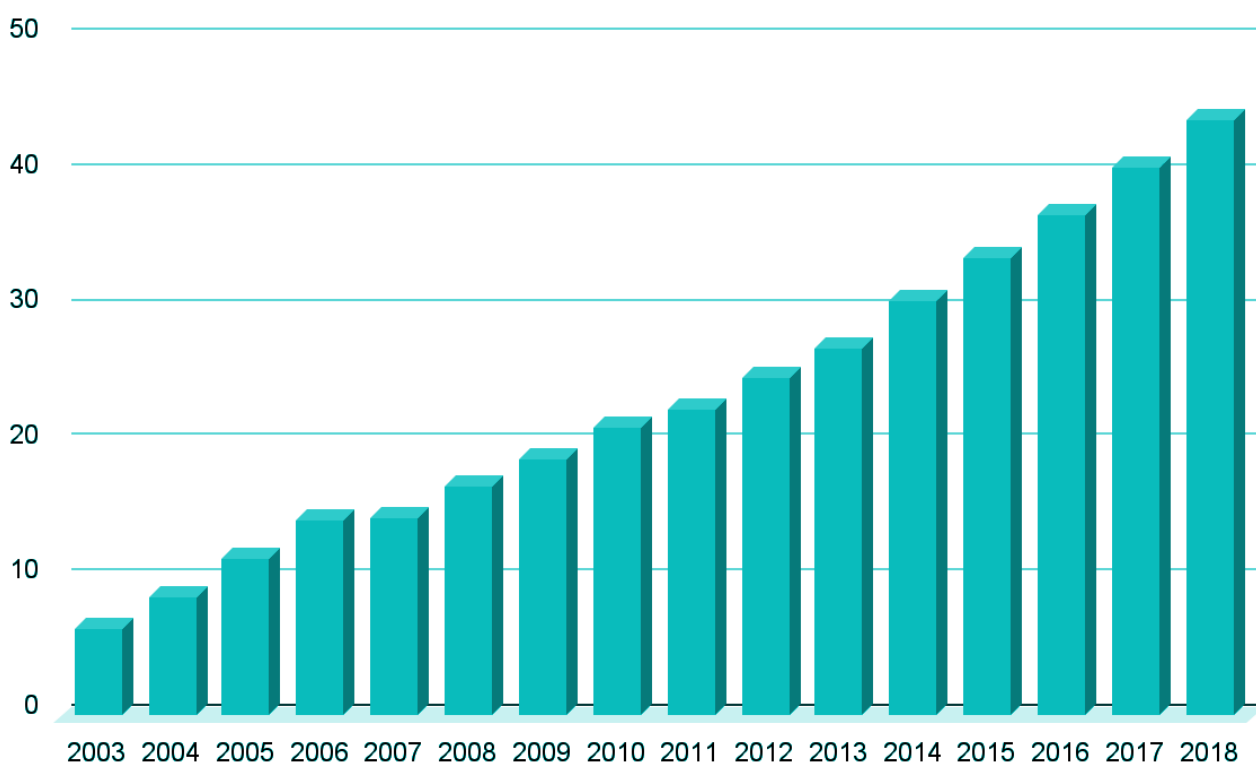
The year 2020 marked a prosperous period for online casinos worldwide, driven by the onset of the pandemic and widespread self-isolation measures. In numerous countries, the gambling market's overall revenue saw a remarkable one-third increase compared to the preceding year, 2019. This surge highlights the resilience and potential of the online casino business model.

In recent years, online gambling has been legalized in 85 countries globally, contributing to 70% of the total income generated in the realm of Internet gambling. The popularity of online gambling on a global scale is attributed to its extensive offerings and a seamless gaming experience free of restrictions. Notably, the highest income from online slot machines is reported in the United Kingdom, China, Austria, Germany, and Italy.

According to research conducted by Juniper, the turnover from online gambling betting is projected to reach \$950 billion by 2024, with a continuing upward trajectory, as reported by Yogonet. Juniper's findings indicate a significant shift of gambling activities to the online sphere, with mobile applications leading the way. The share of bets placed through mobile phones is consistently increasing.

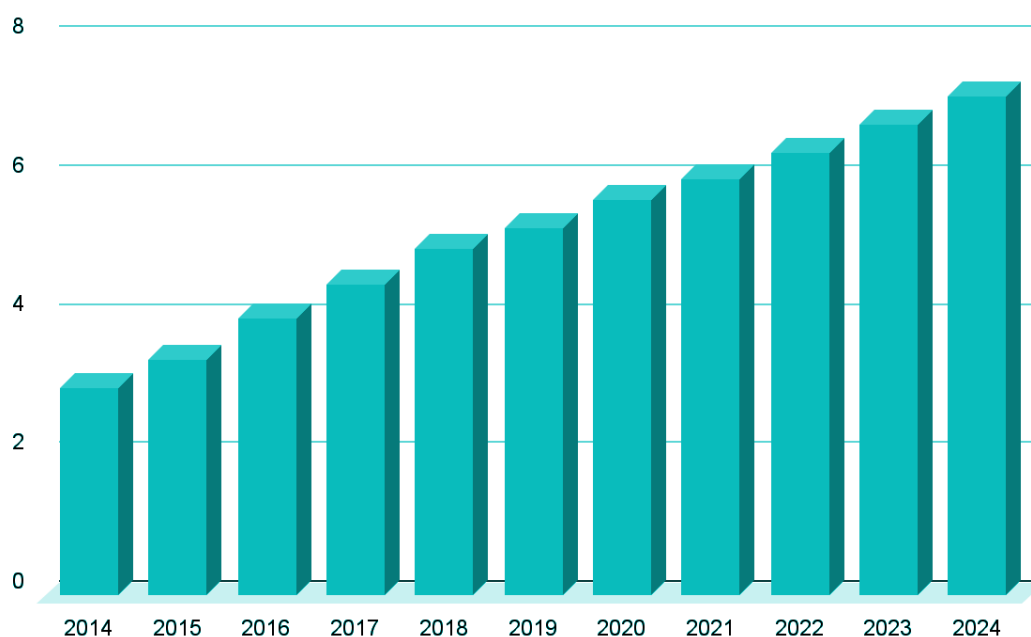
Despite the prevailing trend towards the regulation of national gambling markets, a few countries are moving in the opposite direction by considering the prohibition of online gambling and mobile applications. As of now, the global online gambling market constitutes 13% of the total global legal gambling market, and this percentage continues to rise. According to a study by the American Gaming Association, approximately 85 countries have embraced the legalization of online gambling.

Diagram 2. Revenue from online gambling worldwide, billion euros



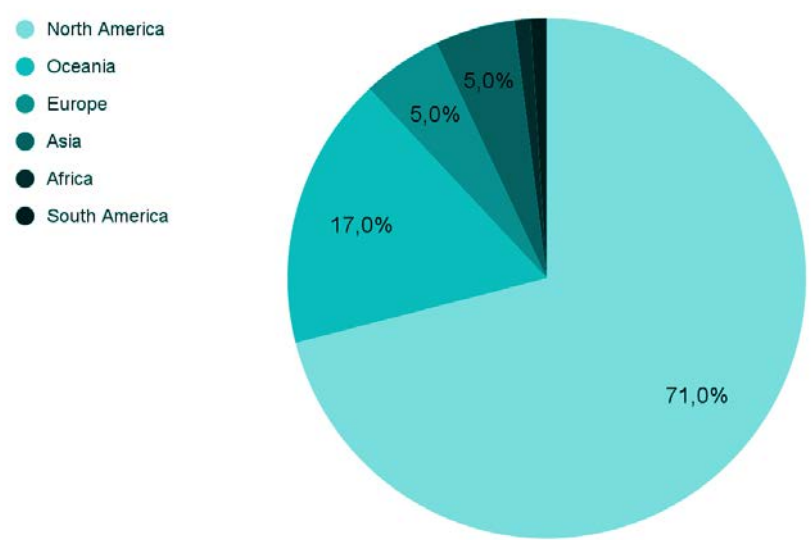
Gross Gaming Revenue (GGR) stands as a crucial financial metric for assessing the total revenues generated by a gambling establishment, offering valuable insights into the global behavioral trends of gambling players.

