



Powering Social Wagering

Investor Pitch Deck
Q1 2024

Problem

Companies offering games and contests with millions of participants lack the ability to monetize via wagering for cash prizes.

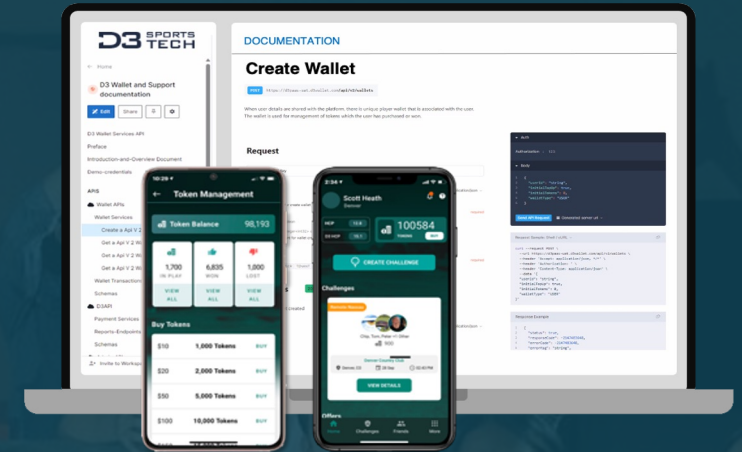
Solution B2B Wagering & Payments Platform

The D3 Wagering Wallet allows game providers to legally enable their players to bet on themselves to win cash prizes while playing any game of skill, globally.



D3 Wallet Innovation

White Labeled – Single Sign-On - Turnkey



Payments

- Visa/MasterCard, 100+ Countries
- Deposits and eCommerce
- Instant Cash-Out
- Customer service
- Realtime ID/Geo Fencing

Compliance

- Merchant account and banking
- AML
- KYC
- OFAC
- BSA etc.

Integration

- Simple API integration
- Turnkey customer ecosystem
- 24/7 365 Customer Support

Simple – Quick to Market – Legally Approved

Why outsource wallet to D3?

Research + Build App / 9 months+ / \$300K

Before you can start the legal compliance process you must fully develop your App/Software and Wallet Technology.

Legal Opinion Letter / 2 months+ / \$50K

Attorney creates a legal opinion letter that will be taken to all the following parties to be used to support the application.

Federal/State Technical Test / 6 months / \$100K

For banking relationships, you will need to pass all these requirements. This is to bind your product and legal opinion for formal technical review. If passed, you can get apply for banking and credit card processing.

Banking Relationship 1 month

Once you have the Technical clearance you can get a bank account specific only to this type of business. Wells Fargo or Chase won't take you.

CC Processor Requirements / 6 months / \$100K

Need to pass and meet several requirements. They include:

- 1) **\$1M reserve account** to ensure processor risk
- 2) **Testing** -You have to give both admin and user access to the process to approve the app.
- 3) **Audit** -You must make all requested changes based on testing and resubmit.

> Successful process end with a **Certification of Controls**.

Platform Application / 6 months / \$100K

We had to give both Google and Apple user and Admin control to the App and make all requested changes to the App to be able to be listed in the App Store. This process includes making all requested changes and resubmitting the applications.

