

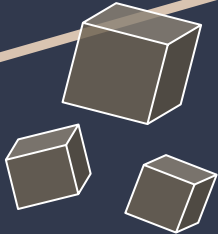
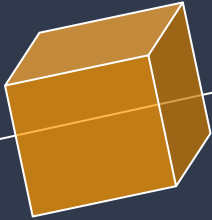
The logo for OnYX Company II is centered on a white background. The text "OnYX" is in a large, serif font, with "On" in dark blue and "YX" in purple. Below it, "Company II" is in a smaller, grey sans-serif font. The logo is flanked by two horizontal orange lines. Above and below the text are several geometric shapes: a purple triangle pointing up, a purple triangle pointing down, and two sets of three purple diamonds arranged in a triangular pattern. The background features a dark blue diagonal band at the bottom and orange geometric shapes in the corners. Grey curved lines with 3D orange and grey cubes are also present.

OnYX Company II

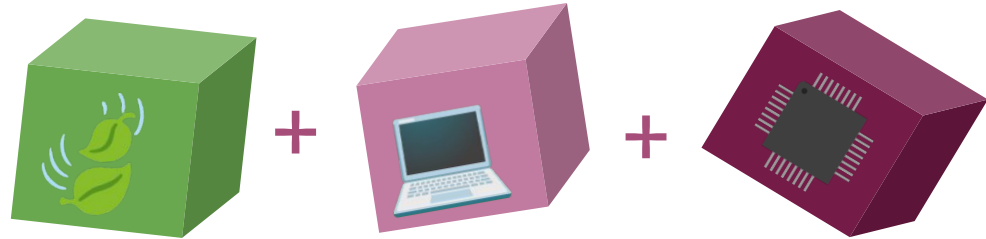
Rotating CEO

CMO : Sander Bakke, CFO : Maëla Brelivet, COO : Alexis Balestra, Treasurer : Khadim Sarr

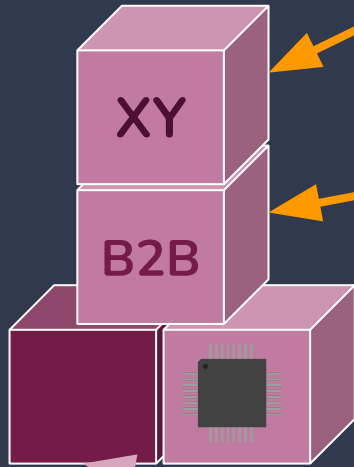
Mission



Our company strives to deliver
high-performance, *innovative* and
sustainable computing solutions while
minimizing environmental impact and
promoting digital literacy to empower
individuals and businesses

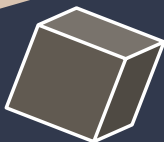
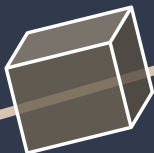
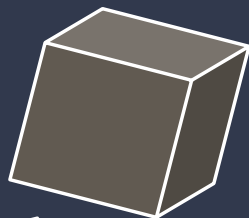


Business



- Specializing in **high-grade PCs** and **advanced chips**
- Currently, exclusively **B2B** supplier (wholesalers), looking to expand into the B2C market
- **Vertically integrated production** (chip & PC plants in the US) for cost efficiency and quality control
- Strong **R&D** investment ensuring technology leadership (Grades Y4 & X4)

