



## ABOUT myMCOM

By employing an industry first Mobile Hybrid™ authoring environment, myMCOM is the first Flash based open Mobile Application Platform™ specifically designed to leverage a large community of Flash Lite authors, develops and designers to quickly and easily author Flash Lite applications. myMCOM's Mobile Hybrid™ 'para-authoring' environment is fluid, updateable and always on, quite simply...

...Software Outside of the Box™

myMCOM has developed a prototype 'blueprint' and application layout of a next generation Flash Lite authoring environment, namely comprising four 'para-authoring' visual profilers: the SmartLine CPU Profiler™, SmartLine Memory™, SmartLine Graphic™ and the SmartLine System™ Load Profiler. myMCOM is seeking a Series A venture-financing round to productize the Flash Lite authoring environment for full commercial and market release.

#### FLASH LITE EXECUTIVE SUMMARY

"My big concern is that Adobe really doesn't have any experience with developer tools — they have no offering for it right now. Most of Macromedia's tools are very developer-oriented. I'm concerned that Adobe doesn't destroy that developer focus."

Grant Skinner, 2005 Canadian Developer of the Year, FitC Awards

"I could think of no other competitor worthy of keeping the lights on at Macromedia. Adobe understands the design community...let's see how they fare with a group of adopted developers!"

Michael Warf, Devbox founder

#### I. THE VISUALIZATION OF MACROMEDIA

Macromedia and the Developer Community

Macromedia was built with one ear pressed against the developer community. Over Macromedia's 13-year history, while many changes have taken place in technology, Macromedia's focus on providing developers with the products and solutions to make great digital experiences hasn't changed.

And yet, for the first time in the history of Macromedia the growth of the developer community was stunted by the hire of a former Microsoft executive and the withholding of the Flash Lite plugin.<sup>1</sup>

As we embrace the next generation of 'great consumer experiences' via the mobile handset, myMCOM believes the key to Macromedia's rapid evolution is to once again press their ear against the developer community and rapidly embrace an emerging Flash Lite authoring and visual developer environment via myMCOM.

### II. FLASH LITE VISUAL AUTHORING ENVIRONMENT

PART (1) MCOM STUDIO - The Key to the Heart of the Developer

One of the greatest assets the Flash Lite developer has is the active timeline within Flash. Unlike other mobile languages like Java, .NET and BREW, the Flash Lite timeline has the potential to 'visually' represent the mobile application frame by frame at runtime. Through this visual representation, myMCOM has developed the blueprint for a hybrid scripting/visual environment, a 'para-authoring' platform to rapidly accelerate the architecture and design of mobile applications.<sup>2</sup>

myMCOM has defined this Flash Lite authoring environment into four main visual authoring SmartLines™, the first of which has been enclosed via screenshots.

- (1) SmartLine CPU™ Profiler3
- (2) SmartLine Memory™ Profiler
- (3) SmartLine Graphic™ 3D FillRate and 3D PolyCount Profiler
- (4) SmartLine System™ Load Profiler

<sup>&</sup>lt;sup>1</sup> Juha Christensen was the Vice President of the Mobile Devices division at Microsoft before joining Macromedia as the President of the Mobile and Devices division in January of 2004. Microsoft, with its highly Verticalized' position, had certainly molded Christensen's methodology and would undoubtedly impact Macromedia's developer community.

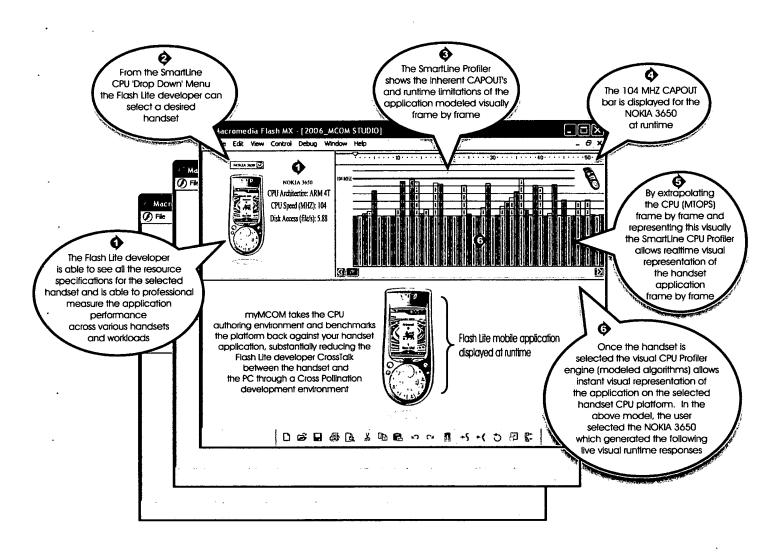
<sup>&</sup>lt;sup>2</sup> Although the Flash Lite plugin was restricted, myMCOM had begun accelerating Flash mobile architecture by authoring and designing Flash Lite applications on ARM®4T equivalent processors running at 104 MHz in the PC world, the 486DX platform. Through this hybrid authoring platform (albeit like exchanging your Porsche 911 for a Moped), myMCOM had created the blueprint for a hybrid scripting/visual environment, a 'para-authoring' platform to rapidly accelerate the design and architecture of mobile applications.

