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RISING STAR CHRISTOPHER OBEREDER



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RISING

Christopher Obereder is a serial entrepreneur with a Midas touch. He programmed his first website at the age of 13 and started his first company less than three years later. Now, just 27 years old, the Munichborn tech prodigy is already something of a household name among celebs and founders in Silicon Valley. He joined the blockchain space in 2017 and within a year became one of the key figures in the European tech scene. He currently leads marketing for Coin Stats, the largest cryptocurrency app, and is an international speaker, appearing at more than 25 of the leading blockchain events around the world.



Entrepreneur in Focus

Christopher Obereder's journey as an entrepreneur began early. He got his first start delivering newspapers every week in his little hometown when he was only twelve. After a tough winter distributing newspapers in the cold, he made a move to warmer work, and got a job selling golf clubs during the summer.

"I know how to get apps into the top charts with relatively low costs, and this opened a lot of doors in Silicon Valley"

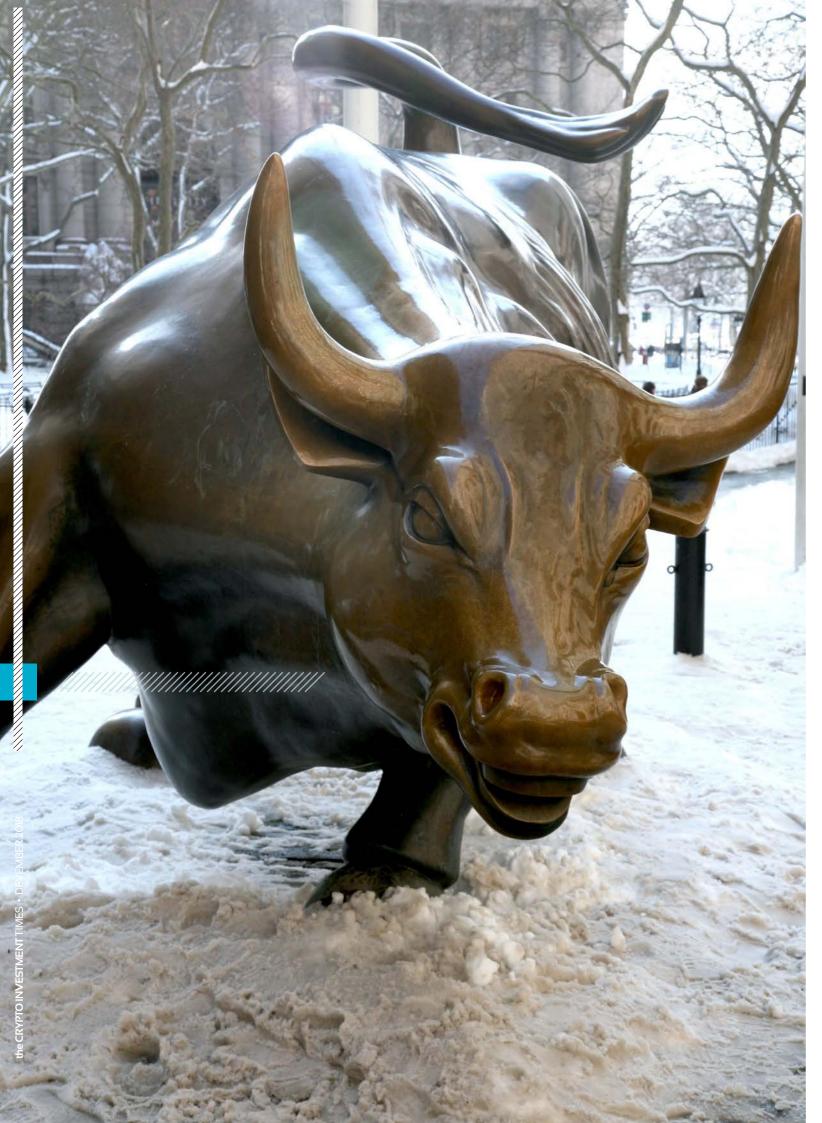
Building for

Shortly after, Christopher became fascinated with the tech space when a good friend began learning programming. He started building websites and Facebook fan pages when he was 13, and a few of these fan pages went viral. Soon he was managing and interacting with more than 25 million Facebook fans.

