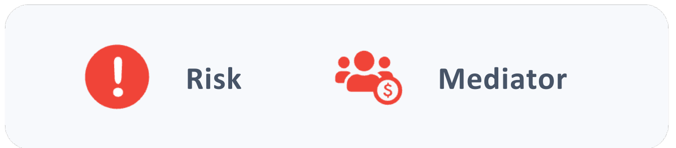
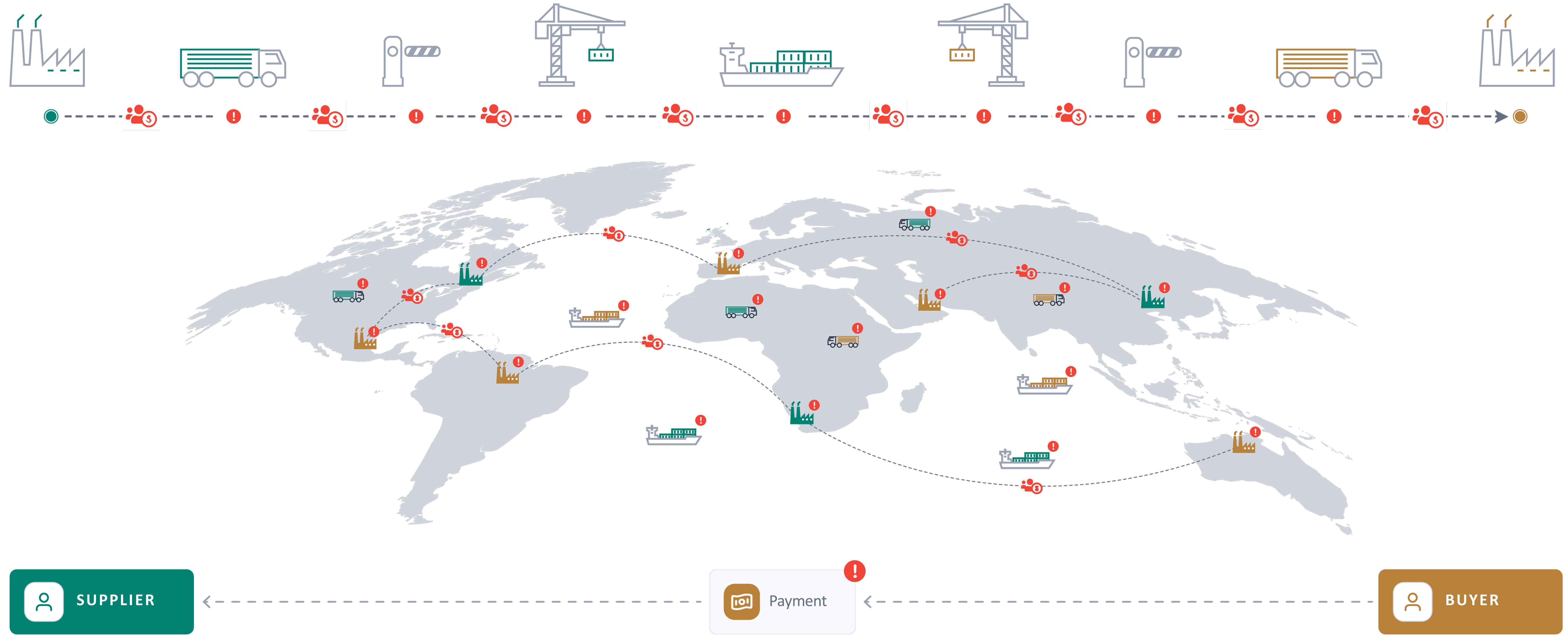
Fixdeal

World Trade Re-imagined

Global trade today



Problem: A fragmented market with a high number of middlemen, hidden costs, and associated risks



Trading with Fixdeal

Solution: **an unified platform** that regulates international trade operations, using an algorithm that creates **protective countermeasures** allowing to:

Identification of counteragents

Facilitation of deals at any risk level, considering violations and cancellation compensation

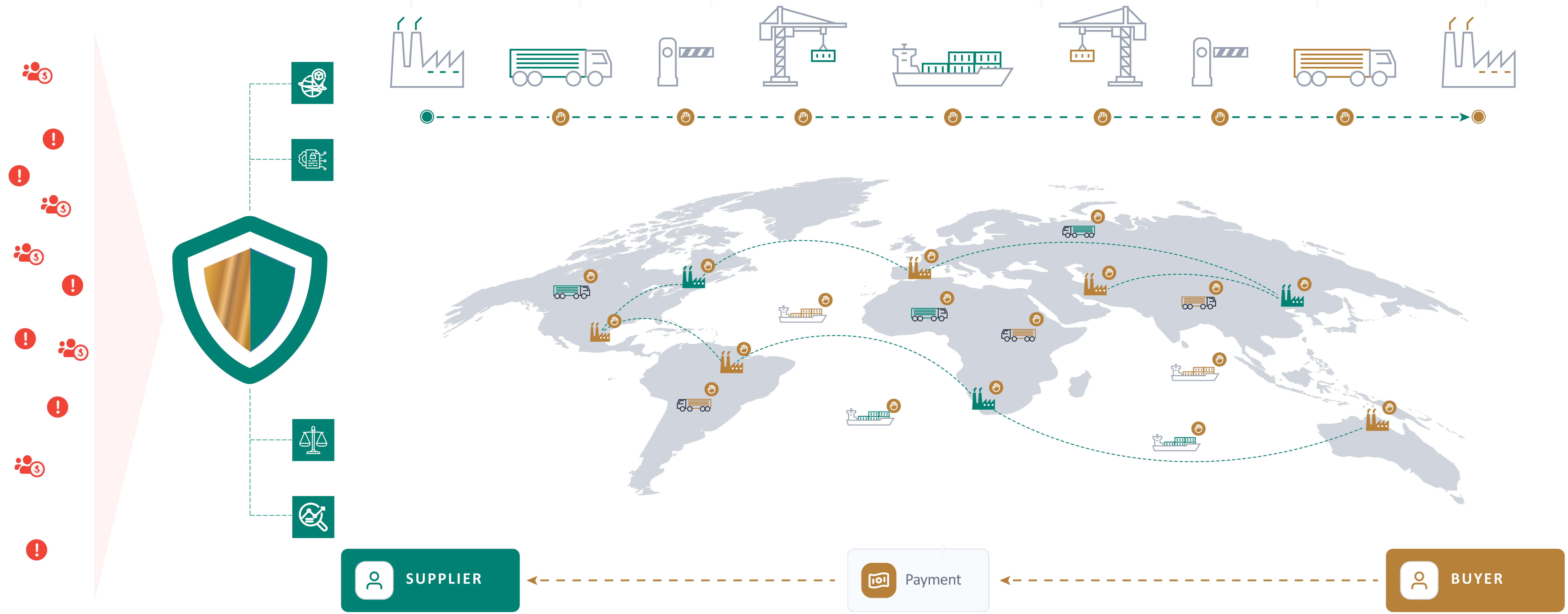
Resolution of deadlock situations and disputes before resorting to court

Risk hedging

Fixdeal tools

Risks

Mediator



Market Size

Go-to-market industry:

$2 trillions — **Agriculture, Metal, Ore Commodities**

+

$7.3 trillions — **Oil & Gas**

$30 trillions — **World Trade**

Fixdeal

Competitive Advantages

All-in-one platform with a holistic view of the deal at any given point

Extensive team experience in the agricultural commodities industry & vast network of potential clients

Effective 3-day dispute resolution, with automated refund system for direct losses

Distinguishing Features

- ✓ Contracts with **fiat, crypto, and cash** payments
- ✓ Automated escrow management
- ✓ Innovative crypto-hedging
- ✓ DeFi
- ✓ End-to-end deal execution
- ✓ Third parties management
- ✓ AI-powered dispute resolutions

Why trade through Fixdeal?

