

— GLOBAL —

PROPERTY

PROJECT OWNERSHIP

WHITE PAPER

ACO

ABSTRACT:

This whitepaper describes a comprehensive platform for remote online real estate transactions using Smart Contracts. ACO is a proposed implementation of this platform, which intends to reduce reliance on intermediaries while improving liquidity and security.

CONTENTS

1. INTRODUCTION	3
1.1 BACKGROUND	3
1.2 THE PROBLEM	3
1.3 THE SOLUTION	4
1.4 BLOCKCHAIN AS A NEW STANDARD FOR PROPERTY REGISTRIES	5
1.5 TECHNOLOGY LIMITATIONS	6
1.6 SMART CONTRACTS FOR THE EXISTING LEGAL FRAMEWORK	7
1.7 TOWARDS A DECENTRALIZED P2P SYSTEM	9
1.8 REGULATION CHANGE	9
2. ACO PLATFORM V.1	11
2.1 ACO- ONLINE PROPERTY STORE	11
2.2 ACO REGISTRY- GLOBAL TITLE REGISTRY	13
2.2.1 ACO REGISTRY SMART CONTRACTS ARCHITECTURE	14
2.3 COMPLEMENTARY SOFTWARE COMPONENTS	17
2.3.1 ACO EXPLORER	17
2.3.2 API LIBRARIES	19
2.3.3 DATA STANDARDS	19
2.4 TRANSACTION PLATFORM V.1. PROTOTYPE WORKFLOW	20
3. ACO PLATFORM V.2 FOR DECENTRALIZED P2P SALES	23
3.1 OVERVIEW	23
3.2 SMART CONTRACTS PARTICIPANTS	23
3.3 WORKFLOW	24
4. BUSINESS MODEL	25
5. ACO TOKEN (PRO)	26
5.1 INTRODUCTION	26
5.2 REGISTRY FEES	27
5.3 TOKEN FLOW OVERVIEW	27
5.4 ECONOMIC MODEL	27
5.5 TOKEN ECONOMIC AND ALLOCATION	28
6. CONCLUSION	29

1. INTRODUCTION

1.1 BACKGROUND

Asco global has been established from the year 2008. Asco global is one of the leading brokerage house in the world, introducing the finest trading platform in the world. It has grown to become a leading Canadian company and international broker of financial industries and property and other services. Whether your organization operates around the globe or locally, we are your connection to the international finance world. Our licensed professionals take a pro-active consultative approach to understanding the risks in your business, resolving problems and recommending insurance that covers your operations from all angles. Our goal is to be a one-stop for your investment needs, including: Commercial property, Personal investment, Group investment and Special Investment Programs.

1.2 THE PROBLEM

Today, the global real estate market is worth \$217 trillion and makes up more than half the value of all mainstream assets worldwide³. One great differentiator between real estate and other major asset classes is liquidity. Compared to exchange-traded securities such as equities and government bonds, real estate markets are not as organized or efficient as other markets, with incredibly slow transaction times and less efficient price discovery mechanisms. As a result, substantial capital is trapped in less liquid investments, often concentrated in certain geographic areas devoid of domestic investment opportunities. While many investors with excess liquidity would welcome the opportunity to invest in foreign real estate assets, there are currently substantial impediments to such investment activity.

China is an excellent example of this problem. Currently, Chinese citizens are among the largest groups of foreign investor in the U.S. real estate

market. Chinese investors own over \$28 billion in U.S. residential property. However, the total value of the U.S. residential real estate market is over \$29 trillion. Foreign investment in the U.S. residential sector could be potentially equal to hundreds of billions of dollars if foreign investors were properly educated on how to invest and provided with the facility to, among other things, close real estate transactions online. In the current market, Chinese who intend to invest in foreign real estate mainly rely on family and friends to obtain referrals to local brokers, who in turn work with international brokers in selling a property. This process is time-consuming, involves too many intermediaries, and often, the property the buyers are seeking for is sold to another investor before the process is complete.

The core of the problem is the lack of international standards or comprehensively available platforms for the electronic transfer and recording of real estate. Each country (and in some cases, as in the United States, even individual counties) maintains its own registry and establishes national (or local) rules for property deed registration and transfers. Moreover, legacy property rights registry systems were developed to handle local real estate transfers but are ill-equipped to handle international ownership transfers. As a result, there is an inferior experience for people on both sides of the marketplace. Additionally, the informality of procedures prevalent in certain jurisdictions makes them particularly susceptible to fraud or tampering. There is currently no single tool available that allows a property investor to research, pay for, and reliably secure and record ownership of international property online.

1.3 THE SOLUTION

ACO aims to solve the problems facing international real estate transactions by creating a novel unified property store and asset transfer platform for the global real estate industry. Initially the ACO Registry will mirror official land registry records in which transfers of real estate are recorded. Ultimately, however, ACO's vision is that jurisdictions will adopt the ACO Registry as their official ledger of record such that the transfer of a property on the

ACO Registry constitutes the legal transfer of the property and the legal registration of that transfer. By leveraging ACO Registry and ACO's smart contracts platform, unnecessary delays and impediments inherent to legacy property rights registrations systems could be eliminated. The ACO platform seeks to enhance the security of transactions while reducing inefficiencies through its innovative use of mobile, cloud and blockchain technologies linking buyers, sellers, investors and registries around the world.

1.4 BLOCKCHAIN AS A NEW STANDARD FOR PROPERTY REGISTRIES

Blockchain technology holds great promise for a range of industries and use cases, including real estate. A blockchain is a type of shared database, the contents of which are verified and agreed upon by a network of independent actors. In order for a new piece of data (such as the new owner of a transferred property) to be added to the blockchain, the independent verifiers must come to consensus as to its validity.

Because each new set of transactions (a "block") is cryptographically linked to the previous block, it is extraordinarily difficult to change data stored in a blockchain and any such change would be readily detectable. Thus blockchains are widely considered to be immutable and thus can serve as a record of proof of ownership.

When transacting in a blockchain platform, each user makes use of a public address (needed for other actors in the network to send a transaction to that user), and a cryptographically paired "private key." Private keys are used to sign transactions digitally, a form of authentication to ensure that a given user has genuinely generated a transaction.

Blockchain is a relatively new technology. The first implementation of blockchain, Bitcoin, launched in 2009. The Ethereum blockchain was released in 2015. In addition to the distributed ledger capability of the Bitcoin blockchain, the Ethereum blockchain allows so-called "smart contracts," which are programs stored in the Ethereum blockchain that can act autonomously to execute sophisticated transactions.

The rise of Ethereum and other smart contract platforms has allowed the creation of decentralized applications, or DApps. A DApp is an application whose entire or partial backend code runs on a decentralized ledger with a user interface to facilitate interaction with the blockchain code. Code written to the blockchain is publically accessible, and since the code is running on multiple computers, there is no central point of failure.

Blockchain is currently considered one of the most secure technologies for digital asset transfer due to its distributed nature and use of sophisticated cryptography. Smart contracts, therefore, offer a potential solution for the management of real estate transactions via the introduction of a universal, distributed ledger that does not require trust in a single third party.

1.5 TECHNOLOGY LIMITATIONS

The main limitations of blockchain technology today are:

1. Transaction time, which is currently ten minutes on average for Bitcoin (blockchain.info) and seventeen seconds on average for Ethereum (ethstats.net);
2. The cost for each transaction/smart contract execution; and
3. The limited ability of the network to interface with real-world information.

Despite these limitations, ACO believes that blockchain technology is well suited as a solution to conduct real estate transactions, because the number of transactions in real estate trading is relatively low due to the nature of the sector and the relatively high value of real estate assets. In addition the current transaction time for recording on blockchain is not a limitation for the ACO's solution because otherwise it requires weeks or months to acquire a property and complete a transfer of ownership.

