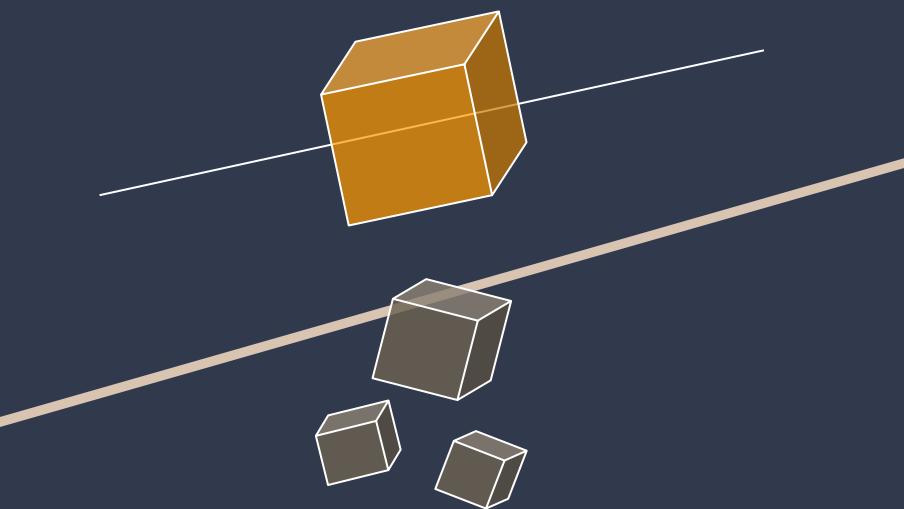




Rotating CEO

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

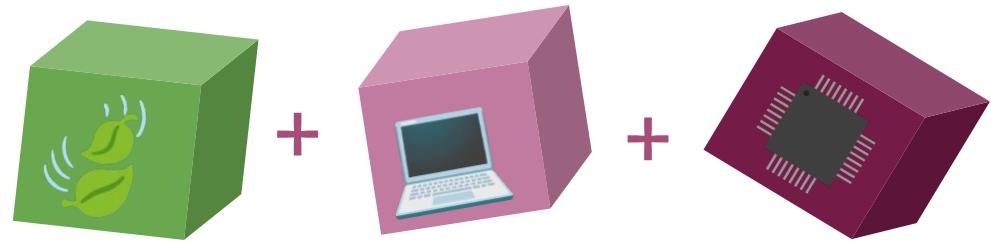
# Mission \* Statement



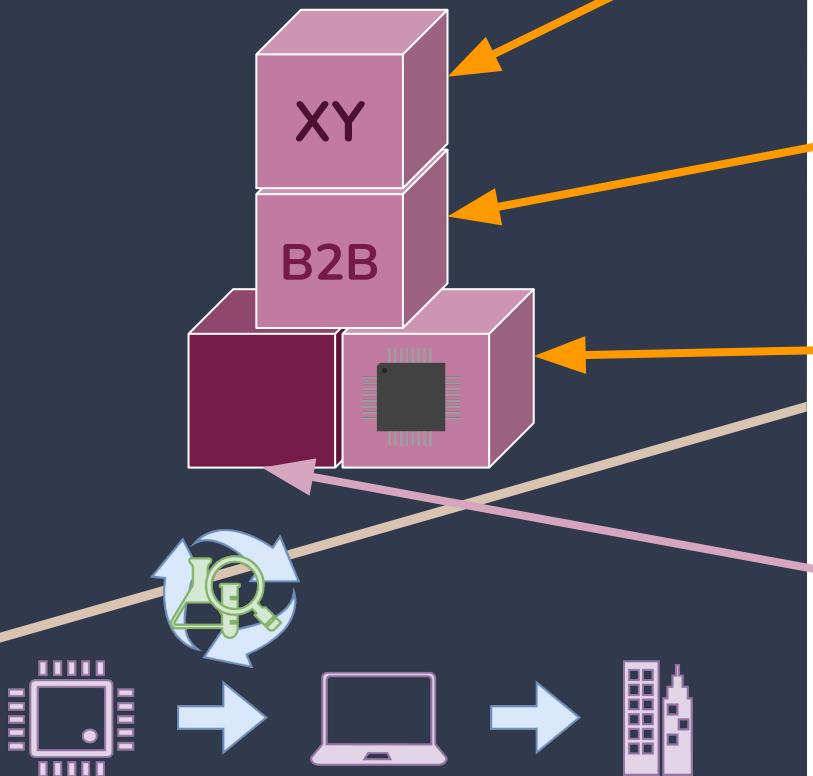
---

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

---

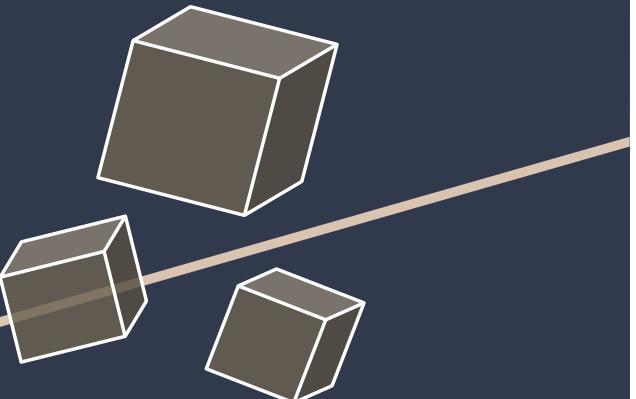
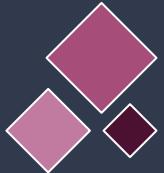


