

Life at the Top Chapter 736

“If that’s the case, did Mr. Joe also tell you that there’s always an exception, especially in the business field? Although experience is crucial, do you know that it’s taboo to say that experience is everything?” Jasper said with a smile.

Kayden shrugged and said in a breezy manner, “That’s why I’m here.”

Jasper chuckled. There was no denying how extraordinary both father and son were that they were able to become the richest people in Somerland in the future.

On the way, both Jasper and Kayden seemed to have a tacit agreement against talking about business in the car. Instead, they chatted about their experiences just like any ordinary friends and while they were at it, they sighed at how quickly the Mainland was developing.

After the previous evening party, Joe had become the major investor to invest in the Mainland among the four richest families in Harbor City. This was in line with Jasper’s experience in his past life.

In the next 15 years after the year 2000, Joe would have invested more than 120 billion in the Mainland. This was an astronomical amount.

This indirectly showed how jaw-droppingly high Joe’s wealth had expanded in 15 years.

Apart from everything else, at least Jasper now knew that he was not going to get 120 billion even after selling off Joe Langdon.

The pair’s total assets currently stood at around 40 billion.

US dollars, of course.

Jasper then recalled the 16 billion dollar building construction fee he was fretting about and could not help but sigh at how many wealthy people there were out there in the world.

From their conversation, Jasper learned that although it seemed like Kayden had come to the Mainland this time because of a call from Jasper, he was actually interested in several investment opportunities in the Mainland as well. He had already intended to come over and check things out. It did not matter if he departed earlier or later, hence he thought he might as well use this opportunity to show Jasper an adequate amount of respect.

The duo came to the hotel and found a table in an executive lounge. Kayden and Jasper sat facing each other. They both knew that real business was about to begin.

They were both extremely busy men, and every minute wasted could cost them hundreds of thousands of dollars. Therefore, they did not have the time for idle chats.

Jasper leaned on the couch and asked Kayden, “Do you know much about the domestic internet industry, Mr. Langdon?”

Kayden nodded and said, “A little. My family is engaged in the telecommunications business back home. Telecommunications and the internet are mutually dependent derivative markets. Although the Mainland’s telecommunications business is unlikely to be handled by private individuals, I must say that I’m very interested in the internet business.

“In my opinion, the domestic internet industry is a massive market that has yet to be developed. Once it has reached its full potential, it will inevitably shock the world.”

Jasper’s eyes lit up after hearing Kayden’s words.

Sure enough, talking to smart people was easy as he did not need to waste so much of his breath talking.

Moreover, Kayden's accurate judgment of the internet industry had impressed Jasper greatly.

He knew many things thanks to the memories he had after reincarnating, but Kayden was not equipped with such an advantage.

Even so, he was able to tell the huge potential of the internet industry in the future and to do so required an extraordinary vision.

He was just a little unlucky.

In his past life, Kayden had invested 20 million US dollars in Terizone and with the number of shares he had at the time, he waited until the day of Terizone's emergence and surpassed his father's, Half-the-Harbor Langdon, assets to become the new richest man of Somer descent.

This time, however, after making several hundred million in profit, he actually resold it to Naspers.

Thinking about this real-life anecdote, Jasper wore a mysterious smile on his face and asked, "I'm sure you know about Sena, Mr. Langdon?"

Kayden nodded again. "How could I not know about the largest web portal when I'm paying close attention to the domestic internet industry?"

"Sena is mine." Jasper broke the news to him.

Kayden wore a look of astonishment on his face before laughing. "Well then, I must congratulate you for seizing the first opportunity then, Mr. Laine."

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Knowing that Kayden was teasing him for seizing the position in the internet industry which he too, agreed was highly potential, Jasper shrugged and made no further explanation. He continued, "At present, all internet companies are facing the same issue of not earning any profit. I have ways to make Sena profitable, and this will soon be realized.

"Online games."

Jasper took the initiative to explain without waiting for Kayden to ask.

"An online game with more than two million players online at the same time. This same product can create millions of profits for Sena every day."

Kayden was slightly startled. Although he had been paying attention to the internet industry, he did not know much about the gaming industry. Nevertheless, he still politely said, "I'm sorry, Mr. Laine, but I still don't know what this partnership is after we've discussed this for so long. Do you want to partner up with me in online games?"

Ignoring the mockery in Kayden's words, Jasper continued, "When internet companies all over the world are struggling to make a profit, Sena has already achieved over one million dollars of profits per day. That, and it's Somerland's largest web portal.

"If I list Sena on the share market, Mr. Langdon, can you guess how much its share price will soar?"