App and gaming companies took notice and approached Christopher to help move their products up the app store charts. "When people started approaching me to promote their games, I knew that one day I wanted to launch my own game," Christopher said.

During his time at university he was able to launch several wildly popular games including Psych, Okay?, and as a result, began working with some of the largest influencers in social media. Big names like Snoop Dogg, Chris Brown, Skrillex, King Bach and others promoted his products, and his game Steve - The Jumping Dinosaur was later acquired by Genera Games.

So, after finishing university, Christopher decided to move to Silicon Valley. "This was one of my best decisions ever, I am so happy that I packed my bags and jumped on that plane," he said.





with the marketing teams of some of the world's leading tech firms. It wasn't long before his colleagues were calling him the "social media black magic artist."

"I know how to get apps into the top charts with relatively low costs, and this opened a lot of doors in Silicon Valley," Christopher explained. Many of the largest tech startups sought him out to promote their apps, and his work eventually landed him on the prestigious Forbes "30 under 30" list in 2017, after which he moved back to Germany.

Back home in Germany, Christopher started to become curious about the crypto space and was eager to learn more about it. Luckily, he entered the game early, and was able to connect with many crypto legends, including Roger Ver and John McAfee. He helped with several well-known initial coin offerings, and then began marketing one of the largest crypto apps, called Coin Stats.

Once there, he landed roles Christopher was able to build one of the largest crypto influencer networks in the space and this gave him the necessary reach to launch more successful projects. "I was always very interested in the blockchain space and its implications. When I saw that there wasn't anyone doing influencer marketing in the crypto space in mid-2017, I started talking to all the major players and this was the perfect opportunity to enter the market." Now he works with more than 150 of the largest crypto influencers in the world and his sphere of influence extends to millions of people interested in crypto technology.

> His app Coin Stats became one of the top 3 crypto apps on the market, and tracks more than \$5 billion in crypto today, with more than 400,000 monthly users and 18,000 paying customers. "I am very proud to be part of this success story and I am excited to see what comes next."

