DANIELLE'S PORTFOLIO

★★★★★

Top Rated on Upwork

Funded June 2026

THE MECHANISM

How we ramp up to $1M MRR

We have an Unfair Advantage, because we already know / and have access to the Sales Pipeline needed to easily achieve this number in 2 years with proper "Ramp Design"

Customer 20 – Where the magic begins and our margins compound alongside quality and customer onboarding pace

Quotech

01 We lock in SKU's Specific to trade
our product compounds over repeated features (Already seeing this in action) allowing specific libraries to be created for bolt-on, unlocking real technical scale, alongside a robust micro-architecture that has functional controls on the entire logic architecture with live mapping and audits

02 The maths we rely on is Distribution Engine
Relationship-based growth: every customer becomes a distributor. Quotech branding rides on every email, shared file, QA report, and timesheet. Sales team targets rational buyers only, no convincing required.

03 The maths is simple
Customer 1–5: 6 weeks onboarding, 20% margin. Customer 20: 2 weeks, 70%. Customer 50: 1 week, 80%. Each onboarding makes the next one cheaper.

THE MARKET

Quotech

Where the $7–15m ARR comes from

Three concentric circles. We don't boil the ocean — we own the wedge first.

TIER 1 Addressable	~11,000 subbies $4-30m revenue construction businesses in Australia	THE UNIVERSE
TIER 2 Initial focus	~740 prospects Steel & aluminium fab/install (700) + waterproofing anchors (40)	THE WEDGE
TIER 3 Year 1 target	$7–15M ARR opportunity from 33–35 customers 30+ volume tier · 3-5 high-ticket anchors · scope of this raise	THE PROOF

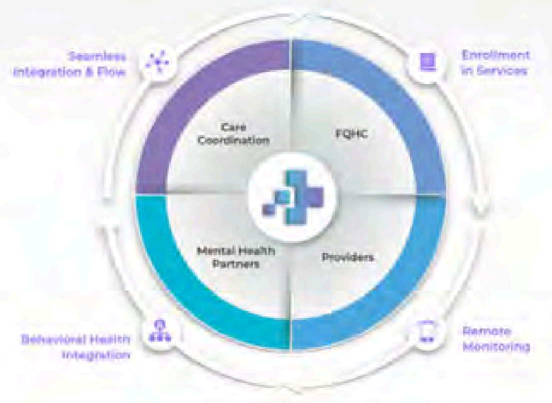
WeCo

HOW IT WORKS

WeCo will Integrate into the workflow

To assist providers and care teams, WeCo's technology and team will ensure medical care is delivered directly by the FQ while maximizing patient interactions at home. By working closely with the clinic, WeCo will connect with all eligible patients **to enroll them in the care coordination service, including remote monitoring and behavioral health integration.**

We will partner with a seasoned and experienced mental health service agency to contract with the FQ and **provide a hybrid of on-site and remote therapy for patients.** This will allow WeCo to integrate our care management and remote monitoring into the workflow and **ensure patients are engaged with their care in between clinical visits.**



04

THE PROBLEM

Quotech

Construction runs on duct-taped software.

A typical $10-50m Subcontractor / Builder runs on 4-7 disconnected software packs, with multiple excel sheets, almost no automations, repetitive data entry and blind business intelligence.

5–10 Tools
Disconnected SaaS stack
Buildxact, Aroflo, Simpro, Xero, Outlook, Trello, and 3+ Excel sheets per business. Nothing talks to anything.

30% of Operational
Overheads and Admin wasted
The current way of doing things is painful, there is no solution in the market, and it not only costs in Staff but also in profitability due to "Missed" intelligence and carry forward inefficiencies on contracts

Basic Functionality
that lacks customisation
No email integration · No cash flow heuristics · No BI from quote data · No quote builders that honor existing Excel logic

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QUOTECH

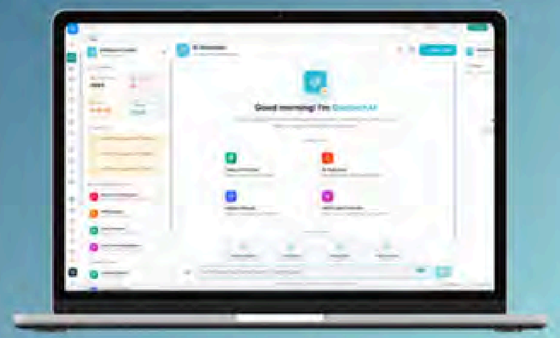
THE OPERATING SYSTEM FOR CONSTRUCTION.

Quotech replaces fragmented SaaS tools, spreadsheets, emails, and manual admin with one AI-native operating system for construction businesses that grows smarter every day.

WHAT WE ARE

One product. Not a suite.

Everything in one place, with Data integrated to empower Automation, Workflows and Intelligence while saving Time in every single point of interaction



Quotech

EVERYTHING STARTS WITH EMAILS THAT FLOW
Into trigger points, for **building quotes, doing your bills and invoicing, organising and scheduling jobs, track and understand** exact Labor capacity and WIP flows, managing shared visibility across the scope

ACCOUNT INTEGRATION
To your construction workflows, with banking and lending integrated (Future)

BUSINESS AND CASH FLOW INTELLIGENCE
that is alive and actually **points you where the problem lays,** focusing on Levers and doing the grunt work in calculations for you

EVERYTHING IN ONE PLACE
As it allows **leveraging the true power of micro detailing and AI to unlock compounding efficiencies** and ease of doing business. The product is about mass customisations and simplifying UI, Reducing the amount of clicks it takes to do everything

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THE HARD FACTS

Quotech

Executive Summary

May 2026 reality. Built and battle-tested in production.

3 PAYING CUSTOMERS
SAM (steel fab) + Bravada (waterproofing, $20m rev trajectory), in production

$7.5K MONTH ARR

2 FOUNDERS

3 ENGINEERS

$100K MONTH BURN RATE
Cursor Coding 50k, Staff $35k, Marketing $5k, General $6k, Infra $4k

1.9M Lines of code

13 Hubs. 21 backend domains. 8 integrations
A system designs to be an Ecosystem

CUSTOMER PROOF

Quotech

What we save customers

Four Customers. Four measured outcomes. All in production

BRAVADA · SPARK PROJECT
East Link Tunnel · largest project in Victoria · 2024-2027

$300K
saved in a single quarter (Q2 FY26)

"BI module surfaced labour insights showing the Elevation Work Platform was underquoted — extra safety-watcher requirements and slower ceiling completions. Caught and rectified through program forwarding before months of additional losses."
— Gary McMahon, Chair, Bravada Group

~10% SAM · QUOTE TIME
~30 min saved per quote
Quotes were 3 hours to 3 days. Templating and pricelist work eliminated.

300/mo AUTOMATION · 3-CUSTOMER PILOT
Bills processed · zero double-handling
Eliminates 3 manual steps per bill. Removes double reconciliation and manual PO handling.

40 min NEWMARK · MGMT TEAM PILOT
Per day, per manager · email + Kanban
3 management members. Downstream cost savings not yet quantified.

All figures measured in production · Bravada and SAM are operating partners co-developing the platform

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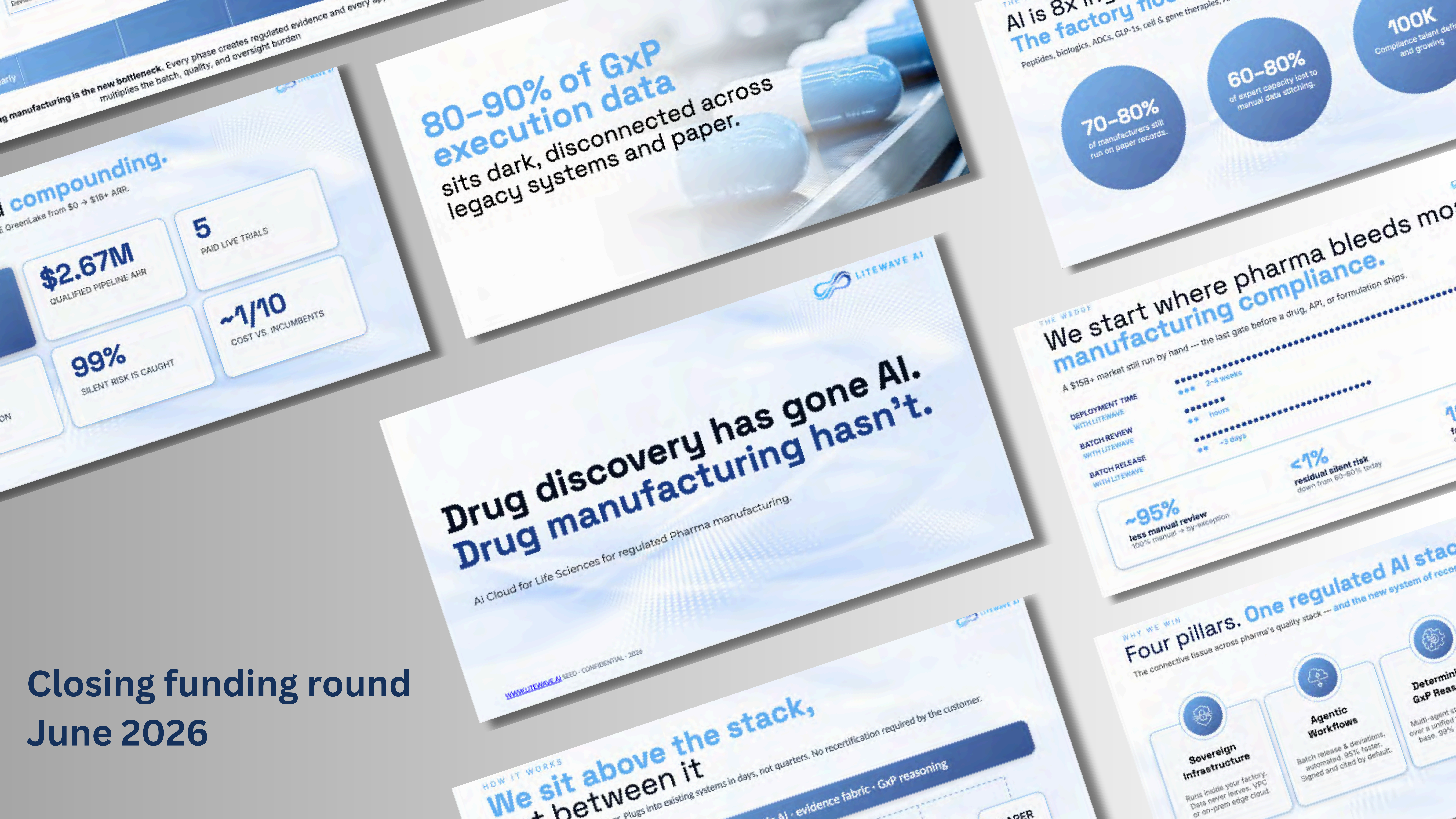
WeCo

The Ask

$5M

Key Investment highlights

- A new significant opportunity supported by changes in the insurance coverage
- Large FQHC market that is mostly greenfield
- Experienced leadership with proven results
- Unique product offering in a competitive market
- Technology as a central B2B2C engagement tool



Closing funding round
June 2026

THE DATA MOAT

The CDMO learning network
Data no frontier model can touch

THE EXCHANGE

6,000+ small CDMOs worldwide
manufacture the world's APIs, biologics, and formulations.

They can't afford enterprise software
we bring them our AI at ~1/10 the cost.

WHAT WE GET

Anonymized manufacturing data
across thousands of products and processes.

The only dataset of its kind on Earth
protected by exchange, not scraping.

Trains models
OpenAI, Anthropic, and frontier labs cannot replicate.

MARKET EXPANSION

From release review to
The regulated AI evidence network

HORIZON 1
$15B
Manufacture Quality Review + Plant=Edge

HORIZON 2
$25B
Sponsor Oversight Network

HORIZON 3
$50B
Manufacturing Intelligence + Regional Cloud

HORIZON 4
$100B
Life Sciences AI Cloud

ADD TEXT HERE

WHY NOW

Regulation, workforce, and pipeline
are flipping at once

UPSTREAM CATALYST
8×
Pipeline expansion by 2035.
GLP-1s are the start. Peptides, biologics, ADCs, cell & gene, and AI-discovered candidates flood the floor.

WORKFORCE
100K+
Compliance talent deficit.
Manual human tracking cannot scale to meet the incoming wave. The math has already failed.

REGULATORY
2026
FDA CSA + global AI standards.
CSA cuts software validation timelines up to 95%. FDA/EMA joint AI principles set the standard for automated mfg compliance.

COMPETITIVE MATRIX

We are the missing layer for regulated AI
Eight capabilities required to ship AI inside a GxP factory. We're the only stack with all of them.

CAPABILITY	Hyperscalers	NeoClouds	Pharma SaaS	Litewave
GxP-native manufacturing compliance	Partial	Missing	Partial	Native
Sovereign / on-prem deploy	Partial	Partial	Missing	Native
Agentic GxP workflows	Partial	Missing	Partial	Native
Deterministic reasoning	Missing	Missing	Partial	Native
Audit-ready evidence trail	Missing	Missing	Native	Native
Handles Paper-heavy Pharma Mfg data	Partial	Missing	Missing	Native
Low-cost inference economics	Partial	Native	Missing	Native
Sponsor CDMO oversight	Missing	Missing	Missing	Native

Missing · Partial / workaround · Native capability

MARKET SEGMENTS · ICP

Five segments, priced to the floor.
Priced to the floor it runs on — by site count and workflow density, not flat seats. A Tier-1 site carries more regulated workflows than a single-site CDMO.

SEGMENT	TYPICAL PROFILE	SITES / PARTNERS	ACV PER SITE	ACV PER LOGO
Small Manufacturer	Single-site CDMO / generics	1 site	$15K	$15K
Mid-Market	Multi-site, 1–2 modalities	~7 sites	$75K IN $225K US	$525K – $1.6M
Tier-1 Manufacturer	Global, multi-modality	~15 sites	$75K IN $225K US	$1.1M – $3.4M
Sponsor Oversight	Pharma sponsor + partner network	~50 partners	$25K / partner	$1.25M / network

Illustrative pricing — replace per-site ACVs with your model. US/EU ACV shown at the modeled 3× India uplift (not yet validated).

LAND & EXPAND

Land one site. Expand the network.
Every logo starts as a single-site trial. Proof compounds across identical sites, then modalities, then the partner network so growth is expansion, not constant net-new hunting.

$75K — 1 SITE TRIAL, 1 API site → **$525K** — ALL LIKE SITES, → 7 API sites → **$1.1M** — ALL MODALITIES, + Formulation, Biologics → **$1.25M+** — PARTNER NETWORK, Sponsor pulls in CDMO partners

ACV within one logo grows ~15× from first land to full network.

Worked example Tier-1 with 7 API + 7 Formulation + 5 Biologics sites: prove 1 API site → expand to all 7 → roll into Formulation → then Biologics. One $75K land becomes $1.1M+ ACV.

Replace conversion rates (trial→production, single→multi-site) with your actuals — they are what make the ARR curve believable.

FINANCIAL PATH

A clear path To $10M ARR
Expansion-led: most new ARR each year comes from growing existing logos, not net-new hunting.

By 2028, ~70% of net-new ARR is expansion within logos already won.

18-MO MIX

Mid-Market US	$4.41M
Tier-1 India	$2.76M
Mid-Market India	$1.47M
Sponsor (US)	$1.27M
Small CDMO (India)	$0.75M

~93% of ARR from ~10 enterprise logos + 1 sponsor network; 50 small CDMOs (via sponsor pull-through) = 7%. Illustrative — swap in your counts & new/expansion split. Series A typically raised across 2027.

MARKET SEGMENTS · ICP

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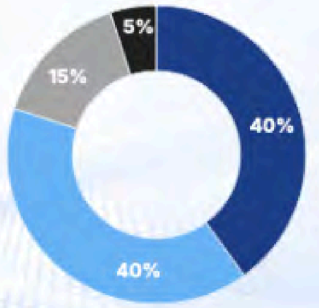
THE ASK

Raising Seed to scale
commercial traction and roadmap

$3.5M

- Convert current $2.67M Pipeline
- Deploy Tier-1 edge trial and convert the 7 site deal
- **Reach $2M ARR for Series A readiness by June 2026**
- Build path to $10M ARR



Won Pitch competition june 2026 and closing on ANGEL ROUND

APPENDIX

Neuraffica

Direct Competitors

FinalSpark	Axoniverse	Cortical Labs	The Biological Computing Co.
EU, organoids, focus on scaling viability	Axoniverse-USA, early stage , focused on scaling MEA	Australia, neuronal culture, focus on scaling viability	USA, focused on inference, early stage

We bridge AI and biocomputing from day one, asking the right questions.

Our demo, using a smaller set of open source data showed benefits for AI applications. Now we want to use biocomputing to produce neuronal activity at scale.

Biocomputing has a resolution problem, limiting this technology. The newest neurotech Marta built previously allows recognizing learning events earlier, improving unit economics.

ROADMAP

36 months to Series A.

Pre-seed — Validation
- Lab setup + bio-hybrid hardware prototype
- Launch First Product (embedding organizer)
- Neuro-inspired architecture PoC, benchmarking (Product 2)
- In-house biocomputer running computations
- Biocomputing MVP (Product 3)
- Customer discovery: 10+ robotics companies, 10+ AI data based companies conversations
- Strategic partnership in hard tech

First revenue: first contracts signed

Seed — Demonstration
- Biocompute training and benchmarking at scale (biocomputing cluster MVP)
- Scale algorithms to models
- Patent supplementation
- 5-10 paying data customers
- First architecture licensing conversations open
- Seed metrics established

Series A — Scaling
- Licensing deals with frontier labs and chip companies (inference)
- Biocompute sales and customization (AI training)
- Further biolcompute platform development with a strategic partner -> moving towards fully analog compute
- Repeatable revenue across all three tiers

ROADMAP

Pre-seed technical roadmap

18 months · 5 quarters · pre-seed funding

NOW	Q1	Q2	Q3	Q4	Q5
Wet Lab Setup	Operational				
Rent Biocomputer (CL) Early access to neuronal activity	External access	External access			
In-house Biocomputer		Collect neuronal activity at scale	Collect neuronal activity at scale	Collect neuronal activity at scale	
Algorithmic Demos	Demo 1: embeddings · Demo 2: small neural nets	Demo 1: embeddings · Demo 2: small neural nets	Demo 1: embeddings · Demo 2: small neural nets		
First Partnerships			Launch partnerships	Launch partnerships	
'AlphaFold' Model				First foundational model + benchmarking	First foundational model + benchmarking ◆

Core build · Research & demos · Partnerships · Product · Milestone

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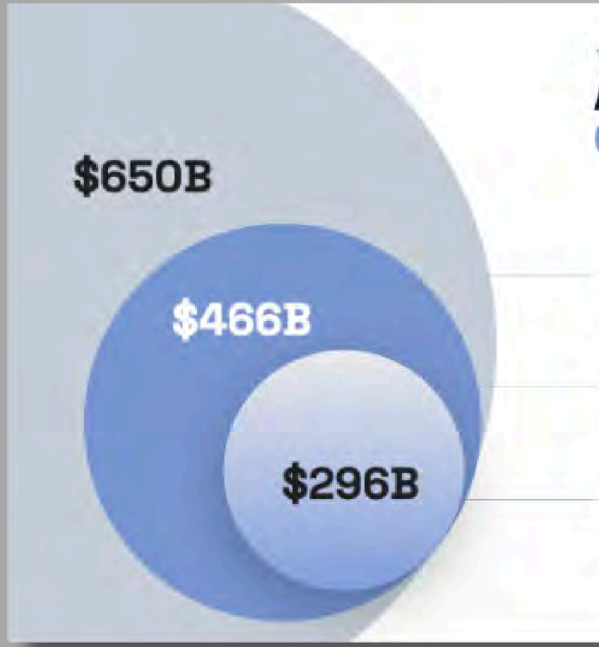
Neuraffica



THE MARKET

A $650B problem.
One missing solution.

$650B HYPERSCALER COMPUTE spend in 2026 alone

$466B AI INFRASTRUCTURE by 2034 · 23% CAGR

$296B AI CHIP MARKET by 2030 · 33% CAGR

THE MARKET

Neuraffica

Green AI: A new AI Infrastructure sub-market.

GREEN AI TAM:
$15.4B today
$129B 2034

CURRENT GREEN AI COMPONENT

- **Cooling** — Data center thermal management
- **Power optimisation** — Grid & energy efficiency
- **Renewable energy** — Solar, wind for data centers
- **Efficient inference: current impovements ~0.2x** — Model compression — Neuraffica
- **Alternative compute: we target 100x+ improvements** — Biological computing — Neuraffica

---

THE MARKET

Neuraffica

Neuraffica moves through the rapidly expanding Green AI stack.

products launched in subsequent years

- Green AI traiang
- Green Inference
- Year 1: Algorithms optimisation

SAM $35B
~700 enterprises with 50M+ spend on AI infrastructure

SOM
30 Clients → 100ARR
20% compute savings priced at 20% + 4% AI infrastructure cost capture: enterprise: $2-5M /client

enterprises process and reorganize embeddings (data) through Neuraffica embeddings optimizer. Making AI more intentional and understandable, saving their infrastructure expediture

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COMPETITIVE LANDSCAPE

Neuraffica

Competitors are scaling models or black-box biology.
We're solving the AI energy problem.

CAPABILITY	Neuraffica	AI labs	Neuromorphic: UnconvAI, GreatSky	Brain emulation: DeepMind	Bio-hybrid: FinalSpark, Cortical Labs
Energy Focus	✓	✗	✓	✗	⚠
Fast Iteration	✓	⚠	✗	✗	✗
Neurotechnology Access	✓	✗	✗	⚠	✗
Interpretability	✓	⚠	✗	✗	✗

01. Big AI labs will license from us

02. Neuromorphic chip companies benefit from our design patterns

03. Biocomputing needs our interpretability to scale effectively.

TRACTION

Neuraffica

Too impactful to stay in academic papers.
Market fit validated before launch.

Prelaunch
- **Proprietary data serving** first algorithms ideation (Marta)
- Scaling high-resolution **Neurotech that improves biocomputing** (Marta)
- Early AI architectures publications (2009, Tomasz)

Q4 2025
- **provisional patent filed** for algorithmic architectures (Q4 2025)

Q1 2026
- **The early team assembled**
- **3 Early partnership LOIs** and community of builders
- Market fit research
- Incorporation

Q2 2026
- **Early demo:** use of neuronal activity improves AI algorithm accuracy and robustness. Scaling now.
- **Synaptix game:** interactive problem illustration

Future
Energy Efficient AI

THE ASK

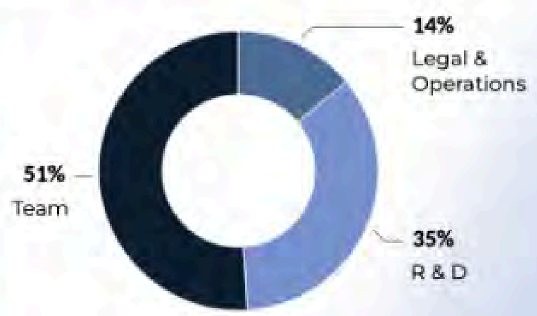
Neuraffica

18 months to working hardware, first revenue, and an IP moat no one can replicate.

$5M
PRE-SEED

18mo
RUNWAY

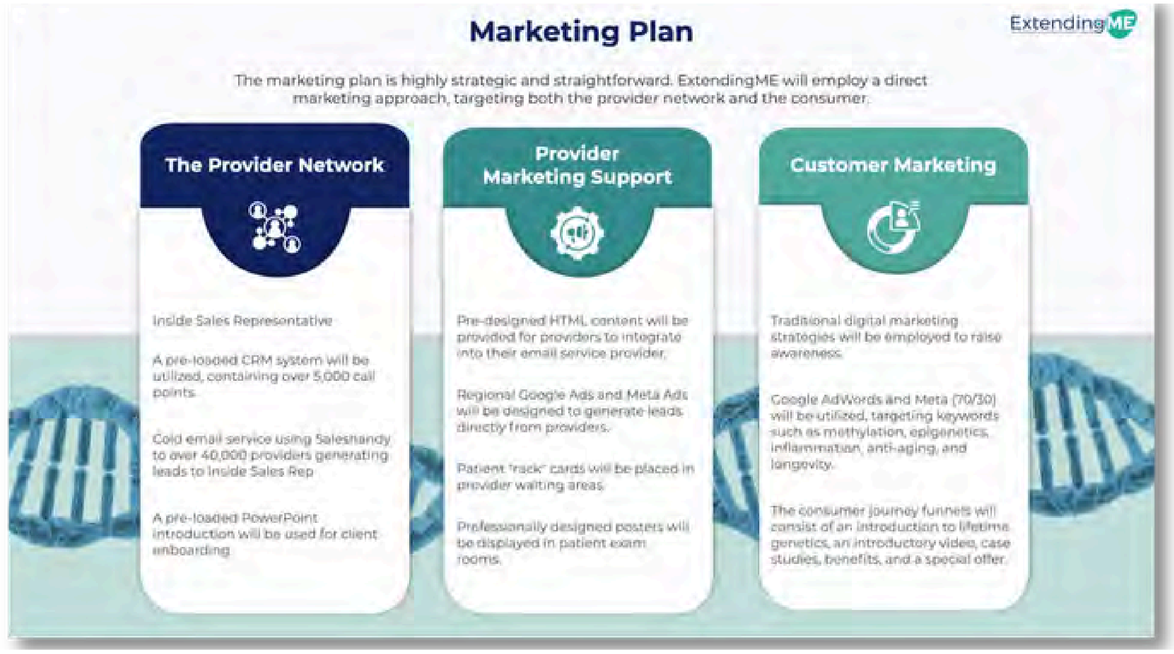
Whats this round unlocks
- First product build and sales (embeddings organizer)
- Biocompute MVP



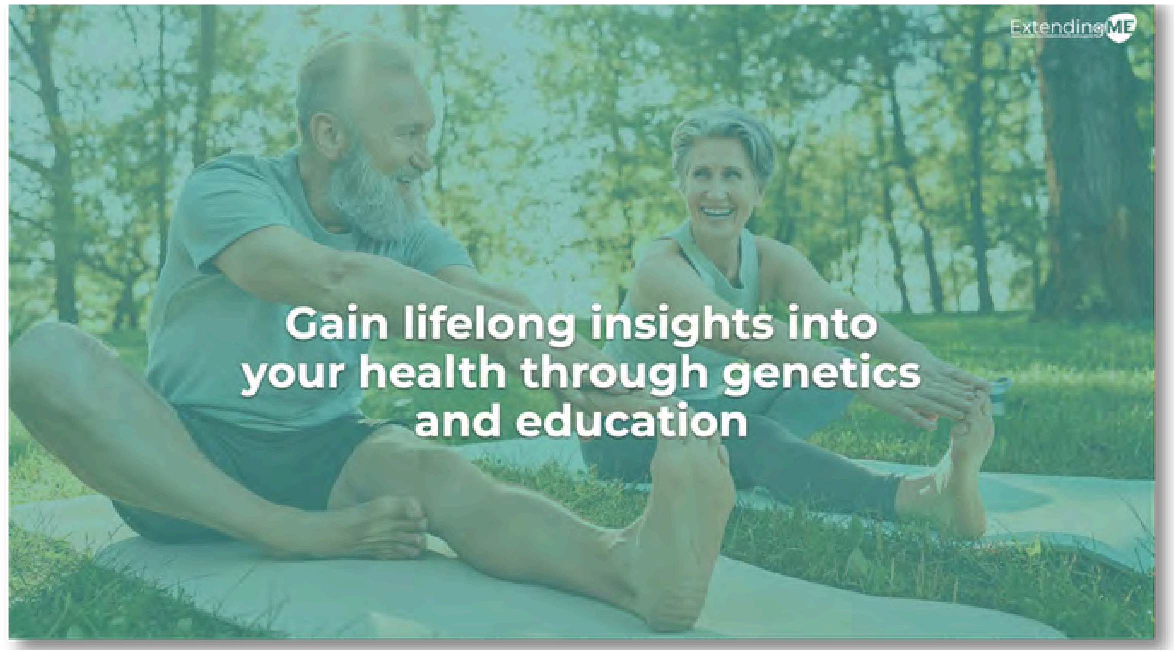
Funded 2025

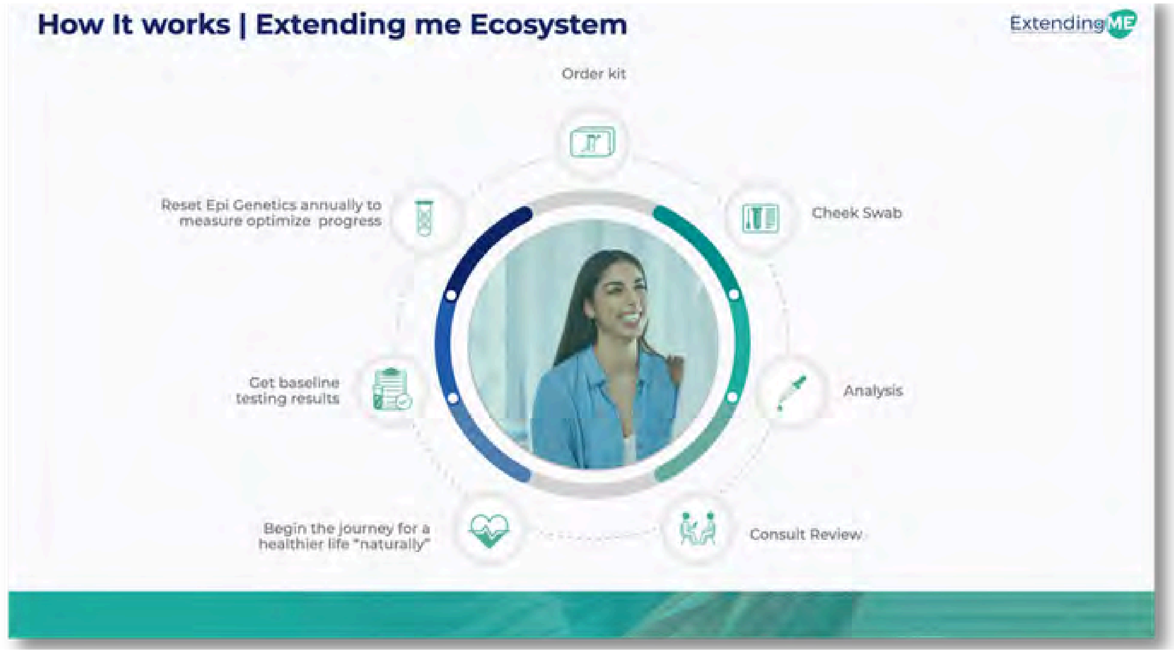
Pitch Deck | Website

Marketing materials

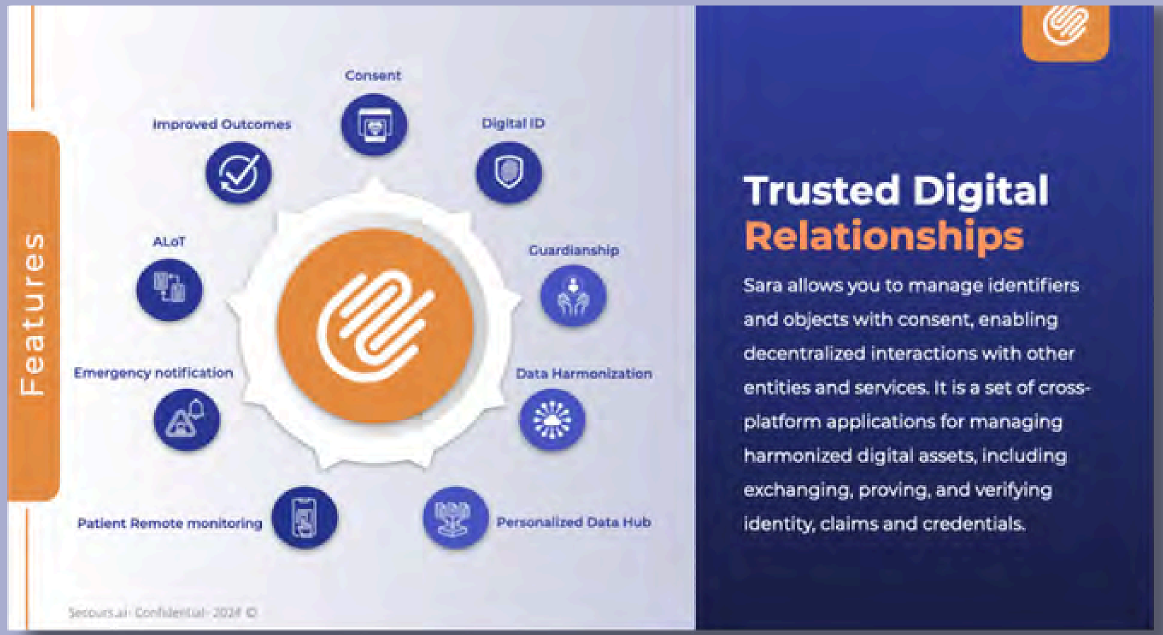


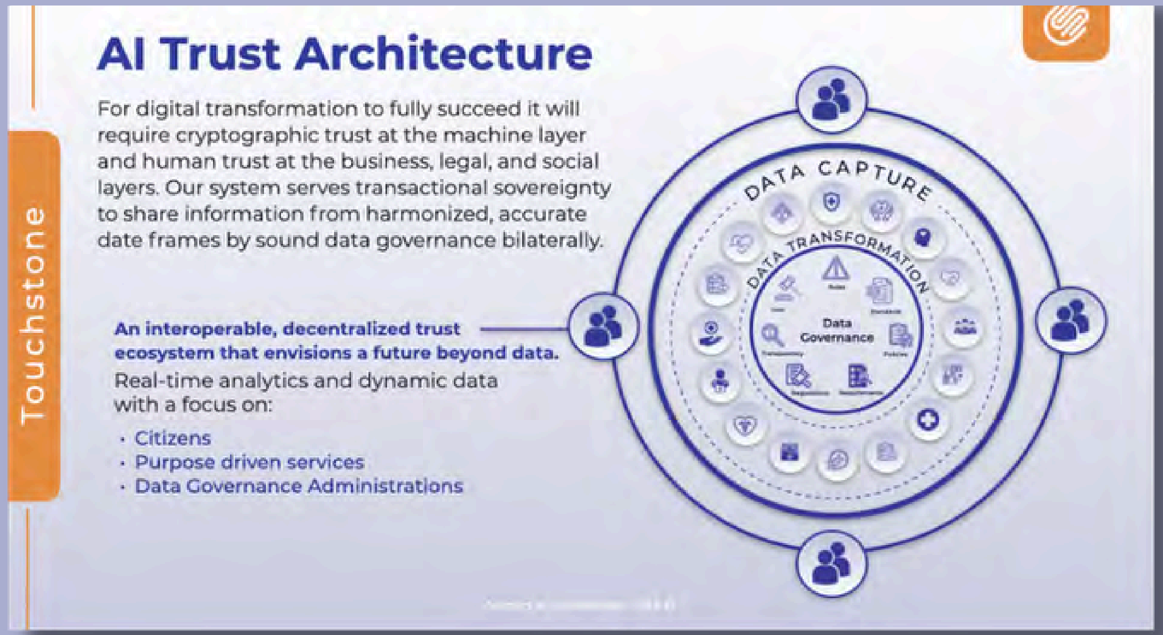
	FY2025	FY2026	FY2027
Revenue	$2,114,565	$9,785,901	$17,906,876
Direct costs	$446,700	$1,784,220	$3,220,256
Gross Margin	$1,666,865	$8,027,681	$14,686,620
Gross Margin %	79%	82%	82%





Trust As A Service
Facing Dementia
How Can We Create Technology to Support Those Losing Their Minds & the Ones Who Care for Them?
Number one search & rescue incident
Over half of them will wander away or become lost, multiple times. Dementia is becoming the number one search and rescue incident in the world. If not found in the first 24 hours, up to half will die. Care-partners live with the fear their loved one may go missing, and with the guilt when they do.
There is no cure
Sadly, there is no cure.
And one more thing, no one can financially afford the disease. Not individuals, the families, the health care industry, the States, nor the world governments.
Dementia is hard, creating a technology for people who are losing their minds is even harder.
The Problem
Every 3 seconds a person is diagnosed with dementia
Who is going to take care of them, and at
Today
57 Million
1.3 Trillion US$
Caregivers
6-1
2030
82 Million
2.8 Trillion US$
Caregivers
4-1
2050
Sara
your best self
Secours.ai
Trust As A Service
Partner Care Crisis
The Problem
BEYOND
SARA
Trusted Digital Assistant
Our Ethos


Features
Consent
Improved Outcomes
Digital ID
ALoT
Guardianship
Emergency notification
Data Harmonization
Patient Remote monitoring
Personalized Data Hub
Trusted Digital Relationships
Sara allows you to manage identifiers and objects with consent, enabling decentralized interactions with other entities and services. It is a set of cross-platform applications for managing harmonized digital assets, including exchanging, proving, and verifying identity, claims and credentials.
Secours.ai- Confidential- 2024 ©


Touchstone
AI Trust Architecture
For digital transformation to fully succeed it will require cryptographic trust at the machine layer and human trust at the business, legal, and social layers. Our system serves transactional sovereignty to share information from harmonized, accurate date frames by sound data governance bilaterally.
An interoperable, decentralized trust ecosystem that envisions a future beyond data.
Real-time analytics and dynamic data with a focus on:
• Citizens
• Purpose driven services
• Data Governance Administrations
DATA CAPTURE
DATA TRANSFORMATION
Data Governance


Execution is Everything
Here's who's built this, defined its culture and is bringing this to market? The global team of Secours are seasoned veterans, with a diverse record of accomplishment and expertise.
Executive Team
Scott Warner
CEO | Chairman | Founder
Nitin Kaushal
CFO
Text goes here
Sgt. Jamie Stirling
Mike Edwards
Text goes here
Secours.ai- Confidential- 2024 ©


The Solution
A new continuum of care
Sara resides under other applications, services and devices to cryptographically migrate and loyal the barrier to Real World Data to advance AI driven digital healthcare and emergency notification.
Think of us as the Intel inside of digital health and safety. Our mission is to change outcomes. A new mechanism of trust.
Facing Dementia
How Can We Create Technology to Support Those Losing Their Minds and the Ones Who Care for Them?


Our Future
The Future of Sara
Our expansion will grow into other markets such as
▪ FemTech
▪ Autism (70 million)
▪ EMS : Public Safety
▪ Insurtech
▪ Foster Care Network
▪ Child Trafficking
EU I SINGAPORE I UAE
First Vertical | Digital health
USE CASE : DIMENTIA
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Market Opportunity
Sara enables a global horizontal market
Our challenge is not opportunity, but focus. Accuracy First – Then Momentum
HEALTHCARE
WELLNESS
Insurance AI
$12 TRILLION
The global health, healthcare and personalized medicine market is experiencing unprecedented growth.
*World Economic Forum
$1.5 TRILLION
A rise in both consumer interest and purchasing power presents "tremendous opportunities" in the global wellness market
*McKinsey Research
$80 BILLION
Integrating AI, the insurance sector has the potential to significantly change the way that risks are underwritten. Moving from simply insuring against risk, to prediction and prevention. Secours serves as a risk mitigation-loss control platform to define new real time actuary


Competition
A paradigm shift is upon us. Who's building what?
The top five Digital Twin Development competitors
NUREA – Medical Imaging Software
PediSurge – Patient Anatomy Simulations
Predictive – Genetic Disorder Prediction
BIO – Whole Body Digital Twin Scans
Virtonomy.io – Virtual Medical Device Testing
None of these companies Offer TDA, consent or data Harmonization
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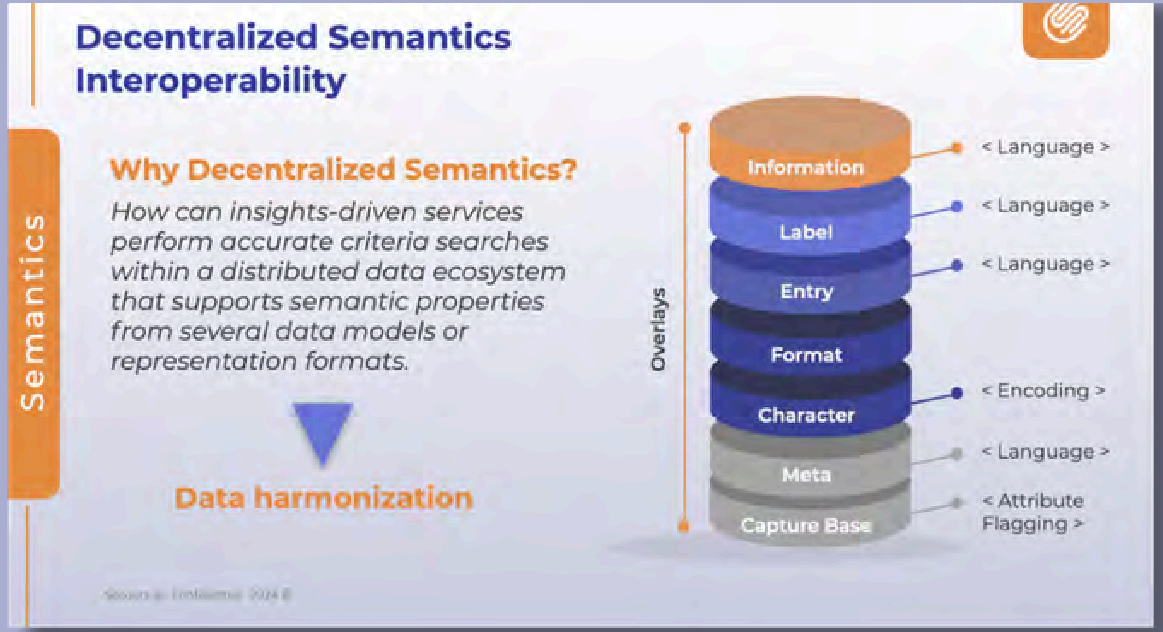
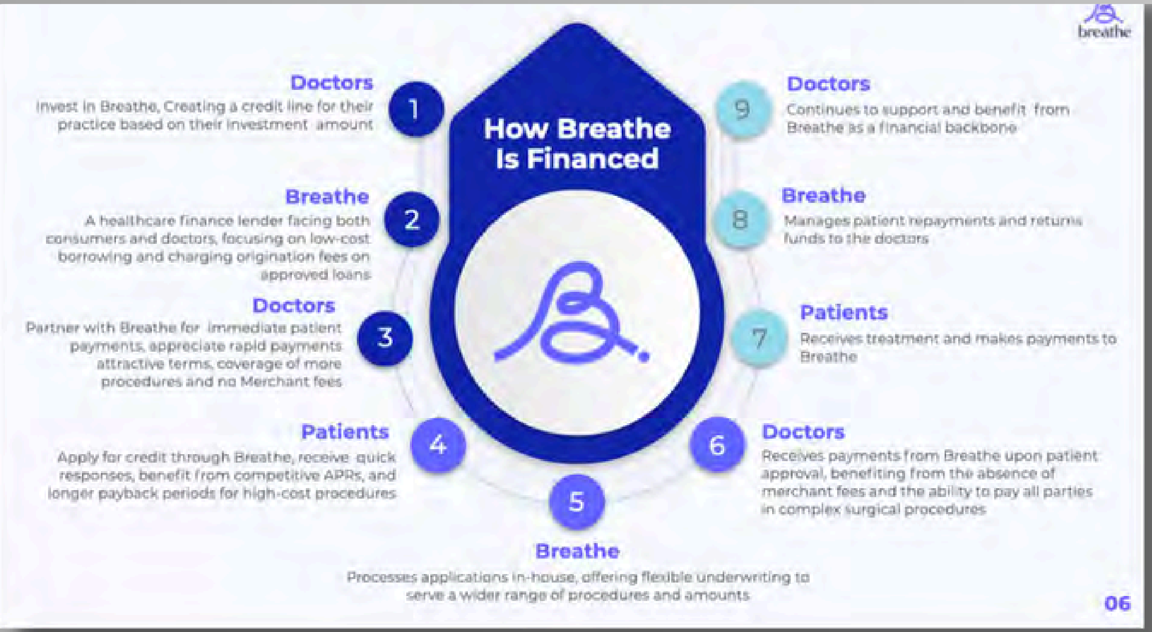

Semantics
Decentralized Semantics Interoperability
Why Decentralized Semantics?
How can insights-driven services perform accurate criteria searches within a distributed data ecosystem that supports semantic properties from several data models or representation formats.
Data harmonization
Overlays
Information
Label
Entry
Format
Character
Meta
Capture Base
< Language >
< Language >
< Language >
< Encoding >
< Language >
< Attribute Flagging >

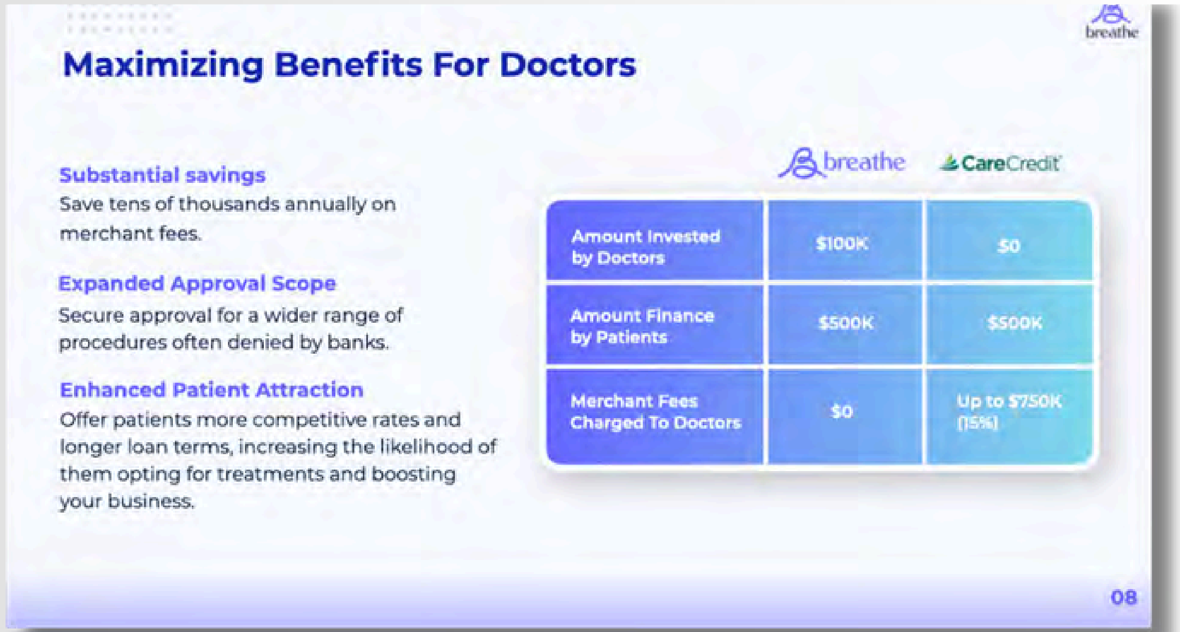

Seed Round
Seed Round
5M
LAUNCH - Q2 2024
TERMS - SAFE
Secours.ai- Confidential- 2024 ©

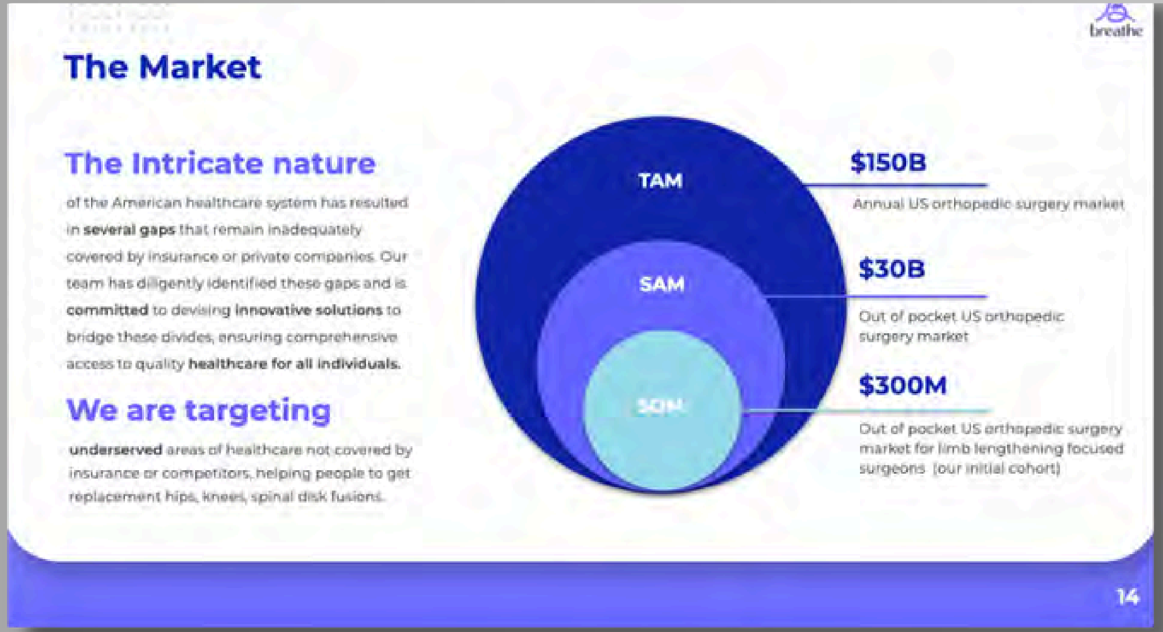

Penny's ordeal, I founded Breathe.
Problem
$471 Billion
Total out-of-pocket costs per year in US
Healthcare in the US remains costly with even insured individuals facing thousands in out-of-pocket expenses.
$2k-$5k
Insurance deductible
$9,450
Max Out-of- pocket
$1K-100K+
Denied insurance
$1K-100K+
Elective Procedures
02
01
for banks.
atients get treated,
octors get paid more.
breathe
Doctor Funded Patient Financing
Pre-Seed | 2024
Payment Options
Pros
Cons
Cash
Home Equity Loan
Credit Card
Healthcare Credit Cards
Immediate, no interest
Large enough to cover Procedures in full
Immediate
Immediate
How Others Are Financed
Synchrony Bank
CareCredit
Doctors
Patients
CareCredit
How others Work

Funded 2025


breathe
How Breathe Is Financed
1 Doctors
Invest in Breathe, Creating a credit line for their practice based on their investment amount
2 Breathe
A healthcare finance lender facing both consumers and doctors, focusing on low-cost borrowing and charging origination fees on approved loans
3 Doctors
Partner with Breathe for immediate patient payments, appreciate rapid payments attractive terms, coverage of more procedures and no Merchant fees
4 Patients
Apply for credit through Breathe, receive quick responses, benefit from competitive APRs, and longer payback periods for high-cost procedures
5 Breathe
Processes applications in-house, offering flexible underwriting to serve a wider range of procedures and amounts
6 Doctors
Receives payments from Breathe upon patient approval, benefiting from the absence of merchant fees and the ability to pay all parties in complex surgical procedures
7 Patients
Receives treatment and makes payments to Breathe
8 Breathe
Manages patient repayments and returns funds to the doctors
9 Doctors
Continues to support and benefit from Breathe as a financial backbone
06


How Breathe Works
Doctor-Focused Financing
Breathe transforms doctor investments into a low-cost borrowing source, bypassing bank models to offer competitive APRs to borrowers and eliminates merchant fees to doctors.
Autonomous Underwriting
In-house underwriting enables us to freely approve a variety of medical procedures rejected by traditional banks.
ASC Friendly
Our approach bypasses the discount fees barrier, facilitating easier collaboration across surgeons, anesthesiologists and Ambulatory Surgical Centers.
breathe
07


Maximizing Benefits For Doctors
Substantial savings
Save tens of thousands annually on merchant fees.
Expanded Approval Scope
Secure approval for a wider range of procedures often denied by banks.
Enhanced Patient Attraction
Offer patients more competitive rates and longer loan terms, increasing the likelihood of them opting for treatments and boosting your business.
breathe
CareCredit
Amount Invested by Doctors
$100K
$0
Amount Finance by Patients
$500K
$500K
Merchant Fees Charged To Doctors
$0
Up to $750K (15%)
08

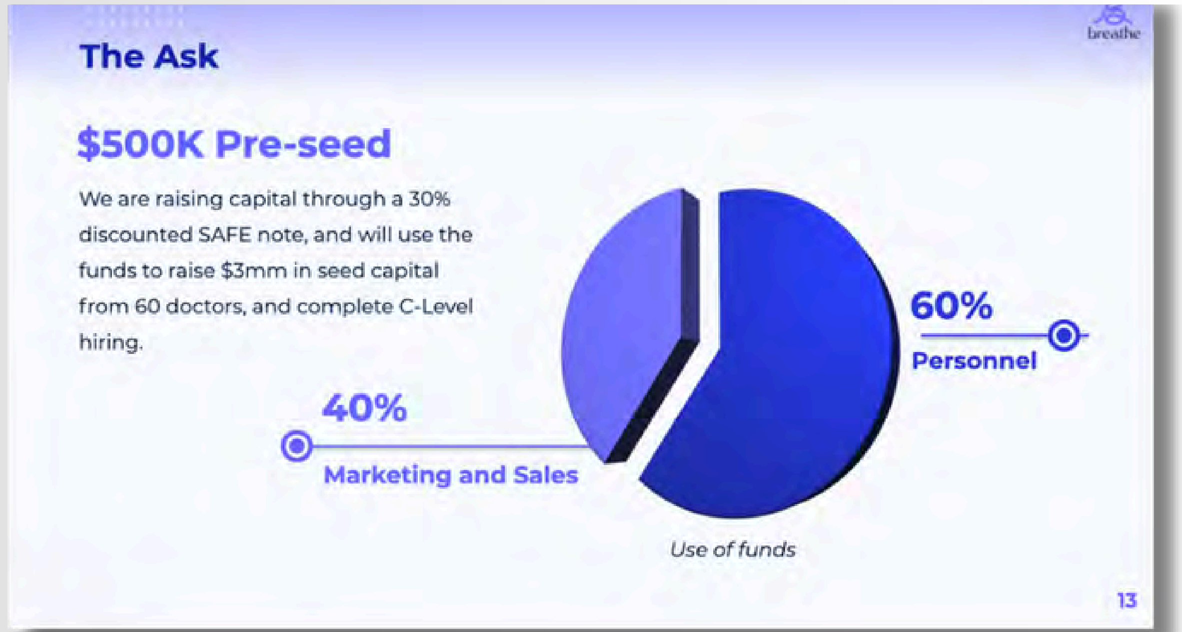

The Market
The Intricate nature
of the American healthcare system has resulted in several gaps that remain inadequately covered by insurance or private companies. Our team has diligently identified these gaps and is committed to devising innovative solutions to bridge these divides, ensuring comprehensive access to quality healthcare for all individuals.
We are targeting
underserved areas of healthcare not covered by insurance or competitors, helping people to get replacement hips, knees, spinal disk fusions.
TAM
SAM
SOM
$150B
Annual US orthopedic surgery market
$30B
Out of pocket US orthopedic surgery market
$300M
Out of pocket US orthopedic surgery market for limb lengthening focused surgeons (our initial cohort)
14


Pioneering Change
Revolutionizing medical financing to make crucial surgeries available to millions.


