



FY23 FINANCIAL SUMMARY

Christopher Sword

Founder & Managing Director

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EXECUTIVE SUMMARY

£30k

**FY23 REVENUE
AUG 2022 – JUL 2023**

+110%

**REVENUE GROWTH
VERSUS FY22**

£9.2k

**FY23 PRIZE WINNINGS
FROM COMPETITIONS**

3

**NEW LOGO
PARTNERSHIPS**

Viperio, the North East of England's leading esports club, demonstrated robust performance in FY23, solidifying its position as a leading entity in UK esports and earning attention as an emerging player within the wider European esports market. Despite industry figures characterizing 2023 as a year of consolidation and recalibration for esports ([source: Esports Insider¹](#)), both financial and non-financial performance indicators highlight FY23 as a record-breaking year for Viperio.

Revenues grew twofold to a historic high of £30,148.00 GBP (approx. \$38,099.50 USD), propelled by first time cash sponsorship deals and the clubs first five-figure player transfer.

FY23 also saw elevated competitive success, with Viperio qualifying for its first ever tier one international tournament in a leading esports title, the BLAST Paris Major RMR A in Copenhagen, Denmark, as well as earning high four figure prize winnings in a single year.

FY23 IN PICTURES



September 2022: Viperio Founder Chris Sword contributes at invite only roundtable at ESI London



November 2022: Viperio Founder Chris Sword speaks at Discover Esports in Newcastle, UK.



February 2023 Viperio Counter-Strike finish 2nd at EPIC.LAN 38 tournament in Kettering, UK



March 2023: Viperio Counter-Strike attend bootcamp at the Kinguin EPC in Warsaw, Poland



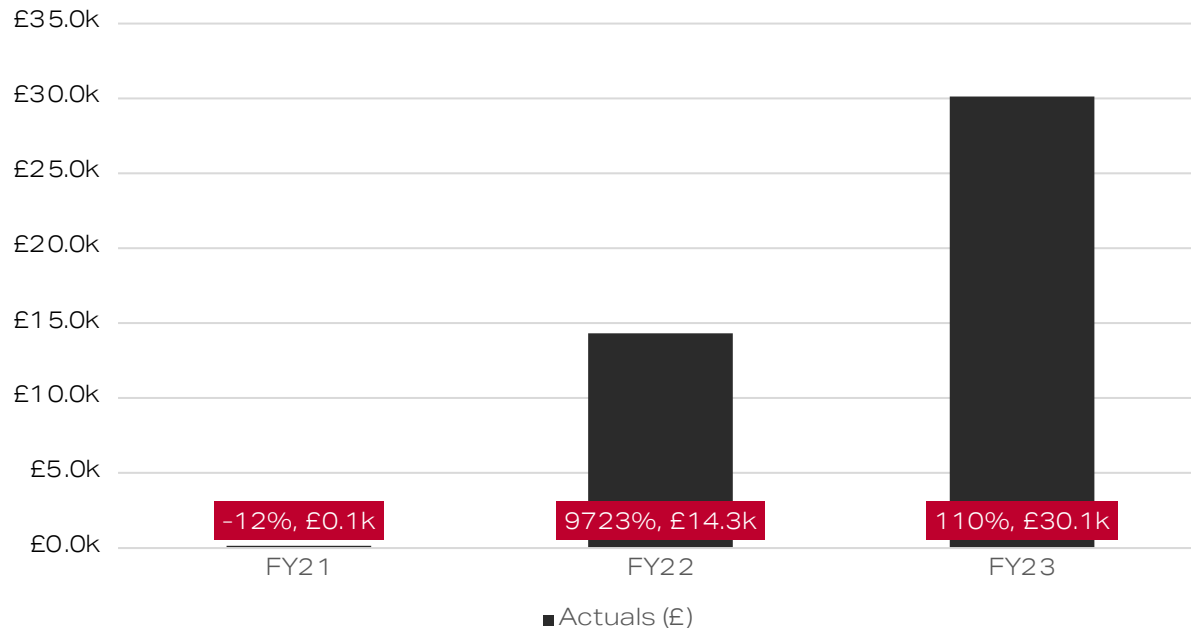
April 2023: Viperio competes at first tier one international competition (BLAST Paris Major EU RMR A)