As soon as the words left his lips, a door had seemingly opened before Kayden's eyes. Under the massive shock, his countenance abruptly changed. He was subconsciously trying to stand up.

“It... It’s going to be a mega bullish share!”

Although the burst of the dot-com bubble had kept every share market investor on their toes, it was still not enough to stop the trend.

The internet was the global trend, and that was an unchangeable fact.

Therefore, internet shares continued to be in good demand.

Nevertheless, investors were smarter now and would merely look for reliable shares to buy.

Gone was the era where one could easily make a fortune by buying a small portion of internet shares.

However, the more this was the case, the more profitable it was for high-quality internet companies as there were only very limited choices where the investment money could go.

Evidently, Weresoft’s shares were breaking new highs every day. How could anyone not see that this company was breaking its daily record of becoming the world’s most valuable company?

This meant that the market investors’ enthusiasm and cash were available, but everyone had learned to be smart and not easily deceived. What they needed most right now was a reliable market to invest in!

Once listed on the share market, Sena, the company that could achieve profitable growth and at the same time own Somerland’s Mainland market might very well turn into the capital market’s favorite company.

“Not bad. Yes, a mega bullish share.” Jasper was pleased with Kayden’s reaction.

If Kayden still could not make out what he was saying even after he had given him so much information, then he might as well just go back home.

“How will our partnership work?” Kayden looked at Jasper with burning eyes, his gaze filled with excitement.

If his predictions were right, Jasper was about to give him money for nothing.

“I will do my best to list Sena on the market and allow you to buy up to 100 million shares via pre-IPO placement,” Jasper said.

“Shares like that are bound to quintuple when trading is commenced. It’s also expected to decuple in the long run. Do you believe me now when I say that you will earn one billion?” Jasper said mildly.

Kayden fixed his gaze on Jasper and repeated, “Decuple? No matter how outstanding Sena is, how can you be so sure that it will decuple in share prices? Shares like that are really rare in share market history.”

“How can I be so sure?” Jasper grinned and stood up slowly, looking at Kayden with glowing eyes.

“I can be so sure because I’m Jasper Laine!”

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Staring at Jasper standing before him, Kayden was lost in thoughts.

He suddenly remembered that this man, who was seven to eight years younger than him, was the host of the Harbor City billion-dollar market rescue plan.

How old was he back then?

How old was he that he was bold enough to preside over a billion-dollar market rescue plan and most importantly, succeed?

Sure enough, backed by such glorious history and coupled with the already strong foundation of Sena, getting the share prices to decuple was not entirely unattainable.

Besides, even if it did not decuple, he would still profit even if it merely sextupled or septupled!

At the thought of this, Kayden suddenly realized that the words Jasper said about 'being so sure because he was Jasper Laine' might seem arrogant but were actually true.

"What do I need to do?"

Kayden was, after all, Kayden. He would not be blinded by the profits presented before his eyes. He knew that Jasper had conditions as well for offering him such a huge benefit.

Jasper smiled slightly and said, "You sure are a sensible person, Mr. Langdon. If that's the case, I won't beat about the bush anymore. You own 25% of shares in Harbor City Trade Settlement Center, right, Mr. Langdon?"

Kayden frowned and said, "Yes, I do. But key state-owned enterprises like that represent half of Harbor City's central bank, so even though I hold a portion of the shares, I can't really do anything with them. I'm sure you know this."

Jasper laughed. "I can't have any ideas about the trade settlement center, of course. What I need you to do, Mr. Langdon, is to use the shares in your hands to propose something for me."

Having said that, Jasper told him all about his partnership with ICBS to gain access to a payment interface.

“Are you setting up an online payment system?” Once again, Kayden studied Jasper carefully. All of a sudden, he realized that as they interacted further, he would eventually find himself underestimating the other party no matter how much importance he had attached to him in the first place.

Online payment was not something that ordinary people would touch.

The cost was too high, and the difficulty level was uncommonly high. Disregarding everything else, the policy itself was tantamount to climbing Mt. Everest. Any approval procedures for this system needed to go through Swallow Capital’s major departments. Those without the ability would not stand a chance at all.

Most importantly, no one knew what the future trend would be like. If things went south, all the money invested would be lost.

Jasper, however, was brave enough to do it.

“It’s just an attempt. Besides, the online payment system is crucial for the upcoming online game Sena is developing. It’ll affect the share prices once the company is listed in the future,” Jasper said.

Kayden came to a sudden realization and immediately flew into a rage out of embarrassment. He said, “You’re setting me up!

“You first lure me in with a huge mouth-watering pancake and then tell me that this pancake isn’t done yet. Now I’m supposed to work for it in order to have a taste?!”

