



01_Financial_Model_Overview

Financial Model Overview

HISN — Financial Crime Decision Operating System Version: 3.0 | Date: October 2026 Owner: Chief Financial Officer Classification: Confidential | Status: Framework

Document Control

Field

Value

Document Title

Financial Model Overview

Version

3.0



Date

October 2026

Owner

CFO

Classification

Confidential

Status

Framework

Basis of Preparation

HISN Commercial Intelligence SSOT (Folder 37), Files 14-17

Limitations

Pre-revenue. All projections SCENARIO. No actual financial data exists.

Provenance Taxonomy

ACTUAL / EXTERNAL FACT / MANAGEMENT ASSUMPTION / DERIVED / SCENARIO / UNKNOWN

1. Basis of Preparation

This overview summarises the HISN 5-Year Financial Model. **All projections are SCENARIO — not forecasts.** No historical revenue, customer, or cost data exists.

Actual financial position
as of October 2026:

Item

Value

Classification



Revenue

SAR 0

ACTUAL

ARR

SAR 0

ACTUAL

Customers

0

ACTUAL

Institutional Funding

SAR 0

ACTUAL

Cash Position

Pre-funding

ACTUAL

,



2. 5- Year Revenue e Projecti on

Classification: ALL SCENARIO.

Metric

Y1

Y2

Y3

Y4

Y5

Revenue (SAR M)

0.75

4.0

13.0

34.0

77.0

Customers

1



4

10

20

35

Gross Margin

80%

78%

78%

78%

78%

EBITDA (SAR M)

(5.4)

(8.4)

(10.5)

(8.0)

4.0

Note: These values are based on management assumptions. No customer validation, WTP research, or actual sales data has been obtained.

3. Key Assumptions

Assumption

Classification

Confidence

Average ACV: SAR 750K (Y1) → SAR 2.2M (Y5)

SCENARIO

LOW

Customer count: 1 → 35 over 5 years

SCENARIO

LOW

Gross margin: 78%

MANAGEMENT ASSUMPTION

MEDIUM

Churn: 5% annually

MANAGEMENT ASSUMPTION

LOW

Expansion: 30% YoY per customer

MANAGEMENT ASSUMPTION



LOW

Break-even achievable within 7.5M SAR

MANAGEMENT ASSUMPTION

LOW – UNVALIDATED

,

4. Use of Funds

Classification: SCENARIO.

Category

Allocation

Amount (SAR)

Team Expansion

40%

3,000,000

Security & Compliance

20%

1,500,000

Product & Engineering

15%



1,125,000

GTM & Pilot

15%

1,125,000

Working Capital

10%

750,000

Total

100%

7,500,000

,

5. Cash Flow Summary

Classification: SCENARIO.

Item

Y1

Y3

Y5

Opening Cash (SAR M)



7.5

—

—

Operating CF (SAR M)

(4.8)

(7.7)

9.8

Investing CF (SAR M)

(0.4)

(1.1)

(2.2)

Financing CF (SAR M)

7.5

25.0

—

Closing Cash (SAR M)

2.1

10.5

13.2

Note: Assumes Series A of SAR 25M in Y3. Unvalidated.

6. Sensitivity

Variable

Impact if $\pm 20\%$

ACV

Revenue $\pm 20\%$

Customer count

Revenue $\pm 20\%$

Churn (5% $\rightarrow$ 10%)

Revenue -25%

Sales cycle (+50%)

Revenue -30% (Y1-Y2)

Gross margin (78% $\rightarrow$ 65%)

EBITDA -17%



7. Open Items

ID

Item

Priority

Owner

O-001

No actual customer data

CRITICAL

CEO + CFO

O-002

No WTP data

CRITICAL

CEO

O-003

Break-even within 7.5M — UNVALIDATED

HIGH

CFO

O-004



No actual CAC or LTV

HIGH

CFO

O-005

Series A assumption not verified

HIGH

CEO

,

8. Disclaimer

This Financial Model Overview is prepared to an audit-ready, Big 4-style diligence workpaper standard. **All projections are SCENARIO.** No actual financial data exists. No historical revenue, customer, or cost data has been supplied.

The model is a planning tool, not a forecast.

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