# Business



- 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

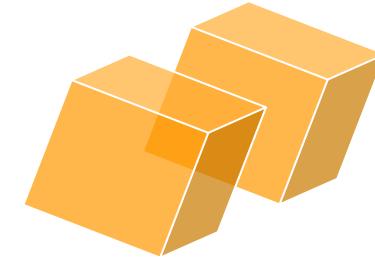
**Q10**

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

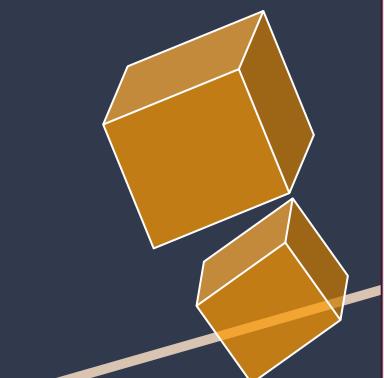
**Long term**

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

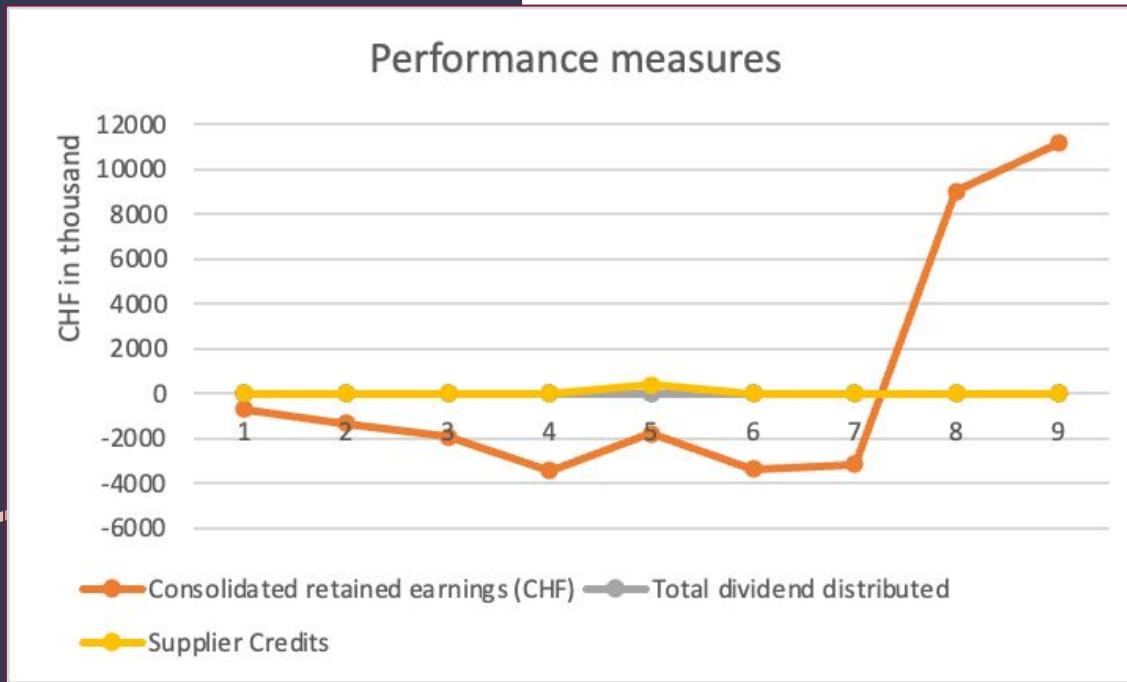
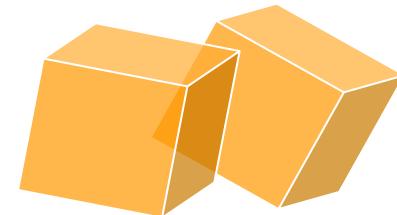
# Key Financial Indicators



