

PACIFIC BLOCK

BUSINESS PLAN



PACIFIC **B**LOCK

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Section I: Executive Summary

We are Pacific Block Technology Corp., a company dedicated to offering financial-technology support to the blockchain industry. We are the pioneers of the cryptocurrency financial market in the United States and are one of the very few “investment banks” offering BTC & other blockchain assets trading services. Our vision is to build a Wall Street-like ecosystem in the blockchain industry and support the needs of the growing crypto-investment world.

Our Services:

We serve the crypto-industry in two ways:

a) By Offering Investment Bank Services In The Crypto World

Having worked at the helm of the crypto-world for more than five years, our knowledge and expertise in the industry has enabled us to successfully help blockchain startups in their journey. From white paper reviews and token presales to other cryptocurrency services, such as, getting them listed on some of the most popular exchanges in the industry, our connections and extensive understanding of the industry are what enable us to help our clients reach the pinnacle of success.

Pacific Block Technology provides blockchain businesses with all the support they need to thrive in this fast-growing market. We specialize in post cryptocurrency services, such as product development, maintaining token liquidity on various exchanges, manual/algorithm based trading services, helping startups remain up-to-date with the latest technology, and drafting future funding plans in accordance to the company’s financial needs.

Furthermore, for businesses with newfound interests in the crypto-world, we provide expert consultancy services on blockchain technology to help them understand the workings of the industry.

b) Hedge Fund in the Crypto-World

Our trading expertise is backed by professionals with more than five years of experience in the crypto-world. With a team that has been trading on NASDAQ & the New York Stock Exchange (NYSE) on a daily basis since the early 2000s, Pacific Block Technology intends to put their experience to good use; allowing companies to keep track of tokens initially issued, and for different exchanges that assist in crypto-trading.

Exercising our extensive knowledge, we focus on developing algorithms for arbitrage trading and trends, and trading strategies for businesses and exchanges. The following is a break-down of our services as a hedge fund:

- We start by thoroughly assuring the security of the various trading platforms that we utilize for business purposes. Taking advantage of token pricing inefficiencies, and by developing various kinds of trading bots strategies, we promote consistent trading efforts.

- Our team of experts is highly passionate about the crypto-world; with insights into the cryptocurrency market, generating reports regarding the market's performance on a weekly basis.
- Our research team reflects upon the results of the weekly reports, develops new and improved strategies, searches for new trading opportunities, and deciphers the latest regulations.

At Pacific Block Technology, we are zealous about our vision to lead the crypto-industry. We understand the crypto-world is heavily populated with trash coins and ICO scams. Therefore, we are striving to cleanse the industry by taking on clients that we believe could be beneficial to the crypto-world. Our ideal client base consists of self-disciplined customers that have a clear business vision and are looking to compete in the long run.

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Section II: Company Overview

Operating under the banner of Pacific Block Holdings, Pacific Block Technology forms the Pacific Block ecosystem. Joining forces with Pacific Block Capital (PBC) and the Greater Boston Blockchain Association (GBBA), Pacific Block Technology envisions becoming the investment expert of the crypto-world.

PBT is a firm dedicated towards developing a blockchain ecosystem that addresses the everyday financial situation of the crypto-industry. Aiming to become the number one hedge fund and consultation services provider, PBT focuses on manual and quantitative trading, ICO services and support, industry research, and other services focused on improving the functioning of the industry.

Our business operations rely very closely on the following areas:

- Our Quantitative Trading Model
- Our Exchange Technology
- Scenario Application Implementation
- Pacific Block Technical Services Content

We aim to become a part of the very first wave to enter the mainstream financial market within the United States. PBT strongly relies on computer-based technology to calculate mathematical statistics and perform mathematical modeling to unearth complex-probability transactions, identify business trends, and highlight negative effects caused by volatility.

PBT very strongly believes in building lasting customer relations. Standing apart from our competitors, we strive to understand the needs of our customers and identify innovative techniques to deliver real solutions to them.

