



BESTAY

BEST HOUSE FOR YOU

**A decentralized home sharing platform
- where everyone is connected and
shared together.**

"Customers pay less. Hosts receive more"

WHITEPAPER VERSION 1.0

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ABSTRACT



Residents and property owners in the internet era are living in an inconvenient and expensive hotel ecosystem. That is evident in every decade.

1998 - 2008

- Each of the major **Online Travel Agencies (OTAs)** claims to offer the lowest price for their accommodation, sometimes cheaper than the placeholder's website. A large number of short-term tenants cannot run their businesses because OTAs are advertising to entice their customers with huge advertising budgets.

2008 - 2018

- Home Sharing platforms (HS) are growing exponentially, providing a new type of business, which the world never imagines, where customers can connect directly with hosts. Instead of large investments needed to build hotels, apartments and management, hosts can simply list their rooms, apartments or secondary properties for short-term rental. This revitalizes the home-sharing economy and brings a new wave of hope for hosts. These platforms act as intermediaries, charge low commissions and other additional fees in exchange for listing services.

The platforms that provide **Online Travel Agency (OTA)** and **Home Sharing (HS)** platforms will co-exist as we move to the next decade and continue to create value for users. However, as competition intensifies, the Home Sharing platforms become more and more similar to the Online Travel Agency platforms. In fact, most OTAs like Ctrip have started buying different HS companies. A big problem is that billions of dollars will be spent on marketing and sales to drive traffic, which directly leads to higher operating costs. Companies must charge a higher fee and guests and property owners must pay, while the quality of service remains the same.

VISION



The sharing economy is the new, developmental approach of the future. It broke the established centralized industries such as hotels, cars, retail and traditional consumer goods, media and entertainment.

Notable sharing systems in this area include Airbnb, Zipcar, Lyft, Kickstarter and more. The market is set to expand 20 times over the next 10 years, up to 300 billion USD. In fact, in 2016, Japanese sharing economy was valued at 4.5 billion USD, Chinese's was 152.8 billion USD, American's was 463.9 billion USD. A new survey published by Nielsen also shows that sharing economy has great potential for development in Vietnam. The survey results show that 3 out of 4 Vietnamese respondents said they liked the business idea about this model (75%).

Applying a sharing economy will be driven by factors such as trust, convenience, affordability and a sense of community. There is an increased belief in platforms run by the community and peer systems. According to a Nielsen survey, more than 90% of consumers in most countries say they make decisions based on recommendations from their friends and family in all other forms of advertising.

Although this is a great opportunity, there are still aspects of the shared economy that need to be implemented so that it becomes the trend in the next decade. The main aspects managed are:

- 1) Identity
- 2) Peer-to-peer systems
- 3) Reputation profiles

In addition, disruptions in sharing economies will take place in the following areas: asset management, dispute resolution, self-sustaining markets, high transactions and transaction fees.

The current leaders of peer-to-peer sharing services like Airbnb are struggling with their fraud list and fighting their dispute settlement systems, limiting direct value exchange between parties related to the platform. For services they are trusted intermediaries for guests and hosts, they charge a high commission. In addition, there are practical issues related to currency exchange, visa card or transaction fee and more, for all parties involved.

In the past decade, technology ideas around peer-to-peer technologies such as blockchain and Internet of Things (IoT) have promised to provide the necessary tools to address most above concerns.

Blockchains are secure and counterfeit distributed ledgers, when combined with smart contracts, they allow transparent administration, provide access control, logical encryption, and automated transaction trading to allow believe between stakeholders. By securely authenticating both visitor and landlord information, blockchains help streamline the user experience and increase safety and trust in a sharing economy in general and in the hospitality business in particular. Because of their anti-forgery nature, they allow every user in the system to check the operation of the chain. Using blockchains is much cheaper and increases the safety of all stakeholders in the system by eliminating intermediaries in the system that allow true peer interaction.

Next, thanks to advances in smart objects and options for such technologies that are connected in the network, the Internet of Things field (IoT) has recently exploded. This has opened new ways to connect smart objects (such as door locks). These door locks can now be connected and managed remotely using new technology. This also allows for easier management and automation by providing the right visitor at the right time. Moreover, by connecting smart locks with smart contracts, it will allow these devices to perform automated transactions such as opening, allowing lower management costs for apartment owners, etc. and better experience to avoid customers' problems, increases productivity and reduces costs.

WHAT IS BESTAY (BSY)?

Bestay (BSY) is a decentralized home-sharing platform. We are creating an ecosystem that guides IoT for a sharing economy. Our focus in the first phase will be on hotels and apartments for short-term rental, we are also dealing with peer-to-peer asset management. The platform takes advantage of advanced technologies from distributed and decentralized computing, blockchain, IoT and information and data system security. Providing an effective and automated solution in which hosts provide values and customers will be able to exchange values directly, efficiently and seamlessly. Therefore, Bestay can provide products of the same quality but at a lower price, while still controlling strict requirements: know your product (KYP) and know your customers (KYC) before being accepted into Bestay system platform.

Bestay offers the following advantages over traditional home sharing platforms:

- 1 Empower users by allowing the community to adjust itself transparently.
- 2 Lower fees:
 - a Low booking fee and commission.
 - b There are no transaction fees for financial institutions (such as credit card companies and banks if they are paid in cryptocurrencies).
 - c There are no extra fees for cross currency transactions (foreign transaction fees, currency exchange costs, etc.).
- 3 Trust provided by blockchain and smart contracts.
- 4 Advanced security features, no one can change the system or data easily.
- 5 Easy arbitration and dispute resolution in case of problems between guests and hosts.
- 6 One-stop solution directly for guests and hosts.



Bestay provides terminal services to seamlessly manage an asset. This results in a superior experience with affordable prices for customers and maximum profits with minimal costs for hosts.

BESTAY FOR HOST

Cleaning
Washing
Bedsheet
Photo shooting
Communicating
Urgent help
Home repair

EXCHANGE
VALUE ON STAY
EXPERIENCE
DIRECTLY

BESTAY FOR GUEST

Transportation
Local food
Local guide
Party
Short local course learning
Event planning
Cross-cultural experience

BUSINESS MODEL

Centralized

- The current home sharing booking platform allows hosts to publish free online listings while charging commissions from hosts and guests for each transaction on the platform. They also put pressure on guests to set their platforms to protect against any possible incidents. This issuance fee ranges from 10% to 20%.

OTA platforms are currently spending a large amount of their revenue generated for marketing, sales and brand advertising. Commission fees for hotels/property owners pay from 10% to 25% depending on the platform.

Decentralized

- Bestay** is the next generation room sharing platform with complete asset management services using blockchain technology. We aim to rebuild the value exchange system between hosts and guests restructure properties, managed by AI, IoT and blockchain technology. This results in higher margins and lower operating costs for owners, while ensuring a better and cheaper experience for customers.

Bestay only holds 1.5% of the booking fee for each transaction. In order for the owner to list their assets on our platform, they must meet certain listing criteria and meet our strict short-term legal regulation for rent by KYP (Know Your Property).

Bestay provides activities through the integration of third-party services in a decentralized manner. There are some examples:



Transportation



Home repair



Cleaning & Washing



Photo Shooting



Emergency Support



Smart IoT Gadgets



Smart Pricing



AI Chatbot



Interior Design



Local Guide

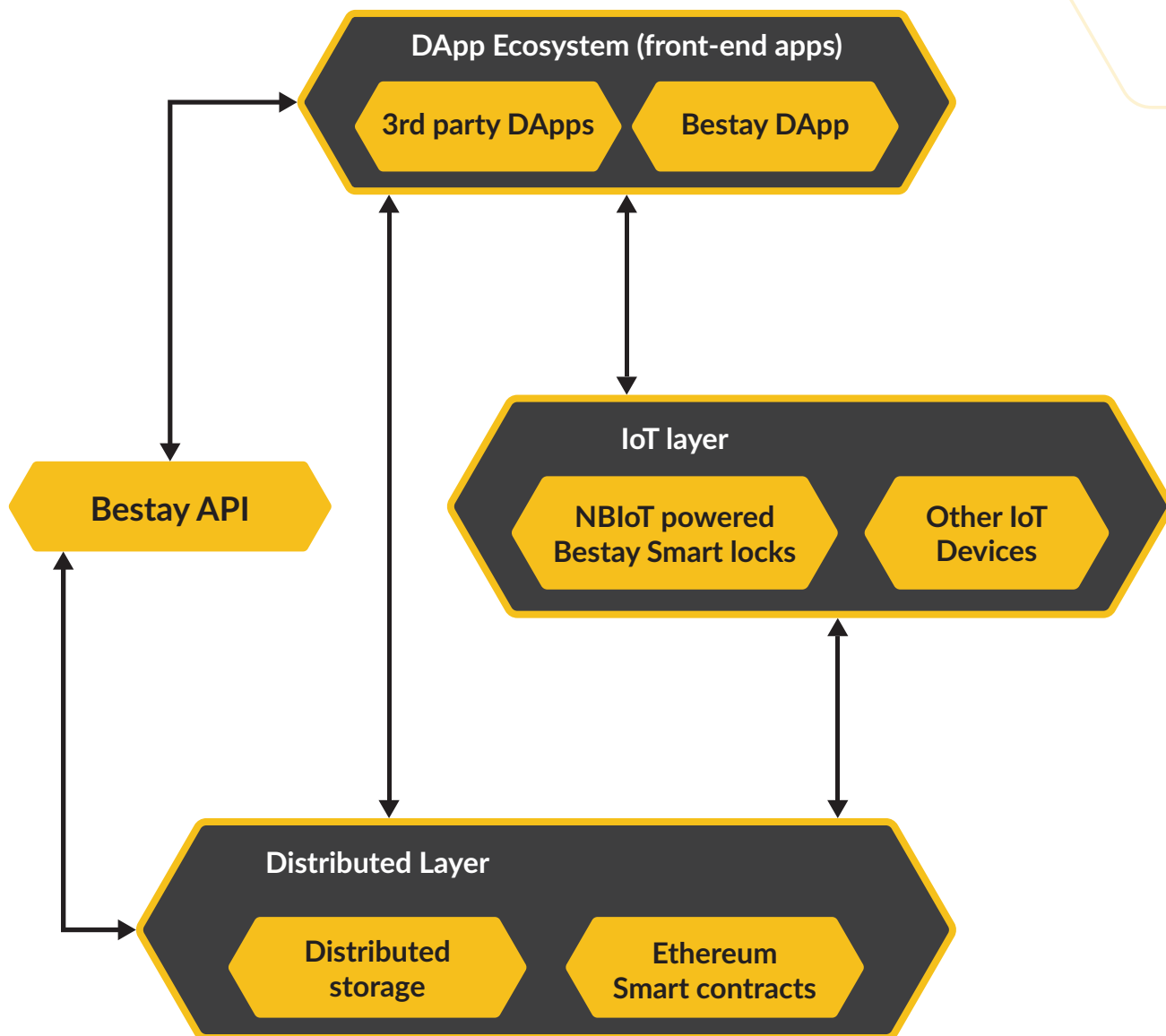


Marketing & Branding



Restaurants

TECHNICAL OVERVIEW



BESTAY DAPP

Our community will be able to access the list and go through their entire booking experience from website, Android or iOS phones. The user experience will be similar to other high quality applications on the market, except our back-end will be provided by the blockchain. In-app notifications will be received directly without a third party.

<https://www.bestay.io/>

BLOCKCHAIN AND SMART CONTRACT

We will use a network of computers that form a platform to build decentralized applications of any kind through the implementation of a constant set of rules (smart contracts). These contracts will be automatically created and used to manage the agreements between:

- 1** Bestay & Host → Rental list (price, location, amenities, records).
- 2** Guest & Host → Accommodation (dates, reviews, guest profiles, general information).
- 3** Host & External providers → Clean, take photos, share cars, deliver food, tour guides and more.
- 4** The immutability of blockchain allows us not to trust a focused third party for our services.



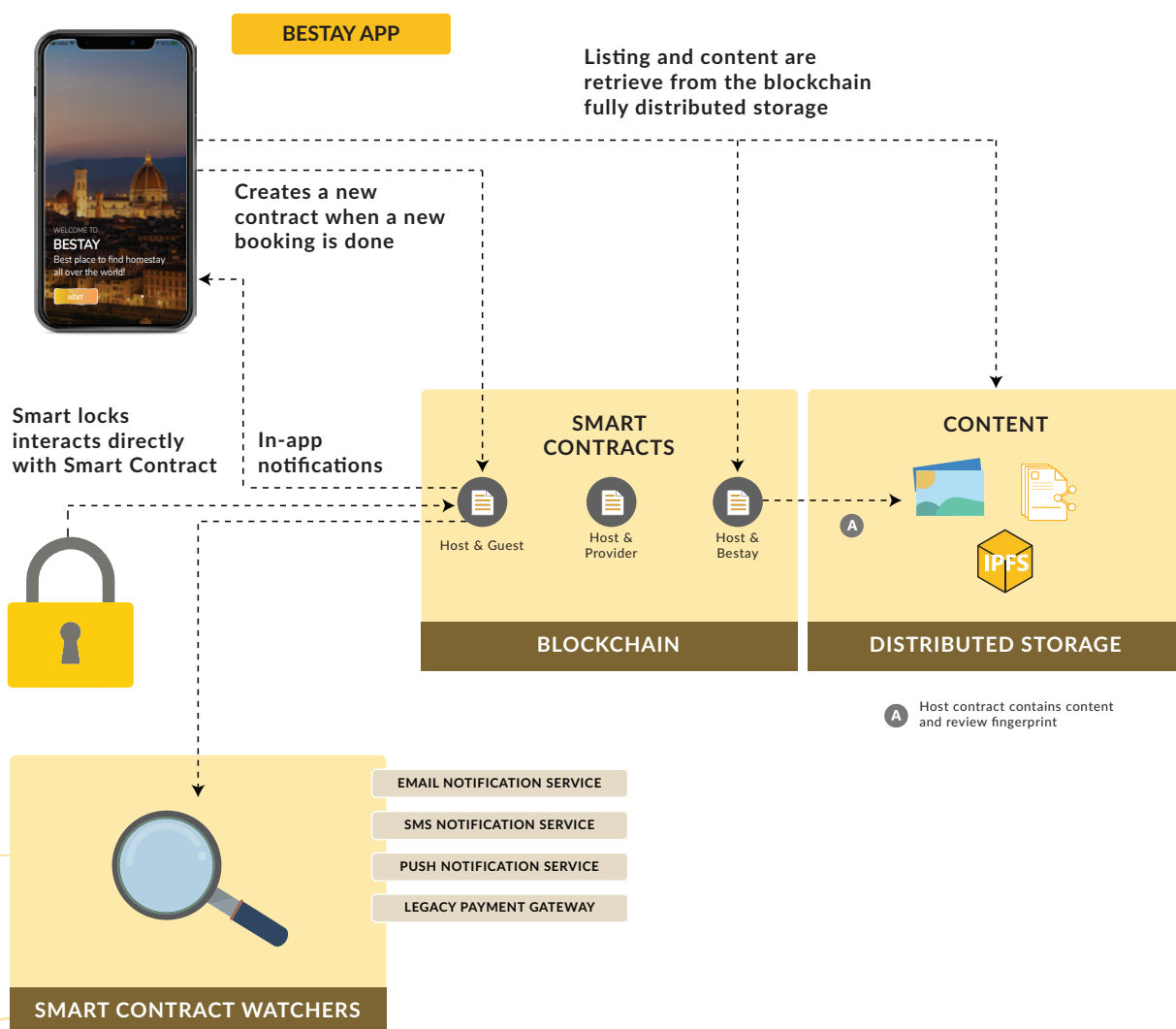
All smart contracts are deployed on the Ethereum network and are fully compatible with ERC-20 standards. However, Bestay plans to build BeChain after the prototyping phase to improve the user experience and handle the weaknesses of Ethereum.

DISTRIBUTED STORAGE

To maximize efficiency, we will add an extra layer, where all transaction fee information (image, description, date) will be stored securely in Amazon Web Service - AWS S3. To maintain integrity, this information will be stored on the blockchain.

SMART CONTRACT WATCHERS AND WEB SERVER

We will integrate external service providers such as email, payment and SMS gateways. A centralized server will be established by Bestay to track blockchain activity on the network and then report it to these providers. It will be the bridge between the decentralized and focused model that we currently live in.



COMPONENT OVERVIEW

Bestay system includes the following main core components:

- A series of smart contracts Ethereum will manage agreements between hosts and Bestay, hosts and guests and hosts with external service providers.
- Store the distributed file system in which all content of the list will be stored and accessible.
- The server monitors smart contracts, which are used to integrate with outside non-distribution services such as SMS notifications, email or external payment gateway.
- Web servers allow users to access rental services provided on the blockchain.

Communicate with these core components with external applications:

- Mobile application that allows guests to make reservations, browse lists and purchase management services.
- Smart lock is directly connected to the blockchain and ensures users have secure and seamless access to the rental unit.

USER ROLES



IOT (INTERNET OF THINGS) INTERGRATION

An important aspect of the Bestay platform is the ability to integrate with different types of smart devices seamlessly into the ecosystem. In the first iteration, we will focus on smart locks that support narrow bandwidth IoT. These smart locks will be autonomous in that they will be part of the blockchain, they will be able to receive reservations, accept payments, allow users to access, all is a safe process.

One of our key strengths is that we will provide our own smart lock brands that will be configured and customized specifically for Bestay ecosystem. We are developing working prototypes of these courses. In addition, to enable smart/other smart devices connecting directly to our smart contracts and blockchain, we will publish the API end-of-integration tools.

The main advantage of the smart lock solution and the blockchain integrating IoT is that we can automatically schedule payment for the host as soon as the guest registers (using smart lock) using BSY token. In addition, for guests who book a room for many days, after a day the smart contract will be configured in such a way that it pays the host the daily amount (ie pay as soon as you use the model). The host does not need to wait for the entire stay of the guest to be paid. This is a significant advantage because it completely eliminates the need for third-party centralized organizations such as banks to pay and also eliminates the need for clearance and transaction fees related to these services.

Initially, the smart lock is registered with Bestay user ID/address and users can perform actions on the device as defined in Bestay DApp. As soon as the host (buy our Bestay lock) receives a new smart lock, we have instructions on how to configure and set up a smart contract activation link, set ownership.

Everytime a new user is granted access to the device, transactions will be sent to the smart contract updating blockchain.

Every user who has been authorized to access the lock (during the stay) can activate the commands to unlock the door with DApp. After activation is sent, a message is sent through the Bestay blockchain to the smart lock. Smart lock verifies sender information as in smart contract and can automatically open the door. In addition, it is also possible to visualize the PIN code that will be created after the smart lock verifies the sender information, which will need to be entered into the display panel on the smart lock to open. For these messages, the proposed protocol in Ethereum protocol seems to be the most suitable.

One of the important aspects of our design is that IoT devices are part of the blockchain and therefore will not be hacked. In fact, we will use the hashes blockchain into the device core, that way even if there is malware that changes the device structure, the owner will be notified about it.

A typical workflow using our systems while highlighting our strengths is as follows:

Host:

- 1) Smart lock is integrated into Bestay booking application and is linked to a list. Therefore, when there is a booking confirmation from the guest, under a smart contract, the pin to access the list will be created and sent to the customer at the time of interest.
- 2) In the event that a guest confirms a stay extension or cancel a reservation, the necessary payment will be processed according to the smart contract without the host's intervention.
- 3) When the guests check out, according to the smart contract, the necessary cleaning service will be allocated and activated, the one-time temporary pin will be sent to the cleaner to access the list.
- 4) In the case of the dispute of theft or the length of stay on the reservation, the host can always get access records about who and when to access the list. This information will be useful for resolving disputes.