<sup>&</sup>lt;sup>3</sup> By extrapolating the CPU (MTOPS) frame by frame and representing this visually for the Flash Lite, the SmartLine™ CPU Profiler allows realtime visual representation of the overall CPU (MTOPS) stress loads under each selected handset architectures.

#### SMARTLINE™ CPU Profiler

The SmartLine CPU<sup>™</sup> Profiler allows a visual representation of the application 'stresses' placed on the ARM4 processor frame by frame on a selected handset. Through this rich PC authoring platform, the 'para-authoring' environment allows seamless Flash Lite design and creation across a multiple of platforms, giving the Flash Lite developer the ability to quickly and easily create new and dynamic content for mobile applications.

The following is a screenshot of the SmartLine CPU™ Profiler authoring environment.



# III. MOBILE HYBRID™ AUTHORING ENVIRONMENT PART (2) Thinking Outside of the Box™

"The wireless e-commerce market will be driven by a new breed of company with a business model designed specifically for mobile e-commerce. The demand for mobile applications is real and will account for up to 45% of the total e-commerce market in less than 5 years,"

Andrew Cole, The Industry Standard

It is estimated that the mobile market is moving at 5 times the speed of its older sister eCommerce. With this unprecedented growth, analysts project nearly 700 million new handsets will be shipped in 2005, with a new handset model being launched every other day. As a mobile application platform, myMCOM simply asks - how can a desktop software keep up with this unprecedented growth and resist its greatest threat – becoming obsolete and possibly of little value to the developer at the time it is shipped?

The inherent needs of the Flash Lite developer are very different from those of its sister developer in Flash. Unlike the PC market, Flash Lite application development involves realtime authoring and testing of the product on all addressable handset platforms. While a Flash Lite application may pass SmartLine™ benchmark tests on a NOKIA 7610, it will inherently CAPOUT™ or crash at certain stages of the application timeline on a NOKIA 6600 (a 16% reduction in ARM CPU speed and available memory resources).

If a Flash Lite application 'crashes' on a given handset platform, it is of no value to the consumer who has purchased this product for their particular handset.<sup>4</sup> How do you create a desktop authoring platform that fuses both the PC and Mobile environments together and can readily adapt to and address all available handsets long after the core desktop platform has been shipped?

#### MOBILE HYBRID MODEL

Desktop/Online Development Environment

One of the greatest advantages to the Flash Lite developer is having access to the latest handset as they come out. Unlike the Java, .NET and BREW authoring environments, the Flash Lite authoring environment is ideally situated for the 'visual' authoring of mobile applications - natural handset emulators that go much deeper than screen resolution. By employing a 'para-authoring' and Cross Pollination environment, the Flash Lite developer can 'visually' accelerate the development process long after an initial purchase of the desktop base while still remaining within the PC authoring environment.

#### How?

Through a Mobile Hybrid™ platform. myMCOM's 'para-authoring' environment fuses the PC and Mobile environment together and can readily adapt to and address all available handsets long after the core desktop platform has been shipped. With the inherent ability to download handset plugins as they come out (or audition online), myMCOM substantially reduces both the application development burn rate and need to buy each addressable handset – two of the most adverse variables for the Flash Lite developer.<sup>5</sup> Through this Mobile Hybrid™ environment, myMCOM intends to place the Flash Lite developer at the forefront of mobile application development. myMCOM's 'para-authoring' platform is simply software that thinks...

#### Outside of the Box™

<sup>&</sup>lt;sup>4</sup> Unfortunately with the speed at which mobile commerce is moving, for the median or average Flash Lite developer, purchasing a new handset every other week and keeping pace is not a realistic and cost effective option.

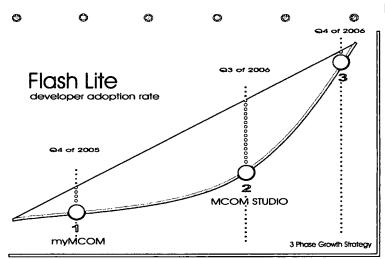
<sup>&</sup>lt;sup>5</sup> myMCOM estimates that the average 'transfers' (development CrossTalk'<sup>M</sup>) between the desktop development environment (FlashMX) and a selected handset during a mobile application build (via Bluetooth, USB or Infrared) ranges from 750 to 1000 transfers per development life cycle. At an average of 30-60 seconds per transfer and setup, an average Flash Lite developer is exhausting 1.0 to 1.4 working days (11.1 total hours) per development cycle. By allowing the Flash Lite developer to 'visually' accelerate this development process while remaining within the desktop authoring environment, myMCOM substantially reduces the application development cycle burn rate and need to buy each addressable handset – two of the most adverse variables affecting the Flash Lite developer community.

