

## 01.02.2023. Webinar of A. Sukhodoev

[https://youtu.be/wf4MIRoLI\\_0](https://youtu.be/wf4MIRoLI_0) - with time codes

This is going to be a very important and breakthrough year for us. Because last year we were developing at a synchronous pace with UST. A lot of work has been done to build the SWC infrastructure with the aim of further scaling and development in order to be able to make a big leap up after certain milestones are demonstrated by UST.

What milestones are we talking about? This, of course, is the launch of the 4th test line in Sharjah, which is 2.5 km long, achieving passenger vehicle speeds of 150 km/h and 120 km/h for container traffic on this line. It is also the launch of the first commercial project on the territory of the Republic of Belarus with the ultra-lightweight uLite rolling stock.

This is not just the launch of the next test lines, but their certification, which is necessary in order to further develop projects around the world on absolutely legal grounds both in terms of engineering and in terms of the jurisdiction of compliance with the necessary standards and norms.

The UST has studied the market thoroughly in order to optimally select what is currently most in demand in the world, what is most needed. We are now at development sub-stage 14.3, and are progressing in steps to stage 15, which is the final stage.



A lot of work has been done in these seven years. I am sincerely grateful to everyone who has been involved and is still active in this phase. But we can achieve more if we activate those who are asleep. It's time to wake up, we need you, you need us. And if you were once invested, perhaps, in pictures, now you can see it all in reality. Thus, all obligations declared by the UST will be fulfilled in one way or another. Nothing has stopped the development of the company, not even a pandemic, not even a difficult geopolitical situation.

You may have already seen that some of my predictions are coming true. For example, if you go back to what I said before the pandemic at the European conference in the Tatras, that robots will start taking your job. This is happening now with Open AI and Chat GPT.

SWC plans to automate the work of our partners worldwide as much as possible. In this context, about our plans for 2023.

### In 2023 in SWC:

1. English, French, Spanish, Vietnamese and Kyrgyz versions of the adaptation and training system will be launched by the end of February. A separate in-house IT application will also be launched, which will compete in foreign markets with modern LMS systems, and will be continuously improved.

The first stream was launched with a mentoring system in Russian, and many have achieved quite serious results with this very tool. And in this tool, we have put the experience, knowledge and skills of those who have already achieved significant results in the development of our field. And this year this direction will continue its deepening into the community on an international scale.

At the moment foreigners are the main financiers, although I am grateful and happy that my home country, Russia, is also one of the top seven countries for attracting funding, which is really great! This suggests that even despite the hate, despite the confrontation, despite the trolling, which in Russian space is many times greater than that in foreign space, there is still development going on.

2. The development of the reception project from SWC also continues in the form of a separate IT solution for maximum interaction with our dear community members.

3. A smart SWC service chatbot is being created and will be implemented in the first quarter, allowing you to save even more time and focus on strategic decisions.

It will be translated into all languages and, moreover, it will even be a tool for disseminating information about the direction we are developing.

This year we will be attracting young people as well, and we know how to do it. We are already working with the resources and trainers that will attract young people to the Sky World Community ecosystem space.

4. SWC strengthens the public relations staff in the logic of acquiring the competencies to uphold SWC's honour, good name and reputation worldwide, including in the Asian space. We know the problem areas, we will definitely solve them. We will definitely help our partners and will not leave them to the mercy of fate.

5. We introduce necessary new roles in the community, e.g. mentors, mastermind sessions masters, nurturing these roles from the best people of the community.

And the necessary specialists have already gone into training to learn how to run mastermind sessions for you in the best way for everyone.

6. A premium SWC club system is created. We are grateful to those who have achieved Expert status - you are truly premium members of our community. You will be the first to gain access to the opportunities and benefits of the premium community area.

7. SWC transforms and reforms the work with regional curators, ambassadors, community members in higher statuses, interaction with them into a better form. Soon you will see very serious changes, you will not just have an influence on your work, you will understand which indicators to use, how you can improve those indicators. Therefore, in those countries that are not yet sufficiently developed in SWC, I recommend you to be proactive, because then the market of a particular country in terms of SWC may already be occupied.