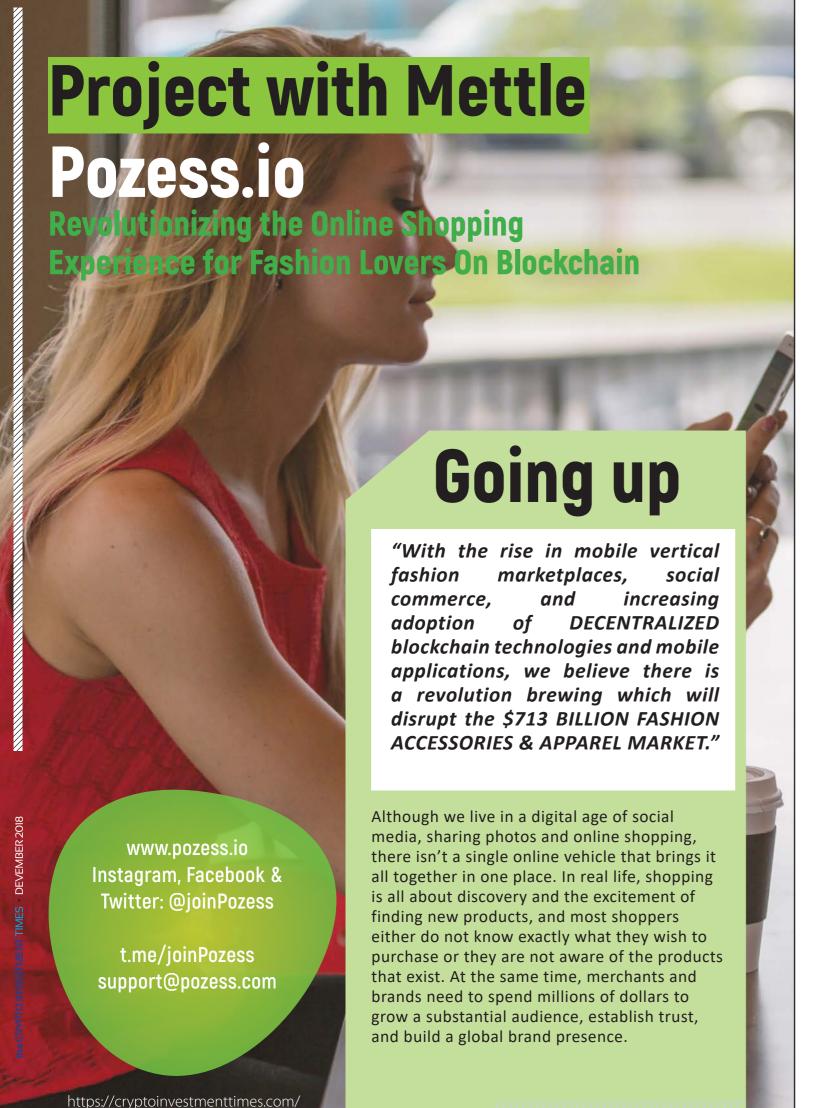








In his most recent pursuit as an international speaker on the blockchain circuit, Christopher speaks at the largest tech and crypto events around the world. "I want to inspire young tech entrepreneurs to live their dreams and follow their passion."



Pozess.io in Live Sale NOW!

Pozess launched its ICO Private Sale in December 2018 with a 50% token bonus for investors. The Pre-ICO Sale will go live on March 1st, 2019 and will end on March 31st, 2019 with a 25% bonus. During the ICO, from April 1st to June 30th, 2019, bonuses will gradually decrease from 20% to 5%. Total of 1.175 Billion PZS Tokens will be available, out of which only 740 Million tokens will be available for crowdsale (private/presale/ICO). No more tokens will be created and those unsold will be burned.

To ensure full transparency, the Pozess team has shared its alpha version with their users which can be accessed at alpha.pozess.com

Disrupting Marketplaces

Pozess is a groundbreaking marketplace that combines content curation, social sharing and digital marketing into an application dedicated to shopping and selling fashion and lifestyle products.

With a UX that delivers a more seamless customer journey than legacy apps like Pinterest and Instagram, the web and mobile application is dedicated to sharing photos and videos of luxury fashion and lifestyle goods, and instantly connects consumers with verified merchants that they invite to sell on the platform.



Unlike several digital offerings currently available that lack real substance, the POZESS Token

Generation Event is an offering that is not built on just an idea or concept, but based on a functional product with a well thought out business plan and backed by an experienced team that has spent the past 3 years in market research, developing an MVP, building a user community and getting user feedback.

However, unlike typical social media channels, Pozess was built to combine social sharing with online shopping into what Pozess is calling "social shopping". The core mission of Pozess is to share the value created by the ecosystem and community. Central to this and to their tokenization offerings is gamification of the overall experience and the crypto token (PZS) rewards that users receive for taking part in network-building activities such as liking, sharing, and commenting on photos.

The PZS coin can be used to purchase goods and services within the platform. The token reward system coupled with the utility of the token allows consumers, and businesses to create a self-sustaining transactional value system.

At its core, Pozess is a full service marketplace that provides automatic storefront creation, international shipping, ease of listing, promotion tools, automated smart contract based payment process, omni-channel marketing and verified reviews making it attractive to businesses.

Naomi spearheads the marketing, growth strategy and execution in her role as CMO at Pozess. She is an entrepreneur with a background in marketing strategy, product branding, and consumer experience. She currently sits on the board of a non-profit modern dance company in New York City and works with the owner to ensure all branding is aligned with the owner's vision. Naomi believes that what the Pozess team has created is extraordinary and she is excited to be a part of something revolutionary while growing the Pozess brand into a household name. She has jumped into her role as CMO with fervor, bringing new ideas and marketing experience to the team, with a clear goal of developing the voice of Pozess and establishing a true brand identity. Naomi oversees creative execution, social media and digital strategy, copywriting, and PR, among other things.

In an effort to give back for what she believes is her good fortune in life, Naomi volunteers for the Big Brothers Big Sisters of New York organization, and has enjoyed every moment of being the "big" and mentor to a sweet twelve year old girl.

POZESS. I



Project with Mettle: Pozess

Christian Herrero Co-Founder & CSO, Pozess

As the Chief Strategy Officer and Co-Founder of Pozess, Christian plays a leadership role in all aspects of the business, with a special focus on strategic partnerships, International Growth, and finance, from company financial leadership to external fundraising. He has a proven executive management track record and over 20 years of experience growing companies and leading their International expansion, driving sales growth in the technology industry. Christian founded two companies focused in the Solar Energy Industry in Developing countries mainly in Africa.

