



Lufina

Luminate Your Financial Future

LUFINA WHITE PAPER



LUFINA: MAKING REAL ESTATE INVESTMENT ACCESSIBLE TO EVERYONE

Lufina disrupts the status quo and makes real estate investment accessible, transparent, and highly liquid for everyone through tokenization. Altogether, the real world asset tokenization industry was valued at \$300 billion in 2023 and is expected to reach \$10 trillion by 2030 ([Roland Berger Report, 2023](#)). So far, several jurisdictions, which include the European Union, Japan, Singapore, and the United Kingdom, have implemented regulations that dictate the use of digital assets. Growing global regulations will foster the growth of the digital asset industry.

In this context, Lufina presents an arsenal of groundbreaking solutions, comprising the Lufina Marketplace, Lufina Lend, Lufina Pay, and the FINA Token, all developed specifically to enhance the investment experience and empower our clientele. Besides, the integration of the FINA token strengthens this ecosystem, giving investors additional incentives and benefits.

The journey with Lufina starts with a simple property submission and spans tokenization, partnership, and management, ensuring that each step is transparent, efficient, and aligned with investor interests. Lufina's Real Estate Marketplace, with its fractionalized ownership property tokens, brings a new level of liquidity to the market, allowing for smoother and faster transactions.



CHALLENGES IN THE REAL ESTATE MARKET

Over the past 18 months, global real estate investing has seen significant changes due to economic shifts, financing, and risk assessments. These changes are driven by factors such as debt financing, interest rates, and evolving risk-free rate benchmarks. Investors are now reevaluating capital allocations within real estate based on shifting risk and opportunity dynamics.



High Upfront Costs

Real estate investment is often seen as a lucrative avenue for wealth accumulation; however, it remains largely inaccessible to many due to the substantial upfront payment requirements. With increasing worldwide property values, participation in the real estate market has become even more distant for most.

Lengthy Sales Process

Real estate transactions often require months or even years to complete, leading to prolonged periods of uncertainty and reduced flexibility for investors. In 2023, the impasse between prospective buyers and sellers regarding pricing frequently halted dealmaking, generating a transaction volume decline that persisted throughout the year ([MSCI, 2023](#)).

Credit Requirements

Access to real estate investment is further impeded by strict credit requirements imposed by lenders and financial institutions. [Statista \(2024\)](#) further indicates that the market has cooled due to soaring inflation and some of the highest mortgage interest rates recorded in the past 10 years.

Lack of Liquidity

Real estate investments suffer from a lack of liquidity, from lengthy time spans finding the right buyer to the difficulty going through the banks' due diligence process, it makes real estate investments less attractive to investors seeking more agile assets.



SOLUTIONS OFFERED BY LUFINA

Driven by the persistent issues that hinder the real estate market, Lufina introduces tokenization as a force that becomes accessible to any aspiring investor. Lufina deploys real estate tokenization, pertaining to the process wherein an asset is divided into numerous NFT digital tokens, each of which symbolizes the underlying property along with its associated rights and obligations. The purpose of smart contracts is to establish contractual particulars that are transparent and immutable. Coupled with publicly available legal documents, it creates an immutable and transparent record of ownership and rights.



Reducing High Upfront Payment Requirements

Lufina disrupts the pattern of high initial capital requirements by allowing individuals to start building an international real estate portfolio with as little as \$50 USD. By democratizing access to real estate investment, Lufina minimizes the financial barrier to entry, making it feasible for a broader range of investors.



Overcoming Good Credit Requirements

Traditionally, the purchase of a property must be funded with the full purchase price of the property, which is not available to most of us. Therefore, bank loans must be used to make these purchases, but buyers must meet rigid credit requirements to access these bank loans. Lufina's model eliminates the rigid credit requirements often associated with real estate investments. By fractionalizing the ownership of the properties, anyone can start building an international real estate portfolio with just \$50 USD.



Enhancing Liquidity and Efficiency

Functioning as a marketplace, Lufina mitigates the challenge of real estate illiquidity. The platform hosts property listings from diverse sources, including real estate agents, turnkey providers, wholesalers, and home flippers. In turn, this diversity of listings enhances market liquidity, offering a broad range of properties that can be bought or sold efficiently compared to traditional methods, potentially reducing the time required to find suitable buyers or sellers.



