

BUSINESS PLAN

Kajnet N.V.

Obsah

1.	Executive Summary	3
2.	Company Description	3
3.	Products and Services	3
4.	Organization and Management	3
5.	Organization and Managements	4
6.	Technology	4
7.	Compliance and Licensing	4
8.	Market Entry and Sales Strategy	4
9.	Competitive Positioning	5
10.	Financial Projections	5
11.	Risk Management	6
12.	Exit Strategy	6
13.	Funding Position	6
14.	Conclusion	6

1. Executive Summary

Kajnet N.V. is a Curaçao-based B2B iGaming technology and content provider specializing in the development and distribution of proprietary online gaming products for integration into licensed online casino platforms. The company develops and supplies online gaming content, referred to internally as online org games, which are designed to be embedded into operator platforms through a secure API-based infrastructure. The primary objective of Kajnet is to provide stable, scalable, and high-performance gaming solutions that support operator engagement, retention, and long-term revenue growth. Kajnet operates exclusively in the B2B segment of the iGaming industry and does not provide services directly to end users.

2. Company Description

Kajnet N.V. was founded in 2020 and is incorporated in Curaçao. The company operates under the management of DECC-Management, represented by Glenn C. Rellum. Kajnet is currently operating during the transitional period established under the National Ordinance for Games of Chance (LOK). The company relies on the transitional provisions set forth in Article 1.5 of the LOK and, with respect to enforcement, refers to Article 15.10, subsection 3 of the LOK. The company focuses on the development, distribution, and technical maintenance of proprietary iGaming content for international B2B partners.

3. Products and Services

Kajnet develops and provides proprietary online gaming content designed for integration into online casino platforms operated by licensed B2C operators. The core offering consists of proprietary online casino games delivered through an API-based integration system that enables operators to connect seamlessly to Kajnet's platform. The company also provides backend infrastructure, continuous content updates, technical maintenance, and ongoing operational support. The platform is designed to ensure high availability, scalability, and stable performance across multiple jurisdictions. Kajnet does not operate as an affiliate network and does not provide affiliate marketing services.

4. Organization and Management

The global iGaming industry continues to experience strong growth driven by increased digital adoption, mobile gaming expansion, and the ongoing regulation of online gambling in multiple jurisdictions. Kajnet focuses on licensed B2C casino operators that require reliable third-party content providers to enhance their gaming portfolios and improve player engagement. The company primarily targets emerging and developing markets, with a strategic focus on Latin America, Serbia, and Albania, where demand for online gaming content is increasing and operator ecosystems are actively expanding.

5. Organization and Managements

Kajnet N.V. operates under the management of DECC-Management, represented by Glenn C. Rellum. The company maintains a lean organizational structure supported by internal technical, compliance, and business development functions. Kajnet manages software development and platform engineering internally, alongside business development activities, compliance oversight, client onboarding, and technical integration support. Operational processes are designed to remain scalable in order to support international growth and increasing partner volume.

6. Technology

Kajnet operates a platform designed to provide secure, scalable, and efficient integration with operator systems. The platform is built on a custom backend architecture and utilizes an API-driven integration framework that allows B2B clients to connect their casino environments directly to Kajnet's game infrastructure. The system is supported by modular game deployment capabilities, secure cloud-based hosting, continuous monitoring, and performance optimization processes. Redundant infrastructure and internal technical safeguards are implemented to ensure operational stability and uptime.

7. Compliance and Licensing

Kajnet N.V. currently operates during the transitional period established under the National Ordinance for Games of Chance (LOK). The company relies on the transitional provisions contained in Article 1.5 of the LOK and, with respect to enforcement, refers to Article 15.10, subsection 3 of the LOK. Kajnet maintains internal compliance frameworks that include anti-money laundering procedures, know your customer verification processes for B2B counterparties, responsible gaming policies, and data protection safeguards aligned with applicable regulatory standards. The company implements internal due diligence procedures prior to onboarding any business partner and maintains ongoing monitoring of compliance-related risks. All compliance systems are managed internally and are continuously reviewed to ensure alignment with regulatory expectations and industry standards throughout the transitional regulatory period and beyond.

8. Market Entry and Sales Strategy

Kajnet acquires B2B clients through a combination of direct sales activities, industry networking, referrals, and participation in major international iGaming conferences. The company maintains an active sales approach through a dedicated sales function that focuses on establishing long-term partnerships with operators rather than short-term transactional relationships. Kajnet plans to attend major industry events including ICE, SBC Lisbon and SiGMA in order to expand its international presence and strengthen its partner network.

9. Competitive Positioning

Kajnet positions itself as a flexible and technology-driven B2B iGaming provider with a focus on reliability, integration efficiency, and adaptability to different market environments. The company's competitive strengths are based on its proprietary in-house platform, its ability to provide fast and flexible integration for operators, its focus on emerging markets, and its operational model designed to support long-term partner relationships. Kajnet emphasizes technical stability, operational consistency, and the ability to scale across multiple jurisdictions.

10. Financial Projections

Kajnet operates under a self-funded model with projected revenue growth driven by the expansion of its B2B partner base and increased platform utilization. The company generates revenue through platform usage fees, game integration fees, ongoing service and maintenance fees, and selected revenue-sharing agreements with partners. Financial projections for the years 2024, 2025, and 2026 are currently represented as seen below for revenue, expenses, and net results. Growth assumptions are based on incremental client acquisition, expansion into new jurisdictions, and increased adoption of Kajnet's platform services.

FINANCIAL PLAN	2026	2027	2028
Revenues and gains			
Fee income	400 000	420 000	440 000
Total revenues and gains	400 000	420 000	440 000
Expenses			
Domiciliation and local representation expenses	9 600	9 600	11 000
Business licenses and permits	33 582	24 490	24 490
Domain registration and programming fees	330	330	330
Reward according the Sublicence Agreement	270 000	280 000	290 000
Legal expenses	500	500	500
Intermediary expenses	2 500	3 000	3 500
Administration expenses	25 400	25 400	25 400
Administration expenses (adjustment previous years)			
Bank service charges	6 700	7 700	8 700
Total expenses	348 612	326 530	363 920
Other income (expenses)			
Loan interest expense	600	500	400
Total other income (expenses)	600	500	400
Operating result before taxes	50 788	92 970	75 680

11. Risk Management

Kajnet implements internal risk management systems that include cybersecurity protections, fraud detection mechanisms, AML monitoring processes, data protection safeguards, operational redundancy systems, and continuous internal compliance review procedures. Risk management is embedded within both the company's technological infrastructure and its operational workflows in order to ensure system integrity, regulatory alignment, and business continuity.

12. Exit Strategy

Kajnet's long-term strategy is to operate as a sustainable and scalable B2B iGaming technology provider. The company is not currently pursuing an exit strategy and intends to continue long-term independent operations with a focus on growth and market expansion. Any future strategic decisions regarding mergers, acquisitions, or partnerships will depend on market conditions and business development opportunities, while the primary objective remains long-term operational continuity.

13. Funding Position

Kajnet N.V. is currently self-funded and does not actively seek external financing. Any future consideration of funding would be limited to strategic expansion, technological development, or geographic scaling if required to support long-term growth objectives.

14. Conclusion

Kajnet N.V. is positioned as a specialized B2B iGaming technology provider operating within the transitional framework established by the National Ordinance for Games of Chance (LOK) in Curaçao, supported by proprietary infrastructure, internal compliance systems, and a strategic focus on emerging international markets. The company's objective is to establish long-term partnerships with licensed operators by delivering reliable gaming content, secure technology, and consistent operational performance across multiple jurisdictions.