

# DIMUTO

## DEMYSTIFYING GLOBAL TRADE

*Enabling the Future of Collaborative Commerce*



# EVOLUTION OF COMMERCE

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In ancient history, commerce began with bartering as a method of exchanging one type of item for another. The first major development was the use of a standardised medium of exchange like gold and silver coins. Since then, commerce remained largely unchanged until the mid-1990s when tech giants like Amazon and eBay propelled the adoption of Electronic Commerce (e-Commerce) to a market size of around US\$2.3 trillion in 2017. The biggest change in commerce today is the transition into Mobile Commerce (m-Commerce) as more interactions with online retailers occur on mobile devices of consumers.

The improvements made to commerce through technology and innovation has solely been focused on making trade more efficient and allowing more people around the world to participate. The core tenet undergirding trade, which is the establishment of trust between buyers and sellers of goods, remain unaddressed.

DIMUTO believe that the next wave of change will be a movement towards **Collaborative Commerce (c-Commerce™)** where technology and innovation are used to address the issue of trust head on.



## WHAT IS COLLABORATIVE COMMERCE?

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In c-Commerce™, it will be commonplace for participants and even competitors to share knowledge and work with each other to grow the community as a whole. The fundamental principle of c-Commerce™ is creating a community of participants with **trust and transparency**. Participants are encouraged to coordinate, communicate and cooperate with each other to maximise efficiency and profitability.

A photograph of the Shanghai skyline, featuring the Oriental Pearl Tower prominently in the center. The tower has three large spheres and a spire. It is surrounded by other skyscrapers of varying heights and colors, including blue, green, and brown. The scene is set against a sky with soft, wispy clouds in shades of blue and pink. In the foreground, there is a body of water reflecting the light from the sky and the buildings. A semi-transparent light blue rectangular box is overlaid on the middle of the image, containing the text "Trust: the concept".

# **Trust: the concept**



# WHY TRUST IS NEEDED IN TRADE?

A trade occurs when two parties agree to exchange what they have with each other.

Global trade has enabled participants to specialise in what they are best at to achieve a **more productive world**. Yet, the full potential of trade has not been realised. The lack of absolute trust has resulted in **massive inefficiencies** scattered across the supply chains.

The story of **Alice** and **Bob** illustrates this predicament.

Alice rears sheep and Bob rears cows. Alice wants a cow from Bob and Bob wants a sheep from Alice.

How can Alice be sure that Bob's cow is what he says it is, and vice versa? Both Alice and Bob are thus unwilling to trade their livestock with each other without actually verifying what they will get.

To resolve this, the two farmers decide to meet at the local marketplace and inspect each other's livestock before making the exchange.

What if Alice now decides to purchase 1,000 cows, 10,000 cows, or even 100,000 cows?

And that's the problem of today; the prevalence of market inefficiency due to inherent distrust.



# KEY CONSEQUENCES OF DISTRUST

## Unable to trace the journey of goods in the supply chain

Distrust and the lack of traceability in the supply chain resulted in current participants not sharing information about a trade beyond their immediate stakeholders. The **opaqueness** hampered the ability to trace the entire journey of goods which could have been utilised to solving critical issues like food safety and encouraging positive actions like sustainable farming.

### Example

The outbreak of E. Coli infections from romaine lettuce that started around 22<sup>nd</sup> of March 2018 led to the death of 5 people, hospitalised 96 and sickened 210 people in 36 states in US. Since the outbreak was first detected, it took more than 3 months for the source of contamination to be identified<sup>1</sup>.

## Lack of cash flow

Financial institutions do not trust borrowers even after knowing the details of their trade as information shared cannot be verified. This has caused **difficulty in conducting credit assessment** which resulted in:

- i. reluctance to finance;
- ii. unnecessarily high interest rate; or
- iii. unreasonable collateral demands.

The unbanked Small and Medium Enterprises (SMEs) are unfortunately the ones that need the most financing support as they do not have a large pool of working capital.



# KEY CONSEQUENCES OF DISTRUST

## Disputes between participants

Information asymmetry compounded by the lack of traceability has led to disputes between participants about their individual obligations. However, it's important to note that disputes are often not due to bad actors but rather **differences in expectations**. Without trust, participants start blaming each other and assume that the other party is fraudulent.

### Example

SunMoon Food Company Limited often have to manage dispute cases regarding the delivery of different product specifications to their customers. There were no ways to verify the goods sent and to authenticate the goods received for the product specifications established between both parties. Such disputes are often long drawn process, requiring all stakeholders to retrieve documents in an attempt to resolve such disputes, which inevitably adding operational burden and cost to the company.

## Inefficiency in trade settlement

To prevent credit risk exposure, buyers and sellers are reluctant to be the first to make payment or ship the goods respectively. Intermediaries like financial institutions create inefficiency in trade settlement as **unnecessary fees and time** are spent. These fees come from:

- i. Exchange rates;
- ii. Custody;
- iii. Issuance of Letter of Credit;
- iv. Insurance fees; and more.

The result of which is reduced margins for participants along the supply chain and increased in prices for the consumers.



# KEY CONSEQUENCES OF DISTRUST

## Inability to authenticate documents in a timely manner

Inherent distrust from authorities demand over-the-top supporting documents for authentication. Unfortunately, information and documentation flowing between participants threaten a loss of data integrity and authenticity due to the **incompatibility of their systems**.

Border customs in different countries have different documentation requirements when dealing with movement of goods into and out of their borders. Even with the documents in place, authentication of documents could be an issue. Certain industries like food face heightened scrutiny where additional certifications are required to ensure compliance to food safety standards.

### Example

An unpleasant encounter was experienced by a well-established orange distributor and shared with us. The officers at the customs border were unable to authenticate the documents provided timely. As a consequence, the oranges had to be quarantined at the customs while the documents were being sorted out. The extended duration in unfavourable quarantine conditions caused this particular batch of oranges to eventually turn bad and could not be sold for consumption. A substantial monetary loss was thus unjustly incurred by the orange distributor.







# **Our Solution: DIMUTO**



# THE DIMUTO PLATFORM



*Demystifying Global Trade*

## DiMuto

/dɪmʊtəʊ/

## Noun

Originating from the words Digital and Muto (Latin for “barter”), DiMuto combines both modern technology with a rudimentary principle to conceive the concept of Digital Bartering.

## Vision

DIMUTO aims to build an ecosystem of seamless commerce by integrating the flow of goods, data, and funds. DIMUTO is a movement towards c-Commerce™ by leveraging the Blockchain, Internet of Things, Artificial Intelligence, and Machine-Learning Technologies.

## Mission

We believe in providing growth and development opportunities by making these our Mission:

- **Maximising** perfect information by allowing participants to share real-time data to optimise decision making and reward value creation.
- **Empower** consumers to discover the origins of their purchases and to enjoy an offline-to-online integrated shopping experience.
- **Leveling** the playing field between SMEs and MNCs through modern financing solutions.
- **Utilising** the best available technology in the most applicable manner to transcend DIMUTO across industries and geographies.
- **Enabling** participants along the supply chain to embrace sustainability and create a better world for the future generations.

