



## Yave Blockchain Coffee Auction: Financials

**Auction Buyers:** pay the winning bid x weight plus import logistics

**Producers:** receive the winning bid amount minus these expenses and fees listed below:

**Exporter - Sube: \$0.50 / lb green exportable**

- receiving and processing parchment lots to green
- vacuum packaging and shipping
- transport from mill to ports
- exportation documents and fees
- coordination with importers
- financial settlement and remittance to all parties
- collect and remit tax\*
- secondarys provided back to the producers

*\*Sube: flat rate charge of USD 0.50 /lb green exportable, IF PRODUCER USES SUBE LICENSE, Tax of 5-7% (depending on the producer's tax profile) will apply. Sube will retain the income tax (ISR) applicable to each producer's tax profile; and remit the net amount afterwards.*

**Anacafe: 5% of winning bid price capped at USD \$0.50 /lb**

- coffee lot sample receiving and collection (105 samples)
- sample kit shipping (40 sample kits)
- process, roast and cup in 2 selection rounds with blind jury
- sample kit packaging and international shipping UPS air express
- marketing, design, and communications

**Yave: 10% of winning bid price capped at USD \$1.00 /lb**

- digitization of roaster registration process
- concierge supply chain management for samples and microlot quality control
- creation of interactive coffee dashboard for samples, lot tracking, global engagement
- blockchain trade platform created for end-to-end user driven value chain transparency
- blockchain trade lots and participant profile creation executed for all actors in auction ecosystem
- blockchain enabled website with physical digital scan-through from QR at POS, retail delivery point
- independent contracting of bidding platform at 5% or \$15,000, whichever is less, for auction platform
- global multimedia marketing campaign with placements in Reuters, Global Coffee Report, Business Insider (445k views), and Perfect Daily Grind