

# TURNOVER GLOBAL Inc.

*An AI-assisted Betting Content Company*

**MAKING VIRTUAL SPORTS MATTER !**

# WHAT WE DO

WE CREATE INNOVATIVE *VIRTUAL SPORTS* BETTING CONTENT VIA OUR AI-ASSISTED SPORTS-SPECIFIC ENGINES.

OUR ENGINES PRODUCE PERFECTLY-SIMULATED INDIVIDUAL GAME OUTCOMES THAT “MATTER”, ENABLING iGAMING OPERATORS TO RUN FULL SEASONS, PLAYOFFS AND CROWN A NEW CHAMPION, ALL ON A DAILY+, 24/365 BASIS.

WE HAVE BEEN INSPIRED BY THE LEGALIZATION OF THE NEW iGAMING MARKET IN ONTARIO, WITH THE OPPORTUNITY TO TAKE OUR PRODUCTS TO A GLOBAL MARKET.

## Virtual Sports Betting vs Other Sports Betting

	<b>VIRTUAL SPORTS</b>	<b>LIVE SPORTS</b>	<b>eSPORTS</b>
<b>OUTCOME</b>	RNG Based	Many Factors: players' ability, training, and weather, etc.	Gamers' Ability
<b>AVAILABLE CONTENT</b>	UNLIMITED; 365/24/7	LIMITED BY SEASONALITY & SCHEDULE	More Flexible but Limited by Tournament Scheduling
<b>TEAMS</b>	Simulated Teams & Players	Real Teams & Players	Real Teams of Gamers manipulating prototypes of Players
<b>BETTING STRATEGY</b>	Based on 50/50 RTP%	Real-world Outcomes + Betting Odds	eSports Outcomes + Betting Odds

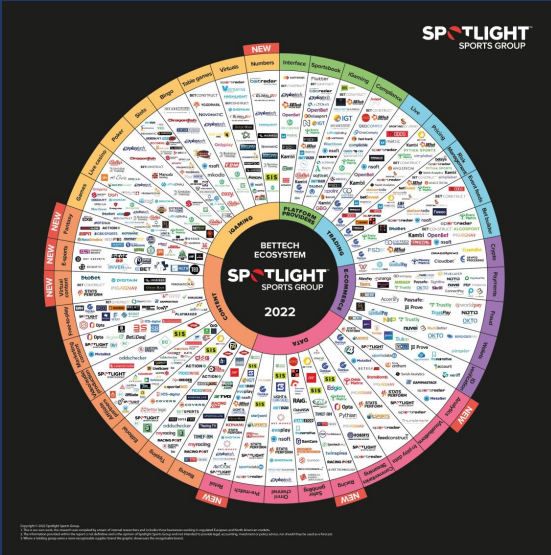
### **VIRTUAL SPORTS BENEFITS FOR OPERATORS:**

- + Safe Betting Entry-Point for Non-Bettors
- + Bettor Retention for Favourite Sports

# PROBLEM

*Virtual Sports* content today is primarily:

- Replays / Reruns
- Highlights only
- ie., One-off Meaningless plays and/or games



BET TECHNOLOGY ECOSYSTEM

# GAME OUTCOMES DON'T 'MATTER' !

# IMPACT

***\$BET***

*per*

***GAME***

***TYPE***

***\$X PRE-SEASON***

***\$3X REGULAR SEASON***

***\$5X PLAY-OFFS***

***\$10X CHAMP GAMES***

***\$50X BOWL GAME***

***MORE***

***\$BET***

***ON GAMES***

***THAT***

***MATTER***

***MORE***

***MISSED OPPORTUNITY FOR VIRTUAL SPORTS.  
GAME OUTCOMES NEED TO 'MATTER'.***

# BUT HOW ....

- OUR APPROACH
- Run *FULL SEASONS*:
  - *Every Game Matters*
  - *Playoffs*
  - *Crown a New Champion (daily+)*

24/365. RUN IT AGAIN TOMORROW 😊.

