



MENT TECH

www.ment.tech

@menttechlabs



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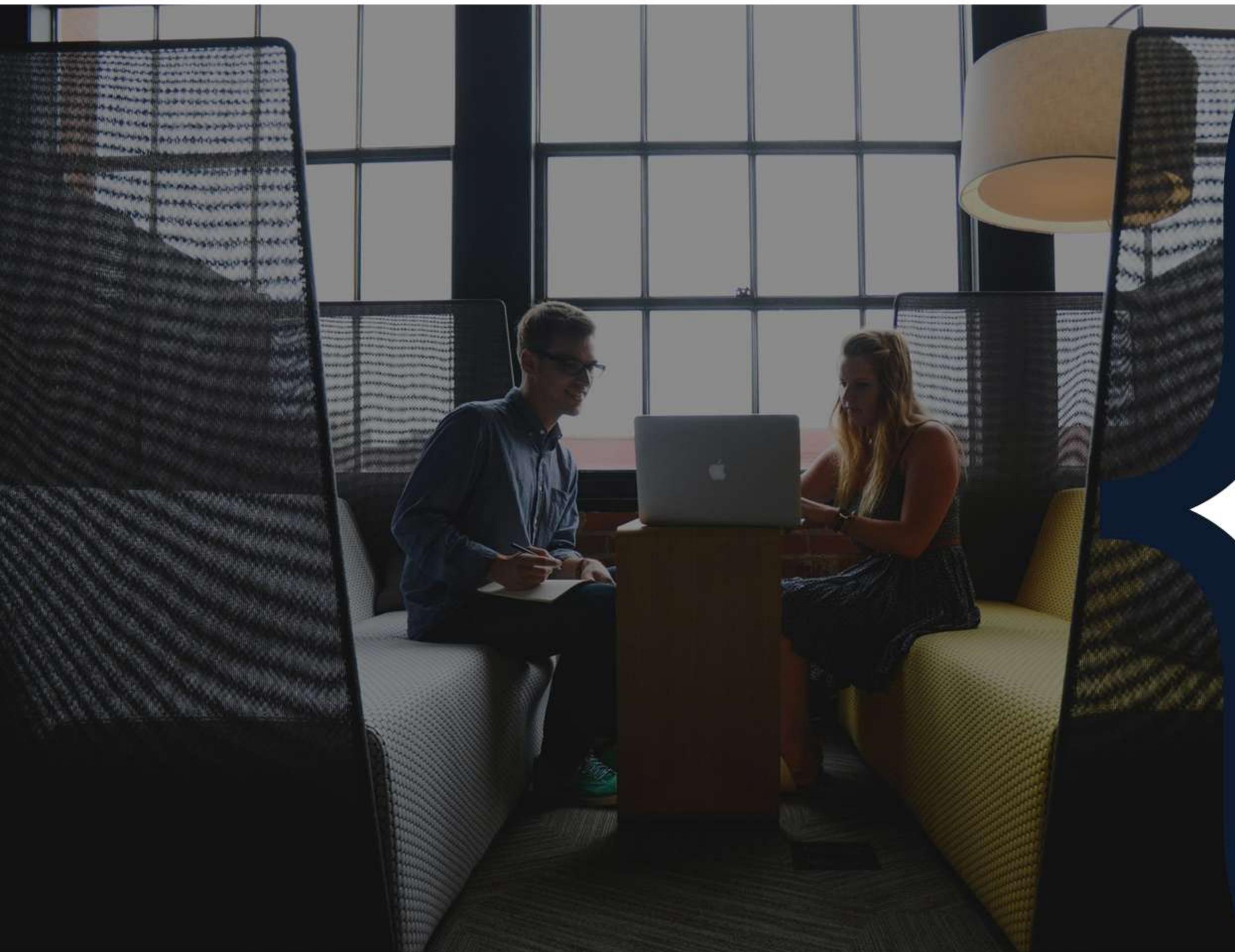
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ABOUT US



World Leading Blockchain Products & Services Provider. Founded in 2018 and headquartered in India, Ment Tech is a world-leading Blockchain technology service provider. At present, Ment Tech has 9 mature product lines: Spot Trading System, OTC Trading System, Liquidity Aggregation Bot, Mining Pool System, All-In-One Wallet System, Referral System, Leverage And Margin Trading System, Cryptocurrency Staking System, IEO/STO/ICO



Ment Tech implements the collectivization and globalization operation strategy, with offices set up in UK, Romania and US, in addition to its headquarters in India. Up to now, Ment Tech has provided BlockChain technology services to more than 500 clients around the globe, including 300+ crypto exchange clients, 100+wallet clients, 150+ liquidity clients, and 60+ derivatives clients, covering over 20 countries in Southeast Asia, Europe, the United States, the Middle East and other regions, and over 50 million users.

OUR MISSION



To be the global leader in Blockchain & AI Products & Services. Building on our technologies, competencies and customer interests, and creating value for our stakeholders and customers. We'll achieve this by focusing on the intersection of our client's emerging needs and the acceleration of business and technological change.



To create trading systems with a goal and become a market standard, especially in crypto. Popularisation of blockchain technology with people and governments to speed up changes in the global financial system at a lower cost.



To make Ment Tech your preferred one-stop destination by delivering outstanding brokerage technologies and an exceptional user experience for your clients by consistently fulfilling your business needs and customer expectations.



To develop continuous improvement technology to serve forex and crypto trading in the most accurate, efficient, transparent and convenient way for investors.customer expectations.

OUR VISION



Ment Tech will be the first choice solution partner in the technology sector providing Fintech and IT products & services to businesses throughout the globe.



We will become an integral part of our client's success, collaborating with them to achieve their strategic objectives whilst creating long lasting business value through the delivery and management of their technology and customer expectations.



Our team of talented, experienced and motivated industry specialists will be recognized as the best in their field. Our continued success will be driven by our people who will share in it.



To elevate the fintech industry with our company's solutions and to lower the cost to start a crypto and fintech business.

OUR VALUES

Our values are the guiding principles upon which Ment Tech Labs was founded and how we strive to conduct our business on a daily basis. Values establish our view of the world as we shape the future. They determine how we treat each other. Our values are to

CLARITY & INTEGRITY

We pride ourselves on our integrity and clarity in the way we do business. We always adopt an honest and sincere approach.

ORIENTATION ON RESULTS

We exert boundless energy into our products so you can save time. We get things done quickly and efficiently.

WORKING TOGETHER

Everything we do is a result of team effort. Our priority is to make sure all our teams are full of vitality and that they align their focus towards our common goal.

CONSTANT IMPROVEMENT

We are constantly evolving and innovating our products and services so that we can provide you with a range of innovative and practical solutions.

EMPOWERING OTHERS

We specialise in helping people build more efficient businesses. We are always available to support those who are in need.

WORKING WITH PASSION

We care about the end results of our work and deliver the best solutions possible with a sense of passion and purpose.

