



# altocar

Personalized taxi aggregator  
with the Digital Economy implementation

**White Paper**

version 1.1



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**Initial Token Offerings (ITO)** is a way of attracting non-equity capital through the project's crowdfunding process (including discounted tokens usage). The text of the document will use the abbreviation "ICO".  
WAVES - a block chain platform for issuing cryptographic tokens and carrying out crowdfunding campaigns.

**ALTOCAR, product token**, is a token that grants the right to receive discounts (discounts) for AltoCar service on the terms of this document. The token is produced on the WAVES block chain platform.



There is no argument or doubt of Uber, Gett, Lyft and other services success. Capitalization of those services is growing rapidly, but none of them have yet started the IPO. If they have had been invested in at the initial stage, they could receive a significant income. Uber, Gett are taxi services which are ordered through the mobile application. AltoCar goes further, as it creates a service of personal drivers at the price of a taxi using not only classical forms of payment (fiat), but also tokens. The audience for taxi services is huge and constantly growing, which makes this sphere attractive for the implementation of tokens into the economy.

For two years of operating in the taxi market of Kazan (Russia), AltoCar company has launched and is running: service of drivers by subscription, service for corporate clients, service for individuals. AltoCar works quietly even with Uber, Gett and other similar services on the market. On the contrary, the presence of third-party services helps to promote our product to the market, allowing us to have less expenditure on marketing.

Enlightenment of the audience happens at the competitor's expense who come to the market first and fill it with money. Competing services popularize travel orders through mobile applications, experience of non-cash payment, experience of free trips, etc. That is why our scaling strategy is based on launching in cities with the strong presence of competitors.

AltoCar service carried out more than 90 thousand trips, the total length of trips has been estimated up to 1.35 million kilometers (data for one city for July 2017).

A distinctive feature of the AltoCar service is not only competitive prices, high-quality cars, but also drivers who can be added as 'favorites' in order to keep using their services.



**Our goal** is to provide everyone a personal driver at the cost of a taxi.

After the completion of the ICO and the introduction of tokens into the service, their usage will begin in the ecosystem of the service. In other words, customers, partners and drivers will be able to take full advantage of the technology and loyalty program within the service. (See more in the section "Implementing Tokens in the Economy of Service")



The official volume of the Russian taxi market for 2015 was 441 billion rubles (\$ 7.8 billion), and an additional shadowed 44.9 billion rubles (\$ 780 million), which makes a total of 485.9 billion rubles (\$ 8.52 billion).

In the period from 2013-2015, the market volume has grown almost 11 times and continues to show a rapid growth rate. For the period from 2010 to 2014, the number of vehicles in the taxi industry has grown by more than 20%. The share of orders through aggregators in Moscow and St. Petersburg is 85%, in cities of over 1 million people it is 30% (as of 2017). The market of online orders is growing every year due to the influx of new customers and the transition of customers from the classic order over the phone to online.

In cities with a population of 1-1.5 million people, the average number of trips is 145 thousand per day or 4.35 millions per month (orders by phone, via application, or online). Orders through aggregators has a considerable a share of 30% (43.7 thousand trips per day or 1.31 million per month). The average travel fare is 180 rubles (\$ 3.1). The monthly volume of the online orders market in the city with the population not less than a million people is 235.8 million rubles (\$ 4.1 million), which makes it annually 2.82 billion rubles (\$ 49.6 million).

18 months after raising funds for the ICO, AltoCar plans to take up to 10% of the online orders market in the cities where it is going to be launched.



## **When AltoCar takes up 10% of the market, the service will go to the following (calculation for one million-population city):**

4.3 thousand trips per day,  
130 thousand trips per month,  
1.5 million trips per year.

The monthly turnover will be 23.4 million rubles (\$ 411.4 thousand), income - \$ 57.3 thousand.

The annual turnover of 281.4 million rubles (\$ 4.9 million), income - 39.4 million rubles (\$ 690 thousand)

## **When AltoCar takes 10% of the market (calculation for 13 million-population cities):**

The monthly turnover is estimated at 304.8 million rubles (\$ 5.3 million), the income 42.6 million rubles (\$ 750 thousand).