## IV. GROWTH AND MARKETING STATEGY

In phase one (0 to 6 months) myMCOM intends to secure initial market entry and a market leadership position as the North American 'para-authoring' provider for the rapid development and deployment of Flash Lite applications. Through the Hybrid Studio authoring model, myMCOM intends to make available MCOM Studio<sup>TM</sup> to the TM+ Flash developers via myMCOM (.com), enabling rapid development and realtime deployment of mobile commerce applications on all supported mobile devices.

In phase two (6 -12 months) myMCOM intends to launch the myMCOM $^{\rm IM}$  Hybrid Studio support model and online portal worldwide,

with extensive expansion into the Asian and



European markets. At the foundation myMCOM asks - who develops software to be sold in a box anymore? It is estimated that the mobile commerce market is moving at 5 times the speed as its older sister eCommerce. With this unprecedented growth, it is paramount to equip the Flash Lite developer community with realtime 'as they ongoing, come out handsets for all addressable markets worldwide, putting the Flash Lite developer at the leading edge of mobile application development.

# V. myMCOM'S REVENUE MODEL

Recurring Online Revenue Model

At the core, the most simplistic Flash Lite revenue model involves the purchase of a MCOM Studio base platform, for a weighted average price (a Flash authoring platform that enables the ability for ActionScript development). At the time of release, the Flash Lite base platform will contain all the addressable handsets.

The base software platform is built with the ability (via the Hybrid Studio™ model) to download releases of new handsets as they come out for a nominal plugin fee or monthly subscription fee (a recurring revenue model that makes both Adobe and the Flash Lite developer happy). As a Flash Lite developer, the Hybrid Studio™ platform is fluid, updateable and places the Flash Lite developer at the leading edge of mobile application development and deployment, all the time.<sup>6</sup>

## myMCOM COMPETITION

Macromedia

<sup>&</sup>lt;sup>6</sup> With the agreement of the handset maker, MCOM Studio would release handsets from selected handset manufacturers at the time of public release. Macromedia would be one of the first to achieve a dynamic desktop studio platform that positions its developers to win.

## VI. INVESTMENT REQUIRED

myMCOM is seeking a strategic Series A capital investment/acquisition.

### VII. VALUE PROPOSITION

#### COMPETITIVE ADVANTAGES

myMCOM's next generation mobile platform provides developers the ability to deliver compelling consumer applications and one-to-one personalized marketing opportunities Over-the-Air

Although the Flash Lite user interface can rescale to different screen sizes on various handsets, the Flash Lite application cannot automatically rescale to each handset's CPU limitations, Memory and System thresholds. With dozens of addressable Flash Lite handsets currently on the market, each with its own overall handset performance, the Flash Lite developer is faced with either investing in multiple handsets for studio authoring and development or purchasing a Hybrid Studio, a rich PC authoring environment that brings together both visual worlds into one.

- Using proven analytical technologies and custom benchmarking solutions, myMCOM has created a blueprint methodology to visually recreate the handset authoring environment within the desktop platform to rapidly assist the Flash Lite developer.
- An 18-24 month European lead building industry first mobile products built on the Flash
   Lite Platform via Kiwi
- By employing an industry first Mobile Hybrid™ authoring environment, myMCOM is the first Flash based open Mobile Application Platform™ specifically designed to leverage a large community of Flash Lite authors, develops and designers to quickly and easily author Flash Lite applications
- Through a Mobile Hybrid™ platform, myMCOM's 'para-authoring' environment can readily adapt to and address all available handsets long after the core desktop platform has been shipped
- $\circ$  myMCOM's dynamic Mobile Hybrid<sup>TM</sup> 'para-authoring' environment is fluid, updateable and always on...simply software that thinks Outside of the Box everyday for the developer

#### VIII. EXIT STRATEGY

While a public offering may be a liquidity option for the company, myMCOM believes a merger or strategic acquisition will be the likely liquidity event for investors and shareholders. Sales, competitive landscape, and general market conditions will be assessed within the first 12 to 18 months to determine with our investors the path to maximize company value and return on investment.

# APPENDIX I CURRENT MARKET CHALLENGES

For Java and non-Flash based Studio Products

Existing mobile studios are unable to meet developer demands for object orientated programming, visual testing and realtime handset authoring. By thinking outside of the box, myMCOM enables a realtime Mobile Hybrid™ platform, placing the Flash Lite developer at the forefront of mobile application development.

