



01_Investment_Memo

Investment Memorandum

HISN — Financial Crime Decision Operating System Version: 3.0 | Date: October 2026 Owner: Mohamed Abdo — Founder & CEO Classification: Confidential | Status: Framework

Document Control

Field

Value

Document Title

Investment Memorandum

Version

3.0

Date

October 2026



Owner

Founder & CEO

Classification

Confidential

Status

Framework

Basis of Preparation

HISN Commercial Intelligence SSOT (Folder 37)

Limitations

Pre-revenue. No customer validation.

1. Investment Question

Should an investor commit SAR 7.5M to HISN at this stage, given the current evidence base?

This memo does not answer “yes” or “no.” It presents the commercial case and identifies conditions that would support an investment decision.

2. Transaction Summary

Item



Value

Classification

Pre-Money Valuation

SAR 30,000,000

MANAGEMENT ASSUMPTION

Investment Amount

SAR 7,500,000

MANAGEMENT ASSUMPTION

Post-Money Valuation

SAR 37,500,000

DERIVED

New Investor Ownership

20.00%

DERIVED

Existing Ownership

80.00%

DERIVED

Security

Series Seed Preferred

MANAGEMENT ASSUMPTION

,

3. Valuation Rationale

The SAR 30M anchor is a **negotiated position**, not a certified valuation. It is supported by four methods:

Method

Range (SAR)

Weight

Replacement Cost

4M – 6M

15%

Technology & IP Scorecard

6M – 9M

25%

Market & Comparable Benchmark

8M – 12M

30%

Venture / DCF Potential

10M – 15M

30%

Composite Range



22M – 32M

100%

Selected Anchor: SAR 30M (top of composite range).

Classification: MANAGEMENT ASSUMPTION — requires independent review.

4. Market Opportunity

Saudi Financial Institutions:

Segment

Count

Classification

Banks (Local)

11

EXTERNAL FACT — Tier 1

Digital Banks

4



EXTERNAL FACT — Tier 2

Foreign Bank Branches

24

EXTERNAL FACT — Tier 2

Finance Companies

32

EXTERNAL FACT — Tier 1

Insurance Companies

29–30

EXTERNAL FACT — Tier 2

PSPs

27–34

CONFLICT — Tier 3

CMA Institutions

UNKNOWN

UNKNOWN

Total Verified: 128+ institutions.

Market Size: UNKNOWN — conflicting sources.

5. Product Overview

HISN FCDOS provides a unified decision runtime for financial crime decisions:

AML, Fraud, Sanctions, KYC, KYB, Graph engines

Canonical Decision Runtime

Decision DNA + Evidence + Audit

Multi-tenant RLS

API-first architecture



Classification: Management description, verified against repository.

6. Use of Proceeds

Category

Allocation

Classification

Team Expansion

40%

MANAGEMENT ASSUMPTION

Security & Compliance

20%

MANAGEMENT ASSUMPTION

Product & Engineering

15%

MANAGEMENT ASSUMPTION

GTM & Pilot

15%

MANAGEMENT ASSUMPTION



Working Capital

10%

MANAGEMENT ASSUMPTION

Total: SAR 7.5M. Allocations are SCENARIO.

7. Financial Projections

Classification: ALL SCENARIO — not forecasts.

Metric

Y1

Y3

Y5

Revenue (SAR M)

0.75

13.0

77.0

Customers

1

10

35

EBITDA (SAR M)

(5.4)



(10.5)

4.0

Note: No customer interviews, no WTP data, no actual CAC/LTV. All projections are SCENARIO.

8. Key Risks

Risk

Inherent Score

Severity

No customer validation

25

CRITICAL

No WTP data

20

HIGH

Long sales cycles

20

HIGH

7.5M may not reach break-even

20



HIGH

Market size uncertainty

16

MEDIUM

,

9. Exit Scenarios

Scenario

Y5 Value (SAR M)

Classification

Conservative Trade Sale

385

SCENARIO

Base Trade Sale

616

SCENARIO

Aggressive Trade Sale

800

SCENARIO

IPO

1,500



SCENARIO

Classification: All scenarios are MANAGEMENT ASSUMPTION.

10. Disclaimer

This memo does not constitute an investment recommendation. Investors must conduct independent due diligence.

HISN FCDOS — Where Trust Begins. *Confidential — Not for Distribution*