INOVATION PARK

Executive Summary

Extracted from IP Project Pack

2018

INOVATION PARK
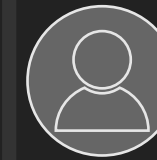www.inovationpark.com

Mr. Mario Vladovic
multi field professional
Founder
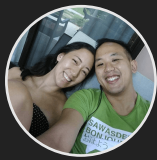
Mr. Kevin Ho
big data analyst, disruptive technology enthusiast
Head of IT Department

Ms. Bozena Vuckovic
passionate waste management professional & enthusiast
Head of Waste Management Dpt.

3 possible candidates
architect or civil engineer
Head of Construction Department

We believe that now is a perfect time to make business in a new, more human way.

Our vision is to create solutions with an integrated approach to world's burning problems. The IT and the vision are the keys to a better future. The technology we need is here, IT is giving us solutions.

Joining western technology and progress with eastern philosophy of living is the scenario in which everyone has its own place. Every role is important. Every contribution is significant. Every benefit is valuable.

We have the vision!

With the support from our European partners (40+ people), our Asian team will achieve our vision with joy and ease.

[our message]

[simultaneous translation]

Join us on this journey.

Le's make
the future together!

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departments	IT Department	Waste Management Department	Construction Department

PRODUCTS / partners' cooperation

J1 Big Data Analytics	FP Mobile Wallet	Multimedia Device	Waste Packing (Flexus BALASYSTEM)	Waste Gasification	Modular Construction System

problem(s)

IT Department: [huge amounts of diversified data] [only 12% of data are reached] [need for fast and accurate decisions] [explosion of cashless mobile payments] [the number of IoT is raising] [lots of single and not connected apps] [only 7% of app development succeds] [lack of big picture] [lack of the modern IT usage] [security issues]

Waste Management Department: [enormous amounts of waste made by consumers' societies] [waste ends as a trash instead as a resource] [misunderstanding of waste potentials] [lack of a clear vision] [lack of implementation] [resistance to change because of misunderstanding] [*think by yourself*]

Construction Department: [poor productivity - 63% of labor time on mega-projects is ineffectively spent] [low profitability - typical margin for construction companies = 2%-8%] [poor project performance - 53% of projects are underperformed] [huge energy and resource demanding sector] [unsustainable without radical changes] [*think*]

our solution

IT Department: [multilevel and multi field integration] [holistic approach] [make a location based platform for customer engagement, joined with payment, multimedia and ultrapowerful cloud ERP] [cloud-based and scalable solution] [plug&play development] [BDA platform is ready for multi billion big-data market] [*suggest us*]

Waste Management Department: [integrated approach - from education to economy changes] [education as a base for understanding and change] [simultaneous implementation] [plug & play solutions planned for localization] [social sensitive solution] [cleaning & waste to energy & circular economy & awareness] [*suggest us*]

Construction Department: [highly integrated building solution - design > production > building] [modular and flexible] [high speed- up to 70% faster than competition] [low costs - up to 25% cheaper than competition] [top quality - highly energy efficient & fire resistant & hurricane and erthquake proof] [*suggest us*]

our in-house projects

bizVisio — Highly integrated cloud platform for for small to medium companies. Offers endless pool of business oriented data, unseen in traditional SW. Start-to-end solution with revolutionary reach of end customers and innovative work collaboration.
- location+content+time intelligent customer engagement
- booking and scheduling
- project management
- workMagic
- international accounting
- CRM

Manage Your Waste — We have developed this unique circular sustainable model making a compound of technologies and knowledge. With strong community focus it tackles not only waste, but other local problems such poverty, health, education, motivation etc.
- awarenessUP - game, cartoon, campaigns, education
- circular business models
- community focus
- adjustable framework
- huge business opportunity
- i-EDUCATIONplatform

Integration — In order to support this advantage building system, we have planned to offer additional support from our IT products (such as big data platform and ERPactive platform). Saying that, this system will be not only time and cost optimized but also enriched with wide spectrum of data. Good examples are: Searching for competitive skilled workers, equipment maintenance monitoring in order to prevent damages, cost cross analysis and customized offering upon the building finish.

technology defensibility

IT Department: Our tech defensibility is based on a proprietary code base and a perfect execution which is a blend of unique marketing approach and flexible solutions. At the same time, customers can get this breaktrough products only from us. With a built-in scalability and community oriented solutions, we will make an ecosystem for contributing to our fast development and strong market presence.

Waste Management Department: Our partners' products are patented, economical and suited for smaller communities. Our in-house developed Manage Your Waste model is a revolutionary solution, unseen and hard to copy. Moreover, our social approach makes our products not competitive but collaborative. This business model is not just defendable but very hard to beat.

