

SPACE.CLOUD.UNIT

The first B2B cloud marketplace on Blockchain

Choose the cloud that suits you best.

Flexible. Independent. Transparent.

Whitepaper

Version 1.2.7

September 2018



Founded in Germany
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Preamble

Space.Cloud.Unit deals with new technologies such as the blockchain, smart contracts and consensus mechanisms. We cannot assume that each of our potential investors, users and vendors is familiar with each of these areas, so we encourage you to prepare the following sources for understanding our whitepaper.

Furthermore, when we say or write SCU, we simply abbreviate Space.Cloud.Unit.

Explanation of the term Blockchain:

How does a blockchain work - Simply Explained_

https://www.youtube.com/watch?v=SSo_ElwHSd4

Explanation of the term Initial Coin Offering, the so-called ICO:

What is an ICO? | CNBC Explains <https://www.youtube.com/watch?v=VcEi2HO9whM>

Explanation of the term Consensus:

How nodes reach a consensus on a blockchain

<https://www.youtube.com/watch?v=DqtzxJP6Y9k>

Explanation of the term Smart Contracts:

Smart contracts - Simply Explained <https://www.youtube.com/watch?v=ZE2HxTmxfrI>

Explanation of the term Cryptocurrency:

Cryptocurrency explained <https://www.youtube.com/watch?v=oiEJIG2eiWA>

Explanation of the term Cloud Space:

Computer Basics: What is the Cloud? <https://www.youtube.com/watch?v=gu4FYSFeWqg>



Executive Summary

SCU GmbH, Handelsregister B 82759, Amtsgericht Düsseldorf, Emanuel-Leutze-Str. 11, 40547 Düsseldorf, operates and manages the SCU platform and is based on the existing cloud service provider PowerFolder - <https://www.powerfolder.com/de/> (dal33t GmbH, HRB 79870, Amtsgericht Düsseldorf). PowerFolder is known for a long history of success and operates in 63 countries with total revenues of €3.8m, 3.5m users worldwide, 55 petabytes of cloud storage offered and a cumulative growth of 104% over the last three years.

2007 established	+3.8M€ total sales	1. position in education	used in 63 countries
18+ team	30% growth in turnover	55 PB cloud storage in use	3.5 M PowerFolder user

Figure 1: PowerFolder - key data of our experience.



SCU - Vision

SCU's vision is to develop and market the simplest and most user-friendly cloud construction kit in the world based on blockchain technology.

Imagine a world, in which every person and every company can easily, automatically and securely manage and change their cloud storage according to their own wishes. You could also align the entire process to the most favorable offer and get an individualized solution for your needs. This scenario shall soon become reality. We achieve the basic principles of SCU - flexibility, independence, security - through the use of blockchain technology, making the Space.Cloud.Unit marketplace the world's first and only trading platform for cloud storage that is completely secure and free of conventional markets thanks to its decentralized operation. This gives users the possibility to offer or call up storage offers freely and automated, according to his wishes. Providers benefit from the automated invoice and its payment as an additional market advantage.

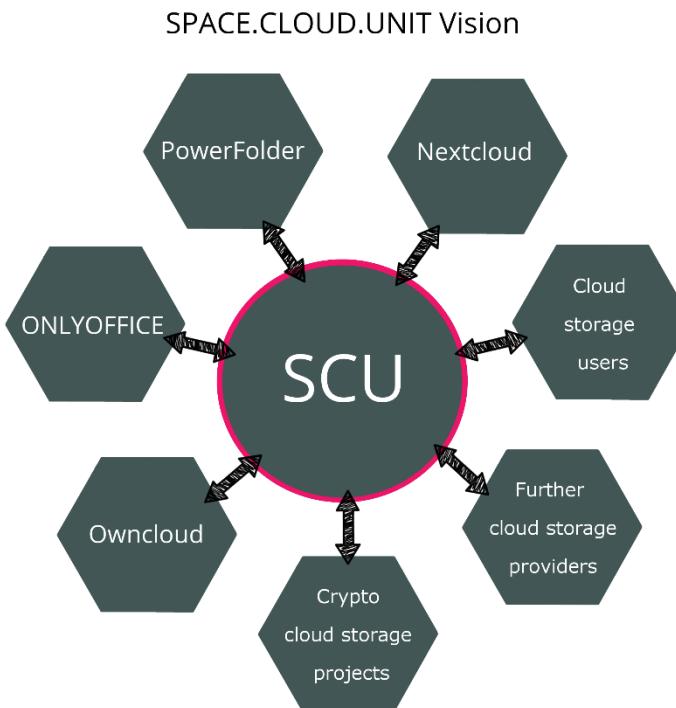


Figure 2: SCU Vision: The cloud storage marketplace as an interface. All providers on one platform - from us for our customers.

The SCU platform will revolutionize the way cloud services are booked and used. It will enable companies as well as private users to get their individualized cloud storage with flexible contracts at the best price. Our unique cloud storage platform based on blockchain



technology connects customers directly (peer-to-peer) with the right cloud storage provider. This enables maximum individuality and flexibility, as well as automated processing of all cloud storage adjustments and contract modalities.

SCU - Mission

SCU's mission is to make cloud storage available easy, flexible and secure at all times to minimize the effort required to manage the enterprise data storage infrastructure.

SCU will simplify booking processes, implement transparent service functions and provide flexible booking and management capabilities for a wide range of currently connected cloud storage providers worldwide. In order to realize the vision of a cloud that can be freely configured for each user, the Space.Cloud.Unit team is working on an open-source blockchain marketplace that can freely connect providers and users according to their individual wishes. Transactions recorded on the Ethereum blockchain ensure complete security, transparency and automation of the entire contract process – from finding the right provider to using the storage. An integrated modular principle allows each user to put together his or her individual dream cloud and simply change it as required.

One interface for everything

There are many different cloud storage providers worldwide with different Service Level Agreements (SLAs). Up to now, there have been few ways to adapt cloud storage to user needs (e.g. in the area of compliance in different business units). Largely rigid contract models and management overhead present companies with unnecessary challenges in cloud-based data storage. Further, the current offer is strongly centralized by the four largest providers and thus an interesting target for hacker attacks. SCU will create a distributed solution using blockchain technology to protect the system against external attacks.



Why Blockchain?

SCU uses state-of-the-art blockchain technology and smart contracts to realize its mission and provide security and transparency to its users.

We decided to implement the SCU marketplace on a distributed system like the blockchain because we believe that such a system offers more possibilities than a centralized one. Transparency and a comfortable user experience, with the possibility to make individual adjustments is an absolute key requirement for our team. Furthermore, as private individuals, we are passionate supporters of the blockchain technology and see this community as early adopters of a new economic system, in which old structures are gradually broken up and improved by a new technology.

In our view, the blockchain delivers exactly the building blocks that make our cloud marketplace unique. A complete transparency of payment transactions enables the entire payment cycle between customer and SCU to be displayed and orders and deliveries to be tracked. Moreover, the cryptographic architecture makes it virtually impossible for hackers to manipulate the marketplace. The digital contracts (smart contracts) implemented on the blockchain are used to secure the service, which can be checked for validity by every participant in the network and thus offer additional security. Since the blockchain is operated locally by several thousand users simultaneously, georedundant storage is also available for our marketplace. These and other aspects lead to the decision to implement the marketplace on this technological basis.

Why an Initial Coin Offering (ICO)?

In order to accelerate the development of the marketplace and to be able to involve our community, we have decided to carry out an Initial Coin Offering (ICO). Since we are convinced of our idea, we have proven ourselves by developing a successful cloud enterprise with 18 employees and know that a large group of current cloud storage users would like to have a marketplace with this kind of functionality. Therefore, we are keen on sharing our project with users and investors directly to lay the foundation for further development by this type of token distribution. We decided against traditional methods of venture financing since we do not want to introduce our product only to a few large investors, but rather to emphasize the user community itself. An Initial Coin Offering facilitates the direct distribution of the SCU tokens, which can be used directly for using our marketplace after its completion. On this matter, SCU GmbH is in close communication with the BaFin in order to be one of the first German ICOs to offer a groundbreaking legal basis for further projects.



Why should I invest in SCU? - Advantages for investors

- A strong team of selected experts enable us to create a successful product launch and its distribution
- Liquidity through buying, selling or making use of the SCU tokens
- Invest in a start-up, resulting in low incidental investment costs
- SCU builds on the already existing PowerFolder systems, company and expertise
- Invest in an established growth market
- With proof-of-service we have developed a consensus hybrid model to guarantee the preservation of the services offered to our users
- The crypto-economic design of the SCU token as a utility token allows fast network effects
- As a verifier who randomly checks the services of cloud providers, any user of the marketplace, excluding the providers, can earn passive income in form of SCU tokens
- We count on our community and take feedback seriously
- The team has chosen a two-year token lock, i.e. locking away their own tokens to express their commitment to the project



The market

The **\$305 billion** on-demand cloud storage market is ready to break new ground

Global Market Potential

The cloud storage market is ready to reach new heights. Global cloud services are on the rise. According to Cisco, double-digit growth figures of up to 83% are forecasted for the coming years, especially in the areas of Software as a Service (SaaS) and Infrastructure as a Service (IaaS), which is why cloud computing, including cloud storage services, is an important target market for us.