He was the EMEA & ROW CEO of Solfocus Inc, a venture backed solar energy, company based in Mountainview, CA. As an International Managing Director of Leading top five Spanish Solar Energy Manufacturer ISOFOTON, he was instrumental in growing the company from being a \$10 million revenue company to a company in 2008 with >600 million in Revenue. He earned his Bachelor of Science (Bsc with Honours) with Honours in Technology Management at Oxford Brookes University whose Advanced Management Programme at #1 rated by Financial Times Business School IESE. He speaks 3 languages and has taught many years students at the lacocca Institute from Lehigh University.



Richard Shibi Pozess Advisor, Pozess

Richard Shibi has more than 15 years of experience in the IT industry. He has served as a senior management consultant and a regional account executive for IT projects deployed at global scale in the Telecommunication industry (North America, Europe, Russia, Middle East, China & South Africa). Richard is currently studying MBA at Imperial Collage Business School in London, running a Blockchain consultancy start-up in Europe, serving as a Blockchain Innovation Director for the Swiss company Aryxe Group, and is as a board member and Blockchain Consultant for several startups around the world

Richard's main focus currently is to help entrepreneurs from the Technology sector to run a successful start-up, from the point of registering a legal entity, all the way to rolling out a successful product or a service. Richard's past experience and vast network is a priceless asset to any entrepreneur who is seeking a mentor to make a measurable difference for their startup





Chai Shephard

ICO Advisor, Pozess

Chai has a background in management and UI design / Front-end development, an Entrepreneur, Blockchain and AI enthusiast. With his solid technological background and strong business connections he leads the IT and development projects of PLAAK.

Chai was an early Crypto Currency investor and has a vast amount of academic and business connections. Chai is heavily involved with building business relationships internationally with key contacts to decision makers.

He once said to change the world you need and idea, to create they idea you need a team, to gather that team you need to be connected. Chai is connected to several investor groups worldwide.

Between social and traditional commerce, huge void that no one is filling today.

No app, website, or platform helps consumers discover fashion & lifestyles inspirations driven by their tastes and choices while tapping the power of social media behavior to automate the process of connecting merchants with consumers, which is the most effective way brands can find their audience.



He also holds the Chartered Professional Accountant, Chartered Accountant, Certified Management Accountant, and Chartered Investment Manager designations. Aly holds a Master of Global Affairs as a Schwarzman Scholar from Tsinghua University, a Master of **Business Administration from** INSEAD (Singapore and France), and a Bachelor of Commerce with Distinction from the University of Toronto.

Aly Madhavji is the Managing Partner at Blockchain Founders Fund, Senior Investment Advisor to BitBlock Capital and Fiat Capital Fund, and a Co-Founder and the Former CEO of a digital currency exchange. He is also an avid investor in early stage companies, digital currencies, and Initial Coin Offerings (ICOs). He has served on various token advisory boards including Polymath, Hurify, Cryptyk and traditional advisory roles including the University of Toronto's Governing Council.

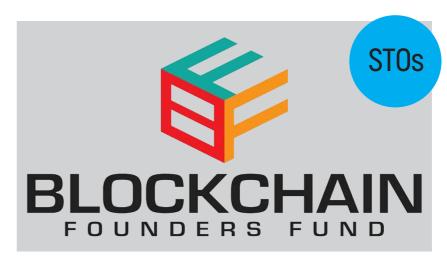
He currently consults organizations such as the United Nations (UN) on FinTech and Blockchain solutions to help alleviate poverty, support business ecosystems, increase financial inclusion, and improve society at large. He is an internationally acclaimed author, publishing three books, including the award-winning.

at large. He is an internationally acclaimed author, publishing three books, including the award-winning book titled, "Your Guide to Succeed in University", as part of the Succeed Series. Aly was previously a Consultant focused on corporate turnarounds and worked on strategy for PayPal and INSEAD. He has lived and worked across 4 continents (North/ South America, Europe, and Asia) with PwC, PayPal, Microsoft, Bloomberg, and INSEAD.

https://www.linkedin.com/in/alymadhavji/

Twitter: @BlockchainFF Twitter: @aly madhavji

Aly Madhavji



Are STO's the Future?

Types of Security Tokens

Company Securitization

Asset (short-term or long-term) Securitization

The hot topic right now is Security Tokens. Everyone keeps asking if security tokens will revolutionize the world of finance?

