

ZEROBSTACLE

ADVANCED TECHNOLOGIES

CORPORATE EXECUTIVE MASTERPLAN

Investor Edition | Confidential

Version 1.0 | 2026

Building the IT Empire of Palawan

Palawan's Premier Full-Spectrum IT Solutions, Talent, and Innovation Ecosystem

Puerto Princesa City, Palawan, Philippines
zerobstacle.dev

01 | EXECUTIVE SUMMARY

THE OPPORTUNITY

Zerobstacle Technologies Corporation is a pioneering IT solutions company headquartered in Puerto Princesa City, Palawan, Philippines. Founded in 2016 and now entering its growth acceleration phase, Zerobstacle is executing a bold, multi-decade vision: to make Palawan the Technology Capital of the Philippines — a thriving hub of IT talent, innovation, products, and enterprise solutions comparable in legacy to the great BPO corridors of Manila, Cebu, and Davao, but specialized entirely in IT systems, software development, and technology-powered manpower.

This document is the Corporate Executive Masterplan — the definitive strategic blueprint for investors, partners, and stakeholders who seek to understand where Zerobstacle has been, where it stands today, and precisely how it intends to build a self-sustaining, scalable IT empire over the next 10 years.

WHO WE ARE

Zerobstacle is not a startup looking for a concept to validate. It is a team of proven masters — programmers, marketers, sales specialists, and finance strategists — who have been quietly and consistently delivering real technology solutions to government agencies, private enterprises, and academic institutions across Palawan since 2016. The company has already produced junior developers now thriving independently, delivered systems for private companies, government agencies and others, and launched its first startup platform: Hayahay PH, a mobile super-app for on-demand services.

THE GRAND VISION

The Grand Vision of Zerobstacle is to build an Empire of ITs — a third-party IT provider so deeply embedded in Palawan's economic infrastructure that businesses, government offices, and institutions cannot imagine operating without its services. The company will grow through four interdependent segments: Talent Development, Project Development, Product Development, and Start-up Development — each feeding and strengthening the others in a living, evolving ecosystem.

THE INVESTMENT THESIS

Palawan is one of the fastest-growing provinces in the Philippines, attracting global tourism, national government infrastructure spending, and an increasingly connected population. Yet it remains dramatically underserved in quality IT services and locally-rooted technology talent. Zerobstacle is positioned to fill this gap and dominate it — first provincially, then nationally, then regionally in Southeast Asia. The company's existing assets — proven systems, a skilled founding team, live clients, and an active product — provide a foundation that significantly de-risks investor capital. What is required now is strategic fuel: funding to operationalize at scale.

KEY HIGHLIGHTS

- Operating since 2016 — 10+ years of actual delivery and client relationships
- Four-segment ecosystem model covering the full IT value chain
- Live product: Hayahay PH Super App (active development and deployment)
- Government and private sector client portfolio across Palawan
- Founding team with rare combined expertise: Tech, Marketing, Sales, Finance
- Subscription-based revenue model for predictable, scalable income
- Palawan-first strategy with provincial, national, and regional expansion roadmap

02 | COMPANY PROFILE

2.1 Company Overview

Detail	Information
Legal Name	Zerobstacle Technologies Corporation
Proposed New Name	Zerobstacle Advanced Technologies Corporation
Nature of Business	IT Solutions, Software Development, Talent Development, Product Innovation
Date Established	2016
Headquarters	Puerto Princesa City, Palawan, Philippines
Operational Model	Full-spectrum IT ecosystem: Talent + Project + Product + Start-up
Revenue Model	Subscription-based, Project-based, Product Licensing, Start-up Equity
Target Market	Private Companies, Government Agencies, SMEs, Entrepreneurs, Tech Consumers
Current Stage	Growth Acceleration — Funding & Scaling Phase
Flagship Product	Hayahay PH Super App (On-Demand Services Platform) Backride Pinas – A Ride Hailing app in palawan since 2020 Document Network – A paperless document management system for government agencies.

2.2 Mission, Vision & Core Values

Mission

To empower Palawan and the Philippines with world-class IT solutions, systems, and talent — delivering innovation, efficiency, and digital transformation to every business, institution, and community we serve.

Vision

To establish Zerobstacle Technologies Corporation as the Technology Capital Builder of Palawan — a self-sustaining IT Empire that produces, deploys, and scales the systems, software, and talent that define Palawan's digital future, and sets a national and regional benchmark for province-based technology excellence.