# OUR SOLUTION

- ✓ Must have MULTIPLE UNIQUE TEAMS
- ✓ Must produce REALISTIC OUTCOMES of the Sport
- ✓ Game-Play Algorithms Must Be RNG COMPLIANT
- ✓ Bet Lines for all Match-ups Must be RTP% COMPLIANT
- ✓ Results Must include PLAY-BY-PLAY TRANSPARENCY

WE ENABLE FULL SEASONS. THE RIGHT WAY.

# PRODUCT CREATION

## PROCESS + TECHNOLOGY

*CORE ESSENCE*



*CORE ESSENCE*

*IDENTIFICATION*

*SIMULATOR*



*1 Series of Downs*

*1 At-Bat*

*1 Over*

*etc.*

SECRET SAUCE: PERFECTLY SIMULATING  
THE *CORE ESSENCE* OF EACH SPORT.



# PRODUCTS

**VAPF™:** Virtual American Pro Football

**VACF™:** Virtual American College Football

**VPB™:** Virtual Pro Baseball

**VMC™:** Virtual Modern Cricket

***PERFECTLY SIMULATED !***  
**OUR ALGORITHMS ARE ENABLED BY AI.**

# EXAMPLE: VAPF™



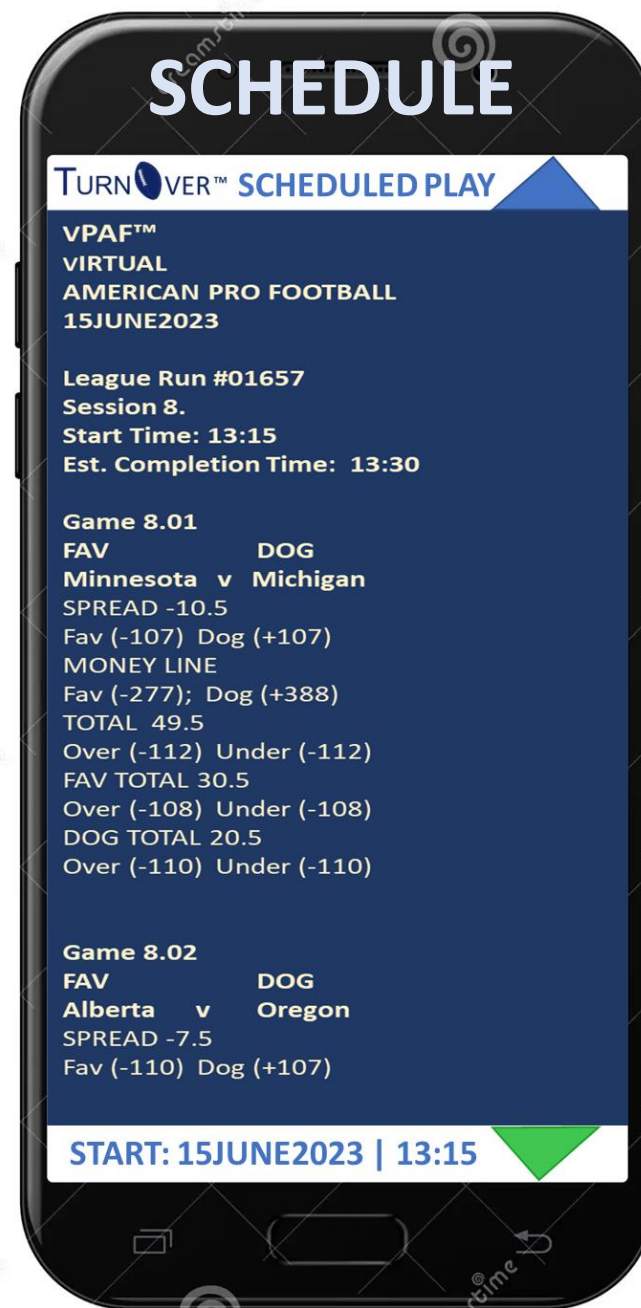
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= # of Unique Pro Football Leagues that We Create

