

# XYZ Operations & Cryptocurrency

Investor Pitch Deck | \$XXM Raise

The First Company to Unite XYZ Operations  
with a Portfolio of XYZ Cryptocurrencies

CONFIDENTIAL — FOR ACCREDITED INVESTORS ONLY

# Executive Management

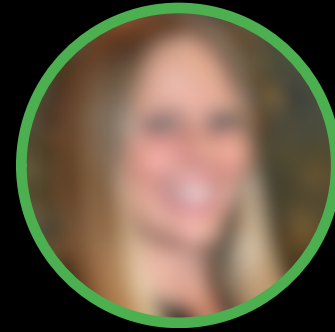
Experienced Leaders Driving the XYZ, Inc. Vision



**John Doe**

Co-Founder, President, & CEO

- ◆ Expert in all facets of the XYZ industry and has XYZd for the XYZ industry for XX years
- ◆ ABC Director of Chamber of Commerce ABC (2020 - present)
- ◆ XYZ, Inc. — President & Chairman of the Board (2005–2014)
- ◆ XYZ Co. — CEO (1992–2000); sold \$1.5M in XYZs (1994–1996; Jane Doe XYZs)
- ◆ XYZ (ABC) — Executive Director



**Jane Doe**

Co-Founder, Secretary, & Treasurer

- ◆ Executive Director of XYZ Ltd. (2017 - 2025)
- ◆ Administrator of XYZ Ltd. (2018 - Present)
- ◆ Executive Director of XYZ Ltd. (2019 - 2025)
- ◆ XYZ Manager, XYZ, Inc. (2014 - Present)
- ◆ University of ABC , BS Education, 2005

## Officers:

**John Doe**

CEO & Managing Director, XYZ, Ltd.

**John Doe**

CEO, XYZ, Inc.

**John Doe**

Head of XYZ, XYZ, Inc.

# The Problem

## Two Unmet Needs in the XYZ Industry

1

### No XYZ Company Offers a Fund of Interconnected XYZ Cryptocurrencies

Despite the explosive growth of both the XYZ and cryptocurrency markets, no publicly traded company has developed a structured, interconnected fund of XYZ-focused digital assets. XYZ businesses remain cut off from mainstream financial systems, and investors lack a crypto vehicle purpose-built for the XYZ sector.

2

### No XYZ Company Conducts Operations Interconnected with XYZ Cryptocurrencies

XYZ operators and cryptocurrency issuers operate in entirely separate silos. No company has built an integrated model in which XYZ, wholesale distribution, XYZ sales, and XYZ operations are directly tied to and powered by a proprietary portfolio of XYZ cryptocurrencies — leaving a massive gap in the market.

# The Solution

XYZ, Inc. — A Fully Integrated XYZ & Crypto Ecosystem

XYZ, Inc. is a XYZ company that unites cannabis operations and a proprietary cryptocurrency portfolio under one roof — the first of its kind in the world.

## XYZ

Large-scale, compliant XYZ and XYZ operations producing XYZ products for all downstream channels.

## Wholesale Sales & Distribution

B2B wholesale sales and distribution of XYZ, XYZ, and XYZs to XYZs and XYZs.

## XYZs

B2C company-owned XYZs offering a premium consumer experience in target markets.

## Cryptocurrency Tokenization

Develop smart contracts to monetize cryptocurrency funds.

## X Cryptocurrencies

A fund of X interconnected XYZ cryptocurrencies facilitating transactions, investment, and ecosystem growth.

## Integrated Ecosystem

All business units are interconnected — crypto assets fund operations, operations drive crypto utility and value.

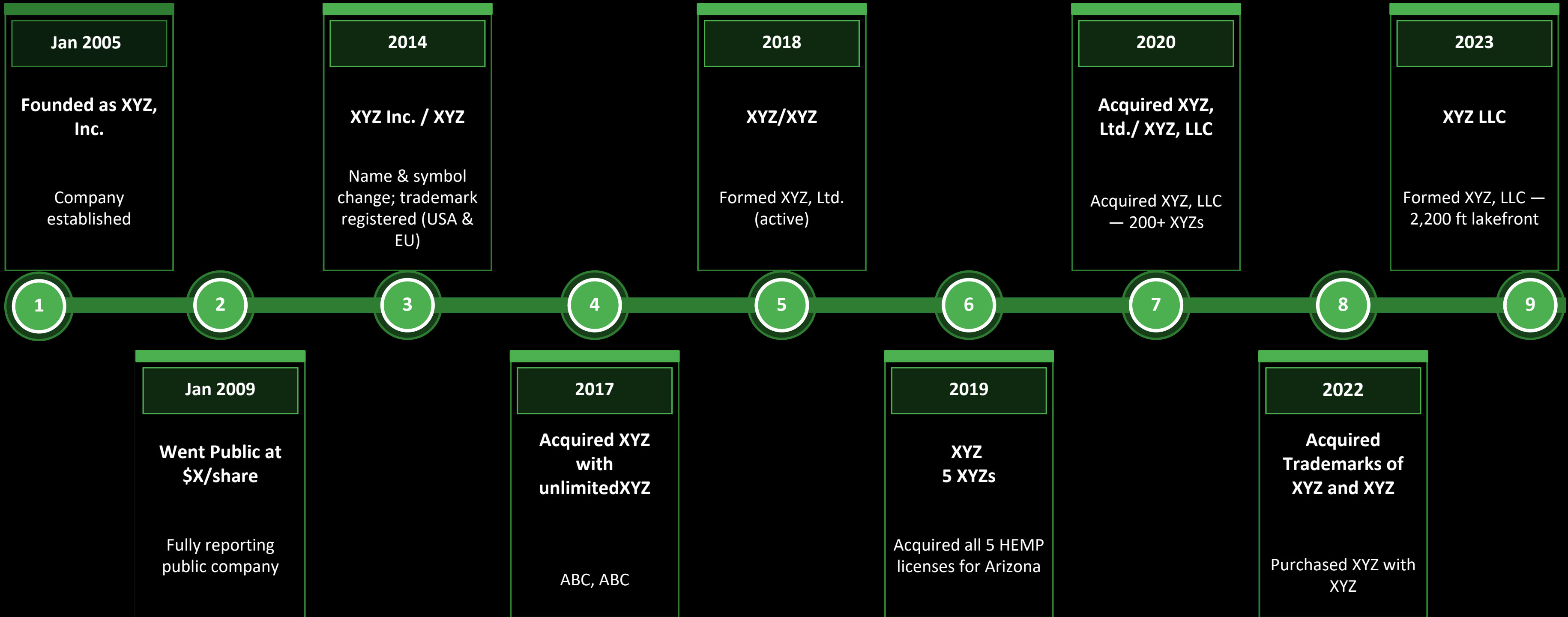
# The Company

XYZ, Inc. — XYZ XYZ & Crypto Pioneer

<b>COMPANY</b> XYZ, Inc.	<b>STAGE</b> Acquisition/Growth / Expansion	<b>CAPITAL RAISE</b> \$XX Million
<b>STATUS</b> XYZ; XXM common shares issues (XXM outstanding) + XXM preferred shares issued (0 outstanding)		
<b>SUBSIDIARIES</b> XYZ, Inc., XYZ, Ltd., XYZ, LLC, XYZ, LLC, XYZ, LLC		
<b>MISSION</b> 1. Pursure full XYZ of U.S. and global XYZ of XYZ products, starting with removed info 2. Acquire XYZ IP, licenses, XYZ, XYZ, XYZ, and XYZ rights to XYZ, XYZ , XYZ, XYZ, XYZ, XYZ, and XYZ products globally as a Sarbanes-Oxley compliant (PCAOB) corporation		

# Company Milestones

A 20-Year Journey of Growth, Innovation & XYZ Leadership



From a single vision in 2005 to a diversified XYZ, XYZ, & cryptocurrency enterprise — 20 years of momentum.

# Cryptocurrency Portfolio

## Six Interconnected XYZ & XYZ Digital Assets

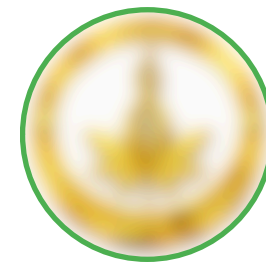
XYZ, Inc. will launch a stable coin treasury fund comprised of X purpose-built cryptocurrencies, each serving a distinct role within — and across — the XYZ and XYZ industries.



