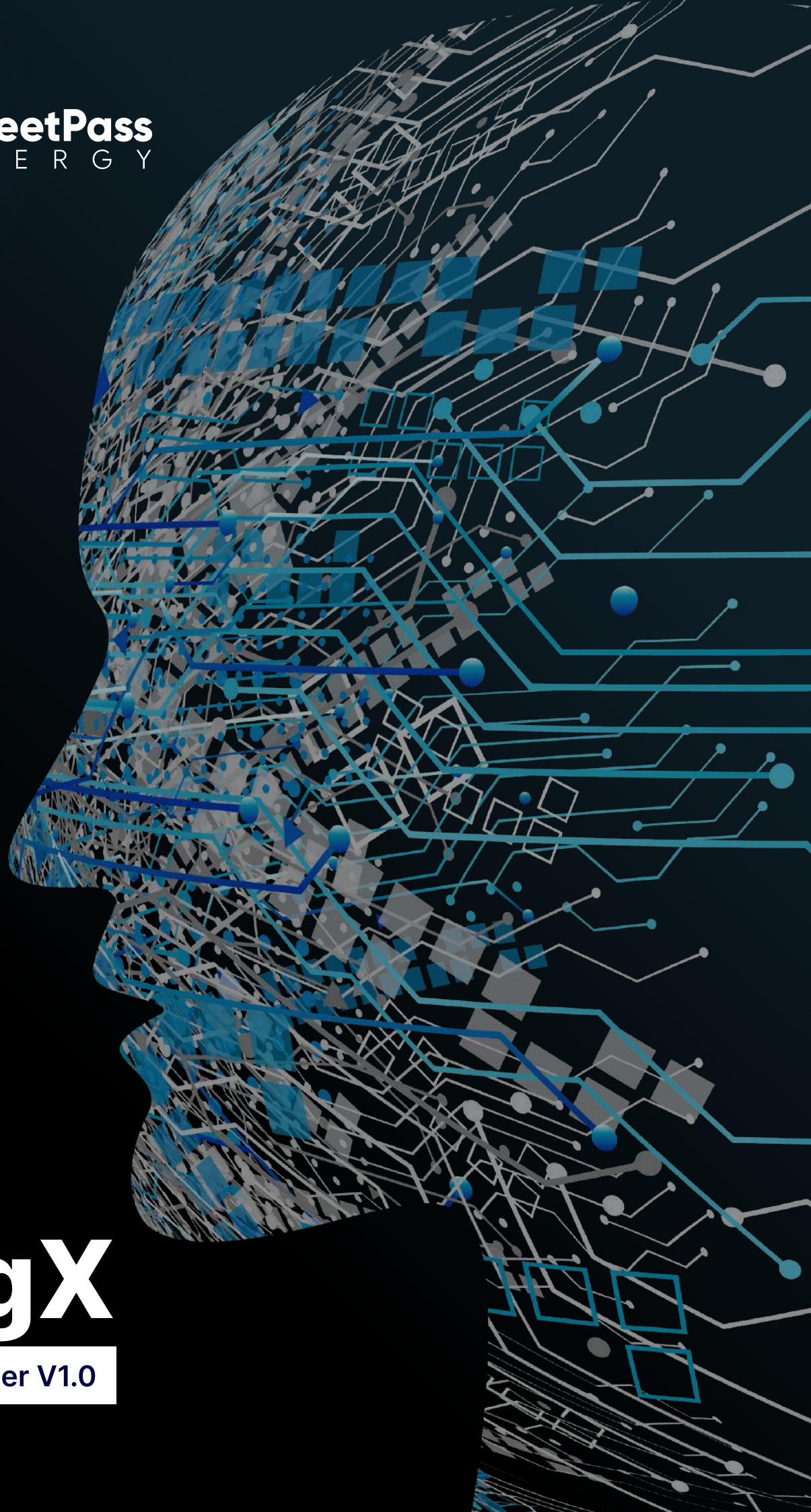
eFleetPass
ENERGY



GigX

Whitepaper V1.0

LEGAL DISCLAIMER

The GIGX White Paper is for information purposes only. GIGX does not guarantee the accuracy of the conclusions reached in the white paper. GIGX does not make and expressly disclaims all representations and warranties, express, implied, statutory or otherwise, whatsoever, including but not limited to (i) warranties of merchantability, fitness for a particular purpose, suitability, usage, title or non-infringement; (ii) that the contents of this white paper are free from error; and (iii) that such contents will not infringe third-party rights.

GIGX and its associated entities shall have no liability for damages of any kind arising out of the use, reference to, or reliance on this white paper or any of the content contained herein, even if advised of the possibility of such damages. In no event will GIGX or its associated entities be liable to any person or entity for any damages, losses, liabilities, costs, or expenses of any kind, whether direct or indirect, consequential, compensatory, incidental, actual, exemplary, punitive or special for the use of, reference to, or reliance on this white paper or any of the content contained herein, including, without limitations, any loss of business, revenues, profits, data, use, goodwill or other intangible losses.

TABLE OF CONTENTS

Legal Disclaimer 2

Table of Contents 3

Executive Summary 4

01 Background: The EV Charging Market 5-10

Australia's Electric Vehicle Market 5

New Zealand's Electric Vehicle Market 7

France's Electric Vehicle Market 9

Challenges facing EV charging 10

02 Challenges of using a Digital Coin as an Investment Vehicle 11-13

Risks associated with Cryptocurrency Investment 12

Government Regulations Hindering Adoption of Cryptocurrency 13

03 eFleetPass Energy 14-19

How will we operate? 14

04 Why is the offer being conducted? 20-21

05 Key Risk Factors 22-23

06 How do we mitigate the risks? 24-27

07 How do we plan to generate our revenue? 28-30

08 Tokenization 31-33

GIGX: Structure of the Initial Coin Offering 32

Coin Supply 32

Coin Valuation 32

Token Distribution 32

Token Vesting 33

How will the Funds ve utilized? 33

09 ICO Regulations 34-35

Cryptocurrency regulations in Australia 35

Cryptocurrency regulations in New Zealand 35

Cryptocurrency regulations in France 35

Tax Implications for participating in the offer 35

10 Why you should Invest in this digital coin 36-37

EXECUTIVE SUMMARY

eFleetPass Energy

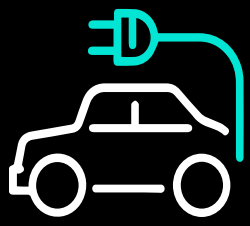
eFleetPass Energy is an Electric Vehicle (EV) charging management software platform. This software aims to eliminate the challenges experienced by EV charging infrastructure. There are many challenges affecting EV charging infrastructure. They include limited public charging infrastructure, which discourages potential EV buyers who are concerned about range anxiety. Besides, the distance between charging stations makes it difficult for electric vehicle drivers to travel without the worry of running out of battery. Nevertheless, the high upfront costs when installing EV charging infrastructure can be prohibitively expensive and this has led to fewer charging stations in various countries. Lastly, the lack of standardization of EV charging infrastructure has created confusion and compatibility issues between different makes and models of electric vehicles.

For instance, in Australia, by June 2022, there were 2147 public charging locations, with 3669 individual public electric vehicle chargers in service, a 15% increase from early 2021 (State of Electric Vehicles, 2022). Despite the high number of available public charging locations, most public charging locations have a single charger, that is, out of the 363 ultrafast public charging centers, 257 possessed a single electric vehicle charger. These instances have led to a lot of queuing especially with increased electric vehicle consumption. Besides, if the charger breaks down, it depends on the site operator or owner to repair the infrastructure. This is a problem not only affecting Australia but also other leading EV countries such as New Zealand and France.

Therefore, the eFleetPass Energy software is looking forward to eliminating these challenges by enabling EV drivers and EV charging operators to manage all aspects of EV charging, to enable maximum utilization of charger uptime, and to provide its users with proper charging experiences. Through this software, the services provided by EV charging operators will be able to be monetized. This software will also enable the management of an unlimited number of charging stations, transactions, and users from a single interface with ease and efficiency.