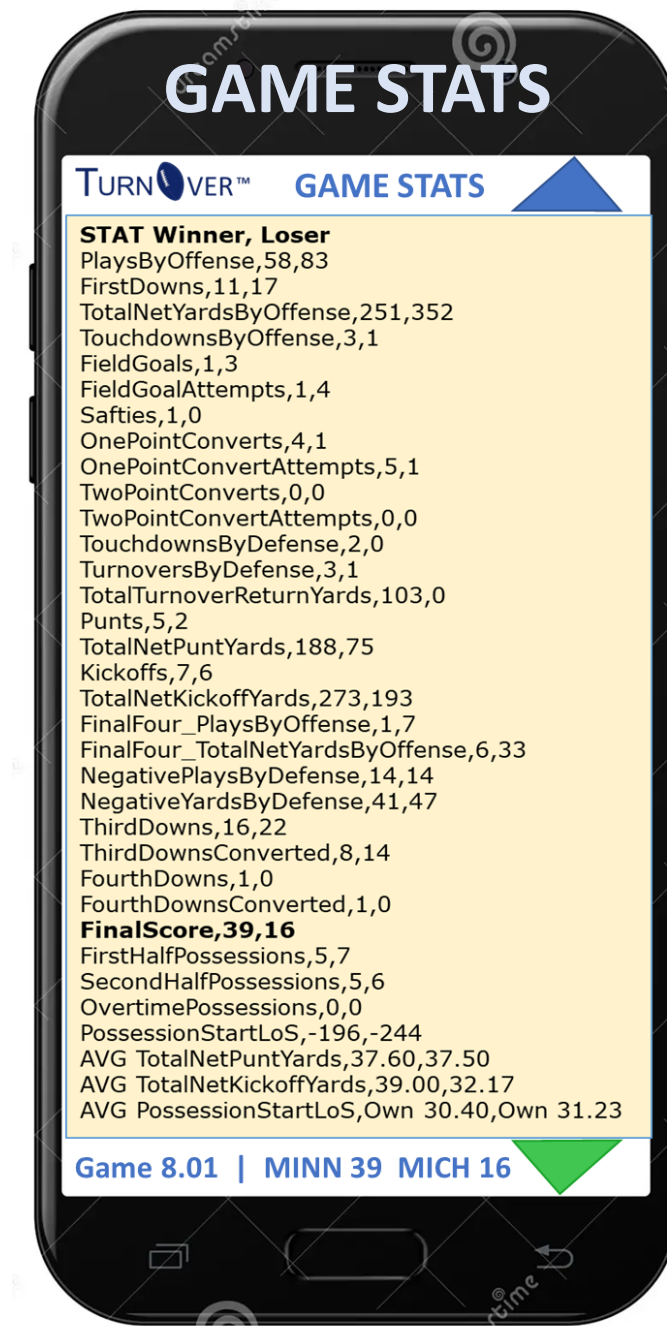
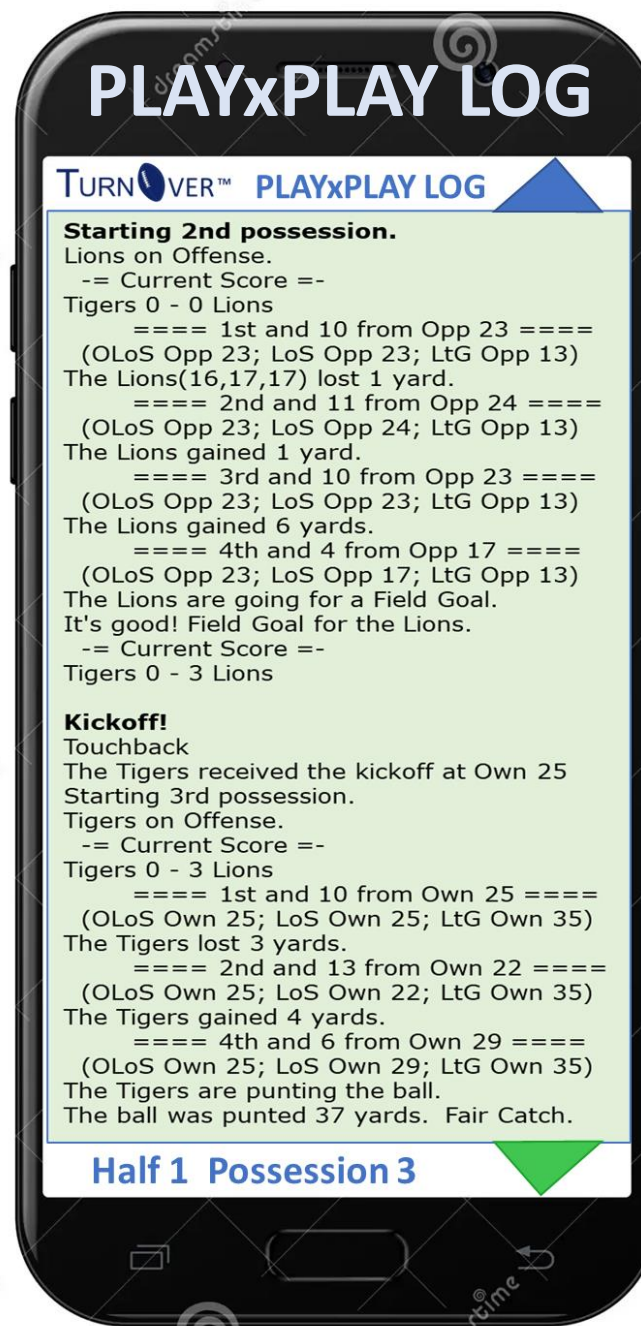
= 6.1852343 e+29 Unique Leagues !! (600+ OCTILLION)