HOLDING OBJECTIVES

- New technologies have penetrated all areas of our life. The **FINTECH INDUSTRY** is highly sensitive to every change in virtually all areas of business. We work around the clock to improve all our products, constantly investing in people, technology, customer support and infrastructure. Thus, we are always at the peak of technological innovation, enabling our customers to receive the best service in the industry.

- To invest and develop blockchain & AI based enterprise software solutions, focusing on unify technology.

- Develop high quality tech experiences at Affordable cost considring small and medium business.

- Maximize value creation through vertically integrating all tech products & solutions

- To make our products and solutions available at a lowest possible cost and let small business to take a jumpstart in the **FITECH WORLD**.

WHAT WE OFFER

We will build for you a financial business of your own by connecting you to the markets and providing you with all the innovative and cutting edge technologies in a short space of time and at a reasonable cost. We are a team of passionate blockchain enthusiasts making the world a better place!

INTEGRATIONS WITH ALL THE MOST POPULAR SOLUTIONS

in the market so our clients are able to get everything in one place

A PERSONAL PROJECT MANAGER

from the time of contract-signing is available in your native language and is on hand to serve you all the way towards your success

24/7 TECHNICAL SUPPORT

We offer institutional-grade tools and technology and complement those capabilities with bespoke attention when it comes to problem solving

PROFESSIONAL ACCESS TO EXCHANGE AND CRYPTO LIQUIDITY

via multiple connection methods is available for all our clients.

A FULL RANGE OF SERVICES

to start your own brokerage or exchange with minimum cost and maximum levels of technology and professionalism

The Problem: An Outdated Process & Huge Investment

Lack of Affordable & Complete Ecosystem for Small and Medium Businesses to Jump-start in Crypto and Fintech World:

- ✖ The extensively higher cost of getting a Fintech product ecosystem, almost killing the small and medium level companies to take a standard start in the Fintech market.
- ✖ Considering even building a cryptocurrency exchange ecosystem, it takes more than a year or two for most of the businesses to build their products from scratch.
- ✖ Lack of powerful security, Expensive server cost and technical support is making their post-launch, really not easy, which leads to lack of interest after a long development time and create a big hassle scaling them up.

The Solution: A Cost Effective & Faster Process

Ment Tech Provides a Super Cost-Effective & Robust Solution & Support:

- ✓ Our products & Solutions are super cost-effective and time-saving. One can save more than \$900,000 on setup costs and around \$25,000 on ongoing monthly costs for development, extra office space, and a technical support team.
- ✓ Along with huge cost-savings, one can launch more than one year faster, which is crucial in today's fast-changing environment.
- ✓ This huge saving can then help the small and medium businesses to invest in marketing & legal licenses, which makes them one step closer to a scaling Fintech business.

THE MARKET SIZE

\$300B
Total Market Cap

There are now over 5,100 different cryptocurrencies, generating a total 24-hour trading volume of USD \$160 Billion.

42M
Crypto Users

Over 42 Million wallets have been established on the Bitcoin network alone.

400

Digital Asset Exchanges

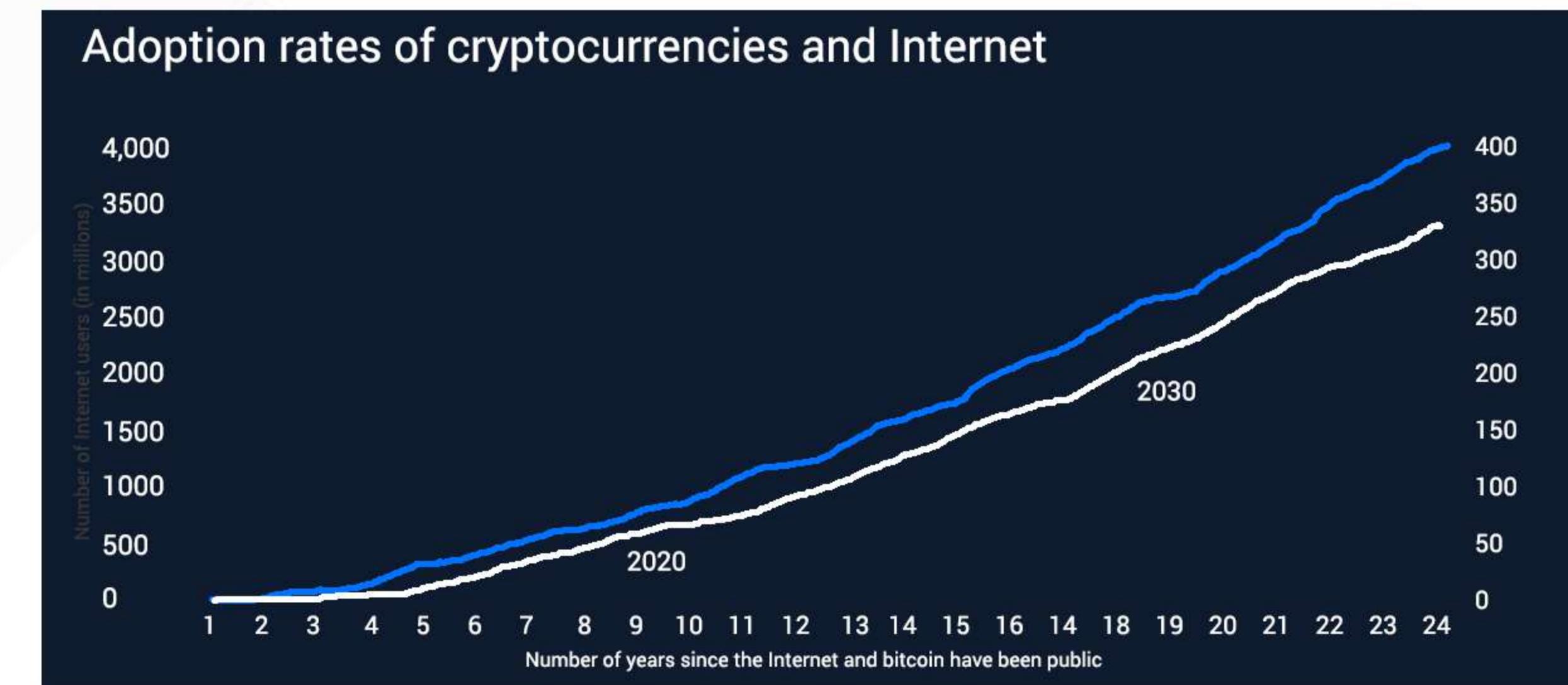
There are just under 400 digital asset exchanges listed on coinmarketcap.com

MARKET GROWTH

Blockchain systems & digital assets have been widely accepted as disruptive technologies by market leaders such as Deutsche Bank, JP Morgan, PWC, Deloitte, Ernst Young and many have dedicated, corporate departments.

