Alexey Sukhodoyev's webinar talking points of 19 January

Recording of the webinar: https://youtu.be/83545azNWYo

Later, we will present **the roadmap for the SWC development** in 2022. We will also probably provide the whole organisational structure of SWC for the convenience of interaction with the company. All materials will now be created through the methodology department.

Despite the pandemic, there are already several trips planned for 2022. I think the amount of news and financial flow regarding String Technologies, Inc. will increase slightly.

For those who are not yet in the project and only plan to join, we have an excellent tool - SWC "Top League" adaptation and training platform, on which we have already launched a sales module in Russian. This is the first test version. The platform experts themselves are now checking the homework in order to fine-tune the tracker system.

In 2021, there was completed **the rebranding of UST** . The company's corporate identity concept and global presentation are well ahead of the time. As of early 2022, two trends can be seen globally:

- Zuckerberg's virtual Metaworld;
- a real Multiverse of engineering technology.

UST Inc. is one of those companies that is breaking out ahead of the curve to create the new transport needed during the pandemic around the world, and generally creating new things in terms of engineering: biotech (agriculture), electric vehicles, construction, etc.

Of course, they will try to take us partly into virtual reality. This is, for example, the abandonment of cash (switch to NFT, cryptocurrencies, etc.). Nevertheless, it is already obvious that UST Inc. is ahead of many in the trend of real-world engineering, multiverse technology. How many more teams will join, and how many startups will be born out of UST Inc.

Although I know all the sales techniques, I never persuade in a negotiation, I only bring analytics and a vision for the future.

If I were asked **what skill to learn now**, I would name the skills of an investor, engineer, planner, programmer, marketer and, of course, sales and professional management. That is, all those resources of specialists and professionals that will be in demand in the multiverse of UST Inc. technology.

Last year, **UST successfully passed a number of certifications**, it was a planned process. In particular, there was obtained ISO 90001 Certificate. Anatoli Unitsky has a clear understanding of the requirements to be met, what is to be demonstrated, and what the needs of today's pandemic market are. Robotic container transportation has enormous potential and this has also been demonstrated.

We are investing in the product that is already adapted to the pandemic. Truck manufacturers can't adapt to unmanned driving that quickly. You need a solution that is designed from the scratch, and UST Inc. has that solution.

Our team is developing and is being added with specialists. I will soon be accompanying **a delegation to Sharjah**. These are the key members of SWC adaptation and training platform and the "Top League" coaches who won the trip to the UAE.

Next, let's look at the key points from **Anatoli Unitsky's pre-New Year interview.** In fact, it is a roadmap for the company's development.

[Anatoli Unitsky's interview]

"I promised that we would have contracts signed this year. That promise we have fulfilled. I can say that we have signed four contracts. I will not name the countries, I will not say with whom we have signed with. Contracts are the first stages of signing... but they are there, they are already being paid for... The first thing to do is a business plan and a pre-project study..."

If such statements have already been made, it must be understood that these contracts will be executed.

String Technologies, Inc. is a medium-sized company. And many medium-sized companies went bankrupt in 2020-2021. Since our pre-pandemic world is now divided, many contractors could not interact and did not survive in this situation (difficulty in moving and negotiating). Due to the failure of material deliveries, the string structure on the heavy passenger and freight track was not installed.

In this difficult period, UST Inc. has survived and continues to develop by streamlining many processes. For example, it has got rid of ballast in the workforce. All funds are spent strictly for their intended purpose - payment is made only for specific work done.

"For four projects, and for a number of them, there have already been made feasibility study…..These are already contracts that have already been paid for, and we will announce them when we get to the design stage... We have an agreement with the clients... who want to announce these projects themselves, and we have signed a confidentiality agreement...".

"I can tell you that these are projects in several countries, not just one country...I mean our projects in Asia, Arab countries and the Eurasian continent..."

"This year has been very important, we have come out to sign contracts and the start of paying for the works..."

The fact that contracts have been signed in different countries and directions immediately initiates a potential network effect. There are a lot of follow-up actions, a string of projects.

Once a project starts being built, many new countries will want to go for a feasibility study and develop a business plan.

"We have made money before and now are making it...We have a powerful production, so we have been getting orders from outside companies, from different countries, from defence industry..."

"Last year, we got an order for an electric car. In Russia, where it had been designed by a serious carmaker, they failed to make it. We have made this electric car, and it showed good results right away".