Diagram 3. Forecast of Gross Gaming Revenue, \$ billion



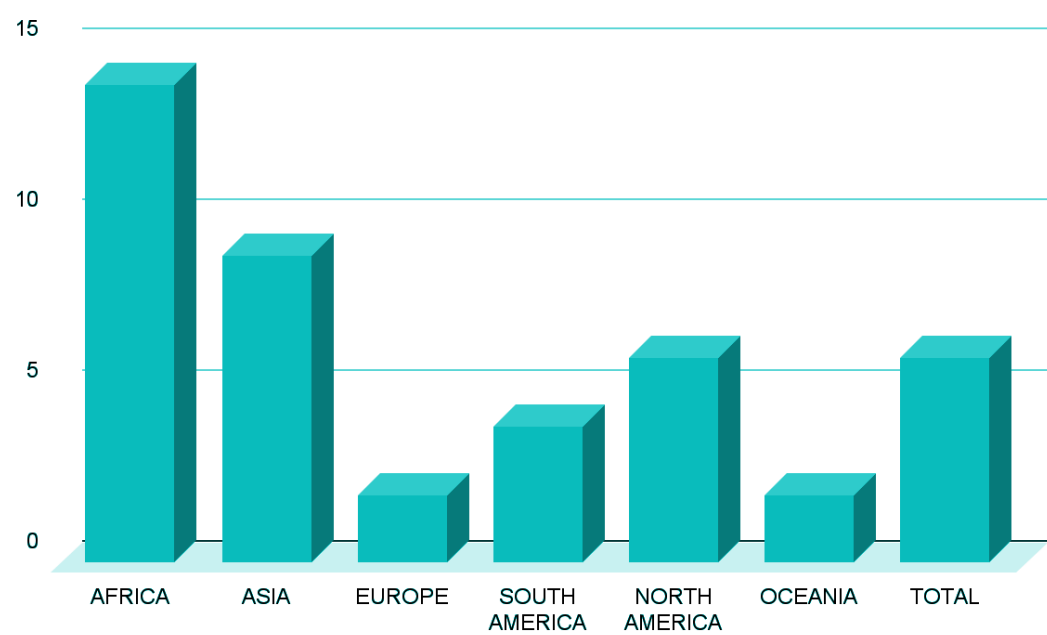
Concurrently, Oceania, spanning regions such as Fiji, New Zealand, Polynesia, New Guinea, and others, wielded a substantial influence, contributing 17% to the global Gross Gaming Revenue (GGR) in 2019. This represented a significant lead over Asia and Europe, each comprising 5% of the global GGR during the same period. The noteworthy presence of Oceania in the global GGR landscape emphasizes its significant role in shaping the overall dynamics of the gambling industry.

Diagram 4. Regional structure of gross income of the gambling business in 2019



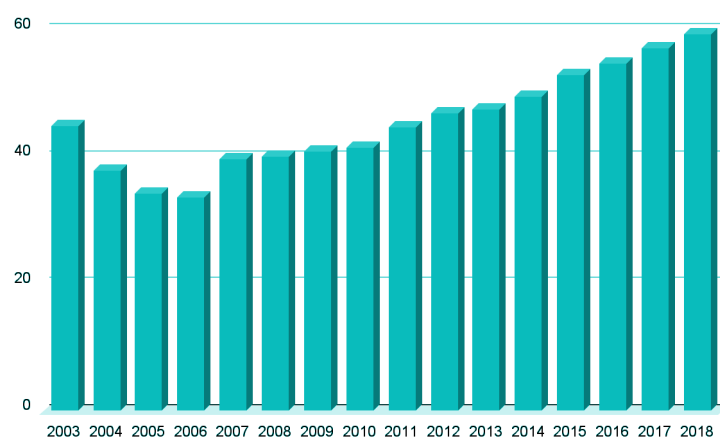
In 2019, Africa demonstrated the highest growth rate, registering an impressive 14% year-over-year increase, while Europe underwent a comparatively modest growth trajectory.

Diagram 5. Growth in gross income by region in 2019



Discussions have revolved around the need to streamline regulations for online gambling operators within the European Union. Currently, these operators are obligated to secure licenses in multiple countries, each with its own set of licensing requirements. However, there is a growing consensus that a more universal approach would be more favorable for them. The proliferation of compliance requirements has resulted in redundant infrastructure and additional costs, imposing unnecessary administrative burdens on regulators. Therefore, there is a call for a more cohesive and standardized regulatory framework to simplify the licensing process and reduce operational complexities for online gambling operators within the European Union.

Diagram 6. The share of the "white market" in online gambling revenue worldwide



Since 2003, the online gambling market has demonstrated a consistent annual growth rate, averaging an impressive 23%. This growth is driven by key components such as betting, casino activities, and poker. The rising popularity of online gaming can be attributed to factors such as the widespread availability of the Internet, the emergence of new markets, and the inclusion of diverse player demographics. These elements collectively contribute to the sustained expansion of the online gambling industry over the years.

8.2. Identification of new player segments

Since 2004, the number of female internet users aged 18 to 74 has experienced a remarkable surge of over 80%, surpassing the 60% increase observed in men. While online gambling initially appealed predominantly to young men, there has been a significant shift, with increasing popularity among women and older demographics.

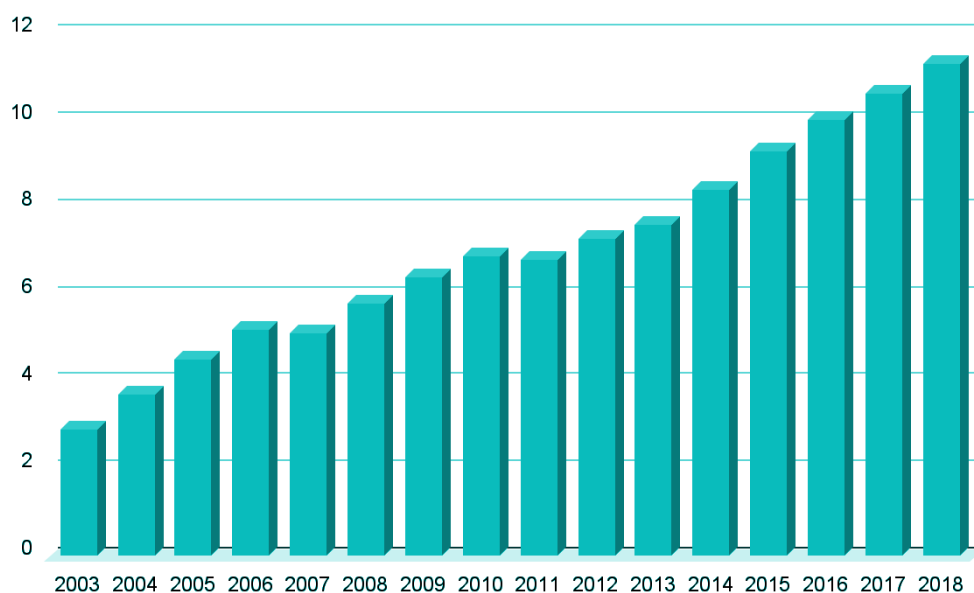
Diverse player preferences and motivations underscore the necessity for operators and developers to remain attuned to evolving trends. Whether pursued for entertainment, monetary gain, or relaxation, understanding player preferences is paramount. As the internet

becomes more pervasive in society, age differences among players are widening, challenging the stereotypical image of the average male player aged 25 to 35.

According to a 2009 study by GP Bullhound, 43% of all online gamblers were women, with bingo emerging as their preferred segment. Notably, women exhibit distinct playing behaviors, often engaging in longer sessions with lower bets, while men tend to play more frequently, with higher wagers, albeit in shorter game durations.

Bingo's rising popularity can be attributed to its ability to provide a social and communal gaming experience, allowing players the opportunity to relax and connect in a sociable setting.

