



Business Plan

License Type: Supplier License

Type of Business Model: Game Distributor (Content aggregator)

Entity Name: Hub88 International B.V.

Entity Country of Incorporation: Curaçao

Entity Registration Number: 148275

Registered Address: Schout Bij Nacht Doormanweg 40, P.O. Box 4745, Curaçao

Domain: <https://hub88.tech/>

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1. Executive Summary

Hub88 International B.V. (**'Hub88'** or **'Company'**) is a private limited liability company incorporated in Curaçao, which is applying for a Supplier License with the Curaçao Gaming Authority.

Hub88 operates as an online casino content aggregator across multiple product verticals. Our service integrates the content into existing or new B2C operators in a timely manner. Due to the overwhelming number of suppliers, operators face a tremendous bottleneck in integrating new content into their websites. Hub88 aims to alleviate this issue by providing a one-stop solution for high-quality and reputable game providers.

Therefore, Hub88 offers a B2B aggregation platform aimed at simplifying integration for online casino operators/aggregators and game suppliers. It provides a single API with a robust back office. By offering a comprehensive library of 12,000+ games, the platform enables operators to scale rapidly without needing to contract and integrate with multiple providers individually, saving time and cost, boosting revenue, delivering rich player experiences, and accessing personalized data-driven insights. API implementation also allows for automated content updates and provides a platform that is both stable and secure.

Hub88's general business objectives are:

- To provide a single API access for quick operator onboarding, with technical integration timelines under 3 days.
- To maintain partnerships with multiple game studios to ensure an extensive game library to offer operators constantly new content.
- To provide detailed reporting tools and fraud monitoring to enhance security and insights for operators.

2. Overview of the Brand

2.1. Incorporation, Licensing, Certification

Hub88 operates entirely under a business-to-business (**'B2B'**) model as an aggregator of top-tier online content (capable of delivering games of chance, live dealer games, betting and lottery-based products, peer-to-peer and provably fair games, binary options, and other product verticals, including betting behind streamers or horse racing).

Hub88 International B.V. entity was incorporated in Curaçao on 12 October 2018 and has been operating in the gambling business for around 7 years.

The Company was holding B2B Sub-License later converted to B2B Accreditation Certificate (Service Type A2 – Predominantly related to technical Infrastructure / Tier B2B-II), issued by the Curaçao eGaming (**'CEG'**) licensed by the Government of Curaçao under license reference 1668/JAZ up until 1 October 2024, when the license of the CEG, as well as of other master license holders, has expired in 2024/2025 due to a change in the local licensing regime.

To date, there is no requirement in force for the pure B2B entities to obligatory obtain the license due to the transition period lasting for two years after the LOK (National Gambling Ordinance) enactment.

Thus, in the meantime, Hub88 International B.V. holds:

- A registration as a provider of technological services granted by the Ministry of Foreign Trade and Tourism ('**MINCETUR**') in Peru as of 10 April 2024, under authorization code PSV0172, which is valid in perpetuity.
- A license to conduct B2B gaming activities granted by the Gaming Board of Anjouan in the Autonomous Island of Anjouan as of 5 November 2025, under license number ALSI-202511014-FI1, which is valid to 4 November 2026 (subject to annual renewal).

Moreover, the Hub88 aggregation platform has been tested against the technical standards of the following jurisdictions:

- Peru
- UAE
- Brazil
- Argentina

To date, the following companies operate in the gambling business under common control of the UBO (T.J. Heath) and are regulated as well:

- Hub88 Limited, incorporated in Malta, holds a Critical Gaming Supply License number MGA/B2B/536/2018, issued by the Malta Gaming Authority (valid until 31 January 2029).
- Hub88 Holding Ltd, incorporated in Guernsey, holds a Gaming Related Vendor License number LIC.GRV/045/2025, issued in the UAE by the General Commercial Regulatory Authority (valid until 20 September 2027).

2.2. Vision

The vision for the Hub88 brand is to become a top content aggregator providing a one stop seamless solution, through a fully internally developed API, to gaming-related suppliers and operators, to help these stakeholders enhance their offerings.

2.3. Mission

To achieve our vision, we aim to provide:

1. a solution for operators to obtain products via seamless API integration along with promotional and marketing tools;
2. a solution for operators and suppliers to accelerate their entrance into the market by integrating with Hub88.
3. a marketplace for gaming-related suppliers to showcase and provide game solutions to operators via a single integrated solution; and

4. a powerful back-office solution equipped with customizable reporting tools, with real-time accounting, business intelligence, KPIs, unified bonuses, and free-spins functionality.

