Innomation, Inc.

We Create Opportunities Out of Dreams

Business plan
Prepared February 2019

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Executive Summary

1.0 Executive Summary

We are currently in a highly lucrative market in a rapidly growing economy. The current trend towards an increase in the number of entrepreneurs and competition amongst existing companies presents an opportunity for an increased demand for market information and services that will enable companies to stay ahead of the pack.

In addition to the market potential, the cryptocurrency and blockchain technologies are becoming a large part in the way our economy is changing. Innomation, Inc. has decided to capitalize on that opportunity by bridging the gap between business development and investment opportunities through this uprising technology. The tokenization of equity and how the transfers are managed is what makes Innomation, Inc. unique.

Innomation Inc, with proper funding, will develop a technologically advanced exchange platform that creates a community full of project & investment opportunities, manages equity project, communicate project growth to investment partners, and most importantly provides a secure & trust-less environment that harvests success on all fronts.

Our services will be positioned very carefully: they will be of extremely high quality, relevant, timely and accurate, tailored to the clients' needs so as to enable them to make the right decisions, in turn leading towards growth of their companies, benefiting the overall economy.

Innomation, Inc. offers the expertise that a proactive-oriented and market-opportunity seeking company needs to develop and enter new product distribution and new market segments in new markets. We intend to provide a number of necessary services to the business community and to the public. These can be
Innomation, Inc.

summed up in two main divisions -- Business and Training Services. Our business services can be taken as marketing research, market research reports, project-based consulting, business and marketing plans, plan consulting and writing, high-level retainer consulting and company registration. Our training services include workshops and seminars on such topics as, Trustworthy Innomation Coin (TIC)/how utilizing cryptocurrency and blockchain technology will enhance the security of fundraising, pitch deck development and presentation review, startup obstacles and how to hurdle them, sales and marketing, corporate tax preparation, as well as in-house training of receptionists, secretaries, and sales and marketing personnel.

Our marketing strategy will be based mainly on ensuring that customers know what needs the services are able to fulfill, and making the right information available to the right target customer. We intend to implement a market penetration strategy that will ensure that we are well known and respected in our respective industry. We will ensure that our services' prices take into consideration people's budgets, and that these people appreciate the services, know that it exists, and where to find it. The marketing will convey the sense of quality in every picture, every promotion, and every publication. Our promotional strategy will involve integrating advertising, events, personal selling, public relations, direct marketing and Internet marketing, details of which are provided in the marketing section of this plan.

Our target markets will range from persons in the corporate towers, small or medium businesses, to home institutions needing information on their particular area of concern. The common bond will be the appreciation of the importance of quality information that will enable correct decisions to be made, holding all things equal. Innomation, Inc. prides itself on its analytical ability, its value-added service, competitive fees, its high standards of quality and its adaptability to changes in the market and in the method of its practice.

Innomation, Inc. intends to provide the client with more than just information and planning tools. We intend to provide quality information that is customized to the client's needs, in the process assisting them on how best to use the available information. By employing our services, our clients are assured of consultants dedicated to finding the right answers for their business and enabling them to benefit long after we have finished our work. We are in this line of work because we
like efficiency and because we understand and believe in problem solving and market/marketing research.

As we grow we want to grow right. For example we recognize that we have to be in constant touch with our stakeholders to ensure market knowledge at all times. This is the nature of the channels we deal with. Also, we intend to build our management team correctly. We need the right people in the right place at the right time if we are to ensure optimum growth. We intend to develop our team so that our people can grow as the company grows -- a mutually beneficial relationship.

In a nutshell, we don't just intend to market and sell our service, but to market and sell customized information, solutions and a total-quality environment. This will ensure we establish a reputable corporate image.

1.0 Objectives

Our business strategy will revolve around the need to provide quality information to our various target clients/customers, in the process fully satisfying their needs. This shall be undertaken through recruitment of a professional marketing research and business consultancy team and the production of good quality reports designed to cater to the client's needs. These reports/proposals shall be professionally done so as to be reflective of our intended image and reputation. We shall position ourselves as a quality service provider that strives to provide accuracy, relevancy and specific information. We intend to establish a good rapport with all the relevant government agencies and private institutions that may in turn refer us to aspiring entrepreneurs.

With time our presence on the World Wide Web will increase the knowledge of our services to the various market segments we shall be targeting. This is particularly so with foreign firms looking at establishing themselves in the United States, hence providing them easy access to local information. In such a case Web presence is a natural objective in reaching the appropriate potential customers. We also intend to have brochures that will enable clients to have an understanding of the types of services we offer and advantages of doing so. In addition to well-done brochures, company profiles and business cards often have a triggering effect on clients.
contemplating investing in Innomation, Inc. These will undoubtedly generate increased sales of our products.

There are six major objectives to this business plan:

1. The successful launch of San Diego Operation.
2. Find Pre-Seed Capital through the sale of Equity and Token pre-purchase agreements.
3. Development of Innomation Platform
4. Implementation of enhanced marketing strategies.
5. Develop specialized teams for project development and hatching.

### 1.1 Mission

Innomation's mission is to profitably develop the Innomation platform, build a network of entrepreneurs, VC's, and Advisors, create opportunities for the marketplace throughout the United States, China and globally; and via the Innomation, Inc. brand, help early entrepreneurs and ordinary users to complete projects early from 0-1 with smaller costs, lower thresholds, more flexible ways, and more secure mechanisms. Connect people with interesting ideas to interested people, money. Help entrepreneurs quickly find professional collaborators/hire people. Help team to complete project early collaboration, dynamic equity record, seed Fund and service purchase. Help interested users or professional investors to invest in early projects as easily and transparently as they buy stocks.

Innomation, Inc. offers clients reliable, quality information and proposals for business development, market development, and channel development that will maximize business development. A true alternative to in-house resources we offer a very high level of practical experience, know-how, contacts, and confidentiality. At Innomation, Inc. we are able to provide comprehensive solutions to our clients' problems that will foster business development. Clients must know that working with Innomation, Inc. is a more professional, less risky way to develop new areas even than working completely in-house with their own people. Innomation, Inc. must also be able to maintain financial balance, charging a competitive and realistic
value for its services, and delivering an even higher value to its clients. Initial focus will be development of the local market clientele.

Our mission statement is:

1.2 Keys to Success

We believe there are many critical keys to our success in the business development industry. Below we have listed our top five:

There is a huge and growing market for business incubation services, with plenty of profitable opportunities to be had. Innomation is positioning itself to be available for the safe, trustless, incubation experience, approved investment opportunities, and opportunities for business development advisors to gain equity income through the use of the Innomation Platform.

The keys to Innomation, Inc.’s success will undoubtedly be effective market segmentation through identification of several niche markets and implementation strategies. Along these lines the company intends to implement personal selling and direct marketing strategies to the target markets. Our personal selling marketing strategies will rotate around keeping in touch with investment and finance bodies for major clients and word-of-mouth for more individual investors. Our key success factors will include the following:

1. Get our unique platform out to the market.
2. Strive to recruit and employ honest, dependable people.
3. Efficiently create a network of professional, successfully hatch projects, and create a lucrative environment for all our members.
4. Execute Operation Global Expansion systematically across the world.
5. Maintain tight financial control of company & project expenses.
6. Excellence in fulfilling the promise: completely confidential, reliable, trustworthy expertise and information. This dictates that we have the latest technology and software.
7. Uncompromising commitment to the quality of the work: that is, quality data, information and solutions.
8. Developing visibility to generate new business leads.
9. Leveraging from a single pool of expertise into multiple revenue generation opportunities: retainer consulting, project consulting, market research, and market research published reports.
10. Successful niche marketing: we intend to find and target the quality-conscious customer in the right channels, making sure that the customer will find us through aggressive marketing.
11. Timeous response to clients orders: we cannot afford to delay the client’s order for whatever reason as this will have a negative bearing on our image and reputation, including future business. We need to be continually communicating with the client.
12. Marketing know-how: in an increasingly competitive market there is need to aggressively market our business and the services we provide so as to be continuously at the top of our prospective and current clients minds.
13. Entrepreneurial Flair: market volatility and increasing duplication of business ideas advocates that we continuously keep abreast of new trends and our competitors.
Company

Overview

Ownership & Structure

Innomation, Inc. is a privately owned, California For-Profit Delaware C-Corporation. Majority ownership is held by Mr. Wu Bing 78%, a Chinese businessman. A minority equity share is held by Dr. Zhou 10%, David L Rose 7%, Tom Wu (Wu Wenyi) 3%, Joseph M Anthony Fargnoli 1%, and Mike Sheppard 1%. See management summary section for details.

Company history

In the late 1990’s, the Wu Bing (Founder of Chuang Xin = Innomation) notice the daily difficulties Chinese entrepreneurs faced in the development of their business ideas. The Success rate was astonishing bad. Every day thousands of people dreamt of starting a business with no available support options in existence. Mr. Wu decided to create a company to help entrepreneurs succeed in the development of their business dreams. Today Mr. Wu has helped over 2,000 businesses hurdle the obstacles associated with the Startup process.

