

BUSINESS PLAN

# Business Plan

AI-native cross-border payout infrastructure for the platform economy. Seed-stage plan covering market opportunity, product architecture, financial projections, and funding strategy.

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## 1. Executive Summary

Anton Payments is building AI-native cross-border payout infrastructure for the platform economy. We are not a payments company that uses AI. We are an AI company that moves money.

The cross-border B2B payments market processes \$31.6 trillion annually, generating \$154 billion in revenue. No single non-bank player holds even 1% market share. Despite this scale, the infrastructure remains fundamentally broken: 74% of FX B2B payments require manual intervention, compliance teams wade through false-positive rates as high as 95%, and KYC reviews cost \$2,598 per commercial client and take 95 days to complete. Failed cross-border payments cost US merchants \$3.8 billion in 2023 alone.

Anton Payments solves this with a single API that embeds intelligent compliance, smart multi-rail routing, and predictive risk scoring directly into the payout flow. At the core is the Anton Engine, a five-layer intelligence system that replaces the manual compliance and operations overhead that every competitor still carries. The Engine does not sit beside the payment. The Engine is the payment.

But the deeper advantage is structural. Today, every payout provider sees through a single merchant's lens. The same payee gets discovered, verified, and KYC'd separately across every platform they work with. There is no shared intelligence layer. Anton changes this by building a cross-merchant Payee Intelligence Graph: entity fingerprinting that resolves payees across platforms, creating a network-level view of risk, reputation, and behavior that no single-merchant provider can replicate. Every merchant that joins Anton makes every other merchant safer. This is not a feature. It is the core asset.

Our initial focus is creator platforms disbursing earnings to global talent, expanding into marketplaces, SaaS platforms, and the broader platform economy. We launch on the NA-to-EU corridor, the highest-volume, best-regulated starting point, then expand to AU/NZ, LATAM, and APEC.

Anton Payments is a Canadian federal corporation incorporated in Ontario, with FINTRAC and FinCEN registrations pending and a clear licensing roadmap. Our infrastructure is built on GCP with enterprise-grade security, PCI DSS tokenization via Basis Theory, and KYB/KYC via Persona. Baker Tilly is engaged for SOC 2, PCI DSS, and ISO certification readiness.

We are raising \$1-2M on a SAFE with a pre-money cap under \$10M to complete licensing, hire a compliance lead and DevOps/SRE, onboard our first platform clients, and reach revenue within 12 months of close.

### 1.1 WHY NOW

Three forces are converging to create a window for a new entrant. First, regulatory pressure is intensifying globally. FINTRAC, FinCEN, EU AML directives, and PSD3 are tightening compliance requirements while the cost of manual compliance rises 7% annually. Compliance-as-afterthought is no longer viable, and the \$206 billion global compliance spend is the single largest cost pool available for disruption. Second, payee overlap is now the norm, not the exception. Creators, freelancers, and sellers work across 3-5 platforms simultaneously. There are 1.57 billion freelancers globally, the creator economy is growing at 22-24% CAGR toward \$480 billion by 2027, and nobody connects these payees across platforms. The data for cross-merchant intelligence finally exists in sufficient density. Third, AI has reached the capability threshold to act on that data. Entity resolution, graph analysis, and adaptive scoring can now operate at transaction speed. This could not have been built five years ago. No incumbent has claimed the AI-native position, and the whitespace for an AI-native payout infrastructure brand is wide open.

### 1.2 KEY METRICS AT A GLANCE

METRIC	TARGET (YEAR 1)	TARGET (YEAR 3)	TARGET (YEAR 5)
Total Payment Volume	\$25M	\$500M	\$3B
Net Revenue	\$175K	\$4.5M	\$27M
Gross Margin	65%	72%	78%
Platform Clients	5-8	40-60	150+
Corridors Live	2	8	20+
Team Size	4-6	15-20	35-45

## 2. Company Overview

### 2.1 CORPORATE STRUCTURE

Anton Payments Inc. (bilingual: Anton Payments Inc. / Anton Paiements Inc.) is a Canadian federal corporation incorporated in Ontario. Ryan Olson serves as sole director and CEO. The company operates under a lean holding structure with a clear path to regulatory authorization across target jurisdictions.

### 2.2 FOUNDING STORY

Anton Payments was born from 20 years of lived experience in the payments industry. Founder Ryan Olson spent years building compliance-first payout and FX infrastructure, navigating the painful intersection of global money movement, regulatory complexity, and platform economics. He saw the same pattern repeat across every company in the space: smart people doing manual work that machines should handle, compliance teams drowning in false positives, and engineering resources consumed by integration complexity rather than product innovation.

The thesis behind Anton is simple: the next generation of cross-border payout infrastructure should not bolt AI onto legacy rails. It should be built from the ground up with intelligence as the core operating layer. Every routing decision, every compliance check, every risk assessment, every reconciliation step should be handled by an engine that learns and adapts, not by a team that scales linearly with volume.

### 2.3 MISSION AND VISION

**Mission:** To make cross-border payouts instant, intelligent, and invisible for every platform in the world.

**Vision:** A world where moving money across borders is as simple, fast, and reliable as sending a message, powered by AI that handles the complexity humans should never have to touch.

### 2.4 CORE THESIS

Anton Payments is not "using AI." Anton Payments is the AI.

This is not a marketing line. It is an architectural decision. The Anton Engine is not a feature added to a payments product. It is the product. Compliance automation, smart routing, risk scoring, anomaly detection, payee intelligence, and adaptive recalibration are not modules bolted onto a transaction processor. They are the transaction processor.

The long-term thesis goes further: Anton is building the only cross-merchant payee intelligence graph in payments. Layers 1, 2, and 5 of the Engine make Anton a great payments company. Layers 3 and 4, the Graph Intelligence and Payee Network Intelligence layers, make Anton a data intelligence company. The graph is the asset that compounds, the moat that widens, and the reason the biggest players in payments will eventually need what Anton has built.