The answer is yes, as inevitably technology will win. However, it will take time and it will be a long and bumpy

What is the main difference between a utility token and a security token?

Now, the majority of utility tokens only need to follow legislation in the country where they are issued. Security tokens, however, face much more complexity. They must follow legislation in each jurisdiction they intend to raise capital and their issuing country. This will generally limit access to accredited investors.



Knight in focus Aly Madhavji



How will this impact accredited and non-accredited investors?

Although secondary trading would be open to accredited investors, non-accredited investors will likely need to navigate a variety of jurisdictional nuance. Moreover, even accredited investors may be subject to an initial holding period.

What are the main securities categories for tokenization?

- 1. Company Securitization
- 2. Asset(short-term or long-term) Securitization
- 3. Debt Securitization

How could these be securitized in practice?

Company securitization would include equity (as a share class, or common, or preferred stock), revenue, profit, and dividends from retained earnings. Short-term asset securitization would include short-term investments, accounts receivable, prepaid expenses, short-term futures,

and inventory. Long-term asset securitization would include futures, physical property, plant, and equipment including real estate, machinery, vehicles, etc. Debt securitization would include securitizing corporate debt, government bonds and debentures, and other debt instruments.



Are STO's the Future?

What are some of the major benefits with security tokens?

A unique intrinsic benefit of security tokens is their fundraising economies-of-scale. As more entities launch security tokens in a particular jurisdiction, the reporting, administration, and legal processes become more streamlined. Fractional ownership of company, asset, or debt securitization, can increase the accessibility of these products to a much larger group of investors, who would benefit from increased diversification.

Additional benefits include: increased liquidity and accessibility through new security token exchanges; potential to eliminate brokers, leading to reduced trading costs; and initially a higher security token valuation given the attractiveness of this new frontier-based fundraising mechanism. In terms of externalities, wide-adoption of security tokens could lead to increased transparency and traceability which could in turn combat issues such as insider trading.

What are some of the major challenges facing security tokens?

Challenges facing security tokens can be categorized in one of three ways: people challenges, market challenges, and process challenges. In terms of people, there is a shortage of leadership within the securities exchange space, which needs reputable first movers to establish credibility and fuel growth in different jurisdictions.

From a market perspective, there is poor or no liquidity on existing exchanges given the lack of reporting, due diligence, and audits on these instruments. There are also unjustifiably inflated security token valuations. Finally, from a process perspective, it is complex and expensive to launch and fundraise for security tokens.

What are some potential major developments to look for in 2019?

There are already promising signs that security token protocols and exchanges will undergo major developments during 2019. The JOBS Act crowdfunding legislation in the United States, in particular, could be one of the catalysts for the growth of security tokens. This would allow non-accredited investors would be able to invest into security tokens up to a threshold. If investors take advantage of this moment, the market could realize many of the benefits previously detailed.







Kaustuva Mukherjee

Founder & CEO Pozess

As Chief Executive
Officer Kaustuva
is responsible for
executing the vision
of Pozess to build
an international
marketplace for social
shoppers and fashion
retailers from all over
the world. Kaustuva
has put together
a team of highly



profile companies like Citigroup, Ernst & Young in senior leadership positions. During this period he was instrumental in building large scalable platforms in Big Data, Analytics and Cloud.

experienced professionals to achieve an important goal - to be the leader in cryptocurrency-based social commerce.

To accomplish this goal, he has invested his time, money and resources in building a platform before he reached out to investors. His role is to build partnerships and forge strategic relationships with key stakeholders and businesses to make Pozess a global success.

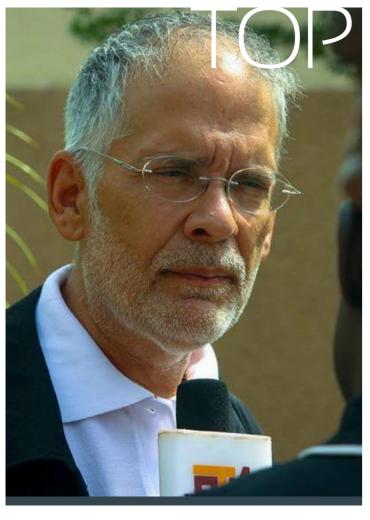
Experience

Kaustuva has over 30 years of experience as a technology and marketing expert in several high

His leadership led the way to build a high quality team and create Pozess, a global platform using blockchain technology to connect the social media community with the world of fashion merchants via content curation.