In 2014, Mr. Wu & Tom Wu brought the concept of what would become the US Chuang Xin = Innomation, Inc. to Dr. Zhou Kai Yu (China) & David Rose (US). Collectively Mr. Wu and his partners developed an idea of taking his company to the to the US and placing it on the blockchain for use with specialized cryptocurrencies.

In 2016, Mr. Wu Bing and Dr. Zhou Kai Yu developed the concept of how to utilize the new cryptocurrency and blockchain technology, with a demo to display how the process would work. See: http://www.rn-hswh.com/chuangxin/en/

In September of 2018, Mr. Wu Bing, Wu Wenyi (Tom) and David Rose began the development of the US Innomination Team. Through the network of professionals associated with USD Innovation Center || The Brink SBDC, David learned about Joseph M Anthony Fragloni. In November 2018, Mr. Wu Bing and David Rose, met
and brought Joseph on board the Innomation team as CIO. David Rose and Mike Sheppard began their work relationship in 2013 while David was still Active Duty Military. Collectively David and Mike worked together in the restructuring and redevelopment of Veterans Green Projects. In January 2019, David reached out to Mike and assisted the team in developing a partnership with Mike to partner with Innomation, Inc. as the CFO.

Today, the Innomation Team is developing the corporation, exploring the idea of partnering with other professionals, writing this Business Plan, the White Paper, Green Paper, and Yellow Papers. The team is currently creating a script for a business animation that provides investors with a 3-minute glimpse of the concept. Our goal is to start presenting Innomation, Inc. to potential investors within the first Quarter of 2019.

**Team**

**Management team**

Bing WU, Director of Beijing Chamber of Commerce and Industry, who was chairman of Beijing Creative Interactive Space Network Technology Co., Ltd., chairman of Beijing Rong Jin Century Technology Incubator Co., Ltd., Beijing Ai Yi Technology Co., Ltd. Internet Hospital Partnership investor, with up to 23 years of business incubation, investment management, risk project investment experience.

Dr. Kevin Chow, 20 years IT and communications industry experience, the world's first block chain International standard project leader, an associate professor of electronic science and technology, has served as China Telecom 2025 Laboratory director, the East Earth Telecom General Manager assistant, Venus Chen Research and development manager. has been responsible for a number of development and Reform Commission, Ministry of Industry, Science and technology major research and development projects, the cumulative project amount of nearly 500 million yuan, the Communications Institute of Science and Technology Progress Award two, China Telecom Science and Technology Progress Award two.

David Rose is a 20+ year retired US Marine Corps veteran. David ended his military career as one of the top enlisted members within the Meteorological and
Oceanographic community. During the last 7 years of his service, he sat in many positions which focused on personnel and project management within the 5 Marine Corps Installations West commands throughout the Southwestern United States. He had and instrumental part in the continuous improvement of the installation and training infrastructure to enable Marine Corps air and ground forces to develop and sustain operational readiness for 40,000+ US. Marines. After his military retirement, David worked for 2 years with Veterans Green Projects as Co-Owner/COO and board member of VGPI Foundation. Under his supervision Veterans Green Projects underwent a successful restructuring which improved the company's operational capabilities and customer relations throughout the state of CA. David is now undertaking the challenge of utilizing his management experience in the development of Innomation, inc.

Wu Wenyi, 17, a senior at Sierra Canyon School in Los Angeles, USA, is an innovative and entrepreneurial student. From the beginning of his senior year, he approached the Commercial Section and participated in the initial research and development of the Tron project. He is currently a U.S.-Chinese translator for Chuangxin Company.

Joseph is the CEO & Founder of the first AVA Circle application, Run2Play, that pays people to exercise and automates charitable donations on their behalf. He specializes in App Monetization & User Acquisition working in the Mobile Advertising industry since its inception. He recently was Head of Video Advertising at the 3rd largest mobile user acquisition ad network in the world, Motive Interactive, and was the Vice President of business development at the ad monetization and mediation platform, Aerserv. He regularly consults at early startups organizing sales teams, onboarding new hires, creating systems and processes, and developing businesses with high growth potential. He currently is the Chief Information Officer at Innomation.

Mike Sheppard, formally CFO of Blockchain Investment Group, has expertise in financial, risk management and funding proposal development for companies in the Blockchain space. Mr. Sheppard directed, at the time, the largest derivative crypto fund in world. He brings over 15 years of financial management to the executive team at Innomation, with the last two focused exclusively in the Blockchain Cryptocurrency sector. Mr. Sheppard has a Bachelor of Science degree in Engineering and a MBA in Finance.
Advisors
Services

Innomation, Inc. offers expertise in market research, channel distribution, channel development, and market development that allow clients to choose their preferred relationship: these include retainer consulting relationships, project-based consulting, sales representation and market representation, project-based market research, published market research, information forum events, business plans, and marketing plans.

Innomation, Inc. offers the expertise a proactive-oriented and market-opportunity seeking company needs to develop and enter new product distribution and new market segments in new markets. We intend to provide a number of necessary services to the business community and to the public. These can be summed up in two areas -- Business and Training Services. Our business services can be taken as high-level retainer consulting, market research reports, project-based consulting, business and marketing plans, plan consulting and writing, and company registration. Our training services include workshops and seminars on such topics as sales and marketing, as well as in-house training of receptionists, secretaries, and sales and marketing personnel.

Services extend from evaluation of project opportunities, Investor introduction, Advisor introduction, Specialized team development, Investment Insurance, Trustless investment activities, and overall management services. We offer a wide range of services and that include:

**Services:**

- **Tokenization of Project Equity** – This is a process similar to the sale of business equity in exchange for cash purchase. Except, instead of investors giving cash directly to the project, Innomation utilizes the exchange of cryptocurrencies for project equity. This creates a Trustless Smart Contract that is published on the blockchain, which becomes indisputable on a global scale.
• **Investment Insurance Services** – This service provides investors insurance on any project they invest into. Our Insurance policy provides a 20% coverage on the initial investment. If the project fails, the Insurance policy will return 20% to the investor in the form of TIC. If the project succeeds, the Investor will pay Innomination 20% of the Investment gains. is a process where we pick up IT equipment with the purpose of tracking, reporting.

• **Innomation Platform** – We have placed a major focus on the development of this platform. For VC’s the platform provides access to investment projects, Pre-screened opportunities that match their interests, Instant updates on project activities and progress reports, and direct communication with project management staff. For the Entrepreneur, the platform will enable their idea to be viewed within a potentially global network of VC’s. Creates a network of professionals to assist in the development of their idea, pay for products and services, and most importantly it gives the business owner a method of tokenizing their project equity. For our network of Business professionals (Advisors), our platform gives them access to project opportunities that are looking for advisors to participate in, in exchange for income or sweat equity in the project.

• **Financial Legal Services** –
• **Business Development Services** –
Market Analysis Summary

4.0 Market Analysis Summary

In reality, all businesses at some point will need to identify, engage, and select the proper electronics waste disposal company. Innomation has a unique marketing message and is positioned perfectly to service this business category on a national to global scale.

We are today experiencing a rapid growth in the economy of unsurpassed nature. This has been brought about by amongst other things, the relaxation of foreign exchange policies and macro economic policies geared towards attracting foreign investors into the country. The fiscal and monetary policies of the government geared towards maintaining growth with social justice have largely contributed towards this, evidenced by our economy averaging a growth rate of 7% since 1990 — very high by international standards.

The current drive and emphasis by the government on diversification of the industrial base away from the minerals sector presents an opportunity for Innomation, Inc. to make a valuable contribution towards achieving this goal. This will result in implementation of modern market research techniques and transfer of knowledge. Having undertaken a thorough and comprehensive research of the market we realized that there was a need for a specialized market research firm that focuses on producing market research reports that are tailored to the clients needs. Though there are business consultancy firms currently on the market, some of whom have been in existence for a relatively long period of time, we believe that there is a market need for one (ourselves in this instance) that particularly focuses on market research. We intend to provide services of extremely high quality — something that cannot be over-emphasized in the international arena with the current drive towards globalization.

We appreciate that entering such a market is not a bed of roses and intend to implement an aggressive marketing strategy, well supported by the other business
functions. The above prognosis influenced our decision to enter the business consultancy industry.

4.1 Market Segmentation

Innomation, Inc. will be focusing on local businesses and foreign investors looking at investing in the country. These will be small, medium, and large-sized companies looking for a total service and quality work.

Our most important group of potential customers are foreign investors. These are potential investors who want to have a feel and understanding of the local markets and the opportunities, and constraints they present to them. They do not want to waste their time or risk their money looking for bargain information or questionable expertise. As they go into markets looking at new opportunities, they are very sensitive to risking their company's name and reputation.

Large corporations: one of our most important market segment is the large organization looking at penetrating new or existing markets. These companies will be calling on Innomation, Inc. for development functions that are better spun off than managed in-house, for market research, and feasibility studies.

Medium-sized growth companies: particularly in rapidly expanding markets, Innomation, Inc. will offer an attractive development alternative to the company that is management constrained and unable to address opportunities in new markets and new market segments.