2019 and 2020 industry reports predict that:

- Blockchain will replace many current databases with the enhanced encryption security of distributed ledger networks.
- Smart contracts will boost economic efficiency across multiple industries by circumventing the intermediary parties to digitised transactions.
- More countries will issue digital national currencies.
- An increasing number of digital tokens will be adopted by application-specific users.



MENT TECH MATURE PRODUCT LINES

Stable and Secure Full-line Products

Cryptocurrency Exchange Turnkey Solution

Ment Tech is a world-leading white label exchange solution...

Mining Pool Solution for Crypto Exchanges

Infrastructure to power your ecosystem with mining solution...

Cryptocurrency Liquidity Solution

Infrastructure to power your exchange platform with real volume...

Crypto Staking & Defi Lending Turnkey Solution

Infrastructure to Power Staking and Defi Lending...

OTC Platform Turnkey Solution

Infrastructure to power your ecosystem with high volume.

Referral & Affiliate System for Crypto Exchanges

Infrastructure to Power Multilevel Referral & Affiliate Program...

Cryptocurrency Exchange Turnkey Solution

- Powerful memory matching, with over 50,000 tps for each trading pair.
- It supports customized and third-party K-lines, technical analysis and drawing tools, and supports strategy orders and API orders.
- It supports financial system, risk control system and centralized wallets. It supports all mainstream coins and their tokens, provides supporting background audit and operation CMS system, as well as rapid and stable system deployment and delivery.
- It supports Fiat-to-Crypto and Crypto-to-Crypto transactions and other various forms of transactions, and direct purchase of fiat currencies without minimum limit.



FINANCIAL INFORMATIONS

**INVESTMENT
40L**

**REVENUE
2.6CR**

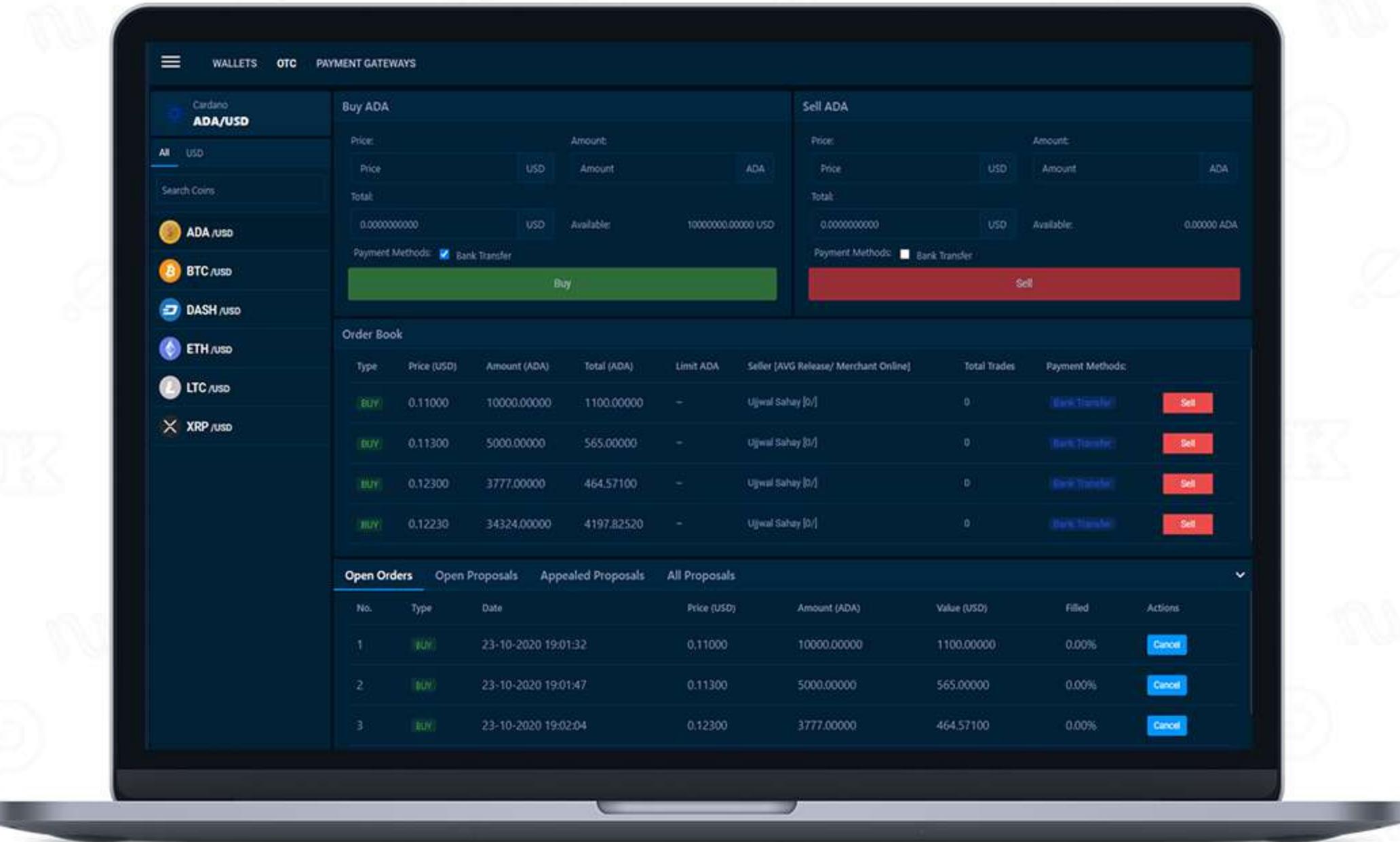
Cryptocurrency Liquidity Solution

- High-performance service for trading assets as a perfect solution for liquidity
- Process up to 400,000 transactions per second
- Real-time Order Matching System
- Support multiple digital and fiat currencies
- KYC & AML Support
- Perform risk assessment and monitoring of user activities against unexpected behaviour and fraudulent activity
- Grant pinpoint access levels to your managing personnel to supervise everyday activities

Order Book			
BTC/USD			
Grouping: 0			
Price (USD)	Quantity (BTC)	Total	
9805.40	0.35	3432.24000	9081.26
9805.30	1.04	10198.5520	9080.72
9805.98	0.04	392.23920	9079.98
9805.17	15.02	147275.653	9078.88
9804.22	1.00	9804.22000	9078.67
9805.01	7.40	72549.6740	9077.26
9803.84	1.60	15686.1760	9077.03
9801.18	13.58	133126.505	9077.49
9801.10	6.55	64210.3050	9076.78
9803.07	12.34	120949.883	9076.56
9803.06	12.70	124499.842	9073.02
9801.51	5.90	57828.9070	9073.00
9801.43	18.29	179268.154	9071.55
9801.42	6.00	58808.5200	9070.77
9801.25	0.06	588.075000	9070.71
9798.23	20.91	204880.989	9070.58
9798.15	0.79	7740.52270	9070.36
9797.15	20.91	204884.406	9069.75
9797.12	1.04	10189.0048	9069.73
9796.50	20.91	204848.069	9069.71
9796.55	0.79	7759.27450	9069.68
9796.44	0.79	7759.20340	9069.66
Spread			
9.580	2.85	25815.7275	203.80
9786.88	20.91	204443.660	9058.15
9786.40	0.11	1076.5040	9058.13
9785.91	8.62	84354.4580	9057.73
9785.88	20.91	204422.750	9054.65
9784.82	15.68	153425.977	9054.61
9784.25	0.79	7728.76750	9054.44
9782.85	8.62	84328.1670	9052.79
9782.81	0.79	7727.94590	9052.78
9781.78	0.79	7727.06420	9051.97
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9784.82	15.68		