It would seem that the burden now rests solely on the shoulders of investors. And we know there is underfunding from crowdfunding platforms. But what many people don't realise and don't see is that various areas are being launched that keep the company afloat, i.e. the company itself also earns money. This can be seen in audits and in previous years.

One of the customers saw it and ordered an electric car. A serious car maker designed it in Russia, but UST Inc. made it.

"The customer did not expect to see such quality of works. The products we make on the side,...there are a lot of them...and the price is in the millions of dollars. Naturally, this allows us to finance our technology, support the team, pay salaries..."

Some may say, why engage in outsourcing, but this is an additional financial cushion, as the company cannot depend solely on whether there will be sufficient investment. After all, employees' salaries should be paid regularly.

"We can't just use investors' money, they can't finance indefinitely either. At the same time, it is force majeure. Who knew two years ago what would happen today. It is madness, and in this madness we have survived, we are developing, improving and even growing ...".

This is the absolute truth. In this madness to lauch even an 800-metre track, to design, build new tracks and vehicles is, firstly, an engineering marvel and, secondly, the miracle of optimising the company's business processes.

"We have our own construction company too, it also gets orders."

"So, all the companies in the Group of Companies, actually get third-party financing by getting orders and those orders are paid for..."

By analogy, our adaptation and training platform is sprouting up, and this all needs to be supported. The platform should become self-sustaining. And as soon as the combined offer is implemented, we will close the free entrance to the platform for Russian speakers. It will only be possible to enter with the combined offer, so I recommend taking advantage of the opportunity.

Now is just the beginning of what the "Top League" was launched for. It's primarily to make sure we as investors are as professional as possible and attract big cheques.

"One of the major achievements is that we have certified as the complex our string technology..."

We'll talk more about certification at the next webinar.

"There are other companies in our Group of Companies. Three companies are in the UAE, where it is very different attitude, very different tax policy..."

Indeed, Sharjah and Maryina Gorka - which is more representative in the eyes of foreign customers? They ask questions: Who has designed this technological marvel for you? Many foreigners do not even know such a country as Belarus, the city of Minsk, let alone Maryina Gorka.

Maryina Gorka is like a closed laboratory, where the development and testing of the technology, biohumus technology based on the obtained material of soils from different regions of the world, EcoHouse is going on.

"Just recently, there has been opened a company in the UAE that handles marketing and sales... the sales office is international".

The sales centre is located in Sharjah, in the Arab Emirates, which is the country everyone knows. Sharjah is home to the American University and the University Technology Park. Also, the UAE has a very different, more favourable tax policy, and there is the possibility of legal optimisation, including on future dividends. "

"...And take a ride on our tropical Unicar which is impressive...The people entered it with scepticism...but when they see it... there a question: How...have you done that? They are amazed and admired with the quality of the work..."

I had much higher expectations of EXPO 2020, I didn't see an abundance of innovation, something that could really strengthen the economy, create a new industry and change the world.

There's a lot of talk now about the multiverse, virtual reality, as everyone expects there to be "light at the end of the tunnel", but that's not a fact. It will be an artificial technology to change the human lifestyle in general.

I got to know that the word is spreading among big entrepreneurs, who have company turnover of at least tens of millions and even up to a billion, that there is a cool Technopark in Sharjah, which is worth a visit and thinking about investing in this company.

What attracts me as an expert? No company has such a comprehensive roadmap as Anatoli Unitsky and the UST Inc. Group of Companies. In the short term, it is string transport, urban, passenger, container transportation. Then, - high-speed transport, then hyper-fast transport, the concept of linear cities and clusters, agricultural biotechnology, and humus. All of this is protected, it is all intellectual property. Even if potential competitors try to catch up now, they will not.

It is possible to design, but difficult to implement. One example is the electric car that was presented at this webinar earlier.

Then, there is the transition to the space programme. Those who have read the EcoWorld programme know that there are stages of creating an autonomous power plant as part of the GPV (General Planetary Vehicle) and much more.

"For example, Brazil's first astronaut... he's now Brazil's Minister of Innovation... and other members of the government delegation who came there... were delighted..."

"We also talked about the space programme... Space also attracts investors and customers to us... it's a high bar."

I don't support the idea of flying to other planets if you can restore our planet.

"Not every academy of science can boast of this quality of works and this quality of publication..."

You can buy and read the books: "The Engineer", "String Roads on Earth and in Space", the publication on: "Rocket-Free Space Exploration".

Space is the highest bar in terms of engineering and positioning, the project roadmap, in terms of growing appeal.

"There have been dozens of delegations like Brazil's one this outgoing year, there will be even more next year."