- ✓ Margin synergy from middlemen
- ✓ Boosting goods & money turnover
- ✓ Transparent supply chain & contract execution
- ✓ Highlighting hidden incomes
- ✓ Reducing staff & overstock
- ✓ Access to analytics
- ✓ **Vessel agent near abolition**

Our Revenue Streams

Main revenue stream:

Transaction & Contract Fees

Additional revenue stream:

All Users

Deals & Transactions Commisions

Subscription (user-based, usage-based & feature-based)

Pay-As-You-Go

Early Access or Beta Programs

Analytics Access

Data Reports Access

Onboarding

Consulting

Custom Support (Concierge)

Suppliers

Featured Listings

Ads

Vertical Solution

Enterprise

Custom Branding

Custom Development and Integration

Niche Solutions

Ads

3rd parties

White-Labeling

API Access

Marketplace or App Store

Licensing for Partners

Ads

Competitive Advantages

	Supply Chain Management	Trading	Risk Assessment	ERP Integration	End-to-End Contract Execution	Crypto Hedging	Automated Escrow Management	AI-powered Dispute Resolution	Barter	Arbitration System
Fixdeal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SAP	✓	✓	✓	✓	✓					
EKA	✓	✓	✓	✓						
Easy Markets	✓	✓	✓							
ATLP	✓	✓	✓							

Conclusion: there is no platform that offers the same amount of features all in one place.

Financial Model & Forecast

$500k to release the product on the market
$425k self-funded in 2023

Optimal

PL Forecast, k EUR	2024	2025	2026	2027	Total
GROSS REVENUE	0	456	34 649	1 025 187	**1 060 291**
VAT	0	23	1 732	51 259	**53 015**
NET REVENUE	0	433	32 916	973 928	**1 007 277**
COGS	718	6 052	14 404	184 008	**205 183**
GROSS PROFIT	-718	-5 619	18 512	789 919	**802 094**
G&A EXPENSES	897	3 079	3 172	12 787	**19 935**
EBITDA	-1 616	-8 697	15 340	777 132	**782 159**
DEPRECIATION	7	50	71	1 058	**1 186**
EBIT	-1 623	-8 748	15 269	776 075	**780 973**
INCOME TAX	0	0	1 626	69 847	**71 473**
NET INCOME (UAE)*	-1 623	-8 748	13 643	706 228	**709 501**
NET INCOME (USA)*	-1 900	-10 450	12 059	732 487	**732 196**
NET INCOME (UK)*	-2 011	-11 287	3 734	452 094	**442 529**
NET INCOME (Spain)*	-2 265	-12 822	1 665	437 867	**424 445**

Initial investments Dec 2023 / Further quarterly investments	Period of investments /Cash Flow Break-even point	IRR	ENTERPRISE VALUE**
12 100	1,5 year/ 2,08 year	542%	13 721 354
14 700	1,5 year/ 2,08 year	504%	12 706 970
16 700	1,75 year/ 2,25 year	354%	10 532 052
19 500	1,75 year/ 2,25 year	325%	10 207 032

Basic

PL Forecast, k EUR	2024	2025	2026	2027	Total
GROSS REVENUE	0	356	19 045	488 914	**508 315**
VAT	0	18	952	24 446	**25 416**
NET REVENUE	0	338	18 093	464 469	**482 900**
COGS	718	6 039	12 099	99 041	**117 898**
GROSS PROFIT	-718	-5 701	5 993	365 428	**365 002**
G&A EXPENSES	897	3 079	3 020	7 301	**14 297**
EBITDA	-1 616	-8 780	2 974	358 127	**350 705**
DEPRECIATION	7	50	66	497	**620**
EBIT	-1 623	-8 830	2 908	357 630	**350 085**
INCOME TAX	0	0	641	32 187	**32 828**
NET INCOME (UAE)*	-1 623	-8 830	2 267	325 443	**317 257**
NET INCOME (USA)*	-1 900	-10 530	246	336 304	**324 120**
NET INCOME (UK)*	-2 011	-11 355	-4 134	205 344	**187 844**
NET INCOME (Spain)*	-2 265	-12 888	-6 105	198 105	**176 846**

Initial investments Dec 2023 / Further quarterly investments	Period of investments /Cash Flow Break-even point	IRR	ENTERPRISE VALUE**
13 400	1,5 year/ 2,25year	344%	5 586 221
16 700	1,5 year/ 2,25year	314%	5 264 471
18 800	1,5year/ 2,42year	209%	4 499 753
21 600	1,5year/ 2,5year	188%	4 444 664

20% of deals = 80% of clients' cumulative deal volume

PL Forecast, k EUR	2024	2025	2026	2027	Total
GROSS REVENUE	0	300	15 438	393 222	**408 960**
VAT	0	15	772	19 661	**20 448**
NET REVENUE	0	285	14 666	373 561	**388 512**
COGS	718	6 032	11 633	86 236	**104 620**
GROSS PROFIT	-718	-5 748	3 033	287 325	**283 892**
G&A EXPENSES	897	3 079	3 020	7 301	**14 297**
EBITDA	-1 616	-8 826	13	280 024	**269 595**
DEPRECIATION	7	50	66	497	**620**
EBIT	-1 623	-8 876	-53	279 527	**268 976**
INCOME TAX	0	0	424	25 157	**25 582**
NET INCOME (UAE)*	-1 623	-8 876	-477	254 370	**243 394**
NET INCOME (USA)*	-1 900	-10 575	-2 603	261 654	**246 577**
NET INCOME (UK)*	-2 011	-11 392	-6 129	158 086	**138 554**
NET INCOME (Spain)*	-2 265	-12 926	-8 090	151 755	**128 474**

Initial investments Dec 2023 / Further quarterly investments	Period of investments /Cash Flow Break-even point	IRR	ENTERPRISE VALUE**
14 100	1,75year/ 2,33year	290%	4 435 206
17 400	1,75year/ 2,33year	263%	4 207 645
19 300	1,75year/ 2,33year	168%	3 661 880
22 600	2 year/ 2,58year	148%	3 659 711

6 Month product release delay (Basic scenario)

PL Forecast, k EUR	2024	2025	2026	2027	Total
GROSS REVENUE	0	25	1 609	68 112	**69 746**
VAT	0	1	80	3 406	**3 487**
NET REVENUE	0	23	1 529	64 706	**66 259**
COGS	718	2 479	7 959	21 881	**33 038**
GROSS PROFIT	-718	-2 455	-6 430	42 825	**33 221**
G&A EXPENSES	897	2 680	2 864	3 960	**10 401**
EBITDA	-1 616	-5 135	-9 295	38 865	**22 820**
DEPRECIATION	7	26	81	160	**275**
EBIT	-1 623	-5 161	-9 376	38 705	**22 545**
INCOME TAX	0	0	0	3 639	**3 639**
NET INCOME (UAE)*	-1 623	-5 161	-9 376	35 066	**18 906**
NET INCOME (USA)*	-1 900	-5 953	-11 467	34 058	**14 739**
NET INCOME (UK)*	-2 011	-6 338	-12 697	17 411	**-3 636**
NET INCOME (Spain)*	-2 265	-7 045	-14 601	15 006	**-8 905**

Initial investments Dec 2023 / Further quarterly investments	Period of investments /Cash Flow Break-even point	IRR	ENTERPRISE VALUE**
23 200	2,5year/ 3,1 year	31%	118 621
29 400	2,5year/ 3,1 year	13%	52 498
34 000	2,5year/ +3,1 year	-37%	17 270
39 300	2,5year/ +3,1 year	-45%	15 006

Conclusion. Our business model is flexible to different scenarios. To minimize our costs the best option is to register legal entity in the UAE, second best option – legal entity in the USA (Delaware).