Hub88 will not only provide an excellent product to its business partners but also continue to set the narrative and the standard for B2B content aggregation.

3. Overview of the Products and Services

Different suppliers supply content on the operator's site. When the player selects the content on the site, communication between the operator and the supplier is carried out through Hub88's API interface.

The API interface is necessary to:

- synchronize the player balance on the operator and game provider side during the game.
- supply other operators with casino games on their sites.
- provide operators with create/remove free bets functionality; free bets can be applied to the limited subset of games where free bet functionality is supported.
- enable operators to retrieve game session round details from the game providers.
- enable access to the on-demand functionalities of the game providers' API.
- enable gaming financial transactions communication between operators and game providers.

The API interface indicates methods to define communication between the operator and the supplier. Requests are executed using HTTPS POST methods and must be encrypted and signed with the RSA-SHA256 algorithm. Responses are sent in JSON format.

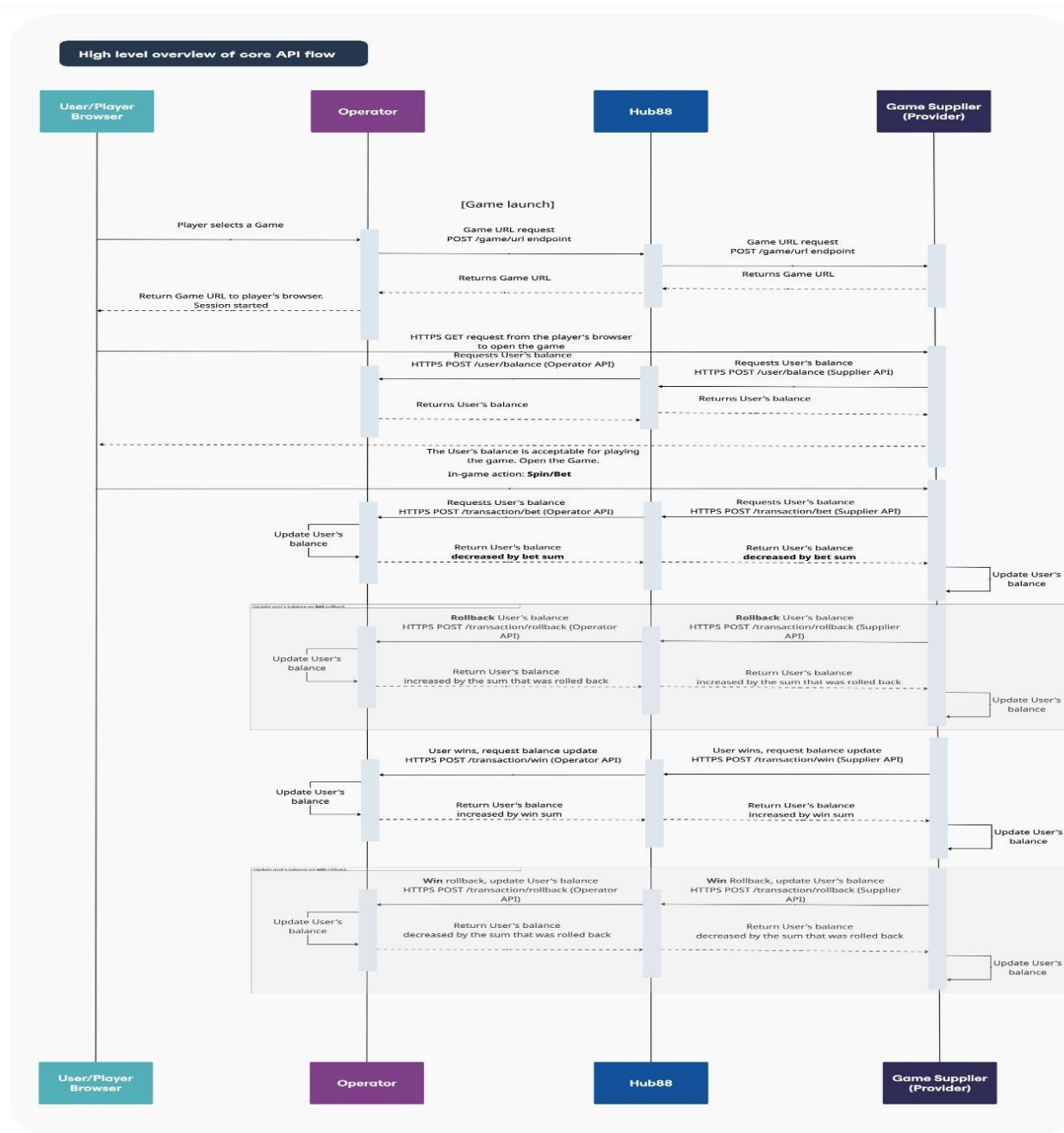
Hub88's API is compatible with major programming languages and seamlessly integrates with existing platforms. It supports REST protocols, allowing ease of data transfer and real-time interactions.