Anatoli Eduardovich said that there had been an opportunity to exhibit at EXPO 2020 on a large stand. There was no problem, no one restricted or banned anything. Naturally, it would have not been like Hyperloop - some kind of mock-up with a photo for selfies. With this in the case of UST Inc. it is better not to exhibit at all, as it would be a waste of money. There was an idea to build an entire mini-track, but such a stand would have cost over $10 million.

In this logic, the stand in the Belarusian pavilion, which had been there for some time, was optimised as much as possible.

"I got it right a year ago, I thought we were going to exhibit in the innovation pavilion.. to build. a demo track, but... it would have cost not less than 10 million dollars, and after EXPO it was to be demolished, so...I refused, of course".

Which is better: to build a mini track there or to design and build a real 800-metre track, start it up and prepare a truck and passenger heavy track in Sharjah Park? Naturally, the second option is better, because this is already a straightforward path to targeted projects.

And Anatoli Eduardovich was right to abandon the idea about the mini track, because all the important delegations know about the existence of the park in Sharjah and go there.

This is a strategic move, and it is well understood by all who attend the EXPO that there is something interesting to see in Sharjah. And what's more, it can be an influential element in the economies of developing countries that are struggling during the pandemic.

Anatoli Eduardovich also said:

"The Group of Companies now consists of only those companies which are involved in design, manufacturing, construction, research, science in the field of string technology, but not in attracting investment".

We, as SWC, are a completely separate entity, we don't build anything, we don't design anything, we finance, we are investors. We are connected in terms of ideas and vision. But in terms of organisational processes, organisational structure, legal scheme, we are completely separate entities.

And this is a good thing, as it is not a very good practice to interfere with scientific and production activities and investment attraction.

SWC is preparing to have, as in many companies, a sales department that will not depend on the mood of someone in leadership, but which will work according to clear motivational indicators. And I do not rule out that some of you, dear listeners, will work in this department as sales managers.

The department will work in all languages. I plan to launch this in 2022. This is needed to have an additional back-up of maximally motivated guys who will create a growing investment flow. Because as SWC, we want to close the maximum number of investments in UST. Inc.

I am now actively learning about trading, so that I can then understand how to build a behavioural model and collective investor strategy with which to make the right decisions in future market conditions. In theory we will be able to fight back against market manipulators. After all, once the stock is on the market, with the kind of roadmap that Unitsky is now shaping, manipulation will inevitably begin.

SWC is now selecting people for a Public Relations (public relations) department. We could not have such a department before because our strategy depended entirely on the vision of the parent company.

We are now a completely organisationally independent structure and, naturally, we will be positioning ourselves. You will see all that. Part of the roadmap will be explained by Evgeny Kudryashov. And take my word for it, you will be pleasantly surprised and motivated by the products that we will introduce in addition.

And Anatoli Eduardovich said:

"Better, faster, higher quality and cheaper, not more expensive - that's the approach..."

This is the approach of String Technologies, Inc.. And I highlighted that quote here. These words cannot be cut out with an axe, they come from a person's soul, because he feels commitment. Do you think Anatoli Unitsky does not want all of us to recoup all investments and further develop the business on a global scale? Of course, he does.

That is what Anatoli Unitsky, the creator of the technology says:

"It's my commitment to the investors... The investors trusted me. If we screw up and do it wrong, (that's what he usually tells the designers) *then, you will leave* (that is, the team can leave)*, I'm not going anywhere, I'm responsible for it, so do as I say... not as you think... including how to then go into serious business, serious profits, serious dividends..."*

Anatoli Eduardovich has a clear vision of how to make the blockchain technology ecosystem of the SkyWorld programme, so that it will then work on the basis of its reserve unit, which will not be mined like bitcoin with electricity costs. On the subject of cryptoworld, it's stabelcoin.

Naturally, it will not be created quickly, and it will start with the Security Token Offerings scheme that is being prepared. And we're likely to see some serious marketing moves this year. At the moment we are **at the stage of getting all the necessary licenses.**

Because this is not a scam, not a pyramid scheme, not some fictitious licenses. Everything has to be done properly, and it is not a quick process. But I know it's in progress, and I know it and tell you about it.

"For any projects that we will do as an order, the money will go to String Technologies, Inc."

For the order (meaning for design, for creating new rolling stock, etc.). But each of you should also clearly understand that the dividends will be paid by another company which is part of the Group of Companies.

"The dividends will be paid by another company that is part of the Group of Companies. The one that will actually order, do marketing, that will accumulate money which won't be taken away, won't be taxed, and which can be paid to any country to any investor without problems."