OTC Platform Turnkey Solution

- An over-the-counter (OTC) market is a decentralized market in which market participants trade stocks, commodities, currencies or other instruments directly between two parties and without a central exchange or broker. Over-the-counter markets do not have physical locations; instead, trading is conducted electronically.
- A trade can be executed between two participants in an OTC market without others being aware of the price at which the transaction was completed. In general, OTC markets are typically less transparent than exchanges and are also subject to fewer regulations. Because of this liquidity in the OTC market may come at a premium.



FINANCIAL INFORMATIONS

**INVESTMENT
40L**

**REVENUE
2.6CR**

Mining Pool Solution for Crypto Exchanges

- A mining pool is an association of miners that combine their computing resources to mine cryptocurrency blocks and split the reward equally, according to the contributed amount of work.
- Mining pools became necessary when the difficulty of proof-of-work cryptocurrency mining increased so much that it became impossible for the average miner to mine a full block.
- The growing difficulty led to the establishment of the first mining pools for Bitcoin. Today, Bitcoin mining pools are the most influential communities in the Bitcoin network and are the major organs that decide whether new forks should be implemented.



FINANCIAL INFORMATIONS

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Crypto Staking & Defi Lending Turnkey Solution

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Referral & Affiliate System for Crypto Exchanges

- If you're looking for a 100% affiliate / referral plugin for your Cryptocurrency Exchange, you should know that our Affiliate & Referral system is the best and the most cost-effective in the market. There's no need to buy expensive affiliate plugins just to have a simple referral system onto your Cryptocurrency Exchange.
- With this plugin/module you can easily extend your cryptocurrency exchange platform with a referral system. Immediately after the plugin activation you'll be able to give your users the ability to refer your exchange platform and also to check how many and who really did registered by their referral. This plugin tracks registrations as well as rewards.
- The administrators will see in Users list two new columns: User ID and Referral ID along with Rewards. This way administrators have full control and a clear picture of their referrals activity.



FINANCIAL INFORMATIONS

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**REVENUE
2.6CR**

BUSINESS MODEL



REVENUE FORECAST

	2017	2018	2019	2020
Users	28	131	190	233
Revenue	\$619K	\$3.6M	\$8M	\$28.9M
Net income	(\$900K)	(\$658K)	\$5.7M	\$50M

COMPETITION

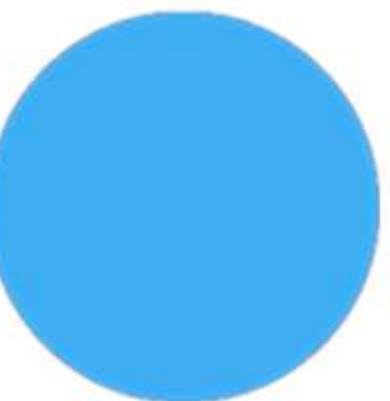
B2 BROKER

- ✗ Most Offerings in Europe Only Regions
- ✗ Turnkey Solutions Starting with \$100,000
- ✗ Starting Monthly Server Cost is \$10,000
- ✗ Highly Complex Product UX

CHAINUP

- ✗ Most Offerings in China Only Regions.
- ✗ White-Label Solutions Starting with \$50,000
- ✗ Starting Monthly Server Cost is \$6,000
- ✗ High Support Cost & Low Product Quality

- ✓ Global & Affordable Offerings
- ✓ Turnkey Solutions Starting with **\$7,000**
- ✓ White-Label Solutions Starting with **\$10,000**
- ✓ Starting Monthly Server Cost is **\$500**
- ✓ Best & Affordable Support Industry-wise
- ✓ **Ment Tech India Based Engineering Department Makes Solutions & Support Affordable**
- ✓ **Ment Tech Exchange Optimised Servers Make Secure Hosting Affordable with Instant Support**
- ✓ **Ment Tech Partners with IBM & OVHcloud to Provide Free Hosting for 1+ Year to Fintech Startups**



MANAGEMENT TEAM

Ment Tech's innovators brings strong leadership and solid industry expertise to the company.



Ujjwal Sahay

Founder and CEO

Responsible for products,
projects and partnerships



Bhavesh Deshmukh

Chief Technology Officer

Responsible for all things tech



Kevin Connolly

**Head of European
Operations**

MARKETING

The Company has built a brand identity and social media following for the Ment media platform. Future marketing and sales strategies shall be implemented by in-house staff to increase the user base via:

- Rigorous stress testing and updates to UI/UX design.
- Listing on public registries.➤ Targeted online advertising and direct marketing campaigns using email, social media and data lists.
- Regional ambassadors to increase brand awareness by attending events, forming partnerships and earning commission through referrals.
- Integrated referral scheme for users to invite friends and receive a portion of their trading fees.
- Competitions for content production, simulated trading tournaments and bug hunting.
- Strategic partnerships to share marketing costs and access larger corporate networks.

The current user base of 7,000 subscribers shall be the target of initial marketing campaigns and testing programs to enhance platform conversion rate to >1.5%.

Ment plans to launch CM.EX and CM.MP simultaneously in Q2 of 2021.