Core Values

- **Mastery** — We pursue excellence in every line of code, every system, every talent we develop.

- Innovation — We build what has not been built and solve what has not been solved.
- Integrity — We deliver on our commitments to clients, partners, and communities.
- Empowerment — We grow people, not just products.
- Vision — We operate from a long view, building for decades, not quarters.

2.3 Founding Team — The Masters

Zerobstacle's greatest asset is its founding team. Each member is a domain master — together, they form a complete and formidable leadership unit capable of building, selling, scaling, and sustaining an IT empire.

CEO	Tiburcio 'Jong' Bautista — The Architect & Father of Zerobstacle. Senior IT Engineer and Master Programmer, Jong is the technical backbone of Zerobstacle. Like Elon Musk, he dares to build what others consider impossible. His ability to architect complex systems, lead development teams, and personally code enterprise-grade solutions makes him one of Palawan's most capable technology minds. He has led every major system delivery in the company's portfolio and continues to drive product innovation as the principal engineer of Hayahay PH.
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CMO	Braiden John Hermosura — The Visionary Communicator. Marketing Specialist and Team Development Strategist, Braiden is the Steve Jobs of Zerobstacle — the one who makes complex technology beautiful, accessible, and desirable. His background in real estate, network marketing, digital marketing, and personal branding equips him to craft compelling narratives for every product, talent funnel, and investor pitch. He is the architect of Zerobstacle's brand identity, go-to-market strategy, and community ecosystem.
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CSO	Arnie Delacruz — The Sales Engine. The field general of Zerobstacle's commercial operations, Arnie is the Brian Tracy of the team — a disciplined, relentless sales professional who translates vision into signed contracts and paying clients. His B2B and B2C network across Palawan and beyond forms the company's active revenue pipeline and ensures that every product and service Zerobstacle builds finds the market it deserves.
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CFO	Radoc 'Jake' Jestoni — The Strategist. Analytics and Finance Strategist, Jake is the Peter Drucker of Zerobstacle — the master of measurement, efficiency, and financial intelligence. Where others see transactions, Jake sees patterns and systems. His analytical discipline ensures that Zerobstacle's growth is not just ambitious but sustainable — backed by sound financial planning, performance metrics, and investment-grade reporting.
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2.4 Company History & Milestones

Zerobstacle was born in 2016 from a shared conviction among its founders: that Palawan, despite being one of the Philippines' most remarkable provinces, was being left behind in the digital revolution. From a small team with big ideas, the company grew through client delivery, talent mentorship, and product experimentation.

Year	Milestone	Segment	Impact
2016	The name Zerobstacle was born	All	Created Multilevel Network Marketing Systems and Created the First Mobile App in Palawan (Mobile Palawan)
2016-18	First government IT projects delivered	Project Dev	Built credibility with PCSD (Palawan Council for Sustainable Development Staff)
2018-20	Junior IT talent program launched	Talent Dev	Free training for new Software Developers
2019-21	Expanded private sector client base	Project Dev	Proven B2B portfolio across Palawan enterprises
2021-23	Hayahay PH concept initiated	Product Dev	Digital product under development
2021-24	Government Projects	Project Dev	Created Paperless Online Platforms for National Government Agencies Funded by USAID (PCSD, BFAR)
2025-26	Hayahay PH Super App launched	Start-up Dev	Live product with token economy and affiliate system
2026	Investor engagement initiated	All	Funding round to accelerate growth phase

03 | THE ZEROBSTACLE ECOSYSTEM — FOUR SEGMENTS

The Zerobstacle ecosystem is not a collection of disconnected business units. It is a living, integrated organism — four segments that feed one another, amplify each other's value, and together produce something no competitor can easily replicate: a full-spectrum IT empire anchored in Palawan.

3.1 Talent Development

THE FOUNDATION OF THE EMPIRE

Every great technology empire begins with people. Zerobstacle's Talent Development segment is the company's engine for producing IT-ready professionals — developers, programmers, analysts, and tech specialists — from within Palawan itself. This is how Zerobstacle builds both its competitive advantage and its community impact simultaneously.

