

## Assumptions and Notes

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<b>Start:</b>	1-Jan-2020
<b>Year 1</b>	1-Jan-2020 31-Dec-2020
<b>Year 2</b>	1-Jan-2021 31-Dec-2021
<b>Year 3</b>	1-Jan-2022 31-Dec-2022
<b>Year 4</b>	1-Jan-2023 31-Dec-2023
<b>Year 5</b>	1-Jan-2024 31-Dec-2024

### Customers:

*User growth:* Annual growth in the number of users

*Coinweb:* These are users that sign up directly under Coinweb to transact in XCO or use the DEX.

*Launchpad companies:* Existing companies that are integrating Coinweb through the 360 accelerator.

*Launchpad users:* Users converted from the user base of 360 companies

*STAC:* Security token accelerator customers

*UTAC:* Utility token accelerator customer

*3rd party users* Users of third party projects that are not part of the 360 accelerator

### Services:

*Launchpad Advisory:* All the advisory fees for the 360 Accelerator will be paid in XCO.

*Custody:* Custody fee on security tokens, charged at 0.25% annually.

*Domain reg:* dsDNS top level names.

*Sub domain reg:* dsDNS sub level names.

*Send token:* Average bytes per transaction is estimated at 250. At an average mining cost of \$0.0003 pr byte the average mining cost is \$0.075. End users pay for broadcasting messages in XCO. Before discount, 50% of the end user transaction cost is paid in mining fees and 50% is paid to the broadcaster. In most cases there will still be huge discounts for the end-user, as the broadcaster performs several optimization operations on the messages before broadcasting to the underlying chain as well as provides the possibility to choose a chain with low fees.

*Dex Trade:* Trading on the decentralised exchange involves writing to underlying chains as well as order matching and execution.

*Token issuance:* dsName owners can issue tokens under their name. Token issuance requires payment of mining fees to the underlying chain with the same cost as for sending a token.

*dsContract deployment:* Requires the smart contract code to be written into the underlying chains. An average size of 2000 bytes is estimated per smart contract.

*Smart contract run:* Execution of dsContract smart contracts requires writing to the underlying chain as well as execution of code at the nodes. Writing to the underlying chains is charged at the same rate as a token send. The execution of the code is charged pr op\_code executed.

*Escrow:* Escrow/bets includes writing to the underlying chains and require payment of mining fees at the same rate and amount as a token send.

*Auctions:* Auctions includes writing to the underlying chains and require payment of mining fees at the same rate and amount as a token send.

*Cost/byte:* For October 2018, the Bitcoin transaction fee has been between 6 to 25 satoshi pr byte. 0.00038 to 0.00157 USD pr byte. This is a low fee level. The cost pr byte also assumes writing to other underlying chains with lower mining fees (eg. Litecoin< \$0.0001 per byte) . A platform average of 0.0003 USD pr byte reflects the average transaction cost of the mining fees of the underlying chain.

**Revenue/Gross Profit:**

Note these sheets show the USD value of services we sell, but we receive XCO for these; for actual cash flow, check the Balance sheet

*Transaction fee discount:* Initially, Coinweb will discount the transaction fees to increase attractiveness of the platform to users and developers. This will help jump start the network effect

**Team:**

The team sheet lists the non-development (non-programming) resources and costs.  
GandO = General and Overhead.

**Engineering:**

The Engineering sheet lists the development headcount and costs

**Expenses:**

Most of the fields are self explanatory, however some fields are explained in more detail here:

*Launchpad* Seed investments. As part of the 360 accelerator program, Coinweb will seed fund the best projects to launch on the platform.

**Not accounted for**

**moving, equipment expenses**

**taxes/audits/fees**

etc