**XYZCoin**



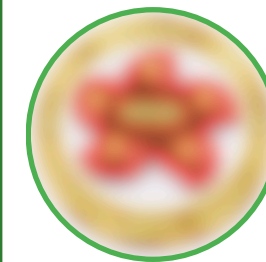
- Designated to alleviate the cash challenges in the XYZ industry for consumer to purchase XYZ products (B2C)
- 1 billion coins at the value of \$1 each



**XYZCoin**



- Designated for XYZ industry B2B and B2C markets to alleviate purchase, sale, and cash challenges within the XYZ supply chain
- 1 billion coins at the value of \$1 each



**XYZCoin**



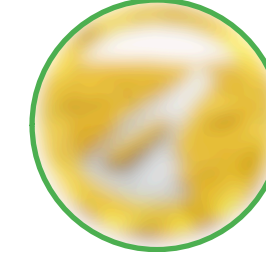
- Designated to alleviate purchase, sale, and cash challenges for B2B transactions between suppliers and wholesalers in the XYZ industry
- 1 billion coins at the value of \$1 each



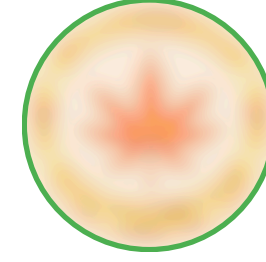
**XYZ  
Coin**



- Designated to be a MEME coin that will function as a promotional coin that can be purchased by or given to customers to foster loyalty and branding initiatives
- 100 million coins at the value of \$1 each



**XYZ  
Coin**



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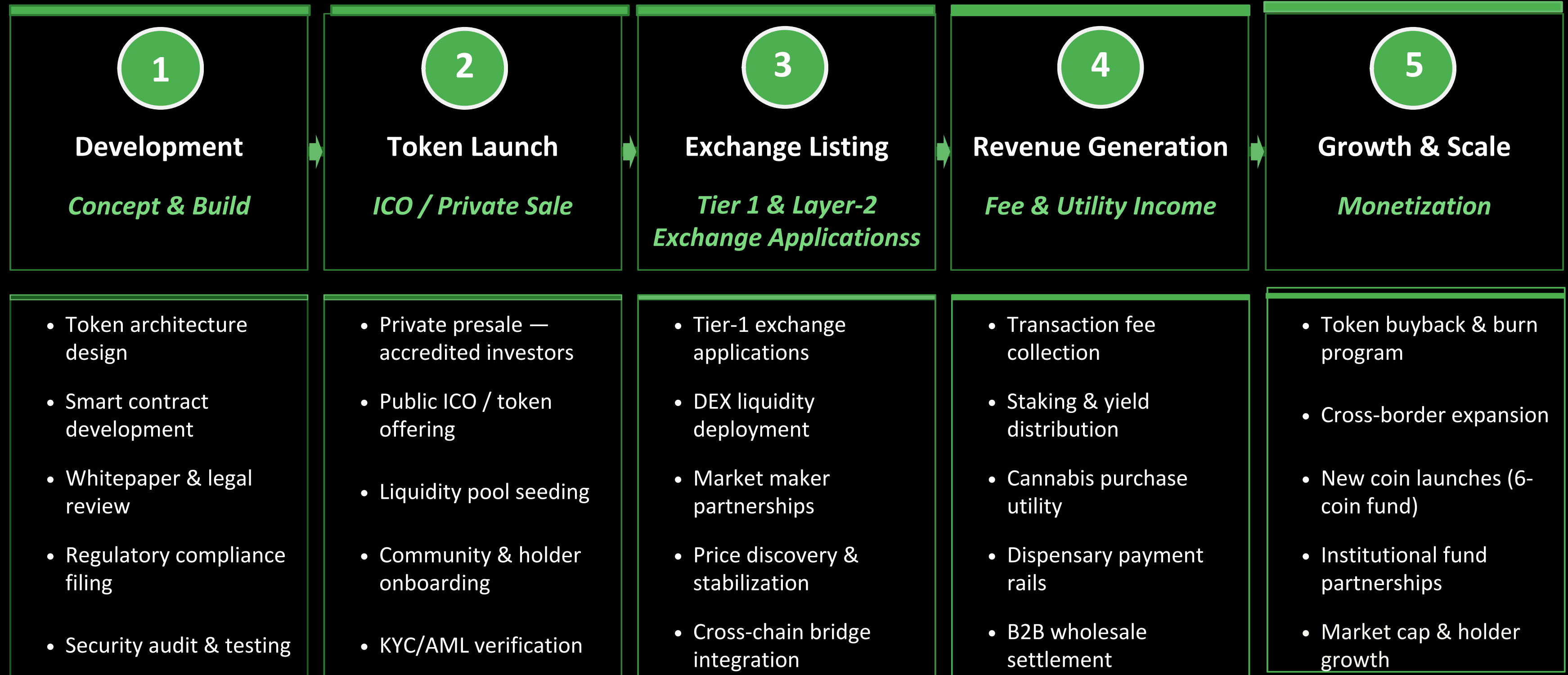
**XYZ  
Coin**



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# Cryptocurrency Tokenization

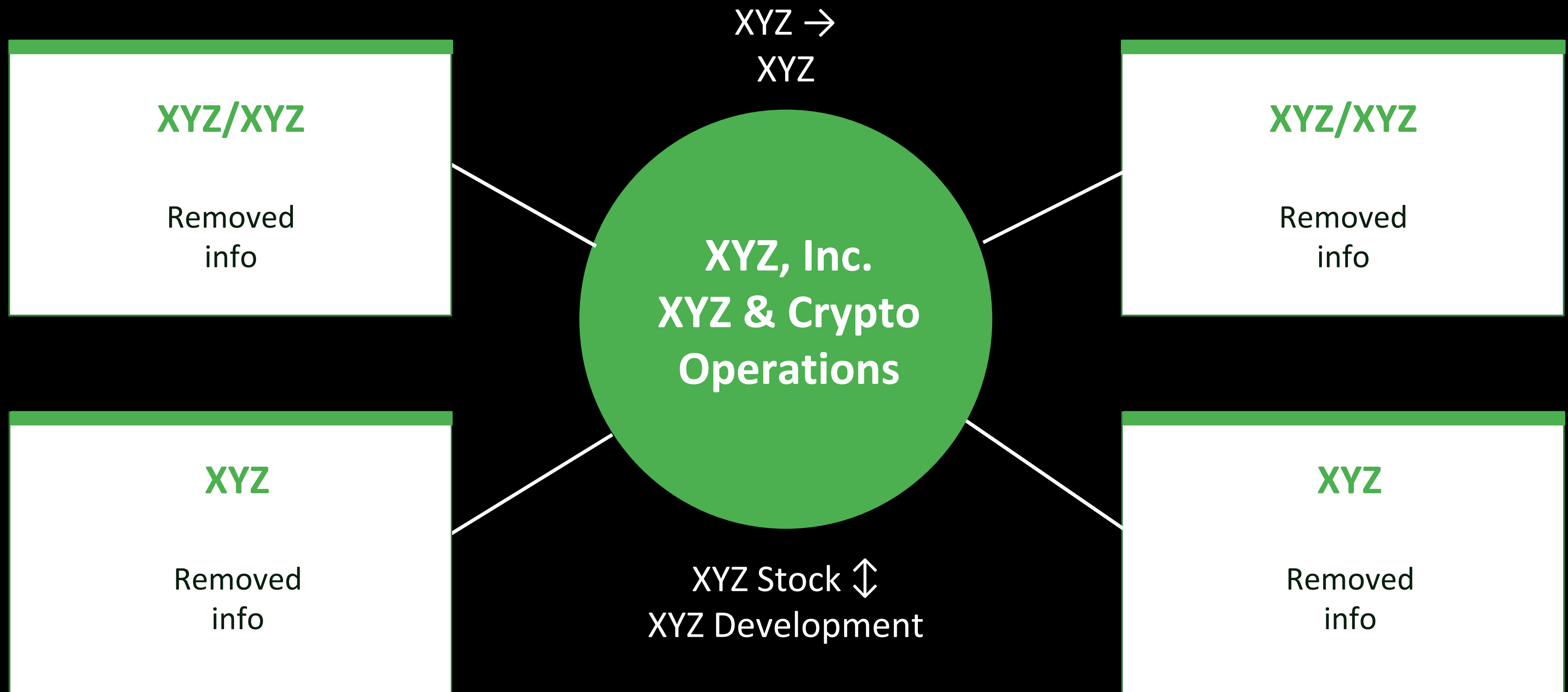
From Development to Monetization — Complete Token Lifecycle