8. SWC is moving in a development vector towards a global venture ecosystem, improving the way algorithms work within all SWC technical solutions, statistics, indicators and tracking the behaviour/mood of all community members to provide an even better service. In other words, today Sky World Community is no longer just a platform with a User Account, but an International Venture Capital Social and Financial Ecosystem.

9. We, as the SWC community, monitor the progress of projects implementation and, if necessary, launch other technologies for implementation and pass selected potential commercial projects to uST for further elaboration.

11. The legal department is preparing many improvements for our work, which will allow us to implement new projects in almost every country in the world without impediment.

#### **What has been achieved. uST. International activities.**

In terms of the Unitsky Group's international activities, a lot of work has been done and serious foundations have been laid for the future. When the goals are met, the priorities shift somewhat. Now, yes, there will be ongoing delegations. But already the delegates themselves will strive to visit the Technopark in Sharjah as much as possible. And with those delegations with whom

meetings were held, the deepest work is already underway in the direction of commercial Targeted projects directly by Anatoli Eduardovich Unitsky and Oleg Markovich Zaretsky in the logic of uSkaveri - the main marketing company, which is registered in the Arab Emirates.

In 2022, Unitsky Group actively participated in many international trade fairs and conferences, demonstrating the international interest in uST comprehensive product and technology.

Company's Highlights include EXPO 2020 in Dubai, business forums in Rwanda, Indonesia, Malaysia, Kazakhstan and Russia, and of course InnoTrans 2022 show in Berlin, where the company's Unibike was showcased by the RTA, Dubai's Ministry of Transport and Highways. What is significant, it is on the initiative and for the budget of the RTA, which indicates a serious interest and prospects for receiving orders for uST in one of the most innovative cities in the world.

More than a hundred delegations from several dozen countries visited the uSky Testing and Certification Centre in Sharjah as part of their participation in EXPO 2020. They include Lesotho's royal family, business leaders, ambassadors, diplomats, prime ministers, ministers, governors, mayors and senior government officials from the United Arab Emirates, Brazil, Peru, Colombia, Rwanda, Indonesia, the Philippines, India, Kazakhstan, Russia, Belarus and many other countries.

Show me a company that, in the logic of its first steps, would have developed like this?

Dear friends, I will not say anything unnecessary in my webinars - it is my, let's say, internal rule. I'd rather tell you a little later, but in fact. You will hear information that is about to happen or has already happened. Perhaps in the near future UST, if the customers under the nondisclosure agreements allow, will be able to share and tell about those commercial projects, for many of which, I think, prepayments, pre-design studies, and design studies have already been made... But they will already say officially that work on the projects has begun. We are not entitled to say, nor do we know, and speculation is contraindicated here.

Our task is to say that Sky World Community has opened a regional information centre in so-and-so country, to talk about SWC and about the product we are funding and what events have taken place. Our job is to talk about our strategy, the SWC strategy. Believe me, we have gained such power and strength in 2022. And we will be scaling up these resources this year, using them and improving them even further.

If we talk about Indonesia, then it is planned to use UST infrastructure in the capital of a new global scale. Many countries are now transforming themselves both after the pandemic and as the transport and logistics and geopolitical situations of the world have changed.

Now there is very important information that will allow you to really close large investments, if you understand the essence of it. Because it doesn't matter to me whether I'm talking to funds or large depositors. I am selling the semantic part of the UST technology trend, which in one way or another will become a major trend in the world.

ТЕКУЩАЯ МИРОВАЯ СИТУАЦИЯ 2019-2023 г. Биотех и фармацевтика.