Worldwide Public Cloud Services Revenue Forecast (Billions of U.S. Dollars)

Source: Gartner (Oktober 2017)

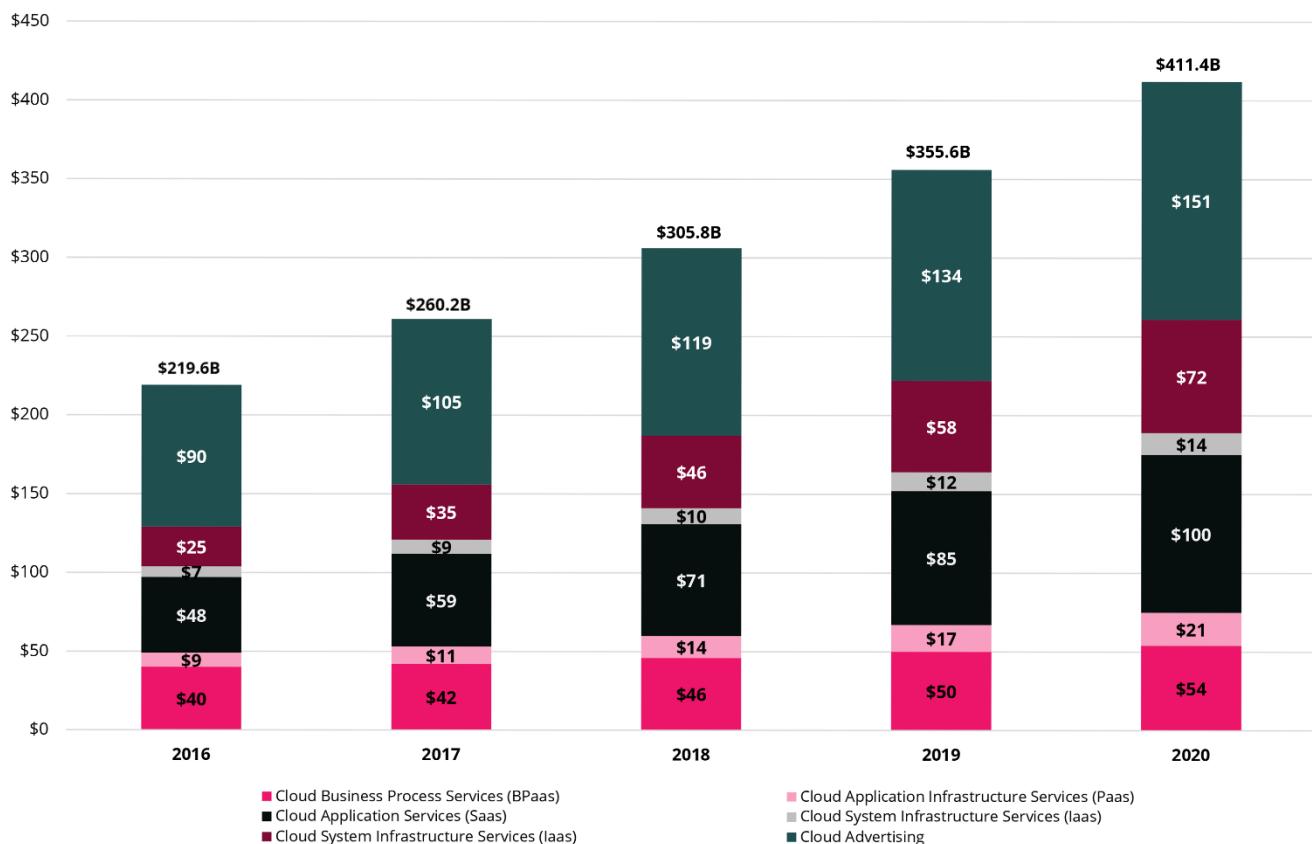


Figure 3: Forecast on the development of cloud services markets up to 2020 (cf. Gartner (2017), retrieved from <https://blogs-images.forbes.com/louis columbus/files/2017/10/Worldwide-Public-Cloud-Forecast-2017.jpg>)



More and more companies are storing large amounts of data in clouds. Since 2016, however, the few market leaders Amazon, Microsoft, IBM and Google have dominated the cloud industry with a total market share of over 55 percent.

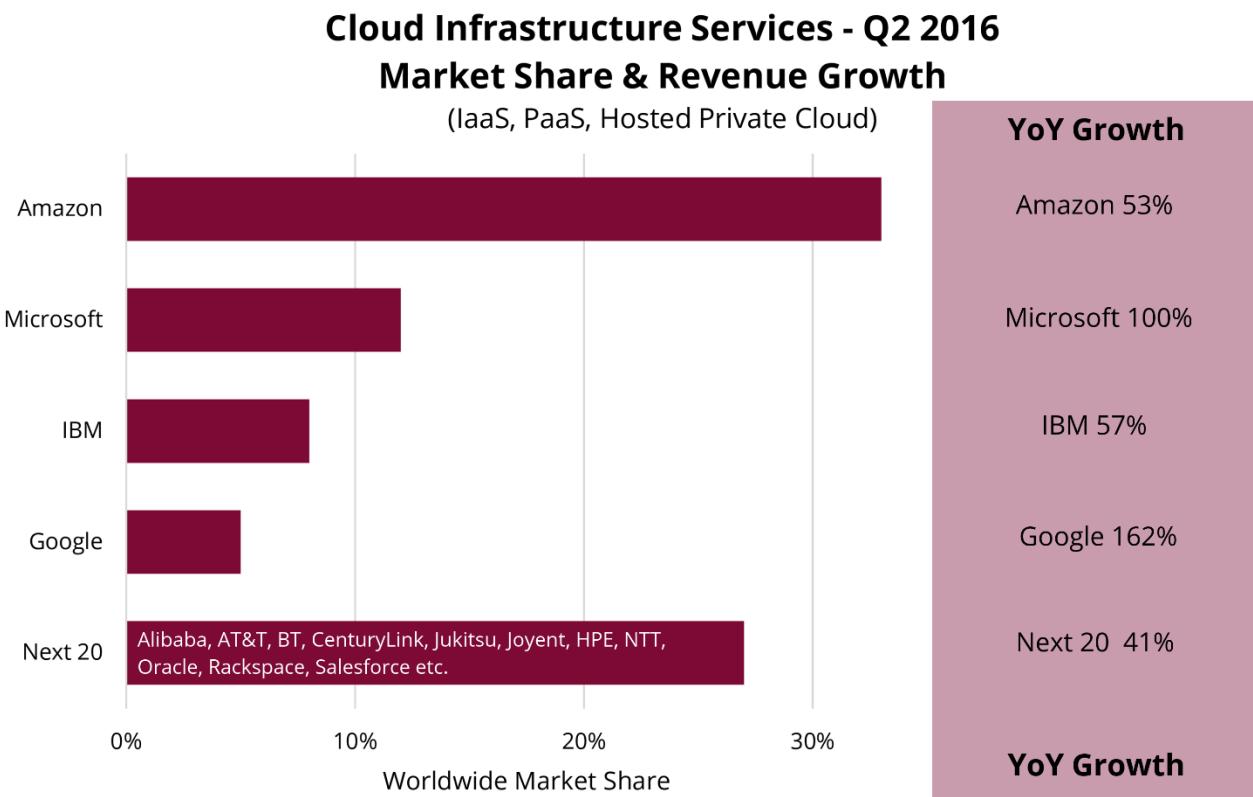


Figure 4: Global players' market shares in cloud services (cf. Synergy Research Group (2016), retrieved from <https://www.computerwoche.de/a/aws-haelt-microsoft-und-ibm-auf-distanz,3315698>)

Among other things, the formation of a monopoly carries at least the risk of price manipulation and leads to a rigid structure of service providers with few possibilities for adaptation. At the same time, on-demand services and data protection regulations (DSGVO) are transforming the range of services offered by the company in a sustainable manner. With its data protection regulations, the DSGVO in particular seems to be more of an obstacle than help to the cloud storage market for the time being. On-Demand services the target market for SCU. Our marketplace is designed to provide users with the most customizable and simplest cloud storage purchase experience possible on request. Our goal for the next ten years is that twenty percent of all cloud services worldwide will be handled via SCU.



The problem of the usual market offers

Current cloud storage offerings often include a rigid contract concept with fixed terms and price conditions. They usually provide little visibility into location, server downtime, or compliance. Customers often do not get answers to their questions and need to do long research or various phone calls for them. In some cases, the information is not even visible to the user. In addition, current offers provide little individualization for companies and the end consumer.

Furthermore, due to the centralization of their servers and the immense data volume of their many users, large providers arouse the interest of hackers - they are then so-called *honey pots*, which represent lucrative targets. The end consumer must usually look out for both an online and an offline alternative.

Problems like these drove our team to develop a product that represents the best possible solution. We also want to optimize the sustainability of cloud storage by saving power and other costs for both providers and users.

Blockchain marketplace as an alternative

The blockchain-based marketplace is an ideal model for skimming off the predicted market growth and positioning itself as a service provider between global players. Centralized marketplace solutions such as Uber or Airbnb, which also mediate directly between suppliers and customers, are countered by a transparent, secure and inexpensive alternative through blockchain despite their initial great popularity. This offers the user more opportunities for participation and data responsibility. With smart contracts, agreements can be recorded digitally.



Dilemma	Solution
<ul style="list-style-type: none"> ➤ Intransparent market offer of cloud storage ➤ Cloud service provider as intermediary ➤ No options for individualization ➤ Dependence on a few large suppliers without strong competitive pressure ➤ High prices ➤ Rigid contract models ➤ Management overhead 	<ul style="list-style-type: none"> ➤ Marketplace for providers and customers of cloud storage according to divided criteria ➤ Flexible contract design (minute-based billing models) ➤ Cloud storage management dashboard for easy selection, overview & contracting ➤ Smart Contracts (see 10.3), fully automated and secure settlement of payment modalities ➤ Transparency of all activities

Figure 5: Market problems and possible solutions



Our solution



flexibility

Compare hundreds of cloud offerings and build your ideal cloud - without booking rigid packages. Only pay for your needs when it comes to cloud space, security standards, runtimes and services.



independence

SCU focuses on optimizing customer value in the cloud segment. The vendor-independent platform maximizes customer value.



security

With the unprecedented comparability of both popular and blockchain-based cloud providers, we're creating new competition, not just for price, but for security and availability.