Small-sized companies: in an increasingly competitive environment entrepreneurs are becoming more cautious in the markets they seek to enter and on establishing new market opportunities. They are often seeking for prior research to be done to identify possible markets that are suited to their resources and capabilities.

Hence the most likely types of businesses to require our services would include:

- New businesses seeking investment or start-up capital
- New firms looking at investing in the country
- Existing companies which are expanding or introducing a new product/service.
The table below summarizes the total market potential.

**Market Analysis (Pie)**

![Pie chart showing market analysis data]

**Market Analysis**

<table>
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<tr>
<th>Milestone</th>
<th>Due Date</th>
<th>Who's Responsible</th>
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<td>Peer-Peer TICx Exchange</td>
<td>February 07, 2019</td>
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<td>Investor Portal</td>
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<td>TIC Marketplace</td>
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<td>Social Community Platform</td>
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</tr>
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</table>
Web Strategy

Web Summary

Plan

5.0 Website Plan

The Innomation, Inc (www.Innomation.us) website is the virtual business card and portfolio for the company, as well as its online "home." Innomation, Inc. benefits greatly from having a direct link from ????, a website that ranks in the top 5% of all visited business development websites nationally. The Innomation, Inc. website is simple, yet elegant and well designed. The website is current with the latest trends and provides information to the customers and a portal to our programs and products.

Marketing Strategy

5.1 Website Marketing Strategy

Ultimately, we will maintain a two-way link between our website and our Innomation Platform. In addition to using the webpage as a sales tool, we will develop a fully functional application platform for the submittal of project ideas, and a links page for other information about Innomation, Inc.
Strategy and Implementation Summary

6.0 Strategy and Implementation Summary

The executive management team has clearly defined the target market and we have differentiated ourselves by offering a unique solution to our customer's business development, incubation, and acceleration needs. Our plan will be a combination of targeted mass marketing techniques along with a focused direct sales team approach. Reasonable sales targets have been established with an implementation plan designed to ensure the goals set forth below are achieved.

Having stabilized operations in the San Diego, ownership will begin to the launch other locations throughout the United States and other Countries Worldwide. The concept of Incubation firms throughout the nation and globe, allow for the alignment and localization of projects and services associated with project needs, within the same geographical location.

6.1 SWOT Analysis

6.1 SWOT Analysis

The SWOT analysis provides us with an opportunity to examine the internal strengths and weaknesses Innomation must address. It also allows us to examine the opportunities presented to us as well as potential threats.

Innomation, Inc. has a valuable inventory of strengths that will help it succeed, but it is equally important to address weaknesses as they expose themselves and implement strategies that turn those weaknesses into strengths.

6.1.1 Strengths

6.1.1 Strengths
1. Unique and focused marketing message. Our message resonates with customers. We simply tell potential entrepreneurs that by using our company, their likelihood of success will increase substantially. The use of blockchain technology brings a whole new aspect to the management of the incubation process. Their use of our platform will provide them with opportunities that otherwise would not be available.

2. Clear vision of the market need. Innomation knows what it takes to build an efficient, profitable company. We know our customers need's, and we know how to build and deliver service that will bring their needs and desires together.

3. Global network. With a roster of local, regional, national, and international customers, we have an operation that stretches from continent to continent, across boarder and span across oceans. Having a global operation provides operational efficiencies that are tough to compete against.

   Additionally, out of 100+ entities approached about our service, more than 80 percent have pledged their support for Innomation over the competition.

6.1.2 Weaknesses

6.1.2 Weaknesses

- Limited operating capital.
- Operating and maintaining distant locations.
- Financing of additional footprints.
- Inefficiencies that come from renting equipment and facilities versus leasing or buying it.

   Example, each time we rent ??? it costs approximately $250. $250x10 = $2500!! When properly funded, we will be able to lease or buy this equipment at a fraction of the monthly cost.

6.1.3 Opportunities

6.1.3 Opportunities
• This market has massive growth potential as there are tens of thousands of startup businesses with limited, quality, options for full service incubation support; this is due to the cost associated with the expenses and funding requirements of running an incubator/accelerator. The costs to conduct these types of services is too expensive for a non-profit, state or federally funded agency.
• Strategic alliances offering sources for referrals and joint marketing activities to extend our reach. Example: Brink, Connect, Black Dog Venture Partners and SBA.
• Promising activity from the increased volume of new corporate introductions.
• The Innomation platform rides on Cryptocurrency & Blockchain Technologies to bring the business development world together regardless geographical location.
• Surging number from entrepreneurs are wanting to utilize incubation services to assist in the initial phases of development.
• The well-known benefits of social media, word of mouth, and internet based advertising campaigns.

6.1.4 Threats

6.1.4 Threats

• Competition.
• Lack of familiarity with Cryptocurrency and Blockchain technologies, causing skepticism.
• Untimely compliance to various state and federal cryptocurrency regulations.

Competitive Edge

6.2 Competitive Edge

The advantages Innomation has over the competition are numerous:
- Our ability to rapidly execute our plan on a large scale due to; blockchain technology provides a trustless environment, security and screening of projects provides a higher level of comfort for investors, tokenization of project equity through TIC & TICx, relationships with partnering Incubation and acceleration company's. Relationships include:
  - The Brink SBDC, The Brink is part of the San Diego & Imperial Small Business Development Center Network, which is funded in part through a cooperative agreement with the US Small Business Administration. SBDCs are a national program that serves small businesses (for-profit enterprises with fewer than 500 employees). The Brink SBDC is a specialty center focused on innovation, one of only a handful of its kind in the country.

The Brink SBDC at USD provides world-class training and one-to-one consulting to business clients running or starting growth-oriented, innovation-based companies, resulting in economic growth and prosperity for the region while attaining the penta-bottom line (profit, people, planet, peace, prosperity).

1. CONNECT, Helping to create and scale great innovation companies through access to the resources that entrepreneurs & growing companies need most – People, Capital, & Technology
2. has remained central to the growth of the innovation economy in San Diego since its inception 30 years ago. CONNECT lives out its mission, continuing our commitment to the success of the technology and life sciences companies, through CONNECT 3.0. CONNECT 3.0 is the next iteration of programming to support innovation thriving companies throughout entire lifecycle. Our commitment to growing the San Diego innovation economy is steadfast because we’re not just changing San Diego, we’re changing the world.

- Black Dog Venture Partners, Black Dog Venture Partners provides venture capital consulting, corporate finance, business development, digital marketing and publicity for regional and national brands and fast-growing companies. Black Dog's team has a long history of
success in the entertainment, sports, technology and finance industries.

The team at Black Dog Venture Partners have helped finance and taken companies from concept to millions of dollars in sales and billions of dollars in market capitalization.

- Semper Pacific Wealth Strategies & Forex Direct Trading, LLC, Clients can expect to receive transparency and prompt service. Our goal is to blend our expertise, with quality and reliability, creating an environment for a successful long-term relationship. We believe service can be a defining legacy. With advanced capabilities and resources at our disposal, we can offer you quality investments, and solid opportunities as they present themselves. Whether you are an individual or institutional investor, we will strive to provide you with the best research, analysis and advice available. With that, you will be able to completely understand the risks and benefits of any opportunities available to you through Semper Pacific Wealth Strategies.

Investors can rest assure that their capital is in the hands of dedicated professionals. Investors have our assurance that our goal is to uncover and recognize investments that will maximize your potential while minimizing your risks. We look forward to managing portfolios with diligence, and providing the knowledge, tools and resources necessary for a successful relationship.

**Sales Strategy**

6.3 Sales Strategy

In addition to the tried and true sales activities of direct phone calls, website SEO, and targeted advertising, Innomination’s unique sales strategy leverages our relationships with officials at the top levels of corporations, entrepreneurs, Industry Advisors, Angel Investment groups, VC’s, and Equity Managers to open doors and bring in business. Additionally, our imminent implementation and
integration of the blockchain technology allows customers to lean forward into the new age of tokenized equity projects, and draw in the interest of those that seek opportunities to increase their financial footprint through the development of our global business economy. This software tool empowers companies with efficient tools and technology to better understand their equity assets and liabilities, then source, engage, and finally select the appropriate project investments for further financial growth. Via a contractual obligation with its members Innomation, Inc. receives the right of refusal for all project applications and referral opportunities.

Sales Forecast

The table below outlines the sales forecast and labor cost of operating Innomation, Inc. The forecast is based on reasonable sales projections within this very large market.

The exponential growth of project revenues is based on the cumulative volume of markets and customers that Innomation will enter into contract with. For every market entered, Innomation expects to gain market share and sales efficiency.

To simplify the sales projections, we will project business operations in several categories, and include a category for the overall forecast growth of Innomation, Inc.

**Project Incubation and Acceleration:** This core business, generated by sales leads from our direct sales teams, has various price levels beginning at $0 for fully finance able projects and extending to upwards of $150 an hour for counsel on non-fund able projects. The price per project incubation varies widely from project to project. In line with the needs of the project, each will be given a specialized incubation or acceleration cost analysis. The goal is to develop each plan to achieve fund ability. Fully funded projects will cover the costs associated with the project’s expenses. Innomation, Inc’s desire for each project is to have a zero up out of pocket cost throughout the life of the project.