We do this by working together with our sister companies to develop unique and effective trading strategies for our valued clients. The trading team at PBT is entrusted with the tasks of managing funds and generating revenue to support the Pacific Block ecosystem. While PBC remains in-charge of taking care of funds acquired through partnerships, PBT delivers high returns to all partners through automated trading algorithms.

Affiliated Companies

Pacific Block Technology Corp. is very closely affiliated with two other sister companies: Pacific Block Capital (PBC) and the Greater Boston Blockchain Association (GBBA). Together, these companies form the Pacific Block ecosystem.

- **Pacific Block Capital (PBC)**

PBC is a LLP company with aims of converting investors into partners & manages the income of cryptocurrency from PBT. Each partner of PBT invests in the funding pool of PBC; with PBC guaranteeing a set rate of return to all its investors. Working together with PBT, PBC entrusts the funding generated to the trading team at Pacific Block Technology Corp., to manage the funds and generate profits for both the companies.

Additionally, PBC also operates as a venture capital firm and invests in companies that PBT serves. Whether it is a newly established firm in search of funding, or an existing firm looking to restructure its approach, our experts use their rich knowledge of the industry to pick out businesses that can offer the most return on PBC's investment.

- **Greater Boston Blockchain Association (GBBA)**

The Greater Boston Blockchain Association (GBBA) is an NPO independent of Pacific Block. GBBA's website contains daily updates on the progress of different cryptocurrency teams that Pacific Block works with, reveals details regarding core members of the team behind the business, and ensures absolute transparency.

GBBA provides a range of services including the following:

- GBBA ranks the quality of cryptocurrency teams, evaluates how innovative the Blockchain structure a certain company has invented is, and works on other lists that serve to preserve the transparency of the Blockchain community.
- GBBA hosts gatherings on a monthly basis to promote communication among developers in the Blockchain and Cryptocurrency community. For monthly gatherings, GBBA invites business leaders, accomplished entrepreneurs, and developers to share their perspectives.
- GBBA believes that mentorship is crucial to cultivate the next generation of leaders in the industry and promote a sustainable business environment. For this reason, it also promotes mentorship among its members on an individual basis. It connects startups or amateurs in the industry with accredited professionals and veterans.

Furthermore, GBBA's website is divided into different sections, each focusing on different areas of the crypto-world, such as mining, ICO, Blockchain technology, cryptocurrency trading and marketing.

GBBA charges its members a monthly fee depending upon the information and assistance that the member requires. Members that are only seeking to attend monthly gatherings are suggested to purchase an annual pass for the meetings. On the other hand, members that are looking for mentorship and help are recommended to purchase a premium membership featuring plenty of opportunities to make mentorship connections.

All of the fees accrued by GBBA are utilized towards the operations of GBBA, such as, maintaining its services, arranging monthly gatherings, and rewarding technicians and other employees that bring the latest insight into advances being made in blockchain technology.

Section III: Market Analysis

Market Overview & Market Size: Crypto-Trading

Cryptocurrency trading is gaining popularity as the preferred mode of investment in the United States and regions all-across the globe. Taking this into consideration, we focus on intermediating the flow of capital between investors and a wide range of some of the most popular cryptocurrencies available in the market.

