



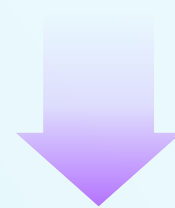
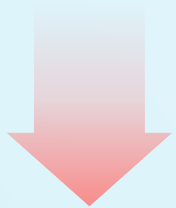
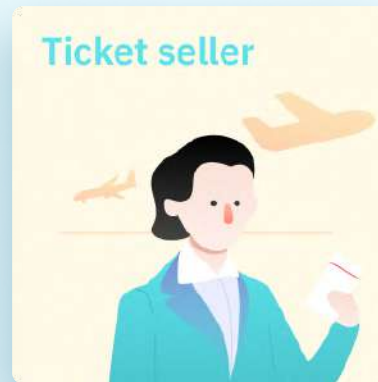
The background of the left half of the slide is a blue-tinted photograph of a person in a business suit and tie, holding a folder or document. The image is partially obscured by the large white text.

# 20 20

**HOW  
SECURE  
IS YOUR  
FUTURE?**

In 2013, the Oxford University has published a study estimating that within 25 years 47% jobs are at risk of automation.

Estimates of 2013 are coming true now:





**2017**

Walmart has speeded up inventory procedures using robots. Since the company is the world's largest private employer almost 2.2 million jobs are at risk now with the introduction of robots.



**2017**

Amazon has replaced 75 000 employees with robots.



**2018**

Sberbank, the largest bank of Russia has replaced with Artificial Intelligence 70% of middle management positions.



**2019**

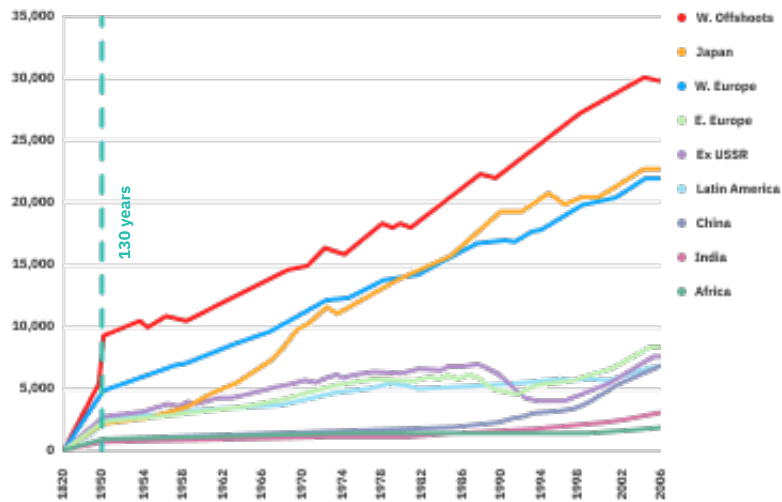
JPMorgan and Citigroup have replaced traders with robots.



**May of 2019**

IMF report: Due to automation women will lose their jobs in the first place.

### Development since the industrial revolution (Per capita GDP measured in 1990 Geaty-Khamis PPP adjusted dollars)



Source: Author's elaboration based on data from Maddison (2010)

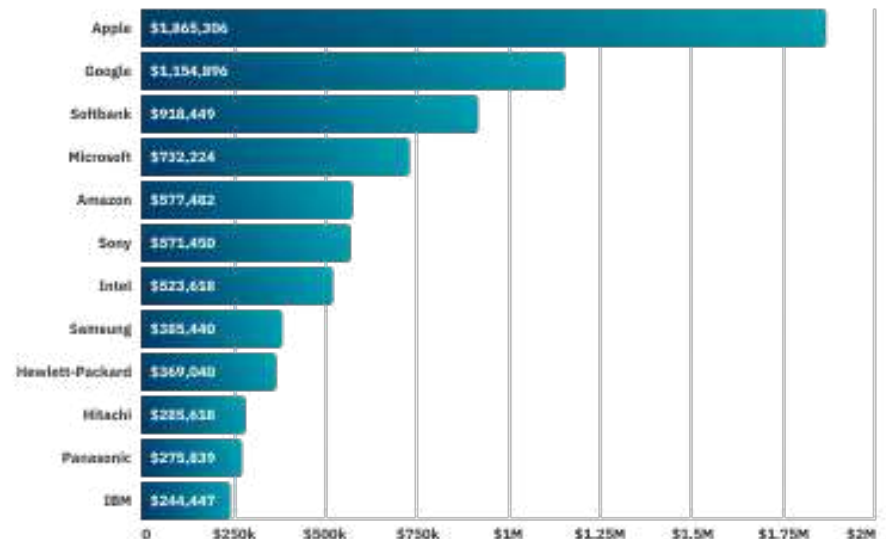
A reminder: From year 1820 to 2019 GDP per capita has increased by 27.3 times. Only from 1950 to 2019 it has increased by 5.2 times.