Core communication flow between Supplier and Operator APIs is shown on the next page:

The entire data exchange flow goes through Hub88. Thus, it's essential that an integration to either the Operator API or the Supplier API is built, depending on the use-case.

The data flows from the player side, who chooses a game on an online casino site (brand). This triggers calls from the Operator side through Operator API to Hub88, which calls Suppliers through Supplier API, to get the necessary game contents (game_url).

Once the gameplay has started, Supplier needs to call Hub88, and update user balance based on the results and in-game activities. Hub88 then makes this data available for the Operator, which they are expected to display to the user.



4. Unique Selling Proposition (USP)

There are multiple advantages of using a content aggregator such as Hub88:

- Easily expendable game offerings with access to a broad library of types of casino games and titles.
- One-time, faster, and straightforward integration.
- Cost efficiency - aggregators help to reduce costs associated with integrating multiple providers.
- Regular game updates without additional integration work.
- Technical assistance ensures smooth player experience.

Hub88 revolutionizes the iGaming industry with its innovative single API integration, blockchain-secured operations, and real-time analytics, enabling operators to deliver a seamless, secure, and data-driven gaming experience.

The following unique features give Hub88 its competitive advantage:

- Streamlined and rapid integration that can be completed in as little as 3 days, depending on the client's needs and infrastructure.
- Reliable 24/7 technical support in multiple languages, helping maintain uninterrupted gameplay and ensuring consistent player experience.
- A huge and ever-growing content library from a wide range of game suppliers that empowers partners to scale efficiently while maintaining transparency and operational excellence.
- Hub88's back office is equipped with real-time data available via mobile app, customizable reporting tools allowing to drill down data by country, game, or player segment, as well as fraud alerts, which enable operators to monitor gameplay, adjust game offerings, manage player activity, and to identify opportunities for growth.

We understand the unique needs of operators and are committed to delivering both quality content and exceptional service.

With support for over 200 currencies and integration options like Seamless and Transfer Wallets, Hub88 makes the process straightforward and efficient. Our focus on speed and reliability ensures operators can focus on what matters, delivering an incredible gaming experience to their players.

Also, Hub88 stands out for its ability to combine simplicity (via single API integration) with robust tools like real-time analytics, end-to-end onboarding and integration, HubConnect Supplier and Operator Zones as a centralised self-service platform designed specifically for operators or

suppliers to efficiently manage support and needs through Hub88. This versatility appeals to a broad customer base, enabling both operators and suppliers to scale efficiently while maintaining high performance and security standards.

This combination of diverse services and tailored solutions has helped Hub88 attract numerous partners, ranging from start-ups to established brands, highlighting its appeal to a wide spectrum of iGaming stakeholders. This positions Hub88 as a vital aggregator platform in the industry.

5. Customer & Markets Analysis

Hub88 serves a diverse range of customers within the iGaming industry, primarily focusing on operators and game suppliers.

Hub88's customers include both emerging and established online casino operators. These operators rely on Hub88's platform to access a wide variety of games, including slots, table games, and live dealer experiences, through a single API integration. This ease of use makes Hub88 attractive to operators, aiming to diversify their offerings without complex technical processes.

Operators prioritize seamless integration, real-time analytics, and cost efficiency. Hub88's new products, like HubConnect, further meet operators' needs by offering advanced tools for monitoring performance, player activity, and real-time data to optimize operations.

Game developers and suppliers use Hub88 to distribute their products across a wide network of operators. Top-tier providers are part of Hub88's extensive library displaying the platform's ability to support high-quality content distribution.