Beginning in August, 2019 positive results appear from the national account business, the improvements made to website for online sales, word of mouth, and from leads generated by the direct sales team. It is not easy to predict how many
new customers will be generated by the sales team and improved website. However, all of these customer contacts have the need for either incubation or acceleration. It seems reasonable that a certain percentage increase in business will result from the combined efforts.

**Initial Milestones**

The accompanying table lists important program milestones, with dates and managers in charge, and budgets for each. The milestone schedule indicates Innomation's emphasis on planning for implementation.

What the table doesn't show is the commitment behind it. The Innomation business plan includes complete provisions for plan-vs.-actual analysis, and it will hold monthly follow-up meetings every month to discuss the variance and course corrections.
Management Summary

7.0 Management Summary

The initial Innomation management team consists of both its founders and the US Partners. As the company grows, it will add additional employees, regional advisory teams, sales professionals, and a marketing group.
Opportunity

Problem & Solution

Problem Worth Solving

Nationwide, many entrepreneurs are just becoming aware of the difficulties of developing their business ideas or models, implementing plans, raising seed capital, or finding investors to help accelerate their existing company to new heights.

Venture Capitalists (VC’s) are struggling to find solid investment opportunities associated with limited risk projects.

Business Development Experts & Advisors are always searching for good opportunities to invest their time and effort into in-exchange to project equity.

Our solution

Innomation, Inc. bridges these issues and concerns. Our network platform utilizes both cryptocurrencies (Utility Tokens & Security Tokens) and blockchain technologies to create a unique, trustless experience. Our community of Venture Capitalist’s (VC’s) and Business Development Experts (Advisors) are managed by the Innomation team. Our team matches opportunities to the identified interests of our members. Our platform provides easy access to information through each member profile. Our members have the ability to develop a tailored profile with the help of our staff, that provides monitoring of account details, Project opportunities, Investments, Account balances, Transaction History, recommendations for account managers, and much more. With our specialized platform, Innomation will be positioned perfectly to capitalize on the global business development marketplace.
Target Market

Competition

Current alternatives

Our advantages
Financial Plan

Forecast

Key assumptions

We expect to onboard and incubate 10 client companies during year 1 and then increase that to 25 in year 2. We complete our analysis on a company by company basis so the baseline revenue assumption does have some constraints. We want our client companies to be as relevant to the blockchain space as possible, so we’ll figure out the best mix of business case and profit potential before each investment agreement is completed. We expect the mix of companies to be slightly less congruent in year 1 than in year 2. That said, the average client company valuation should be around $1M for year 1 and $2.5M for year 2.

In our first two years, we are projecting $10M and then $25M in revenue with a 35% profit margin. We expect cash outlay for equity to be our top expense. The first-year payroll costs are estimated at $ As things ramp up, we will bring on additional employees to help manage the business. Office expenses should be manageable as we plan on leasing temporary workspace in downtown San Diego at a cost of less than $1,000/month. We will have a modest advertising budget — much of our marketing will be based on the website and ongoing social media campaigns — as well as a small travel budget for attendance at industry trade shows.
Revenue by Month

Expenses by Month
Net Profit (or Loss) by Year

Financing
8.0 Financial Plan
Use of funds
50% Development
20% Legal
30% Operational Costs

Sources of Funds

*Innomation Financing Series A - Option A*

Total Raise - $6M
Valuation - $60M

5% Equity in the Project

Minimum - $150K

Equal amount of TIC at $.006 (3-year Lock Up)

**Innomation Financing Series A - Option B**

Total Raise - $7M

3 Phases - 15% of the Equity

**Series A - Phase 1**

Raise $1M for 5% of the company. ($20M Valuation)

Equal amount of TIC at $.006 (3-year Lock Up)

Minimum - $100K

Milestones -

MVP Completed

- TIC Marketplace
Innomation, Inc.

- Investor Signup
- Project Marketplace

**Series A - Phase 2**

Raise $2M for 5% of the company. ($40M Valuation)
Equal amount of TIC at $.006 (3-year Lock Up)
Minimum - $100K

Milestones :
Beta Platform Complete
  - TIC Marketplace
  - Investor Signup
  - Project Marketplace
  - Services Marketplace
  - Advisor Marketplace

**Series A - Phase 3**
Raise $4M for 5% of the company ($80M Valuation)

Equal amount of TIC at $.006 (3-year Lock Up)

Minimum - $200K

Milestones :

Beta Platform Complete

- TIC Marketplace
- Investor Signup
- Project Marketplace
- Services Marketplace
- Advisor Marketplace
- Social Community Platform
- Peer-Peer TICx Exchange

Token Distribution

Total Available - 10,000,000,000 TIC

Current Price - $.006
**TIC Allocation**

5% Management Team

10% Eligible investors and early exchanges

85% Sale to investors for project development & marketing
### Statements

#### Projected Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash</strong></td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
</tr>
<tr>
<td><strong>Accounts Receivable</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Inventory</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
</tr>
<tr>
<td><strong>Long-Term Assets</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Accumulated Depreciation</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Long-Term Assets</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
</tr>
<tr>
<td><strong>Accounts Payable</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Income Taxes Payable</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Sales Taxes Payable</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Short-Term Debt</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Prepaid Revenue</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Long-Term Debt</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Paid-In Capital</strong></td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
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<tr>
<td><strong>Retained Earnings</strong></td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td><strong>Earnings</strong></td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td><strong>Total Owner’s Equity</strong></td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Equity</strong></td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
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</tbody>
</table>
# Projected Cash Flow Statement

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Cash Flow from Operations</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Profit</td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in Accounts Receivable</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Change in Inventory</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in Accounts Payable</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Change in Income Tax Payable</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Change in Sales Tax Payable</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Change in Prepaid Revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net Cash Flow from Operations</strong></td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td><strong>Investing &amp; Financing</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assets Purchased or Sold</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investments Received</td>
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<tr>
<td>Change in Long-Term Debt</td>
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<td></td>
</tr>
<tr>
<td>Change in Short-Term Debt</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Dividends &amp; Distributions</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net Cash Flow from Investing &amp; Financing</strong></td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td>Cash at Beginning of Period</td>
<td>$0</td>
<td>$155,922</td>
<td>$1,088,581</td>
</tr>
<tr>
<td>Net Change in Cash</td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td>Cash at End of Period</td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
</tr>
</tbody>
</table>

CONFIDENTIAL - DO NOT DISSEMINATE. This business plan contains confidential, trade-secret information and is shared only with the understanding that you will not share its contents or ideas with third parties without the express written consent of the plan author.
# Projected Profit and Loss

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$454,679</td>
<td>$1,325,037</td>
<td>$7,758,722</td>
</tr>
<tr>
<td><strong>Direct Costs</strong></td>
<td>$34,214</td>
<td>$102,643</td>
<td>$615,858</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>$420,465</td>
<td>$1,222,394</td>
<td>$7,142,864</td>
</tr>
<tr>
<td><strong>Gross Margin %</strong></td>
<td>92%</td>
<td>92%</td>
<td>92%</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salaries &amp; Wages</td>
<td>$209,952</td>
<td>$230,946</td>
<td>$254,040</td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>$41,990</td>
<td>$46,190</td>
<td>$50,808</td>
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<tr>
<td>US Office</td>
<td>$12,180</td>
<td>$12,180</td>
<td>$12,180</td>
</tr>
<tr>
<td>SEO</td>
<td>$420</td>
<td>$420</td>
<td>$420</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>$264,542</td>
<td>$289,736</td>
<td>$317,448</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td><strong>Interest Incurred</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Depreciation and Amortization</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income Taxes</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$298,757</td>
<td>$392,378</td>
<td>$933,306</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td><strong>Net Profit / Sales</strong></td>
<td>34%</td>
<td>70%</td>
<td>88%</td>
</tr>
</tbody>
</table>
Expectations

Forecast

Financial Highlights by Year

Financing Needed
Execution

Marketing & Sales

Marketing Plan

Sales Plan

Operations

Corporate Responsibilities

Operational Duties

1. the seven executive leaders will share the operational management of the company. Mr. Wu Bing & David Rose will handle the senior management and corporate outreach responsibilities; Mr. Sheppard will take charge of finance, human resources, operations, and grant applications. Mr. Fragloni will manage the development of the White, Yellow and Green Papers, the development of the animation video, and pitch deck. Dr. Zhou and Mr. Ruan will manage the development of the Innomination platform, and any other technology-based requirements associated with the development on the Innomination Corp. Mr. Wu Wenyi is in charge of business development and Chinese to English translations. The organizational structure and personnel plan reflect the team's intentions to maintain an organization that is customer oriented and technologically proficient, while efficiently managing cost controls and productivity.

An operating agreement and policy manual will be developed and implemented to detail aspects of the company functional requirements. Job descriptions will be developed to identify necessary competencies and skill sets. Team oriented professionals with common goals will be hired.
We will conduct weekly staff meetings to discuss strategic milestones, operations, and financial obligations. As the business grows, the company will offer an employee benefit package to include health and vacation benefits for everyone.