**EXCLUSIVE CONTENT FOR EVERY OPERATOR !**

# VAPF™ Scheduling, Bet Lines, & Results

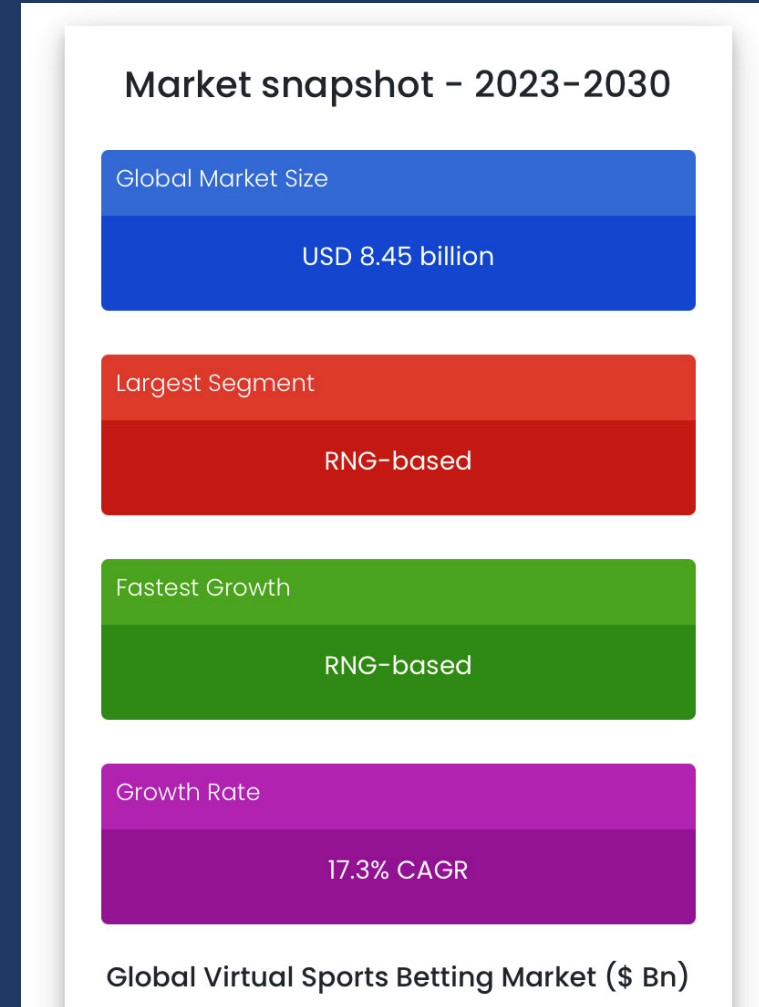


# VAPF™ Bettor Transparency



# SIZE OF OVERALL MARKET

**GLOBAL VIRTUAL SPORTS BETTING MARKET SIZE WAS VALUED AT USD 8.45 BILLION IN 2021 AND IS POISED TO GROW FROM USD 9.12 BILLION IN 2022 TO USD 35.54 BILLION BY 2030, GROWING AT A CAGR OF 17.3% IN THE FORECAST PERIOD (2023-2030).**