1.6 SMART CONTRACTS FOR THE EXISTING LEGAL FRAMEWORK

ACO's engineering team has designed a real estate transaction tool powered by smart contracts, combining solutions from the legal, blockchain and payments industries. Using blockchain technology, ACO has prototyped some of the core technology that will become the ACO Registry as a DApp that allows each party to a real estate transaction — including the broker, buyer, seller and title agent/notary—to sign off on a transaction for properties located in Indonesia, which is ACO's intended first market. The workflow of the processes has been built to meet the market rules within the legacy property rights registry systems currently existing in Indonesia. The goal of launching the ACO platform only in Indonesia at first is to allow the current prototype to be narrowly focused on driving consumer testing, adoption and improvements within a closed test market. Thereupon, ACO will seek to implement the ACO solution and drive continuous rapid growth throughout key markets around the world.

Ultimately, the ACO Registry will make it possible for every single step of a real estate transaction, from the buyer's reservation of the property to the signing of the purchase agreements for the delivery of the title deeds, to be recorded on blockchain and executed with smart contracts.

However, due to blockchain's new and innovative nature, ACO recognizes the existence of regulatory and infrastructure limitations in the current technology as applicable to real estate transactions and is in the process of building a multi-stage solution to be gradually phased in over time.

The first iteration of the ACO DApp (which includes a centralized interface and decentralized smart contracts) intends to streamline existing real estate market processes by, among other things, reducing the need to rely on the multiple intermediaries currently involved in the real estate transactions. While aspects of the process will be partly decentralized, it will primarily make the current real estate transfer process easier to manage and more transparent. As it develops, ACO intends to transition towards a pure P2P decentralized system that obviates the need for most of the existing intermediaries involved in real estate transactions today. We note that certain intermediaries performing physical functions such as property inspection will remain part of the transaction process at least in the immediately

1. INTRODUCTION

foreseeable future. The final stage in that evolution would be the adoption of the ACO Registry as the legal ledger of record for real estate title transfers in a given jurisdiction. Based on the founders' many years of cross-border property purchase experience to date, we anticipate that emerging markets, hungry for investments in real estate and less encumbered by entrenched special interests, such as bureaucracy, corruption and too many intermediaries, will see the benefits of a pure P2P transaction model. ACO has already begun the process of accelerating this transition across multiple metropolitan markets by talking to governments, local lawyers and local real estate players. The team has developed a network of broker's pipeline of international customers from the world.

1.7 TOWARDS A DECENTRALIZED P2P SYSTEM

Traditionally, international standards are established via conventions, laws and regulations enacted by governments. As a result of the lack of standards with international scope, the current electronic land title registry solutions function as multiple incompatible sets of siloed data which must be manually parsed and translated to work with external platforms. The ACO Registry can solve that problem. In order to do so, and for the ACO Registry to ultimately deliver on its full promise, it will need to transition from a ledger that mirrors official land registry ledgers to being the official ledger of record.

For a government to adopt this technology, it would need to recognize the legality of the electronic deeds and the ledger. ACO is actively engaging with local and state governments to accelerate the acceptance of the ACO Registry as a legally valid ledger of record for real estate transfers. Additionally, ACO is working with the governments of several emerging countries where, due to systems' inefficiencies, corruption and the lack of regulatory complexity, a transition to a new system is expected to be more straightforward; the specific countries to be disclosed in due course as partnerships are confirmed.

1.8 REGULATION CHANGE

There are two possible legislative environments we are currently preparing for:

1. The first one would be the current context, where governments recognize their legacy databases as the exclusive legal evidence of ownership. In this environment, ACO intends to initially conduct business and thus, the current development of ACO is geared towards mirroring government records in the blockchain with the goal of providing a platform for foreign real estate investors to conveniently and remotely carry out property transactions. The ACO Registry acts as a source of fast delivered evidence of property transfer for brokers and serves as a mirror of the ownership transfers currently taking place at the title registries of the targeted markets. Brokers who focus on foreign real estate investments, have expressed the need to have available technology that could allow

the online processing of real estate purchases with the additional layers of security that the ACO Registry intends to provide.

2. The second legislative environment would arise when progressive governments start recognizing the benefits of ownership transfers on blockchain as a more desirable alternative instead of trying to continue to enhance the existing real estate registries. The widespread adoption of a blockchain system to manage real estate titles positions ACO to provide a sole, decentralized source of validation for real estate transactions.

BEFORE ACO:

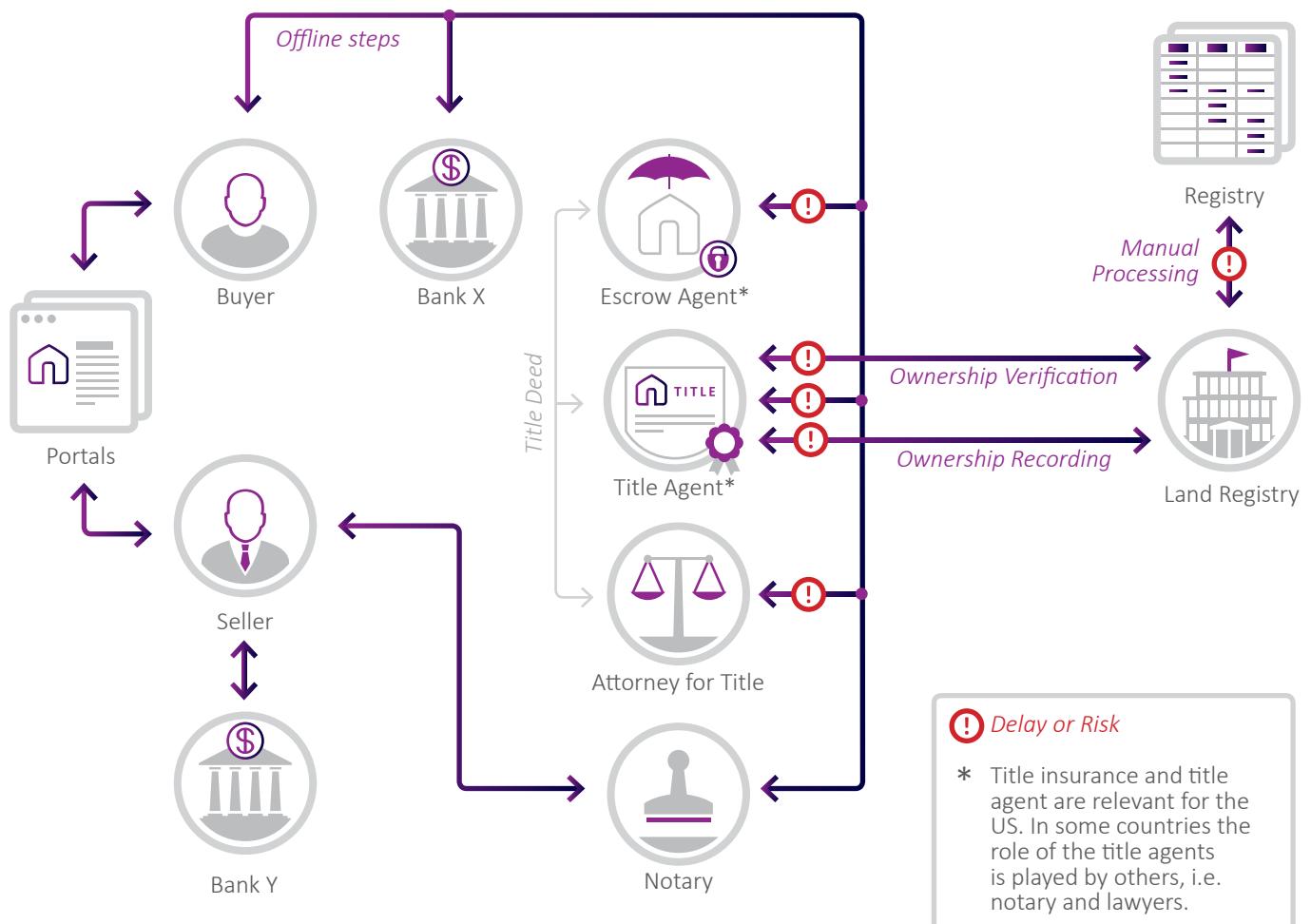


FIGURE 1. Legacy title transfer.