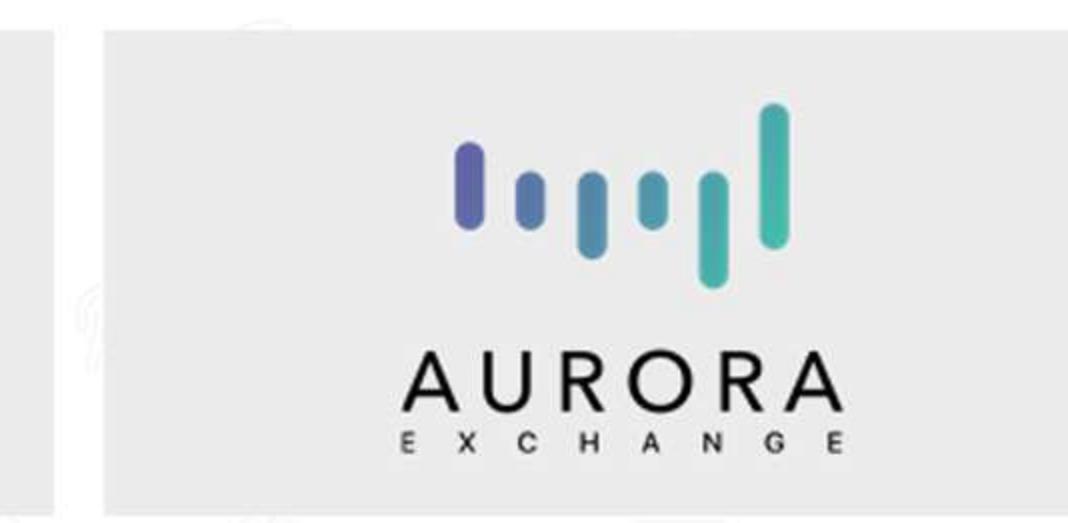
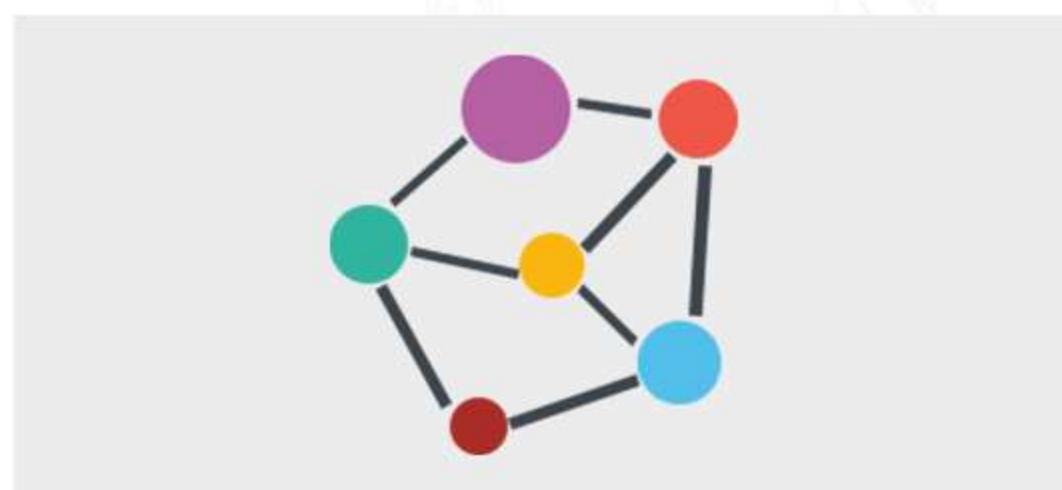
At least five digital assets (and trading pairs) will be integrated for launch and the portfolio will be expanded to 20+ assets over the course of Year 1.

Further products shall also be integrated, including quantitative analysis tools for trading, proprietary algorithmic products and an OTC trading desk for institutions and HNWI account holders



OUR PORTFOLIO

The Company is securing international partnerships to provide synergistic services to the MentTech user base and provide market access to target jurisdictions.



Raising: \$2-\$5 Million

Milestones Conquered

2018

September - Ment Tech was officially established in India.

September - Ment Tech set up its UK Office.

October - The first exchange client got online.

2019

May - Have served more than 50 clients.

July - Ment Tech wallet solution was officially launched online.

August - The cloud exchange system was launched online.

October - The futures contract system was launched online.

October - We have served clients from more than 10 countries in Europe.

November - We have served more than 150 clients.

December - White-Label Solution was introduced.

2020

January - More New Products are introduced for sales.

February - Mining Pool System Solution was introduced for sales.

March - OTC Trading System was introduced.

April - Romania regional office has been started.

May - All-In-One Wallet System was added in white-label solution.

June - Funded with \$400,000 in seeds.

July - Scaled new offices in several cities.

August - New stuff coming soon

Road Map

Financial Summary

Ment Tech is raising £500,000 via equity or debt financing in order to:

- ☛ Enhance corporate infrastructure prior to launch.
- ☛ Fund ~ 6 months of operating expenditure.

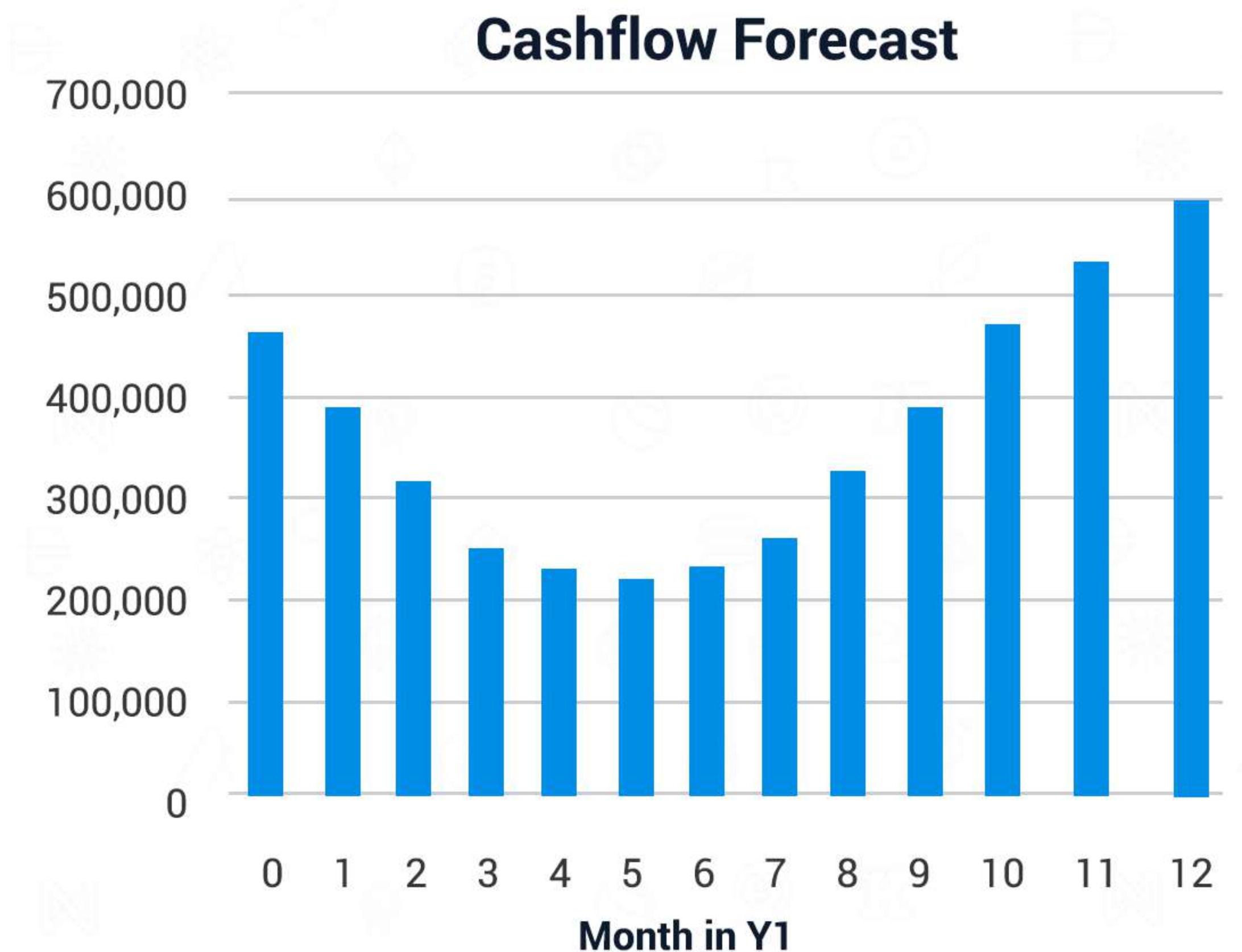
The Company has projected Y1 turnover of £1,094,000

- ☛ Profit making from ~5.5 months post-launch.
- ☛ Y1 target EBITDA of £96,000.