How It Works

Talent is sourced and developed through three primary funnels:

- Events — Tech summits, bootcamps, hackathons, and community IT events designed to identify raw talent, generate awareness, and build Zerobstacle's brand as the home of Palawan's tech culture.
- Paid Training Programs — Structured IT training curriculum (programming, web and mobile development, systems administration, data analytics) delivered through Zerobstacle's own training center, generating both revenue and a continuous talent pipeline.
- Company Productions — Talent developed within the company through live project work, mentorship under senior engineers, and real-world deployment — ensuring that Zerobstacle's internal team is always growing.

Output: The Talent Pool

The result of this funnel is a curated, deployable talent pool of IT specialists that powers every other segment. Talent can be deployed on Project Development engagements, integrated into Product Development teams, or assigned to Start-up ventures. Mature talent may be transitioned to permanent roles within Zerobstacle or its portfolio companies.

Revenue Streams

Training fees, certification programs, sponsored talent placements, corporate talent leasing arrangements, and eventual Talent Development franchise licensing to other provinces.



3.2 Project Development

REVENUE ENGINE & PORTFOLIO BUILDER

Project Development is Zerobstacle's proven revenue backbone. This segment delivers custom IT solutions — applications, management systems, digital platforms, automation tools — to private companies and government agencies. It is the segment that has sustained Zerobstacle since 2016 and built its reputation as Palawan's most capable technology partner.

Client Portfolio (Existing)

Zerobstacle has delivered projects for the following organizations, establishing a portfolio that demonstrates both technical competence and the trust of Palawan's most significant institutions:

Client / Organization	Project Type
PCSD (Palawan Council for Sustainable Development)	Paperless Online Permitting and Digital Enforcement System

BFAR (Bureau of Fisheries and Aquatic Resources)	Digital Fisheries monitoring and reporting system. Offline Law Enforcement Mobile App.
BACKRIDE PINAS	Ride Hailing Mobile app originally for palawan and now in Zamboanga.
PPSRNP (Puerto Princesa Sub Teresian River National Park)	Digital Document Management system.
Private Enterprises	Custom business management systems, websites, e-commerce platforms

Service Offerings

- Custom Web Application Development
- Mobile Application Development (iOS and Android)
- Government IT Systems and E-Governance Platforms
- Business Management Systems (ERP, CRM, POS, HR)
- Database Architecture and Cloud Migration
- IT Infrastructure Setup and Management
- Subscription-based System Maintenance and Support

Revenue Model	Project-based contracts, annual maintenance retainers, and subscription-based support packages. Government clients particularly represent stable, high-value recurring engagements due to multi-year contract structures.
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3.3 Product Development

PROPRIETARY ASSETS & SCALABLE IP

Product Development is where Zerobstacle transitions from service provider to technology owner. In this segment, the company invests its engineering talent and resources into building proprietary digital products — mobile apps, web platforms, and specialized systems — that can be sold, licensed, or subscribed to at scale, generating revenue that is decoupled from individual client engagements.

Current Product: Hayahay PH Super App

Hayahay PH is Zerobstacle's product — a mobile super-app for on-demand services operating in the Philippines. The platform connects service seekers with service providers across multiple categories through a single, unified application. It features a proprietary token economy (Hayahay Tokens, 1 Token = 1 Peso), a four-tier affiliate rank system (Affiliate, Master, GrandMaster, Ancestor), and a multi-level unilevel commission structure — creating a self-reinforcing network growth engine.

Product Pipeline

- Hayahay PH Super App — Active (Phase 2 scaling in progress)
- Zerobstacle Systems Marketplace — Reusable systems library for resale to SMEs and LGUs
- Palawan Digital Hub Platform — Provincial tech directory and services aggregator (planned)
- IT Training Management System — Proprietary LMS for the Talent Development segment (planned)

Revenue Model

App subscription fees, service transaction commissions, token purchase revenue, affiliate program earnings, and product licensing to third parties. Product revenue is the highest-margin revenue stream in the Zerobstacle ecosystem.

3.4 Start-up Development

EMPIRE BUILDING THROUGH VENTURE CREATION

The Start-up Development segment is where Zerobstacle's vision reaches its most ambitious expression. Rather than simply serving clients or building products, Zerobstacle creates new companies — incubating ideas into fully operational businesses that eventually stand on their own, while remaining part of the Zerobstacle technology empire as affiliates, portfolio companies, or licensed operators.

