

Date: 6 May 2019

Dear Ingrid

Re: NFM Group Limited (the "Company" or "NFM") - Change of business

We would like to submit our response to the query dated 24 April 2019 as follow:

Business Name	For Each Business
Description of the products / services sold	1. E-sports includes VR and PC, mainly based on game competition.
Market position, value to customers, growth	2. VR + K12 robot education; we carry out more vivid robot education demonstrating
potential, new	through VR equipment. Robot education can help children who lacks of hand-on training
markets and products	in the normal school education.
Description of the target market	1. E-sports consists of two parts of E-sports market: VR and PC. The target group: young
Who are you selling to? What is your market	people aged 18-45 with consumption desires. The market size of e-sports is estimated at
share? Why	310 million headcounts, and the market size is RMB86.3 billion according to China
do/would they buy your products/services over	Business Research Institute. At the same time, this age group has strong communication
others?	and promoting ability, sharing behavior of new things, who can assist to bring more members.
	2. VR + K12 robot education; the market target group is 6-18 years who pursing education
	or still in school and the number of young people in the 6-18 age group is about 200
	million in China, and its current penetration rate of Chinese robot education is only 1% .
	The demand in the Chinese market is large, and the promotion of robot education
	courses has become a trend of universal popularization. The robot competition has
	become a channel for enrolling students in many famous universities in China. Robot
	education will be the future development of talents in the world and more parents has
	favored robot education.
Goals / objectives / strategy	Short-term goal: Complete two stores in 2019. Target to have 5,000 registered members and
What are your short and long-term goals? What	membership sales reaches RMB600, 000.
activities will	Long-term goal: In the next three years, we will intend to complete 200 stores nationwide, $\boldsymbol{1}$
you undertake to meet them?	million registered members, and sales of membership and advertising revenue will be
	amounted to an estimate of RMB70 million.
	We will achieve our goals through webcasts, web soft articles, offline events, and occasional
	discounts and promotional platforms in collaboration and provided by our partner, Tencent
	Limited.
Opportunity for Growth	Opportunity:
What is the current opportunity for the Company	1. Now China's VR market is in the period of growth and it is vibrant and has good
to grow?	prospect. At the same time, using VR combined with the popular e-sports and robot
What are the future potential opportunities for	education will attract wide range of consumers.
the Company?	2. The promotion and application of 5G technology in the next 5 years will enhance the
What is your competitive advantage?	transmission speed of VR equipment. VR equipment will be more portable where more
How will you be successful?	people will have personal VR equipment. The company will have more multi-advertising
	audiences which will increase the advertising revenue.



ARBN: 608029125 Code: NFM

九 次集团	ARBN: 608029125 Code: NFM
	Advantages
	1. Beijing NFM is the major shareholder of Jiu Mao Technology Co., has been long doing
	advertising business and has strong planning and promotion capabilities.
	2. The company has signed contract with Phoenix Technology to provide equipment and
	advanced VR technology equipment;
	Tencent's well-known game IP is based on VR, adapting high-quality content games,
	increasing user retention, and combined with Penguin e-sports, holding offline events,
	will bring large volume of VR users' consumption.
Business Location(s)	Office Add: Building 20 No. 20, Jinghai San Road Economic and Technological Development
Location of factories, offices, facilities	Zone , Beijing
Location of factories, offices, facilities	Store Add: B1, no.3 south Chaoyang park road, Chaoyang district, Beijing.
Output Short / Kan Barangal	Store Add: B1, 110.5 South Chaoyang park road, Chaoyang district, Beijing.
Organization Chart / Key Personnel Operations Manager LU XUEPING	CEO ZHENG BOWEN Marketing Manager Office Manager Financial Manager WU HE TIAN ZHAOFENG REN YONGHUA
Operation Operating executive commissioner XEAN LITING	Events Coordinator YANG YUZHE Salesperson ZHAO INGCHAO
Suppliers	
Who are your key suppliers? What do they	Normal business transaction and arrangement
supply to your	
business? What is your outsourcing	
arrangement if any?	
Sales Channels	1. Internet sales: Promote and selling member's value top-up cards through WECHAT.
e.g. Shopfront, internet, direct mail, export or	2. Store sales: Public can purchase products directly from the stores.
wholesale	
Material Contracts	
Is there any material contract the Company	No
has signed with	
your clients? If yes, what are they?	
Intellectual Properties	
Does the Company have any intellectual	No
property? If yes,	
please provide a list of all IP rights the	
Company owns.	
Please also list which IP is licensed from third	
parties.	
Related Parties	
Does the Company have any related parties?	No
If yes, please	
provide a list of all related parties and any	
investments,	
estiments,	





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contracts, loans or other arrangements with	
these parties.	

Yours truly,

FOR NFM GROUP LIMITED

Mr. Zheng Bowen
Executive Director