# OUR MARKET (Note: These projections are for North America ONLY.)

- THERE ARE APPROXIMATELY 750 SPORTSBOOKS/STATE (/PROVINCE) OPERATING LEGALLY AS OF NOVEMBER/2022 IN CANADA & USA ... AND GROWING
- AT JUST 2 OF OUR PRODUCTS AT 75 SPORTSBOOKS (10% OF CURRENT), WE ESTIMATE AN EARLY MARKET OPPORTUNITY OF \$15M+ REVENUE PER ANNUM – *A VERY HEALTHY ENTRY POINT AND WE ARE READY TO EXECUTE*
- *AN ABSOLUTE HOME RUN IS 10 OF OUR PRODUCTS DEPLOYED AT 150 SPORTSBOOKS/STATES (20% OF CURRENT) = **\$150M+ REVENUE PER ANNUM***
- PLUS THE MARGINS OF INSPIRED ENTERTAINMENT'S (NASDAQ: INSE) VIRTUAL SPORTS DIVISION PROVES >40% NET INCOME (NI) IS CERTAINLY ATTAINABLE (IGNORE INSE'S HARDWARE LINES) FOR A *PURE-PLAY VIRTUAL SPORTS CONTENT PROVIDER = **\$60M+ IN NET INCOME PER ANNUM***

