BUSINESS MODEL & MARKETING VALIDATION







Business Model	
Who Pays	- B2B, Research Institute & Property Management (end-user)
For What is Paid?	- Autonomous Vehicle Trial Project
	 Application for Autonomous Vehicle Licenses in Hong Kong
	 Documentation including Operating Guidelines, Insurance, Training Records
How It is Paid?	- Service Contract

Social Activities and Feedback Collection

Feedback from Potential Target Customers

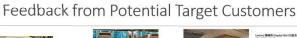
Marketing Strategy

- Set up posts about TecMart on Social Media
- Join Professional or Technology Groups to enhance **Networking Opportunities**
 - Active Scouting
 - Regularly Monitor the Trans website for relevant update
 - Actively engage with key sta Kong Tech Market











Kong's First Autonomo the public in the South

New Bond Limited







Feedback from Current Customers' Social Media









《車聯網:香港運輸新里程》 - 維時代的「聯網自動駕駛」「「

Technology Research Institute (ASTRI), the end user, in implementin Smart Traffic Fund (STF) Project, titled "Evaluation of Smart Mobility

Parks in March 2024. In the past few months, we have completed all evaluations from the Transport Department and submitted Movement Permit Applications for Business operation. ently, we are discussing the second phase of the project, which will

involve enhancing the autonomous vehicle monitoring system