## DIMUTO'S PLATFORM

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To create the environment where collaborative commerce can thrive on DIMUTO, three modules were built on top of our trade facilitation platform.

Traceability, financing, and settlement.

### 3 MODULES OF DIMUTO PLATFORM

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#### TRACEABILITY



#### FINANCING



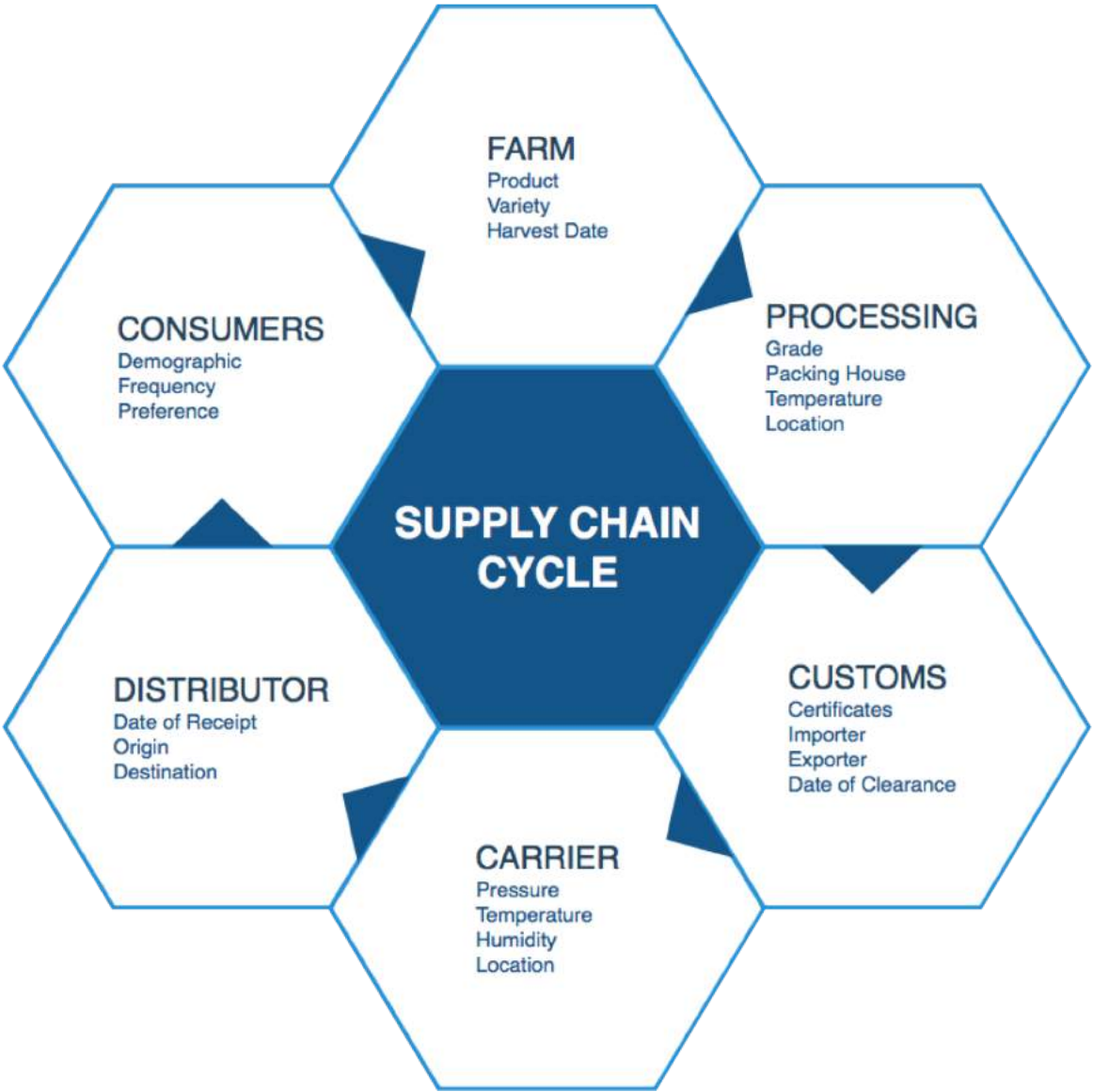
#### SETTLEMENT

# TRACEABILITY

The supply chain of tomorrow is an integration of systems by a Distributed Ledger Technology (DLT) where original documents and events are recorded in real-time and made available to authorized participants.

Coupled with DLT, DIMUTO uses state-of-the-art Internet of Things (IoT) hardware such as Quick Response (QR) code, Radio-frequency identification (RFID) tags, barcodes and others to allow the real and digital world to interact with each other. IoT hardware acts as the blockchain oracle that feeds the trusted external data to DIMUTO. These data feed may be used to trigger smart contracts that perform trade facilitation functions.

In doing so, DIMUTO have created a cumulative ledger of data points and enabled closed-loop traceability module from farm to fork.





# FINANCING

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There are three ways that DIMUTO help financial services companies provide better solutions for our participants.

**i. More accurate credit assessment**

Financiers can easily verify the legitimacy of any trade by extracting the relevant information such as the goods' origin and destination. The historical track record of the borrower can also be retrieved to substantiate their credibility. With the knowledge, financiers have certainty that trades only occur between the right participants and for the right goods.

**ii. Enabling inventory financing**

With IoT hardware providing real-time data, financiers can have sufficient information about the goods to provide financing by using the now trackable goods as collateral. This would greatly benefit SMEs that are usually asset-light and unable to put up existing assets as collateral.

**iii. Better insurance coverage**

With in-depth, real-time data, insurance companies can price their insurance contracts commensurate to each trade and avoid unnecessary premiums historically factored in due to a lack of information.