Therefore the quality of life over the past 60-70 years could have improved at least by 5 times. It did not happen due to the fact that the production gains is unevenly distributed among people and nations.

With the IT progress the productivity is increasing even faster.

The outcome of this increased productivity will also be distributed unevenly.

### How much revenue Tech companies make per employee, March 2015



Source: Expert Marker



## New professions appear and old ones die out



**Blacksmith**



**Mechanic**



**Lamplighter**



**Electrician**



**Hackman**



**Driver**



**Plougher**



**Combine operator**

Professions have been changing but the humans have always remained in demand at the new jobs.

The situation has dramatically changed now. During the industrial revolution the owners of the means of production sought to maximize the workers performance, now at many jobs people are not needed any more.



It is hard to disagree that the career of salesman is among the first to vanish. The salesman is one of the most popular jobs on earth. Self-checkout counters are being introduced and we see that humans are being laid out off work.





## Background



The salesman career became threatened much earlier with the Internet commerce evolvement.

Let's recall the story of the Ali Baba website:

Despite the fact that China have been producing a huge amount of goods the Chinese manufacturers were out-of-reach of Western buyers. It was due to the undevelopment of the Chinese Internet in 1999. And Jack Ma has created Alibaba and Aliexpress trading platforms. He solved the above mentioned problem and all Western buyers got access to Chinese goods.





## The problem



With the increased number of marketplaces the problem became exact opposite. There are a lot trading aggregators, such as Ebay, Amazon, Ali-Baba and many others out there and not enough customers at satisfy them all.



## Battle for customers



The war for customers has begun and cashback is one of the strategies in that battle.

Aggregators pay commission for attracting customers.

The people call it it cashback.

Depending on the website the cashback can vary from 1.5% to 15% for goods and from 15 to 60% for services.





## MarketBot Global Trends Analysis Technology



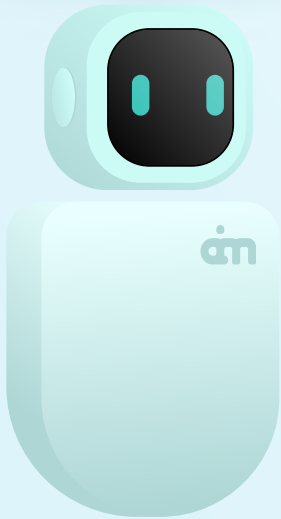
Social networks and search queries analysis allows to predict the future demand in advance. This has prompted our Team to create the Global Trends Analysis System to promote potentially popular products.