Construction Department: In partnership with an European civil engineer, we have got a technical solution for industrial building process. It is a mix of building technology and work management which offers the precise tuning of the entire construction process. It has been developing, testing and fine tuning for more than 10 years and it offers scalability, flexibility and plasticity combined with high speed and low costs.

market opportunity

IT Department: Estimated market size 2017-2030 are:
> Big data industry (2017-30) - 76B US$
> FinTech industry (2017-23) - 30B US$
> Smart city market (2017-22) - 1,201B US$
> ERP software market (2015-20) - 41B US$

1,348
billion US$ worldwide

Waste Management Department: Estimated market size 2010-2020 are:
> Global waste manag. (2010-20) - 562B US$
> Industrial waste man. (2014-19) - 1,442B US$

2,004
billion US$ worldwide

Construction Department: Market size in 2015 and estimations:
> Global con. market (2015) - 6,975B US$
> Asian share (2015) - 49%
> Expected growth (by 2020) - +16%

6,975
billion US$ worldwide ('15)

market landscape

IT Department: There are big companies, well established on the market. There are newcomers who have either a new modification of old idea or a partially disruptive new solution. However, no one has an integrated product because all of them have taken the analytical approach. Our advantage is to have a big picture with holistic approach and make an integrated and open solution for the future.

Waste Management Department: Big players and rich consultants are common in this business environment. It does not help to solve environmental issues, though. Why is it so? Because, there are just partial solutions, again! With little or no social sensitivity. The communities are often stuck in keeping the status quo. They need a complete solution for their complex waste issues. We have tailored exactly that!

Construction Department: Many companies compete in this area - from small to huge ones. However, typical margin of 2%-8%, 63% of inefficient time spent and more than 53% of underperformed projects demand for a change. Moreover, 100% of waste generation compared to used materials and 30% of all world energy consumption leave no space for any delays.

customer traction

IT Department: Early contacts with potential clients have shown that there is a lot of interest into our products. Everyone claims to have a need for one, integrated solution, based on modern IT technologies. However, there is a slight disbelief if it could be achieved. It is a good sign for us, because disbelief eliminates a lot of possible competition along the way.

Waste Management Department: In our market research, we have contacted ministries, local governments and business subjects. All of them have expressed a high interest in our solution which blends waste resolutions, business, education and social components all together. We have recieved offers for collaboration with local universities and chambers of commerce in order to start implementing our model locally.

Construction Department: Our first contacts with construction companies have confirmed two facts: there are strong habits in working in old fashioned ways and there is a resistence to change. We have planned to partner with a local construction company in order to build our first building and prove the feasibility of our technology directly on the site.

financial plan and funding

Cash Flow	PERIOD	Nominal values - US$				Present values - US$ (i = 5% p. a.)		
		CASH IN	CASH OUT	NET	CUMULAT.	CASH IN	CASH OUT	NET
	0	0	1,398,000	-1,398,000	-1,398,000	0	1,398,000	-1,398,000
	1	1,593,600	1,485,720	107,880	-1,290,120	1,517,714	1,414,971	102,743
	2	9,770,400	2,029,920	7,740,480	6,450,360	8,862,041	1,841,197	7,020,844
	3	10,864,800	2,632,320	8,232,480	14,682,840	9,385,423	2,273,897	7,111,526
	4	15,732,000	2,344,320	13,387,680	28,070,520	12,942,755	1,928,678	11,014,077
	5	16,488,000	2,625,120	13,862,880	41,933,400	12,918,779	2,056,850	10,861,929
	TOTAL	54,448,800	12,515,400	41,933,400	---	45,626,713	10,913,594	34,713,119

Funds
3.0M - 3.5M US$

Purpose:
> Technical equipment
> Development team
> Management team
> In-house development
> Market research
> Market openings
> Marketing and visual
> Operational costs
> Prototypes

Metrics (US$)