2. ACO PLATFORM V.1

ACO consists of multiple software components, as further described below.

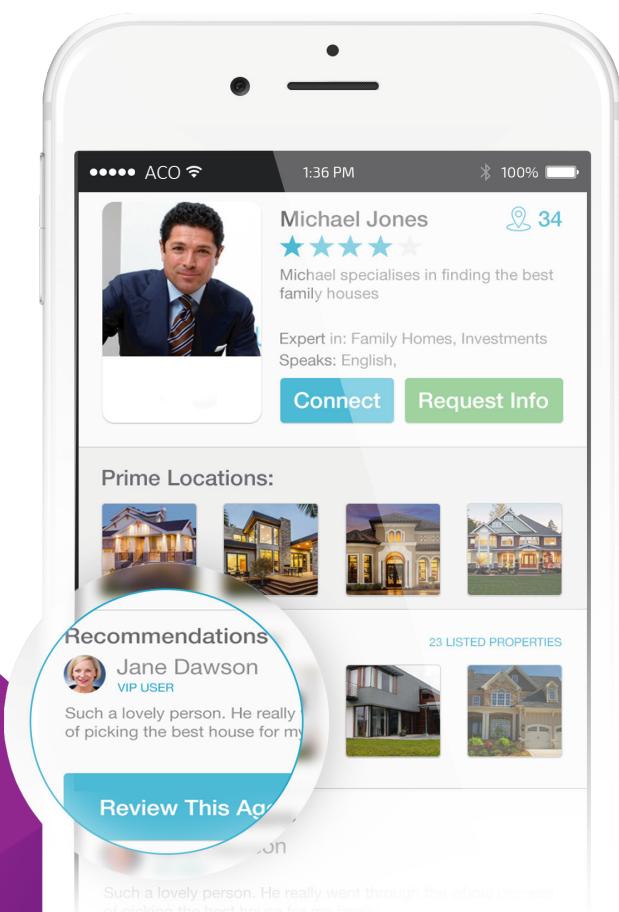
2.1 ACO - ONLINE PROPERTY STORE

ACO is an online global real estate store, allowing buyers, sellers, brokers, and escrow/title agents/notaries to come together through the utilization of a suite of smart contracts to facilitate transactions. ACO provides a network for these actors to connect with each other and conduct real estate purchases online.

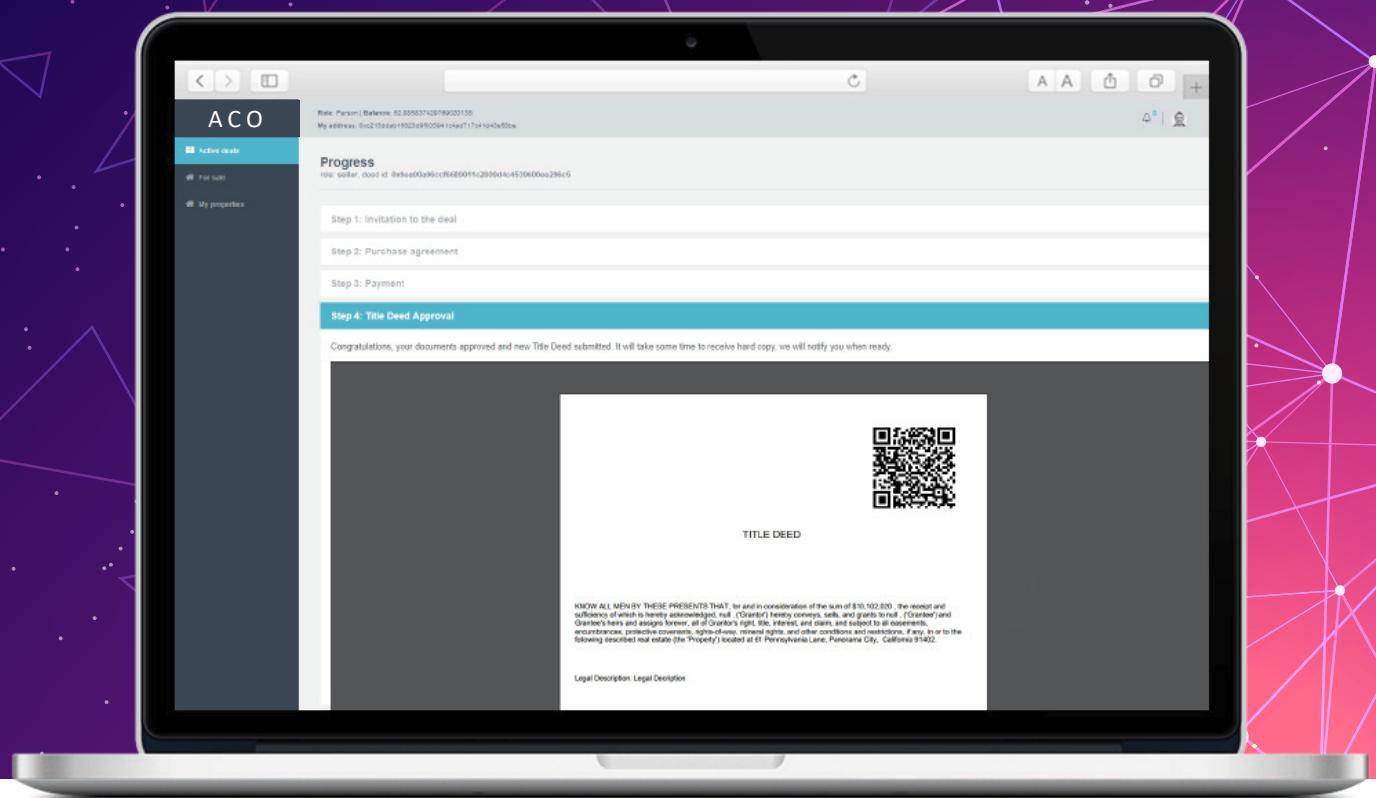
The culmination of the transaction is a digital transfer of ownership on the ACO Registry. For more information about these processes and smart contracts, please refer to section 3.

As of the date of this paper, the ACO DApp has been developed to allow users to find properties and initiate the purchase process. The current system consists of the following features and primary functions:

- Web-based platform ACO & Android;
- Messenger;
- Localization in site and application is available in English, Chinese, and Malay;
- Brokers' activity (check-ins, reviews);
- Module for data aggregation and standardization of property listings. Currently works with eight types of data feeds;
- Off-market subscription providing access to locked property listings;
- Booking fee payment.



2. ACO PLATFORM V.1



The existing product uses the following technology:

- A. Server:** C# with .NET Web API Service, MongoDB Database with two replica sets, Auth authentication, all services hosted on Microsoft Azure;
- B. Android Application Client:** Supports all phones with minimum version
- C. Web-based Transaction Platform prototype:** open Ethereum-based blockchain, Java, web3, truffle.

In the future, ACO intends to use a distributed database to store listings as an intermediate step along the way to a decentralized solution. The mobile app and the desktop application would have a digital wallet to store ACO Utility Tokens (ACOs) and users would be able to store in those wallets the ACOs that they collect via the rewards programs that are further described in Section 5 below.