Our Business Model
Doctor Partnerships:
We incentivize doctors to promote our services by enabling them to perform more procedures at reduced costs.
Focus on Orthopedics
Targeting orthopedic surgeons due to existing relationships, high out-of-pocket costs, limited competitor presence, expected increased demand, and advantageous manufacturer ties.
Interest Spread Revenue
Profit from the difference between our low borrowing costs and the borrower's APR, ensuring higher margins.
Origination Fees
Income from varied origination fees on loans, with an option for borrowers to finance these fees for a comparatively lower APR.
breathe
10


Why Now?
Pandemic-Driven Demand Surge
COVID-19 led to a massive postponement of surgeries, sparking a backlog with a sustained demand anticipated to last until at least 2026.
Booming Baby Boomer Market
By 2029, over 70 million baby boomers will be 65 or older, significantly boosting the need for orthopedic procedures.
Shifting Demographics, Expanding Market
The decreasing average age of joint replacement patients is not only enlarging the current market but also pioneering a novel segment for repeat procedures, an opportunity previously untapped.
Disrupting High-Fee Norms
With competitors like CareCredit setting high merchant fee standards, our innovative financial model that eliminates these fees positions us uniquely, ready to disrupt and lead in the market.
breathe
11


Mayank Chadha, Ph.D.
Co-Founder
Adjunct Professor of Structural Engineering @UCSD
Sean Weissman
Co-Founder
20 Years Entrepreneur, Marketing Veteran, Investment Advisor
Jonathan Smith
Advisor
Former CCO, CareCredit
Jenna Anderson
Advisor
CEO, KiHealth
Former CMO of Alphaeon
Team
Lawrence Ganti
Advisor
Co-Founder, Colorchain
Former Merck, Medtronic, J&J
Kevin Debipharshad, MD
Advisor
Founder, LimbPlastX
Leading Cosmetic Orthopedic Surgeon
S. Robert Rozbruch, MD
Advisor
Chief Limb Lengthening & Complex Reconstruction, Hospital for Specialty Surgery, NY
breathe
12


The Ask
$500K Pre-seed
We are raising capital through a 30% discounted SAFE note, and will use the funds to raise $3mm in seed capital from 60 doctors, and complete C-Level hiring.
60%
Personnel
40%
Marketing and Sales
Use of funds
breathe
13

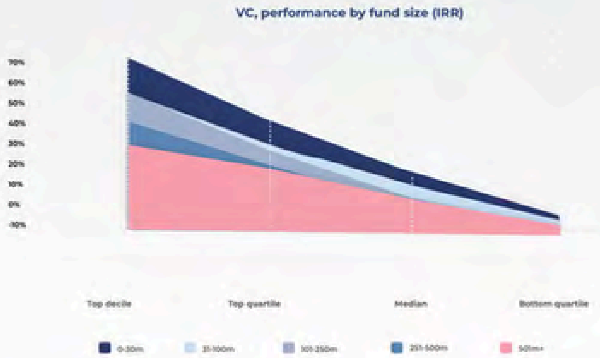

Fund Thesis
Why Invest
Value Add
Partners have unique industry and operational expertise
High-quality deal flow
Experience to discern the best opportunities-emerging technologies that patients, physicians and mayors will embrace
Create further value in portfolio companies
High Investor Returns
Attractive exit opportunities
Gross IRR
03
High demand for capital
Larger VC funds are not equipped to deal with small/early deals
"Your Quote can go here"
AMBIT HEALTH VENTURES
Every 3 seconds a person is diagnosed with dementia
Who is going to take care of them, and at
Today
57 Million
1.3 Trillion US$
Caregivers
6-1
2030
82 Million
2.8 Trillion US$
Caregivers
4-1
2050
Our Teams Experience
Clinical expertise drawn from decades treating diverse patient populations
Built and managed dynamic clinical and operating teams
Launched and scaled multiple healthcare ventures and led value-based care transformation
02 | Confidential Pitch Deck 2023
Early State is the ideal investment entry
Vintage Year
Now Is An Historic Time To Invest
$4.5 Trillion market in the U.S. and growing
Market correction has created attractive entry

Funded 2025

Smaller VC funds consistently outperform larger funds

AMBIT

- Can leverage QSBS to enhance after-tax returns when appropriate
- 23.8% tax savings



Unique Ability to De-risk Early Stage Investments

AMBIT

01. Clinical Expertise

Including physician network & LPs from diverse specialties quickly determine whether this innovation will deliver meaningful clinical improvements for patients & physicians

02. Market Adoption

- How easy to adopt & integrate into workflows
- Who will pay for this technology

03. Access Operational Risk

What does the company have to excel at to succeed

04. Board Seat

- technology development
- regulatory approval
- early market adoption

Investment Strategy

AMBIT

We focus on digital health innovations that make meaningful impact on care
- Digital Diagnostics
- Digital Therapeutics
- Tech-enabled Services

Opportunistic investments

Follow on investments

Investment Criteria
- "Must have" innovation
- Demonstrable value patient, physician, and payor
- Clear regulatory pathway
- Commercialization is close
- Management has an 'unfair' advantage

Attractive valuations

Investment Strategy

AMBIT

We focus on digital health innovations that make meaningful impact on care
- Digital Diagnostics
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- Commercialization is close
- Management has an 'unfair' advantage

Opportunistic investments

Attractive valuations

Follow on investments

Ambit health Ventures II, LP

$20 Million
Fund Size

10
Target Number of Investments

1.5-2.0 Million
Per Investment

Helping Portfolio

AMBIT

Introductions
Medical advisors, business advisors, customers, co-investors, collaborators, FDA consultants

Support
We personally work on boards and behind the scenes to assure success of our portfolio companies

Follow-on Funding
To those companies who meet our milestone we fund future rounds

In the News

Bone Health Technologies Announces FDA Clearance of Osteoboost, the First Prescription Medical Device to Treat Low Bone Density

Time Magazine
https://time.com › collection › surgibox-surgifield
SurgiBox SurgiField: The 200 Best Inventions of 2023
Oct 24, 2023 — "We offer high-quality care and safe surgery at the point of need," says Debbie Teodorescu, founder of MIT spinout SurgiBox. Its SurgiField ...

2021 Vintage

~Gross IRR: **44%**

~Net IRR **32%**

8 Investments

Ambit health Ventures I, LP

AMBIT

Value Position	Initial Investment	Cost Basis	~Gross IRR
Traumatic brain injury/concussion diagnostic	February 2021	$1.0M	14%
Remote ear infection diagnosis via smartphone	March 2021	$0.75M	17%
Wearable device to treat osteopenia and osteoporosis	April 2021	$0.8M	104%
Contact lens that monitors intraocular Pressure from glaucoma	December 2021	$0.75M	45%
Digital human medical assistant	September 2022	$0.25M	0%
Device that monitors brainstem injury	November 2022	$0.5M	70%
AI to read retinal images for diabetic retinopathy	July 2022	$0.4M	96%
Portable, inflatable operating theater	August 2023	$0.5M	104%

Case Studies | Bone Health TECHNOLOGIES

AMBIT

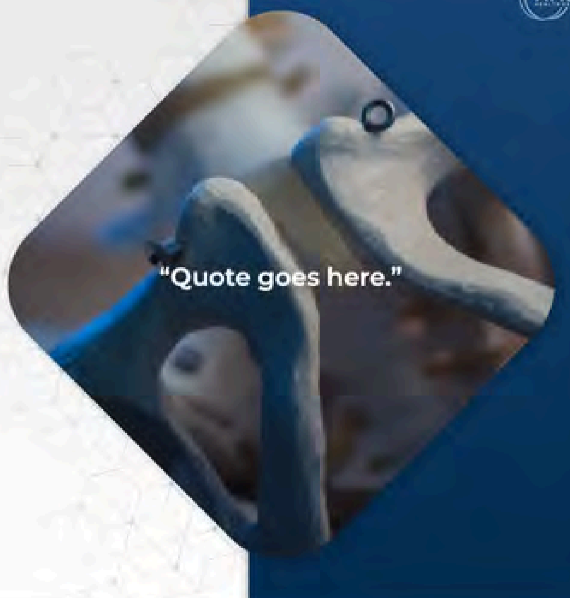
Deal source: Referral From current investor

Investment Thesis:
- Great CEO
- Unique technology for condition with no current treatment
- Proven science
- Huge market
- Experts loved it

Key deal terms
- Board position
- ~10M pre-money valuation
- Follow-on rights
- Customary preferred equity rights

Ambit value add
- Active Board participation & CEO support
- Recruited key scientific advisor to join the company
- Attracted other key co-investors

Current valuation estimate
- 45M-60M (~104% Gross IRR)



Exceptional Deal Flow

AMBIT

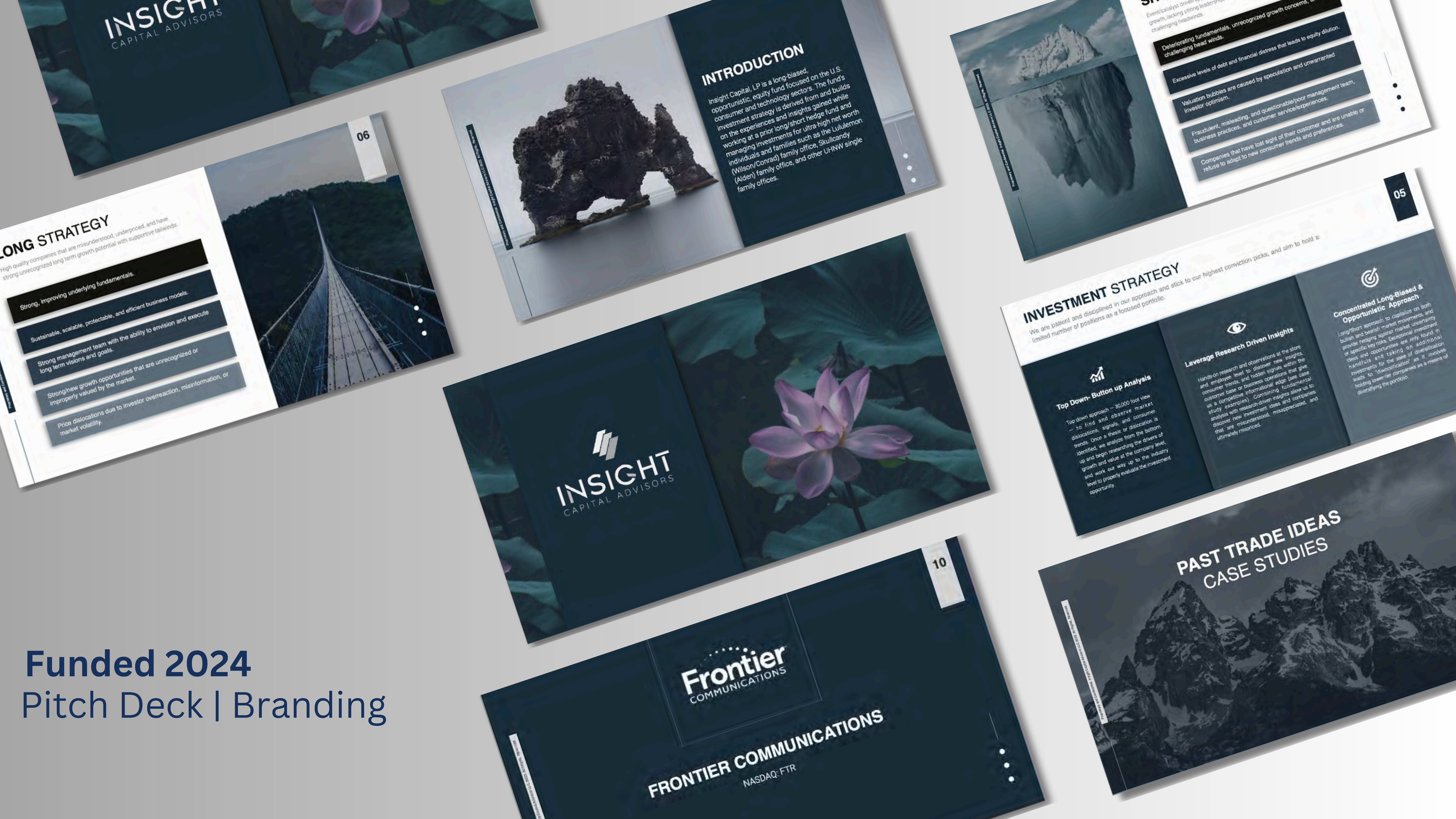
Per Year

High Demand for equity investments below $5M

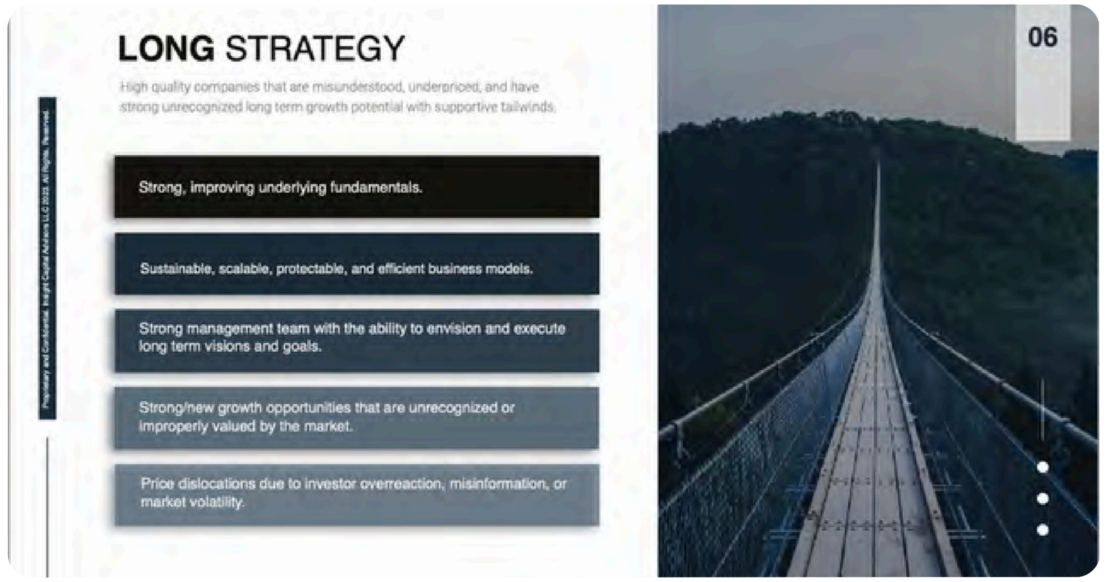
Large VCs are not set up to invest in early-stage digital health deals

Large pipeline of professional networks, VC networks, and conferences

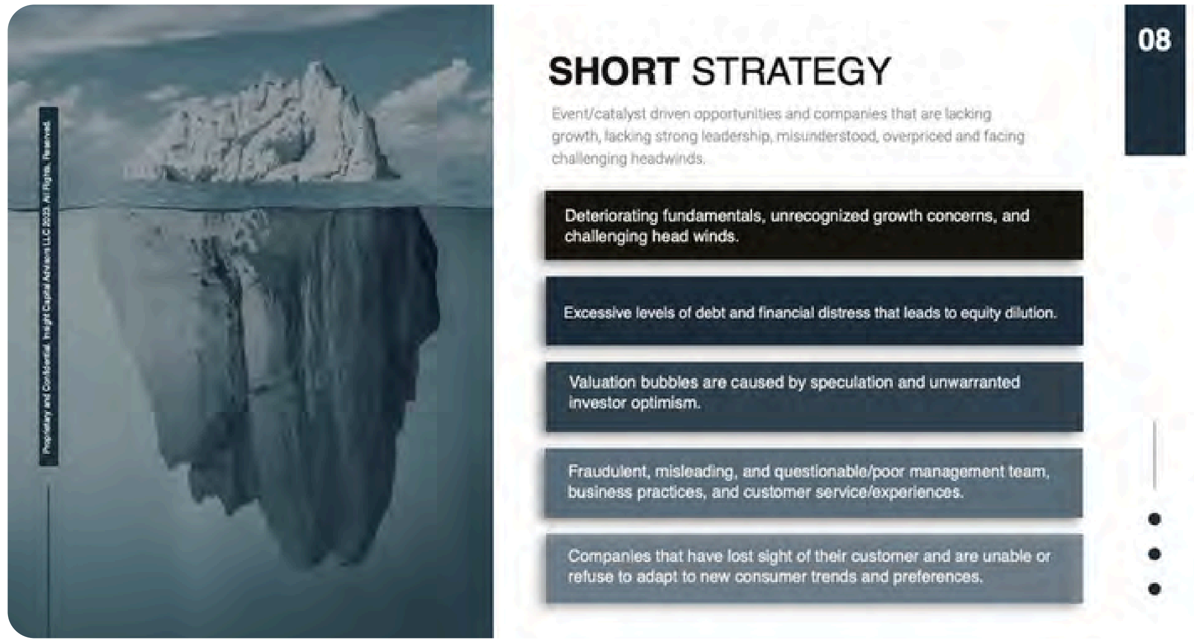
500 — Decks Submitted
100 — Full Pitch and partner review
25 — Light due diligence
10 — Full due diligence
3 — Invest

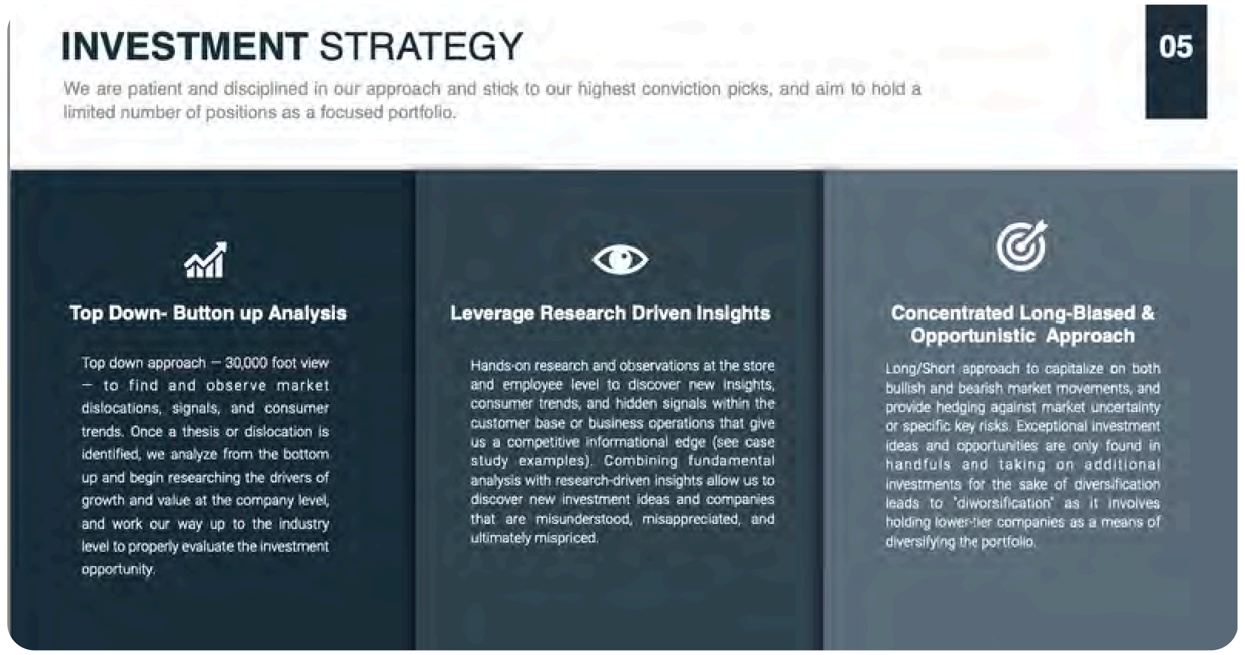


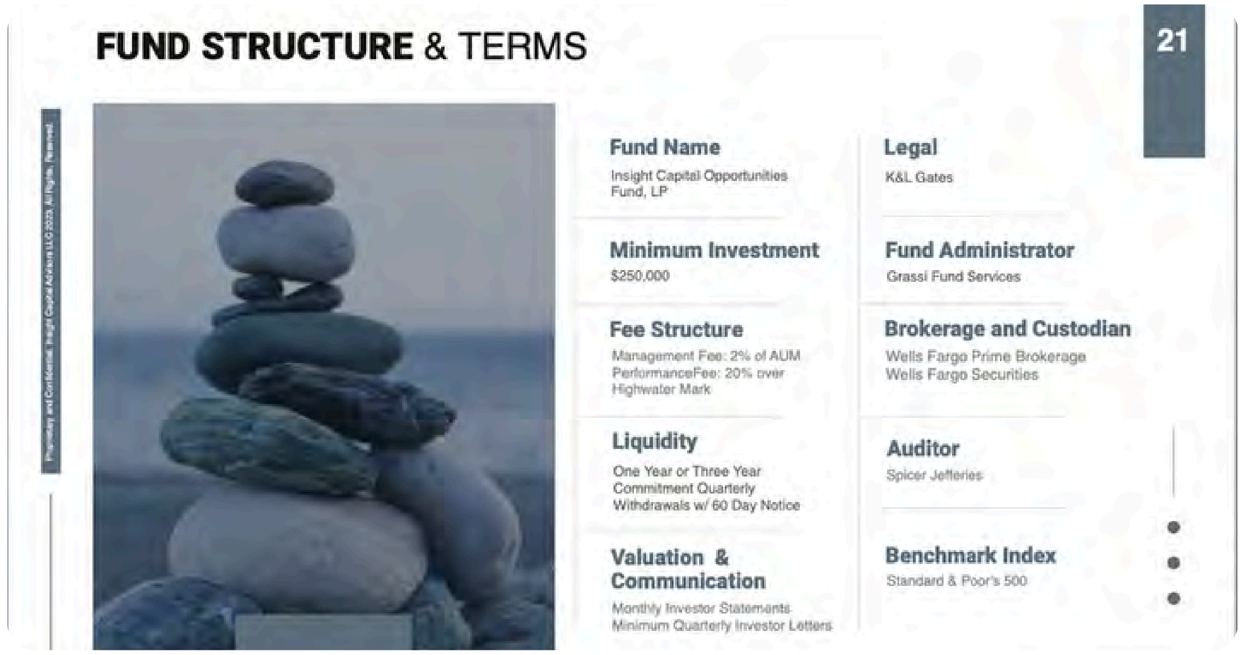
Funded 2024
Pitch Deck | Branding

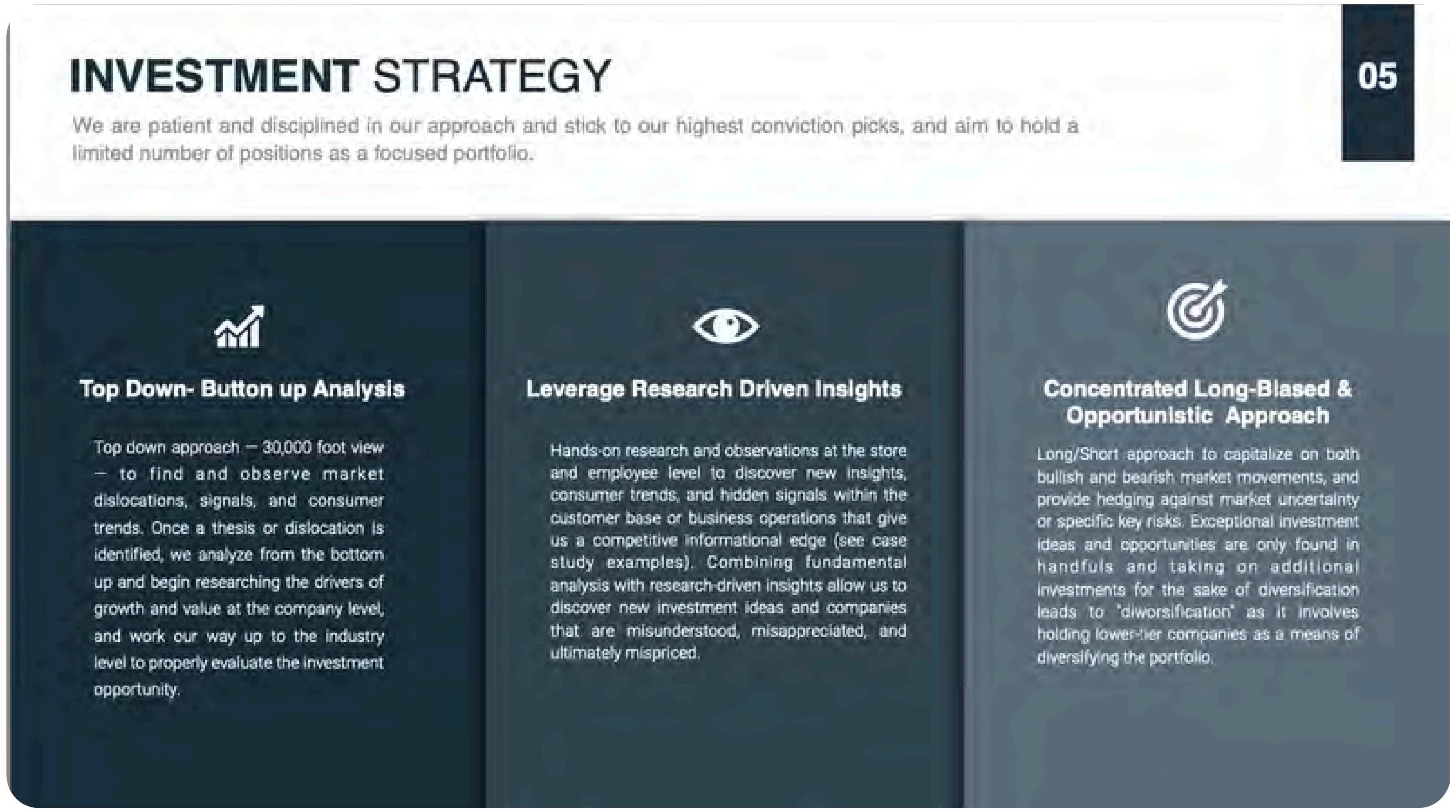

06
LONG STRATEGY
High quality companies that are misunderstood, underpriced, and have strong unrecognized long term growth potential with supportive tailwinds.
Strong, improving underlying fundamentals.
Sustainable, scalable, protectable, and efficient business models.
Strong management team with the ability to envision and execute long term visions and goals.
Strong/new growth opportunities that are unrecognized or improperly valued by the market.
Price dislocations due to investor overreaction, misinformation, or market volatility.


02
INTRODUCTION
Insight Capital, LP is a long-biased, opportunistic, equity fund focused on the U.S. consumer and technology sectors. The fund's investment strategy is derived from and builds on the experiences and insights gained while working at a prior long/short hedge fund and managing investments for ultra-high net worth individuals and families such as the Lululemon (Wilson/Conrad) family office, Skullcandy (Alden) family office, and other UHNW single family offices.


08
SHORT STRATEGY
Event/catalyst driven opportunities and companies that are lacking growth, lacking strong leadership, misunderstood, overpriced and facing challenging headwinds.
Deteriorating fundamentals, unrecognized growth concerns, and challenging head winds.
Excessive levels of debt and financial distress that leads to equity dilution.
Valuation bubbles are caused by speculation and unwarranted investor optimism.
Fraudulent, misleading, and questionable/poor management team, business practices, and customer service/experiences.
Companies that have lost sight of their customer and are unable or refuse to adapt to new consumer trends and preferences.


INVESTMENT STRATEGY
05
We are patient and disciplined in our approach and stick to our highest conviction picks, and aim to hold a limited number of positions as a focused portfolio.
Top Down- Button up Analysis
Top down approach – 30,000 foot view – to find and observe market dislocations, signals, and consumer trends. Once a thesis or dislocation is identified, we analyze from the bottom up and begin researching the drivers of growth and value at the company level, and work our way up to the industry level to properly evaluate the investment opportunity.
Leverage Research Driven Insights
Hands-on research and observations at the store and employee level to discover new insights, consumer trends, and hidden signals within the customer base or business operations that give us a competitive informational edge (see case study examples). Combining fundamental analysis with research-driven insights allow us to discover new investment ideas and companies that are misunderstood, misappreciated, and ultimately mispriced.
Concentrated Long-Biased & Opportunistic Approach
Long/Short approach to capitalize on both bullish and bearish market movements, and provide hedging against market uncertainty or specific key risks. Exceptional investment ideas and opportunities are only found in handfuls and taking on additional investments for the sake of diversification leads to "diworsification" as it involves holding lower-tier companies as a means of diversifying the portfolio.


FUND STRUCTURE & TERMS
21
Fund Name
Insight Capital Opportunities Fund, LP
Legal
K&L Gates
Minimum Investment
$250,000
Fund Administrator
Grassi Fund Services
Fee Structure
Management Fee: 2% of AUM
PerformanceFee: 20% over Highwater Mark
Brokerage and Custodian
Wells Fargo Prime Brokerage
Wells Fargo Securities
Liquidity
One Year or Three Year Commitment Quarterly Withdrawals w/ 60 Day Notice
Auditor
Spicer Jefferies
Valuation & Communication
Monthly Investor Statements
Minimum Quarterly Investor Letters
Benchmark Index
Standard & Poor's 500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INVESTMENT STRATEGY

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Square

NASDAQ: SQ

Short: Special Situation

Tracked real-time subscriber churn (subscriber loss) by exploiting technological know-how and the company's operational failures to uncover IP addresses allocated to the critical CA, TX, and FL growth markets, using scripts to routinely monitor FTR's networks for active customers. This provided us with accurate, real-time day-to-day, customer churn data that Wall St analysts lacked, giving us a significant advantage in anticipating FTR's financial distress prior to their earnings announcements, as we observed revenue declines caused by mass subscriber losses.

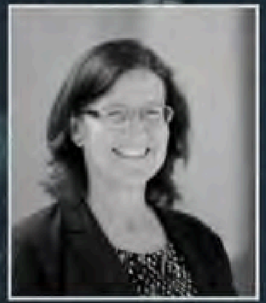
Began shorting the stock when FTR's market capitalization was $2.5 Billion. Shortly after, at the prestigious Sohn Conference, FTR was presented as a high conviction Short by Jericho Capital mainly based around the high debt levels and impending financial distress. The company Eventually fell to $150M market capitalization and entered into Chapter 11 bankruptcy.

Results

Capitalized on three consecutive short sales, taking advantage of price dislocations resulting from Wall Street analysts' overoptimistic churn estimates as evidenced by our data. Covered (closed out) short position after each quarterly earnings report, earning approximately 30% on each trade, or 120% in total profit.

DR. JEAN HELWEDGE

ADVISOR



Dr. Jean Helwege is a distinguished professor in the Finance department at UC Riverside's School of Business, where she holds the prestigious Anderson Chair in Finance. Prior to her current position, she served as the J. Henry Fellers Professor in Business Administration at the University of South Carolina. Her academic career also includes faculty roles at Penn State, the University of Arizona, and Ohio State University.

During the period from 1988 to 1998, Dr. Helwege worked in the Federal Reserve System, spending six years as an economist at the Board and four years as a senior economist in New York. She has authored over 30 scholarly articles in esteemed peer-reviewed journals, including notable publications in the Journal of Finance, Review of Financial Studies, Journal of Financial Economics, Journal of Financial and Quantitative Analysis, and the Journal of Fixed Income.

- Anderson Chair in Finance at Anderson School of Business, University of California Riverside.
- J. Henry Fellers Professor in Business Administration at the University of South Carolina.
- Research Focus: Corporate bonds, bank regulations, financial distress, IPOs, and capital structures.
- 6 years as an Economist at the Federal Reserve Board.
- 30+ peer-reviewed scholarly articles published.
- 4 years as a Senior Economist for the Federal Reserve in New York.

FUND STRUCTURE & TERMS

FUND NAME
Insight Capital Opportunities Fund LP

MINIMUM INVESTMENT
$250,000

LIQUIDITY
One Year or Three Year Commitment Quarterly Withdrawals w/ 60 Day Notice

VALUATION & COMMUNICATION
Monthly Investor Statements Minimum Quarterly Investor Letters

FEE STRUCTURE
Management Fee: 2% of AUM PerformanceFee: 20% over Highwater Mark

LEGAL
K&L Gates

FUND AMINISTRATOR
Grassi Fund Services

BROKERAGE AND CUSTODIAN
Wells Fargo Prime Brokerage Wells Fargo Securities

AUDITOR
Spicer Jefferies

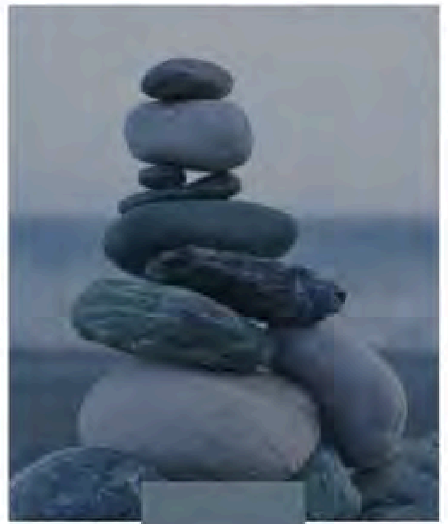
BENCHMARK INDEX
Standard & Poor's 500

Frontier COMMUNICATIONS

FRONTIER COMMUNICATIONS

NASDAQ: FTR

FUND STRUCTURE & TERMS



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Insight Capital Opportunities Fund, LP

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$250,000

Fee Structure
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Liquidity
One Year or Three Year Commitment Quarterly Withdrawals w/ 60 Day Notice

Valuation & Communication
Monthly Investor Statements Minimum Quarterly Investor Letters

Legal
K&L Gates

Fund Administrator
Grassi Fund Services

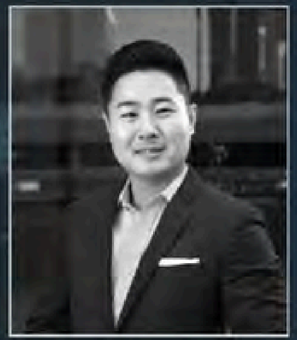
Brokerage and Custodian
Wells Fargo Prime Brokerage Wells Fargo Securities

Auditor
Spicer Jefferies

Benchmark Index
Standard & Poor's 500

RANDOLPH KIM

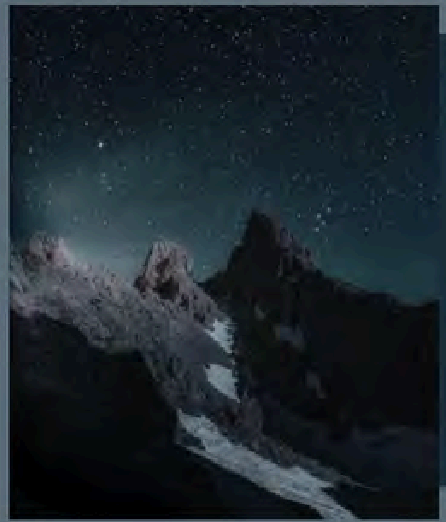
PORTFOLIO MANAGER



Randolph Kim is the portfolio manager at Insight Capital Advisors. He holds a B.A. degree in Economics and Business Administration, as well as a Master of Finance degree from the Anderson Graduate School of Management at the University of California Riverside. He holds over 11 years of experience across investment banking, public equities, private equity/venture capital, private wealth management, large scale real estate, and entrepreneurship.

Prior to Insight Capital Advisors, Randolph worked 3 years as an analyst at a long-biased US equity hedge fund focused on fundamental value, growth, and special situation investments across the consumer discretionary and technology sectors. The fund was closely tied to the Lululemon founding family through which, while working closely with the family, he developed valuable insights and a deep understanding of the critical factors and qualitative aspects that contribute to the success of consumer companies.

Additionally, Randolph worked 4.5 years as a senior associate at an ultra high net worth single-family office, where he focused on direct investments across private equity, venture capital, public equities, and real estate. Notably, during his tenure, he led a significant investment in RepairSmith Inc., a tech-enabled auto repair platform catering to both consumers and B2B clients. The successful sale of RepairSmith Inc. to AutoNation in January 2023 resulted in one of the largest investment profits in the history of the family office.



CONTACT

Randolph Kim

Phone Number
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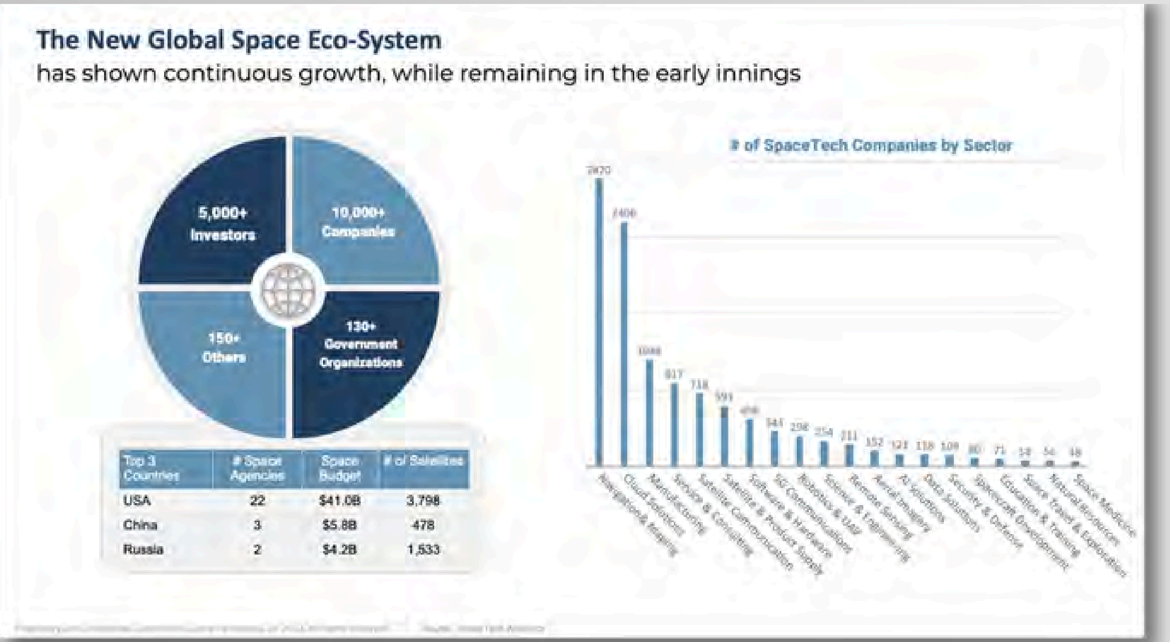
Location
3780 Kilroy Airport Way, Suite 200
Long Beach, CA 90806

Email
randolph.kim@insightcapitaladvisors.com

Funded 2024

Pitch Deck | Branding


Insight Capital Advisors
Charles Robinson
Head of Aquisitions
Acquisition, Venture, RE Funds
All Future Funds
Chenel Asset Management LLC
The Investment Manager Of the Partnership
CGPO LLC
The General Partner Of the Partnerships
LIMITED PARTNERS PARTNERSHIP
Search Fund


The New Global Space Eco-System
has shown continuous growth, while remaining in the early innings
5,000+ Investors
10,000+ Companies
150+ Others
130+ Government Organizations
# of SpaceTech Companies by Sector
Top 3 Countries
Space Agencies
Space Budget
# of Satellites
USA
22
$41.0B
3,798
China
3
$5.8B
478
Russia
2
$4.2B
1,533


The Space Industry
is comprised of several unique sub-sectors, each of which offers promising investment opportunities
Launch Services
Providing launch services. Building launch vehicles, satellites, and propulsion systems.
Manufacturing
Satellites (Communications, Imagery & Data)
Defense Technologies
Drones and UAV
Space Infrastructure
eVTOL (Electrical Vertical Take-off and Landing)
Air taxis for regional travel that are disrupting the transportation industry.
Ursa
ANDURIL
MOMENTUS
Joby


ROI Master Plan
Through Venture, Growth, Acquisitions, and Funds we aim to become a recognizable name in the industry
$3.091bn
Targeted ROI created
$618.3m
Chenel Capital ROI
$1.3bn
Targeted investments
$185.19m
Dividends distributions
$433.11m
Reinvest through Chenel Capital
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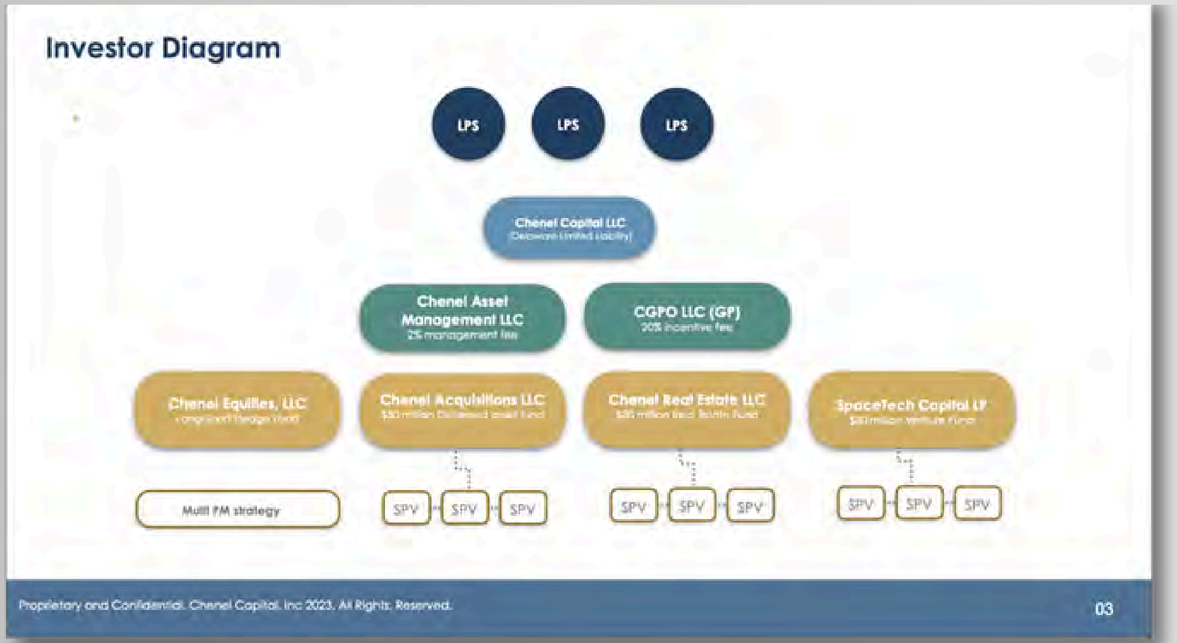
Investor Diagram
LPS
LPS
LPS
Chenel Capital LLC
Chenel Asset Management LLC
CGPO LLC (GP)
Chenel Equities, LLC
Chenel Acquisitions LLC
Chenel Real Estate LLC
SpaceTech Capital LP
Multi PM strategy
SPV
SPV
SPV
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SPV
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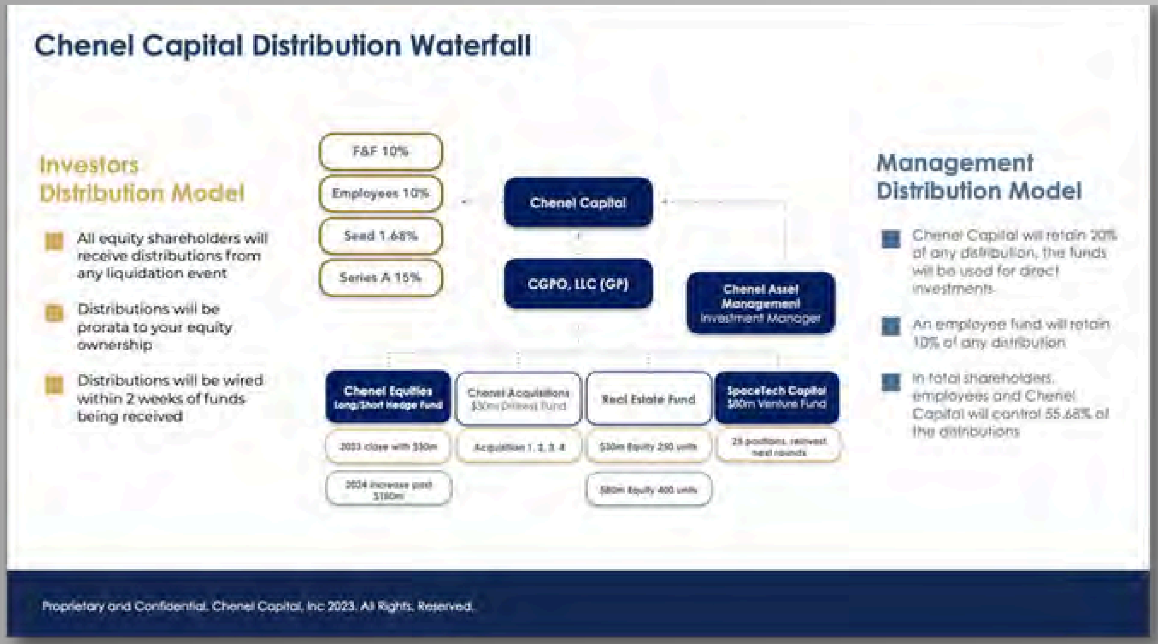
03


Investment Performance
Portfolio Company
Investment amount
Company Valuation
Company Stage
MOIC
IRR
Healthcepoint Solutions
KalGene
Phantom Space
SpaceAlpha Insights
Ursa Major
Agrarius
Axiom
GLC Capital
TOTAL
$10,000,000
3.5X
35%
Proprietary and Confidential. Chenel Capital, Inc 2023. All Rights Reserved.


Chenel Capital Distribution Waterfall
Investors Distribution Model
All equity shareholders will receive distributions from any liquidation event
Distributions will be prorata to your equity ownership
Distributions will be wired within 2 weeks of funds being received
F&F 10%
Employees 10%
Seed 1.68%
Series A 15%
Chenel Capital
CGPO, LLC (GP)
Chenel Asset Management Investment Manager
Chenel Equities
Chenel Acquisitions
Real Estate Fund
SpaceTech Capital
Management Distribution Model
Chenel Capital will retain 20% of any distribution. The funds will be used for direct investments.
An employee fund will retain 10% of any distribution
In total shareholders, employees and Chenel Capital will control 55.68% of the distributions
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Global Footprint
Through strategic expansion efforts, we aim to establish a profound presence in diverse markets worldwide, effectively harnessing opportunities for growth and delivering value to a broader spectrum of investors.
Phase I
Phase II
Phase III
LA
Dallas
Miami
New York
London
UAE
Mumbai
Singapore
Tokyo
Sao Paulo
Melbourne


CHENEL
CAPITAL
THANK YOU
Richard Chenel
Founder & Managing Partner
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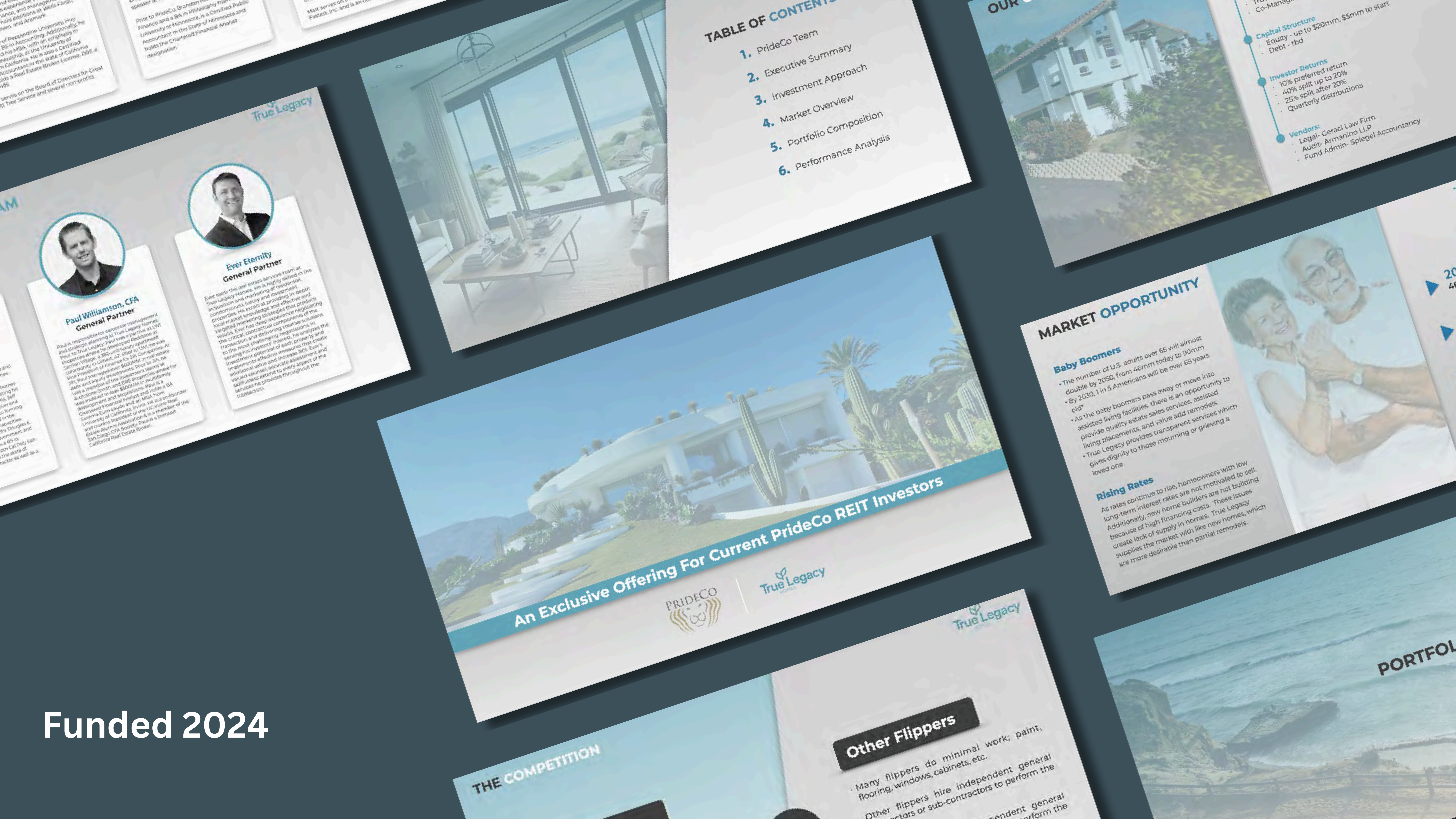
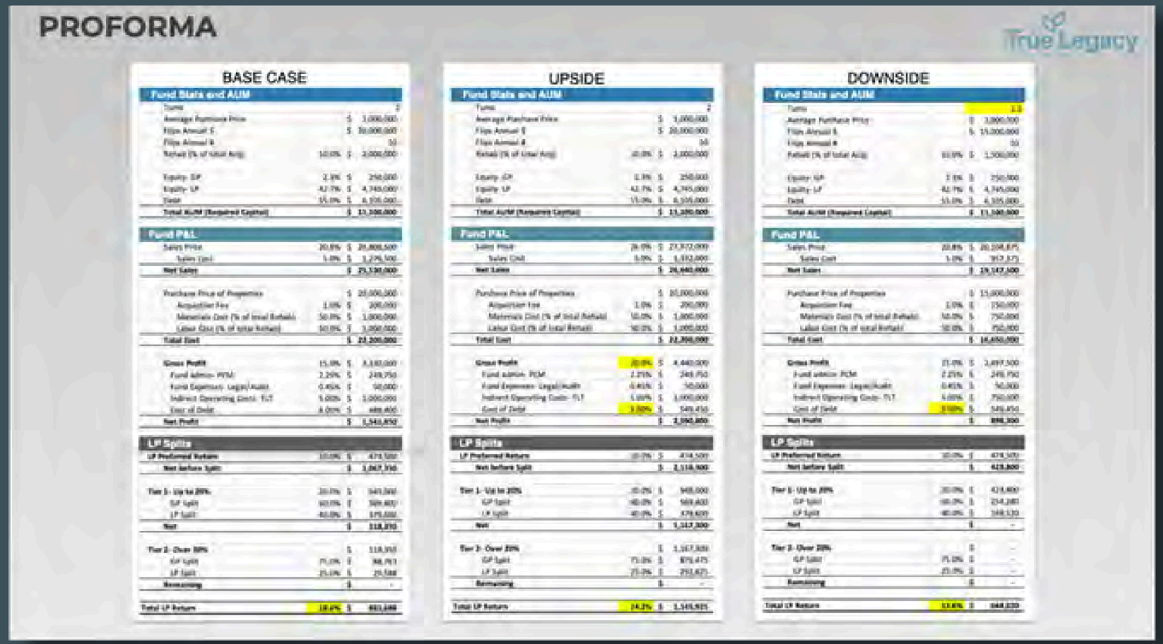
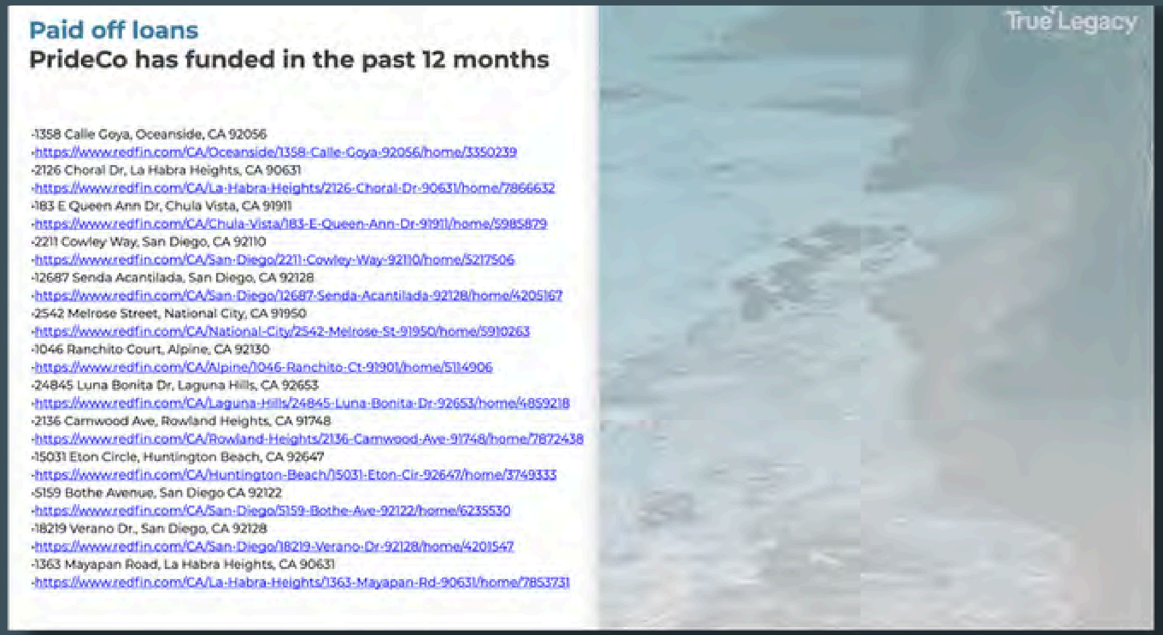
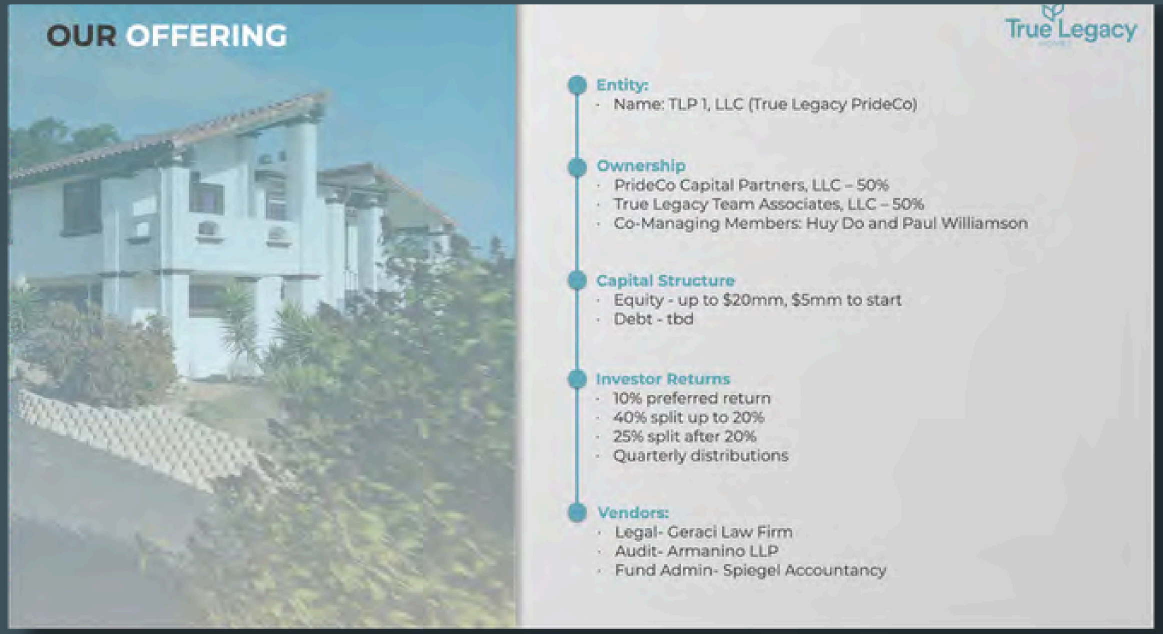
+1(347) 871-4902
Chenelcapital.com


True Legacy
Paul Williamson, CFA
General Partner
Ever Eternity
General Partner
TABLE OF CONTENTS
1. PrideCo Team
2. Executive Summary
3. Investment Approach
4. Market Overview
5. Portfolio Composition
6. Performance Analysis
Capital Structure
Equity - up to $20mm, $5mm to start
Debt - tbd
Investor Returns
10% preferred return
40% split up to 20%
25% split after 20%
Quarterly distributions
Vendors:
Legal- Geraci Law Firm
Audit- Armanino LLP
Fund Admin- Spiegel Accountancy
MARKET OPPORTUNITY
Baby Boomers
• The number of U.S. adults over 65 will almost double by 2050, from 46mm today to 90mm
• By 2030, 1 in 5 Americans will be over 65 years old*
• As the baby boomers pass away or move into assisted living facilities, there is an opportunity to provide quality estate sales services, assisted living placements, and value add remodels.
• True Legacy provides transparent services which gives dignity to those mourning or grieving a loved one.
Rising Rates
As rates continue to rise, homeowners with low long-term interest rates are not motivated to sell. Additionally, new home builders are not building because of high financing costs. These issues create lack of supply in homes. True Legacy supplies the market with like new homes, which are more desirable than partial remodels.
An Exclusive Offering For Current PrideCo REIT Investors
PRIDECO
True Legacy
THE COMPETITION
Other Flippers
· Many flippers do minimal work; paint, flooring, windows, cabinets, etc.
PORTFOL