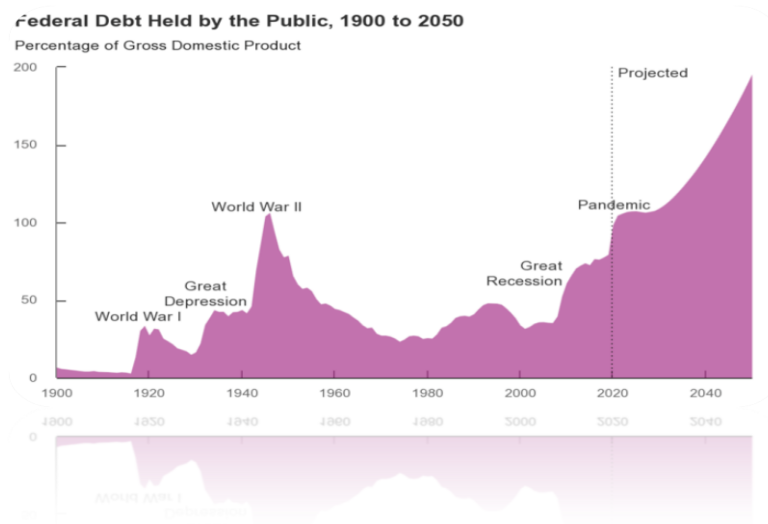
Let's analyse what happened in 2019-2023. In terms of a pandemic, it is worth realising that the goal was activity, the rapid reactivation of the biotech and pharmaceutical industries. This is how the giant companies Moderna, Pfizer, which, by the way, no one had heard much about before, came into being. Now an investigation is underway and it turns out that not all the permits were obtained. But somehow, tens, maybe even hundreds of billions have been raised. This provided the world economy. Then it all went downhill. And the world community has begun to treat this somewhat differently, to resist it more and more. And what happens in 2023?

#### ТЕКУЩАЯ МИРОВАЯ СИТУАЦИЯ. 2019-2023 г. Искусственный интеллект и роботы.



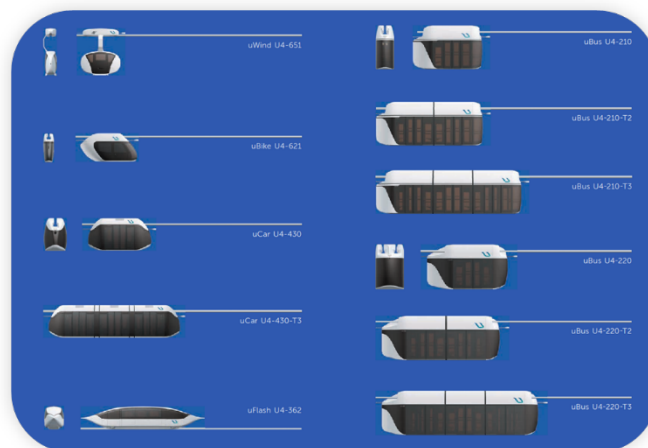
This year we are seeing strong developments in artificial intelligence and robots. On Instagram, on TickTock, in the media, type in "artificial intelligence" and you will see Chat GPT bots in English, French, any language. Many companies are now moving into the field of artificial intelligence. That is, artificial intelligence is now firmly embedded in our lives, but it is also a strategy to fill the global economy. Now everyone is using AI everywhere: marketers, lawyers, PR specialists, programmers. And today, not yet 100 billion, but tens of billions of dollars have come back into the global economy from robot and AI companies.

In my opinion, this year will be the year of artificial intelligence. Everyone will trumpet artificial intelligence, they will talk about robots, bots, androids. But it is also a finite process. And there will come a time when this resource will run out too, and then one will wonder - what is the next trend? And just here it won't even be meta-universes. The meta-universes, yes, will pick up artificial intelligence, but they too will not be able to provide for the world economy, to cover the US national debt, which exceeded \$31 trillion last year and approached the allowable ceiling, which Joe Biden, by the way, approved late last year.



## An alternative.

The only alternative I see is the creation of a new type of city. It is a widespread improvement in transport and logistics. It is the creation of entirely new technologies for transport above ground, which Anatoli Eduardovich saw as a trend back in the days of the Soviet Union.



And now it is an absolutely tangible trend that you can touch, see, ride, and it is certified. I think this year will be something more serious than last year, when the RTA presented a rolling stock at the Berlin show on their own initiative in the form of a mock-up, which they made and brought in themselves.



And we, as Sky World Community, an open social and financial venture ecosystem, are ready to scale in the logic of sufficient fundraising, in the logic of providing that service, that level of education, adaptation, that depth of community that everyone in our ecosystem expects from us.

Education, Fintech and Community are really an ecosystem. Within our ecosystem, there are even things that happen when certain members of the community donate their designs to the community. And you will see this year a very interesting IT development which will allow you to meet in any city, in any country through our internal special application which can only be used by members of the SWC community.