Guest:

- 1) Guests no longer have to wait for physical keys to be exchanged during check-in and payment. This enhances the user experience.
- 2) Guests have no risk of losing the key during their stay.
- 3) Guests can quickly identify fake key lists, or were used immediately, and lock NB-IoT (Narrowband Internet of things) will ensure that the generated key code is unique.
- 4) Guests can share and send security keys to friends and relatives ... during their stay, etc.

BESTAY SMART LOCKS

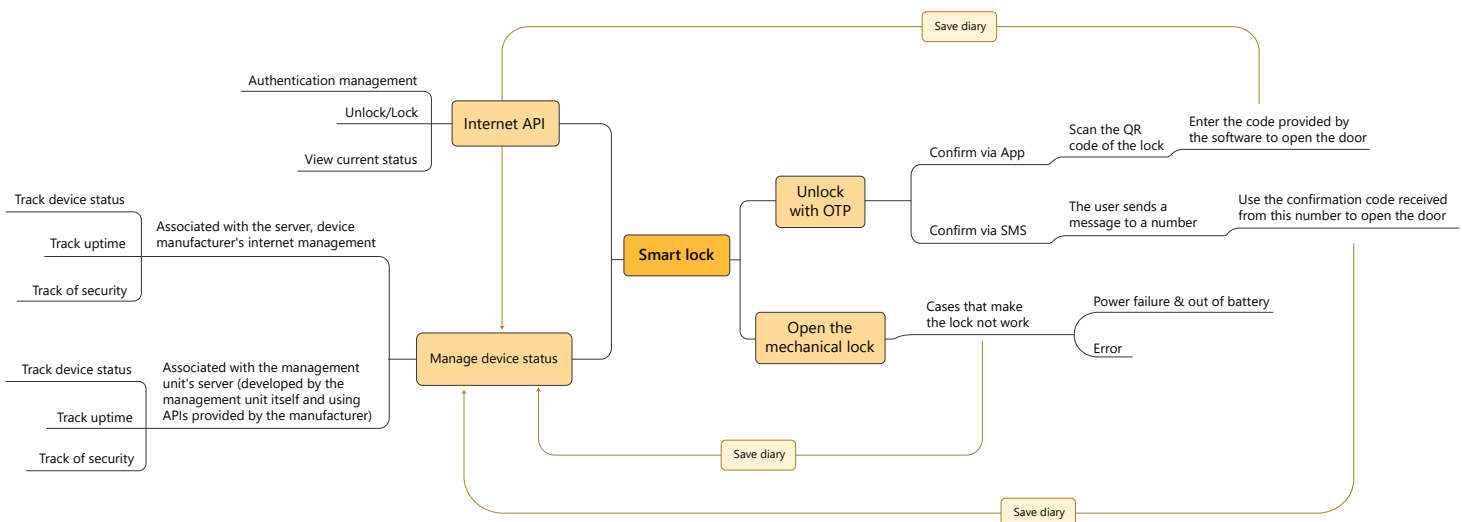
NarrowBand-IoT technology is growing at an amazing speed in most countries. It's called LTE Cat NB1, the LPW (Low Power Wide Area) technology works almost everywhere. It is currently being implemented in major areas such as China, the US, Europe, South Korea, Hong Kong, Singapore and Vietnam. It connects devices more directly and efficiently on established mobile networks and handles small amounts of irregular, safe and reliable 2-way data.

Advantages:

- Very low power consumption
- Easy deployment
- Security & reliability of network architecture and low cost

Bestay is creating smart locks with NB-IoT technology and is writing smart contracts on the lock. With a mobile application or web control panel, the server can manage properties remotely and conveniently. Here are some use cases for why the host of Bestay needs to buy a smart lock for their property.

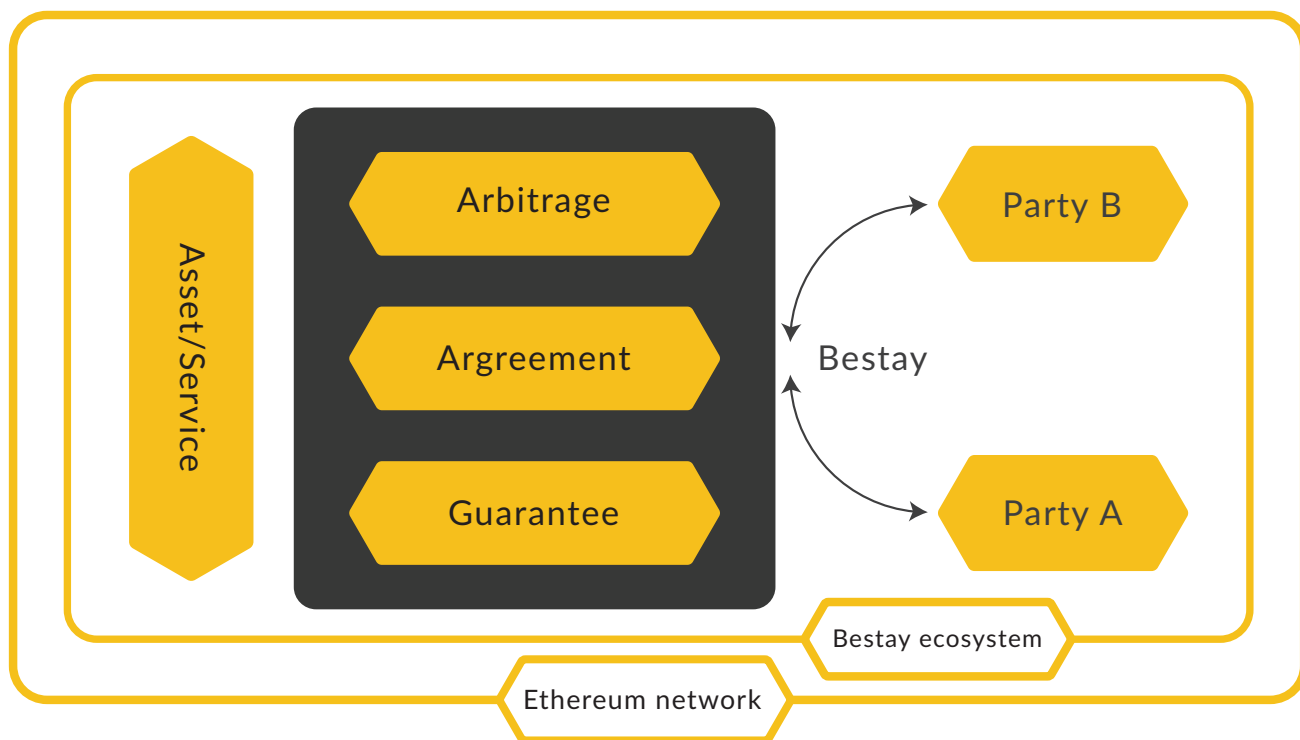
Smart lock supporting NB-IoT will be the first smart device proposed for use in asset management space. Bestay has an R&D plan and produces many improvements related to asset management such as smart lighting, smart power metering provided by NB-IoT when there is a need to optimize user experience and operating costs.



COMMUNITY

Community is the most important aspect of every company and it seems very few people admit it. Unlike most companies that keep profit for themselves, at Bestay we not only understand you but we also distribute half of our profits to our loyal users. Every task you do on our network increases or decreases your reputation (reviews, reservations, verifications, total transaction value, buying tokens, referees and more). The more you contribute, the higher your rankings become and the more benefits you receive (discounts, free tokens & reservations).

We believe that individuals who have contributed the most to Bestay's growth should participate in the decision-making process on how to manage the ecosystem. A Decentralized Autonomous Organization (DAO) decentralized autonomous organization is elected to resolve disputes, verify lists, filter users and vote on upcoming laws and regulations.



TOKEN ECONOMICS

BSY token is a valid utility token in the Bestay platform and is consistent with the goals of the home sharing ecosystem.

Bestay users will use BSY token for the following purposes:

- 1) Rewards/Loyalty bonus and promotion programs.
- 2) Positive user/Guarantor of Bestay will receive BSY Token.
- 3) Referral programs will be fully controlled by BSY Token.
- 4) Platform services such as depositing money, opening complaints, etc.
- 5) Payment.
- 6) Pay for third party services (such as tour guides, shopping experiences, tea sessions, etc.).
- 7) Users exchange each other using BSY token (in the form of a token).
- 8) BSY will be a listed cryptocurrency that is expected to increase the value over time (we have plans to list BSY tokens in some large trading exchanges and bring values for different stakeholders on the ecosystem).

One of our important areas with BSY Tokens is our model is economical, which is directly tied to the power of users in Bestay network. The power of users (either as hosts or third-party service providers) is tied to rating users through criteria.

A user is active in the community and at the same time as:

- 1) Active introducer and bring more people into the ecosystem.
- 2) Active participating in assessing and evaluating ecosystem services.
- 3) Part of being a member of the network community to help you become more reputable in the network.

Users are reputable, they will pay less (like BSY Tokens) when using the services of Bestay ecosystem. In this way, we encourage participants in the Bestay ecosystem. There will be a change pricing model (to calculate the different types of platform fees).

Our philosophy is that when a user becomes loyal to our ecosystem, they will not have to pay for the use of the platform's purpose services. Since then, the platform has become more attractive thanks to his presence. Following this principle, we will adjust our pricing models to be directly determined by the user's network attributes.

While the BSY Token, which has the best value of utility in the network and controls the complete ecosystem of Bestay, we will also activate the Token for the reward program. All transactions with the Bestay network will be done with BSY token. However, depending on the use of the BSY Token, if the transaction rate exceeds the threshold, the Rewards Program Token will be given to the user.

The reward program token will be equivalent to some BSY tokens (this will be adjusted by the community for maximum benefit). As we discussed earlier, a small amount of booking fees will be charged for each transaction in Bestay. From this booking fee, a fixed rate will be set to pay the reward.