Now, the parent company is acting in the logic of maximum optimization, including the payment of future dividends. That is, they are already thinking about it, so that the investor will feel comfortable.

But what kind of company is really thinking about this? Such versatility in a start-up is something to look for.

"There are three companies in the UAE... so you can't see everything in the audit of String Technologies, Inc. what happens in the Group of Companies... But naturally, every company is audited in the country it is in..."

That is, the company is audited in the Arab Emirates. Everything is open, transparent.

Given that UST Inc. is preparing a powerful positioning document, hundreds of pages long, which will answer legal and technical questions, this will be a powerful help in attracting really big investments.

"The payment of dividends does not depend on when String Technologies, Inc. reaches self-sufficiency... but on the projects..."

And here I can say that it is not uncommon for a company to be unprofitable, but here Anatoli Unitsky says in an interview that this situation is just an example. *String Technologies, Inc.* will not be unprofitable.

The company will be capitalised for the investor through each project it enters into.

"We implement projects all over the world, there is a company that sells these projects, then naturally, they have to pay dividendc on their profits... We should be where there is no profit tax..." (where there are free economic zones).

And again about the investor. It could be said once, but Anatoli Unitsky wants to talk about it.

"There are investors, we should remember them, love and cherish them, and fulfil our obligations towards them..."

As an investor, I have come across situations like this, where you sort of invest in a direction but the company stops paying, even though it might be paying, simply because, in theory, it is possible not to pay. In other words, it is cheating investors.

And here, when the founder of the company repeats it over and over again clearly, openly and from the heart, it cannot be faked! It's priceless to have such an attitude towards investors.

"There have been problems this year because of lockdowns when the client couldn't come..."

"According to one of the contracts they were supposed to transfer $3 million, but haven't been able to do so yet..."

Even if it has already been done, it would be foolish in regard of company development point of view to pay dividends out of those funds. A buyback, yes, perhaps, but paying dividends now would be suicidal. After all, there were quite a few companies which started paying dividends and then had no money left for development. And investors, having received dividends, did not want to pay more, but wanted even more dividends. But there is no money for development because the company's strategy was wrong.

And then Anatoli Unitsky speaks about the developments of the projects that were previously implemented.

"We signed an agreement with the Department of Transport back in 2019... They see us as a road network in Dubai, the last mile that could connect the city districts to the metro..."

Already after the business trip, I decided to live there for three weeks, and I realised how much the Arab Emirates needed this solution, that you can't just go from Deira to Dubai in an easy way, and that Sharjah is far away for Dubai residents.

And imagine when there is a solution like UST, how much the lifestyle of people will change, how much the solution to the last mile will unite citizens as the boundaries of distances will be erased. Traffic congestion is huge in Dubai. The current transport infrastructure cannot cope with it.

"The life cycle of an infrastructure project is very long. It even takes 3 years to launch a tender... it should be launched in spring".

This is about a tender on the technology to be approved by RTI and used. Can imagine what budgets will go then?

Going back to the dividend payout, in theory, the dividends could be paid even this year provided a really big investment comes in.

If UST Inc. does win the RTI tender, there could instantly be a fairly large investment for pre-project studies, for the business plan, because the project itself is big.

I will not claim and will never say that here we are expecting the root technology to close. I will say this when it is clear in a week. That's my way of working, I don't draw illusions or make promises without a basis.

"On some projects, which have also been in the pipeline for a long time, there have been significant fundamental shifts... we have found ourselves at a qualitatively new level..."

About certification and that's where we stop.

"What certification is and what context in the development of the technology it has..."

"I've never been afraid of certification... It's compliance... I've been involved in string roads for 50 years, if not more..."

About the adaptation and training platform

The homework of those who did the training will definitely be checked by Natalya. Oksana Aksyonenko will then be building a mentoring system. A system of "trackers" and "tutors" is already being prepared.

Trackers are those who monitor whether or not homework is being done.

A tutor is from the verb "to tutor" - to take care of. That is someone who will motivate students for them to reach the completion of any of the modules.

There will be feedback, a chat system, individual VIP support - we just can't do without it. All this is being prepared now.

The product was launched in December. All 160 people who wanted to take the series of master classes, be inside the "Top League", get first access, got it.

Yes, it's still a draft version, there will be a lot of tweaking, but with the powerful methodology department we now have forming, it's very easy.

We will go back to the google form on the competencies you want. We will introduce new modules, a complete system is being formed for that.