And when you arrive in a country or city, you will know through the application that there is a member of the community in which you are. You will be able to meet, organize a networking coffee. That is, this year we will be automating networking.

Our training platform will be developed into a stand-alone IT product. Our LMS system is now 80% ready, which will help to bring in partners for adaptation and training already for the next languages after Russian. This will reduce and save your precious time, which I would recommend spending this year on a strategy to attract already larger finances.

People are increasingly confused about what the future holds for them, how much the world will change, and what kind of profession to pursue. This is why we are now positioning our Adaptation and Training Platform as the University of the Professions of the Future.

We follow trends and you'll get the best of everything on the Smart World Community. So rest assured, if you are in the Sky World Community, your education will not become outdated.

### **Strategies for community growth and financial performance in 2023.**

We are going to "eat the elephant one bite at a time". We have four activities planned, these are:

- Scaling communities in depth. RETAIL strategy.

In 2022, we have built a community architecture, activated over tens of thousands of people in chat rooms with community management, that is, with the people who manage the promotion of attention in those chat rooms. A smart SWC service chatbot will be made. New social networks were launched on countries that did not have SWC social networks.

But we know that we have over 500,000 people who are not active. Imagine the point of growth awaits us when we activate these people. And we know the strategies for doing so.

- The large investor module will be launched in the first and second quarters. WHOLESALE strategy.

We will pass on all our experience to you. And you, by learning these skills, competencies, tricks, hooks, and lifehacks, will be able to increase your cheque in your countries significantly.

Sell meanings and trends. Delivering information that will close in on a sale to someone who is not yet in your weight class for large investments.

The goal of our platform, no matter how loud it may sound, is to make 10% of the world's population financially free, conscious, professional. And most importantly, co-owners of the string technology, earning passive income and developing their competencies.

We are ready for the challenges. We are now investing in technology that has and will survive crises. We are nurturing a community of people who will derive passive income from technology that is designed to improve human life, service, business, our community members will learn better and better. Would you like to be in this community? Answer this question for yourself.

- We will form a Community Premium Direction. Clubs strategy.

We will prepare you for development in big cities, in capital cities. If you live upcountry, you will go to develop the capital and be mentally absolutely ready for it. That is, the Ambassador trend will develop and grow even more this year. We don't have a lot of ambassadors so far, but we know how to digitize this system and we will make it available to you. And those who are lazy among the ambassadors, we will change to new ones who strive to develop as much as possible in reality and according to the results.

- Working with international Influencers. Influence Strategy.

We are preparing a service chatbot, which will also be a product for international Influencers. Kyrgyzstan has its own opinion leaders, Nigeria has its own, and we will cooperate with them.

We are moving to such stages when people, if everything is explained to them correctly, will want to work, including barter, for portions.

And the question is: Is it worth working with them in barter for portions? Because the portions are already too valuable. The answer to this question, I think, we will hear this year.

I have a feeling that something is in store for us at the end of this year, but it's possible that this is just my guess. We will try very hard to form a Premium Club in the best traditions. It will be a community that you will want to enter. We will try to create value. SWC will gain weight. This Premium Club ambassadors will have the opportunity to interact with other Premium Clubs, which will help fulfil point 2 — search for large contributors and increasing the overall average cheque.

So what do we do next? Funding for Unitsky's next technology, which no one will be allowed into, as well as other projects. And they won't just let you in. Because not everyone has the openness and honesty to develop these projects.

The next direction. You may ask — what are we going to do in 2024? We will do things that would be impossible for others to do. Because we, as the Sky World Community, have established ourselves in the technology world of Anatoli Eduardovich Unitsky.

## **SWC. Organizational Structure 2.0 in 2023.**

We are now learning from those who taught and advised those from whom we learned in 2021-2022 to form the first version of SWC's organizational structure, which is now absolutely successful, decently working.

This year, we will set up all business processes and move on to maximum automation, including the use of artificial intelligence. We will be pulling up statistics, data that we now pull up manually, by a certain staff of business analysts. We know how to do it.

