

Profit and Loss

Deck Entertainment B.V.
For the year ended 31 December 2023

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	2023
Trading Revenue													
GGR - Casino	874,830.06	961,141.78	1,028,350.26	981,330.96	1,085,680.24	932,476.62	1,081,834.72	710,326.51	1,196,058.37	837,749.81	930,507.15	1,049,688.97	11,669,975.45
GGR - Sport	438,487.44	589,785.68	679,223.14	614,479.89	592,926.54	445,625.92	462,960.86	438,578.06	700,486.16	545,231.50	533,363.65	639,905.32	6,681,054.16
Total Trading Revenue	1,313,317.50	1,550,927.46	1,707,573.40	1,595,810.85	1,678,606.78	1,378,102.54	1,544,795.58	1,148,904.57	1,896,544.53	1,382,981.31	1,463,870.80	1,689,594.29	18,351,029.61
Bonus Cost													
Bonus - Free Bet Sports	140,903.20	152,669.26	193,897.30	174,008.28	167,573.42	176,021.55	154,682.90	150,407.84	212,668.79	224,191.52	201,949.36	295,102.17	2,244,075.59
Bonus - Free Spins Casino	134,904.35	122,952.43	123,464.81	107,175.28	109,075.42	110,932.43	136,644.97	124,670.11	104,060.25	182,529.85	202,815.97	202,299.39	1,661,525.26
Total Bonus Cost	275,807.55	275,621.69	317,362.11	281,183.56	276,648.84	286,953.98	291,327.87	275,077.95	316,729.04	406,721.37	404,765.33	497,401.56	3,905,600.85
Manual Adjustments													
Manual Adjustments	17,765.98	9,321.35	10,468.15	14,572.12	25,065.26	21,253.52	29,205.35	19,337.75	39,390.13	(75,419.39)	18,234.73	(14,909.61)	114,285.34
Total Manual Adjustments	17,765.98	9,321.35	10,468.15	14,572.12	25,065.26	21,253.52	29,205.35	19,337.75	39,390.13	(75,419.39)	18,234.73	(14,909.61)	114,285.34
Total NGR	1,019,743.97	1,265,984.42	1,379,743.14	1,300,055.17	1,376,892.68	1,069,895.04	1,224,262.36	854,488.87	1,540,425.36	1,051,679.33	1,040,870.74	1,207,102.34	14,331,143.42
Operating Expenses													
Marketing Costs													
Affiliate Marketing - General	219,531.99	327,059.48	183,594.90	143,240.37	154,555.99	266,269.97	288,959.70	424,756.88	364,389.51	449,696.81	407,143.54	556,058.15	3,785,257.29
Event Marketing	-	-	3,611.69	-	19,526.74	-	1,000.00	5,235.42	7,803.00	-	14,496.21	-	51,673.06
Marketing	-	-	15,799.00	15,799.00	15,299.00	-	-	-	-	-	-	-	46,897.00
Media Buying - General	35,000.00	-	698.97	10,000.00	10,000.00	22,549.70	35,000.00	15,000.00	-	-	-	44,600.00	172,848.67
SEO - General	12,021.10	-	12,254.55	13,620.12	12,356.94	10,482.14	11,321.57	11,593.73	-	22,283.42	14,666.79	-	120,600.36
UA - Branding	-	6,811.45	464.25	-	-	5,201.50	1,075.71	-	-	8,949.00	4,457.81	4,793.81	31,753.53
Total Marketing Costs	266,553.09	333,870.93	216,423.36	182,659.49	211,738.67	304,503.31	337,356.98	456,586.03	372,192.51	480,929.23	440,764.35	605,451.96	4,209,029.91
Operational													
Compliance and Processing Fees	482.39	567.97	445.19	549.04	8,500.00	-	967.12	-	-	-	-	230.46	11,742.17
PSP - Processing Fees	550.69	550.00	550.69	549.99	550.00	15,405.28	77,357.16	89,199.16	101,334.70	106,712.02	101,973.67	118,647.89	613,381.25
Total Operational	1,033.08	1,117.97	995.88	1,099.03	9,050.00	15,405.28	78,324.28	89,199.16	101,334.70	106,712.02	101,973.67	118,878.35	625,123.42
Technical													
CRM Expenses	282.96	-	345.66	30.71	57.45	84.30	-	-	-	-	-	848.07	1,649.15
Development Expenses	219,699.07	259,758.17	258,624.35	306,753.09	312,643.42	221,309.03	259,110.39	225,142.00	380,333.08	224,302.61	249,662.76	286,432.64	3,203,770.61
Office IT Consumables	-	-	-	287.01	-	-	-	-	-	-	3,311.36	2,762.15	6,360.52
Platform Fees	-	-	-	-	-	-	-	-	-	-	-	100.00	100.00
Total Technical	219,982.03	259,758.17	258,970.01	307,070.81	312,700.87	221,393.33	259,110.39	225,142.00	380,333.08	224,302.61	252,974.12	290,142.86	3,211,880.28
Staff Costs													
Staffing Expenses	268,447.52	252,348.42	257,005.13	261,645.12	250,781.21	298,304.81	251,619.74	261,463.52	264,463.72	280,273.25	329,476.59	589,497.30	3,565,326.33
Recruitment expenses	9,697.00	15,683.95	-	-	15,588.30	-	-	6,250.00	18,029.00	22,431.00	41,960.00	22,000.00	151,639.25
Staff Training	2,683.58	506.37	5,694.80	3,932.00	-	-	-	-	-	-	-	3,112.18	15,928.93
Other staff costs	-	-	-	-	-	-	-	-	-	-	(1,261.47)	1,348.79	87.32
Total Staff Costs	280,828.10	268,538.74	262,699.93	265,577.12	266,369.51	298,304.81	251,619.74	267,713.52	282,492.72	302,704.25	370,175.12	615,958.27	3,732,981.83
Administration, Compliance and Statutory													