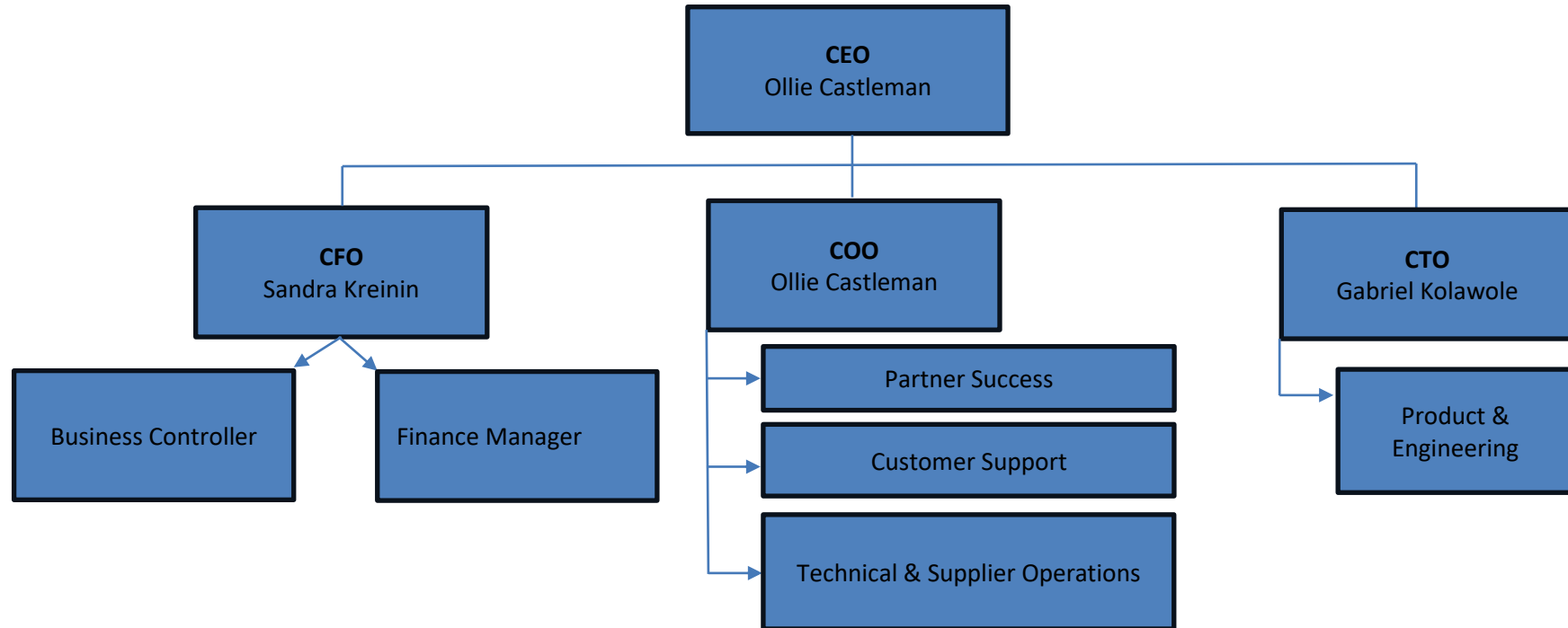
Suppliers need tools for performance tracking, country-specific analytics, and efficient communication with operators. Hub88 addresses these needs through its Supplier Zone, a unique feature of HubConnect that provides detailed metrics, reporting, and direct access to operator feedback and collaboration opportunities.

Due to the nature of the business, the company does not target specific markets but is predominantly interested in operators holding a B2C license in markets where Hub88 holds authorization, such as Curaçao, Anjouan, and Peru.

To date, Hub88 International B.V. services circa 50 B2B/B2C/B2B2C clients listed in Online Gaming License Registry (dated 24 December 2025) of the Curaçao Gaming Authority.

We expect that the number of clients regulated in Curaçao will substantially but gradually increase after the compulsory supplier licensing requirement transition period, granted by the regulator, elapses, and we obtain the supplier license for the market.

6. Company Management Structure



7 . Qualified Persons

Gabriel Kolawole – Chief Technical Officer

1. Chief Product Technology
2. Platform: Yolo Connect (Hub88)
3. Reporting to: Managing Director
4. <https://www.linkedin.com/in/gabriel-kolawole-29398757/>

Gabriel is the Chief of Product Technology Overseeing Hub88 platform development while aligning business development needs into the product roadmap. He is a qualified Software Engineer and started in the company in 2016. Gabriel Leads a team in Estonia of backend, frontend, cloud and quality assurance engineers in developing and maintaining a multi-region deployment of the Hub88 platform that powers gaming content distributions from various gaming studios into partner websites. He is responsible for scoping and the end-to-end delivery of the platform business solutions and requirements.

