



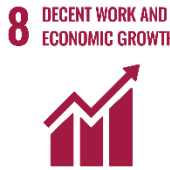


## OUR MISSION at STANDAGE, Inc.

# The Future of Trade, Today

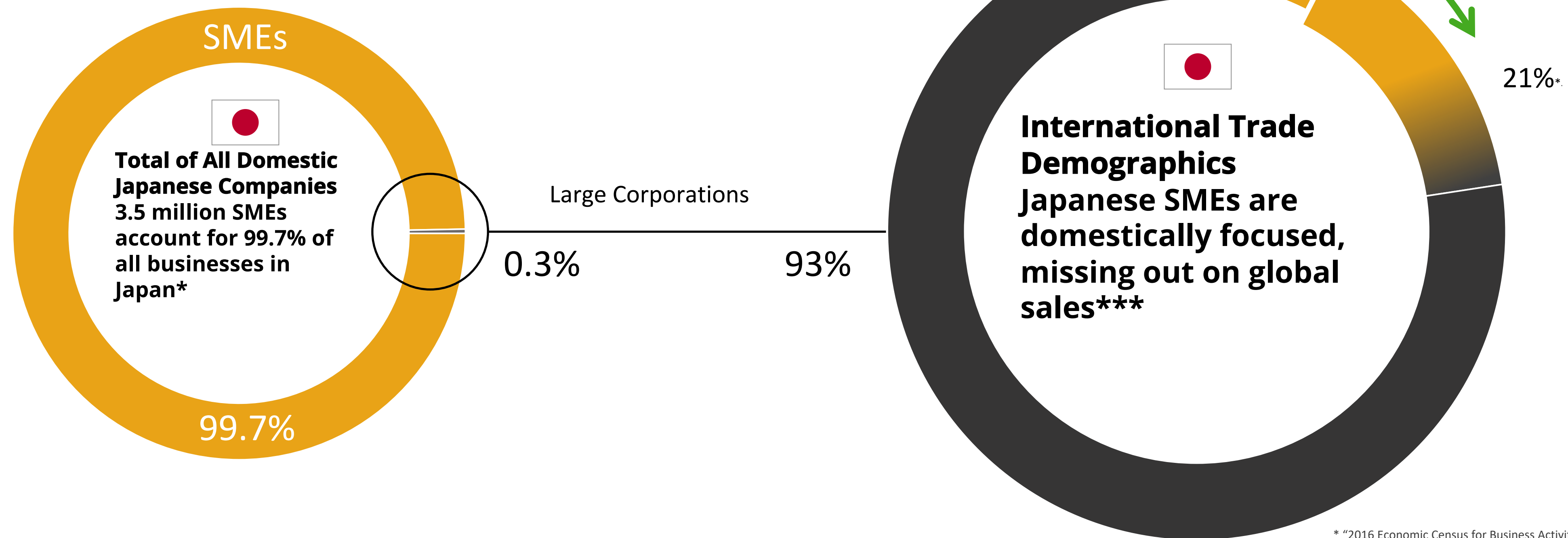
Our goal is to decentralize the redundancy of 20th century economic frameworks to encourage sustainable economic progress in every corner of the earth. 20世紀経済の枠組みにおける不公平、不便を解消し、地球上のあらゆる地域での持続的成長をサポートする。

Proudly in alignment with the United Nations universal call to action for  
SDGs



## THE OPPORTUNITY

Increase the percentage of **Japanese** SMEs engaging in international trade by simplifying the market entry process.



