



KUORA INDUSTRIAL INTERCONNECT

**The Most Leading Industrial Technology Service Platform in China**

**Industrial version of “Zhihu” + “UPWORK”**

# About Us

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## Profile



Established in 2018, the most advanced industrial technology service platform in China.



More than 100,000 industrial technical users; more than 1,000 technical experts onboard.

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## Competitiveness



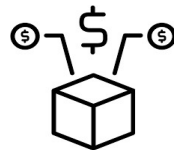
Awarded national high-tech software enterprise and software product enterprise, with 18 copyrights and ownership of 4 trademarks.



C-to-B, B-to-C, C-to-C, Industrial Internet + technology platform + expert service; Comprehensive business flow and value chain.

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## Growth



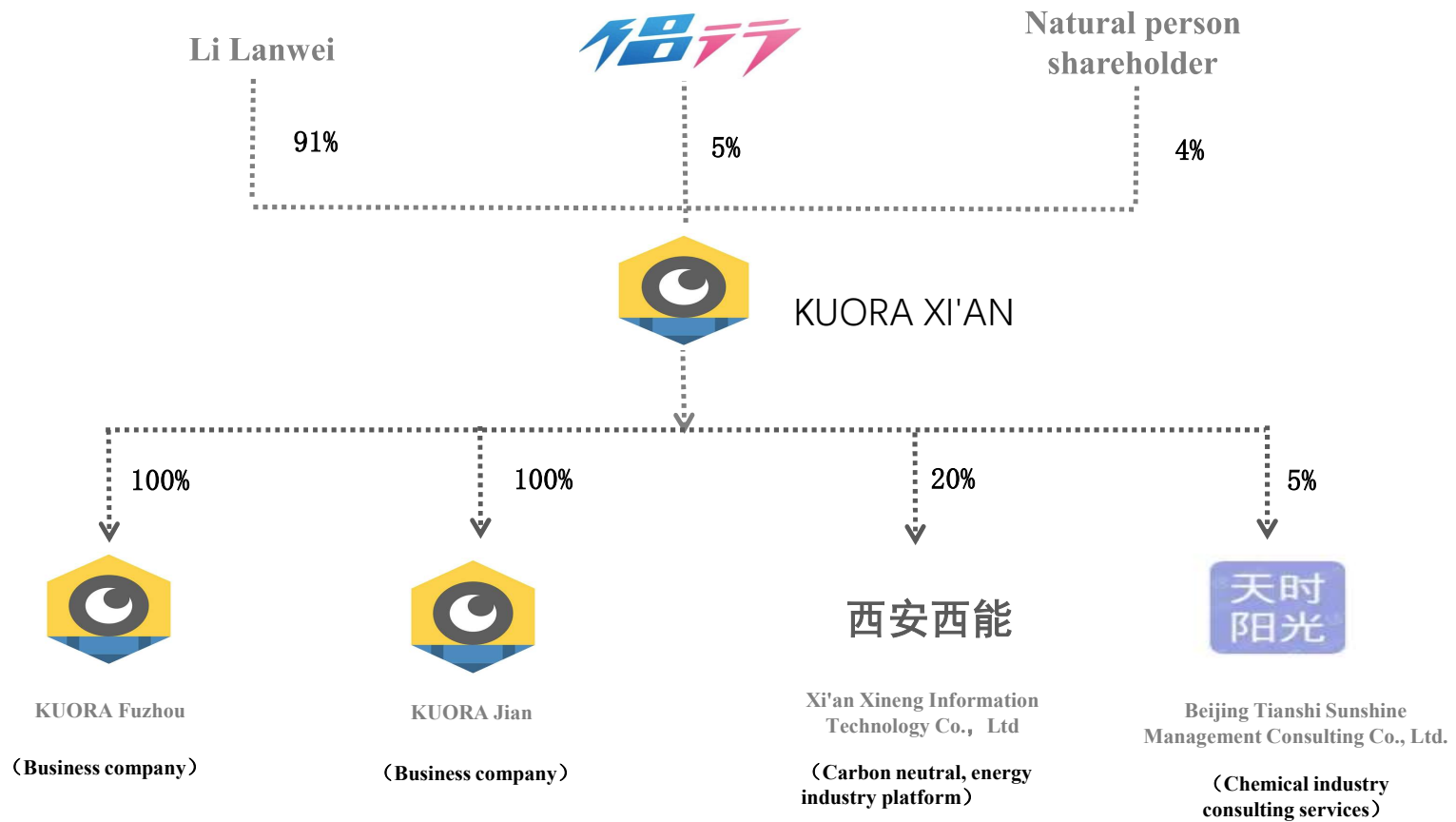
Strong support on the development of platform economy at the national level.



