



# LAGOS STATE LOTTERIES AND GAMING AUTHORITY

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## BUSINESS TO BUSINESS LICENCE

Business-to-Business (B2B) licence category was created to accommodate provider of comprehensive platform solutions to sports betting, lottery, casino, and related games in the Lagos gaming industry. B2B licence covers all aspects of effecting the gaming transaction, providing the games, and betting activities to LSLGA's licenced operators.

### WHO SHOULD APPLY FOR A B2B LICENCE?

- Any organization offering services listed hereunder to LSLGA's licenced operators should request a B2B licence from the Authority.
- Manufacturing, assembling, placing on the market, distributing, supplying, selling, leasing, or transferring a gaming device;
- Providing risk management services for the operation of a licensable game;

- Providing event, content and, or odds;
- Providing fraud management services for the operation of a licensable game;
- Holding and, or managing player funds;
- Providing services relating to customer due diligence;
- Providing services related to player identity verification;
- Providing co-location services and other managed information technology services, including cloud computing services and, or decentralized hosting protocols where the latter do not amount to a critical gaming supply; and
- Providing back-up and disaster recovery services

### REQUIREMENT FOR BUSINESS-TO-BUSINESS (B2B) LICENCE.

1. An application letter
2. Non-refundable application fee of N1,000,000.00 (One Million Naira)
3. Documentary Evidence of Company Incorporation & Registration.
  - i. Certification of Incorporation
  - ii. Memorandum & Article of Incorporation
  - iii. A minimum share capital of N20,000,000 – Twenty Million Naira (Form CAC 1.1)
  - iv. Details of Directors (Form CAC 1.1)

Detailed business plan/proposal on the online sports betting scheme. The proposal should provide information and documentation on the following:

4. Business Structure
  - i. Address of Registered Office, Branches and Planned locations.
  - ii. Names and Profile of Directors.
  - iii. Company Tax & Incentives
  - iv. Trademarks & Brand Protection
  - v. Tax Clearance Certificate of Directors in the last 3 (Three) Years.
  - vi. Description of Operations and Management Structure.
  - vii. Marketing and distribution plan
5. Details of proposed Solution/Product(s)
6. Financial information/projections
  - i. Management account of your organization
  - ii. Company's bank statement for the last 1 (One) year in support of financing plan
  - iii. Five years projected Profit and Loss Account, Balance Sheet, Cash Flow analysis – this should provide for the annual licence fee and monthly.

Please note that the licence fee is N5,000,000 (Five Million Naira) per annum.

- iv. Nature and extent of financing and capital investment. Indicate if foreign investment is involved in the business and if any, terms of investment
- v. Capital budgets showing set up cost and asset schedule over 5 years
7. Technical Information:
  - i. Detailed information of technical partners/provider specifying the services rendered with supporting documents.
  - ii. Contracts and Service Level Agreements (SLA) documents

- between applicant and all 3<sup>rd</sup> party contractors e.g., gaming platform provider; data hosting company.
  - iii. Detailed information on proposed technical topography including a schematic diagram clearly illustrating the technical operational flow.
  - iv. Proposed platform – self host or cloud based; if cloud based, the contact information of the hosting company.
  - v. Detailed information of Hardware (server, firewall, routers, redundancy implementation).
  - vi. Detailed information of Software (operating systems/Database applications specifications).
  - vii. Back up Policy and Business Continuity Policy
  - viii. Data Protection and Recovery Policy
  - ix. Processes and System Quality Assurance.
8. Copy of products /platform certifications from a certified laboratory and/or certification body for the services rendered.

### NOTE:

- LSLGA requires a minimum of 15 working days to conduct due diligence on every application
- As part of the application process, the applicant will be required to make a presentation before LSLGA
- Where the applicant satisfactorily fulfills the pre-approval requirements, an Approval in Principle (AIP) will be granted for 90 days.
- The AIP is a temporary licence; the substantive licence will only be issued on fulfillment of ALL conditions highlighted in the AIP.



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