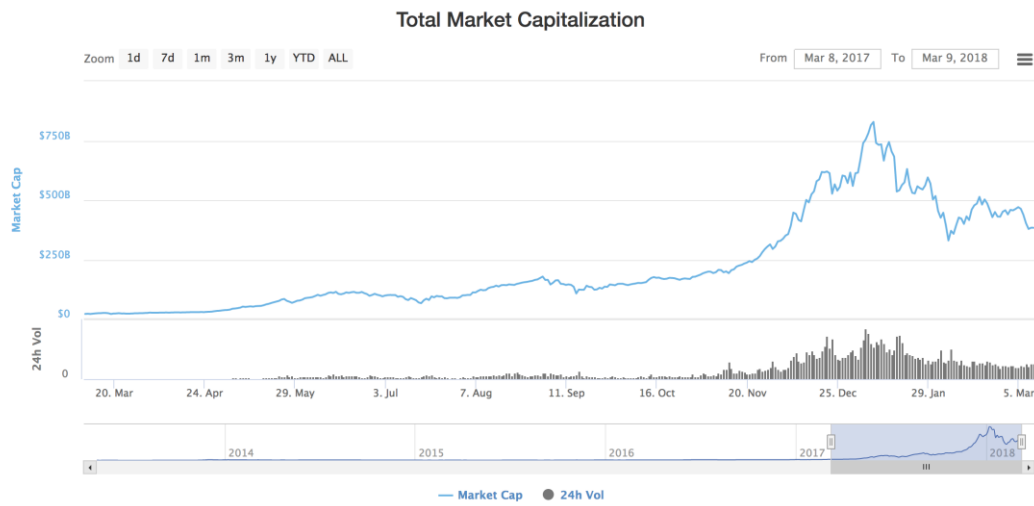


Figure 1.1

Figure 1.1 highlights the ever-growing conditions of the cryptocurrency market.

- From a market value of US\$220.4 billion on March 8th, 2017 to US\$383.8 billion on March 9th, 2018, the crypto-industry has displayed substantial growth. An increase of more than 1,741% could be noted only in the first week of 2018; with the total market capitalization exceeding beyond US\$800 billion for the first time.
- The market experienced a downward adjustment from January 8th through the 11th of February, 2018.
- The market continued to stabilize and experienced growth from February 11th through February 18th, 2018.
- While the growth was significant enough to help the market achieve stability, it experienced an overall slump from US\$560 billion in value to US\$383.8 billion.

The crypto-industry is growing at an unprecedented rate. While fast growth experienced by any industry is a dream, it also presents a unique set of challenges. Following a period of intense growth, the crypto-market was subject to a series of fluctuations caused by changes in monitoring processes and regulations implemented by certain countries. A number of countries around the world are currently tightening their policies related to trades involving digital currency, and are increasing their level of supervision, subsequently causing some drastic fluctuations in the market.

On the flip side, with both, private entities and state authorities around the world seeking to justify the use of digital currency as the most preferred mode of conducting trade, a very optimistic future for the cryptocurrency industry can be expected in the upcoming years.

Market Overview: ICO Market

In addition to the increasing use of cryptocurrency as a preferred source of investments, Initial Coin Offerings (ICOs) are yet another great innovation by the crypto-industry. ICOs are very popular amongst cryptocurrency startups as they provide a way to raise money for the upcoming business: issuing digital tokens in exchange for investment.