**POINT**  
Our focus is to **accelerate the performance and presence** of SMEs in global markets

\* "2016 Economic Census for Business Activity" – (Ministry of Internal Affairs and Communications, Ministry of Economy, Trade and Industry)  
\*\*Ministry of Economy, Trade, and Industry 2010  
\*\*\*In comparison to the USA where SMEs accounted "for 32.9 percent and 32.0 percent of the known export and import value, respectively." U.S. Census Bureau 2015

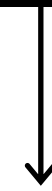
## THE OPPORTUNITY

Creating a service solution to eliminate the pain points of global market entry

### KEY CHALLENGES FOR JAPANESE SMEs\*

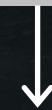
- Lack of internal resources
- Language barriers
- Risk aversion to new business
- Lack of financial insurance

\*Japan Finance Corporation, JFC 2016



### CURRENT SOLUTION

Rely on large companies to enter marketplace first, and fight for residual business



### RESULT




# UNSCALABLE GROWTH

For small and medium enterprises in global trade sector

OUR SOLUTION

# DiGiTRAD

a product of  STANDAGE

**A fintech-driven international trading B2B marketplace focused on accelerating SME business between Asia and Africa.**

- Quick, simple product listing
- Concierge support between customers
- Digital safe through escrow system

TARGET MARKET SCALE

**\$111 Billion (USD)**

Increase of Japanese SME market scale from 7% to 21% to match U.S. SME performance