# SETTLEMENT

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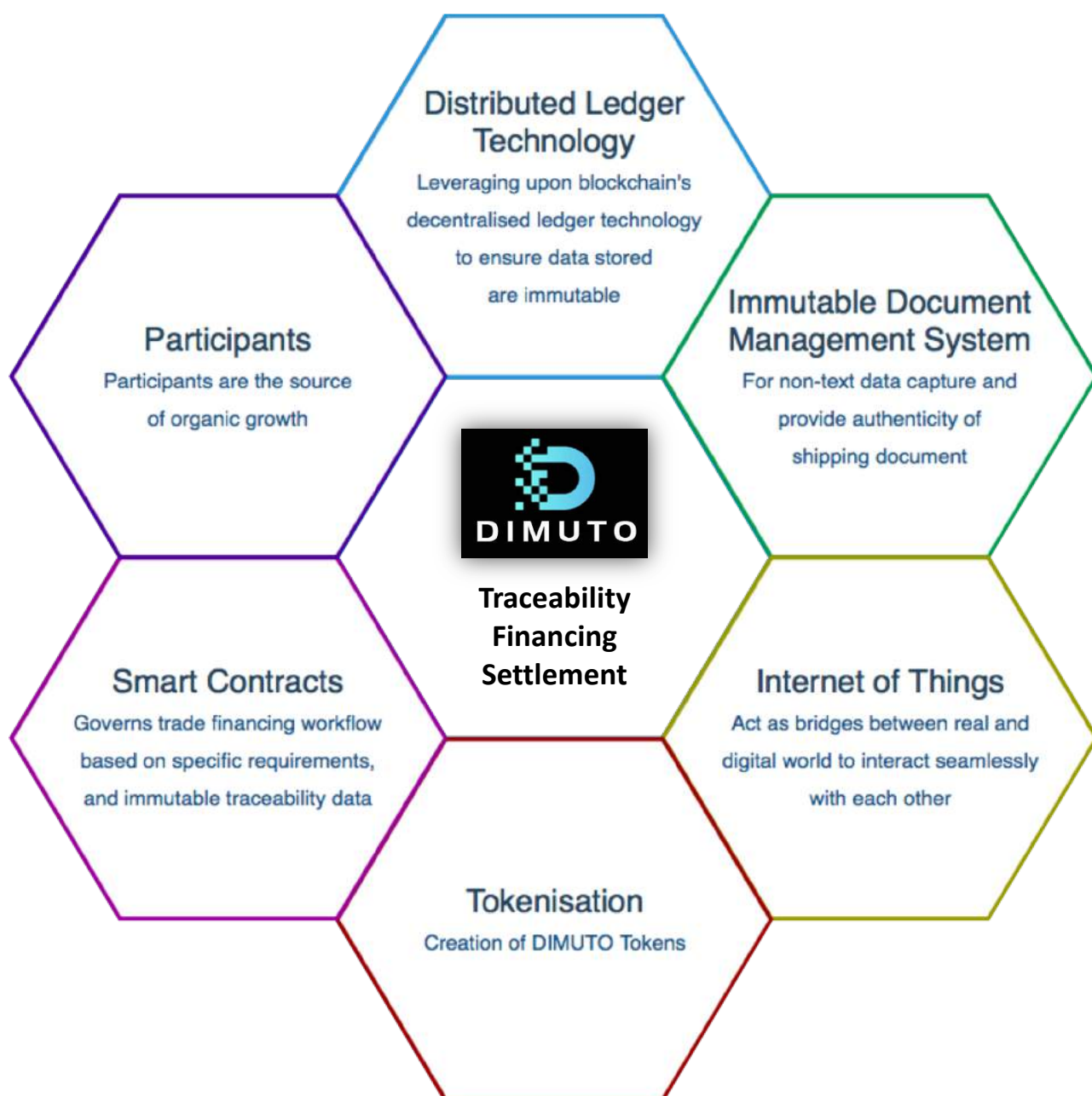
DIMUTO's settlement module adopts a hybrid model; settlement that supports both fiat currencies and DIMUTO Tokens. DIMUTO Tokens, having monetary value, can be used to settle transactions between participants on the DIMUTO platform. Participants are incentivised to use DIMUTO tokens as bilateral trades on the blockchain allow them to reduce both duration and cost of settlement.

Participants, having full control of their tokens, will have a simple and intuitive way to access their DIMUTO Tokens that are held securely on the Ethereum Blockchain. They are also able to transfer their tokens to a cold storage for safekeeping, transfer to a cryptocurrency exchange to trade, pay for subscription fees to DIMUTO, and to purchase goods from other participants.

# BUILDING BLOCKS OF THE PLATFORM

Like the formation of compounds, the modules are created by a combination of building blocks:

- i. Distributed Ledger Technology;
- ii. Immutable Document Management System;
- iii. Internet of Things;
- iv. Tokenisation;
- v. Smart Contracts; and
- vi. Participants.