DIY Cost = 24 months time and \$1MM +

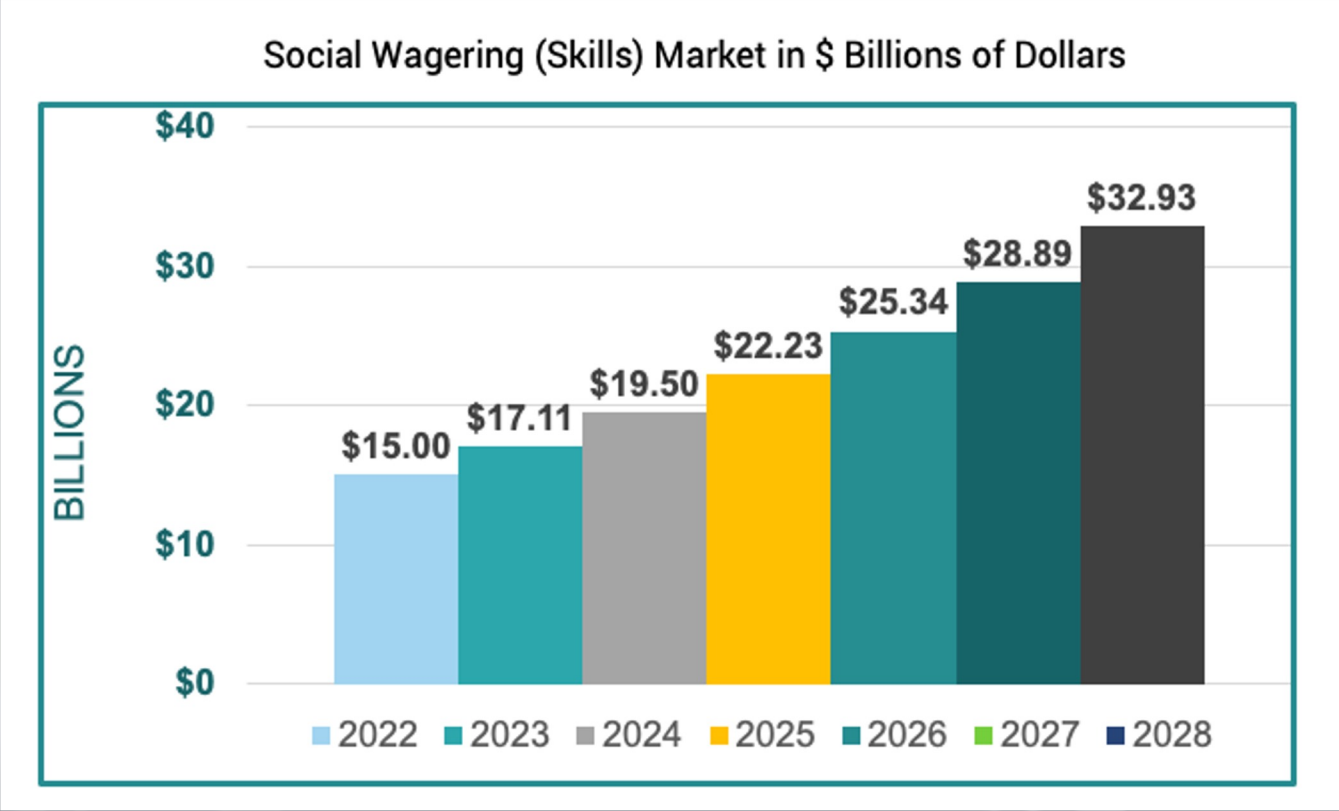
OR

With D3, licensees can get to new revenue in 3 Months for a \$25k Integration Fee

Real Money Skill Games Market is Big and Growing

\$15 Billion in 2022 and growing to \$32 Billion in 2028 @14% CAGR.

[SOURCE Business Research Insights](#)



Golf Sim Case Study

D3 and partners drive most of their revenue from the Fed Approved 15% game admin fee charged to the winner. (same as DraftKings/FanDuel)



Game Example: 3-hole low score

Player A challenges player B	\$ 25.00
Player B Accepts	
\$ 25.00	
Player B wins bet minus fees	\$ 46.25
 D3 Revenue (5%)	
\$ 1.25	
Partner Revenue (10%)	\$ 2.50

Game Example - 1,000 players closest to the pin

Player Entry	\$
10.00	
1,000 players - Total Prize Pool	\$ 10,000
Closest to the pin wins	\$
8,500	
 Game Admin Fee (5%)	\$
500	
Platform Game Admin Fee (10%)	\$ 1,000

Traction

2023 Customers

■ 4 Integrations Launching Q1 2024

1. International Golf Simulator Co.
2. National Laser Range Finder Co.
3. National Sim Closest to the Pin Co.
4. US/Canadian on-course Golf App

■ 3 in final contract exchange

1. Top 2 Golf Simulator Co.
2. Golf Scoring App
3. Worldwide Broadcaster

2024 Pipeline

- 50+ active conversations including the largest players in golf tech/apps
- Game Apps, Esports, Video Games
- Sports & Fitness