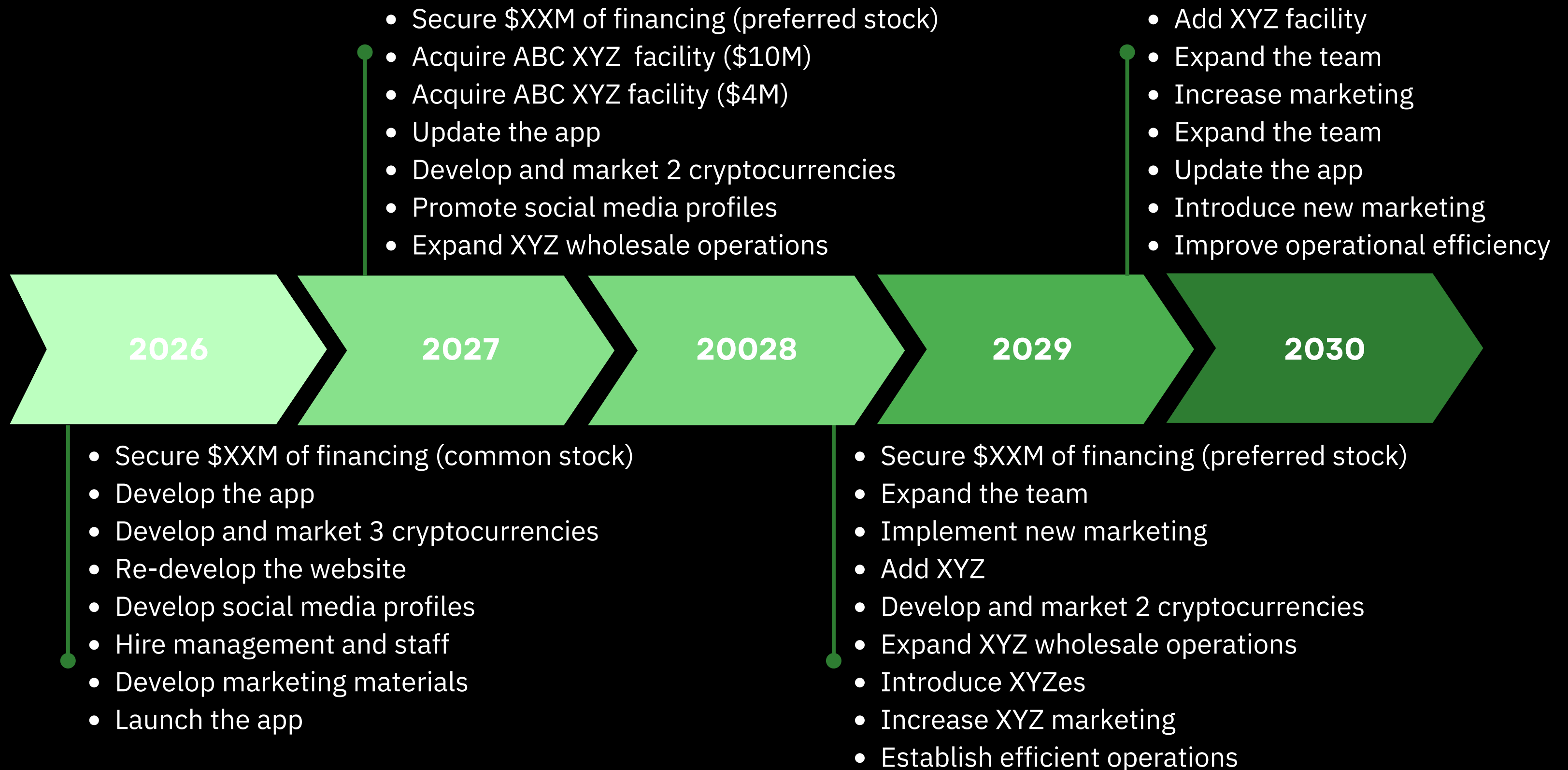
# XYZ & Crypto Operations

Vertically Integrated — XYZ to Sale to XYZ



# Growth Strategy

Operations · Finance · Marketing



# Cryptocurrency Market Opportunity

2025 Market Size, 2030 Projections & 5-Year CAGR

## UNITED STATES

2025 Market Size

**\$418B**

Estimated U.S. crypto market cap

2030 Projected Size

**\$1.15T**

Driven by institutional adoption

5-Year CAGR

**22.5%**

2025–2030 projection

## GLOBAL

2025 Market Size

**\$2.3T**

Global crypto market capitalization

2030 Projected Size

**\$7.9T**

Institutional & DeFi expansion

5-Year CAGR

**27.8%**

2025–2030 projection