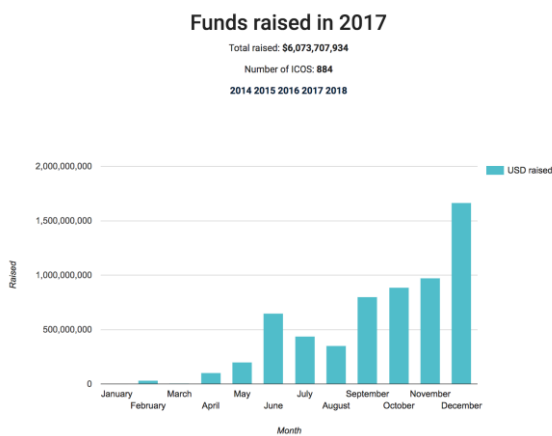


Figure 1.2

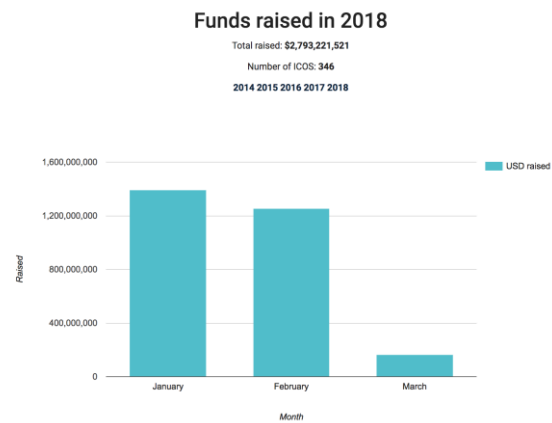
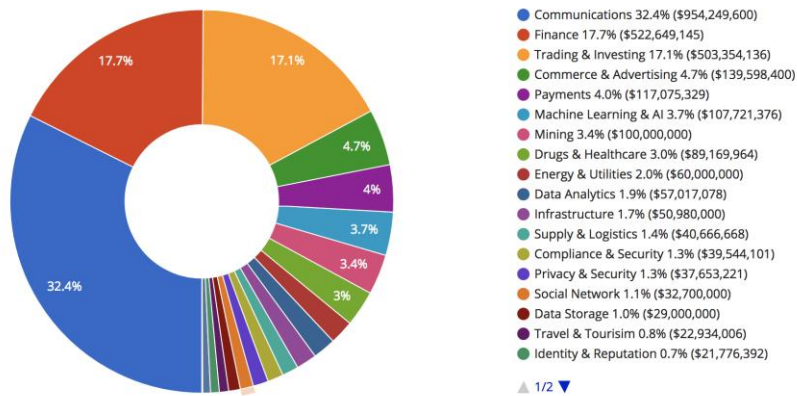


Figure 1.3

Resources from icodata.io

ICOs by Category 2018



Resource from coinschedule.com

Figure 1.4

ICO's came into existence towards the second half of 2017. Over 800 different ICOs emerged throughout the year, which opened new avenues of income for Blockchain businesses. Figure 1.2 notes that the number of ICOs before the end of the first quarter of 2018 has reached to a whopping 346, bagging over a billion in such a limited time.

The figures note that the communications industry accounted for 32.4% of the total, and more than \$900 million were raised, of which the telegram projects accounted for \$850 million. These numbers are followed by the financial and investment industries accounting for 17.7% and 17.1%.

Digital currency and the use of ICOs are revolutionizing digital transactions and the value of assets across the globe. However, they lack a legal backbone in place to protect them from the volatile conditions of the market and the ever-fluctuating market values of different currencies.

Consider this: More than 1,566 different cryptocurrencies currently exist on CoinCheckup, a platform dedicated to monitoring various digital currencies. Furthermore, Bitcoin, everyone's favorite digital currency, broke records by making an extraordinary leap to a market value of \$20,000 last year.

While Blockchain technology continues to grow and new cryptocurrencies enter the space, the immediate need for an intermediary that offers asset-backed securities, funds, and a trusted infrastructure becomes more important than ever.

Providing Blockchain startups with consultation and hedging services, we offer crypto-businesses the knowledge and expertise they require to comply with set regulations and successfully handle scenarios that involve qualitative judgment.

SWOT Analysis

We are operating in a highly lucrative market supported by a rapidly growing economy. We focus on our strengths, such as, the years of expertise sported by our team members, and foresee ourselves providing valuable support in the growing crypto-market. We also acknowledge our weakness as a medium-sized company entering a territory that we haven't yet explored before, and understand the threats that new competition, taking aim at our niche, can present.

Below is a summary of our strengths, weaknesses, opportunities, and threats to help you understand our advantage:

Our Strengths

- **Our Professional Team**

Our trading and technical team is composed of a group of creative and energetic youth that has graduated from some of the most prestigious schools, have complete knowledge of the latest technology, and thrive on new challenges.

- **Our Alliance With Prestigious Institutions**

Strategic alliance with partners in Stanford University and MIT. The senior technical team will offer professional instruction for trading strategies and guarantee that risks will be reduced to a reasonable level.

- **Our Central Location**

The location of Pacific Block is absolutely another advantage. We are in the center of the Cambridge high tech district, with MIT and Harvard as our neighbors. The collaborative working atmosphere is conducive for us to get in touch with the most advanced technologies and notions, and to seek collaborative opportunities with the innovative organizations around us.

Our Weaknesses:

- We are currently a business in the making. At this time, we lack a large business team and are in the phase of expanding, scaling out, and working on promoting a well-effective team.
- Being a young business, we are short of case studies from clients based in the United States.
- Localization is a process we are still working on making progress in.
- The financial structure still needs improvement.