Whenever the user transaction rate in the ecosystem rises above a certain threshold, the reward program token is assigned to the user. The reward program token can be changed to BSY token when needed. However, there is a big advantage in holding reward program tokens in that the fee has been reserved for rewards distributed to reward program holders (positive proportional to the number of notification codes that the reward program they have). Rewards are only assigned to rewards program owners, not BSY holders. The idea is that the reward program is marked as active and motivating the community and therefore such users will be rewarded with Tokens.

The BSY token will be a stable cryptocurrency and will be listed with expected to increase the value over time. Finally, if the user wants to get rid of the Bestay ecosystem, he must deposit his BSY Tokens for a community-decided exchange rate to convert into money or can be converted into fiat or other cryptocurrencies.

INSURANCE

We find that increasing interest in insurance companies to switch to blockchain technologies in order to increase transparency, follow accurately track risks and reduce operating costs. New start-up companies like SafeShare, Wetrust and Slice are combining distributed ledger technologies as their core differences to provide future ecosystem energy fueled by blockchain.

In this direction, we will cooperate with external insurance suppliers to provide master property insurance. To facilitate accurate calculation of premiums for these external insurance providers, we will share details such as reputation points, etc. (If the user is more reputable in the ecosystem, they will reduce the premium, etc.).

ARBITRATION

When a booking/service request is confirmed, issues may arise between the parties involved when there is a difference between what has been promised and reality or if there is a breach of the lease/service agreement.

To minimize the damage in these cases, we use elements from P2P insurance and there will be a guarantor who can come to individually ensure that an agreement will be passed without problems. For this, the guarantor sets their BSY token. When an agreement is signed without any problems, the guarantor will retrieve their token and is also a reward (either a BSY token or credit score) to accept the risk in contract. A guarantor has access to information about stakeholders, their ratings and property information. Based on this information, a guarantor can decide whether he wants to participate in the guarantee process for the agreement.

3RD PARTY SECURITY

For issues related to property damage, risks to stakeholders during the stay, etc., Bestay will partner with professional insurance providers based on 3rd party blockchain. This partner will provide insurance at discounted rates and they will have secure access of the parties/assets of the agreement through the API. This will facilitate risk assessment and premium calculation. We discuss with the safety insurance providers, to become our partners. Because we have a very strong user identity model, we will help these third-party vendors implement a risk assessment strategy and therefore the prices of these operators will be 10-15 % of market price.

IDENTITY MANAGEMENT

User Validation

Users can join Bestay ecosystem through user- friendly interface with our DApp. As previous explained, Bestay has strict KYC and KYP protocols to ensure system safety. Although companies usually have a strict internal groups for user authentication and approval, we realize that user information will be part of the blockchain, it is only suitable for implementing rules. This process is like a community-based management with qualified members (with appropriate credit points) helping in the activity and being rewarded for this activity.

The new user registration process will include:

- 1) A new member registers his account with Bestay DApp while importing and uploading all necessary supporting documents.
- 2) This information is stored in the blockchain infrastructure in a decentralized database (such as IPFS: InterPlanetary File System) with a unique ID created for the user.
- 3) Next, require KYC authentication to be distributed to a randomly selected subset of eligible users (those with minimal reputation in the system). These users receive a KYC authentication request and confirm.
- 4) After authentication is complete, user details added to the blockchain through smart contracts and reputation points will be calculated and linked to the user.

Listing Identity

The list will be validated in the same way as managing new users, i.e when the current user lists their properties into Bestay DApp (with details like images, price points, duration, details assets), it will be encrypted and stored in the data warehouse. Then, a randomly selected subset of eligible community users will be played along with details of the property that they will verify its authenticity. When authentication is set, the minimum list details will be stored on the blockchain with reference to the location of the list's asset files. Community users will once again be awarded a BSY token and also gain a reputation for these efforts.

Review Verification

For all reviews in the Bestay system, after completing the payment and stay processing process, the review will be posted to the blockchain with references to the data warehouse.

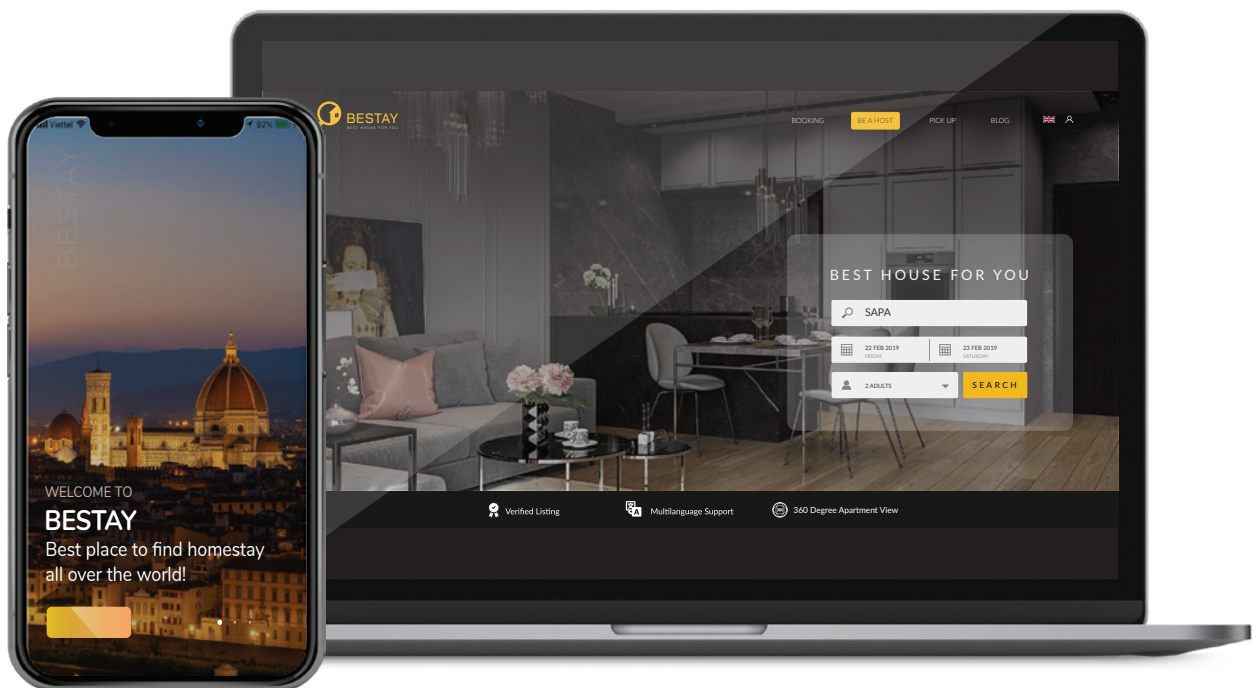
Beta version

The first version of Bestay is being developed and will be open to the public in October 2019. It is a version made as a mobile web model. Bestay will issue a token BSY which will apply its token economics to the ERC-20 contract. Payment by BSY token and BSY cash will be included in addition to current payment. In addition, a guest can place a property using the main cryptocurrencies. The figure below shows the first payment version with BSY token and other large cryptocurrencies via e-wallet or QR Code.

We will open the service with beta version in Vietnam and Indonesia. Only Bestay's server or with proven quality assets will be allowed to join the service. Guests can find and book quality guaranteed commissions and do not have any financial transaction costs.

Bestay represents the first decentralized home sharing service with all functions. After a month trial, we will expand our service to more countries.

Bestay interface on website and mobile app:



REPUTATION MANAGEMENT

Reputation management is an important aspect of a peer-to-peer, self-adjusting ecosystem where real value is exchanged. This ensures that true and serious participants in the ecosystem are encouraged to become part of the ecosystem, feeling safe and comfortable to exchange values within the network. Similarly, participants with bad intentions will be assessed for low credibility or even banned from participating in the ecosystem.

Each member of Bestay ecosystem will have reputation points. Reputation point is a function of the activities of the members of the system. Parts of system functions such as verification, arbitration, immediate booking, etc. All tasks that users perform on Bestay network directly affect the increase or decrease of his/her reputation.

- 1) Verified Identity (VI)
- 2) Verified Listings (VL)
- 3) Number of years in the community (AGE)
- 4) Participation in Community Activities (CA) (such as verifying new users, listing validating, validating reviews)
- 5) Total Value Exchanged (TVE) in the network (total value of transactions and average transaction value)
- 6) Reliability (Percentage of transactions performed without any issues) (REL)
- 7) Participation in Dispute Resolution (PDR) (Number of cases in which a user was involved in arbitration)
- 8) Reviews & Ratings (Review and Rating by other users) (RR)

Reputation point will be a 10-point system.