Figure 6: Three good reasons - our cloud storage marketplace offers you flexibility, independence and security

As we evaluated the market, we teamed up to create a more transparent alternative that gives users more control over their data, the ability to compare the advantages and disadvantages of different providers, and to determine in which country their data should be stored.

Our product

By bringing together cloud storage providers and its users in a virtual marketplace, we deliver the kit to make your own choice. Cloud storage service providers can post their offers within the marketplace. Users, for their part, can use an easy-to-use filter interface to compile their own, perfectly tailored cloud.

Offers and requests are automatically compared and merged. A cumbersome research is no longer necessary with SCU. If an offer suits you, a smart contract is then concluded. The scope, redundancy and availability are determined and reimbursed with the SCU tokens created by us. The provider must give technical proof that he has actually stored the data under the agreed conditions. All this works automated with the provided software.

At the same time, a Service Level Agreement (SLA) is defined, which records and automatically distributes contractual guarantee fees and sanctions in the event of non-compliance with one or more parameters of the Smart Contract. Additional costs in the dispute over services not received or paid for are thus completely eliminated. The SLA also applies if the provider does not provide the necessary technical proof. This is determined by an independent network of



auditors. The sum insured is automatically stored on the blockchain and is automatically due pro rata or in full in the event of failure of the service. To guarantee a decentralized distributed network, as many participants as possible must participate in the verification process. Our consensus algorithm, which will be described later in more detail, enables this approach.

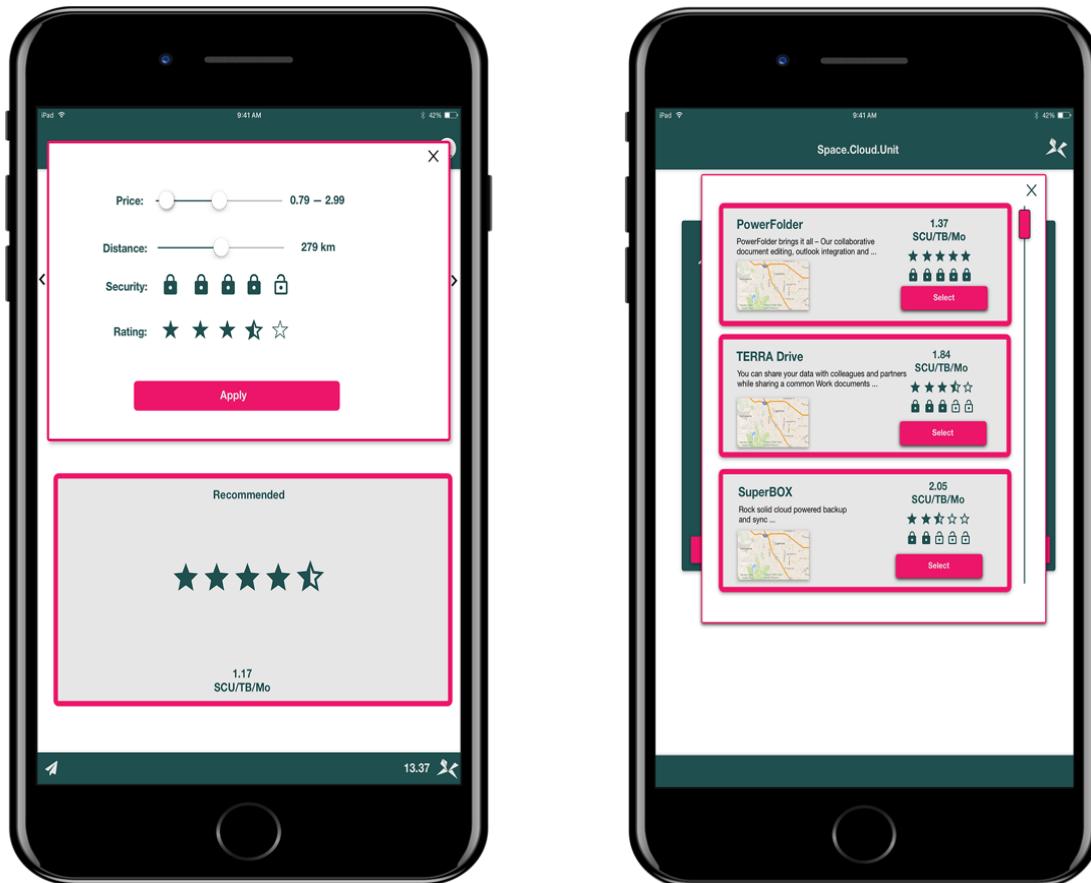


Figure 7: mock-up prototype

Our consensus hybrid model provides a combination of a proof-of-stake algorithm of the underlying blockchain and a proof-of-service algorithm. The Proof-of-Stake algorithm is more environmentally friendly than the alternative model Proof-of-Work (PoW), since no computing-intensive mining is required to generate blocks.

Our proof-of-service is based on the block generation algorithm to ensure irreversible communication between the user, the cloud service provider and the verifier. The service contract is responsible for payment, penalties and verification.



Advantages for all network participants

Advantages for the cloud user	Advantages for the investor	Benefits for cloud service providers	Benefits for auditors
<ul style="list-style-type: none"> ➤ Automatic storage based on a once defined profile ➤ Uniform front end ➤ Interoperability between cloud services ➤ Administration of authorization structures ➤ No long-term commitment to a supplier ➤ Price transparency ➤ Possibility of georedundant storage ➤ Possibility to select services according to your needs 	<ul style="list-style-type: none"> ➤ New distribution channel for cloud storage ➤ Increasing sales figures in the area of Cloud Computing and SaaS ➤ Community participation ➤ Heterogeneous team consisting of both young, highly motivated members and experienced members from the cloud services industry ➤ A consensus-hybrid model that enables toll-free transactions on the user side 	<ul style="list-style-type: none"> ➤ Specialization on core competencies ➤ Cost savings in marketing, distribution and contract conclusion ➤ New target groups ➤ Reduced processing costs due to fully automated processing ➤ Automated evaluations ➤ Implementation and tracking of KPIs 	<ul style="list-style-type: none"> ➤ Passive income through service verification ➤ Backup of your own tokens ➤ Support of the decentral, benefit-centered ecosystem

Figure 8: All benefits at a glance for users, investors, cloud service providers and auditors

The business model at a glance

According to current forecasts and plans, SCU estimates a provider-side transaction fee of 5% (performance-based contracting) to finance the costs for operation, support and further development of the platform. Other already used business models charge significantly higher fees of up to 30% for the successful provision of storage and all implemented services, which our model can drastically reduce thanks to the blockchain technology.



Advantages	<ul style="list-style-type: none"> ➤ Transparency through marketplace ➤ Flexible and needs-oriented offer preparation & selection ➤ Simple purchasing processes ➤ Management Dashboard ➤ Process optimization ➤ Interoperability between different cloud storage providers
Challenges to be solved	<ul style="list-style-type: none"> ➤ Integration of different cloud storage systems ➤ Non-transparent market ➤ Dependence on a few large suppliers without strong competitive pressure ➤ Compliant applications ➤ Relatively high prices ➤ Rigid contract models ➤ Management overhead
Client advantages	<ul style="list-style-type: none"> ➤ Upload and download of data ➤ Editing data ➤ Managing Data ➤ Data verification ➤ Ensuring compliance with business guidelines ➤ Participation in the network ➤ Availability from any device
Products & Services	<ul style="list-style-type: none"> ➤ Cloud storage marketplace ➤ SCU auditors ➤ Interoperable interfaces
Added value	<ul style="list-style-type: none"> ➤ Saving of time and costs ➤ Market transparency on supply and price ➤ Real-time verification ➤ Simplification of several business processes
Associates	<ul style="list-style-type: none"> ➤ PowerFolder ➤ Nextcloud ➤ OwnCloud ➤ Kloepfel Digital ➤ Winheller Attorneys at Law & Tax Consultants ➤ Leading German universities



Activities	<ul style="list-style-type: none"> ➤ Cloud storage marketplace ➤ Simple purchasing processes ➤ Integrated services ➤ Cloud storage verified with blockchain technology
Resources	<ul style="list-style-type: none"> ➤ Existing cloud infrastructure and software ➤ Blockchain technology (ERC 20 Smart Contracts) ➤ Marketplace platform ➤ Investor network ➤ Existing PowerFolder employees (cloud specialists) ➤ Client wallets
Value-added generation (features)	<ul style="list-style-type: none"> ➤ Marketplace for providers and customers of cloud storage according to individual criteria: Location, quantity, price, evaluation of the supplier ➤ Flexible contract design ➤ Cloud storage management dashboard for easy selection, visibility and contracting ➤ Settlement of payment modalities through Smart Contracts, fully automated and secure ➤ Transparency of all activities (offers, prices, transactions) of the platform by using a public blockchain ➤ Differentiation/specialization on core competencies ➤ Cost savings in marketing, sales and contract conclusion ➤ New target groups ➤ No effort with contract processing ➤ Automated evaluations
Client relationship	<ul style="list-style-type: none"> ➤ Communities via Social Media and Public Meetups ➤ Exhibitions and fairs ➤ Key Account Management
Channels	<ul style="list-style-type: none"> ➤ Customer interaction: mostly digital ➤ Content strategy for digital media ➤ Distribution channels: digital customer journey/IT system houses ➤ Mobile App for Android and iOS ➤ Desktop Clients and Web Portal ➤ Artificial Intelligence in Facebook & WhatsApp ➤ Distribution via distributors