* - different taxes (income tax, VAT, payroll taxes, personal income tax and insurance).
** - ENTERPRISE VALUE (EV) = k*EBITDA, k=average growth rate (%), if EV<0 then EV=NET INCOME 2027.

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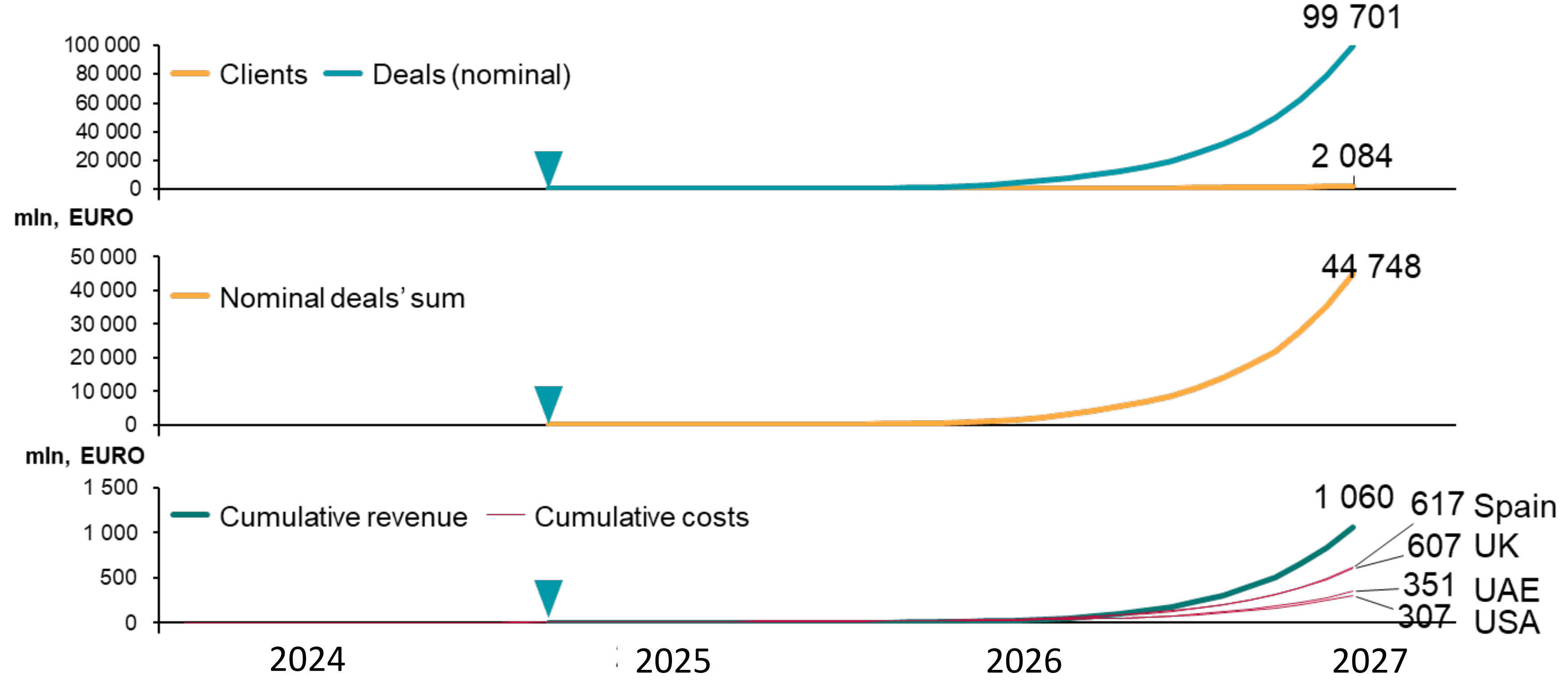
Business model

▼ Product release

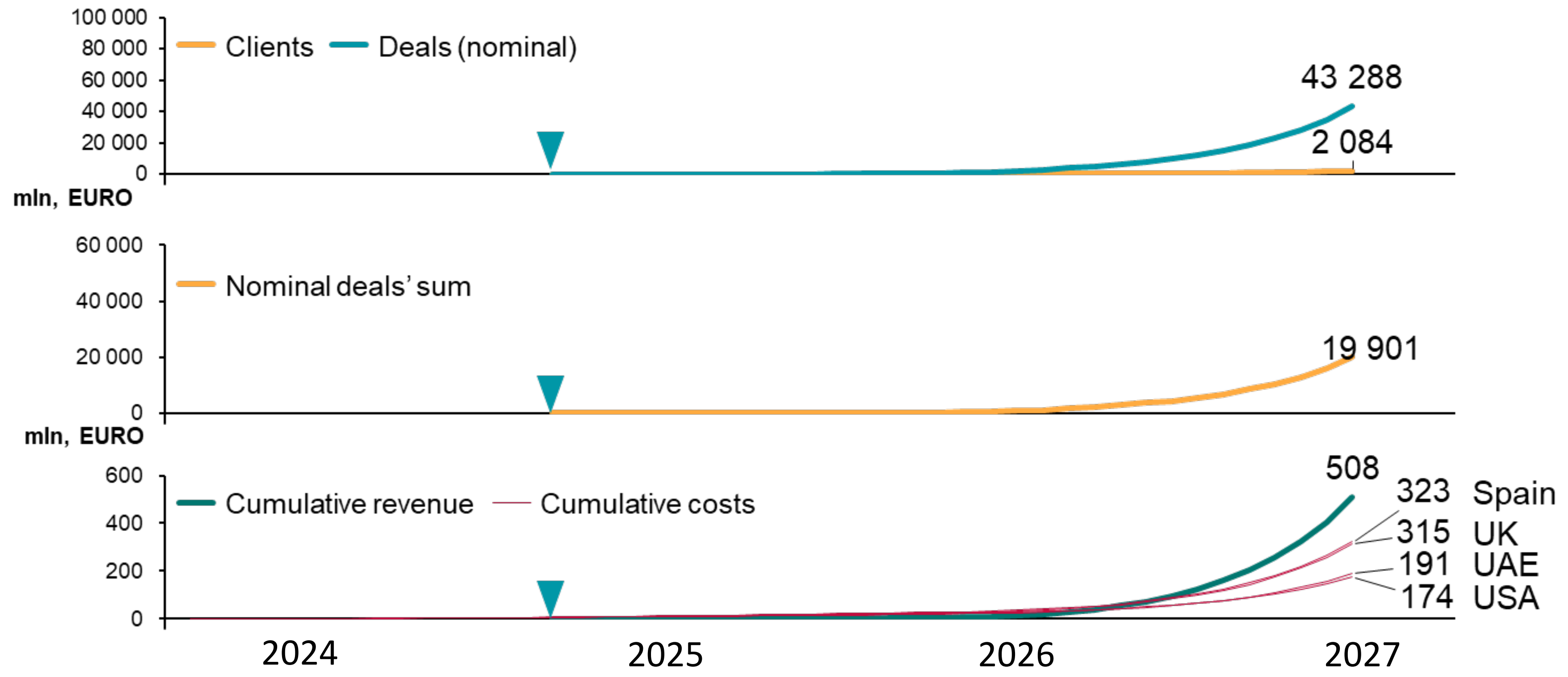
General info

Client type	Staff, unit	Quantity clients	Deals	Average sum, EURO	Period, days	Subscription			Commission		
						Standard	Premium	VIP	Standard	Average	Risky
						€100	€500	€1500	0,15% of deal's sum	0,42% of deal's sum	0,75% of deal's sum
Big	30	10%	20%	2 000 000	45	20%	30%	50%	30%	30%	40%
Middle	15	25%	25%	500 000	30	50%	40%	10%	15%	25%	60%
Small	5	65%	55%	50 000	21	90%	10%	0%	10%	20%	70%