Jasper laughed. “I deserve to be lectured, indeed. There’s no business in this world where you can earn steady profits at all times. The distinction here is that the things I want from you are far less than what you will get.

“This is a challenge for me, but for you, it will be nothing more than using your right as a shareholder to voice out. Besides, don’t you want to subdue Fabian?” Jasper asked flatly.

Kayden fell silent.

Although he was unhappy about this, Kayden must admit that every word Jasper said spoke his mind.

He and Fabian could not get along with each other. Their resentment was deeply ingrained and could never be resolved.

Although it was highly unlikely for them to go so far as to fight with each other, they would not hesitate to use any chance they could get to make the other party suffer just a tad.

Most importantly, it was not really difficult for him to get this done anyway.

It went without saying that he could easily obtain Sena’s 100 million shares via pre-IPO placement in the future.

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This was a good opportunity that would not come by often.

“Count me in,” Kayden said, standing up.

Kayden chuckled and stretched out his hand. “I look forward to our partnership.”

“May we have a pleasant cooperation.”

After a good firm handshake with Jasper, Kayden studied Jasper and said, “I think we can visit each other more often in the future. Although I’m a few years older than you, I rarely have any genuine friends around me. I think we can be friends.”

By saying so, Kayden was showing his recognition for Jasper’s ability, or perhaps he intended to take their friendship to a deeper level in the future.

This was often the case in the business field. Once your ability and power had been recognized by the people around you, someone would then take the initiative to be your friend.

After all, having more friends meant more opportunities. In the business field, making more friends was better than making more enemies.

Jasper laughed. “The honor is mine.”

“You’re too polite,” Kayden added.

After exchanging pleasantries with each other, Kayden left in a hurry.

They were both sensible men. Since they had set their hearts on doing something, they would do so with great efficiency.

After half an hour, Kayden’s words that represented the interests of the Langdons were conveyed from Waterhoof City to Harbor City Trade Settlement Center.

That afternoon itself, the trade settlement center held an emergency board meeting.

During the board meeting, although there were only two board members who supported the Langdons’ suggestion while three board members supported the Atticus family, the Langdons still held 25% of shares!

At the board meeting, six board members representing state-owned enterprises abstained from voting. After two board members representing the Langdons had failed two against three to make their proposal, the two board members immediately called for a general shareholders meeting.

At the shareholders meeting, the state-owned enterprises holding 51% shares abstained from voting, the Langdons who held 25% of shares won, and the Atticuses holding 24% shares lost.

Under the guiding principle that the company's general shareholders meeting was the supreme body, the Langdons' motion was passed.

The Atticuses flew into a rage yet could not do anything about it. They watched as the opinion letter representing Harbor City Trade Settlement Center was faxed to ICBS' headquarters.

That night, ICBS' headquarters held an overnight meeting. At the meeting, Harbor City Trade Settlement Center expressed their support for Waterhoof City's ICBS branch to partner up with Terizone to open up an online payment interface. Therefore, the same application that was rejected the day prior was met with a completely different result: unanimously passed.

The news reached Harbor City first thing itself.

In the villa, a crash was heard. A glass had been smashed to the ground.

Fabian's furious roars echoed in the villa.

"You useless good-for-nothing! I asked you to keep an eye on Jasper. What were you guys doing? Eating sh*t? Tell me, how did those two with surnames starting with L partner up?! Why am I only receiving the news after the general shareholders meeting?!"

Fabian flew into a rage with bloodshot eyes. Everyone in the villa stood in front of him holding their breaths.

Standing among them were the trade settlement center's board members representing the Atticuses' interests.

"Mr. Atticus, the Langdons are extremely firm. They did not even hesitate to call for a general shareholders meeting. This was unprecedented. Now the question remains, what did Jasper use to move the Langdons that they're so supportive of him?" a board member said softly.

"Do you think I need you to tell me that?!" Fabian glared at him. He had seemingly found a place to release his pent-up anger as he slammed an ashtray on the other party's forehead.

Amidst the shrill cries of the board member, Fabian said coldly, "Investigate! I want this to be investigated! That Mainlander and Kayden have worked together to humiliate me. I'll show them!"

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"Here we go! Cheers!"

Jasper and Hudson clinked their wine glasses in midair.

On the morning of the second day after receiving the good news, Hudson—representing Terizone Inc.—officially signed a strategic cooperation agreement with the Waterhoof City branch of ICBC.

Hudson leaned toward Jasper and said with great enthusiasm, "Are online games really so lucrative? We've done so many promotions during this period—if things don't work out, we'll be a laughing stock in everyone's eyes."