### 2.5 CURRENT STAGE AND MILESTONES ACHIEVED

Anton Payments is pre-revenue and in stealth mode, with significant technical and regulatory infrastructure already built:

- Full API service built in Go
- GCP production infrastructure designed and audited
- Anton Engine architecture finalized (v2.0 design document) with five intelligence layers
- PCI DSS tokenization integration with Basis Theory complete
- KYB/KYC/UBO verification integration with Persona complete
- Auth system with WorkOS supporting 8 ops roles and 5 merchant roles
- Baker Tilly engaged for SOC 2, PCI DSS, and ISO 2026 certification
- FINTRAC and FinCEN registrations pending; MTL/EMI applications to follow
- 11 branded security and compliance policy documents (AP-POL-001 through AP-POL-011)
- Infrastructure audit completed with zero critical findings
- Multi-agent development orchestration system built and operational
- VC outreach initiated with warm responses from target investors

## 3. Problem Statement

### 3.1 A \$154 BILLION MARKET WITH BROKEN INFRASTRUCTURE

Cross-border B2B payments generate \$154 billion in annual revenue on \$31.6 trillion in transaction volume. Yet the infrastructure powering these flows was designed for a world of quarterly wire transfers between large enterprises, not a world where 1.57 billion freelancers, 200+ million creators, and millions of marketplace sellers expect to be paid instantly, in their local currency, with full transparency.

The result is a system that is slow, expensive, opaque, and operationally brutal for every platform trying to pay people across borders.

### 3.2 SETTLEMENT SPEED: DAYS, NOT SECONDS

Traditional correspondent banking settles cross-border payments in 3-5 business days. SWIFT gpi has improved the median to approximately 1 hour 38 minutes, but this average masks severe corridor variance. Payments to Northern Africa and Southern/Central Asia still take a median of over 22 hours. The bottleneck is overwhelmingly at beneficiary banks, where only 33% process within 5 minutes.

For platforms paying creators and sellers, this delay is not an inconvenience. It is a competitive disadvantage. 82% of marketplace sellers say they would sell more on platforms offering sub-30-minute payouts. 69% of creators say waiting for payouts slows their momentum. When your competitor pays creators today and you pay them Thursday, you lose.

### 3.3 FX COSTS: THE HIDDEN 2-5% TAX

Banks typically mark up foreign exchange rates by 2-5% above mid-market, with total cross-border transaction costs reaching 3-7% of payment value when wire fees of \$15-75 are included. Fintech providers have compressed this to 0.5-1.5%, but hidden FX spreads still often exceed listed transaction fees by 10x.

A European creator earning \$5,000/month through a US-based platform can lose \$500-600 annually to conversion fees alone. At scale, a platform disbursing \$100M annually is leaking \$2-5M in FX costs that ultimately come out of either platform margins or creator earnings.

### 3.4 COMPLIANCE: THE 95% FALSE POSITIVE PROBLEM

This is the most expensive pain point and the one most ripe for disruption.

Up to 95% of all AML transaction monitoring alerts are false positives. The alert-to-SAR ratio can be as low as 1%, meaning 99% of investigated alerts result in no filing. Financial institutions globally spend \$206.1 billion annually on financial crime compliance, with costs rising approximately 7% per year.

The per-case economics are staggering. The average cost of a single corporate KYC review is \$2,598 and takes 95 days to complete. Over 50% of financial institutions still manually complete 31-60% of KYC review tasks. 48% of banks have lost clients due to slow or inefficient onboarding.

For cross-border payouts specifically, the straight-through processing rate for FX B2B payments is just 26%. That means 74% of cross-border B2B payments require manual intervention. Every manual touchpoint adds cost, introduces delay, and creates error risk.

### 3.5 THE PLATFORM-SPECIFIC PAIN

Each segment of the platform economy faces compounding variations of these core problems:

**Creator platforms** confront a fixed-cost problem for micropayouts. Legacy banking rails charge fixed per-transaction fees, making small-value payouts (\$1-50) uneconomical. Platforms are forced to withhold cashouts until earnings exceed a threshold, frustrating creators and reducing engagement. 24% of creators cite high transaction fees as their top grievance, and 20% cite exchange rate costs.

**Marketplaces** face multi-country KYC/KYB onboarding friction, diverse payout method requirements (bank, wallet, mobile money) across markets, and evolving tax reporting obligations (DAC7/DAC8 in the EU). 68% of US marketplace sellers have missed or delayed a payment obligation due to delayed payouts.

**SaaS platforms with global contractors** struggle with contractor classification risk, multi-country tax withholding complexity, and automation gaps. Only 5% of mid-size businesses have fully automated accounts payable and receivable processes.

### 3.6 THE COST OF GETTING IT WRONG

Failed cross-border payments cost US merchants \$3.8 billion in lost sales in 2023. When a payment fails straight-through processing, repair costs range from 30 minutes to several hours per incident. A multinational with 5,000 annual payment repairs could incur \$4.6 million in hidden costs per year.

The cost is not just financial. Every failed or delayed payout erodes trust between a platform and its earners. In the creator and gig economy, where talent is mobile and switching costs are low, payout reliability is a retention tool. 70% of digital entrepreneurs say they would switch platforms for better payout solutions.

### **3.7 THE HIDDEN PROBLEM: NO CROSS-MERCHANT INTELLIGENCE**

The problems above are well understood. Every payments company is working on speed, cost, and compliance. But there is a deeper structural problem that nobody is solving because nobody has the data to solve it.

The same payee gets discovered, verified, and KYC'd five separate times across five platforms. A creator earning on Patreon, a marketplace, and a gig platform goes through three independent onboarding flows, three separate compliance checks, and three isolated risk assessments. Each provider sees only their own slice. No one connects the dots.

This is not a product gap. It is an architectural gap. Traditional payout providers are built on a single-merchant data model. They cannot see cross-platform patterns because their systems were never designed to look. A payee flagged for suspicious activity on one platform continues transacting undetected on four others. A payee with a sterling reputation across three platforms still gets treated as an unknown on the fourth.

The payout ecosystem is flying blind, and every new platform that launches makes the problem worse.

This is the problem Anton was built to solve. Not just faster payments or cheaper FX, but the intelligence layer that the entire ecosystem is missing.

## 4. Solution

### 4.1 WHAT ANTON PAYMENTS DOES

Anton Payments provides a single API that enables platforms to pay anyone, anywhere, in any currency, with compliance and intelligence built into every transaction. There is no separate compliance workflow. No manual review queue for routine transactions. No multi-vendor integration puzzle. The platform sends a payout instruction. Anton handles everything else.

### 4.2 HOW IT WORKS

A platform integrates Anton's API once. From that point forward, the workflow is:

1. The platform submits a payout request via API with payee details, amount, and destination currency.
2. The Anton Engine evaluates the transaction across all five intelligence layers in real time: deterministic rules, anomaly detection, graph intelligence, payee network intelligence, and adaptive recalibration.
3. Based on the evaluation, Anton selects the optimal rail (Visa Direct, local ACH, mobile wallet, or alternative rails) considering speed, cost, and corridor availability.
4. KYB/KYC verification is handled via Persona integration, with intelligent caching so returning payees clear instantly.
5. The payout is executed, FX is applied at competitive rates with full transparency, and the platform receives real-time status updates via webhook.
6. Reconciliation, reporting, and regulatory filing happen automatically.