The software will also provide an important source of control, information, and motivation. Therefore, electric vehicle owners will be able to travel without worries. This software will also give electric vehicle drivers a better understanding and control of their machinery as electric vehicles have very different components from conventional vehicles. For instance, their fuel source is scaled in Kilowatt-hours and Kilowatts instead of gallons of gasoline and horsepower which may be difficult for new owners to comprehend the energy consumption of their vehicles; they need frequent refueling and have designated refueling locations whether at parking lots, work or at home.

Besides, the market for electric vehicles continues to grow and it’s postulated that electric vehicles will replace fossil fuel combustion engines soon. This is because most countries are aiming at reducing global warming by limiting the use of fossil fuels. For instance, Australia has set a target of 43% emissions reduction by 2030 and net zero emissions by 2050. To some extent, this has led to a steady increase in the demand for electric vehicles. In the first three quarters of 2022, 26356 electrical vehicles were sold which represented a 65% increase in the market share (State of Electric Vehicles, 2022)



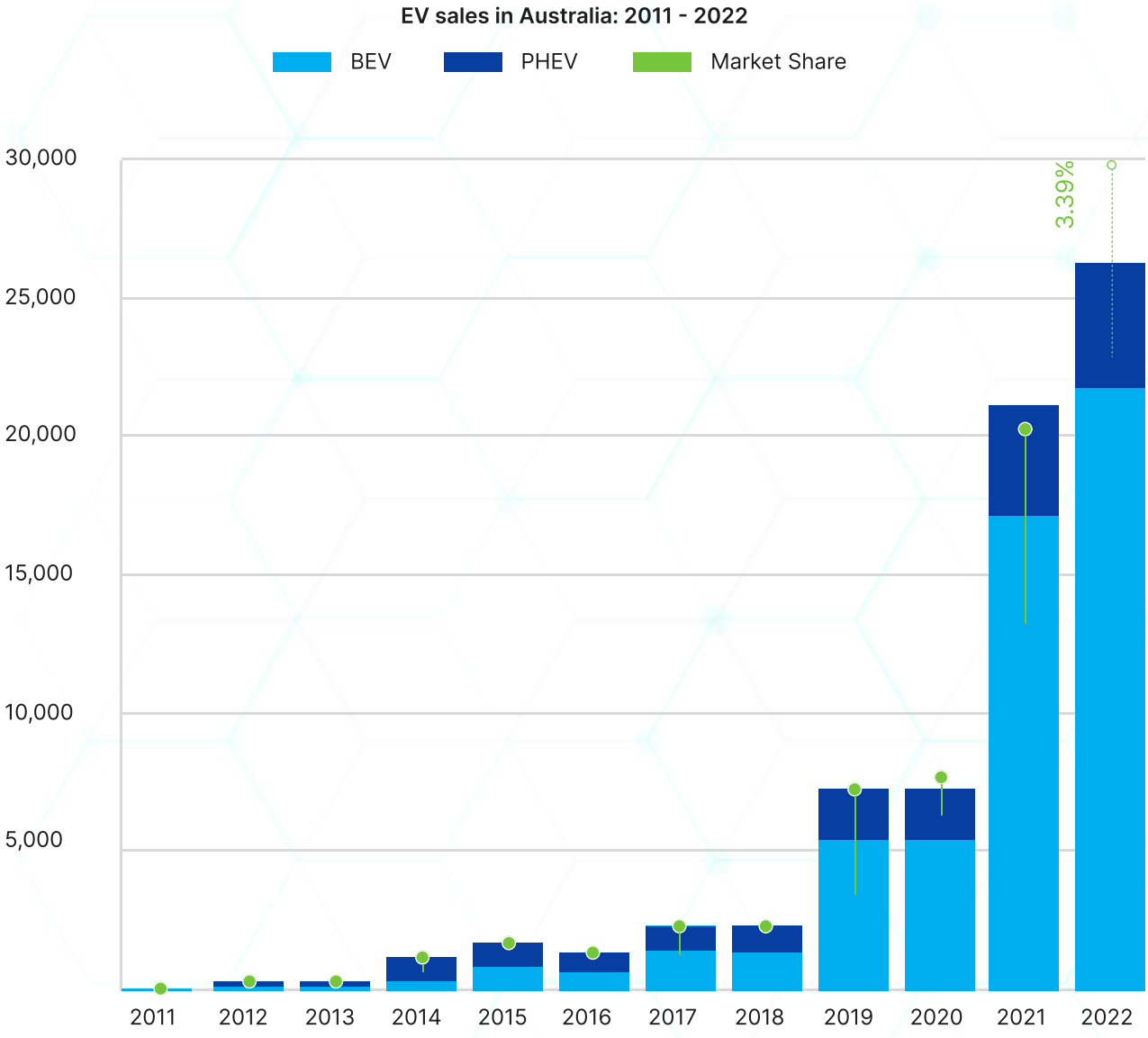
CHAPTER 1

THE BACKGROUND: THE EV CHARGING MARKET

THE BACKGROUND: THE EV CHARGING MARKET

Australia's Electric Vehicle Market

Australia's target of achieving 43% emissions reduction by 2030, and net zero emission by 2050, has witnessed a steady increase in the demand for electric vehicles. In the first three quarters of 2022, 26356 electric cars were sold, which represented a 65% increase in the market share (State of Electric Vehicles, 2022).



Adopted from state of electric vehicles, 2022

THE BACKGROUND: THE EV CHARGING MARKET

Some of Australia's most-sold electric vehicle models include the Tesla Model 3, which continues to dominate the Australian market, making 33% of the new electrical vehicles sold in 2022 (State of Electric Vehicles, 2022). Surprisingly, a new model of Tesla, model Y accounted for 20% of new electric vehicle sales despite its introduction in August 2022. These are not the only models that have been sold in 2022. At least 25 models of electric vehicles have been sold, with each model making more than 200 sales. Some of these models include Mini Cooper, Porsche Taycan, BMW Ix3, Lexus UX300e, Kia EV6, Hyundai Ioniq 5, Mercedes-Benz EQA, Hyundai Ioniq, Volvo XC40 Electric, Mitsubishi Eclipse Cross, Polestar 2, Hyundai Kona, and MGHS. Therefore, at this moment, the Australian market has 45 electric vehicle models, with 95 variants (State of Electric Vehicles, 2022).