# G2M & FINANCIALS

## Initial Go-to-Market

VIA Operator/Sportsbook Platform Providers

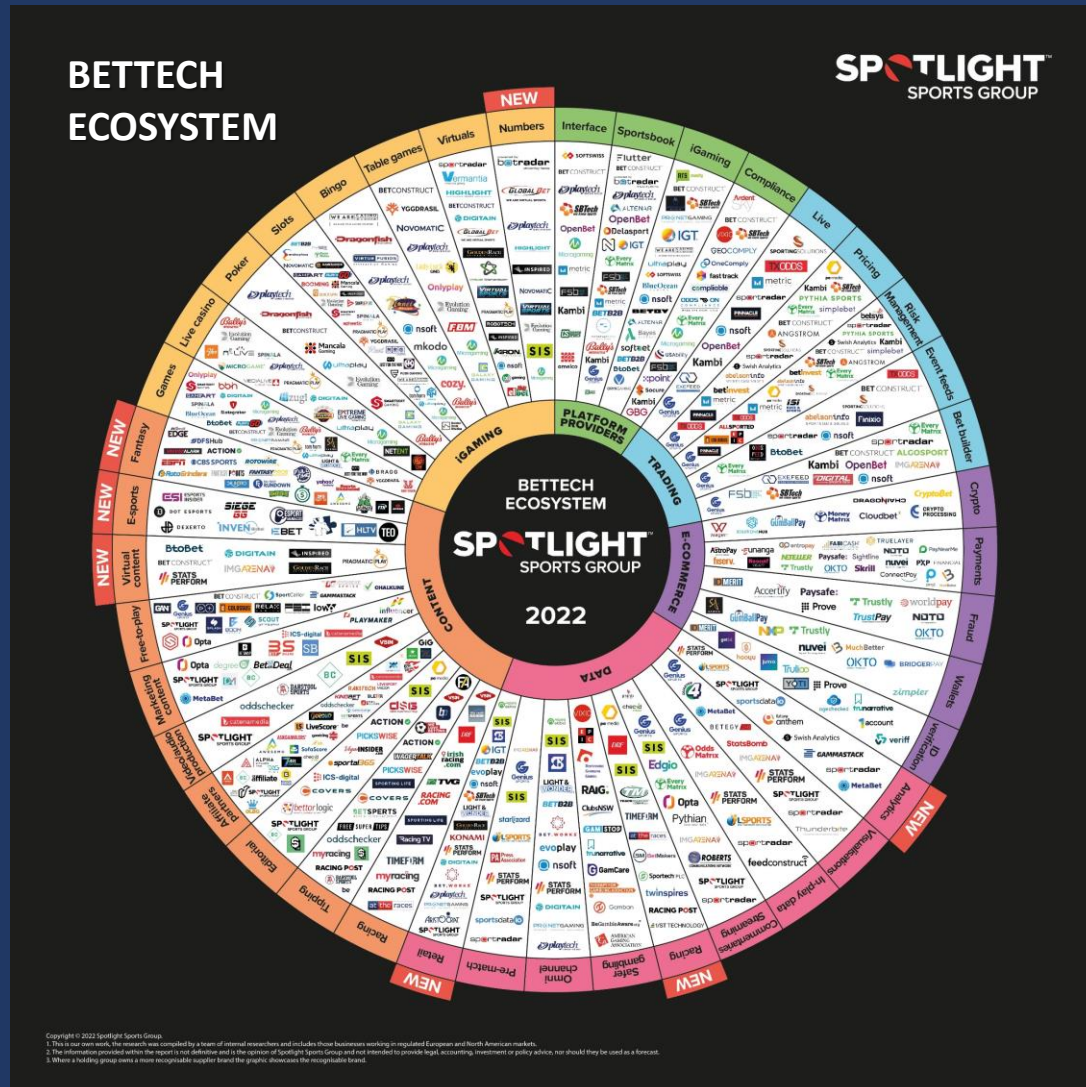
### Revenue Model

Integration Fee  
Game-Run Fees  
License Fee

Rev: \$100k/Product  
/Operator/Annum  
NI: 80%+

FINANCIALS @ NEXT RAISE:  
\$4M-\$5M ARR

# COMPETITION



- WE HAVE REVIEWED ALL OF THE OFFERINGS OF THE 20+ COMPANIES IN THE VIRTUALS (VS) SEGMENT OF THE 2023 BETTECH ECOSYSTEM FROM SPOTLIGHT SPORTS GROUP
- WHILE MANY OF THE VS COMPANIES OFFER ‘FOOTBALL’, IT IS MOSTLY ALL IN FACT SOCCER
- THERE ARE FEW AMERICAN FOOTBALL OFFERINGS – SOME HIGHLIGHT TYPE OFFERINGS, ETC., WITH NO CONTENT THAT WE COULD FIND THAT DOES WHAT WE DO – THAT IS WHY WE HAVE STARTED WITH AMERICAN FOOTBALL – THAT AND THE GLOBAL BET \$PER ANNUM, ESTIMATED TO BE \$20+BILLION

*We believe we offer the only game-play content in the Virtual Sports betting marketplace that “Matters”*

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1. This is our work, the research was compiled by a team of internal researchers and includes those businesses working in regulated European and North American markets.  
2. The information provided within this report is not definitive and is the opinion of Spotlight Sports Group and not intended to provide legal, accounting, investment or policy advice, nor should they be used as a forecast.  
3. Where a holding group owns a more recognizable supplier brand the graphic showcases the recognizable brand.



# TEAM

- **BRETT PROUD**

- Managing Director & Co-Founder
- Successful Start-up to Public Market exit in payments, which is a very important adjacent market to iGaming
- Angel Investor now full-time dedicated to TURNOVER GLOBAL Inc.



- **THREE OTHER CO-FOUNDERS**

- Start-up payments experience
- Technology Certification expertise
- IT Executive
- Strong CTO
- Game-Play experience
- User-side Testing
- Data Analytics & Foundational Math

- **And 5+ Technology Team**

**Current Advisory**

- Lab Certification
- ML / AI

# ASK / USE OF PROCEEDS

All \$ in \$USD

PRE-MONEY: \$1.6 M

RAISING: \$ 600k

POST-MONEY: \$2.2 M

## PLANNED USE OF FUNDS

- First 4 Products fully to-market
- Running @ 10+ Operators Deployed

# WHY INVEST & WHY NOW

- The Virtual Sports betting market is ripe for serious, proper content – GAME OUTCOMES NEED TO MATTER
- Our Depth of Content (massively large number) enables us to provide unique betting content on an EXCLUSIVE BASIS to EVERY OPERATOR
- The economics of a proper Pure-Play *virtual sports* betting content provider are AMAZING
- TURNOVER GLOBAL is the Right company, at the RIGHT time

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**THANK YOU!**