

INVESTOR ONE-PAGER

Europe's First CASP-Licensed B2B Grain Trading Marketplace

€32.6B

SAM (PL+DE+NL)

~96%

GROSS MARGIN

0.3%

FEE / TRADE

€13-22.4M

REVENUE Y5

Jan 2027

FIRST TRADES

THE PROBLEM

European grain trading runs on phone calls, spreadsheets and handshakes. The €32.6B Poland–Germany–Netherlands market is ~93% fragmented, lacks transparent pricing, and settles in 3–5 days. Each tonne changes hands an average of 3.5x from farm to processor — every trade a manual reconciliation.

THE SOLUTION — THREE LAYERS

NFT Warehouse Receipts — ERC-721 on Polygon PoS. Digital title to a physical grain lot, quality metadata on IPFS.

EURC Smart Escrow — Circle EURC (EMT under MiCA). T+0 settlement, no counterparty risk.

Marketplace — Discovery, matching and dispute resolution. Each resale = new transaction on the same NFT chain. No physical rehandling.

Regulatory moat: CASP Class 3 license (MiCA) from FSA Estonia → EU-wide passporting. NFT receipts are utility tokens, **not securities** (MiFID II Art. 4(1)(15) C7 exemption). No proprietary token, no ART/EMT issuance.

BUSINESS MODEL

| | |
|--|---------------|
| Commission per transaction | 0.3% |
| Effective rate on physical GMV (×3.5) | 1.05% |
| Average lot price (8 crops, weighted) | €355/t |
| Gross margin (Circle ~0%, gas ~€0.01/tx) | ~96% |
| vs. legacy broker fees (1–3%) | 3–10x cheaper |

MARKET

| LEVEL | VALUE | SCOPE |
|--------|-------------|---------------------------------|
| TAM | ~€300–400B | EU-27 B2B grain (incl. resales) |
| SAM | €32.6B | Poland + Germany + Netherlands |
| SOM Y1 | €50–90M | Poland only (0.15–0.27%) |
| SOM Y5 | €1.24–2.13B | All 3 markets (3.8–6.5%) |

Why Poland first: 35.2M t annual production, record 13.7M t export (2023), ~93% fragmentation, storage +22% YoY — the highest digitalization need in EU grain.

FINANCIAL PROJECTIONS (V5.0)

| YEAR | PHYSICAL GMV | REVENUE |
|-----------|--------------|-----------|
| Y1 · 2027 | €50–90M | €525–945K |
| Y2 · 2028 | €142–249M | €1.5–2.6M |
| Y3 · 2029 | €355–639M | €3.7–6.7M |
| Y4 · 2030 | €710M–1.24B | €7.5–13M |
| Y5 · 2031 | €1.24–2.13B | €13–22.4M |

Break-even Y2 (2028) · LTV/CAC 70–190x (Y1) · Platform GMV = Physical GMV × 3.5 resale multiplier.

FUNDING

| ROUND | AMOUNT | PRE-MONEY | WHEN |
|----------|--------|-----------|------------|
| Seed | €650K | €3M | Q3–Q4 2026 |
| Series A | €2M | €20M | Y2 (2028) |

Seed use of funds: CASP license + legal ~€80–100K · CTO (12 mo) ~€120K · Head of Legal / MLRO ~€80K · MVP (smart contracts + marketplace) ~€150K · Poland go-to-market ~€80K · ops & contingency ~€120K. ≈18 months runway.

TEAM

Vladimir Ugnatchev — Founder & CEO

- 15 years in international grain & oilseeds trading (since 2011)
- Vegetable oils, meals, grains & pulses · €10M+ annual revenue · 50,000+ tonnes traded / year
- Logistics across the EU, China, India and Turkey; sourcing including South America
- e-Resident Estonia — EU business infrastructure & regulatory network

Hiring with Seed: CTO (blockchain / Node.js), Head of Product, Head of Legal (MLRO). **Series A:** Head of Sales (DE/PL), CFO.

TECHNOLOGY

Polygon PoS (~€0.01/tx) · ERC-721 (OpenZeppelin v5) · EURC settlement (Circle) · IPFS metadata · Node.js / PostgreSQL · Next.js 14 · KYC/AML: Sumsub / Onfido + Chainalysis KYT.

TIMELINE

| | |
|---|-------------|
| Strategy pivot to CASP · Financial model v5.0 | Done |
| Legal opinion (CASP / NFT) | Done |
| CASP application → FSA Estonia | In progress |
| Seed round close | Q3–Q4 2026 |
| Platform MVP launch | Dec 2026 |
| First trades on platform | Jan 2027 |