We have named it MarketBot

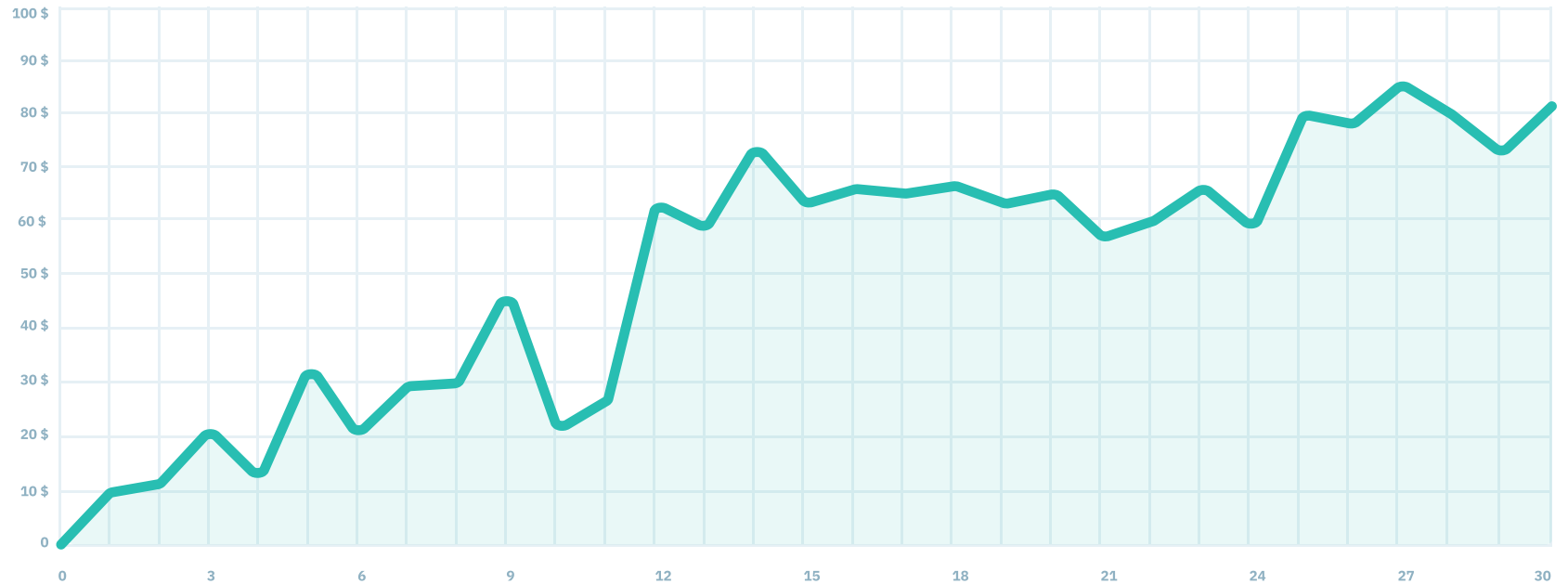


Hello!



Yield chart

7 days 30 days 90 days



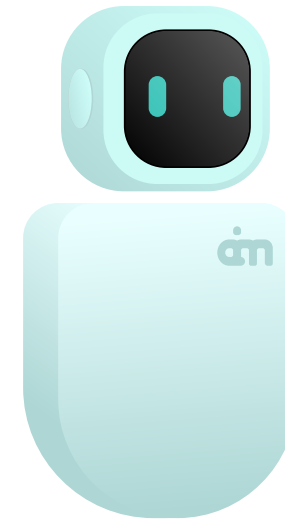
## How does it work?

1. You are setting the Adds Budget.
2. MarketBot picks up trendy products, finds them at the cheapest price with the maximum cashback offered and buys high-quality advertising.
3. You get up to 15% cashback on each and every purchase.



### Advantages:

- Reliable company
- Innovative technology
- Doesn't require special knowledge
- Current statistics
- Transparent means
- Works 24/7
- Daily cashback payments



ACTIVATE THE BOT

**Activate you robot now  
and get up to 30% of your Adds Budget a month!**

We invite trading platforms, online stores, websites offering products and services to join us.





## Roadmap



- Q2 2017** ■ Company registration  
Start of product development
- Q3 2017** ■ Creating a MarketBot and Conversation module
- Q4 2017** ■ NLU algorithm development
- Q1 2018** ■ Global Product Analysis and Promotion System (GPAP) developing beginning
- Q2 2018** ■ MarketBot widget development
- Q3 2018** ■ Website development and purchase of the domain
- Q4 2018** ■ Internet marketplace partnership contract
- Q2 2019** ■ Website launch
- Q4 2019** ■ New product release: MaketBot widget for every website
- Q1 2020** ■ Launch of a new product: My Marketing section  
Personal landings constructor