The annual turnover of 3.6 billion rubles (\$ 64.2 million), the income 500 million rubles (\$ 8.7 million)

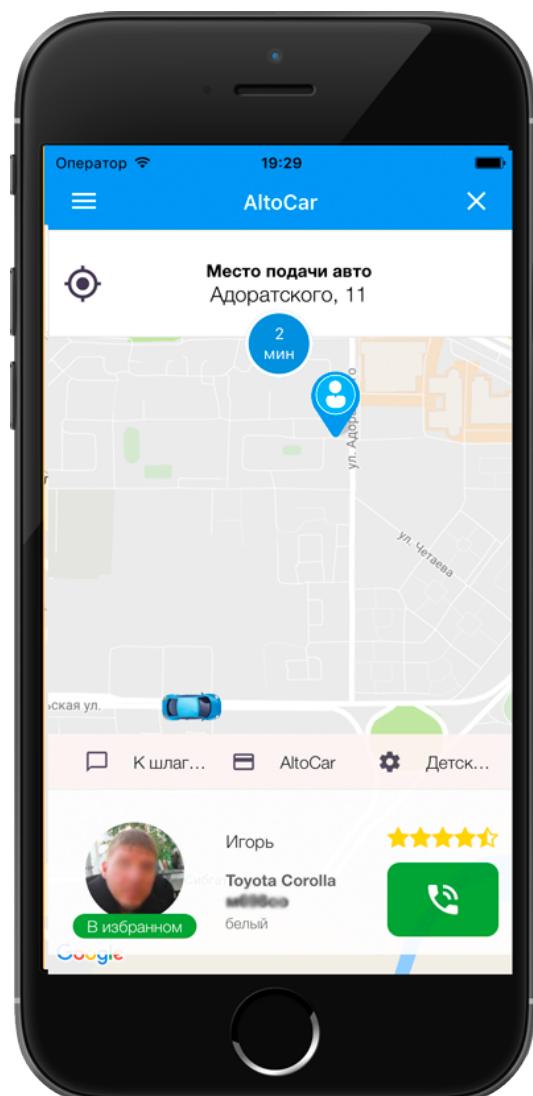
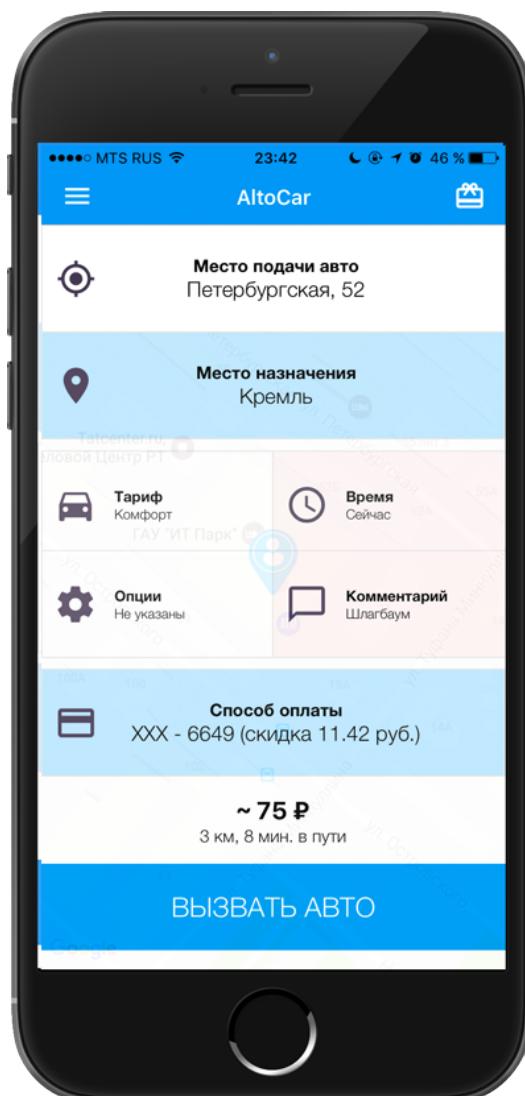
*All of the above data are calculated based on AltoCar's own statistical data, as well as data on the market research of the analytical center under the government of the Russian Federation:*

<http://ac.gov.ru/files/content/8176/issledovanie-ac-taksi-pdf.pdf>

# Description



AltoCar service connects passengers and drivers. The main feature is the ability to add drivers to the 'Favorites', and to use only their services in the future. The service operates in the B2C and B2B segments.