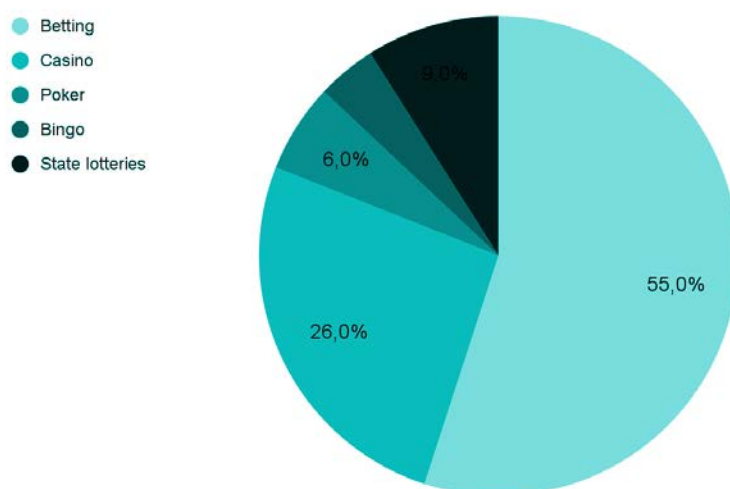
Diagram 7. Proportion of global gambling revenue contributed by online gambling



It is crucial to underscore that the primary forms of remote gambling today encompass traditional casino games, various betting activities, and poker variations. The preference for different types of online gambling is significantly influenced by gender dynamics, with the bingo sector anticipated to experience the highest growth rates, driven by increased female interest in the iGaming industry.

Despite this growth, online gambling remains more popular among men, especially young men who are particularly prone to engaging in gambling activities. While women also enjoy playing, their preferences often lean towards simpler games such as lotteries and slots. This divergence can be attributed to societal norms and roles, where activities like betting, casino games, and skill games are traditionally associated with male audiences, while women are more inclined towards recreational play rather than seeking an adrenaline rush.

Diagram 8. Online gaming revenue by type, 2019



8.3.Current trends in online casino

Due to the pandemic and widespread self-isolation in many countries, 2020 emerged as a highly successful year for online casinos worldwide, with the entire online gambling market experiencing a one-third increase in revenue compared to 2019. Remarkably, the online casino industry demonstrated resilience during the 2008 financial crisis, having virtually no impact on the financial status of its customers. This underscores the robustness of the online casino business model.

New technologies are playing a transformative role in the gaming market, with a significant focus on the anticipated growth of mobile gambling. The competition in this space is expected to drive the introduction of only the best new products, leading to an enhanced quality of mobile gambling experiences for users.

While technical changes, including improvements in the speed of mobile data transmission, may go unnoticed by end users as they occur in the background, qualitative and specific changes are expected to be more evident. One of the major surprises on the horizon is the integration of virtual reality into online gambling. With the development of technologies such as Microsoft HoloLens, HTC Vive, and Playstation VR, video slots and other online games are poised to become more spectacular and immersive than ever before. This signifies a significant shift in the gaming landscape, promising a more engaging and visually stunning experience for online casino enthusiasts.

Incorporation of Virtual Reality Technology in online casino

Recent advancements in virtual reality (VR) technology have enabled the faithful recreation of the emotions and physiological sensations one experiences in a real casino. Through the use of virtual reality glasses, individuals can now virtually walk through the halls of meticulously recreated gambling establishments, interact with dealers, and place bets at various gaming tables.

Leading gaming market giants such as Microgaming, Novomatic, NetEnt, Lucky VR, Topgame Technology, and others are actively engaged in developing virtual reality games. Microgaming, for instance, showcased a virtual roulette game at the international conference ICE Totally Gaming in the winter of 2022, demonstrating the achievable potential of virtual reality in the gambling industry.

NetEnt is also actively exploring VR technologies, with players and competitors alike praising the remarkably realistic experience offered by their Jack and the Bean Tree slot machine at online gambling exhibitions.

Novomatic, a pioneer in implementing VR technology in online gambling, highlights the main advantages of realistic online games, including full immersion in gameplay, heightened emotions surpassing real-life experiences, the flexibility of accessing the resource from any location with an internet connection, and engaging and diverse plotlines. Novomatic continues to be at the forefront of VR technology implementation in online gambling, with ongoing developments.

The idea of integrating virtual gameplay into social networks has also been expressed, and it is likely that such integration will be implemented in the near future, providing users with new and immersive ways to experience virtual reality in online gaming.

Combining social games with slot machines

The trend of online gambling in a social format is rapidly gaining popularity, with recent innovations like the Castle Builder 2 slot from Microgaming showcasing advancements in spinning reels and betting mechanics.

Social gambling offers a more dynamic and addictive experience compared to traditional slot machines. These games often allow players to select a playable character and follow different paths based on the character's traits. Characters can evolve by accumulating experience, skills, and achievements, providing players with more favorable conditions for gameplay. In these games, winning combinations not only result in monetary rewards but also provide resources necessary to progress further in the game.

The demand for slot machines with social gaming features is currently high, leading many developers to focus on creating such games. The second half of 2019 saw the release of several fresh products in this category, reflecting the industry's commitment to enhancing the social and interactive aspects of online gambling experiences.

Progressive Poker Jackpot with Live Dealer Interaction

The popularity of slot machines with a progressive jackpot has led many gamblers to be drawn to the allure of winning substantial cash prizes. This trend is now extending to poker, with Evolution Gaming pioneering the world's first Jumbo 7 Progressive Jackpot in Live Casino Hold'em.

The initial size of the jackpot starts at an impressive 1,000,000 euros, and since it is cumulative, the amount increases in proportion to the activity of the players. Todd Haushalter, Evolution Gaming's Product Director, has highlighted that the jackpot has the potential to grow to an incredible €30,000,000, adding an exciting dimension to poker gameplay. The game also features a second-level jackpot with lower fixed payments.

The success of this progressive jackpot in poker has prompted other developers of live online casino games to consider introducing similarly attractive progressive jackpot features for players. This trend indicates a growing interest in combining the thrill of poker with the potential for significant jackpot winnings, enhancing the overall gaming experience for enthusiasts.

Live Games Experience

The past year witnessed a surge in popularity for live dealer games, marking just the initial phase of their successful development. Anticipations for 2023 include a continued rise in the prominence of live games, particularly in tandem with virtual reality (VR) technology. Developers have ambitious plans to craft more lifelike games with enhanced functionality, coupled with the establishment of new studios dedicated to real-time game broadcasting. This signifies a concerted effort to elevate the realism and interactivity of live dealer gaming experience.

Skill-based gaming platforms

Contemporary players increasingly rely not only on luck but also on their own skills. This trend has inspired numerous providers to develop platforms featuring strategy games, where players need to apply specific skills. The appeal of engaging players with their strategic abilities makes skill games highly attractive, indicating the imminent rise of their immense

popularity.

Gamification trends in the gambling industry

The concept of gamification involves integrating game dynamics and thinking to engage an audience and address marketing challenges. Undoubtedly, gamification is poised to emerge as a new trend in the gambling industry, offering novel missions, competitions, bonus programs, and rewards to attract and retain gamblers. This approach introduces an element of entertainment and interactivity, enhancing the overall gaming experience and appealing to a broader audience.

Enriched entertainment content in Online Gambling

Online casino operators are continuously working to retain users on their platforms, employing various strategies. In addition to chat features, they are now incorporating special sections with valuable non-game content, including movies, TV series, music videos, and TV shows. Furthermore, online casinos are enhancing user engagement by providing plot details for many slot games, creating a more immersive and entertaining experience for players. These additional features aim to offer users a well-rounded and enjoyable environment, extending their stay on the platform beyond traditional gaming activities.

Big Data

A prevailing trend in the current year involves the adoption of Big Data technology, which facilitates the gathering and storage of vast amounts of information. This technology is essential for the advancing online gambling industry. With its capacity to analyze and organize extensive datasets, games can adeptly tailor themselves to the interests and requirements of the target audience.

Mergers and Acquisitions

According to experts' projections, the pace of development in the gambling market is so rapid that its volume is anticipated to surpass \$60 billion by the year 2023. Consequently, in 2023, gambling companies are expected to undergo expansion and witness a significant increase in their capital.

Integration of Messengers

The ever-evolving capabilities of mobile internet continue to captivate players. While social networks and phone communication means held sway in the past, the current trend is dominated by convenient instant messengers. Slotegrator has keenly embraced this trend,

introducing its own Telegram casino. Integrating the gaming platform into the messenger empowers users to indulge in gambling on their smartphones at any time, providing a convenient and accessible gaming experience.

Individual slots

The provision of custom slot development services is poised to become a top offering in the online casino industry. Crafting unique slots on individual orders will enable operators to secure a competitive edge in the market and enhance brand visibility to the maximum extent.

Cryptocurrencies

Cryptocurrencies are renowned for their substantial advantages, including anonymity, convenience, minimal fees, and the absence of legislative prohibitions. Due to these attributes, cryptocurrencies are poised to become one of the most popular means of payment in the realm of internet gambling. In addition to Bitcoin, other currencies such as Litecoin, Dogecoin, Ethereum, Ripple, Monero, Zcash, and others are expected to gain popularity.