The Model

Zerobstacle identifies high-potential market opportunities — ideally in underserved sectors of Palawan and the Philippines — and applies its full arsenal: product development capability, marketing systems, sales networks, and talent resources to bring new ventures to life. In return, Zerobstacle retains equity, licensing rights, or technology agreements with each portfolio company.

Current Start-up: Hayahay PH (operated by Zerobstacle Technologies)

Hayahay PH began as a Product Development initiative and has grown into a full Start-up Development case study. The platform has its own brand, market positioning, community ecosystem, affiliate network, and revenue model — demonstrating that Zerobstacle can birth and grow independent digital ventures from internal resources.

Future Start-up Pipeline

- Palawan PropTech Venture — Real estate technology platform for the Palawan property market
- AgriTech Palawan — Digital solutions for Palawan's agriculture and fisheries sector

- EduTech Palawan — Online learning and skills certification platform for provincial students
- GovTech Palawan — Managed IT services company specifically for LGUs and government bodies

**Revenue
Model**

Equity stakes in portfolio companies, management and technology service agreements, licensing fees for Zerobstacle-developed platforms, and eventual partial or full sale of mature start-up entities.

04 | STRATEGIC ANALYSIS

4.1 SWOT Analysis

The following SWOT matrix provides a structured assessment of Zerobstacle's internal capabilities and external environment, informing the strategic priorities of this masterplan.

<p>STRENGTHS</p> <ul style="list-style-type: none"> – 10+ years of proven IT delivery with real client portfolio – Rare founding team: tech, marketing, sales, and finance mastery – Live product (Hayahay PH) already in market – First-mover advantage in Palawan IT ecosystem – Strong government and private sector relationships – Talent development track record — proven graduate outcomes – Subscription-based model provides recurring revenue foundation – Deep local knowledge and community trust 	<p>WEAKNESSES</p> <ul style="list-style-type: none"> – Limited financial capital to scale operations rapidly – Small team size relative to vision scope – Brand visibility primarily local — limited national awareness – No dedicated HR and talent retention system yet – Technology infrastructure requires capital investment – Current marketing limited by budget, not capability
<p>OPPORTUNITIES</p> <ul style="list-style-type: none"> – Palawan is fastest-growing province — IT demand surging – Government digitalization mandates create large project pipeline – National and international investors interested in Philippine provinces – BPO industry migration from Metro Manila to provincial centers – Hayahay PH addressable market spans entire Philippine archipelago – EdTech and HealthTech sectors in Palawan are completely untapped – ASEAN digital economy expansion — regional market within reach – Philippine startup ecosystem maturing — grants and incubators available 	<p>THREATS</p> <ul style="list-style-type: none"> – Established Manila-based IT firms may enter Palawan market – Talent poaching from larger companies offering higher packages – Rapid technology change requires constant R&D investment – Regulatory changes in government procurement processes – Economic downturns affecting client IT budgets – Competition from low-cost offshore development providers

4.2 SPIN Analysis (Situation, Problem, Implication, Need-Payoff)

THE STRATEGIC PROBLEM AND OUR SOLUTION

<p>SITUATION</p>	<p>Palawan is one of the Philippines' most economically active and high-growth provinces — driven by world-class tourism, government investment, and a rapidly expanding private sector. Yet despite this growth, Palawan has virtually no locally-rooted, full-spectrum IT capability. Businesses import technology services from Manila at high cost and low local accountability. Government agencies struggle with outdated systems. Students and young professionals with technical aptitude have no clear local pathway into the IT industry.</p>
<p>PROBLEM</p>	<p>Palawan's economic and government institutions are operating with legacy technology infrastructure and over-reliance on distant, expensive IT providers who do not understand the province's unique context, constraints, and culture. Simultaneously, local IT talent — which does exist — has no home, no school, and no career pathway within Palawan itself. This creates a brain drain that further depletes the province's technology capacity.</p>
<p>IMPLICATION</p>	<p>If this gap is not addressed, Palawan risks becoming a technological dependent — a province that generates enormous economic value but outsources the intelligence layer entirely. Smart buildings, digital tourism, government e-services, agricultural technology, and healthcare platforms will all be built by outsiders, owned by outsiders, and maintained by outsiders. Palawan will be permanently priced out of the digital dividend its own economy is creating.</p>
<p>NEED-PAYOFF</p>	<p>Zerobstacle Technologies Corporation is the answer Palawan needs. By investing in Zerobstacle, stakeholders are not simply funding a business — they are funding the province's technological sovereignty. Every peso invested creates a local IT specialist, a locally-owned system, a Palawan-built product. The payoff is not only financial returns for investors — it is the creation of a generational institution that Palawan will depend on for decades. Zerobstacle's model ensures that as Palawan grows, Zerobstacle grows with it — and grows because of it.</p>