# XYZ Market Opportunity

2025 Market Size, 2030 Projections & 5-Year CAGR

## UNITED STATES

2025 Market Size

**\$XX.XB**

Legal U.S. cannabis market

2030 Projected Size

**\$XX.XB**

Federal legalization upside

5-Year CAGR

**XX.X%**

2025–2030 projection

## GLOBAL

2025 Market Size

**\$XX.XB**

Global legal cannabis market

2030 Projected Size

**\$XXX.XB**

Europe & Asia-Pacific legalization

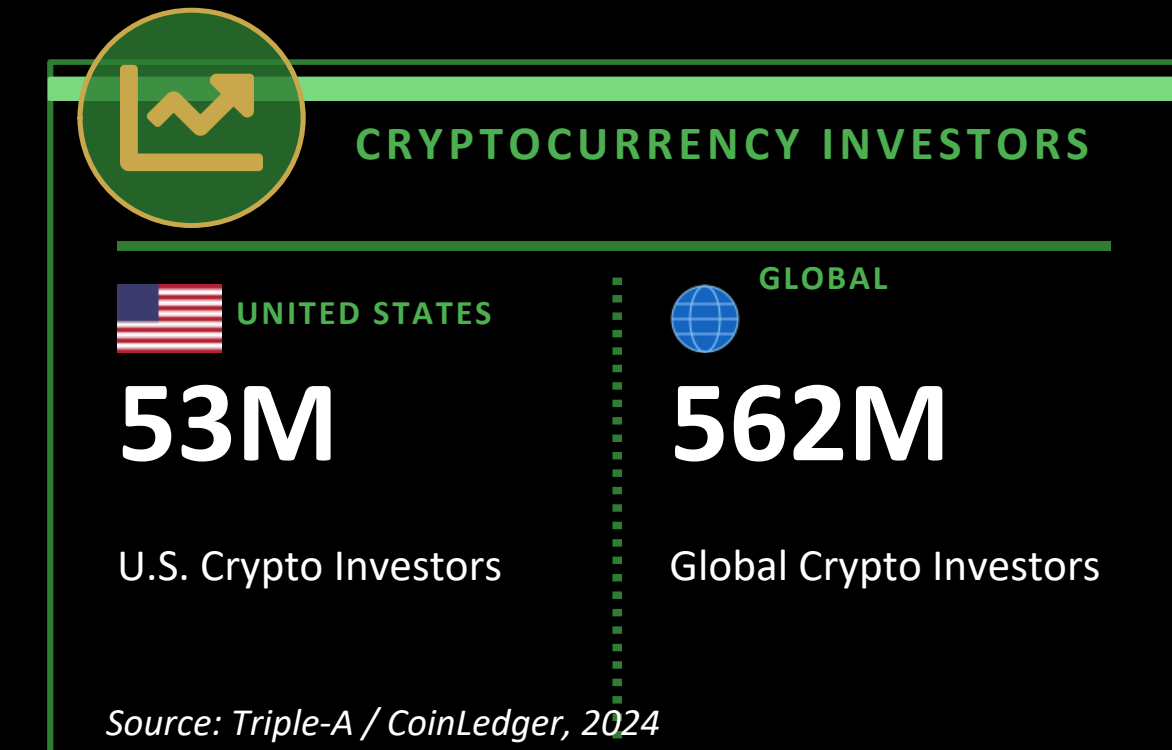
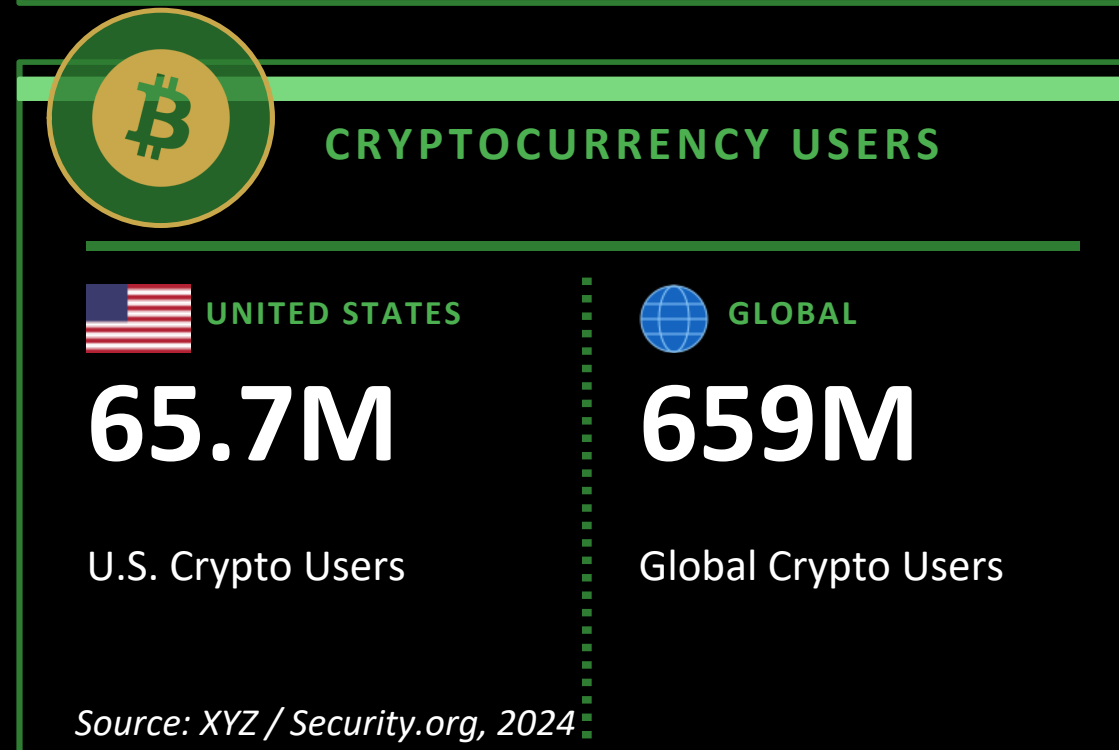
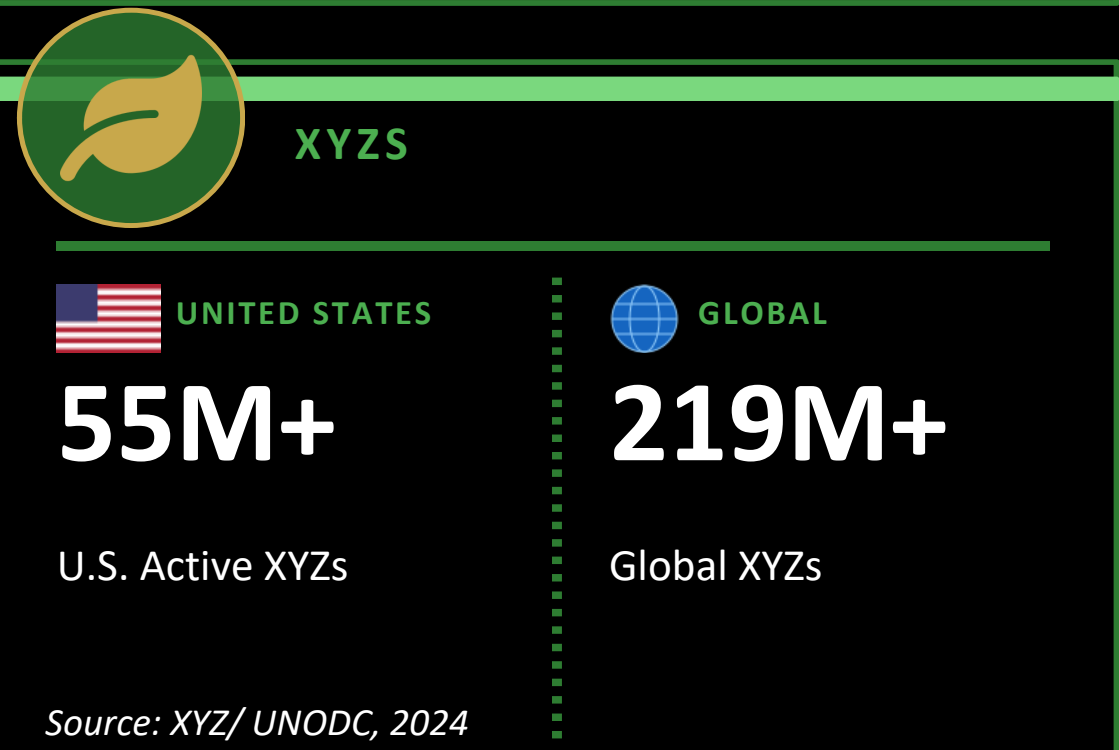
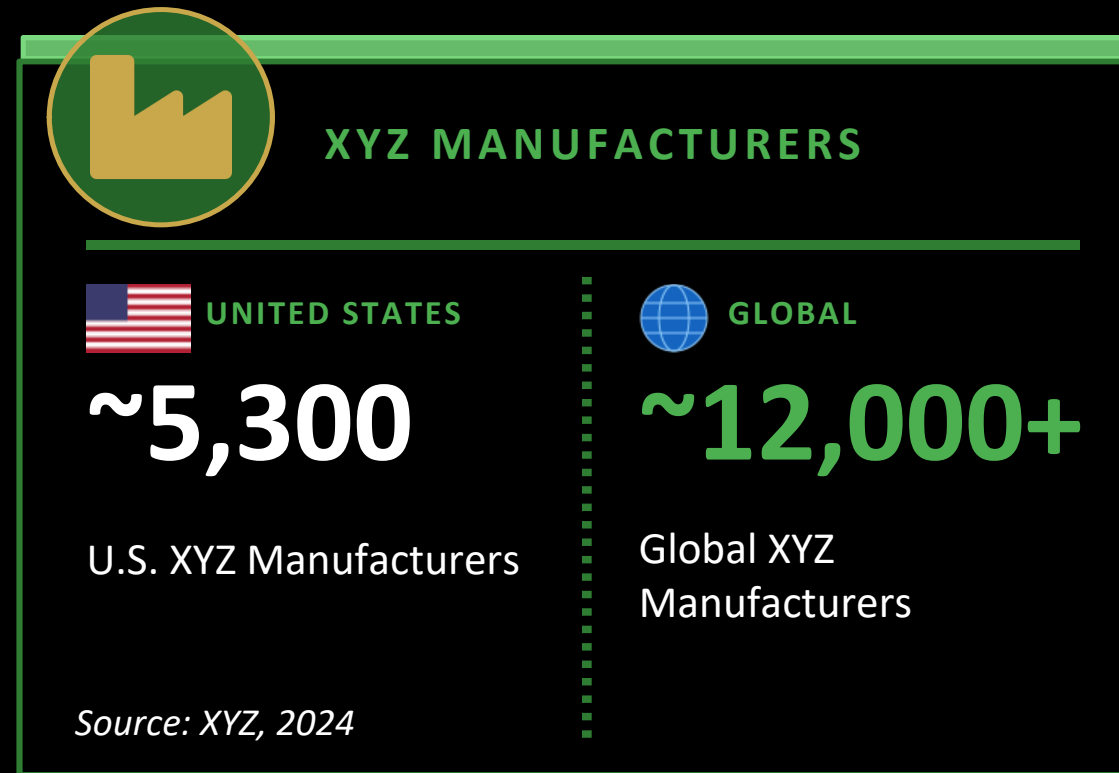
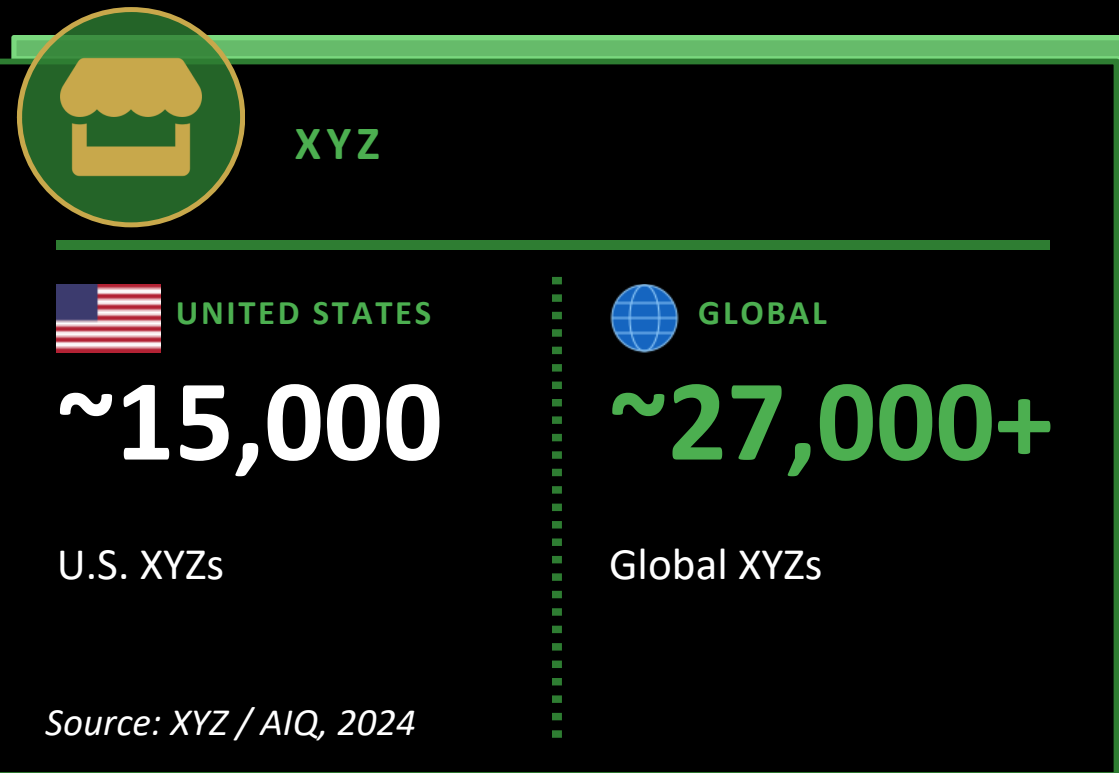
5-Year CAGR