Jasper responded, grinning, "This is an absolute 100 billion-grade blue ocean market; its potential just hasn't been fully realized yet."

“United Legends will be our stepping stone to success!”

Hudson had complete confidence in Jasper’s discerning eye. When he heard Jasper’s comment, he immediately inquired eagerly, “Do you think Terizone could do it?”

Hearing this, Jasper immediately recalled his past life. Domestic gamers had described Terizone games through an ad slogan, “No cash, no chance.”

With a light laugh, Jasper answered, “It’s doable. Once United Legends becomes a hit, we’ll talk.”

The domestic online gaming market was undoubtedly a large one, with a market value of over 100 billion dollars. It was absolutely impossible for a single company to monopolize it.

This was the consensus Jasper and Malcolm Malibu had reached after communicating with each other.

They decided to follow Procter & Gamble’s example by establishing more sub-brands.

Most people were not aware that Rejoice and Head & Shoulders—competing rivals in the shampoo market—were actually both Procter & Gamble products!

Their objective was to generate confusion among consumers.

When buying, consumers would frequently choose between these two brands; it was rare for them to consider a third choice.

Similar methods were practiced by Pepsi and Coca-Cola, both of which were brands under the Coca-Cola Group.

The same principle could be applied to the domestic online gaming market. If Jasper could use Sena to acquire 30% of the market, the addition of Terizone Inc. and its vast number of subscribers meant that he could garner at least 70% and above of the entire market!

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On the second day after the signing of the agreement, Terizone Inc. obtained the interface provided by ICBC with no trouble at all.

Truth to tell, it was rather incredible—the interface was only a string of key codes and an IP address.

Terizone had rushed to set up the completed platform and then had begun intensive testing.

Of course, a few issues had still emerged during the process. After all, this was unprecedented—it was the first time in the country that a bank had provided a private enterprise with access to its internal interface, so there were bound to be some hiccups.

However, these issues were resolved smoothly by technicians from both ICBC and Terizone who worked frantically overtime to deliver the necessary solutions.

Good news had also arrived from Sena. A version of the completed game had been finalized; once it had gone through internal testing, it would be ready for open beta testing at any time.

Jasper, who was in Waterhoof City, had personally gone to try it out, thereby satisfying his obsessive interest in internal testing. After ensuring that the game had been written according to his specifications, Jasper knew it was ready for testing.

“Tonight at 7 pm, we will officially launch the first nationwide free open beta test!”

Standing in Sena's Waterhoof City office, Jasper looked at Mr. Adams, Jack Tanner, and the others present, before giving his order.

There was nothing unusual about his statement. Everyone nodded and made note of it.

His next words, however, threw everyone into confusion as if they had been struck by lightning.

“Have 50 extra server groups on standby. Once the main servers are full, add those extra servers.”

Mr. Adams was standing to one side; when he heard this, he was instantly bewildered.

“50 server groups? Are they only for backup?”

To them, what Jasper had requested was overkill. It felt as if they were going fishing by a lake; a packet of bait was obviously enough but Jasper insisted on bringing along 10 elephants.

What were they fishing for—fish or dinosaurs?

“Mr... Mr. Laine, that's very wasteful, ” Mr. Adams said, furrowing his brow and glancing at Jasper. His manner indicated that he thought this was not worth doing.

“Although I understand Mr. Laine is expecting great things from United Legends, what's the rationale behind 50 backup server groups?”

“We can set up a gaming region with just one server group, and each region will be able to accommodate at least 25,000 players online simultaneously!”

“50 server groups would mean 1.25 million people. To even think of getting 1.25 million people online on the first day of open beta testing? That’s absolutely impossible.”

The entire meeting room went so quiet one could hear a pin drop. Apart from Mr. Adams, no one dared to question Jasper’s decision upfront, no matter how ridiculous it seemed.

Sure enough, Jasper furrowed his brows.

Seeing this, Mr. Adams sneered. Shaking his head, he said to the people next to him in Korean, “Just look—a layman is a layman. He doesn’t even understand the basic concept of numbers, and already he wants to have 50 extra servers. If this were Coreana, we would have been the laughing stock of the country.

“This would only happen with a Mainlander who has never experienced the world beyond his own oyster,” someone next to Mr. Adams commented with a snicker.

“A server group can only host 25000 players?” Jasper found this rather inconceivable.

However, he immediately responded.

It was 2001, and technology was still far less advanced than that of later generations. Naturally, server performances were also very weak.

“If that’s the case, please prepare 70 server groups then,” Jasper instructed.