**Locations & Facilities**

Beijing, China - Mr. Wu Bing holds the majority responsibility for the operational success of this location.

San Diego, CA - Mr. David Rose holds the majority responsibility for the development & operational success of this location.

**Technology**

The primary technology used within this plan focuses on the ability to bridge the business development industry, Venture Capitalist, and Advisory functions of experts throughout the world.

This platform enables VC's to view projects within their areas of interest, evaluate the pre-screened opportunity, make equity purchases, transfer equity, and or find interested investors to purchased owned equity.

Advisers are given the ability to evaluate project opportunities, communicate with project members, provide counsel to project managers, and collect equity for services rendered.

Business owners are given the ability to display and present project opportunities.

**Equipment & Tools**

Innomation, Inc. will need various administrative supplies and equipment. The following list provides a basic idea of what is needed.

- Front office and sales salaries, wages, and commissions
- Office supplies
• Outside legal and audit fees
• Administration and sales office lease
• Administration and sales utilities
• Administration and sales telephones
• Administration and sales travel and entertainment

This list is not complete and should be altered as the development of the corporation progresses.

**Milestones & Metrics**

**Milestones Table**

<table>
<thead>
<tr>
<th>Milestone</th>
<th>Due Date</th>
<th>Who’s Responsible</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peer-Peer TICx Exchange</td>
<td>February 07, 2019</td>
<td>innomation</td>
</tr>
<tr>
<td>Investor Portal</td>
<td>May 31, 2019</td>
<td>Innomation</td>
</tr>
<tr>
<td>Project Marketplace</td>
<td>July 31, 2019</td>
<td>Innomation</td>
</tr>
<tr>
<td>TIC Marketplace</td>
<td>September 30, 2019</td>
<td>Innomation</td>
</tr>
<tr>
<td>Services Marketplace</td>
<td>November 15, 2019</td>
<td>Innomation</td>
</tr>
<tr>
<td>Alpha Platform</td>
<td>November 30, 2019</td>
<td>Innomation</td>
</tr>
<tr>
<td>Advisor Marketplace</td>
<td>January 30, 2020</td>
<td>Innomation</td>
</tr>
<tr>
<td>Beta Platform</td>
<td>March 15, 2020</td>
<td></td>
</tr>
<tr>
<td>Social Community Platform</td>
<td>June 30, 2020</td>
<td>Innomation</td>
</tr>
</tbody>
</table>

**Key metrics**
White, Green & Yellow Papers

White Paper

Innomation, Inc

Token Economics & Market Dynamics

January 2019

Background

Incubators are designed to help entrepreneurs carry out entrepreneurial work. The special business organization has become an important means for the world to promote the development of innovative technologies. The incubator form was born in the 1950s, and the initial attempt began in Stanford Research Park in 1951. In 1979, researchers such as Birch systematically discussed the incubator's impetus for employment and economic growth.
This discovery pushed the incubator into a rapid development cycle. It is generally believed that the development of incubators can be divided into several stages: simply providing low-cost sub-leasing office space, providing multi-faceted entrepreneurial services and resources, and Internet incubation services. In addition, it is generally believed that the operation of the incubator has several benefits: accelerating the development of high-tech or high-growth enterprises, improving the financial quality of enterprises and creating jobs, and providing entrepreneurial opportunities for the society.

The process of innovation and entrepreneurship, from concept to project and from project to enterprise, involves the cooperation of an ample amount of people, financial resources, and material resources. Due to uncertainty behind entrepreneurial leadership, the ability that teams have the ability to execute, and the lack of understanding of the progress, most investors have to the large risks associated with seed investing. Traditional incubators provide support for innovative entrepreneurship primarily with office space surrounding the entrepreneur with resources, contacts, and insight. However, incubators have a difficult problem supplying the growing company with the continuous financing necessary in the process.

Blockchain technology is an IT technology that matured in 2009 with the introduction of Bitcoin. A blockchain is a decentralized, distributed and public digital ledger that is used to record transactions across many computers so that any involved record cannot be altered retroactively, without the alteration of all subsequent blocks. This allows the participants to verify and audit transactions independently and relatively inexpensively. By integrating P2P communication, digital encryption and signatures, and unique consensus mechanisms, a blockchain technology provides a distributed ledger and immutable data infrastructure, as well as low-cost implementation of value-based currency. Described as a value-exchange protocol, a blockchain can maintain title rights because, when properly set up to detail the exchange agreement, it provides a record that compels offer
and acceptance. The above characteristics of blockchain technology make it an important technical basis for supporting project incubation.

With the technological advances we have seen over the last decade with blockchain, we believe that we can build a new mechanism for successful project incubation and funding, utilizing the innovation and entrepreneurship as the basis of the value transfer process.

By combining community interaction, project development, and transfers of value with this new method of project incubation, we can effectively address the projects complete needs of resources whether it be human, financial, or otherwise.

Business incubation is a business support process that accelerates the successful development of start-up and fledgling companies by providing entrepreneurs with an array of targeted resources and services. These services are usually developed or orchestrated by incubator management and offered both in the business incubator and through its network of contacts. A business incubator's main goal is to produce successful firms that will leave the program financially viable and freestanding. These incubator graduates have the potential to create jobs, revitalize neighborhoods, commercialize new technologies, and strengthen local and national economies. [Kauffman Foundation]

**Introduction**
According to research by Bitcoin.com, 46% of projects that hosted ICOs in 2017 had failed by February 2018, with a further 13% having become moribund or effectively obsolete. Combining the two, this gives ICOs a worrying success rate of only 41%: hardly the stuff of dreams.

There are of course, multiple reasons behind why ICOs fail. Scams are a significant and disappointing factor, but failure can stem from inadequate communication with potential investors, with the project’s target market, and the lack of financing and direction necessary to complete the necessary milestones to continue moving forward.

Innomation is changing the way business start up! Problems raising seed capital haven’t disappeared. Only 3% of entrepreneurs raise capital for their ventures. Angel Investors take a lot of time to find the right offers and there are very few deals in many locales. Transparency into how startups will spend the money and how the progress is going is also an issue.

Innomation bridges this gap by providing a portal where angels meet startups that have already been pre-screened and matched with advisors that will bring confidence to every project we support.

This all comes together in Innomation where our internal token TIC powers it all. TIC allows the investors to easily invest in our startups and receive equity back in the form of a company specific TIC. Capital from the investors that purchase TIC flows slowly into the hands of the startups when they reach predetermined goals. As Startups in Innomation succeed the value comes back into Innomation in the form of a rise in TIC and therefore, everyone wins.
Entrepreneurs leverage Innomation to incubate their projects and gain access to Advisors, Project Managers, and services that put their start-up in a position to be ready for Seed Capital. Venture Capitalists & Angel Investors gain visibility into pre-screened projects to increase their deal flow and provide better ROI. Holding TIC allows everyone to benefit from all deals in the Innomation funnel and not just they choose to invest in. Advisors and Service providers can leverage the Innomation portal to see opportunities to work for sweat equity and get matched with the right start-ups.

Ultimately, it will create a new international business model in which cash assets and equity assets coexist, with project incubation and acceleration coming together in a socially connected capital asset platform

**Distribution**

Total Available - 10,000,000,000 TIC

Current Price - $.006

3-Year Lock Up.

Equity + Coin Offering

$6-$7 million
Use of Funds

50% Development

20% Legal

30% Operational Costs

TIC allocation

5% Management Team

10% Eligible investors and early exchanges

85% Sale to investors for project development & marketing

Innomation Financing

Innomation Financing Series A - Option A

Total Raise - $6M

Valuation - $60M

5% Equity in the Project

Minimum - $150K
Equal amount of TIC at $.006 (3-year Lock Up)

*Innomation Financing Series A - Option B*

Total Raise - $7M

3 Phases - 15% of the Equity

*Series A - Phase 1*

Raise $1M for 5% of the company. ($20M Valuation)

Equal amount of TIC at $.006 (3-year Lock Up)

Minimum - $100K

Milestones -

MVP Completed

- TIC Marketplace
- Investor Signup
- Project Marketplace
Series A - Phase 2

Raise $2M for 5% of the company. ($40M Valuation)
Equal amount of TIC at $.006 (3-year Lock Up)
Minimum - $100K

Milestones:
Beta Platform Complete
- TIC Marketplace
- Investor Signup
- Project Marketplace
- Services Marketplace
- Advisor Marketplace

Series A - Phase 3

Raise $4M for 5% of the company ($80M Valuation)
Equal amount of TIC at $.006 (3-year Lock Up)
Minimum - $200K

Milestones:

Beta Platform Complete
- TIC Marketplace
- Investor Signup
- Project Marketplace
- Services Marketplace
- Advisor Marketplace
- Social Community Platform
- Peer-Peer TICx Exchange

**Economic Model & Operations**

The Economic model for our ecosystem to link advisors, entrepreneurs, angels, and venture capitalists with a launch pad into building a successful business. Through the platform all of our entrepreneurs are able to move quickly due to the services provided within the ecosystem. Business incubators have often provided basic administrative services to their tenants, though this is becoming less common as
technology has reduced the need for reception, secretarial, and other office support functions. Most importantly, successful incubators employ a capable manager who can serve as a mentor to the businesses, coordinate support provided by subject experts, schedule training and network activities, and provide general administration of the program and facility. Advanced support provided through an incubator may include:

Introductory and other business training programs

Business development assistance, such as developing a business plan

Management assistance and management team development

Advanced technical assistance in areas such as human resources, inventory management, process development, product design and development, and financial management

General legal assistance and regulatory compliance

Intellectual property management and technology commercialization
Access to, and assistance with conventional financing, along with alternative sources including grants,

loan guarantees, non-conventional financing, angel investors, and venture capital investors

Networking opportunities with other entrepreneurs and strategic partners

Marketing, procurement, and market research

International trade assistance

Linkages to higher education resources

The most pressing services provided by Innomation to the startups include but are not limited to:

**Accounting**

Innomation will handle each startups books in the beginning of development to make sure budgets are adhered to along the way and know when the startup will need its next influx of cash.
**Broker-Dealer Services**

In financial services, a broker-dealer is a natural person, company or other organization that engages in the business of trading securities for its own account or on behalf of its customers. Broker-dealers are at the heart of the securities and derivatives trading process. Innomation act as a broker-dealer bringing certified deals to an investors deal flow.