Currently, the utilization of cryptocurrencies by customers raises concerns, as they are often associated with the illegal or gray financial market. At the initial stage, it is not advisable to engage in settlements with clients using cryptocurrencies due to these perceived associations with potential legal and regulatory issues

Addressing Security Challenges in Online Gaming

The advent of new technologies necessitates the exploration of innovative solutions to address security issues. Furthermore, Distributed Denial of Service (DDoS) attacks have become increasingly prevalent, causing significant damage to online bookmaker sites over the past year. Even major operators with a meticulous focus on security, such as Britain's William Hill, have found themselves vulnerable to hacker provocations. Last fall, the services of this operator experienced instability, and given its daily revenue of 5 million, the resulting losses were substantial.

In 2019, a noteworthy portion of investments by gambling operators was allocated towards enhancing security measures. Recognizing the escalating threat landscape, operators have prioritized fortifying their platforms against cyber threats to safeguard both their services and the sensitive data of their users.

Enhancing female participation in online gaming

The trend of an increase in the number of female gamblers in online casinos was outlined back in 2015. And now it is only getting stronger. According to the research conducted, the fair sex prefers to gamble on personal gadgets and in private. This allows for more leeway and avoids ridicule from male players.

The most active gamblers are women under the age of 35, but older ladies are also not averse to occasionally spinning the reels of slot machines, starting a roulette wheel or throwing cards.

Online casinos made especially for women have already begun to appear, and some operators are conducting advertising campaigns aimed specifically at women.

8.4.PROMINENT GAMING MARKETS IN ASIA

More than half of the global population resides in Asia, making it a home for numerous passionate gamblers. Unfortunately, many Asian countries currently prohibit gambling. However, Asia is increasingly seen as one of the most untapped markets by some of the world's biggest casino operators, including MGM, Wynn, and Las Vegas Sands. With attractive deals being offered and the potential for significant tax revenue, combined with public pressure, Asian state governments are reconsidering their stance on gambling.

In recent years, particularly since the impact of the COVID-19 pandemic on the once-thriving tourism industry, there has been a rise in the number of legal gambling operations in Asia. Several nations in the region are preparing to welcome both tourists and locals to new venues.

The Asia Pacific Online Gambling Market reached a size of over USD 15 billion in 2019 and is expected to exhibit a growth rate of around 18% between 2020 and 2026. This growth is attributed to the increasing number of internet users and the widespread adoption of digital payments in Southeast Asia. The e-Conomy Southeast Asia (SEA) 2020 report indicates that approximately 40 million users from Malaysia, Vietnam, Singapore, the Philippines, Indonesia, and Thailand came online for the first time in 2020. This has resulted in the number of internet users reaching around 400 million, representing 70% of the region's population. Similarly, digital payments in Southeast Asia are projected to reach USD 1 trillion by 2025. These factors are driving the growth of the online gambling market in the Asia Pacific region.

Japan

For over a century, the majority of gambling activities have been prohibited in Japan. Currently, the only types of gambling permitted in the country are wagers on specific football games, horse races, and pachinko machines.

However, Japan has experienced a significant shift toward the licensing of casinos on a larger scale, facilitated by the Integrated Resort (IR) Promotion Act and the subsequent Integrated Resort (IR) Improvement Law. Integrated Resorts are comprehensive tourist destinations featuring hotels, shops, restaurants, and most notably, casinos.

In 2021, the newly established Japan Casino Regulatory Commission introduced regulations outlining the requirements for establishing casinos, putting the Specified Integrated Resort Area Development Law into effect. The late Shinzo Abe, a proponent of the initiative and former prime minister, expressed optimism that these measures would enhance tourism and contribute to the country's economy.

Philippines

The regulatory landscape for the Philippine gambling industry involves two main authorities: the Cagayan Economic Zone Authority, responsible for licensing internet operators, and the Philippine Amusement and Gaming Corporation (PAGCOR), which oversees licensing for land-based gambling establishments.

Interestingly, while an online casino is allowed to operate from the Philippines, it is not authorized to offer online gaming services within the country. Paradoxically, foreign companies are legally permitted to provide Filipinos with online gambling services. Adding to the complexity, these offshore casino businesses acquire their licenses from PAGCOR, an entity originally established to handle licensing for land-based operations. This regulatory framework introduces a unique dynamic where local online casinos are restricted, while foreign operators can legally cater to Filipino players.

China

Mainland China strictly prohibits gambling, except for two state-run lotteries. Despite this restriction, Chinese citizens have avenues to enjoy casino entertainment through legal loopholes. The special administrative territories of Macau and Hong Kong, granted certain autonomy, are legally allowed to provide gambling services. Capitalizing on this opportunity, China's neighboring countries invest significantly in attracting Chinese gambling tourists. These efforts often involve the development of luxury five-star casino resorts to cater to the

preferences of Chinese visitors seeking entertainment options beyond the mainland's restrictions.

Macau

Macau, often referred to as the Asian "Las Vegas," boasts a massive gambling industry with 41 casinos that primarily cater to high-rolling professionals rather than casual visitors. The island exudes the vibrant "Vegas vibe," characterized by an abundance of neon lights, extravagant themed hotels, and opulent casinos. However, online gambling has been prohibited in Macau since 2015, limiting gambling activities to the physical casino establishments on the island.

Hong Kong

Benefiting from its heightened independence, Hong Kong has established the Jockey Club, an institution where horse race betting and sports gambling are permitted but highly regulated. However, online gambling and sports betting are entirely banned, and foreign online casino sites are actively and effectively blocked. Other forms of gambling, such as land-based casino games, are only allowed outside Hong Kong's territorial waters. As a result, individuals seeking to engage in gambling activities are often transported to nearby Macau.

Singapore

For an extended period, Singapore's gambling options were limited to those offered by state-owned entities: Singapore Pools for lottery-style games and Singapore Turf Club for horse racing and sports betting. Before 2005, the country exclusively permitted gambling through government-run establishments, namely the Turf Club for horse races and sports wagers and the Singapore Pools for lotteries, while outright prohibition was imposed on casinos.

In 2005, the Singaporean government took a significant step by allowing land-based casinos to operate in the nation, but exclusively within integrated resorts. To regulate this industry, a requirement was imposed that any tourists wishing to partake in casino entertainment pay an admission fee. The government issued only two gambling licenses to international operators to maintain a tight regulatory control over the sector. It's worth noting that online gambling remains prohibited in Singapore.

Vietnam

Vietnam embarked on the process of legalizing gambling relatively recently. In 2018, the country permitted sports betting, and casinos were opened to tourists. Although most locals

are prohibited from playing in casinos, there is an initiative to allow Vietnamese citizens in specifically licensed venues, provided they can demonstrate a monthly income exceeding €370. While several developers are seeking government approval to build more casinos, currently only one is operational, with another one in the development stage.

Cambodia

In Cambodia, only visitors are allowed to gamble at land-based casinos, making it a popular gambling destination for residents of neighboring countries where such entertainment is not yet permitted by their governments. The landscape of online gambling in Cambodia has seen changes. From 2015 until 2020, online gambling was briefly legalized. However, the government has since reversed this decision, reinstating the prohibition on online gambling.

Malaysia

Similar to Vietnam and Cambodia, Malaysia only allows tourists to gamble in physical locations; both online and physical gambling are prohibited for its own citizens. The positive aspect is that if you are a Malaysian citizen and are found gambling, it won't be treated as a crime. However, a strict prohibition remains in place for locals to engage in gambling activities within the country

Conclusion

While a fully legalized Asian gambling market may still be on the horizon, there are positive strides being made. Increasingly, states are recognizing the potential benefits of a regulated market, including higher tax revenues and enhanced security, for the well-being of their citizens. The evolving landscape suggests a growing acknowledgment of the advantages that a well-regulated gambling industry can offer.

8.5.Forecast for the gaming market

Research conducted by Juniper indicates that the turnover in the online gambling segment is projected to reach \$950 billion by 2021, and this trend was evident even before the pandemic. The study highlights the increasing shift of gambling to the online environment, with a particular emphasis on the growing activity of mobile applications. The share of bets made through mobile phones continues to rise.

Despite the global trend towards regulating national gambling markets, the study notes that a few countries are moving towards a complete ban on online gambling and mobile applications. The global online gambling market already constitutes more than 13% of the total global legal gambling market, and this percentage is continually increasing.