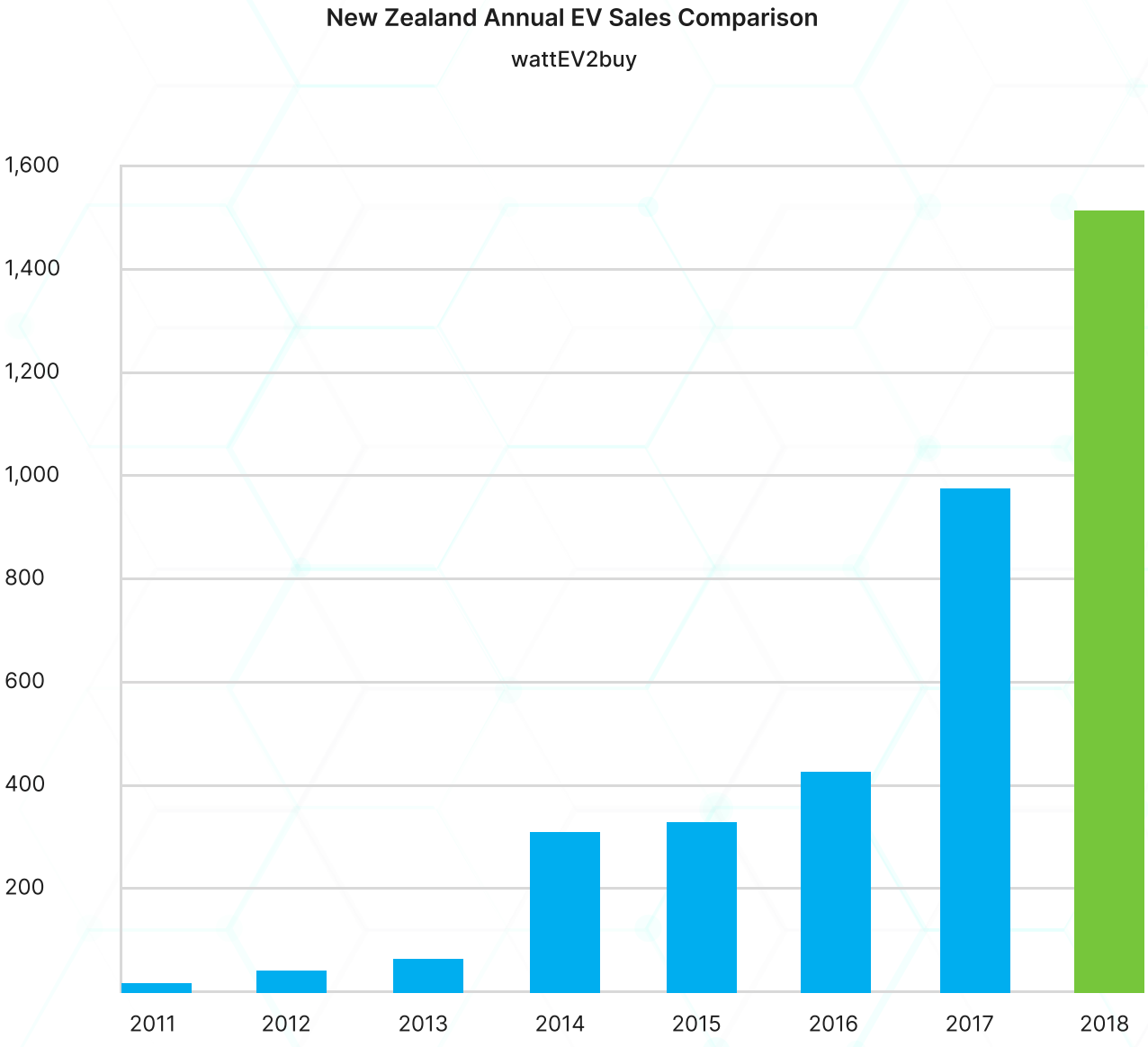
However, for the proper functioning of electric vehicles, there is a need to enable appropriate charging infrastructure. By June 2022, there were 2147 public charging locations, with 3669 individual public electric vehicle chargers in service, a 15% increase from early 2021 (State of Electric Vehicles, 2022). However, despite the available public charging locations, this system is still unreliable. This is because most public charging locations have a single charger, that is, out of the 363 ultrafast public charging centers, 257 possess a single electric vehicle charger. This has resulted in a lot of queuing especially with increased electric vehicle consumption. Besides, if the charger breaks down, it depends on the site operator or owner to repair the infrastructure. However, this is a problem not only affecting Australia but also other leading electric vehicle countries.

New Zealand's Electric Vehicle Market

The market for electric vehicles continues to increase in New Zealand, with data showing a total of 68 543 electric vehicles in New Zealand as of December 2022 (Waterworth, 2021). With New Zealand also looking forward to getting rid of petrol and diesel vehicles by 2040 to reduce environmental pollution, the market for electric vehicles is postulated to grow tremendously. This is because the hyper chargers used by electric vehicles are powered by renewable Energy, and at least 80% of New Zealand's electricity is sourced using renewable methods. Between 2020 and 2021, the most popular electric car in New Zealand was Tesla Model 3, which is the highest-selling electric vehicle in New Zealand since 2019 (Parkinson, 2019). In 2022, some of the most popular electric vehicle models include Mitsubishi Eclipse Cross, Tesla Model 3, and Tesla Model Y (Chaston, 2023). A certain study by Ferny Hough (2021) identified that the number of electric vehicles in New Zealand by 2020 was higher than those in Australia, despite Australia having five times New Zealand’s population. Despite this, Australia has quickly overtaken New Zealand since 2021 by having more electric vehicles on the road (Keall, 2021).

According to New Zealand Transport Agency, the country had 340 public chargers for electric vehicles by August 2022, an increase from 20 public chargers at the end of 2016. ChargeNet has become one of the largest charging networks in New Zealand. This is coupled with Tesla charging stations with 13 supercharger stations across the country.

THE BACKGROUND: THE EV CHARGING MARKET



According to Wattev2buy website, in 2018, there was a tremendous increase in EV sales to approximately 1500. (NEW ZEALAND EV SALES DATA | NZ ELECTRIC CAR SALES HISTORY | WattEV2Buy, 2018)

THE BACKGROUND: THE EV CHARGING MARKET

France's Electric Vehicle Market

The market of electric vehicles has been forecast to grow tremendously soon as France passed a law in December 2019 to eliminate cars that burn fossil fuels by 2040 (International Energy Agency, 2020). Since 2010, 786 274 light-duty plug-in electric vehicles in France have been registered by December 2021. This involved 512 178 all-electric passenger cars, commercial vans, and 274,096 plug-in hybrids. The higher number of all-electric compared to plug-in hybrids is attributed to government incentives favoring all-electric. In 2019, France became listed as the world's second-largest market for commercial electric vehicles after China (International Energy Agency, 2020). Besides, the French government has set a target of 7 million public and private charging points for electric vehicles by 2030. By September 2019, it was recorded that France had a total of 28,000 charging stations, with more than 10,000 being public charging spots. It had been simulated that the number of charging points would increase to 100,000 by the end of 2022 (EV Charging Infrastructure Target 2030 – Policies, n.d.).

Challenges facing EV charging

- **Government Regulations:**

Government regulations and policies can impact the adoption of electric vehicles, affecting the demand for mobile applications. For instance, in Australia despite the low adoption of electric vehicles compared to other countries, the Victorian parliament passed the country's first road user charge- a tax on every kilometer driven- for electric vehicles and hybrid. In 2020, only 0.75% of the new cars bought in Australia were electric cars compared to 4% globally, more than 10% in Britain and the European Union, and nearly 75% in Norway. Furthermore, Australia charges a fuel excise tax on petrol and diesel, which is used to fund road infrastructure. However, this tax is not applied to electricity, meaning that electric vehicle drivers are effectively subsidizing traditional vehicle users. Some have argued that this creates an unfair disadvantage for electric vehicles and disincentives their adoption.

- **Cybersecurity**

Mobile users are always afraid of disruption of information privacy and privacy connection. As with any technology, mobile applications for electric vehicles are susceptible to cybersecurity threats, which can impact user trust and adoption. A survey showed that 75.8% of users stored personal data on their mobile devices, and 35.8% stored business data (Mylonas et al.,2013). However, privacy security in mobile devices is increasingly facing serious problems. People's data are always at risk if they are unable or fail to secure their mobile devices (Harris et al., 2014). Some users download third-party apps through unofficial channels, the security of which is difficult to guarantee (Mylonas et al., 2013). In addition, an increasing number of users suffer from the privacy threats of malicious information technology (IT), such as mobile viruses, phishing links, and malicious apps. Studies have shown that 82% of malicious apps can collect, send or receive short messages (Websence, 2013), and 31% of phone users have reported receiving short messages with embedded malicious links from strangers (Norton, 2012). Therefore, the fear that their private information is at risk of cyberattacks can reduce consumers' uptake of this mobile application.

THE BACKGROUND: THE EV CHARGING MARKET

- **Economic downturn**

Economic uncertainty or a recession can lead to a decrease in the demand for electric vehicles, which can impact the viability of the app. A weak economy can reduce people's disposable income, making it difficult for them to afford a more expensive EV. In addition, if there is high unemployment or job insecurity, people may be reluctant to take on additional expenses, such as car payments or higher electricity bills associated with owning an EV.

- **Technological disruptions**

The rapid pace of technological advancements can result in the development of alternative charging solutions, which may reduce the demand for mobile applications for electric vehicles.

