



The founders of Global Agricultural Exchange (GAEX) understands the demand for cocoa is outstripping supply of cocoa creating backwardation in the cocoa futures market. The solution is to provide an auditable due-diligence documentation system for buyers in America, Europe, and Asia. GAEX serves as a bulk aggregator of cocoa capable of consistently sourcing and delivering quality product to shipping ports. The GAEX block chain platform offers consistent pricing and a bulk sale solution for the inventory of cocoa sellers.

## GAEX FUTURE PLANNING



SHIP COCOA & BUILD  
GAEX TRADING  
PLATFORM



INVEST IN CLEARING  
AND SETTLEMENT  
INFRASTRUCTURE



USE GENERATED DATA  
FOR SOFTWARE SALES  
OPPORTUNITIES



### GAEX TODAY



In Cote D'Ivoire over **1,000 farmers** and inventory of **800,000 tons in cocoa**.

**\$165,000** raised in Phase 2  
Profitably **shipped 50 tons** of cocoa

Signed an insurance contract with Marine Edge Cargo for **\$300 Million**

Developed real-time public and private blockchain ledgers



### GAEX WITH RAISE



Complete software development eliminating the logistical cocoa failure by creating a one click end-to-end commodities solution.



New York State Innovation Venture Capital Fund agreed to be a follow-on investor, subject to there being a lead investor for Series A.



### GAEX IN 5 YEARS



The platform will enable us to grow into a liquid cocoa contract market of over 2 million annual contracts traded on the ICE Exchange.



We will reinvest proceeds into growing our volumes of cocoa by 1 million metric tons while adding additional commodities; and continuing our current platform build-out.

### BUSINESS MODEL



Selling anonymously on The ICE Exchange for co-ops and farmers, we make a profit through the physical trade.

### EXISTING PLATFORM



Software solutions which monetize data, currency, and debt issuance

Farmers access a global marketplace

Buyers take the price fluctuation risk thereby stabilizing the cocoa price for platform

Co-ops receive specific demand requests enabling superior forecasting capabilities

### GROWING DEMAND

Annual market sales volume for cocoa is approximately **8 million metric tons and rising**. Yet, the annual **cocoa output is only 4 Million metric tons**.

### INCREASING DEFICIT

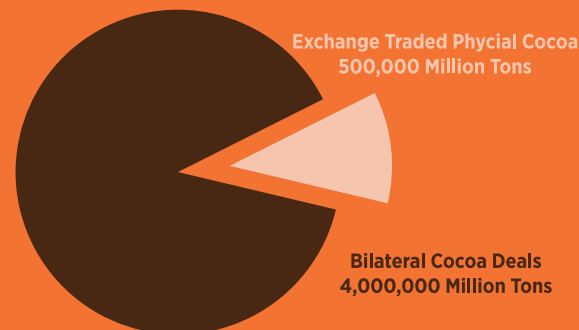
Since 2005 there has been an approximate annual **net deficit of cocoa of 300,000 metric tons** and this deficit is increasing.

### ADDRESSING INEFFICIENCIES

On average **direct buy contracts cost \$20-\$40k per transaction** for cross border contracts and can fail.

### TRADE EXCHANGE VS. NON-EXCHANGE

Just 10% of annual cocoa production is delivered to the ICE & NYMEX exchanges. The rest is largely purchased via direct buy contracts giving GAEX the potential to capture significant market share.



Source: Bloomberg Trading Platform, ICCO

## GAEX BLOCKCHAIN LEDGER OF ALL TRANSACTIONS AND PROCESS FLOWS