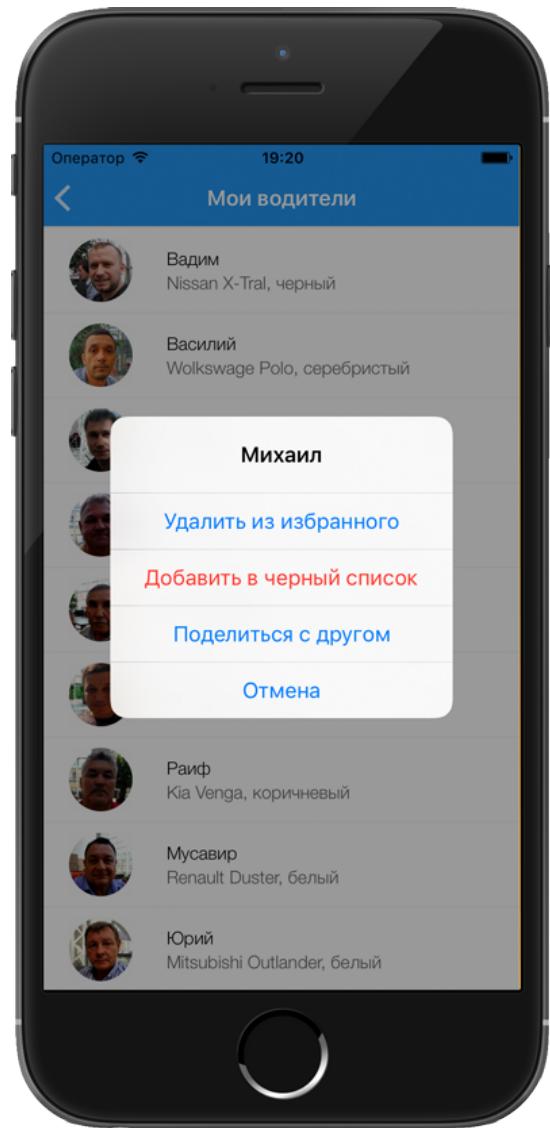


AltoCar Mobile app



## Features for b2c-segment:

- Quickly call the car with the driver through the mobile application.
- Plan trips, getting the drivers you are accustomed to.
- Track the location of the called driver on the map.
- Add favorite drivers to ‘Favorites’.
- Share trusted drivers with friends and family.
- Pay for the trip with a bank card, bonus points.



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**Google play**



## Features for b2b-segment:

- All the advantages listed at b2c segment
- Reduction of transport costs by up to 60%
- 100% guarantee for a car with a driver
- Orders through the personal account
- Monitoring the movement of employees (GPS tracking of each order in real time and in the recording)
- Control of travel expenses
- Setting up travel schedules
- Setting travel limits for employees and departments
- Travel orders via voice robot
- Payment of invoice services
- Receipt of accounting documents
- At the moment, the service operates in Kazan (Republic of Tatarstan, Russia).

The screenshot shows a Mac OS X desktop with a browser window open to the Altocar backend at [backend.altocar.ru](http://backend.altocar.ru). The page title is 'Список заказов' (List of orders). The left sidebar has a navigation menu with items like 'Личный кабинет' (Personal cabinet), 'Путешествия' (Trips), 'Маршруты' (Routes), 'Сотрудники' (Employees), 'Платежи' (Payments), 'Логисты' (Logistics), 'Документы' (Documents), 'Рейтинги' (Ratings), and 'Мобильное приложение' (Mobile application). The main content area displays a table of delivery orders with columns: ID, Дата (Date), Статус (Status), Клиент (Client), Откуда (From), Куда (To), Цена (Price), Филиал (Branch), and Менеджер (Manager). The table lists 14 orders from July 8, 2017, with various delivery details and manager assignments.

ID	Дата	Статус	Клиент	Откуда	Куда	Цена	Филиал	Менеджер
90423	08.07.2017 13:23:31	Выполнен		Дзержинск, 1	Пролесок, 8	190.00		
90416	08.07.2017 12:00:46	Выполнен		Чистопольская, 11	Чистопольская, 9а	600.00		
90403	08.07.2017 10:29:00	Выполнен		просп.Лейтенанта	Дзержинск, 1А	87.00		
90401	08.07.2017 10:07:56	Выполнен		Дзержинск, 1	Нагорная Крепость, 1Б (нагорная Крепость)	84.00		
90399	08.07.2017 09:58:21	Выполнен		Чистопольская, 11	Остров Америки, 1а	929.00		
90340	08.07.2017 04:10:00	Выполнен	(13853)	Муячи, 19	Аэропорт, терминал 1А	436.00		
90316	08.07.2017	Выполнен		Дзержинск, 1	Республика Татарстан, Верхнеуральский	1359.00		



At the moment, the service operates in Kazan (Republic of Tatarstan, Russia).