CHAPTER 2

CHALLENGES OF USING A DIGITAL COIN AS AN INVESTMENT VEHICLES

CHALLENGES OF USING A DIGITAL COIN AS AN INVESTMENT VEHICLES

Risks associated with Cryptocurrency Investment

Crypto investors are usually exposed to a higher risk of loss than individuals investing in traditional financial assets. Some of the major risks experienced by crypto investors include:

- Operational and cyber risk of wallet providers and crypto-trading platforms. This is due to increased cyberattacks where investors may lose their investment tokens. There has been some incidence of this where investors lost huge sums of money. However, some exchanges have tried to mitigate this risk by using compensation funds or by contacting cyber insurance coverage.
- Market, credit, and default risks of coin and token issuers. Various crypto assets have been identified to be very volatile which exposes investors and crypto-trading platforms to material market risks. Even stable coins face the risk of credit and default of the issuer, as the collateral may fail to be separated from the assets of the issuer.
- Commingling of assets of service providers. This happens in cases where crypto service providers go bankrupt. In this instance, the clients' coins and tokens can be commingled with the service providers' other assets, unless a vivid regulatory framework has been stipulated to make the assets of the clients' bankruptcy-remote
- Liquidity risk of issuers and service providers. Cryptocurrency issuers usually allow redemption by users and investors into other currencies or assets. There is a strong incentive for the issuer and service provider to meet such redemption requests to prevent the coin or token from reputation failure. However, quick redemption of coins and tokens might harm the broader financial sector, such as banks and bond markets.
- Risk of market integrity: Many crypto assets usually lack the backing of tangible assets and therefore, lack a clear intrinsic value. Besides, the discovery function of the market is usually relatively weak, therefore, these assets are exposed to a high risk of manipulation (Daian et al., 2019). There is some evidence that some large crypto-trading platforms allow investors to conduct wash trades (Zmudzinski, 2019). Therefore, this risks the integrity of the market.
- Risk of misleading and fraud in the offer of crypto assets. The lack of adequate information about crypto assets for comparisons to be made and the lack of the exact intrinsic value makes crypto assets a difficult-to-decipher product for investors. In this manner, a lot of individuals create cryptocurrency platforms for fraudulent purposes.

CHALLENGES OF USING A DIGITAL COIN AS AN INVESTMENT VEHICLES

Government Regulations Hindering Adoption of Cryptocurrency

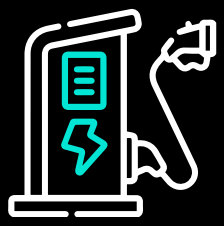
Cryptocurrency is an electronic token, which originates from the need for direct peer-to-peer online payments (Peters et al. 2015). The most widely used and known cryptocurrency is bitcoin, introduced by an unknown developer or a group of developers with the pseudonym Satoshi Nakamura. It uses a decentralized public ledger to record ownership and transfers of value. The innovation behind cryptocurrency is that transactions are verified by several “miners,” who solve a complicated cryptographic problem to verify the ownership of the cryptocurrency and the subsequent transfer. The miner who solves the cryptographic problem first and validates the transaction receives cryptocurrency as remuneration. The mining process is an open source program that can be accessed by the public. The peer-to-peer verification system bypasses typical trusted third parties such as a bank or a credit card company.

Various innovations in cryptocurrency have emerged since bitcoin rose to popularity, thereby broadening the definition of cryptocurrency. While some central banks are mulling over establishing their own cryptocurrency, the industry is mainly a market-driven phenomenon.

Cryptocurrency in its current state is not considered a substitute for money. One of the largest points of contention regarding its value comes from the fact that it is not issued by any sovereign authority, thus its intrinsic value is questionable. Money has three basic features—a unit of account, a generally accepted medium of exchange, and a stable store of value. Cryptocurrency cannot take the role of a unit of account and a store of value because the market valuation of cryptocurrency is characterized by large volatility in prices. Bitcoin, the largest cryptocurrency in terms of market capitalization (Coinmarketcap.com 2017), saw its value rise in December 2017, before subsequently losing 30% of its value in December 2018 (Kollewe 2018). The unenforceable nature of cryptocurrency transactions in many countries also prevents them from becoming a common means of payment.

In its beginnings, cryptocurrency was used as a payment instrument (Farrell 2015). Since cryptocurrencies use distributed ledger systems that bypass intermediaries, they can potentially reduce the cost of international transfers, including remittances. Lower transaction costs can ultimately contribute to financial development and increased financial access. Thus, while the large uncertainty over the value of cryptocurrency currently prevents it from being recognized as a currency that functions as a unit of account or a store of value, it is largely used for payment that promises anonymity and the elimination of intermediation costs. As the cryptocurrency gained more recognition in the financial sector, market players began to use it as a speculative investment asset. Similar to other financial instruments, cryptocurrency began to be traded in cryptocurrency exchanges. Baur, Hong, and Lee (2018) found that bitcoin, holding the largest share of the cryptocurrency market, is mainly used as a speculative instrument rather than an alternative currency. Speculative trading is conducted in exchanges where consumers can buy, sell, and exchange cryptocurrencies using dollars, euros, or yen, or other cryptocurrencies. Currently, over 200 exchanges support cryptocurrency trading all over the world (Hansen 2018). The major exchanges are located in countries such as, the US, the Republic of Korea, and Samoa, among others (Hansen 2018).

Despite the recognition of policymakers of the risks of cryptocurrency, the policy stance on cryptocurrency among countries remains heterogeneous, with some countries being open to its use, silent in terms of regulation, or explicit in its prohibition. The Global Legal Research Center (2018) provides a comprehensive report on the legal and policy landscape surrounding cryptocurrency. While some countries ban cryptocurrency outright (Nepal, Pakistan, Vietnam, etc.), most countries neither regulate nor promote it. Italy, Australia, and Japan, among other countries, require the registration and licensing of cryptocurrency operations. Meanwhile, the report shows that the Isle of Man and Mexico allow the use of cryptocurrency as a means of payment.



CHAPTER 3

eFleetPass ENERGY

eFleetPass ENERGY

Who is eFleetPass® ENERGY?

eFleetPass Energy is an Electric Vehicle(EV) charging management software platform. This software platform has been developed to provide EV charging services in Australia and New Zealand and will also be launched in France. This app will help reduce the challenges of charging infrastructure inadequacy in these countries. Therefore, through this mobile application, it will be easier to manage an unlimited number of charging stations, transactions, and users from a single interface with ease and efficiency. Besides, this software platform will provide electric vehicle drivers with a sense of control, information, and motivation.

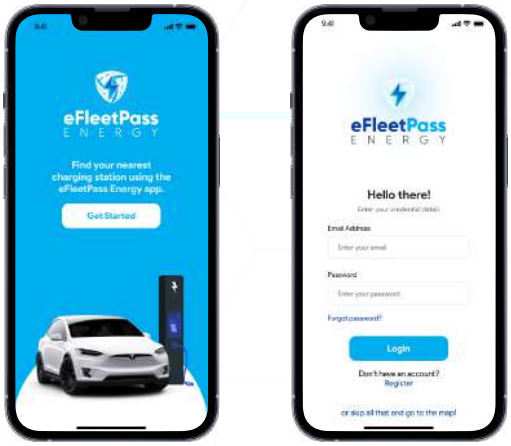
How will we operate?

The eFleetPass Energy App has been designed to have a Splash Screen; a Login screen; a Register screen with four registration steps; a Forgot-Password Screen; a Home screen containing car details, the status of the battery, Kilometers covered, and a Charging Port; a Map Screen with all the pinpoint charging stations, a small detail card for each charging station, a direction icon and various charging stations; and a Settings Screen.

Splash Screen

- Open the app and you will get these loading screens.