The study predicts that niche revenue will reach \$65 billion by 2021, with the niche undergoing changes and reforms based on market dynamics. The gambling industry is actively embracing modern technologies, including classic slots, video slots, and virtual (VR) gambling. The entrance of a younger generation of players into the market is driving companies to meet high requirements, leading to the emergence of trends such as esports betting and skill-based games.

The Asian market stands out as the largest in the world in terms of volume, with a growing demand for gambling every year. In 2019, there was a softening in the legal landscape, as more countries in Asia started legalizing online betting and casinos. This trend continued into 2020, opening up new perspectives for the industry. In Africa, the online gambling market is experiencing rapid development and growth, with the main challenge being the lack of regulation in most countries on the continent. However, there is potential for the market to fully unleash its potential over time.

9.Challenges faced in launching an online casino

Unstable legislation

Indeed, the regulatory landscape for gambling can vary significantly from one country to another, and it's subject to frequent changes. Casino owners must stay vigilant about the legal environment and be prepared to adapt their establishments to comply with any shifts in regulations. Flexibility and a proactive approach are essential for navigating the dynamic nature of gambling laws, ensuring that the business remains in compliance and can successfully navigate any regulatory changes that may occur. This adaptability is crucial for the long-term sustainability and success of a casino business.

Instability of equipment operation

Given that the primary operating platform is the internet, it is crucial for all processes to function seamlessly. Any disruption or downtime of the website or server could result in significant financial losses for the casino.

Software

The architecture of an online casino functions like a construction set, comprising three categories of software: a gaming platform, a payment solution, and gaming content.

Payment systems fall into the category with the least risk, as all payment solutions undergo rigorous testing by regulatory authorities and banks, minimizing the likelihood of low-quality software.

The greatest risk for operators lies in non-original, or pirated, software. The use of pirated software can lead to the loss of experienced and discerning players who prioritize original software for its assurance of reliable payouts and a transparent return-to-player (RTP) percentage. Operators often overlook the potential threats posed by backdoors, which are malicious algorithms embedded in makeshift software to illicitly siphon money from unsuspecting operators. Additionally, a plethora of errors and bugs in pirated software can result in financial losses.

"Pirate" software constitutes an illegal practice, creating a situation where clients are unaware of the ultimate provider or the parties involved in their contract due to a complex chain of intermediaries. Eventually, after investing in casino development, software installation, project launch, and marketing expenditures, operators may find their provider

disappearing. This risk is mitigated when using original software, as operators always have a clear understanding of their contractual partner, ensuring accountability in case of issues.

The final consideration involves the violation of copyright law, a factor often overlooked. Despite this, in our country, there remains the possibility of legal action under this law.

Security is a paramount aspect when selecting software. Reputable software development companies allocate significant resources to ensure the creation of secure software. Developing secure software entails an investment of additional time and human resources, as companies deliberately prioritize this to produce a product that guarantees security for all users. This commitment to security is a worthy pursuit.

Usability is another critical aspect that is frequently neglected during software development, with an emphasis placed on functionality. However, overlooking usability can result in a platform accumulating a myriad of unsystematic functionalities, leading to potential user difficulties. It is imperative to consider ease of use at every stage, from drafting the technical specifications for software development to subsequent modernization and upgrades.

High competition

The proprietor of a gambling business has the potential to generate substantial income, given the high demand for this type of service. Many aspire to carve out a niche, but only those casinos with the right business approach ultimately achieve success. It's crucial to adopt the mindset that success in this industry requires dedicated effort and hard work to earn and thrive.

Money laundering

Regulatory organizations consistently conduct checks to detect potential money laundering by criminal entities and the financing of terrorism through online casinos. In the event that evidence indicates inadequate anti-money laundering activities, casinos run the risk of having their licenses revoked by regulatory authorities. This emphasizes the critical importance of robust anti-money laundering measures for online casinos to maintain compliance and ensure a secure and lawful gaming environment.

Advertising

Regulatory bodies guarantee socially responsible gambling advertising, emphasizing the protection of children, youth, and vulnerable individuals from harm or exploitation. This pertains to the use of images featuring toys, comic book characters, cartoons, fairy tales, and

popular brands among children.

Loss of funds

During the initial phase, potential losses of funds allocated for registration, rent, and office equipment may occur. In the event of the online casino's closure due to internal or other objective reasons, the security payment is refunded to the casino owners. However, it is imperative that this amount remains untapped during the ongoing operation of the online casino, serving solely as a deposit in the event of winning the jackpot. This precaution is in place to ensure that losses are kept to a minimum.

Risk insurance

Leveraging the collective expertise of the founders and co-owners, with a combined 10 years of experience in the online casino industry, along with the seasoned managerial guidance of the project mentor, the project is strategically positioned to minimize risks associated with market entry to the greatest extent possible.

10. Financial planning for the online casino project

10.1. Investment breakdown for the online casino project

The financial structure and volume of investments

The complete investment needed for the project amounts to 253.1 thousand euros (EUR).

Table 5. Investment budget, euro

No	Name	Value
1	Acquisition of a license and security payment	190 800
2	Payment for the Amazon server	15 600
3	Office equipment and stationery	2 880
4	Floating capital financing	43 862
Invested capital total (actual need for cash)		253 142

Project Milestones and Investment Implementation Schedule

The comprehensive project implementation spans a period of 36 months (3 years), with the investment phase occurring in the initial 0.3 years before the official project launch. The project unfolds through the following key stages:

First Stage: Acquisition of a license and security payment.

Second Stage: Payment for the Amazon server.

Third Stage: Procurement of office equipment and stationery.

A detailed phased work schedule, coupled with a corresponding financing schedule, is outlined in the table below.

Table 6. Financial plan, euro

		Total for 3 years	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Feb-25
1	Acquisition of a license and security payment	190 800	190 800					
2	Payment for the Amazon server	15 600				15 600		
3	Office equipment and stationery	2 880				2 880		
4	Floating capital financing	43 862					28 051	15 812
	Investment total excl. floating capital	209 280	190 800			18 480	-	-
	Invested capital total (actual need for cash)	253 142	190 800	-	-	18 480	28 051	15 812

10.2. Income Strategy

Various revenue streams and product offerings

As part of this project, the anticipated revenue is derived from the provision of online casino services.

The broad range of services

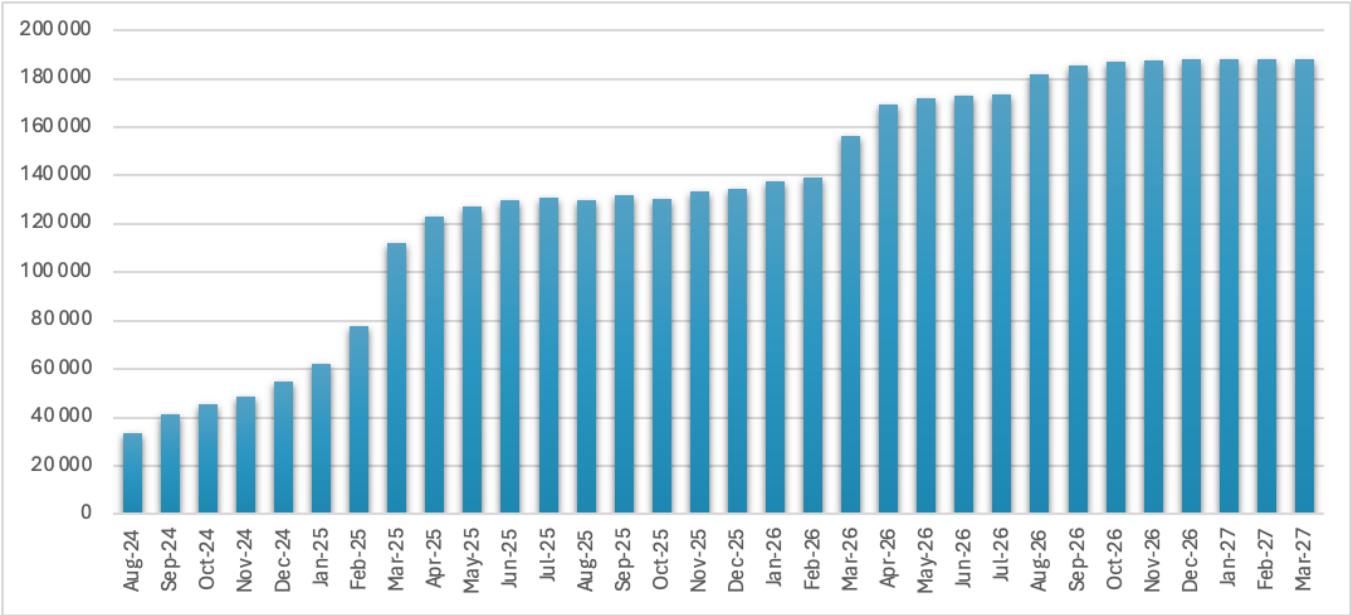
Scope of service delivery

The project aims to attract a targeted goal of 2000 new clients per month. Each client is anticipated to generate an average income of 49 euros per month. Revenue is calculated based on the monthly retention of unique users an average of 3,173 people per month with the retention rate – 35%. Additional funds need to be invested in advertising to either retain or re-attract the guest.