We have a clear understanding of what indicators we need to achieve and how to decompose this to all our regional curators. You have no idea how powerful a job awaits you, our dear

regional curators. We are rebuilding this system as we have taken into account that this is the bottleneck, the weak link. And this year you will be provided with everything you need.

### **SWC. Vision for 2023.**

We have business plans for 2023 from the UST, below which bar we have no right to fall. From this we will build our financial, economic indicators, our possible costs for events and promotions. Everything is calculated and digitized.

Yesterday there was a big brainstorming session, which was attended by more than 28 key employees who influence the attraction of finance. We got an abundance of ideas because in 2022 we learned how to engage, how to work, how to appreciate those employees who stayed with us after such a difficult year. And this year we realize who else we need. And more roles will appear in our community.

In 2022, someone who has taken a course has become a community manager, a mentor, a speaker. The public speaking course will be scaled to all languages this year.

We have very high conversion rates from registrations to co-owners. And, of course, now we would like to digitize the path that you, our dear partners, are taking in leading the client to the investment. We will also automate it as much as possible, making it even easier for you.

UST is fulfilling its obligations. The first stage of certification of test section 4 has been passed, and the second stage is already the certification of the entire transport infrastructure. It is certified directly by TUV. This is the logic of global standardization, quality conformity certification. Anatoli Eduardovich, of course, lays everything down with great tolerances in order to pass these certifications without any problems.

The 25-seater rolling stock went to Sharjah, where construction is developing as it was declared. There will also be a launch of uLite in Belarus in spring.

UST technology is now internationally recognized. UST management has created a White Paper, a 500-page document that helps to deal effectively with commercial projects and helps reinforce reputation.

You asked about the equity capital of 47 million dirhams. It used to be a few million and gradually grew. And it is not easy to increase equity capital in the Arab Emirates. It is the companies that are really recognized that do it. 47 million dirhams is 12.8 million USD, and that's not the limit.

2022 is both the inclusion in the register of bona fide organizations and the recognition by scientific bodies of a string transport developer. That and numerous new certifications.

I'll tell you the figure that if you take an average cheque of even 500 USD, you need less than one new person invited from each of the total active people for the past year. And believe me, there will be events that will motivate you to make the kind of minimum result that many do in an hour, or at least a day.

### **Media news.**

Now there are publications in which it is reported that the aerodynamic drag factor has been reduced to 0.06. And, for example, the dynamic resistance factor of 0.175 is that of the top sports cars. In other words, it's all confirmed by wind-tunnel tests, and that's a good news.

UST signs a cooperation agreement with the Institute of Management and Entrepreneurship. Areas of cooperation are outlined: these are lectures on UST technology for students of the PIME, and competitions of final qualifying papers, and many, many more, which forms the image of the future for those students who are just graduating now, and they have confidence in the future. UST gives faith in the future to young people who have engineering potential. The best of them will join the new engineering school of Anatoli Eduardovich Unitsky.

## **Delegations and meetings.**

Now the vector will be more towards the development of our community. Anatoli Eduardovich said that now, as part of the pandemic, restrictions have been removed, certification has been carried out, which means that much can already be shown. And a delegation from the Golden Winners Tour is coming soon. I think a lot of material will appear on social media.

Work with delegations is now taking place in depth, i.e. on discussing specific commercial projects. Oleg Markovich Zaretsky has a very busy schedule of trips to different countries to discuss targeted projects. However, given past experience, this is not covered, because many of us, unfortunately, cannot keep secrets. Because of this, promising negotiations on multibillion-dollar projects, such as those in India, have been fouled-up. Naturally, such mistakes will not be repeated, everything will be said on the facts. Nevertheless, business relations are strengthening with many countries.

In the Arab Emirates, I see quite a few development projects in which UST could potentially enter. But the question is whether A. E. Unitsky and top managers have time to get into smaller projects. Because, of course, when it comes to strategy development, it is better to enter a project that deals with development across the country than some small project.

Surely the development vectors for commercially targeted projects are already in place, and customers are looking forward to launching those milestones that you and I have been waiting for. This is the spring of 2023. Demonstration of the speed of 150 km/h in the passenger version and 120 km/h in the cargo version. This is container transport. And El Salvador plans to integrate UST technology as part of an entire presidential programme. Much is left out for the reasons I described above.