Optimal



Basic



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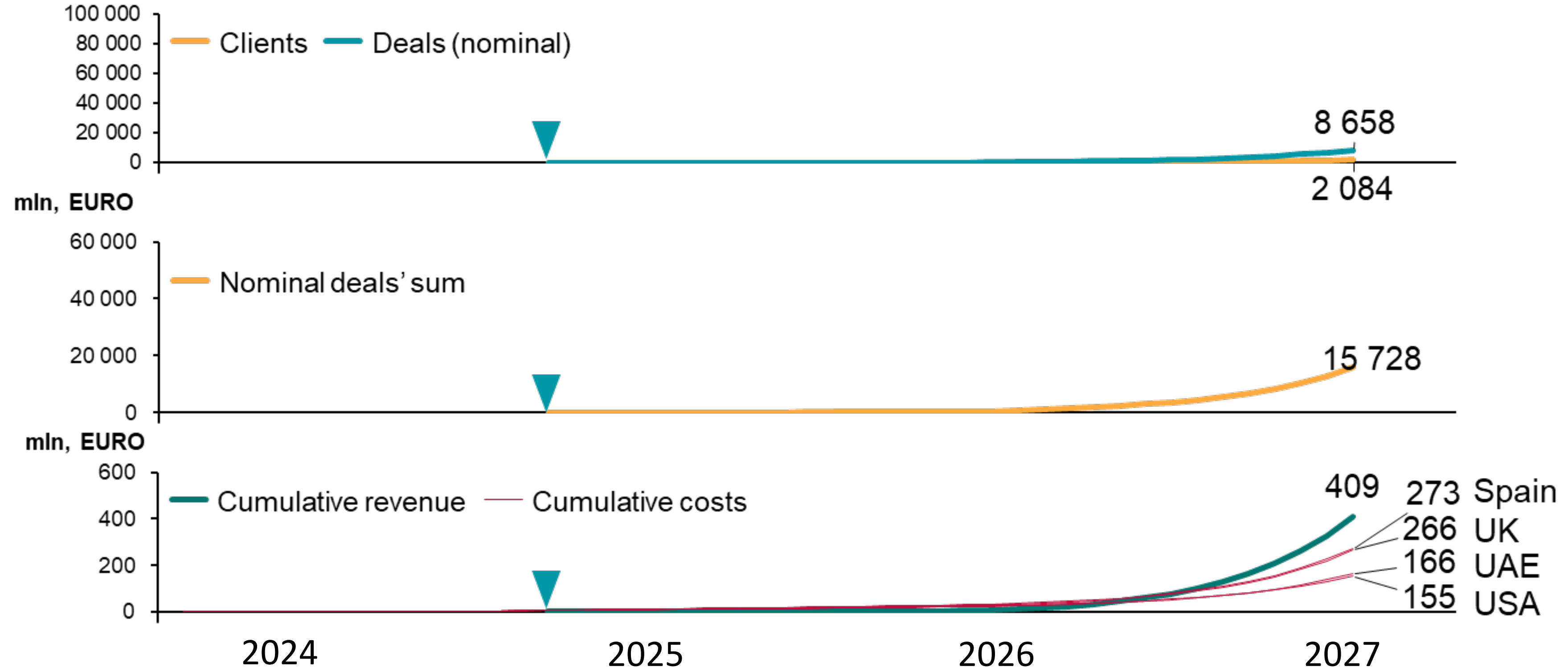
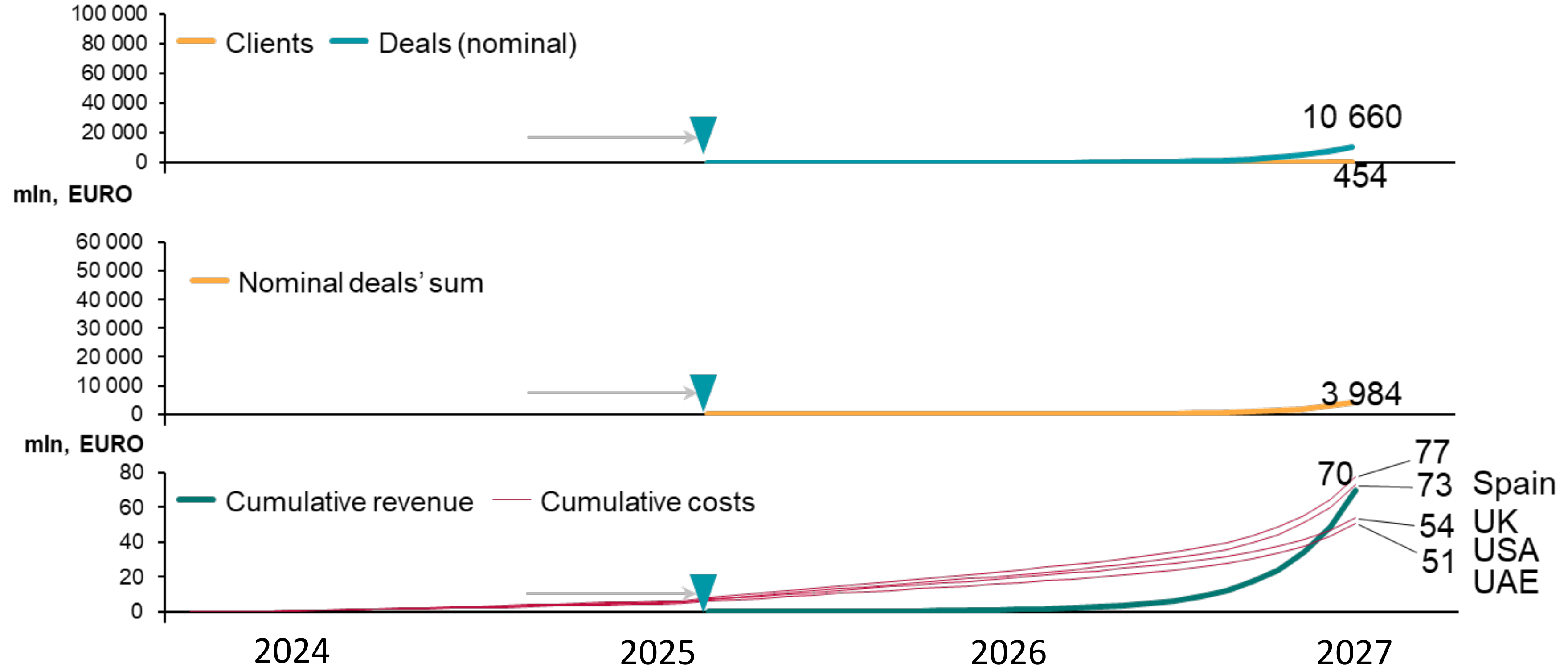