Funded 2024


PROFORMA
True Legacy
BASE CASE
UPSIDE
DOWNSIDE


Paid off loans
PrideCo has funded in the past 12 months
True Legacy
-1358 Calle Goya, Oceanside, CA 92056
-https://www.redfin.com/CA/Oceanside/1358-Calle-Goya-92056/home/3350239
-2126 Choral Dr, La Habra Heights, CA 90631
-https://www.redfin.com/CA/La-Habra-Heights/2126-Choral-Dr-90631/home/7866632
-183 E Queen Ann Dr, Chula Vista, CA 91911
-https://www.redfin.com/CA/Chula-Vista/183-E-Queen-Ann-Dr-91911/home/5985879
-2211 Cowley Way, San Diego, CA 92110
-https://www.redfin.com/CA/San-Diego/2211-Cowley-Way-92110/home/5217506
-12687 Senda Acantilada, San Diego, CA 92128
-https://www.redfin.com/CA/San-Diego/12687-Senda-Acantilada-92128/home/4205167
-2542 Melrose Street, National City, CA 91950
-https://www.redfin.com/CA/National-City/2542-Melrose-St-91950/home/5910263
-1046 Ranchito Court, Alpine, CA 92130
-https://www.redfin.com/CA/Alpine/1046-Ranchito-Ct-91901/home/5114906
-24845 Luna Bonita Dr, Laguna Hills, CA 92653
-https://www.redfin.com/CA/Laguna-Hills/24845-Luna-Bonita-Dr-92653/home/4859218
-2136 Camwood Ave, Rowland Heights, CA 91748
-https://www.redfin.com/CA/Rowland-Heights/2136-Camwood-Ave-91748/home/7872438
-15031 Eton Circle, Huntington Beach, CA 92647
-https://www.redfin.com/CA/Huntington-Beach/15031-Eton-Cir-92647/home/3749333
-5159 Bothe Avenue, San Diego CA 92122
-https://www.redfin.com/CA/San-Diego/5159-Bothe-Ave-92122/home/6235530
-18219 Verano Dr., San Diego, CA 92128
-https://www.redfin.com/CA/San-Diego/18219-Verano-Dr-92128/home/4201547
-1363 Mayapan Road, La Habra Heights, CA 90631
-https://www.redfin.com/CA/La-Habra-Heights/1363-Mayapan-Rd-90631/home/7853731


OUR OFFERING
True Legacy
Entity:
Name: TLP 1, LLC (True Legacy PrideCo)
Ownership
PrideCo Capital Partners, LLC – 50%
True Legacy Team Associates, LLC – 50%
Co-Managing Members: Huy Do and Paul Williamson
Capital Structure
Equity - up to $20mm, $5mm to start
Debt - tbd
Investor Returns
10% preferred return
40% split up to 20%
25% split after 20%
Quarterly distributions
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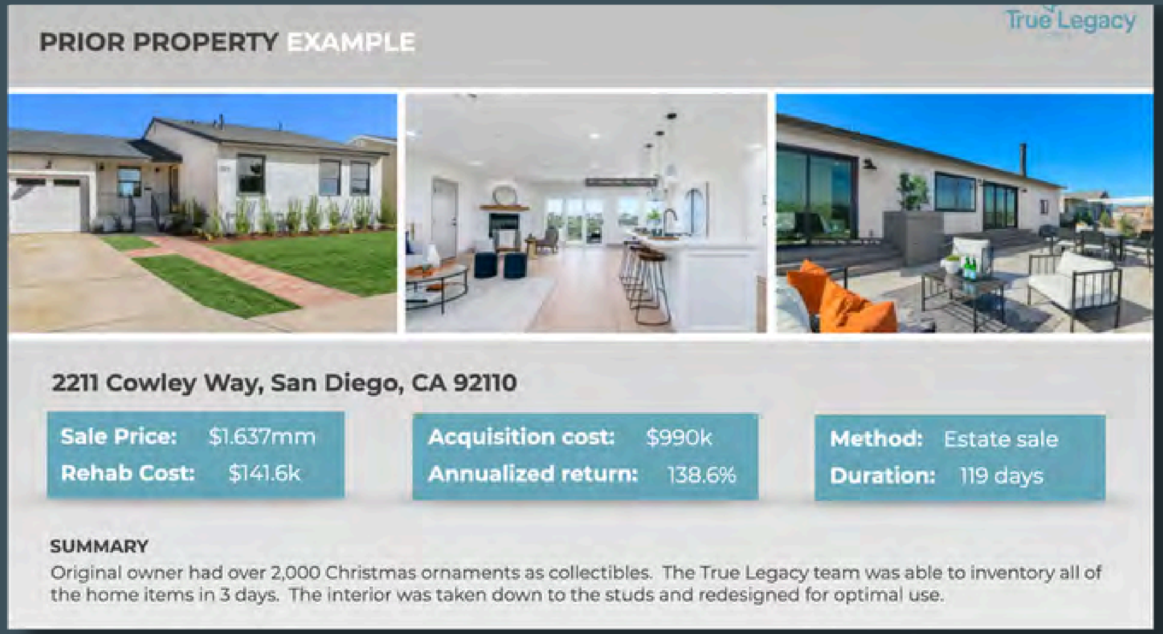
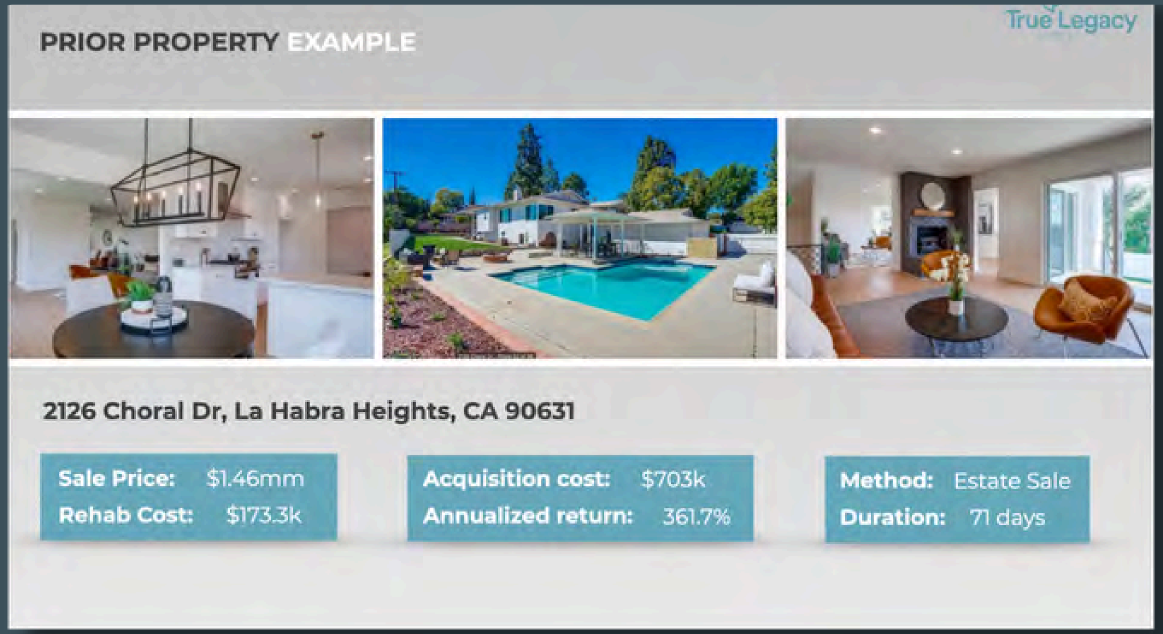
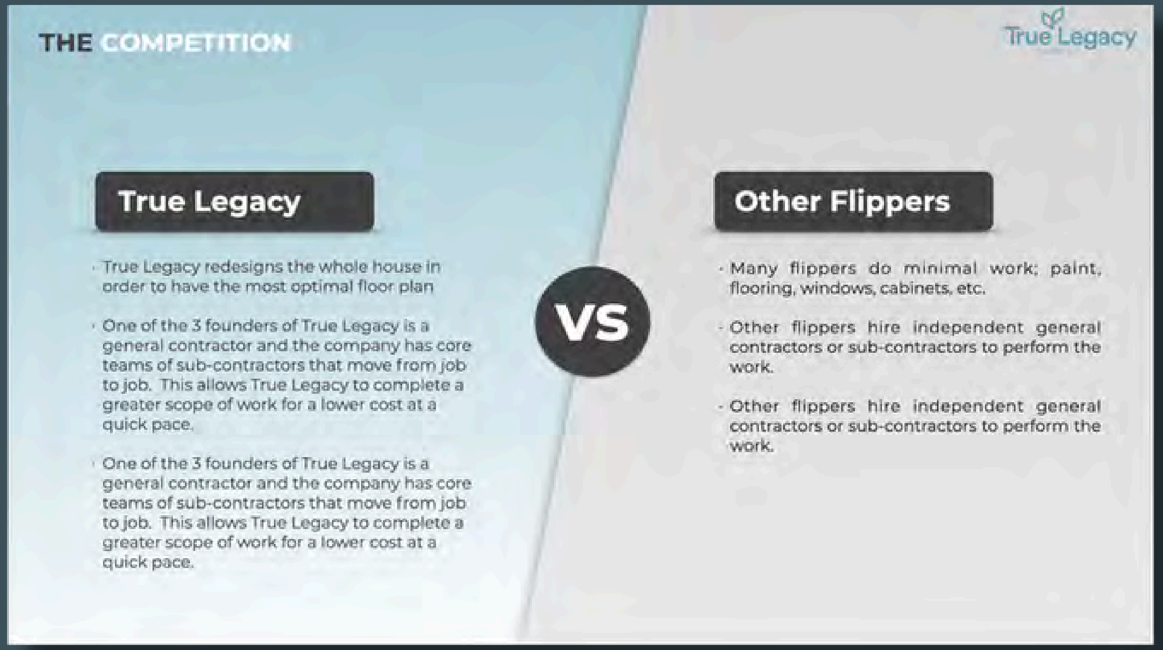

PRIOR PROPERTY EXAMPLE
True Legacy
2211 Cowley Way, San Diego, CA 92110
Sale Price: $1.637mm
Rehab Cost: $141.6k
Acquisition cost: $990k
Annualized return: 138.6%
Method: Estate sale
Duration: 119 days
SUMMARY
Original owner had over 2,000 Christmas ornaments as collectibles. The True Legacy team was able to inventory all of the home items in 3 days. The interior was taken down to the studs and redesigned for optimal use.


PORTFOLIO COMPOSITION


PRIOR PROPERTY EXAMPLE
True Legacy
2126 Choral Dr, La Habra Heights, CA 90631
Sale Price: $1.46mm
Rehab Cost: $173.3k
Acquisition cost: $703k
Annualized return: 361.7%
Method: Estate Sale
Duration: 71 days


THE COMPETITION
True Legacy
True Legacy
True Legacy redesigns the whole house in order to have the most optimal floor plan
One of the 3 founders of True Legacy is a general contractor and the company has core teams of sub-contractors that move from job to job. This allows True Legacy to complete a greater scope of work for a lower cost at a quick pace.
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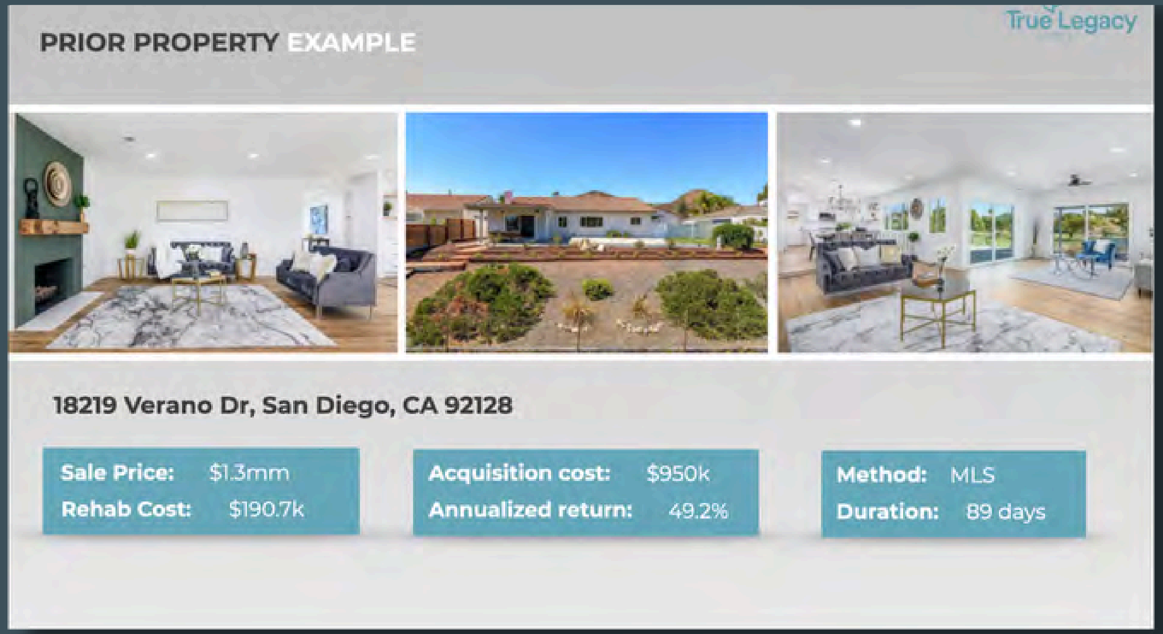
VS
Other Flippers
Many flippers do minimal work; paint, flooring, windows, cabinets, etc.
Other flippers hire independent general contractors or sub-contractors to perform the work.
Other flippers hire independent general contractors or sub-contractors to perform the work.


PRIOR PROPERTY EXAMPLE
True Legacy
18219 Verano Dr, San Diego, CA 92128
Sale Price: $1.3mm
Rehab Cost: $190.7k
Acquisition cost: $950k
Annualized return: 49.2%
Method: MLS
Duration: 89 days


PrideCo | True Legacy TEAM
True Legacy
Huy Do, CPA
General Partner
Brandon Small, CFA, CPA, CFP
General Partner
Matt Lyon
General Partner

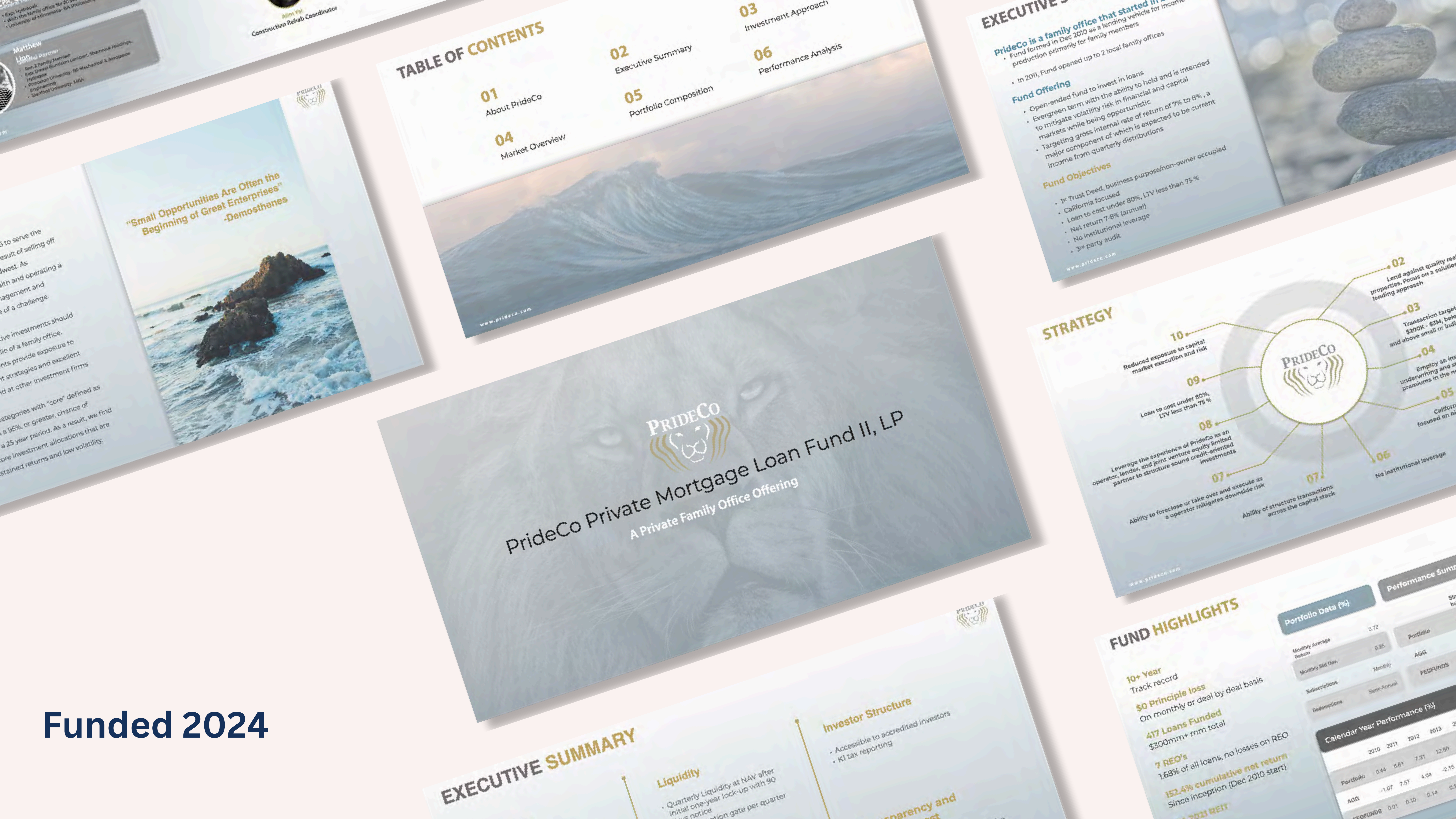
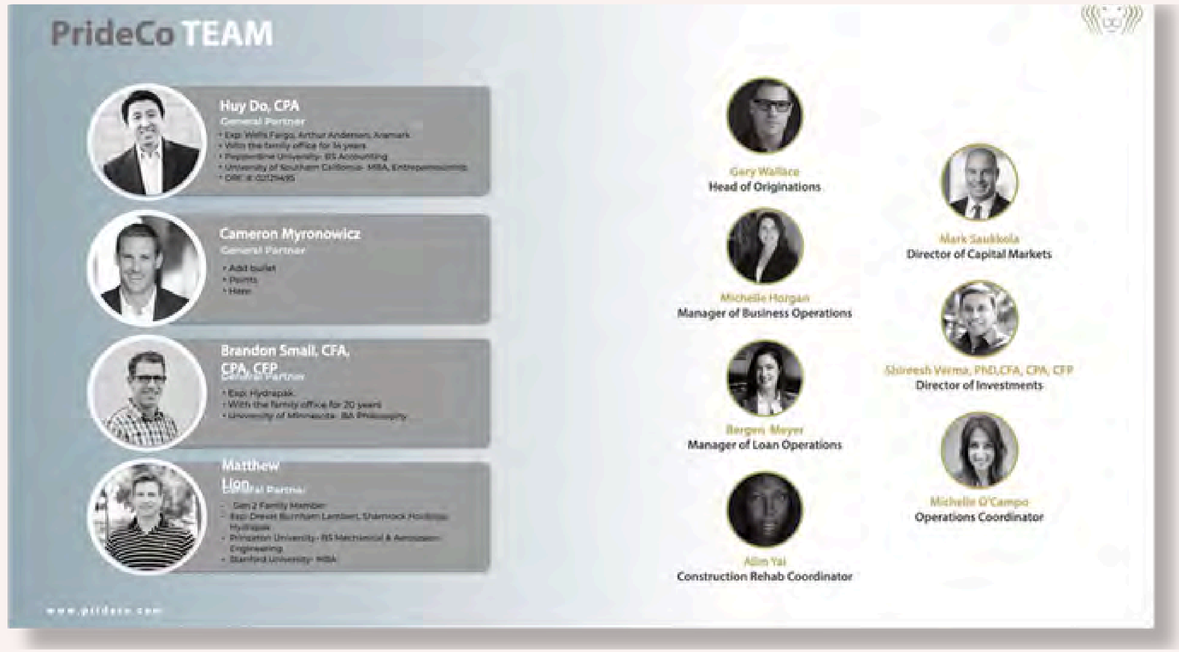


TABLE OF CONTENTS
01 About PrideCo
02 Executive Summary
03 Investment Approach
04 Market Overview
05 Portfolio Composition
06 Performance Analysis
www.prideco.com
"Small Opportunities Are Often the Beginning of Great Enterprises" -Demosthenes
PrideCo
PrideCo Private Mortgage Loan Fund II, LP
A Private Family Office Offering
EXECUTIVE SUMMARY
PrideCo is a family office that started in
Fund formed in Dec 2010 as a lending vehicle for income production primarily for family members
In 2011, Fund opened up to 2 local family offices
Fund Offering
Open-ended fund to invest in loans
Evergreen term with the ability to hold and is intended to mitigate volatility risk in financial and capital markets while being opportunistic
Targeting gross internal rate of return of 7% to 8% , a major component of which is expected to be current income from quarterly distributions
Fund Objectives
1st Trust Deed, business purpose/non-owner occupied
California focused
Loan to cost under 80%, LTV less than 75 %
Net return 7-8% (annual)
No institutional leverage
3rd party audit
STRATEGY
Reduced exposure to capital market execution and risk
Loan to cost under 80%, LTV less than 75 %
Leverage the experience of PrideCo as an operator, lender, and joint venture equity limited partner to structure sound credit-oriented investments
Ability to foreclose or take over and execute as a operator mitigates downside risk
Ability of structure transactions across the capital stack
No institutional leverage
FUND HIGHLIGHTS
10+ Year
Track record
$0 Principle loss
On monthly or deal by deal basis
417 Loans Funded
$300mm+ mm total
7 REO's
1.68% of all loans, no losses on REO
152.4% cumulative net return
Since inception (Dec 2010 start)
Portfolio Data (%)
Calendar Year Performance (%)
EXECUTIVE SUMMARY
Liquidity
Quarterly Liquidity at NAV after initial one-year lock-up with 90
Investor Structure
Accessible to accredited investors
K1 tax reporting

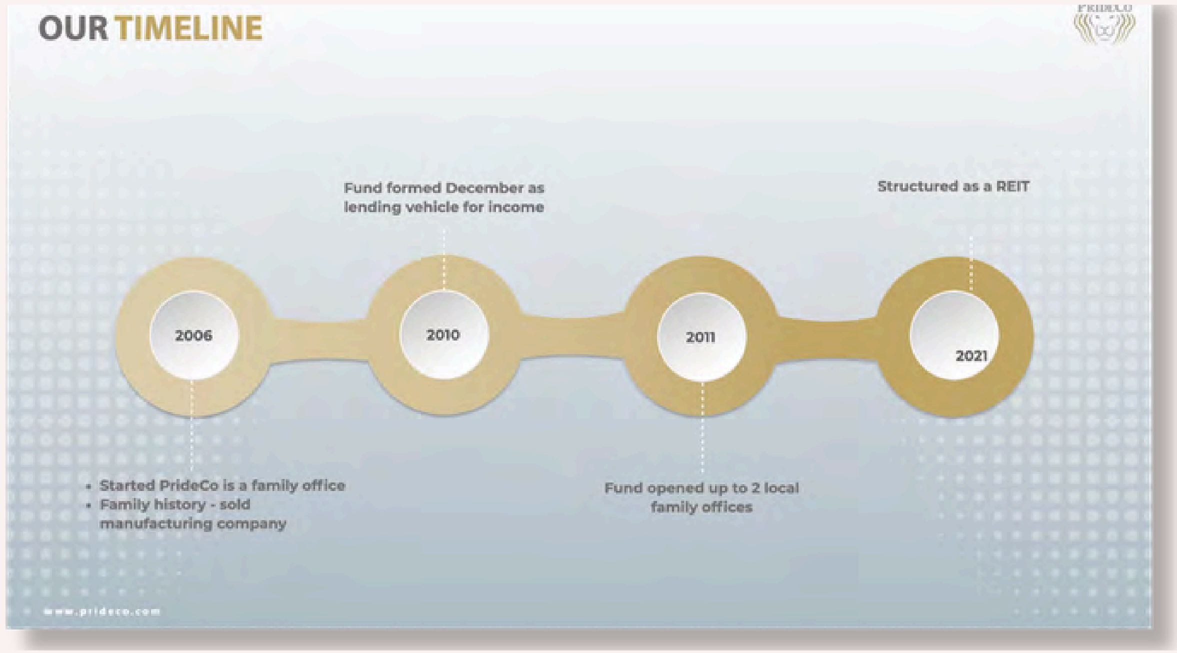
Funded 2024


CASE STUDY EXAMPLE I
15427 LEADWELL ST
VAN NUYS, CA 91406
Interest Rate: 9.5%
Closing Fee: .75%
Tenor: 12 months
Loan Amount: $480k
$600k acquisition
Loan-to-Cost: 80.0% LTC
ARV: $825k
SUMMARY


PRIDECO TRACK RECORD
1M 3M 1Y 3Y 5Y 7Y 10Y ITD*
PPMLF II 7.34% 7.18% 6.74% 7.29% 7.53% 7.81% 8.97% 8.81%
UST9-12M 3.41% 2.63% 2.63% 0.64% 1.48% 1.28% 1.02% 0.86%
Track Record by Transaction Type
The fund has distributed a total of $25,236,094 in cash since its inception in December 2010 and $1,675,694 in cash year- to-date to its investors.
The Figure 1 below contrasts the annualized performance of the fund with that of its benchmark UST9-12M as of June 30, 2023, for various time horizons over its 151 months of existence.


PrideCo TEAM
Huy Do, CPA
Cameron Myronowicz
Brandon Small, CFA, CPA, CFP
Matthew
Head of Originations
Director of Capital Markets
Manager of Business Operations
Director of Investments
Manager of Loan Operations
Operations Coordinator
Construction Rehab Coordinator


MARKET OPPORTUNITY
•YTD 2021– passed on $196.8mm, 183 deals
•Annually passing on $300mm+
•Estimated $40-50b- nationwide market
Year | Fundings Loan Amount | Passed Loan Amount | Fundings Loan Count | Passed Loan Count
2021-YTD Q3 | $60,768,640 | $196,757,504 | 89 | 183
2020 | $25,981,176 | $285,112,099 | 40 | 255
2019 | $50,443,177 | $300,836,617 | 71 | 285
2018 | $36,349,370 | $237,789,757 | 57 | 221
2017 | $18,641,320 | $166,944,085 | 35 | 166
2016 | $20,853,075 | $64,739,186 | 42 | 59


OUR TIMELINE
Fund formed December as lending vehicle for income
Structured as a REIT
2006
2010
2011
2021
Started PrideCo is a family office
Family history - sold manufacturing company
Fund opened up to 2 local family offices


PRIVATE LENDING PORTFOLIO ROLE
No Arrows
HIGH RETURN
LOWER VOLATILITY
The role of private lending within a portfolio noticeably reduces investors' exposure to downside risk while offering attractive risk adjusted returns.
Even though it lacks the ability to multiply wealth in quick succession, family offices and high net worth investors use private lending to build a foundation of stable wealth preservation over the long term. Private lending can serve as a compliment or replacement of public market fixed income investments.
In particular, conservatively managed private mortgage funds are one of the least volatile, highest return real estate investments offering investors preservation of capital from market fluctuations while gaining exposure to interest gains of private mortgage loans.
PUBLIC EQUITY
DOMESTIC
INTERNATIONAL
GOVERNMENT ISSUED INSTRUMENTS
PRIVATE EQUITY
VENTURE CAPITAL
ALTERNATIVES
REAL ESTATE
HARD ASSETS


PORTFOLIO
COMPOSITION

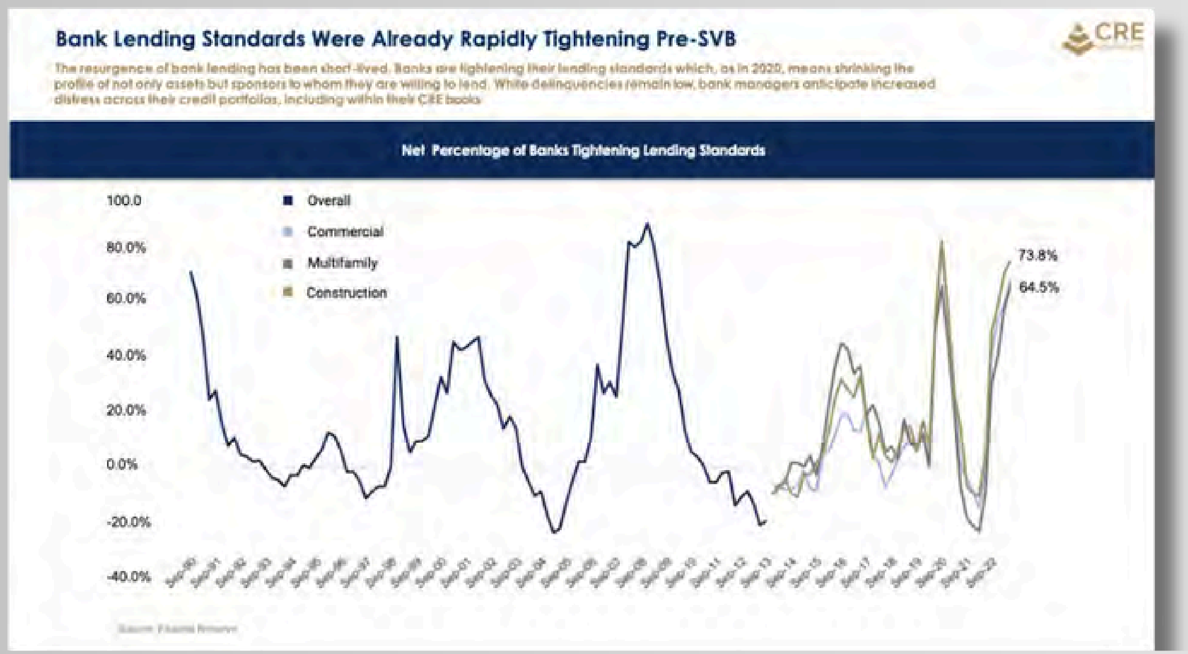

CASE STUDY EXAMPLE II
3414 SUNSET LANE
OXNARD, CA 9035
Interest Rate: 9.5%
Closing Fee: .75%
Tenor: 12 months
Loan Amount: $495k
Loan-to-Cost: 80.0% LTC
ARV: (Sept 9, 2021) $825k
SUMMARY
This is a repeat borrower of ours and is a licensed contractor. The borrower also has experience and a FICO score over 700


INVESTOR REPORTING
Investor Portal
Fund related documentation
Tax information and K1
Quarterly Performance Reports
Capital Account Statements
Quarterly Reports
Balance sheet, income statement, and statement of cash flows
List of properties owned
Realized investment performance
Performance Summary (%)
Since Inception | Current Month | Current Month | QTD | YTD
Portfolio 152.39 0.56 1.81 5.69 152.39
AGG 40.69 -0.86 0.06 -1.58 40.69
FEDFUNDS 6.57 0.01 0.02 0.06 6.57


Middle Market Advantages
Underwriting
Yield
Structure
Diversification
What CRE looks for
• Attractive industry fundamentals
• Competitive market position
• Experienced management team
• Consistent, well-run operations
• Strong cash flow generation
• Situations where CRE has an angle or edge
• Complex situations
CRE
DEVELOPMENT CAPITAL
Investment Strategy
Target Lending Silos
Multi-Family Properties
Non-Owner-Occupied Single Family Residential
Land
Industrial
Middle Market Advantages (cont'd)
Executive Summary

Funded 2025


CRE
The Market Faces Record Maturities
Bank, CMBS/CRE CLO and debt fund maturities are particularly heavy front-loaded over the next 18 months
Commercial Mortgage Maturities
$1.9 Trillion
Dollars in Billions
Deal Count
CMBS
Insurance
Government Agency
Bank
Debt Funds
728
659
539
383
322
241
278
187
197
214
2023
2024
2025
2026
2027
2028
2029
2030
2031
2032


CRE
Bank Lending Standards Were Already Rapidly Tightening Pre-SVB
Net Percentage of Banks Tightening Lending Standards
Overall
Commercial
Multifamily
Construction
73.8%
64.5%


Terms Of Fund Summary
•Minimum Investment
•Subscription
•Lifetime of Fund
•Rights Of The Fund
$2,500,000: This Offering is made to qualified investors to purchase Membership Interests in the Fund.
Members that have subscribed for at least the Minimum Investment Amount may purchase additional Membership interests in increments of One Thousand Dollars ($1,000). The Manager reserves the sole right, but has no obligation, to adjust the purchase price per Membership interest at any time and for any reason (or no reason) and thereby require either a higher or lesser amount.
The Offering will continue until (1) it is terminated by the Fund or (2) the Fund has raised the MaximumOffering Amount. At such time, the Offering will be deemed closed. The Fund may, at its sole and absolute discretion, at any time during the period of the of the Offering, increase or decrease the Minimum Investment Amount or the Maximum Offering Amount.
Notwithstanding the foregoing in "Terms of the Offering," the Fund reserves the right, in its sole and absolute discretion, at any time, and for any reason or no reason, to accept subscriptions in a lesser amount, require a higher amount, or reject any subscription in whole or in part
CRE


How we build our Property Pipeline
CRE
Evergreen Platform
Credit Platform
Firm Network
Other Private Funds
Opportunities Considered
Opportunities Screened
Term Sheets Issued
Credit Committee Approval
Senior Secured Debt
Mezzanine Debt
Portfolio Companies Closed
Preferred & Equity Co-Invest
Specialty Financing
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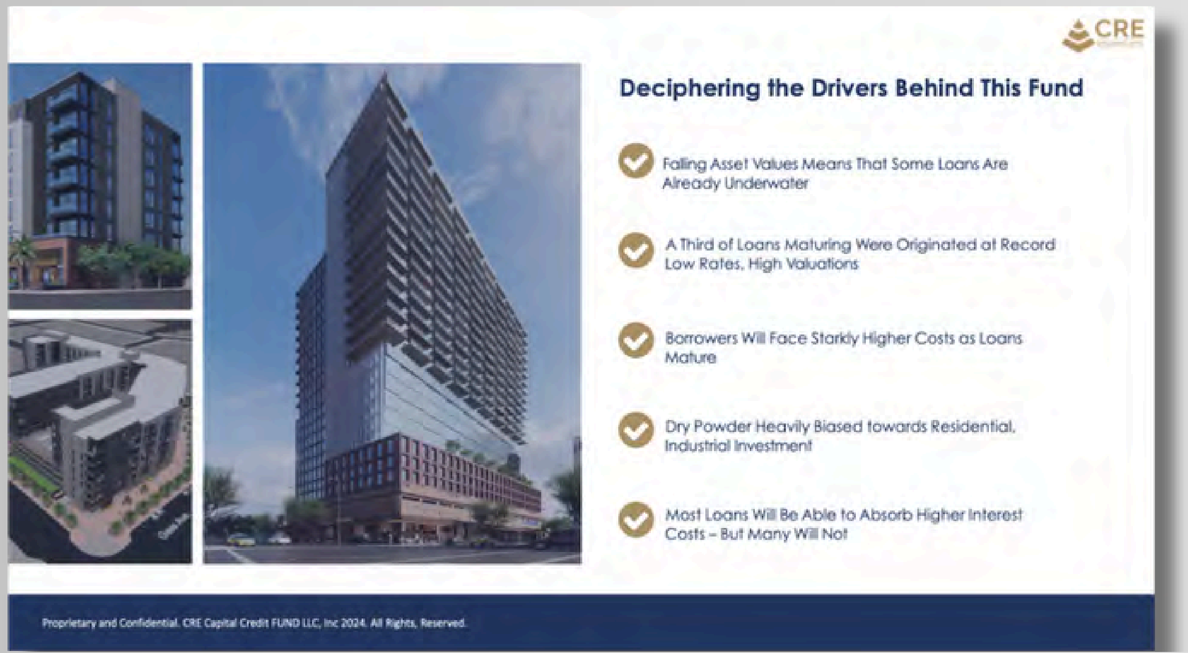
CRE
Deciphering the Drivers Behind This Fund
Falling Asset Values Means That Some Loans Are Already Underwater
A Third of Loans Maturing Were Originated at Record Low Rates, High Valuations
Borrowers Will Face Starkly Higher Costs as Loans Mature
Dry Powder Heavily Biased towards Residential, Industrial Investment
Most Loans Will Be Able to Absorb Higher Interest Costs – But Many Will Not
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C&I Lending Guidlines
CRE
Lending Guidlines for C&I Loans
Type of Target company. The Fund shall provide C&I Loans to Target Companies primarily in the manufacturing and technology industries. Notwithstanding the foregoing, the Manager, may in its sole discretion, make investments in Target Companies in other industries.
Annual Revenue. Target Companies will generally be small to medium sized businesses with annual revenues of at least One Million Dollars ($1,000,000). Notwithstanding the foregoing, the Manager, may in its sole discretion, make investments in Target Companies with higher or lower annual revenues.
Location of Target Companies. Target Companies will be primarily located in the United States. Notwithstanding the foregoing, the Fund may make loans offshore of up to Ten Percent (10%) of the Fund's assets, and reserves the right to make loans and/or invest in Target Companies in other jurisdictions.
Competitive Market Position. Target Companies will generally have either leading market positions or compelling niche business strategies, and be able to demonstrate significant competitive advantages over their competitors.
Experienced Management and Established Financial Sponsor Relationships. Target Companies will generally have experienced management teams with proper incentives in place to encourage their management team to succeed and to act in concert with the Fund and its objectives. Target Companies will typically be backed by strong financial sponsors with a history of creating value, preferably with established relationships
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C&I Lending Guidlines
CRE
Lending Guidlines for C&I Loans
Type of Target company. The Fund shall provide C&I Loans to Target Companies primarily in the manufacturing and technology industries. Notwithstanding the foregoing, the Manager, may in its sole discretion, make investments in Target Companies in other industries.
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What are Attractive Target Companies
CRE
Thoughtful approach to evaluating target investments provides a foundation of return stability
What CRE looks for
• Attractive industry fundamentals
• Competitive market position
• Experienced management team
• Consistent, well-run operations
• Strong cash flow generation
• Situations where CRE has an angle or edge
• Complex situations
Target Profile
• Company EBITDA: $x-$xxmm
• Investment Size: $2.5m-$xxmm
• Total Debt / EBITDA: x-x
• Focus on key sectors:
• Multi-Family Properties
• Non Owner Occupied Single family residential
• Commercial Loans
• Commercial
• Industrial
• Land
What CRE Seeks to Avoid
• Highly cyclical, capital- intensive industries
• Low margin, commoditized businesses
• Businesses at risk of disintermediation
• Turnaround situations
• Poor capital structure
• Weak documentation protection
• Broadly-syndicated loans
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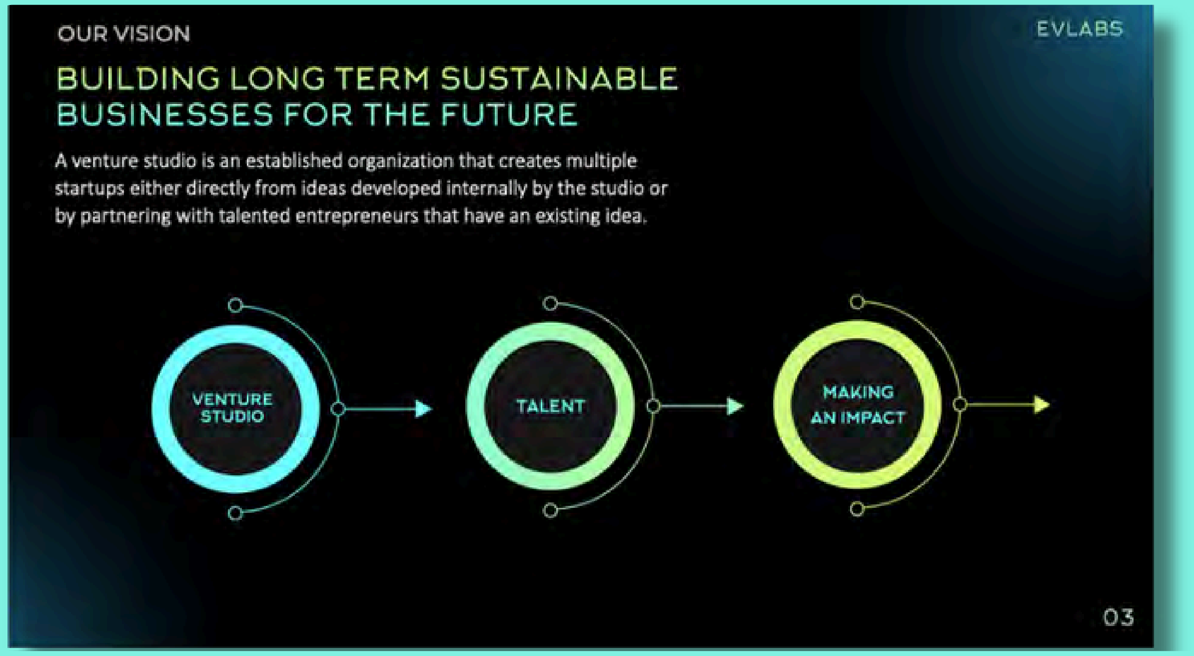
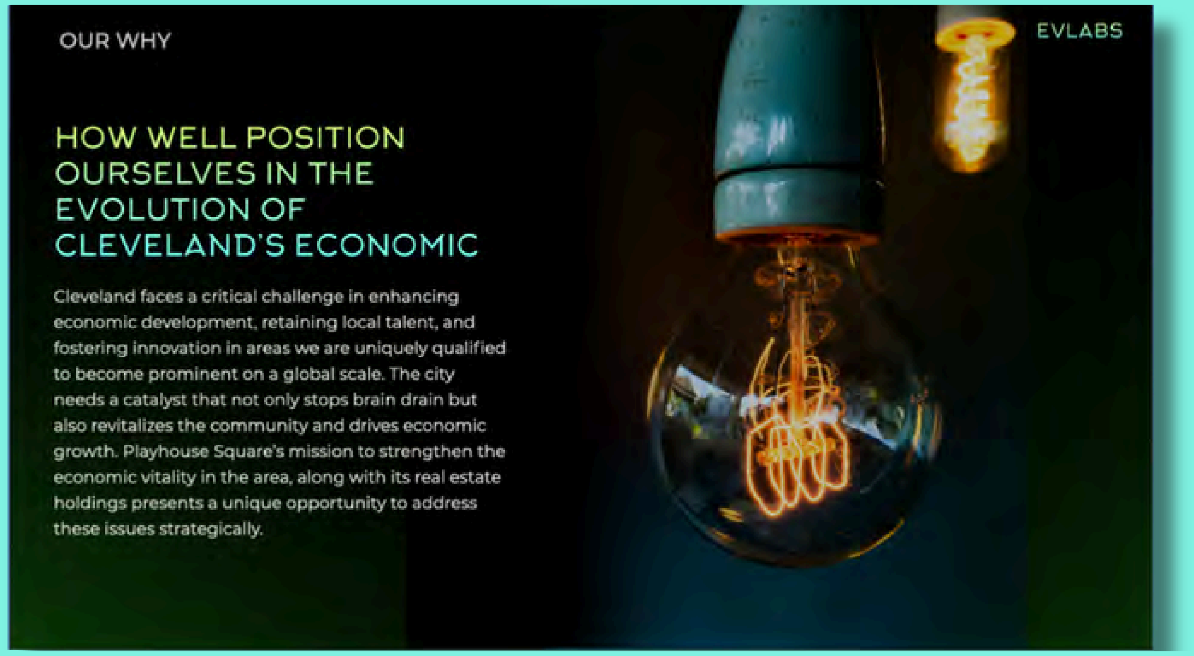
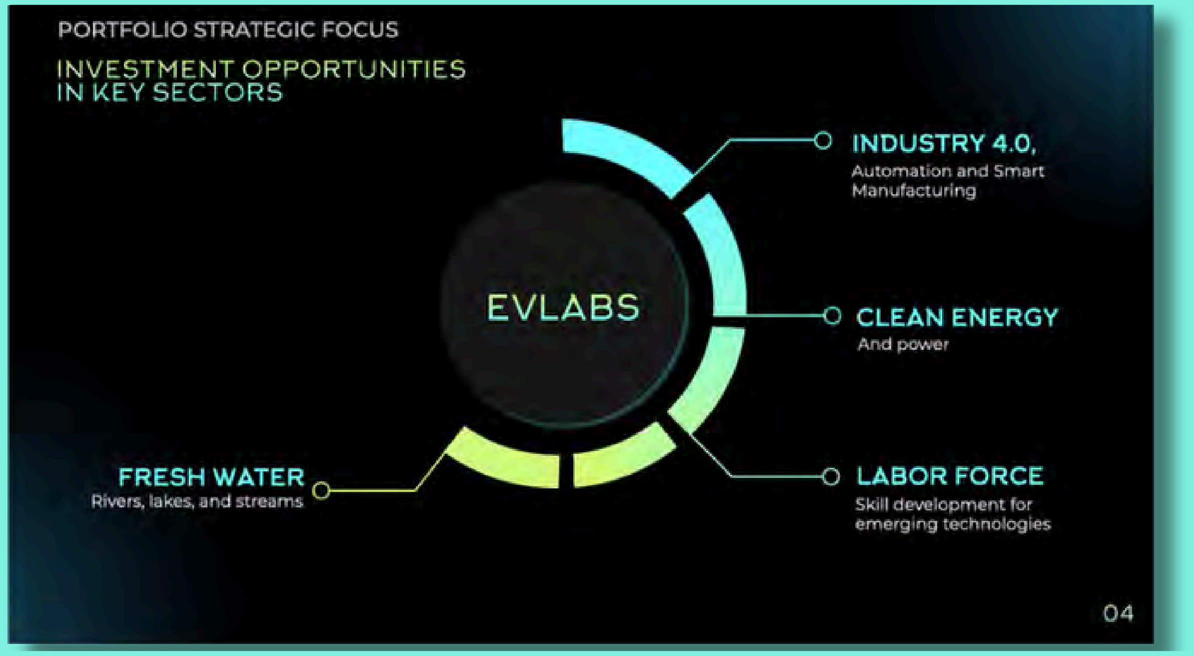
CRE
Managing Partner
Mr. Jatsek has been involved in real estate investment and development for over 30 years. Mr. Jatsek worked as a laborer and carpenter during his high school and college days gaining invaluable hands on field experience which laid the groundwork for the next 30 years in the real estate industry.
After obtaining a degree in Business and Operations Management from The Ohio State University, he moved to California where he worked with large commercial contractors before starting his own general contracting and development company which included, general contracting of complex projects and ground up development in the San Francisco Bay Area.
With substantial involvement on hundreds of millions worth of real estate assets, Mr. Jatsek brings extensive experience in real estate investment and development involving high-rise, commercial and residential construction projects. Mr. Jatsek holds a BS in Business Administration and Operations Management from The Ohio State University, is a licensed general contractor and a licensed real estate professional.
Lawrence Jatsek
09

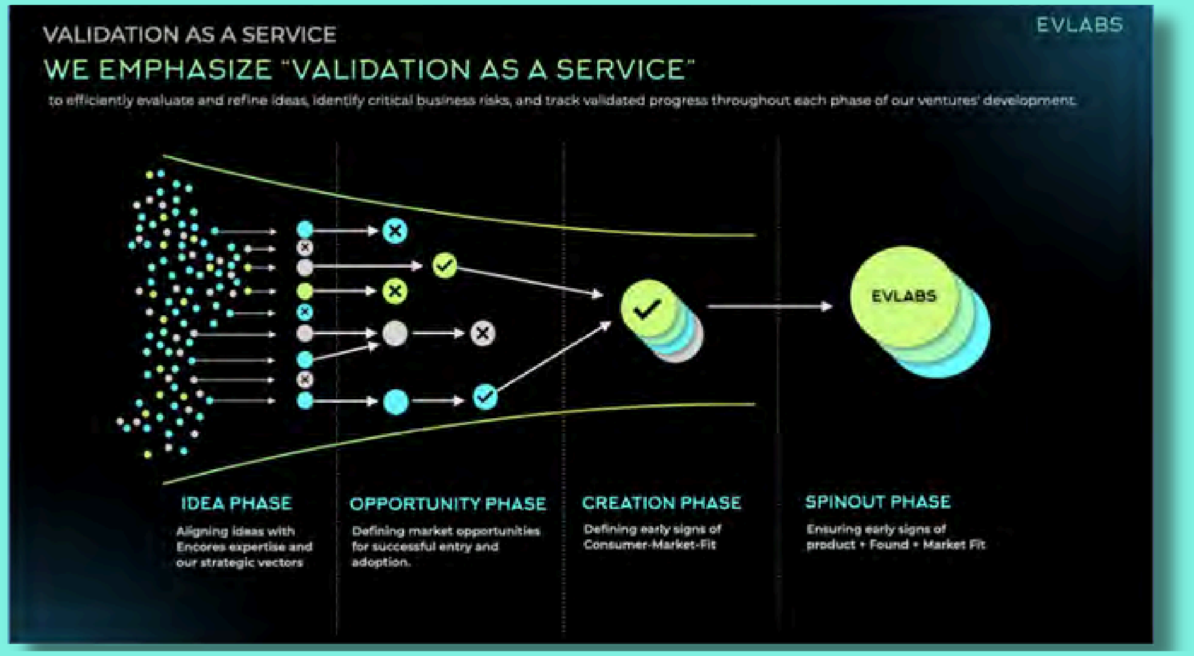


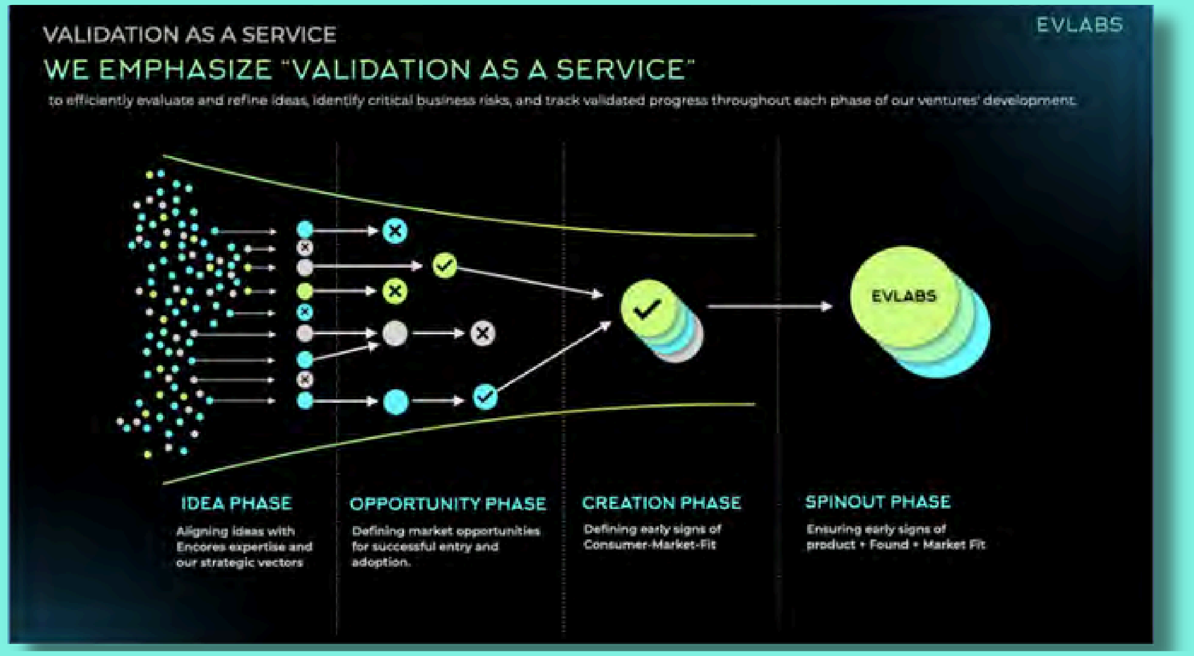




Funded 2025

Pitch Deck | Branding

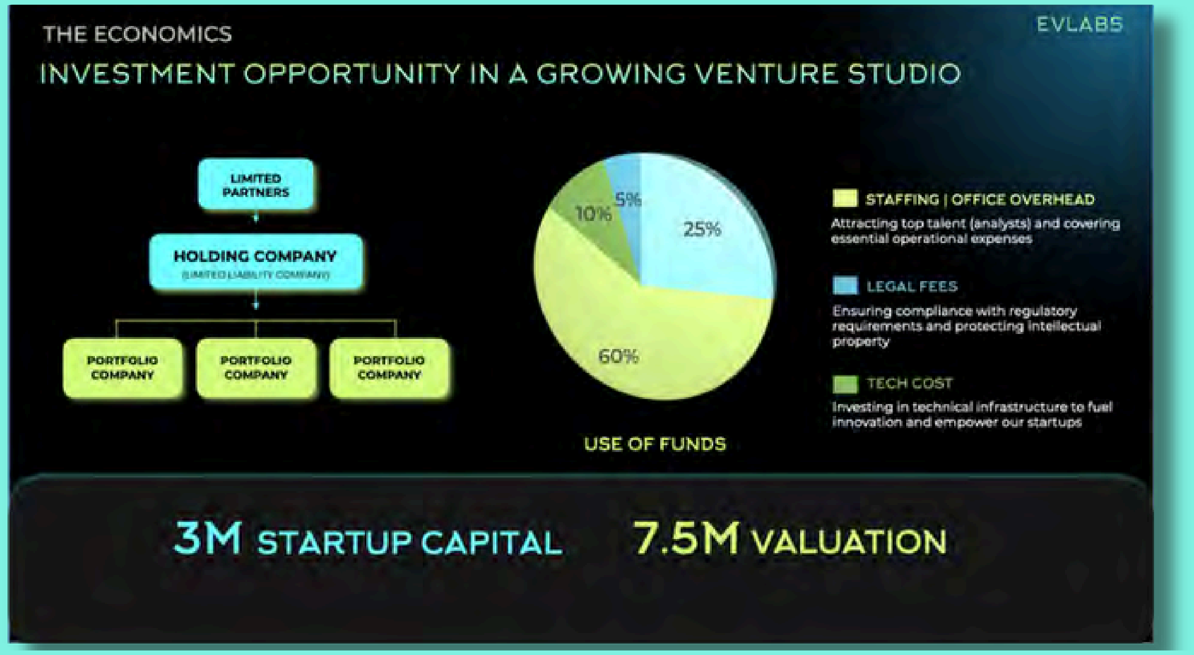




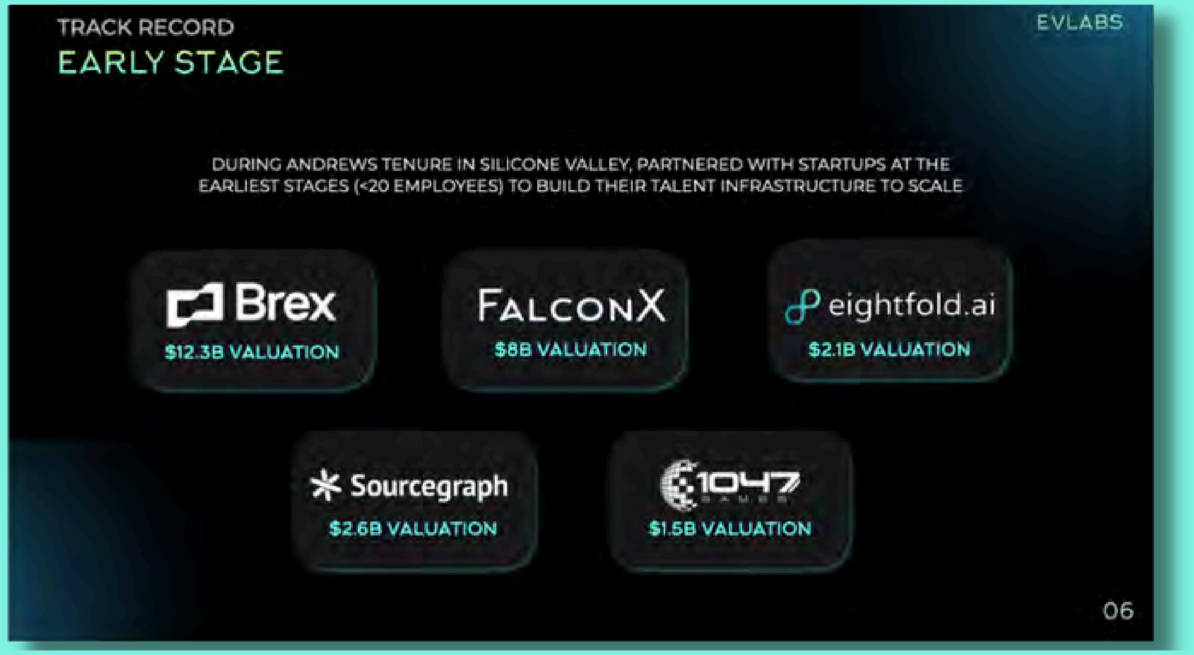

MEET THE FOUNDING TEAM
EXPERIENCED LEADERSHIP DRIVING INNOVATION
EVLABS
ANDREW RISING
FOUNDER
JIM BARK
TITLE
ABBAS MANDVIWALA
TITLE
05


NEXT STEPS
JOIN US IN BUILDING CLEVELANDS FUTURE
EVLABS
In closing, we invite you to join Encore Venture Labs, where we're not just reimagining Cleveland's industrial legacy; we're crafting a remarkable narrative of economic resurgence and sustainable innovation that will shape the future.
By becoming part of Encore Venture Labs, you're not just investing; you're participating in a journey that defines our region's future. If you share our vision for a dynamic tomorrow and want to be at the forefront of change, let's build together.