#### Current Studio Limitations

- Unable to provide graphically rich handset authoring environments for the developer
- Unable to provide realtime handset emulators via the Mobile Hybrid Server/Handset model
- Unable to provide object orientated authoring templates
- Unable to allow realtime polling during data transfers providing handshake integrity
- Unable to allow dynamic Over-the-Air updating of mobile devices via the studio product

## MCOM STUDIO™ PROVIDES THE SOLUTION

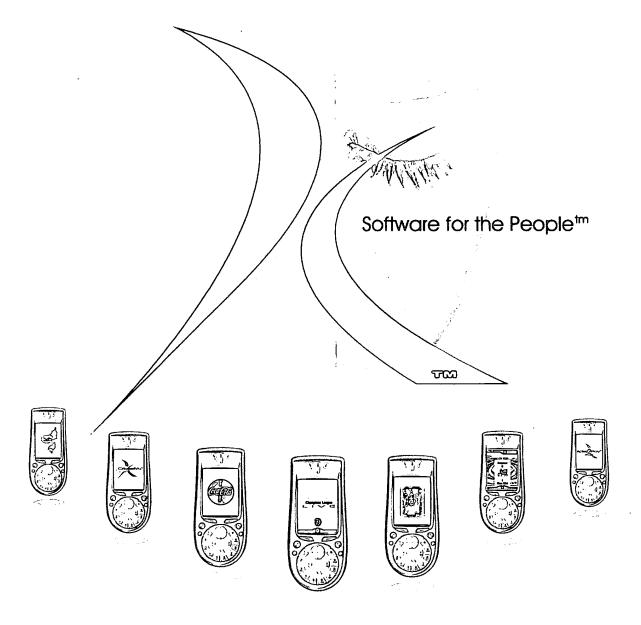
To these market challenges

Market Requirements	MCOM Studio™ Capabilities	Benefit
Small applications, greater functionality	MCOM Studio™ applications are substantially smaller than Java equivalent Applet applications	More robust and superior consumer experience
An architecture that optimizes developer bandwidth & burn rate	myMCOM's Vertical Architecture™ enables realtime visualization of mobile applications within the PC environment	Dramatic reduction in development CrossTalk™ cycles
Ability to seamlessly update handset content and logic	myMCOM leverages an 'Over-the-Air' handset update capability	Rapid accessibility for the Flash Lite developer
Object Orientated Programming	MCOM Studio™ allows the ability to create fully customizable applications	User is in control of look and feel of their application
Reduced development cycles and time to market	MCOM Studio™ allows seamless development of highly usable consumer applications.	Increased ARPU
Online Portability	myMCOM leverages the 1M+ Flash Developers for mobile application development worldwide	Seamless mobility
MOBILE HYBRID™ Model	MCOM Studio™ provides the ability for dynamic Over-the-Air personalization of handset development via the desktop PC	Places the Flash Lite developer at the forefront of mobile application development



The MCOM Studio<sup>™</sup> plotform enables an open Mobile Application Plotform <sup>™</sup> to leverage a large community of authors, developers and designers to quickly and easily author Flash Lite mobile applications

Sofware Outside of the Box-



To View Kiwi's Live Applications, Please Click on Your Desired Handset Image Above



# KIWI EXECUTIVE SUMMARY

## **ABOUT KIWI**

Kiwi's business model is built on its mission statement - providing 'Software for the People' on the mobile handset. At the foundation this involves creating the first Personalized Mobile Marketplace built on the Flash Lite Platform by Macromedia. By employing an industry first Open Application Platform $^{\mathsf{TM}}$ , Kiwi believes the future of mobile commerce is where it should be...

...in the hands of the people-

#### KIWI EXECUTIVE SUMMARY

"Flash has a long way to go before it is embedded in handsets and mobile games, but it is my belief that it will eventually be the standard operating environment for all mobile applications."

Paul Skeldon, Senior Analyst, Juniper Research White Paper

"In the world of mobile Internet, developers have embraced Flash as a mobile content standard for more than a year, and we recognize that the community, content, and technology will continue to grow. Given the background, we believe that Flash is the multimedia technology to carry out our corporate mission and is a must for our next-generation handsets."

Toshio Maki, VP and General Manager, "au" Service, KDDI Japan

#### THE PERSONALIZATION OF MOBILE COMMERCE

A perfect storm is emerging in one of the largest consumer markets to date – mobile commerce. Industry analysts estimate that the mobile commerce market will reach an unprecedented 500 billion dollars per annum by 2008 worldwide. In 2003, the ARPU (Average Revenue Per User) in mobile commerce was \$72 dollars. In 2008 it is predicted to reach an average of \$332 dollars per user. What will drive the ARPU to reach 4-5 times what it is today? More specifically, as this new global market emerges, which platform(s) will sustain this unprecedented market opportunity?