### 4.3 KEY DIFFERENTIATORS

**AI-native, not AI-added.** Every competitor in the space has bolted AI onto existing infrastructure. Anton was built from the ground up with intelligence as the core layer. The difference is architectural, not cosmetic: it means the Engine can make routing, compliance, and risk decisions that are impossible in bolt-on systems because those systems were not designed to share context across layers.

**The Payee Intelligence Graph.** Anton's core asset is a cross-merchant intelligence graph that resolves payee identities across platforms. Every payout provider today sees one merchant's payees. Anton sees all of them. When a payee is verified on one platform, that trust travels with them. When a payee is flagged on one platform, every platform is protected instantly. This graph gets denser and more valuable with every merchant onboarded, creating a compounding data moat that a competitor starting from zero cannot replicate.

**Compliance as product, not cost center.** For every competitor, compliance is an operational expense that scales linearly with headcount. For Anton, compliance is automated infrastructure that scales with compute. This is not a marginal improvement. It is a structural cost advantage that compounds with every transaction.

**Self-serve, partner-friendly model.** Anton is built for platforms that want to embed payout capabilities without building a payments team. API-first, documentation-first, sandbox-first. Platforms should be able to integrate, test, and go live without a single sales call if they choose.

**Lean by design.** Anton's AI-reduces-FTE thesis applies to Anton itself. Where competitors employ hundreds of compliance analysts, operations staff, and integration engineers, Anton is designed to operate with a fraction of the headcount at equivalent volume. This is not a future aspiration. It is a founding architecture decision.

### 4.4 PAYOUT RAIL COVERAGE

Anton's infrastructure supports multiple payout rails across target corridors:

REGION	RAILS	SETTLEMENT
North America	Visa Direct, ACH, wire	Minutes to same-day
Europe	SEPA, SEPA Instant, Visa Direct	Minutes to same-day
Australia / NZ	NPP, local bank transfer	Same-day
Latin America	Local bank, mobile wallet	Same-day to T+1
APEC	Local bank, mobile wallet	Same-day to T+1

### 4.5 WHO IT IS FOR

Anton's platform is purpose-built for businesses that disburse payments to a distributed, global base of earners:

- **Creator platforms** paying content creators, streamers, and influencers across 50+ countries
- **Marketplaces** disbursing seller earnings in local currencies
- **SaaS platforms** paying global contractors and freelancers
- **Gig economy platforms** handling high-frequency, cross-border worker payouts
- **Adult entertainment platforms** with specialized compliance and banking requirements

## 5. Anton Engine: AI Architecture

### 5.1 OVERVIEW

The Anton Engine is a five-layer intelligence system that operates as the core processing layer for every transaction. It is not a sidecar. It is not a post-processing step. Every payout flows through the Engine, and every decision the Engine makes feeds back into its intelligence to improve future decisions.

The five layers operate in concert, sharing context and signals across a unified data model. This cross-layer communication is the architectural advantage that cannot be replicated by bolting separate AI tools onto legacy payment infrastructure.

### 5.2 LAYER 1: DETERMINISTIC RULES

The foundation layer applies hard regulatory rules with zero ambiguity. Sanctions screening (OFAC, EU, UN lists), jurisdiction restrictions, transaction limits, velocity checks, and regulatory thresholds. These rules are non-negotiable and non-learnable. They execute with sub-millisecond latency and 100% accuracy.

This layer exists because not everything should be probabilistic. When a jurisdiction is sanctioned, the answer is always no. The Engine knows the difference between rules that are fixed and patterns that evolve.

### 5.3 LAYER 2: ANOMALY DETECTION

Statistical and ML-based detection of transaction patterns that deviate from established baselines. This layer identifies unusual amounts, timing patterns, velocity spikes, and behavioral shifts at both the individual payee and platform level.

Unlike traditional transaction monitoring systems that generate false-positive rates of up to 95%, the Anton Engine's anomaly detection is contextualized by the other four layers. A \$10,000 payout to a creator who earned \$10,000 this month is normal. The same payout to a creator who typically earns \$500 is anomalous. The Engine knows the difference because it maintains continuous behavioral profiles, not static threshold rules.

### 5.4 LAYER 3: GRAPH INTELLIGENCE

Network analysis of relationships between entities: platforms, payees, bank accounts, devices, and geographic patterns. Graph intelligence detects structuring, layering, and coordinated fraud patterns that are invisible to transaction-level monitoring.

This layer identifies when a cluster of apparently independent payees share infrastructure (same bank branch, same device fingerprint, same IP range) in ways that suggest coordinated manipulation. It also identifies legitimate business patterns (e.g., a production company paying multiple freelancers on the same project) to reduce false positives.

### 5.5 LAYER 4: PAYEE NETWORK INTELLIGENCE

Cross-platform reputation scoring. When a payee has been verified and transacted successfully across multiple Anton-connected platforms, that trust history travels with them. A creator who has been paid reliably through three different platforms does not need to be treated as an unknown entity when they join a fourth.

This creates a network effect: every platform that joins Anton makes every other platform's payouts faster and cheaper, because the Engine's intelligence about payees is shared (with appropriate privacy controls) across the network.

### 5.6 LAYER 5: ADAPTIVE RECALIBRATION

The Engine continuously evaluates its own performance. When a false positive is identified, the Engine adjusts the models that generated it. When a new fraud pattern emerges, the Engine propagates detection signals across all layers. When regulatory guidance changes, the Engine updates its rule sets and reweights its risk models.

This is not batch retraining on a quarterly cycle. It is continuous, real-time adaptation. The Engine gets smarter with every transaction, which means Anton's compliance accuracy and operational efficiency improve with scale, not degrade.

### 5.7 WHY THIS CANNOT BE EASILY REPLICATED

Building a five-layer intelligence system is not the hard part. The hard part is building a payment infrastructure from the ground up where the intelligence system is the processing layer, not an overlay. Every incumbent would need to re-architect their core transaction pipeline to achieve what Anton has built as its foundation.

Wise would need to insert intelligence between its direct banking connections and its processing engine. Airwallex would need to refactor its multi-product platform to route all transactions through a unified intelligence layer. Payoneer would need to replace its third-party fraud tools

with an integrated system. None of them will do this. They will continue to bolt on AI to existing infrastructure, which means they will continue to carry the operational overhead that Anton eliminates.

## 6. Market Opportunity

### 6.1 TOTAL ADDRESSABLE MARKET

Global cross-border payment flows reached \$194.6 trillion in 2024, with the B2B segment accounting for \$31.6 trillion. This B2B volume is projected to grow to \$50 trillion by 2032 at a 5.9% CAGR.

