



RIGT Data

1 September 2025

Business Case for a Curaçao B2B Gaming Licence

1. Executive Summary

RIGT Data B.V. ("RIGT") is a Curaçao-incorporated technology company applying for a Business-to-Business (B2B) gaming licence to supply regulated operators with access to a market-leading betting exchange platform and related data services. Upon the issuance of a B2B Gaming License from Curacao, RIGT will finalise its B2B Exchange Software License Agreement with Betfair International plc ("Betfair"). Under this agreement, RIGT will market and provide B2B access to Betfair's Exchange platform to licensed operators (our "B2B clients") in compliant jurisdictions, without RIGT holding player funds or interacting directly with players. This business case sets out our products and services, governance, funding, risk management, growth strategy, and financial projections aligned with the Curaçao licensing guidelines.

2. Company

2.1 Details

- Legal name: RIGT Data B.V. (Private Limited Liability Company, B.V.)
- Jurisdiction & Registry: Curaçao Commercial Register
- Company #: 168495 (active)
- Nature of business: B2B supplier of exchange platform access and data services

2.2 Mission & Objectives

1. Enable licensed operators to access best-in-class exchange odds and deep liquidity.
2. Offer secure, reliable integration services, technical support and data analytics.
3. Scale a diversified client base across permitted markets with disciplined compliance and risk oversight.
4. Achieve sustainable profitability by scaling to plan and launching commercially viable and innovative products (market data, risk tools, managed services).

2.3 Ownership & Directors

Party	Role
Radhika Hasan	UBO / Shareholder
Piyushkumar Parekh	UBO / Shareholder
Capital Trust Corporation N.V.	Statutory Director

3. Partnership with Betfair International plc

RIGT will operate under a B2B Exchange Software License Agreement with Betfair International plc. Commercial terms are confidential and not disclosed here; the agreement is agreed and conditional on the issuance of RIGT's Curaçao B2B licence.

- Scope: technical access to exchange markets, odds and liquidity via defined APIs and documentation.
- Controls: strict technical certification, information-security standards, and change-management procedures.
- Compliance: adherence to permitted markets and usage restrictions; contractual audit and termination rights for non-compliance.

4. Markets & Go-to-Market

Primary target regions: South Asia (where legally allowed), broader Asia, Africa and Europe. Initial commercial focus is on B2B companies operating out of the following jurisdictions.

4.1 Target Market Schedule

B2C Partner Incorporation	Region covered	Legal Basis
United Arab Emirates	Asia/MENA	B2C licensed entities
Hong Kong	Asia	B2C licensed entities
Singapore	Asia	B2C licensed entities
Philippines	Asia	B2C licensed entities
Spain & Portugal	Europe	B2C licensed entities
Malta & Cyprus	Europe	B2C licensed entities

4.2 Client Segments & Distribution

- Licensed sportsbooks/lottery operators seeking exchange access to complement fixed-odds books.
- Regulated platforms seeking liquidity back-end and price discovery for in-play markets.
- Trading houses and B2B market-makers operating under appropriate regulatory approvals.
- Distribution via direct sales, regional partners, and sandbox proof-of-concepts before certification.

5. Governance, Management Structure & Key Persons

RIGT operates under a clear governance framework with separation of commercial and compliance functions. The compliance function (MLRO/Head of Compliance) is independent of commercial roles and has direct board access.

5.1 Key Persons & Roles

Name	Role/Title	Notes / Reporting
Piyushkumar Parekh	CEO	Leadership
Maria Adriangela Alexandrina	Director	Maria Adriangela Alexandrina
Roland Eduard Gertruda	Director	Roland Eduard Gertruda

5.2 Committees & Oversight

- Risk Committee (quarterly): enterprise risks, incident reviews, mitigation tracking.
- Change Advisory Board (as needed): production changes/releases, rollback plans.
- Audit/Compliance reviews (at least annually): policy reviews, training, supplier audits.

6. Funding & Banking

Funding: 100% UBO funds. No debt. Bank accounts in setup. The company is fully funded with a 24-month runway.