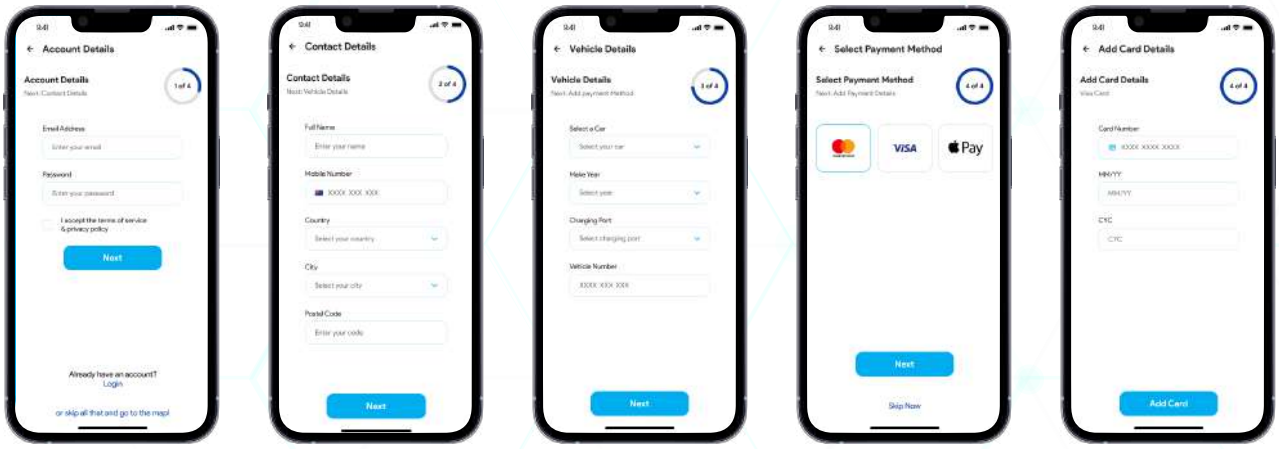
Login Screen



- Tap on the Get Started Button, it will take you to the login screen.
- Enter the credential details if you have already registered to this app.

eFleetPass ENERGY

Register Screen

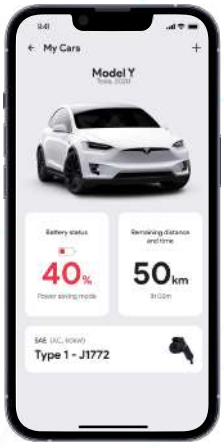


- There are 4 easy steps to register.
- Or you can skip these steps to go to the map screen.

Forgot Password Screen

- Reset your password.

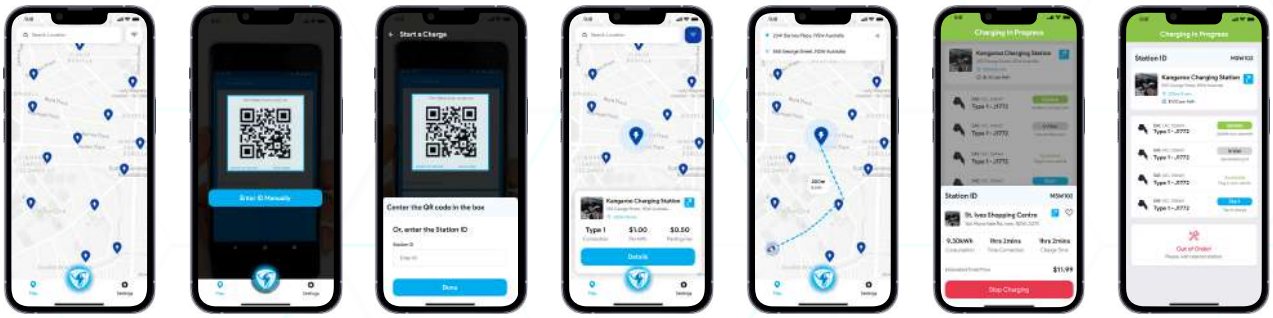
Vehicle Detail Screen



- The home screen will have all the details related to your car, battery status, kilometers, and charging port.

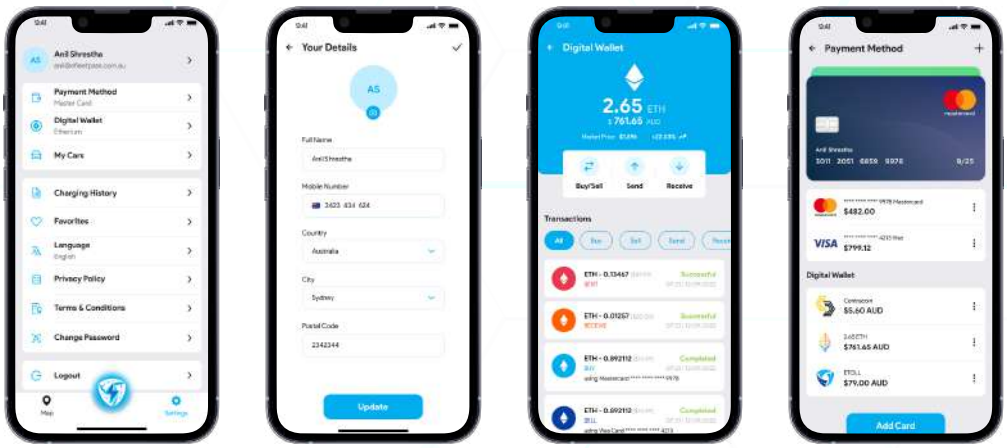
eFleetPass ENERGY

Map Screen



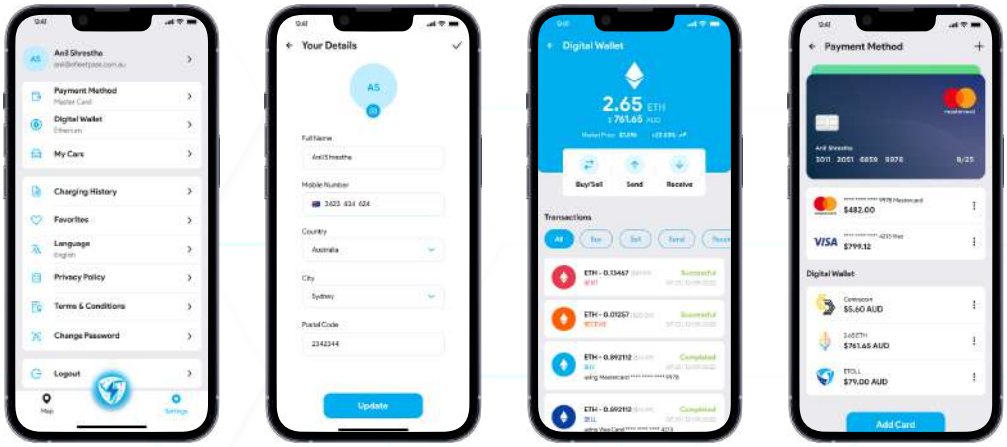
- On the map screen you will see all the pinpoint charging stations.
- On tapping one of the charging stations you will get the small detail card.
- On tapping the get direction icon(top right), will guide you to the charging station.
- On tapping the details button it will take you to the location details screen where you can get multiple charging points with various charging statuses.

Settings Screen

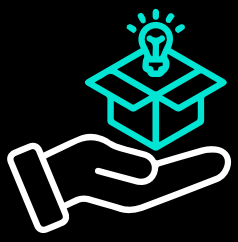


- This is the settings screen with multiple screens like payment, digital wallet, profile, etc.

Settings Screen



- This is the settings screen with multiple screens like payment, digital wallet, profile, etc.



CHAPTER 4

WHY US THE OFFER BEING CONDUCTED?

WHY US THE OFFER BEING CONDUCTED?

eFleetPass Energy is an Electric Vehicle(EV) charging management software platform. This software platform has been developed to provide EV charging services in Australia and New Zealand and will also be launched in France. This app will help reduce the challenges of charging infrastructure inadequacy in these countries. Therefore, through this mobile application, it will be easier to manage an unlimited number of charging stations, transactions, and users from a single interface with ease and efficiency. Besides, this software platform will provide electric vehicle drivers with a sense of control, information, and motivation.

CHAPTER 5

KEY RISK FACTORS

KEY RISK FACTORS

Reliance on third-party arrangements

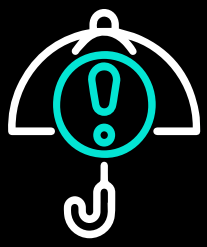
eFleetPass Energy will rely on several third-party arrangements, such as charging devices such as Teltonika and charging stations in Australia. Any deterioration or other changes that may affect eFleetPass Energy's relationship with these third parties could materially and adversely affect its business and operations, as well as its profitability and competitiveness.

Damage to brand and reputation

This can be caused by several factors, some of which are beyond the control of the mobile app company. This could adversely affect customer loyalty, relationships with key suppliers, employee retention rates, and service demand.

New competition in the market

eFleetPass Energy application is going to be met with competition from other mobile application soft wares in Australia such as PlugShare, ChargeFox, EV Connect, EV energy, Evie Charging, and A Better Route Planner (ABRP). For instance, EV Connect is one of the leading software platforms in Australia. EV Connect offers a monthly plan of $100 to use the service through their “EV CaaS” program. According to extensive research by Zippia’s data science team, it was identified that the annual revenue per employee ratio is $57,142 and the company has 175 employees.