2.2 ACO REGISTRY - GLOBAL TITLE REGISTRY

Each property has a unique title that serves as evidence of ownership. The ownership of properties is usually tracked by the recordation of such titles in organized property registries which are managed by regional governmental organizations. As previously discussed, ACO aims to develop the ACO Registry with the ultimate goal of becoming a global registry for title deed ownership information, which would be made available to worldwide entities, similar to a DNS system for website domains.

WITH ACO AND BLOCKCHAIN

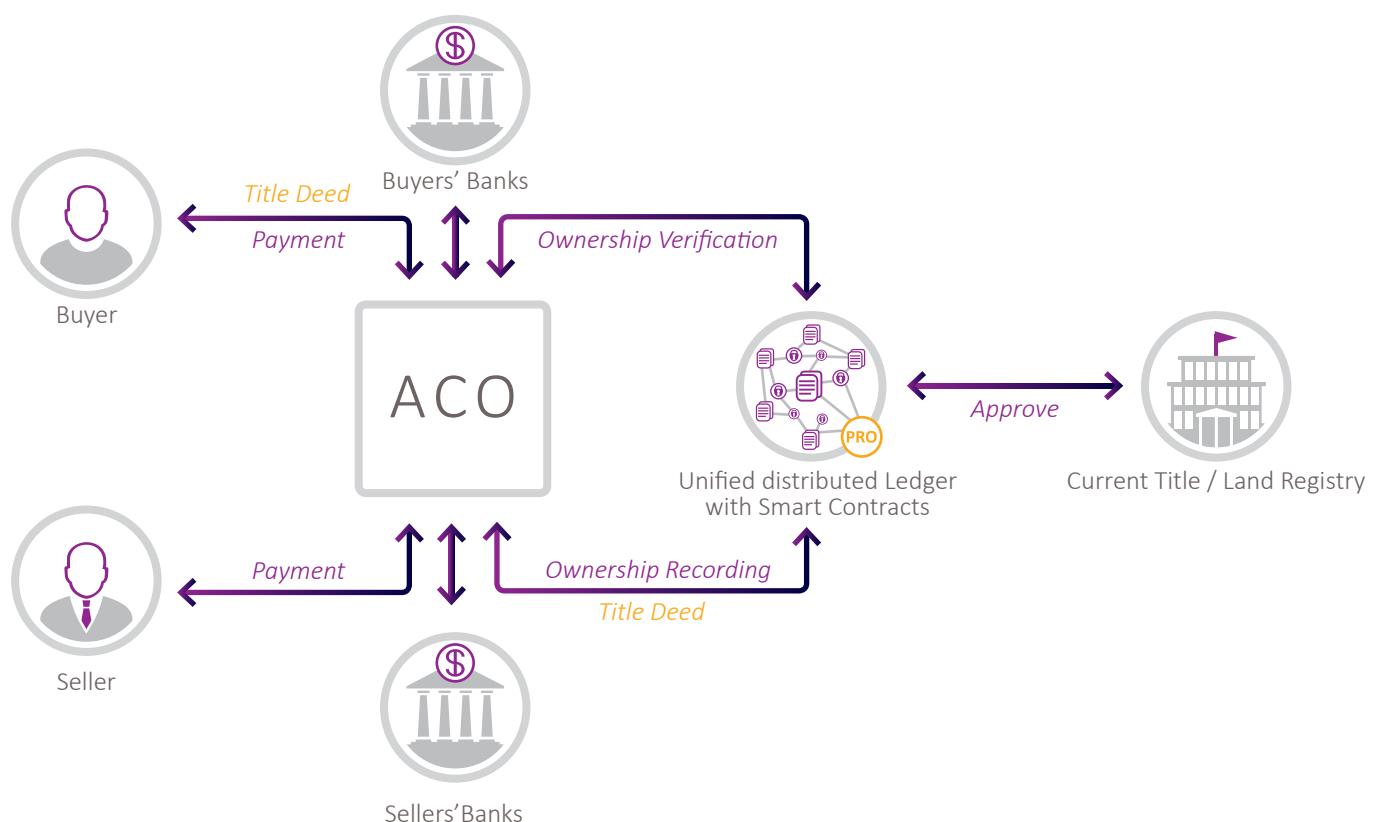


FIGURE 2. Interaction of transaction participants via the blockchain, described in further detail in Section 2.4

⁸ Domain Name Servers (DNS) are the Internet's equivalent of a phone book. They maintain a directory of domain names and translate them to Internet Protocol (IP) addresses.

As the ACO Registry evolves into a system that enables buyers to validate real estate transactions legally, ACO intends to include a modular system to allow regional governments to provide country-specific rules and regulations related to real estate transactions that would be incorporated into the ACO's smart contracts platform. The set of smart contracts developed to date are able to assist executing a real estate purchase within the current market and legal infrastructure in Indonesia, i.e. in compliance with rules and policies of escrow and title companies and in compliance with the Indonesian laws governing the recording and purchase process rules.

2.2.1 ACO REGISTRY SMART CONTRACTS ARCHITECTURE

ACO Registry consists of multiple contracts interacting with each other, and follows a micro services architecture approach. Each contract is responsible for a single type of record in the system. Each contract contains functions that allow the creation and modification of records, contract updates and other administrative functions.

The list of contracts that have been developed to date and a brief description of their functions are listed below:

A. Title Contract:

- a. Responsible for storing and updating property metadata on the blockchain; and
- b. The ACO are used to unlock the services within the ACO platform that would permit creating and updating property records.

B. Deed Contract:

- a. Manages relevant information for Escrow services;
- b. Tracks and initiates the invitation of participants in the transaction (i.e. title agent); and
- c. Requires ACO to create and update deed related records.