The revenue pool is where the business case sharpens. Cross-border B2B payments generated approximately \$154 billion in annual revenue in 2023, projected to reach \$280 billion by 2030. B2B e-commerce cross-border payments are the fastest-growing sub-segment at \$10 trillion in 2023, projected to reach \$21.9 trillion by 2030 at a 12% CAGR.

### 6.2 SERVICEABLE ADDRESSABLE MARKET

Anton's SAM sits at the intersection of embedded payments and cross-border B2B infrastructure. The payments-as-a-service market, which most directly maps to API-first payout infrastructure, is sized at \$14.5-18.3 billion in 2024-2025, projected to reach \$45.6-58.8 billion by 2030.

The embedded finance market underpinning this segment reached \$83-146 billion in 2023-2025 and is projected to reach \$588-690 billion by 2030 at 32-36% CAGR. Embedded payments represent the dominant category at 28-49% of embedded finance.

Triangulating these data points, the cross-border payout-specific SAM is conservatively estimated at \$8-15 billion in 2025, growing to \$30-50 billion by 2030.

### 6.3 SERVICEABLE OBTAINABLE MARKET

Anton's initial SOM targets the creator platform and marketplace payout segment across NA-to-EU corridors. This represents a \$200-400M revenue opportunity in Year 1-3, of which Anton targets \$4.5M by Year 3 (approximately 1-2% of the accessible sub-segment).

A critical market structure finding validates the opportunity: no single non-bank player holds more than 1% global market share in B2B cross-border payments. The market is not a duopoly to disrupt. It is a fragmented landscape where specialized, intelligent infrastructure can capture outsized share in specific verticals.

### 6.4 SEGMENT SIZING

**Creator economy payouts:** The global creator economy reached \$205 billion in 2024 and is projected to reach \$480 billion by 2027 at 22-24% CAGR. There are 200-400+ million global creators, but only 4% earn over \$100K, meaning payout infrastructure must handle high-frequency, small-value disbursements across 100+ countries. The payout infrastructure revenue opportunity within this segment is estimated at \$2-5 billion annually.

**Marketplace seller payouts:** B2B e-commerce cross-border payments are the largest B2B category, growing at 12% CAGR. 70%+ of digital entrepreneurs would switch platforms for better payout solutions, creating a massive wedge for infrastructure providers that can reduce friction.

**Contractor payouts:** The gig economy reached \$582 billion in 2025, projected to hit \$2.18 trillion by 2034 at 15.8% CAGR. 76.4 million freelancers in the US alone (36% of the workforce), with cross-border contractor payout flows conservatively estimated at \$150-300 billion annually.

### 6.5 GROWTH DRIVERS

Four secular trends are compounding simultaneously:

**Remote workforce expansion** has tripled since 2020, with 59% of organizations operating across three or more time zones and Latin America and Eastern Europe seeing 156% and 143% growth in remote hiring respectively.

**Creator economy acceleration** at 22-24% CAGR is creating millions of new cross-border payees annually, each requiring compliant disbursement infrastructure.

**Embedded finance adoption** is projected to grow at 32-36% CAGR as platforms increasingly embed financial services rather than building them. This benefits API-first infrastructure providers directly.

**Regulatory modernization** including ISO 20022 migration, FedNow, PSD3, and the G20 target of 75% of cross-border payments settling within one hour by 2027, is reducing structural friction and creating opportunities for compliant, modern infrastructure.

## 7. Competitive Landscape

### 7.1 MARKET MAP

The cross-border payout infrastructure market consists of four categories: pure-play infrastructure providers, multi-product payment platforms, network aggregators, and legacy incumbents. No player competes across all dimensions simultaneously, and no player has claimed the AI-native position.

### 7.2 KEY COMPETITORS

**Wise** (Market cap: ~\$12B, Revenue: ~\$2.2B FY2025) is the largest pure-play with a 75% gross margin and 53-58 basis point take rate. Wise Platform serves 85+ bank partners. Strength: direct banking connections in 5 domestic payment systems, aggressive pricing. Weakness: consumer-first brand, limited emerging-market depth, AI used operationally but not positioned as core differentiator.

**Airwallex** (Valuation: \$8B, ARR: ~\$1B) is the strongest AI-positioned competitor, with \$235B+ annualized payment volume across 150+ countries. Previewed AI agents for expense management and plans \$1B US investment. Strength: rapid growth, strong developer experience, AI narrative. Weakness: AI applied to expense management, not payout orchestration. Multi-product sprawl dilutes payout focus.

**Payoneer** (Market cap: ~\$1.7B, Revenue: ~\$1B) serves 190 countries with a focus on SMBs and marketplace sellers. Uses third-party AI (Oscilar, Resistant AI) for fraud detection. Strength: 2,000+ organic marketplace integrations. Weakness: thin net margins (~7%), AI is outsourced not native, legacy architecture.

**Nium** (Valuation: \$1.4B, down 30% from peak) offers the deepest real-time payout network with 100 countries supporting real-time settlement. Strength: infrastructure depth, bank/FI focus. Weakness: valuation pressure, early on AI, complex enterprise sales cycle.

**dLocal** (Market cap: ~\$3.5B, Revenue: \$1.09B) is the emerging-market specialist with 60% YoY TPV growth and strong profitability. Strength: unmatched EM depth, "One dLocal" single API. Weakness: minimal AI positioning, take-rate compression (1.6% to 0.88%), EM-specific.

**Rapyd/PayU** (Valuation: \$4.5B combined) merged in March 2025 to create a 100+ country, 1,200+ payment method platform. Strength: breadth, Tier-1 clients. Weakness: integration risk post-merger, AI focused on back-office cost reduction not payout intelligence.

**Stripe Connect** (Parent valuation: \$91B+) leverages Stripe's dominant developer ecosystem with Global Payouts reaching 50+ countries. Strength: developer trust, distribution, Radar for fraud. Weakness: cross-border payouts are a feature within a platform, not the product.

### 7.3 LEGACY INCUMBENTS

**Convera** (formerly Western Union Business Solutions) processes \$170B+ annually across 200+ countries. Completed cloud migration to AWS and partnered with Ripple for stablecoin settlement (March 2026). Banks are increasingly partnering with fintechs rather than building: Standard Chartered partnered with Wise Platform, and JPMorgan scaled its Liink blockchain network to 427 institutions. However, banks are simultaneously de-risking, terminating relationships with 127 African institutions in 2024-2025 and creating corridor gaps that fintechs can fill.