4.3 Competitive Position

Zerobstacle's competitive advantage is structural, not simply operational. The company combines local knowledge, established relationships, a proven founding team, and an integrated ecosystem model in a market where no competitor currently offers all four. The following matrix positions Zerobstacle against its primary competition profiles:

Capability	Zerobstacle	Manila IT Firms	Freelance Local Devs
Local Presence & Trust	Strong	Weak	Moderate
Technical Depth	High	Very High	Variable
Ecosystem (4 Segments)	Complete	None	None
Government Relationships	Established	None locally	Rare
Talent Development	Active Program	None	None
Product/IP Ownership	Active	Limited	None
Cost Competitiveness	High	Low	High
Long-term Vision	Provincial Empire	Revenue Only	Project Only

05 | THE MASTERPLAN — PHASE-BY-PHASE BLUEPRINT

The Zerobstacle Masterplan is structured across five strategic phases spanning 10 years. Each phase has defined objectives, requirements, deliverables, and financial targets. The phases are designed to be sequential in priority but overlapping in execution — progress in one segment accelerates capability in others.

Phase	Timeline	Budget Est.	Key Deliverables
Phase 1: Foundation Fortification	Year 1 (2026)	PHP 5–8M	Legal & operations upgrade, full team hiring, office expansion, formalized systems, brand identity launch
Phase 2: Revenue Engine Activation	Years 1–2 (2026–27)	PHP 10–20M	Training center launched, 10+ active project clients, Hayahay PH Version 2, subscription client base of 50+
Phase 3: Talent & Product Scaling	Years 2–4 (2027–29)	PHP 20–30M	50+ graduates/year, 3 new products in development, 5 start-up incubations, Hayahay reaching 10,000+ users
Phase 4: Market Domination	Years 4–7 (2029–32)	PHP 30–50M	National brand, 3 active start-up portfolio companies, 200+ talent network, PHP 50M+ annual revenue
Phase 5: Regional Expansion	Years 7–10 (2032–36)	PHP 50–100M	ASEAN market entry, IPO readiness or strategic acquisition, Palawan established as PH tech province

5.1 Phase 1 — Foundation Fortification (2026)

OBJECTIVE: PREPARE THE PLATFORM FOR SCALE

Phase 1 is not about explosive growth — it is about building the infrastructure that growth requires. Every great building begins with a foundation. Zerobstacle has the vision, the team, and the proof of concept. What Phase 1 delivers is the operational maturity, systems, and resources needed to execute at the next level.

Requirements

- Funding: PHP 5–8 Million (seed/angel investment or strategic partnership)
- Permanent office space with training room, development labs, and client meeting facilities
- Full-time hiring: 5–8 junior developers, 1 operations manager, 1 sales executive
- Legal and corporate structuring: SEC compliance, intellectual property registration
- Technology infrastructure: development servers, cloud services, collaboration tools
- Brand identity formalization: Zerobstacle corporate brand, all segment sub-brands

Deliverables

- Operational headquarters fully functional
- Formalized HR policies, employee handbook, and onboarding system
- Corporate website and professional online presence live
- First cohort of Paid Training Program enrolled (minimum 20 students)
- Hayahay PH Version 1 stabilized and promoted actively
- 5 active Project Development clients on retainer or active engagement
- Investor presentation deck and financials package completed

5.2 Phase 2 — Revenue Engine Activation (2026–2027)

OBJECTIVE: BUILD SUSTAINABLE, MULTI-STREAM REVENUE

Phase 2 activates Zerobstacle's revenue engine across all four segments simultaneously. Training tuition flows in from the Training Center. Project contracts are signed with government and private clients. Hayahay PH subscription revenue begins. The first start-up venture is formalized. By end of Phase 2, Zerobstacle should be operationally self-sustaining with revenue covering full operating costs.