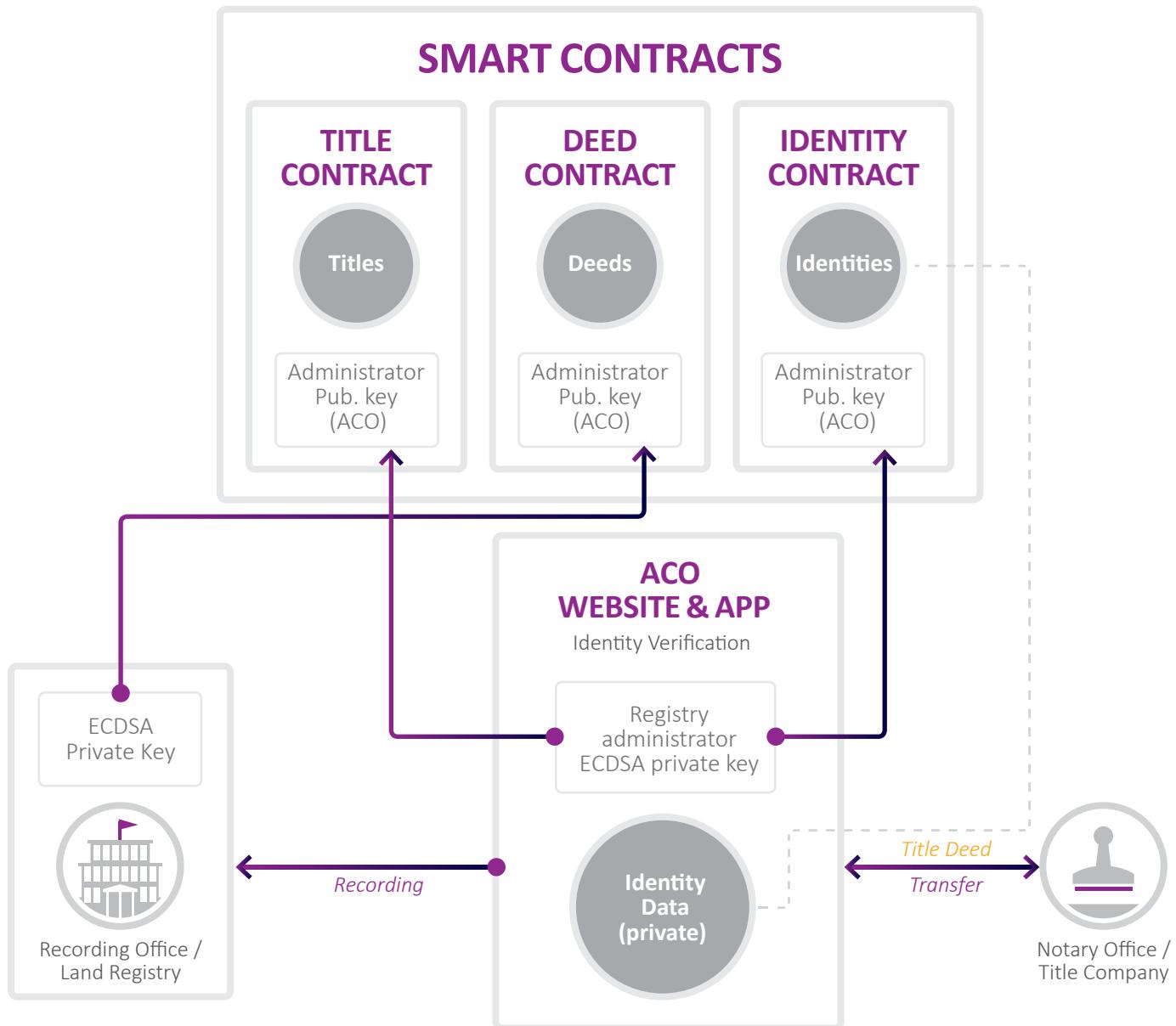


FIGURE 3. Interaction between the ACO smart contracts and the real world data.

C. Identity Contract:

- Stores multiple records with identity information for all users of the system; and
- Contains KYC features for verifying legal identity.

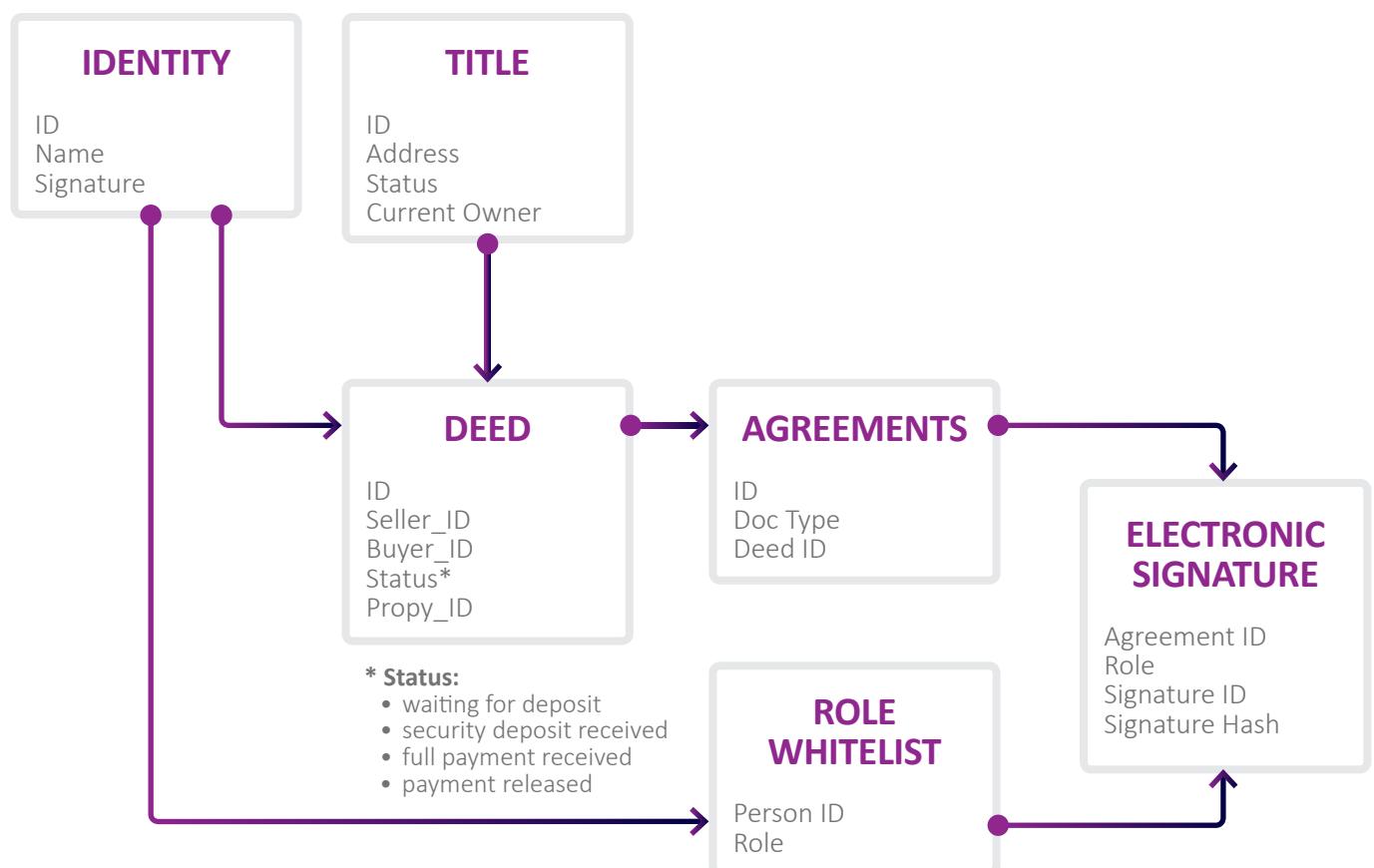
The list of contracts which are currently under development and a brief description of their functions are listed below:

A. Agreements Contract:

- a. Stores instances of various legal agreements (purchase agreements, inspection reports, disclaimers), that need to be digitally signed for Deed transactions.

B. Electronic Signatures Contract:

- a. Stores digital signatures for all documents, participating in the ACO Registry;
- b. Allows to having multiple signatories acting in different capacities in the same document; and
- c. Validates digital signature's format.



*FIGURE 4.
Smart contracts architecture.*

C. Payments Contract:

- a. Manages the initiation of payment requests.
- b. Tracks status of payment requests.
- c. Confirms authenticity of payments using variations of SPV algorithm (Simplified Payment Verification). Specific implementations will vary depending on each payment processor.

D. Escrow Contracts:

- a. Contains Escrow/Title Agent functionality (adding data about the escrow account number, title transfer signing).
- b. Allows a verified Escrow Agent to lock and release payments.
- c. Individual Parties Contracts: related to a particular real person. Contains KYC features.

The fig. 4 diagram visualizes the information, roles and interaction between each of the smart contracts, described above.

The following participants are involved in different capacities in the smart contracts:

1. Seller
2. Buyer
3. Broker
4. Escrow/Title Agent (or Notary)
5. Recording Office (or Title Registry)
6. Money Transmitter
7. Real Estate Inspector

2.3 COMPLEMENTARY SOFTWARE COMPONENTS

ACO will seek to develop a number of complementary software components for the ACO Registry to accelerate the growth of the network.

2.3.1 ACO EXPLORER

The contract explorer, ACO Explorer, is an open and extensible front end which acts as a gateway for accessing information about properties and transactions in the ACO Registry, as well as ACO Utility Tokens. For more details about ACO Utility Tokens, please see section 5.