Cooperation with technical universities continues. UST visited one of the leading technical universities in the Republic of Belarus. UST representatives held a trial lesson for students at Brest State Technical University, which aroused vivid interest among the students. They see a future in it, it gives them hope of finding the profession they are studying for.

Students, future engineers from India visited the center in Sharjah.

Everything is going according to plan for the shows, and it will be very selective, because the shows are about finding contacts. And now a lot of work is being done on those contacts that were received earlier.

## **News on the development of Sharjah Centre.**

The container depot has already been built. There will also be more innovations shown that the company is not talking about yet. I know about them, but I am not entitled to talk.

A very difficult stage has been passed. Not everyone has any idea what it is like to lift a 2,400 metres track structure. A track structure of this length, continuous, with no welds, no joints, no connector was completely lifted to the required height in such a short period of time. After all, at the end of December we saw that this did not happen.

Few people realize how difficult it was to do. It's not just a matter of picking up and fixing. There shall be a properly calculated engineering structure. There could have been a break in the connection, there could have been a misalignment. A completely flat, smooth surface which is ready to receive that multi-seater rolling stock that will soon be leaving for the Arab Emirates.

## **Transport complexes as a part of the environment.**

The key here lies in the engineering, in the numbers. All the calculations have been done absolutely correctly.

This year, an operational meeting was held at uSky Transport's headquarters, the Green uHouse (this is also the future new direction of Unitsky's technology).

The main time-consuming projects are: lifting the rail, erecting the steel structures, engineering and manufacturing the rail head already in the Arab Emirates, track structure commissioning and completing the certification of the fourth test track. Something has been done, something remains to be done, but given what has been done, I have no doubt that it will be achieved.

I will say it again, this year will be unique. We will continue to work with the best, we will highlight them, lift them up, employ them. Our ecosystem needs enough expertise to grow even further in its financials to form a fully functioning international venture ecosystem mechanism. It so happened historically that we have a huge mainstream. Not every venture capital fund started out that way.

A documentary on Sharjah-TV will explain UST technology. A. Unitsky listed all the competitive advantages of the technology. So it's not just a video, it's a documentary.

We were looking for a continuation of the mechanics of upgrading our Avatar community, roughly similar to our community. We are pioneers of innovative technology, it can be compared, perhaps, to the crypto-community in 2009. When obscure geeks, guys in glasses, programmers talked about the technology that not everyone knew how to explain.

And they didn't have the infrastructure, the ecosystem that we created. They had the potential to grow, but not just in dreams, but in vision. We have accounted for the steps that they have not accounted for, that Alibaba and Amazon have not accounted for. We begin our entry with the commercialization of technology, which we fund in the logic of a complex international social and financial venture capital ecosystem. And let's see in 10 years what kind of success and results we have achieved.

We are pioneers of a new technological paradigm and a world that we do not just want to change, we are creating it and funding it.

QUESTIONS.

**Question about high-speed transport.** The passenger direction will definitely be launched. But to build a high-speed track — it takes about 33 kilometres. The test site has not been started in any country and there is a definite cost. Container transport has not happened before. I think Anatoli Eduardovich Unitsky will explain it best.

Anatoli Eduardovich's task and mission, which he repeats every time he talks to partners and co-owners of the technology, is to meet everyone's expectations so that they are satisfied.

**Will A. Unitsky speak anytime soon?** I think, yes, there will be an interview with Anatoli Eduardovich.

**What does the 47 million dirhams core capital mean?** This means that the equity capital of the company, which is registered in the Arab Emirates, is more than 12 million dollars. It is the confidence of the government and the necessary structures in the development of string transport. Not every company will be allowed to acquire such equity capital. This proves that it is not a fly-by-night company, that the company is here for the years to come. And it's not that 400 billion USD worth of intellectual property has been valued, it's something else entirely.

47 million dirhams is what is meant about the Arab company, not the intellectual property. Everything that was before remains the same.

Dear friends, thank you for your attention, this is Alexey Sukhodoev with you, we are creating the future and funding it in the logic of the international social finance venture ecosystem of SWC. Goodbye, see you soon.