	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEP 2023	OCT 2023	NOV 2023	DEC 2023	2023
Accounting & Administration Services	8,215.06	8,936.41	17,394.30	5,597.81	8,677.12	6,810.16	5,363.26	7,070.00	7,913.98	6,533.49	9,668.52	38,241.76	130,421.87
Legal and professional fees	7,259.68	4,631.60	10,706.82	13,226.43	17,192.19	26,206.70	8,958.68	15,041.29	34,974.91	26,977.47	35,513.35	9,988.60	210,677.72
Consulting Fees	12,753.44	-	-	14,176.75	-	11,620.10	-	-	-	14,282.36	-	-	52,832.65
Regulatory Licenses	1,000.00	-	-	-	1,000.00	1,000.00	-	-	-	-	1,000.00	1,000.00	5,000.00
Total Administration, Compliance and Statutory	29,228.18	13,568.01	28,101.12	33,000.99	26,869.31	45,636.96	14,321.94	22,111.29	42,888.89	47,793.32	46,181.87	49,230.36	398,932.24
Office Expenses													
Office Expenses	11,578.74	30,424.26	1,398.38	507.75	19.35	-	2,836.20	21,859.74	2,517.83	9,179.90	13,616.65	30,580.53	124,519.33
Rent or lease payments	9,225.00	13,450.00	13,650.00	13,275.00	13,275.00	13,610.00	13,400.00	13,200.00	13,575.00	13,880.00	13,880.00	13,550.00	157,970.00
Telephone & Internet	391.22	2,397.07	390.95	-	-	-	-	-	-	-	-	-	3,179.24
Total Office Expenses	21,194.96	46,271.33	15,439.33	13,782.75	13,294.35	13,610.00	16,236.20	35,059.74	16,092.83	23,059.90	27,496.65	44,130.53	285,668.57
Other Operating Expenses													
Other general and administrative expenses	1,180.00	(1,180.00)	-	-	-	-	-	-	-	-	-	-	-
Uncategorised Expense	10,990.63	-	-	-	-	-	-	-	-	-	-	-	10,990.63
Meals and Entertainment: Other	-	-	-	-	-	-	-	-	-	-	-	69.00	69.00
Travel expenses - Accommodation	-	-	-	-	-	-	-	-	4,966.99	-	523.80	-	5,490.79
Travel expenses - General	4,500.14	17,089.16	10,809.38	-	7,113.61	34,115.94	22,254.86	7,733.07	-	10,959.41	11,907.90	14,944.66	141,428.13
Travel expenses - Sustenance	-	-	-	-	-	-	-	-	2,102.85	-	-	140.00	2,242.85
Travel expenses - Transport	-	-	-	-	-	-	-	-	992.80	-	240.11	258.45	1,491.36
Total Other Operating Expenses	16,670.77	15,909.16	10,809.38	-	7,113.61	34,115.94	22,254.86	7,733.07	8,062.64	10,959.41	12,671.81	15,412.11	161,712.76
Other Financial Expenses													
Bank charges	10,693.43	7,529.15	9,349.66	7,709.85	7,764.55	4,266.20	3,237.78	2,828.33	2,522.78	1,484.60	3,179.74	1,855.63	62,421.70
Interest expense	11,355.76	-	-	-	-	-	-	-	-	-	-	-	11,355.76
Bank Revaluations	(4,939.62)	(927.57)	3,709.28	(3,792.49)	(18,963.70)	10,373.91	(2,374.92)	2,893.68	16,112.48	4,874.91	(1.12)	9,412.71	16,377.55
Currency Gains - Manual	(8,000.88)	8,627.72	(20,391.76)	(14,956.41)	17,258.07	7,537.49	(3,040.80)	6,532.90	25,156.18	14,307.20	19,264.27	3,316.21	55,610.19
Realised Currency Gains	-	-	-	-	-	-	-	-	-	-	(132.22)	-	(132.22)
Unrealised Currency Gains	-	-	-	-	-	-	0.01	0.87	(13.10)	(61.96)	(77.25)	103.60	(47.83)
Reconciliation Discrepancies	2.63	10,950.78	1,001.49	(168,151.79)	(23.57)	175,950.08	121,152.51	(123,337.95)	-	2,055.75	-	-	19,599.93
Total Other Financial Expenses	9,111.32	26,180.08	(6,331.33)	(179,190.84)	6,035.35	198,127.68	118,974.58	(111,082.17)	43,778.34	22,660.50	22,233.42	14,688.15	165,185.08
Total Operating Expenses	844,601.53	965,214.39	787,107.68	623,999.35	853,171.67	1,131,097.31	1,098,198.97	992,462.64	1,247,175.71	1,219,121.24	1,274,471.01	1,753,892.59	12,790,514.09
Net Profit	175,142.44	300,770.03	592,635.46	676,055.82	523,721.01	(61,202.27)	126,063.39	(137,973.77)	293,249.65	(167,441.91)	(233,600.27)	(546,790.25)	1,540,629.33