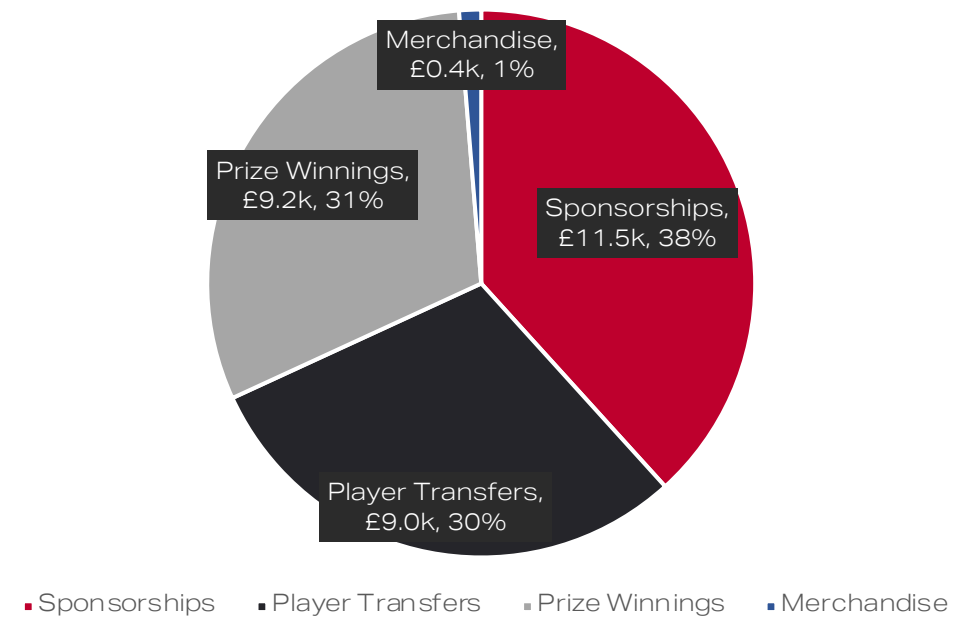
July 2023: Viperio Rainbow Six returns for tier two offseason events

FINANCIAL PERFORMANCE

REVENUE LAST THREE FINANCIAL YEARS (ACTUALS)



FY23 REVENUE BREAKDOWN



COMMENTS:

1. For the year ending 31st July 2023, Viperio made an operating loss of (£1,484.00) GBP, marking another year of break-even operations and self-sustained activity.
2. FY23 saw Viperio sign multiple cash sponsorships for the first time in our company's history, signifying a shift from product only and affiliate deals to contracted statements of work.
3. FY23 also saw Viperio sign its first ever five-figure player transfer deal, with North American organization Team Secret buying out two players for \$11,000 USD.
4. Viperio did not see any revenue from media incentives or brand licensing in FY23. This is primarily due to closures of multiple national leagues, including the UK League of Legends Championship (UKLC), and the Norther Premier League (NPL), both of which previously offered financial incentives to esports organisations beyond prize pool.
5. Sponsorship remains the most important and controllable revenue stream at current, with player transfers and prize winnings directly linked to competitive success of our esports rosters.

FY23 STATEMENT OF PROFIT OR (LOSS)

	FY23
	£
Turnover	30,148
Cost of Sales	(24,652)
Gross Profit	5,496
Administrative Expenses	(8,128)
Other Operating Income	1,148
Operating Loss	(1,484)
Loss before taxation	(1,484)
Tax on Loss	0
Loss for the financial year and total comprehensive income	(1,484)

NON-FINANCIAL PERFORMANCE

FY23 FINANCIAL SUMMARY

10+

**YEAR ANNIVERSARY OF
COMPETITIVE ACTIVITY**

1

**QUALIFICATION FOR FOR
TIER ONE TOURNAMENT**

62,895

**NEW LIVE CONCURRENT
VIEWERSHIP RECORD**

3,000+

**NEW FOLLOWERS ON
X.COM (TWITTER)**

In February 2023, Viperio commemorated a milestone 10th anniversary. With a decade of competitive activity, Viperio is positioned as an authentic and respected esports brand not only in the United Kingdom, but across the broader European landscape. While many organisations lack a unique selling point to fans beyond which players represent them, Viperio truly has established itself as a British brand here with good intentions, and not a party here to capitalise on short-term financial gain.

In February 2023 Viperio outplaced hundreds of other teams through open qualifiers to earn a spot at the BLAST Paris Major EU RMR A¹, a tier one international tournament, which took place in April 2023 in Copenhagen, Denmark. Alongside 15 of Europe's top esports organisations, Viperio's competition included including major brands like FaZe Clan, FNATIC and Natus Vincere. Viperio broke its all-time viewership record with its opening fixture versus FNATIC, with over 62,895+ live concurrent viewers across the series².

Viperio's followership on X.com grew by over 3,000+ followers to around 8,000+ on the @viperioesports account. This is due to an increased awareness of Viperio following the team's attendance at an RMR tournament in April 2023, resulting in Viperio's elevated profile within European Counter-Strike.



**THANK YOU FOR
READING**

INTERESTED IN INVESTING?

Contact **Chris Sword, Founder & Managing Director** via email: chris@viperio.com