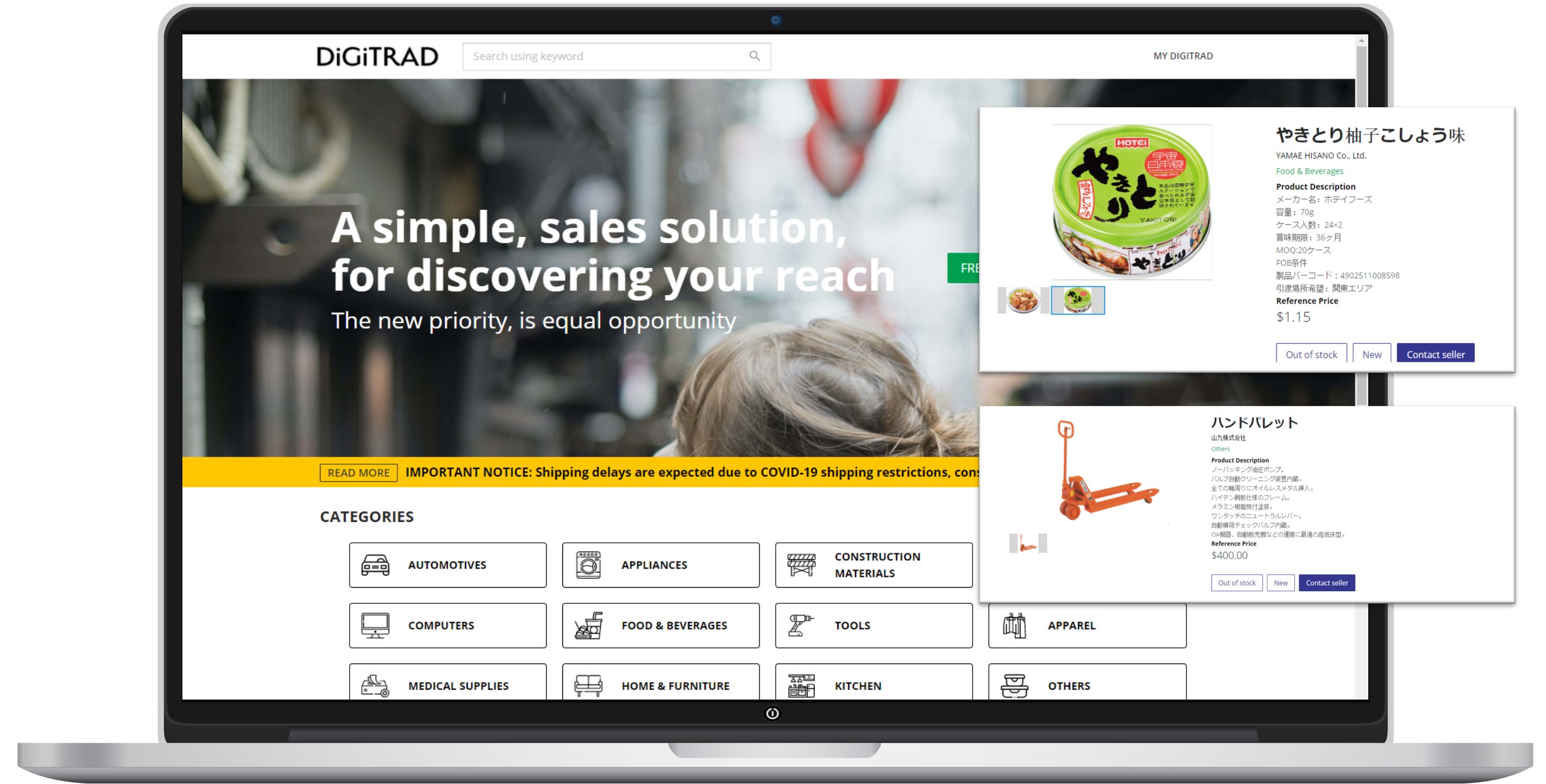


\$38 Billion (USD)