Requirements

- Funding: PHP 10–20 Million (Series A or strategic institutional investment)
- Training center certification from TESDA or equivalent accrediting body
- Dedicated sales team of 3 for B2B project acquisition
- Hayahay PH marketing budget for user acquisition campaigns
- CRM and project management systems for client operations
- Formal partnership agreements with at least 2 LGUs for government IT service retainers

Deliverables

- Training Center fully operational with 3 active course tracks
- Annual training revenue: PHP 3–5M
- Project Development: 10+ active clients, PHP 8–10M annual revenue
- Hayahay PH: 1,000+ registered users, PHP 500K subscription/transaction revenue
- First start-up venture formally registered and operational
- Total annual revenue target: PHP 8–10M

5.3 Phase 3 — Talent & Product Scaling (2027–2029)

OBJECTIVE: MULTIPLY CAPACITY AND DEEPEN IP PORTFOLIO

Phase 3 scales what Phase 2 validated. The Talent Development funnel graduates 50+ professionals per year. Product Development launches 2 new proprietary platforms. The Start-up portfolio expands to 3–5 ventures. Zerobstacle begins building national visibility through case studies, partnerships, and strategic PR.

Key Milestones

- Talent Development: 50+ graduates per year, talent leasing program active with 10+ corporate clients
- Product Development: 3 products generating subscription revenue; systems marketplace operational
- Start-up Development: 3 portfolio companies launched, Hayahay PH reaching 10,000+ active users
- Project Development: Government IT retainer portfolio at PHP 20M+ annually
- Team: 30+ full-time employees, 15+ contracted specialists
- Total annual revenue target: PHP 20–30M

5.4 Phase 4 — Market Domination (2029–2032)

OBJECTIVE: ESTABLISH ZEROBSTACLE AS THE PHILIPPINE STANDARD FOR PROVINCE-BASED IT

Phase 4 is where Zerobstacle transitions from 'best IT company in Palawan' to 'one of the most recognized IT organizations in the Philippines.' National media coverage, government partnerships at the national level, and a portfolio of 3+ active companies operating under the Zerobstacle ecosystem mark this phase as the true realization of the empire.

Key Milestones

- National brand recognition: featured in Philippine tech media, government digitalization reports
- Revenue: PHP 50M+ annually across all segments
- Talent: 200+ professionals trained and deployed since inception
- Products: Hayahay PH expansion to Visayas and Mindanao
- Start-ups: 3 portfolio companies independently revenue-generating
- Capital raise: Series B or strategic partner acquisition at PHP 100M+ valuation

5.5 Phase 5 — Regional Expansion (2032–2036)

OBJECTIVE: ASEAN MARKET ENTRY AND PHILIPPINE LEGACY

Phase 5 fulfills the grand vision. Zerobstacle is no longer just the IT company of Palawan — it is a recognized Philippine technology institution with ASEAN ambitions. Its talent graduates are working across Southeast Asia. Its products serve clients in Indonesia, Malaysia, Vietnam, and beyond. Palawan has become what Zerobstacle always knew it could be: the Technology Capital of the Philippines.

Key Milestones

- ASEAN market entry: partnerships or offices in at least 2 ASEAN countries
- IPO readiness assessment or strategic acquisition by major technology group
- Annual revenue: PHP 100M+
- 500+ IT professionals trained and developed through Zerobstacle ecosystem
- Palawan recognized in national policy as a model for provincial IT development

06 | FINANCIAL FORECASTS & INVESTMENT FRAMEWORK

The following financial projections are based on conservative growth assumptions grounded in Zerobstacle's existing revenue base, current client relationships, and market opportunity analysis. All figures are in Philippine Pesos (PHP).

6.1 Revenue Forecast by Segment

Projected Annual Revenue by Segment (PHP in Millions)

Segment	Year 1 (2026)	Year 2 (2027)	Year 3 (2028)	Year 5 (2030)	Year 10 (2035)
Talent Development	1.5M	3.0M	6.0M	12.0M	35.0M
Project Development	4.0M	7.0M	12.0M	25.0M	50.0M
Product Development	0.5M	2.0M	5.0M	15.0M	40.0M
Start-up Development	0.2M	1.0M	3.0M	10.0M	30.0M
TOTAL ANNUAL REVENUE	6.2M	13.0M	26.0M	62.0M	155.0M