KEY COLLABORATORS
MENTORS
EVLABS
JUSTIN BIBB
CLEAVLAND MAYOR
BRIAN STUBBS
FRESHWATER INNOVATION FUND | FOUNDER
AMISH PATEL
CONDUIT VENTURE LABS FOUNDER
MICHAEL GOLDBERG
CASE WESTERN RESERVE, VEALE INSTITUTE OF ENTREPRENEURSHIP | EXECUTIVE DIRECTOR
GRANT MORGAN
ONE DREAM VENTURES FOUNDER
JIM HAVILAND
IMPACT ARCHITECTS MANAGING PARTNER


THE ECONOMICS
INVESTMENT OPPORTUNITY IN A GROWING VENTURE STUDIO
EVLABS
LIMITED PARTNERS
HOLDING COMPANY
PORTFOLIO COMPANY
PORTFOLIO COMPANY
PORTFOLIO COMPANY
5%
10%
25%
60%
USE OF FUNDS
STAFFING | OFFICE OVERHEAD
Attracting top talent (analysts) and covering essential operational expenses
LEGAL FEES
Ensuring compliance with regulatory requirements and protecting intellectual property
TECH COST
Investing in technical infrastructure to fuel innovation and empower our startups
3M STARTUP CAPITAL
7.5M VALUATION

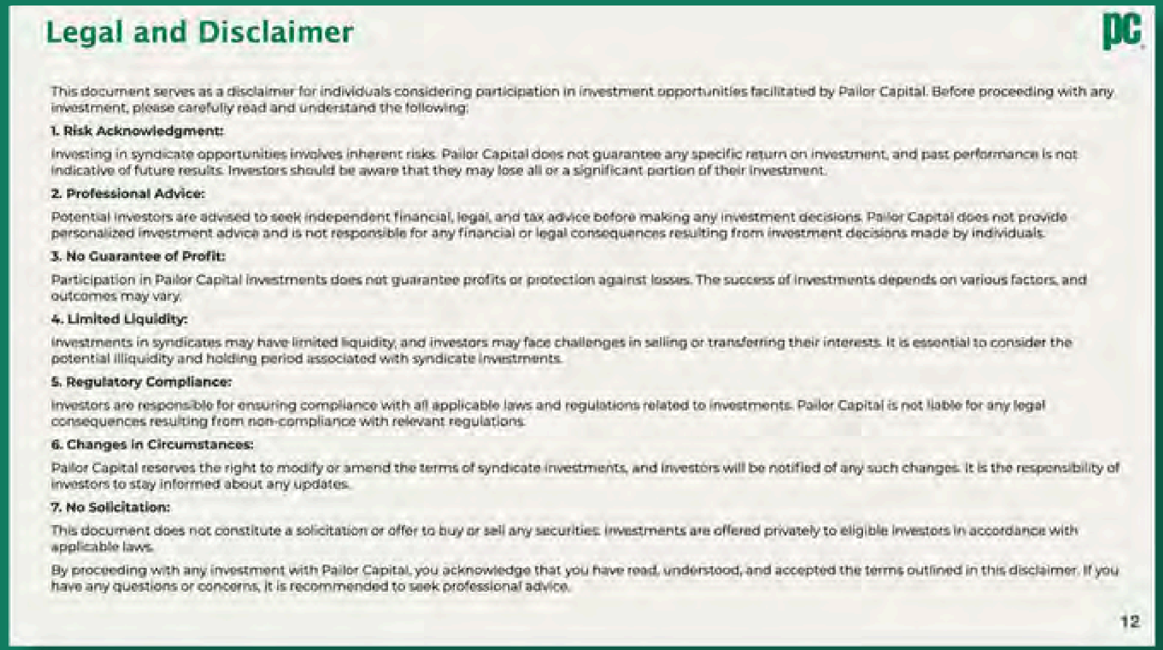

ECOSYSTEM DEVELOPEMENT
STRATEGIC PARTNERSHIPS FOR A THRIVING ENTREPRENEURIAL ECOSYSTEM
EVLABS
INSTITUTIONAL PARTNERS
STRATEGIC CORORATIONS
Playhouse Square
Ohio Impact Fund
RPM
TRANSDIGM
CLIFFS
06

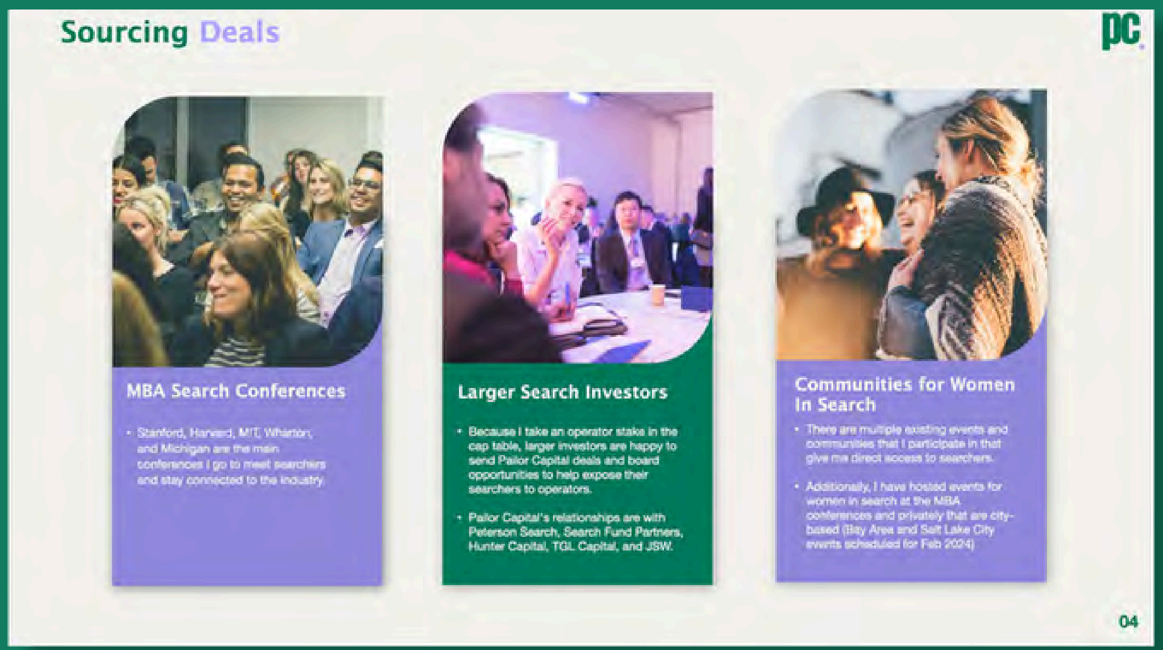

TRACK RECORD
EARLY STAGE
EVLABS
DURING ANDREWS TENURE IN SILICONE VALLEY, PARTNERED WITH STARTUPS AT THE EARLIEST STAGES (<20 EMPLOYEES) TO BUILD THEIR TALENT INFRASTRUCTURE TO SCALE
Brex
$12.3B VALUATION
FALCONX
$8B VALUATION
eightfold.ai
$2.1B VALUATION
Sourcegraph
$2.6B VALUATION
1047
$1.5B VALUATION
06

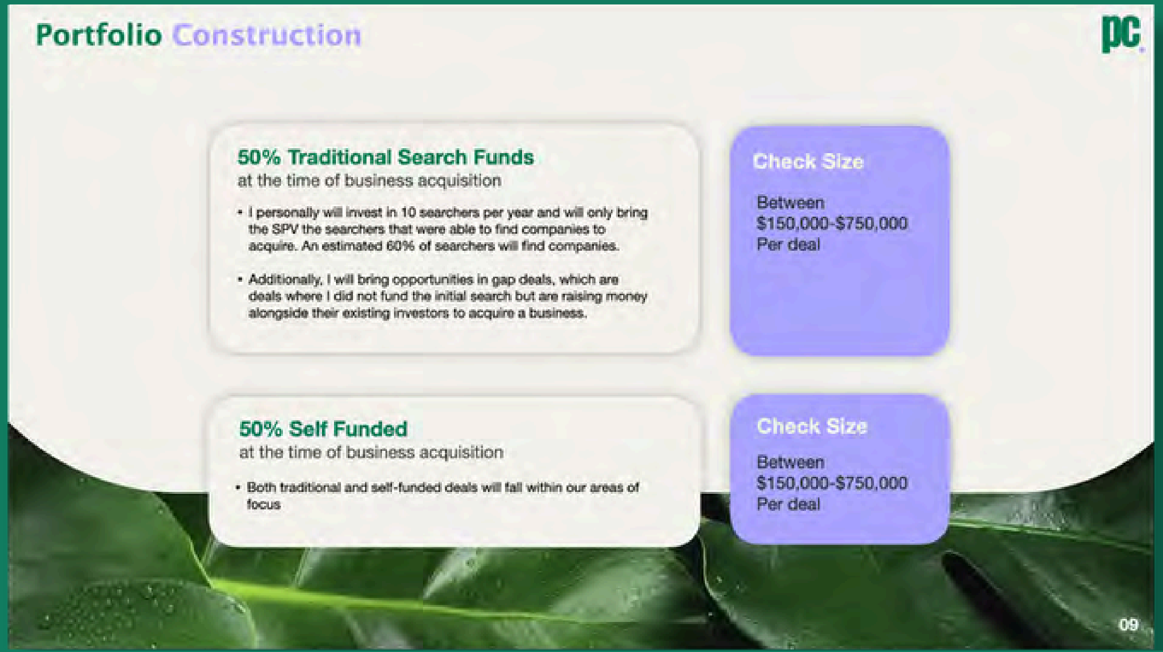

MEET THE ENGINEERING TEAM
EVLABS
WILL TURAN
MANAGING PARTNER
KAI MCKINNEY
PARTNER, STRATEGY
BRANDON TOLLE
PARTNER, OPERATIONS
BRAD BROWNING
PARTNER, ENGINEERING
RICHRARD GIANG
PARTNER, DESIGN
JL LACER
UX ENGINEERING
ALEX MICHAELS
PRODUCT STRATEGY
05

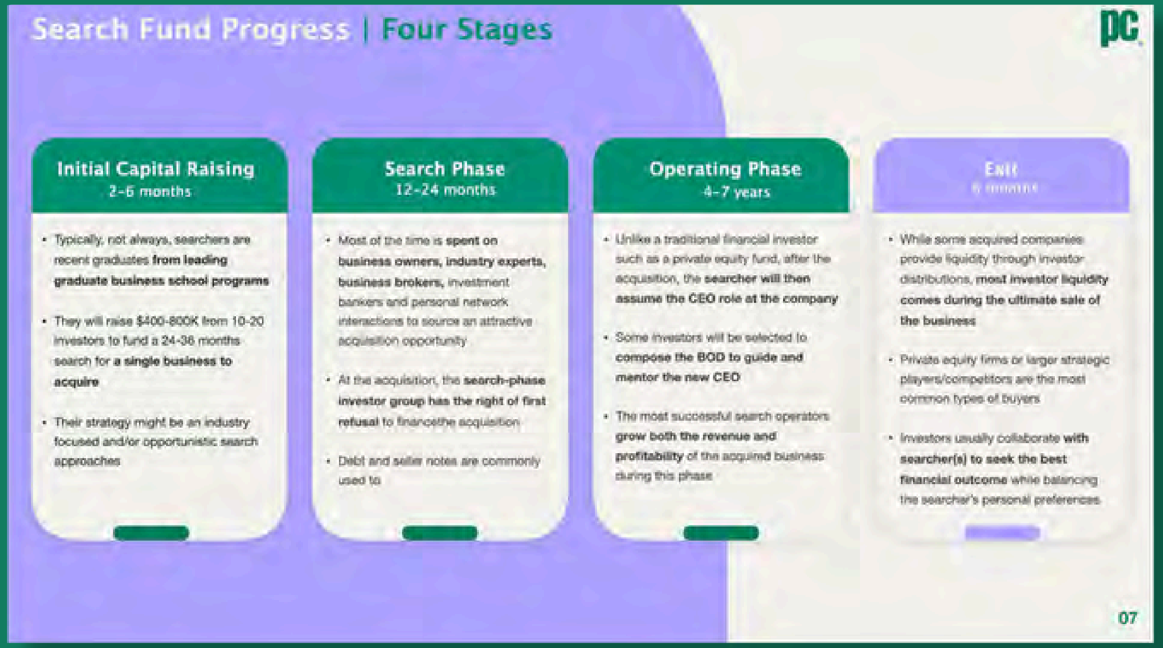

THE ECONOMICS
EVLABS
ANNUAL CASHFLOW SUMMARY
FUND INVESTMENT SCHEDULE

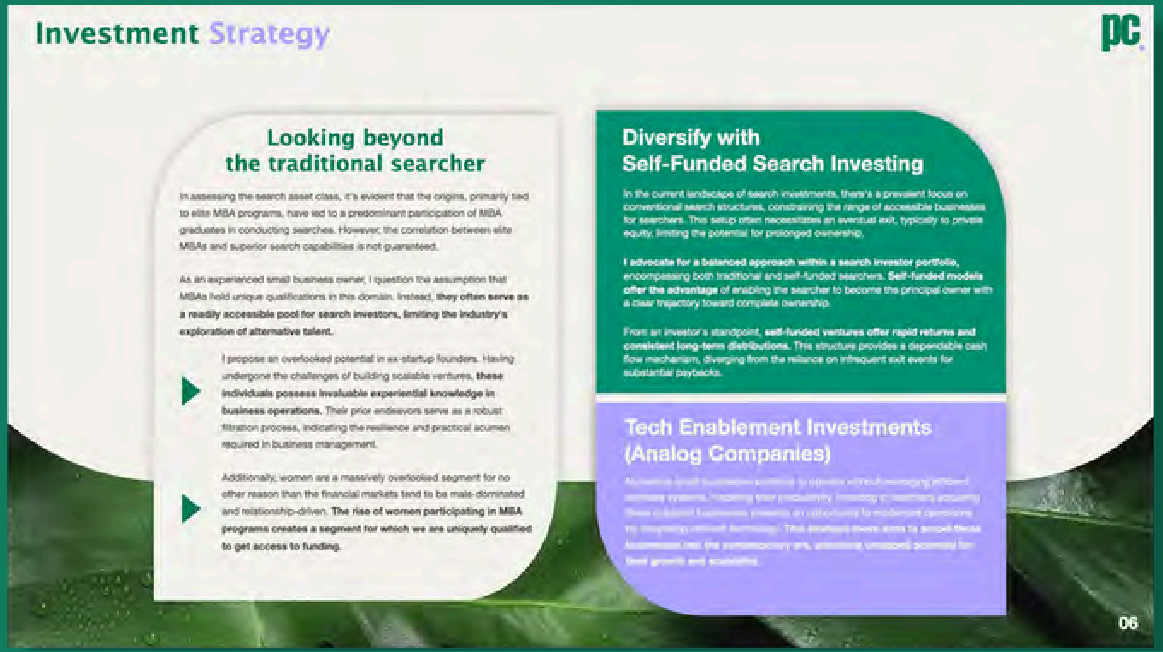
Investment Fund


Legal and Disclaimer
pc
This document serves as a disclaimer for individuals considering participation in investment opportunities facilitated by Pailor Capital. Before proceeding with any investment, please carefully read and understand the following:
1. Risk Acknowledgment:
Investing in syndicate opportunities involves inherent risks. Pailor Capital does not guarantee any specific return on investment, and past performance is not indicative of future results. Investors should be aware that they may lose all or a significant portion of their investment.
2. Professional Advice:
Potential investors are advised to seek independent financial, legal, and tax advice before making any investment decisions. Pailor Capital does not provide personalized investment advice and is not responsible for any financial or legal consequences resulting from investment decisions made by individuals.
3. No Guarantee of Profit:
Participation in Pailor Capital investments does not guarantee profits or protection against losses. The success of investments depends on various factors, and outcomes may vary.
4. Limited Liquidity:
Investments in syndicates may have limited liquidity, and investors may face challenges in selling or transferring their interests. It is essential to consider the potential illiquidity and holding period associated with syndicate investments.
5. Regulatory Compliance:
Investors are responsible for ensuring compliance with all applicable laws and regulations related to investments. Pailor Capital is not liable for any legal consequences resulting from non-compliance with relevant regulations.
6. Changes in Circumstances:
Pailor Capital reserves the right to modify or amend the terms of syndicate investments, and investors will be notified of any such changes. It is the responsibility of investors to stay informed about any updates.
7. No Solicitation:
This document does not constitute a solicitation or offer to buy or sell any securities. Investments are offered privately to eligible investors in accordance with applicable laws.
By proceeding with any investment with Pailor Capital, you acknowledge that you have read, understood, and accepted the terms outlined in this disclaimer. If you have any questions or concerns, it is recommended to seek professional advice.
12


Sourcing Deals
pc
MBA Search Conferences
Larger Search Investors
Communities for Women In Search
04


Portfolio Construction
pc
50% Traditional Search Funds
at the time of business acquisition
Check Size
Between
$150,000-$750,000
Per deal
50% Self Funded
at the time of business acquisition
Check Size
Between
$150,000-$750,000
Per deal
09

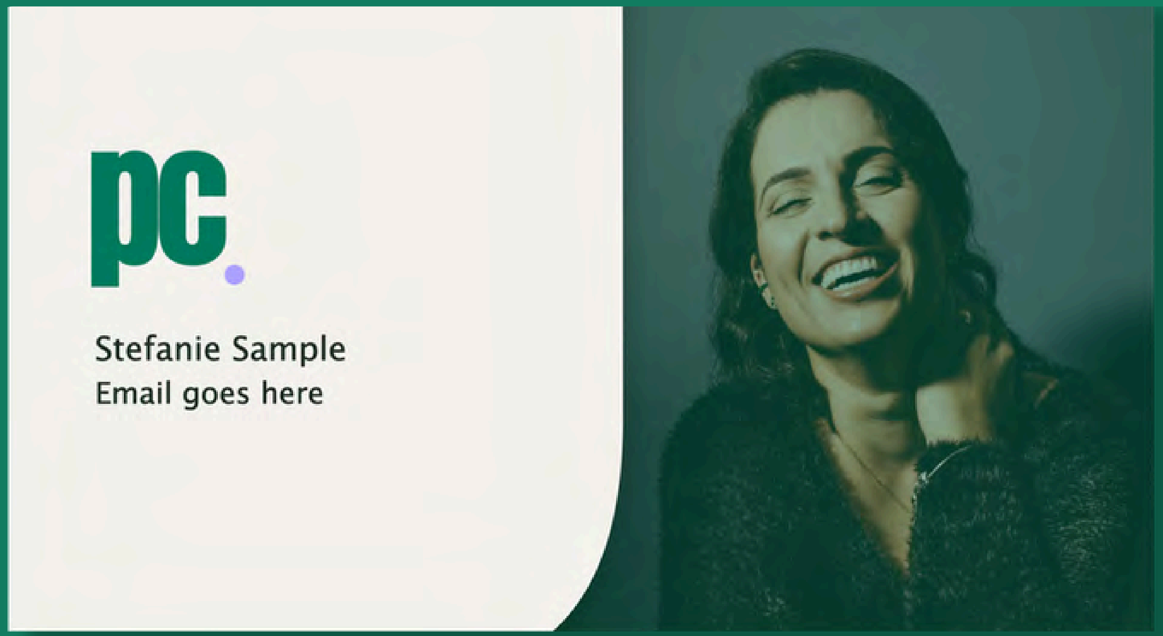

Search Fund Progress | Four Stages
pc
Initial Capital Raising
2-6 months
Search Phase
12-24 months
Operating Phase
4-7 years
Exit
07

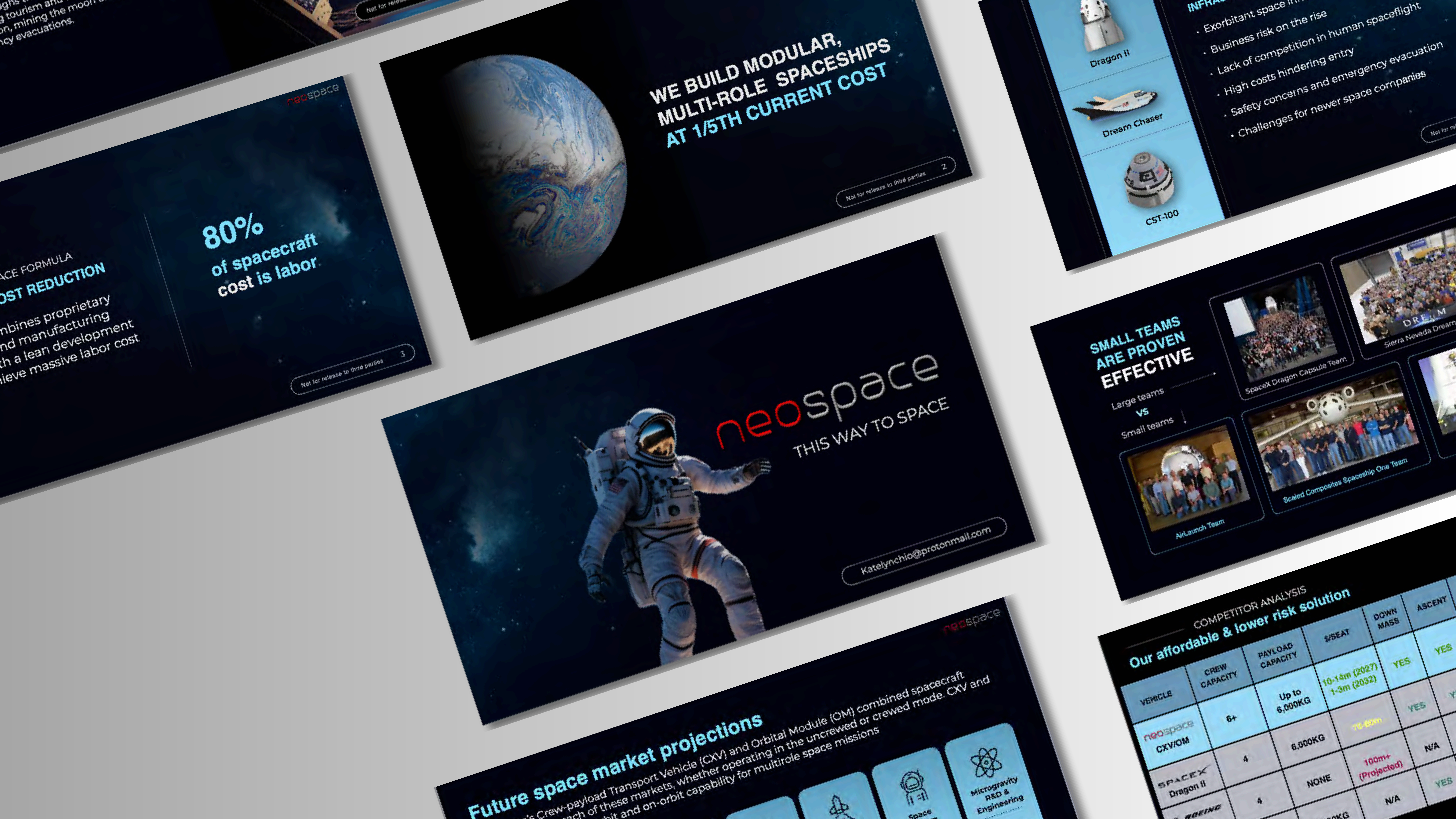

Investment Strategy
pc
Looking beyond
the traditional searcher
Diversify with
Self-Funded Search Investing
Tech Enablement Investments
(Analog Companies)
06


The Ask | Come Invest With Me
pc
Deal by Deal Basis
Join the syndicate min 250,000 a year
Spread out of 5-10 deals
Invest 5mil a year
Returns
Target 30% IRR
5year Return investment
11


Current Deals
pc
Company Name | Tags | Search Check | Investment Units | PPM/Deck
Next Haven Group | Traditional | $6,725.00 | 0.25 | PPM
Inu Capital | Traditional | $13,750.00 | 0.25 | Slide Deck
Spica Capital | Traditional | $5,100.00 | 0.12 | Slide Deck
Belen Partners | Traditional | $6,250.00 | 0.25 | Slide Deck
Searches Funded
Company Name | Ebitda | Tags | Equity Raise
Clay Path Partners | $8.1M | Traditional | TBD
Caraway Capital | $1.7M | Self Funded Traditional | $3.7M
Cortina Capital Deal 1 | $1.6M | Self Funded | $500,000
Cortina Capital Deal 2 | $1.2M | Self Funded | $500,000
Acquisition Opportunities Ready for Syndicate Funding
10


Target Capital Investment
pc
I am forming a small group of accredited investors interested in investing in search deals alongside me through a syndicate. This means that I will invite my group to invest in deals that I am already committed to, and when I send these opportunities, you can opt-in if you are interested.
The Plan
10
Opportunities per year
$500k SPV
Per deal
$500k-$750K
5 self-funded deals
$50K
My personal minimum investment
08

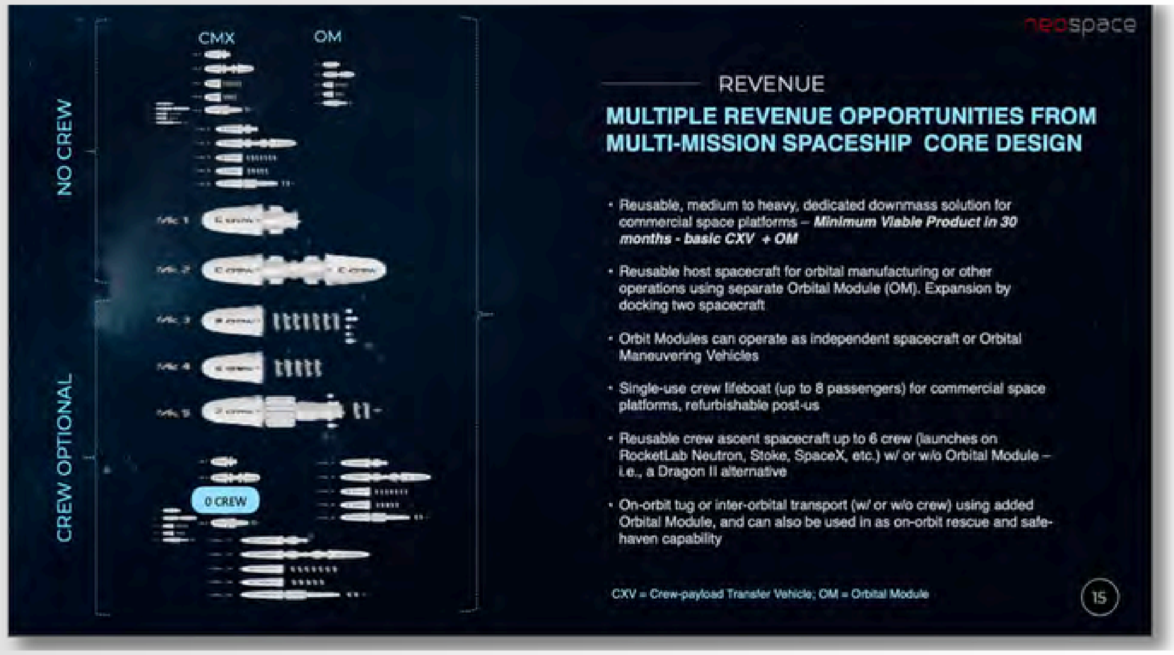

pc
Stefanie Sample
Email goes here



WE BUILD MODULAR, MULTI-ROLE SPACESHIPS AT 1/5TH CURRENT COST
Not for release to third parties
2
80% of spacecraft cost is labor
COST REDUCTION
Not for release to third parties
3
neospace
THIS WAY TO SPACE
Katelynchio@protonmail.com
Dragon II
Dream Chaser
CST-100
Exorbitant space
Business risk on the rise
Lack of competition in human spaceflight
High costs hindering entry
Safety concerns and emergency evacuation
Challenges for newer space companies
SMALL TEAMS ARE PROVEN EFFECTIVE
Large teams
VS
Small teams
SpaceX Dragon Capsule Team
Sierra Nevada Dream
Scaled Composites Spaceship One Team
AirLaunch Team
COMPETITOR ANALYSIS
Our affordable & lower risk solution
VEHICLE
CREW CAPACITY
PAYLOAD CAPACITY
$/SEAT
DOWN MASS
ASCENT
neospace CXV/OM
6+
Up to 6,000KG
10-14m (2027) 1-3m (2032)
YES
YES
SPACEX Dragon II
4
6,000KG
YES
NONE
100m+ (Projected)
N/A
YES
4
N/A
Future space market projections
Crew-payload Transport Vehicle (CXV) and Orbital Module (OM) combined spacecraft
Microgravity R&D & Engineering
Space


OUR AFFORDABLE & LOWER RISK SOLUTION
$50-100M
Today's cost per person
$10-14M
By 2027
$1-3M
By 2032
neospace
Not for release to third parties 11

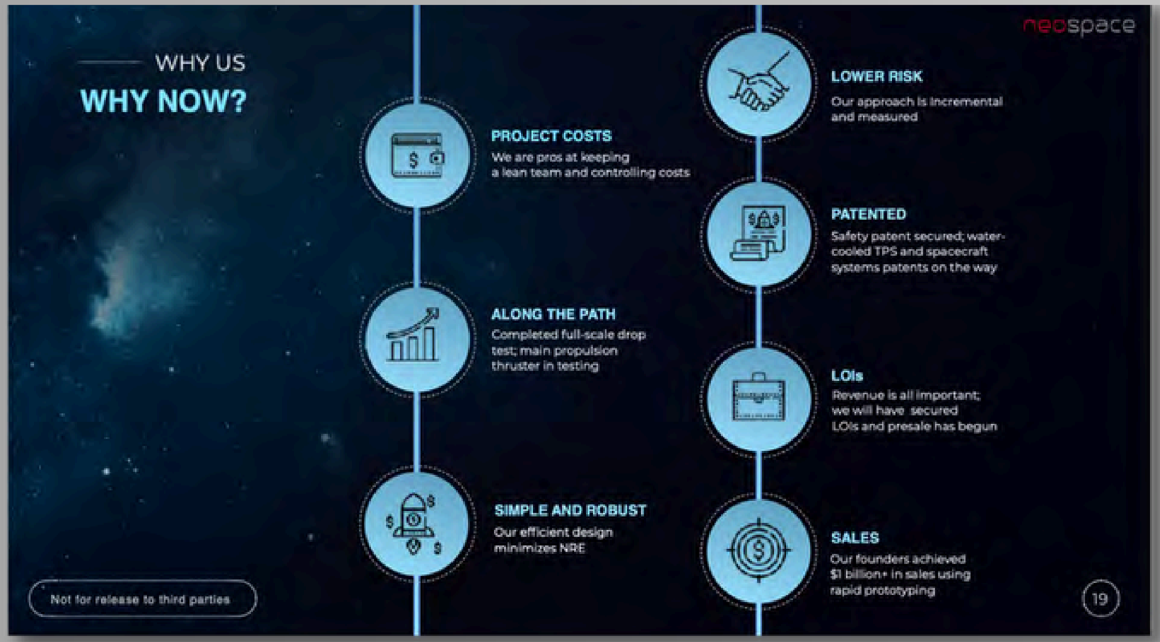

neospace
SOLUTIONS
AFFORDABLE AND ADAPTABLE SPACEFLIGHT SOLUTIONS
Not for release to third parties
Optional "Orbital Module"
Cabin Crew
Parachutes
OMS-RCS Propulsion
Propellant Tanks
Solar Array (optional)
Aeroshell & Heath Shield
Uncrewed Down-mass Solution
Crew Lifeboat Solution
Ascent Universal Crew Solution
On-orbit Tug Solution
Minimum 6 crew in ascent configuration
8 passengers in lifeboat version
Optional "orbital module" (OM) for on-orbit tug or cargo
Compatibility with multiple launch vehicles
Reusable
Based on Discoverer-Corona capsule (>400 re-entries)
14

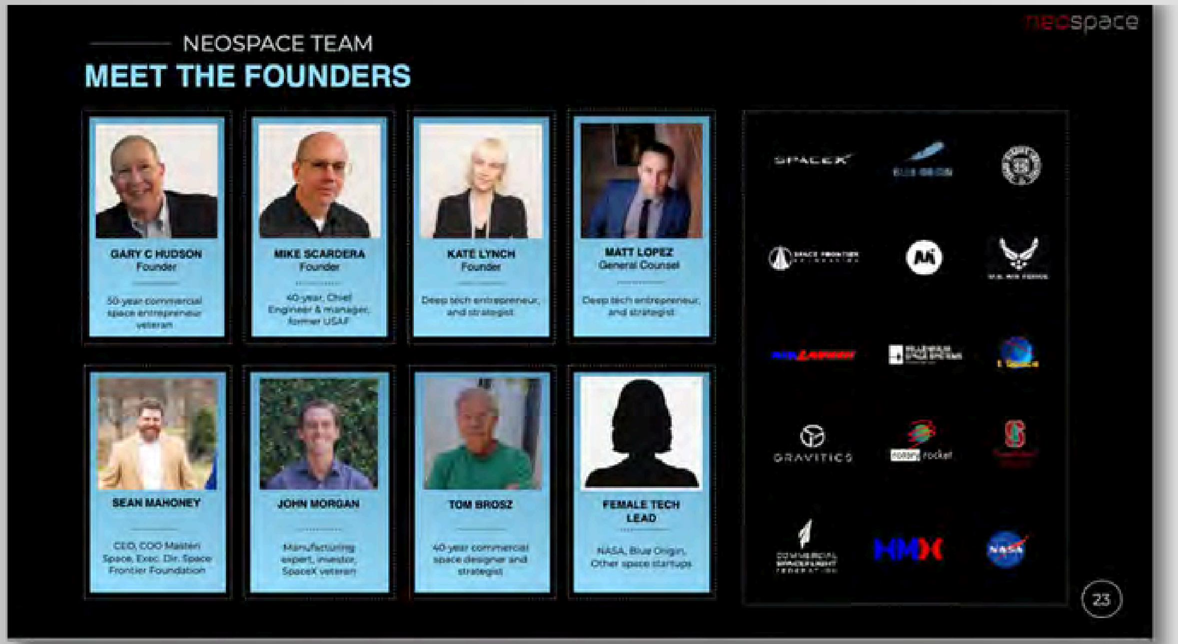

neospace
CMX
OM
NO CREW
CREW OPTIONAL
0 CREW
REVENUE
MULTIPLE REVENUE OPPORTUNITIES FROM MULTI-MISSION SPACESHIP CORE DESIGN
Reusable, medium to heavy, dedicated downmass solution for commercial space platforms – Minimum Viable Product in 30 months - basic CXV + OM
Reusable host spacecraft for orbital manufacturing or other operations using separate Orbital Module (OM). Expansion by docking two spacecraft
Orbit Modules can operate as independent spacecraft or Orbital Maneuvering Vehicles
Single-use crew lifeboat (up to 8 passengers) for commercial space platforms, refurbishable post-us
Reusable crew ascent spacecraft up to 6 crew (launches on RocketLab Neutron, Stoke, SpaceX, etc.) w/ or w/o Orbital Module – i.e., a Dragon II alternative
On-orbit tug or inter-orbital transport (w/ or w/o crew) using added Orbital Module, and can also be used in as on-orbit rescue and safe-haven capability
CXV = Crew-payload Transfer Vehicle; OM = Orbital Module
15

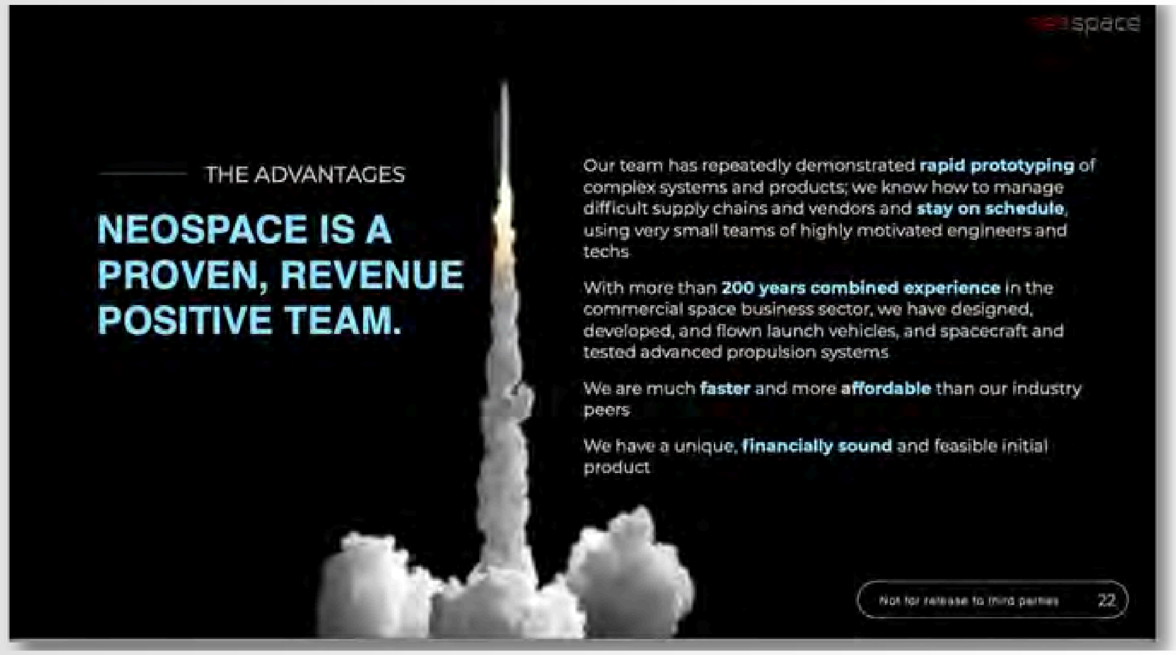

neospace
Actual drop test, full scale
Orbital Module class pressure
SUSTAINABILITY
OUR TECH IS READY SUSTAINABLE AND REUSABLE
Full scale NASA drop test completed
Water-cooled thermal protection (patent application in process)
Indefinite lifetime on-orbit tug propulsion (core team knowledge)
Integrated crew escape system (patented)
Proven "carefree" reentry approach (more reentries performed than any other concept)
Lower-G reentry (<3G, better than Dragon)
Proprietary reentry trim system (patent application in process)
Not for release to third parties 17

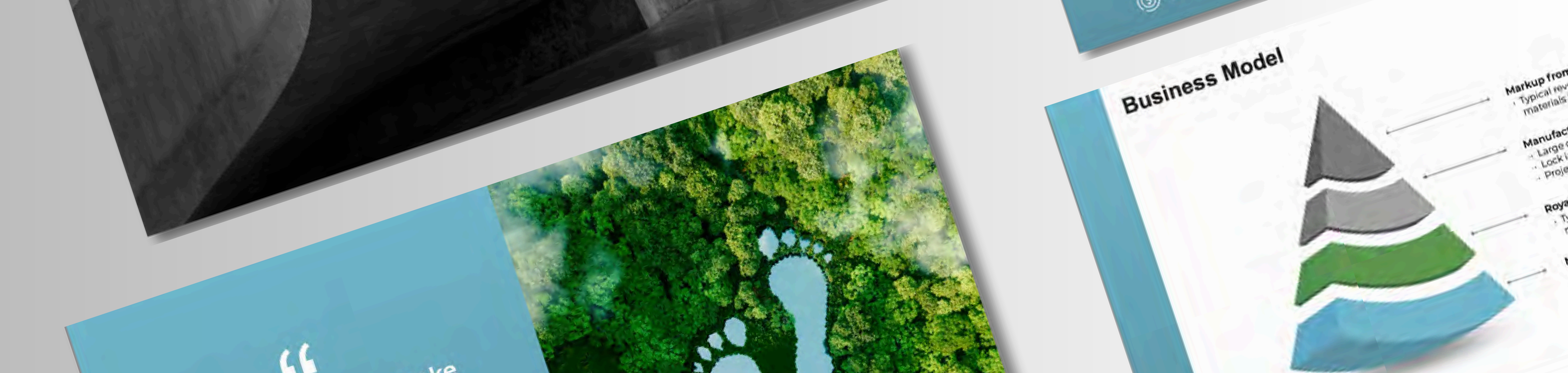

neospace
ADVANCED TECH
OUR PROPRIETARY TECH
IS SUPERIOR
Propulsion: Higher performance, inexpensive, safer, non-toxic, and more responsive
Reentry: Proven, safer, robust, gentler, more precise, and more flexible
Architecture: modular and scalable to address many different markets, customers, and missions
Interfaces: Flexible to interface with Commercial and Government collaborators and/or competitors
*Actual NeoSpace thruster propulsion test fire
Not for release to third parties 16


neospace
BUSINESS PLAN
OTHERS SELL FLIGHTS
WE SELL VEHICLES
Vehicle pre-purchase makes us revenue-positive and provides early cash flow
Opens the door to continuing revenue from customers for upgrades, support, etc.
Transfers owner-operator launch failure risk away from NeoSpace
Manufacture-operator relationships are more profitable for the provider – sales followed by services
Our business model includes both government business and private purchases
Industry is moving towards the NeoSpace model
TAM
SAM
SOM
Total Addressable Market
$12billion
.01% total market
Serviceable Addressable Market
$8billion, 68% TAM
Serviceable Obtainable Market
$2billion 17%TAM
Not for release to third parties 18


neospace
WHY US
WHY NOW?
PROJECT COSTS
We are pros at keeping a lean team and controlling costs
ALONG THE PATH
Completed full-scale drop test; main propulsion thruster in testing
SIMPLE AND ROBUST
Our efficient design minimizes NRE
LOWER RISK
Our approach is incremental and measured
PATENTED
Safety patent secured; water-cooled TPS and spacecraft systems patents on the way
LOIs
Revenue is all important; we will have secured LOIs and presale has begun
SALES
Our founders achieved $1 billion+ in sales using rapid prototyping
Not for release to third parties
19


neospace
NEOSPACE TEAM
MEET THE FOUNDERS
GARY C HUDSON
Founder
50-year commercial space entrepreneur veteran
MIKE SCARDERA
Founder
40-year, Chief Engineer & manager, former USAF
KATE LYNCH
Founder
Deep tech entrepreneur, and strategist
MATT LOPEZ
General Counsel
Deep tech entrepreneur, and strategist
SEAN MAHONEY
CEO, COO Masten Space, Exec. Dir. Space Frontier Foundation
JOHN MORGAN
Manufacturing expert, investor, SpaceX veteran
TOM BROSZ
40 year commercial space designer and strategist
FEMALE TECH LEAD
NASA, Blue Origin, Other space startups
SPACEX
GRAVITICS
NASA
23


neospace
THE ADVANTAGES
NEOSPACE IS A PROVEN, REVENUE POSITIVE TEAM.
Our team has repeatedly demonstrated rapid prototyping of complex systems and products; we know how to manage difficult supply chains and vendors and stay on schedule, using very small teams of highly motivated engineers and techs
With more than 200 years combined experience in the commercial space business sector, we have designed, developed, and flown launch vehicles, and spacecraft and tested advanced propulsion systems
We are much faster and more affordable than our industry peers
We have a unique, financially sound and feasible initial product
Not for release to third parties 22



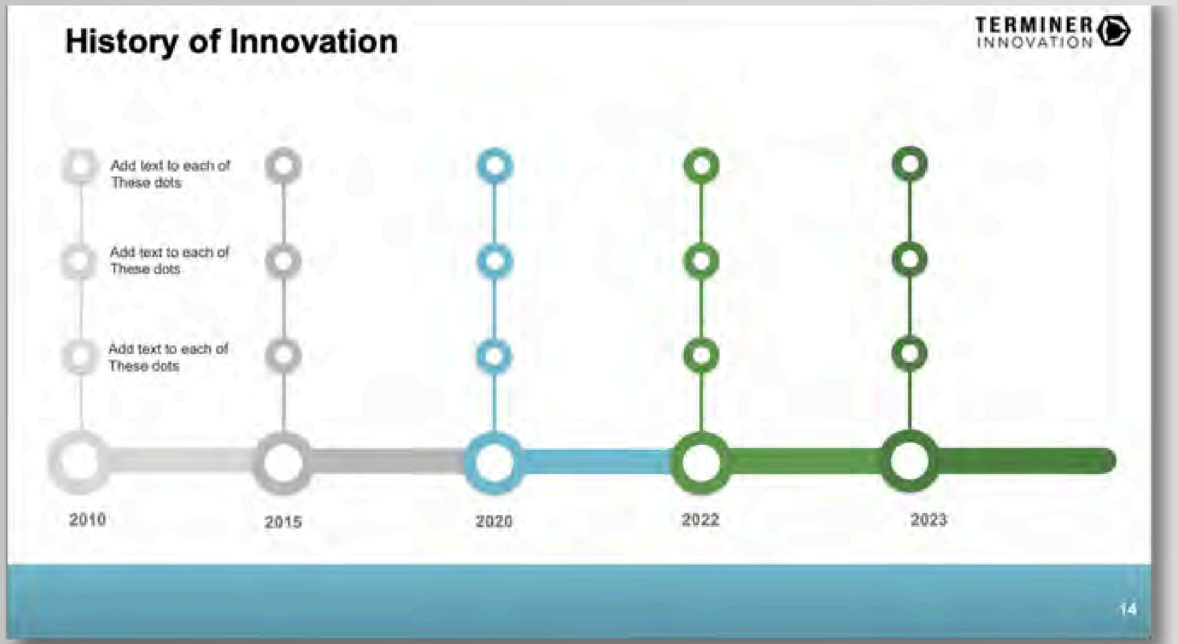
Funded 2025

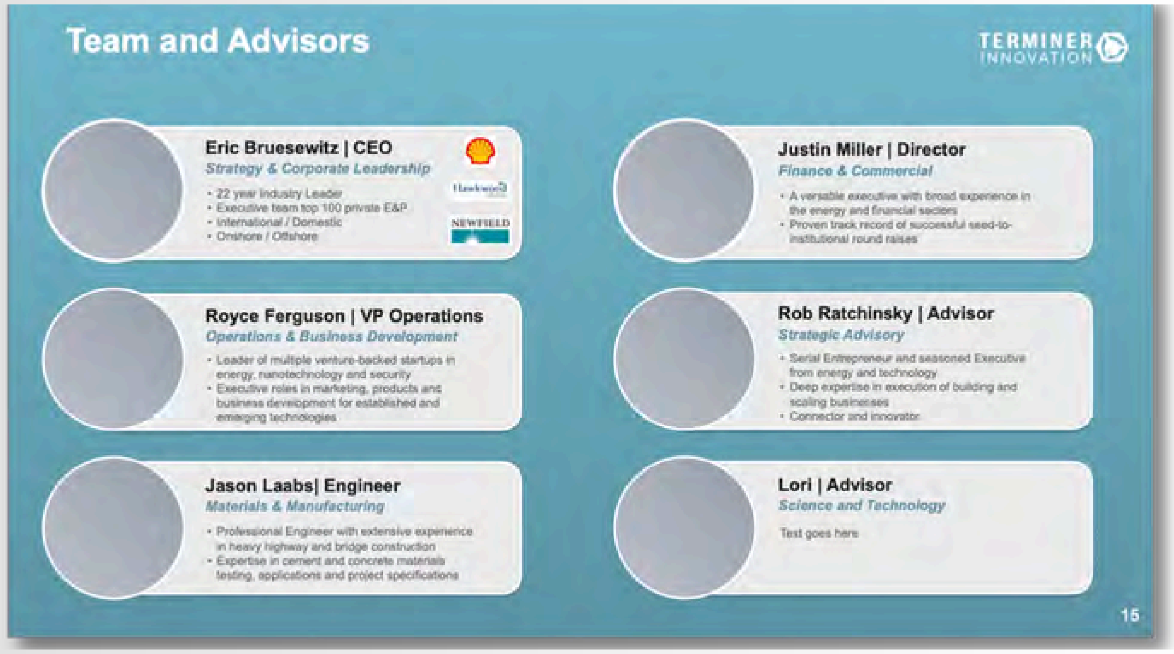
Branding

Pitch Deck | Website

www.Terminer.io


"
Adding bacteria can make concrete greener. They offer ways to produce cement without releasing carbon dioxide.
The Economist
11


History of Innovation
TERMINER INNOVATION
Add text to each of These dots
Add text to each of These dots
Add text to each of These dots
2010
2015
2020
2022
2023
14


Team and Advisors
TERMINER INNOVATION
Eric Bruesewitz | CEO
Strategy & Corporate Leadership
Justin Miller | Director
Finance & Commercial
Royce Ferguson | VP Operations
Operations & Business Development
Rob Ratchinsky | Advisor
Strategic Advisory
Jason Laabs| Engineer
Materials & Manufacturing
Lori | Advisor
Science and Technology
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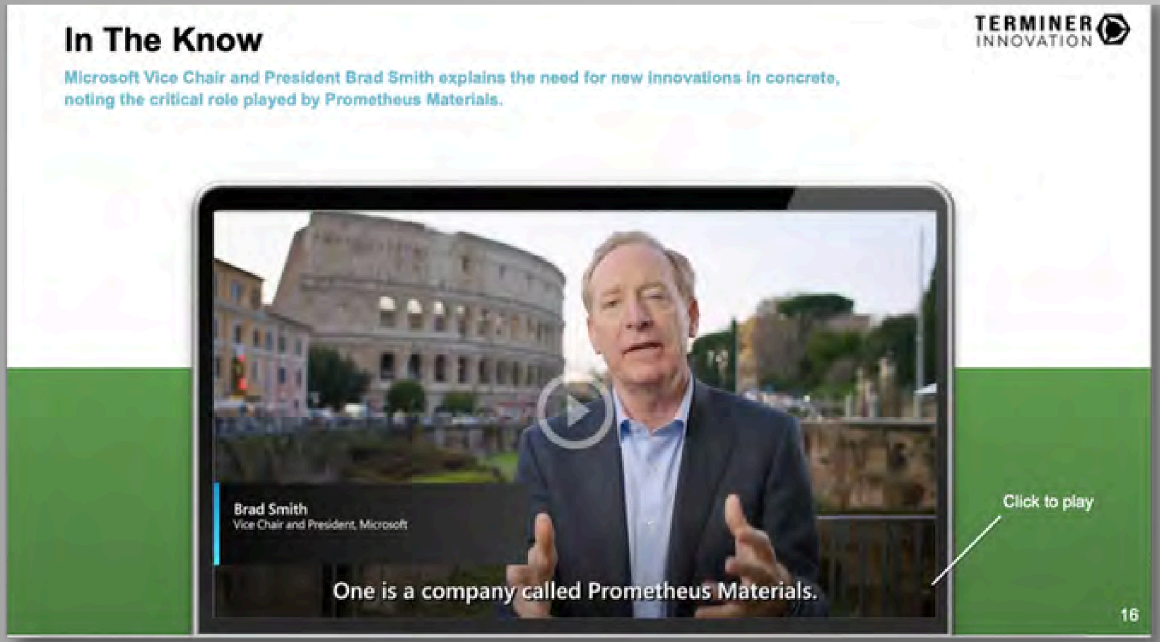
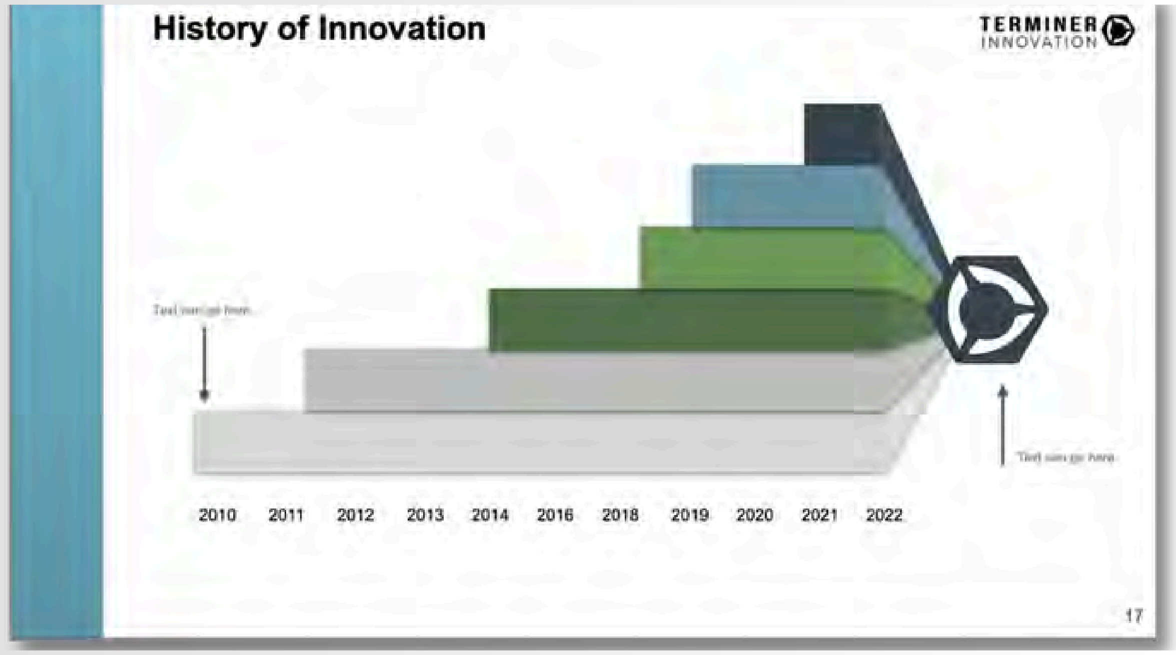
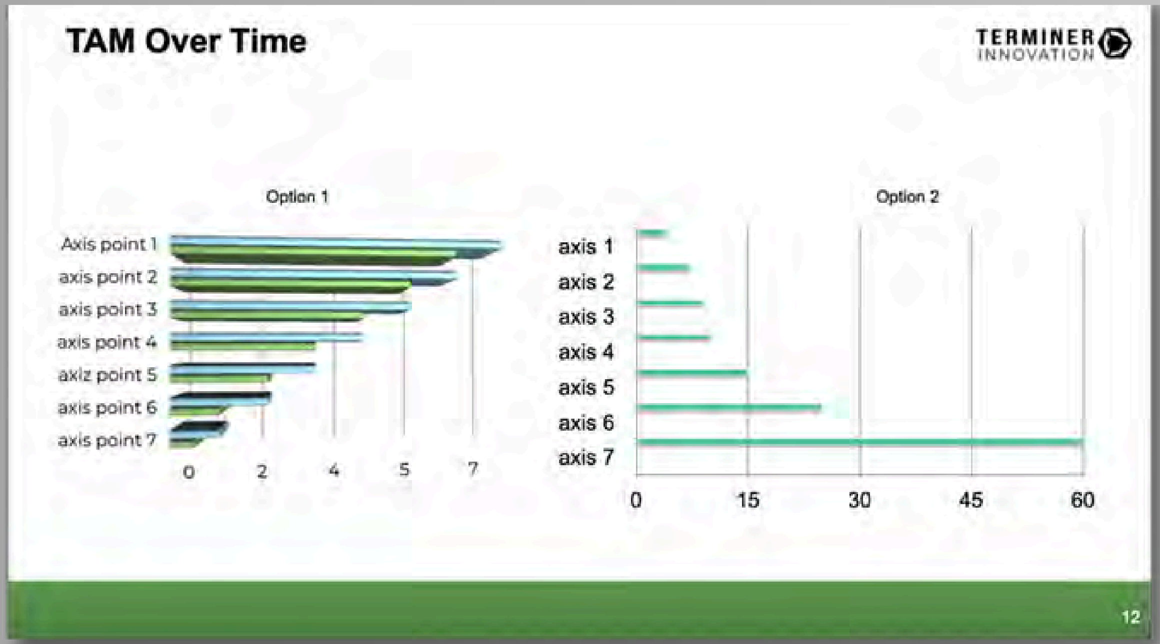
15


In The Know
TERMINER INNOVATION
Microsoft Vice Chair and President Brad Smith explains the need for new innovations in concrete, noting the critical role played by Prometheus Materials.
Brad Smith
Vice Chair and President, Microsoft
One is a company called Prometheus Materials.
Click to play
16


Growth
TERMINER INNOVATION
RECYCLING
ECO ENERGY
GREEN PLANET
CLEAN WATER
Sub Title / statement goes here
• talking points
Chart Title
17


History of Innovation
TERMINER INNOVATION
2010
2011
2012
2013
2014
2016
2018
2019
2020
2021
2022
17


TAM Over Time
TERMINER INNOVATION
Option 1
Axis point 1
axis point 2
axis point 3
axis point 4
axiz point 5
axis point 6
axis point 7
0
2
4
5
7
Option 2
axis 1
axis 2
axis 3
axis 4
axis 5
axis 6
axis 7
0
15
30
45
60
12


Editable Graphs assets
Describe Your Text In Here


TERMINER INNOVATION
ericb@terminer.io
Raising $2M seed round to enable commercialization of concrete and cement solutions through our exclusive IP license.