# Capturing the market

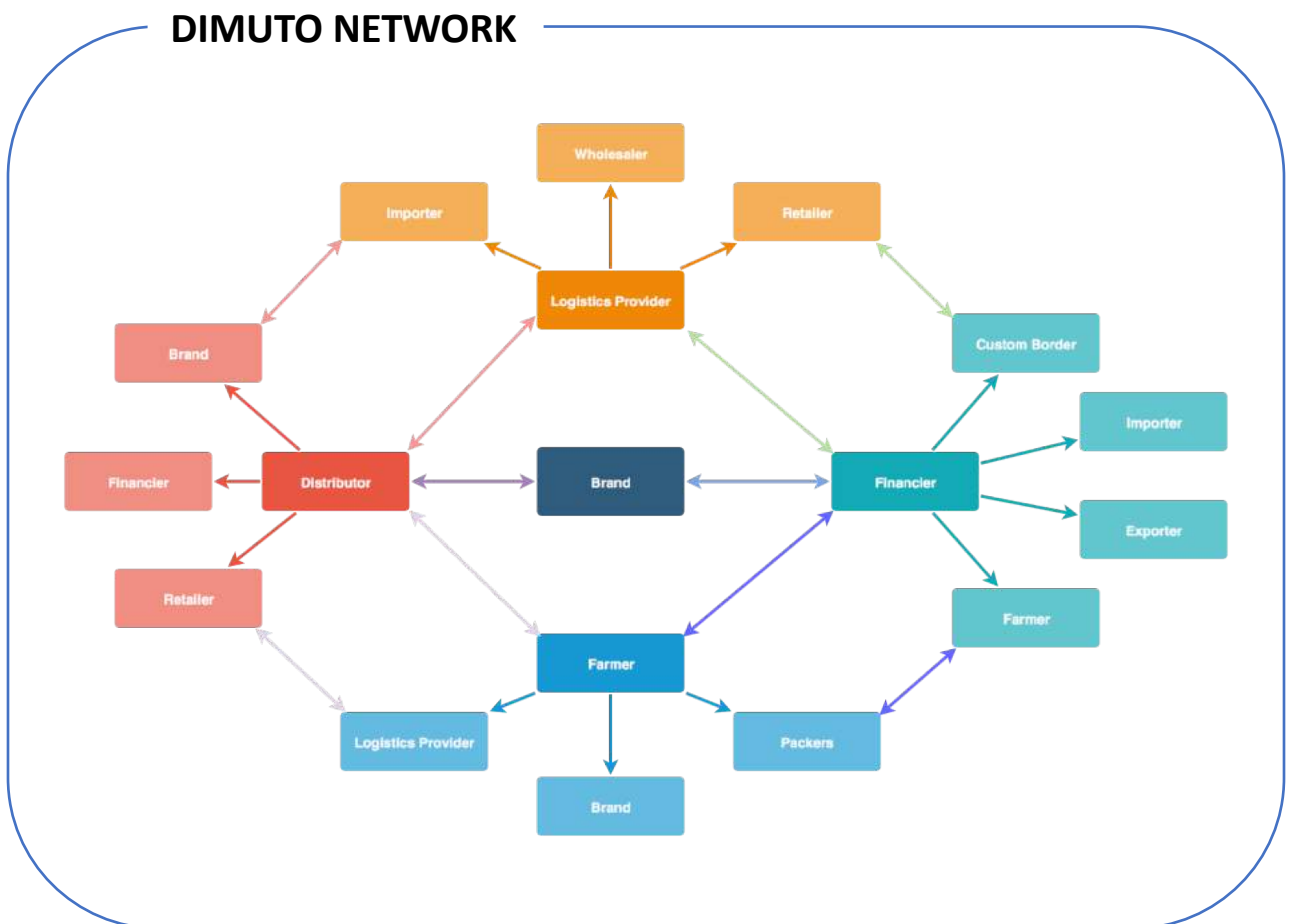


## INITIATING THE NETWORK

DIMUTO network is the foundation layer upon which an interconnecting web of participants are assembled on top of. SunMoon Food Company Limited [SGX: AAJ] (SunMoon) is the first external hub to join the DIMUTO network. SunMoon, a listed company on the Singapore Stock Exchange, is a global distributor and marketer of branded fresh fruits, vegetables and consumer products, delivered to the health-conscious consumer in the most convenient way.

Acting as a hub, SunMoon will bring in other business partners in their supply chain as spokes. The seed that DIMUTO planted together with SunMoon will then trigger a chain of organic growth as spokes become hubs and hubs attract more spokes.

Starting as a spoke, each participant can evolve into a hub on the DIMUTO network which will expand the network. They will do so by engaging their upstream and downstream stakeholders to be spokes joined to them. This is illustrated in the diagram below:



## REPLICATING IN OTHER INDUSTRIES

After the roll-out in the fruit industry, DIMUTO will replicate this success to other industries where supply chains are ripe for disruption. DIMUTO is foreseeing that the seafood industry to be next, followed by spices, dried goods, timber, precious metals, and others.

Ensuring accountability and enabling traceability transcends industries. Sustainable extraction of resources from the environment, be it timber, metals, or minerals, is a key focus of Government bodies and Non-Government Organisations (NGOs) alike. Knowing the origins of where the minerals were mined and its purpose will aid in the fight against child labour, conflict financing, irresponsible mining and more.



# CREATING THE DIMUTO BRAND

The DIMUTO Symbol:

A representation of a better world with no second guessing.







# **Gearing up for the future**



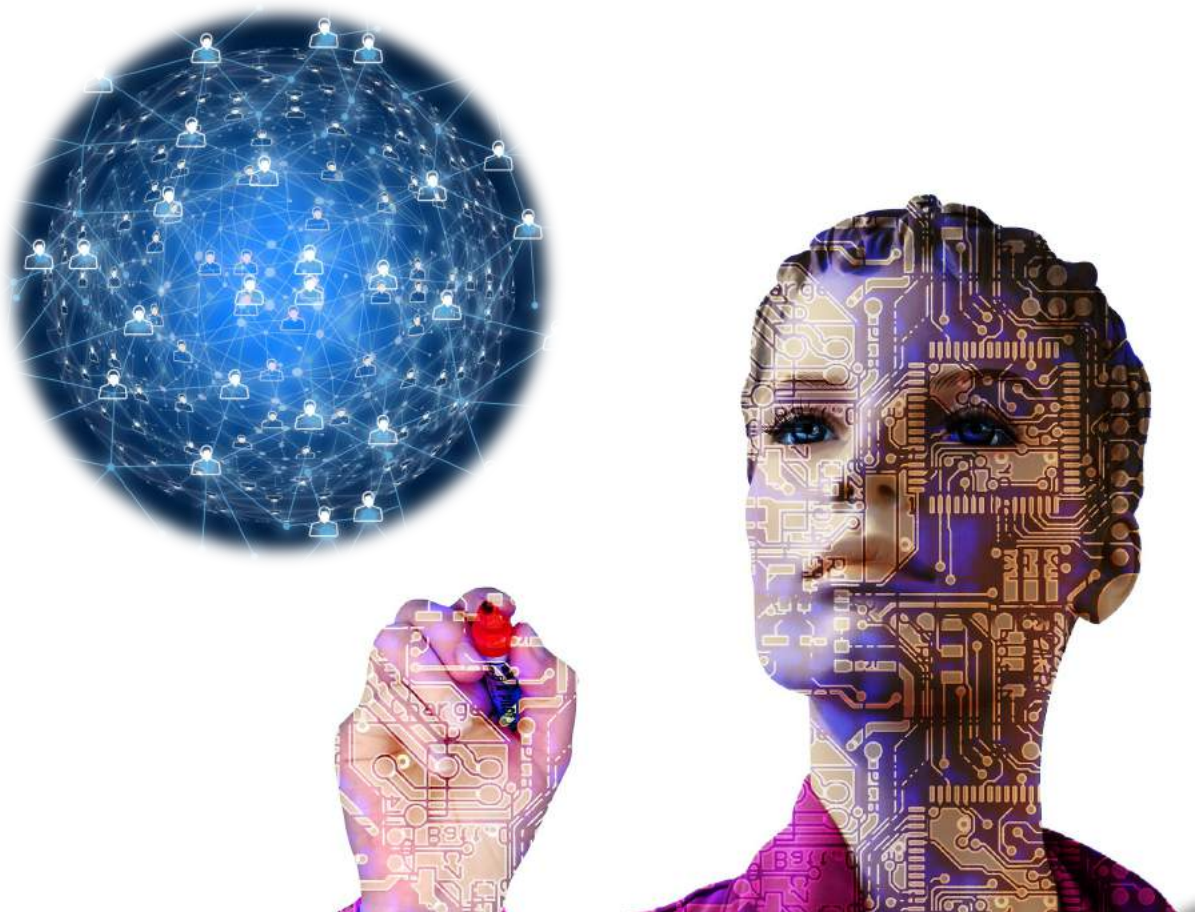
# COLLABORATIVE DATA ANALYTICS

## Artificial intelligence and machine learning

Collaborative data analytics is the natural extension of DIMUTO due to the vast amount of **big data** from different participants aggregated on a single platform.

DIMUTO will create a data analytics module to help the network stay ahead of the curve. Participants can use this module to **gain insights** that are relevant to their business and utilise artificial intelligence to **automate decision makings**. Machine learning automatically provides assessments of the decision makings to continuously improve the platform. DIMUTO wants participants to be able to:

- i. Apply Just-In-Time concept to their procurement;
- ii. Optimising trading routes and goods movement;
- iii. Receive better financial coverages;
- iv. Reduce wastage; and
- v. Identify the best buyers and sellers.



# BUILDING INTERWOVEN RELATIONSHIPS

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## Open API to reach the consumers

DIMUTO will have open APIs for participants to have programmatic access to the traceability module on any DIMUTO enabled product within their own Mobile Applications.