Key Objectives – BP2



Q7-Q9

Produce 36-40k PCs, minimum
30% gross margin, sales target
1.9M USD per quarter

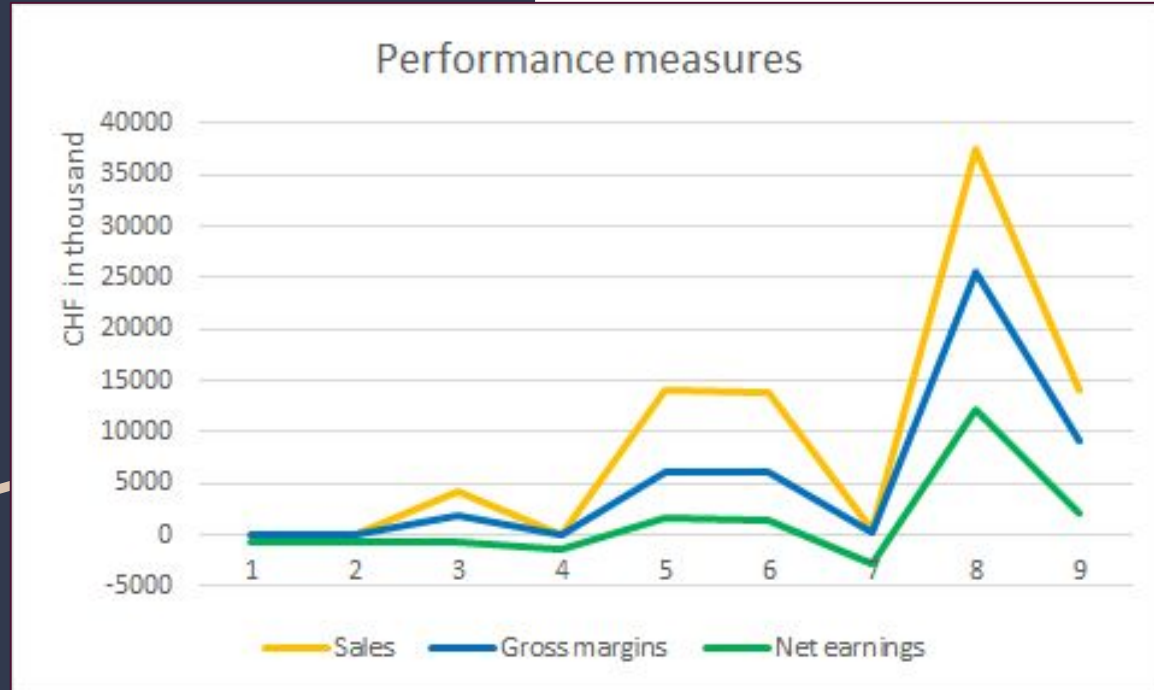
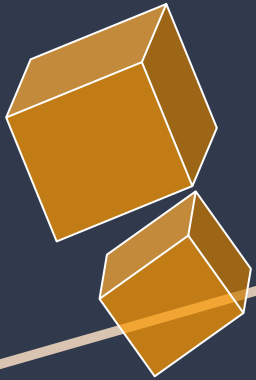
Q10

Scale production to 50-60k PCs,
maintain margins $\geq 30\%$, target
quarterly sales of 2.6M USD

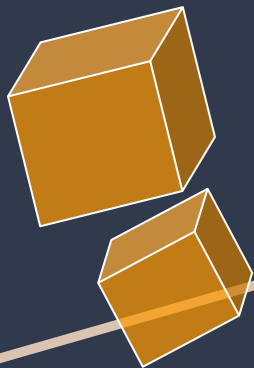
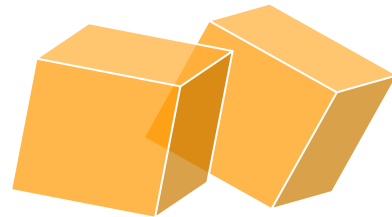
Long term