These are reasonable targets set via analysis of normalized competitor performance in 2019.

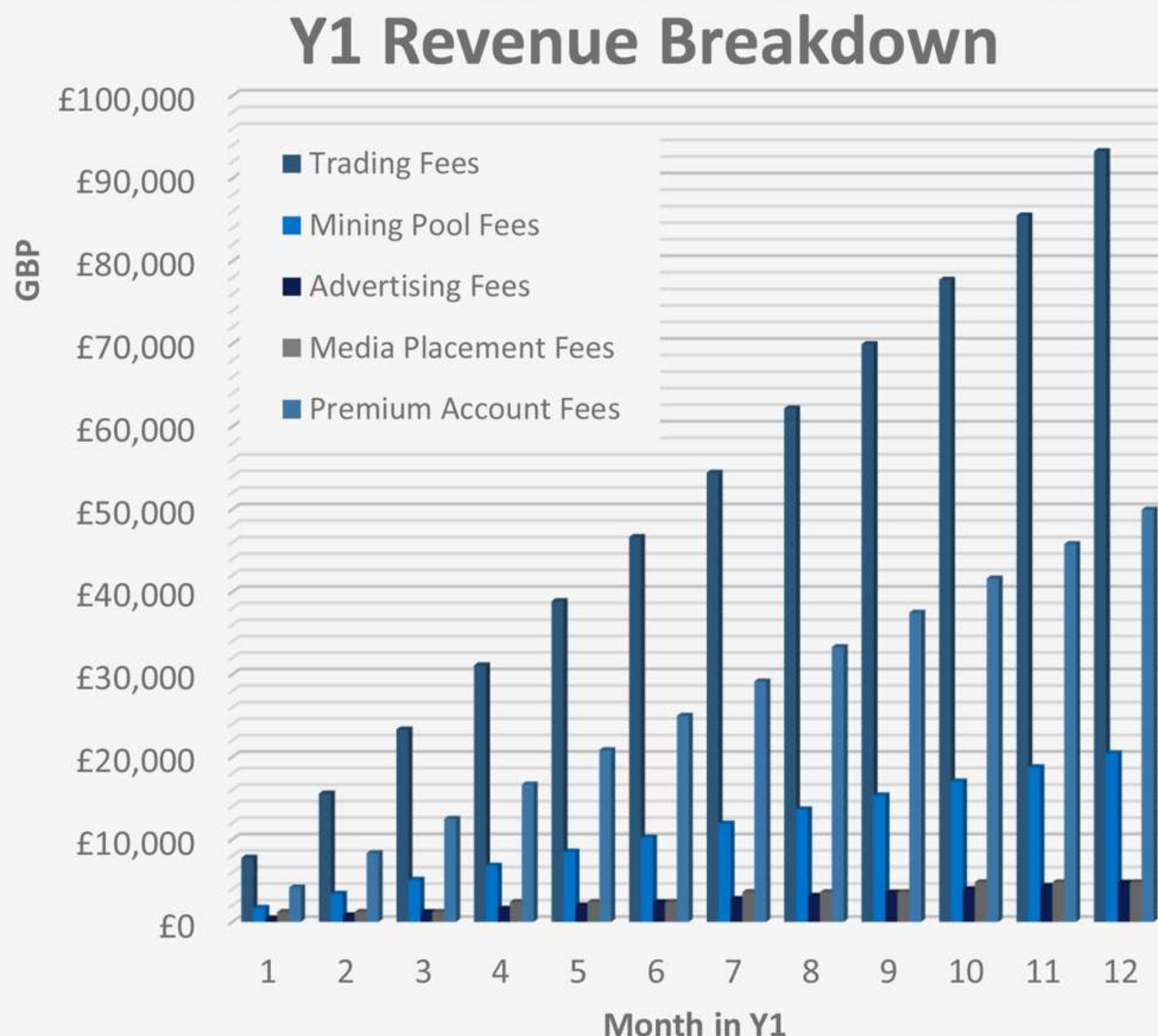
- ☛ 250K registered users in Y1 post-launch are needed to hit revenue targets.
- ☛ Requires web traffic and marketing strategies as well as conversion rate >1.5%.

This model offers conservative estimates, based on average data from competitor exchanges and mining pools.



	Y1 Target	Y5 Target
Earnings:	£96.1 K£	4.9 M
Valuation:	£2.34 M	£120 M

CASHFLOW PROJECTIONS



PROFIT AND LOSS	Y1	Y2	Y3	Y4	Y5	Total
Revenue						
Trading Fees	606,352	1,565,727	2,525,103	3,484,478	4,443,854	
Mining Pool Fees	132,823	342,978	553,133	763,287	973,442	
Advertising Fees	30,821	79,587	128,352	177,118	225,884	
Media Placement Fees	36,000	92,960	149,919	206,879	263,838	
Premium Account Fees	324,675	838,379	1,352,083	1,865,787	2,379,491	
Gross Revenue	1,130,671	2,919,631	4,708,590	6,497,549	8,286,509	23,542,950
% Growth	-	258%	161%	138%	128%	
Direct Costs Sales						
KYC/AML Checks	157,500	406,350	654,224	902,828	1,155,620	
Customer Service	48,000	123,840	199,382	275,148	352,189	
Total Cost of Sales	205,500	530,190	853,606	1,177,976	1,507,809	4,275,082
Gross Profit	925,171	2,389,441	3,854,984	5,319,573	6,778,699	19,267,868
Profit Margin	82%	82%	82%	82%	82%	82%
Indirect Costs						
Platform R&D	61,000	150,000	180,000	216,000	259,200	
Employment Overheads	163,200	195,840	235,008	282,010	338,412	
Other Overheads	604,800	725,760	870,912	1,045,094	1,254,113	
	829,000	1,071,600	1,285,920	1,543,104	1,851,725	6,581,349
EBITDA	96,171	1,317,841	2,569,064	3,776,469	4,926,974	12,686,520
% Sales	10%	55%	67%	71%	73%	66%
R&D Claim (+130%)	79,300	195,000	234,000	280,800	336,960	1,126,060
Profit Before Tax	175,471	1,512,841	2,803,064	4,057,269	5,263,934	13,812,580
Taxation (19%)	33,340	287,440	532,582	770,881	1,000,148	2,624,390
Profit / (Loss)	142,132	1,225,401	2,270,482	3,286,388	4,263,787	11,188,189
% Sales	13%	42%	48%	51%	51%	48%