Treasury: conservative liquidity policy; payments to suppliers per agreed terms; no external financing at this time.

7. Key Suppliers & Material Dependencies

1. Betfair International plc: exchange platform and APIs (critical dependency).
2. Amazon Web Services (AWS): primary cloud infrastructure for hosting, security, monitoring, and backups.
3. Legal counsel and audit: Curaçao and target-market regulatory advisory and annual audit.

8. Risk Evaluation & Management

8.1 Principal Risks

- Regulatory/Market Access: changes to laws or licensing in target regions.
- Supplier Concentration:

- reliance on Betfair for exchange access and APIs;
- reliance on AWS for hosting.
- Technology/Availability: outages, latency or cyber incidents impacting SLAs.
- Compliance: client misconduct or geography leakage causing regulatory exposure.
- Reputation: negative publicity tied to counterparties or markets.
- Financial:
 - FX exposure;
 - potential shortfall to exchange-level terms (mitigated by volume).

8.2 Mitigations

- Strict counterparty onboarding (licensed B2C operators only) and territorial controls.
- Geofencing, traffic monitoring and alerts; immediate suspension mechanisms.
- Resilient AWS architecture, observability, DDoS protection, incident response
- Supplier risk reviews
- Revenue share mechanism expected to be netted at exchange level; contingency reserve for any shortfalls.

9. Operating Model & Technology

- Technology is provided by Betfair, a market leader in Exchange platform services
- AWS-based tiered environments (dev/test/stage/prod) with CI/CD and change approvals.
- API gateway, authN/authZ, encryption in transit/at rest, and secure key management.
- Centralised logging, SIEM use-cases, anomaly detection and alerting.
- 24/7 on-call rotation and incident management with post-mortems.
- Client reporting for operational KPIs and audit trails of API use.

10. Financial Forecasts (USD) and KPIs

RIGT will charge USD 2,500 per active client per month for full access to the Betfair platform. Betfair fees are expected to be covered by volume routed to the Exchange via B2B partners; a conservative 10% contingency is retained.

10.1 Client Acquisition Plan

- Year 1: net acquisition of ~25 B2B clients (≈ 2 /month).
- Year 2: net acquisition of ~50 B2B clients (≈ 4 /month).
- Year 3: net acquisition of ~50 B2B clients (≈ 4 /month).

10.2 KPIs

- Active B2B clients and monthly additions
- SLA attainment (uptime/latency) and time-to-integrate
- Client satisfaction (NPS) and churn
- Incident rate and time-to-restore

10.3 Key Assumptions

- AWS hosting & data:
 - fixed base + usage (\$250 per active client per month);
 - base = \$30k/\$40k/\$50k (Y1–Y3).
- Royalty contingency: 10% of access revenue (prudently reserved).
- Personnel budget:
 - Y1=\$500k;
 - Y2=+\$20% → \$600k;
 - Y3=+\$20% → \$720k.

10.4 Summary Financials

USD	Year 1	Year 2	Year 3
Revenue (2,500 USD/mo/client)	375,000	1,500,000	3,000,000
COGS – AWS hosting & data	67,500	190,000	350,000
COGS – Royalty contingency (10%)	37,500	150,000	300,000
Total COGS	105,000	340,000	650,000
Gross Margin	270,000	1,160,000	2,350,000
Opex – Personnel (budget)	500,000	600,000	720,000
Opex – Compliance & audit	80,000	120,000	160,000
Opex – Marketing/BD	60,000	120,000	180,000
Opex – G&A	50,000	70,000	100,000
Opex – Insurance	25,000	35,000	45,000
Total Opex	715,000	945,000	1,205,000
EBITDA	-445,000	215,000	1,145,000

10.5 Summary

Revised pricing and lean personnel budgets deliver improved unit economics: Year 2 and Year 3 are profitable on an EBITDA basis, while Year 1 remains an expected build period with an operating loss. The declared 24-month funding runway comfortably covers the scale-up phase..