**XX.X%**

2025–2030 projection

# Target Market

## XYZ & Cryptocurrency — U.S. and Global Addressable Audience



# XYZ Competitive Landscape

Public XYZ Companies, Market Leaders & Crypto-XYZ Peers

Company	Founded	HQ	Products & Services	Annual Revenue
XYZ	2010	New York, NY	Largest U.S. MSO; XYZ, XYZ, XYZs across 17+ states.	~\$1.36B (2023)
XYZ	2014	Chicago, IL	Multi-state XYZ with XYZ brand; XYZ, XYZ, retail.	~\$1.07B (2023)
XYZ	2015	Quincy, FL	Dominant Florida XYZ; expanding retail-first strategy nationally.	~\$0.99B (2023)
XYZ	2013	Smiths Falls, ON	Canadian LP; global brands including XYZ; XYZ products in U.S.	~\$0.40B (2023)
XYZ	2012	Toronto, ON	Global XYZ company backed by Altria; R&D focus on XYZs.	~\$0.08B (2023)
XYZ	2015	Fort Lauderdale, FL	XYZ/XYZ products; limited XYZ-crypto integration initiatives.	~\$0.01B (2023)
XYZ	2007	Los Angeles, CA	XYZ & supply for the California XYZ market.	~\$0.02B (2023)
XYZ	2010	Seattle, WA	XYZ marketplace & discovery platform; SaaS for XYZs.	~\$0.04B (2023)

# Cryptocurrency Competitive Landscape

## Major Cryptocurrencies — Coin, Issuer, Launch Year, HQ & Annual Fee Revenue

Cryptocurrency	Company	Coin Launched	Company Founded	HQ City	Description	Annual Fee Revenue
XYZ	Bitcoin Project (Satoshi Nakamoto)	2009	2008	Decentralized (Global)	Original PoW blockchain; peer-to-peer digital currency; fixed 21M coin supply.	~\$12.7B (2024)
XYZ	Dogecoin Fdn.	2013	2013	Portland, OR	Meme-origin PoW coin; fast, low-fee txns; widely used for tipping & charity.	~\$0.12B (2024)
XYZ	Ethereum Fdn.	2015	2014	Zug, Switzerland	Programmable PoS blockchain; powers DeFi, NFTs, and global smart contracts.	~\$10.7B (2024)
XYZ	Tether Limited	2014	2014	Hong Kong	Largest USD-pegged stablecoin; primary liquidity vehicle on crypto exchanges.	~\$13.0B (2024)
XYZ	Solana Labs	2020	2018	San Francisco, CA	High-throughput PoH/PoS chain; low fees powering DeFi and NFT platforms.	~\$1.45B (2024)
XYZ	Ripple Labs	2012	2012	San Francisco, CA	Enterprise payment protocol; XRP settles cross-border transactions in seconds.	~\$0.58B (2023)
XYZ	IOHK / Cardano Fdn.	2017	2015	Zug, Switzerland	Peer-reviewed PoS blockchain; academic rigor for scalable smart contracts.	~\$0.11B (2024)

Note: Fee revenue figures are approximate estimates for the most recent reported year. Ann. Fee Revenue = transaction/network fees earned, not market cap.

# Sales & Marketing

Multi-Channel Strategy to Drive B2B Wholesale, Retail Consumer, Brand Awareness, & Loyalty Programs

## 1 B2B Wholesale — Cannabis Retailers

- ◆ Direct wholesale supply to XYZs nationwide
- ◆ Bulk XYZ, XYZ, & XYZs at competitive pricing
- ◆ Exclusive wholesale agreements with XYZs
- ◆ Dedicated B2B sales team with established industry relationships

## 2 B2C Retail Sales — Direct to Consumers (Potential)

- ◆ Company-owned XYZs In key legal-state markets
- ◆ Premium XYZ experience with knowledgeable XYZs
- ◆ Loyalty program powered by DSPX cryptocurrency token
- ◆ XYZ direct to consumer — XYZ

## 3 MARKETING CHANNELS

### INTERNET ADVERTISING

- SEO/SEM/PPC
- Social Media

### PRINT ADVERTISING

- XYZ National — XYZ lifestyle & culture
- XYZ National — iconic XYZ news & advocacy
- XYZ National digital/print — largest XYZ media
- XYZ National — XYZ business publication
- XYZ National — B2B XYZ trade publication

### PUBLIC RELATIONS

- Internet / Online Press News sites, blogs & syndicated wire releases
- Television Broadcast & cable cannabis news segments
- Internet Video YouTube, social video & streaming channels
- Radio Cannabis programs, podcasts & iHeart Media

### INDUSTRY TRADE SHOWS & EVENTS

XYZ (Las Vegas)

XYZ (Multi-city)

XYZ

XYZ (Northeast)

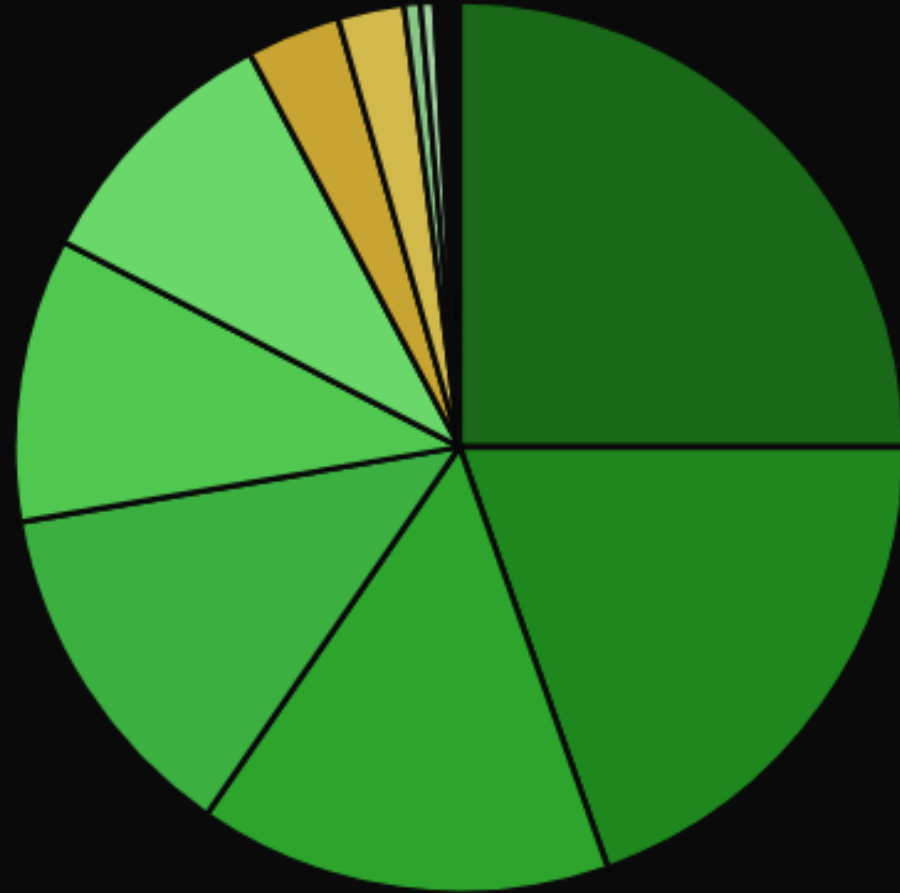
XYZ

XYZ (CA)

