



GOVERNMENT OF THE STATE OF MINAS GERAIS

Minas Gerais State Lottery

Game Development Division

Annex nº VIII/LEMG/DDJ/2023

PROCESS No. 2040.01.0000233/2023-04

## ANNEX VIII:

### PROPOSAL MODEL

**BIDDER LOGO**



**(COVER, LOGO/BIDDER IDENTIFICATION)**

ANNEX VIII

(MODEL)

**REMUNERATION PROPOSAL**

LEMG INTERNATIONAL PUBLIC COMPETITION No. 002/2023

**OBJECT**

Hiring, exclusively within the territorial limits of the state of Minas Gerais, of an experienced and capitalized Company, to carry out the operational activities inherent to the exploration and operation of Lottery games in the On Line/Real Time System, including the capture of bets in person (Land Based) and digital/virtual (Cyber Space), observing the lottery modalities of prediction games provided for in federal and state legislation, through the granting of strategic planning services, creation of lottery games, implementation and operation of lottery products , marketing, creation and operation of a network of points of sale, marketing of games, development and implementation of websites, virtual gaming platforms, carrying out draws and paying prizes, under a public service concession contract, in accordance with Law 8,666 /1993 and Federal Law nº 8,987/95.

**BIDDER: XXXX**

(According to the Remuneration Proposal Model - Annex VIII and Annex I - Basic Project subitem 14.2 - Proposal Model - Content and Composition of the Remuneration Proposal - Transfer to the Grantor)

[illegible]

## SUMMARY

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## CONDITIONS SET FORTH IN ANNEX I - BASIC PROJECT

### 1.1. Item - 14. PREPARATION OF THE PROPOSAL FOR THE BIDDING

1.1.1. Subitem - 14.1. To prepare a proposal, Bidders must consider the following percentages set on the Total Gross Collection of:

- a) 5% (five percent), allocated to the Minimum Marketing **Investment** in promoting the business; It is
- b) 60% (sixty percent), allocated to the **Minimum Prize** for Bettors.

1.1.2. Subitem - 14.1.1. *During the Contractual Term, these percentages must be defined for each Game Plan prepared by the Contractor and approved by the Contracting Party, and may present specific variations to be well justified, with the exception that the prize percentage to be distributed in each game will never be less than 60% of the gross amount to be collected.*

1.1.3. Subitem - 14.1.2. *The Net Collection of each Game (ALj) of the Lotteries in the On Line/ Real Time System will be divided between the Parties in a fixed proportion, as established in the Contractor's proposal.*

1.1.4. Subitem - 14.1.2.1. *THIS PROPORTION SHALL BE EXPRESSED IN THE FOLLOWING WAY:*

1.1.5. Subitem - 14.1.2.2. *WHEN PREPARING THE PROPOSAL, THE MINIMUM PERCENTAGE TO BE TRANSFERRED TO THE CONTRACTING PARTY MUST BE AT LEAST 12.01% (twelve point zero one percent) OF THE NET COLLECTION OF EACH GAME. This Transfer Percentage will be adopted for the operation of Lottery modalities in the On Line/ Real Time System in person (Land Based) and digital/ virtual (Cyber Space).*

1.1.6. Subitem - 14.1.3. *To prepare the proposal, the Net Collection Per Game (Alj) will be calculated as follows:*

**Net Revenue Per Game (ALj) = 100%**  
**(Gross Game Collection) - 60% (Minimum Prize Awarded in the Game) - 5%**  
**(Marketing Investment) =**  
**35% of the Gross Game Collection.**

1.1.7. Subitem - 14.1.4. *The Transfer Percentage proposed by the Bidder in its offer will be applied to all Lottery games in the On Line/ Real Time System, approved and implemented, regardless of the means of their operation: in-person (Land Based) and digital/ virtual (Cyber Space). Therefore, proposals that present a Transfer Percentage for only one means of operation will be rejected.*

1.1.8. Subitem - 14.2.1. *The information necessary to present the Proposal must be organized into chapters, according to the "**Remuneration Proposal**" model, contained in **Annex VIII - Proposal Model**, typed without amendments, erasures or between lines and will be presented on numbered pages, initialed by the Bidder or legal representative, bound, in the following sequence:*

## **CHAPTER I - INTRODUCTION:**

2.1. Characterization of the Bidder alone or in a consortium of Brazilian companies or the foreign company and its legal representative in Brazil or the foreign company and its consortium members, with indication of the Brazilian company leading the consortium.

2.1.1. Address and communication details of national and foreign Bidders, telephone (landline or cell phone) and email.

2.1.2. Name of Bidders' legal guardians.

2.1.3. Name of the Bidder's representative in this event.

2.1.4. Contact details for the Bidder's representative.

## **CHAPTER II - LEMG'S REMUNERATION OFFER BY THE CONCESSIONAIRE:**

3.1. The Grantor's Remuneration Proposal during the Concession.

3.1.1. Proposal value, in figures, expressed in percentages, considering a maximum of two decimal places after the comma (XX,XX%) and in words as per subitem 14. of Annex I - Basic Project.

3.1.2. Declaration that the remuneration proposal to LEMG includes the exploration and operation of Lottery games in an On Line/Real Time System, including games via in-person (Land Based) and digital/virtual (Cyber Space), for all lottery modalities of prediction games provided for in federal and state legislation in force during the concession.

3.1.3. Declaration that you are aware of the obligation to advance payment of remuneration, at the time of signing the Concession Contract, in the nominal value of R\$ 18,270,000.00 (eighteen million, two hundred and seventy thousand reais) and that the dilution of the advance grant will take place through a discount plan in the calculation of future transfers throughout the contractual term, in 20 (twenty) fixed annual installments of equal value.

3.1.3.1 Note here the possibility of accelerated return of advance payment of remuneration, in case of reaching a specific target of ideal coverage in the market until the 6th (sixth) year of the Contract's time series, in bonus, as provided in the Annex I - Basic Project/ Appendix 1, item 5, reducing the discount plan to a total of 10 (ten) installments.

3.1.4. Declaration that immediately after the adjudication of granted rights and duties, the Term of Acceptance of the specific commitments relating to the structuring of the future operation will be immediately signed, thus, the concession contract will be signed.

**4. CHAPTER III- VALIDITY OF THE PROPOSAL**

4.1. Subitem - *“14.2.2.1 Declaration of Proposal Validity for 90 (ninety) days, extendable for the same period, counting from the delivery deadline.”*

Validity of the Proposal:..... ( .....days)

4.2. Subitem - *“14.2.2.2. Place, date and signature of the bidder’s legal representatives.”*

Local:.....

Date:.....

Signature of the Bidder’s Legal Representatives:.....



Document signed electronically by **Ronan Edgard dos Santos Moreira, General Director**, on 12/29/2023, at 1:38 pm, according to official Brasília time, based on art. 6th, § 1st, of [Decree No. 47,222, of July 26, 2017](#).



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