6 Month product release delay (Basic scenario)



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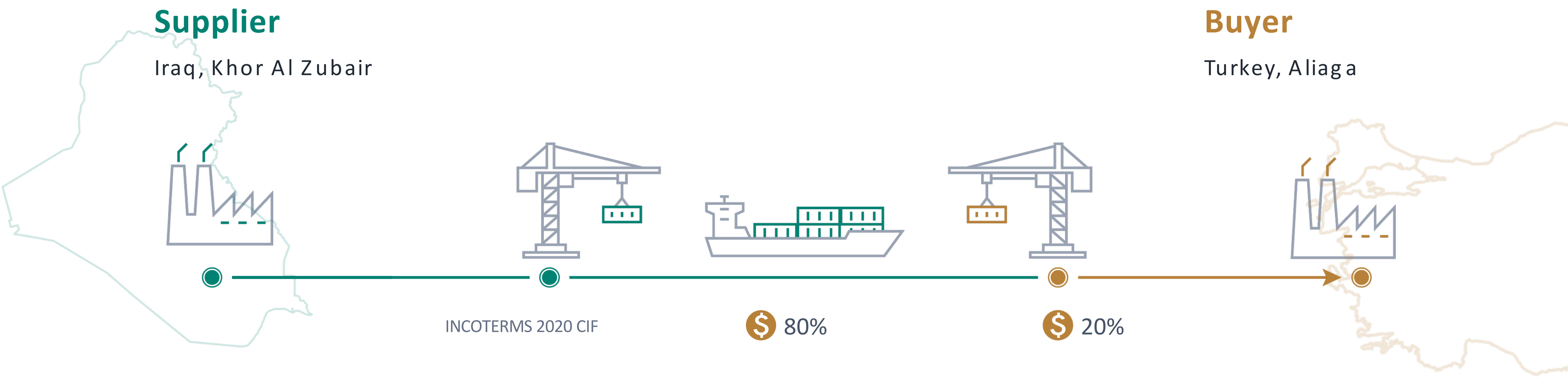
Use Case: Crude Oil

Crude Oil
Basrah Medium

Quantity	366 000 Bbl
Transport	1 tanker ship × 50 000 tons
Price	$76,50/Bbl
Tolerance	±5 %
Contract Value	$ 27 999 000



Penalties for Any Deal		Value
Quantity		$5/Bbl
Quality for 1 Unit differences		0,3% Contract Amount
Term: 7 – 8 days Term: 9+ days		2.0% Contract Amount 3.0% Contract Amount
Payment delay for 1 day		0.3% Contract Amount

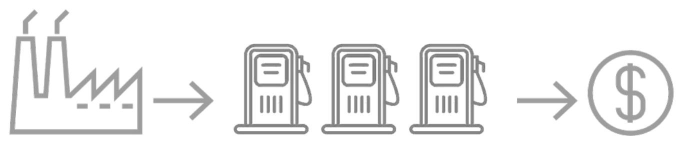
Supplier's Expenses ($/Bbl)

COGS	24,15
Shipment	8,29
Documents	0,36
Inspection	0,28
Insurance	1,78
Other exp.	17,82
Total	**52,68**
ROI Plan	**45,2%**

Supplier's Plan Margin **31,1%**

Next Buyer's Deal

Price of Goods	$85,00/Bbl
Tolerance	±5%
Total SUM	$31 110 000



ROI Plan	**11,1%**

Buyer's Plan Margin **10,0%**

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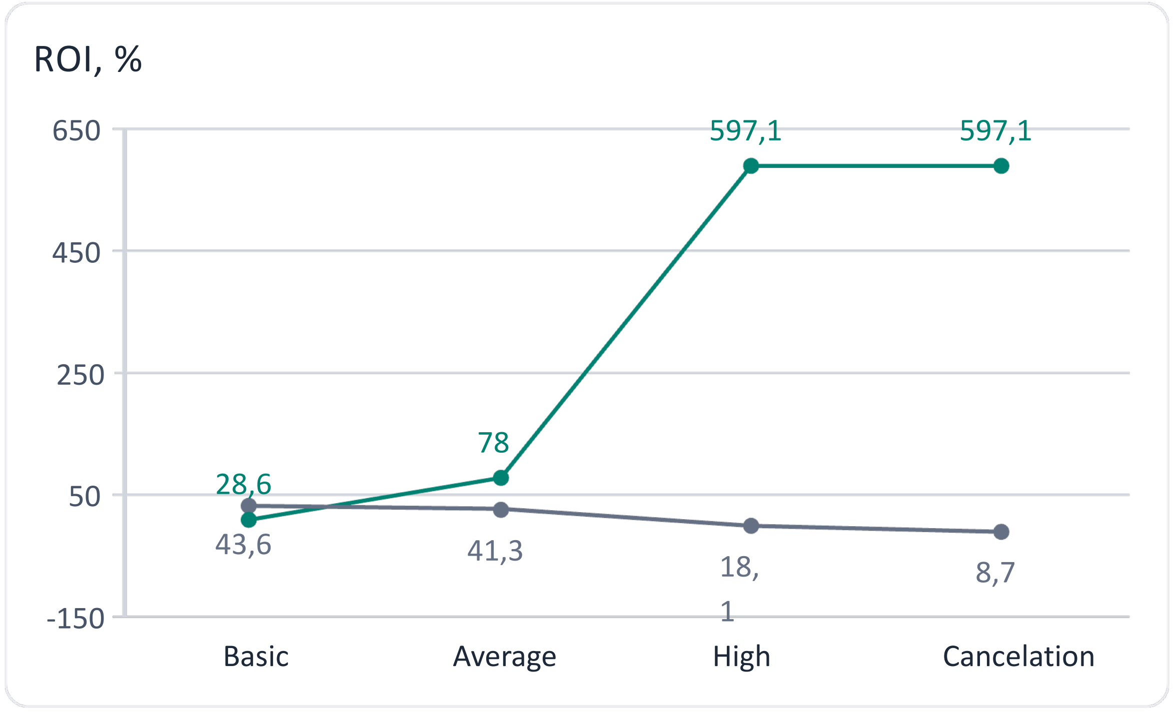
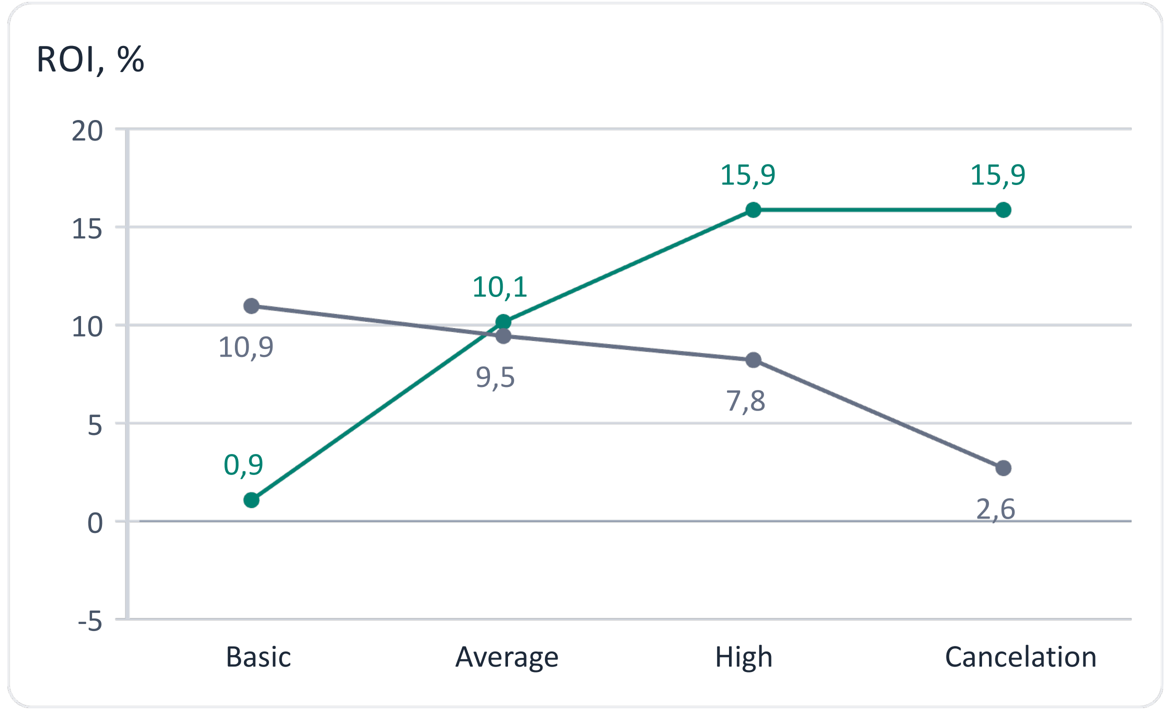
Use Case: Crude Oil