B2B Growth Targets

USER GROWTH IS BASED ON FINEXBOXEXCHANGE:

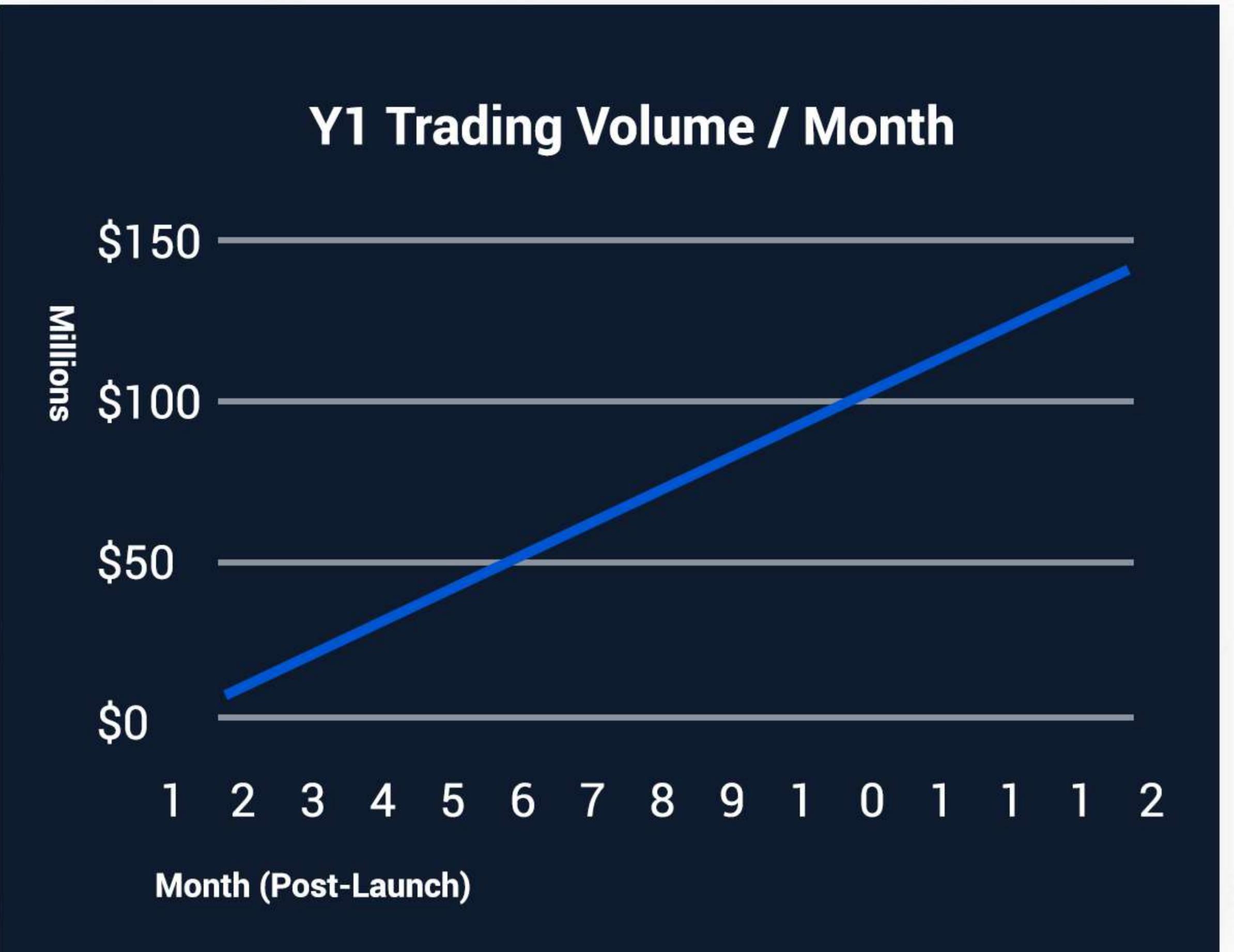
- Launched in October 2018.
- 250,000+ users as of 10 December 2019.
- 102,598 website visitors on 1 January 2020.
- Extrapolated to ~3M per month.

ASSUMING LINEAR GROWTH OF WEBSITE TRAFFIC, THE COMPANY PLANS TO REACH 2.6M HITS IN M12 OF Y1 POST-LAUNCH:

- Low conversion rate (CR) of 1.5% is sufficient to reach the target 250K user base in Y1.
- 2019 average CR of 4.47% would register 760K+ users.

FINEXBOXHAD ABOVE-AVERAGE 24HR TRADING VOLUME IN CALCULATION OF THE Y1 TRADING FEE REVENUE.

- (USD \$5.659M normalized 24hr volume compared with \$4.065M average).
- Therefore, this user growth is expected to meet the Y1 forecast trading volume of GBP £610.3M.