China has an industrial population of 2.3 million, the industrial output is more than 30% of the world, and the industrial technical services market is USD 1.54 billion, growing at 25% a year.

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# Corporate Structure



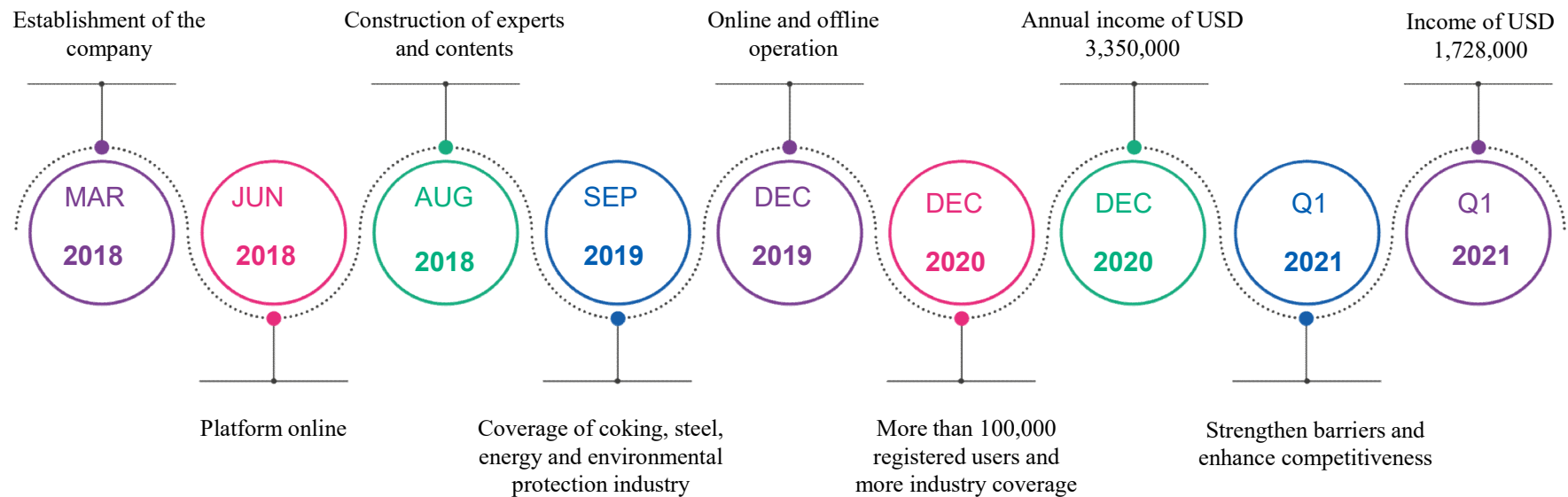
# Business Model



- Matching for experts, information and answers to solve problems on the spot;
- Solve problems promptly, accurately and effectively;
- Important optimization and supplement to the traditional model on problem solving;