Reputation point = VI + VL + AGE + CA + TVE + REL + PDR + RR

In which:

VI = (If the user authenticates their identity by the community, the VI point is marked as 0.5, if not it is 0)

VL = (Depending on the number of verified listings, this value is scored up to 1 point)

$$1 * \left(1 - \frac{1}{1 + \sum(\text{number of verified listings})}\right)$$

AG = (Users who follow the system for at least 2 years will receive 25 reputation points, otherwise the score will depend on the number of years they participate in the platform)

$$0.25 * \left(\frac{\min(2, \text{AGE})}{2}\right)$$

CA = (In Bestay system, the community participating in activities such as user authentication, updating new listings and authenticating reviews will gain reputation point)

$$2 * \left(1 - \frac{1}{1 + \Sigma(\text{number of community activities})} \right)$$

TVE = (The total value of transactions created by users is reviewed by important factors)

$$0.25 * (\text{percentile based on total value exchange among all users})$$

REL = (Total transactions with issues)

$$1 * \left(\frac{\text{transactions with no issues}}{\min(1, \text{total transactions})} \right)$$

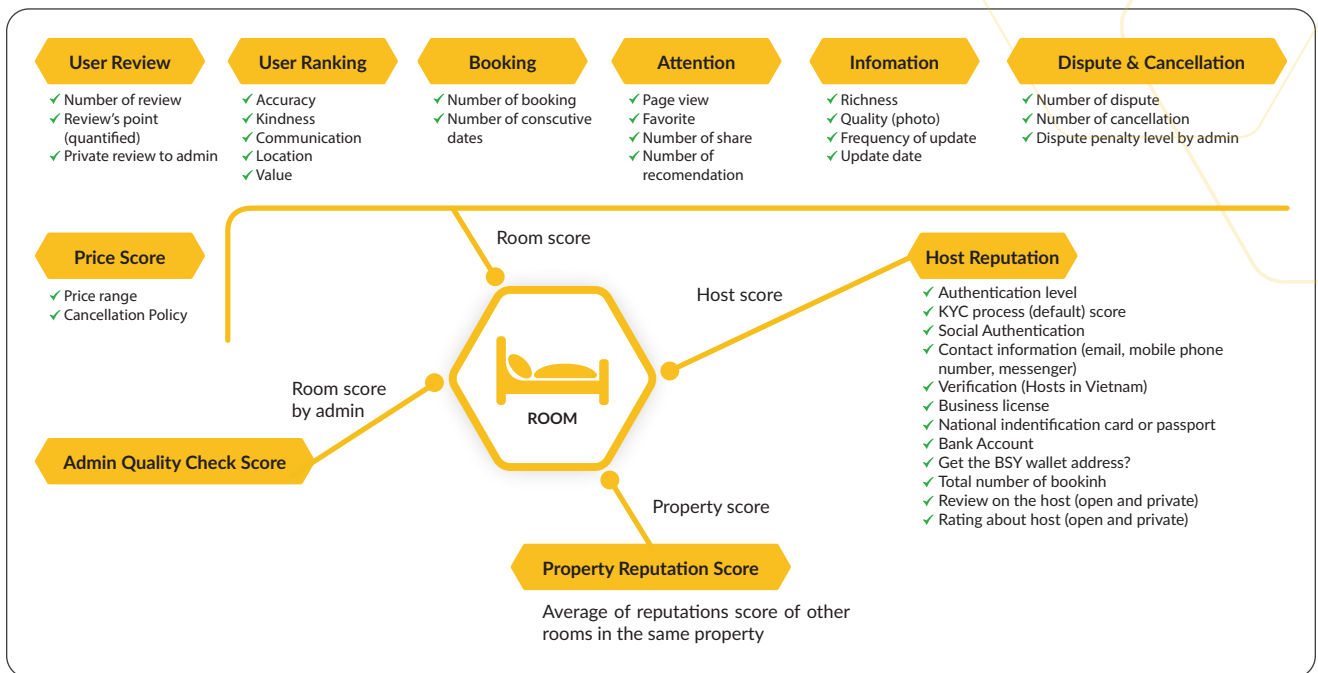
PDR = (Users participating in Dispute Resolution will receive reputation points)

$$1 * \left(1 - \frac{1}{1 + \Sigma(\text{successful arbitration}) + \Sigma(\text{unsuccessful arbitration})} \right)$$

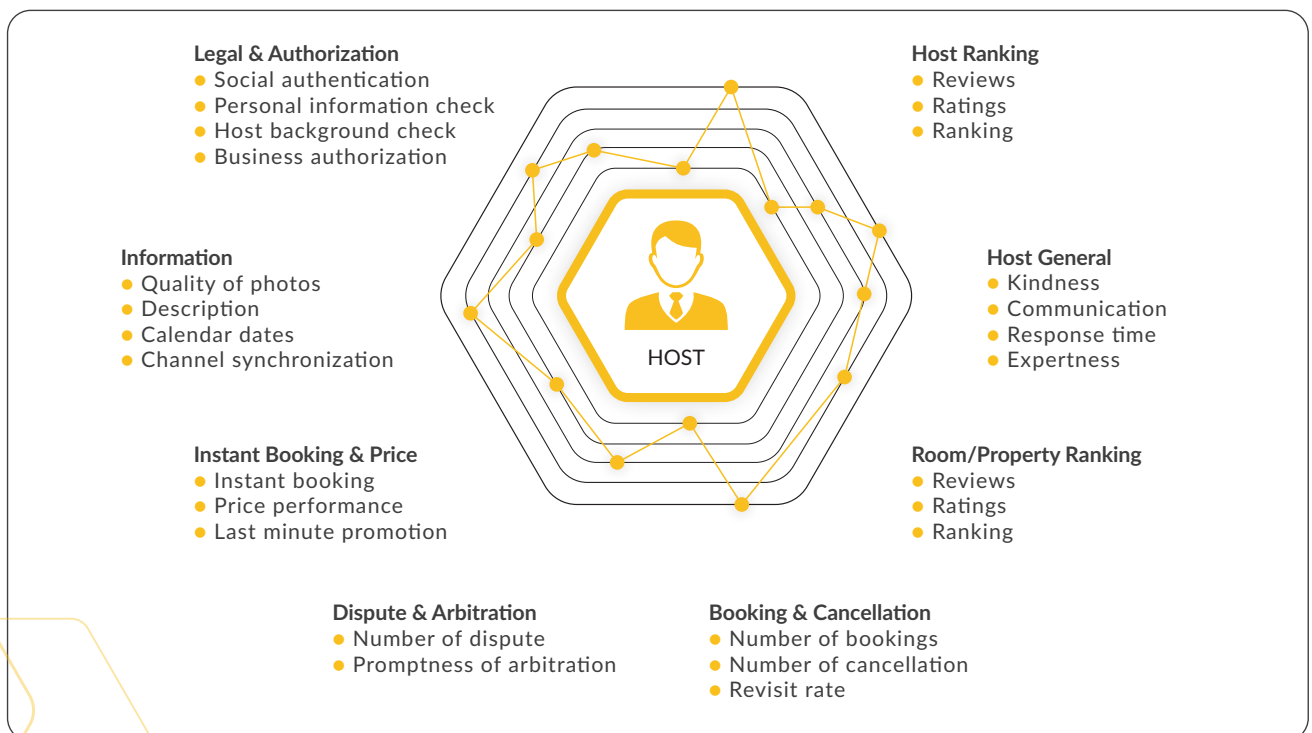
RR = (In total verified and scored reviews assigned to users, assessments as hosts and guests are handled separately. Rating accumulated as a host server is rated higher than the guest)

$$4 * \min\left(1, \left(\frac{(\text{number of ratings as guest} * \text{average guest rating}) + 2 * (\text{number of ratings as host} * \text{average host rating})}{5 * \text{total number of ratings}} \right) \right)$$

Trust in room quality is a key factor for success because house sharing features are not as standardized as regular hotels. There are many parameters applied to determine room quality. They are classified by room score, host score, asset score and administrator score. The most important is the guest reviews and ratings. Parameter results are adjusted to provide better and reputable ranking measurements.



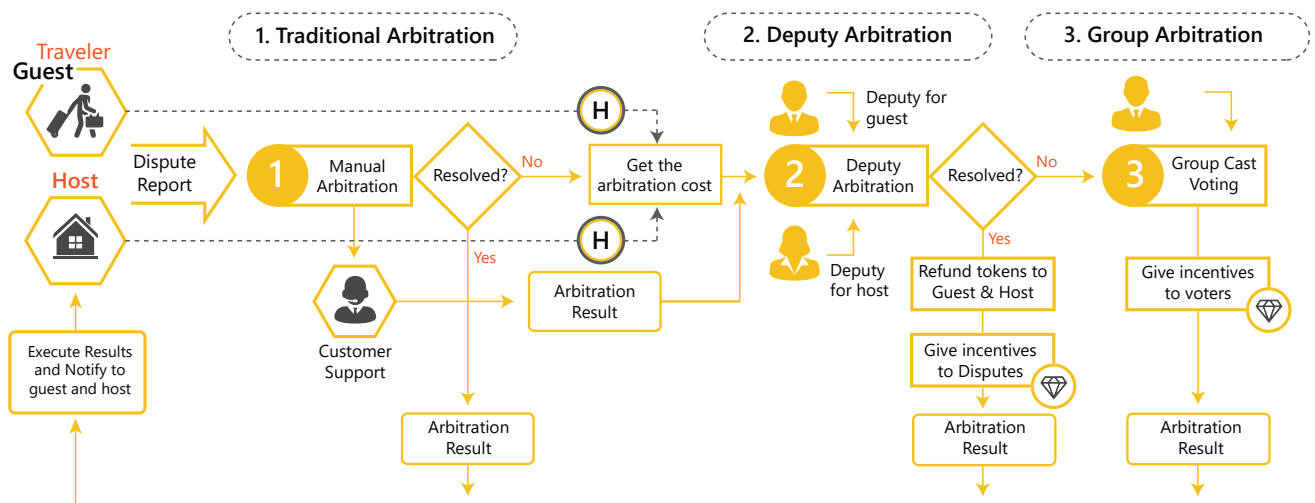
A major concern of hosts is to be excluded from the community platform due to the subjective and biased reviews from guests or operators. Blockchain technology can overcome this concern through transparency of reputation tracking system, reliable history and voting. The reputation system will be reliable and transparent so hosts can get rid of concerns and provide a stable platform for guests.



DISPUTE RESOLUTION

Blockchain technology allows Bestay to manage disputes between hosts and guests. There are stages to resolve conflicts. It will take a period of time to set up the arbitration protocol as an automated process due to development demands through an expert system. Initial customer support will be involved to create a dispute report that will move on to the next process. Bestay has two more processes: deputy arbitrations and group arbitrations in the community.

Deputy arbitrator related to two delegates: one for guests and one for hosts. The delegate will receive a BSY token as an incentive if the dispute is resolved at no charge. If the deputy process fails to find a consensus then, there will be the next stage, called group arbitrations. It will be done through a voting process that requires payment from both parties. The accumulation of different cases will lead to an increasingly effective and automated arbitration protocol.



