

Fournine Technology N.V.

Business Plan

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Executive summary

Fournine Technology N.V., a company registered in Curaçao, specializes in the in-house development and provision of online gaming content. As part of our strategic evolution and alignment with the new regulatory standards under the Landsverordening op de kansspelen (LOK) framework governed by the Curaçao Gaming Authority, we intend to transition from our current B2C license to a B2B license.

Under the new B2B license, Fournine Technology N.V. will operate as a game aggregator and platform provider. Our services will include the aggregation and distribution of various gaming verticals, including:

- Casino games
- Sports betting
- Live dealer games
- Pooled-prize games
- Peer-to-peer (P2P) games

This transition reflects our commitment to regulatory compliance, innovation, and the expansion of our global reach as a trusted partner to licensed operators.

Vision & Mission and Target market.

To become a leading global game aggregator and technology provider, delivering innovative, secure, and engaging gaming experiences through a diverse portfolio of in-house and third-party content for licensed operators worldwide.

Our mission is to empower licensed operators across Latin America by providing a flexible, scalable, and fully compliant B2B aggregation platform. We aim to:

- Deliver localized content that resonates with LATAM player preferences, including casino, sports betting, live games, pooled-prize, and peer-to-peer offerings.
- Support our partners with seamless integrations, technical excellence, and ongoing innovation to maximize player engagement and retention.
- Ensure compliance with the Curaçao LOK framework and regional regulatory requirements.
- Build strong partnerships with regional operators, studios, and content creators to drive long-term growth in emerging LATAM markets.
- Champion responsible gaming and ethical practices throughout the gaming value chain.

Marketing Strategy:

1. Strategic Positioning & Brand Awareness

- Position Fournine as a locally attuned, reliable B2B partner offering compliant, high-performing gaming content.
- Highlight Curaçao LOK licensing for added regulatory trust.
- Focus messaging on customization, flexibility, and cultural relevance for LATAM audiences.

2. Regional Partnerships

- Local operators seeking tailored content
- Independent game studios in LATAM for unique offerings
- Payment providers and marketing affiliates with LATAM expertise

3. Content Localization

- Offer localized game versions in Spanish and Portuguese, adapted to regional preferences (e.g., football-themed slots, bingo, crash games).
- Prioritize sports betting and mobile-first games, which are highly popular in LATAM.

4. Participation in LATAM Gaming Events

- Attend and sponsor key LATAM industry events such as: BiS SiGMA Americas (Brazil), SAGSE Latam (Argentina), GAT Expo (Colombia), Host B2B networking meetups and product showcases.

5. Digital Marketing & Thought Leadership

- Launch a Spanish- and Portuguese-supported website with operator-focused content.
- Maintain an active presence on LinkedIn and YouTube
- Publish whitepapers and guides on operating in LATAM, cross-promoted with partners.

SWOT Analysis

Strengths:

- In-house Game Development: Full control over game quality, innovation, and customization for LATAM preferences.
- Diverse Product Offering: Aggregation of casino, sports betting, live dealer, pooled-prize, and P2P games meets broad operator needs.
- Regulatory Alignment: Transition to Curaçao LOK B2B license strengthens credibility with regulated LATAM operators.
- Scalable Platform: Robust and flexible tech infrastructure allows seamless integration for multiple clients.
- Localized Expertise: Focus on Spanish and Portuguese language support, with content tailored to regional culture and demand.
- Ongoing expertise ensures ongoing innovation and technical reliability.

Weaknesses:

- Brand Recognition: As a new entrant in the B2B space, limited brand visibility among LATAM operators and studios.
- Dependence on Partner Adoption: Success is tied to how quickly operators onboard and promote Fournine's aggregated content.
- Resource Intensive Compliance: Navigating multiple LATAM jurisdictions requires ongoing legal and regulatory investment.
- Limited Payment Ecosystem: May initially lack integration with local LATAM payment providers or wallets widely used in specific countries.

Opportunities:

- Emerging LATAM Markets: Rapid regulation and digital adoption in countries like Brazil, Colombia, Mexico, and Peru create huge demand for B2B providers.
- Strategic Partnerships: Collaborations with regional operators, game studios, and affiliates can accelerate market penetration.
- Mobile Gaming Growth: High mobile usage in LATAM aligns with Fournine's platform compatibility and casual/mobile game formats.
- Operator Diversification: Many operators are seeking reliable, flexible B2B partners due to increasing regulation and content demand.

Threats:

- Regulatory Uncertainty: LATAM regulations are evolving, and sudden shifts may affect

- B2B business operations or licensing requirements.
- High Competition: Well-established game aggregators and global B2B providers already have a foothold in LATAM.
- Localization Challenges: Misunderstanding cultural and gaming preferences across diverse LATAM countries could impact adoption.
- Currency & Payment Risks: Volatile exchange rates and regional banking limitations may impact partner settlements or player transactions.

Company shareholding structure



Company organization structure

Key personnel and key functions' competence

Owner: Eugene Teo Zhi Gin

The founder of Fournine Technology N.V. brings over a decade of experience in CRM, marketing automation, and data-driven growth strategies across both B2B and B2C sectors. With a proven track record leading cross-functional marketing and sales operations, the founder has successfully implemented enterprise-level CRM platforms such as Salesforce, Eloqua, Pardot, and Marketo, driving measurable increases in lead generation, customer engagement, and conversion rates.

Before establishing Fournine Technology N.V., the owner held senior leadership roles where they spearheaded marketing automation projects, led multi-channel campaign execution, and supported sales and customer success teams with robust data integration and analytics frameworks. This hands-on experience in marketing technology, coupled with a deep understanding of customer behavior and UX optimization, positions Fournine to thrive in the competitive B2B iGaming landscape, particularly in the fast-growing LATAM market.