Fixdeal Margin / ROI
Fact Margin / ROI

Supplier



Buyer



You can **increase** your ROI with **Fixdeal** by implementing diverse approaches tailored to different counteragents.

Or our financial specialist could create optimal approaches for you.

Fixdeal

Use Case: Sunflower Oil

Sunflower Oil

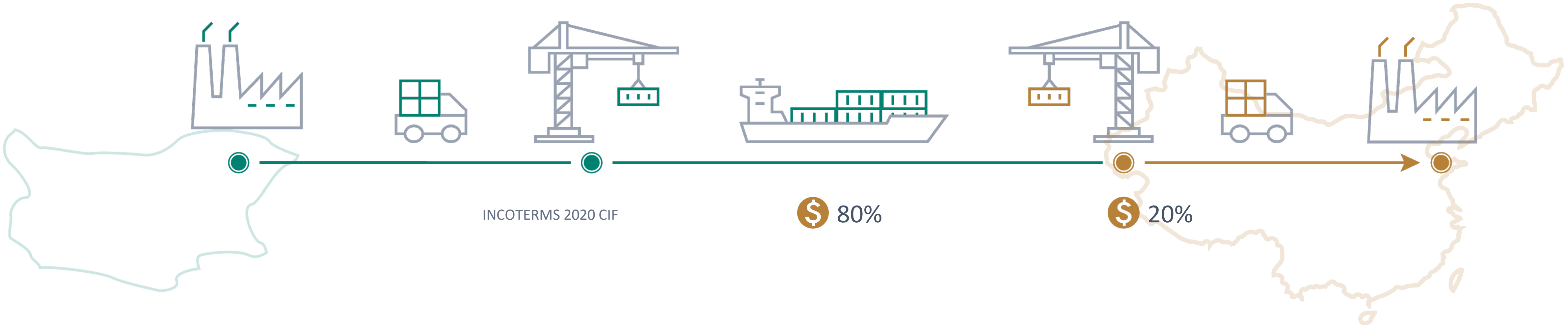
Quantity	1500 MT
Package	63 containers x 24 MT
Price	$ 1,050
Tolerance	±5 %
Contract Value	$ 1 575 000

Supplier

Bulgaria, Dobrich

Buyer

China, Qingdao



Penalties for Any Deal	Value
Quantity	$20/ton
Quality for 1 Unit differences	3% Contract Amount
Term: 7 – 8 days Term: 9+ days	1.5% Contract Amount 2.0% Contract Amount
Packaging for 1 unit damaged (tolerance for damaged packaging 1%)	5% of Price per ton
Payment delay for 1 day	0.3% Contract Amount

Supplier's Expenses ($/ton)

COGS	840,00
Shipment	106,00
Documents	3,50
Inspection	2,00
Insurance	1,50
Operating exp.	4,33
Total	**957,33**