- i. **Lifestyle applications** can retrieve the product details of their users' food intake to give recommendations on a balanced diet and track their nutrition value.
- ii. **Retailers and supermarkets** can leverage on the infrastructure of DIMUTO and embed the traceability function in their own application for their shoppers to utilise.
- iii. **Social media applications** can allow easy sharing by consumers about their recent involvement in sustainable farming to inspire others to join them.



## One man's trash is another man's treasure

Wastage of precious resources is a serious problem the world is facing. Tapping on the network of participants and data analytics, DIMUTO plans to facilitate the matching of deficits and surpluses. Participants with a surplus of products, wanted or unwanted, can be matched and sold to participants that have corresponding deficits.

### Example

Fresh fruits reaching the end of their shelf life in a supermarket can be sold to by-product manufacturers for production into dried fruits packets and High Pressure Processing (HPP) fruit juices.

Durian processing centres with huge amount of durian husks may sell them to the durian farmer whom can process them into bio fertilisers for the next harvest.



# Developing the ecosystem



# DIMUTO TOKENS

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While the different modules of DIMUTO platform address a significant gap in the global trade, it is the network created that holds true value. As such, DIMUTO tokens were created to capture the intangible value of DIMUTO network.

This value creation starts from the Initial Token Offering (ITO) process where DIMUTO tokens are minted for the first time and sold to participants pursuing the same goal of **demystifying global trade**.

DIMUTO is looking for participants to join us in:

- i. **creating** a transparent ecosystem;
- ii. **fostering** trust between each other; and
- iii. **Instilling** integrity in every single trade.

DIMUTO tokens play an important role in developing the ecosystem by allowing participants to have a stake in the platform.

The phenomenon of network effect incentivises participants to take part in building a greater ecosystem by bringing more participants onto the platform.

At the same time, for existing DIMUTO participants to fully realise the platform benefits, the participation of their stakeholders is essential. With every introduction of a new participant to the network, the benefit to both the network as a whole and to each existing participant rises.



# UTILITY OF DIMUTO TOKENS



## Subscription to DIMUTO platform

- DIMUTO Tokens will be used to pay subscription fees to use DIMUTO's platform.
- Purchasing of IoT hardware and subscription to data feed.



## Medium of exchange on DIMUTO platform

- Specially configured wallet on the DIMUTO platform will allow for easy and intuitive access to the blockchain when transferring DIMUTO Tokens. The wallet will be owned and controlled solely by the user.
- Reducing fees associated with remittance. These include the cost of foreign exchange and custodian services which are traditionally charged by financial institutions for offering their infrastructure to conduct remittance of funds.
- Bilateral blockchain settlement between the participants on the DIMUTO platform with the usage of DIMUTO Tokens.



## Incentive for data input

- Participants are rewarded with DIMUTO Tokens for using the DIMUTO's traceability module when they input relevant real-time data about their products onto the blockchain.

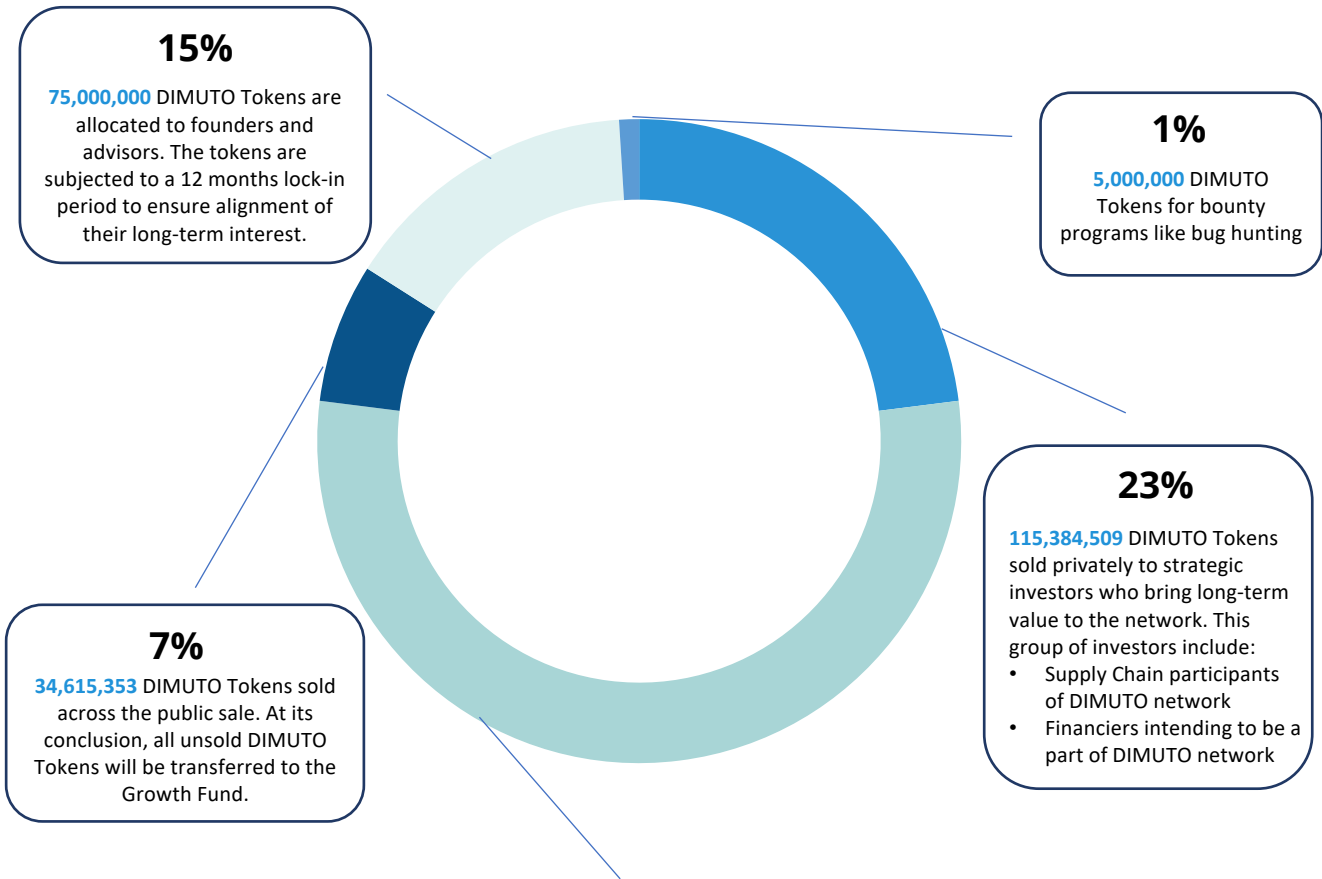


## Educating consumers through a reward system

- Consumers receive DIMUTO Tokens when they scan the products through their DIMUTO Mobile Application. They are then educated on the journey of the product from the source to the retail outlets.
- With that knowledge in mind, they can voluntarily choose to reward any participant in the supply chain for their hard work and effort by passing on their DIMUTO Tokens to them.