**Legal Services**

Legal Services will include a full review of every projects whitepaper, general counsel matter (contracts, employment, privacy, etc), KYC/AML compliance, Token Sales.

**Marketing & PR**

Blockchain branding has often been relegated to an afterthought. Perhaps the team designed an attractive website – but that’s as far as the concept of mindshare with an audience has often gone. Yet in little more than a year, blockchain technology has been transformed from being the preserve of pseudo-anarchists and a handful of CTOs, to a mainstream tech that even your grandmother has heard of. (Baker, 2018)
**Management**

10% of the generated funds for incubation project will be pulled to cover the Management expenses; Marketing, Administration, Finance, Operation. Etc.

**Blockchain & use of Smart Contracts - Why Ethereum?**

The blockchain system mainly provides the ability to deposit certificates, smart contracts, and token transactions for the projects that Innomation brings onto the platform. This allows investors to have the security of having every contract published directly onto a public ledger. Blockchain enables our services to take place 24x7 with an immutable and distributed ledger that cannot be tampered with and provides for high speed access whenever.

By design the blockchain is resistant to any changes made to the data stored on it. The main benefits of having our contracts secured on the blockchain are an immutable history of all licenses, contracts, and data stored, the ability for anyone with both their public and private key to view their contracts any time necessary, and the ability to issue tokens based on the contracts necessary for each project.

**Smart Contracts**
The smart contract was first proposed by the cryptographer Nick Szabo in 1994, only five years after the creation of the World Wide Web. According to Szabo’s definition: When a pre-programmed condition is triggered, the smart contract will execute the corresponding contract terms. Blockchain technology provides us with a decentralized, tamper-resistant, highly reliable system in which smart contracts are very useful.

A smart contract is program code programmed on a blockchain to automate business logic. The commonly used smart contract programming language for Ethereum Smart Contracts is Solidity, a language similar to Javascript. Smart contracts can easily interact with blockchains, such as event logging, equity issuance and billing, and token transfers. Smart contracts are widely used in the demand market for innovative cooperation and project investment and financing services. Token trading capabilities are the basis for the transfer of value within blockchain exchanges. Lastly, the smart contract capability is accessed through the Innomation contract portal and interface.

The main interfaces within Innomation include a smart contract deployment portal and a smart contract recovery portal. The input of the smart contract deployment interface is the compiled smart contract code, the signature of the deployer to the code, the public key of the deployer, and the result is the deployed smart contract address, which are then recorded and available on the Ethereum blockchain. The input to the smart contract call and recovery interface is the contract address.

**Innomation Tokens**
There are two types of tokens in the system, system tokens and project (equity) tokens. The system token (TIC) is the native token on the underlying Ethereum blockchain. System tokens are the basis for the underlying blockchain system to handle any trading behavior on the Innomation platform. Generally, all tokens are issued at one time, but some issued tokens may have locking requirements according to the issuance contracts for early investors.

For Example, To access the entrepreneur's projects within the Innomation platform, an investor must first purchase TIC. When trading the below project tokens with other project tokens on the Innomation exchange, the basis of the relationship and value is performed through TIC.

The project token is the equity issued by each innovative project, which is equivalent to a smart contract token. Project tokens represent a determined equity in the project and are represented as TICx, where x is the project code.

For example, Project abc issues 100,000 tokens for the TICabc project, which means that the project currently has 100,000 shares available for purchase by investors at the current deemed valuation.

We use a 1-1 share to token ratio, so as to most easily have investors understand that value they are receiving in the transaction. In addition, some projects may issue their own tokens elsewhere whether they be alternative security tokens via another platform, or utility tokens within their own, such as payment tokens or contributive gaming tokens. Such tokens are not currently covered by the incubation system.
**Project Tokens**

Project tokens are security tokens that represent equity in the project that they are attached to.

In the beginning stage of any new project, the value of the project is based mostly on the team and how close the project is to MVP. Every project that comes through the Innomation platform must be evaluated separately by Innomation management to then give the most fair market on release of the project specific token. Also because the project tokens lack fair value at this time, participants who identify with the project may agree with their value and are relatively easy to accept project tokens to pay for their cooperative activities.

Generally speaking, with the gradual development of the project, the value of the project token is gradually recognized by more people. After milestones have been met by the project, the value of the project tokens begins to mature. Project tokens will be locked for a management determined time period dependent on project stage to avoid premature circulation unpredictable value fluctuations affecting the interests of both participants and project owners.

**Selection**

The following are some of the considerations that may be used to determine eligibility for admission into incubator programs, based on the needs and desires of the particular program.
Affiliations & Partnerships

Age of the business

Business organization

Number of employees

Financial capacity

Potential for growth

Market Research & Approach

Potential economic impact

Technical and management capabilities
Potential to benefit from incubator services

As a part of the application process we require the entrepreneur or business owner to submit a business plan along with financial documentation, which include company financial statements, projections, and personal financial information. Applicants are reviewed by the Innomation management team and a board of Investors.

An agreement between company and incubator should identify specific requirements (such as training or technical assistance) based on an appraisal of the company’s needs, and establish timelines for meeting critical milestones in the company’s growth.

As a condition of continuing in the platform, the company must agree to, and comply with requirements:

Review of company financial statements by Innomation management

Completing specific training and assistance programs identified by Innomation

Quarterly progress reviews

Comply with with local, state, and federal regulations
Core team must work in full time capacity

**Incubation**

The platform itself will not be involved in the incubation of the project. The platform provides services such as token-based cooperative smart contracts, cooperative market development, community interaction, and project financing for the incubation of the project. The platform provides entrepreneurs access to financing and advisory services that can be accessed through the token-based cooperative marketplace.

Community interaction provides the necessary communication and cooperation skills to complete project cooperation. In other words, the platform provides tools for project incubation, throughout the project development and the environment that promotes project incubation.

The platform uses the blockchain contract for accounting of project equity and is the main vehicle to handle project incubation. This method can also be considered as the conversion of the project equity into project token. When creating a new project, the platform creates the project account private key and address, and prompts the person who created the project to back up the project private key.

When the project is newly built, the sole interest of the project is the equity of the project, so the new project account will be required to report the project token issuance plan. In the beginning before a project has matured and is ready for
circulation on the secondary exchange, the project token only has the ability to be used to pay for services, advisors, and other cooperative agreements to get the project into maturity.

The initial recipient is almost always the key partner in the project and therefore can only be stored within the platform until maturity. In other words, the platform requires that any project on the platform must issue its own project equity token. The project equity token has two states of issuance and circulation. The project equity token is converted from the issuance state to the circulation state only once the maturity of the project is reached to reduce volatile market fluctuations.

The project administrator can also purchase the platform token to level out the project account when necessary to appease investors. The token-based cooperative smart contract mainly records the relevant party information of cooperation, the specific purpose of cooperation, time agreement, quality agreement, dispute resolution, price agreement, and payment method.

Key data related to cooperative smart contracts are stored throughout the ethereum blockchain, processed using smart contract capabilities, and supported as digital evidence for dispute resolution. The platform has a cooperation requirement template for the recruitment of core team members, as well as R&D, legal, intellectual property, and other cooperative relationships.

*Incubating Pools*
Pool A - Vetted and up for further Advisement - Team Elite Approves

Pool B - 10% Funding Goal

Pool C - 50% Funding Goal is reached

*Incubation Project*

Management team will disperse funds accordingly.
Research Development = 55%
Business Cooperation = 25%
RP Operations = 10%
Administration = 10%

*Financing*

Projects all have different financing needs and as they complete milestones, the need for capital can sharply increase. The development of certain projects may generate multiple financing rounds when others can complete their project needs with just a single one. The traditional innovation investment industry usually refers to these rounds as seed rounds from angels as well as venture backed Series A, B, and C rounds.