Achieve 40% gross margin, self
sufficient chip production,
continued R&D

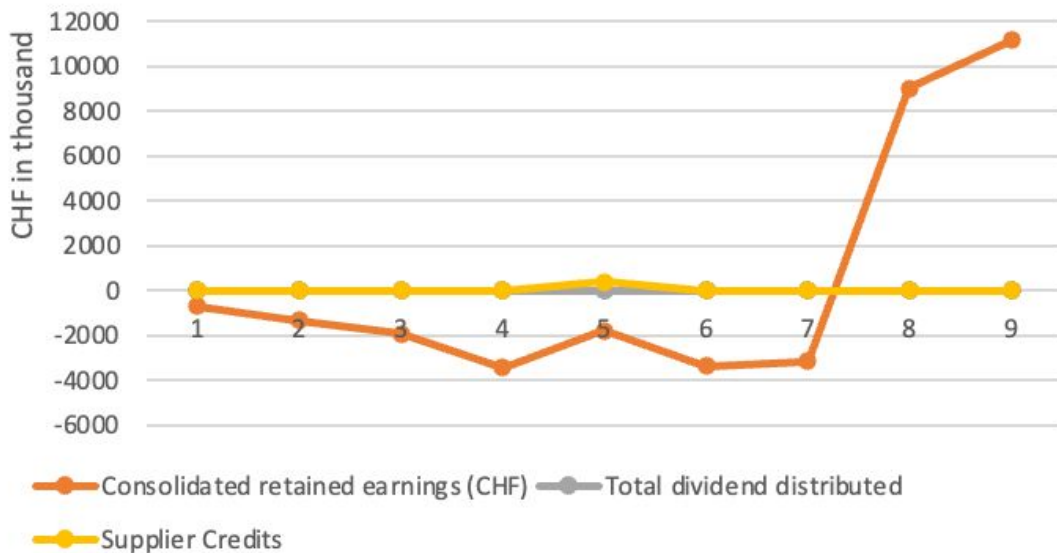
Key Financial Indicators



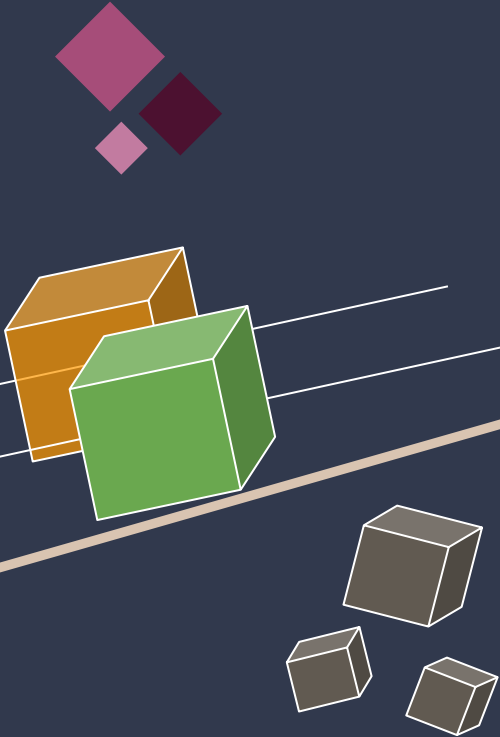
Key Financial Indicators



Performance measures



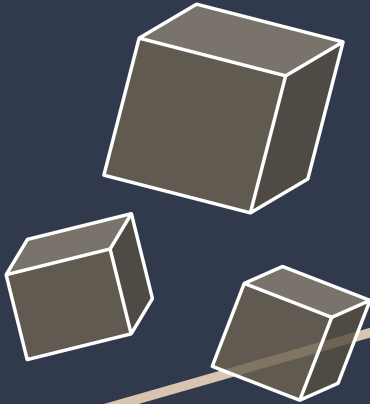
Actual VS Plan



Comparison of the Business Plan 2 VS actual results

	Planned	Achieved
Earnings between Q7 and Q9	4,5 M	11,4 M
Production	36-40k PCs	40k PCs
Technology	Y4 and X4	Y4 and X4

Gap Analysis VS Business Plan 2



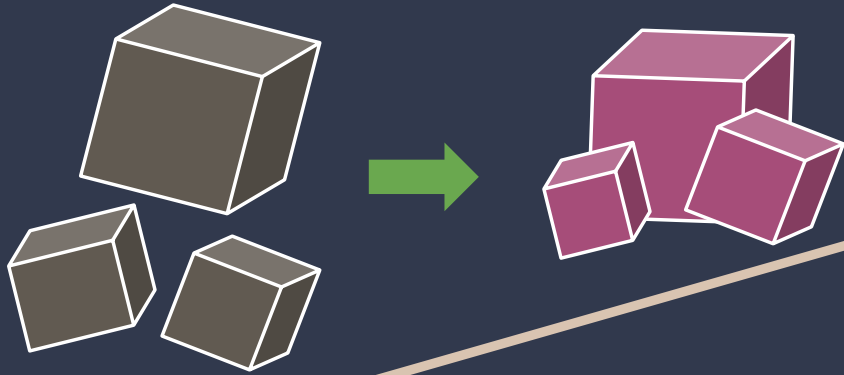
We succeeded to reach our objectives because:

- We built a chip factory
- We focused on one location
- We made research agreements
- Good negotiation

We did not achieve what we planned because:

- Sales dropped due to reliance on wholesalers
 - Wholesalers had no funds
 - No more long-term contracts at that time
-

Where do we go from here ?