One of the important aspects of the success of management and sharing solutions based on blockchain is how to facilitate arbitrations. The inevitable disputes will occur between hosts, guests and other 3rd party providers. Providing an appropriate arbitrations mechanism to address those grievances is very important. In general, a jury-based system is best suited to facilitate arbitrations in a decentralized environment such as blockchains. Arbitration will be chosen in the principle of all complaints. These agents will preside over the evidence given to them and decide the outcome (based on a majority voting strategy).

A complaint channel can be set up by either party as an extension of the main smart contract and common protocol. A complaint channel will have a deposit of some token to resolve the dispute. We envision a side chain containing all encoded details of the dispute (while referring to the original Bestay string) for archival purposes.

When either party joins the dispute, a complaint channel will be opened to contain

evidence for the problem (such as images, videos, evidence of transmission, etc.) for the complaint channel. The other party may acknowledge the problem and will have the option to compensate by BSY token. This clause will be implemented in smart contracts. Similarly, in case the host is dissatisfied with the guest and the guest acknowledges this, the host has the option of retaining some BSY token as part of the security deposit. The complaint channel is basically linked to the original smart contract. The parties in the complaint channel found to have problems with this issue will be penalized by their system by reputation point.

In case, the problem is not resolved even after opening the complaint channel, the channel is now upgraded to a higher priority and will be adjudged by the jury. The parties filing for the dispute will now have to increase the channel with details of the number of sanctions (should be odd), deposit fees, demographics and records of sanctions, etc. Next, the algorithm (using a number of pseudo-random permutations depends on the prestige point and the criteria set by the complainant) selects a potential group of arbitrators. Then, the arbitrators have the option to accept as a member of the jury, if everyone refuses, a new round will be made until the number of sanctions that meets the criteria is established. in the complaint channel. Both parties will have a fixed time window in which proofs (such as images, other documents, etc.) must be submitted. These properties will again be stored in an IPFS-based backend (InterPlanetary File System). The prosecutors will review the evidence and discuss it, can refute both sides' questions before making a choice on the winning side.

Enforcement determines that the winner will be awarded a deposit.

Once a result has been achieved, either party will have a fixed time window to appeal the judgment by sending additional tokens in the form of deposits. In this case, the previous process restarts with a newly selected jury (not the same arbitrators).

There will be no appeal possible after round 2. After the second round, if either party remains dissatisfied, a decision will be made by an algorithm to reinforce the outcome of all jury votes. earlier and pronounced decisions.

In extreme cases where jury-based sanctions do not work, Bestay will solve the problem. In fact, there are many special services that provide services like the OATH protocol. Their strategy is very similar to us, we are negotiating with their team and looking forward to cooperating with them on the dispute settlement mechanism.

MARKETPLACE

Any successful sharing ecosystem depends on how it helps its stakeholders access essential services and other allies other than the main business of short-term leasing. That makes the experience of guests and hosts worthwhile and without trouble. They may include third-party services such as car sharing, local transportation, cleaning services, from travel agencies, active reservations, restaurants, travel guides, shopping, experiencing unique specialties, taking photos, etc.

These 3rd party vendors will accept BSY tokens for their services. They need to register their own information on the blockchain that must be approved by Bestay members.

External suppliers will also be considered to participate in the reputation model. If the ratings of the providers are below par value, they will automatically be removed from the community.

Like any other deal, smart contracts will promote engagement between users and outside service providers.

COMPETITORS ANALYSIS

The outstanding figures of Airbnb's sales and value show that the market for home sharing is growing fast. New players, such as Wimdu, 9flats, Roomorama, Travelmob, FlipKey, Tujia, OneFineStay and KOZAZA, appeared after Airbnb launched in 2008. However, Airbnb's market monopoly is on the rise and there are many opponents disappeared or merged. For example, 9flats purchased by Wimdu, Travelmob by HomeAway and Accor's OneFineStay and Roomorama have closed. However, Tujia took advantage of China's unique market conditions and received an investment worth more than \$300 million that allowed to plan market entry.

Airbnb dominates the market due to its economic scale and network effect that uniquely results in industrial factors in a market that requires an international visitor network to expand. Therefore, it is difficult for other players to compete with Airbnb's existing platform structure.

Blockchain technology and token economics can break this industry with new rules of the game. Economic philosophy sharing can be done through new rules. Bestay is building a real home platform with new concepts based on commission free, incentive system, community ownership and a reliable transparent system. We have targeted the current Airbnb market monopoly that controls 4.5 million assets in 81,000 cities.

Bestay is the first home sharing platform that applies blockchain technology and economy token on running platform. Six years of domain expertise gives Bestay a strong competitive advantage. The innovative use of Bestay's breakthrough values,

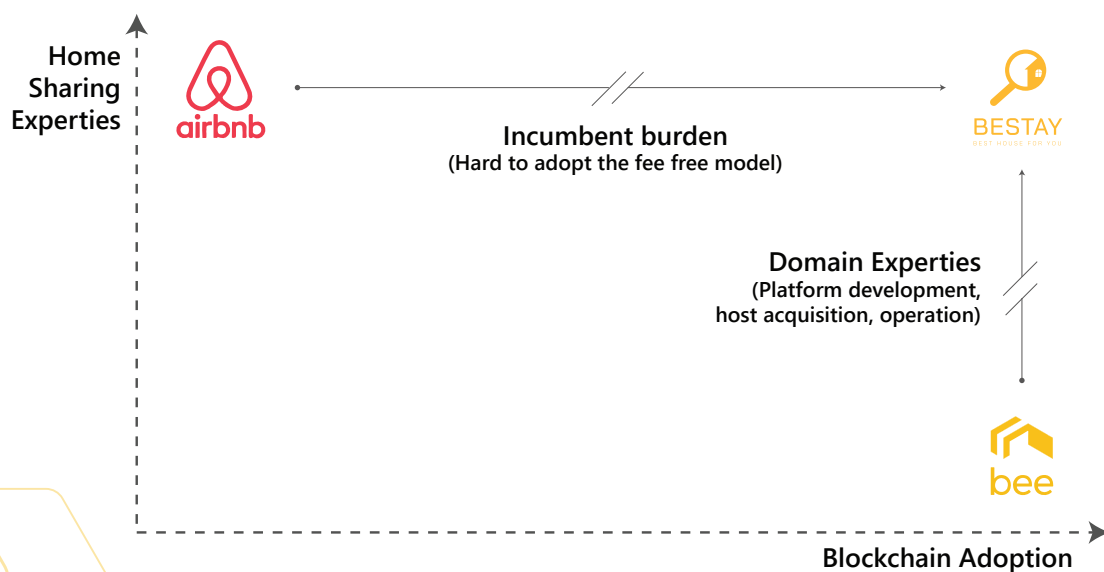
the exploitation of blockchain technology, can successfully challenge the Exclusive of Airbnb.

Some new market participants claim that they will build a platform on the blockchain: Locktrip 9 and Bee token. ICO's locktrips are in 2017 and BeeToken from March 2018. Locktrip 10 hopes to combine hotel reservations and home sharing. These two services may look quite similar. However, they are very different and unrealistic to operate. Recently they have focused on hotel reservations due to high barriers to entry facing home sharing.

BeeToken implements ICO in early 2018 representing a successful case. ICO ended with a hard capitalization of US \$15 million provided by 20,000 selected contributors among 100,000 white-list candidates. The team consists of people from giant IT companies like Uber, Google and Facebook and advisers including Silicon Valley entrepreneurs.

The BeeToken business model is very similar to Bestay about core customer values such as free commission fees. However, it shows a very different approach in that it focuses too much on technology besides blockchain and provides complete home sharing services from the start. However, blockchain technology is at an early stage of business deployment and will be applied to functional options.

Another inherent weakness is that the management team does not have the expertise or experience in the home sharing market, which is the core element of the business. It will be difficult to operate and maintain the business model without fully understanding the nature of the home-sharing market.



COMPANY	STATUS	STRENGTH	WEAKNESS
Airbnb	<ul style="list-style-type: none"> - \$40B value, \$2B funding - 192 countries - 5M rooms globally; 28,000 rooms in Korea - 3M guest/night - Break even - Ready to IPO 	<ul style="list-style-type: none"> - Dominate global market - Global network effect - Resources: brand, team, technology - Customer loyalty and community - Expand to trips, experience sharing, and hotel booking 	<ul style="list-style-type: none"> - Incumbent burden - Hard to change business models - Hard to adopt blockchain technology - Controversial with local governments in many countries - Single platform covering all countries
Bee	<ul style="list-style-type: none"> - \$15M ICO finished (30%), instantly done, \$50M Hardcap - Based on San Francisco - 100,000 whitelist appliers; 20,000 investors 	<ul style="list-style-type: none"> - Position: leader of decentralized home sharing with successful ICO - Strong team and advisors - Resources: \$50M - Variety of partners - 50K Telegram users 	<ul style="list-style-type: none"> - No domain expertise of the home sharing - Technology oriented: pain is not functional - Very slow market penetration plan: time to implement beenest acquiring hosts - Focused on San Francisco in 2018, 5 US cities in 2019, Korea in 2020 - Slow progress of service development (beenest.com) - The slow performance of BEE token (~90% value)
Bestay	<ul style="list-style-type: none"> - A local leader of home sharing in Singapore - 7 years market experience and expert - Existing host network and listings: 3,500 hosts; 7,500 rooms and 20,000 users in 2020 (expected) - Prepare for IEO on March, 2020 	<ul style="list-style-type: none"> - The first TGE by the home sharing platform with running platform - Leveraging the existing resources: experience, expert, host network, listings, and partners - Implementation of platform and services - Collaboration with partners in Australia and Vietnam - Focused marketing in Vietnam marketplace with out-bound travelers (~ 5M visitors) 	<ul style="list-style-type: none"> - Limited resources: need to do TGE - Need to reinforce of team: blockchain engineers & business development overcome the local focus to expand globa; - Need to massive marketing to make the reference in early stage

AI AND MACHINE LEARNING

One of the main differences of our platform is that we will try to improve our foundation with the power of Artificial Intelligence (AI) and Machine Learning. Since we are creating a lot of data on the platform, we can use the power of learning to improve the overall Bestay experience and also get guidance on how to improve Bestay as a product.