XYZ

# Use of Proceeds — \$XXM Capital Raise

## Strategic Allocation Across Operations & Crypto Development



<b>25% Equipment</b> Machinery, tools, and production equipment procurement	<b>\$12.5M</b>
<b>19.6% General &amp; Administrative</b> Corporate overhead, accounting, legal counsel, and office operations	<b>\$9.8M</b>
<b>15% Cryptocurrency Development</b> Develop, audit, and launch cryptocurrencies and exchange listings	<b>\$7.5M</b>
<b>12.7% Direct Labor</b> Staffing, wages, benefits, and workforce development	<b>\$6.3M</b>
<b>10.3% Selling &amp; Marketing</b> Digital marketing, influencer, trade shows, and community building	<b>\$5.2M</b>
<b>9.6% Building</b> Construction, renovation, and facility buildout	<b>\$4.8M</b>
<b>3.4% Inventory</b> Raw materials, finished goods, and supply chain stock	<b>\$1.7M</b>
<b>2.4% Land</b> Land acquisition and site preparation	<b>\$1.2M</b>
<b>0.6% Computer Hardware</b> Servers, workstations, networking, and IT infrastructure	<b>\$0.3M</b>
<b>0.5% Furniture &amp; Fixtures</b> Retail and facility furnishings and fixture installations	<b>\$0.3M</b>
<b>0.1% Office Furniture</b> Desks, chairs, and office workspace furnishings	<b>\$0.1M</b>

# Capital Requirements

**Table 1  
XYZ, Inc.**

**Capital Requirements - Round 1**

<b>Capital expenditures:</b>	
Cryptocurrency development	\$7,500,000
Office furniture	\$25,000
Computer hardware	\$15,000
<b>Total capital expenditures</b>	<b>\$7,540,000</b>
<b>Working capital:</b>	
Selling & marketing	\$1,460,000
General & administrative	\$1,000,000
<b>Total working capital</b>	<b>\$2,460,000</b>
<b>Total capital requirements</b>	<b>\$10,000,000</b>

**Table 2  
XYZ, Inc.**

**Capital Requirements - Round 2**

<b>Capital expenditures:</b>	
ABC XYZ land acquisition (4 acres)	\$1,000,000
ABC XYZ building acquisition (50,000 sf)	\$3,000,000
ABC XYZ land acquisition (9000 sf)	\$200,000
ABC XYZ building (9000 sf) acquisition	\$1,800,000
ABC XYZ equipment	\$1,000,000
ABC XYZ equipment (\$200 sf x 50,000 sf)	\$10,000,000
Furniture & fixtures	\$150,000
Computer hardware (computer, security)	\$125,000
<b>Total capital expenditures</b>	<b>\$17,275,000</b>
<b>Working capital:</b>	
Selling & marketing	\$400,000
Inventory	\$1,000,000
Direct labor	\$550,000
General & administrative	\$775,000
<b>Total working capital</b>	<b>\$2,725,000</b>
<b>Total capital requirements</b>	<b>\$20,000,000</b>

**Table 3  
XYZ, Inc.**

**Capital Requirements - Round 3**

<b>Capital expenditures:</b>	
XYZ equipment	\$2,000,000
Furniture & fixtures	\$75,000
Computer hardware (computer, security)	\$150,000
<b>Total capital expenditures</b>	<b>\$2,225,000</b>
<b>Working capital:</b>	
Selling & marketing	\$3,300,000
Inventory	\$700,000
Direct labor	\$5,775,000
General & administrative	\$8,000,000
<b>Total working capital</b>	<b>\$17,775,000</b>
<b>Total capital requirements</b>	<b>\$20,000,000</b>

# Sales

**Table 4**  
**XYZ, Inc.**  
**Revenue Forecast**

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Cryptocurrency revenues:</b>					
XYZCoin revenues	\$257,307	\$898,640	\$1,974,403	\$3,471,825	\$5,199,584
XYZCoin revenues	\$200,128	\$698,942	\$1,535,647	\$2,700,309	\$4,044,121
XYZCoin revenues	\$90,058	\$399,395	\$877,512	\$1,543,033	\$2,310,926
<b>Total cryptocurrency revenues</b>	<b>\$547,493</b>	<b>\$1,996,977</b>	<b>\$4,387,562</b>	<b>\$7,715,167</b>	<b>\$11,554,630</b>
<b>Branded bulk XYZ wholesale revenues:</b>					
XYZ - XYZ		\$7,800,000	\$9,327,500	\$10,926,500	\$12,599,620
XYZ - XYZ		\$6,825,000	\$8,161,563	\$9,560,688	\$11,024,668
XYZ - XYZ		\$4,875,000	\$5,829,688	\$6,829,063	\$7,874,763
<b>Total branded wholesale flower revenues</b>		<b>\$19,500,000</b>	<b>\$23,318,750</b>	<b>\$27,316,250</b>	<b>\$31,499,051</b>
<b>White label bulk XYZ wholesale revenues:</b>					
XYZ - XYZ		\$2,242,500	\$2,681,656	\$3,141,369	\$3,622,391
XYZ - XYZ		\$1,962,188	\$2,346,449	\$2,748,698	\$3,169,592
XYZ - XYZ		\$1,401,563	\$1,676,035	\$1,963,355	\$2,263,994
<b>Total white label XYZ revenues</b>		<b>\$5,606,250</b>	<b>\$6,704,141</b>	<b>\$7,853,422</b>	<b>\$9,055,977</b>
<b>Branded bulk XYZ wholesale revenues:</b>					
100-count XYZ revenues		\$759,147	\$1,368,271	\$2,100,422	\$2,872,712
100-count XYZ revenues		\$506,098	\$912,180	\$1,400,281	\$1,915,141
100-count XYZ revenues		\$253,049	\$456,090	\$700,141	\$957,571
100-count XYZ revenues		\$53,984	\$97,299	\$149,363	\$204,282
100-count XYZ revenues		\$75,915	\$136,827	\$210,042	\$287,271
100-count XYZ revenues		\$75,915	\$136,827	\$210,042	\$287,271
<b>Total branded bulk XYZ wholesale revenues</b>		<b>\$1,724,108</b>	<b>\$3,107,495</b>	<b>\$4,770,292</b>	<b>\$6,524,247</b>
<b>White label bulk XYZ wholesale revenues:</b>					
100-count XYZ revenues		\$218,255	\$393,378	\$603,871	\$825,905
100-count XYZ revenues		\$145,503	\$262,252	\$402,581	\$550,603
100-count XYZ revenues		\$72,752	\$131,126	\$201,290	\$275,302
100-count XYZ revenues		\$15,520	\$27,974	\$42,942	\$58,731
100-count XYZ revenues		\$21,825	\$39,338	\$60,387	\$82,590
100-count XYZ revenues		\$21,825	\$39,338	\$60,387	\$82,590
<b>Total white label bulk XYZ wholesale revenues</b>		<b>\$495,681</b>	<b>\$893,405</b>	<b>\$1,371,459</b>	<b>\$1,875,721</b>
<b>Branded bulk XYZ wholesale revenues:</b>					
100-count XYZ revenues				\$462,795	\$762,416
100-count XYZ revenues				\$1,156,987	\$1,906,039
100-count XYZ revenues				\$347,096	\$571,812
100-count XYZ revenues				\$231,397	\$381,208
100-count XYZ revenues				\$115,699	\$190,604
<b>Total branded bulk XYZ wholesale revenues</b>				<b>\$2,313,974</b>	<b>\$3,812,079</b>