Early frontrunners like Java, .NET and BREW have taken great strides in the early/formative years, the likes of SurfKitchen, Action Engine, MFORMA and others taking SMS, MMS and mobile gaming to exciting consumer levels. However, with a market primarily based on the Java and J2ME platform, mobile content and entertainment revenues achieved less than 3% of the total mobile service revenue and less than 19% of non-voice revenue.<sup>2</sup>

Is this a failure? Based on current market projections and a weighted ARPU, total consumer spending on mobile content will only achieve approximately 72Bn by 2008. With the inherent runtime limitations of these current languages, consumer uptake of mobile content will reach approximately 1/7 or 14% of the total projected levels by 2008.<sup>3</sup> Therefore, either Java and the early frontrunners will substantially evolve to become a more consumer-adapted platform to meet an unprecedented market need, or a new platform will emerge to drive mobile commerce to projected levels.

# CONSUMERS WILL LEAD MOBILITY

THE LEADERS WILL FOLLOW

Kiwi believes the key to reach these projected levels of consumer adoption is personalization. In 2004, personalization was the second largest generator of mobile data service revenue behind SMS, and the early personalization of the handset (RingBack tones, personalized Wallpapers, etc.) dominated the market for mobile content, with revenues of \$4.7 billion. According to Ovum,

"Personalized, tailored information is a critical success factor...because of the limitations imposed by today's handsets and networks and also because of the way we use wireless portals - on the move and in a hurry. Unless information is relevant to our particular needs, we won't want it."

Kiwi believes that the increase in mobile personalization will be directly proportional to the sustainability and adoption of a new mobile platform.<sup>5</sup> By employing an industry first personalized

<sup>&</sup>lt;sup>1</sup> Telecom Trends International – for more information please see Appendix I - KIWI MARKET OPPORTUNITY.

<sup>&</sup>lt;sup>2</sup> Analysis Research, "Making a Success of the Mobile Content Value Chain,' November, 2004.

<sup>3</sup> Collectively music downloads, games, SMS, Infotainment and tickets (among others) will make up approximately 60 to 85Bn or only 14% of the overall market by 2008. What will the remaining 80 to 85 percent (415 to 440 Billion) in new applications look like?

<sup>&</sup>lt;sup>4</sup> Eden Zoller, Ovum Research Group.

<sup>&</sup>lt;sup>5</sup> For more information on the Personalization of Mobile Commerce, please see Appendix II – 'FLASH VS JAVA – the NEW 'DVD vs VHS'

architecture built on the Flash Lite platform by Macromedia, Kiwi believes the future of mobile commerce and the consumer experience is where it should be, in the hands of the people – Kiwi calls this 'Software for the People.'

#### SOFTWARE FOR THE PEOPLE™

"The wireless e-commerce market will be driven by a new breed of company with a business model designed specifically for mobile e-commerce. The demand for mobile applications is real and will account for up to 45% of the total e-commerce market in less than 5 years."

Andrew Cole, The Industry Standard

'Software for the People' is a paradigm shift in client side personalization and mobile architecture. Called Active2Play™, this new platform places the personalization of content directly into the hands of the consumer on the client side, similar to what Windows® achieved for the PC.<sup>6</sup> To this end, 'Software for the People' is built upon three personalized mobile platforms: Active2Play™ Consumer, Active2Play™ UI and Active2Play™ Marketplace.

#### SOFTWARE FOR THE PEOPLE™

#### Active2Play™ Consumer

Active2Play™ Consumer allows the end user the ability to personalize their content operating experience Over-the-Air, delivering an unparalled platform of client side consumer personalization. From this architecture Kiwi has developed three Consumer Branded platforms: VASports™ (a personalized Over-the-Air consumer sport line); ImageVu™ (a personalized Over-the-Air photo imaging line); and CouponVu™ (a personalized Over-the-Air corporate branding and one-to-one marketing line). VASports™, the first European and North American Flash Lite Sports line, was auditioned in January and February of 2005 with European operators T-Mobile (Germany) and 02 (UK).

For live examples of VASports<sup>™</sup> <u>please click here</u> or see KIW VALUE PROPOSITION below. ImageVu<sup>™</sup> will be deployable within 2 to 3 months of funding - initial target markets include the operators and handset manufactures that have already adapted the Flash Lite platform, including Japan (NTI DoCoMo and KDDI) and the rapidly emerging Chinese market (Bellwave).

#### Active2Play™ UI

Alongside of the Active2Play™ Consumer platform, Kiwi offers an industry first Flash Lite end-to-end service platform called Active2Play™ UI, enabling realtime branding and personalization of the mobile user interface. Unlike the J2ME platform, Active2Play™ UI dramatically reduces Server Crosstalk™ (a client side architecture), and can be managed and updated Over-the-Air by the consumer, operator and handset maker providing realtime personalization and brand marketing of the handset user interface. The Active2Play™ UI platform will be deployable within 4 to 6 months of funding.

