



Investors Pitch

“Security as an Income-Generating Service” (rather than as a Cost)

This document shows why INFRASTRUCTURE OPERATORS should invest in the Global-WAN ASIC chips project to GENERATE RECURRING ADDITIONAL REVENUES from their existing offers (telecoms, water, energy, transportation, finance, smart-city, video surveillance, e-Gov., etc.).

As a “post-quantum” VPN designed for the Cloud and IoT, Global-WAN *transparently* secures the critical infrastructure by encapsulating data in transit. Global-WAN ASIC chips allow mass-scale deployments as they cost *a few cents per unit*.

ASIC chips may be sold only once but Global-WAN subscriptions generate *recurring revenues*:

Year	1	2	3	4	5
Subscribers	5m	30m	90m	180m	288m
Growth Rate	5,000 %	600 %	300 %	200 %	160 %
Revenues	\$180m	\$1bn	\$3bn	\$6bn	\$10bn
EBIDA	\$59m	\$360m	\$1.5bn	\$2.3bn	\$3.6bn
EBIT	\$57m	\$354m	\$1.2bn	\$2.1bn	\$3.5bn

TWD shares its recurring Global-WAN revenues with its infrastructure partners (hence the high growth and revenues, and relatively low EBIT).

Year 1: revenues = \$180m, users: 5m so $180/5 = \$36$ of annual revenues per end-user*

Year 5: revenues = \$10bn, users: 288m so $10K/288 = \$34.7$ of annual revenues per end-user**

(*) The \$36 come from the sale of a chip and a 12-month subscription. If the chip was given for free to the end-user, then he has paid \$3 a month to be protected by Global-WAN. If the chip was sold \$24 to the end-user, then he has paid \$1 a month for Global-WAN.

(**) In year 5, a higher share of revenues came from subscriptions than from chip sales – hence a very slightly declining revenue per end-user.

Facing a depressing economy, political dissent, and an insecure local environment (Police has received assault guns to counter terrorist attacks and Intelligence Services have received extended powers), several nations are investing to protect their citizens.

Having launched a £ 2bn plan to secure its critical infrastructure, the UK took action in year 2016.