The web-site address is [altocar.ru](http://altocar.ru).

## **Statistics of AltoCar as of June 2017:**

- A platform for the service has been created and is operating (backend, mobile applications for drivers and customers)
- The service has more than 90 000 trips
- The total distance travelled is estimated at 1.35 million kilometers.
- 8000 employees of organizations and individuals
- B2B-segment: 100+ organizations of Kazan: banks, well-known retail companies, construction and oil companies and many others.
- 5000+ drivers in the service database
- Total revenue of \$ 500,000 (28 million rubles)
- Annual revenue of \$ 280,000 (15.5 million rubles) per year
- Rate of return: 14%

**AltoCar is a ready scalable project.**



- We offer comfort class vehicles, but at a price of 30-40% less than competitors.
- Drivers are interested in delivering a high quality service, because each of their new customers can become permanent.
- Drivers, unlike other services, are allowed to collect their customer database.
- The customer can add drivers to the 'Favorites'.
- **For b2b-segments:** 100% guarantee of the implementation of all orders, multifunctional office to monitor employees and their movements, ensures orders in airports, train and bus stations, with one single fare and no added extra charges (such as a luggage surcharge).



## Initial attraction:

- Advertising in social networks (the best channel for B2C is instagram),
- Articles on portals
- Vacancy announcements (to attract drivers)
- TV
- Radio
- PR actions
- Sales department (for B2B)

After the initial attraction of clients, a referral program starts to operate, which enhances the effect of advertising in a geometric progression.

## Referral program for clients:

Customers can send their invitation code to friends. A friend entering the code receives 150 rubles (\$ 2.6) for the first trip. When a friend makes the first trip, the owner of the invitation code receives 150 rubles (\$ 2.6). The number of invited friends is unlimited. The ones who invites many friends into the service will be able to make free trips.

## Referral program for drivers:

Partners (vehicle fleet owners) are paid 1000 rubles (\$ 17.54) for each driver connected.

1000 rubles (\$ 17.54) is given to drivers who invite other drivers to the service.

**Conditions of reception:** the connected driver must perform at least 50 trips.



Drivers can invite customers by their invitation code and get 50 rubles (\$ 0.9) for each traveller.

The client, invited by the driver, gets 150 rubles (\$ 2.6) for the first trip. The driver-owner of the code falls into the ‘Favorites’ list of the client.

### **The drivers are given daily bonuses to achieve certain KPIs:**

- For 15 completed orders – 700 rubles (\$ 12.3)
- For 18 completed orders – 1000 rubles (\$ 17.5)

### **Referral programs had been tested and work properly.**



For the trips the service is provided only by foreign cars. Other aggregators use any cars in the economy class. We provide comfort class at the price of economy.

Each driver should pass a training interview. Cars undergo a daily photo-control. Drivers receive instructions and work rules, which describe how to behave with the client in different situations (*Rules for the provision of services - <http://altocar.ru/terms/transport-rules/>*).

Constant monitoring of compliance with these rules is carried out. If the driver violates the rules he/she will receive a fine, or will be disconnected from the service (*Regulations on penalties - <http://altocar.ru/terms/transport-fines/>*).

An important part of the service for the driver: every new customer can become permanent. If the driver is polite for example, the customer can add them to the 'Favorites'.

Each client can add him/herself any number of personal drivers (1-100 and more). When a trip is planned, the client receives a driver whom he liked. In fact, for the client, AltoCar becomes a personal driver service.



With the help of raised funds on the ICO, we plan to implement the service in 13 million-population cities of Russia in 18 months. The implementation of the service in Moscow and St. Petersburg is planned on the second stage of the service expansion plan.

## **Why can we launch 13 millionaire cities in 18 months?**

- We have worked out an effective scheme for quickly attracting customers through trusted channels.
- There is a well-developed scheme for attracting and motivating drivers
- We have a general partner who operates in 11 cities of Russia and provides us and other services with drivers. With this partner we have been cooperating for 2 years in Kazan. He is ready to work with us in other cities as well.
- We have developed AltoCar platform, which allows you to set up work in another city in within 1 day (only the platform, then you need marketing, etc.).

After the launch in all million-population cities of Russia, we plan to enter cities with less than million-population and in parallel enter Moscow and St. Petersburg markets, and plan the expansion into international markets.

**In addition, to the independent launch of the service in different cities of Russia, we plan to launch a global franchise.**



After the completion of the ICO, it is planned to launch the franchise of the service and its promotion all around the world. The franchise will be sold to any country, to any city in the world. Packing the franchise will take 2 months after the ICO, in parallel, pre-orders for it will be accepted.