#### Active2Plav™ Marketplace

Active2Play™ Marketplace is an Open Application Marketplace™ for the aggregation and distribution of Flash Lite content, the third and final piece in the Flash Lite ecosystem. From server content distribution, to live variable billing and provisioning, Active2Play™ Marketplace provides an open and accessible platform for the Flash Lite developer community to rapidly deploy Flash Lite content. Active2Play™ Marketplace will be deployable within 9 to 12 months of funding.

#### KIWI VALUE PROPOSITION

With the ability to achieve commerce anywhere at anytime, mobile commerce presents a unique and global platform for the consumer market. With an emerging 500 Billion dollar mobile marketplace - what does personalization mean for the consumer? A new experience everytime, anytime, and all the time. At the heart of this statement and the key differentiator for Kiwi is its patent pending Active2Play<sup>IM</sup> platform. With Kiwi, the Active2Play<sup>IM</sup> platform and realtime variable updates

<sup>&</sup>lt;sup>6</sup> What Symbian Is for the handset, Active2Play™ is for the consumer, a personalised windows environment allowing the first customizable application environment for the consumer.

are achieved through a Flash Lite scripting platform called VectorScript™ (.com). Through this mature architecture, an array of industry first applications are achievable that have not been possible on existing application platforms like Java, .NET and BREW.<sup>7</sup> For live examples of Kiwi's industry first Flash Lite applications please click on the Kiwi logo below.

"M-commerce is taking off due to a confluence of three major developments - rollout of packet-data networks, availability of enhanced data devices, and development of rich content for m-commerce applications,"

> Naqi Jaffery, President Telecom Trends International

#### THE CONSUMER CAP OF JAVA

This year marks the 10-year anniversary of the Java platform. It was on May 22<sup>nd</sup>, 1995 that Sun Microsystems first unveiled its Java technology to the world. In the past year, Java was one of the largest funded technology platforms in one of the largest emerging venture markets, mobile commerce.<sup>8</sup> And yet, in the past 4 months NOKIA and Samsung, two of the top three handsets makers, have now signed strategic licensing agreements with Macromedia to ship the Flash Lite platform on their handsets.<sup>9</sup> This in addition to significant licensing agreements with NTT DoCoMo and KDDI in Japan and Bellwave in Korea. Why a potential paradigm shift in mobile platforms?<sup>10</sup> Past precedent can perhaps point to the answer.

In mobile commerce's sister platform eCommerce, Flash displaced Java with front end consumer content in less than 4-years, achieving a 97% saturation rate on the PC. Can a past precedent help us to understand the coming mobile content market? In time, are the handsets of tomorrow going to respond for the consumers like the PC's of today?<sup>11</sup> Will the same precedence happen in mobile commerce?

"Mobile Flash is coming. And just like Flash laid waste to the applets which used to adorn our web pages [eCommerce], it's going to do the same to many of the MIDP apps which we now use on our J2ME enabled phones...we're going to see a lot of Flash based Mobile apps as soon as the plug-ins and phones become available. Sun needs to think about this, see the writing on the wall, and start working on ways to make your Mobile Java based applications a hell of a lot more useful."

Russ Beattie, renowned Java developer, June 05, 2003

### KIWI REVENUE MODEL

Kiwi estimates that its Flash Lite and Active2Pay™ platform revenues will come from four primary models: (1) Mass-market per handset license fees for embedded applications with handset makers; (2) Mass-market per subscriber license fees for revenue sharing applications with operators; (3) Mass-

<sup>&</sup>lt;sup>7</sup> Java, with its runtime variable limitations, cannot produce a true personalized platform (a pull vs push platform). Kiwi offers the first Flash Lite platform that allows the consumer the ability to personalize or 'pull' their cell phone experience Over-the-Air, 'always on' and largely independent of server interaction.

<sup>&</sup>lt;sup>8</sup> In the first quarter of 2004 from the rollover of Q4 in 2003, there was a record increase of 50% in venture transaction events equaling an increase in 70% in funding capital raised. Mobile Commerce led this quarter with more than \$379 million in venture capital raised.

On January 19th, 2005, Macromedia announced a licensing agreement with Samsung Electronics that will bring the power of the Macromedia Flash Lite platform to a world leading handset manufacturer. On February 11th, 2005, NOKIA signed a comprehensive license agreement with Macromedia to ship the Flash Lite platform on their handsets. For more information please see Appendix III – THE GLOBAL STATUS OF MOBILE FLASH.