Projected Income Volume

The anticipated average monthly income for the entire project duration of 3 years is estimated to be around 133.0 thousand euros (EUR).

Diagram 9. Dynamics of proceeds from sales and direct costs, euro



The total revenue for the entire project period of 3 years is projected to amount to 4,264.2 thousand euros (EUR).

Table 7. Income and direct cost plan, euro

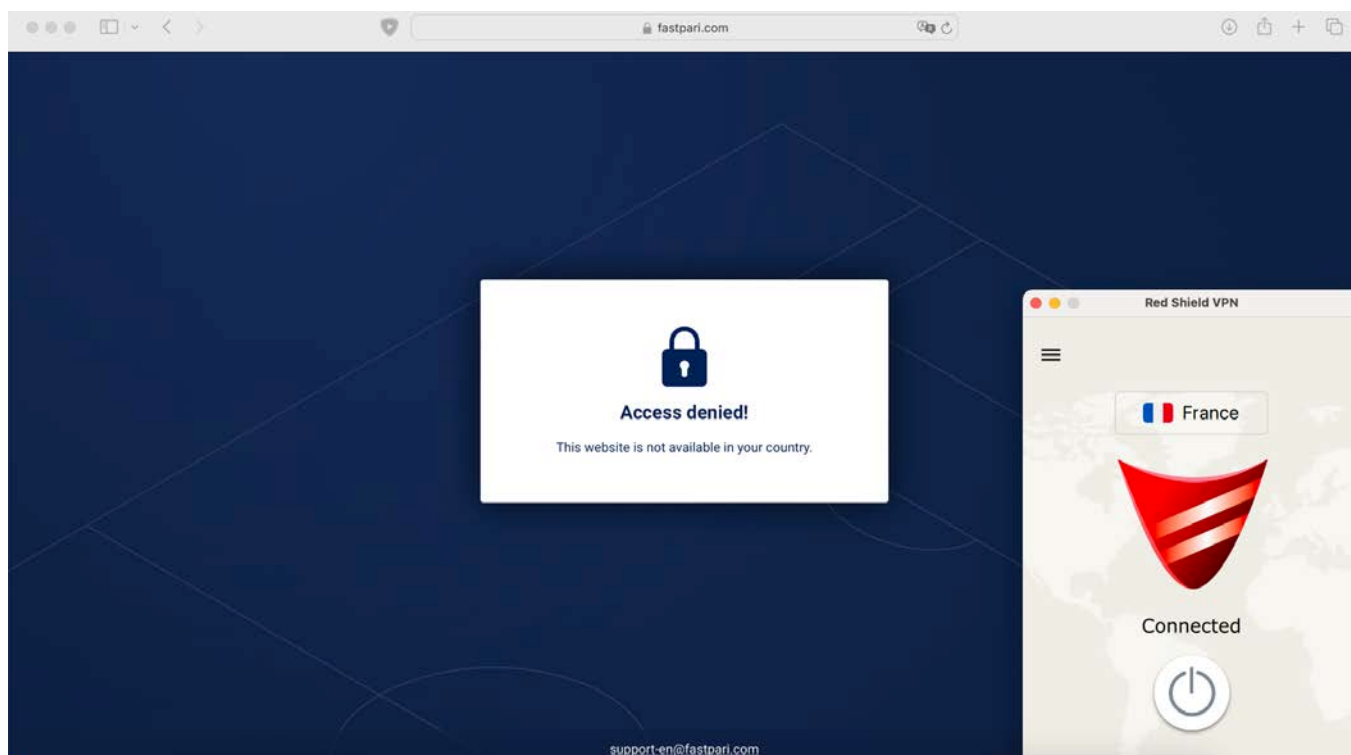
Physical indicators	Unit	Total for 3 years	2024 (9M)	2025	2026	2027 (3M)
Total number of clients	ppl	101 528	5 331	33 881	48 870	13 445
Number of new clients	ppl	64 165	4 782	22 583	29 000	7 800
Number of current clients	ppl	37 362	548	11 298	19 870	5 645
Proceeds		4 264 157	223 899	1 423 004	2 052 556	564 698
Income from clients	42	4 264 157	223 899	1 423 004	2 052 556	564 698
Direct costs		2 545 059	191 552	782 249	1 216 261	354 997
Advertising costs	18	1 154 972	86 084	406 488	522 000	140 400
Additional staff costs	1 300	825 500	0	169 000	487 500	169 000
Salary		309 760	48 400	116 160	116 160	29 040
License fees		143 211	39 628	48 745	48 745	6 093
Depreciation		111 616	17 440	41 856	41 856	10 464
Indirect costs		477 333	55 833	174 000	174 000	73 500
Accounting		122 667	19 167	46 000	46 000	11 500
Office equipment maintenance		85 333	13 333	32 000	32 000	8 000
Hosting		120 000	0	40 000	40 000	40 000
Office rent		48 000	7 500	18 000	18 000	4 500
Legal support		101 333	15 833	38 000	38 000	9 500