6.2 Operating Cost Estimates

Projected Annual Operating Costs (PHP in Millions)

Cost Category	Year 1	Year 2	Year 3	Year 5
Salaries & HR	2.0M	4.0M	7.0M	15.0M
Office & Facilities	0.6M	1.0M	1.5M	3.0M
Technology Infrastructure	0.5M	1.0M	1.5M	3.0M
Marketing & Sales	0.8M	1.5M	2.5M	5.0M
Training Operations	0.4M	0.8M	1.5M	3.0M
R&D (Product Dev)	0.5M	1.5M	3.0M	7.0M
Admin, Legal, Compliance	0.3M	0.5M	0.8M	1.5M
TOTAL OPERATING COSTS	5.1M	10.3M	17.8M	37.5M

6.3 Net Revenue Projection

Net Revenue Summary (PHP in Millions)

Metric	Year 1	Year 2	Year 3	Year 5	Year 10
GROSS REVENUE	6.2M	13.0M	26.0M	62.0M	155.0M
Operating Costs	5.1M	10.3M	17.8M	37.5M	75.0M
NET OPERATING PROFIT	1.1M	2.7M	8.2M	24.5M	80.0M
Net Margin (%)	17.7%	20.8%	31.5%	39.5%	51.6%

6.4 Investment Requirements

Zerobstacle is seeking strategic investment to accelerate its roadmap. Funding will be deployed directly into team building, infrastructure, product development, and market expansion — not overhead or speculation.

Investment Tranche	Use of Funds
Seed Round: PHP 5–8M	Office setup, team expansion, legal/IP, brand launch, training center foundation
Series A: PHP 10–20M	Training center full operations, product scaling (Hayahay V2+), B2B sales team, government partnerships
Series B: PHP 30–50M	National expansion, start-up portfolio funding, ASEAN market entry preparations, 100+ team scale

6.5 Return on Investment Projections

The following ROI projections are based on equity participation at the Seed and Series A rounds, assuming conservative revenue growth scenarios and standard technology company valuation multiples.

Investment Round	Projected ROI Horizon
Seed (PHP 5–8M @ 10–15% equity)	3–5x return within 5 years based on PHP 100M+ valuation at Series B
Series A (PHP 10–20M @ 15–25% equity)	5–10x return within 7–10 years based on IPO or strategic sale at PHP 500M+
Strategic Partner	Revenue share + equity + technology exclusivity arrangements negotiable

07 | THE INNOVATION ADVANTAGE

HOW ZEROBSTACLE DISRUPTS THE STATUS QUO

Innovation at Zerobstacle is not a department or a campaign — it is a culture, a method, and a competitive weapon. The company's approach to innovation is systematic: every segment of the ecosystem is designed to generate, test, and deploy new ideas at a pace that larger, more bureaucratic competitors cannot match.

7.1 The Ecosystem Flywheel

Zerobstacle's greatest innovation is structural: the Ecosystem Flywheel. Unlike traditional IT companies that operate as linear service providers (client pays, company delivers), Zerobstacle's four-segment model creates a self-reinforcing cycle of growth:

- Talent Development produces trained IT professionals who power all other segments at lower cost than market hiring.
- Project Development generates revenue and creates real-world systems that become templates for Product Development.
- Product Development creates scalable IP that generates passive and recurring revenue, funding further Talent Development.
- Start-up Development takes the best of all three segments and creates new companies that themselves become clients and partners of Zerobstacle.

Each rotation of this flywheel makes Zerobstacle stronger, more resource-rich, and harder to displace. This is not a business model — it is a compounding machine.

7.2 Technology Innovation Priorities

Innovation Area	Current Status	Next Step	Market Impact
AI-Assisted Development	Exploration phase	Integrate AI tools into dev workflow	30% faster project delivery
Hayahay Token Economy	Live — Phase 1	DeFi integration exploration	Creates financial inclusion utility
Cloud-First Government Systems	Active delivery	Multi-LGU cloud platform	Scales revenue per client
IT Talent Certification	Internal program	TESDA-accredited curriculum	Graduates become marketable assets
Systems Marketplace	Concept stage	Build 5 reusable system modules	Passive B2B revenue stream
Mobile-First Government Apps	2 delivered	Productize for national LGU market	PHP 10M+ addressable market

7.3 The Ultimate Ecosystem Solution

The ultimate solution Zerobstacle offers is not a single product or service. It is a complete IT operating system for Palawan's economy — a province-wide technology intelligence layer that touches every sector: government, education, tourism, agriculture, commerce, and healthcare.