Education

Kaustuva graduated from National Institute of Technology a leading school for technology and engineering. He has spent over 30 years in various leadership positions and has built Pozess- the world's first socially curated marketplace for fashion and lifestyle on Blockchain.



OPKNIGHTS

Daniel Steeves

https://www.linkedin.com/in/danielsteeves/

CEO at Steeves Solution & Chief Strategy Officer at dGram.io

Board Advisor to: Sun Trust Bank, VoguePay, Domineum, 7Star Global Hangar, SyncoChain, AfriMart

ICO Expert and advisor at: ICOBench, IDACB, TokenMatch, IdeaGist

Author including: Wiley's 'The FinTech Circl, CIO Magazine, the Economist, ICOCrowd

Speaker and Panellist including: TEDx, CASS Business School and the IIT

A multidisciplinary consultant and entrepreneur Daniel applies his 35 plus years of international cross-sector cross-industry experience in North America, the UK, the EU, Nigeria and India to deliver clear targets: to enable, strengthen and scale his fintech, blockchain and emerging technology clients.

A Canadian currently based in Germany, Daniel works to ensure the alignment and viability of their propositions, products and positioning with their business models, targets, token/coin models, whitepapers and ICOs, from the points of view and value perceptions of their supply and value chains - their consumers, partners and investors.

Quentin Herbrecht

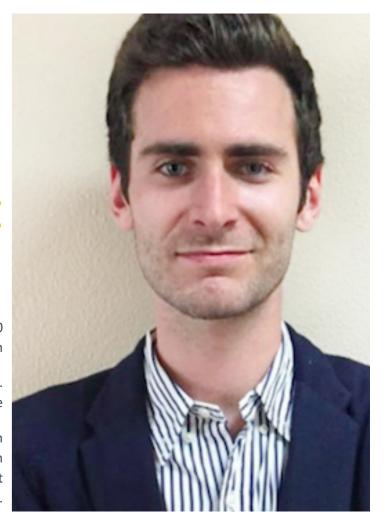
https://www.linkedin.com/in/quentin-herbrecht-5a0a9612b/

Advisor Top 1 France & Top 50 +2`0k Twitter; +8k Linkedin

Expert : Blockchain, STO,ICO & marketing campaign.

Bordeaux, France

Quentin is graduated with a double master's degree in business management & international trade; + MBA in international purchasing & supply chain management at La Rochelle Business School.



With several years of experience in the purchasing sector, project management, business & analysis development among leading companies such as Coca-Cola and Saint-Gobain, Quentin is now totally dedicated in ICO consulting. He advises about ten projects on a daily basis on their development and especially on marketing, growth hacking, PR and social network exposure.

Quentin and his team has been developing a new blockchain media website for months now to offer a completely new concept which will be available in a few days.

Influencer and connector in the blockchain sector, Quentin has 20,000 followers on twitter and more than 8,000 professional connections on Linkedin.



hottest tech trends in Silicon Valley or very young and trying to innovate in a country as First, let me briefly describe what BitSong is all hard to deal with as Italy, which, in fact, is the case of one of the team behind one of the most successful projects that I myself have helped BitSong is a music platform wanting to BitSong.

cryptocurrency industry, stories that come to mind include the Telegram Initial Coin Offering ridiculous "scam" projects that have fooled so many. All these stories are proof that the notion to 90% of the profits invested by the advertiser. that you just have to say "blockchain" and money and success will follow is clearly a misconception. In addition to that, the user will be paid in Of course, ICOs run into problems, and as ICOs, I have gained enough experience to say that there are some traits which are necessary for success. BitSong perfectly embodies all of performance still today, having raised to this day about 65% of their hard cap of 7,000 ETH

launch with an ICO in the cryptocurrency sector: bring music streaming on the newest blockchain technology, eliminating all sorts of intermediation – financial, as well - between Nowadays, when thinking about the the artists and the users. In fact, the artists will be able to produce songs in which an advertiser can attach advertisements, and (ICO) collecting over a billion dollars, the ICOs the users will be able to access the contents narrowing the funding gap with IPOs and those from any device. For each advertisement listened, the artist and the listener will get up

Bitcoin for what is called "User Attention", someone who has helped launch more than 20 i.e., the time spent by the user on the BitSong platform. Remuneration of "User Attention" is central, as a behavioral incentive for the user, thus allowing the producer to receive earnings them, thus experiencing a sky-rocketing growth in real time and the advertiser to optimize ROMI performance after analyzing reports of the campaign.