<b>White label bulk XYZ wholesale revenues:</b>					
100-count XYZ revenues				\$133,054	\$219,195
100-count XYZ revenues				\$427,672	\$704,554
100-count XYZ revenues				\$85,534	\$140,911
100-count XYZ revenues				\$57,023	\$93,941
100-count XYZ revenues				\$19,008	\$31,314
<b>Total white label bulk XYZ wholesale revenues</b>				<b>\$722,290</b>	<b>\$1,189,913</b>
<b>Retail revenues:</b>					
XYZ retail revenues		\$98,681	\$222,233	\$350,479	\$538,018
XYZ retail revenues		\$74,011	\$166,675	\$280,383	\$430,414
XYZ retail revenues		\$74,011	\$166,675	\$280,383	\$430,414
XYZ retail revenues		\$75,149	\$169,239	\$277,302	\$425,684
XYZ retail revenues		\$68,318	\$153,853	\$246,491	\$378,386
XYZ retail revenues		\$24,670	\$55,558	\$92,434	\$141,895
XYZ retail revenues		\$4,858	\$10,941	\$17,254	\$26,487
XYZ retail revenues		\$13,664	\$30,771	\$41,595	\$63,853
XYZ retail revenues		\$13,664	\$30,771	\$41,595	\$63,853
<b>Total retail revenues</b>		<b>\$447,025</b>	<b>\$1,006,714</b>	<b>\$1,800,460</b>	<b>\$2,763,873</b>
<b>Total revenues</b>	<b>\$547,493</b>	<b>\$29,770,041</b>	<b>\$39,418,066</b>	<b>\$53,863,315</b>	<b>\$68,275,492</b>
<b>Cost of sales:</b>					
Cost of raw materials - XYZ wholesale sales		\$4,875,000	\$5,829,688	\$6,829,063	\$7,874,763
Cost of raw materials - XYZ wholesale sales		\$1,167,969	\$1,396,696	\$1,636,130	\$1,886,662
Cost of raw materials - branded XYZ sales		\$431,027	\$776,874	\$1,192,573	\$1,631,062
Cost of raw materials - white label XYZ sales		\$103,267	\$186,126	\$285,721	\$390,775
Cost of packaging - XYZ wholesale sales		\$1,366,302	\$1,701,189	\$2,065,571	\$2,447,750
Cost of supplies - XYZ wholesale sales		\$2,049,453	\$2,551,784	\$3,098,357	\$3,671,625
Direct labor		\$1,639,401	\$2,650,176	\$2,955,237	\$3,194,343
<b>Total cost of sales</b>	<b>\$1,500,000</b>	<b>\$14,125,549</b>	<b>\$18,902,265</b>	<b>\$18,437,747</b>	<b>\$21,672,786</b>
<b>Gross margin</b>	<b>(\$952,507)</b>	<b>\$15,644,492</b>	<b>\$20,515,801</b>	<b>\$35,425,568</b>	<b>\$46,602,706</b>

# Expenses

**Table 5**  
**XYZ, Inc.**  
**General & Administrative Expenses**

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
<b>Wages &amp; salaries</b>	\$516,500	\$1,630,079	\$2,044,721	\$2,297,431	\$2,395,580
<b>Payroll tax</b>	\$39,512	\$124,701	\$156,421	\$175,753	\$183,262
<b>Benefits</b>	\$30,990	\$97,805	\$122,683	\$137,846	\$143,735
<b>Liability insurance</b>	\$2,737	\$148,850	\$197,090	\$269,317	\$341,377
<b>Retail dispensary lease</b>	\$0	\$99,000	\$147,600	\$226,935	\$249,629
<b>Testing lab lease</b>	\$0	\$0	\$120,000	\$123,000	\$126,075
<b>Legal &amp; consulting</b>	\$21,000	\$28,875	\$37,800	\$43,470	\$47,817
<b>Office supplies</b>	\$6,000	\$26,400	\$34,560	\$39,744	\$43,718
<b>Telephone &amp; communications</b>	\$6,000	\$26,400	\$34,560	\$39,744	\$43,718
<b>Utilities/Internet</b>	\$6,000	\$480,000	\$720,000	\$780,000	\$840,000
<b>Travel</b>	\$12,000	\$52,800	\$69,120	\$79,488	\$87,437
<b>Meals &amp; entertainment</b>	\$6,000	\$26,400	\$34,560	\$39,744	\$43,718
<b>Total general &amp; administrative expenses</b>	<b>\$646,740</b>	<b>\$2,741,310</b>	<b>\$3,719,116</b>	<b>\$4,252,472</b>	<b>\$4,546,067</b>

**Table 6**  
**XYZ, Inc.**  
**Selling & Marketing Expenses**

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
<b>Marketing materials</b>	\$26,000	\$24,000	\$25,200	\$25,830	\$26,476
<b>Sales &amp; marketing labor</b>	\$51,000	\$298,275	\$389,782	\$485,678	\$586,125
<b>Cryptocurrency marketing</b>	\$360,000	\$480,000	\$570,000	\$600,000	\$600,000
<b>Cannabis internet marketing</b>	\$0	\$300,000	\$315,000	\$322,875	\$330,947
<b>Cannabis print advertising</b>	\$0	\$240,000	\$252,000	\$258,300	\$264,758
<b>Cannabis public relations</b>	\$0	\$180,000	\$189,000	\$193,725	\$198,568
<b>Cannabis industry events</b>	\$6,000	\$66,000	\$86,000	\$88,000	\$90,000
<b>Total selling &amp; marketing expenses</b>	<b>\$443,000</b>	<b>\$1,588,275</b>	<b>\$1,826,982</b>	<b>\$1,974,408</b>	<b>\$2,096,873</b>

# Staff Assumptions

**Table 7**  
XYZ, Inc.  
Staff Headcount (Year-End Totals)

	Year 1	Year 2	Year 3	Year 4	Year 5
Chief Executive Officer	1	1	1	1	1
Treasurer	1	1	1	1	1
Chief Marketing Officer		1	1	1	1
Chief Financial Officer		1	1	1	1
Operations Manager		1	2	2	2
Master Grower		1	1	1	1
Grower		14	15	17	18
Packer		18	20	23	25
Dispensary Sales Manager		1	2	3	3
Budtender		4	8	12	12
Senior Lab Testing Director			2	1	1
Extraction Director			1	1	1
Infusion Technician			3	4	4
Extraction Technician			2	3	3
Operations Assistant		2	3	3	3
Administrative Assistant	1	1	1	1	2
Security Guard		5	6	6	6
Account Executive		3	4	5	6
Accountant	1	1	1	1	1
<b>Total staff headcount</b>	<b>4</b>	<b>55</b>	<b>75</b>	<b>87</b>	<b>92</b>

**Table 8**  
XYZ, Inc.  
Staff Annual (Full-Time) Salaries

	Year 1	Year 2	Year 3	Year 4	Year 5
Chief Executive Officer	\$250,000	\$256,250	\$256,250	\$256,250	\$256,250
Treasurer	\$175,000	\$179,375	\$179,375	\$179,375	\$179,375
Chief Marketing Officer		\$185,000	\$185,000	\$185,000	\$185,000
Chief Financial Officer		\$225,000	\$225,000	\$225,000	\$225,000
Operations Manager	\$80,000	\$82,000	\$84,050	\$86,151	\$88,305
Master Grower		\$115,000	\$117,875	\$120,822	\$123,842
Grower		\$55,000	\$56,375	\$57,784	\$59,229
Packer		\$40,000	\$41,000	\$42,025	\$43,076
Dispensary Sales Manager		\$60,000	\$61,500	\$63,038	\$64,613
Budtender		\$38,000	\$38,950	\$39,924	\$40,922
Senior Lab Testing Director		\$135,000	\$138,375	\$141,834	\$145,380
Extraction Director		\$120,000	\$123,000	\$126,075	\$129,227
Infusion Technician		\$50,000	\$51,250	\$52,531	\$53,845
Extraction Technician		\$55,000	\$56,375	\$57,784	\$59,229
Operations Assistant	\$47,500	\$48,688	\$49,905	\$51,152	\$52,431
Administrative Assistant	\$37,500	\$38,438	\$39,398	\$40,383	\$41,393
Security Guard	\$40,000	\$41,000	\$42,025	\$43,076	\$44,153
Account Executive	\$80,000	\$82,000	\$84,050	\$86,151	\$88,305
Marketing Assistant	\$51,000	\$52,275	\$53,582	\$54,921	\$56,294
Accountant	\$54,000	\$55,350	\$56,734	\$58,152	\$59,606