- Projecting 50,000 wallets by end of 2024 (US/Canada)
- Projecting 200k wallets by end of 2025 (US/Can/UK/South Korea)

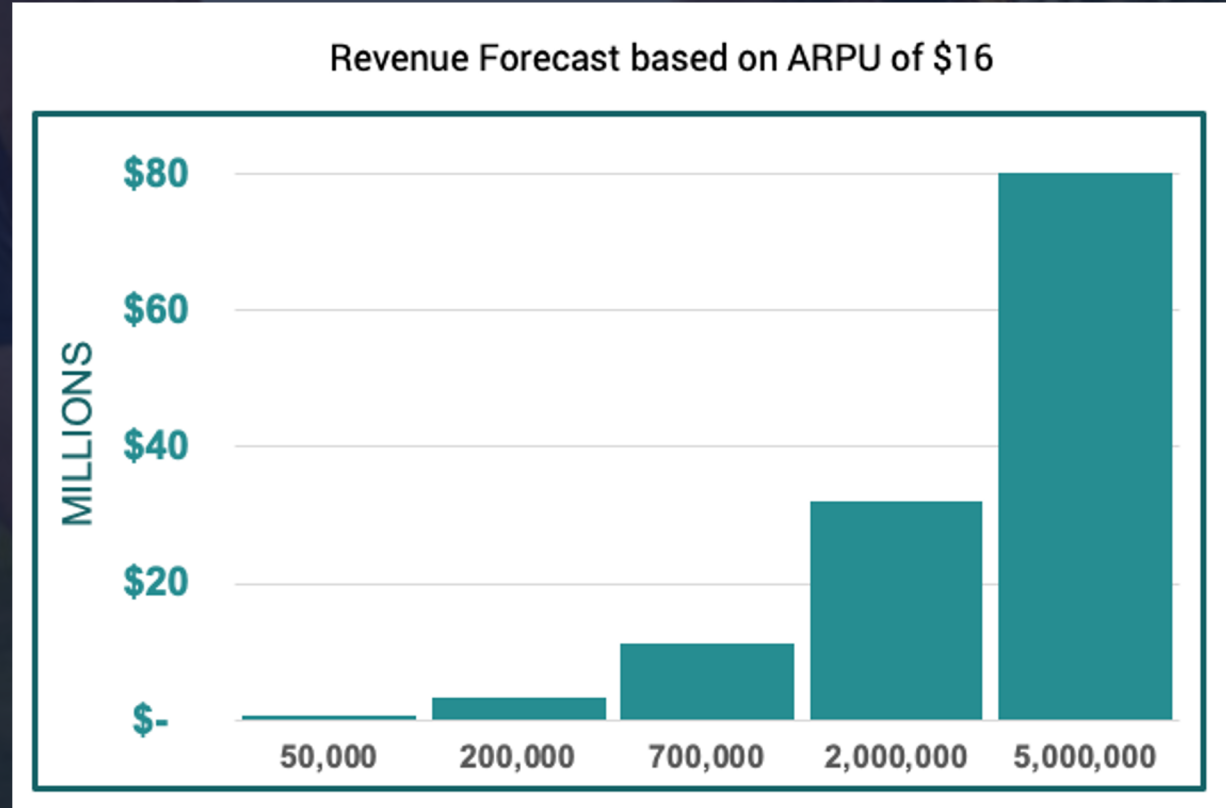
SAM – User Acquisition

	USERS US MARKET	USERS INTERNATIONAL	% TO CAPTURE	D3ST WALLET USERS
On Course Golf Apps	29,000,000	70,000,000	1.0 %	990,000
Off Course Golf Apps and Simulators	18,000,000	36,000,000	3.0 %	1,080,000
eSports	100,000,000	440,000,000	0.2 %	1,100,000
Trivia / Fitness	125,000,000	250,000,000	0.5 %	1,875,000
SAM / Users	277,000,000	806,000,000	0.05 %	5,045,000 WALLETS

For every 250,000 wallets, D3 earns ~ \$4MM ARR

Revenue

- Game Admin Fees
- One-time Integration Fees
- Annual License Fees
- % of e-commerce Transaction
- Sponsorship Fees
- Advertising