Business Opportunities:

Blockchain technology is part of a high-tech industry that has emerged in recent years and is currently a hot topic. Not only are more companies and organizations issuing digital currencies based on blockchain, traditional industries are also following the trend and moving closer to the technology. This situation creates many immediate opportunities for us to take advantage of.

- Blockchain technology is becoming more intensive and highly capitalized, forming barriers for any other deficient companies to enter our space.

- The world is becoming more digital and more people are willing to adopt blockchain as a part of their daily lives. This promotes an indirect need for businesses like ours to protect and support blockchain businesses.
- The many fly-by-night success stories involving crypto-trade are creating an increase in interest amongst people looking to invest; helping develop a potential client base for us.
- Enterprises operating in traditional industries are striving to link with blockchain technology - we provide them with the right opportunity to do so.
- Countless startup ICO projects are rising to cater to the substantial growth of the crypto-market. Meeting their demands for cooperating with a professional team, we help them meet their business goals.

Threats:

- When the barriers to the industry are high, the strength of the companies that survive in the market will be relatively strong.
- There are no preliminary policies that implement rules or regulate the entire industry. The future of the entire blockchain industry is unaccounted for.
- Hype and fast-changing environment.
- There is always the possibility of hacks and malicious attacks for user information.
- Cryptocurrencies have the characteristic of high yield high risk, the volatile price may cause huge losses.

Our Marketing Plan

Our marketing plan prioritizes increasing awareness about our business and highlighting the immediate need for the services that Pacific Block Technology offers. We intend to accomplish this by implementing the following advertising and promotional strategies:

1. An Informative Website

An information-based website which contains basic information about Pacific Block Technology Corp. has already been developed. The website covers areas such as the complete services we offer, the technology we are good at, and the value we will bring to our clients and the industry as a whole.

2. Advertising Videos

To spread the word about our business and to establish Pacific Block as a brand, we are actively working on producing premium quality videos. These videos will develop interest, emphasize on the need for our services, and attract potential customers. The videos will feature key elements such as a background of the industry, its history, the current situation of blockchain technology, information regarding our business, our vision, and our plans for the future.

3. Social Media

Striving hard to become industry leaders, we believe in using the power of social media to establish a stellar reputation.

We have created accounts on major social media platforms including Twitter, LinkedIn, Facebook, and Medium – all of which have been integrated with our website. We provide regular updates on our

business, share industry-relevant news, and publish original articles and reviews. This enables us to interact with our audience, build meaningful connections, and gain more recognition from the industry, as well as the general public, by offering our unique and advance insights on the industry.

4. Publicity

The establishment of the Greater Boston Blockchain Association (GBBA) as our basecamp is also a methodical approach to build company image and establish our brand. We have been publishing articles through GBBA to increase its reputation and popularity. With the accumulative attention, GBBA will hold regular company-to-company exchange meetings to learn from one another, recruit talent, and more importantly, seek cooperation opportunities, expand the business and team size, subdivide the teamwork, and gradually expand the scope and scale of investment.

With these advantages, we will drive cooperation in blockchain technology in the Asia Pacific region.

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Section IV: Competitive & Customer Analysis

The crypto-world is densely saturated with competition. Seeking inspiration from the growing demand for crypto-currency, many investment bank allied companies can be seen entering the industry to offer blockchain technical consultancy and cryptocurrency services to startups in need of help.

While most of these businesses have a structure much similar to ours and offer services that are comparatively similar, our team of experts is what gives us that competitive edge over others.

Unlike any other business in the industry, we focus on delivering the highest quality of services and provide our clients with an extensive list of resources best suited to cater to the evolving needs of a young business.

Competitive Advantage

The following are some of the important advantages that we have over our competitors:

- **Our Team**

The team at Pacific Block Technology has both, the experience and the vision to take down competition. We have an outstanding leadership that believes in taking chances, expanding horizons, and growing as a company. Furthermore, all of the team members have a profound understanding of the blockchain industry, the cryptocurrency market, and the finance industry.

- **Our Connections**

We are connected to investors, leading blockchain companies, and cryptocurrency trading platforms globally. For instance, we have a solid network in some of the biggest financial institutions in China, which have contributed to applications that facilitate third party payment using blockchain technology for Chinese finance institutions.