Compliance: Raffaele Magliulo

Our appointed MLRO and Compliance Officer is an ambitious and highly motivated professional with strong analytical, technical, and interpersonal skills. With extensive experience in both the Financial Services and Gaming industries, they bring deep expertise in regulatory compliance, Anti-Money Laundering (AML) procedures, and online payment systems.

Their career has been marked by a proactive approach to ensuring operational integrity, risk mitigation, and adherence to licensing obligations across diverse regulatory environments. Known for their strong communication skills and collaborative mindset, they foster a culture of compliance while maintaining efficient internal controls.

Risk evaluation and management.

Fournine Technology N.V. implements a robust risk management framework to evaluate and monitor all B2C operator clients. Each client undergoes thorough onboarding, including KYC/AML checks, license validation, and technical due diligence.

We actively monitor client behavior, transactions, and regulatory standing to identify potential risks such as non-compliance, financial crime, or reputational harm. Periodic audits and contractual obligations ensure operators maintain high standards of responsible gaming, data security, and fair play.

Mitigation measures include strict termination clauses, ongoing risk scoring, and a clear incident response plan. Fournine remains fully aligned with Curaçao LOK obligations and cooperates with the regulator in all matters of risk and compliance.

Legal and governance framework

Fournine Technology N.V. operates under the Curaçao LOK regulatory framework, holding a B2B license issued by the Curaçao Gaming Authority (CGA). The company is committed to maintaining full compliance with all applicable laws and regulatory requirements governing the supply of gaming content and aggregation services.

Our corporate governance structure ensures clear roles and responsibilities, with dedicated functions for Compliance, MLRO, Technology, and Management. Internal policies cover areas such as AML/CFT, data protection, game fairness, and responsible gaming. Regular audits and risk assessments are conducted to uphold transparency, regulatory integrity, and operational resilience.

Fournine also ensures that all contractual agreements with B2C clients and partners reflect Curaçao LOK standards and embed compliance, reporting, and enforcement mechanisms.

Policies and Procedures

As part of its compliance obligations, Fournine has established comprehensive internal policies and procedures to ensure responsible B2B operations and proper oversight of its B2C clients.

- **Information Security Policy:** Fournine maintains robust information security measures to protect sensitive data and gaming platform integrity. Access controls, encryption, and regular security audits are in place to safeguard against data breaches and unauthorized access. Our security policies comply with industry best practices and regulatory requirements to ensure confidentiality, availability, and integrity of all client and operational data.
- **Anti-Money Laundering (AML) Policy:** Fournine Technology N.V. enforces a strict Anti-Money Laundering (AML) policy for all B2C operator clients. Each client undergoes thorough KYC checks and continuous transaction monitoring to detect suspicious activities. We require clients to implement their own AML controls aligned with regulatory standards and reserve the right to request reports or take action if risks arise. Suspicious transactions are reported in accordance with Curaçao LOK obligations, ensuring full compliance and risk mitigation.

Projections

Our revenue model is based on a 35% share of Gross Gaming Revenue (GGR) from our clients, along with an additional 15% marketing fee. We allocate 20% of GGR to our game provider. Based on this structure, we project total revenue of approximately EUR 2.618.600 EUR in our first year of operations.

Month	Clients	Total GGR (€)	Share Revenue 35%	Marketing Spend (€)	License Fee (€)	Compliance (€)	Salaries (€)	Server Fees (€)	Professional Fees (€)	Games Providers(€)	Total Monthly Expense (€)	Monthly Profit (€)
Month 1	8	800000	280000	42000	25000	1200	15000	2000	1500	56000	142700	137300
Month 2	8	800000	280000	42000	0	1200	15000	2000	1500	56000	117700	162300
Month 3	8	800000	280000	42000	0	1200	15000	2000	1500	56000	117700	162300
Month 4	8	800000	280000	42000	0	1200	15000	2000	1500	56000	117700	162300
Month 5	12	1200000	420000	63000	0	1200	15000	2000	1500	84000	166700	253300
Month 6	12	1200000	420000	63000	0	1200	15000	2000	1500	84000	166700	253300
Month 7	12	1200000	420000	63000	0	1200	15000	2000	1500	84000	166700	253300
Month 8	12	1200000	420000	63000	0	1200	15000	2000	1500	84000	166700	253300
Month 9	12	1200000	420000	63000	0	1200	15000	2000	1500	84000	166700	253300
Month 10	12	1200000	420000	63000	0	1200	15000	2000	1500	84000	166700	253300
Month 11	12	1200000	420000	63000	0	1200	15000	2000	1500	84000	166700	253300
Month 12	12	1200000	420000	63000	25000	1200	20000	2500	3000	84000	198700	221300
Month 13	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 14	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 15	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 16	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 17	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 18	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 19	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 20	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 21	15	1500000	525000	78750	0	1200	20000	2500	3000	105000	210450	314550
Month 22	18	1800000	630000	94500	0	1200	20000	2500	3000	126000	247200	382800
Month 23	18	1800000	630000	94500	0	1200	20000	2500	3000	126000	247200	382800
Month 24	18	1800000	630000	94500	25000	1200	20000	3000	3000	126000	272700	357300
Month 25	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 26	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 27	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 28	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 29	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 30	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 31	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 32	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 33	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 34	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 35	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300
Month 36	18	1800000	630000	94500	0	1200	25000	3000	4000	126000	253700	376300