Ollie Castleman - Chief Executive Officer

1. Chief Executive Officer / Chief Operations Officer
2. Platform: Yolo Connect (Hub88)
3. Reporting to: Chief Executive Officer
4. <https://www.linkedin.com/in/olliecastleman/>

Ollie Castleman is the Chief Executive Officer of Hub88 and joined the company in 2018. Ollie is based in Estonia with a bachelor's degree in computer science and information systems. Ollie has oversight of Hub88's gaming aggregator platform to make sure that the day-to-day functionality of the platform runs smoothly. He leads a team consisting of security, technical integrations, client support and partner success. Ollie's knowledge and experience has made sure the platform performance has been a success for our B2B partners meeting multiple jurisdictional regulatory requirements and provides strategic growth to the aggregator platform.

As Ollie has many years of experience leading technical operational infrastructures that provide growth and scalability to Hub88, Ollie Castleman is also responsible as the Chief Operations Officer. In this role, Ollie ensures that the operational processes and systems supporting Hub88's platform are continuously optimised, working alongside senior leadership to drive efficiency and sustainable growth across all areas of the business.

Sandra Kreinin - Chief Financial Officer

1. Senior Finance Manager
2. Platform: Yolo Connect (Hub88)
3. Reporting to: Chief Executive Officer

Sandra Kreinin is the CFO of Hub88, a qualified accountant with a B.Sc. in Accounting and Finance. She is based in Estonia with many years of experience in the financial gaming industry. Sandra leads the finance team who oversees the responsibilities of financial strategy, reporting, financial statement and implementing controls across multiple jurisdictions. Sandra leads the finance team to optimize revenue models to support scalable growth for the company.

8. Business forecasts for 3 years

EUR mm	2023	2024	2025E	2026E	2027E	2028
	ACT	ACT	ACT	FCT	FCT	FCT
Balance Sheet						
Equity share capital	0.1	0.1	0.1	0.1	0.1	0.1
Accumulated profit (loss)	42,496	57,659	36,824	49,462	74,938	83,545
Dividends	0	-40,794	-10,000	0	-20,000	0
Reserves	0	0	0	0	0	0

Net worth	42,496	16,865	26,824	49,462	54,938	83,545
No-current liabilities	1,583	4,531	4,770	4,770	4,770	4,770
Debt	0	0	0	0	0	0
Current liabilities	19,437	27,237	17,499	17,499	17,499	17,499
Total Liabilities	63,516	48,633	49,093	71,731	77,207	105,814
Inventories	0	0	0	0	0	0
Fixed assets	0	0	0	0	0	0
Investments	0	0	0	0	0	0
Cash and cash equivalent	41,691	13,235	1,725	24,363	29,839	58,447
Current assets	21,825	35,398	47,367	47,367	47,367	47,367
Total Asset	63,516	48,633	49,093	71,731	77,207	105,814

Profit & Loss Account**Revenue**

Game Distribution	75,340	137,714	164,134	180,548	198,602	218,463
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Change MoM, %	n/a			10.00%	10.00%	10.00%
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Other Income	0	0	0	0	0	0
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Other Gaming Costs	-51,922	-114,914	-136,898	-150,587	-165,646	-182,211
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				10.00%	10.00%	10.00%
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Gross Margin	23,418	22,800	27,237	29,960	32,956	36,252
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Payroll	-318	-508	-481	-505	-530	-557
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Change MoM, %	n/a		-5.30%	5.00%	5.00%	5.00%
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Marketing	-207	-151	-240	-240	-240	-240
Change MoM, %	n/a		59.50%	0.00%	0.00%	0.00%
IT & Communication Costs	-199	-3,523	-1,573	-1,573	-1,573	-1,573
Change MoM, %	n/a		-55.40%	0.00%	0.00%	0.00%
Travel, Entertainment & Training	-82	-167	-61	-62	-63	-64
Change MoM, %	n/a		-63.60%	2.00%	2.00%	2.00%
Property Upkeep, Rent & Utilities	0	-2	0	0	0	0
Change MoM, %	n/a		-93.80%	0.00%	0.00%	0.00%
Miscellaneous	-1,215	-3,862	-5,497	-5,497	-5,607	-5,719
Change MoM, %	n/a		42.30%	0.00%	2.00%	2.00%
Professional Fees	-4,927	-159	-199	-218	-240	-264
Change MoM, %	n/a		39943.70%	10.00%	10.00%	10.00%