It is to be noted that many companies set basecamps abroad to develop Blockchain applications; this enables us to build personal relationships with these active Blockchain community contributors. Mrs. Wang's connections between clients and customers can be traced back to China and Europe, with the United States being our latest target.

- **Our Location**

Based in the United States, the land of Silicon Valley and Wall Street, we are in the perfect position to evolve into the leading fintech firm in the industry. Fully utilizing our resources in Boston, we are actively on the hunt to connect with talents startups, incubators, law firms, etc. operating within our respective industry in the United States. By doing so, we aim to build solid connections that can help us connect with some of the big guns in the industry to benefit our business in the long run.

Customer Analysis

As indicated by Figure 1.5, Pacific Block serves a very broad customer base. Catering to the needs of any company, irrespective of the industry that they operate in, we are well equipped to offer services to a variety of business in need of help. From helping businesses integrate blockchain technology to assisting new startups take leadership in the blockchain industry, we have a solution for all.

PacificBlock Technology Services Customer Sources

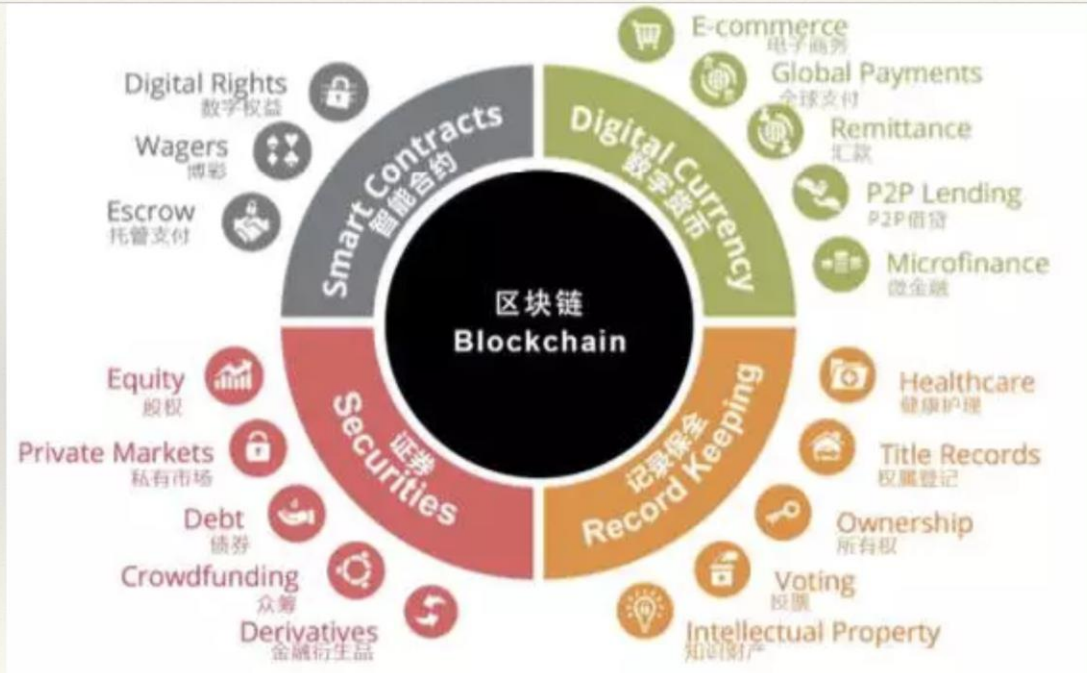


Figure: Blockchain application implementation scenario (Resource from network)

Figure 1.5
Customer Sources

Section VI: Ownership & Management Plan

About Our Team

Pacific Block Technology focuses on providing top-of-the-line services to all clients. In efforts to do so, we are looking to have a diversified team on board.