In addition, we realized that the blockchain technology context is growing and is still at an early stage of some real life issues such as scale, standardization, etc.

Basically, because we are a technology company with DNA research, we want to invest in research on the core blockchain challenges and also play a role in reaching out to the community about strength and potential of blockchain as a driving force for the future of 4.0 society.

The aspects in which machine learning can play a role to improve the Bestay platform is:

- 1) Better pointing mechanism
- 2) Better recommendation service
- 3) Predictability and prediction
- 4) Risk assessment strategy

LEGAL PROCEDURES

JAPAN

According to the research, there were 52,000 Airbnb listings in Japan. Airbnb has a capacity of 3.7 million of these visitors in 2016 for the Japanese market. In addition, the Japanese government aims to increase the number of visitors to 40 million by 2020. The number of foreign visitors may continue to reach a record high when Japan prepares to host the World Cup rugby in 2019 and Olympic matches next year. The huge demand from foreign tourists along with the lack of hotel rooms led to an open and cooperative way from the government.

The good news is that short-term leasing will become legal in Japan officially from June 2018 after the government passes legislation setting rules for sharing a home. The Japanese Senate passed a legislative bill in June 2017, allowing its own house to rent home to pay guests while limiting the total stay of 180 nights per year. The law requires such accommodation providers to register with local authorities and allow local authorities to impose their own restrictions.

SINGAPORE

The Housing and Development Board (HDB) and Urban Redevelopment Authority (URA) provide guidance on the legal perspective of short-term rental services at Singapore.

For public housing:

- The Housing and Development Act and various complementary laws, regulating public housing in Singapore (ie HDB apartments), are available here.
- HDB has issued re-lease rules for the rental of all HDB apartments and bedrooms here. These regulations impose a minimum rental period of six months, as well as other restrictions, including those you can hire.

For private residents housing:

- The use of private residential property regulated by the Planning Law and the various complementary laws, is available here.
- The revised planning Act comes into force from June 30, 2017 to allow private housing rental for no less than three consecutive months for the same person.
- The Ministry of National Development (MND) has announced that URA is studying the option to create new user lists for private housing that want to participate in short-term rentals for less than three months, depending on belongs to a set of guidelines that URA is considering. We understand that URA will participate and consult with stakeholders on this issue.

It is expected that in the near future, Singapore will adjust short-term rentals like other Megacities to legalize such business.

VIETNAM

Vietnam is one of the first countries in ASEAN to allow pilot business model of transport connection technology applications (eg Uber, Grab) starting in 2014. However, after 4 years of operation, By April 2018, Uber had withdrawn from Southeast Asia and traded for 27.5% of Grab's shares (Ha Thu, 2018). As soon as Uber pulled out of the market, Vietnam witnessed a strong development, demonstrating a shared economic model as a potential market segment, by May 2018, the VATO application appeared on the market (Huu Tuan, 2018) or many other technology taxi firms such as Gonow of Viettel or the newly invented application of FPT- T.Net and in addition create a strong motivation for traditional businesses to replace change business operation methods from craft to technology application.

Airbnb is a model connecting people who need to rent a house to families with vacant rooms for rent through mobile applications similar to Uber and Grab. This is a relatively new type of service, operating under a decentralized platform model, all payments only use credit cards and through Airbnb. From here the mediator will charge a fee for both the person who needs to book and the landlord. The fee for hosts is 3% of the total booking value, the booking fee is 6 - 12% and this fee will always be displayed during the use of the service. This fee still ensures lower payers book hotels via traditional channels. (Linkedin, 2017).

In addition, many services provide platform (widely used), namely Triip.me uses business model like Airbnb, which uses community resources to design worldwide tours; changing the style of travel guides, analyzing help travelers learn more about the places and people they want to visit, and help them connect with locals all over the world, or food service (foody), labor, consumer goods;

For home sharing service in Vietnam: This model must now comply with a number of provisions on the law of business registration such as the Enterprise Law (2014), and other specialized legal provisions such as Tourism Law (2017), Housing Law (2014). In addition, since this is a conditional business model, the sharing/booking service also complies with the following specific provisions: Home sharing service is one of the tourist accommodation business types which is allowed in Article 48 of the Tourism Law (2017), includes: hotels, tourist villas, tourist apartments, cruise ships, accommodation services tourism, accommodation with rooms for tourists to rent, tourist camps, and other facilities, etc. Business conditions for accommodation services are specified in Article 49 of the Tourism Law (2017). Specifically, the order and procedures for registration of hotel leasing units are clearly defined in Article 27 of the Enterprise Law (2014) and legal documents guiding the implementation of the Enterprise Law such as: Decree 78/2015/ND-CP dated September 14, 2015 of the Government on business registration; Circular 20/2015/TT-BKH dated December 1, 2015 of the Ministry of Planning and Investment guiding some contents on investment and business registration procedures in accordance with Decree 78/2015/ND-CP . However, if an individual who provides rental housing does not need to register for business, it still needs to comply with the regulations on quality and safety for the tenant, having adequate electricity supply system, drainage, environmental sanitation in Article 118 of the Housing Law (2014). Security and order

conditions; safety in fire prevention and fighting, environmental protection; Food safety in accordance with the law, individuals or organizations must meet the conditions specified in the Law on Fire Prevention and Fighting (2001), the Law on the amendment and supplement of fire prevention and fighting (2013), Law food safety (2010), Decree No. 96/2016/ND-CP, July 1, 2016 of the Government regulating security and order conditions for a number of conditional business lines and Legal documents guiding the implementation. Regarding the technical and material facilities, in Article 27 of Decree 168/2017/ND-CP guiding the implementation of the Law on Tourism, there are detailed regulations on minimum conditions of technical facilities, services for houses with rooms for tourists to rent must have. For accommodation services in general, the Ministry of Finance has very specific regulations related to tax payment regulations for this type. Specifically, details are stipulated in Circular No. 92/2015/TT-BTC dated June 15, 2015. However, although there are clear and specific regulations on tax rates, until now, there has not been any information reflecting that the State has collected tax for this type of service because it cannot be managed to Airbnb in quantity and revenue. Meanwhile, for the online booking service business of Agoda, Traveloka, Expedia, the Ministry of Finance had the Official Letter No. 848/BTC-TCT dated January 18, 2017 clearly guiding tax policies and tax administration (Hong Phuc, 2018). In general, the legal framework for the type of home sharing service has been detailed in Vietnam for a long time, whether it is accommodation services via online or high-tech applications, it is necessary to follow the mandatory provisions of law.

However, in order to comply with strict legal procedures for units that share accommodation services based on shared economic models, it is necessary to have active coordination of the parties involved in the declaration and providing information. In fact, in order to register for a home sharing service online, service providers who are also notified by Airbnb must be responsible for complying with and fulfilling their tax obligations or other obligations under the local law (Airbnb, 2018).

INDONESIA

Indonesian consumers are benefiting from economies that share new platforms like Uber and Airbnb, but barriers still exist for cooperative companies.

Since 2013, Indonesia has witnessed the development of sharing platforms such as Gojek, a start-up company that provides a motorbike sharing platform and Ojek Syar'i, which provides a reservation service for Muslim motorbike taxi drivers in Indonesia, as well as the birth of Uber and Airbnb.

87% of Indonesians are able to use products or services from others in a shared community, compared to 66% of the global population, according to a survey conducted by Nielsen in 2014.

The so-called sharing economy began to become popular in Indonesia since 2013, which was marked by the entry of car-sharing applications such as Uber, Grab and the Go-Jek family brand. Since then, the ride sharing business has grown exponentially, creating millions of jobs and (to a certain extent) helping to boost the country's business operations.

In Indonesia, such a business model initially faced strong resistance from existing businesses in the industry, as well as from certain parties in government organizations. The reason is that these disruptive business players break or ignore existing rules and do not play on par with existing players.

Initially, the authorities in this country objected to this ride sharing application; however, the government finally supported their presence by issuing more supportive regulations, although for some people the rules seemed to be half-hearted.

Regardless of the advantages and disadvantages of the shared ride economy, the shared economic model has benefited business participants, in this case the owner and idle landlord, in the case of integrated AirBnB platform. Those who have participated in the ride sharing application can optimize their asset value, instead of leaving it idle or unused.

The downside of this ride sharing application is maintaining standard service. In normal business, business owners can establish and closely monitor business and service standards. However, in ride sharing applications, vendors often have difficulty maintaining service quality, although they have created a system in which customers can vote or resist service. Those who do not always meet the required standards or show poor performance will automatically be disqualified.

Simple models of shared economy are to use, rent or borrow other people's assets. Andrias Ekoyuono, former Ideosource Business Development Investment Fund, notes that a sharing economy can grow well in the context of consumers having difficulty ensuring the products and services they need. This stimulates people to find ways to provide services to such consumers through creative ways, such as a shared economy or market model.

Economic sharing is not relatively new. The sharing economy has moved to the next level, thanks to the development of technology, especially smartphones, through which consumers can easily find the goods and services they need through the Mobile application.

According to Andrias, technology has changed business relationships, from consumer products/services to companies to consumer products - platforms or products.

In the retail market, companies use economic sharing business models including Indomaret and Alfamart. Some business players can own and operate a convenience store by receiving a franchise from Indomaret or Alfamart and hiring others in a house or building.

Sharing economic business models can also be applied to other business sectors, such as the energy sector. As we know publicly, there are many idle assets owned by contractors for production sharing contracts (PSC). These assets, purchased through a cost recovery program.