Customer segments	<ul style="list-style-type: none"> ➤ B2B ➤ B2C ➤ Target customers: Medium-sized companies, corporations with large data volumes/data processing processes ➤ Target user (control): CIO/IT decision-makers ➤ Target user (application): All employees ➤ Distributors ➤ private clients
Cost structure	<ul style="list-style-type: none"> ➤ IT Infrastructure & Development ➤ Staff ➤ Marketing & Sales
Revenue streams	<ul style="list-style-type: none"> ➤ Marketplace Usage Fees ➤ Token sale
System interfaces	<ul style="list-style-type: none"> ➤ SCU API ➤ Front- and Back-End APIs ➤ Cloud Storage Providers - APIs
Value components	<ul style="list-style-type: none"> ➤ Marketplace ➤ Smart contracts ➤ SCU auditor ➤ User-friendliness ➤ Cooperations
Key dependencies	<ul style="list-style-type: none"> ➤ Distributed Decision Making ➤ Distributed storage
Blockchain as added value	<ul style="list-style-type: none"> ➤ Automatic contract processing through Smart Contracts ➤ Self-regulatory decision making ➤ Independent proof of service ➤ Cost-effective infrastructure
Client specification	<ul style="list-style-type: none"> ➤ SCU auditor ➤ Cloud service provider ➤ Occupier
Speed	<ul style="list-style-type: none"> ➤ Offer selection & prices in real time ➤ Real-time payment ➤ Real-time verification
Income/ Expense	<ul style="list-style-type: none"> ➤ Constant income from Smart Contracts ➤ Added value in the form of time and more cost-effective supply chains

Figure 9: All features of our product and business model at a glance



Technology - Blockchain and Smart Contracts

SCU is the subsidiary of PowerFolder, a high-tech company that is always on the lookout for innovative ways to provide users with an exceptional customer experience. Customers increasingly expect services like SCU to become faster, smarter and more intuitive. Processes must be designed comfortably and reliably and reduced to the essential core elements.

To ensure that our platform is always available, we not only build our infrastructure reliably, but also scalable. Our dedicated teams of software engineers, product managers, designers and researchers also evaluate new systems for better functionality. Especially customer data and feedback are a main source of inspiration for us.

Marketplace

Our marketplace structure has the advantage that consensus mechanisms autonomously manage the security and integrity of the system. Interoperability is one of the key points of the market system to ensure the ability of different applications to work together.

Marketplace	Mobile Devices	Strong back-end
<ul style="list-style-type: none"> ➤ Innovative high-tech platform for all end devices ➤ User-friendly interfaces ➤ Transparent offer ➤ Demand-oriented selection of offers ➤ management dashboard ➤ Real-time availability checks ➤ Real-time consumption display 	<ul style="list-style-type: none"> ➤ Mobile Applications for Android & iOS ➤ Convenient control of relevant functionalities while on the move ➤ Focus on the convenient & uncomplicated customer experience ➤ Usage is independent from location and time 	<ul style="list-style-type: none"> ➤ Highest standards in data security management ➤ Smart Contracts for legal protection ➤ Hybrid consensus model for secure service availability ➤ Self-executing warranty fees in the event of non-compliance with the contracts ➤ Georedundant storage ➤ Automation of essential processes

Figure 10: Marketplace properties of SCU

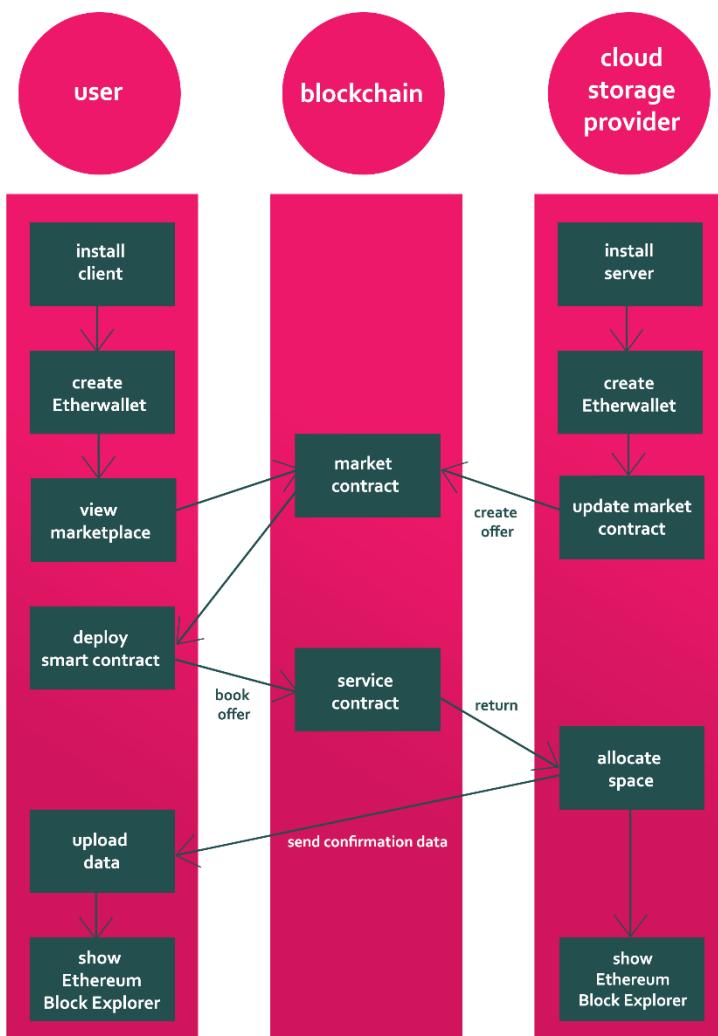
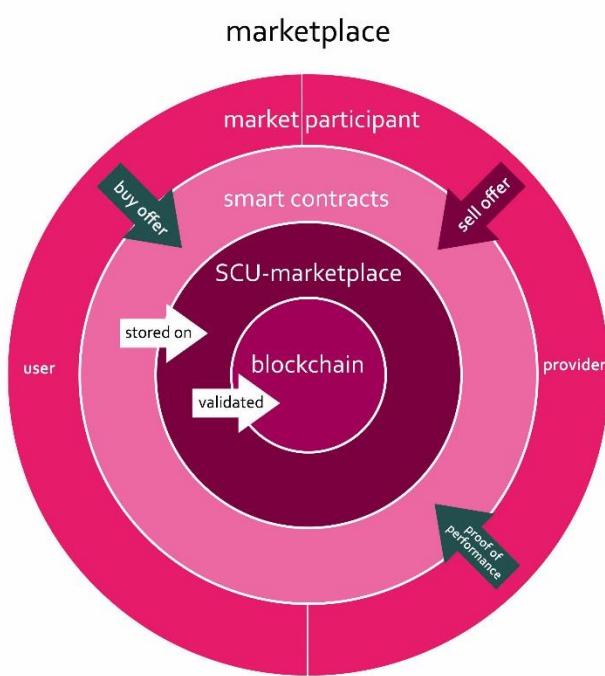


Figure 11: Schematic representation of the transaction steps that are followed when a Smart Contract is concluded

of contracts are dealt with. All this information is stored in the blockchain in a cryptographically secure and verifiable manner, whereby sensitive data can only be viewed by its stakeholders themselves.

System architecture

Each participant in the network can post or accept offers in the form of transactions. If offers and requests are optionally congruent, they are automatically closed by the network. From the time the contract is concluded, all necessary verification measures are fulfilled by the network. The consensus mechanism for validation is chosen so that everyone in the ecosystem can participate in it. Based on each new block, a challenge-response procedure is initiated in which each cloud storage provider must prove that it stores the data as negotiated. After each iteration, all contracts are checked for correctness. Payments are made or breaches



The most important advantages

SCU believes that blockchain technology and smart contracts will be the backbone of the economic transactions of the future.

The creation of the SCU token is the first step in building a functioning eco- and incentive system with rewards for incentivizing network effects. We are sure that payments will be "tokenized" in the future so that the processes for controlling the token movement can be easily designed using smart contracts. Setting up such a system today offers an initiator advantage over the competition.

*Figure 12: The SCU marketplace on the blockchain.
Automated and secure contract processing offers add value for all stakeholders and significantly reduces costs compared to traditional settlement.*

Unique blockchain functions on the platform

- Unique identity of users and cloud storage companies
- Transparency of payment transactions - the entire "payment cycle" between customers to SCU can be traced
- Highest standards in data security management
- Smart Contracts for legal protection
- Proof of Service + hybrid model for secure service availability
- Self-executing guarantee fees in case of non-compliance with the contracts
- Georedundant storage
- Automation of essential processes
- Independent auditors can participate on the SCU platform
- Algorithms for forgery-proof calculations of the different offer parameters
- Ratings of customers by companies
- Ratings of companies by customers
- Traceability of orders



A process that is completely processed on a blockchain can proceed as follows:

- Cloud storage providers provide different cloud offerings on the platform.
- Customers choose a specific cloud storage offering based on their needs.
- Customers buy the necessary SCU tokens with fiat currencies.
- The cloud provider accepts to provide the ordered cloud storage. SCU tokens are paid for the cloud storage - the customer can choose flexible billing mechanisms to implement up to minute-based billing.
- The cloud provider accepts the order. He receives his share of the tokens via Smart Contracts transferred to his account (total order amount minus SCU platform fee).

Smart contracts

Smart contracts are programmable contracts that are irreversibly executed by the underlying network on a blockchain. They offer legal certainty because they are forgery-proof. This makes credible deniability cryptographically impossible. Payments and contract guarantee fees are automatically executed by the network. Depending on the input parameters, Smart Contracts are generated individually. Smart Contracts also help with flexible contract design in order to implement automatic contract processing and minute-based billing.