### 7.4 POSITIONING: WHERE ANTON WINS

Anton does not compete on breadth of countries or payment methods. Anton competes on intelligence. The positioning matrix:

DIMENSION	INCUMBENTS	FINTECH LEADERS	ANTON
AI Architecture	Bolt-on tools	Feature-level ML	Core operating layer
Cross-Merchant Data	None	None	Payee Intelligence Graph
Compliance Cost	Scales with headcount	Partially automated	Scales with compute
Integration	Complex, sales-led	API-available	API-first, self-serve
False Positive Rate	90-95%	60-80% (est.)	Target: <20%
Time to First Payout	Weeks-months	Days-weeks	Hours-days
Ideal Customer	Enterprise/bank	Mid-market	Platform economy

The wedge is clear: creator platforms and marketplaces that need compliant, fast, affordable cross-border payouts without building a 50-person compliance team. Anton serves this segment better than anyone because the Engine replaces the team. But the deeper competitive barrier is the graph. Every competitor sees one merchant's payees. Anton sees all of them. That data advantage compounds with every

merchant onboarded, and a competitor starting from zero has no graph, no behavioral history, and no way to offer cross-merchant intelligence.

## 8. Business Model and Pricing

### 8.1 REVENUE MODEL

Anton generates revenue through three streams, all aligned with transaction volume growth:

**Transaction fees** are the primary revenue driver. Anton charges a percentage-based fee on each cross-border payout, tiered by corridor and volume. This model aligns Anton's revenue with platform growth: as clients scale, both parties benefit.

**FX spread** is the secondary revenue driver. Anton applies a transparent markup above mid-market rates, significantly below bank rates (2-5%) and competitive with fintech leaders (0.5-1.5%). The spread is disclosed, not hidden.

**Premium API tiers** provide optional enhanced services including priority settlement, advanced analytics dashboards, custom compliance reporting, and dedicated support. These are priced as monthly subscriptions rather than per-transaction fees.

### 8.2 PROPOSED PRICING STRUCTURE

Based on competitive benchmarks across Wise, Stripe, Airwallex, Payoneer, and Nium:

COMPONENT	STANDARD TIER	GROWTH TIER	ENTERPRISE
Transaction Fee	0.75%	0.50%	Custom (0.25-0.40%)
FX Spread	0.60%	0.45%	0.30%
Monthly Platform Fee	\$0	\$299/mo	Custom
Volume Threshold	Up to \$100K/mo	\$100K-\$1M/mo	\$1M+/mo
Blended Take Rate	~1.35%	~0.95%	~0.55-0.70%

This positions Anton at:

- **Below banks** (3-7% total cost) by 70-85%
- **Competitive with Wise** (0.59% avg) on the FX component while adding compliance automation
- **Below Stripe Global Payouts** (0.25-1.25% + 0.5-2% FX) for most corridors
- **Above pure FX plays** (0.3-0.5%) because Anton includes compliance infrastructure they do not

### 8.3 UNIT ECONOMICS

METRIC	YEAR 1	YEAR 3	YEAR 5
Avg. Transaction Size	\$500	\$750	\$1,000
Revenue per Transaction	\$5.00	\$5.63	\$6.50
Cost per Transaction	\$1.75	\$1.58	\$1.43
Contribution Margin	65%	72%	78%
Monthly Volume per Client	\$200K	\$500K	\$1.2M
Monthly Revenue per Client	\$2,000	\$4,250	\$7,800
Annual Revenue per Client	\$24,000	\$51,000	\$93,600

### 8.4 WHY THIS WORKS

The margin structure improves with scale because Anton's cost base is infrastructure, not headcount. The Engine processes the 10,000th transaction at roughly the same cost as the 100th. Traditional providers see costs scale linearly because each additional transaction generates compliance alerts that require human review. Anton's compliance costs scale with compute, which is 10-100x cheaper than human review at volume.

Industry benchmarks support the target margins: Wise operates at 75% gross margin, Payoneer at 84% (including interest income), and infrastructure-layer players typically achieve 70-80% at scale.

## 9. Go-to-Market Strategy

### 9.1 LAUNCH CORRIDOR: NORTH AMERICA TO EUROPE

The NA-to-EU corridor is the highest-volume, best-regulated starting point. Both sides have mature real-time payment infrastructure (ACH/Visa Direct in NA, SEPA/SEPA Instant in EU), clear regulatory frameworks, and the densest concentration of creator platforms and marketplaces.

Starting here allows Anton to prove the technology in a corridor where compliance requirements are stringent but well-defined, before expanding to corridors with more regulatory ambiguity.

### 9.2 CORRIDOR EXPANSION SEQUENCE

PHASE	CORRIDORS	TIMELINE	RATIONALE
Phase 1	NA to EU	Months 1-6	Highest volume, best regulated
Phase 2	NA to AU/NZ	Months 6-12	English-speaking, strong regulatory framework
Phase 3	NA to LATAM	Months 12-18	Growing remote workforce, corridor demand
Phase 4	NA to APEC	Months 18-24	Largest long-term opportunity

### 9.3 CUSTOMER ACQUISITION STRATEGY

**Phase 1: Founder-led sales (Months 1-12).** Ryan's 20-year payments industry network drives the first 5-8 platform clients. Warm leads from existing industry relationships provide the initial pipeline. This is not scalable, and it is not meant to be. The goal is to onboard design partners who will validate the product, provide feedback, and become case studies.

The initial pipeline is already forming. Five platform clients across creator and marketplace verticals are in active conversations, representing over \$3.6M in combined monthly payout volume. These prospects span multiple risk profiles and jurisdictions, validating both the corridor strategy and the compliance-first positioning. This pipeline alone, if closed, would exceed the Year 1 base case TPV target.

**Phase 2: Developer-led growth (Months 6-18).** API documentation, sandbox environment, and integration guides are published. Creator platform and marketplace developers discover Anton through technical content, developer communities, and word-of-mouth from Phase 1 clients. Self-serve onboarding reduces CAC to near-zero for smaller platforms.

**Phase 3: Partnership-led expansion (Months 12-24).** Strategic partnerships with platform infrastructure providers (e-commerce tools, creator economy SaaS, payment orchestrators) embed Anton as a recommended or default payout option. Each partnership is a distribution channel that delivers pre-qualified leads.