# A marketplace and service built to serve SME B2B global trade ventures from sale to delivery

Discover new products to explore new business



<https://app.digitrad.world/>

**Explore Digital Marketplace**

**Negotiate Terms**

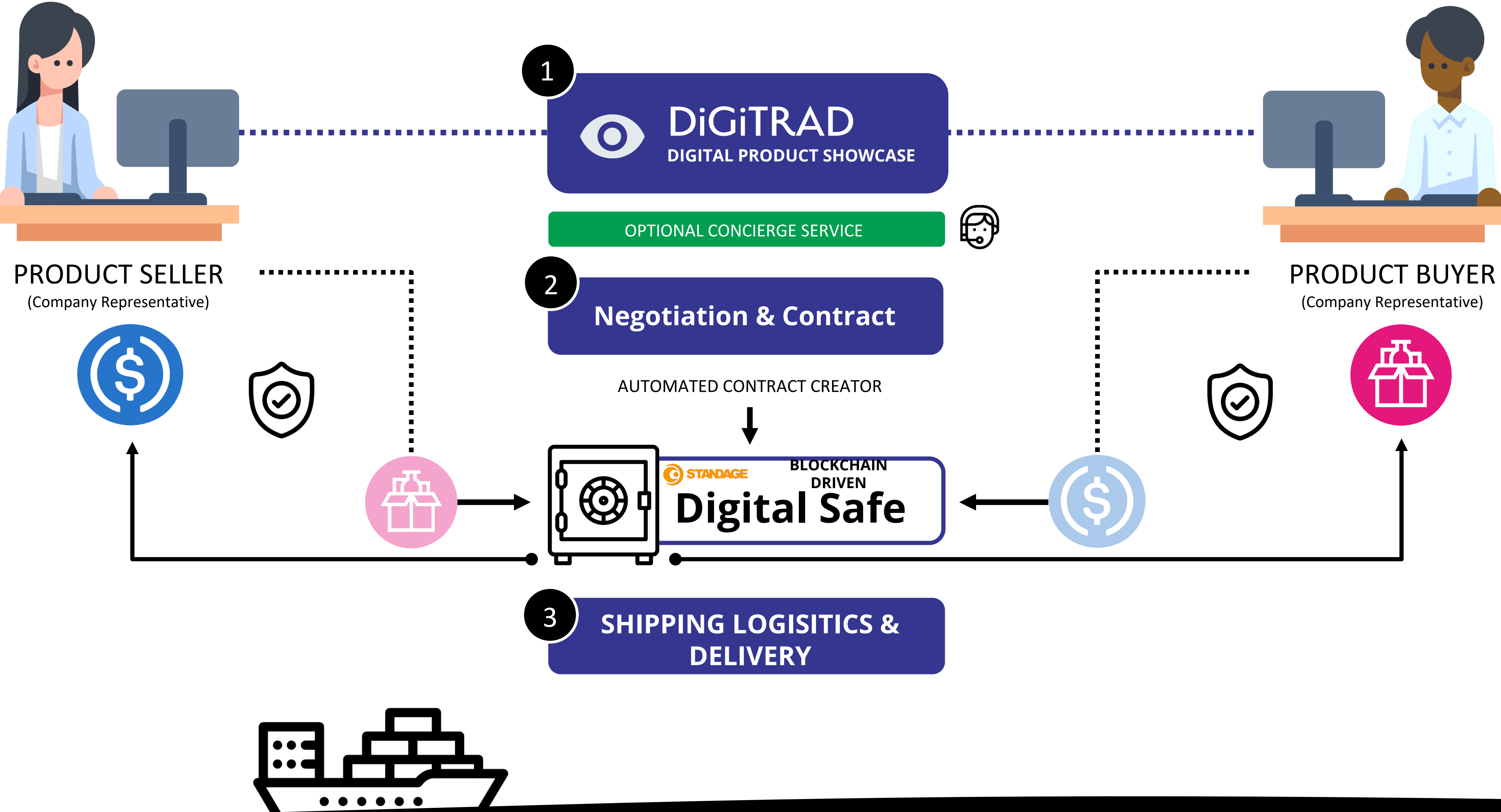
**Financing Tools**

**Payment**

**Shipping Logistics**

# The Product Service Flow

Scalable, safe, secure, and seamless