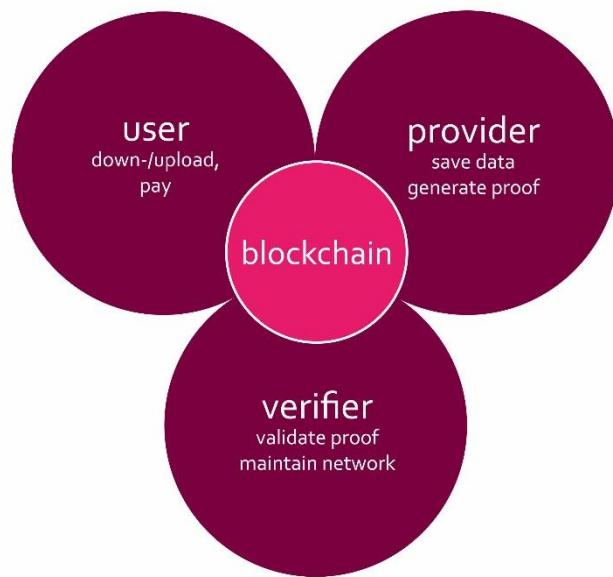


Figure 13: Convergence of users, providers and verifiers on the blockchain marketplace



Proof of service contract

The parameters and units of measurement required to process a cloud storage order are listed below. They result from the requirements of interaction and the underlying technology. In addition, the architecture of our Smart Contract is visualized in order to once again technically represent the process within the Smart Contract.

Argument	Measurement metrics
Fare	SCU/MB
Proof of storage	Merkle Tree Proof
Payment intervals	hour
Duration of storage	hour
Location of storage	GEO-IP / KMY
Vendor rating	score
Actual availability of the service	present
Actual bandwidth of the service	MB/s

Figure 14: The measurable properties of the Smart Contract

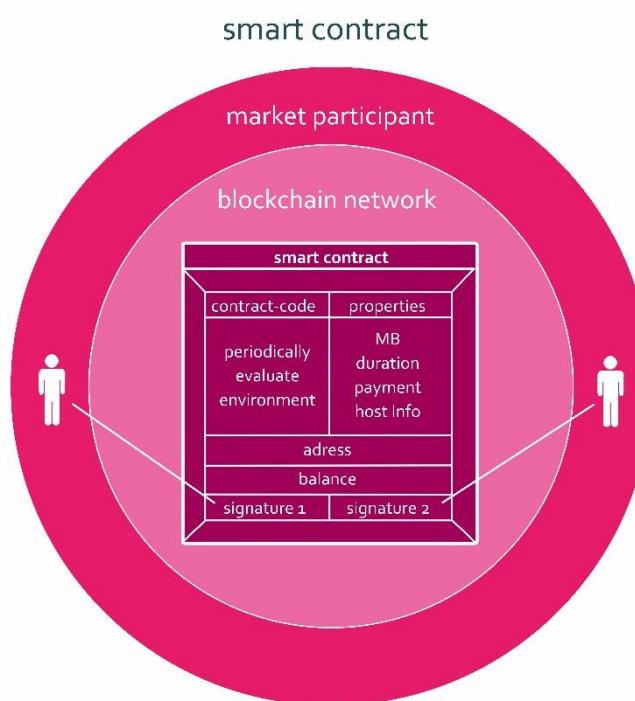


Figure 15: The architecture of our Proof of Service Smart Contract



This diagram shows how a proof of service contract works in the system context. One advantage is that the cloud user does not have to carry out the validation himself. Once the files have been successfully uploaded, data is transferred to the SCU auditors once for validation. The proof-of-service is responsible for validation, which is automatically executed by the network. All this data is stored verifiably in the blockchain and managed by the self-sufficient network.

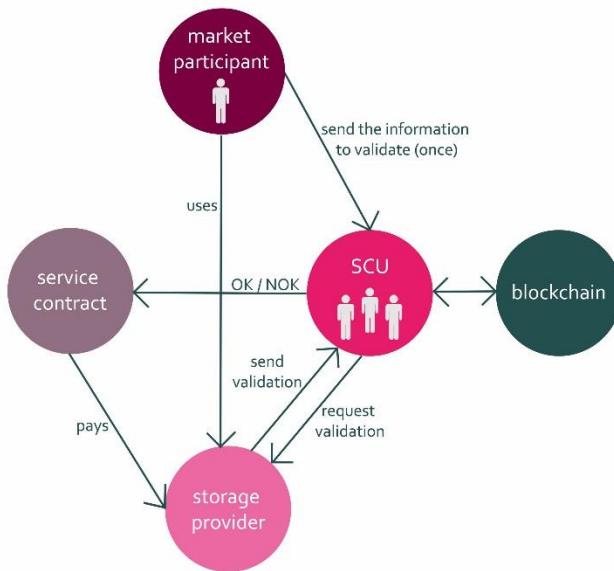
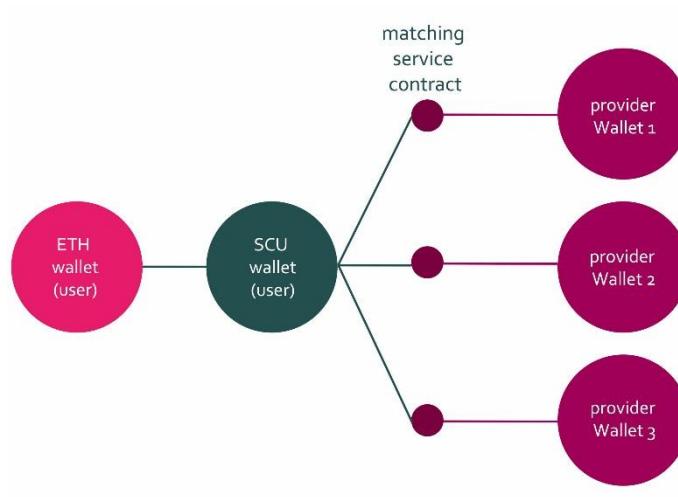


Figure 16: User interaction on the platform

Wallet implementation in the product

In order to ensure a quick settlement of the purchase and sale and to implement provider-side contract guarantee fees as quickly and efficiently as possible in automated contract design, we will use a wallet implemented in the ecosystem. The wallet is intended to provide the user with sending, receiving and further management options and to ensure that the user's own SCU transaction history is verified. It is also expected to be implemented as a desktop, web and mobile application on the Testnet in the first quarter of 2019 before it will be launched directly on the market with the Mainnet launch.



The wallet interacts with the smart contract created between user and provider. SCU tokens, as well as their price recorded at the beginning of the contract, are recorded in a smart contract and issued to the provider in portions (weekly, monthly, annual cycle), depending on the contract term. Upon conclusion of the contract, the provider receives the last payment from the smart contract to his SCU Wallet.

Figure 17: Wallet functions in connection with Service Contracts

The hybrid consensus model in detail

Delegated proof of stake (dPoS)

As a consensus mechanism, a delegate share certificate (dPoS) is preferred according to previous evaluation in order to guarantee a secure network. This algorithm protects the environment and prevents centralization in decision-making. The block generation is only done by trustworthy stakeholders, whereby everyone can participate in the staking. The proof of service is evaluated on the basis of this consensus mechanism. It is provided by the used blockchain.

Proof of Service

The user supplies the verifiers in the network with data for validation. The storage providers must fulfill a proof-of-service, i.e. provide proof that they have actually stored and made available the data according to the agreed criteria. The verifiers can check that the data has also been saved as described in the Smart Contract. If these proofs are successful, an automatic payment to the storage provider is triggered by the verifier. Otherwise, no payment is triggered, that is, the user does not pay for services not performed (loss). If a contract guarantee fee has also been agreed, this will be paid to the user pro rata in the event of a failure.



Payment and Warranty

In addition to the hybrid consensus model we implement warranty services in the system. Each payment is carried out automatically by a smart contract if the proof of service is correctly fulfilled. If the service has not been performed correctly, the provider will not receive his payment and will have to pay a guarantee fee. If the proof of service is submitted within a tolerance limit, the payment is instructed again.

Privacy and Security

Anonymity

To comply with data protection, the anonymity of our users must be guaranteed. Furthermore, great importance is attached to the fact that no usable data of our customers is disclosed with blockchain analyses. This protection goal can be achieved with trusted transactions.

Cryptography

All data on the cloud servers is encrypted using the military standard AES-256-CBC. ECDSA-224 is used for signatures and SHA-3 is used as hash function.

What we want to achieve with the blockchain-based implementation:

The buying experience in the foreground	The purchase experience and the satisfaction of the customer are in the foreground. A strong focus is placed on concise visualizations and the design of simple and meaningful purchasing processes.
Simplicity of use	The simplicity of use is our top priority. To add value through the SCU service, the system must be simple & intuitive to use.
Constant feedback	In order not to bypass the market and customer needs, we collect feedback from our target group from the very beginning and integrate it into product development.
Standardization	Each development is part of a larger whole and helps the overall system to function and scale as such.
Conversation	The use of intelligent, conversation-oriented features breathes life into our products and enables us to communicate with users in an easily understandable way.
Open source	Our source code is mainly public and can be viewed, changed and used by third parties.
Universal application	SCU is to be used around the world by a global community. Our visual language should be inviting, simple & intuitive to use.



Make or Buy?