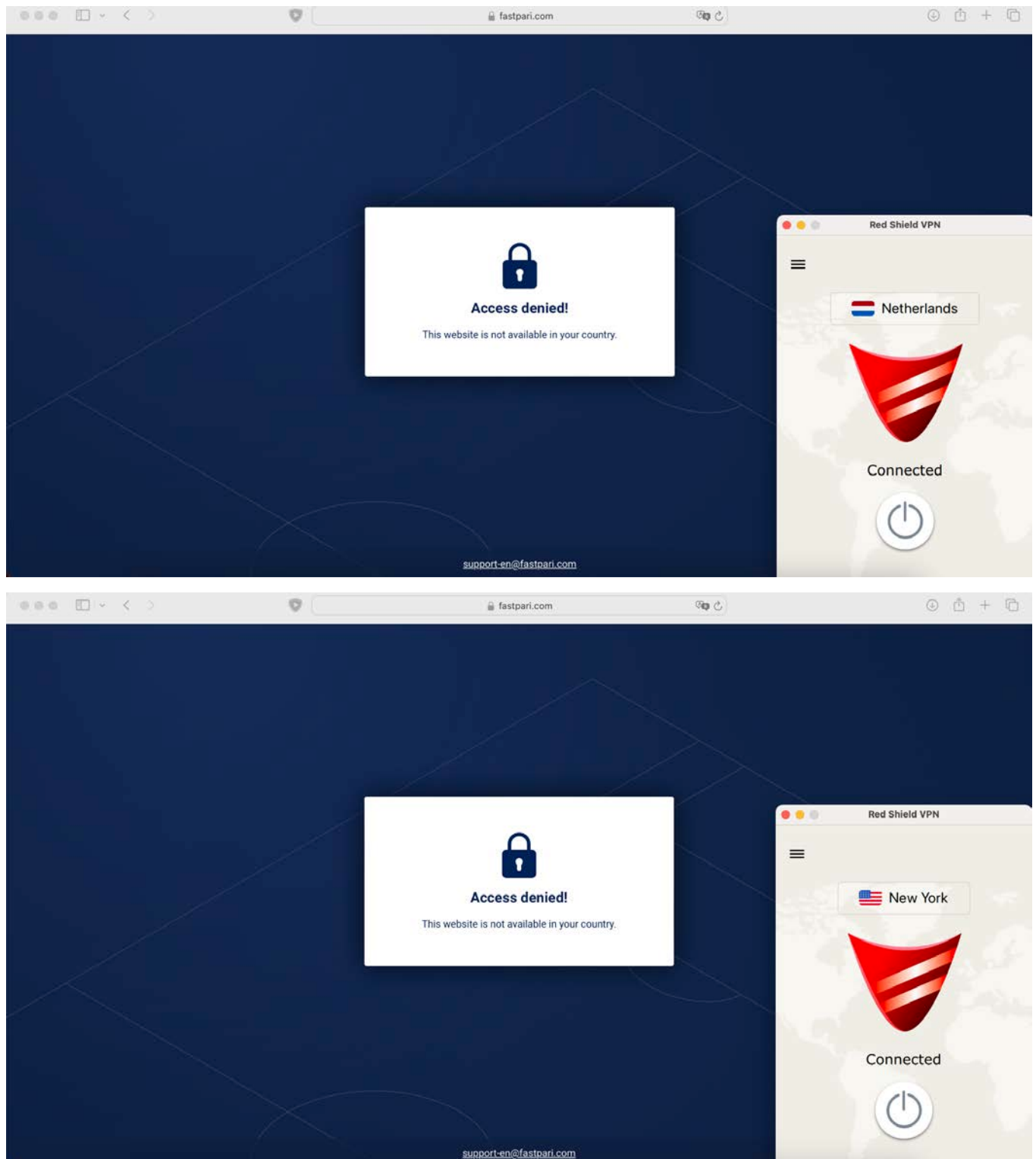
10.3. Marketing Plan

Fastpari is crafted for individuals aged 18 and above, offering a unique and responsible gaming experience. This comprehensive marketing plan delineates strategies to establish brand resonance, engage the target audience, and drive sales through innovative and ethical initiatives.

Target Audience:

- **Demographics:** The primary focus is on adults aged 18 and older, with a specific emphasis on the 21-35 age group.
- **Geographics:** New Zealand, Indonesia, Turkey.
- **Geoblock:** USA, France, The Netherlands, The Dutch Caribbean Island: Curacao, Aruba, Bonaire, St. Martin, St. Eustatius, and Saba.





- Psychographics: Enthusiasts of cutting-edge technology, gaming aficionados, and those valuing a commitment to responsible gaming practices.

Marketing Strategies:

a. Brand Identity:

- Craft a compelling brand narrative that underscores a steadfast commitment to transforming the gaming industry through innovation, excitement, and a robust foundation in responsible gaming.

- Position Fastpari as a central hub for pioneering technology, diverse gaming experiences, and a vibrant gaming community.

b. Digital Realm Domination:

- Enhance the website to deliver an intuitive user experience, ensuring seamless navigation across various platforms.
- Harness the potential of social media platforms for targeted advertising, captivating content dissemination, and community-building initiatives..

c. Content Odyssey:

- Formulate a content strategy that includes compelling blog posts, interactive tutorials, and exclusive insights from developers to nurture a sense of community and ensure ongoing player engagement.
- Establish collaborations with gaming influencers and content creators to enhance NexusGamer Ventures' visibility and impact in the gaming industry.

d. Advocacy for Responsible Gaming:

- Integrate responsible gaming messages seamlessly into marketing materials and gaming interfaces.
- Incorporate features such as session duration reminders, spending limits, and voluntary self-exclusion tools to empower players.

Sales Expeditions:

a. Launch Excitement:

- Reveal enticing launch promotions and exclusive bonuses to captivate early adopters.
- Utilize strategically timed limited-time offers to instill a sense of urgency and anticipation.

b. Partnership Odyssey:

- Establish strategic alliances with gaming affiliates, influencers, and synergistic brands to enhance visibility and attract a broader audience..
- Establish an enticing affiliate program to motivate third-party promotion.

c. Data-Fueled Refinement:

- Utilize analytics tools to extract insights into player behavior, preferences, and the effectiveness of different acquisition channels..
- Drive data-driven optimizations in marketing strategies, enhancing targeting precision and overall user experience.

d. Mastering Customer Harmony:

- Implementing an agile Customer Relationship Management (CRM) system to personalize communications, promotions, and offers based on individual player preferences.

- Leverage targeted email marketing campaigns for personalized promotions and real-time updates

Evaluation Yardsticks:

- Continuously monitor key metrics, such as customer acquisition cost, conversion rates, player lifetime value, and overall customer satisfaction.
- Undertake periodic reviews and make agile adjustments based on performance analytics.

10.4. Project Cost Analysis

Fixed cost analysis

Staffing costs and salary distribution

As outlined in the staffing table, the expected overall number of personnel is 6 individuals, each maintaining a standard workload. The average monthly salary for these roles is set at 1,667 euros. Compensation for all company employees will follow a time-based compensation model. Additionally, there are plans for the eventual introduction of a financial incentives system, including bonuses and other rewarding mechanisms.

Table 8. Staffing table with salaries, euro

No	Position	Number of people	Salary	Total per month
1	Director	1	2 180	2 180
2	Site developer	1	1 600	1 600
3	Designer	1	1 600	1 600
4	Advertising specialist	1	1 600	1 600
5	Employee	2	1 350	2 700
	Total	6		9 680

With every influx of 6000 new clients, an incremental hiring of 5 additional staff members will be executed. The corresponding costs linked to this supplementary personnel are integrated into the variable costs.

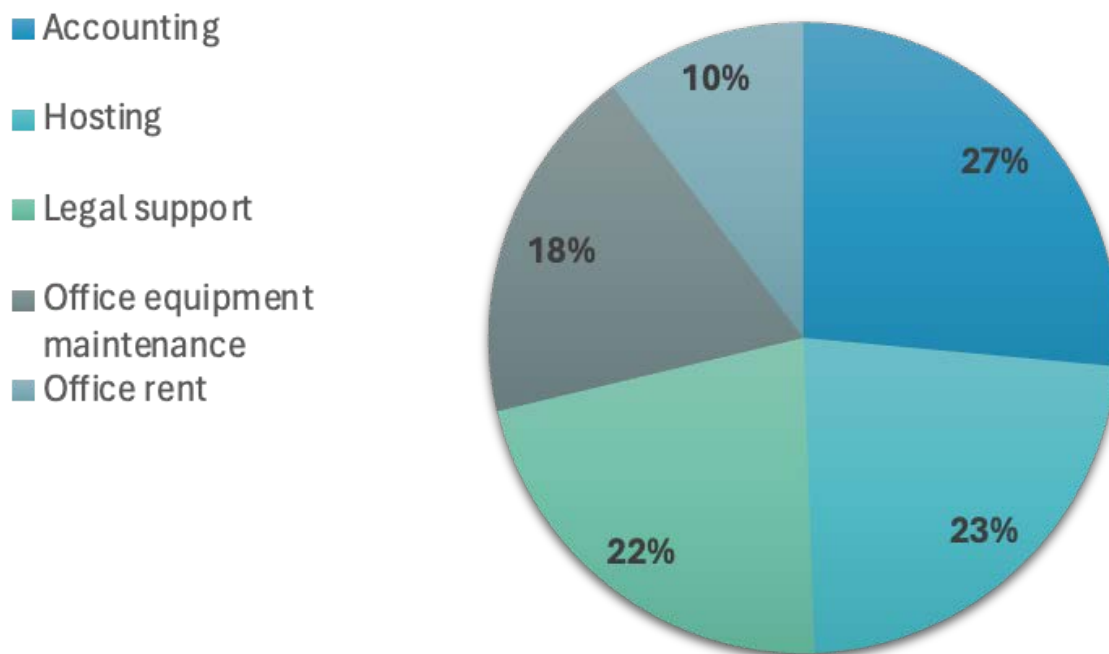
Other Incurred Fixed Expenses

When calculating the financial indicators for this project, the existing fixed costs, amounting to an average of 13.2 thousand euros per month, have been taken into account. A detailed breakdown of the ongoing fixed costs is presented in the table below.