<sup>&</sup>lt;sup>10</sup> Analysts estimate nearly half the phones shipping in 2005 will have enough memory to run the Flash Lite Platform. If current growth rates are maintained, analysts predict nearly 500 million phones will have Flash Lite potential in 2005 (IDC/Business Week). For more industry views on the Flash Lite platform, please see Appendix III – THE GLOBAL STATUS OF MOBILE FLASH.

<sup>&</sup>lt;sup>11</sup> The evolution of mobile device technology will lessen the gap between mobile devices and their desktop, laptop, and computing brethren. As mobile devices become computing platforms themselves, the opportunity for associative hardware, software, service, and content players grows just as quickly as the mobile phone adoption rate (Alex Slawsby, Research Analyst, Mobile Devices, IDC).

market per handset license fees for personalized Ul's and brand marketing; and (4) Active2Play™ Marketplace, content aggregation and distribution services as the Flash Lite developer community reaches a critical mass.

### BUSINESS GROWTH AND MARKETING STRATEGY

In phase one (0 to 12 months) initial market entry includes a primary focus on the major Asian and emerging European markets. The main focus in Asia will be Japan (NTT DoCoMo and KDDI), Korea and the rapidly developing Chinese market. In Europe Kiwi will initiate markets in the UK and Germany with a primary focus on the VASports™ line and the Active2Play™ UI platform.

In phase two (12-18 months) Kiwi will validate the pricing and distribution model of our software solutions and consider exclusive plans for rapid expansion into the North American markets. Keys to growth will be dependent on the amount of capital raised and the strategies adopted.

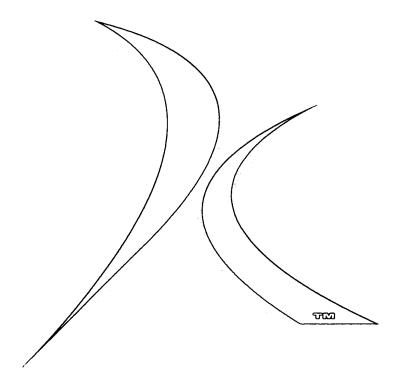
#### KEY CONSIDERATIONS FOR INVESTMENT

Summary overview of investment offering:

- Over the past 12-months, over 100M in venture capital was raised by just 5 Java companies
- VectorScript<sup>TM</sup> (.com) by Kiwi accelerates content distribution with a much higher efficiency than the J2ME Applet platform
- Kiwi's Active2Play<sup>™</sup> platform dramatically reduces Server Crosstalk<sup>™</sup> (between the handset and server)
   with a much higher efficiency than the J2ME Server platform

#### INVESTMENT REQUIREMENTS

Kiwi is seeking a strategic Series A capital investment/acquisition.

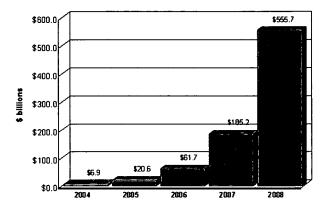


# APPENDIX I KIWI MARKET OPPORTUNITY

With the ability to achieve commerce anywhere at anytime, Mobile Commerce presents a unique and global platform for handset makers, operators and consumers alike.

"Globally, there were 94.9 million mCommerce users at the end of [2003], and this is predicted to grow to 1.67 billion users by 2008. Meanwhile over the same period revenues from mCommerce will grow globally from US\$6.86 billion in 2003 to over US\$554.37 billion."

Telecom Trends International (TTI)
April 20, 2004



As the eCommerce market moves beyond the personal computer to embrace the 'edge' or wireless community via the cell phone, companies are aggressively moving to capitalize on a new and emerging 500 billion dollar mCommerce market. With the economic potential of 1.67 billion users by 2008 connecting to the internet anytime, anywhere to view or buy anything they want via their mobile device, a new breed of company will emerge with the ability to rethink, redesign and re-engineer its architecture to adapt to the 'client side' specifics of mCommerce. 13

The convenience of 'point of sale' anywhere-you-go will mark an unprecedented cultural shift in consumer buying patterns within international markets. According to TII, by 2008 only 15% of the revenue generated from mobile commerce will come from current applications (music downloads, games, SMS, etc.), applications which currently generate about 85% of mobile commerce revenues today.

# APPENDIX II FLASH VS JAVA – the NEW 'DVD VS VHS'

Another technology revolution is in the making. It is similar to the revolution of VHS to the DVD platform in recent years, only this time the consumer device where this revolution is taking place is the mobile phone. The revolution is personalization. With DVDs the consumer can personalize their viewing experience, like scene selections, value added selections and value added content. Although VHS delivers a similar picture and sound resolution, consumers cannot 'customize their experience' - the underlying architecture of Kiwi's Open Application Platform<sup>TM</sup>. In a little over 3 years, the DVD platform is quickly displacing VHS as the consumer platform of choice.