Founder of several financial companies, Mrs. April Wang is a key player in our team. With over five years of experience in the crypto-world and an extensive client base from China, Europe, and other regions, Mrs. Wang plays an important role in connecting us with businesses in need of our help. Furthermore, having operated in the industry for several years, she provides our company with the edge we need to take out competitors. With her experience in helping clients launch ICOs and her ability to lead a trading team that has dealt with some of the most popular cryptocurrencies, and some of the most well-known digital trading platforms in China, Pacific Block can easily boast about knowing all the ins and outs of the crypto-world.

The founding figure of three companies within just the past 18 years, Mr. Peter Zhu is another valuable individual in our company. He brings with him years of experience - having supported companies belonging to different industries. In 2000, Mr. Zhu founded FocusKPI, a data analytics technology and consulting company, focused on offering high-quality data analysis and business insights. He focused on improving the performance of businesses and providing better services to their customers.

Carrying forward his dreams of supporting business with high potential of success, Mr. Zhu individually invested in GrowingIO, an analytics platform with a current market value that exceeds the 500 million US dollar mark. His latest venture includes the Boston Angels Club, a world-renowned incubator based in Harvard and MIT that aims to connect entrepreneurs from China and the United States.

Taking into consideration his extensive background of working in various industries and being the driving force behind many successful ventures, Mr. Zhu supports our team by offering leadership skills and a thorough understanding of the workings of different areas of IT & consulting.

Complementing Mrs. Wang's & Mr. Zhu's skills in managing clients' digital assets and portfolios, Heidi is another important member of our team. As a successful investor and entrepreneur, Heidi has engaged in the traditional industry for almost 20 years. This wealth of experience and dedication has enabled her to bring more professional and forward-looking opinions to our startup - making the development process of Pacific Block Technology more purposeful and targeted.

- **Research Team:**

Pacific Block Technology values the importance of research and believes all its services should be research oriented. For both the trading team and the blockchain support team, there is a research team supporting them separately. The two research teams sometimes work together to monitor each other's progress and to obtain a well-rounded view of the market; in order to do better research on their own projects.

- Each research team will be led by one senior research analyst with a Master's degree or above. This person will be selected on the basis of excellent quantitative and qualitative research abilities along with proficient knowledge in the relative field.
- There will be two other part-time/intern researchers who will help the senior research analyst. We will target the top universities in the United States to recruit some of the best research analysts. These analysts will generate reports on a weekly basis and look into strategies supporting the day-to-day operations at Pacific Block Technology. The two interns will be more than just researchers and will be presented with an opportunity to be promoted to full-time positions in PBT - given that they perform to their highest abilities.

- **Trading Team:**

The trading team works together with the research team. Once the research team has identified new strategies for effective trading, the trading team tests out the efficiency of the strategy by putting up a small amount of money into running the process.

The manual trading team will compose of traders; most of whom will have either former experience trading cryptocurrencies, experience in the traditional finance industry, or those with a flare and passion towards the crypto-world.

Our trading team will consist of an array of individuals, each serving a unique function.

- Those who have traded before will know the pros and cons of different exchanges and apply both fundamental and technical analysis to working out strategies.
- Young and talented college students in the team will provide the team with the energy and vigor to power the manual trading team.
- Technical geeks will serve by designing automated bots based upon the information provided by the research team, or the results of the tests run by other members of the trading team.
- Engineers on the trading team will be carefully selected, highly qualified programmers from different parts of the world. These engineers will bring with them their technical knowledge and will help develop trading techniques pair the usage of bots in traditional quantitative trading with those in the crypto-world.
- The trading team is led by two veterans who have experienced both sides of the crypto-world: the sweet taste of the sudden rise in the value of a digital currency, and the bitter taste of slumping values. These individuals will offer their experience and understanding of the industry to identify patterns and signals.

It is to be noted, all members of the team will report to the CEO of the company, allowing her to monitor the performance of every employee in the company.

- **Business Team:**

The business team reviews weekly reports prepared by the research team and closely monitors the progress of ICO projects. The business team receives direct information on the mechanism of ICO projects, and the pros and cons of implementing different measures to support them.

Professional business developers on the team will attend different blockchain events and work towards establishing connections by networking with other members of the industry. Furthermore, these business developers are able to identify exceptionally performing teams and projects with great potential to benefit Pacific Block Technology.