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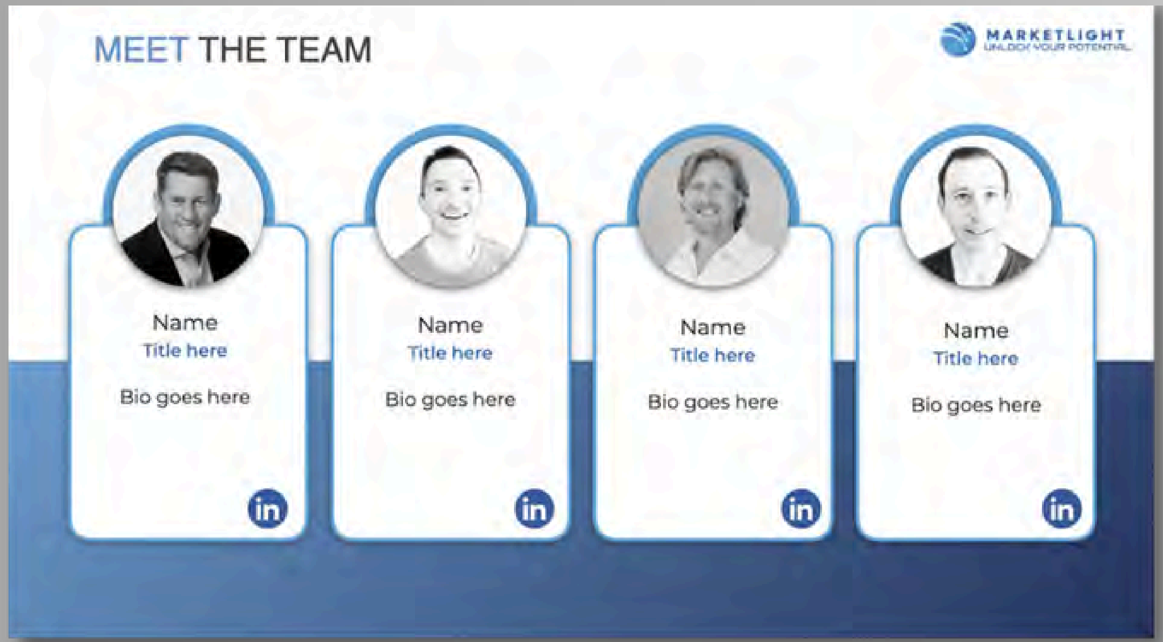
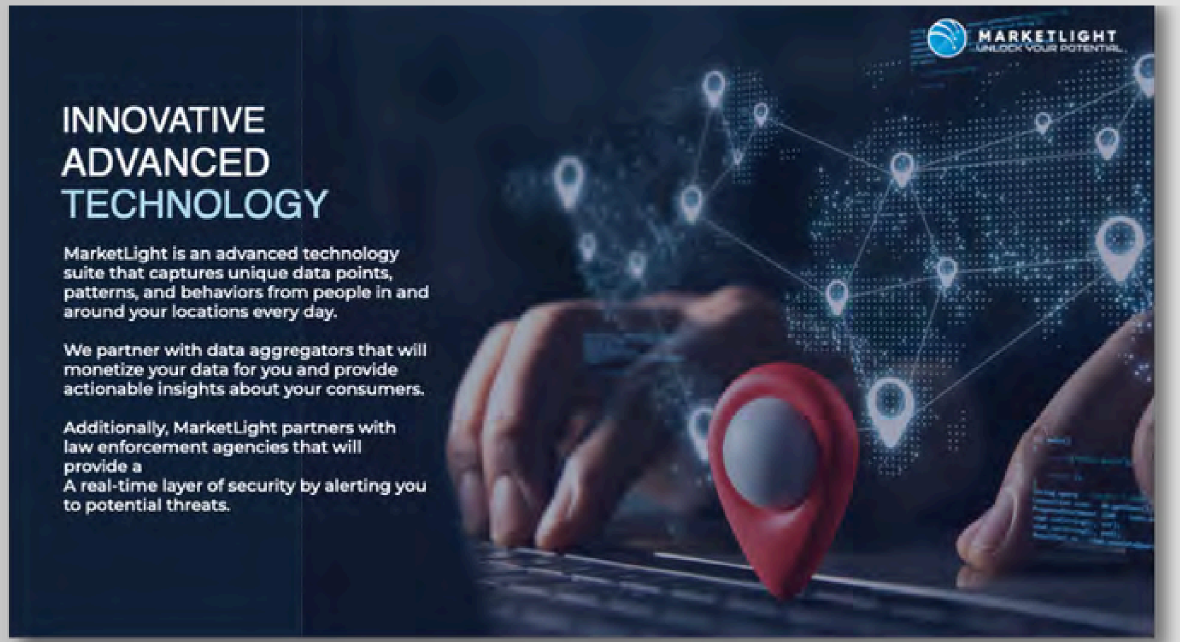
Pitch Deck | Website


MEET THE TEAM
MARKETLIGHT
Name
Title here
Bio goes here
Name
Title here
Bio goes here
Name
Title here
Bio goes here
Name
Title here
Bio goes here


MARKETLIGHT
INNOVATIVE ADVANCED TECHNOLOGY
MarketLight is an advanced technology suite that captures unique data points, patterns, and behaviors from people in and around your locations every day.
We partner with data aggregators that will monetize your data for you and provide actionable insights about your consumers.
Additionally, MarketLight partners with law enforcement agencies that will provide a
A real-time layer of security by alerting you to potential threats.

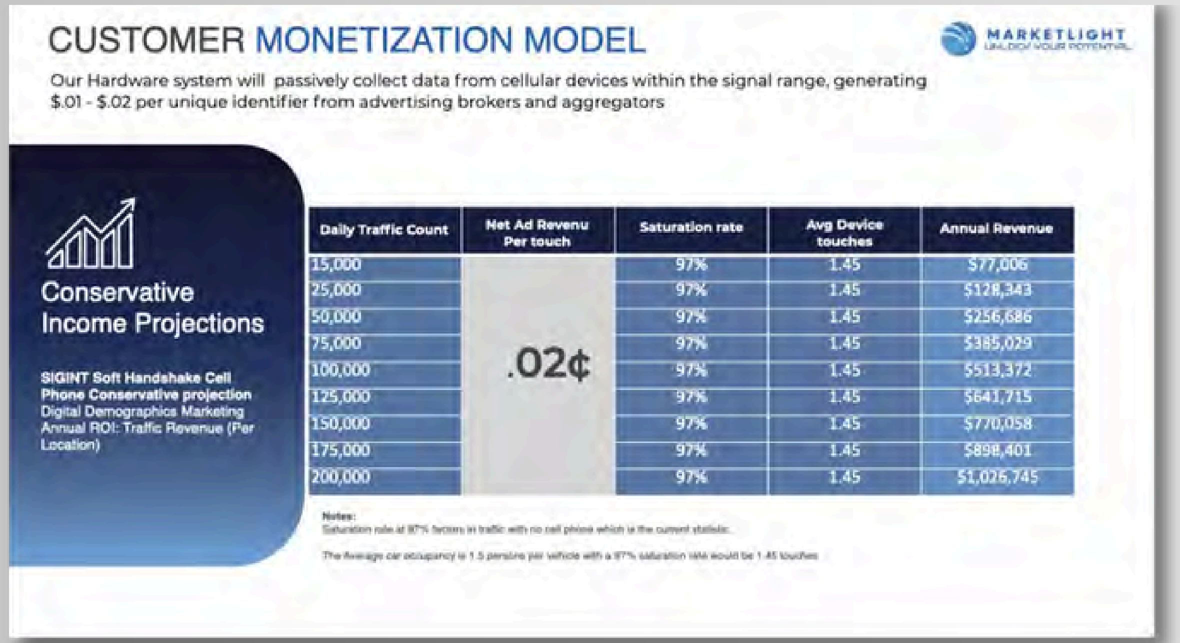

MARKETLIGHT
EMPOWERING BUSINESSES
Buying and collecting data is not a new concept, however MarketLight is different because we provide geo-based insights that will improve the way you interact with consumers.
Create a new revenue stream by capturing and selling unique data points to data aggregators
Gain access to consumer insights enabling you to make better business decisions
Increase security by sharing unique identifiers with law enforcement that will alert you to potential threats in real-time


HOW IT WORKS
MARKETLIGHT
We install our suite of technology hardware that will capture predetermined data points from pedestrians in and around your businesses
Marketlight will work with data aggregators to monetize your data, which will provide you with a guaranteed return on your investment
Businesses will receive actionable, clean data sets including behavior insights, persona, traffic flow, patterns and buying behavior.
Using signal intelligence, we partner with federal and state law enforcement agencies that alert you to real-time threats within a mile perimeter of your business, providing a safer environment
Its time businesses UNLOCK the full potential of their data!


USA CASES
MARKETLIGHT
MarketLight's Wireless Gaurdian Solution has been successfully deployed in hundreds of locations
Portland Of Oakland
TIAA Bank Field (Jacksonville Jaguars Stadium)
Culvers Restaurants
Plethora of School Systems
Rose Bowl (2020)
Atlanta Superbowl (2017)


WHY US
Marketlight is the the leading provider of Location Data solutions. We understand that choosing the right partner to handle your location data needs is crucial for the success of your business.
We pride ourselves on our commitment to delivering the most accurate and reliable location data in the industry. Our advanced algorithms, extensive data sources, and rigorous quality control measures ensure that you receive precise and up-to-date information for your business needs.
We take data privacy and security seriously. We adhere to stringent privacy regulations and employ industry-leading security measures to safeguard your data. You can trust that your information is protected and handled with the utmost confidentiality throughout the data collection and processing lifecycle.

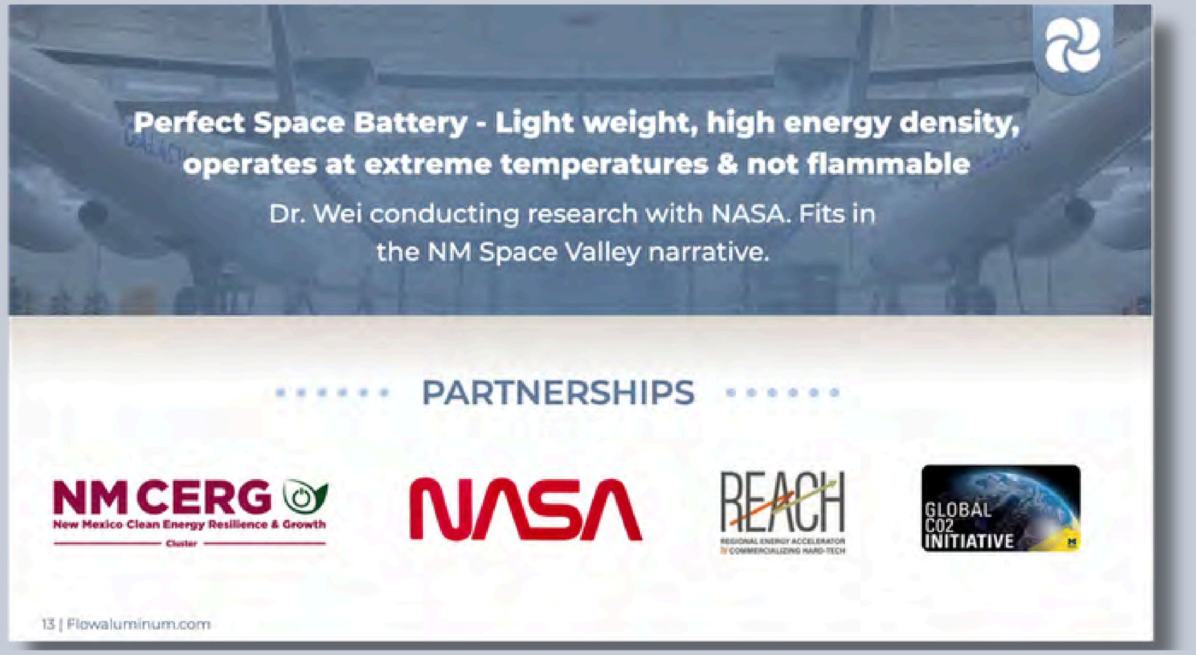

THE ASK
MARKETLIGHT
750k
Is our immediate goal to raise in order to develop and scale our sales organization that specializes in providing actionable data insights to location owners
Source use of funds
Prove out ROI structures for go-to-market
Hardware Inventory
Contract initial commercial clients
Secure new partnerships with data aggregators and government agencies
Execute new licensing contracts with advanced technologies
Build out sales and marketing team
Legal Representation

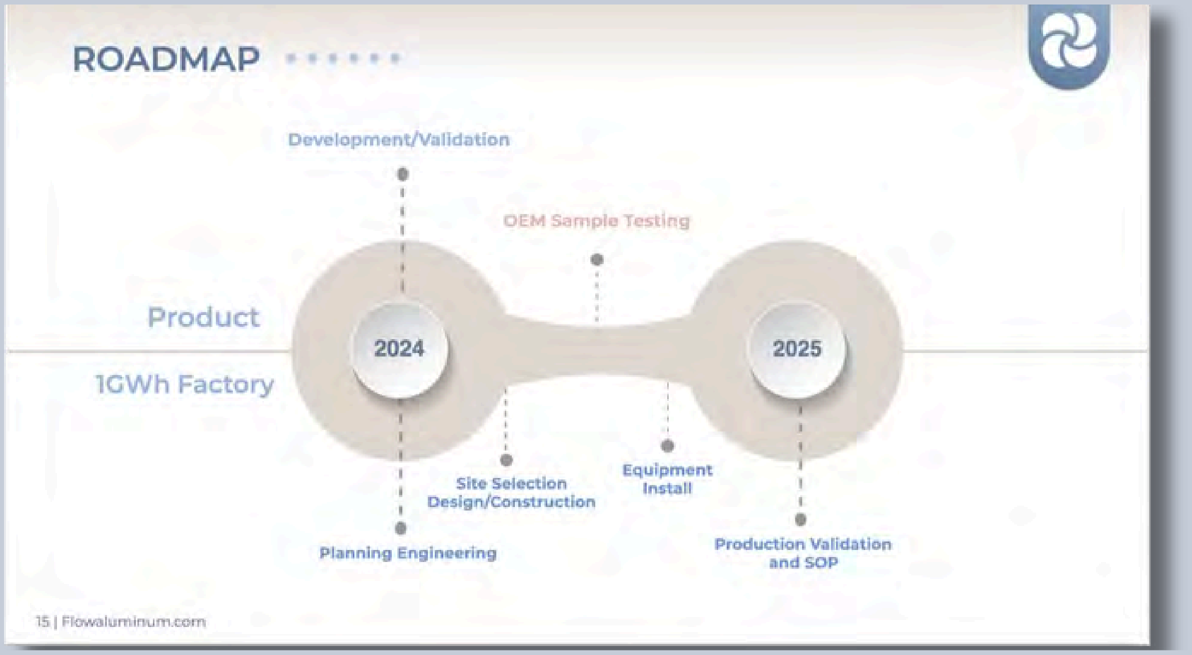

CUSTOMER MONETIZATION MODEL
MARKETLIGHT
Our Hardware system will passively collect data from cellular devices within the signal range, generating $.01 - $.02 per unique identifier from advertising brokers and aggregators
Conservative Income Projections
SIGINT Soft Handshake Cell Phone Conservative projection
Digital Demographics Marketing
Annual ROI: Traffic Revenue (Per Location)
Daily Traffic Count | Net Ad Revenu Per touch | Saturation rate | Avg Device touches | Annual Revenue
15,000 | .02¢ | 97% | 1.45 | $77,006
25,000 | 97% | 1.45 | $128,343
50,000 | 97% | 1.45 | $256,686
75,000 | 97% | 1.45 | $385,029
100,000 | 97% | 1.45 | $513,372
125,000 | 97% | 1.45 | $641,715
150,000 | 97% | 1.45 | $770,058
175,000 | 97% | 1.45 | $898,401
200,000 | 97% | 1.45 | $1,026,745
Notes:
Saturation rate at 97% factors in traffic with no cell phone which is the current statistic.


Contact Us
ross@marketlight.ai
(303) 957-8288

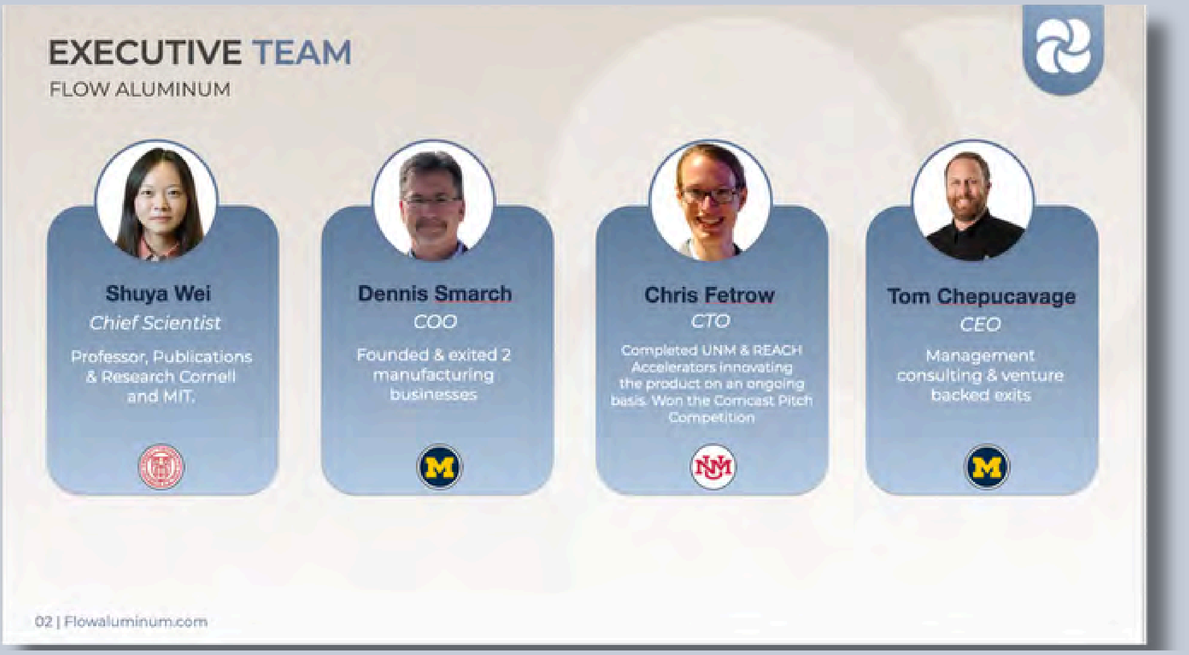
Funded 2025

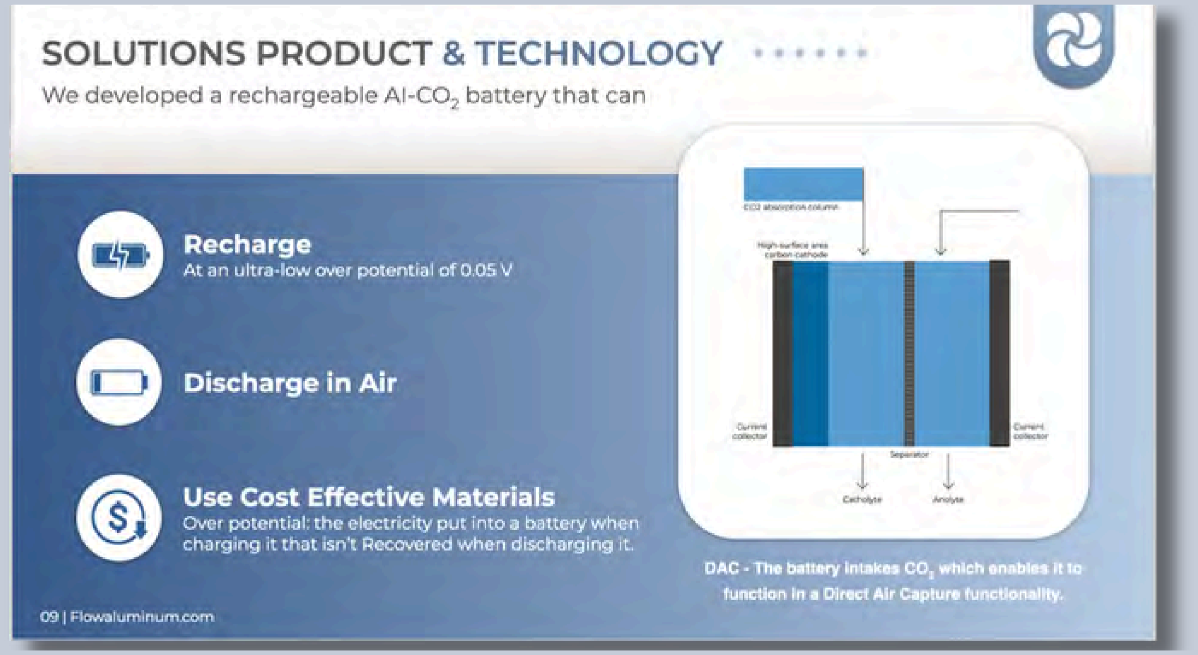
Pitch Deck | Website


Perfect Space Battery - Light weight, high energy density, operates at extreme temperatures & not flammable
Dr. Wei conducting research with NASA. Fits in the NM Space Valley narrative.
PARTNERSHIPS
NM CERG
New Mexico Clean Energy Resilience & Growth
NASA
REACH
GLOBAL CO2 INITIATIVE
13 | Flowaluminum.com

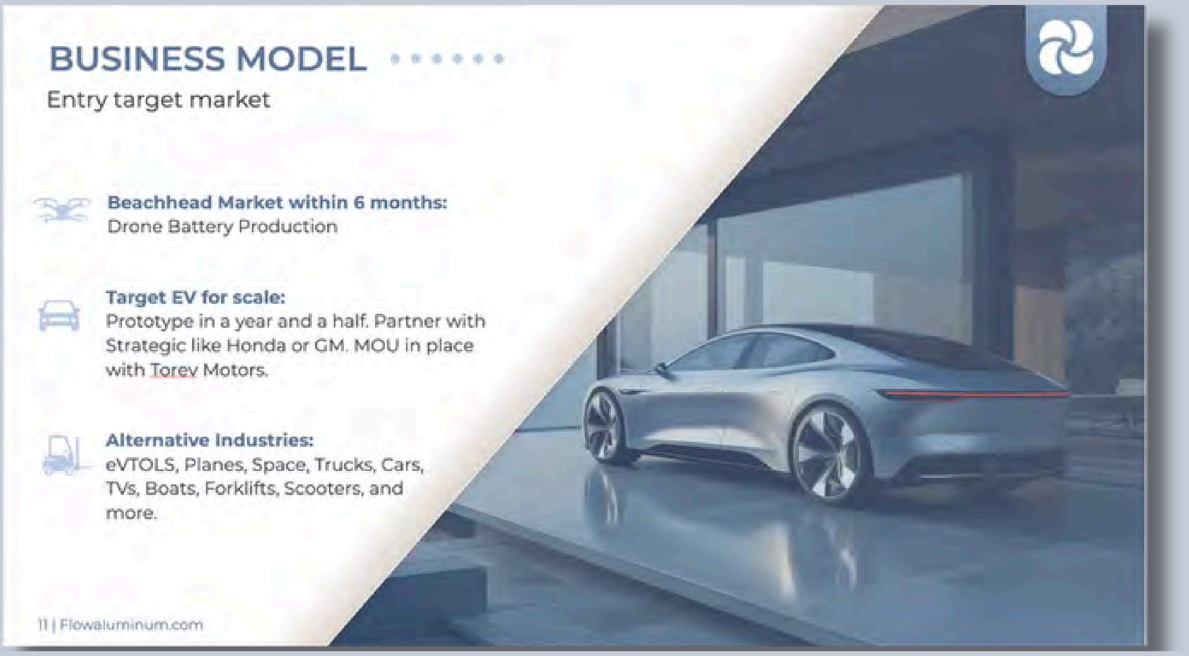

ROADMAP
Development/Validation
OEM Sample Testing
Product
1GWh Factory
2024
2025
Site Selection Design/Construction
Equipment Install
Planning Engineering
Production Validation and SOP
15 | Flowaluminum.com


APPENDIX


EXECUTIVE TEAM
FLOW ALUMINUM
Shuya Wei
Chief Scientist
Professor, Publications & Research Cornell and MIT.
Dennis Smarch
COO
Founded & exited 2 manufacturing businesses
Chris Fetrow
CTO
Completed UNM & REACH Accelerators innovating the product on an ongoing basis. Won the Comcast Pitch Competition
Tom Chepucavage
CEO
Management consulting & venture backed exits
02 | Flowaluminum.com


SOLUTIONS PRODUCT & TECHNOLOGY
We developed a rechargeable Al-CO_2 battery that can
Recharge
At an ultra-low over potential of 0.05 V
Discharge in Air
Use Cost Effective Materials
Over potential: the electricity put into a battery when charging it that isn't Recovered when discharging it.
DAC - The battery intakes CO_2 which enables it to function in a Direct Air Capture functionality.
09 | Flowaluminum.com


Perfect Space Battery - Light weight, high energy density, operates at extreme temperatures & not flammable
Dr. Wei conducting research with NASA. Fits in the NM Space Valley narrative.
PARTNERSHIPS
NM CERG
New Mexico Clean Energy Resilience & Growth
NASA
REACH
GLOBAL CO2 INITIATIVE
13 | Flowaluminum.com


BUSINESS MODEL
Entry target market
Beachhead Market within 6 months:
Drone Battery Production
Target EV for scale:
Prototype in a year and a half. Partner with Strategic like Honda or GM. MOU in place with Torev Motors.
Alternative Industries:
eVTOLS, Planes, Space, Trucks, Cars, TVs, Boats, Forklifts, Scooters, and more.
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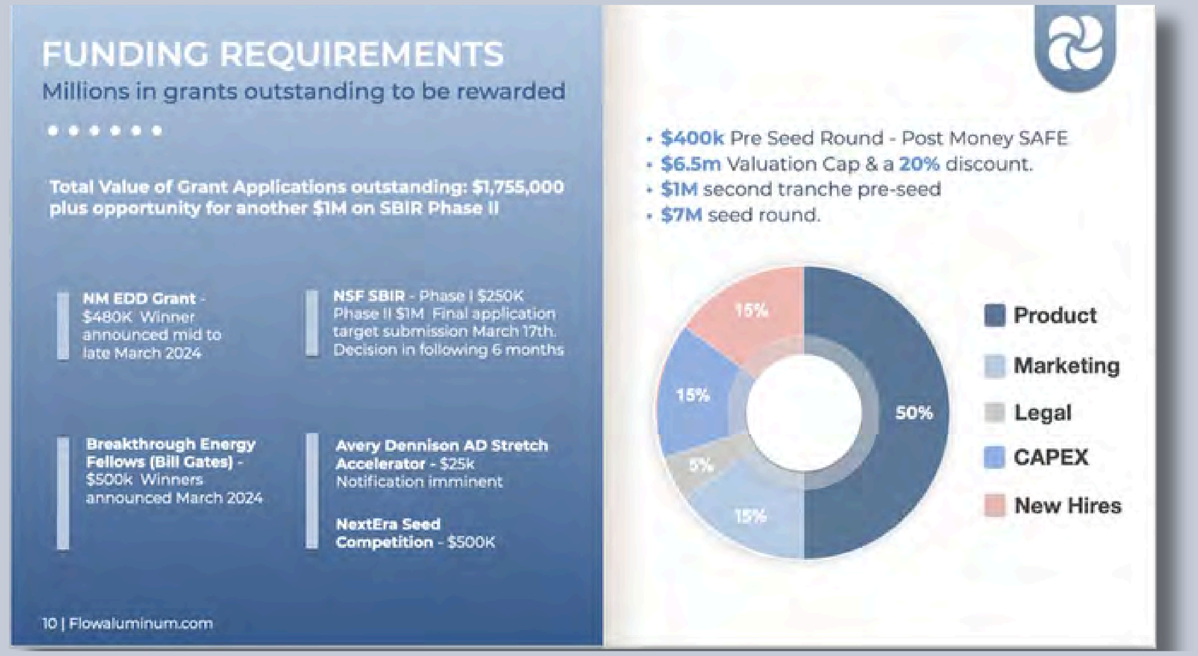
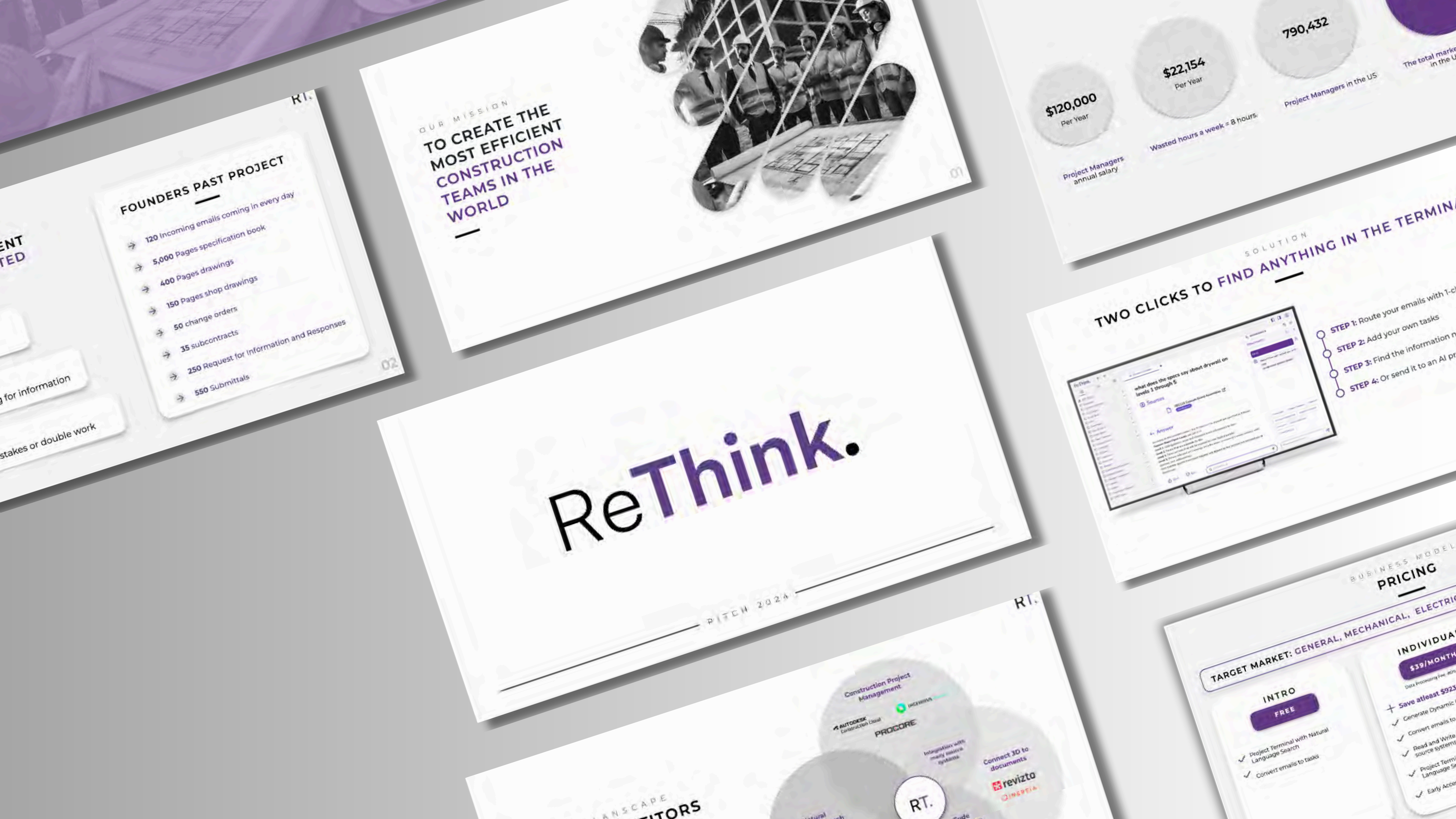
AGENDA
CONTENT LIST
01. Intros
02. Why Today
03. Technology, Developments & Milestones
04. The Ask
MISSION
To learn if there is a pathway for us to engage with Stellantis further
01 | Flowaluminum.com

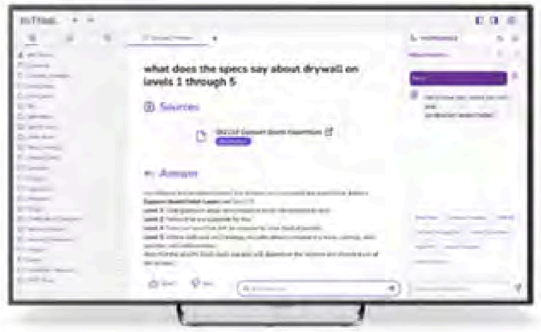

FUNDING REQUIREMENTS
Millions in grants outstanding to be rewarded
Total Value of Grant Applications outstanding: $1,755,000 plus opportunity for another $1M on SBIR Phase II
NM EDD Grant - $480K Winner announced mid to late March 2024
NSF SBIR - Phase I $250K Phase II $1M Final application target submission March 17th. Decision in following 6 months
Breakthrough Energy Fellows (Bill Gates) - $500k Winners announced March 2024
Avery Dennison AD Stretch Accelerator - $25k Notification imminent
NextEra Seed Competition - $500K
• $400k Pre Seed Round - Post Money SAFE
• $6.5m Valuation Cap & a 20% discount.
• $1M second tranche pre-seed
• $7M seed round.
15%
15%
5%
15%
50%
Product
Marketing
Legal
CAPEX
New Hires
10 | Flowaluminum.com



RT.
FOUNDERS PAST PROJECT
120 Incoming emails coming in every day
5,000 Pages specification book
400 Pages drawings
150 Pages shop drawings
50 change orders
35 subcontracts
250 Request for Information and Responses
550 Submittals
02
for information
stakes or double work
OUR MISSION
TO CREATE THE MOST EFFICIENT CONSTRUCTION TEAMS IN THE WORLD
01
$120,000
Per Year
Project Managers annual salary
$22,154
Per Year
Wasted hours a week = 8 hours.
790,432
Project Managers in the US
SOLUTION
TWO CLICKS TO FIND ANYTHING IN THE TERMINA
STEP 1: Route your emails with 1-cl
STEP 2: Add your own tasks
STEP 3: Find the information n
STEP 4: Or send it to an AI pr
ReThink.
PITCH 2024
RT.
Construction Project Management
PROCORE
AUTODESK Construction Cloud
Connect 3D to documents
revizto
RT.
BUSINESS MODEL
PRICING
TARGET MARKET: GENERAL, MECHANICAL, ELECTRIC
INTRO
FREE
Project Terminal with Natural Language Search
Convert emails to tasks
INDIVIDUA
$39/MONTH

SOLUTION

TWO CLICKS TO FIND ANYTHING IN THE TERMINAL



- **STEP 1:** Route your emails with 1-click
- **STEP 2:** Add your own tasks
- **STEP 3:** Find the information needed to do the task
- **STEP 4:** Or send it to an AI project assistant to do it for you.

RT.

TRACTION

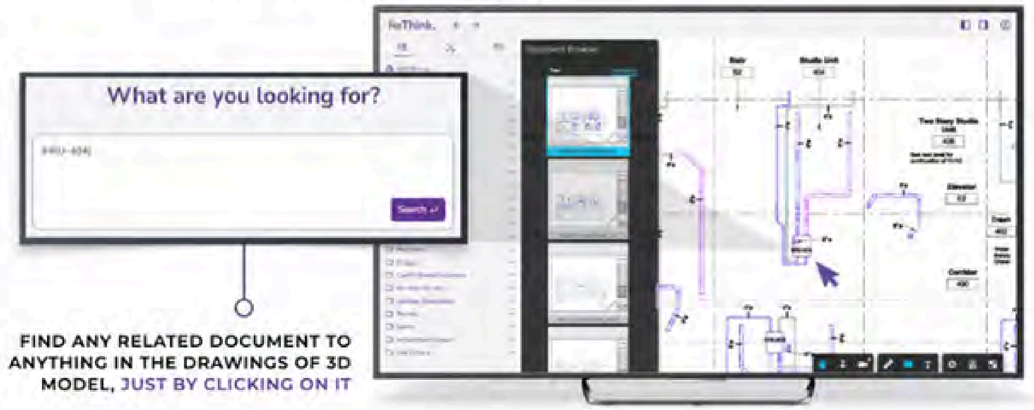
EARLY COMMITTED CUSTOMERS

- H.J. Russell — Atlanta, GA
- Waypoint Contracting — Miami, FL
- L.S. Black Constructors — St. Paul, Minnesota
- Excel Construction — Miami, FL
- Nibbi Brothers — San Francisco, CA
- Baldwin Group — SE America

RT.

HOW IT WORKS

ONE CLICK WITH DYNAMIC DRAWINGS

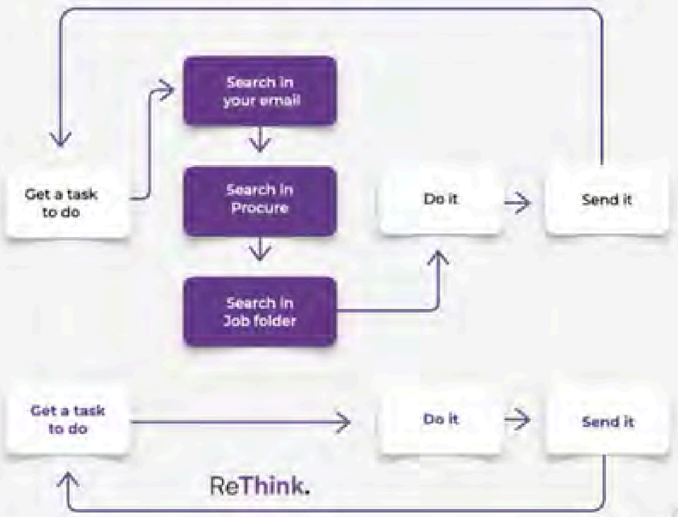


FIND ANY RELATED DOCUMENT TO ANYTHING IN THE DRAWINGS OF 3D MODEL, JUST BY CLICKING ON IT

RT.

THE SOLUTION

LOOKING FOR INFORMATION



RT.

RT.

OUR PATH TO GROWTH

ROADMAP

Q3 2024
- Launch MVP
- Execute tasks with core project data set
- Used by content consumers (Project Engineer)
- 2 users/project

Q4 2025
- Public Launch V1
- MVP + entire project text data set
- Used by content consumers **+Project Engineer**
- 3 users/project

Q1 2025
- Launch V2
- V1 + 2D drawings
- Used by content consumers **+Superintendents**
- 5 users/project

Q1 2025
- Launch V2.1
- V1 + 3D drawings
- Used by content consumers and content creators **+Design Pre-Construction**
- 10 users/project

Q4 2025
- Launch V2.2
- Generate one-click dynamic drawings
- Used by content consumers and content creators **+Front Line, Pre-Fabrication shop**
- 25 users/project

'25-'27
- Launch V3
- Execute full-array of project tasks
- **Entire Project Team**
- 40 users/project

RT.

OUR FUTURE

PROJECTIONS

	Q4 2024	Q4 2025	Q4 2026	Q4 2027	Q4 2028
Active Paying Users	25	250	1000	10,000	10,000
Average Price	$39	$39	$50	$60	$65
Active Paying Projects	3	50	550	600	800
Average Price	$500	$500	$550	$600	$800
APR	$29,700	$417,000	$1,920,000	$10,800,000	$55,800,000

RT.

BRINGING OUT THE BEST

MEET OUR TEAM

OFEK SUCHARD
Mechanical Engineer
- Worked as a Project Engineer for $400 million worth of projects
- Designed and sold complex HVAC Systems to accounts of commercial construction contractors including Turner ($17B in 2023)

JOE PATRANTONI
Technical
- Full-Stack Software Engineer
- AI and Machine Learning expert

MATT TAUBER
Technical
- Mechanical Engineer
- Product Developer for 3 years
- Successfully delivered 25 projects

RT.

THE ASK

RETHINK INVESTMENT

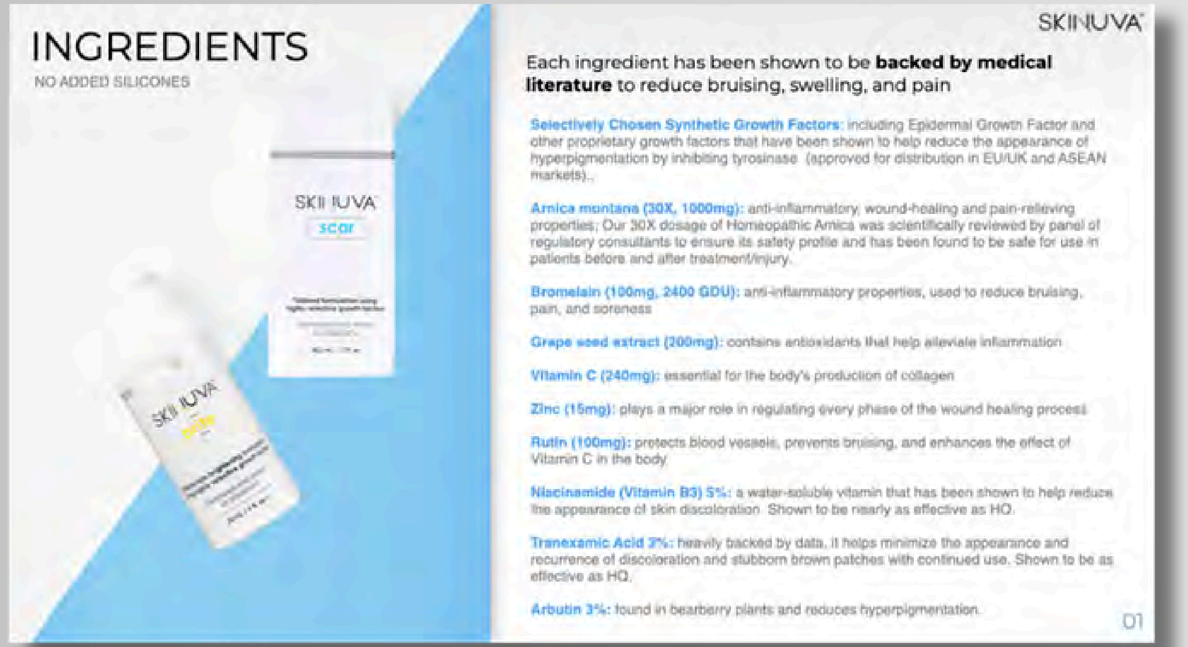
$1MILLION SAFE

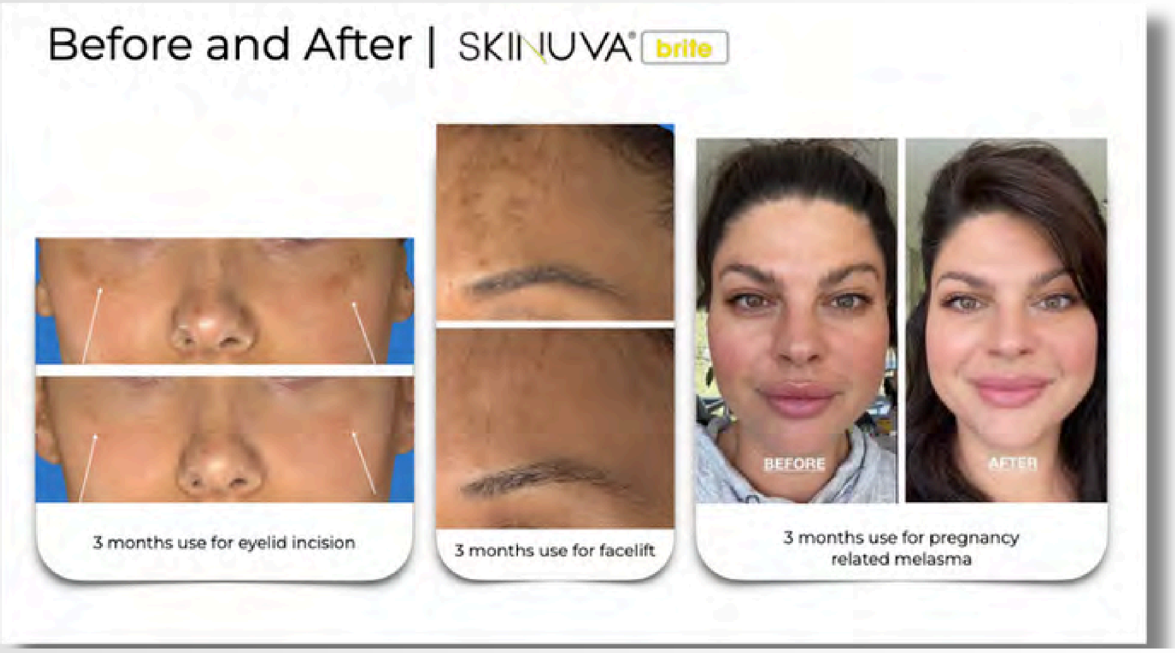
USE OF FUNDS

- 2 Backend Engineers
- 2 Frontend Engineers
- 1 Experienced Engineer
- 1 Designer
- Office & Overhead

sold company


Before and After | SKINUVA scar
3 months use for eyelid incision
3 months use for facelift
3 months use for chin implant
3 months use for breast augmentation


INGREDIENTS
NO ADDED SILICONES
SKINUVA
Each ingredient has been shown to be backed by medical literature to reduce bruising, swelling, and pain
Selectively Chosen Synthetic Growth Factors: including Epidermal Growth Factor and other proprietary growth factors that have been shown to help reduce the appearance of hyperpigmentation by inhibiting tyrosinase (approved for distribution in EU/UK and ASEAN markets)..
Arnica montana (30X, 1000mg): anti-inflammatory, wound-healing and pain-relieving properties; Our 30X dosage of Homeopathic Arnica was scientifically reviewed by panel of regulatory consultants to ensure its safety profile and has been found to be safe for use in patients before and after treatment/injury.
Bromelain (100mg, 2400 GDU): anti-inflammatory properties, used to reduce bruising, pain, and soreness
Grape seed extract (200mg): contains antioxidants that help alleviate inflammation
Vitamin C (240mg): essential for the body's production of collagen
Zinc (15mg): plays a major role in regulating every phase of the wound healing process
Rutin (100mg): protects blood vessels, prevents bruising, and enhances the effect of Vitamin C in the body
Niacinamide (Vitamin B3) 5%: a water-soluble vitamin that has been shown to help reduce the appearance of skin discoloration. Shown to be nearly as effective as HQ.
Tranexamic Acid 3%: heavily backed by data, it helps minimize the appearance and recurrence of discoloration and stubborn brown patches with continued use. Shown to be as effective as HQ.
Arbutin 3%: found in bearberry plants and reduces hyperpigmentation.
01

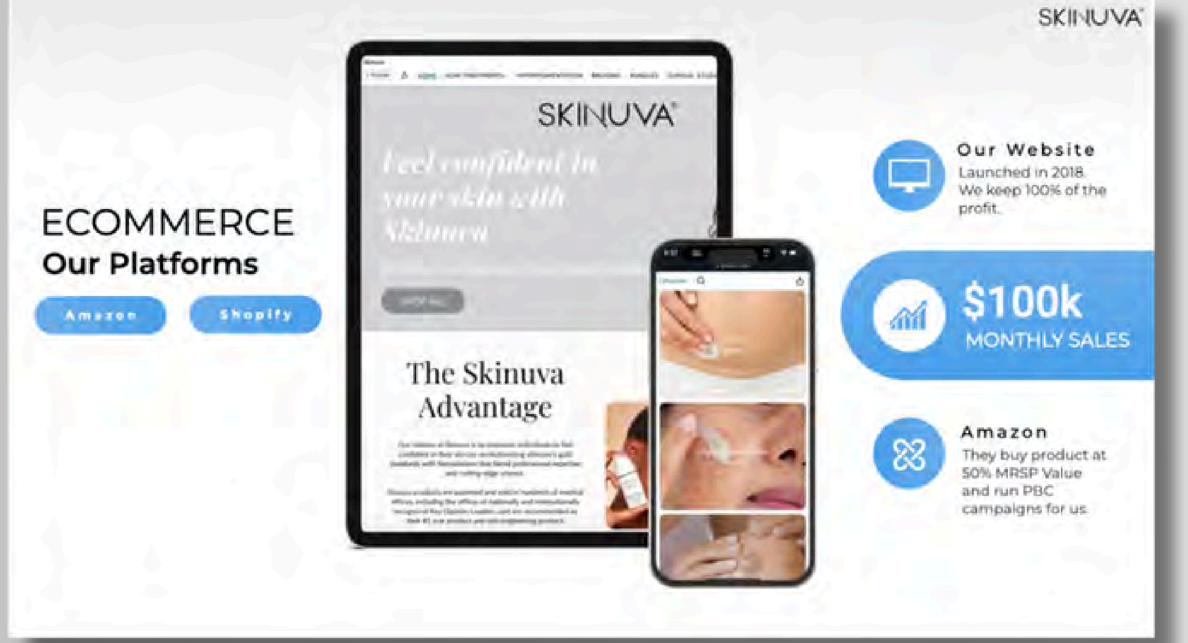

Before and After | SKINUVA brite
BEFORE
AFTER
3 months use for eyelid incision
3 months use for facelift
3 months use for pregnancy related melasma


SKINUVA
bruise
brite
scar
PRODUCT HIGHLIGHTS
Skinuva Scar is the most advanced, medical grade scar cream in the world that's affordably priced
Selective authentic Growth Factors, Hyaluronic Acid, Silicone, Centella Asiatica, Aloe Vera, Vitamin C
Skinuva Scar cream is available in both non-SPF version and SPF 30 version containing non-nano Zinc Oxide
Skinuva Scar is backed by 5 published clinical studies and shown to be 30% more effective than hydroquinone
Skinuva Bruise is pharmaceutical grade, physician developed, homeopathic supplement vegan and vegetarian friendly, non-GMO, gluten free


THE PRODUCTS


STRATEGIC ANALYSIS
STRENGTHS
Scientific Foundation
Patent Portfolio
First-mover on Growth Factor-based skincare
Physician + Consumer hybrid sales model
Established market from silicone-scar products
INTERNAL CHALLENGES
Limited funding to grow sales force, launch new products, and attend domestic and international tradeshows
CEO needs to spend more time but not able to given other duties
Small production batches, higher CoGS
OPPORTUNITIES
Product Pipeline
Identified Management Team
International Expansion
Industry Support
Established marketing partners
Spa/salon market
MD specialties outside of Plastics & Derms
More retail outlets
POTENTIAL THREATS
Big players in the market could reinvest in their stagnant products
International knock-offs
International regulatory standards are limiting


MARKETING & TRACTION
SKINUVA
Client Accounts
Grossing 1.2M in sales in 2023
500 B2B Accounts
Thousands of DTC Accounts
B2B Account holders: 70% Plastic Surgeons, 30% Dermatologists
$1.2M
B2B and DTC gross sales a month
Brand Awareness
In-office MD supper with display stands of brochures
Gifting Promotional Hand sanitiser
Social media channels
Sampling
B2C: Website & Amazon
Grossing 100k in sales a month
Partnerships and fulfilment centre, storage, customer support, amazon sales and 3PL
Google PBC (Internal) and Amazon Ads (done by fulfilment centre partner)
$100k
Website Gross sales a month
Growing International Market
Currently in Singapore, Malaysia and Vietnam for 3 years
Recently signed on Cambodia, Thailand, and Chile in Q2 of 2024.


SKINUVA
ECOMMERCE
Our Platforms
Amazon
Shopify
The Skinuva Advantage
Our Website
Launched in 2018. We keep 100% of the profit.
$100k
MONTHLY SALES
Amazon
They buy product at 50% MRSP Value and run PBC campaigns for us.