Transparency and Accessibility to Data

Lufina promotes transparency by mandating appraisals, signed purchase agreements and legal contracts for properties listed on its platform. It provides public access to this data, enabling investors to make informed decisions. As a domino effect, the accrued transparency builds trust and confidence among investors since they have access to critical information before committing to an investment.



LUFINA REAL ESTATE MARKETPLACE (LUFINA MARKETPLACE)



Real Estate Marketplace: Democratizing Ownership

The Lufina Real Estate Marketplace redefines the traditional real estate investment model by eliminating the high cost of entry barriers. We achieve this by breaking each property into a specific number of Property Token Non-Fungible Tokens (NFTs), each representing a share of the property's value and rental income with a starting value of \$50. The long-term value of the Property Token NFTs will align with the value of the underlying property.



Increased Liquidity Through Fractionalization

Since properties are divided into smaller fractions through Property Tokens, sellers no longer face the arduous task of waiting months or even years to find a buyer meeting all the financial prerequisites to purchase the entire property. This innovative approach greatly enhances liquidity in the real estate market.



Daily Rental Payments and Investor Empowerment

Property token owners receive daily rental payment payouts in proportion to their token ownership. This feature provides a consistent income stream and aligns investor interests with property performance.



Informed Decision-making

The mission of Lufina is to provide investors with the data they need to make well-informed choices. Customers can find all the necessary information on our website, including legal contracts, geographical data, occupancy statistics, and more.

PROPERTY PROCESS LISTING

Step 1: Property Submission and Approval

The journey begins when a property owner submits their property for listing on the Lufina marketplace. Lufina employs a comprehensive evaluation process that considers various factors, including occupancy status, location, rental history, etc. The property is rigorously assessed to determine its suitability for inclusion on our platform.



Step 2: Tokenization and Partnership

Upon approval, the property undergoes a transformative process that involves tokenization. This is accomplished through a partnership with a sponsor company that has undergone thorough vetting by Lufina. The sponsor company manages anything related to the property title on behalf of the property token holders. Subsequently, a Joint Venture (JV) contract is established between the sponsor company and property token owners. This contract is then tokenized into individual \$50 NFTs on the blockchain.



Step 3: Listing and Sale Closure

With the property tokenized, it is made available for listing on the Lufina marketplace. Once the property is fully funded through token sales, the sponsor company facilitates the sale closing on behalf of property token holders. This includes transferring the property deed to the sponsor company acting as a custodian for the token holders.



Ongoing Property Management and Investor Control

The sponsor company takes on the role of property manager or hires a property manager, executing day-to-day management tasks according to the votes and decisions of property token holders. The sponsor company is bound by contractual restrictions that prevent the property from being sold or used as collateral without the approval of a majority of token holders. Lufina conducts annual random audits of sponsor companies to ensure compliance and investor satisfaction.

In cases where token owners are dissatisfied with the sponsor company's management services, they retain the power to replace the sponsor company through a 2/3rds majority vote.

PERMISSIONLESS LOANS (LUFINA LEND)



Unlocking Capital Instantly

Lufina's Permissionless Loans leverage the value of property tokens, enabling users to unlock capital swiftly. Deploying property tokens as collateral allows borrowers access to a seamless and rapid loan approval process, eliminating the frustrating delays associated with traditional lending institutions.



High Loan-to-Value (LTV) Ratio

Our Permissionless Loans offer a competitive Loan-to-Value (LTV) ratio of up to 70%. This means borrowers can access a substantial portion of the value of their property tokens. Borrowers gain the flexibility to access a significant portion of their property's value without compromising its ownership.



Eliminating Tedious Approval Processes

Traditionally, obtaining a loan from a bank involves navigating a complex process of paperwork, credit checks, and lengthy approval timelines. But Lufina's Permissionless Loans strip away these complexities, offering a straightforward and efficient path to securing the capital needed.



Enhancing Financial Inclusion

Lufina's Permissionless Loans also contribute to financial inclusion. They cater to a wider audience, including those who might face challenges obtaining loans through traditional financial institutions due to credit history or other factors.