# Income

**Schedule 1**  
**XYZ, Inc.**  
**Projected Income Statement**

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Revenues:</b>					
Total cryptocurrency revenues	\$547,493	\$1,996,977	\$4,387,562	\$7,715,167	\$11,554,630
Total branded XYZ revenues	\$0	\$19,500,000	\$23,318,750	\$27,316,250	\$31,499,051
Total white label XYZ revenues	\$0	\$5,606,250	\$6,704,141	\$7,853,422	\$9,055,977
Total branded bulk XYZ wholesale revenues	\$0	\$1,724,108	\$3,107,495	\$4,770,292	\$6,524,247
Total white label bulk XYZ wholesale revenues	\$0	\$495,681	\$893,405	\$1,371,459	\$1,875,721
Total branded bulk XYZ wholesale revenues	\$0	\$0	\$0	\$2,313,974	\$3,812,079
Total white label bulk XYZ wholesale revenues	\$0	\$0	\$0	\$722,290	\$1,189,913
Total retail revenues	\$0	\$447,025	\$1,006,714	\$1,800,460	\$2,763,873
<b>Total revenues</b>	<b>\$547,493</b>	<b>\$29,770,041</b>	<b>\$39,418,066</b>	<b>\$53,863,315</b>	<b>\$68,275,492</b>
<b>Cost of sales:</b>					
Cost of development - cryptocurrency sales	\$1,500,000	\$2,400,000	\$3,600,000	\$0	\$0
Cost of raw materials - XYZ wholesale sales	\$0	\$4,875,000	\$5,829,688	\$6,829,063	\$7,874,763
Cost of raw materials - XYZ wholesale sales	\$0	\$1,167,969	\$1,396,696	\$1,636,130	\$1,886,662
Cost of raw materials - branded XYZ sales	\$0	\$431,027	\$776,874	\$1,192,573	\$1,631,062
Cost of raw materials - white label XYZ sales	\$0	\$103,267	\$186,126	\$285,721	\$390,775
Cost of raw materials - XYZ retail sales	\$0	\$62,087	\$139,821	\$250,064	\$383,871
Cost of packaging - XYZ wholesale sales	\$0	\$1,366,302	\$1,701,189	\$2,065,571	\$2,447,750
Cost of packaging - XYZ retail sales	\$0	\$12,417	\$27,964	\$50,013	\$76,774
<b>Total cost of sales</b>	<b>\$1,500,000</b>	<b>\$14,125,549</b>	<b>\$18,902,265</b>	<b>\$18,437,747</b>	<b>\$21,672,786</b>
<b>Gross margin</b>	<b>(\$952,507)</b>	<b>\$15,644,492</b>	<b>\$20,515,801</b>	<b>\$35,425,568</b>	<b>\$46,602,706</b>
<b>Expenses:</b>					
Marketing expense	\$443,000	\$1,588,275	\$1,826,982	\$1,974,408	\$2,096,873
General & administrative	\$646,740	\$2,741,310	\$3,719,116	\$4,252,472	\$4,546,067
<b>Expenses - Total</b>	<b>\$1,089,740</b>	<b>\$4,329,585</b>	<b>\$5,546,098</b>	<b>\$6,226,880</b>	<b>\$6,642,940</b>
<b>Income before taxes</b>	<b>(\$2,050,818)</b>	<b>\$9,848,918</b>	<b>\$13,262,048</b>	<b>\$27,487,699</b>	<b>\$38,248,777</b>
Income taxes	\$0	\$1,637,601	\$2,785,030	\$5,772,417	\$8,032,243
<b>Net income</b>	<b>(\$2,050,818)</b>	<b>\$8,211,317</b>	<b>\$10,477,018</b>	<b>\$21,715,282</b>	<b>\$30,216,534</b>

# Cash Flows & Balance

Schedule 2  
XYZ, Inc.  
Projected Statements of Cash Flows

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Cash flows from operations:</b>					
Net Income:	(\$2,050,818)	\$8,211,317	\$10,477,018	\$21,715,282	\$30,216,534
Depreciation	\$8,571	\$1,465,989	\$1,707,656	\$1,710,989	\$1,710,989
Increase (decrease) in accrued liabilities	\$24,458	\$53,713	\$19,577	\$11,990	\$3,702
Increase (decrease) in accrued taxes	\$0	\$1,637,601	\$1,147,429	\$1,504,575	\$1,687,467
Increase (decrease) in accounts payable	\$30,811	\$63,285	\$29,688	\$11,069	\$11,116
(Increase) decrease in accounts receivable	(\$77,746)	(\$2,093,815)	(\$760,781)	(\$1,080,858)	(\$1,022,428)
(Increase) decrease in inventory	(\$635,252)	(\$115,474)	(\$124,426)	(\$154,603)	\$76,199
<b>Net cash flows from operations</b>	<b>(\$2,699,975)</b>	<b>\$9,222,616</b>	<b>\$12,496,161</b>	<b>23718443.97</b>	<b>\$32,683,579</b>
<b>Cash flows from investing:</b>					
Capital expenditures	\$40,000	\$14,675,000	\$1,625,000	\$0	\$0
Research & development expenditures	\$0	\$0	\$0	\$0	\$0
Prepaid expenses	\$0	\$0	\$0	\$0	\$0
<b>Net cash flows from investing</b>	<b>\$40,000</b>	<b>\$14,675,000</b>	<b>\$1,625,000</b>	<b>0</b>	<b>\$0</b>
<b>Cash flows from financing:</b>					
Proceeds from issuance of debt	\$0	\$0	\$0	\$0	\$0
Proceeds from sale of stock	\$10,000,000	\$20,000,000	\$20,000,000	\$0	\$0
Debt service payments	\$0	\$0	\$0	\$0	\$0
<b>Net cash flows from financing</b>	<b>\$10,000,000</b>	<b>\$20,000,000</b>	<b>\$20,000,000</b>	<b>\$0</b>	<b>\$0</b>
<b>Net increase (decrease) in cash</b>	<b>\$7,260,025</b>	<b>\$14,547,616</b>	<b>\$30,871,161</b>	<b>\$23,718,444</b>	<b>\$32,683,579</b>
<b>Beginning cash balance</b>	<b>\$0</b>	<b>\$7,260,025</b>	<b>\$21,807,641</b>	<b>\$52,678,802</b>	<b>\$76,397,246</b>
<b>Ending cash balance</b>	<b>\$7,260,025</b>	<b>\$21,807,641</b>	<b>\$52,678,802</b>	<b>\$76,397,246</b>	<b>\$109,080,825</b>

Schedule 3  
XYZ, Inc.  
Projected Balance Sheet

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Assets:</b>					
<b>Current assets:</b>					
Cash & marketable items	\$7,260,025	\$21,807,641	\$52,678,802	\$76,397,246	\$109,080,825
Accounts receivable	\$77,746	\$2,171,560	\$2,932,341	\$4,013,200	\$5,035,627
Inventory	\$635,252	\$750,726	\$875,152	\$1,029,755	\$953,556
Prepaid expenses	\$0	\$0	\$0	\$0	\$0
<b>Total current assets</b>	<b>\$7,973,023</b>	<b>\$24,729,928</b>	<b>\$56,486,295</b>	<b>\$81,440,201</b>	<b>\$115,070,008</b>
<b>Non-current assets:</b>					
Land	\$0	\$2,250,000	\$2,250,000	\$2,250,000	\$2,250,000
Building	\$0	\$2,750,000	\$2,750,000	\$2,750,000	\$2,750,000
Equipment	\$0	\$9,500,000	\$11,000,000	\$11,000,000	\$11,000,000
Furniture & fixtures	\$25,000	\$175,000	\$250,000	\$250,000	\$250,000
Computer hardware	\$15,000	\$40,000	\$90,000	\$90,000	\$90,000
<b>Gross operational assets</b>	<b>\$40,000</b>	<b>\$14,715,000</b>	<b>\$16,340,000</b>	<b>\$16,340,000</b>	<b>\$16,340,000</b>
Accumulated depreciation	\$8,571	\$1,474,560	\$3,182,216	\$4,893,205	\$6,604,194
<b>Net operational assets</b>	<b>\$31,429</b>	<b>\$13,240,440</b>	<b>\$13,157,784</b>	<b>\$11,446,795</b>	<b>\$9,735,806</b>
<b>Other assets:</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total assets</b>	<b>\$8,004,451</b>	<b>\$37,970,367</b>	<b>\$69,644,079</b>	<b>\$92,886,995</b>	<b>\$124,805,814</b>
<b>Liabilities &amp; Shareholders' Equity</b>					
<b>Current liabilities</b>					
Accounts payable	\$30,811	\$94,096	\$123,784	\$134,853	\$145,969
Accrued liabilities	\$24,458	\$78,172	\$97,748	\$109,738	\$113,441
Accrued taxes	\$0	\$1,637,601	\$2,785,030	\$4,289,605	\$5,977,072
<b>Total current liabilities</b>	<b>\$55,269</b>	<b>\$1,809,868</b>	<b>\$3,006,562</b>	<b>\$4,534,196</b>	<b>\$6,236,481</b>
<b>Long-term Liabilities</b>					
Long-term debt	\$0	\$0	\$0	\$0	\$0
Total long-term liabilities	\$0	\$0	\$0	\$0	\$0
<b>Total Liabilities</b>	<b>\$55,269</b>	<b>\$1,809,868</b>	<b>\$3,006,562</b>	<b>\$4,534,196</b>	<b>\$6,236,481</b>
<b>Shareholders' equity</b>					
Common stock	\$10,000,000	\$30,000,000	\$50,000,000	\$50,000,000	\$50,000,000
Retained earnings	(\$2,050,818)	\$6,160,499	\$16,637,517	\$38,352,799	\$68,569,333
<b>Total shareholders' equity</b>	<b>\$7,949,182</b>	<b>\$36,160,499</b>	<b>\$66,637,517</b>	<b>\$88,352,799</b>	<b>\$118,569,333</b>
<b>Total liabilities and equity</b>	<b>\$8,004,451</b>	<b>\$37,970,367</b>	<b>\$69,644,079</b>	<b>\$92,886,995</b>	<b>\$124,805,814</b>

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