Table 9. Fixed costs, euro

No	Item of expense	Total per year
1	Accounting	46 000
2	Office equipment maintenance	32 000
3	Hosting	40 000
3	Office rent	18 000
4	Legal support	38 000
	Total	174 000

Diagram 10. The structure of fixed costs



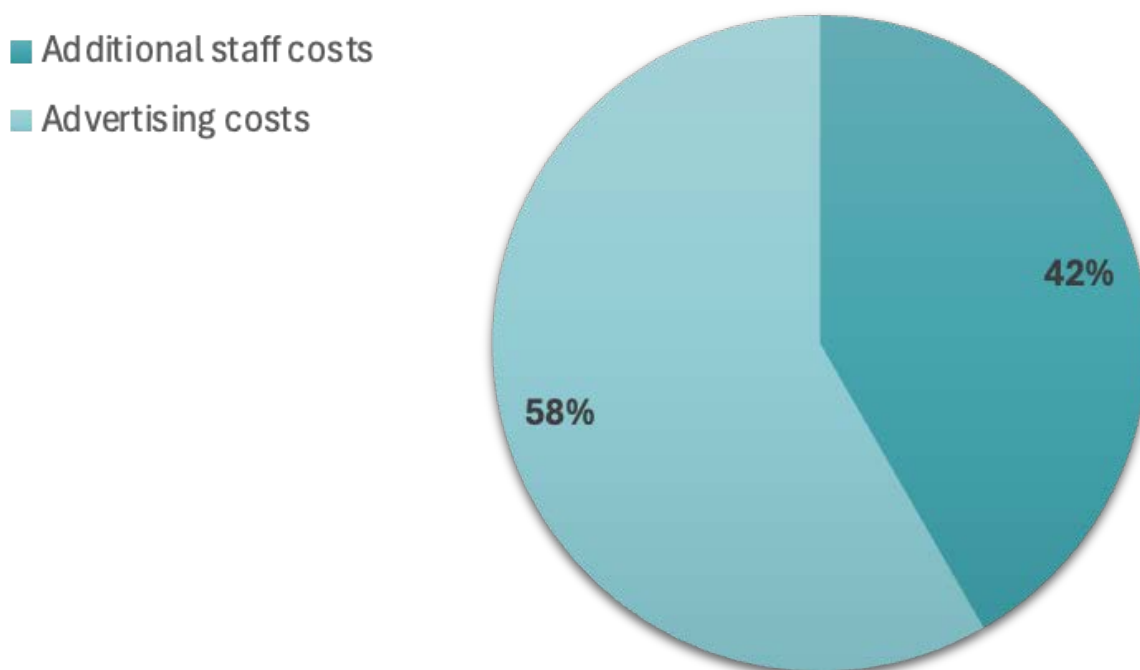
Evaluation of variable costs

Assessment of direct production expenses

Table 10. Variable costs, euro

No	Item of expense	Per unit, total	Calculation base
1	Advertising costs	18	for 1 client
2	Additional staff costs	1 300	for 1 person

Diagram 11. Structure of variable costs (to the total volume of variable costs)



Taxation Considerations

Taxes of the company as a tax subject

The anticipated cumulative sum of accrued and paid taxes throughout the entire project duration is projected to be 285.7 thousand euros (EUR).

10.5. Financial Plan

Seeking investment resources

Estimation of financial resource requirements and funding structure

The financial requirement for the project is 253.2 thousand euros (EUR). The intended funding for this project is anticipated to be sourced from the investor.

Conditions for investor fund reimbursement

The plan entails allocating 35% of the net profit to reimburse the investor's funds within three years from the project launch date. The reimbursement process is scheduled to commence from the 7th month, precisely when the cumulative profit for the current month exceeds zero. The projected total amount of payments to the investor throughout the project's duration is estimated to be 354 thousand euros (EUR)

Cash Flow Plan Indicators

Investment-related Activities

The investment cash flow balance for the project is determined by aggregating all long-term financial investments (investment budget), excluding working capital. The resulting value is 253.1 thousand euros (EUR).

Day-to-day Operational Activities

Positive cash flows from operating activities are generated by sales proceeds, while negative cash flows arise from the company's operating costs. The total proceeds for the project period amount to 4,263.1 thousand euros (EUR).

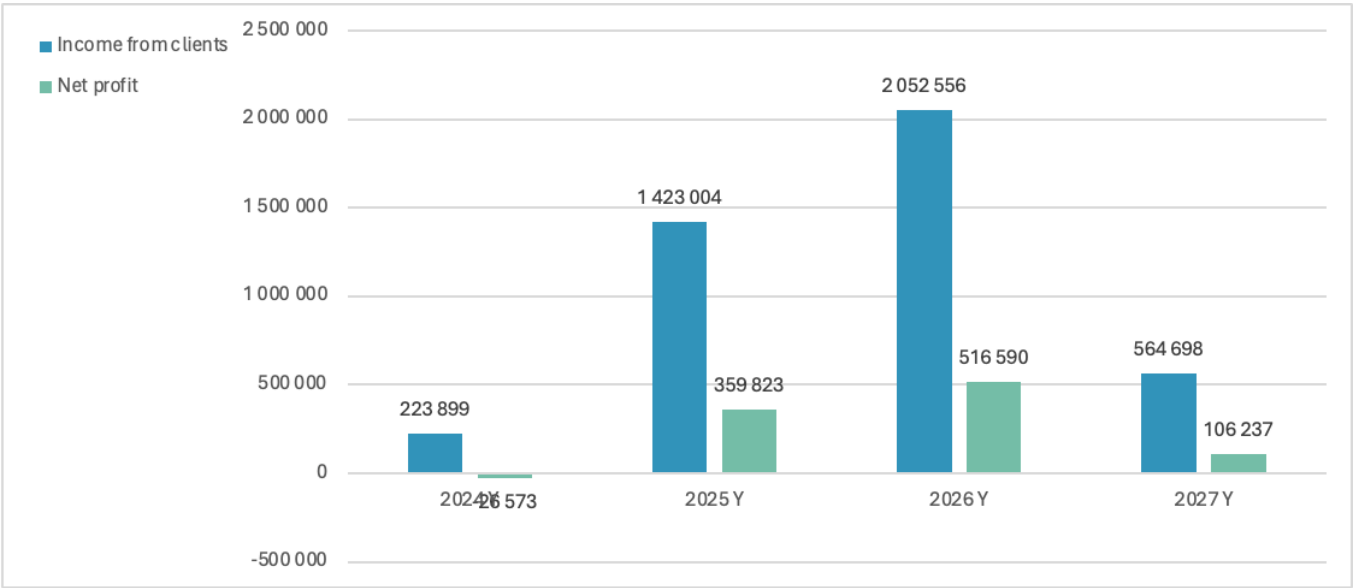
The negative cash flow amounts to 3,191.4 thousand euros (EUR) and comprises the following key components:

- Variable costs: 1,980.4 thousand euros (EUR)
- Fixed costs: 925 thousand euros (EUR)
- Taxes: 286 thousand euros (EUR)

Consequently, the balance on operating activities at the end of the project is expected to be equivalent to the net profit, totaling 1,241.8 thousand euros (EUR)

Profit and loss metrics

Diagram 12. Dynamics of income and net profit in Euros



Total financial performance

The project calculation horizon spans 36 months (3 years), with an investment period of 4 months (0.3 years) leading up to the project launch, followed by a working period of 32 months (2.7 years).

The total sales proceeds for the entire project implementation period are projected to reach 4,264.1 thousand euros (EUR), while the total costs for the project period are estimated at 3,308.00 thousand euros (EUR).

The average monthly net operating income is anticipated to be 29.8 thousand euros (EUR).

Average profitability for the project period net profit to proceeds 22.42% The net profit upon completion of the project is forecasted to amount to 956 thousand euros (EUR). These financial indicators provide insights into the performance and profitability of the project over its specified timeline.

Table 11. Financial and investment indicators of the project

Name of the index	Value of the index
Calculation period of the project, year	3
Laid-down capital (LDC), EUR	253 142
Sum of proceeds (SP), EUR	4 264 157
Net average operational receipts per month (NAOR), EUR	29 800
Net profit for the project period, EUR	956 077
Average profitability for the project period (net profit to proceeds	22,42%
Discounting rate (DR), %	19,40%
Net present value (NPV), EUR	403 147
Average Rate of Return of investments (ARR)	13,24%
Return on investment (ROI)	278%
Profitability index (PI)	1,6
Internal rate of return (IRR)	97,56%
Pay back period of the project in whole (PBP), incl. financing scheme	15 months
	1,25 years

10.6. SWOT Analysis

Table 12. SWOT analysis

SWOT ANALYSIS



STRENGTHS

Strict policy against any type of fraud, which protects players from any potential troubles during the game



WEAKNESSES

Lack of a clearly formulated long-term strategy (due to the nature of the business)



OPPORTUNITIES

Constant emergence of new technologies



THREATS

Decrease in disposable income of the population against the backdrop of economic recession