INTERNATIONAL EXPANSION
SKINUVA
International Sales efforts have commenced with international broker selected, global IP acquisition in-process, and regulatory controls established since Q3 2020
Current locations
2020: Singapore, Malaysia Vietnam
2024: Cambodia, Thailand, Chile
Ongoing Expansion
UK, Mexico, Philippines, Lebanon, Morocco, Israel, Peru, Spain, Czech republic, Scandinavia

SKINUVA

THE INVESTMENT

$8 MILLION

Full ownership of company
With option of keeping CEO on as a consultant

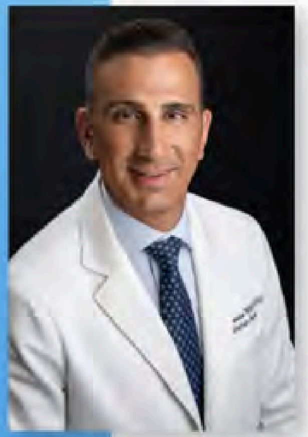
FACTS TO DATE

- To date, Skinuva has received **no outside funding**
- Startup capital was provided **only** by the Founder
- **No external debt** on the business
- Skinuva reached profitability in 2020 and remains **cashflow positive**

SKINUVA

MEET THE CEO & FOUNDER
Christopher Zoumalan

- Board-certified Oculoplastic Surgeon, Beverly Hills, CA, USA
- Published in over 75 peer reviewed medical journals and book chapters
- Clinical researcher heading Skinuva clinical trials and other FDA sponsored clinical trials
- Received medical and surgical training at: Stanford University, NYU Medical School, and Columbia University
- Volunteers as an Adjunct Clinical Professor at the Keck School of Medicine of USC
- Patent holder of 4 US granted patents
- Continues to speak at medical conferences on Plastic Surgery, Dermatology (scars and hyperpigmentation), and Ophthalmology topics around the US and internationally



SKINUVA

PROFIT & LOSS 2023

	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	TOTAL
TOTAL INCOME	$162,637.31	$160,371.24	$148,666.45	$162,933.03	$264,140.65	$103,207.94	$105,731.82	$147,110.58	$187,305.08	$120,532.84	$160,389.32	$179,789.12	**$1,991,715.88**
TOTAL COST OF GOODS SOLD	$34,186.74	$31,791.03	$25,694.36	$32,514.47	$60,490.48	35,216.20	$24,031.14	$36,730.78	$38,694.05	$25,210.42	$37,299.72	$32,409	**$406,268.39**
GROSS PROFIT	$128,350.57	$128,580.21	$122,972.09	$130,418.56	$203,650.47	$157,991.74	$81,700.68	$118,379.80	$148,611.03	$95,322.42	$123,089.60	$146,380.12	**$1,585,447.29**
TOTAL EXPENSES	$110,091.67	$113,114.62	$147,052.79	$140,647.87	$160,631.37	$117,732.95	$112,478.75	$131,156.57	$133,982.77	$112,335.86	$130,617.19	$108,974.43	**$1,518,846.84**
NET OPERATING INCOME	$18,258.90	$15,435.59	-$24,080.70	-10,229.31	$43,019.10	$40,258.79	-$30,778.07	-$12,776.77	$14,628.20	-$17,013.44	-$7,527.59	$35,405.69	**$66,600.45**

SKINUVA

GROSS SALES

SKINUVA

PROFIT & LOSS 2024

	JAN 2024	FEB 2024	MARCH 2024	APRIL 2024	MAY 2024	TOTAL
TOTAL INCOME	$113,571.82	$202,160.18	$157,046.43	$162,020.02	$177,790.81	**812,589.26**
TOTAL COST OF GOODS SOLD	$29, 329,96	$41,480,89	$27,912.31	$31,947,43	$47,051.33	**$177,721.92**
GROSS PROFIT	$84,241,86	$160,679.29	$129,134.12	$130,072.59	$130,739.46	**$634,867.34**
TOTAL EXPENSES	$102,508.37	$131,462.40	$148,046.65	$129,303.80	$153,762.69	**$665,083.91**
NET OPERATING INCOME	-$18,226.51	-$29,216.89	-$18,912.53	$768.79	-$23,023.21	**-$30,216.57**

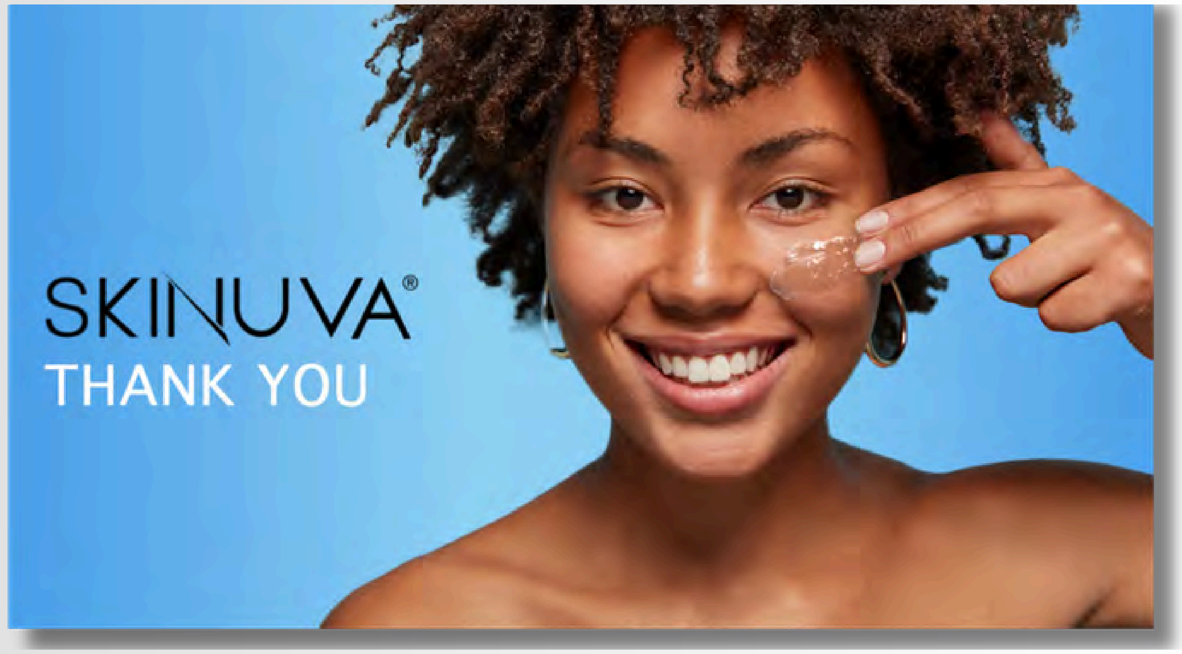
SKINUVA

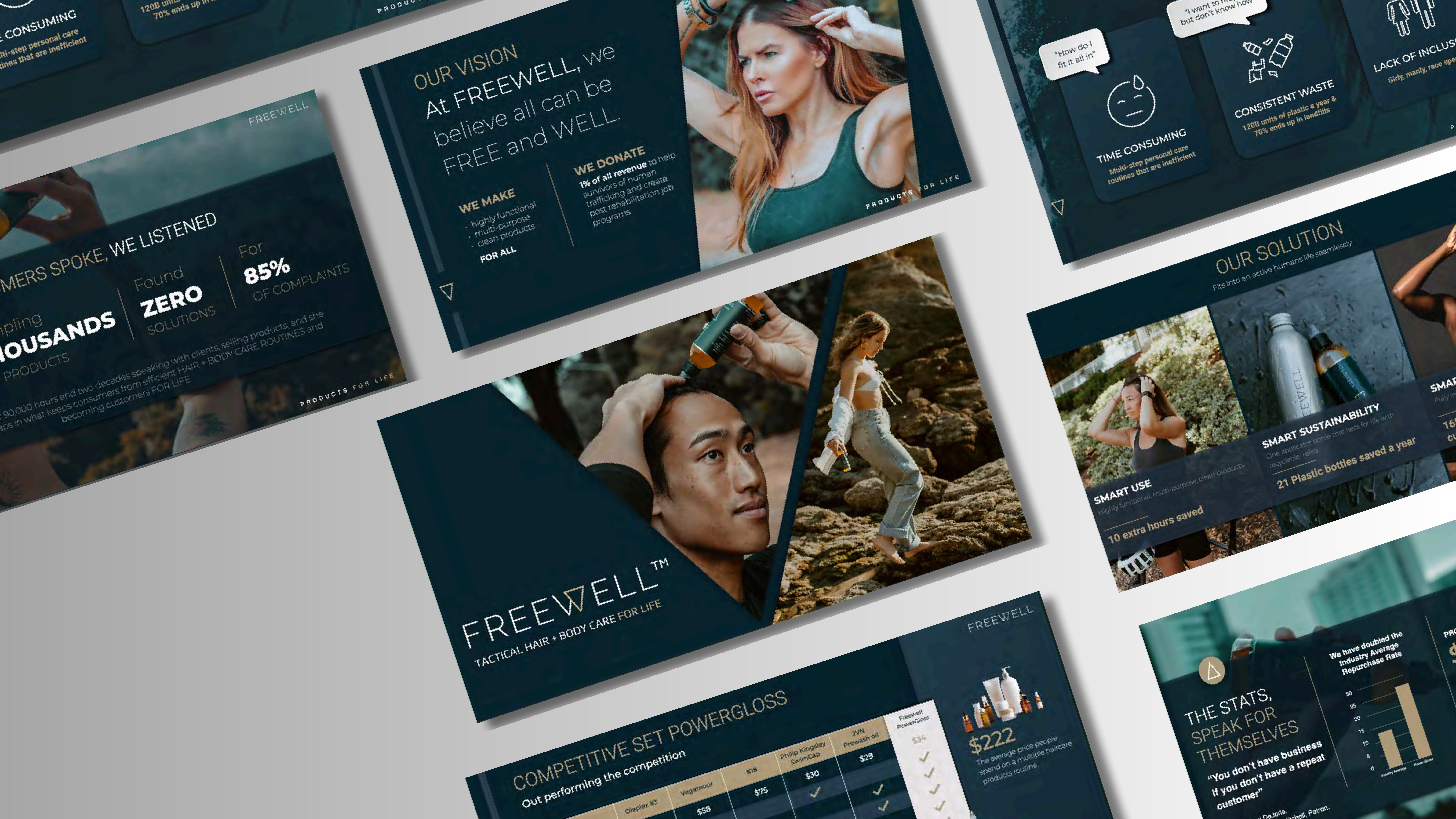
COMPANY ORGANIZATION CHART

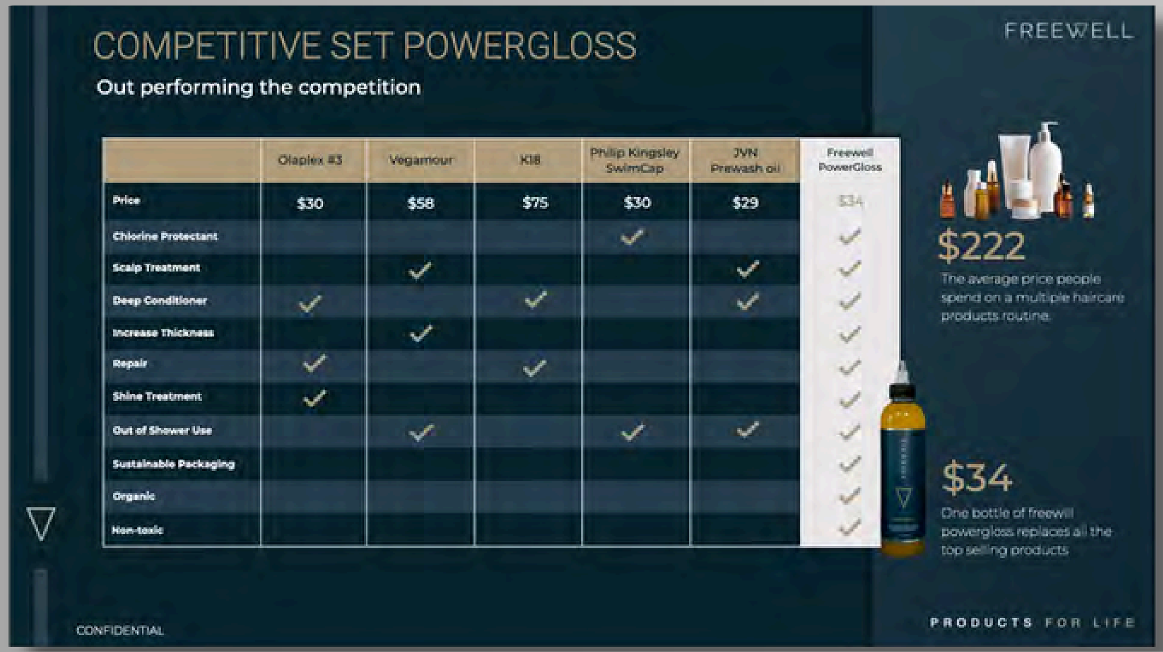
SKINUVA

INNOVATION PIPELINE

All products are manufactured under GMP standards within FDA registered facilities Turn Key process.



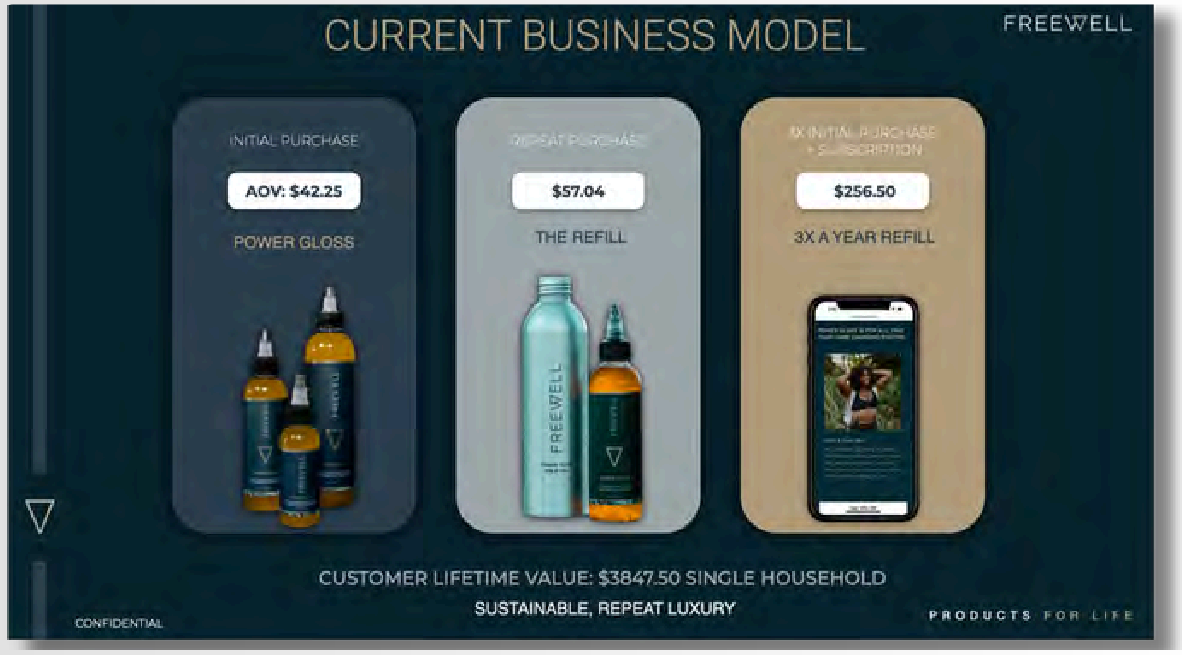

OUR VISION
At FREEWELL, we believe all can be FREE and WELL.
WE MAKE
highly functional
multi-purpose
clean products
FOR ALL
WE DONATE
1% of all revenue to help survivors of human trafficking and create post rehabilitation job programs
PRODUCTS FOR LIFE
FREEWELL
WE LISTENED
Found
ZERO
SOLUTIONS
For
85%
OF COMPLAINTS
PRODUCTS
PRODUCTS FOR LIFE
"How do I fit it all in"
TIME CONSUMING
Multi-step personal care routines that are inefficient
CONSISTENT WASTE
120B units of plastic a year & 70% ends up in landfills
OUR SOLUTION
Fits into an active humans life seamlessly
SMART USE
Highly functional, multi-purpose, clean products
10 extra hours saved
SMART SUSTAINABILITY
One applicator bottle that lasts for life with recyclable refills
21 Plastic bottles saved a year
FREEWELL™
TACTICAL HAIR + BODY CARE FOR LIFE
COMPETITIVE SET POWERGLOSS
Out performing the competition
Olaplex #3
Vegamour
$58
K18
$75
Philip Kingsley SwimCap
$30
JVN Prewash oil
$29
Freewell PowerGloss
$34
FREEWELL
$222
The average price people spend on a multiple haircare products routine.
THE STATS, SPEAK FOR THEMSELVES
"You don't have business if you don't have a repeat customer"
We have doubled the Industry Average Repurchase Rate
30
25
20
15
10
5
0
Industry Average
PowerGloss

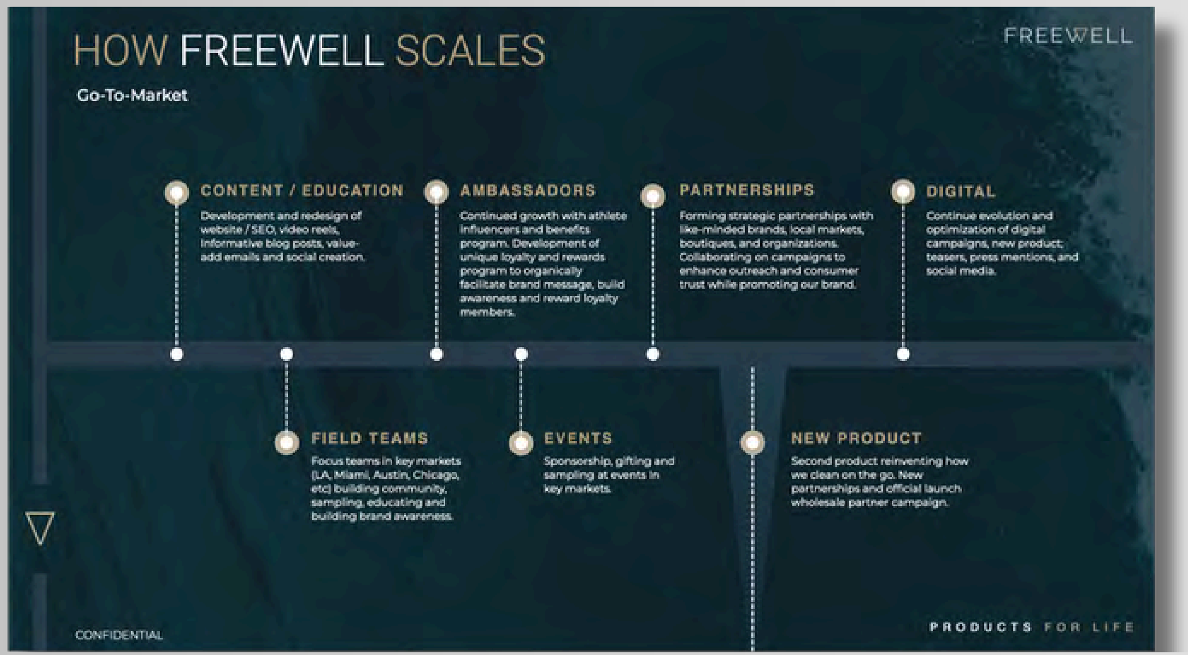

FREEWELL
COMPETITIVE SET POWERGLOSS
Out performing the competition
Olaplex #3
Vegamour
K18
Philip Kingsley SwimCap
JVN Prewash oil
Freewell PowerGloss
Price
$30
$58
$75
$30
$29
$34
Chlorine Protectant
Scalp Treatment
Deep Conditioner
Increase Thickness
Repair
Shine Treatment
Out of Shower Use
Sustainable Packaging
Organic
Non-toxic
$222
The average price people spend on a multiple haircare products routine
$34
One bottle of freewill powergloss replaces all the top selling products
CONFIDENTIAL
PRODUCTS FOR LIFE

FREEWELL
MEET OUR TARGET DEMOGRAPHIC
50%
BLAKELY
FEMALE
26-42
PROFFESSIONAL, $70-$300 K YR
PRIORITIZES WELLNESS + FITNESS
TRAVELS FOR WORK/ FUN FREQUENTLY
FITNESS MEMBERSHIPS
30%
ALYSSA
FEMALE / MOTHER/ MARRIED
26-42
TOTAL HOUSEHOLD INCOME $175-$400K
PRIORITIZES WELLNESS + FITNESS
CHOOSES PRODUCTS FOR HOUSEHOLD
VALUES CLEAN + SUSTAINABLE PRODUCTS
20%
NATHAN
MALE
32-42
PROFFESSIONAL, $85-450k YR
PRIORITIZES WELLNESS + FITNESS
TRAVELS FOR WORK + FUN FREQUENTLY
PLAYS SPORTS RECRIATIONALLY
90%
Data information goes here
PRODUCTS FOR LIFE

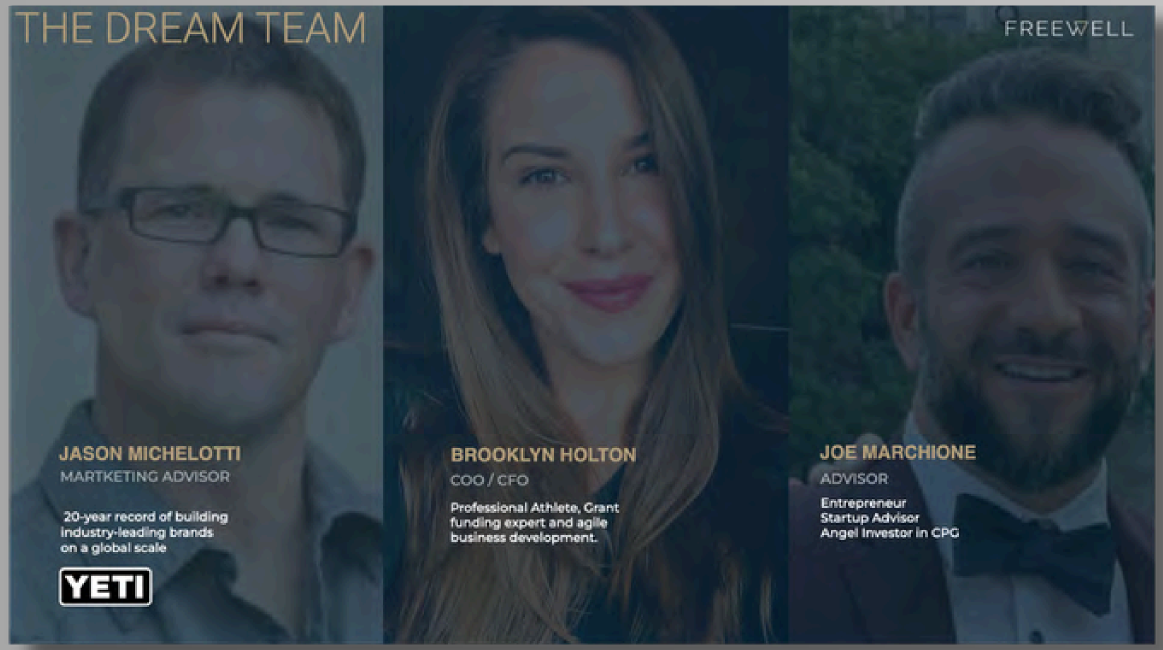
FREEWELL
THE OPPORTUNITY
TAM
$XXB
SAM
$XXB
SOM
$XXB
THE BODY + HAIRCARE MARKET
8.7%
U.S Market CAGR
2022-2030
DID YOU KNOW?
Men are investing in hair + body products more than ever and we are ready to capture this market with a much better approach.
U.S Men's Personal Care market
Skin Care
Hair Care
Personal Grooming
Size by product 2020-2030 (USD Billion)
Source:
PRODUCTS FOR LIFE

FREEWELL
MEET PRODUCT ONE
POWERGLOSS
A solution that works for LIFE
Apply to dry hair
Go do you
Wash out later
HIGHLY FUNCTIONAL
+ SPORT LOCK TOP
+ GOES IN ANY BAG
+ GOES ON DIRTY HAIR
+ APPLY PRE-ACTIVITY
+ LEAVE ON 2-24 HOURS
MULTIPURPOSE
+ SCALP BALANCE
+ REPAIR
+ SHINE
+ MOISTURE
+ INCREASED THICKNESS
+ SUN & SALT WATER SHIELD
+ CHLORINE PROTECTION
PRODUCTS FOR LIFE

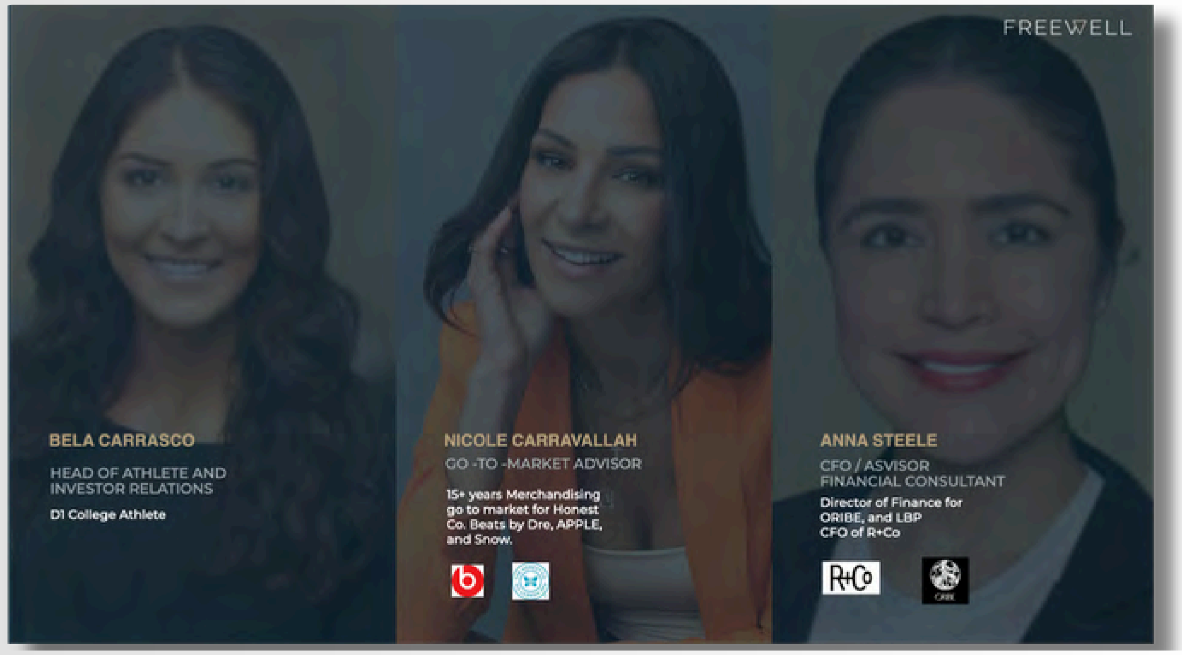
FREEWELL
PRODUCT ROADMAP
SCALE
DROP
EXPAND
STAPLE
LIFESTYLE
April 2024
POWER GLOSS
April 2025
DRY BODY WASH
Dec 2025
MUSCLE MUD BODY CLEANSER
March 2026
DEOSCRETE
Oct 2026
LIFETIME LOOFAH
CONFIDENTIAL
PRODUCTS FOR LIFE

FREEWELL
CURRENT BUSINESS MODEL
INITIAL PURCHASE
AOV: $42.25
POWER GLOSS
$57.04
THE REFILL
$256.50
3X A YEAR REFILL
CUSTOMER LIFETIME VALUE: $3847.50 SINGLE HOUSEHOLD
SUSTAINABLE, REPEAT LUXURY
CONFIDENTIAL
PRODUCTS FOR LIFE

FREEWELL
POWER GLOSS SMART MARGINS
MSRP
4 oz: $34.00
8 oz: $58.00
PRICE PER UNIT
CURRENT: $4.10
SMALLER SCALE: $6.00
LARGER SCALE: $3.50
CURRENT MARGINS
RETAIL: 88%
WHOLESALE: 79%
CONFIDENTIAL
PRODUCTS FOR LIFE

FREEWELL
HOW FREEWELL SCALES
Go-To-Market
CONTENT / EDUCATION
AMBASSADORS
PARTNERSHIPS
DIGITAL
FIELD TEAMS
EVENTS
NEW PRODUCT
CONFIDENTIAL
PRODUCTS FOR LIFE

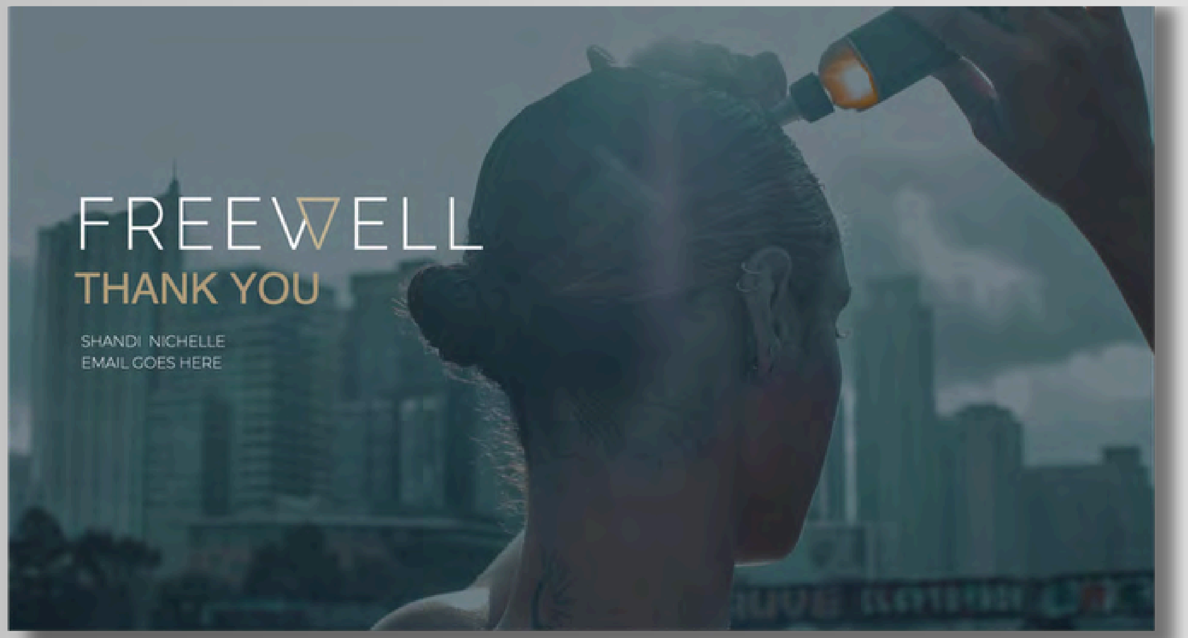
FREEWELL
DISTRIBUTION PLAN
DIRECT ECOMMERCE
WHOLESALE
MARKET PLACES
GLOBAL EXPANSION
2024
2025
2026
2027
OUR TRUSTED PARTNERS
Elite Health Partners
CONFIDENTIAL

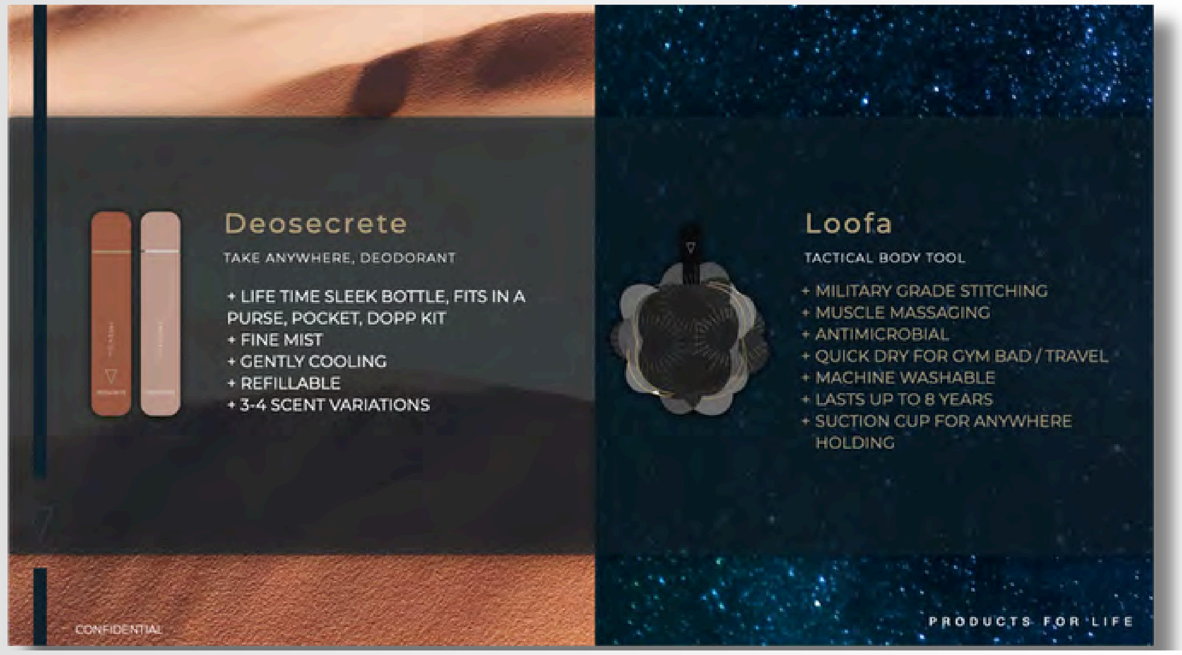

THE DREAM TEAM
FREEWELL
JASON MICHELOTTI
MARTKETING ADVISOR
20-year record of building industry-leading brands on a global scale
YETI
BROOKLYN HOLTON
COO / CFO
Professional Athlete, Grant funding expert and agile business development.
JOE MARCHIONE
ADVISOR
Entrepreneur
Startup Advisor
Angel Investor in CPG

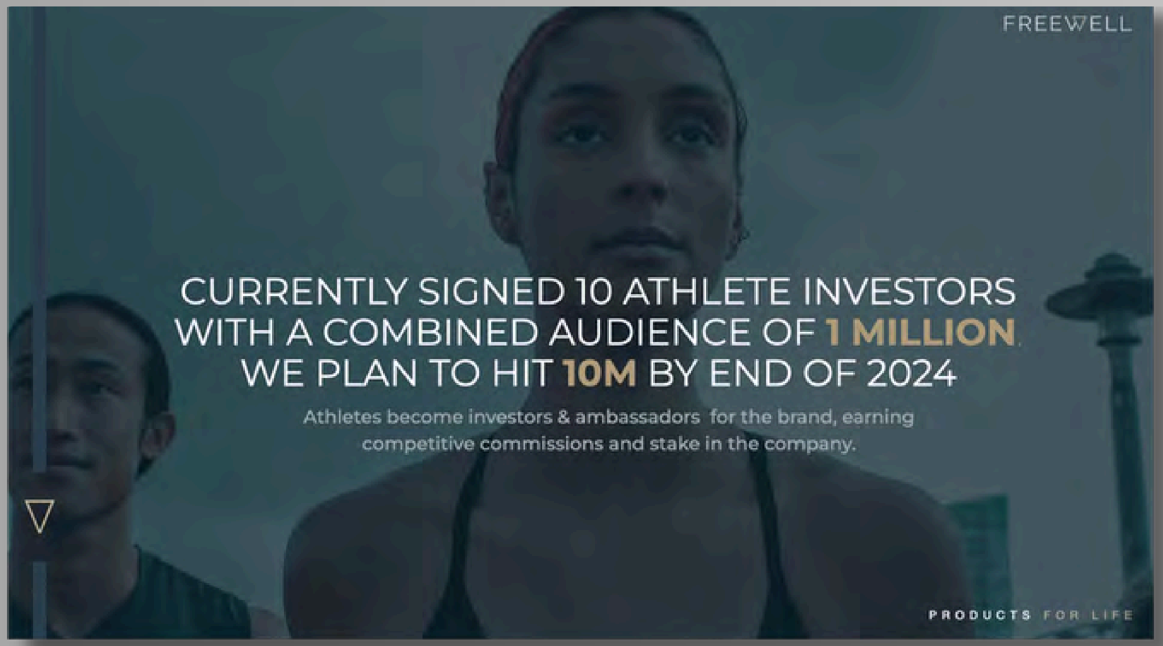

FREEWELL
WORKING CAPITAL PLAN
RAISE $500K
MARKETING
· Invest in low spend high ROI marketng opportunities vetted through BETA.
· Invest in unique education platfrom for lifetime customer cycle.
· Leverage Athlete ambassador program for SM awareness to cut back on digital expenses.
OPERATIONS
· Prioritize Direct-to-Consumer and single large wholesale partnerships within our capacity.
· Leverage factory relationships
· Development agency helping with terms
· Slow Burn Rate: Equity-only comp for launch team in year one, or commision only for sales teams.
· minus small salary 2nd half of the year for CEO + FOUNDER and Executive assistant.
PRODUCT DEVELOPMENT
· Invest in Lifetime bottles of prodcut 1 + 2 only at this time.
· Invest in Product Development in future products.
PRODUCTS FOR LIFE


FREEWELL
BELA CARRASCO
HEAD OF ATHLETE AND INVESTOR RELATIONS
D1 College Athlete
NICOLE CARRAVALLAH
GO -TO -MARKET ADVISOR
15+ years Merchandising go to market for Honest Co. Beats by Dre, APPLE, and Snow.
ANNA STEELE
CFO / ASVISOR
FINANCIAL CONSULTANT
Director of Finance for ORIBE, and LBP
CFO of R+Co
R+Co

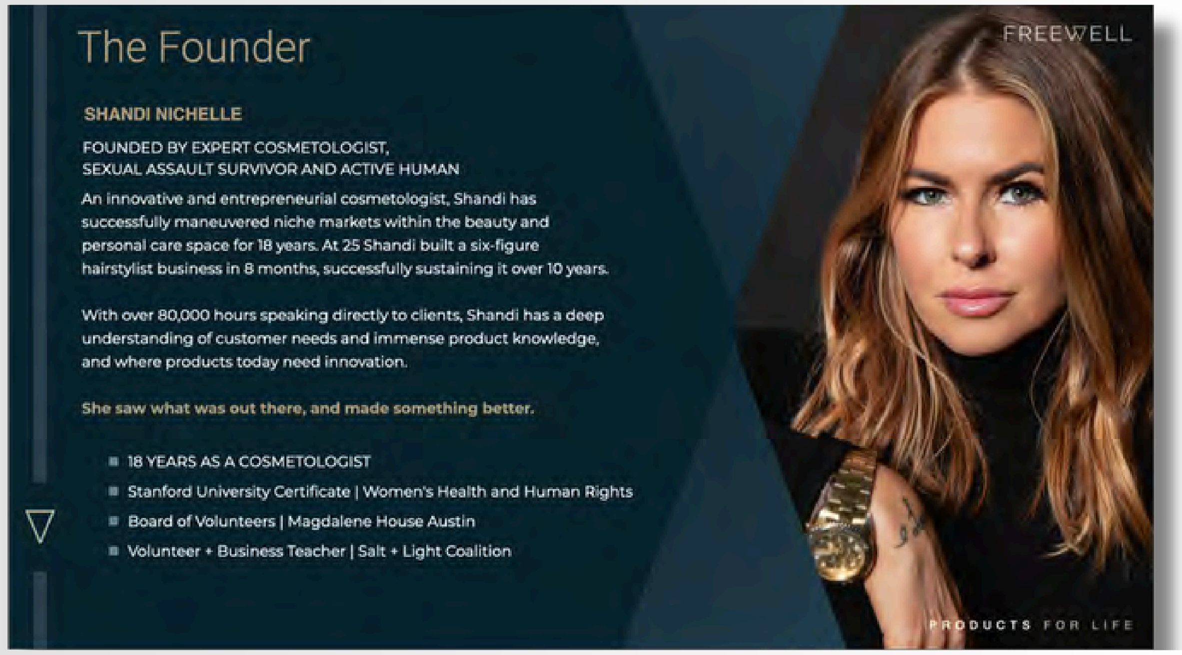

FREEWELL
Dry Body Wash
BODY CLEANSER + CLARIFYING HAIR SHINE RINSE
+ SHOWER ON-THE-GO
+ CLEANSING
+ COOLING
+ SKIN SOFTENING
+ CHLORINE NEUTRALIZING
+ REFILLABLE LIFETIME BOTTLE
+ RE-WASHABLE MICROFIBER TOWEL ATTACHED.
HAIR
+ GENTLY CLARIFYING
+ SHINE PRODUCING PRE-SHAMPOO
Muscle Mud Body Cleanser
TACTICAL BODY CLEANSER
+ CLEAN PLANT BASED BODY WASH
+ MUSCLE RELAXING FORMULA
+ GENTLE EXFOLIATION FROM USED FINE GROUND COFFEE (MUD) TEXTURE
+ MACHINE WASHABLE LIFETIME POUCH, REFILLABLE
+ SUCTION CUP WALL ATTACHMENT (GYM, HOTELS)
CONFIDENTIAL
PRODUCTS FOR LIFE


FREEWELL
THANK YOU
SHANDI NICHELLE
EMAIL GOES HERE


Deosecrete
TAKE ANYWHERE, DEODORANT
+ LIFE TIME SLEEK BOTTLE, FITS IN A PURSE, POCKET, DOPP KIT
+ FINE MIST
+ GENTLY COOLING
+ REFILLABLE
+ 3-4 SCENT VARIATIONS
Loofa
TACTICAL BODY TOOL
+ MILITARY GRADE STITCHING
+ MUSCLE MASSAGING
+ ANTIMICROBIAL
+ QUICK DRY FOR GYM BAD / TRAVEL
+ MACHINE WASHABLE
+ LASTS UP TO 8 YEARS
+ SUCTION CUP FOR ANYWHERE HOLDING
CONFIDENTIAL
PRODUCTS FOR LIFE


FREEWELL
CURRENTLY SIGNED 10 ATHLETE INVESTORS WITH A COMBINED AUDIENCE OF 1 MILLION
WE PLAN TO HIT 10M BY END OF 2024
Athletes become investors & ambassadors for the brand, earning competitive commissions and stake in the company.
PRODUCTS FOR LIFE


NEW PRODUCT EXPANSION


The Founder
FREEWELL
SHANDI NICHELLE
FOUNDED BY EXPERT COSMETOLOGIST,
SEXUAL ASSAULT SURVIVOR AND ACTIVE HUMAN
An innovative and entrepreneurial cosmetologist, Shandi has successfully maneuvered niche markets within the beauty and personal care space for 18 years. At 25 Shandi built a six-figure hairstylist business in 8 months, successfully sustaining it over 10 years.
With over 80,000 hours speaking directly to clients, Shandi has a deep understanding of customer needs and immense product knowledge, and where products today need innovation.
She saw what was out there, and made something better.
18 YEARS AS A COSMETOLOGIST
Stanford University Certificate | Women's Health and Human Rights
Board of Volunteers | Magdalene House Austin
Volunteer + Business Teacher | Salt + Light Coalition
PRODUCTS FOR LIFE

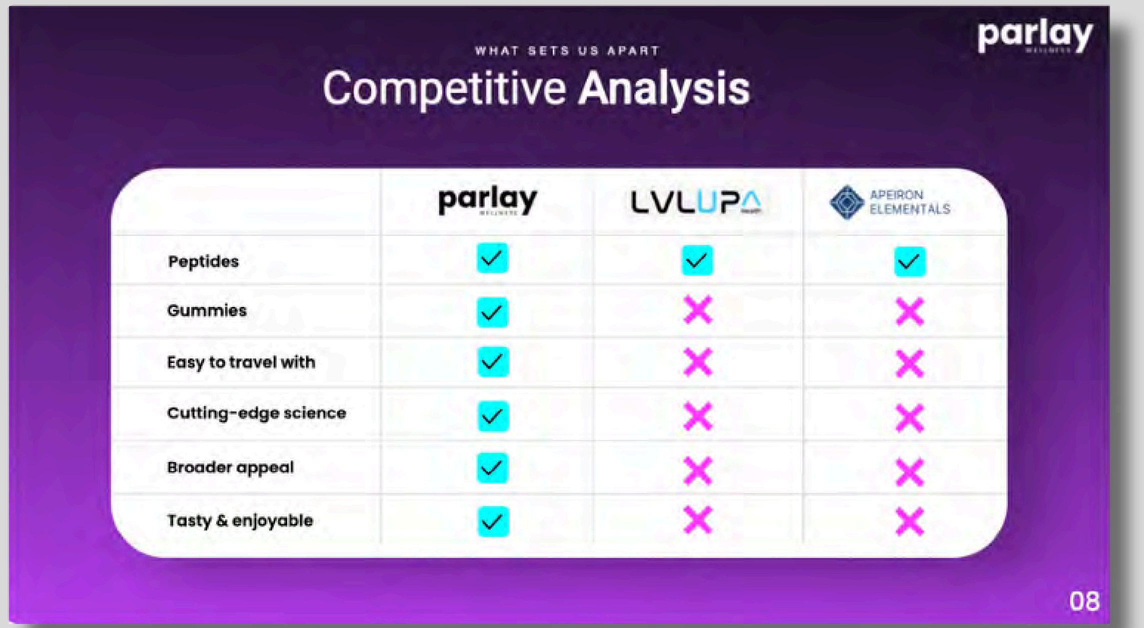

parlay
Our Mission
Revolutionizing Wellness, One Gummy at a Time
01
Vision
OUR PRODUCT
The Solution
01 Breakthrough Innovation
Introducing our BPC-157 as a breakthrough in recovery and wellness
02 Unique Selling Proposition
We are the first to introduce a proprietary gummy delivery system, setting us apart.
03 Scientifically Proven
Clinically and scientifically proven to accelerate healing up to 4x faster, promote tissue regeneration and reduce inflammation
04 Digestive Optimization
Enhances gut health and nutrient absorption for systemic healing
parlay
RAPID HEALING GUMMIES
RECOVER
PEPTIDE BLEND
Why Us
While most gummy competitors focus on compounds like creatine and lack peptides, peptide competitors primarily offer pills or injections—setting us apart as the only brand combining peptides with the convenience of gummies.
03
The Problem
Limited availability of safe, targeted, science-backed recovery solutions.
Aging populations seek solutions for tissue repair, gut health, and overall vitality.
Athletes and health-conscious individuals face long periods and inadequate support from existing supp
parlay
WELLNESS
DIRECT TO CUSTOMER ONLINE SALES
Business Model
Heal. Recover. Perform.
What is BPC-157
Revenue Streams
Direct-to-customer online sales
Influencer Affiliate campaign
Manufacturing reps and distributor relationships
THE OPPORTUNITY
Our Target Market
The Wellness Explorer
The Everyday Athlete
The Curious Beginner
67%
Of U.S Consumers 18-34 who take vitamins prefer gummies
BEYOND THE FIRST BITE
Our Products
BURN
Weight Loss
HEALTH
Gut Wellness
Gut Lining Repair & Resilience
Optimized Digestion & Nutrie
Stronger Gut-Brain Connec

Funded 2026


parlay
THE OPPORTUNITY
Our Target Market
The Biohacker
The Wellness Explorer
The Everyday Athlete
The Curious Beginner
$38B
The global peptide therapeutics market value. 9.1% growth at CAGR through 2030
$3.8B
The expected size of the U.S gummy market in 2025
$6.91B
The expected Market cap for the U.S gummy market by 2030
67%
Of U.S Consumers 18-34 who take vitamins prefer gummies
04

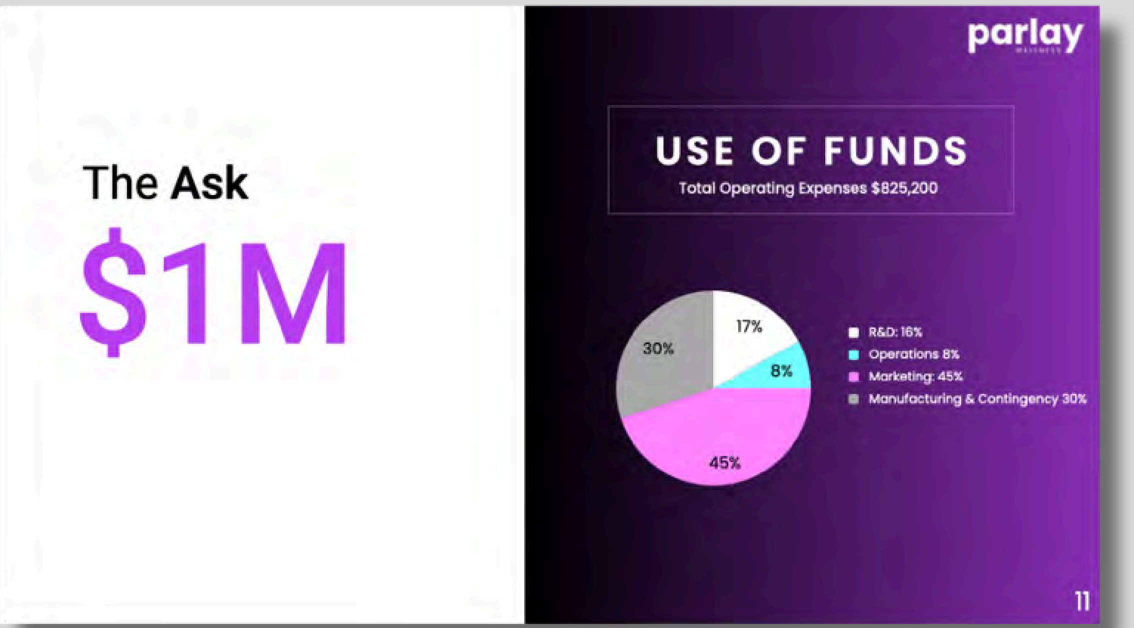

OUR LAUNCH PLAN
Go-to-Market Strategy
parlay
Marketing Channels:
FB, Insta, TikTok, Google
Youtube Educational Videos
Community Engagement
Phase 1
1
• Finalize product testing
• Production Kickoff
• Content Creation
• Influencer Strategy
Phase 2
2
• Influencer Activation Fulfillment Readiness
• Final quality checks
• Launch Day (1.22.2025)
• Marketing Push
• Growth Capital Raise – Begin $1M funding round
Phase 3
3
• Complete growth capital raise ($1M target)
• Sales Monitoring
• Campaign & Production Optimization
• Social Media Scaling
06

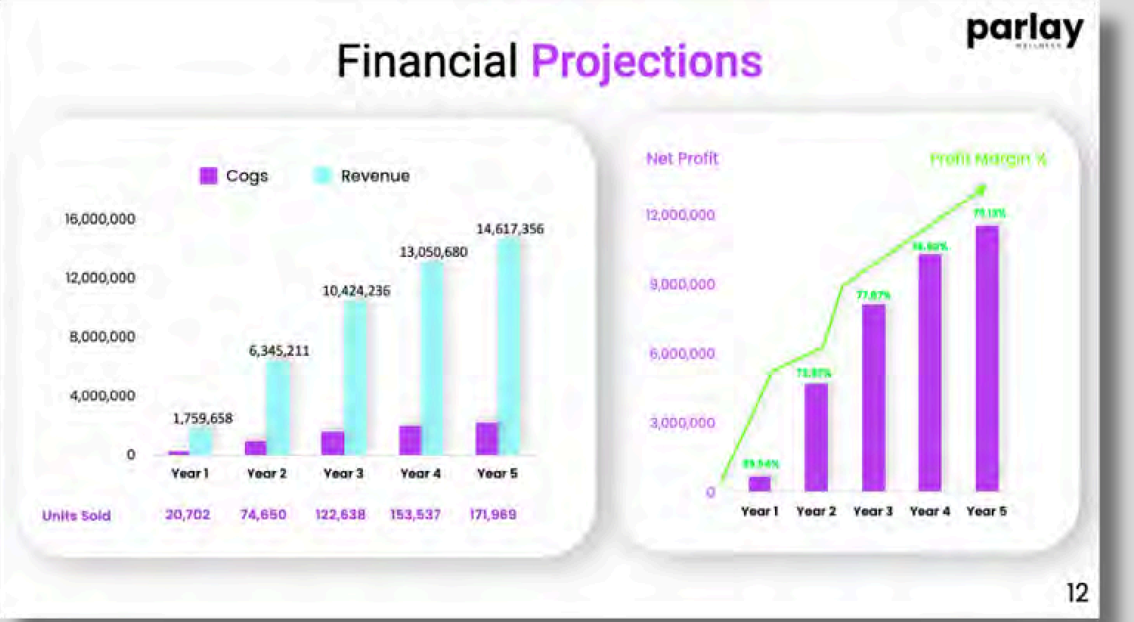

OUR PRODUCT
The Solution
Breakthrough Innovation
Introducing our BPC-157 as a breakthrough in recovery and wellness
Unique Selling Proposition
We are the first to introduce a proprietary gummy delivery system, setting us apart.
Scientifically Proven
Clinically and scientifically proven to accelerate healing up to 4x faster, promote tissue regeneration and reduce inflammation
Digestive Optimization
Enhances gut health and nutrient absorption for systemic healing
parlay
RAPID HEALING GUMMIES
RECOVER
PEPTIDE BLEND
60
parlay
Why Us
While most gummy competitors focus on compounds like creatine and lack peptides, peptide competitors primarily offer pills or injections—setting us apart as the only brand combining peptides with the convenience of gummies.
03

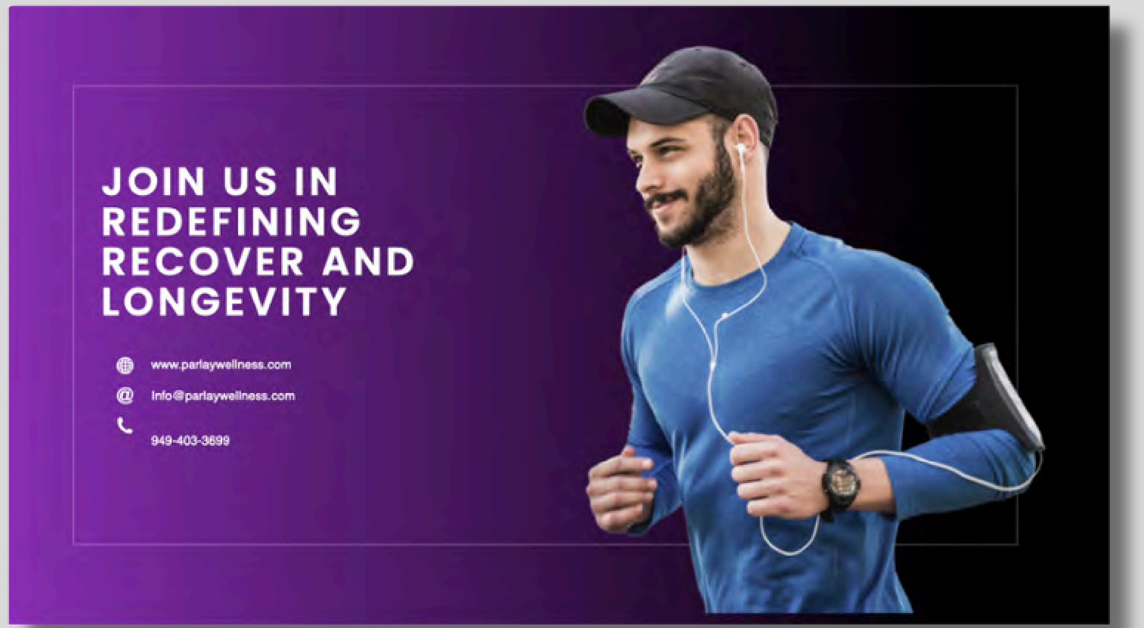

WHAT SETS US APART
Competitive Analysis
parlay
parlay
LVLUP
APEIRON ELEMENTALS
Peptides
Gummies
Easy to travel with
Cutting-edge science
Broader appeal
Tasty & enjoyable
08


THE BRAINS BEHIND THE OPERATION
Meet The Founder
parlay
Perry Srey
CEO
Perry Srey is a dynamic entrepreneur with a passion for building successful businesses from the ground up and making a positive impact in the community. Growing up as the youngest of ten children, Perry learned the value of hard work and persistence early on. After graduating high school in 2002, he earned a degree in Business and Finance from a top university in 2006. His professional journey began at a startup financial services company specializing in insurance, where he met his first mentor, a billionaire Harvard MBA. This mentorship instilled in him the importance of uncompromising values, integrity, and relationship building, and most importantly, a commitment to providing exceptional value to clients rather than competing on price alone.
In 2012, Perry launched a construction company specializing in insurance restoration, quickly growing it to $3 million in revenue within two years. In 2014, he entered the manufacturing industry, developing patent-pending extraction technologies that scaled his company to $50 million in revenue before exiting in 2022. After a personal injury in 2020, Perry discovered the transformative power of peptide therapy, inspiring him to focus on delivering advanced, effective treatments to promote recovery, vitality, and overall health.
09


BEYOND THE FIRST BITE
Our Products
parlay
parlay
BURN
Weight Loss
• Peptide-Powered Fat Loss
• Appetite Control Without the Crash
• Metabolism Boosting, Caffeine-Free
• Sustained Energy & Weight Management
parlay
HEALTH
Gut Wellness
• Gut Lining Repair & Resilience
• Optimized Digestion & Nutrient Absorption
• Stronger Gut-Brain Connection
• Daily Digestive Support Without Pills
parlay
SLEEP
Good Night
• Fall Asleep Faster & Stay Asleep Longer
• Deep Sleep & Recovery Support
• Collagen for Overnight Repair
• Non-Habit Forming & All-Natural
07


The Ask
$1M
parlay
USE OF FUNDS
Total Operating Expenses $825,200
17%
8%
30%
45%
R&D: 16%
Operations 8%
Marketing: 45%
Manufacturing & Contingency 30%
11


Financial Projections
parlay
Cogs
Revenue
16,000,000
12,000,000
8,000,000
4,000,000
0
1,759,658
6,345,211
10,424,236
13,050,680
14,617,356
Year 1
Year 2
Year 3
Year 4
Year 5
Units Sold
20,702
74,650
122,638
153,537
171,969
Net Profit
Profit Margin %
12,000,000
9,000,000
6,000,000
3,000,000
0
Year 1
Year 2
Year 3
Year 4
Year 5
12

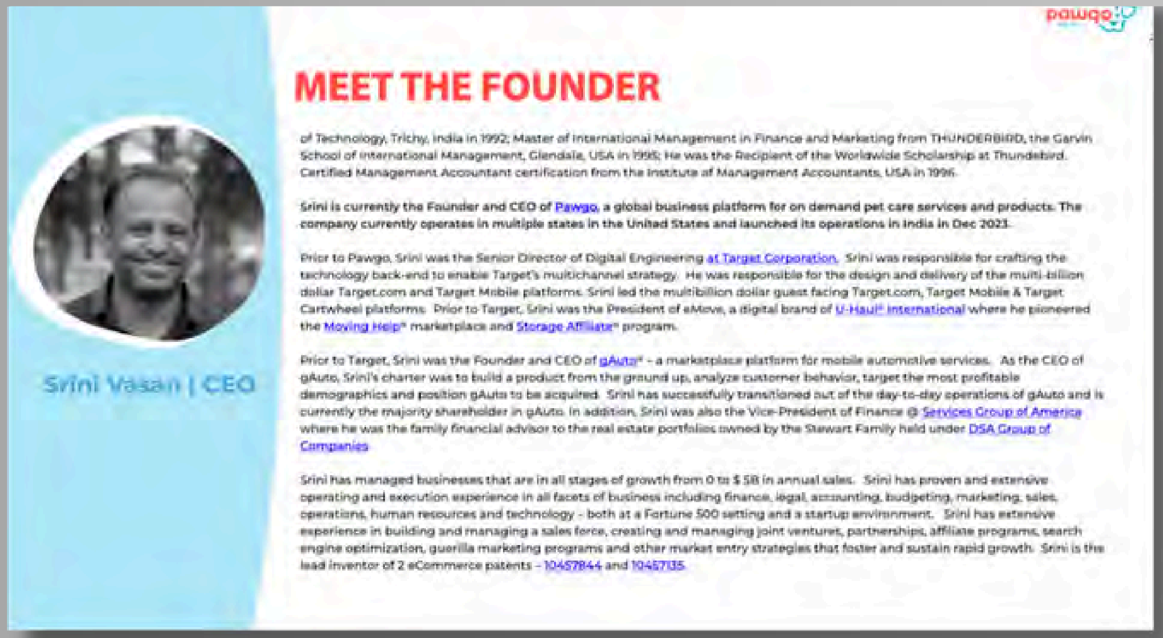

JOIN US IN REDEFINING RECOVER AND LONGEVITY
www.parlaywellness.com
info@parlaywellness.com
949-403-3699

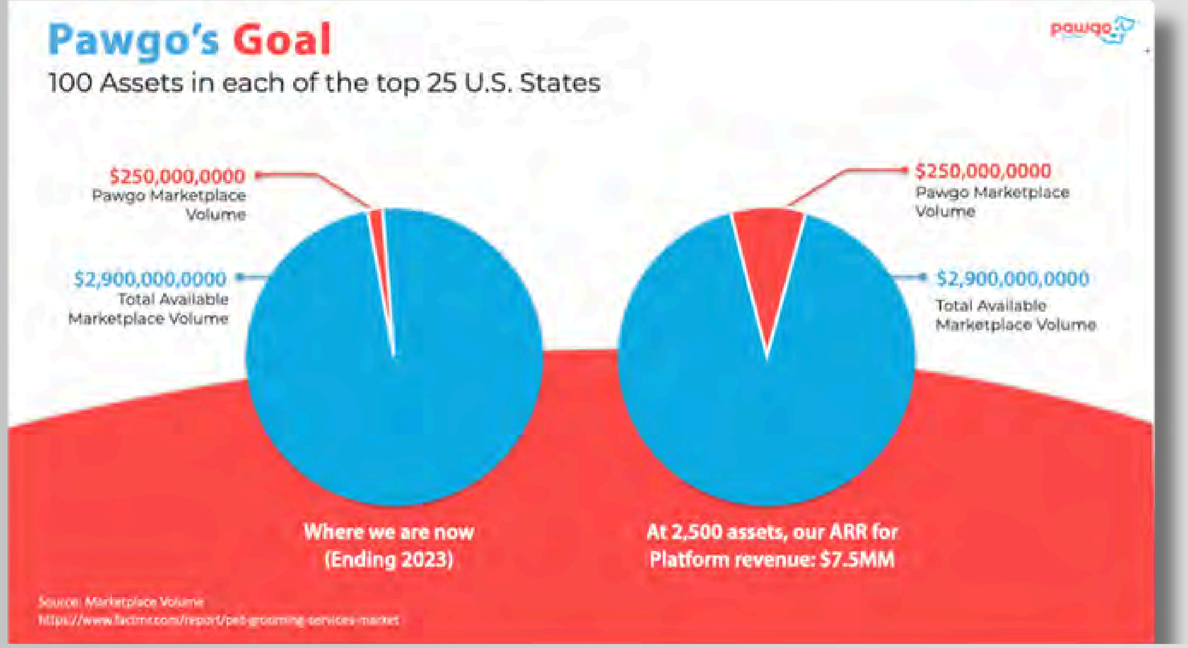
1B
Mobile Grooming
15% YoY Last 5 yrs
Groomer Rev/yr
Service Provider
Access To infrastructure
Working under terrible bosses
No easy access to vehicles / financing
No single platform solution for all their needs
Who We Are
Pawgo's innovative platform provides groomers with state-of-the-art mobile units, enabling them to build their business, set their own pace, and create their own success story. It is the only platform company that connects the pet parent, the groomer, and the fleet owner all in one place.
A Scalable Formula
All the groomer needs to do is tap into the customer, because with our platform there is;
Ads in place
Structure in place
Groomers in place
Fleets in place
Best in recruiting groomers
Best platform in the industry
Grooming and More... Right to your Door!
pawgo
Making it accessible and access the best
The Pet Parent
Buying Experience
Prices, Reviews, Photos
SafePaw Protect
The Service Provider
Infrastructure
Support Services
Software & Insurance
pawgo
Since 1974
How We Disrupt the industry
We are the only ones with expertise in pets and logistics
Without Pawgo
1. Groomer can only get a job at a salon
2. Limited to Fixed shifts
3. Paid every two weeks
4. Groomers don't get to determine their prices
5. Have to buy their own van and finance it
6. No Support network / platform to access clients
With Pawgo
Business Model
Strategy
Revenue
60% Groomer
Fleet owner
Retention
#of
States on rebooking
#of
Fleet owners
#of
Bookings per year
$633,000
$826,000
$1,300,000


Service Platforms | ROI
Platform As A Service
Asset Cost (Per Unit)
Avg Daily Rate (Per Unit)
Avg Days Utilized (Per Year)
Avg Annual Revenue (Per Unit)
Annual ROI
airbnb
$750,000
$180
250
$45,000
6%
TURO
$250,000
$185
270
$50,000
20%
Outdoorsy
$20,000
$50
140
$7,000
35%
pawgo
$75,000
$150
300
$45,000
60%


TRACTION
50 Fleets
5 Fleet owners
$4.5M Revenue
A well established mobile cat and dog salon
that can accommodate all breeds and sizes and are properly cleaned and disinfected after every grooming service. Our groomer's full-service mobile salons will also helps save on emergency veterinary bills as any issues and abnormalities with pets are spotted early on, so the treatment can be started right away before it is too late.
Pawgo's well-trained local mobile groomers offer exceptional service in a stress-free environment with full comfort in the safety of our clients driveway. Mobile salons are equipped with air conditioning and heat, self-contained power, hot and cold water, and a hydraulic grooming table.