# Early Adopter On-boarding

Gathering our initial clients through product activation events



## Exhibition



GITEX at Dubai, UAE



Lagos, Nigeria, Company Fair

## Offline Seminar



Lagos, Nigeria, Collaborative Event with Chamber of Commercial

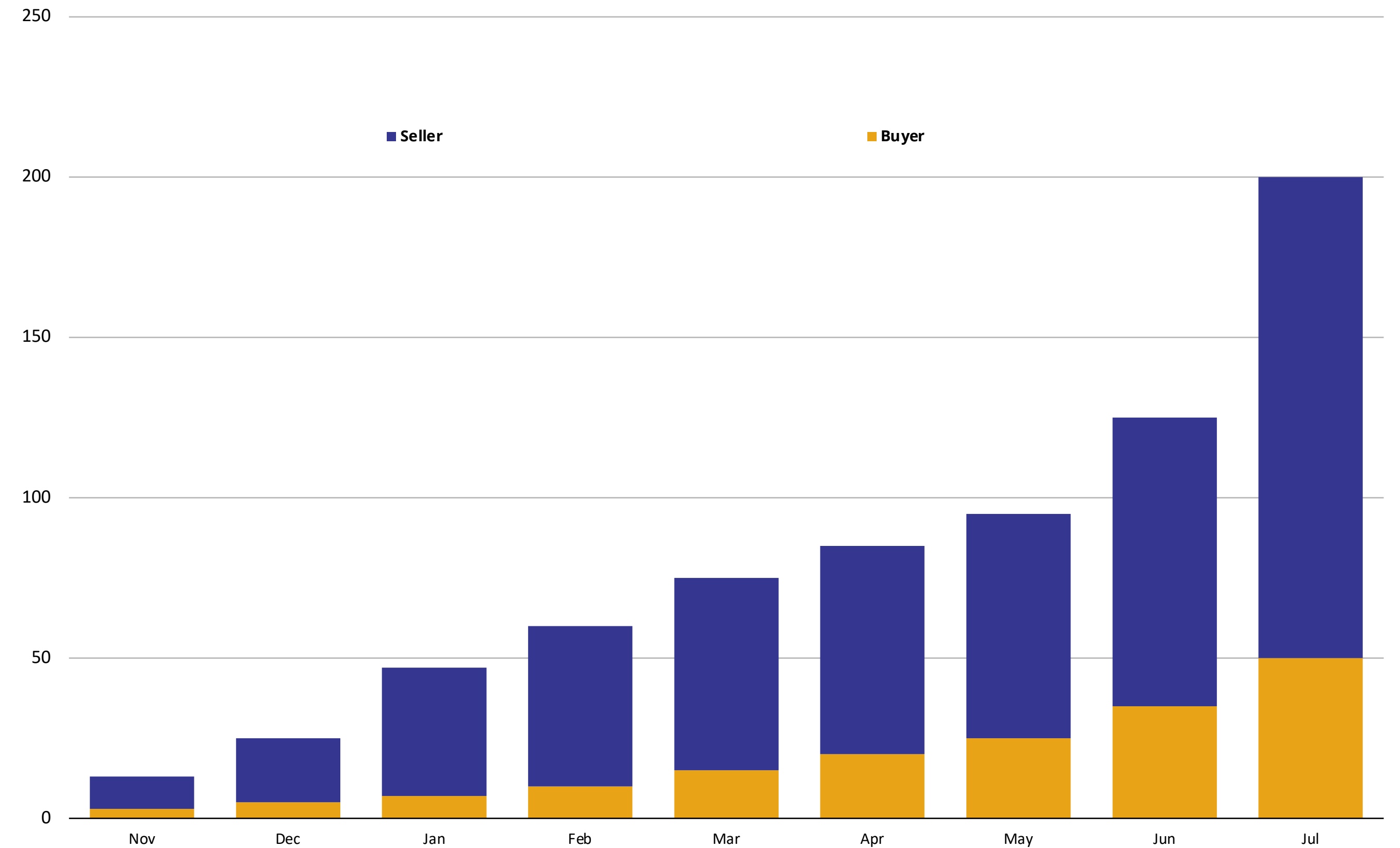


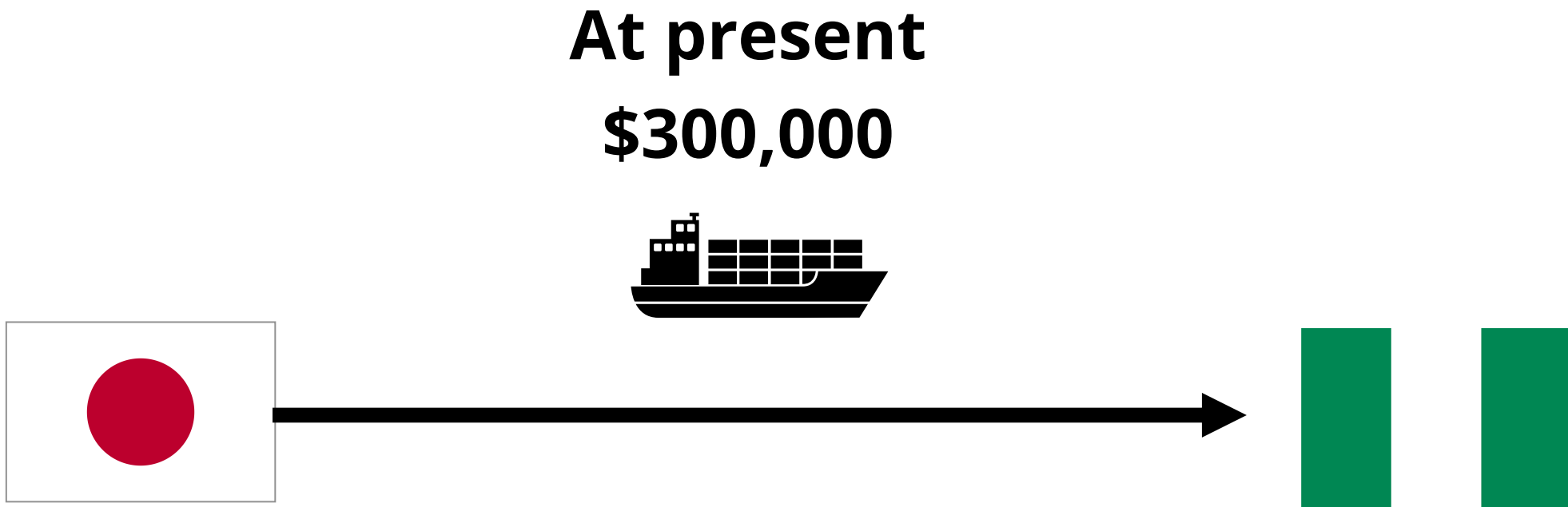
Lagos, Nigeria, Collaborative Event with Chamber of Commercial