A blockchain has similar requirements to creating security software that must be consensual in a distributed system. The development is therefore not trivial and involves high costs. The use of an existing platform is therefore a suitable option, which is, however, linked to certain requirements. Our strict requirements regarding decentralization, transaction costs and smart contracts do not apply to all systems. That is why we have carried out a detailed evaluation in advance. As possible platforms for SCU, different blockchain systems were analyzed and their advantages and disadvantages compared to each other in order to create optimal conditions for our marketplace. Smaller modules have already been developed for testing, but a final decision will only be made after the ICO. The following is a list of the final candidates:

Regime	Advantage(s)	Technical Aspects	
Ethereum	Very high market penetration for decentralized platforms. Well tested and successfully established for a long time.	consensus	POW
		web presence	https://www.ethereum.org/
		smart contract	Yes
		gate	https://github.com/ethereum/
NEO	Particularly scalable and ecologically advantageous.	consensus	DBFT
		web presence	https://neo.org/
		smart contract	Yes
		gate	https://github.com/neo-project
Lisk	Sidechains allow more self-sufficiency and other basic conditions. Easy implementation with JavaScript.	consensus	DPoS
		web presence	https://lisk.io
		smart contract	Yes
		gate	https://github.com/LiskHQ
EOS	Particularly suitable due to horizontal and vertical scaling.	consensus	DPoS
		web presence	https://eos.io/
		smart contract	Yes
		gate	https://github.com/EOSIO
IOTA	No transaction costs, but no suitable framework for your own Smart Contracts yet.	consensus	Client Side PoW
		web presence	https://www.iota.org/
		smart contract	Pending
		gate	https://github.com/iotaledger
Cardano	Pioneer in the development of proof-of-stake. Scientists from several universities support the project.	consensus	PoS
		web presence	https://www.cardano.org/
		smart contract	Yes
		gate	https://github.com/input-output-hk/cardano-sl/

Figure 18: Schematic representation of the analysis of possible blockchain platforms for SCU



Timetable

PowerFolder - The foundation of Space.Cloud.Unit

2007	PowerFolder starts	➤ Building up the core business
2007 - 2009	Team and Infrastructure	<ul style="list-style-type: none"> ➤ Development of the team and the required infrastructure ➤ Sales and professionalization of the core business ➤ Development of strategic partnerships
2009	First customers	<ul style="list-style-type: none"> ➤ Bolloré, French Fortune 500 Group ➤ Internet Corporation for Assigned Names and Numbers (ICANN)
2010	Foundation dal33t UG	<ul style="list-style-type: none"> ➤ Focus on German SMEs - especially in information technology and mechanical engineering
2011	Customer base expansion	<ul style="list-style-type: none"> ➤ Educational institutions are enthusiastic about PowerFolder ➤ Gesellschaft für wissenschaftliche Datenverarbeitung GmbH Göttingen builds its own In House Cloud with the PowerFolder software ➤ ALPS Electric Europe, subsidiary of Japanese Nikkei 225 electronics group Alps Denki
2012	Further customers Conversion to GmbH	<ul style="list-style-type: none"> ➤ Measurement Specialties Inc. sensor specialist, NASA and ESA supplier ➤ Intensified cooperation with sales partners and other cloud service providers who already offer and use PowerFolders to create an even larger basis for distribution.



2013	Further successes & new customers	<ul style="list-style-type: none"> ➤ PowerFolder prevails against well-known competitors and receives an order from the state of Baden-Württemberg and the Karlsruhe Institute of Technology (KIT) for the largest German university cloud. ➤ German Cancer Research Center (DKFZ) ➤ Helmholtz Centre for Infection Research ➤ German Institute for International Educational Research (DIPF)
2014	Start of "bwSync&Share" and further expansion of the customer base	<ul style="list-style-type: none"> ➤ "bwSync&Share", a highly efficient and secure cloud for synchronizing and sharing documents is available to around 350,000 students and 100,000 employees of all higher education institutions in Baden-Württemberg. ➤ Biotechnology company KWS Saat ➤ Europe's largest independent music company Edel ➤ DMT GmbH (raw material exploration), part of TÜV Nord ➤ Partnership with US cloud specialists O4IT
2015	Expansion of the university network thanks to cooperation with LRZ and RRZE	<ul style="list-style-type: none"> ➤ Friedrich Alexander University Erlangen-Nürnberg (FAU) ➤ Ludwig-Maximilians-University Munich (LMU) ➤ Technical University of Munich (TUM) ➤ Project "D2D Connect" of the University of Düsseldorf with the local working group for technology of social networks ➤ Malware protection from Avira is implemented in the clouds ➤ Receive the "IT Security Made in Germany" quality seal



2016	Integration of new functions, deepening of existing cooperations	<ul style="list-style-type: none"> ➤ intensified its existing collaboration with the Drugs for Neglected Diseases initiative (DNDi) and donated additional PowerFolder licenses to the non-profit organization in the fight against diseases that have not yet been researched. ➤ After a long trial phase, PowerFolder is the only German provider of Cloud and Sync&Share solutions to offer integrated document processing. To this end, the company from Düsseldorf has integrated parts of the proven ONLYOFFICE. ➤ Release of the PowerFolder Outlook Add-in ➤ The University of Rostock joins the now 100 universities from five German states and becomes part of the largest German university cloud "bwSync&Share".
2017	Leading software provider in six countries	<ul style="list-style-type: none"> ➤ Expansion across national borders ➤ Development of innovative solutions for special needs (CERN, NASA)
2018	Starting signal for SCU	<ul style="list-style-type: none"> ➤ Whitepaper SCU ➤ Structure of the webpage ➤ network building ➤ ICO planning and implementation
2018-2021	Development & Expansion - Cloud Marketplace	<ul style="list-style-type: none"> ➤ Market analysis & product innovation development ➤ Development of the cloud storage marketplace SCU ➤ Expansion of strategic partnerships ➤ Expansion into 16 countries
2021-2023	Further expansion and establishment of the cloud marketplace	<ul style="list-style-type: none"> ➤ Further development of the SCU marketplace, improvement of Operations & Services and creation of additional offers ➤ Expansion of strategic partnerships ➤ Expansion into 24 countries



2023-2025	Leader in the Cloud Storage Marketplace & Booking Process	<ul style="list-style-type: none"> ➤ Further development of the SCU marketplace, improvement of Operations & Services and creation of additional offers ➤ Expansion of strategic partnerships ➤ Global expansion
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Figure 19: The milestones of PowerFolder from past successes to future development

Development Planning Space.Cloud.Unit

2018	<ul style="list-style-type: none"> ➤ Feedback with other practice partners & industry experts ➤ Recruitment of additional team members & advisors ➤ Community development & product transparency for open innovation ➤ Blockchain marketplace economy - Detail-Conception & Implementation ➤ Start of platform development ➤ Start of the Wallet implementation
2019	<ul style="list-style-type: none"> ➤ Apps (iOS, Android), libraries and web portal for marketplace ➤ Completion of the proof of service ➤ Desktop clients ➤ Testnet Publication ➤ Advanced Platform Development ➤ Mainnet Publication ➤ Completion of the Wallet implementation ➤ Implementation of adapters for further integration of dApps in the marketplace
2020	<ul style="list-style-type: none"> ➤ Rights & access models ➤ End-to-end encryption ➤ Recovery mechanisms ➤ Integration of additional Cloud Service Providers ➤ Integration into standard software distribution ➤ Interoperability & Migration ➤ Vendor-to-vendor API standardization
2021	<ul style="list-style-type: none"> ➤ Integration into software stacks ➤ Digital Asset Model ➤ Adoption & Connectors for large providers (Microsoft, Google, Amazon)

Figure 20: Fixed goals in the development plan for SCU



Growth planning

SCU's goal is to reach a significant part of the on-demand cloud market in the countries listed below. Over the next ten years, we have set ourselves the target of serving more than 20% of the total market share (almost 60 million euros) with our cloud construction kit. The ICO allows us to implement these plans with greater speed and confidence. At the same time we offer token holders great advantages. Our vision is shared growth.

2019	<ul style="list-style-type: none"> ➤ Germany ➤ Austria ➤ Switzerland
2020	<ul style="list-style-type: none"> ➤ Polen ➤ Luxembourg ➤ Netherlands ➤ France ➤ Italy ➤ Korea ➤ Australia
2021	<ul style="list-style-type: none"> ➤ Czech ➤ Finland ➤ Norway ➤ Sweden ➤ Denmark ➤ Russia
2022	<ul style="list-style-type: none"> ➤ India ➤ Canada ➤ Brazil ➤ England ➤ Turkey
2023	<ul style="list-style-type: none"> ➤ USA ➤ Africa ➤ Japan

Figure 21: Expansion development and growth planning



ICO Details & Token Economy

The token economy provides for the development of a token according to the ERC20 standard. We are currently developing the marketing channels and community events to get further feedback on our product for continuous development and to strengthen the community for SCU. The pre-sale is scheduled for 01.10.2018, our ICO starts in January. The exact dates for both of our ICO periods will be announced soon.