Oksana Aksyonenko spoke about the mentoring system. She organised the volunteer system at the Sochi Olympics, imagine the kind of specialists we have working for us.

[Oksana's master class recording]

And Oksana, believe me, does not work with every project. And here, she really liked the idea. We sincerely hope that she will be able to visit Sharjah. Because I think Oksana has also great investor potential.

There is a google-form open for those who wish to be trained by Oksana: https://docs.google.com/forms/d/e/1FAIpQLSc54CzsQpFBKf3l6zb90cwUy2yITQn1flot_kh_DJz7hHpxAQ/viewform

It's a very cool training, after which first, you will be a trainee, then a tracker (will do tracking), then - a tutor (looking after the people in training). After that, you become an instructor and manage a certain number of trackers and tutors. Next ,you will become a mentor. The mentor will already be able to organise and participate in masterminds. Those who are familiar with various business communities understand what I am talking about. And we will be no worse than such communities.

There are a lot of new members and new partners who now want to get into the "Top League". So far, we're accepting people for free on the recommendation of a proven leader in the SWC.

How to get into the SWC"Top League" SWC (RUS)?

1) Desire to be in a "Top League" chat

2) Write to the chat keeper Denis in "Telegram" @kzkzkz78889 or in chat-bot https://t.me/mk_swc_bot

You can write directly to the chatbot that you recommend such and such person.

And send:

- Email (as in SWC account)
- Certificate of your status (or a screenshot of your status)

3) Denis will verify the validity of data through statistics department.

4) After all approvals, you get access to "Top League" chat.

We are old, we cannot handle that...

If you can't handle it yourself, offer students, (many of them can't find a job now), lots of them will want to be trained. And when they are trained, they will ask how to sell, how to negotiate? Where can I do it?

There will be a second stream of international trainers, it will be shorter and more in-depth. Naturally, there will be certification.

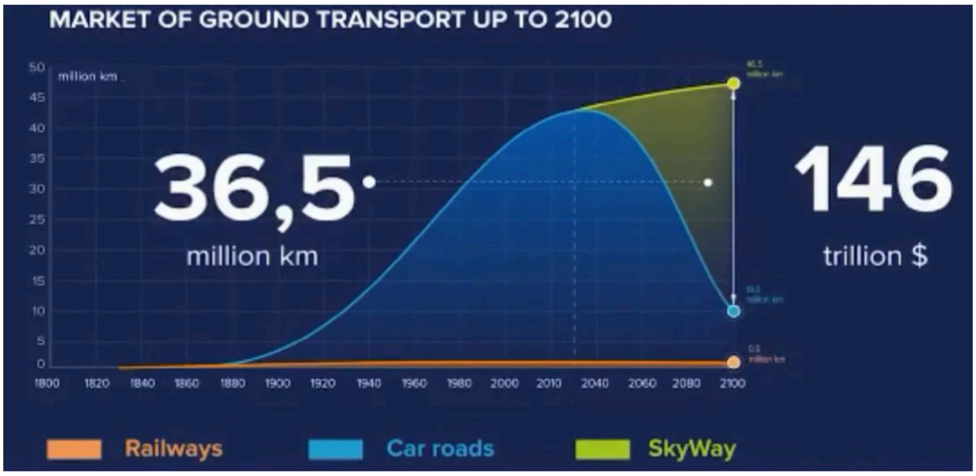
Leonid Rakhmanov, my business assistant, is a young, talented and active guy who is already well advanced in the SWC ranks. He has already delivered the first master classes on "SWC and UST, Inc. - Pyramid or Not", which has gathered a great response from English speakers.

In the near future, we will be launching a series of master classes for Spanish speakers. And in a few months, we will localize, adapt, and launch the modules that the Russian part of "Top League" has into Spanish, English, and other languages.

It is important that work has begun in the foreign space. Unfortunately, the Russian-speaking space and Russia are having a harder time developing the investment direction in UST Inc.

The reason is clear to me: Russia started out, and now people are a bit demotivated by the shift in timing, the people are difficult to be given even the information about the training and adaptation platform. But believe me, new potential is coming soon, I am dealing with it, we will be launching a sales department and we need to bring what we have started to completion, to capitalisation. Who else but us?

We are creating the future and funding it. Especially a market like the one which is in one of my favourite pictures! And time will tell if the logic of this picture will come true, at least approximately.



Thank you for your attention! See you soon, at the next webinar in 2 weeks.

We will run a form to evaluate my webinars, including. I sincerely hope you found it useful! Good luck to everyone!