-
- R&D long term partnership contract between company 2 and 4 each investing 350k CHF
 - 300k in advertising our PCs and one opened sales office
 - Inventory under control : all sales focused on US standard models. No sell-off of production facilities
 - Plan to make another US PC plant and US chip plant
-

Thank you!

Questions?

Annexes

CASH FLOW ANALYSIS	
USA	
	USD
Bank account from previous Quarter (ending balance)	5514481
RECEIPTS	
1. USDs sent from HO (areas)	0
2. Foreign currency sold to local bank (receipts in USDs)	0
3. Consumer sales (40% of sales)	4320000
4. Intercompany/intracompany sales (fraction going to cash) see H6 forms	0
5. Cash from securities (a period after the investment was made)	0
6. Interest from securities in USD	0
7. Interest from positive balances of foreign positions (paid in USD)	0
8. Supplier credit, net of SC interest! (See Income Statement)	0
9. Miscellaneous income / Service Payment	0
10. A/R from Qt-1	4226390
TOTAL RECEIPTS	8546390
DISBURSEMENTS	
1. Supplier credit from prior period (reimbursed this quarter)	0
2. USD sent to HO (from areas)	199200
3. New plant construction (USD)	0
4. Intercompany/intracompany purchases (cash part)	0
5. Investment in securities (USD)	0
6. Interest from area bank loans	0
7. Interest from negative balances in all currencies	0
8. Currency bought from local bank (paid in USD)	0
9. Commercial & Administrative cost (USD)	840000
10. Advertising (USD)	300000
11. Inventory carrying cost (USD)	150000
12. Variable manufacturing costs (cash part, USD)	1760000
13. Methods improvement (USD)	0
14. Transfer costs (USD)	0
15. Expediting costs (USD)	0
16. Miscellaneous expenses / Service Payment (USD)	0
17. Fixed factory costs (USD) (excluding depreciation)	205000
18. Exchange costs (USD)	0
19. A/P from Qt-1. Includes taxes incurred in Qt-1 in area	3428241
20. Payment of principal on loans (includes area bank loans from Qt-1)	0
TOTAL DISBURSMENTS	6882441
ENDING BANK ACCOUNT BALANCE THIS QUARTER	7178430

CASH FLOW ANALYSIS	
USA	
	USD
Bank account from previous Quarter (ending balance)	7178430
RECEIPTS	
1. USDs sent from HO (areas)	0
2. Foreign currency sold to local bank (receipts in USDs)	0
3. Consumer sales (40% of sales)	4400000
4. Intercompany/intracompany sales (fraction going to cash) see H6 forms	0
5. Cash from securities (a period after the investment was made)	0
6. Interest from securities in USD	0
7. Interest from positive balances of foreign positions (paid in USD)	0
8. Supplier credit, net of SC interest! (See Income Statement)	0
9. Miscellaneous income / Service Payment	0
10. A/R from Qt-1	6480000
TOTAL RECEIPTS	10880000
DISBURSEMENTS	
1. Supplier credit from prior period (reimbursed this quarter)	0
2. USD sent to HO (from areas)	199200
3. New plant construction (USD)	0
4. Intercompany/intracompany purchases (cash part)	0
5. Investment in securities (USD)	0
6. Interest from area bank loans	0
7. Interest from negative balances in all currencies	0
8. Currency bought from local bank (paid in USD)	0
9. Commercial & Administrative cost (USD)	840000
10. Advertising (USD)	350000
11. Inventory carrying cost (USD)	150000
12. Variable manufacturing costs (cash part, USD)	1760000
13. Methods improvement (USD)	0
14. Transfer costs (USD)	0
15. Expediting costs (USD)	0
16. Miscellaneous expenses / Service Payment (USD)	0
17. Fixed factory costs (USD) (excluding depreciation)	205000
18. Exchange costs (USD)	0
19. A/P from Qt-1. Includes taxes incurred in Qt-1 in area	4900000
20. Payment of principal on loans (includes area bank loans from Qt-1)	0
TOTAL DISBURSMENTS	8404200
ENDING BANK ACCOUNT BALANCE THIS QUARTER	9654230