CHAPTER 6

HOW DO WE MITIGATE THE RISKS?

HOW DO WE MITIGATE THE RISKS?

Third-Party Risk Management

Third-party risk management is a crucial aspect of any organization's risk management strategy, as it involves identifying and mitigating potential risks associated with third-party vendors or contractors. Here are some interventions that can help ensure effective third-party risk management:

- Conduct thorough due diligence: Before engaging with any third-party vendor or contractor, the company will conduct thorough due diligence to assess its reputation, financial stability, and compliance with relevant laws and regulations. This can help identify potential risks early on in the relationship.
- Define expectations and requirements: eFleetPass Energy mobile software will define its expectations and requirements for the third-party vendors or contractors, including service level agreements (SLAs), security requirements, and compliance obligations. This will help ensure that the contractors understand our expectations and meet our standards.
- Monitor and assess performance: eFleetPass Energy mobile application software will regularly monitor and assess the third-party vendor or contractor's performance to ensure they are meeting their obligations and delivering quality services. This will be done through regular audits, reviews, or assessments.
- Establish a communication plan: eFleetPass Energy mobile software will establish a communication plan that enables proper communication with the third-party vendor or contractor effectively. This will be done through regular meetings, status reports, and escalation procedures.
- Review and update policies and procedures: eFleetPass Energy will regularly review and update the company’s policies and procedures to ensure they remain up-to-date and effective. This will involve revising our risk management framework, updating our vendor management policy, and revising our due diligence process

Preventing the Risk of Brand Damage

To mitigate the risk of damage to the brand and reputation of our mobile charging software the following measures will be undertaken:

- **Quality assurance:** The eFleetPass Energy mobile charging software will be thoroughly tested before it is released to the public. This will help prevent any technical issues or glitches that could impact the user experience and damage our brand's reputation.
- **Security measures:** eFleetPass Energy mobile charging software will implement robust security measures to protect it from cyber threats. This will include encryption, multi-factor authentication, and regular security audits.
- **Transparency:** eFleetPass Energy mobile charging software will ensure transparency with its customers about how the software works, what data it collects, and how it is used. This will help build trust with customers and enhance our brand's reputation.
- **Customer support:** eFleetPass Energy will provide excellent customer support to address any issues or concerns that customers may have. This will include offering 24/7 customer support, providing detailed FAQs, and responding quickly to customer inquiries.
- **Monitoring and feedback:** eFleetPass Energy will regularly monitor feedback from customers to identify any issues or concerns and address them promptly. This will help improve the user experience and prevent any negative feedback from damaging our brand's reputation.
- **Compliance with regulations:** eFleetPass Energy charging software will ensure compliance with all relevant regulations and standards, such as data protection regulations and industry specific

standards. This will help prevent any legal or regulatory issues that could damage our brand's reputation.

How to Mitigate New Competition?

Dealing with competition in the market is a critical aspect of building a successful business. Here are some steps eFleetPass Energy can put in place to deal with competition in the market:

- **Focus on customer needs:** eFleetPass Energy will focus on meeting the needs of its target customers better than other competitors. This will involve conducting customer surveys, analyzing customer feedback, and identifying areas where we can improve the customer experience.
- **Monitoring and analyzing our competitors:** eFleetPass Energy will monitor its competitors regularly to identify any changes in its strategies, products, or services. Analyze their strengths and weaknesses and identify opportunities to differentiate our business.
- **eFleetPass Energy EV charger rebranding:** The rebranding process facilitates the creation and preservation of tangible and intangible values that potential customers hold dear and distinguishes the brand from other competitors (Van Riel, 2001). Rebranding can be done by identifying a company that produces EV chargers, and through their partnership, these chargers can be rebranded by adding the smartphone company name and logo.
- **Innovate and adapt:** eFleetPass Energy will stay agile and be willing to innovate and adapt to changes in the market. This will involve introducing new products or services, exploring new market segments, or expanding into new geographical regions.
- **Build strategic partnerships:** eFleetPass Energy will build strategic partnerships with other businesses or organizations such as Teltonika.

How to Mitigate Risk with Cryptocurrency Investment?

Investing in cryptocurrencies can present various risks, including market volatility, cyber-attacks, regulatory uncertainty, and operational challenges. Mitigating these risks will require a comprehensive approach that includes the following steps:

- **Conduct a thorough risk assessment:** Before investing in cryptocurrencies, the company will conduct a thorough risk assessment to identify the potential risks associated with the investment. This assessment will consider both internal and external factors that could impact the investment's success.
- **eFleetPass Energy will develop a clear investment strategy:** The investment strategy will outline the goals, objectives, and investment criteria for its cryptocurrency investment. The strategy will also include guidelines for risk management and mitigation.
- **Implement strong security measures:** eFleetPass Energy will implement strong security measures to protect its cryptocurrency investment from cyberattacks and other security threats. This will include using cold storage wallets, implementing multi-factor authentication, and using secure communication channels.
- **Stay informed of regulatory changes:** eFleetPass Energy will employ qualified personnel to enable the business to stay within stipulated regulations. Cryptocurrencies are still largely unregulated in many jurisdictions, and the regulatory landscape is rapidly evolving. A company should stay informed of regulatory changes and developments that could impact its investment.
- **Monitor the investment regularly:** eFleetPass Energy will monitor its cryptocurrency investment regularly to identify potential risks and adjust its investment strategy accordingly. This will include monitoring market trends, news and events, and the performance of the investment

HOW DO WE MITIGATE THE RISKS?

How to Mitigate New Competition?

Dealing with competition in the market is a critical aspect of building a successful business. Here are some steps eFleetPass Energy can put in place to deal with competition in the market:

- **Focus on customer needs:** eFleetPass Energy will focus on meeting the needs of its target customers better than other competitors. This will involve conducting customer surveys, analyzing customer feedback, and identifying areas where we can improve the customer experience.
- **Monitoring and analyzing our competitors:** eFleetPass Energy will monitor its competitors regularly to identify any changes in its strategies, products, or services. Analyze their strengths and weaknesses and identify opportunities to differentiate our business.
- **eFleetPass Energy EV charger rebranding:** The rebranding process facilitates the creation and preservation of tangible and intangible values that potential customers hold dear and distinguishes the brand from other competitors (Van Riel, 2001). Rebranding can be done by identifying a company that produces EV chargers, and through their partnership, these chargers can be rebranded by adding the smartphone company name and logo.
- **Innovate and adapt:** eFleetPass Energy will stay agile and be willing to innovate and adapt to changes in the market. This will involve introducing new products or services, exploring new market segments, or expanding into new geographical regions.
- **Build strategic partnerships:** eFleetPass Energy will build strategic partnerships with other businesses or organizations such as Teltonika.

How to Mitigate Risk with Cryptocurrency Investment?

Investing in cryptocurrencies can present various risks, including market volatility, cyber-attacks, regulatory uncertainty, and operational challenges. Mitigating these risks will require a comprehensive approach that includes the following steps:

- **Conduct a thorough risk assessment:** Before investing in cryptocurrencies, the company will conduct a thorough risk assessment to identify the potential risks associated with the investment. This assessment will consider both internal and external factors that could impact the investment's success.
- **eFleetPass Energy will develop a clear investment strategy:** The investment strategy will outline the goals, objectives, and investment criteria for its cryptocurrency investment. The strategy will also include guidelines for risk management and mitigation.
- **Implement strong security measures:** eFleetPass Energy will implement strong security measures to protect its cryptocurrency investment from cyberattacks and other security threats. This will include using cold storage wallets, implementing multi-factor authentication, and using secure communication channels.
- **Stay informed of regulatory changes:** eFleetPass Energy will employ qualified personnel to enable the business to stay within stipulated regulations. Cryptocurrencies are still largely unregulated in many jurisdictions, and the regulatory landscape is rapidly evolving. A company should stay informed of regulatory changes and developments that could impact its investment.
- **Monitor the investment regularly:** eFleetPass Energy will monitor its cryptocurrency investment regularly to identify potential risks and adjust its investment strategy accordingly. This will include monitoring market trends, news and events, and the performance of the investment

CHAPTER 7

HOW DO WE PLAN TO GENERATE OUR REVENUE?