May 2018	<ul style="list-style-type: none"> ➤ Launch of our social media channels ➤ Completion of the whitepaper ➤ Completion of the website
June 2018	<ul style="list-style-type: none"> ➤ Feedback with other practice partners & industry experts ➤ Recruitment of additional team members & advisors ➤ Community development & product transparency ➤ Development of the prototype
July 2018	<ul style="list-style-type: none"> ➤ Feedback with other practice partners & industry experts ➤ Recruitment of additional team members & advisors ➤ Community development & product transparency ➤ Development of the prototype
August 2018	<ul style="list-style-type: none"> ➤ Community development & product transparency ➤ Completion of the prototype
September 2018	<ul style="list-style-type: none"> ➤ Community development & product transparency ➤ Completion of the prototype
October 2018	<ul style="list-style-type: none"> ➤ 01.10.2018 - 15.12.2018 Pre-Sale
November 2018	<ul style="list-style-type: none"> ➤ 01.10.2018 - 15.12.2018 Pre-Sale
December 2018	<ul style="list-style-type: none"> ➤ 01.10.2018 - 15.12.2018 Pre-Sale

Figure 22: ICO Timeline. Monthly planning until the end of the token sale



Token Sale Details

Launch	January 2019
Means of payment	Ethereum (ETH)
Soft Cap	4,600,000 € in ETH
Hard Cap	15,600,000 € in ETH
Token conversion rate	1 SCU = 0.20 € (ETH conversion rate is based on the current ETH price)
Max token supply:	150,000,000 (100%)
Distributed token supply	78,000,000 (52%)
Min. purchase size	0.1 ETH

Figure 23: Preliminary overview of the technical details of the token sale

- SCU tokens that are not sold are burned or removed from circulation (token burn)
- There might be a second round of the Token Sale event in 2019 if not all token were distributed in 2018, depending on the demand
- After completion of the Main Sale, the SCU tokens are distributed
- If the softcap is not reached, it is possible to purchase cloud storage via PowerFolder
- The team's SCU tokens are frozen for 24 months
- We will publish information on "How to invest" on a separate media blog
- Further information and explanations will follow via our social media channels



Token Economy

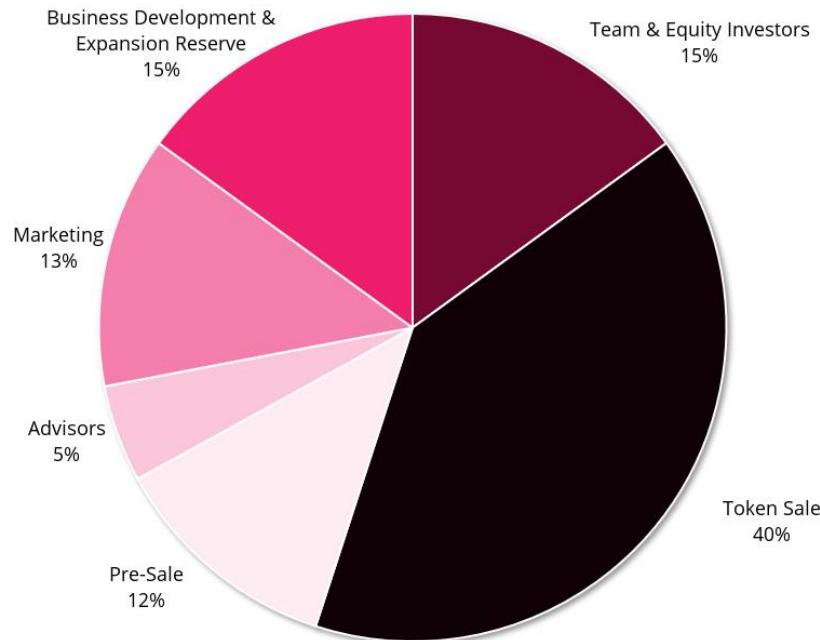


Figure 24: Distribution of tokens for investors, employees, advisors and other stakeholders

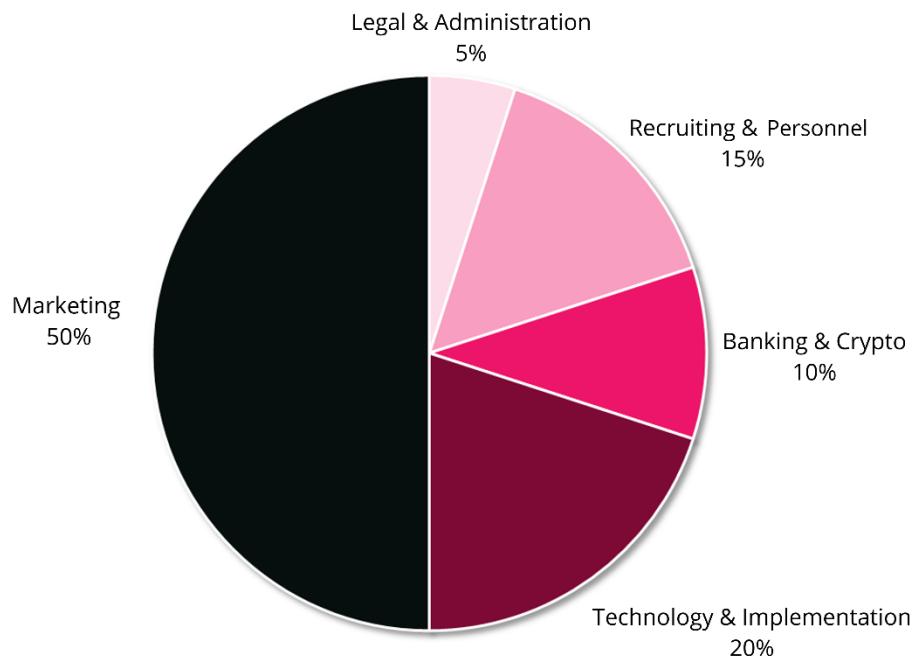


Figure 25: Token usage Pre-Sale

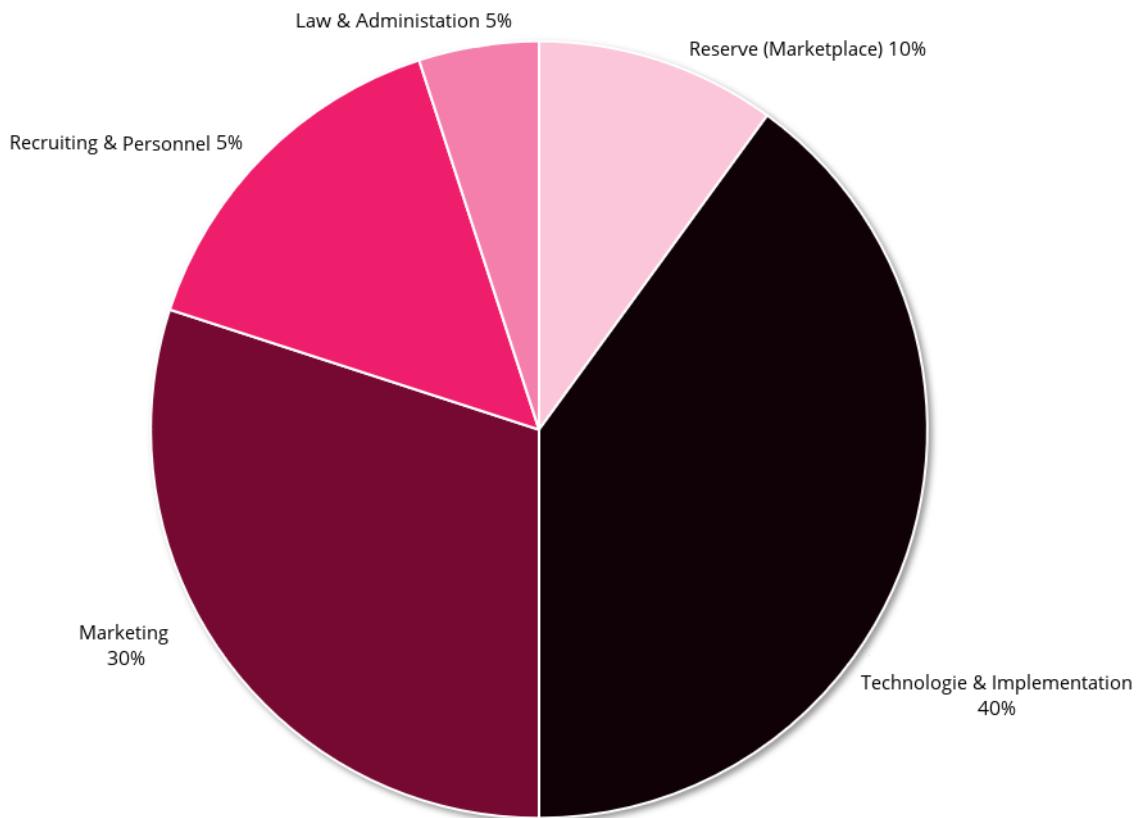
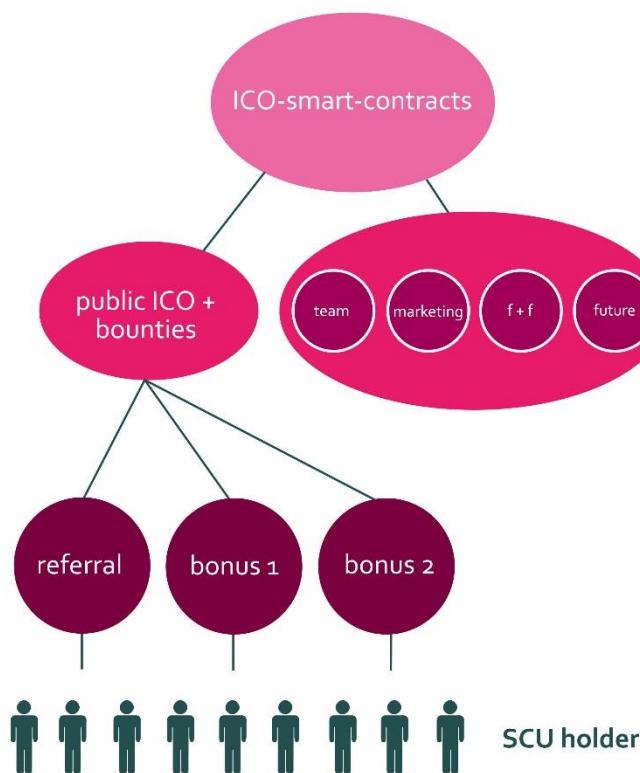


Figure 26: Distribution ICO funds

ICO Smart Contract

The Smart Contract for the ICO contains various programs to achieve a different distribution among the target groups. Various bonus systems for the team, pre-investors, a recommendation system and product development are implemented here. Soft- and hardcap are programmed as constants.