# TOKENS ALLOCATION

The total supply of DIMUTO tokens will be capped at 500,000,000 and there will be no increase or decrease in tokens after they have been distributed during the ICO process.



A total of **270,000,138** DIMUTO tokens are held in the Liquidity and Growth Fund for the primary goal of developing the DIMUTO network. These tokens may be used for purposes including, but not limited to:

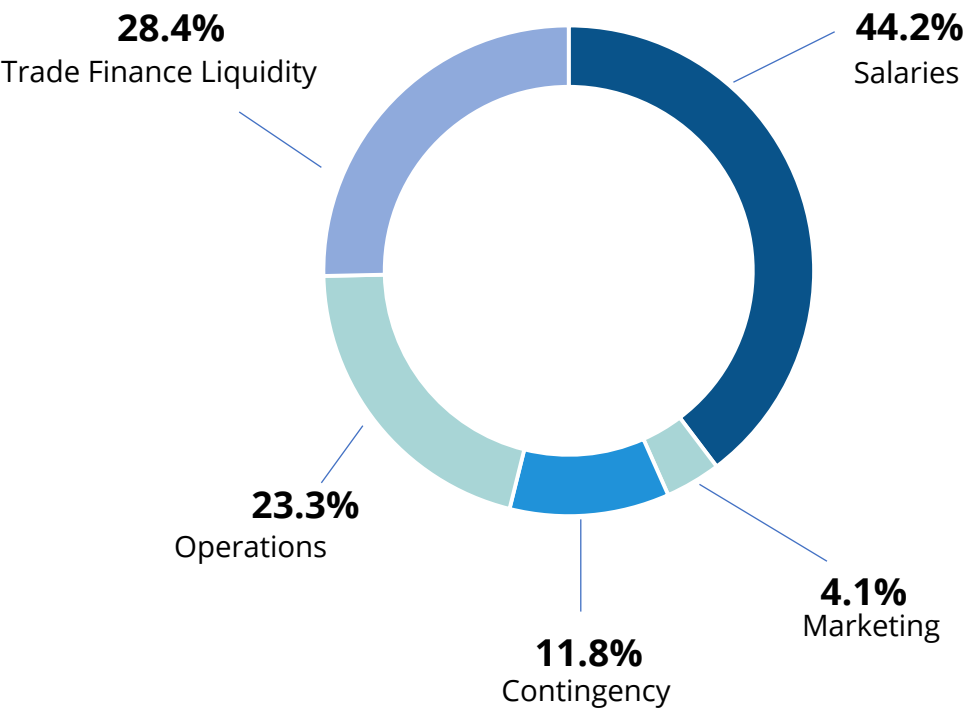
- Financing trades that occurs on the DIMUTO platform.
- Rewarding the early adopters for tracing and tracking their products and inputting their data onto DIMUTO’s platform.
- Accelerating the growth of strategic network participants like major supply chain participants by subsidizing their usage of the DIMUTO platform in the early stages. DIMUTO tokens can be lent or given to said participants to reduce their technical barrier to entry and to incentivise them to migrate their data management onto the DIMUTO platform.
- Aligning the goals of non-founder senior management and regional representatives with that of DIMUTO network by compensating their efforts with DIMUTO Tokens. We believe that for DIMUTO network to flourish, all members should have a sense of ownership and thus be vested in DIMUTO.

# USE OF FUNDS

DIMUTO platform is fully-operational, it will be deployed with SunMoon and its partners for pilot testing. The funds raised will mainly be used to launch DIMUTO in new markets, promote the adoption of DIMUTO platform, and to develop further modules on the platform. These include Collaborative Forecasting, Data Analytics, Machine Learning, Open API and potentially more. The holistic nature of DIMUTO platform upon release of these services will raise the barriers to entry for DIMUTO to become a sustainable network of scale.

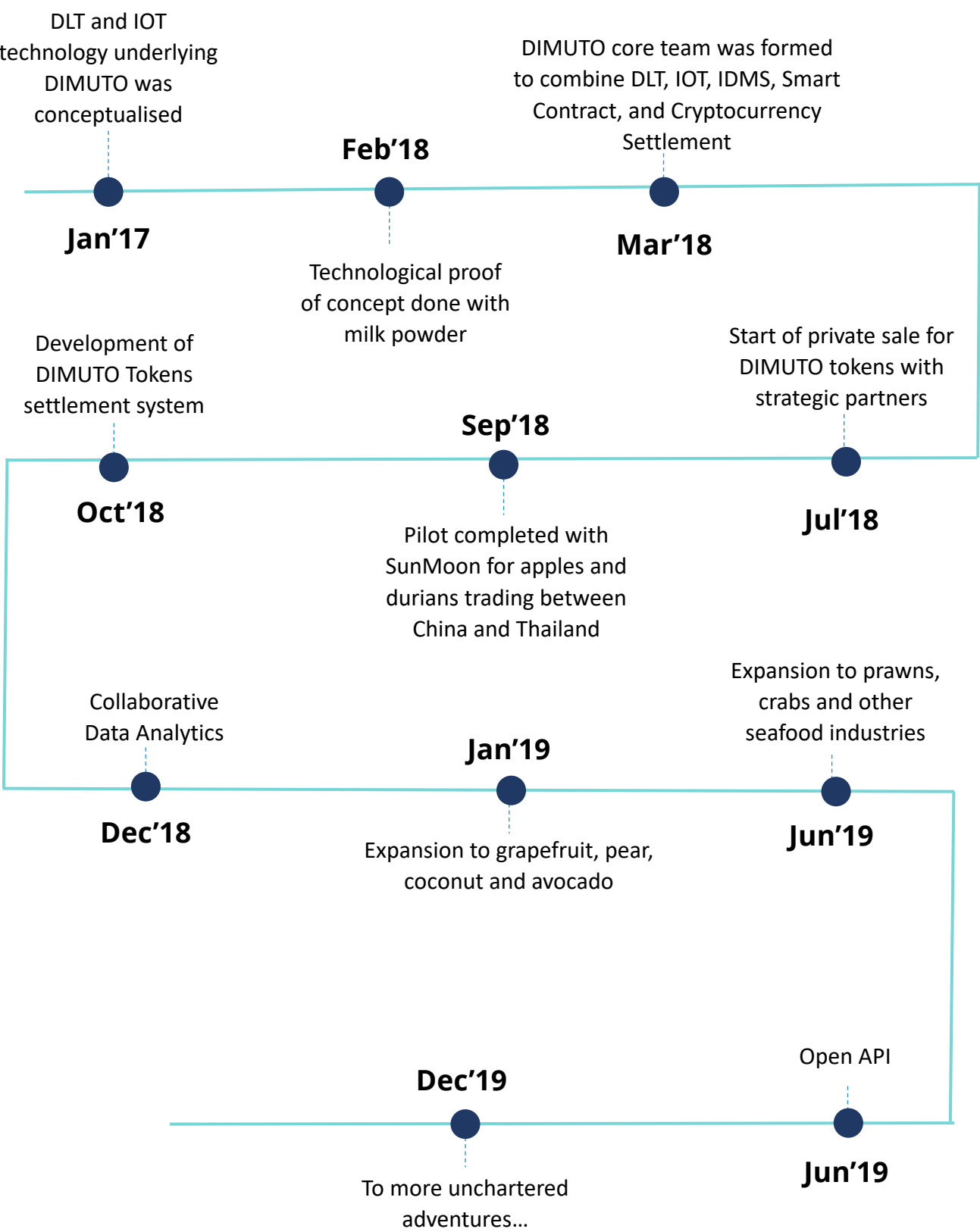
To ensure that DIMUTO remains the market leader, we will invest heavily in Technological Development and Business Development. We foresee that the majority of our new hires to be software developers including but not limited to UI/UX, Mobile, Web, and Blockchain developers. With the core business development team based in the Republic of Singapore, we will establish a global outreach through the hub-and-spoke expansion strategy. To initiate this strategy, we intend to hire and set up seed communities by opening up representative offices in these new markets. The representative offices will focus on identifying strategic partnerships and encouraging the adoption of DIMUTO in the new markets.