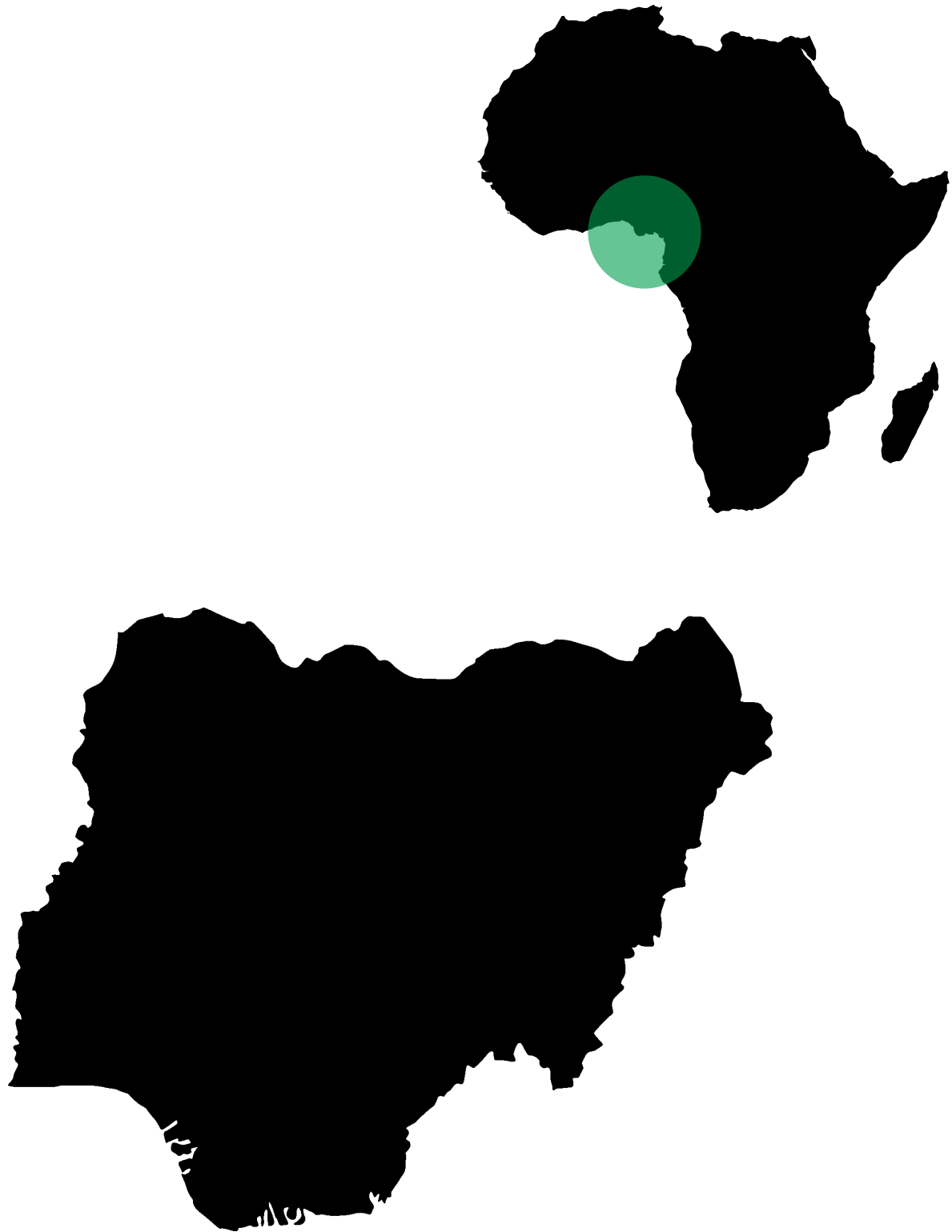
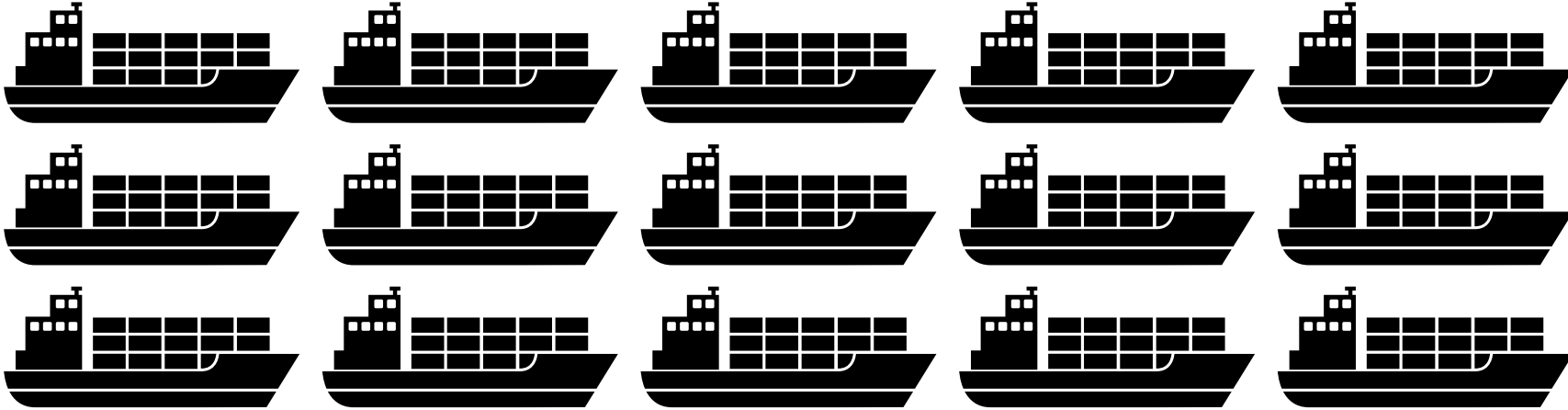
ON-BOARDING EARLY ADOPTERS  
Phase 1: Prioritizing seller  
market to increase product  
supply