### 9.4 TARGET CUSTOMER PROFILE

The ideal Day 1 customer is a creator platform or marketplace with the following characteristics:

- Disbursing \$100K-\$5M monthly to international payees
- Currently using manual processes or a patchwork of payment providers
- Experiencing compliance friction, payout delays, or creator/seller churn related to payment experience
- Technical team comfortable with API integration
- Operating primarily on NA-to-EU corridors

### 9.5 PRICING AS WEDGE

Anton's pricing is designed to be a no-brainer for platforms currently paying bank rates (3-7%) or managing multi-provider stacks. The pitch is not "we are cheaper." The pitch is "we replace your compliance team, your payment ops team, and three of your payment vendors with a single API, and we cost less than any one of them alone."

## 10. Technology and Infrastructure

### 10.1 STACK OVERVIEW

Anton's infrastructure is built on modern, enterprise-grade components with security and compliance as foundational requirements, not afterthoughts.

LAYER	TECHNOLOGY	RATIONALE
Backend	Go	Performance, concurrency, type safety
Database	Cloud SQL (PostgreSQL)	ACID compliance, mature ecosystem
Cache	Memorystore (Redis)	Session management, rate limiting
Cloud	Google Cloud Platform (GKE)	Global HTTPS LB, Cloud CDN, Cloud Armor
IaC	Terraform	Reproducible, auditable infrastructure
PCI Vault	Basis Theory	PCI DSS tokenization, zero PCI scope for Anton
Auth	WorkOS	Enterprise SSO, RBAC for ops + merchant portals
KYB/KYC	Persona	Identity verification, UBO, document verification
Compliance Partner	Baker Tilly	SOC 2, PCI DSS, ISO 2026 certification

### 10.2 ARCHITECTURE DECISIONS

**Multi-repo architecture** (api-service, anton-engine, merchant portal, operations portal, www, infra) provides separation of concerns, independent deployment, and granular access control. This is a deliberate choice over monorepo for security and compliance reasons: the Engine repository has restricted access, and infrastructure changes require separate review and approval.

**Decoupled Terraform with autoneg controller** enables infrastructure changes to be reviewed, approved, and applied independently of application deployments. This supports the compliance audit trail required for SOC 2 and PCI DSS.

**Basis Theory for PCI tokenization** means Anton never touches raw card data. PCI compliance scope is reduced to near-zero, which dramatically simplifies certification and reduces audit costs.

**WorkOS for authentication** provides enterprise-grade SSO, MFA, and RBAC without building auth infrastructure. The permission model supports 8 operations roles (from superadmin to viewer) and 5 merchant roles (from admin to viewer), with a three-tier permission system that blocks .env reads, requires confirmation for infrastructure operations, and hard-denies force pushes and production deletion.

### 10.3 SECURITY POSTURE

Anton's infrastructure audit (March 2026) achieved a certification readiness score of 85/100 with zero critical findings. The remaining items are production deployment and CI/CD finalization tasks, not architectural gaps.

The security policy suite (AP-POL-001 through AP-POL-011) covers information security, access control, incident response, data protection, acceptable use, and business continuity, all formatted and auditable in the branded Anton document standard.

### 10.4 THE ANTON ENGINE: TECHNICAL IMPLEMENTATION

The Anton Engine is implemented as a separate service (Option B architecture) with its own repository and shared PostgreSQL database using isolated database roles. This design provides:

- Independent scaling of intelligence processing from payment processing
- Dedicated compute resources for ML inference without impacting transaction latency
- Isolated access controls for the Engine's data and models
- Clean separation between deterministic payment logic and probabilistic intelligence

The five intelligence layers share a common data model but execute independently, with a unified scoring pipeline that aggregates signals across layers before producing a transaction decision.

## 11. Regulatory and Compliance Strategy

### 11.1 LICENSING ROADMAP

LICENSE/REGISTRATION	JURISDICTION	STATUS	TIMELINE
FINTRAC MSB	Canada	Application pending	Q2 2026
FinCEN MSB	United States	Application pending	Q2 2026
MTL (Money Transmitter)	US states (phased)	Planning	Q3-Q4 2026
EMI (E-Money Institution)	EU (via Lithuania or Ireland)	Planning	Q4 2026 - Q1 2027
AFSL consideration	Australia	Scoping	2027

### 11.2 COMPLIANCE AS COMPETITIVE ADVANTAGE

Most startups treat compliance as a cost to minimize. Anton treats it as a moat to build.

The compliance-first posture serves three strategic purposes. First, it is a prerequisite for operating in regulated markets, and doing it well from Day 1 avoids the technical debt that forces later-stage companies into expensive remediation. Second, it is a trust signal to platform clients who are themselves regulated or reputationally sensitive. Third, and most importantly, the Engine's compliance automation is only credible if Anton itself operates at the highest compliance standard.

### 11.3 CERTIFICATION ROADMAP

Baker Tilly is engaged as compliance partner for three certifications:

- **SOC 2 Type I** targeted for Q4 2026, Type II for Q2 2027
- **PCI DSS** certification leveraging Basis Theory's PCI scope reduction, targeted for Q1 2027
- **ISO 27001** targeted for 2027

These certifications are not optional for enterprise platform clients. They are table stakes. Having them in progress (with a Big 4 adjacent partner) at the seed stage is a meaningful differentiator.

### 11.4 THE ENGINE'S ROLE IN ONGOING COMPLIANCE

The Anton Engine is not just a product feature. It is Anton's own compliance infrastructure. The same intelligence layers that automate compliance for platform clients also power Anton's own AML/KYC/sanctions screening obligations.

This creates a virtuous cycle: as Anton processes more transactions and improves the Engine's accuracy, Anton's own compliance costs decrease, internal audit quality improves, and the regulatory posture strengthens. The Engine's performance is auditable, explainable, and continuously improving, which is exactly what regulators want to see.

## 12. Team and Hiring Plan

### 12.1 FOUNDER

**Ryan Olson, CEO and Co-Founder.** 20 years in the payments industry spanning compliance, payout infrastructure, FX, and platform economics. Previously co-founded a compliance-first payouts and FX company where he led ISO/SOC 2/PCI DSS certification efforts and built integrations with Visa Direct, CurrencyCloud, PayPal Hyperwallet, and other major payout rails. Deep technical background with hands-on experience across Go, GCP, Terraform, and modern cloud infrastructure. Built Anton's entire technical stack, API service, compliance policy suite, and Engine architecture as a solo founder.

Ryan combines a rare dual competency: he can write the Go code, configure the Terraform, and also navigate a FINTRAC audit. This matters at the seed stage because it means Anton does not need to hire a CTO and a compliance officer before shipping product. The founder is both.