HOW DO WE PLAN TO GENERATE OUR REVENUE?

eFleetPass Energy charging app will generate revenue through a variety of sources, including:

Transaction fees

Digital signage systems are coupled with a secure payment gateway to facilitate product purchases and financial transactions, and the products or services are presented through a website or mobile application. The business transaction can be a business-to-business (B2B), business-to-consumer (B2C), consumer-to-consumer (C2C), or consumer-to-Business eCommerce (C2B). The app will charge a fee for each transaction made through the platform, either from the user or the charging station provider.

Advertising fees

The app will earn revenue from advertising by selling advertising space within the app or by offering targeted advertising to users based on their charging behavior. or app developers to earn revenue from ads, they need to have a strong ad monetization plan that is built on two crucial elements: ad unit strategy and waterfall strategy. The ad unit strategy involves selecting the appropriate ad formats for the app and placing them ineffective locations within the app's user flow to maximize the number of impressions generated from daily active users (DAUs). This may include reward video ads, interstitial ads, banner ads, and offerwall ads. Next, the waterfall strategy focuses on converting these impressions into actual ad revenue. This can be achieved by using in-app bidding, which streamlines the optimization process for the waterfall.

Subscription fees

The subscription revenue model earns income by charging customers a recurring fee that is collected at set intervals. This type of revenue is based on developing long-lasting relationships with customers who pay repeatedly for access to a product or service, known as recurring revenue. What makes subscription revenue so effective is its compounding growth over time. Instead of staying the same every month, revenue increases with each new subscriber. If a company can attract more subscribers than it loses, its revenue will grow rapidly.

Customers become more valuable the longer they use the product or service, and companies that prioritize keeping their customers will save on acquisition costs, as retention is less expensive than acquiring new customers. In comparison, traditional one-time software sales can make it difficult for developers to make changes and enhancements to their products, as they must rely on clunky update systems to deliver these improvements to the end user. Offering remotely hosted software on a subscription basis makes it much easier for software companies to improve their product over time and takes the worry away from customers regarding how to host the software or keep it up to date. Therefore, this app aims to generate revenue through the subscription model by offering premium features or access to exclusive charging stations in exchange for a monthly or annual subscription fee.

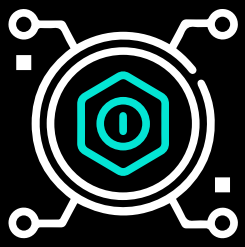
Commission on charging station usage

The app will earn a commission from charging station providers for each charging session facilitated through the platform.

HOW DO WE PLAN TO GENERATE OUR REVENUE?

Partnerships with charging station providers

New research highlights the significant advantages of partnerships for businesses, with 76% of companies recognizing their role in achieving revenue goals. The study conducted by Forrester, entitled "Invest in Partnerships to Drive Growth and Competitive Advantage," surveyed decisionmakers and practitioners from North America, Europe, and Asia Pacific. Results showed that over half of the companies (52%) generated over 20% of their revenue from established partnerships. Additionally, 62% of respondents believed that the integration of technology to optimize partnership management would be a crucial factor in driving success in the next 12 months. The research, commissioned by the partnership automation firm Impact, also found that companies with mature partnership programs tend to experience faster overall revenue growth compared to those with less developed programs. These companies were also up to five times more likely to exceed expectations in various business metrics, such as stock price and bottom-line profits (Businesses That Partner Grow Faster and Generate More Revenue | WARC, n.d.). Therefore, the app will enter into alliances with charging station providers to offer their customers a seamless charging experience and earn revenue from the partnership.



CHAPTER 8

TOKENIZATION

TOKENIZATION

ETOLL: Structure of the Initial Coin Offering

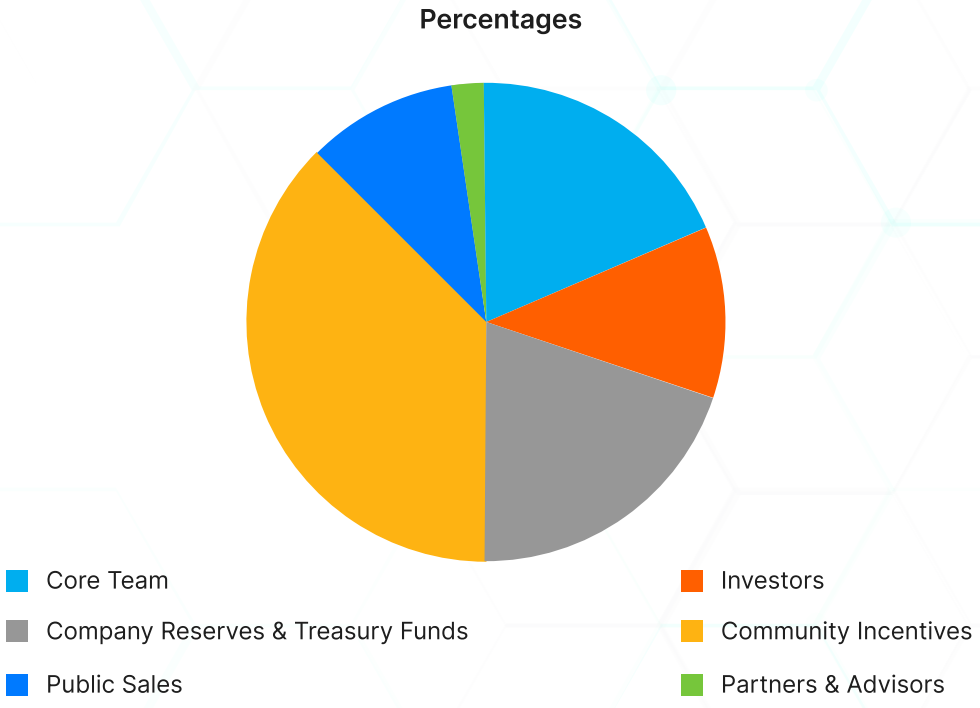
Just like any other cryptocurrency, this Initial Coin Offering will enable capital-raising by venturing into a new cryptocurrency where the digital coin will be used as an investment vehicle.

- **Coin Supply:** 100,000,000 coins.
- **Coin Valuation:** Coin valuation will be determined based on the coin supply and the market cap. ETOLL digital coin has a market cap of $1 billion and a coin supply of 100 000 000. This means each ETOLL digital coin will be valued at $10.
- **Token Distribution:**

The ICO allocation depends on the valuation of the project. There is a need to distribute coin supply between various parties involved in eFleetPass Energy. Therefore, we will structure our token distribution according to the projections made by LiquiFi. LiquiFi is a company that was founded in 2021 in San Francisco, California. This company enables organizations to automate their token investing and management and allows the distribution of employees, partners, investors, and community members. Therefore, according to various projections made by LiquiFi through online studies, most organizations allocate 19% of their tokens to founders, employees, and other contributors (Liquifi, n.d.). For instance, the Solana project allocated 12.8% to the team pool and 10.5% to the founders, totaling 23.3% token allocation for the core team. This percentage is a bit higher as the Solana team pool consisted of four highly expert individuals, including Qualcomm veterans and former Apple engineers (Yampolsky, 2021).

However, projects such as Polkalokr Startup and Lithium Ventures have had token allocations of 6% and 5% for their teams due to smaller teams. Hence the percentage can also change depending on the team size (Yampolsky, 2021).

LiquiFi goes ahead to give an 11% token allocation to investors. Company reserves or treasury funds have been allocated approximately 20%. These treasury funds are usually reserved to fund future projects, developments, and operating expenses. The highest percentage of token allocations has been reserved for community incentives or distributions at 43%. This increased allocation enables decentralization and broad network ownership. This will also allow faster adoption of our product into the market—lastly, a 2% allocation to partners and advisors and a 6% token allocation to public sales.