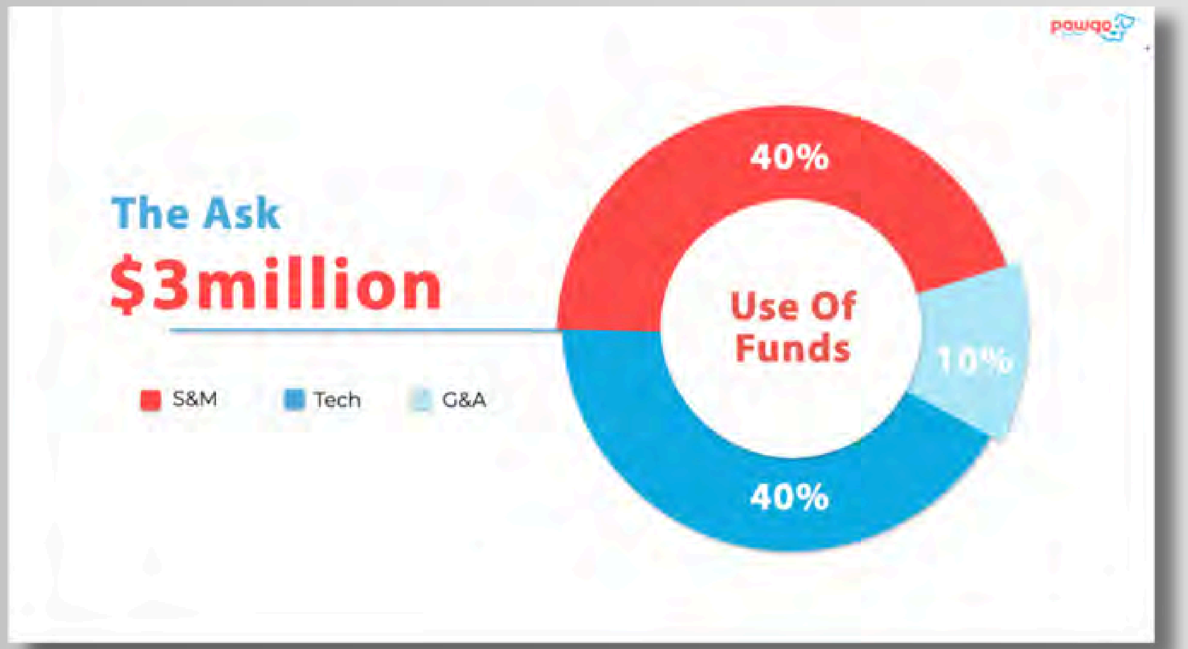

Product distribution | Fleet Owners
Investment Amount
# of Assets
Srini V – 60 van
Phoenix, Arizona
Los Angeles, California
$3,000,000
43
Shekhar R – 2 vans
Seattle, Washington
$110,000
2
Kate R – 1 van
Phoenix, Arizona
$75,000
1
Jennifer S – 3 Vans
Chicago, IL
$400,000
3
John K – 1 Van
Chicago, IL
$80,000
1

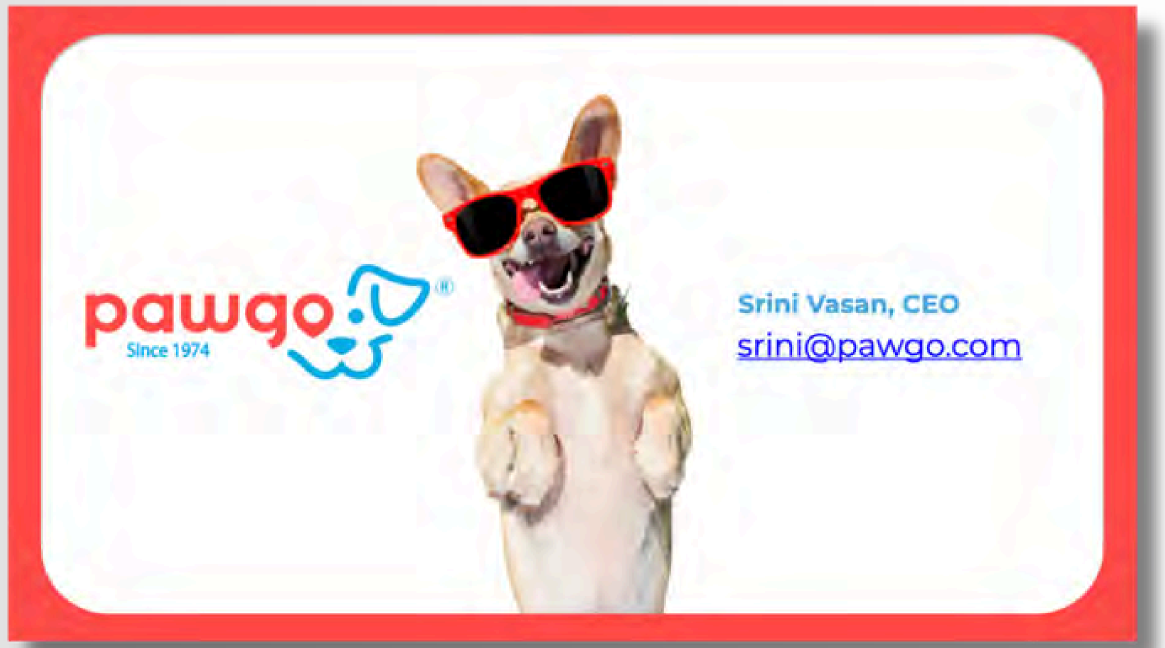

MEET THE FOUNDER
of Technology, Trichy, India in 1992; Master of International Management in Finance and Marketing from THUNDERBIRD, the Garvin School of International Management, Glendale, USA in 1995; He was the Recipient of the Worldwide Scholarship at Thunderbird. Certified Management Accountant certification from the Institute of Management Accountants, USA in 1996.
Srini is currently the Founder and CEO of Pawgo, a global business platform for on demand pet care services and products. The company currently operates in multiple states in the United States and launched its operations in India in Dec 2023.
Prior to Pawgo, Srini was the Senior Director of Digital Engineering at Target Corporation. Srini was responsible for crafting the technology back-end to enable Target's multichannel strategy. He was responsible for the design and delivery of the multi-billion dollar Target.com and Target Mobile platforms. Srini led the multibillion dollar guest facing Target.com, Target Mobile & Target Cartwheel platforms. Prior to Target, Srini was the President of eMove, a digital brand of U-Haul® International where he pioneered the Moving Help® marketplace and Storage Affiliate® program.
Prior to Target, Srini was the Founder and CEO of gAuto® - a marketplace platform for mobile automotive services. As the CEO of gAuto, Srini's charter was to build a product from the ground up, analyze customer behavior, target the most profitable demographics and position gAuto to be acquired. Srini has successfully transitioned out of the day-to-day operations of gAuto and is currently the majority shareholder in gAuto. In addition, Srini was also the Vice-President of Finance @ Services Group of America where he was the family financial advisor to the real estate portfolios owned by the Stewart Family held under DSA Group of Companies.
Srini has managed businesses that are in all stages of growth from 0 to $ 5B in annual sales. Srini has proven and extensive operating and execution experience in all facets of business including finance, legal, accounting, budgeting, marketing, sales, operations, human resources and technology - both at a Fortune 500 setting and a startup environment. Srini has extensive experience in building and managing a sales force, creating and managing joint ventures, partnerships, affiliate programs, search engine optimization, guerilla marketing programs and other market entry strategies that foster and sustain rapid growth. Srini is the lead inventor of 2 eCommerce patents - 10457844 and 10457135.
Srini Vasan | CEO


Pawgo's Goal
100 Assets in each of the top 25 U.S. States
$250,000,0000
Pawgo Marketplace Volume
$2,900,000,0000
Total Available Marketplace Volume
$250,000,0000
Pawgo Marketplace Volume
$2,900,000,0000
Total Available Marketplace Volume
Where we are now (Ending 2023)
At 2,500 assets, our ARR for Platform revenue: $7.5MM

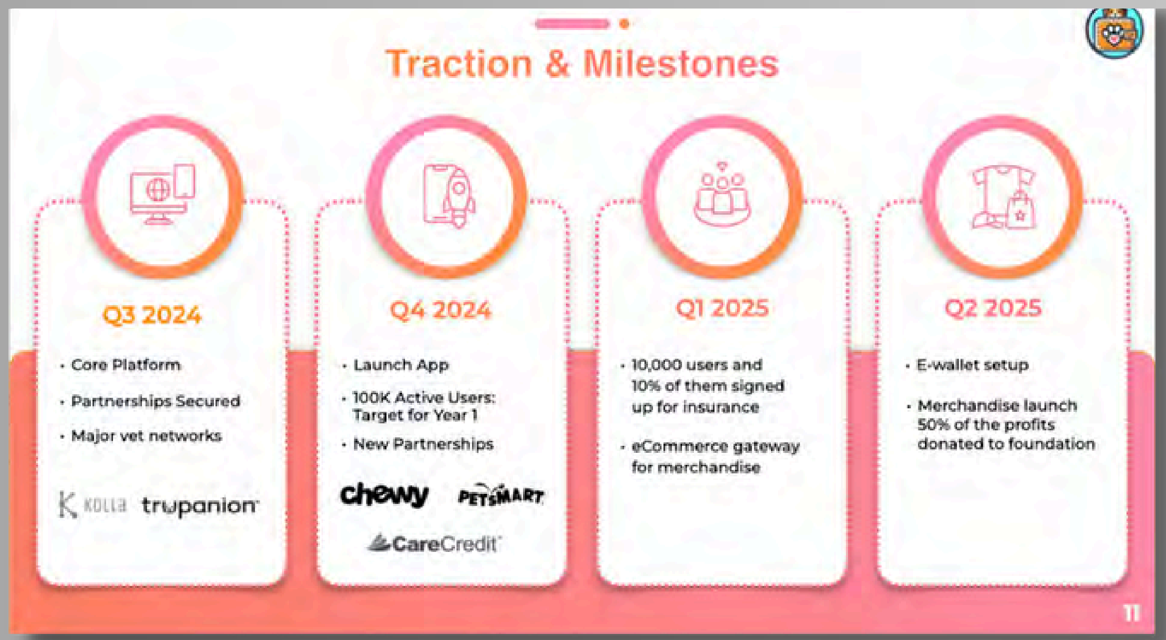

Expansion and Growth Capital
To expand in top 100 Cities Worldwide
Vets
Doorstep Vet
Medication and shots
Fitness
Doggy mobile gym
Fleet Owners
Above market returns
Turnkey asset management
Insurance & Add ons

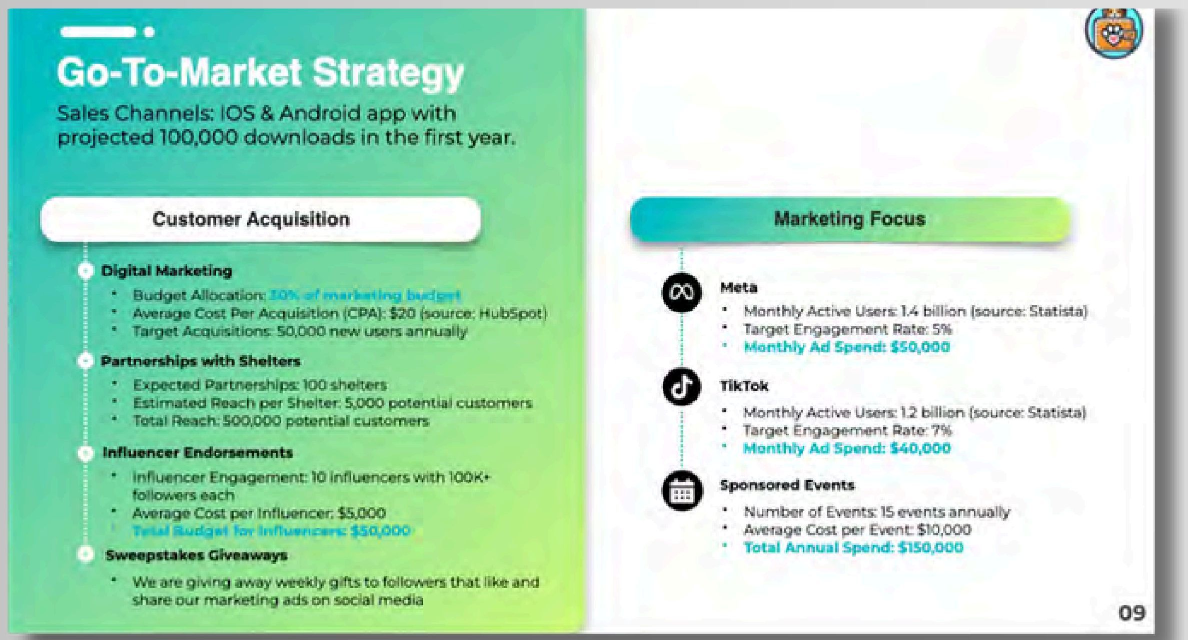

Expected Growth
In Platform Revenue With Capital
Gross Platform Revenue
2024
2025
2026
Assets
75
300
1500

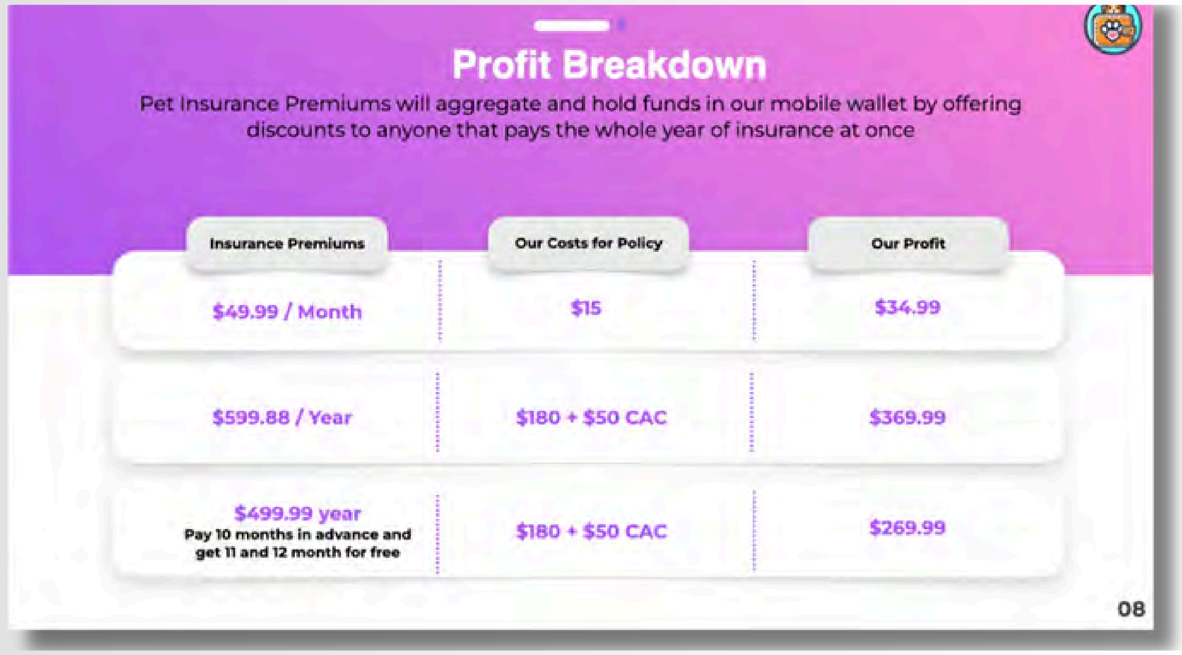

The Ask
$3million
S&M
Tech
G&A
40%
Use Of Funds
10%
40%

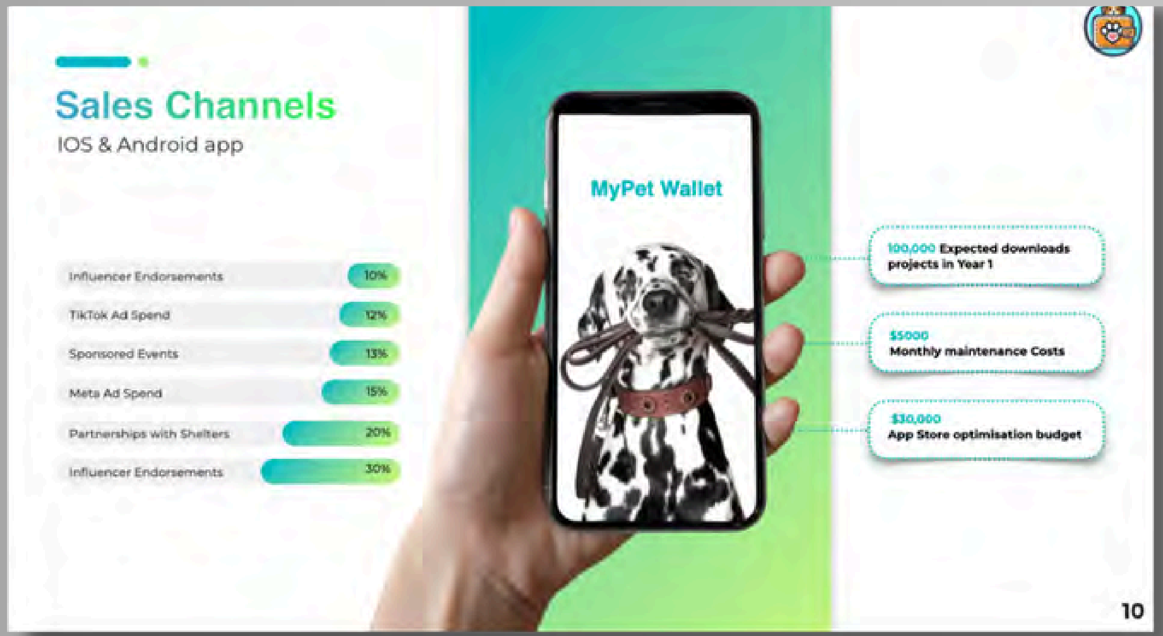

pawgo
Since 1974
Srini Vasan, CEO
srini@pawgo.com

Empowering pet owners to effortlessly manage their pets' health and well-being while supporting a greater cause.
01
The Solution
All-in-One Platform: Integrated features for pet management,
My Pet Wallet
A comprehensive mobile platform for pet management, designed to save pet owners up to 30% annually on veterinary care by streamlining appointments, insurance, and pet health management.
All-In-One Pet care
Combines pet insurance, veterinary reminders, and discounts in one app. Pet owners can save an average of $200 to $500 per year through integrated discounts and timely care reminders, reducing the risk of emergency care by 40%.
Support a Good Cause
Direct donations to HERO Tails Foundation through the wallet. Supporting a cause where 100% of donations are funnelled directly into saving pets' lives, with every dollar donated potentially saving up to three animals.
03
The Problem
Pet care management is currently fragmented and often overwhelming for pet owners, with a notable lack of convenient and integrated solutions. This creates a significant gap in the market, presenting a multi-billion dollar opportunity to address these needs.
25%
$500-$1000
MYPET WALLET
Pitch 2024
Market Opportunity
90M
Pet Owners
Target Audience
Market size
$50B Market Gap
Business Model Overview
Total Projected Annual Revenue: $8.13
Pet Insurance Premiums
$1.5 billion market in the US of Annual Premiums (source: APPA)
0.5% market penetration =$7.5M Expected Share
Partner Discounts and Commissions
5% Average commission from Chewy & Other Partners
$10 million through partners Estimated Annual Sales
PRODUCT OVERVIEW
Beta Ready: Launch planned for Q4 2024.
Link to Donate
"Click here to become a HERO" – Direct donation to HERO Tails Foundation.

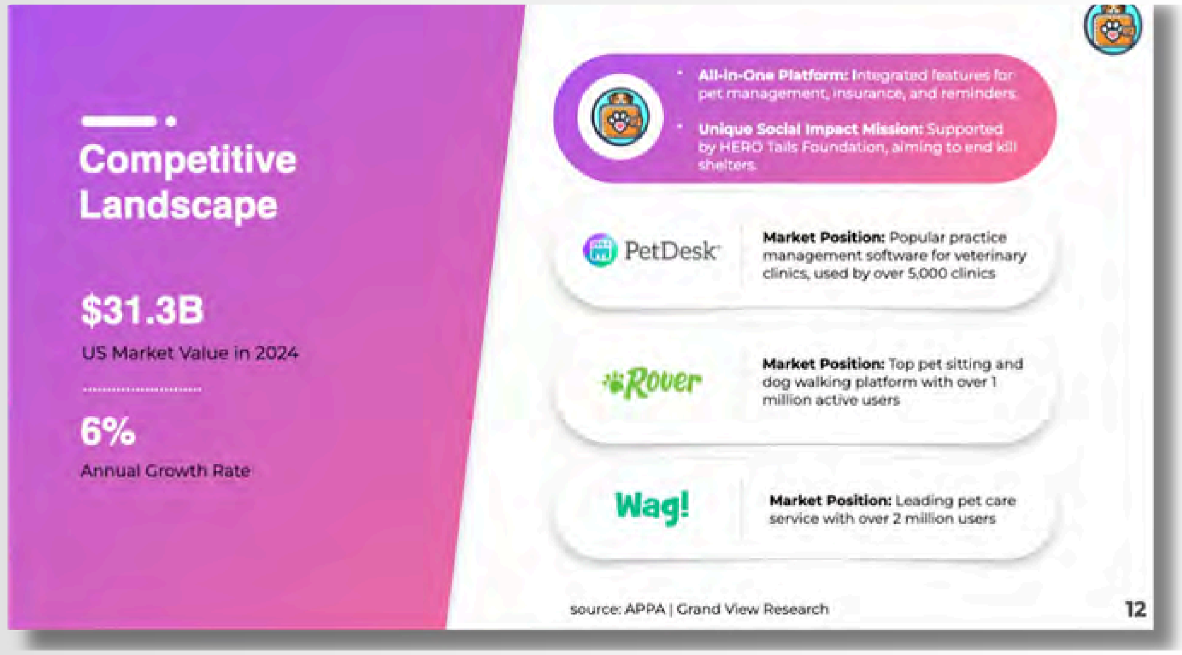

Traction & Milestones
Q3 2024
• Core Platform
• Partnerships Secured
• Major vet networks
KOLLA trupanion
Q4 2024
• Launch App
• 100K Active Users: Target for Year 1
• New Partnerships
chewy PETSMART
CareCredit
Q1 2025
• 10,000 users and 10% of them signed up for insurance
• eCommerce gateway for merchandise
Q2 2025
• E-wallet setup
• Merchandise launch 50% of the profits donated to foundation
11

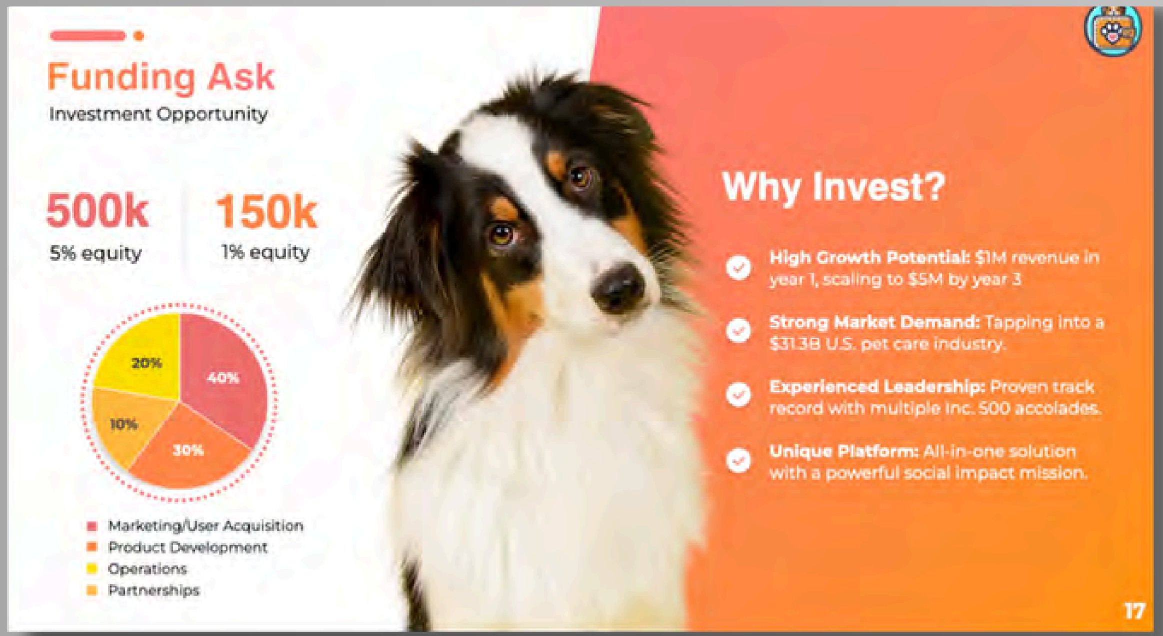

Go-To-Market Strategy
Sales Channels: IOS & Android app with projected 100,000 downloads in the first year.
Customer Acquisition
Digital Marketing
• Budget Allocation: 30% of marketing budget
• Average Cost Per Acquisition (CPA): $20 (source: HubSpot)
• Target Acquisitions: 50,000 new users annually
Partnerships with Shelters
• Expected Partnerships: 100 shelters
• Estimated Reach per Shelter: 5,000 potential customers
• Total Reach: 500,000 potential customers
Influencer Endorsements
• Influencer Engagement: 10 influencers with 100K+ followers each
• Average Cost per Influencer: $5,000
• Total Budget for Influencers: $50,000
Sweepstakes Giveaways
• We are giving away weekly gifts to followers that like and share our marketing ads on social media
Marketing Focus
Meta
• Monthly Active Users: 1.4 billion (source: Statista)
• Target Engagement Rate: 5%
• Monthly Ad Spend: $50,000
TikTok
• Monthly Active Users: 1.2 billion (source: Statista)
• Target Engagement Rate: 7%
• Monthly Ad Spend: $40,000
Sponsored Events
• Number of Events: 15 events annually
• Average Cost per Event: $10,000
• Total Annual Spend: $150,000
09


Profit Breakdown
Pet Insurance Premiums will aggregate and hold funds in our mobile wallet by offering discounts to anyone that pays the whole year of insurance at once
Insurance Premiums
Our Costs for Policy
Our Profit
$49.99 / Month
$15
$34.99
$599.88 / Year
$180 + $50 CAC
$369.99
$499.99 year
Pay 10 months in advance and get 11 and 12 month for free
$180 + $50 CAC
$269.99
08

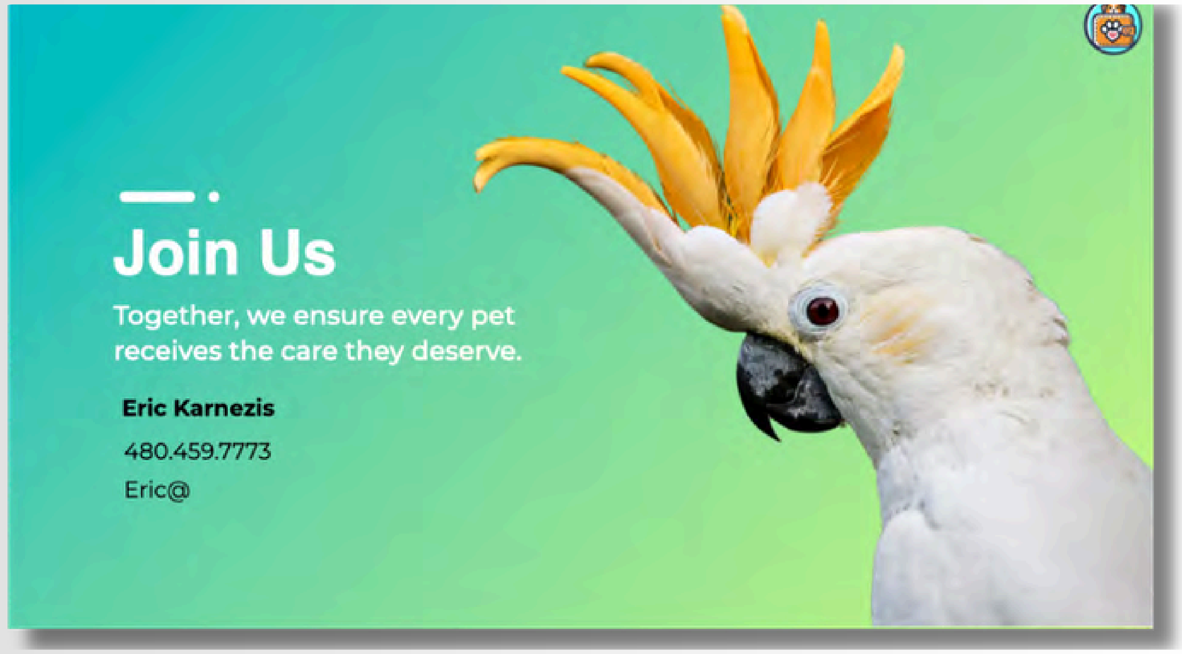

Sales Channels
IOS & Android app
Influencer Endorsements 10%
TikTok Ad Spend 12%
Sponsored Events 13%
Meta Ad Spend 15%
Partnerships with Shelters 20%
Influencer Endorsements 30%
MyPet Wallet
100,000 Expected downloads projects in Year 1
$5000 Monthly maintenance Costs
$30,000 App Store optimization budget
10


10 Year Plan
Revenue
Cost
Profit
14M
$12M
$10M
$8M
$6M
$1M
1
2
4
6
8
10
Years
• Growth Rate: We project a conservative 20% year-over-year growth in sign-ups, driven by increased brand recognition, effective marketing, and customer referrals.
• Partner Commissions: we estimate 5% of $10 million in sales annually, generating $500,000 in commissions.
• Donations: With a 3% transaction fee on an estimated $1 million in donations annually, this provides another steady income stream.
• Premium Subscriptions: Freemium users can upgrade to a premium version for $10/month, adding up to $600,000 annually by Year 5. As a result, our revenue increases significantly over time, growing from 600k to 8.6 million by Year 10.
13


Competitive Landscape
$31.3B
US Market Value in 2024
6%
Annual Growth Rate
• All-in-One Platform: Integrated features for pet management, insurance, and reminders.
• Unique Social Impact Mission: Supported by HERO Tails Foundation, aiming to end kill shelters.
PetDesk
Market Position: Popular practice management software for veterinary clinics, used by over 5,000 clinics
Rover
Market Position: Top pet sitting and dog walking platform with over 1 million active users
Wag!
Market Position: Leading pet care service with over 2 million users
source: APPA | Grand View Research
12


Funding Ask
Investment Opportunity
500k
5% equity
150k
1% equity
20%
40%
10%
30%
Marketing/User Acquisition
Product Development
Operations
Partnerships
Why Invest?
High Growth Potential: $1M revenue in year 1, scaling to $5M by year 3
Strong Market Demand: Tapping into a $31.3B U.S. pet care industry.
Experienced Leadership: Proven track record with multiple Inc. 500 accolades.
Unique Platform: All-in-one solution with a powerful social impact mission.
17


Leadership Team
Aaron Lorrell
VP of Operations
Serial Founder and 30+ Year Marketing Pioneer
Proven track record in scaling businesses
Strategic operations and marketing leader
Johnathan Broquist
Project Manager
20 years as a tech guru and platform innovator
Expertise in tech development and project management
Ensures cutting-edge technology solutions
Dr. Joseph Ellis
Treasurer
Retired surgeon turned wealth management expert
Manages a multi-billion-dollar portfolio
Brings financial precision and stewardship
16

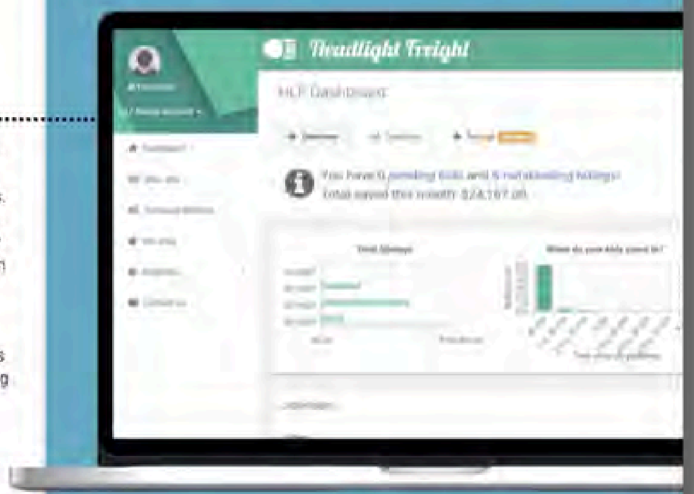

Join Us
Together, we ensure every pet receives the care they deserve.
Eric Karnezis
480.459.7773
Eric@


HOW WE IMPACT OUR CUSTOMERS
09% Fewer hours worked
11% Fewer total routes or trucks on the road
30% Average savings
06 Growth Opportunity
07 The Team
08 Company Structure
09 Testimonials
10 Appendix
HEADLIGHT SOLUTIONS
WHO WE ARE
HEADLIGHT SOLUTIONS OPTIMIZE LOADS, ROUTES, TRACKING AND PROFITS
LOAD & ROUTE PLANNING FOR MODERN DISTRIBUTORS
TOP PRODUCT FEATURES
ACCELERATED BILLINGS AND AUTOMATED PODs WITH HEADLIGHT

Sales deck

UNLOCK BIG DOLLARS THROUGH HLF: COMPETITIVE FREIGHT BIDDING

Reduce freight costs and give your company the flexible option of quickly and easily securing 3rd-party freight providers to run your overflow and excess capacity loads. Headlight Freight is a powerful connector of distributors to the 'common carrier' market. Private, secure, and fully controlled by you, Headlight Freight injects competition in your load tendering process, resulting in dramatic savings. **Headlight Freight users typically achieve savings of 10-30% and secure their loads in minutes, not days or even hours.** Additionally, Headlight Freight is a convenient source of record for all load details, reducing the need for invoice auditing and reducing invoice discrepancies.



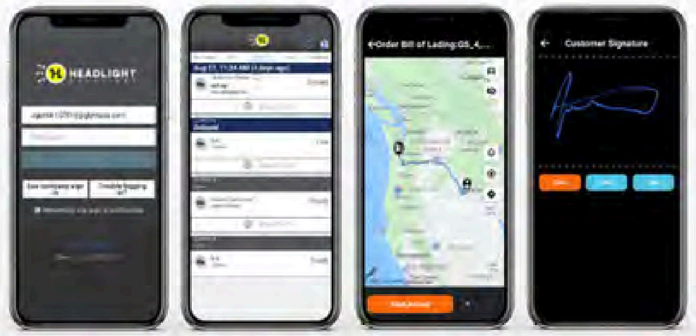
GROWTH OPPORTUNITY

We are currently in the process of rolling out a new LTL Freight feature developed in partnership with Priority 1. This project enables us to manage our client's less than truckload (LTL) shipments through Priority1 for fulfillment. We will receive compensation for this service both from the customer and through back-end payments from Priority 1.

Organic growth has been a cornerstone of our success thus far, with sales predominantly driven by the founder. However, Headlights is now in the process of establishing a robust sales team, a strategic move expected to significantly enhance our sales performance moving forward.

Co-marketing and licensing opportunities are available for the rollout of our product to existing buyer clients, who are predominantly strategic buyers.

DRIVER APP



Login → MANIFEST → ROUTING → POD

SIMPLE IDEA, BIG IMPACT

Headlight's Driver App is simple and intuitive to use. Upon login, drivers are presented tasks (deliveries) organized according to their route plan. Drivers select the appropriate task and start the delivery. Once underway, drivers have access to live-updating maps and routing information to help get them to their destination with a minimum of hassle. Upon arrival, drivers can collect proofs-of-delivery (PODs) by capturing images of products being delivered, taking electronic signatures, and more.

MANAGEMENT TEAM

MIKE BJERKE
MANAGING PARTNER

With expertise ranging from distribution and product management to software development management and finance, Mike's keen understanding of customer needs is a much-desired asset. Mike's career spans key years at Reliance Steel and Aluminum, one of the world's largest metals conglomerates as well as Eastdil Secured and HFF, both multinational investment banks. Mike earned a bachelor's degree at Northwestern University and an MBA in Finance at the USC Marshall School of Business. Partner in multiple new business ventures, Mike is the Managing Partner of Headlight Solutions (fka Transview Logistics).

CALVIN DELAMERE
SOFTWARE DEVELOPMENT PARTNER

With wide-ranging expertise from front-end web application design to machine learning to natural language processing, Calvin is a founding partner of Headlight Solutions (fka Transview Logistics) and a critical full-stack developer responsible for turning client desires into reality. Numerous high-profile projects under his belt (such as iTriage, purchased by Aetna Insurance) make him a key resource for clients as they manage growth and scalability concerns. Calvin lives in Boulder where he earned a bachelor's degree from the University of Colorado in Computer Science and Applied Math, a degree which reflects his quick mind and analytical process.

COMPANY ORGANIZATION

William (Calvin) Delamere — CTO/Architect
Ultimate responsibility for all technology, product development, software engineering teams

Mike Bjerke — CEO
Ultimate responsibility for all commercial aspects of the business: SG&A, strategic direction, product direction, etc.

Senior Software Engineer

Software Engineer

US-Based Developers

Argentina-Based Developers (all Contract)

2 Seniors, 2 Mids, and 1 Junior

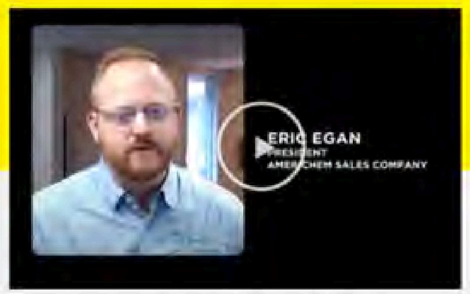
Account Executive — New logo sales

Sales Development Rep — Lead generation and prospecting

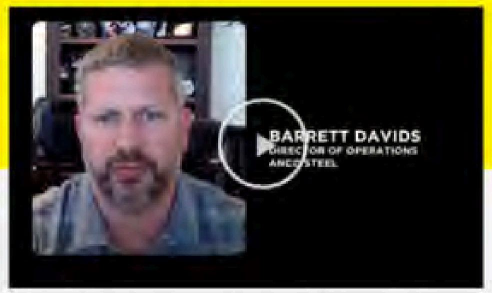
Customer Success Manager

Note: Headlight currently utilizes a contract development partner in South America, though which it utilizes five overseas contract software developers. These individuals are entirely contracted through the vendor.

WHAT ARE OUR CLIENTS SAYING?



"THE SCALE UP TIME WAS WITHIN WEEKS OF FIRST INTRODUCTION!"



"IT'S BEEN BY FAR THE EASIEST INTEGRATION AND BEST SUPPORT"

OUR CUSTOMERS SAVINGS

Lane #	# of bids	TRAC Spot Rate All-in (Carrier Rate to shipper)	Average Starting Bid	Average Winning Bid	% Savings	Cost of lane @market	Actual Lane Spend	Raw Savings by Lane <-> Spot Market	Calculated Headlight "maximum" Savings
City A	137	$746	$593.33	$423.56	42.02%	$94,742	$54,935	$39,807.00	$20,417.99
City B	22	$695	$648.64	$467.73	32.70%	$15,290	$10,290	$5,000.00	$3,980.00
City C	14	$695	$740.64	$503.43	27.56%	$9,730	7,048	$2,682.01	$3,321.00
City D	15	$712	$696.67	$643.33	9.64%	$10,680	$9,650	$1,030.00	$3,800.00
City E	13	$509	$510.85	$333.23	34.53%	$6,617	$4,332	$2,285.00	$2,309.00
City F	12	$373	$430.83	$307.23	12.61%	$4,474	$3,688	$788.00	$1,482.00
City G	9	$373	$473.22	$277.56	25.59%	$3,357	$2,498	$859.00	$1,761.00
City H	7	$695	$450.00	$346.43	31.81%	$3,556	$2,425	$1,131.00	$725
City I	6	$1,051	$1,488.00	$1,224.17	-16.48%	$6,306	$7,345	($1,039.00)	$1,583.00
City J	5	$568	$770.00	$638.00	-12.32%	$2,840	$3,190	($350)	$660.00
						$157,594	$105,401	$52,193.02	$40,038.99

Note: Top-10 Lanes account for > 50% of loads booked

APPENDIX

REVENUE

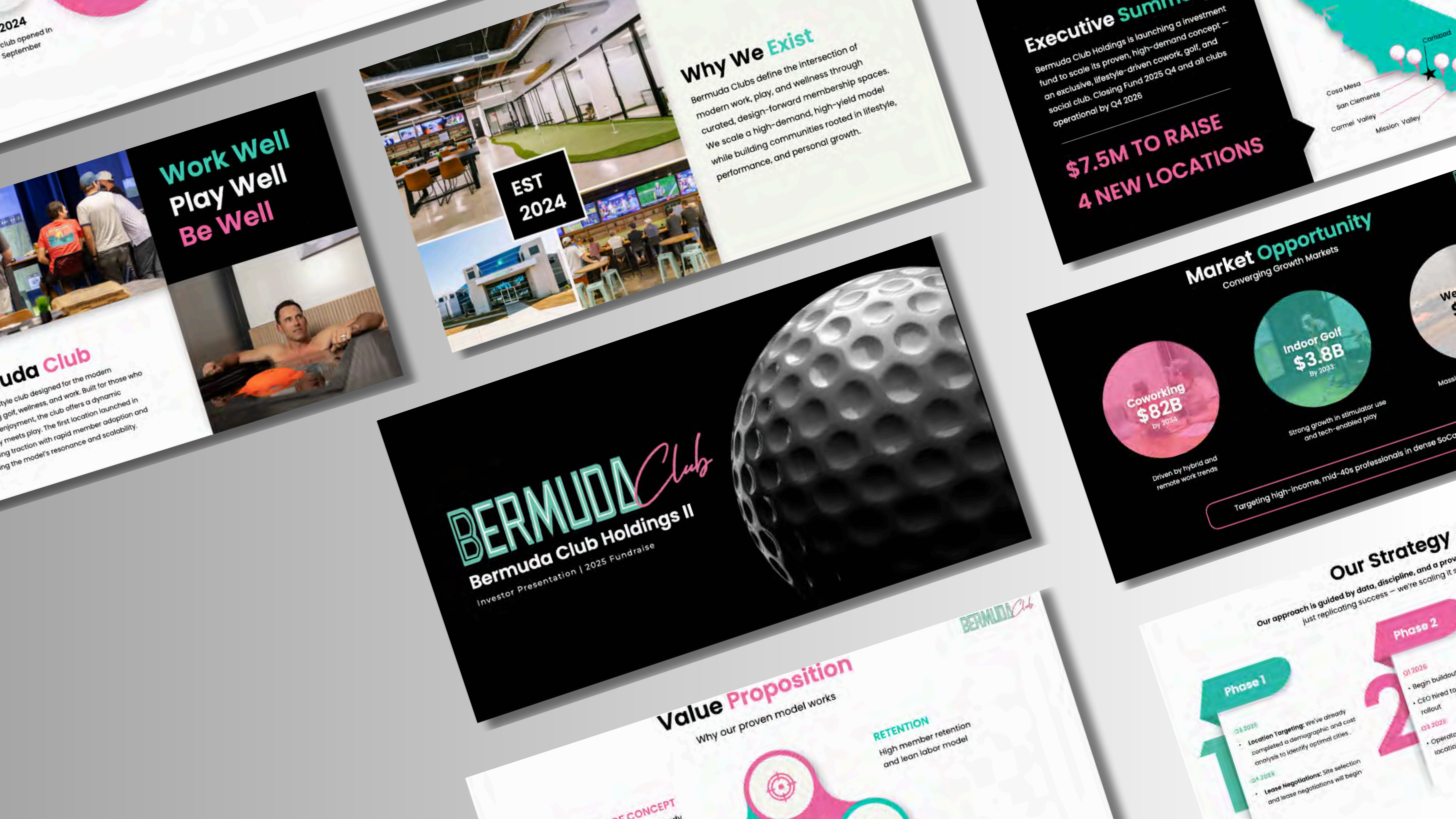
YTD 2024 HLF Financial Data

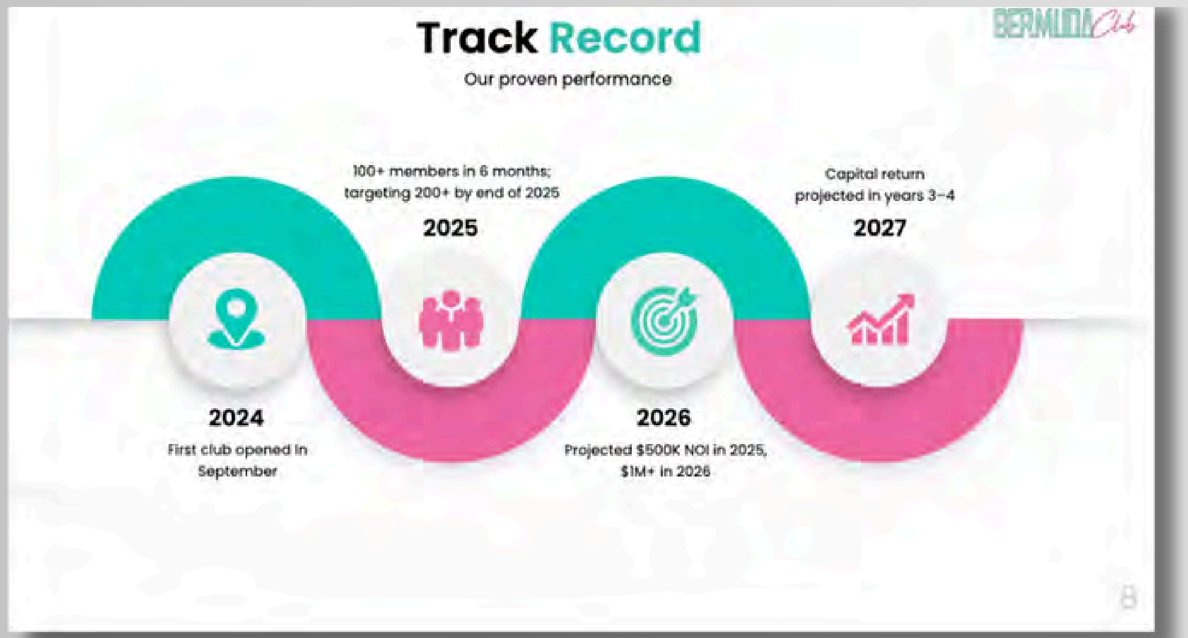
- 433 total awarded bids
- Total Spend: $272,684
- Headlight "Maximum" Savings: $95,529
- Average Bid Starting Price: $850.38
- Average Bid Award Price: $629.76

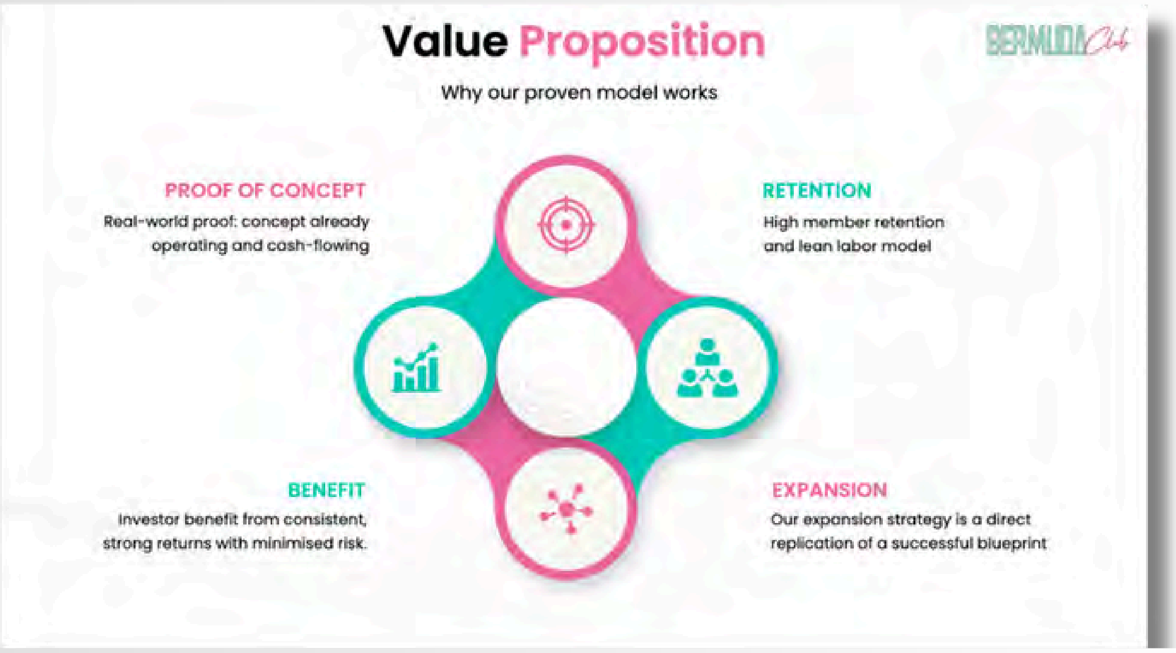
(Data corrected for two $1M+ bids)

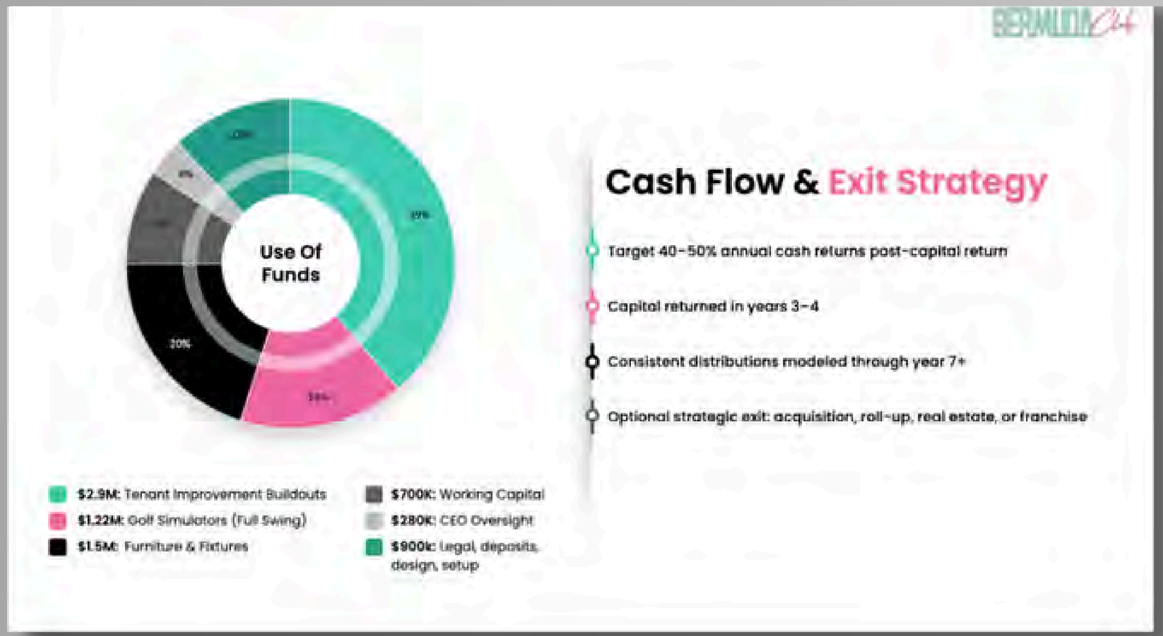
YTD 2024 Bidder Data

- 98 Bidders engaged
- 90%+ invited to all (~) jobs
- 8 Bidders bid on more than 25% of invited loads
- 13 bidders won > 10 loads
- Top bidder won ~13% of loads
- Bidder mix almost exclusively broker

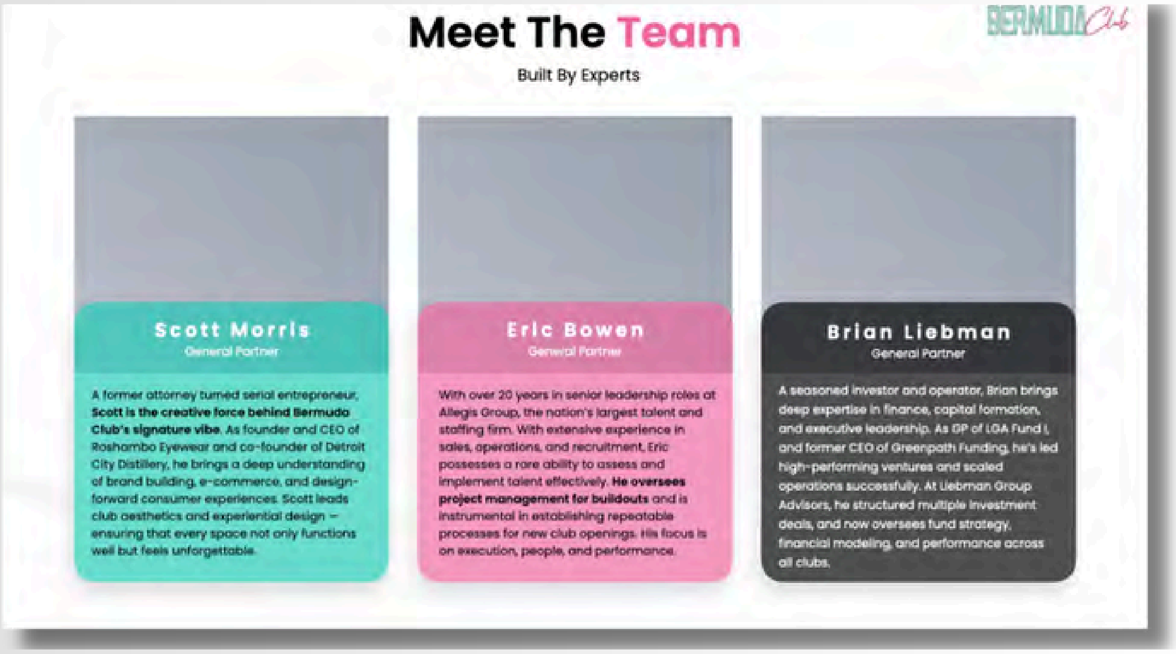

Work Well
Play Well
Be Well
EST 2024
Why We Exist
Bermuda Clubs define the intersection of modern work, play, and wellness through curated, design-forward membership spaces. We scale a high-demand, high-yield model while building communities rooted in lifestyle, performance, and personal growth.
Executive Summary
Bermuda Club Holdings is launching a investment fund to scale its proven, high-demand concept — an exclusive, lifestyle-driven cowork, golf, and social club. Closing Fund 2025 Q4 and all clubs operational by Q4 2026
$7.5M TO RAISE
4 NEW LOCATIONS
Costa Mesa
San Clemente
Carmel Valley
Mission Valley
Carlsbad
BERMUDA Club
Bermuda Club Holdings II
Investor Presentation | 2025 Fundraise
Market Opportunity
Converging Growth Markets
Coworking
$82B
by 2034
Driven by hybrid and remote work trends
Indoor Golf
$3.8B
By 2033
Strong growth in simulator use and tech-enabled play
Targeting high-income, mid-40s professionals in dense SoCal
Value Proposition
Why our proven model works
RETENTION
High member retention and lean labor model
Our Strategy
Phase 1
Phase 2
Location Targeting: We've already completed a demographic and cost analysis to identify optimal cities.
Lease Negotiations: Site selection and lease negotiations will begin