Simple ROI	Present value
335%	**45.6M**

Net present v.	Internal rate of return (IRR)
34.7M	**287%**

Benefit cost ratio (BCR)	Present value ratio (PVR)
4.18	**3.18**

(PAY) Payback period
2 years
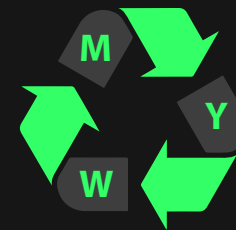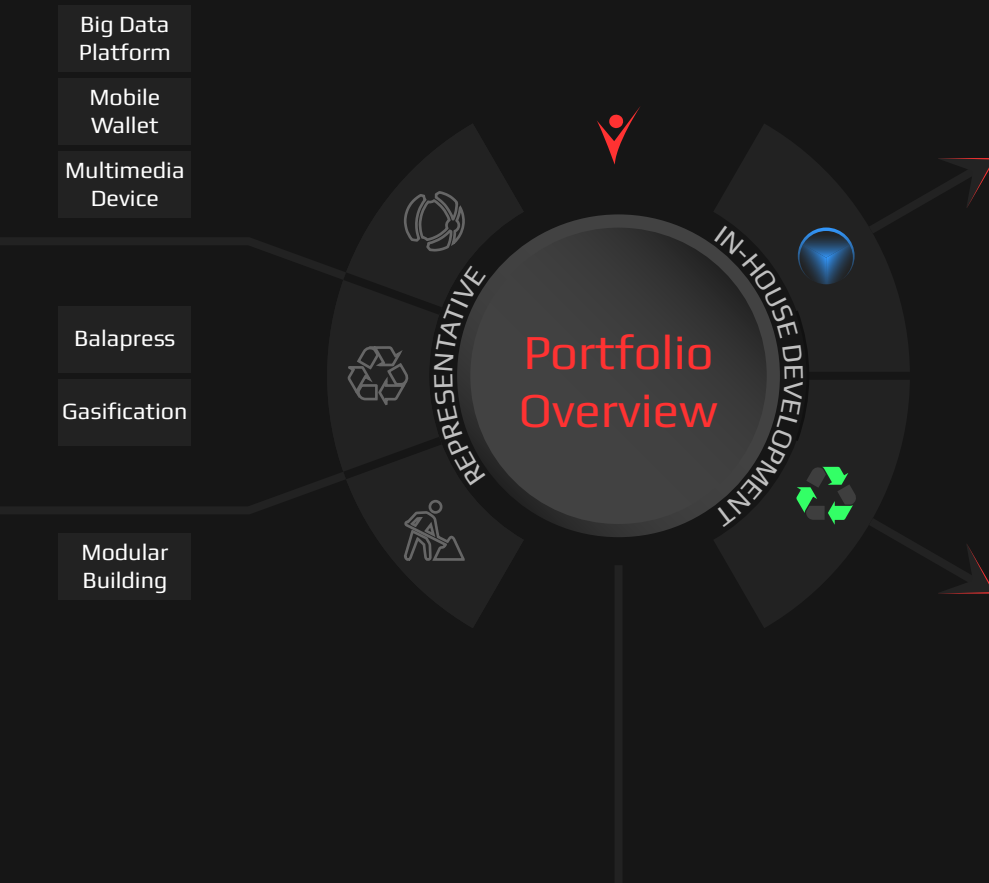
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Portfolio

[digitalization]
[multi-field integration]
[data driven solutions]

Portfolio Overview

- Big Data Platform
- Mobile Wallet
- Multimedia Device
- Balapress
- Gasification
- Modular Building

REPRESENTATIVE

IN-HOUSE DEVELOPMENT

bizVisio
business platform for visionaries

- ▶ location+content+time intelligent customer engagement
- ▶ booking and scheduling
- ▶ project management
- ▶ workMagic
- ▶ international accounting
- ▶ CRM

Manage Your Waste

- ▶ awarenessUP - game, cartoon, campaigns, education
- ▶ circular business models
- ▶ community focus
- ▶ adjustable framework
- ▶ huge business opportunity
- ▶ i-EDUCATIONplatform

actions & steps

Localization	B2B Sales & Support	Prototyping	Funding	Development & Sales

top features

AI	VR	INTEGRATION

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Options & Steps

[angel investment (1-3 years)]
[full funding (5-7 years)]
[modular project funding]

ANGEL INVESTMENT
150K - 200K USD

1 — 0-3 months

TEAM & TECHNOLOGY

building the local team

training & education

sales & support

technology instalment

The frist step is about building a local team with all needed trainings & education for sales and development. In this phase we will install the technology for working on big data sets and big data monetization, which will be our first income source.

2 — 3-6 months

LOCALIZATION

focus on big data platform

SaaS & enterprise solutions

In this phase we start our sales activities in order to acquire clients for our big data services. We start all localization activities as well, which will be focused on local languages and other specific needs.

3 — 3-12 months

PROTOTYPE DEVELOPMENT

integrated, ultramodern, data-driven bizVisio

revolutionary game & educational platform

prototyping & full funding

This phase starts simultaneously with the phase 2. It is focused on our two in-house projects in order to make working prototypes. After finishing, we will present these prototypes to the VCs for getting funds for further development and growth.

FULL FUNDING
3.5M USD

SCHEDULED INVEST-MENT & GROWTH

[intensive localization & development]

[fast market approach]

[see Project Pack p. 18-19]

Informatics
1

Construction
2

3
Waste management
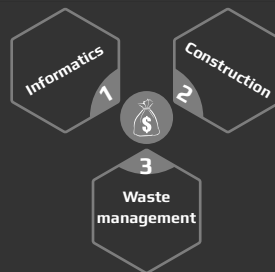
MODULAR FUNDING
Depends on the chosen module (No. 1, 2 or 3)

SELECTIVE FUNDING

[investor chooses the module to invest in]

[module specific development]

[see Project Pack for details]

bizVisio 1
2 Educational Game

work Magic 3
4 Manage Your Waste Model

engage Customer 5
6 Premium Skin Care

...more   projects...

PROJECT FUNDING
Depends on the chosen project

PROJECT FOCUSED FUNDING

[investor chooses the project to invest in]

[single project development]

[see Project Pack for details]

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