ROI Plan **9,7%**

Supplier's Plan Margin **8,8%**

Next Buyer's Deal

Price of Goods	$1 500/ton
Tolerance	±5%
Total SUM	$2 250 000

ROI Plan **5,3%**

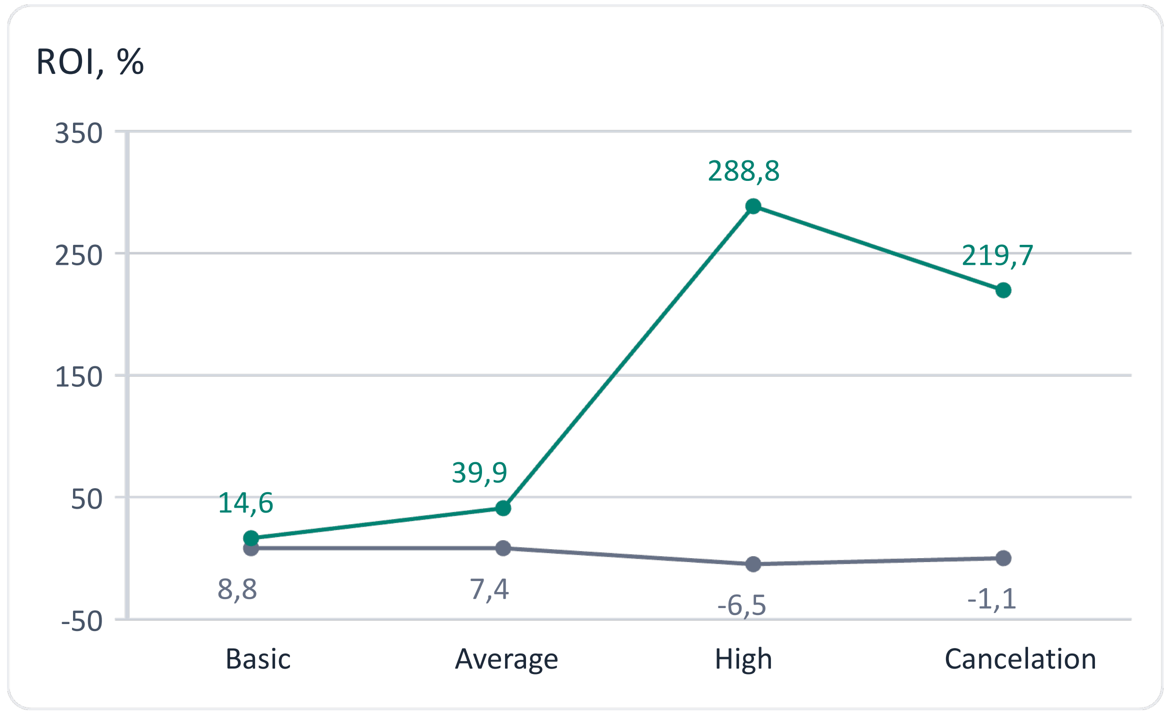
Buyer's Plan Margin **5,0%**

Fixdeal

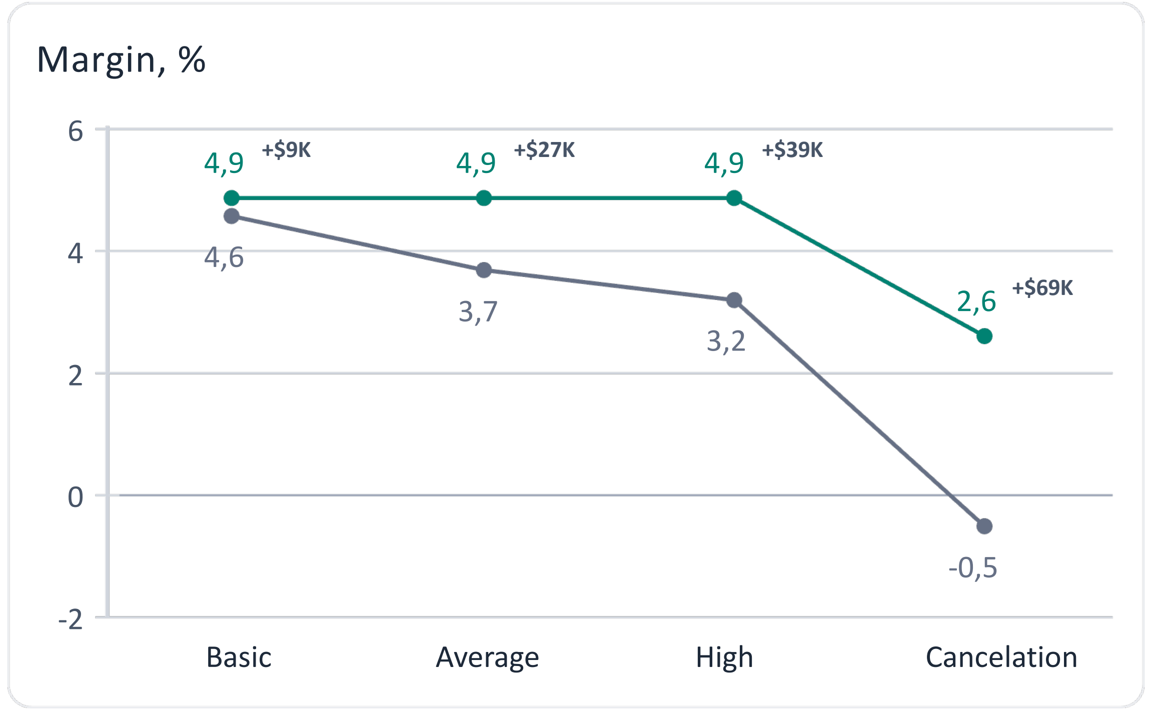
Use Case: Sunflower Oil

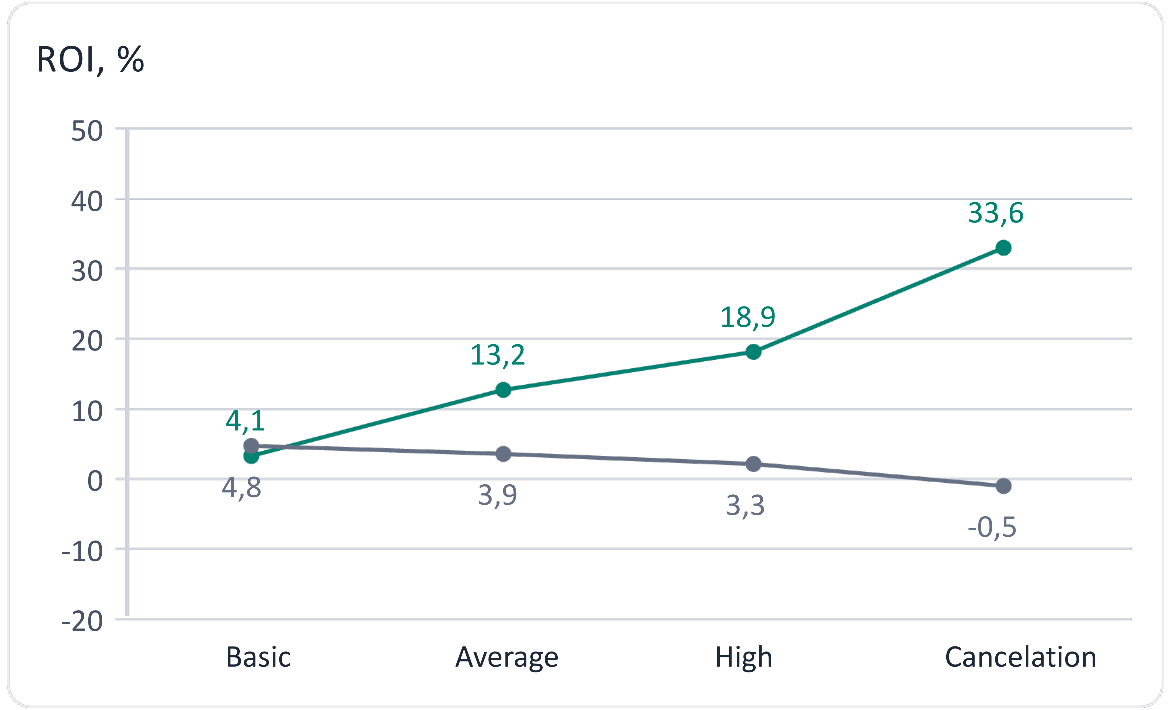
Fixdeal Margin / ROI
Fact Margin / ROI

Supplier



Buyer





You can **increase** your ROI with **Fixdeal** by implementing diverse approaches tailored to different counteragents.

Or our financial specialist could create optimal approaches for you.