### 12.2 HIRING PLAN

PRIORITY	ROLE	TIMELINE	RATIONALE
1	Compliance & Regulatory Lead	Month 1-2 post-close	Drives FINTRAC/FinCEN completion, MTL/EMI apps, SOC 2 prep
2	DevOps / SRE	Month 2-3 post-close	Production deployment, CI/CD, monitoring, incident response
3	Head of Partnerships / BD	Month 4-6 post-close	Pipeline development, platform partnerships, corridor expansion
4	Backend / Infra Engineer	Month 6-9 post-close	Engine development, rail integrations, API enhancements

### 12.3 THE AI-REDUCES-FTE THESIS, APPLIED TO ANTON

Anton practices what it preaches. The company is designed to operate with 35-45 people at \$3B TPV, a level that competitors staff with 200-500+ employees. This is possible because:

- The Engine automates compliance review that competitors staff with analyst teams
- Multi-agent development orchestration (Claude Code with architect, auditor, compliance, devops, and reviewer agents) accelerates engineering output per developer
- Self-serve platform onboarding reduces the need for sales engineering headcount
- Automated reconciliation and reporting eliminate back-office operations roles

This is not about being cheap. It is about deploying capital on intelligence and infrastructure rather than headcount. Every dollar not spent on a compliance analyst is a dollar invested in making the Engine smarter.

### 12.4 CO-FOUNDER

Ryan is open to bringing on a technical co-founder with deep ML/AI engineering or enterprise sales experience. However, the architecture is deliberately designed so that one founder with AI-augmented development tooling can ship at the velocity of a small team. The entire Anton stack -- API service, Engine architecture, infrastructure, compliance suite, merchant portal -- was built solo using multi-agent orchestration. A co-founder would accelerate the roadmap, not unblock it.

### 12.5 ADVISORY BOARD

Anton is actively building an advisory board with expertise in cross-border payments regulation, AI/ML in financial services, and platform economy go-to-market. Advisor agreements are in place with standard vesting terms.

## 13. Financial Projections

### 13.1 ASSUMPTIONS

The financial model is built on conservative assumptions grounded in market data:

- **Average transaction size:** Starting at \$500 (creator/gig payouts), growing to \$1,000 by Year 5 as marketplace and enterprise clients scale
- **Blended take rate:** Starting at 1.00% (weighted toward Standard tier), compressing to 0.65% by Year 5 as volume pricing kicks in
- **Client acquisition:** 5-8 clients in Year 1 (founder-led), scaling to 150+ by Year 5
- **Monthly volume per client:** Starting at \$200K, growing to \$1.2M as platforms scale and corridor expansion increases per-client opportunity
- **Gross margin:** Starting at 65%, improving to 78% as fixed infrastructure costs are amortized over growing volume
- **Burn rate:** \$60-80K/month in Year 1, increasing to \$200-250K/month by Year 3

### 13.2 FIVE-YEAR REVENUE PROJECTIONS

METRIC	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Platform Clients	5-8	15-25	40-60	80-120	150+
Monthly TPV	\$2M	\$15M	\$42M	\$120M	\$250M
Annual TPV	\$25M	\$180M	\$500M	\$1.4B	\$3B
Blended Take Rate	1.00%	0.90%	0.85%	0.75%	0.65%
Gross Revenue	\$250K	\$1.6M	\$4.5M	\$10.5M	\$19.5M
FX Revenue	\$0	\$400K	\$1.5M	\$3.5M	\$7.5M
Premium Tier Revenue	\$0	\$100K	\$400K	\$1M	\$2M
<b>Total Net Revenue</b>	<b>\$175K</b>	<b>\$1.8M</b>	<b>\$4.5M</b>	<b>\$10.5M</b>	<b>\$27M</b>
COGS	\$61K	\$540K	\$1.26M	\$2.63M	\$5.94M
<b>Gross Profit</b>	<b>\$114K</b>	<b>\$1.26M</b>	<b>\$3.24M</b>	<b>\$7.88M</b>	<b>\$21.06M</b>
<b>Gross Margin</b>	<b>65%</b>	<b>70%</b>	<b>72%</b>	<b>75%</b>	<b>78%</b>

### 13.3 OPERATING EXPENSES

CATEGORY	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Team (salaries + benefits)	\$450K	\$1.2M	\$2.2M	\$4M	\$6.5M
Infrastructure (GCP, tools)	\$120K	\$250K	\$450K	\$800K	\$1.2M
Compliance & Legal	\$150K	\$300K	\$400K	\$500K	\$600K
Licensing Fees	\$50K	\$150K	\$250K	\$350K	\$450K
Marketing & BD	\$30K	\$150K	\$350K	\$700K	\$1.2M
Office & Admin	\$25K	\$60K	\$100K	\$180K	\$250K
<b>Total OpEx</b>	<b>\$825K</b>	<b>\$2.1M</b>	<b>\$3.75M</b>	<b>\$6.53M</b>	<b>\$10.2M</b>

### 13.4 PATH TO PROFITABILITY

METRIC	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Gross Profit	\$114K	\$1.26M	\$3.24M	\$7.88M	\$21.06M
Total OpEx	\$825K	\$2.1M	\$3.75M	\$6.53M	\$10.2M
<b>EBITDA</b>	<b>-\$711K</b>	<b>-\$840K</b>	<b>-\$510K</b>	<b>\$1.35M</b>	<b>\$10.86M</b>
EBITDA Margin	-	-	-11%	13%	40%
Cash Burn (cumulative)	\$711K	\$1.55M	\$2.06M	-	-
<b>Breakeven</b>				<b>Q2 Year 4</b>	

Anton reaches EBITDA breakeven in Year 4 with approximately \$1.4B in annualized TPV. This is consistent with industry benchmarks: Wise reached profitability at approximately \$700M revenue, and dLocal has been profitable since its 2021 IPO.

### 13.5 KEY METRICS

METRIC	YEAR 1	YEAR 3	YEAR 5
CAC (blended)	\$5,000	\$3,500	\$2,500
Annual Revenue per Client	\$24K	\$51K	\$94K
LTV (5-year, 5% churn)	\$100K+	\$200K+	\$350K+
LTV:CAC	20:1	57:1	140:1
Net Revenue Retention	-	130%+	125%+
Payback Period	2.5 months	1 month	<1 month

### 13.6 COHORT ECONOMICS

The financial model assumes that existing clients grow their volume over time as they expand their own operations and add corridors. This is consistent with industry data: dLocal reported net revenue retention of 149% at peak, and Payoneer shows 18% annual ARPU growth. Anton's NRR target of 125-130% is conservative relative to these benchmarks.