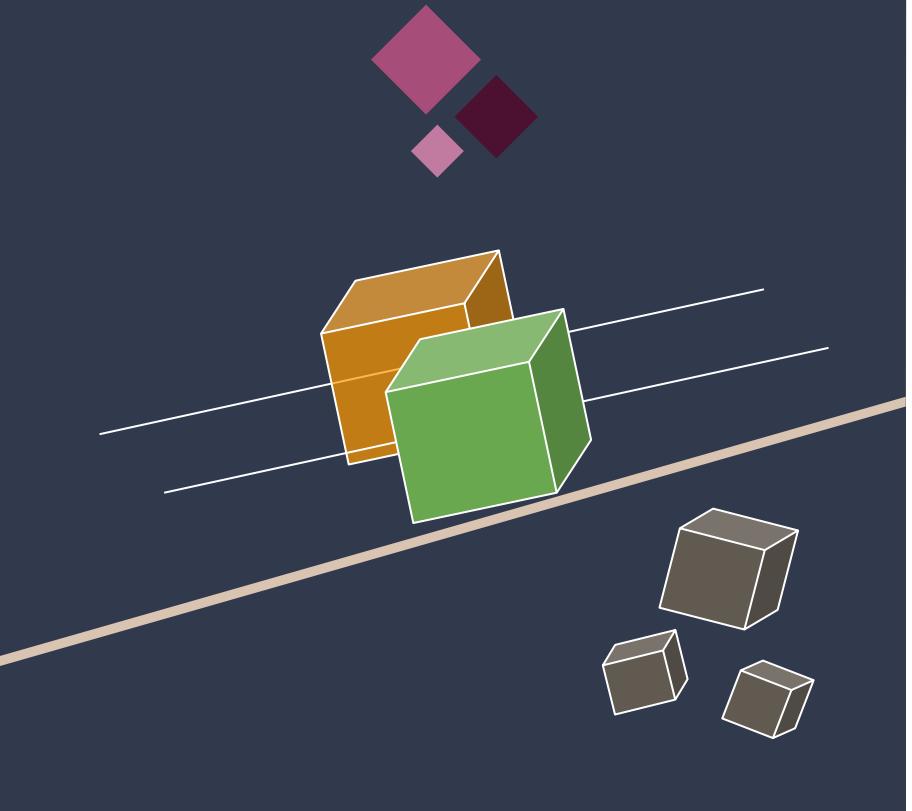
Performance measures



# Key Financial Indicators



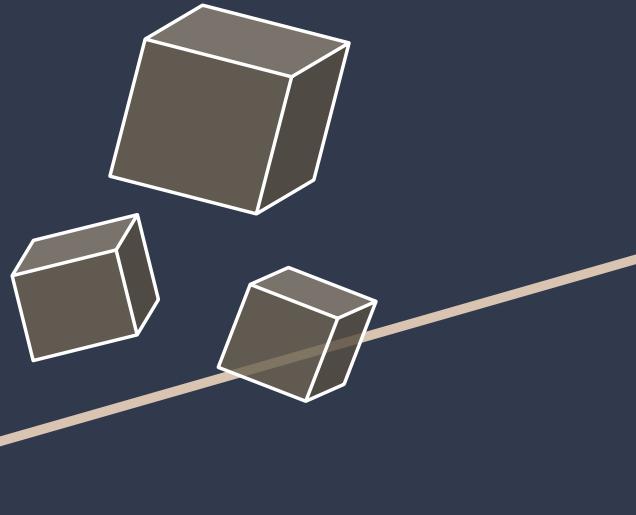
# Actual VS Plan



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



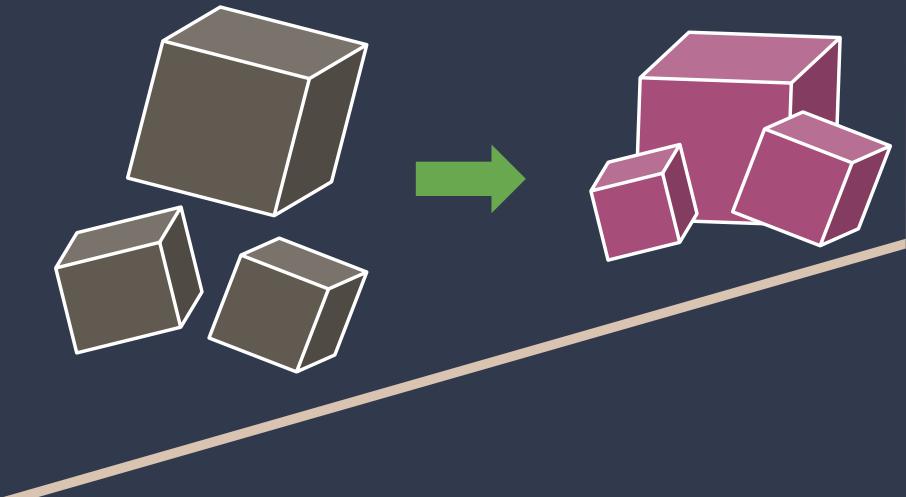
We succeeded to reach our objectives because:

- 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
<b>RECEIPTS</b>	
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 H8 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
<b>TOTAL RECEIPTS</b>	8546390
<b>DISBURSEMENTS</b>	
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
<b>TOTAL DISBURSEMENTS</b>	6882441
ENDING BANK ACCOUNT BALANCE THIS QUARTER	7178430

CASH FLOW ANALYSIS USA	
	USD
Bank account from previous Quarter (ending balance)	7178430
<b>RECEIPTS</b>	
1. USDs sent from HQ (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 H8 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
<b>TOTAL RECEIPTS</b>	10880000
<b>DISBURSEMENTS</b>	
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
<b>TOTAL DISBURSEMENTS</b>	8404200
ENDING BANK ACCOUNT BALANCE THIS QUARTER	9654230