The franchise can be purchased only for ALTOCAR tokens. Payment of royalty franchisees will be made only in ALTOCAR tokens. This will erase the borders between countries - it will not be necessary to conduct procedures with banks, currency transactions, etc. Royalty from the Franchise will be paid instantly.

Franchisees will provide services to customers (transportation), pay drivers on a dual model - in ALTOCAR tokens and in a currency.

Also, customers and service drivers will receive bonuses in ALTOCAR tokens after performing certain actions (reaching KPI, viewing advertising on trips, etc.).

Thanks to all the above, the service will receive explosive growth, the turnover of tokens will grow many times. As a result, a huge community of people using ALTOCAR tokens in everyday life will be formed.

### Conditions for acquiring a franchise

Lump-sum payment (one-time payment). The amount of the lump-sum contribution is calculated by the formula: (1000 people population \* \$ 16.5) = the amount of the lump-sum contribution. The minimum contribution is \$ 2,000 (up to 100,000 of the city's population). The fee will be paid in ALTOCAR tokens.

Royalty (remuneration) - 20% of the income of the Franchisee in the token equivalent of ALTOCAR.

80% of the revenue share of Franchisees

**Note:** the conditions for acquiring a franchise will be calculated based on the economic performance of countries.



After the implementation of tokens into the Service ecosystem, the usage of ALTOCAR tokens will start in travel calculations, travel discounts, promotion of partners and drivers and their main counterparties.

The use of tokens in the service ecosystem will begin no later than 4 months after the completion of the ICO.

## **How will the token participate in the economy of the service and its ecosystem?**

- Customers will be able to travel for tokens
- When traveling for tokens, customers will be able to get a discount for the trip (up to 30%)
- Customers will be able to view advertising during the trip (optional) earning additional tokens, which they can then use for travel
- The company will encourage drivers tokens for excellent performance
- Drivers will be able to save a certain percentage of daily earnings for the purchase of tokens through the driver application
- Drivers who own tokens will receive priorities for larger orders
- Through our gateway, drivers will be able to exchange tokens for petrol, car wash services, car repairs, tire shops, food and much more



## Bonuses for ALTOCAR tokens holders:

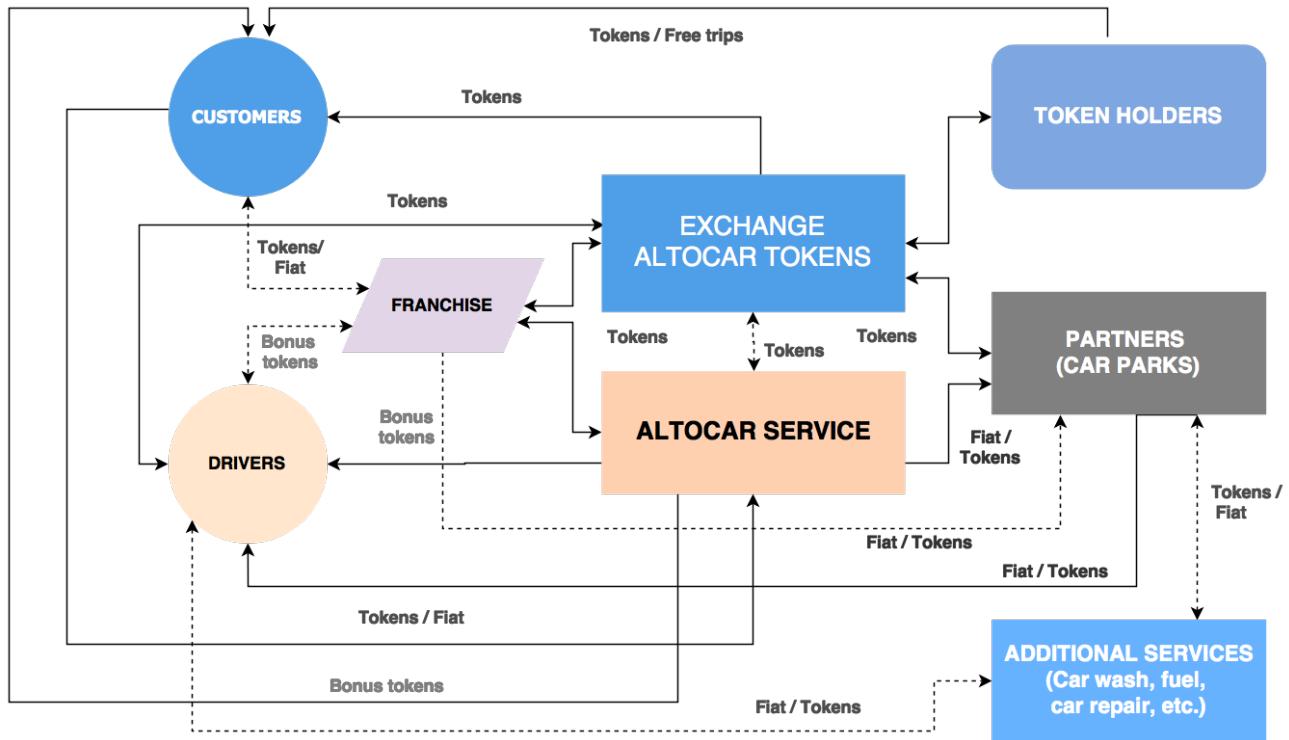
- 500 tokens owner gets 10 free trips per month
- 750 tokens owner gets 15 free trips per month
- 1000 or more tokens owner gets 20 free trips per month