## 14. Funding and Use of Proceeds

### 14.1 ROUND DETAILS

PARAMETER	DETAIL
Instrument	SAFE (Simple Agreement for Future Equity)
Target Raise	\$1-2M
Pre-Money Valuation Cap	Under \$10M
Use	12-18 months of runway to reach revenue and key milestones

### 14.2 USE OF PROCEEDS

CATEGORY	ALLOCATION	PURPOSE
Engineering & Infrastructure	35%	Production deployment, CI/CD, Engine development, rail integrations
Compliance & Licensing	25%	FINTRAC/FinCEN completion, MTL/EMI applications, SOC 2 prep, Baker Tilly engagement
Team	25%	Compliance lead, DevOps/SRE, initial BD hire
Operations & Working Capital	10%	Legal, banking relationships, office, tools
Reserve	5%	Contingency buffer

### 14.3 MILESTONE-BASED ROADMAP

MILESTONE	TIMELINE	CAPITAL REQUIRED
FINTRAC + FinCEN registration complete	Month 3	Compliance allocation
Production infrastructure live	Month 4	Engineering allocation
SOC 2 Type I audit initiated	Month 6	Compliance allocation
First platform client live (NA-to-EU)	Month 6-8	Engineering + BD
5 platform clients, \$2M monthly TPV	Month 12	Full seed deployment
First MTL application filed	Month 9-12	Compliance allocation
Revenue run-rate: \$15K+ MRR	Month 12	Organic from operations

### 14.4 PATH TO SERIES A

The seed round positions Anton to raise a Series A of \$5-10M at Month 18-24, triggered by:

- \$500K+ ARR or \$40K+ MRR
- 15+ platform clients live
- 3+ corridors operational
- SOC 2 Type I certified
- FINTRAC and FinCEN registered, MTL application in progress
- Engine demonstrating measurable compliance cost reduction for clients

The Series A will fund corridor expansion (LATAM, APEC), additional rail integrations, team scaling to 15-20, and EMI licensing for direct EU operations.

## 15. Risk Factors and Mitigation

### 15.1 REGULATORY RISK

**Risk:** Licensing delays, regulatory changes, or compliance failures could prevent or slow market entry.

**Mitigation:** Compliance-first culture from founding. Compliance lead is the first hire. Baker Tilly engaged before revenue. Policy suite already built. FINTRAC/FinCEN applications filed early. The Engine itself is a compliance tool, meaning regulatory scrutiny is an advantage, not a threat, for a company that automates compliance better than anyone.

### 15.2 MARKET AND COMPETITIVE RISK

**Risk:** Incumbents with \$1B+ revenue could enter the AI-native payout space, or new entrants with deeper funding could compete directly.

**Mitigation:** Anton's advantage is architectural, not capital. Re-architecting an existing payment platform to make AI the core layer is a multi-year, high-risk project that no incumbent will prioritize over incremental improvements. The Engine's intelligence compounds with transaction volume, creating a data moat that grows with each client. First-mover advantage in AI-native positioning is real because it is an identity claim, not a feature claim.

### 15.3 CONCENTRATION RISK

**Risk:** With 5-8 clients in Year 1, the loss of a single client could materially impact revenue.

**Mitigation:** Diversified pipeline across creator platforms, marketplaces, and SaaS segments. Multi-year contracts with volume commitments where possible. High switching costs once integrated (API integration, compliance data, payee history). Industry enterprise churn is typically below 5% annually.

### 15.4 TECHNOLOGY RISK

**Risk:** The Engine's AI models could underperform, produce unexpected results, or fail to scale.

**Mitigation:** The Engine's five-layer architecture includes a deterministic rules layer (Layer 1) that operates independently of ML models, providing a compliance floor regardless of model performance. Adaptive recalibration (Layer 5) continuously monitors and corrects model drift. The architecture is designed so that AI failures degrade to conservative manual review, not to compliance failures.

### 15.5 SOLO FOUNDER RISK

**Risk:** Investors may view a solo founder as a key-person risk.

**Mitigation:** Ryan's dual technical and compliance competency reduces dependency on multiple hires. The first four hires are designed to distribute critical functions. Advisory board provides strategic coverage. Multi-agent development orchestration extends engineering capacity beyond a single developer. Openness to a co-founder with complementary skills addresses this directly.

### 15.6 CAPITAL RISK

**Risk:** \$1-2M may be insufficient if licensing takes longer or client acquisition is slower than projected.

**Mitigation:** Conservative burn rate (\$60-80K/month Year 1). Milestone-based spending with clear go/no-go gates. Revenue target within 12 months of close. Path to revenue does not require more than 8 clients. Reserve allocation in use of proceeds.

## 16. Appendices

### APPENDIX A: DETAILED FINANCIAL MODEL

A comprehensive five-year financial model with monthly granularity is available as a separate Excel workbook (AP-FIN-001). The model includes scenario analysis (base, conservative, aggressive), sensitivity tables for take rate, volume, and client acquisition assumptions, and detailed cohort modeling.

### APPENDIX B: TECHNICAL ARCHITECTURE DIAGRAM

A detailed GCP infrastructure diagram is available as a separate document showing the full production architecture including Cloud Run services, Cloud SQL, Memorystore, VPC configuration, Cloud Armor, and CDN topology.

### APPENDIX C: REGULATORY TIMELINE

A detailed regulatory timeline showing the sequencing and dependencies of FINTRAC, FinCEN, MTL, and EMI applications with key milestones and decision points.

### APPENDIX D: ANTON ENGINE DESIGN DOCUMENT

The Anton Engine v2.0 design document provides detailed technical specifications for each of the five intelligence layers, including data models, inference pipelines, and performance benchmarks.

### APPENDIX E: COMPETITIVE ANALYSIS DETAIL

Extended competitive profiles for each of the nine competitors analyzed in Section 7, including funding history, geographic coverage maps, and product feature matrices.

### APPENDIX F: POLICY DOCUMENT INDEX

DOC ID	TITLE
AP-POL-001	Information Security Policy
AP-POL-002	Access Control Policy
AP-POL-003	Incident Response Policy
AP-POL-004	Data Protection Policy
AP-POL-005	Acceptable Use Policy
AP-POL-006	Business Continuity Policy
AP-POL-007	Change Management Policy
AP-POL-008	Vendor Management Policy
AP-POL-009	Encryption Policy
AP-POL-010	Network Security Policy
AP-POL-011	Physical Security Policy



## DOCUMENT INFORMATION

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<b>OWNER</b> Ryan Olson, CEO & Co-Founder	<b>APPROVED BY</b> Ryan Olson

## REVISION HISTORY

VERSION	DATE	AUTHOR	CHANGE SUMMARY
1.0	2026-04-01	Ryan Olson	Initial version for seed fundraising