Where necessary, funds may also be used to purchase DIMUTO Tokens from the open market to supplement DIMUTO reserve fund to provide financing for participants. Projections for the DIMUTO was done on a 3-year time horizon. We expect that after the first 3 years, DIMUTO will become self-sustainable in several countries around the world including: Singapore, Indonesia, People’s Republic of China (PRC), Thailand, Chile, and Peru. Additional funds generated from DIMUTO will be used to expand into other jurisdictions.





# ROADMAP





**Making it happen**

## TEAM

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**Gary Loh Hock Chuan**  
Founder and Chairman

Gary is the Executive Chairman of First Alverstone Capital, a private equity group focusing primarily in Asian oriented opportunities. He also serves as the Executive Vice Chairman and Chief Executive Officer of SunMoon Food Company [SGX: AAJ]. Gary was the white knight in the revival and flourishing of SunMoon Food (then named FHTK Holdings). Upon taking up the reins in 2007, he revitalised the business with a series of radical changes that were seen as risky back then but genius on hindsight.



**Selena Cheng Koh Min**  
Managing Partner

Selena is the Managing Director of First Alverstone Partners, a private equity group focusing primarily in Asian oriented opportunities. From 2001 to 2003, she served as Associate Director at UBS with portfolio size of US\$300m. She acted as a Senior Banker at Citibank with portfolio size of US\$200m from 1998 to 2000. From 1995 to 1998, she was a Financial Consultant at Merrill Lynch International Bank dealing and structuring financial products. In 1992, she graduated from the National University of Singapore with BA and majors in Statistic and Political Science.



**Jong Kai Jie Tylor**  
Operating Partner

Tylor started his career in investment banking where he worked on deals in the Shipping and Agriculture industries at KPMG and Daiwa Capital Markets respectively. Subsequently, Tylor joined Oliver Wyman as a management consultant where he was involved in refining one of Southeast Asia Largest Bank's corporate credit scoring model. Tylor was also solely tasked to explore a machine learning approach to the credit risk model for Oliver Wyman. In another project, Tylor was staffed to the logistics team of a digitization project for one of Malaysia's largest telecommunications provider. Tylor is currently the co-founder and CFO of TreeDots, a wholesale F&B distributor that tackles the problem of food waste in the upstream of the F&B supply chain.

## TEAM

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### **Lim Jia Xian Nicholas**

Operating Partner

Nicholas started in the compliance industry formulating new systems for a local bank to better their anti money laundering and tax evasion. He then went on to the treasury department of a commodities trading and shipping firm to develop a model to smoothen hedging and financing solutions. After which, at Philip Morris, he implemented a standardised pricing mechanism to maximise economic gains through statistical analysis. Most recently at UBS, he helped pioneer and automate the entire regulatory framework following the changes to financial regulation in Singapore. Nicholas is now the co-founder and COO of TreeDots responsible for client acquisition and new market expansion.



### **Jiakai Lau**

Operating Partner

Jiakai graduated from NTU with a bachelor degree in Accountancy and worked in PwC, one of the big 4 audit firms, for 1.5 years. During his time in PwC, other than his role as a financial services auditor, he was also part of the newly initiated PwC Fintech team and was heavily involved in the business development aspect. Previously, he was an IT advisory consultant from Ernst & Young. He is also a self-taught programmer and works as a freelance web and app developer in his free time. Currently at TreeDots, Jiakai is in charge of all tech related development of the business.



### **Quah Zheng Wei**

Operating Partner

Zheng Wei started his career in BNP Paribas Investment Banking where he worked on corporate finance deals in the Energy and Natural Resources team. He later joined a FinTech start-up and helped them grow from 120 to 2000 clients within 12 months. Zheng Wei's interest in blockchain brought him to join Lykke AG, a Switzerland based Cryptocurrency exchange with a dual role as the Global Head of Field and the Managing Director of Asia. Since inception, Lykke has attracted more than 90,000 users and has seen a daily highest trade volume of more than US\$20m. He is currently the co-founder and CEO of Ceito, an integrated ICO platform.



## TEAM

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### **Edmund Chew**

Operating Partner

Edmund's passion in global macroeconomics and geopolitics has provided him an opportunity at an investment fund where he was a research analyst for about two years. After being introduced to blockchain, he now spends most of his days and late night enthusiastically learning more about its disruptive potential. His broad-based education together with his ability to write concisely and clearly are great assets to our clients when translating their visions into words. Edmund is currently the co-founder and Chief Research Officer of Ceito.



### **Shaun John Cheetham**

Operating Partner

Shaun, a true blockchain expert, bought his first Bitcoin in 2010. His journey to become a back-end smart contract developer started off when he taught himself how to program on Ethereum and Stellar protocols. Since then, he has been constantly updating himself on the latest and most novel blockchain technologies for real-world application. Shaun is currently the co-founder and Chief Information Officer of Ceito.



### **Derrick Lee**

Operating Partner

Derrick started out as a programming enthusiast by developing private game servers at the age of 13. He then moved onto developing web pages for his corporate clients on a freelance basis. Derrick's experience lies in assessing client needs and translating business requirements into technology solutions. He also helps to find viable solutions in redesigning business processes to help the business achieve both its short and long-term goals. Today, Derrick is an experienced full-stack web developer dedicated to streamlining processes and efficiently resolving project issues. Derrick is currently the co-founder and Chief Technology Officer of Ceito.

# ADVISORY BOARD

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**Roger Chua Kiang Tat**  
Operations Advisor

Roger is the Managing Director of SunMoon Distribution & Trading Pte Ltd. He first joined the Company to revamp the Company sales operations, policies and procedures, as well as redesigning the technology architecture to execute the new business model. Subsequently, he has been involved in strategic merger & acquisition, human resource planning, overseeing technology implementation and overhaul Company’s financial backend system. He served as the director of SunMoon USA and Taian FHTK. Prior to joining the Company, he held several leadership positions in the Singapore Armed Forces (SAF), involving in military intelligence operations, special operations, national security operations, and multinational security operations.