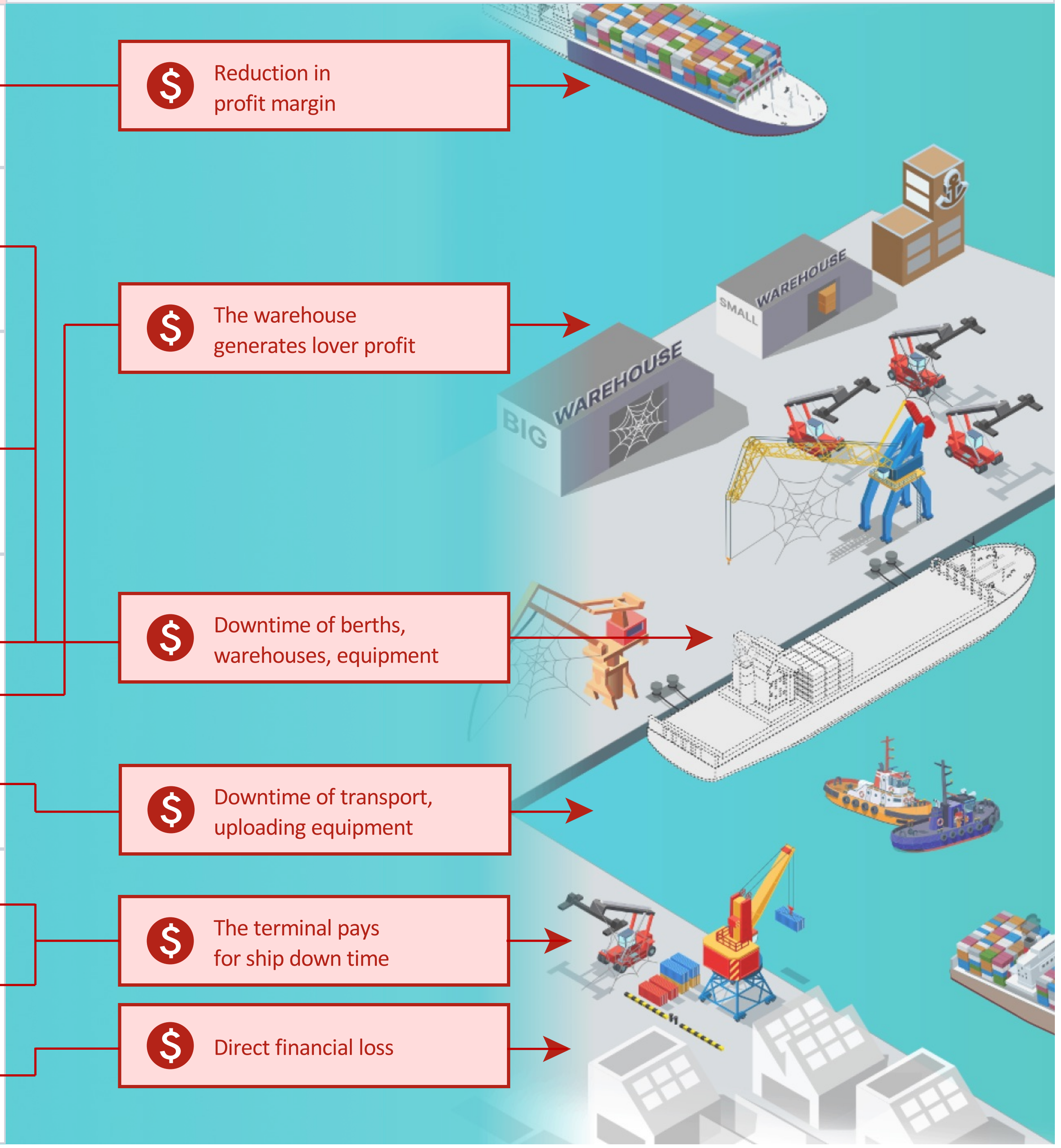
Use Case: Ship Agents & Port

Shipment process	Agents revenue: Freight Broker	Forwarder	Ship agent	Protecting agent	Sub agent	Operation problems of Regular terminal
1 Client Prospecting	$	$				Discount for Order Placement
2 Request for Ship Entry & Supply			$			Untimely issued documents
3 Ship Clearance Request, Pilotage, Towing, Customs, Border Control			$	$	$	The arrival of transport and cargo with disruption of schedules
4 Unloading. Overloading		$	$	$	$	Downtime / unnecessary operations of port equipment Reduction of the useful area Low synchronization level of complex intermodal transfers involving different companies
5 Loading. Ship Departure from the Terminal		$	$	$	$	Poor Calculation of Stable Time Fines/demurrages for port violations without actual confirmation Non-payment by the shipowner of bills for services provided by the port

All agents **don't cover financial losses** in case of **violation**

The Consequences

- Reduction in profit margin
- The warehouse generates lover profit
- Downtime of berths, warehouses, equipment
- Downtime of transport, uploading equipment
- The terminal pays for ship down time
- Direct financial loss



Use Case: Ship Agents & Port

Shipment process	Fixdeal Tools						
	Global Free Trade Port +SubOffer	Uber Ship	Online Supply Chain Management	Risk Hedging	Clear Dispute Resolution System	Analytics at Your Fingertips	Personalized Concierge Service
1 **Client Prospecting**	✓	✓		✓		✓	✓
2 **Request for Ship Entry & Supply**			✓	✓	✓	✓	✓
3 **Ship Clearance Request, Pilotage, Towing, Customs, Border Control**			✓	✓	✓	✓	✓
4 **Unloading. Overloading**			✓	✓	✓	✓	✓
5 **Loading. Ship Departure from the Terminal**			✓	✓	✓	✓	✓

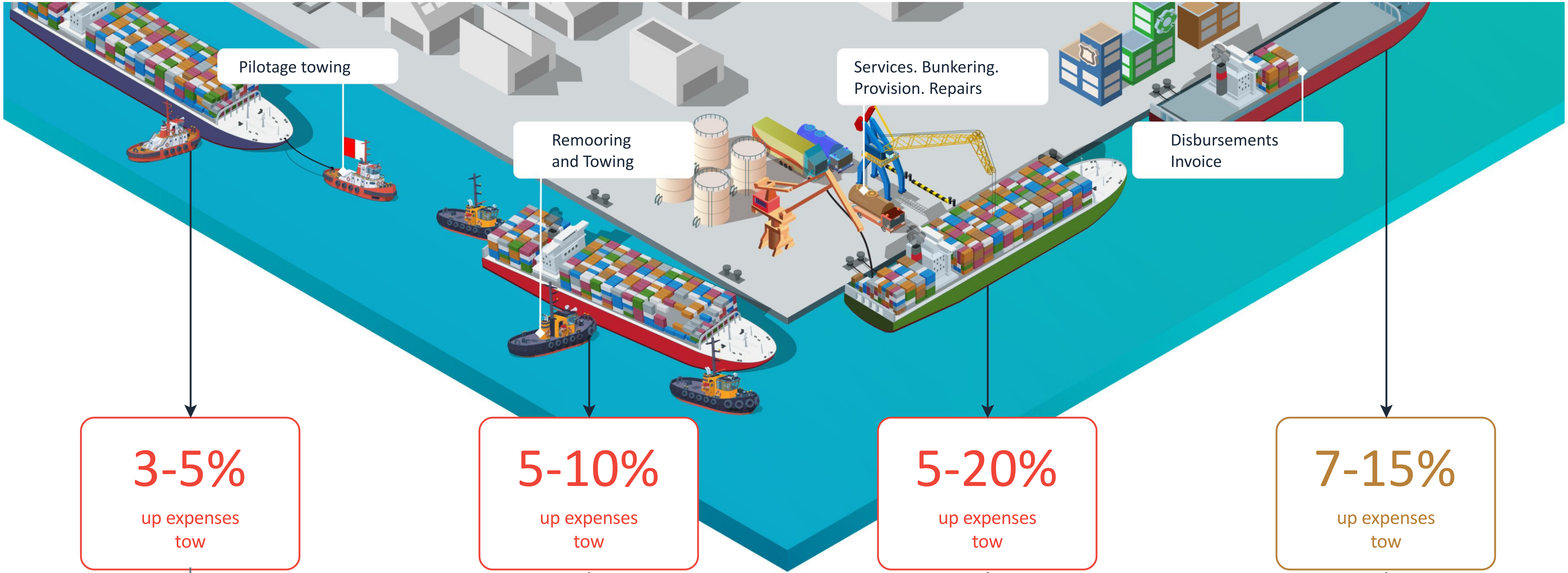
Benefits

Regular terminal

- ✓ Increase in customer base
- ✓ Improved communication with clients and shipowners
- ✓ Reduced time and streamlines the customer acquisition process
- ✓ Enhanced contract discipline of shipowners, clients and other perties
- ✓ Minimization of payment default risks
- ✓ Imposition of obligations on subcontractors
- ✓ Covering loss of profits

Terminal + Fixdeal

Use Case: Ship Agents & Port



3-5% up expenses tow	5-10% up expenses tow	5-20% up expenses tow	7-15% up expenses tow

SHIP AGENT $ $ $ $

Revenue with ship agent

OR

Revenue with Fixdeal

SHIP OWNER $ $

TERMINAL $ $

Fixdeal

Meet the Team

$500+ mln

average annular turnover

16 projects

were launched successfully

65+ years

total experience

Michael Cherednyk

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Ganzha Kyrylo

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