This scheme illustrates the relationships between the respective token owners and the Smart Contracts. SCU owners are individuals and companies who have purchased tokens through the various ICO Smart Contracts. Other Smart Contracts hold tokens that are used for further development or marketing, for example. These tokens are managed by the SCU team on a fiduciary basis and recorded in time-locked contracts so that they cannot be transferred by a certain date.

Figure 27: ICO Smart Contract and investors

The ERC20 token is used for the ICO. The Smart Contracts are only executed on the Ethereum platform. In the course of the project, all blockchain infrastructures will be analyzed and the development of a blockchain and the use of a selected basic infrastructure. The ERC20 tokens are not transferable (paused) until the first main sale phase is completed to prevent premature trading. The ICO Smart Contract is only used for incoming transactions in Pre- and Token Sales for later assignment of the token distribution. The public key to the ICO Smart Contract will be linked here at a later date.

Information for preventing ICO fraud

Unfortunately, so-called exit scams are accumulating after token sales. The founders set themselves apart after collecting the investors' money. Investors' money is often lost. Trust is therefore a basic prerequisite for an investment. We, Space.Cloud.Unit, are not just a startup. Space.Cloud.Unit is a continuation of the company dal33t GmbH, which has successfully established itself on the Sync&Share market with its PowerFolder product since 2007. SCU uses the framework and experience of PowerFolder, as well as the knowledge of the dal33t



team. Both are closely interlinked. Thus, the tokens that can be acquired by investors on our token sales also have an equivalent value even if the targeted goal is not achieved. Alternatively, you can purchase storage space at PowerFolder with the tokens. Unlike other ICOs, there is therefore no risk of total loss. In addition, renowned law firms, agencies, companies and developers are involved in the project, the persons involved can be researched transparently by investors and are in the middle of working life. Investors can thus exclude an exit scam.

In return, we expect every holder of SCU tokens to use them without fraudulent intent. Any fraudulent use of our name is prohibited, in particular the use of our name in social networks with fraudulent intent. Manipulating the marketplace is also prohibited. Furthermore, we remind you of the initial notice to distribute or offer the tokens to non-natural and legal entities that are located in states, regions or other usual places where transactions with digital currencies or trademarks are prohibited by applicable laws or regulations. They are also not sold to the above-mentioned persons and may not be alienated by them in any other way. This also applies to persons from states, regions and places of residence who plan future regulations via legal channels. If such a person nevertheless purchases SCU tokens, they do so in an unlawful, unauthorized and fraudulent manner, just as anyone who uses SCU tokens with a fraudulent intent.

Team

We are a heterogeneous team with young, highly motivated members who are intensively involved with various blockchain technologies and experienced members from the cloud services industry. This mix enables us to make the most of our shared know-how and create a mature marketplace for cloud storage.

Token Lock for 2 years

Our goals and milestones are designed for several years. To show the user community how serious we are about Space.Cloud.Unit, the tokens that are distributed to our team as payment are frozen for two years by means of a smart contract.



Leadership Team



Christian Sprajc

Founder/ CEO

Christian is the founder and CEO of, a successful cloud services provider for 10 years PowerFolder, and Space.Cloud.Unit. Christian is responsible for >25 employees, 3,.5 million PowerFolder users and generates with PowerFolder sales of >3.85 million.



Bernhard Rutkowsky

CMO - Marketing/ PR/SEA/O

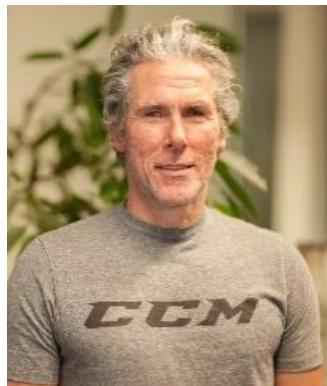


CBO, CTO, COO

TBA



Operations Team



Matthias Steinwachs

Public Relations



TBA

ICO manager, Network manager, Investment & Finance manager, Product manager, Cloud developer, Blockchain architect, Blockchain developer x2, Full-stack developer, App developer, Front-End/ Website developer, Security Officer, Data scientist, Community Manager/ Influencer Manager, Social Media Manager, Customer Support, Performance Coach, ...!

You? Join our team!



Advisory board



Markus Kraus

Advisor Business Development

Lead Project Manager at risking systems AG



Ton Steenwinkel

Advisor Marketing & Sales

*Consulting partner bei Bijankingly Management Consultant
and consultant for organizations and start-up companies*



Christoph Siodloczek

Advisor Growth / Network & Sales Principal

Consultant at Centracon AG



Achieving joint success with strong partners

We have an extensive network of partners and cooperations that qualifies us as the perfect team for implementing our solution. Close cooperation with universities and leading cloud storage providers ensures that we always have the latest innovations at our disposal. We are currently working together with more than 100 institutions on cloud solutions, which makes us the market leader in education and research in Germany.



PowerFolder

(<https://www.powerfolder.com/>)

- 10 years of success as a cloud service provider
- Over 3.5 million users
- Expertise in cloud storage and software development
- Participation in initiatives such as CERN
- Contacts to universities
- Share capital available
- 3.8M€ total revenue, 55PM offered cloud storage, 3.5M users on PowerFolder



Kloepfel Digital
(<https://www.kloepfel-digital.com/>)

- Strong reputation in the consulting industry
- Large network
- Many years of expertise of our employees
- Network of supporting companies and personalities, as advisors and investors
- Experience in Software Development



Legal advice Winheller
(<https://www.winheller.com/>)

- Law firm for IT law, business law, banking law and tax consultancy
- Law firm in Germany with real expertise in Blockchain as a unique selling point
- Interdisciplinary and international consulting



Nextcloud

Nextcloud
(<https://nextcloud.com/>)

- As a cloud service provider of the open source software Nextcloud, the company is a well-known supporter of the blockchain technology



ONLYOFFICE
(<https://www.onlyoffice.com>)

- As cloud service provider of the open source software ONLYOFFICE, the company is a well-known supporter of the blockchain technology



SCU Token - Legal & Crowd Sale

Tokens are not offered to individuals and legal entities located in states, regions or other usual places of residence where transactions with digital currencies or trademarks are prohibited by applicable laws or regulations. Nor are they distributed or sold to or alienated from the aforementioned persons. This also applies to persons from states, regions and places of residence who plan future regulations via legal channels. If such a person acquires SCU tokens in spite of the repeated request to cease and desist, he does so in an unlawful, unauthorized and fraudulent manner. The SCU Token is not a digital currency, security, commodity or any other financial instrument registered under the Securities Act 1933, the capital markets laws of any U.S. state or any other state.

We do not accept any participation from the Restricted Persons as defined above and reserve our right to deny them participation in the sale of our tokens at any time if the submitted documents of the participant in the KYC process confirm the aforementioned case or if the participant can be considered as such a person.

Terms of Use/ Sale

Our terms of sale you can find under this [link](#).



Promotion & Social Media Channels

Linked-in	https://www.linkedin.com/company/spacecloudunit
Medium	https://medium.com/@spacecloudunit
Facebook	https://www.facebook.com/Space.Cloud.Unit/
Twitter	https://twitter.com/SpaceCloudUnit
XING	https://www.xing.com/profile/Max_Spacecloud
Reddit	https://www.reddit.com/user/SpaceCloudUnit/
Telegram	https://t.me/spacecloudunitgroup
Discord	https://discord.gg/Byu7EZq
Github	https://github.com/spacecloudunit

Figure 28: All our communication channels at a glance



Disclaimer of liability

The information in this whitepaper may be incomplete and does not imply a contractual relationship. The content of this whitepaper is not binding on Space Cloud Unit ("SCU") participants and their partners. In addition, we reserve the right to change, modify, add or remove positions in this whitepaper for any reason before, during and after the token sale and to subsequently update the changed whitepaper on our website.

This whitepaper does not constitute investment, tax, regulatory, legal, financial, accounting or other advice. Furthermore, this whitepaper does not serve as the sole basis for an evaluation of the purchase of SCU tokens. Before prospective users purchase SCU tokens, you should seek investment or tax advice, regulatory, legal, financial or accounting advice to weigh up possible advantages and disadvantages, burdens and other consequences of the acquisition.

This whitepaper is not intended as an invitation to invest. This whitepaper does not attempt to offer securities. This document is not directed against existing regulations or other legal requirements.

Tokens may not be purchased by any person or entity resident in any state, region or other habitual residence where transactions in digital currencies or trademarks are prohibited by applicable law or regulation. They are not distributed or sold to or otherwise alienated from the aforementioned persons. This also applies to persons from states, regions and usual places of residence who plan future regulations via legal channels. If such a person acquires tokens in an unlawful, unauthorized and fraudulent manner, he alone must be accountable to the competent regulatory authorities. It cannot refer to the information in this whitepaper.

Space Cloud Unit does not issue tokens in Singapore, the People's Republic of China or other territories or states that restrict, prohibit or permit the distribution of tokens only with registration with a public authority. We do not maintain business relations with these countries or persons resident there.



This whitepaper is published on the assumption that interested parties are legally entitled to participate. It is the responsibility of any user of SCU to verify the legality of the purchase, shipment and sale of SCU now and in the future under the jurisdiction applicable to him or her.

Statements about future financial developments in this whitepaper are speculative and not legally sound. Such statements involve known and unknown risks and uncertainties. Actual future events may differ materially from the assumptions made here.

The whitepaper is the primary source of information about our project. The current English and German versions have common legal primacy over all other versions. The information in future translations is only binding if the content matches the German and English versions. If these also differ in their information, we ask you to contact us via one of the indicated channels and to inform us about it.

The SCU Token is not a digital currency, security, commodity or any other financial instrument within the meaning of the Securities Act 1933 and is not registered under the capital markets laws of any state or jurisdiction.