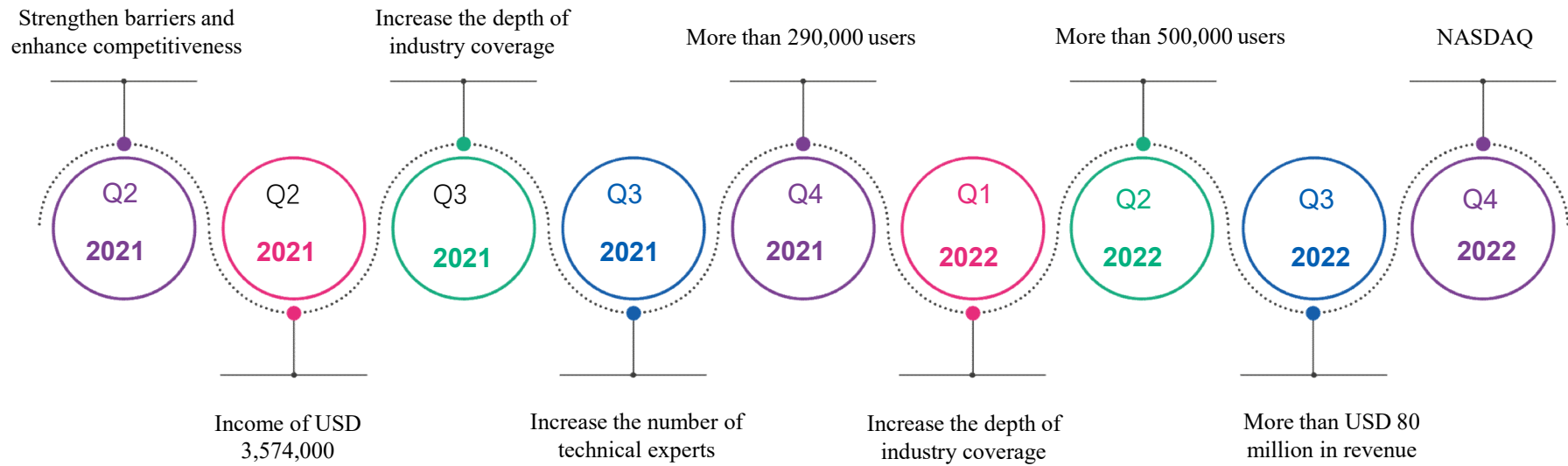
# Corporate Milestone

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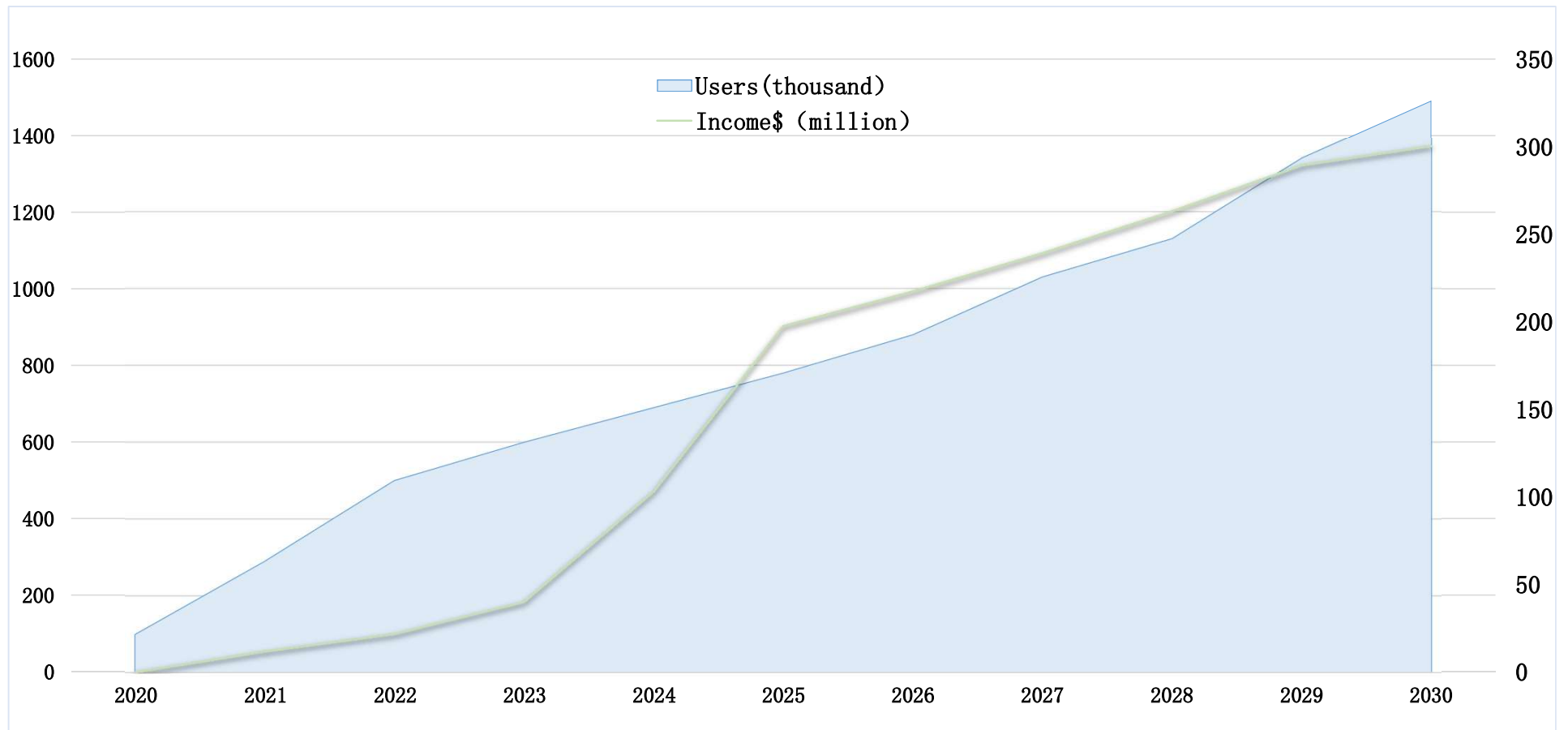
# Corporate Outlook