Likewise, the main platforms for mobile content today, namely Java, .NET and BREW suffer from many of the same limitations as VHS does due to their static timeline language. On the mobile phone the consumer cannot 'customize their experience' nor their interaction with live content via the language timelines. The platform to overcome this problem is the Flash Lite platform from Macromedia. With the Kiwi architecture, consumers can 'jump' to any digital frame of the application timeline (similar to DVD and digitally rendered), then personalize preferences that are digitally 'remembered' by the application and customize their content and cell phone experience via the Kiwi application timeline.

<sup>12</sup> Telecom Trends International (TTI), April 20, 2004.

<sup>13</sup> Forbes, Mobilize Your Enterprise For Success, 2004

# APPENDIX III THE GLOBAL STATUS OF MOBILE FLASH

T-Mobile
David Woollands
Senior Manager, International Consumer Propositions

"Utilizing Macromedia Flash Lite 1.1 allowed us to rapidly develop our innovative News Express service to deliver a rich, instantly accessible customer experience across multiple devices. We believe that Flash Lite will become a 'de facto standard' and have extensive plans for Flash content."

October 4, 2004

KDDI Toshio Maki VP and GM, "au" Service and product planning division

"In the world of mobile Internet, developers have embraced Flash as a mobile content standard for more than a year, and we recognize that the community, content, and technology will continue to grow. Given the background, we believe that Flash is the multimedia technology to carry out our corporate mission and is a must for our next-generation handsets."

October 20, 2004

NTT DoCoMo Takeshi Natsuno Managing Director, i-mode

"Flash Lite changed the face of i-mode in Japan by dramatically improving both the range and quality of content available to our subscribers. As the standard for enjoying rich, interactive multimedia, Flash was a natural choice for our i-mode technology platform. We are pleased to offer this benefit to our global alliance members and their customers."

October 20, 2004

Bellwave Ki-gon Yang, CEO

> "Bellwave offers affordable, high-quality devices and specializes in innovative, featurerich mobile multimedia products. We are excited about Flash Lite and the possibilities it will bring to the mobile world. We are building completely new phone interfaces using Flash Lite, as it was the only choice to bring a new level of innovation to modern handsets."

> > July 14, 2004

Renowned Java Developer Russ Beattle

"Mobile Flash is coming. And just like Flash laid waste to the applets which used to adorn our web pages [eCommerce], it's going to do the same to many of the MIDP apps which we now use on our J2ME enabled phones...So I think it'll be interesting to see what happens, but I have a feeling we're going to see a lot of Flash based Mobile apps as soon as the plug-ins and phones become available. Sun needs to think about this, see the writing on the wall, and start working on ways to make your Mobile Java based applications a hell of a lot more useful."

June 05, 2003

#### San Francisco, USA and Espoo, Finland February 11, 2005

Handset manufacturer Nokia (NYSE:NOK) has just signed a comprehensive license agreement with Macromedia to use the entire Flash mobile product portfolio across its platforms, including the Series 40 mass-market phones, the Series 60 smartphones, and the Series 80 enterprise communicators.

Nokia (NYSE:NOK) and Macromedia (Nasdaq: MACR) today announced a licensing agreement that will integrate Macromedia Flash technology into Series 60 Platform. Series 60 becomes a reference platform for Macromedia's mobile Flash technology, and Macromedia will implement new versions of its mobile Flash technology on Series 60. Nokia has also agreed to support Flash in its other software platforms.

### San Francisco, USA January 19, 2005

Macromedia (Nasdaq: MACR) today announced a licensing agreement with Samsung Electronics Co., Ltd. that will bring the power of Macromedia Flash Lite 1.1 to a world leading handset manufacturer.

Samsung is using Flash Litè to deliver graphical user interfaces and rich interactive experiences on new mobile handsets around the world...

Flash Lite is a version of Macromedia Flash Player specifically developed for mobile phones so consumers can benefit from the power of rich interactive Flash experiences. Subsequent Samsung handsets with Flash Lite 1.1 will be deployed in Europe, U.S., and Korean markets.

### San Francisco, USA and Seoul, Korea July 14, 2004

Bellwave Co., Ltd, a leader in innovative mobile handset and data module designs, and Macromedia (Nasdaq: MACR) today announced a strategic licensing agreement that will bring Macromedia Flash Lite 1.1 to Bellwave handset designs. Bellwave, the first Korean manufacturer to license Flash Lite, will use Flash to build the user interface for future products. Future Bellwave handsets with Flash Lite 1.1 support will target European and Chinese markets.

"Bellwave specializes in affordable, high-quality devices with innovative multimedia features," said Ki-gon Yang, CEO, Bellwave Co., Ltd. "Macromedia delivers superior technology, a market-leading authoring tool, and a passionate developer community, which puts it in a unique position to become the multimedia leader for the mobile world as we enter a critical growth phase."