

Niklas Olschewski

Von: Marina [REDACTED]@126.com>
Gesendet: Mittwoch, 3. Juni 2020 22:42
An: [REDACTED]
Cc: [REDACTED]
Betreff: Re: [REDACTED] / China

Dear [REDACTED],

Thank you for a quick response. Per our conversation yesterday, the newly opened E Sport sector that legalized Chinese consumers able to play card games/ other Chinese popular games both off line and online for cash. These licenses are issued by Chinese National Sport Bureau to their sub companies (3 licenses) , the pilot program is first launched in Shenzhen/Hainan Province. We will provide payment service to the licensed company in Shenzhen, hope to sign the contract shortly.

Porkercode can be one the content provider to the company, by having a special licensing deal, Protection of IP, detailed business model needs to work out later on.

I just think this is a good moment for Porkercode, as China opens up this sector, one has to take advantage , as many players /international ones are trying to get in. We just want to present this opportunity to you.

Let's talk if you have additional questions.

Regards,

Marina

Sent from my iPad

On Jun 3, 2020, at 7:51 AM, [REDACTED]@wirecard.com> wrote:

Hi Marina,

I spoke to [REDACTED] (in copy) today as promised.

He is doing well, especially his Pokercode business is performing exceptionally. [REDACTED] remains interested in China, but needs a more concrete action plan and how a deal look like. In particular we agreed the following components that need to be in place for it to work:

* Clear deliverables as to what content will be relevant and what his personal engagement needs to be.

- * Clear structure related to the distribution and marketing partnership agreement / mechanism in China. E.g. who owns rights, how does marketing etc work.
- * Protection that his IP of Pokercode is 100% protected and assurance that the partner will not just go and copy it.
- * A good overview of the commercial deal and all involved parties. I discussed with Fedor and he would want a minimum revenue out of the China investment. I think this could be structured if we give the partner in China the licensing and marketing rights and they need to pay a base fee and when exceeding the base there will be a revenue share model.

I hope this helps for now. Let's discuss later and I can give you more details.

Many thanks,



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