The number is only marked by the number of rounds in the system. Financing, such as the first round, the second round, the fifth round, and so on. The platform deals with equity financing of projects and determines when the project is able to proceed to the next round of funding.
The financing contract generally includes the project description, the starting time, the deadline, the planned financing lower limit (soft limit), the planned financing upper limit (hard limit), and the token financing consideration processing method. Funding in the system can be invested in TIC tokens only.

We believe that a successful project should generally be able to successfully complete its initial founding team organization, basic technology reserves, and preliminary business model design work within six months, successfully completing the initial financing plan. Therefore, for any project that is approved by the system evaluation, the system will provide enough TIC tokens for free for 6 months in the system. This part of the TIC token will be locked for payment of platform service fees. The system classifies the projects that have not completed the initial financing plan as the A pool project, and the projects that complete the initial financing plan are classified as the B pool project. The project tokens of the A pool project are only accounted for and cannot be transferred to each other and cannot be traded on the exchange.

Security in the Innomation ecosystem

As an innovative incubation system, the primary security challenge is to prevent plagiarism. It is impossible to prevent plagiarism completely through online processing, so the platform relies on the combination of offline legal means and online blockchain storage. In order to support the offline legal means, the system supports the most stringent user real-name authentication processing, so that when offline legal treatment is required, the stakeholders can be effectively positioned. From the current technical understanding, the blockchain-based depository method can effectively prevent fraud and attacks. Although the platform
leaves evidence records for the mandatory operation of blockchain deposit and contract capability for key operations, the information interaction within the project cooperation requires the project party to set the scope of deposit and contract processing. In addition, from the plagiarism process, the system can only provide evidence and provide evidence, and the initiator of the maintenance rights must be the project itself.

Community interaction is an important part of the process that facilitates a complete understanding of the happenings within a project during incubations. In order to better communicate with the community of the project, quarterly progress reports are required to be submitted by the project lead and the project manager assigned to it. These notices are public in the platform to attract further investment when necessary from the community. The platform supports hierarchical community interactions and roles in order to facilitate both private and public announcements and communication, such as building project bulletin boards, open project communities, collaborator roles, project core member communities, and other necessary communities.

Technology Segments

The Innomation platform is a conglomerate of platforms that are all available in a single place to make for the most positive incubation experience for the entrepreneur and the most engaging deal flow opportunity & socially connected experience for the Investors. These are the main segments of the Innomation platform with more to follow:

Innomation Company Marketplace
Innomation TIC marketplace

Innomation TICx Exchange

Advising & Services Marketplace

Communication Platform

Matchmaking Platform

Customer Segments

Entrepreneur

Entrepreneurs have a lot to benefit from the Innomation platform. By applying to the platform and converting some or all of their equity into TIC, they are able to garner the services of advisors and corroborators, access investors, and receive a project management team that assists along the way. With the addition of
community building tools, we put entrepreneurs at the forefront of success and enable them with all the support necessary.

**Venture Capitalist / Angels**

Venture Capitalists and Angel Investors are able to access a deal flow that they haven’t had the opportunity to see before. Being able to access and communicate with projects and project owners while they decide on their commitment or level of investment to a project is extremely beneficial when selecting the right deals.

**Advisors / Service Providers**

The service provider and advisor marketplace allows people looking to work for startups the opportunity to work for sweat equity and provide their knowhow to the projects they fit into most. This process is all tied into smart contracts making both the project and the advisor comfortable from the beginning.

**Combatting Market Volatility**

Innomation has a semi-private blockchain platform which helps to control the flow of TIC inside and outside of the platform itself. In the beginning, less than 10%
of the total TIC is available for purchase outside of the platform on exchanges. This is used to help stabilize the price and support the development of the initial Innomation platform itself. The initial purchasers of TIC are also locked into a 3 year contract, where the tokens may not be directly sold or exchanged.

All of the platform specific projects TICx is also locked until the projects meet certain milestones that are deemed necessary by the management teams of both the project and Innomation. This maturation process is the defined aspect of when a project will be able to be traded on the second level Innomation exchange.

*Insurance Policy*

All investors have the opportunity to purchase insurance policies on the projects that they want to support. The cost associated with the 20% insurance is the loss of 20% of the growth of the startup insured.

*Movement of TIC & TICxxx within the Innomation Ecosystem*

*TIC*

purchased from Innomation
exchange for TICxxx

sold on the exchange for BTC, ETH, etc

used to purchase services

**TICxxx**

general P2P

exchange between TIC

exchanged for crypto assets, BTC, ETH, etc

exchanged for other TICxxx with investors on secondary market

*Flow of Capital*

5% TIC - Operational Costs
95% goes to project - over 3 years. Projects must submit budget proposals and request funds from project manager.

**Revenue**

Revenue created within the platform is dependent from which angle it is viewed from. Since the platform supports not only Innomation, but venture capitalists, entrepreneurs, and advisors, we must look at it from each of those perspectives below.

**Innomation**

Sales of Innomation ICO (TIC).
Sale of Mature IPO TICxxx
Invest against Investment Funds

**Venture Capitalist**

Purchased IPO of Incubated Company - Equity Growth
Sale of Mature IPO TICxxx (After Maturation)

**Business Adviser**
Development Growth of Sweat Equity
Sale of Mature IPO TICxxx

**Entrepreneur**

Sale of Intellectual Property
Owner earnings of Incubated Company and individual revenue streams.

Equity in Incubated Company through Sales of IPO.

**Timeline & Milestones**

Note - This section is under construction and needs to be discussed this week.

**The Team**

**Wu Bing**

bing@innomation.us

Director of Beijing Chamber of Commerce and Industry, who was chairman of Beijing Creative Interactive Space Network Technology Co., Ltd., chairman of
Beijing Rong Jin Century Technology Incubator Co., Ltd., Beijing Ai Yi Technology Co., Ltd. Internet Hospital Partnership investor, with up to 23 years of business incubation, investment management, risk project investment experience

Kevin Chow

zhou@innomation.us

20 yrs communications industry experience, the world's first block chain International standard project leader, an associate professor of electronic science and technology, has served as China Telecom 2025 Laboratory director, the East Earth Telecom General Manager assistant, Venus Chen Research and development manager. has been responsible for a number of development and Reform Commission, Ministry of Industry, Science and technology major research and development projects, the cumulative project amount of nearly 500 million yuan, the Communications Institute of Science and Technology Progress Award two, China Telecom Science and Technology Progress Award two

David Rose

David@innomation.us

David Rose is a 20+ year retired US Marine Corps veteran. David ended his military career as one of the top enlisted members within the Meteorological and Oceanographic community. During the last 7 years of his service, he sat in many positions which focused on personnel and project management within the 5 Marine Corps Installations West commands throughout the Southwestern United States.
He had an instrumental part in the continuous improvement of the installation and training infrastructure to enable Marine Corps air and ground forces to develop and sustain operational readiness for 40,000+ US Marines. After his military retirement, David worked for 2 years with Veterans Green Projects as Co-Owner/COO and board member of VGPI Foundation. Under his supervision Veterans Green Projects underwent a successful restructuring which improved the company’s operational capabilities and customer relations throughout the state of CA. David is now undertaking the challenge of utilizing his management experience in the development of Innomation, inc.

**Joseph M A Fargnoli**

joseph@innomation.us

Joseph is the CEO & Founder of the first AVA Circle application, Run2Play, that pays people to exercise and automates charitable donations on their behalf. He specializes in App Monetization & User Acquisition working in the Mobile Advertising industry since its inception. He recently was Head of Video Advertising at the 3rd largest mobile user acquisition ad network in the world, Motive Interactive, and was the Vice President of business development at the ad monetization and mediation platform, Aerserv. He regularly consults at early startups organizing sales teams, onboarding new hires, creating systems and processes, and developing businesses with high growth potential. He currently is the Chief Information Officer at Innomation.

**Wu Wen Yi**

wu@innomation.us
Wu Wenyi, a senior at Sierra Canyon School in Los Angeles, is an innovative and entrepreneurial student. From the beginning of his senior year, he approached the Commercial Section and participated in the initial research and development of the Tron project. He is currently a U.S.-Chinese translator for Chuangxin Company.

*Michael Sheppard*

mike@innomation.us

**Organizational Structure**

Innomation is a C Corporation formed under the laws of Delaware. It was formed with a CEO, COO, CTO, CIO, CFO, and a

**Conclusion**
There is currently a massive need for the ability to tokenize equity. The opportunity to be the platform or one thereof that facilitates this activity and creates a social community around innovation is immense. By bringing together investors, entrepreneurs, and service providers together, we are creating a value-added token based ecosystem for ideas to flourish and for everyone to share in the success. This is Innomation.

**Glossary**

**TIC**

TIC is the token that is needed to be purchased in order to invest into any of the projects on the Innomation platform.

**TICx**

Each and every company that comes onto the Innomation platform is given a token that represents the equity in the company itself.

**References**
Work Cited will add in some length and supportive documents over the next three weeks.


**Green Paper**

**Yellow Paper**
# Appendix

## Profit and Loss Statement (With monthly detail)

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<th>2020</th>
<th>Jan '20</th>
<th>Feb '20</th>
<th>Mar '20</th>
<th>Apr '20</th>
<th>May '20</th>
<th>June '20</th>
<th>July '20</th>
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<th>Oct '20</th>
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CONFIDENTIAL - DO NOT DISSEMINATE. This business plan contains confidential, trade-secret information and is shared only with the understanding that you will not share its contents or ideas with third parties without the express written consent of the plan author.
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<td>$26,610</td>
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## Innomation, Inc.