| Buyer Company | Seller Company | Listed products |
|---------------|----------------|-----------------|
| 200           | 50             | 500             |





Next 2 Year Milestone  
**\$15M**



# Members



Akinori Adachi  
**Chief Executive Officer,  
 Founder**  
 Kyusyu University  
 Itochu Corporation



Kenta Omori  
**Chief Operations Officer,  
 Co-founder**  
 University of Tokyo  
 Itochu Corporation



Bryant Teja  
**Chief Technology Officer**  
 Waseda University  
 Cyber Agent  
 Rakuten  
 Speee



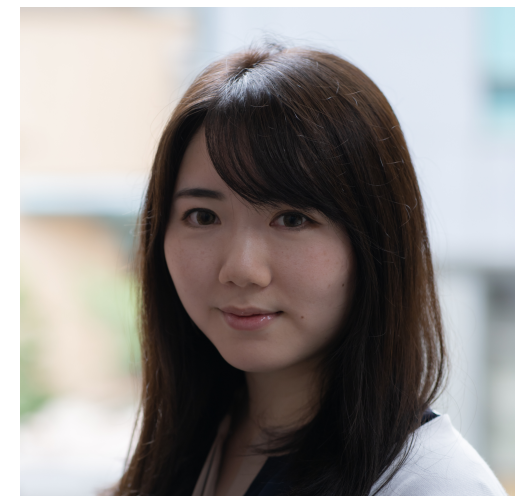
Dave Gabriel  
**Chief Executive Officer  
 (Nigeria),**  
 Lagos State University  
 METALOPLASTICS NIG LTD. Palmers Trading  
 International, JAAD & 4STONES Ltd. 4STONES CORP  
 LTD



Daramola Ayobamidele  
**Chief Operations Officer  
 (Nigeria),**  
 Yaba College of Technology  
 Worked at JAAD & 4STONES Ltd.