ACO Explorer intends to provide a sleek interface, within which users can search within the ACO Registry. ACO Explorer receives data from two locations: ACO's central database, and ACO Registry. ACO Registry only handles real estate title ownership, while more sizeable data, such as images, property description, purchase agreement content, come from ACO's central database (storage may be decentralized in the future). Users view transactions within those databases through ACO Explorer.

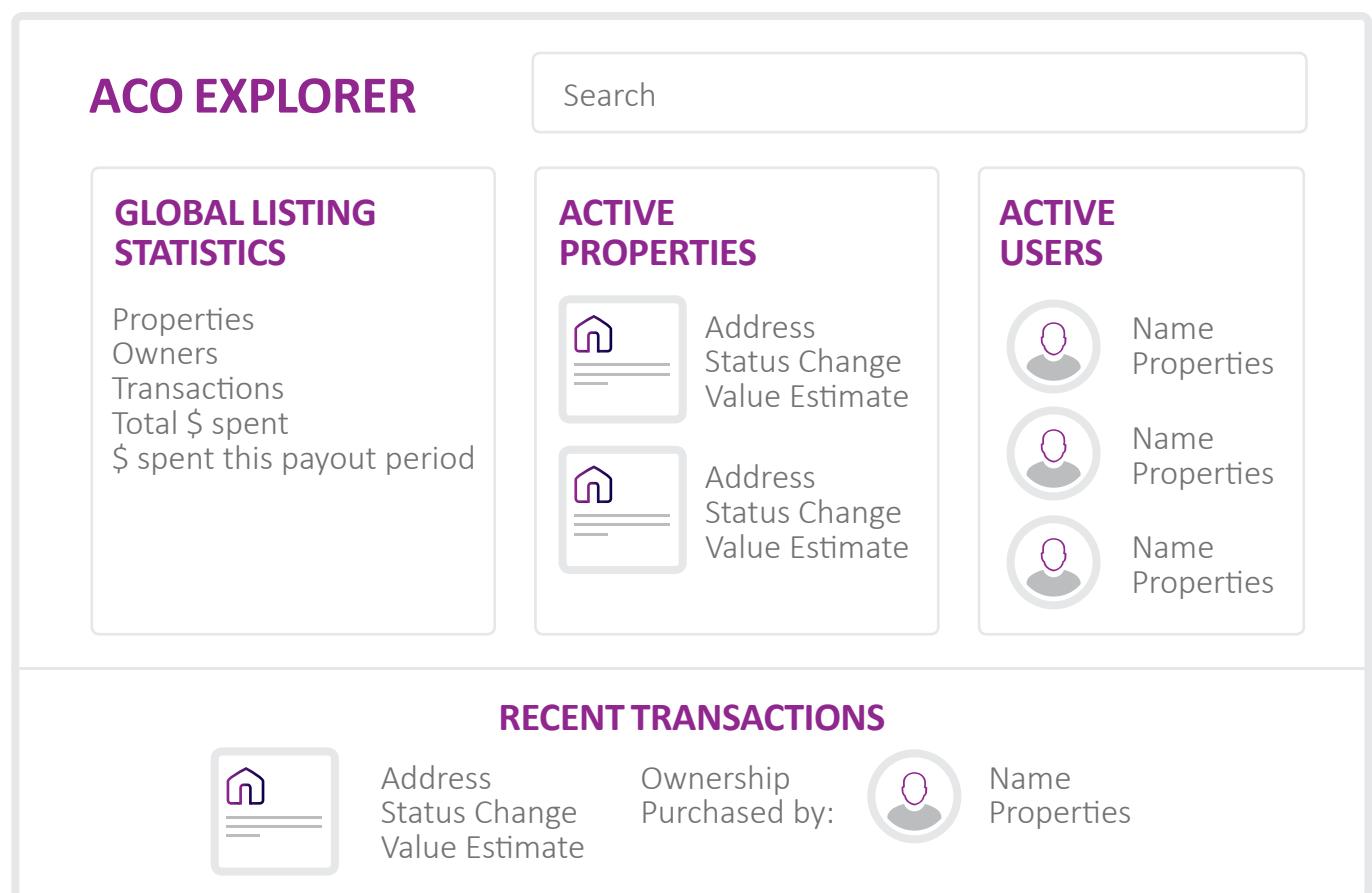


FIGURE 5. ACO Explorer UI Mockup.

2.3.2 API LIBRARIES

ACO is developing API libraries to enable easy access to registry data for third-party applications. The libraries interact directly with the smart contracts and do not rely on the availability of the ACO website or other centralized components.

2.3.3 DATA STANDARDS

ACO plans to develop standards for storing real estate title deeds on the blockchain, which would consist of a set of metadata such as the address, owner details, right typology, property typology, coordinates, property condition. The ACO team has extensive experience and in-depth knowledge of the real estate market in the Indonesia. That experience is intended to help build universal data standards, constructed from the metadata enumerated above, that can be adopted globally.

ACO standards and developer's APIs are intended to empower an entire ecosystem of real estate applications.

Typically, interoperability standards definitions proceed most successfully through a strategic mixture of:

- A. Mapping the ecosystem of stakeholders who generate, use, analyze and repurpose the data;
- B. Designing a prototype platform demonstrating the economic and technical costs, risks and inability to reuse or trust data exchanged in its pre-standardized form;
- C. Identifying early adopters and innovative thinkers across the ecosystem for whom the costs and risks are a burden, and

to whom or by whom innovative uses of standardized data would be of benefit;

- D. Mapping the transactional flow of data, in a typical use case, in order to see how the data is already defined as standardized by specific processes as “trusted in use”;
- E. Extracting the trustworthy data definitions, and creating a concordance (often via APIs) in order to tag trusted data by the process that created or used it;
- F. Developing the technical specifications for qualifying the standardized data and metadata;
- G. Proposing the standard data definitions to the stakeholders who operate, use or rely on the business process; and
- H. Seeking ISO or other international standards setting organizational approval of the standards so that ISO-compliant software, hardware and services can expand the supply, demand and utility of standardized interoperable data.

2.4 TRANSACTION PLATFORM V.1. PROTOTYPE WORKFLOW

Below is a description of the main flow of activities expected to occur in the ACO platform as currently envisioned for a real estate purchase in Indonesia :

1. Buyer finds a property for sale in the ACO DApp.
2. Buyer provides a flat reservation fee (approximately \$5,000) to ensure that he or she has a legitimate interest in purchasing a property. Broker sends the notification to seller about the offer submitted by buyer and invites the seller to get registered in Propy to close the deal. Seller accepts the deposit, and thus the offer. Buyer and Seller both provide KYC/AML documentation. The KYC process is outsourced to a third party provider such as Civic.
3. Purchase and Sale agreement is generated by ACO and sent to the parties.
 - a. The Title Contract establishes the parameters of the transaction in order to comply with applicable regional regulations.
4. ACO performs ownership verification at ACO Registry via Escrow/Title agent participation at ACO’s system.