**Limitation for each trip:** travelling distance is no longer than 10 km, in time – no more than 20 minutes.

**Note:** The trips that were not used in the past month are burned.



The economy of the service works together on tokens and a fiat currency.



**Tokens** - sale / purchase / calculation of tokens

**Bonus tokens** - receiving tokens for achieving KPI

**Fiat** - calculation in fiat

**Free trips** - for token holders



## ALTOCAR tokens

Tokens will be used to get free trips, significant discounts on trips. For drivers and partners, tokens will be included in the bonus program. After the ICO, the tokens could be bought or sold on the DEX and TIDEX stock exchanges. Also, in the future, tokens are planned to be placed on other stock exchanges as well.

**Tokens will be implemented in two stages:** PRESALE, ICO.

### Total number of tokens:

32 million ALTOCAR tokens are issued.

### Starting course:

1 ALTOCAR token has a value equivalent to \$1.

## STAGE 1: PRESALE

The period: from July, 10, 2017 (10:00 Moscow time) till August, 10, 2017 (10:00 MSK).

**Purpose:** raise funds for marketing ICO.

The number of tokens to be sold is 300,000.

### Bonus for the purchased tokens:

- The first week – 45%.
- The second week – 40%.
- The third week – 35%.
- Fourth week – 30%.



## STAGE 2: ICO

**The period:** from October, 10, 2017 09:00 AM UTC, till November, 10, 2017 09:00 AM UTC.

### Token distribution:

- 21.76 million tokens (68%) are released in free sale (minus realized during PRESALE).
- 640 thousand tokens (2%) are reserved under the bounty (rewards for helping to promote the ICO)
- 9.6 million tokens (30%) remain for input into the domestic economy and the founders.

### Bonus for the purchased tokens:

- During the first week – 25%.
- During the second week – 20%.
- The third week – 15%.
- Fourth week – 10%

### ATTENTION!

If the soft cap is not reached, the invested funds will be returned to the participants of the Crowdsale, in the currency in which the investment was made. Tokens not realized at the time of crowdsale will be burned.

### Transfer of tokens:

On the WAVES platform, it is impossible to prohibit the presence of tokens on the DEX exchange during PRESALE and ICO, so the output of the tokens will be available in the personal account ([dashboard.altocar-ico.com](http://dashboard.altocar-ico.com)) in 7 (seven) calendar days after the completion of the ICO. To output ALTOCAR tokens, tokens holder needs to create a wallet on the WAVES platform.



Our calculations, based on testing the hypothesis for the B2C and B2B segments, shows that \$10 million is required to reach 10% of the online orders market in one million-population city.

The main amount of expenses will go to direct attraction of clients and drivers through a referral program and subsidies.

## All calculations are made for one million-population city.

The calculations rate is 1USD = 57 RUR.