Competitive Review

	SETTLE WAGERS	SINGLE SIGN-ON	GEO AWARE	ID AWARE	LEGAL IN 44 STATES	VISA / MC ACH	GAMING COMPAT	AUTO SETTLE	CASH OUT	MULTI CURRENCY	TOKEN FUNCTION
D3ST	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SKRILL	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
VENMO	X					✓		✓	✓	✓	
LUCRA	✓		✓	✓	✓	✓	✓	✓	✓	✓	
PAYPAL	✓					✓		✓		✓	

Investment - Use of \$500K Funds

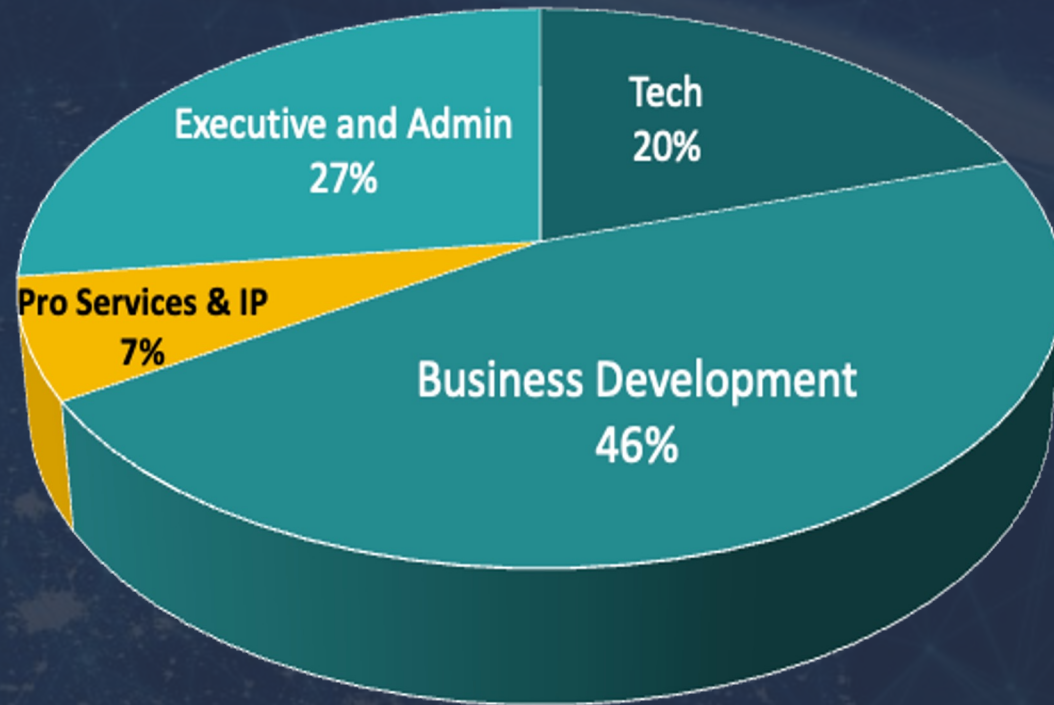
Use of Funds

1. Expand Partnerships
2. Build Sales team
3. Software upgrades
4. Certifications for growth

Results – 24 months

\$500K Investment creates up to 200,000 Active wallets.

Projecting a \$50M
Valuation in 2 years (10X)



Leadership



Tom Naramore, Founder/CEO

25 years of entrepreneurship. Executive leadership, Cyber Security, software development & M&A.



Bryan Bennett, Business Development

Betting/iGaming Consultant and Advisor, Former COO of Betfred USA



Scott Keith, VP Experience

Brand veteran working with Nike, TRX, Google, Cisco, and multiple tech startups.



Peter Meng, Customer Success

Serial Entrepreneur, ex-Apple, Univ. of Missouri Fellow in Advertising

Key Advisors



Scott Sadin, Advisor

COO and Founder at U.S. Integrity, Asset Management



Donald Boeding, Board Advisor

Payments & Processing professional, Exec at Visa, Vantiv, Kyck Global



Thank you

Additional Information available upon request
Stoplight API Sandbox
Due diligence documentation via Carta
Sales Pipeline – Proforma – Legal Docs

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