5. Buyer receives notification that ownership has been verified and signs the agreement electronically.
6. If the price proposed by the buyer is accepted by the seller, she will proceed to electronically execute the agreement.
7. If the buyer in connection with the property purchase opted to perform a property inspection (and appraisal), then within seven days, ACO would provide, at an additional cost, an inspection report prepared by a third-party service provider.
8. Money is transferred to an escrow account, set by an Escrow/Title Agent at the dashboard in ACO DApp, either in one transfer or X% deposit and Y% in installments. Fiat currency will be used.
9. ACO generates the payment form for Buyer and tracks the payment with its payment processor partner(s).
10. ACO marks payment as received on Payment Smart Contract Status once the wire transfer arrives as per notification by the payment processor partner(s).
11. ACO verifies again the ownership at the ACO Registry ledger and via third parties such as title company and records the asset transfer on the ACO Registry in “Pending” mode, notifies the Recording Office and sends the blockchain hash to the recording office and to all the other parties involved.
12. Prepare property for the transaction.
 - a. ACO notifies Seller and Buyer that the funds have been received and ownership is clean and “Pending.”
13. Sign electronic Transfer of Title Deed with Escrow/Title Agent.
 - a. ACO generates Title form for Buyer and Seller to sign.
 - b. Seller accepts and signs a Title Transfer contract at the Escrow/Title Agent’s Office (or E-notary in the future).
 - c. Buyer accepts and signs the Title Transfer contract/
 - d. E-notary verification takes place or Title Agent signs the deed. Transferring property ownership.
14. Escrow Agent submits the sale closing documents to recording office.
 - a. Recording office changes ownership records.
 - b. ACO issues own electronic title deed with blockchain hash and QR code to the buyer (All the documents collected during the transaction besides the title deed are enforceable. We believe this will be a catalyst for the ACO title deed to become enforceable as well).

- c. Recording Office issues the physical Title Deed via mail to the Buyer.
 - d. Escrow Agent distributes money to Seller, Brokers and itself and via the dashboard at ACO notifies about the completion of this step.
15. Deed Smart contract after the notification from step 11 marks the transaction as “Completed” on the ACO Registry (shows transaction ID here).

Post conditions: Property’s ownership is changed from Seller to Buyer in ACO Registry.

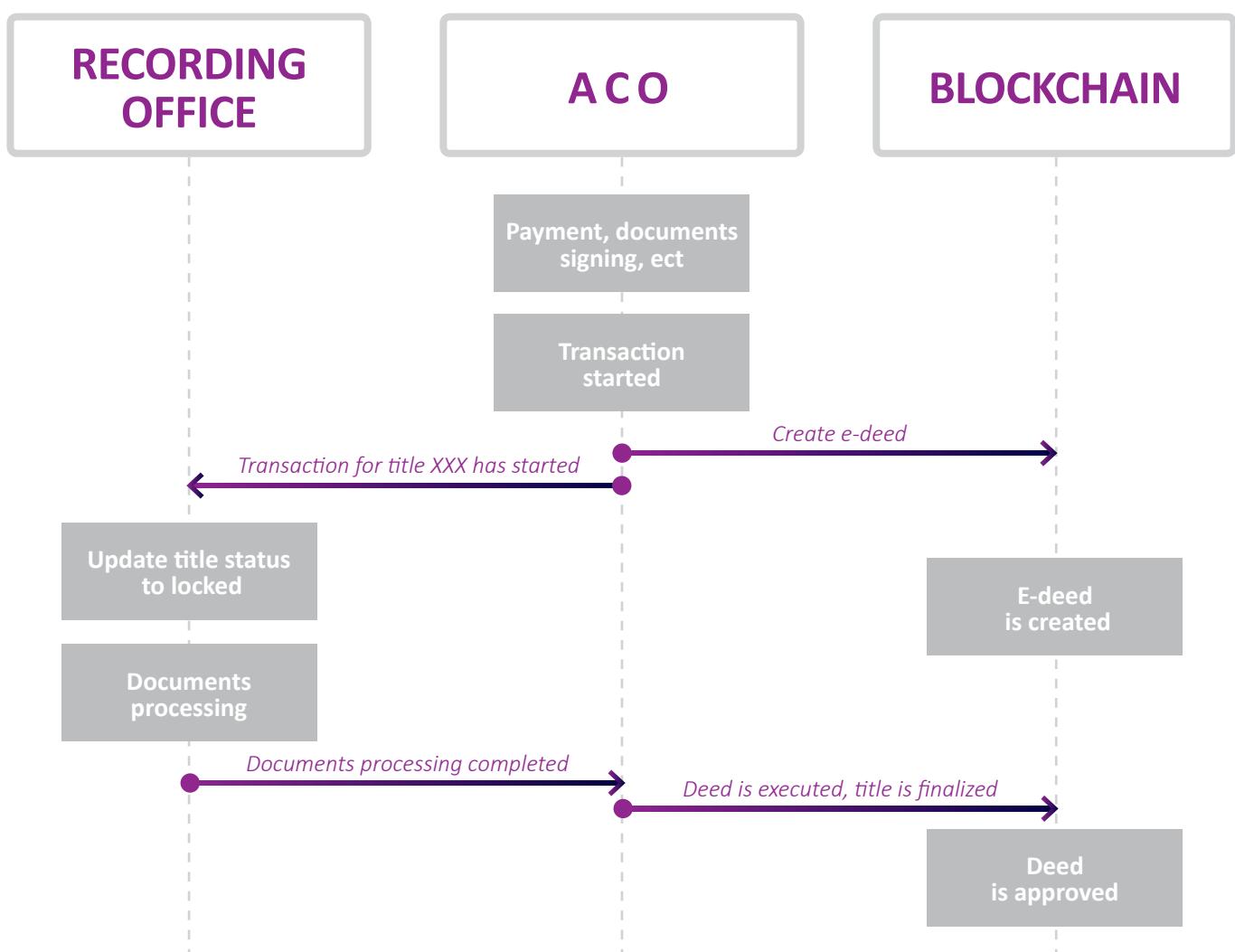


FIGURE 6. ACO title issuance and recording within the existing ecosystem.

3. ACO PLATFORM V.2 FOR DECENTRALIZED P2P SALES

3.1 OVERVIEW

The following description of technology and processes represents ACO's goals for the future and is subject to change based on regulatory and market requirements.

As mentioned previously, the ultimate vision of ACO is not merely to operate within the existing real estate legal infrastructure, but to disrupt the legacy system by providing a far superior solution. The ACO team has developed an idea for advanced real estate transaction services, provided that the legal environment catches up with this disruptive new blockchain technology. The ACO Registry, Property Store and other services will achieve its full promise if and when land registries are modernized to support this technology and recognize the ACO Registry as effectuating a binding and legally enforceable change in title. Among the things that need to happen to make this possible are:

1. Digital signature in public blockchain need to be recognized as legally binding.
2. An identity system needs to be adopted, it would associate individuals with a specific blockchain address (eID cards with biometry is one of the options).
3. Each government agency, participating in real estate transaction, should have a smart contract-based API (especially crucial for entities in charge of property taxes estimation and collection).
4. All records from real estate land registries should migrate to the blockchain.

3.2 SMART CONTRACTS PARTICIPANTS

Below is a list of the participants that need to be involved in the smart contracts:

1. Seller
2. Buyer
3. Notary or E-Notary or Government Validator
4. Broker (optional)
5. Real Estate Inspector (optional)

3.3 WORKFLOW

The workflow below gives a high level overview of how a P2P real estate transaction would work:

1. Seller lists a property in the ACO DApp.
2. Buyer finds a property in ACO DApp that matches his criteria.
3. Buyer submits an offer via smart contract to the registry subject to minimum legally compliant conditions (including specifying whether to include an inspection report).
4. Seller accepts an offer by signing it with their digital signature.
5. Intermediaries perform their actions (inspection and other requirements of the smart contract, provided by the buyer).
6. Once the conditions mentioned above are met a smart contract triggers the payment system for Buyer to pay in cryptocurrency (any currency can be supported).
7. Smart contract accepts the payment and transfer the ownership to the new owner on the ACO Registry once all terms and conditions are met.

As mentioned in (3), we are making the system modular and letting Buyers provide a number of conditions and inspection requirements. In such a circumstance, the third party involved in satisfying the conditions signs the smart contract with a digital signature.