Now, I would like to explain, using BitSong as an example, those traits that I was talking about above, which really make the difference and are the ingredients for a wellexecuted ICO.

1. Core team members who hustle

If cashing-in on the hype surrounding your ICO is all you care about, no amount of marketing is going to help your business in the long run, even if you have experts like Giovanni Casagrande and I in your advisory board. What really disturbs me is seeing founders who could potentially launch great companies, but don't realize how much effort goes into actually starting an ICO.

Team members must hustle and the whole BitSong team knew that well, from the beginning! In particular, since they are the founders and somewhat the public face of the company, Angelo Recca and Rosario Ticli have been taking hustling very seriously and become involved with a lot of social interaction, networking and travel, all along.

2. Engaging with the blockchain community

In blockchain, your users aren't just your customers or your content creators -- they're the bedrock of your entire platform. BitSong did not just build up this user community, but, in order to do that, the team and its advisors very seriously respected and engaged with the existing blockchain community. We all are conscious of the fact that mainstream blockchain adoption will be a trend in the next years, but it is going to show up first in networks already embraced by blockchain natives (e.g., Bitcoin), and that is exactly why I helped BitSong develop one of those networks.

3. Taking tokenomics seriously

Tokenomics -- the distribution of a token within the ecosystem of an ICO project -- is crucial. An improperly designed tokenomics plan could bring to centralized power concentrations evolving in your platform, or to the anger and disillusionment of a group of early token purchasers who saw their token value get diluted due to a poorly thought-through bounty program or airdrop.

I will not pretend to believe that there is a solid onesize-fits-all strategy in token model architecture, and that strategy is the one that BitSong adopted, but I must say that their success is still to this day sustainable and did not die with the ICO hype, which has recently strictly dropped, thanks to a strong token economy, which was able to support the BitSong project even to the eyes of the most skeptical investors.

4. Putting the necessary effort into the white paper

I cannot help to mention that your white paper needs to look professional, since it is one of the most important contact points with investors and token purchasers. BitSong is proof of this correlation. In fact, the team chose the best experts to come up with a very essential but captivating white paper, using

clear writing and no filler, thus making the innovative idea shine through every and each one of its pages.

5. Taking thought leadership seriously

The collective cypher-punk ethos that brought to the birth of blockchain itself remains alive, and that is why in this young and continuously evolving world, new ideas and ambitious thinking are practically prerequisites for getting into the business. The BitSong project, though, did not just embrace originality for originality's sake, but has demonstrated to the community that it is the result of a process of hard thought about the direction of the overall industry and, strategically speaking, about what it is that the project itself offers to the market that can be valued as genuinely new.

Of course, BitSong is just an example - let me say, the best success case that I have witnessed so far – but I really recommend you all to take a look at how fast this group of young Italians are changing the music streaming industry, and to carefully analyze their project, especially if you are about to launch your own ICO. As an active advisor, I can state that, no matter the adverse selection mechanism that has emerged in the ICO market, founders who start the process with a good project, staff, advisors and realistic expectations can still launch a prosperous ICO!