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<td><strong>Interest Incurred</strong></td>
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<tr>
<td><strong>Depreciation and Amortization</strong></td>
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<tr>
<td>Income Taxes</td>
<td>$0</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$298,757</td>
<td>$392,378</td>
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<tr>
<td><strong>Net Profit</strong></td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td><strong>Net Profit / Sales</strong></td>
<td>34%</td>
<td>70%</td>
<td>88%</td>
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## Balance Sheet (With Monthly Detail)

<table>
<thead>
<tr>
<th></th>
<th>Jan '20</th>
<th>Feb '20</th>
<th>Mar '20</th>
<th>Apr '20</th>
<th>May '20</th>
<th>June '20</th>
<th>July '20</th>
<th>Aug '20</th>
<th>Sept '20</th>
<th>Oct '20</th>
<th>Nov '20</th>
<th>Dec '20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash</strong></td>
<td>($3,145)</td>
<td>($3,950)</td>
<td>($1,732)</td>
<td>$2,714</td>
<td>$9,608</td>
<td>$19,446</td>
<td>$32,247</td>
<td>$48,308</td>
<td>$68,704</td>
<td>$93,044</td>
<td>$121,972</td>
<td>$155,922</td>
</tr>
<tr>
<td><strong>Accounts Receivable</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
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</tr>
<tr>
<td><strong>Inventory</strong></td>
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<tr>
<td><strong>Other Current Assets</strong></td>
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</tr>
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<td>$68,704</td>
<td>$93,044</td>
<td>$121,972</td>
<td>$155,922</td>
</tr>
<tr>
<td><strong>Long-Term Assets</strong></td>
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<tr>
<td><strong>Accumulated Depreciation</strong></td>
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<tr>
<td><strong>Total Long-Term Assets</strong></td>
<td>($3,145)</td>
<td>($3,950)</td>
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<td>($3,145)</td>
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<td>$68,704</td>
<td>$93,044</td>
<td>$121,972</td>
<td>$155,922</td>
</tr>
<tr>
<td><strong>Accounts Payable</strong></td>
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<td><strong>Income Taxes Payable</strong></td>
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<td><strong>Sales Taxes Payable</strong></td>
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<tr>
<td><strong>Prepaid Revenue</strong></td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
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<tr>
<td><strong>Long-Term Debt</strong></td>
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</table>
### Innomation, Inc.

<table>
<thead>
<tr>
<th>Total Liabilities</th>
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<th>$0</th>
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<th>$0</th>
<th>$0</th>
<th>$0</th>
<th>$0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid-In Capital</td>
<td>$(3,145)</td>
<td>$(3,950)</td>
<td>$(1,732)</td>
<td>$2,714</td>
<td>$9,608</td>
<td>$19,446</td>
<td>$32,247</td>
<td>$48,308</td>
<td>$68,704</td>
<td>$93,044</td>
<td>$121,972</td>
<td>$155,922</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>$(3,145)</td>
<td>$(3,950)</td>
<td>$(1,732)</td>
<td>$2,714</td>
<td>$9,608</td>
<td>$19,446</td>
<td>$32,247</td>
<td>$48,308</td>
<td>$68,704</td>
<td>$93,044</td>
<td>$121,972</td>
<td>$155,922</td>
</tr>
<tr>
<td>Earnings</td>
<td>$(3,145)</td>
<td>$(3,950)</td>
<td>$(1,732)</td>
<td>$2,714</td>
<td>$9,608</td>
<td>$19,446</td>
<td>$32,247</td>
<td>$48,308</td>
<td>$68,704</td>
<td>$93,044</td>
<td>$121,972</td>
<td>$155,922</td>
</tr>
<tr>
<td>Total Owner’s Equity</td>
<td>$(3,145)</td>
<td>$(3,950)</td>
<td>$(1,732)</td>
<td>$2,714</td>
<td>$9,608</td>
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<td>$93,044</td>
<td>$121,972</td>
<td>$155,922</td>
</tr>
<tr>
<td>Total Liabilities &amp; Equity</td>
<td>$(3,145)</td>
<td>$(3,950)</td>
<td>$(1,732)</td>
<td>$2,714</td>
<td>$9,608</td>
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<td>$121,972</td>
<td>$155,922</td>
</tr>
</tbody>
</table>

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### Innomation, Inc.

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Inventory</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Current Assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$155,922</strong></td>
<td><strong>$1,088,581</strong></td>
<td><strong>$7,913,997</strong></td>
</tr>
<tr>
<td>Long-Term Assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accumulated Depreciation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Long-Term Assets</strong></td>
<td><strong>$155,922</strong></td>
<td><strong>$1,088,581</strong></td>
<td><strong>$7,913,997</strong></td>
</tr>
<tr>
<td>Total Assets</td>
<td><strong>$155,922</strong></td>
<td><strong>$1,088,581</strong></td>
<td><strong>$7,913,997</strong></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Income Taxes Payable</td>
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<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Sales Taxes Payable</td>
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<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Short-Term Debt</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prepaid Revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>$0</strong></td>
<td><strong>$0</strong></td>
<td><strong>$0</strong></td>
</tr>
<tr>
<td>Long-Term Debt</td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$0</strong></td>
<td><strong>$0</strong></td>
<td><strong>$0</strong></td>
</tr>
<tr>
<td>Paid-In Capital</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>$155,922</td>
<td>$1,088,581</td>
<td>$7,913,997</td>
</tr>
<tr>
<td>Earnings</td>
<td>$155,922</td>
<td>$932,659</td>
<td>$6,825,416</td>
</tr>
<tr>
<td><strong>Total Owner's Equity</strong></td>
<td><strong>$155,922</strong></td>
<td><strong>$1,088,581</strong></td>
<td><strong>$7,913,997</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Equity</strong></td>
<td><strong>$155,922</strong></td>
<td><strong>$1,088,581</strong></td>
<td><strong>$7,913,997</strong></td>
</tr>
</tbody>
</table>
## Cash Flow Statement (With Monthly Detail)

<table>
<thead>
<tr>
<th>2020</th>
<th>Jan '20</th>
<th>Feb '20</th>
<th>Mar '20</th>
<th>Apr '20</th>
<th>May '20</th>
<th>June '20</th>
<th>July '20</th>
<th>Aug '20</th>
<th>Sept '20</th>
<th>Oct '20</th>
<th>Nov '20</th>
<th>Dec '20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Cash Flow from Operations</td>
<td>($)3,145</td>
<td>($805)</td>
<td>$2,218</td>
<td>$4,446</td>
<td>$6,894</td>
<td>$9,838</td>
<td>$12,801</td>
<td>$16,061</td>
<td>$20,396</td>
<td>$24,340</td>
<td>$28,928</td>
<td>$33,950</td>
</tr>
<tr>
<td>Net Profit</td>
<td>($3,145)</td>
<td>($805)</td>
<td>$2,218</td>
<td>$4,446</td>
<td>$6,894</td>
<td>$9,838</td>
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<td>$16,061</td>
<td>$20,396</td>
<td>$24,340</td>
<td>$28,928</td>
<td>$33,950</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Change in Accounts Receivable</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
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<td>$0</td>
<td>$0</td>
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<tr>
<td>Change in Inventory</td>
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<tr>
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</tr>
<tr>
<td>Change in Income Tax Payable</td>
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<tr>
<td>Change in Sales Tax Payable</td>
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</tr>
<tr>
<td>Change in Prepaid Revenue</td>
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<td>$0</td>
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</tr>
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<td>Net Cash Flow from Operations</td>
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<td>$20,396</td>
<td>$24,340</td>
<td>$28,928</td>
<td>$33,950</td>
</tr>
<tr>
<td>Investing &amp; Financing</td>
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<tr>
<td>Assets Purchased or Sold</td>
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</tbody>
</table>

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<table>
<thead>
<tr>
<th>Change in Long-Term Debt</th>
<th>Change in Short-Term Debt</th>
<th>Dividends &amp; Distributions</th>
</tr>
</thead>
</table>

### Net Cash Flow from Investing & Financing

<table>
<thead>
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<th>$0</th>
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<th>$(3,950)</th>
<th>$(1,732)</th>
<th>$2,714</th>
<th>$9,608</th>
<th>$19,446</th>
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<tr>
<td>Net Change in Cash</td>
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<td>$33,950</td>
</tr>
<tr>
<td>Cash at End of Period</td>
<td>$(3,145)</td>
<td>$(3,950)</td>
<td>$(1,732)</td>
<td>$2,714</td>
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<td>$121,972</td>
<td>$155,922</td>
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<td>2022</td>
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<td><strong>Net Cash Flow from Operations</strong></td>
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<td></td>
</tr>
<tr>
<td>Change in Accounts Receivable</td>
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<td>Change in Inventory</td>
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<td>$932,659</td>
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