CHINA

As one of the most westernized cities and the most popular foreign tourist destination in China, Shanghai has issued four types of short-term rental regulations in October 2017. These are:

1. Instructions for homeowners to resolve complaints
2. Request rental housing near theme park rental
3. Request short-term rental near the tourist place
4. Classic hotel guide

From the four rules and guidelines mentioned above, it is clear that the government is still trying to ensure short-term services are standard compared to hotels, instead of imposing taxes and limiting the number of days to lease. However, short-term rental owners need a business license from the government because China controls strict domestic visitor registration.

FRANCE

Paris is one of Airbnb's most popular destinations. According to statistics in March 2017, there are a total of 55,000 listings available for bookings. Under current law, short term means that you rent less than 1 year/9 months for a student. There are suggestions to reduce the definition in a shorter time period. But currently applicable laws apply.

In order to legally operate short-term vacation/rental, the owner needs to prove before hiring a short-term Paris property. They need to demo to the Mairie they allow to rent. This needs to come from syndic (your building management agent).

In addition, the listing party must register information with Mairie (City Hall) and obtain the registration number. The number must be listed on the online list. If the host earns more than € 5,000 per year, they may have to pay income tax on their rental income.

Each asset is allowed to lease for less than 120 days if the property is the owner's main residence. Regarding secondary assets applied to most international owners, leasing less than 1 year, it may still be legal but requires a commercial partition that requires local legal advice.

USA

According to the Department of Construction and the Ministry of Finance, short-term rentals in New York may require a business license or license to operate legally in New York. In addition, the New York State Housing Law limits rental to less than 30 days for many people in Category A. The definition of Grade A One and many housing is available in Sections 4-7 and 4-8 of Article 1 of the Housing Law Many people. The law waives rental for a resident, boarder or tenant, which has been interpreted to mean, in general, if a guest shares an apartment with a permanent resident present during the time. rent (ie "sharing space" for rent); it is allowed under the

Housing Law much. The New York City planning code provides city rules for zoning, applicable to our selected list. Chapter 2 how hotels are determined can affect our listings.

In terms of rent control, New York Administrative Code (available in ADC on New York state website) sets stable rental rules (Section 26-501-26-520) and controls rent (Section 26-401-26-415) attributes. In order to make our property more legally compliant, we may consider avoiding buying and managing to list under rental control.

State sales and use taxes, along with state and city hotel tax and night tax may be applied to our list if our list is classified as a hotel according to the above definition.

UNITED KINGDOM

Short-term rentals in Greater London may be limited in planning. In 2015, the Government waived this restriction as long as the stay of the calendar days was less than 90 days and the owner may have to pay council tax. However, some residential areas are not allowed to use short-term rentals. It is approved by the local community.

In order to comply with local laws in London, our system will only rent rooms on Airbnb for less than 90 days and our platform is the remaining calendar days.

Details can be found and the provisions of the deregulation Act are explained. The Government's policy statement, outlining the rationale for new rules.

INVESTOR'S RISK AND DISCLAIMER

This is the whitepaper of Bestay's current and future plans and routes. Unless specified and referenced for the project background, the rest of the project model and business is still at an early stage. An investor should be clear that this is a high-risk project and does not have any promise of benefits, dividends or other forms of repayment.

Investing in tokens and projects means you are fully aware of the risks and consequences of the project. An investor will not seek any form of compensation for any situation for any request against Bestay.

Although the data used in this whitepaper comes from Bestay's partners, that does not mean that Bestay can verify the quality and truth of the data source. The market situation may change based on the economic situation, therefore; Any project in the white book may be invalid along the line.

Whitepaper can only be downloaded from <https://www.bestay.io/>; distribution of copies is not permitted without the company's permission.

After reading the whitepaper, the reader can understand and agree to the above risks, limitations and conditions. Whitepaper will be translated into other languages, if there are inconsistencies between different languages, please use the English version for reference.

TOKENOMICS

Token of Bestay (BSY) is a utility notification token, operating as a currency in our platform. BSY will be used to make a stay payment, rewarding friends to join the eco-system and much more.

- Blockchain type: EOS
- Token type IEO: ERC-20
- Symbol: BSY
- Accepted currencies for buying BSY: ETH, USDT
- Total IEO Stage I sale: 100,000 BSY
- Total IEO Stage II sale: 100,000 BSY
- Decimal: 18

Schedule to open sale (expected)

	IEO STAGE I	IEO STAGE II
Starting time	23rd June, 2020	05th August, 2020
Amount	100,000 BSY	100,000 BSY
Price (USDT)	0.05	0.06
Softcap (USDT)	4,000	5,000
Hardcap (USDT)	5,000	6,000

TOKEN DISTRIBUTION

In general, 1.000.000.000 BSY tokens will be released. The hard limit of the token for sale is 60%. 40% of the remaining issued tokens will be divided by marketing (12%), core team (6%), reverse fund (8%), private investors (5%), founders (5%), advisors (2%) and partners (2%).

	DISTRIBUTION	BSY
Token sale	60%	600.000.000
Marketing	12%	120.000.000
Team	6%	60.000.000
Reverse fund	8%	80.000.000
Private investors	5%	50.000.000
Founders	5%	50.000.000
Advisors	2%	20.000.000
Partners	2%	20.000.000

ROADMAP

Bestay aims to build a DApp on EOS's blockchain, which will take at least 6 months for us to build the software. We are planning to launch DApp in 4 different regions around the world. With the success of Bestay in these 4 regions, we will begin to spread to other countries. Depending on the legality of different areas, our plans to start operations may change. Cities expected to launch Bestay are Hanoi, Ho Chi Minh, Vung Tau of Vietnam, Sydney of Australia.

The schedule below may vary depending on the construction plan and community response to the Bestay platform. We have worked hard from the concept to the present stage to create a decentralized housing sharing platform with the most outstanding features.



TEAM

MR. MAI VAN DUNG

CEO of Bestay PTE. LTD. He has worked for up to 9 years in the field of forex, 7 years of the Broker Holdingfx management team. He is also a strategic partner of many financial. payment gateways projects and has 8 years experience in researching blockchain solutions.

MR. TRUONG THANH NAM

Information security specialist of Bestay PTE. LTD. He is information director of Un-disclosed. Information security director of Vingroup, VPBank's security advisor. He achieved the TOGAF certification of The Ocean Group, certification of SJCP 1.3 by Sun Microsystems and has many years of experience in technology and information security.

MR. DINH VAN THAO

Bestay's Chief Engineer, IT Manager. He is also DevSoft's project manager for nearly 3 years. He is part of the system development team of banks and payment gateways, with nearly 10 years of experience in the industry. He graduated from Hanoi University of Science & Technology, majoring in IT.

MR. MAI VIET HUNG

Chief Financial Officer. He has more than 10 years of experience in auditing, financial reporting, tax consulting, financial advice, directing audits of financial statements for corporations and businesses ... He is a bachelor of national economy university, with certificate of accountants, national appraisers, administrators and evaluation engineers.

MS. LE THI MY HANH

Head of sales department. She has more than 5 years experience in real estate in Australia. She is a business owner of nail chain stores in Australia established since 2015 until now. She graduated from TAFE NSW with a degree in accounting and bookkeeping and real estate.

MR. MAI VAN THACH

Automation engineer, consultant and setup houses and smart buildings. Responsible for apartment projects of the project. SmartHOTEL developer, executive manager of Intelligent Building Solutions. Is the engineer of automation of Hanoi Construction University.

ADVISORS

MR. CHU LAM THAI

IT Director of Vinpearl Resort & Villas. He is also DCEO- in charge of IT of Vinservice, IT group director of Vingroup JSC, software team leader of MIC Vietnam. He has over 5 years working experience at VIB (Vietnam International Bank) and holds important positions in several other large companies.

MR. DOAN ĐỨC MANH

Bytesoft's CEO - specializes in providing IT solutions for businesses. He has more than 10 years of experience in the field of Blockchain and Blockchain technology application, creating products for the public sector such as Bvote, management software for the business sector ...

MS. NGUYEN MY HANH

She is a senior risk analyst for Upstream Sector. Director of PwC Vietnam's IT risk management. She holds a Bachelor of Accounting-Auditing, a Bachelor of IT from HCM City University of Economics with a series of certificates: ACCA of APMG International, CISA, CISM, CISA, CRISC, CGEIT of ISACA.

MR. AMAL PRASAD

Exchange advisor. He is also an exchange adviser of the Curate project. He is the community manager of IVN Security, customer support of Matrix AI system. He has experience in Java, data entry, C programming.

PARTNERS

We always believe that any organization/company or individual who wants to develop sustainably needs help and encouragement from partners. Therefore, Bestay always seeks and expands partnerships with companies/organizations or other individuals, in all fields, as an indispensable part to promote our development. At the same time, we also want to be able to give other truly sustainable values to partners with the goal of long-term development together.





CONTACT

Our whitepaper is not the final version yet, we will continue to improve on the basis of comments from experts and the community.

We will set up a technology appraisal committee of information technology experts to review, acquire and comment on technology for the project.

Any comments, please contact us at the information below:

- **Website:** <https://www.bestay.io/>
- **Email:** info@bestay.io
- **Office:** 15 Changi Business Park Central 1, Singapore 486057

CONCLUSION

Blockchain fits perfectly with a sharing economy because it ensures reliable exchange of values among peers, which will make a big change to the home sharing market exclusively by Airbnb.

Bestay will be the first platform to have an existing service, apply blockchain. Bestay can emerge as a game changer to break Airbnb's monopoly in 2019.

Led by a team of domain experts, Bestay takes advantage of existing resources: server networks, lists, platforms and strategic partnerships. We will implement a strong platform and service. Starting from Vietnam and Indonesia, Bestay will target the Asian market and then expand globally.

Bestay will penetrate the global market with travelers cooperating with Airbnb super-hosts.

Bestay serves as a global home sharing platform, which will account for 10% of the market by 2025. Bestay will participate in the hotel booking market with a market size of \$500 billion to expand the Network of codes. Report BSY. After acquiring the core market in the home sharing market, Bestay will apply sharing services to take advantage of the blockchain experience.