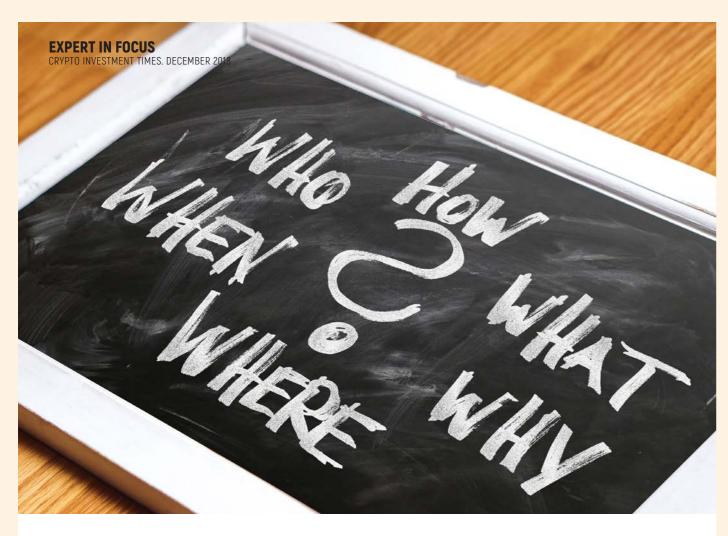






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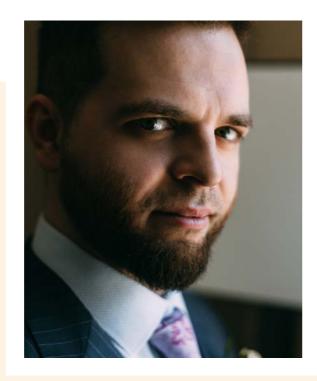
What on Earth happened to ICOs?

The ICOs (Initial Coin Offering) are in deep trouble. When a year ago a typical shelf company with 20 selfies as a team and shady whitepaper with no product, no money and no skills could raise millions of \$. But today real companies, with existing product, business and revenue have hard time raising even hundreds of thousands \$.

\$. The realistic amount is actually closer to tens of thousands of \$. If you are lucky, and if you are not it may be flat zero. This is how bad things are.

Filip Poutintsev

Crypto Currency and Life Extension Advocate - One will make us Rich, and the other one Immortal



EXPERT IN FUCUS RYPTO INVESTMENT TIMES DECEMBER 2018

But you will not hear this from so-called top advisors and ICO marketing agencies. They will still charge you over \$100k just for basic stuff, even though they know you have no chances of being profitable.

On several occasions I have advised companies not to do an ICO if they have at least some funds to start a business or have possibilities in raising funds the other way, from private investors for example. And in case of being broke, to wait at least for several months. Even though telling so is not be in my personal best interest. But as a consultant I just don't feel right giving the wrong advice.

Sure there are ICOs that still raise millions, and I'm part of two of them currently, but in this situation 99% of funds are coming from private investors, which means that they could have raised this money even without an ICO.

So why did this happen?

First of all ICO is very young industry, it's only a little bit over year old. And unfortunately it dated in the time of a another crypto bubble. This made ICOs to sky rocket in the beginning, and then fall even harder. In a normal market situation it would take years for industry to grow to the size to what ICOs grew, but here it just happened way too fast.

This caused lot of investors to lose huge amount of funds. We are talking about tens of billions United States Dollars here. This is how much money has faded away from the token market since December 2017.

And now for most tokens it's unfortunately too late. Sadly they will never regain their previous value and will die out in the end completely. This is also due to the fact that most of the ICOs turned out to be scams, and the revolutionary product that promised will never be ready. Actually it hasn't even been started in most cases.

What should we do now?

Relax, stop panicking. You will only make things worse. The money you stupidly invested is gone, but

by spreading the fear you will risk destroying the whole industry.

There is nothing bad in ICOs. What simply happened is that euphoric investors poured money into ICOs because frankly they had no idea what they were doing and now they are paying for it.

If you did this, you can only blame yourself. Don't blame the industry, it's the same if you had invested in bad stocks, it just happened that most of the ICOs were bad, and this happened thanks to the idiots like you who though that putting money into something they didn't understand was a good idea.

Right now we are entering the phase where all frauds of ICO companies are revealed and people are very cautious. Though as human nature is, they are again doing it wrong.

Instead of being wisely cautious, they are terrified of everything that says ICO. Now they are not investing even in the companies in which they would normally invest in, if it was a traditional fundraising.

This is why now we have to wait until fear will pass and people will finally view ICOs in a reasonable matter. When this will happen is unsure. But in order it to happen the whole crypto market, and Bitcoin as priority has to recover from last fall to at least the same value as the last all time high. After that we can see another boom in crytpo industry and see new assets coming to the market. I would expect this to happen within one year, and after that we can see the rebirth of the ICOs. And hopefully this time, investors will be smarter.

"Keep your pants on for now. ICOs are having a hard time, but they are not dead. We can see another boom in crytpo industry and see new assets coming to the market. I would expect this to happen within one year, and after that we can see the rebirth of the ICOs. And hopefully this time, investors will be smarter."