### Unit-economy of service

Index	RUR	USD
The cost of attracting 1 paying client	930	16,6
The average fare of 1 order	180	3,2
Average number of trips per month for 1 person	18	
Average income from 1 trip	25	0,43
Payback period of 1 paying client	2,5 месяца	
Income from 1 paying customer per year	2600	45,6
The cost of attracting 1 active driver	1000	17,5
Average number of trips performed by an active driver per day	17	
Payback period for 1 active driver	5 days	



## Statistics of orders in the service after 18 months

Index	Amount
Number of completed trips	1 344 750
including promo-trips (free, on the referral program)	154 027
including paid trips	1 190 722

## Calculation of the financial plan for 18 months, until the beginning of the repurchase.

Item of expenditures	RUR	USD
Marketing (advertising, referral program for clients)	41 547 150	728 897
Subsidies to drivers	15 000 000	263 158
Office expenses	1 150 000	20 175
Wage fund (7 employees in-house)	10 000 000	175 439
Servicing and Servicing Servers	1 150 000	20 175
Other	900 000	15 789
<b>Total expenses</b>	<b>69 747 150</b>	<b>1 223 634</b>



<b>Turnover / income for the period</b>	<b>RUR</b>	<b>USD</b>
Revenue	242 055 000	4 246 579
Income from activities	29 549 437	518 411
<b>Monthly income after 18 months</b>	<b>3 267 000</b>	<b>57 316</b>



AltoCar company is the resident of the 'IT Park' Technology park, Kazan. The company is the member of the IT-cluster of the Republic of Tatarstan, Russia. The company has 4 years experience in the development and promotion of taxi aggregators, the total experience in business is 20 years. The team has the experience of successful sales of businesses in IT and finance.

<http://itpark-kazan.ru>

<http://www.kamaklaster.ru/cluster/12/object/110/>



**Alexander Bobylev**  
CEO, Founder

10 years in the software and web development businesses. Experience of successful exit from business. Took the following courses: Start In Garage (from the ABRT Foundation (Nikolai Mityushin), a master class from Bob Dorf (Customer Development), the Business Incubator of IT Park, Kazan. Fully developed the first version of Backend of TaxiNado and AltoCar services. Experienced developer of high-load systems. Developed all versions of the AltoCar client application. Has engaged in attracting the first investments into the service. Has the following competences: sales, negotiations with investors, marketing, design, organization of the development process, prototyping.



**Viktor Neeshapa**  
**CVO, Founder**

7 years in the software and web development businesses. Has an experience of successful exit from businesses. Took the following courses: Start In Garage (from the ABRT Foundation (Nikolay Mityushin), a master class from Bob Dorf (Customer Development), the Business Incubator of the IT Park, Kazan.

**Has the following competencies:** sales, work with clients, prototyping, negotiations with investors.



**Alexander Lyashenko**  
**Drivers Manager, Founder**

President of the AltoCar drivers' club. 2 years of work in the 'TaxiNado' start-up as a 'Driver's manager' and 'Technical support for drivers'. In the past was engaged in the organization of a biker club in the Far East.

**Has the following competencies:** Closed club organization, customer support, driver support.



**Igor Kalmykov**  
**CTO, Founder, backend-developer**

Igor was engaged in the development of large projects for the web and mobile. Has extensive experience in the development of high-loaded systems. The author of many systems and modules in the AltoCar software complex. Experienced in developing backend for 10 years. Experienced in managing the development team for 5 years.



**Vladimir Baksheev**  
**Android-developer**

Experience in developing mobile applications for 7 years. Was a software developer for Y Combinator startups ([ycombinator.com](http://ycombinator.com)).



**Vasiliy Pereselkov**  
**General partner**

The founder of a group of company-partners of taxi-aggregators 'Yulavto' LLC.  
Has representative offices in 11 cities of Russia, is the 'Gold Partner' of AltoCar, Gett, Uber, Yandex.Taxi



**Rustem Yunusov**  
**Community manager (EN)**

International communications expert. International Affairs manager at IT Park. Participated in launching Open Stack, web and media projects internationally.



**Marat Kadyrov**  
**Financial Adviser**

More than 20 years of experience on the Russian financial markets. He was engaged in issues of strategic planning, financial management and project management in the electricity, industry and construction (Tatenergo, KZSK, Tatstroy). Carried out financial planning and risk management in banks and financial holdings (EBRD and SME Bank investments). He worked as the head of the project office of Sberbank OJSC of Russia in the Republic of Tatarstan. Expert of the RVC on Project Financing of Venture and Social Entrepreneurship. Founder of the Fintechstartup 'Fixer of risks' (fiksrisk.ru).



## Rustam Davletbaev Adviser

The expert economist, a member of the Eurasian Economic Club of Scientists, the author of the well-known Russian economic experiment in the village of Shaimuratovo (Republic of Bashkortostan, Russia) – ‘Shaimuratiki commodity coupons’, participant of the R&D (NTI) foresight fleet. Member of the working group FinNet R&D ASI. Currently works at Innopolis University.