In practical terms, this means that a Palawan provincial government can become Zerobstacle subscribers — receiving custom-fitted IT systems, technology-trained staff, mobile platforms, and ongoing technical support from a single, trusted, locally-rooted provider.

This vision — one province, one IT empire, one technology partner — is the innovation that no competitor can replicate without the years of relationship building, talent development, and local trust that Zerobstacle has already invested. It is the irreplaceable advantage that makes Zerobstacle not just a company, but a provincial institution in the making.

08 | EXECUTION ROADMAP — MILESTONES & KPIS

The Execution Roadmap translates strategy into measurable milestones. Each segment has defined Key Performance Indicators (KPIs) tracked quarterly, with annual review gates to assess phase completion and trigger readiness for the next phase.

8.1 Year 1 Execution Plan (2025)

Quarter	Focus	Key Actions	Milestones
Q1 2025	Foundation	Secure seed funding; upgrade office; hire core team	Office operational; 4 new hires onboarded
Q2 2025	Launch	Training center soft launch; sales outreach to 20 prospects; Hayahay V1 promotion	First training cohort enrolled; 3 new project contracts
Q3 2025	Revenue	Scale training to 2nd cohort; deliver 5 project milestones; Hayahay user growth campaign	PHP 2M revenue achieved; 500 Hayahay users
Q4 2025	Review & Raise	Annual review; Series A pitch preparation; first graduate placement program	PHP 5M annual run rate; investor deck finalized

8.2 Master KPI Dashboard

KPI	Year 1 Target	Year 3 Target	Year 5 Target
Annual Revenue (PHP)	6M	26M	62M
Active Project Clients	10	30	60
Training Graduates per Year	30	80	150
Hayahay Active Users	1,000	15,000	75,000
Full-Time Team Members	12	40	90
Active Start-up Ventures	1	3	6
Government IT Retainers	3	8	15
Products in Market	1	4	8

8.3 Risk Management

The following risks have been identified and mitigation strategies assigned to ensure plan resilience:

Risk	Mitigation Strategy
Funding delay or shortfall	Diversify to angel investors, government grants (DOST, DTI), and revenue-first milestone pacing
Talent attrition	Implement equity sharing, profit sharing, and career advancement tracks for key team members
Government procurement delays	Build private sector client base to offset government revenue dependency
Technology disruption (AI, no-code)	Integrate AI tools as productivity multipliers; reposition around AI-augmented IT services
Competition entry from Metro Manila firms	Deepen local relationships, LGU exclusivity agreements, and community trust moats
Product market fit risk (Hayahay)	Maintain lean iteration cycle; prioritize user feedback; contingency pivot plans documented

09 | THE GRAND VISION — A LETTER TO OUR INVESTORS

Palawan is the Last Frontier of the Philippines. It is also the First Frontier of what we are building.

Since 2016, Zerobstacle Technologies Corporation has been quietly doing what the great technology companies of the world did in their earliest years: learning, building, delivering, and growing — without fanfare, without venture capital, and without the luxury of failure that well-funded startups enjoy. We did it with discipline, with mastery, and with a vision so large it required patience.

That patience is now ready to become acceleration.

We are not asking for investment in an idea. We are asking for partnership in a proven mission. The systems have been built and delivered. The clients exist. The talent has been trained. The product is live. What we need now is the fuel to match our engine — the capital to scale what we have proven, and the strategic partners who understand that the greatest investments are not made in what already is, but in what is about to become inevitable.

Zerobstacle is about to become inevitable.

Palawan's economy is growing. Its government is digitizing. Its young professionals are hungry for opportunity. Its businesses need technology partners they can trust. We are already that partner. We are already that home. What we are asking you to join us in building is the structure that makes it permanent — the office, the team, the systems, the brand, and the reach that transforms a small team of geniuses into the IT Empire of Palawan.

The BPO industry built call centers in Palawan. We are building something they never could: a technology institution that is of Palawan, for Palawan, and growing from Palawan into the world.

This is Zerobstacle. This is the vision. And this is your invitation to be part of it.

— **The Zerobstacle Founding Team**
Jong · Braiden · Arnie · Jake

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