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# Revenue & User Planning

## 2020-2030



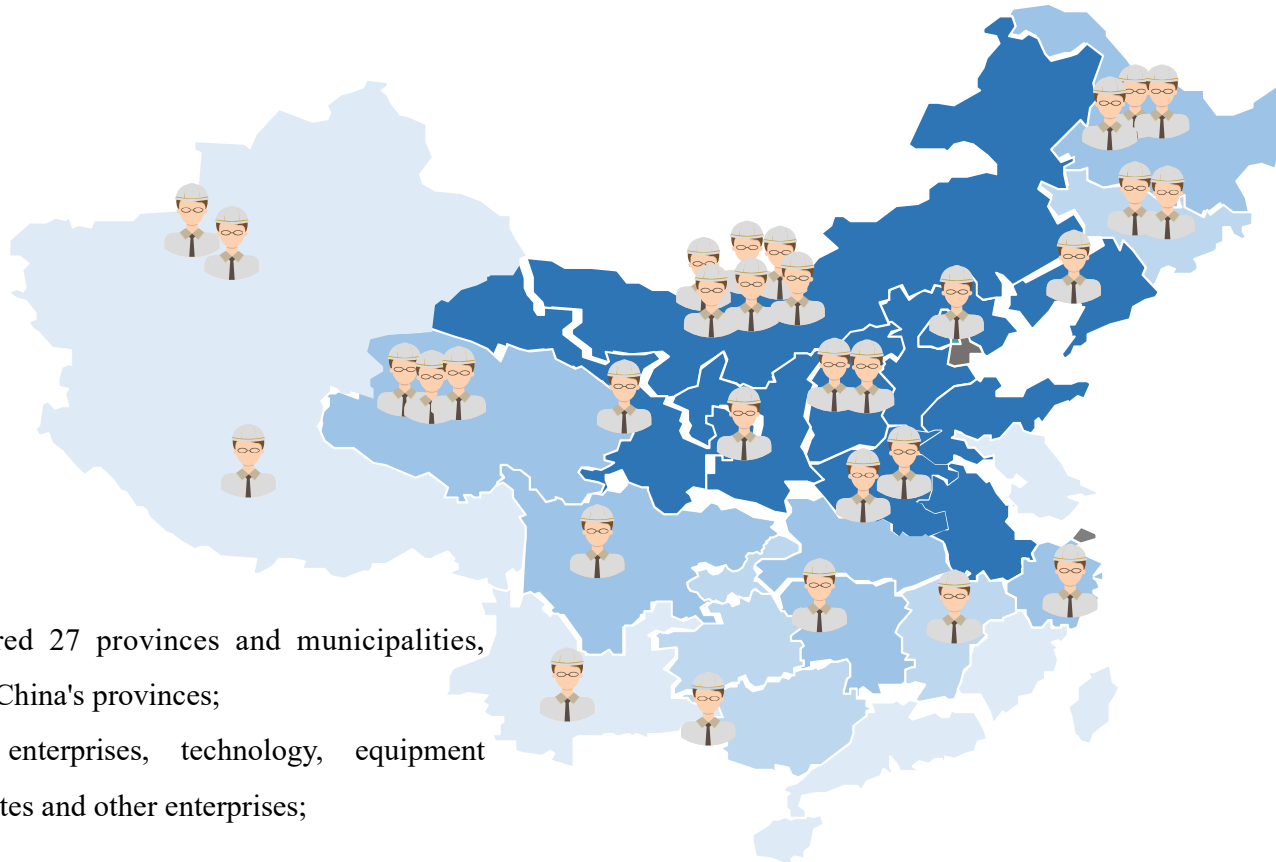
# Business Plan

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|                  | 2020          | 2021               | 2022                | 2023                | 2024                 |
|------------------|---------------|--------------------|---------------------|---------------------|----------------------|
| Income           | USD 3,350,000 | USD 7 - 12 million | USD 12 - 22 million | USD 22 - 40 million | USD 40 - 100 million |
| Users            | 100,000       | 150,000 - 290,000  | 230,000 - 500,000   | 280,000 - 600,000   | 350,000 - 690,000    |
| Financing amount | 0             | USD 3.5 million    | USD 5 million       | /                   | /                    |

## Business Coverage

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- ◆ The business has covered 27 provinces and municipalities, accounting for 79.4% of China's provinces;
- ◆ Used by production enterprises, technology, equipment companies, design institutes and other enterprises;

# Team Introduction

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## Li Lanwei, CEO

- Xi 'an Jiaotong University EMBA;
- Former China Recycling Energy Co., Ltd., **NASDAQ: CREG**, **Director** and COO;
- Nearly 20 years of experience in marketing, technology, management and operation of industrial industry;
- National first-class athlete (mountaineering);



## Zhang Binglin, Chief Engineer

- Senior engineer;
- Worked at Shandong Iron and Steel Group, Director of Production Technology, rich experience in production, management and operation;
- Second Prize of National Science and Technology Progress;



## David Chong, Consulting CFO

- Singaporean, ACCA Professional Accounting;
- Former NASDAQ: CREG. CFO; Senior Auditor of R CHAN & CO;
- Led the listing of several companies;



## Co-founder of Huanyu Industrial

- Founded by global explorer Zhang Xinyu and Liang Hong; produced To Be Companion and rich media resources;
- Fly around the world in a home-made plane;

# Senior Advisory Team

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**Yang Wenbiao, Senior Advisor**

- Professor-level senior engineer;
- Former Secretary General of China Coking Industry Association;
- The chief expert of the expert committee;
- ;Member of the emergency expert group of the Ministry of Environmental Protection;



**Sun Xiaoliang, Senior Advisor**

- Standing Secretary General, Energy Saving Service Industry Committee, China Energy Conservation Association;