## Dinar Shakirzyanov Adviser

A consultant to solve the whole complex of tasks related to the processes of investing in the digital economy, including the preparation and audit expertise of both ICO and traded digital assets. The founder of IT companies, such as agro.ai, aidainvest.ru, agrarium-invest.ru



This document is intended for information purposes only and is not an offer or call to sell shares or securities of the AltoCar service or any other related or associated company.

Owning ALTOCAR tokens does not grant its holder the right of ownership or the right to property in AltoCar or any other related company. While the community's opinion and feedback can be taken into account, AltoCar's tokens do not give any right to participate in decision-making or any direction of business development related to the AltoCar service.

ALTOCAR tokens can be used to receive discounts, or bonuses in the service.

All examples of income and profit calculations used in this paper were provided only for demonstrative purposes or for demonstrating the industry's averages and do not guarantee that these results will be achieved, according to the marketing

ALTOCAR tokens are released on the WAVES platform. In this regard, any malfunction or malfunction of the WAVES protocol may result in the ALTOCAR tokens trading network operating in an unforeseen manner.

Technologies related to block chain are the subject to supervision and control by various regulatory bodies around the world. ALTOCAR tokens may fall under one or more requests or actions on their part, including but not limited to imposing restrictions on the use or possession of digital tokens such as ALTOCAR that may slow or limit functionality, or repurchase of ALTOCAR tokens in the future.



ALTOCAR tokens are not some kind of official or legally binding investment. Due to unforeseen circumstances, the objectives set forth in this document may be amended. Despite the fact that we intend to reach all the points described in this document, all persons and parties involved in the purchase of ALTOCAR tokens do so at their own risk.

Technical innovations like the development of quantum computers can pose a danger to crypto-currencies, including ALTOCAR tokens.

Although ALTOCAR tokens should not be considered an investment, they can gain value over time, and their value may fall.

Funds from the collection of funds are not insured. In case of loss or loss of value, there is no private or public insurance representative, to which the buyer can apply.

For possible different reasons, including without limitation, the insolvency of business agreements or marketing strategies, the AltoCar service and all subsequent marketing actions regarding the collected funds in this fundraising may not succeed.

ALTOCAR tokens are a fairly new and relatively untested technology. In addition to the risks mentioned in this document, there are additional risks that the AltoCar service team can not foresee. These risks can materialize in other forms of risk than those specified here.



## **DISCLAIMER OF WARRANTY**

YOU AGREE THAT YOUR USE OR INABILITY TO USE OF ALTOCAR TOKENS IS EXCLUDED ONLY TO YOUR OWN RISK, AND YOU DECLINE ALL LIABILITY FROM ALTOCAR. SINCE THE ICO COMPLETED ALTOCAR TOKENS WILL BE SENT TO YOU WITHOUT ANY WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT ALL IMPLIED WARRANTIES OF MERCHANTABILITY FOR A PARTICULAR PURPOSE, WITHOUT VIOLATION OF ANY PURPOSE OF INTELLECTUAL PROPERTY. BECAUSE SOME JURISDICTIONS DO NOT ALLOW THE EXCLUSION OF IMPLIED WARRANTIES, THE ABOVE EXCLUSION OF IMPLIED WARRANTIES MAY NOT APPLY TO YOU.

## **PROHIBITION FOR RESIDENTS AND CITIZENS U.S.**

ALTOCAR TOKENS ARE NOT PROPOSED AND DO NOT DISTRIBUTE TO RESIDENTS AND CITIZENS OF U.S. AND ITS REPRESENTATIVES

## **PROHIBITION FOR RESIDENTS AND CITIZENS SINGAPORE**

ALTOCAR TOKENS ARE NOT PROPOSED AND DO NOT DISTRIBUTE TO RESIDENTS AND CITIZENS OF SINGAPORE AND ITS REPRESENTATIVES

## **PROHIBITION FOR RESIDENTS AND CITIZENS CHINA**

ALTOCAR TOKENS ARE NOT PROPOSED AND DO NOT DISTRIBUTE TO RESIDENTS AND CITIZENS OF CHINA AND ITS REPRESENTATIVES

## **PROHIBITION FOR RESIDENTS AND CITIZENS SOUTH KOREA**

ALTOCAR TOKENS ARE NOT PROPOSED AND DO NOT DISTRIBUTE TO RESIDENTS AND CITIZENS OF SOUTH KOREA AND ITS REPRESENTATIVES