TOKENIZATION

Token Vesting

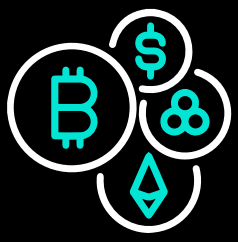
Vesting refers to the progressive release of tokens after a certain period. This differs from lock-up, which defines a period where a token cannot be sold or transferred. Unlike vesting, where tokens get released gradually, a cliff enables the release of tokens on a specific date. According to LiquiFi, the average vesting duration for core teams is 3-4 years, whereas the vesting duration for investors is two years (Liquifi, n.d.). This would also be adopted for our project. Investors should be offered a shorter lock-up period to prevent them from selling the tokens once they launch. Besides, they are the most likely to benefit from earlier liquidity. Therefore, these vesting periods will help reduce selling pressure and abrupt price drops.

	Vesting Duration
Core Teams	3-4 Years
Investors	2 Years

How will the Funds Be Utilized?

Funds from this project will be used to establish the eFleetPass Energy mobile application.

- Operational costs, including labor costs, costs of designing the mobile application, promoting funds, costs of creating ETOLL and Blockchain technology, costs of managing the team of developers, fees for listing on the cryptocurrency exchange, promotional funds, cost of website implementation, promotional funds, and costs of creating a visual concept of the brand.
- Some funds will be used for further investments to expand the business. Some of these investments will involve partnerships with other companies in the EV industry, such as Teltonika, costs of incorporating new technologies such as Open Charge Point Protocol, rebranding and adding tolling payment services, and the cost of adding blockchain technology.



CHAPTER 9

ICO REGULATION

ICO REGULATION

Cryptocurrency regulations in Australia

The legislative changes in Australia regarding the use of cryptocurrencies have mostly focused on the transaction process and activities related to it, rather than the cryptocurrencies themselves. The Australian Treasury has recently completed a consultation on a proposed regulatory framework for CASSPrs and more legislative changes are expected. The government is also planning to conduct a token mapping exercise to identify the characteristics and regulated status of specific crypto assets.

The Australian Securities and Investments Commission (ASIC) has stated that the legal and regulatory obligations are technology-neutral and apply regardless of the technology being used. Although there is no specific legislation for cryptocurrencies, they can still be subject to existing laws in Australia. ASIC's regulatory guidance informs businesses about the legal status of crypto assets, which depends on their structure and the rights attached to them, determining the regulations they must comply with.

Cryptocurrency regulations in New Zealand

The Inland Revenue Department in New Zealand is a government body that collects taxes in New Zealand at a national level. The New Zealand Amendment Act clarifies the GST treatment of crypto assets. The Inland Revenue is continuously reviewing and revising definitions of cryptocurrency and taking note of how other countries are taxing income from crypto assets. The tax treatment of cryptocurrency in New Zealand is complex, and those with holdings are advised to seek the assistance of a Findex tax consultant.

Cryptocurrency Regulations in France

The French regulatory framework on crypto-assets mainly relies on two regimes: The ICO Visa and DASP registration and license.

Tax Implications for participating in the offer

Investors mining in this cryptocurrency should remember that when a crypto asset is acquired for investment, it is eligible for taxation. As a general rule for investors:

1. Crypto assets are taxed as Capital Gain Tax (CGT), including for self-managed super funds (SMSFs) investing in crypto assets
2. Rewards for taking crypto are ordinary income for tax purposes.

- Businesses transacting in crypto assets may need to account for them as trading stock or ordinary income (that is, on the revenue account rather than as investment capital gains or losses). In these circumstances, the cost of acquiring crypto assets and the proceeds from disposing of them is ordinary income or a deductible expense depending on the nature of the transaction. In some circumstances, crypto assets are not kept mainly for investment but for personal use. Where specific conditions are met, crypto assets are not subject to CGT because they are considered personal use assets.

CHAPTER 10

WHY YOU SHOULD INVEST IN GIGX?

WHY YOU SHOULD INVEST IN ETOLL?

ETOLL has a high potential for growth

Some cryptocurrencies have seen tremendous growth over the past few years, with some investors earning significant returns on their investment.

Diversification

Cryptocurrencies can be a way to diversify an investment portfolio. They operate independently of traditional investments, such as stocks and bonds, so investing in cryptocurrencies can provide an additional layer of diversification.

Decentralized Nature of Digital Coins

Unlike traditional investments that are centralized, cryptocurrencies are decentralized and operate on a blockchain network. This means that they are not tied to a specific government or financial institution, which can make them more resistant to manipulation.

Potential for Future Growth

Currently, the movement toward cryptocurrency is inevitable. This means in the future, cryptocurrencies may play a larger role in the global economy.

REFERENCES

Baur, D. G., Hong, K., and Lee, A. D. (2018). Bitcoin: Medium of exchange or speculative assets? Journal of International Financial Markets, Institutions, and Money, 54, 177–189.

Chaston D. (2023). The Year Electrified Vehicles became mainstream. https://www.interest.co.nz/business/119016/2022-ended-sales-strong-all-types-electrifiedvehicles-while-sales-diesel-and

Daian, Philip, Steven Goldfeder, Tyler Kell, Yunqi Li, Xueyuan Zhao, Iddo Bentov, Lorenz Breidenbach and Ari Juels. (2019).“Flash Boys 2.0: Frontrunning, Transaction Reordering, and Consensus Instability in Decentralized Exchanges.” ArXiv abs/1904.05234

Farell, R. (2015). An analysis of the cryptocurrency industry. Wharton Research Scholars, 130.

Fernyhough, J. (2021, May 6). Siemens signs a deal to bring EV charging equipment to New Zealand. The Driven. https://thedriven.io/2021/05/06/siemens-signs-deal-to-bring-evcharging-equipment-to-new-zealand/

Global Legal Research Center. (2018). Regulation of cryptocurrency around the world. Library Law of Congress. https://www.loc.gov/law/help/cryptocurrency/cryptocurrency-world-survey.pdf. Hansen, S. (2018). Guide to top cryptocurrency exchanges.

Harris, M.A., Furnell, S. and Patten, K. (2014), “Comparing the mobile device security behavior of college students and information technology professionals”, Journal of Information Privacy and Security, Vol. 10 No.4, pp. 186-202.

International Energy Agency. (2020, June). Global EV Outlook 2020 – Analysis. IEA. https://www.iea.org/reports/global-ev-outlook-2020

Keall C. (2021). Record September for NZ new Vehicle Sales-and 1 in 5 is electric. https://www.nzherald.co.nz/business/record-september-for-nz-new-vehicle-sales-and-1-in-5- is-electric/NJVRMO6C3EECD7PY7YGMRZS43I/

Kollewe, J. (2018). Bitcoin price plunges below $4,500 mark in new 2018 low. The Guardian. https://www.theguardian.com/technology/bitcoin-price-plunges-2018-low-cryptocurrencyvalue

Liquifi. (n.d.). Www. liquifi. finance. Retrieved February 7, 2023, from https://www.liquifi.finance/post/token-vesting-and-allocation-benchmarks

Mylonas, A., Kastania, A. and Gritzalis, D. (2013), “Delegate the smartphone user? Security awareness in smartphone platforms”, Computers & Security, Vol. 34, pp. 47-66

Parkinson, G. (2019, October 3). Tesla Model 3 outsells the total of all other new electric cars in New Zealand. The Driven. https://thedriven.io/2019/10/03/tesla-model-3-outsells-total-of-allother-new-electric-cars-in-new-zealand/

Peters, G.W., Panayi, E., and Chapelle, A. (2015). Trends in cryptocurrencies and blockchain technologies: A monetary theory and regulation perspective. The Journal of Financial Perspectives: FinTech, 3:3, 1–43.

State of EVs October 2022 - Electric Vehicle Council. (2019, May 31). https://electricvehiclecouncil.com.au/state-of-evs-october2022/

Waterworth, D. (2021, October 15). Will New Zealand Become the Norway of the Pacific? CleanTechnica. https://cleantechnica.com/2021/10/15/will-new-zealand-become-the-norwayof-the-pacific/

Yampolsky, M. (2021, December 6). How To Structure Token Allocations For An ICO. Web3 Labs. https://medium.com/w3blabs/how-to-structure-token-allocations-for-an-ico-92f0a43a59ad

Zmudzinski, Adrian. (2019). “Owner of Hacked Crypto Exchange BitGrail Sentenced to Return Funds to Customers.” Cointelegraph, Jan. 28.