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## SWIFTSURE CAPITAL LLC

# AdMission

Confidential Information Memorandum

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THIS MEMORANDUM INCLUDES CERTAIN STATEMENTS, ESTIMATES AND PROJECTIONS PROVIDED BY IPIX ADMISSION WITH RESPECT TO THE ANTICIPATED RUTURE PERFORMANCE OF THE COMPANY AND OTHER FORWARD LOOKING STATEMENTS WITHIN THE MEANING OF SECTION 27A OF THE SECURITIES ACT OF 1933, AS AMENDED, AND SECTION 21E OF THE SECURITIES EXCHANGE ACT OF 1934, AS AMENDED INCLUDING THE FINANCIAL PROJECTIONS IN SECTION VI OF THIS MEMORANDUM. SUCH STATEMENTS, ESTIMATES AND PROJECTIONS REFLECT VARIOUS ASSUMPTIONS BY THE COMPANY CONCERNING ANTICIPATED RESULTS AND ARE SUBJECT TO SIGNIFICANT BUSINESS, ECONOMIC AND COMPETITIVE UNCERTAINTIES AND CONTINGENCIES, MANY OF WHICH ARE BEYOND THE CONTROL OF THE COMPANY. ACCORDINGLY, THERE CAN BE NO ASSURANCE THAT SUCH STATEMENTS, ESTIMATES AND PROJECTIONS WILL BE REALIZED. THE FORECAST AND ACTUAL RESULTS WILL LIKELY VARY, AND THOSE VARIATIONS MAY BE MATERIAL. IPIX ADMISSION AND SWIFTSURE DO NOT MAKE ANY REPRESENTATIONS AS TO THE ACCURACY OR COMPLETENESS OF SUCH STATEMENTS, ESTIMATES AND PROJECTIONS OR THAT ANY FORECASTS WILL BE ACHIEVED.

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ALL INQUIRIES AND REQUESTS FOR FURTHER INFORMATION SHOULD BE DIRECTED TO ONE OF THE FOLLOWING:

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# I. Executive Summary

**Objective.** Management buyout of business unit from a publicly-held parent company.

**Funding.** \$3.5 million in equity funding

#### **Business.**

- Web-based enhanced ad creation and display tools that enable publishers to accelerate and monetize the migration of individual & small business advertisers online
- Client licenses its technology as an ASP service to content aggregators, newspaper classifieds, yellow pages and local search publishers
- Publishers generate incremental revenue with 70-85% gross margins by up-selling Client's products as a premium advertisement enhancement, online and in print
- Reoccurring revenue streams of monthly transaction fees based on # ads sold, Client retains 15-30% of transaction value
- 75% of 2005 revenues expected to be generated from customers under contract today
- First to market with significant barriers to entry for competition
- Dominant channel position in newspapers and early entry into yellow page market

#### Market Opportunity.

- Market Trend. Local SME advertising is migrating from print to online; online U.S. revenues will grow 2.5 times from \$8.4 billion in 2004 to \$21.3 billion in 2008, print will remain flat
- New Competition. New online entrants (eBay, Google, Yahoo) are placing traditional print publishers (newspaper classifieds, yellow pages) under attack for local SME advertising dollars
- **Defense.** Traditional publishers need to offer better, easier tools for SME's to create and display ads online, but lack expertise to do so
- **Solution.** Client sees an opportunity to provide traditional publishers with a world-class online ad creation & display capability today
- Addressable Market. Client estimates its addressable market will grow from \$1.2 million in 2004 to \$45.6 million in 2008
- Market Share. Client expects to achieve over 40% market share by 2008

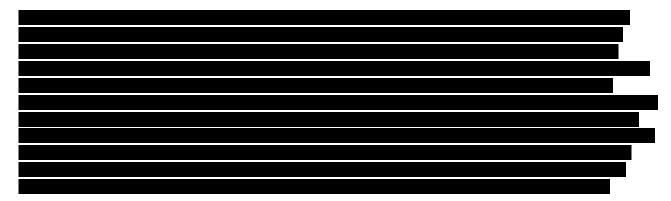
**Intellectual Property**. Client owns broad-based patents on technology and processes related to the collection, transformation and distribution of media on the Internet.

**Exit Strategy.** Strategic sale to a newspaper group, yellow pages or local search provider

**The Transaction:** Swiftsure is sponsoring a management buyout of the IPIX AdMission assets and on November 24, 2004 Swiftsure and IPIX signed a letter of intent outlining the terms of the proposed transaction, which the parties intend to close prior to December 31, 2004. A new company, AdMission, Inc., has been formed and all related IPIX AdMission assets will be transferred or licensed to the new entity,



including customer contracts, employees, equipment, facilities, vendor relationships and intellectual property.



### **Summary Pro Forma Financial Information**

Figure 1 - Income Statement

	Annual								
	2003	2004	2005		2006	2007	2008		
(\$US)	Projected								
Revenues									
Newspapers	\$ 72,579	\$ 323,15	6 \$ 1,55	54,810 \$	3,452,152	\$ 5,471,572	\$ 7,961,214		
Directories & Yellow Pages	230,899	38,53	6 57	5,696	3,003,567	6,731,450	11,257,400		
Aggregators	660,529	543,162	775,800	5,800	823,800	823,800	823,800		
Directional Advertising	964,007	904,85	5 2,90	6,306	7,279,519	13,026,822	20,042,414		
Other	25,372,826	257,612 <b>1,162,467</b>	- ,	31,108	,	181,108 <b>13,207,929</b>	181,108 <b>20,223,522</b>		
Total Revenues	26,336,833			37,414					
Cost of Revenues	6,698,944	2,307,36	5 1,18	35,945		2,641,586 10,566,344 80%	4,044,704 16,178,817 80%		
Gross Profit	19,637,889	(1,144,89	9) 1,90	1,469					
Gross Profit	75%	-98	%	62%	80%				
Operating Expenses									
Sales & Marketing	3,985,000	2,058,55	1 1,96	32,967	2,618,379	3,283,564	4,853,645		
Research & Development	Research & Development 3,157,000		1,837,232 1,250,197		1,625,062	2,361,238	3,499,257		
General & Administrative	-	-	44	7,971	596,114	755,576	1,213,411		
Total Operating Expenses	7,142,000	3,895,78	3 3,66	61,135	4,839,554	6,400,379	9,566,313		
Operating Profit	12,495,889	(5,040,68	1) (1,75	9,666)	1,128,947	4,165,964	6,612,504		
Interest Expenses	-	-		-	_	-	_		
Pre-tax Income	12,495,889	(5,040,68	1) (1,75	9,666)	1,128,947	4,165,964	6,612,504		
Income Taxes @40%									
Net Income	12,495,889	(5,040,68	1) (1,75	9,666)	1,128,947	4,165,964	6,612,504		
Depreciation & Amortization	2,971,038	674,47	4 48	88,200	77,478	64,353	69,978		
EBITDA (Cash Flow)	15,466,927	(4,366,20	8) (1,27	1,466)	1,206,425	4,230,317	6,682,482		

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