**Jack Chong Chun Yao**  
Operations Advisor

Jack started his career with Accenture and Oracle later where he worked on multiple key implementations for different clients such as a government agency and a consumer product company. He has been involved in project sizes ranging from \$3 to \$20 m in value in different regions. Experienced in digital implementation for traditional on-premise ERP and also cloud based ERP software. Currently, Jack is working with SunMoon to look after the integration of various business process to internal ERP, business process re-engineering and working with strategies vendor for automation.

## ADVISORY BOARD

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### **Ong Hian Leong**

Technology Advisor

Hian Leong is the Founder and Managing Director of 1Citadel Pte Ltd, a blockchain-based company. Prior to this, Hian Leong was the Managing Director and Director, Technology of GIC Pte. Ltd., a sovereign wealth fund established by the Government of Singapore for almost 18 years. He was responsible for the Global IT of GIC across 10 major cities. He was credited by the CEO of GIC for driving the GIC Digital Transformation and laying a solid foundation for GIC to be a world class technology-driven fund management company. He currently sits on the Board of Directors of WizVision Pte Ltd, Board IT Committee of Singapore Health Services (SingHealth), and the IT Advisory Committee of Singapore Republic Polytechnic. He is a Fellow of the Singapore Computer Society (SCS) and was previously member of the ITMA Council, the Advisory Board to the SCS Executive Committee, and the Advisory Board to the Oracle Asia Pacific.



### **Lim Chee Kean**

Technology Advisor

CEO of Ascent Solutions, an Electronic Cargo Tracking (ECTS) and IoT Solutions company and the CEO of a fully owned subsidiary Borderless Hub, a Unified and M2M Communications company as well as the CEO of an IOT Blockchain Trade Financing company iTrust Trading. Under CK's leadership all have achieved disproportionately great business success and industry recognition. ECTS is used by Kenya, Tanzania, Thailand, Indonesia, Philippines and several other Customs; Ascent is the owner of several global patents and trademarks; both Ascent's ECTS and iTrust's IoT / Blockchain solutions have received astounding results from the International market. CK is also the Chairman of the Singapore Smart Nation Internet of Things Technical Committee that is responsible for IOT technical reference architecture for Singapore's Smart Nation initiative.

## ADVISORY BOARD

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**James Prideaux**  
Strategic Advisor

James is a world-travelled professional with over 30 years of international executive management experience in the Consumer Products and the Energy segment. He has extensive experience in successfully establishing and developing world-class businesses from the ground up in financial and operating management at the C-level for multinationals in both developed and emerging markets. He has spent the past 15 years based in South-East Asia with responsibility for Asia Pacific and the Middle East. Before starting his career in Executive Search, James worked at global businesses such as KPMG, Atlantic Richfield Company (ARCO), and Dole Food Company.



**Zakir Ahmed**  
Strategic Advisor

Zakir is the Vice President and General Manager, Asia of Netsuite, a cloud-based ERP system under Oracle Corporation. Zakir is charged with building and leading the organization across NetSuite's offices in Singapore, the Philippines and Hong Kong.

Zakir has more than 20 years of experience in management, customer acquisition and retention as well as sales leadership across the globe, complemented by a strong understanding of the Asian market. Prior to NetSuite, Zakir was with TechnologyOne Corp, where he served as General Manager for a \$50 million business unit. Before that he was with Salesforce.com, Microcell, CGI and Steltor (now Oracle).



**Simon Schillebeeckx**  
Strategic Advisor

Dr. Simon J.D. Schillebeeckx is Assistant Professor of Strategy & Innovation at the Lee Kong Chian School of Business of Singapore Management University (SMU) and Visiting Assistant Professor of Innovation at Aalto Business School in Helsinki, Finland. Prior to joining SMU in early 2015, Simon obtained a PhD in Management from Imperial College London, worked in sustainable innovation consulting, and read in Commercial Engineering (Bsc, MSc) and Corporate Social Responsibility (MA). Simon's research focuses on innovation in sectors as diverse as finance and agriculture. He currently studies blockchain technology's impact on the banking sector, the investment world, and manufacturing. In his research, he explores how technological and other shocks can disrupt incumbents, undermine value propositions, and how to make organizations more resilient.



# DISCLAIMER

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This Whitepaper is provided by DIMUTO Pte. Ltd. for informational purposes only. Nothing in this Whitepaper shall be construed as an offer to sell or buy securities in any jurisdiction, or a solicitation for investment, or an investment advice. The Whitepaper does not regulate any sale and purchase of DIMUTO Tokens (as referred to in the Whitepaper). The purchase of DIMUTO Tokens is subject to the Token Sale Terms and Conditions and the use of DIMUTO Tokens is subject to the Platform Terms and Policies.

This Whitepaper describes the current vision for DIMUTO Tokens. While we intend to attempt to realize this vision, please recognize that it is dependent on a number of factors and subject to risks. It is entirely possible that DIMUTO Tokens will never be implemented or adopted, or that only a portion of our vision will be realized. We do not guarantee or warrant any of the statements in this Whitepaper because they are based on our current beliefs, expectations, and assumptions about which there can be no assurance due to various anticipated and unanticipated events that may occur.

Blockchain, cryptocurrencies, and other aspects of the technology used for DIMUTO Tokens are in their infancy and will be subject to many challenges, competition, and a changing environment. We will try to update our community as things grow and change but undertake no obligation to do so.

Due to the retrospective nature of regulatory action or guidance, we can make no guarantees regarding the legality of DIMUTO Pte. Ltd. or the DIMUTO Tokens token launch in any given jurisdiction. We must operate DIMUTO Pte. Ltd. in accordance with the laws of relevant jurisdictions. As such, DIMUTO Pte. Ltd. or DIMUTO tokens may not be immediately available in certain countries.

DIMUTO Tokens are functional utility smart contracts within the DIMUTO platform. DIMUTO Tokens are non-refundable and are not for speculative investment. No promises of future performance or value are or will be made with respect to DIMUTO Tokens, including no promise of inherent value, no promise of continuing payments, and no guarantee that DIMUTO Tokens will hold any particular value. DIMUTO Tokens are not securities and are not a participation in DIMUTO Pte. Ltd.. DIMUTO Tokens hold no rights in DIMUTO Pte. Ltd.

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# APPENDIX A – WALKING THE GROUND

July 2018 – DIMUTO visiting apple farm in Shan Dong and durian farm in Bangkok



DIMUTO Team at Apple Farm



Apples Washing at Processing Centre



Apples Sorting and Packing



Durians Arranged in Baskets



Carefully Grading the Durian Flesh



DIMUTO Team Enjoying Durian Feast