Fagbemi Akinwande  
**Chief Technology Officer  
 (Nigeria)**  
 Institute Of Technology Igbesa  
 AGBOOLA Electrical Company, ODIS TEC. CO, LIMITED,  
 Nigeria Television Authority-NTA,  
 J 4STONES Co Ltd.



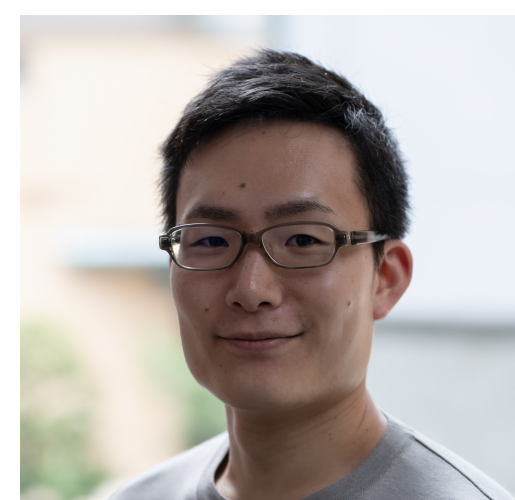
Park Soo Young  
**Accountant**



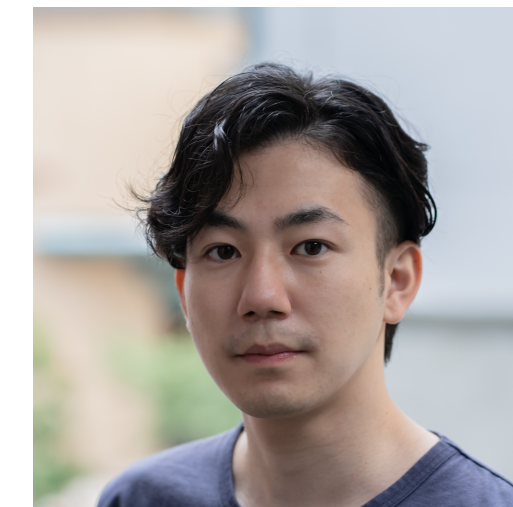
Jimi Okelana  
**Chief Experience Officer**



Shun Inoue  
**Executive Manager**



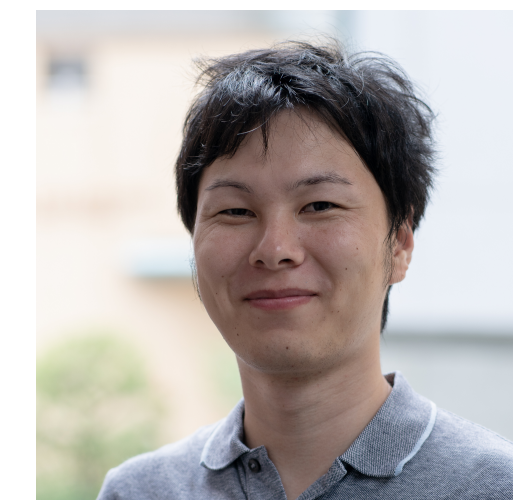
Taiki Kihara  
**Sales Manager**



Naoya Adachi  
**Promotion Manager**



Shota Tanaka  
**Promotion Manager**



Shota Tanaka  
**System Engineer**



Eijiro Imai  
**Advisor**

# DiGiTRAD Fiscal Data

|             |   |
|-------------|---|
| Name        | STANDAGE, Inc.  |
| Established | 7th March 2017  |
| CEO         | Akinori Adachi  |
| Revenue     | 2017 : 2.4mil (USD) 2018 : 3.2mil (USD) 2019 : 2.0mil (USD)   |
| Office      | Tokyo: 4F, Shiba NA building, Shiba 3-6-10, Minatoku<br>Lagos: 47B, Ajose Street, Mende, Maryland, Lagos, Nigeria |
| Employee    | 16ppl   |
| Service     | Blockchain based B2B trading platform   |