LUFINA PAY

Real Estate Equity for Daily Expenses

Lufina Pay revolutionizes how users tap into the value of their real estate investments. Users are issued a Visa credit card to make daily purchases. Through each card transaction, Lufina instantly provides a permissionless loan using property tokens as collateral.



Preloading with FINA Tokens

For added flexibility, users can preload the Visa credit card with FINA tokens. As such, they obtain alternative means of accessing liquidity without tapping into the property tokens, offering users even greater control over their financial strategy



Up to 70% LTV or Preloading with FINA Tokens

With Lufina Pay, users have the flexibility to spend up to 70% of their real estate investment's LTV ratio. Alternatively, they can preload their Visa credit card with FINA tokens.



Transforming Real Estate Investments into Liquid Assets

Lufina allows its customers to turn their often-illiquid real estate holdings into liquid assets by using property tokens as collateral for permissionless loans.



FINA TOKEN

As the utility token powering the Lufina platform, FINA tokens constitute the financial units that drive our ecosystem's functionality and value. We detail how we ensure continuous demand for FINA tokens and outline their diverse purposes, creating a dynamic and engaged community of token holders.

Continuous Demand Generation for FINA Tokens

We employ a simple yet effective strategy: all rental revenue generated from properties within our ecosystem is utilized to purchase FINA tokens. Afterward, the tokens are distributed as rent revenue to property token owners, ensuring an ongoing and organic demand for the token.

Versatile Use Cases



Governance:

FINA token holders wield significant influence through the DAO, allowing them to actively participate in shaping the future direction of Lufina's ecosystem.



Discounted Transaction Fees:

Property token NFT purchases conducted with FINA tokens enjoy reduced transaction fees, enhancing cost-efficiency for investors.



Discounted Loan Interest Rates:

Loan payments made with FINA tokens benefit from discounted interest fees, encouraging using FINA tokens for loan servicing.



Premium Access:

Stakers of FINA tokens gain exclusive access to premium real estate projects, offering enhanced opportunities for higher yields and diversified investment strategies.



Events and Community Engagement:

FINA token holders will receive invitations to exclusive events and community meetings, fostering a sense of belonging and collaboration within the Lufina community.



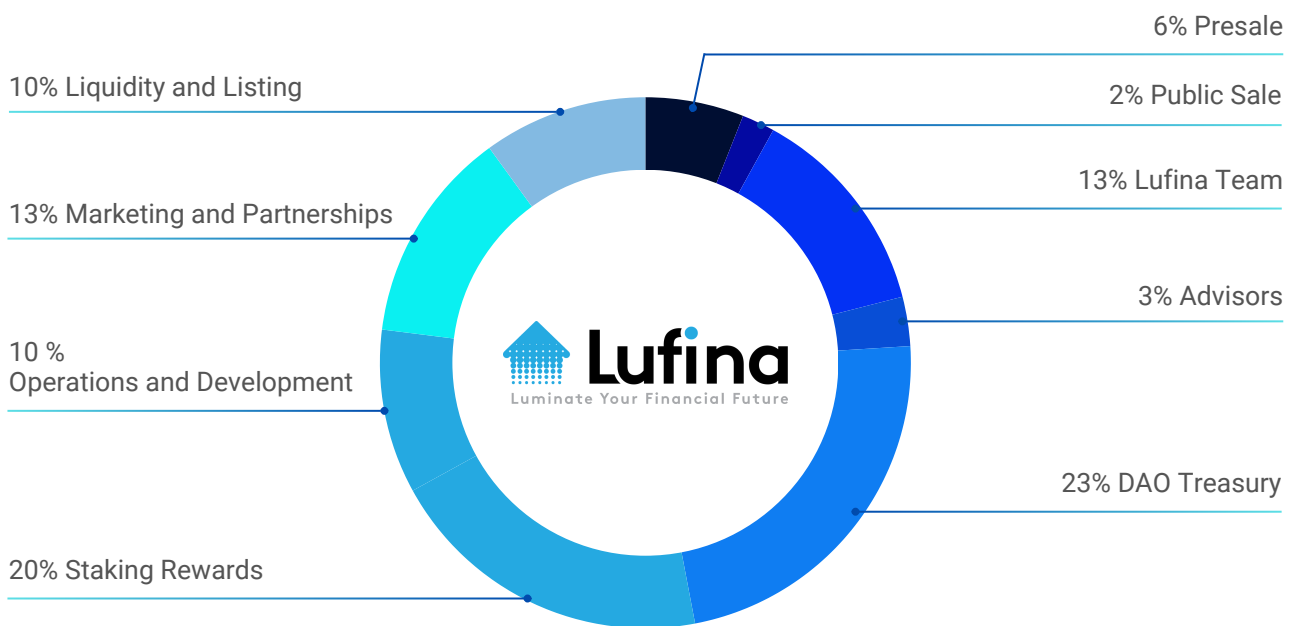
Staking and Earning:

FINA tokens can be staked within the ecosystem, allowing token holders to earn interest and further incentivize participation in the Lufina ecosystem.

TOKENOMICS

TOTAL TOKEN SUPPLY: 1.5 BILLION TOKENS

| | |
|--|-----------------------------|
| Presale Allocation: | 6% (87.15 Million Tokens) |
| Public Sale Allocation: | 2% (29.4 Million Tokens) |
| Lufina Team Allocation: | 13% (200 Million Tokens) |
| Advisors Allocation: | 3% (40 Million Tokens) |
| DAO Treasury Allocation: | 23% (350 Million Tokens) |
| Staking Rewards Allocation: | 20% (300 Million Tokens) |
| Operations and Development Allocation: | 10% (143.45 Million Tokens) |
| Marketing and Partnerships Allocation: | 13% (200 Million Tokens) |
| Liquidity and Listing Allocation: | 10% (150 Million Tokens) |



Token Sale Rounds

| | |
|---|---|
| <p>Seed Round (11 Million Tokens): A strategic early-stage round to raise initial capital.</p> <p>1</p> | <p>Private Sale (30 Million Tokens): Targeted at institutional and angel investors, this round provides opportunities for larger investments.</p> <p>2</p> |
| <p>Public Sale/Listing (29.4 Million Tokens at): The final phase, allowing open market participation.</p> <p>4</p> | <p>Public Presale/Launchpad (46.15 Million Tokens): Geared towards community participation, this round offers a defined hard cap for early public contributors.</p> <p>3</p> |

Lock Period and Vesting

- **Seed Round:** 36-Month Cliff, then 1.1 Million (10%) Monthly
- **Private Sale:** 36-Month Cliff, then 3 Million (10%) Monthly
- **Public Presale/Launchpad:** 10% at TGE, then 6-Month Cliff, then 4,615,000 (10%) Monthly
- **Public Sale/Listing:** Fully Unlocked
- **Lufina Team:** 4-Year Cliff, then 10,000,000 (5%) Monthly
- **Advisors:** 3-Year Cliff, then 2 Million (5%) Monthly
- **DAO Treasury:** 18-Month Cliff, then 7 Million (2%) Monthly
- **Staking Rewards:** 4% at TGE, then 4,800,000 (1.6%) Monthly
- **Operations and Development:** 12-Month Cliff, then 3,586,250 (2.5%) Monthly
- **Marketing and Partnerships:** 12-Month Cliff, then 5,000,000 (2.5%) Monthly
- **Liquidity and Listing:** 20% at TGE, then 6 Million (4%) Monthly

Expected Date of Public Sale:

Q3 – Q4 2024

Tokenomics may change at
company's discretion before TGE

MEET THE FOUNDERS



Vic Ngo, CEO

Blockchain expert, investor, and self-made Millionaire.



Kaison Ho, CMO

Innovative serial entrepreneur and experienced marketer

CONCLUSION

Step by step, Lufina breaks down traditional barriers in the real estate sector, rendering investment more accessible, transparent, and fluid. Lufina transcends mere market participation. The primary objective is to disrupt and challenge the established conventions of real estate investment, thereby enabling a wide array of investors to participate in the market.

Sustained by innovation and technological precision, Lufina maintains a critical position in this sector's anticipated \$10 trillion expansion by 2030 in a more equitable and inclusive manner. Lufina represents a partnership in progress rather than merely a platform for prospective investors and stakeholders: an opportunity to contribute to a community that places high importance on innovation, transparency, and inclusiveness.

We invite you to join us in this exciting journey. Here, you contribute to a larger vision – a vision that redefines real estate investment and builds a future where everyone has the opportunity to participate in the property market.