Y1-Y5 Growth Model

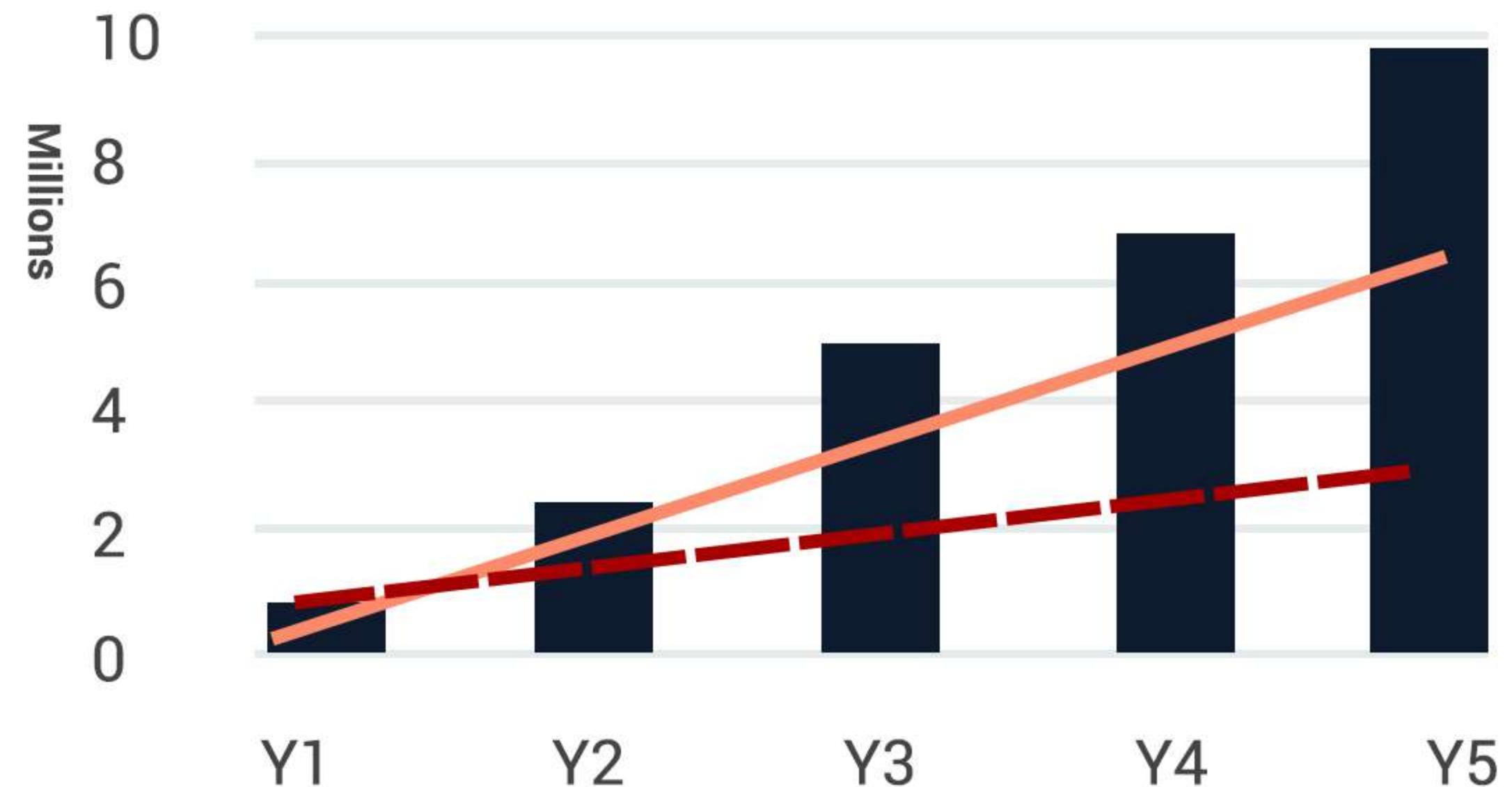
MENT.EX REVENUE IN M12 OF Y5 IS A TARGET TO ENTER THE TOP 100 DIGITAL ASSET EXCHANGES GLOBALLY.

⚡ 100th ranked has~\$484,083,117 (30d) trading volume.

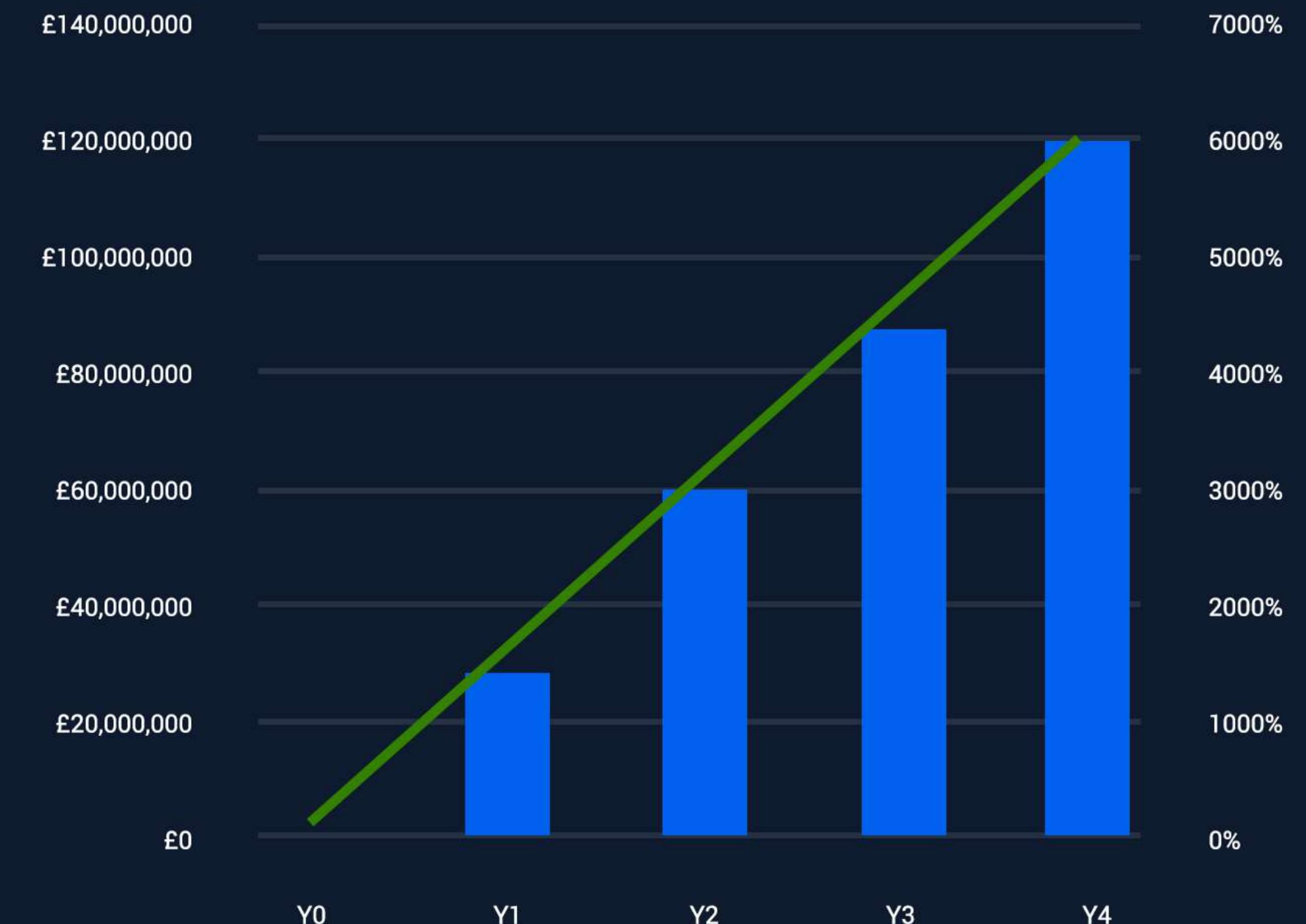
THIS MODEL ASSUMES LINEAR GROWTH OF CM.EX REVENUE FROM Y1 PROJECTIONS TO MEET THIS TARGET BY END OF Y5.

⚡ Same annual growth is applied to mining, advertising, media placement and premium account revenue from Y2-Y5.

Y1 to Y5 Revenue & Earnings



Performance Projections



The EBITDA multiple was 24.35 for Financial & Commodity Market Operators & Service Providers in 2019.



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