- Each business team will be supported by one project manager supervising every process of an ICO project; from conception to implementation and everything that follows. The project manager will be chosen on the basis of his/her familiarity with processes involving ICO launches, understanding of blockchain technology, and proven ability to offer the highest levels of customer services to clients.
- Accompanying the project manager, there will be a marketing personnel in charge of marketing related affairs. The marketing experts will operate upon the client's request and assist the business in meeting their marketing-related goals.
- The business team will also consist of blockchain developers. These developers will prepare smart contract scripts and develop customized hyperledgers for clients.

The business team will report directly to the CEO.

Expanding the Team

While Pacific Block Technology is merely a startup at this point in time, we would like to develop our team to consist of well-seasoned employees from different areas of the industry. After Pacific Block Technology has entrenched its roots deep into the world of crypto and blockchain, we look forward to expanding our team to include technical members and energetic youth with passion towards the crypto-industry.

The technical members on our team will dedicate their time towards building quantitative models and implementing automated bots for the purposes of trading. The research team, on the other hand, will perform extensive in-depth research pertaining to the industry, develop reports highlighting the performance of the current strategies in place, and recommend new, much more beneficial strategies.

Section VII: Financial Considerations

Each branch of the Pacific Block ecosystem takes advantage of unique and independent sources of revenue generation. Supporting the operations of each sister company, all branches of Pacific Block are geared towards offering high quality services and generating the maximum amount of revenue for all investors involved.

Pacific Block Technology Corp.: Income Source & Revenue Model

Pacific Block's Technology Corp. generates income through three branches of services:

1. Trading Services

Sources:

- Fund Management Fees
- Trading Bonuses
- Commission

Structure:

Fixed Fee (USD or Bitcoin) + Commission (Token)

Pacific Block charges a fixed fee and commissions for offering blockchain assets manual or algorithm based trading services.

2. ICO Consultation

Sources:

- Consultation Fee
- Shares of Startups + Tokens of Startups

Structure:

Fixed Fee (USD or Bitcoin) + Floating Tokens

3. Blockchain: Structure Consultation & Implementation

Sources:

- Consultation Fees + Technical Support Fees
- Shares Of The Newly Founded Startup (if there are any available)

Structure:

Fixed Fee (USD or Bitcoin) + Floating Token (if any)

Revenue Generated Through Investments

Primary Market Token Purchase & ICO Projects Investment & Blockchain Startups Investment:

- Risk analysis and report
 - market risk
 - credit risk
 - liquidity risk
- Discussion of Risk Management Committee
- Consensus decision of the Committee
- Execution of Project Managers and feedback of them to the Committee
- Inspection on Managers and the trading team by Inspection Department

Secondary market trading:

- Funding pool managed by trading team in Pacific Block Technology Corp.

Pacific Block Capital Corp.: Income Source & Revenue Model

The revenue for Pacific Block Capital Corp is primarily generated through the following sources:

- Fund Management Fees
- Trading Bonuses
- Dividends

Greater Boston Blockchain Association: Income Source & Revenue Model

Offering information disclosure services such as development of white papers, career progress, and financial reports, the Greater Boston Blockchain Association helps uncover the progress of ICO teams.

The revenue model for GBBA relies heavily on market trading activities by Pacific Block Technology Corp. in addition to the following income sources:

- Subscription & Monthly Fees
- Annual Pass For Meeting
- Premium & Standard Membership Packages

Section VIII: Financial Plan

Our opening financial windows are as follows:

January 2018:

- Released 10%-20.
- Signed at least two orders for technical models.
- Introduced programs worth 500,000 US dollars into the test state.

June 2018:

- Release 10%
- Order fulfillment quantities: 5
- Patent applications: 2
- Introduced Quantitative model docking mainstream transaction interface.
- Achieve project acceptance with scenario technology implement.

August 2018:

- Release 10%
- Initial completion of profit target.

In essence, the economic motivation and the chances for growth can be seen increasing by magnitudes within such a short amount of time. Growth rates can be seen increasingly steadily, allowing us to predict an extraordinary leap in the next few years.