- The National Energy Administration comprehensive energy services standardization working group member;
- Engaged in the cause of energy saving and emission reduction for many years, committed to development of contract energy management and energy saving service industry;



**Zhang Tiansi , Senior Advisor**

- Majoring in environmental protection from North China Electric Power University, MBA from Shaanxi Normal University;
- Formerly head of sales department of Huadian Water Engineering Co.;
- Strengthened his experience in marketing and management in industrial and environmental protection field for 10 years;



**Liao Yushen, Senior Advisor**

- BA (Hons), Business and Finance, National University of Singapore;
- Chongqing international institute, Co-founder of Nanyang Technological University in Singapore.
- Knightage of Malta.

## Comparatives

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| Enterprises | Revenue       | Market value           | Remark                                                            |
|-------------|---------------|------------------------|-------------------------------------------------------------------|
| Fiverr      | 189.5 million | 5,992 million          | Digital freelancer service platform                               |
| Upwork      | 371 million   | 5,303 million          | Comprehensive human resource service platform                     |
| ZH          | 210 million   | 4,576 million          | Chinese online content community                                  |
| KUORA       | 12 million    | 200 million (estimate) | The most advanced industrial technology service platform in China |

## Financing Plan

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| Purpose                  | Amount          | Remarks                        |
|--------------------------|-----------------|--------------------------------|
| Business development     | USD 2.6 million | Add 500, 000 new users         |
| Research and development | USD 0.7 million | Platform technology upgrading  |
| Management               | USD 0.2 million | Office and talents acquisition |
| Total                    | USD 3.5 million |                                |

- If there is no financing, there will be USD 7 million income in 2021;
- Business development mainly includes potential strategic equity investment, acquisition of businesses, and user growth, etc.;

# Strategic Cooperation

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## Vision

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Technology empowers industries



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