Ebtida	16,471	14,429	19,186	21,865	24,703	27,834
Depreciation & Amortisation	0	0	0	0	0	0
Financial Income / Expense	95	805	922	922	922	922
Bank Interest, Charges & Commissions	-30	-71	149	149	149	149
Reported Net profit	16,535	15,163	19,959	2,638	25,476	28,607

Statement of Changes in

Share capital	0.1	0.1	0	0	0	0
Mov. for the year						

Reserva	(0.00)	0	0	0	0	
Mov. for the year						
Accumulated Profit (Loss)	42,496	16,865	36,824	49,462	54,938	83,545
Dividends		-40,794	-10,000		-20,000	0
Profit (Loss) for the year	16,535	15,163	19,959	22,638	25,476	28,607
Total Equity	42,496	16,865	36,824	49,462	54,938	83,545

9. Strategy for Business Growth

9.1. Financial Plan

Purpose of the projections

The projected financial statements for 2026–2028 are designed to demonstrate that the company is adequately capitalized, operationally efficient, and capable of sustaining profitable growth while meeting all regulatory obligations. The plan focuses on prudent revenue growth, controlled operating costs, and preservation of liquidity to ensure long-term solvency and resilience.

Balance sheet stabilization

The balance sheet reflects a stabilized equity position, with accumulated profits retained to support the projected expansion of operations. No new external debt is assumed, aligning with a conservative funding strategy that prioritizes solvency and reduces refinancing risk.

Operational efficiency and scale

The company now operates within a broader group that is expanding, enabling the use of shared technology platforms, licensing frameworks, and senior management across. This structure reduces effective overhead per customer and allows the entity to benefit from group-level economies of scale, improving margins over the forecast period.

Product maturity and cost discipline

The core product has moved beyond the initial development and launch phase, so the business is no longer reliant on heavy up-front investment or high-intensity marketing to acquire users. This maturity supports a strategic shift from rapid expansion to profitable, sustainable growth, with operating expenses optimized around stable, recurring revenue streams.

Revenue and marketing assumptions

Revenue growth is driven primarily by increased utilization of existing infrastructure and access to a wider customer base via the group's regulated market footprint, rather than aggressive price or volume assumptions. Marketing expenditure is reduced from early-stage levels and re-focused on performance-based channels with demonstrable return on investment, which supports gradual margin improvement over the forecast years.

Workforce and organizational structure

The projections assume a targeted realignment of the workforce, concentrating resources in functions that directly support revenue generation, compliance, and product optimization. Headcount is expected to remain lean, with a higher proportion of senior and specialist profiles, improving productivity per employee and enabling the company to manage higher volumes without a proportional increase in costs.

Compliance, audit, and risk management

The business plan incorporates ongoing investment in compliance, risk management, and audit processes to ensure that operations remain fully aligned with regulatory expectations in multiple jurisdictions. Maintaining robust governance and internal controls is central to the projections, as it underpins the company's ability to operate sustainably and to protect players and counterparties over the life of the license.

9.2. Marketing Plan

Conferences and Sponsorships for 2026 – 2027

- ICE Barcelona 2026 – Exhibiting
- NEXT Valletta 2026 - Headline Sponsor
- SBC Leaders Summit 2026 - Sponsor
- SBC Summit Lisbon 2026 – Exhibiting

- ICE Barcelona 2027 – Exhibiting
- NEXT Valletta 2027 - Headline Sponsor
- SBC Leaders Summit 2027- Sponsor

iGaming Media

We currently have deals with the following Media partners, where we have banners on their sites and Newsletters, print ads, and native content articles:

- iGaming Media
- Global Gambling Insider
- SBC News
- iGaming Business
- iNTERgaming
- EGR
- NEXT

10. Policies & Procedures

The gaming industry is subject to various regulations. Well-defined policies and procedures ensure that the company complies with these regulations and applicable license conditions, reducing the risk of legal issues and fines.

Hub88 International B.V. prepares its own policies and procedures internally. The process is managed by the Legal and Compliance team, which consists of a number of highly qualified, competent, and experienced individuals with no conflict of interest who undergo vetting by the People Team and onboarding by the Head of Legal & Compliance reporting to the CEO.

Hub88 International B.V. is fully committed to its regulatory obligations and has every intention of ensuring the timely submission of its policies and procedures, as well as filing any and all applicable reports, notifications, fees payments to the Curaçao Gaming Authority in a timely manner.