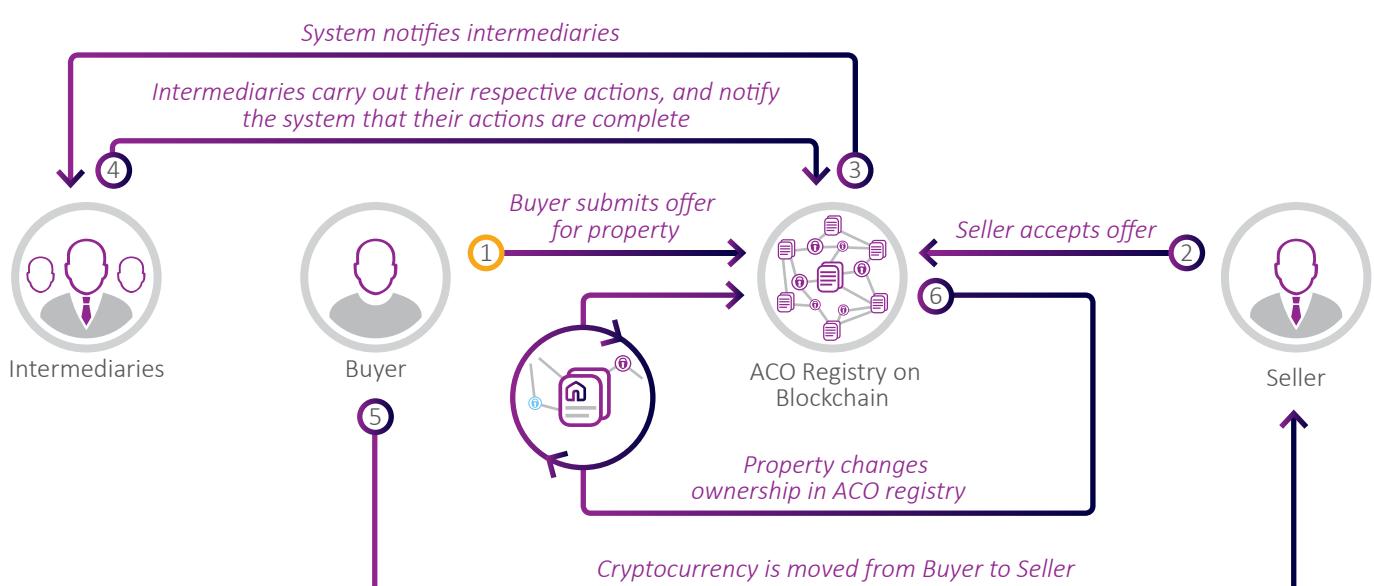


Figure 7. P2P Transactions in the ACO DApp

4. BUSINESS MODEL

ACO has a very simple and scalable business model. When a property is purchased on the ACO network, ACO takes a small percentage of the final purchase price. ACO charges real estate brokers per transaction for using ACO's technology and tools. Payment will initially be made in fiat currencies, and crypto currencies are plan to be added over time in the jurisdictions where it is possible to do so. With a \$340bn market size of all cross-border real estate acquisitions and dispositions trading annually,¹⁰ the addressable market for ACO is significant.

The percentage that ACO takes from the final purchase price can be smaller than the one currently charged by the existing intermediaries in the real estate disposition process. Future expansions of the platform plan to eliminate multiple intermediaries, which would progressively decrease transaction cost over time.

5. ACO TOKEN (ACO)

5.1 INTRODUCTION

The ACO tokens are designed to be used to unlock a smart contract for title transfer in the ACO Registry. ACO tokens are built on the ERC-20 token standard, which allows for simple integration into users wallets. The essential and obligatory steps for a real estate acquisition on ACO Registry includes the execution of the Deed Contract and Title Contract, which are necessary for the transfer of property title and the recording of the change of ownership. The ACO Registry, will require the use of ACOs to pay the associated “Registry Fees” to record these modification on blockchain.

Using ACOs in the ACO platform is intended to be simple and user friendly. Users would initiate the writing of new data to the ACO registry via ACO's interface, whether that data would result in the creation of new title, or transferring a title already recorded in the system.

As such, the use of ACOs will be necessary to access the services provided in the ACO platform, as it would act as:

- A uniform method of settlement for interacting with ACO Registry, which reduces time delays and independence from any particular fiat currency.
- A decentralized registry requires some barrier to entry to initiate transactions, otherwise the ACO network would be overloaded with unnecessary records. The usage of ACOs is crucial for the network in order to prevent spam. If requests to write new information to the network were free, attackers could repeatedly send faulty requests; this ‘blockchain bloat’ would prevent genuine requests from reaching validators in the network.

5.2 REGISTRY FEES

As defined in section 2.2.1, the following contracts will require fee payment:

- **Title contract** — for all operations, that require creation and updates of title records.
- **Deed contract** — for all operations, associated with creation and updates of deeds.

The company will develop a method to insure that the Registry fees remain within a reasonable range relative to comparable services priced in fiat.

5.3 TOKEN FLOW OVERVIEW

The specific flow of ACOs would be slightly different for users who already own ACOs than for those who do not at the time of the property purchase. The users who do not own ACOs have to buy them in the third party marketplaces in order to transact.

Below is a description of the basic flow of ACOs:

1. Once a Buyer has selected a property to buy, it will initiate the transaction via the ACO website/application.
2. As Buyer goes through the KYC process, an identity record will be created in Identity contract.
3. Buyer would then make a Reservation fee payment in fiat and pay the Registry Fees in ACOs (see section 5.2).
4. Records in the Deed and Title Contracts are intended to be unlocked and executed as the purchase process occurs.
5. The collected ACOs are intended to be distributed as per section 5.5.

5.4 ECONOMIC MODEL

The ACOs have a fixed supply of 1 Billion. The supply of 30% tokens will be issued at the beginning of the token sale. New tokens cannot be created and the existing ones cannot be destroyed. Therefore, as demand rises, there is no corollary increase in supply.

5.5 TOKEN ECONOMIC AND ALLOCATION

Token Name	: ACO Coin
Token Type	: Utility Token
Token Supply	: 1,000,000,000 ACO Coins
ICO Soft Cap	: Already Achieved
ICO Hard Cap	: US\$ 300,000,000
Launch Price	: US\$ 2,00
Private Sales	: 200,000,000 ACO Coins
Public Sales	: 100,000,000 ACO Coins

30% of total supply of 1 Billion ACO Tokens will be available to the market, inclusive of private sales and public sales.

- 10% of all tokens will be set aside as reserves to be used at a later date
- 10% of all tokens are to reward the advisors
- 15% of all tokens are reserved for management team
- 35% of all tokens are pre-sold to seed investors



6. CONCLUSION

ACO's vision is to ultimately enable a global real estate market with a unified real-time purchase interface and a decentralized title registry. It is being designed to allow real estate assets to become more liquid while providing users with greater control over the transaction process. To achieve that goal, ACO intends to further the development of a new ecosystem of token holders, brokers, governments and end users incentivized to support the transition to a seamless, secure, and globally recognized real estate transaction network.

ACO expects that if it succeeds in carrying out its vision the following will occur:

- It is anticipated that brokers and real estate corporations will progressively start using the ACO platform to access foreign buyers in an easier way and to be able close transactions nearly instantly and securely online.
- Governmental entities, notaries and title companies need a system to transfer data among each other and combat fraud and, in some cases, corruption in global real estate markets. ACO proposes that governments could use the ACO platform to improve the transparency of local real estate markets and therefore improved attractiveness for foreign investors.
- Finally, most importantly, the consumers — buyers and sellers — will be able to buy and sell real estate assets faster, cheaper, and more securely.