## Roadmap

- Q2 2020** ☒ Global card processing integration  
 Cashback catalogue update. Integration of over 20 000 cashback programs
- Q3 2020** ☒ Launch of a new product: Offline cashback section  
 AI.Marketing becomes a global cashback leader according to Alexa Rank
- Q4 2020** ☒ Offline cashback program expansion  
 Google Pay integration
- Q4 2020** ☒ Launch of a new product: AI.Assistant
- Q1 2021** ☐ Plastic Cashback cards Pre-order  
 Cashback catalogue extension  
 Job board launch for internet marketing professionals.
- Q2 2021** ☐ Launch of a new product: Pre-ordered Cashback cards delivery  
 Cashback card account management interface  
 Cashback 2021 The Ritz-Carlton Hong Kong Conference



## Roadmap



- Q3 2021** ☐ Launch of a new product: Custom scenarios catalogue for Ai.Assistant  
Global Offline Cashback card program  
Cashback directory update. Detailed stats  
New product launch. Centralized marketing campaigns management at variable advertising platforms.
- Q3 2021** ☐ Launch of a new product: Voice match by Ai.Assistant  
Ai.Assistant upgrade (Business suite)  
Global presence office in California. Applications for residency at AI development marketing laboratory in the Silicon Valley

## About the company

Establisher in 2017

Company activity:

- Scientific studies
- Artificial Intelligence
- Internet Marketing

編號 2531493  
No.



公司註冊處  
COMPANIES REGISTRY

公司註冊證書  
CERTIFICATE OF INCORPORATION

本人謹此證明  
I hereby certify that

WEXFORD ALLIANCE LIMITED

於本日根據香港法例第622章《公司條例》  
is this day incorporated in Hong Kong under the Companies Ordinance  
在香港成立為法團，此公司是一間  
(Chapter 622 of the Laws of Hong Kong), and that this company is  
有限公司。  
a limited company.

本證明書於二〇一七年五月二日發出。  
Issued on 2 May 2017.

香港特別行政區公司註冊處處長鍾麗玲  
Ms Ada L.L. CHUNG  
Registrar of Companies  
Hong Kong Special Administrative Region

註 Note:  
公司名稱獲公司註冊處註冊，並不表示獲授予該公司名稱或其任何部分的商標權或任何其他知識產權。  
Registration of a company name with the Companies Registry does not confer any trade mark rights or any other intellectual property rights in respect of the company name or any part thereof.

## Legal Information

Wexford Alliance Limited

Company #2531493

7/F, MW Tower, 111, Bonham Strand

Sheung Wan, Hong Kong



公司註冊處  
Companies Registry

### 註冊辦事處地址更改通知書 Notice of Change of Address of Registered Office

表格  
Form **NR1**

公司編號 Company Number

2531493

註 Note

COPY

#### 1 公司名稱 Company Name

WEXFORD ALLIANCE LIMITED

#### 2 更改詳情 Details of Change

只需申報有更改的項目 Please complete item(s) with change(s) only

##### (a) 新註冊辦事處地址 New Address of Registered Office

(本處不接納非香港  
地址、「轉文」地  
址或郵政信箱號碼  
Non-Hong Kong  
addresses, 'care of'  
addresses or post  
office box numbers  
are not acceptable)

7/F, MW Tower,

111 Bonham Strand,

Sheung Wan,

地區 Region 香港 / HONG KONG

生效日期 Effective Date

17 12 2019  
日 DD 月 MM 年 YYYY

##### (b) 新電郵地址 New Email Address

生效日期 Effective Date

日 DD 月 MM 年 YYYY

簽署 Signed

姓名 Name : 董事-Director / 公司秘書 Company Secretary \*

日期 Date : 17-12-2019  
日 DD / 月 MM / 年 YYYY

\*請刪去不適用者 Delete whichever does not apply

##### 提交人資料 Presenter's Reference

姓名 Name:  
地址 Address: 7/F, MW Tower, 111 Bonham Strand, Sheung Wan, Hong Kong

請勿填寫本欄 For Official Use



電話 Tel:

電郵 Email:

覆號 Reference:

指引編號 1/2014 (2014年3月) Specification No. 1/2014 (March 2014)





**AI.MARKETING**

Future won't wait!