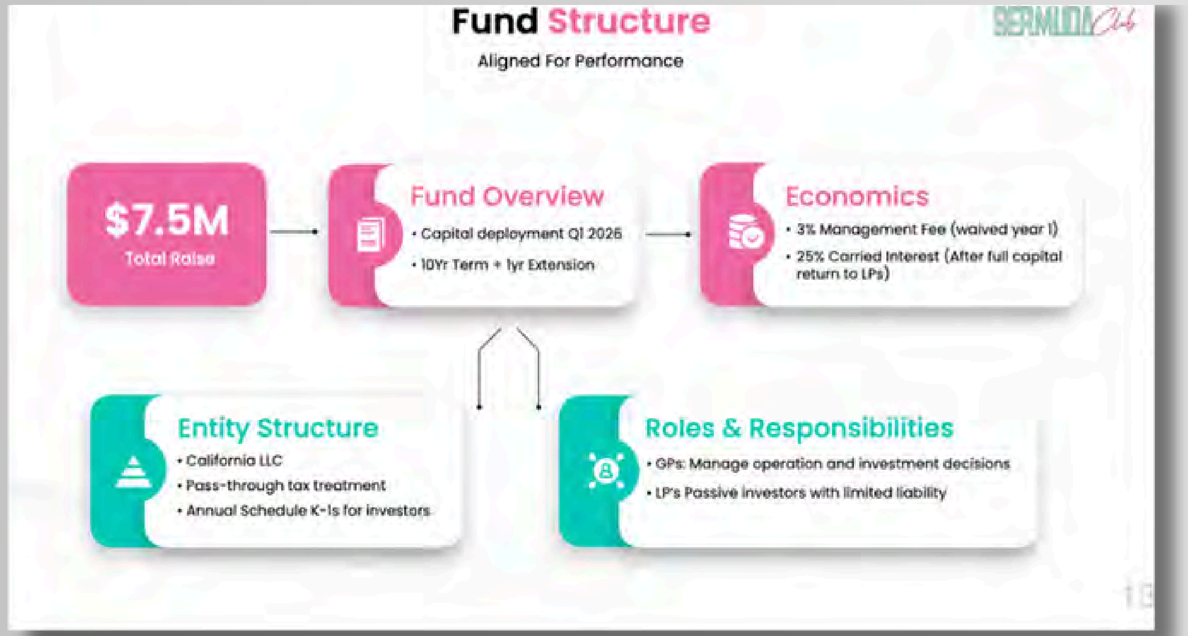


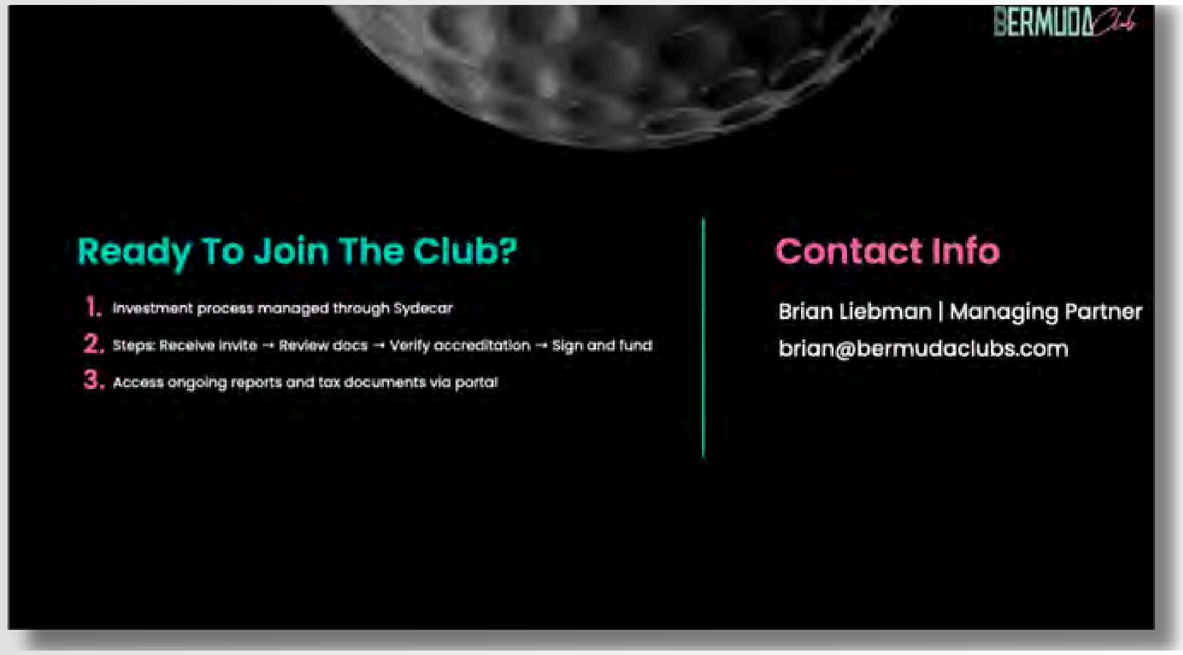




Brand / Location	Wellness Amenities	Coworking	Golf	Community Events	Unique Edge
	✓ Premium Wellness Offerings (Sauna, Cold plunge, Gym)	✓ Stylish space	✓	✓ Curated Social / wellness events	Golf-Forward Wellness Concept
Soho House	✓ Spa and gym (limited locations)	✓ Stylish space	✗	✓ Strong Event programming	Lifestyle-first Social Club
Life Time Work	✓ Full Wellness Facilities	✓ Professional Space	✗	✓ Member Wellness events	Health-Club Integration
The Stack	✗ Minimal Wellness	✓ Coworking + Golf lounge	✓	✗ Fewer lifestyle events	Golf-Centered Urban Club
Equinox X Industrious	✓ High-end Fitness	✓ Premium Shared offices	✗	✓ Network Events	Wellness + Productivity

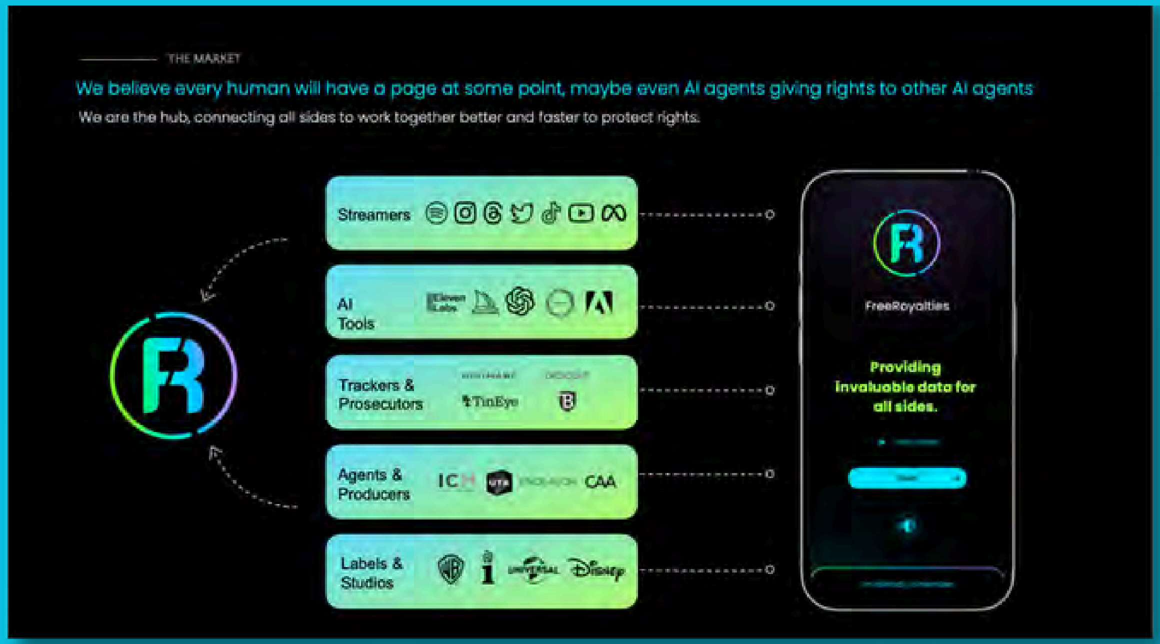






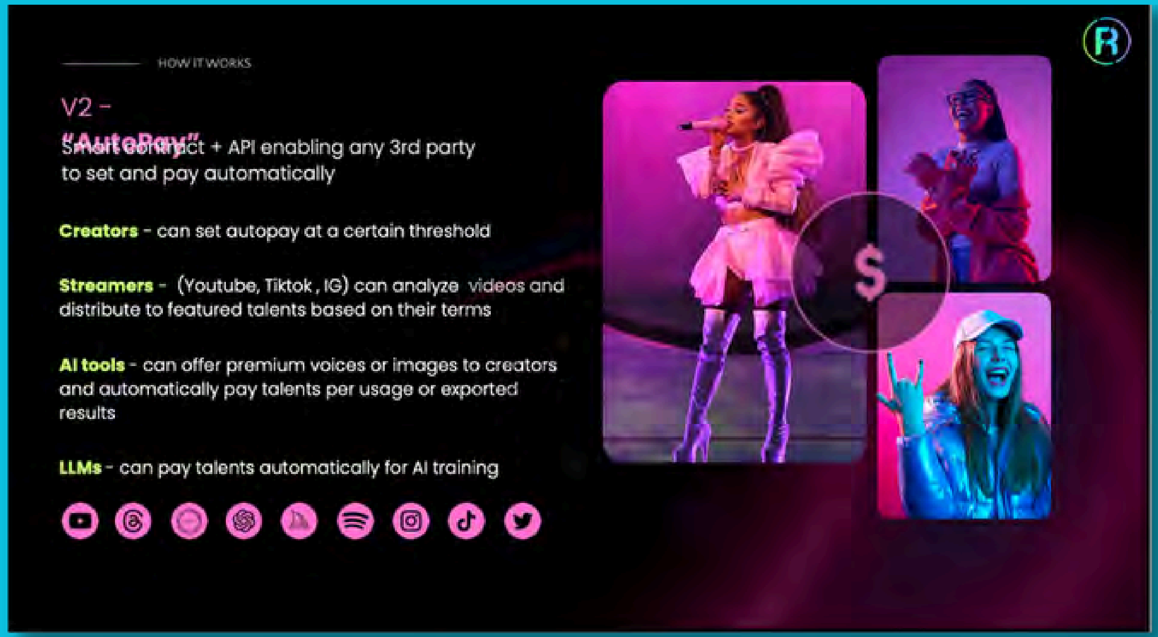
Pitch Deck | App Design

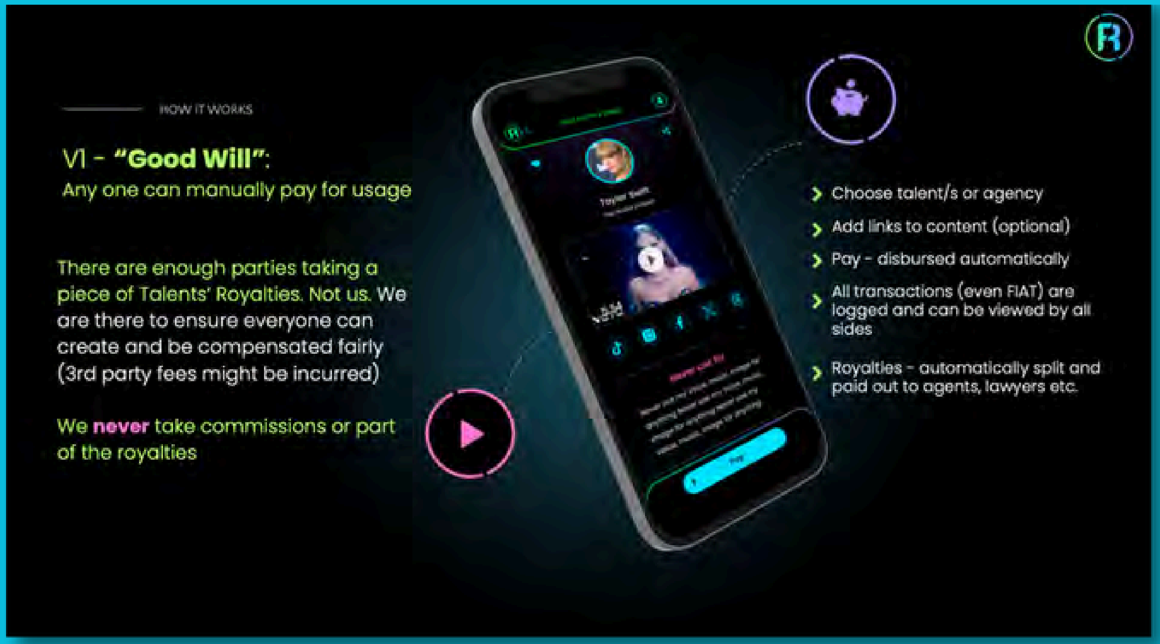

THE STRIKE
Tens of Thousands of Actors, Writers and Voice Over Artists are Striking
They Know What Lies Ahead and They Fear the "Awful" Future
WRITERS GUILD ON STRIKE
WGASTRIKE.ORG
STRIKE!
WGAW
HUMAN WRITERS ONLY!

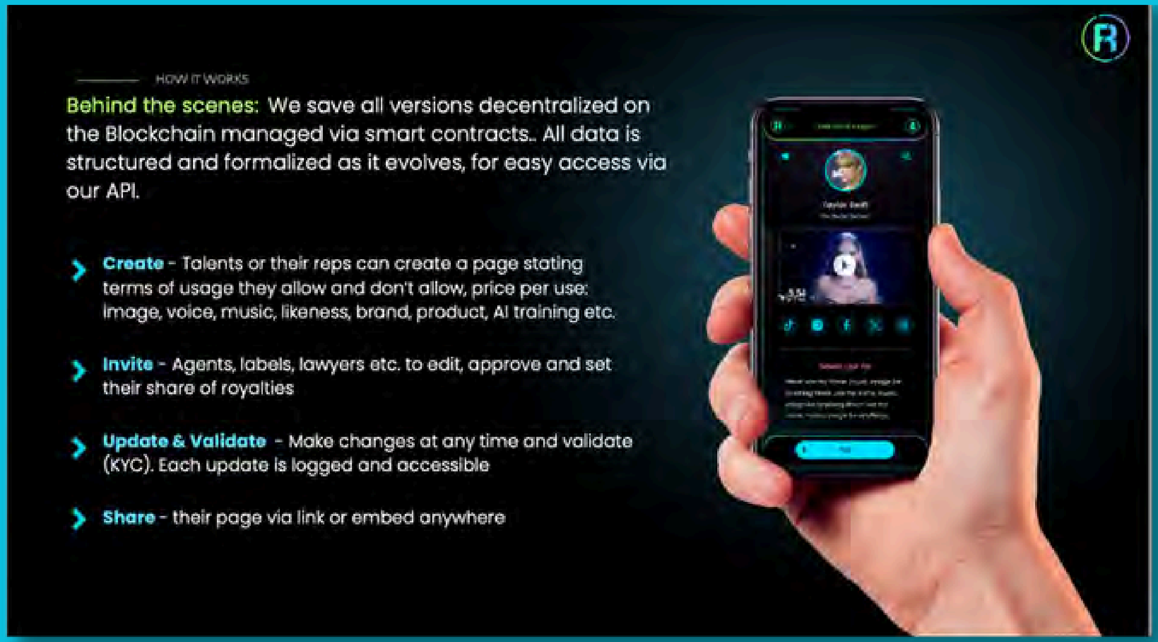

THE MARKET
We believe every human will have a page at some point, maybe even AI agents giving rights to other AI agents
We are the hub, connecting all sides to work together better and faster to protect rights.
Streamers
AI Tools
Trackers & Prosecutors
TinEye
Agents & Producers
CAA
Labels & Studios
Disney
FreeRoyalties
Providing invaluable data for all sides.

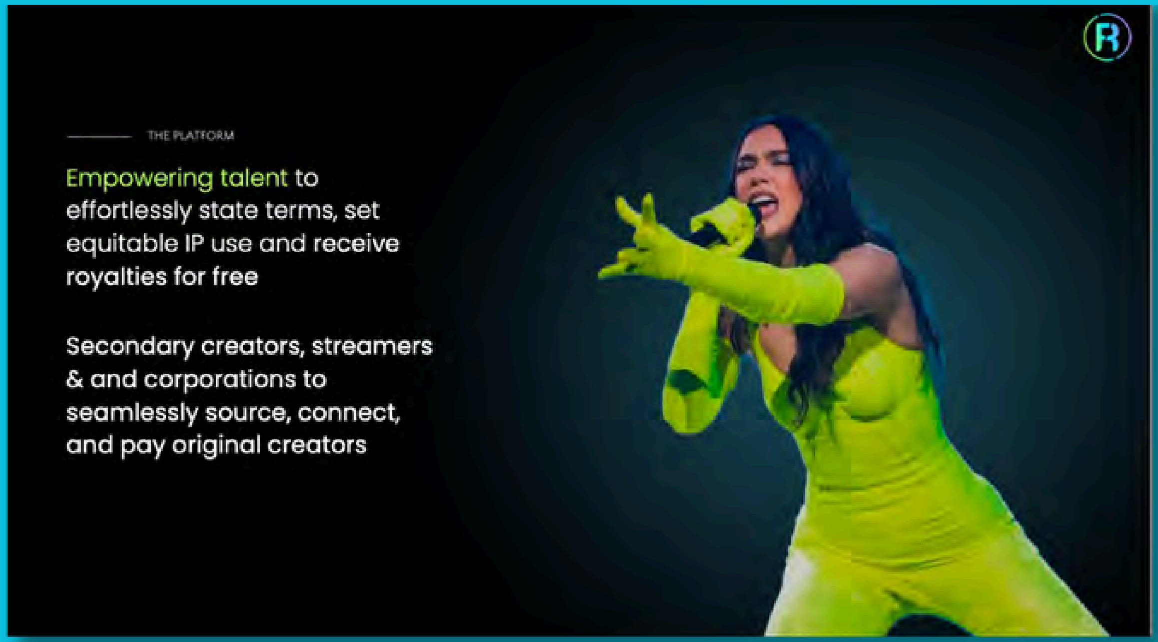

THE BIG QUESTION
Why us why now?
With Hollywood Crippled by Strikes - AI and Intellectual Properties are VERY hot topics
TRUST - Since we NEVER touch a percentage of the royalties, we are trusted by all. (Revenues from pro features and API)
Even artists wishing to share IP with AI lack a way to state terms and get paid
Strong, highly connected team with extensive industry experience in royalties, labels, blockchain and viral systems
FreeRoyalties - The missing piece for one of the biggest challenges in the AI era
100 influencers and 30 Design ready to roll

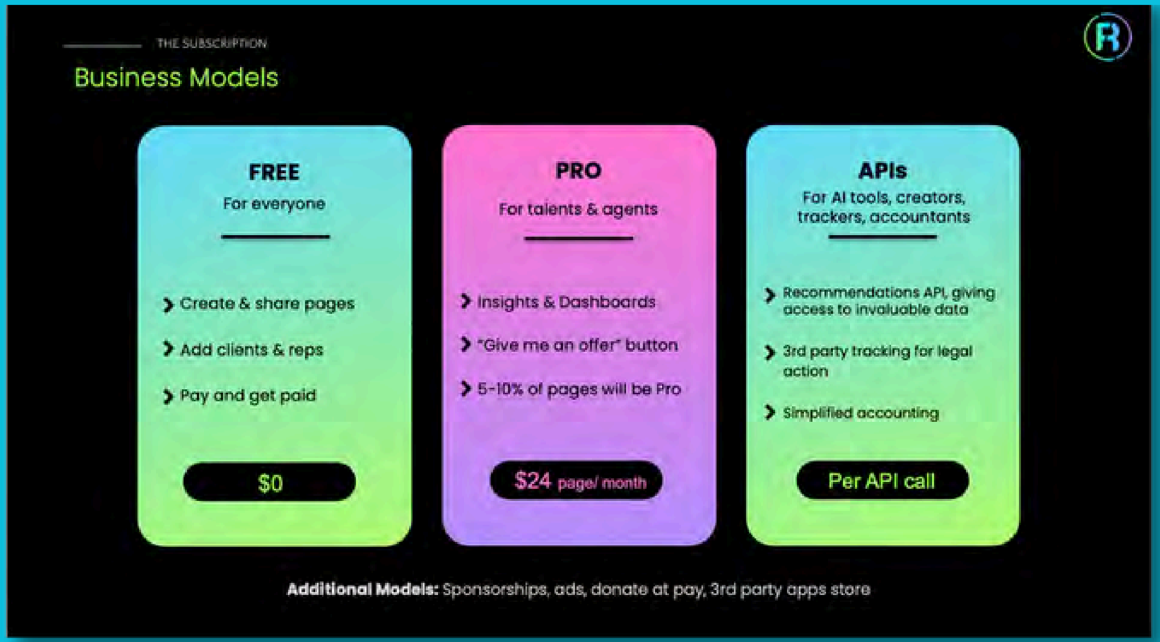

THE APP
We're creating a cleaner, simpler model
WHAT WE DO
Facilitate terms stated and payments made
Let talents invite their lawyers and edit their terms
KYC on page owners and payment recipients
Act as the "IMDB" or the "Wikipedia" of rights and terms
Offer our API to companies that track and sue
Log all transactions, easily exported to or by a talent's accountants
Store all pages, versions, terms & links, enabling the talent to add links anytime
Send all payments directly to the talent and their agents.
WHAT WE DON'T DO
Take a percentage of the royalties
Replace agents or studios
give legal advice - or replace lawyers
Track, sue or check for rights, who owns the rights, if payments were made, etc
Do accounting
Store media & content
hold funds
We profit from the data & knowledge we collect...

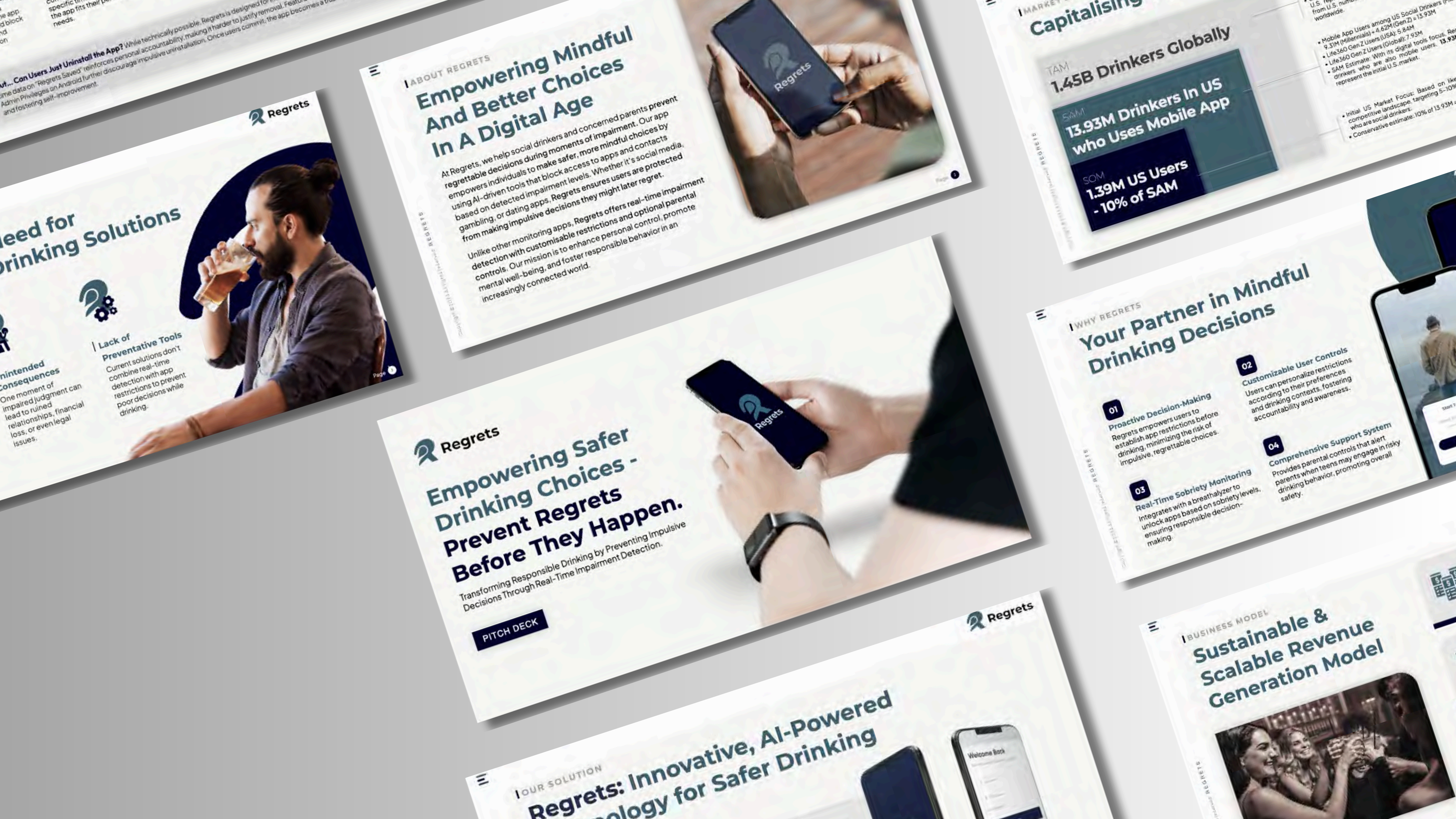

HOW IT WORKS
V2 - "AutoPay":
Smart Contract + API enabling any 3rd party to set and pay automatically
Creators - can set autopay at a certain threshold
Streamers - (Youtube, Tiktok, IG) can analyze videos and distribute to featured talents based on their terms
AI tools - can offer premium voices or images to creators and automatically pay talents per usage or exported results
LLMs - can pay talents automatically for AI training
$


HOW IT WORKS
V1 - "Good Will":
Any one can manually pay for usage
There are enough parties taking a piece of Talents' Royalties. Not us. We are there to ensure everyone can create and be compensated fairly (3rd party fees might be incurred)
We never take commissions or part of the royalties
Choose talent/s or agency
Add links to content (optional)
Pay - disbursed automatically
All transactions (even FIAT) are logged and can be viewed by all sides
Royalties - automatically split and paid out to agents, lawyers etc.


HOW IT WORKS
Behind the scenes: We save all versions decentralized on the Blockchain managed via smart contracts.. All data is structured and formalized as it evolves, for easy access via our API.
Create - Talents or their reps can create a page stating terms of usage they allow and don't allow, price per use: image, voice, music, likeness, brand, product, AI training etc.
Invite - Agents, labels, lawyers etc. to edit, approve and set their share of royalties
Update & Validate - Make changes at any time and validate (KYC). Each update is logged and accessible
Share - their page via link or embed anywhere


THE PLATFORM
Empowering talent to effortlessly state terms, set equitable IP use and receive royalties for free
Secondary creators, streamers & and corporations to seamlessly source, connect, and pay original creators


THE SUBSCRIPTION
Business Models
FREE
For everyone
Create & share pages
Add clients & reps
Pay and get paid
$0
PRO
For talents & agents
Insights & Dashboards
"Give me an offer" button
5-10% of pages will be Pro
$24 page/ month
APIs
For AI tools, creators, trackers, accountants
Recommendations API, giving access to invaluable data
3rd party tracking for legal action
Simplified accounting
Per API call
Additional Models: Sponsorships, ads, donate at pay, 3rd party apps store


Regrets
Empowering Safer Drinking Choices - Prevent Regrets Before They Happen.
Transforming Responsible Drinking by Preventing Impulsive Decisions Through Real-Time Impairment Detection.
PITCH DECK
ABOUT REGRETS
Empowering Mindful And Better Choices In A Digital Age
At Regrets, we help social drinkers and concerned parents prevent regrettable decisions during moments of impairment. Our app empowers individuals to make safer, more mindful choices by using AI-driven tools that block access to apps and contacts based on detected impairment levels. Whether it's social media, gambling, or dating apps, Regrets ensures users are protected from making impulsive decisions they might later regret.
Unlike other monitoring apps, Regrets offers real-time impairment detection with customisable restrictions and optional parental controls. Our mission is to enhance personal control, promote mental well-being, and foster responsible behavior in an increasingly connected world.
Regrets
Need for Drinking Solutions
Unintended Consequences
One moment of impaired judgment can lead to ruined relationships, financial loss, or even legal issues.
Lack of Preventative Tools
Current solutions don't combine real-time detection with app restrictions to prevent poor decisions while drinking.
Capitalising
TAM
1.45B Drinkers Globally
SAM
13.93M Drinkers In US who Uses Mobile App
SOM
1.39M US Users - 10% of SAM
WHY REGRETS
Your Partner in Mindful Drinking Decisions
01
Proactive Decision-Making
Regrets empowers users to establish app restrictions before drinking, minimizing the risk of impulsive, regrettable choices.
02
Customizable User Controls
Users can personalize restrictions according to their preferences and drinking contexts, fostering accountability and awareness.
03
Real-Time Sobriety Monitoring
Integrates with a breathalyzer to unlock apps based on sobriety levels, ensuring responsible decision-making.
04
Comprehensive Support System
Provides parental controls that alert parents when teens may engage in risky drinking behavior, promoting overall safety.
BUSINESS MODEL
Sustainable & Scalable Revenue Generation Model
OUR SOLUTION
Regrets: Innovative, AI-Powered Technology for Safer Drinking
Welcome Back

Regrets

MARKET SIZE & OPPORTUNITY

Capitalising The Rapid Growth of The Market

TAM
1.45B Drinkers Globally

SAM
13.93M Drinkers In US who Uses Mobile App

SOM
1.39M US Users - 10% of SAM

- US Millennial Social Drinkers: 44.36M
- US Gen Z Social Drinkers: 13.86M
- Total US Social Drinkers (Millennials + Gen Z): 58.21M
- Global Gen Z & Millennial Social Drinkers (estimated): We assume U.S. represents roughly 4% of global population. Extrapolating from U.S. numbers, we estimate around **1.45 billion** social drinkers worldwide.

- Mobile App Users among US Social Drinkers (Millennials + Gen Z): 9.31M (Millennials) + 4.62M (Gen Z) = 13.93M
- Life360 Gen Z Users (USA): 5.84M
- Life360 Gen Z Users (Global): 7.93M
- SAM Estimate: With its digital tools focus, Regrets targets social drinkers who are also mobile users. **13.93M** US mobile users represent the initial U.S. market.

- Initial US Market Focus: Based on likely user acquisition and competitive landscape, targeting 5–10% of U.S. mobile app users who are social drinkers:
- Conservative estimate: 10% of 13.93M = **1.39M** US users.

Regrets

OUR SOLUTION

Regrets: Innovative, AI-Powered Technology for Safer Drinking

Regrets offers a unique and proactive solution that helps users make responsible decisions during moments of impairment. The app allows users to set up restrictions before they begin drinking, blocking access to specific apps, contacts, and websites that they might later regret using, such as social media, dating, gambling, or cryptocurrency platforms. Paired with a breathalyzer, Regrets automatically unlocks these apps when sobriety is detected, ensuring personal responsibility and safety.

Unlike competitors that focus solely on monitoring alcohol levels, Regrets integrates multi-layered safety features with customiSable access controls and real-time impairment detection. It not only prevents regrettable actions but also empowers users to take charge of their decisions, making it an essential tool for social drinkers and concerned parents alike.

Regrets

WHY NOW?

The Growing Need for Responsible Drinking Solutions

Rise of Risky Behaviors
Increased social media use and mobile apps have made it easier than ever to make regrettable decisions while impaired.

Unintended Consequences
One moment of impaired judgment can lead to ruined relationships, financial loss, or even legal issues.

Lack of Preventative Tools
Current solutions don't combine real-time detection with app restrictions to prevent poor decisions while drinking.

Regrets

FUNDRAISING STRATEGY

Our Growth Through Targeted Investment

$750K Investment

- **50% Product Development ($375,000):** For app development, testing, deployment, AI, and breathalyzer integration.
- **30% Marketing & Customer Acquisition ($225,000):** For branding, ad campaigns, partnerships, and market education on using breathalyzers with the app.
- **15% Operations & Legal ($112,500):** Covers legal fees, admin costs, and operational support.
- **5% Breathalyzer Integration ($37,500):** For purchasing and integrating breathalyzers with the app.

Unlocks

Revenue Target: $2.5M in annual recurring revenue.

Runway: 24 months of operational runway to support growth, scaling, and the breathalyzer integration.

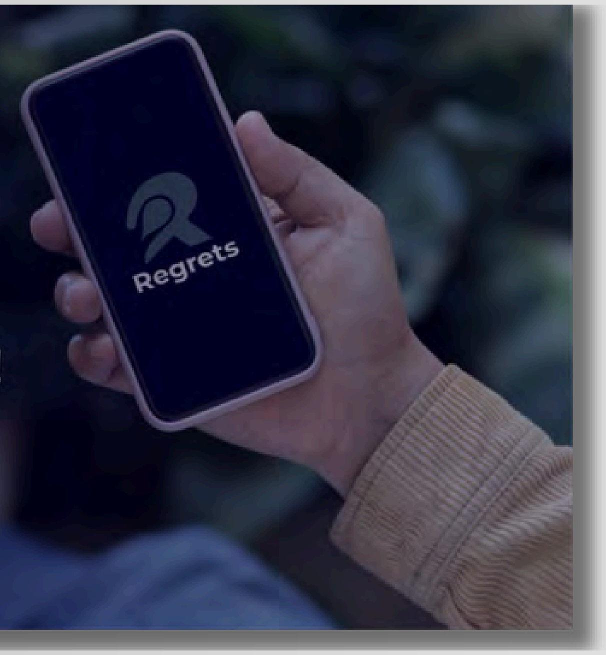
Milstones

- **User Growth:** Target 10,000 active users in year one, including 5,000 paying subscribers.
- **Product Launch:** Launch Regrets app with core features—impairment detection, breathalyzer integration, and parental controls.
- **Breathalyzer Partnership:** Partner with leading manufacturers for smooth integration.
- **Key Hires:** Recruit a software engineer, marketing strategist, and product manager for hardware integration and growth.

Regrets

Together, We Can Turn Regrets Into Responsible Choices!

THANK YOU



Regrets

JASON KIRSCHNER - MEET OUR FOUNDER

Entrepreneurial Visionary Committed to Well-Being

Experience and Expertise
Jason Kirschner brings 22 years of marketing experience and a passion for improving physical and mental well-being, with a strong focus on strategy and relationship-building.

Early Entrepreneurial Spirit
At age 12, Jason started his first business. By 19, he managed a $10M government contract and led a team of over 35 employees.

Proven Success
At 34, he founded a company that reached $1.7M in sales within 18 months, highlighting his growth-driven leadership.

Mental Health Advocate
Jason is now channeling his expertise into creating the "Regrets" app, dedicated to helping individuals make safer, regret-free decisions.

Regrets

BUSINESS MODEL

Sustainable & Scalable Revenue Generation Model

Tiered Subscription Model
The Parental Mode will be priced at $9.99 per month, while the Social Drinker subscription will be free, ensuring accessibility and revenue from users seeking enhanced features.

Complementary Bluetooth Devices
We will offer Bluetooth breathalyzer devices that enhance the app's functionality. While the app works independently, pairing with the breathalyzer unlocks additional features for improved safety.

Ad Revenue
We will include targeted ads within the app, such as rideshare promotions for social drinkers. Our Ads will emphasize the number of "regrets prevented," reinforcing our brand mission of responsible drinking.

Regrets

COMPETITORS

Unfolding The Competitive Landscape

	Key Features	Target Audience	Pricing Model	Unique Selling Points	Weaknesses
mydrinkaware	Alcohol tracking, goal setting, personalized advice	General drinkers	Free	Gamification, community support	Limited app restrictions
DrinkSense	Breathalyzer integration, BAC tracking, app restrictions	Social drinkers, parents	Subscription-based	Real-time impairment detection, parental controls	Limited app customization
Alcoguard	Alcohol monitoring, location tracking, emergency contacts	Parents of teens	Subscription-based	Geo-fencing, parental alerts	Focus on parental control rather than individual responsibility
Alcoholics Anonymous	Meeting finder, support groups, recovery tools	Individuals struggling with alcohol addiction	Free	Community-based support, 12-step program	Primarily focused on addiction recovery rather than prevention
Regrets	**Breathalyzer integration, app restrictions, customizable settings**	**Social drinkers, parents**	**Subscription-based**	**Proactive prevention, real-time impairment detection, parental controls**	**Potential for user resistance to app restrictions**

Regrets

WHY REGRETS

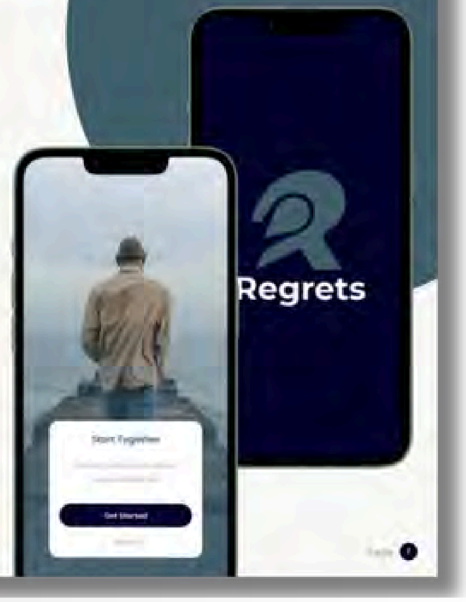
Your Partner in Mindful Drinking Decisions

01
Proactive Decision-Making
Regrets empowers users to establish app restrictions before drinking, minimizing the risk of impulsive, regrettable choices.

02
Customizable User Controls
Users can personalize restrictions according to their preferences and drinking contexts, fostering accountability and awareness.

03
Real-Time Sobriety Monitoring
Integrates with a breathalyzer to unlock apps based on sobriety levels, ensuring responsible decision-making.

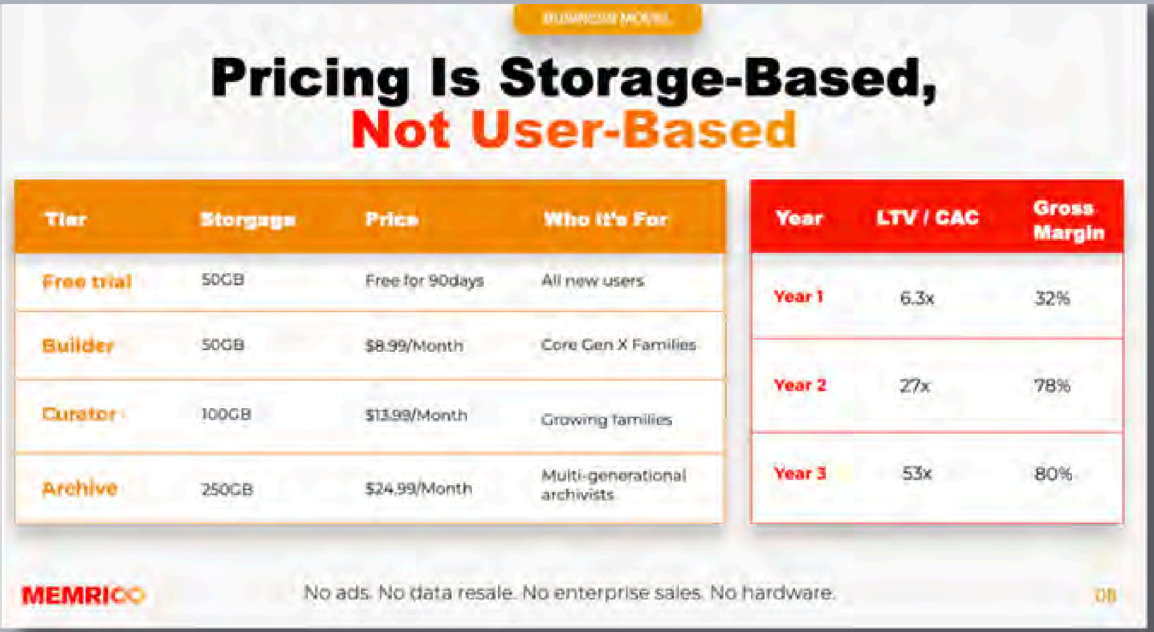
04
Comprehensive Support System
Provides parental controls that alert parents when teens may engage in risky drinking behavior, promoting overall safety.



Friends and family round


HOW IT WORKS
5 Integrated Components
RICO AI
AI organization that captures names, relationships, and stories.
VIDEO MEETUPS
Families browse photos together while stories are recorded & permanently linked to each moment
FAMILY COLLAB
with simple permissions that make multi-generational sharing effortless.
PERMANENCE
Photos, conversations, and stories are preserved together— creating a living family archive
05


WHY NOW
5 Converging Tailwinds
AI ACCESSIBILITY
Enterprise-grade AI (AWS Bedrock & Rekognition) now makes large-scale photo organization and context capture possible at consumer cost.
NORMAL VIDEO CALLS
COVID permanently changed behavior — families already use video calls, but lack a meaningful way to share memories together.
DIGITISATION AT SCALE
Millions of families have digitized old photos, creating an urgent need to organize and make sense of massive archives.
TIME IS RUNNING OUT
Aging parents hold irreplaceable stories that disappear when they're gone — this problem cannot be deferred.
DISPERSED FAMILIES
Modern families live across cities and countries, making in-person memory sharing increasingly rare.
MEMRICO
07


BUSINESS MODEL
Pricing Is Storage-Based,
Not User-Based
Tier | Storage | Price | Who it's For
Free trial | 50GB | Free for 90days | All new users
Builder | 50GB | $8.99/Month | Core Gen X Families
Curator | 100GB | $13.99/Month | Growing families
Archive | 250GB | $24.99/Month | Multi-generational archivists
Year | LTV / CAC | Gross Margin
Year 1 | 6.3x | 32%
Year 2 | 27x | 78%
Year 3 | 53x | 80%
MEMRICO
No ads. No data resale. No enterprise sales. No hardware.
08


Product Roadmap
2025-2026
Q1 CORE PLATFORM (MVP)
AI organization, family collaboration, secure memory platform.
Q2 PRODUCTION LAUNCH
Video meetups, storytelling features, subscriptions, performance optimization.
Q3 ENGAGEMENT & RETENTION
Smarter notifications, AI-driven prompts, product refinement.
Q4 DISTRIBUTION & PARTNERSHIPS
Photo frame integrations, partner ecosystem, privacy-first sharing.
2025
2026
Q1 MONETIZATION & LOCALIZATION
Print products, Spanish launch.
Q2 FOREVER STORAGE
Lifetime preservation offering.
Q3 AUDIENCE EXPANSION
Millennials & Gen Z adoption.
Q4 GLOBAL EXPANSION
Multi-language support, international markets.
MEMRICO
10


Go-To-Market Strategy
GEN X BEACHHEAD
Target families with urgent memory preservation needs through paid social, content, search, and digitization partnerships.
FAMILY NETWORK EFFECT
Each customer invites 8-12 family members, driving organic adoption and reducing acquisition costs.
COMMUNITY-LED LAUNCH
Engage early adopters through genealogy communities, launch platforms, and industry events to build trust and social proof.
GLOBAL EXPANSION
Expand to Millennials, international markets, and additional channels as adoption scales.
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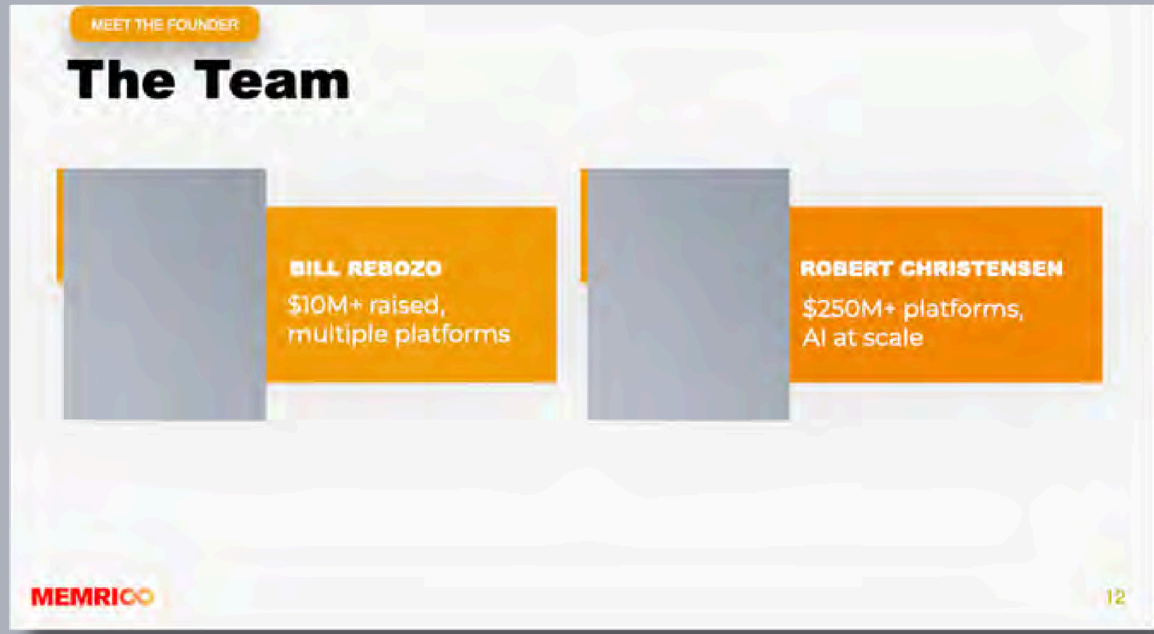
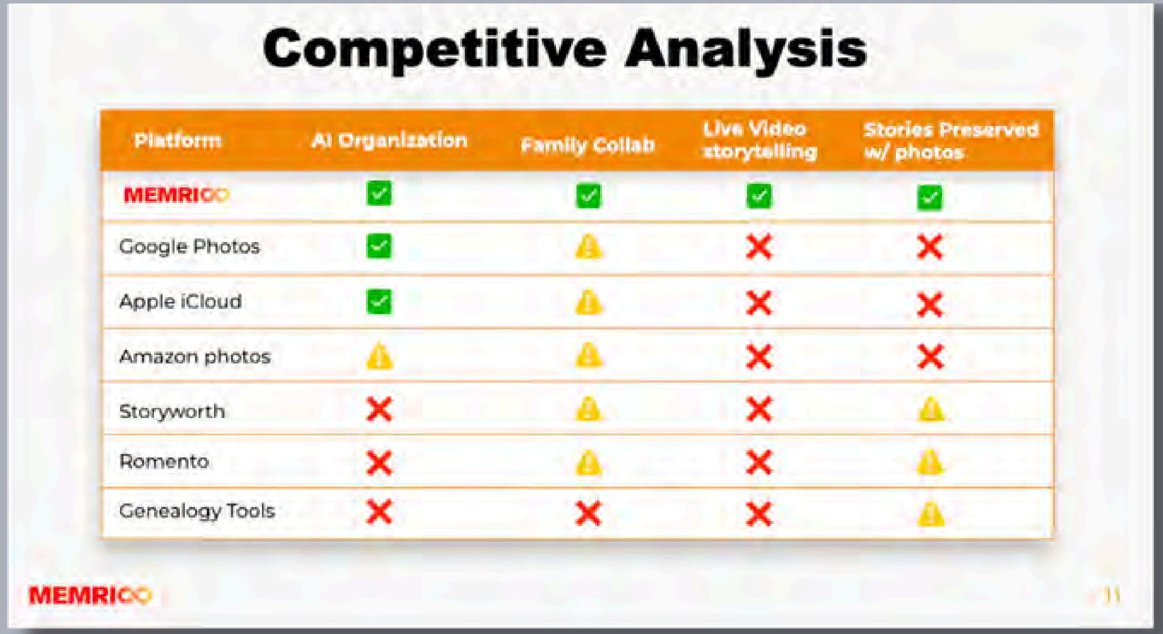
09


MEET THE FOUNDER
The Team
BILL REBOZO
$10M+ raised, multiple platforms
ROBERT CHRISTENSEN
$250M+ platforms, AI at scale
MEMRICO
12


Competitive Analysis
Platform | AI Organization | Family Collab | Live Video storytelling | Stories Preserved w/ photos
MEMRICO
Google Photos
Apple iCloud
Amazon photos
Storyworth
Romento
Genealogy Tools
MEMRICO
11


Path To Profitability
UNIT ECONOMICS
Subscription revenue
Expanding ARPU
Viral acquisition
Improving margins
16000000
12000000
8000000
4000000
0
$35K
$3.4M
$14.8M
Year 1
Year 2
Year 3
CUSTOMERS
2,777
113,618
54,945
MEMRICO
13


THE ASK
$100K
USE OF FUNDS
· Launch public beta
· Scale Gen X acquisition
· Expand AI + video capabilities
· Reach profitability by Year 2
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14

Commercial real estate
Endless options
Influencer bias
Generic AI recommendations
Crowdsourced amateur reviews
"Paradox of choice" paralysis
Our Solution
A PREMIUM EXPERIENCE THAT IS INTELLIGENT, WARM, PERSONAL & SCALABLE
Instant answers
Draft recommendations
Personalized suggestions
Structured Trip Planning
Available Support 24/7
HUMANS FOR INSIGHT
Local professional concierges
Curated, trustworthy recommendations
Meaningful longterm relationships
Client choice of text, email, phone, or video
Client Platform
AI curated recommendations
Personalized dashboard
Saved lists + itineraries
Trip planning
Concierge calls
Membership management
Concierge Platform
Unified inbox
AI request triage
Auto-drafted responses
Client profile memory
Local venue database
Research automation tools
AI Layer
The Market
MARKET POTENTIAL
Where demand, inventory, and trust converge
Affluent Travelers
Business travellers
Relocating clients
Travelling To
Boutique hotels,
Short-term rentals
Trusted Guidance
Professional human insight
AI enabled
Personalisation
Our Solution
Experience
Intelligence
1.5M+
50k+
$1B+
TANDEM TRAVEL
PREMIUM CONCIERGE. INTELLIGENT TECHNOLOGY. LOCAL INSIGHT
Review Sites
(Yelp, TripAdvisor)
AI Travel Apps
Premium Concierge
(Amex, Quintessentially)
TANDEM TRAVEL
AI-powered speed
Slow
Fast
High-touch
Local professional insight
Deep data driven
Their data is private, never sold.
Human Refinement
Build a Preferences Profile
Clients share preferences, travel style, family needs, and past experiences.
01
02
03
AI Personalization

Our Product Overview

THIS IS NOT A TRAVEL APP

IT'S AN EXPERIENCE INTELLIGENCE SYSTEM

Client Platform
- AI curated recommendations
- Personalized dashboard
- Saved lists + itineraries
- Trip planning
- Concierge calls
- Membership management

Concierge Platform
- Unified inbox
- AI request triage
- Auto-drafted responses
- Client profile memory
- Local venue database
- Research automation tools

AI Layer
- LLM-powered concierge
- Client's preference learning system (Beacon System)
- Recommendation engine
- Internal productivity tools

The Market

MARKET POTENTIAL

Where demand, inventory, and trust converge

1.5M+
Short-term rental listings

50k+
Boutique hotels & luxury apartments

$1B+
ARR potential (5-7years)

The Platform

THE TANDEM EXPERIENCE

Their data is private, never sold.

01 Build a Preferences Profile
Clients share preferences, travel style, family needs, and past experiences.

02 AI Personalization
Our "Beacon System" learns user preferences and drafts curated recommendations

03 Human Refinement
A professional, human concierge selects, refines, and personalizes recommendations.

04 Experience is Delivered
Clients receive a premium dashboard with itineraries, bookings, and concierge access.

05 Learning Loop
The system learns from client feedback, reviews, personal notes, and shared moments to continuously refine all recommendations.

Competition Analysis

THE LANDSCAPE IS NOISY, CROWDED AND FRAGMENTED

OPTIONS EVERYWHERE. ANSWERS NOWHERE.

Review Sites (Yelp, TripAdvisor)	AI Travel Apps	Premium Concierge (Amex, Quintessentially)	TANDEM TRAVEL
✓ Fast	✓ Fast	✗ Slow	✓ AI-powered speed
✗ Amateur reviews	✗ No Local Insight	✓ High-touch	✓ Local professional insight
✗ Generic	✗ Shallow personalisation	✗ High cost personalisation	✓ Deep data driven personalisation
✓ Scalable	✓ Scalable	✗ Not Scalable	✓ Scalable & Accessible

Business Model

TANDEM TRAVELS REVENUE MODEL

Recurring revenue with high-margin human expertise, amplified by AI

Direct-to-Consumer
- **AI:** $12/mo
- **Premium:** $65/mo
- **Elite:** $199/mo

STR Hosts
- **AI Guest Experience** $39/mo
- **Premium Guest Concierge** $129/mo
- **Professional Partner** $269/mo (in development)

Corporate plans
- **Team Access** $39/user
- **Executive Concierge** $99/user
- **Enterprise Concierge Partnership** $1,750+/mo

Boutique Hotels For Every 200 Rooms
- **AI Only** $199/mo
- **Full-Service Concierge** $649/mo

Moving Forward

TRACTION ROADMAP

0-6 Months
- MVP launch
- Denver market activation
- 30-50 STR hosts
- 75-100 DTC members
- 2-3 corporate pilots
- 1-2 boutique hotels
- Proof of Concept

12-18 Months
- Expand to San Diego & Chicago
- Launch STR Directory
- Launch Human+AI Concierge v2
- Reach $50k-$70k Per concierge team

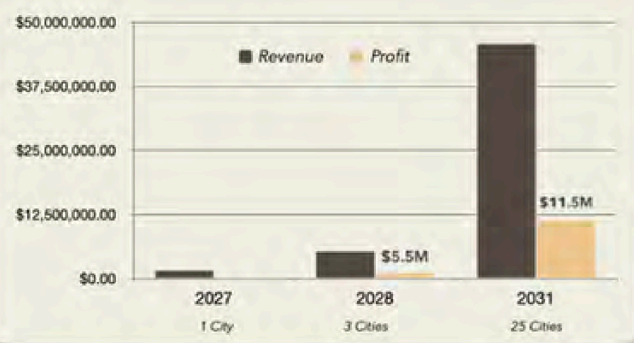
2-5 Years
- Multi-city network
- Data personalisation moat
- Market-defining premium concierge brand

Financials

SCALABLE UNIT ECONOMICS

0.5% of market penetration per city

- 3,645 members
- 21 STR properties
- 1 boutique hotel
- Multi-segment revenue mix



THE INDUSTRY IS OVERWHELMING AND IMPERSONAL

- Endless options, no answers
- Generic AI, no local insight
- Premium concierge, no scale

AI SPEED + HUMAN INSIGHT

- Personalized at scale
- Local expertise in every city
- Premium experience, accessible pricing

THE RESULT

- A new standard in travel decision-making
- Recurring, scalable revenue
- Positioned in a multi-billion dollar global industry
- Category-defining "Experience Intelligence" platform


The Problem
The "Transcription Blob" epidemic
more documentation, zero new insight.
DOCUMENTATION DEBT
Current LLM wrappers have commoditized into indistinguishable tools, burying institutional knowledge in unsearchable, unread text graveyards.
THE COGNITION GAP
Teams are drowning in meeting notes but starving for logic; they lack grounded reasoning when it matters most during live calls.
THE COST
Companies are data-rich but insight-poor; when the answer is trapped in static documents, they lose their execution edge and haemorrhage resources.
We stop
start generating
ACTIVE COGNITION
Cerebrum OS processes live streaming audio into structured graph nodes mid-conversation, resolving dialogue against the master enterprise knowledge graph to push grounded, sub-second intelligence directly to the user.
A finished meeting
become a static document
becomes a deterministic
to the core enterprise
Data to a
-time Reasoning Engine
THE WEDGE
A real-time reasoning layer for live conversations (Sales, M&A, Healthcare, Legal) where information asymmetry and the gap to decision cost millions.
THE VISION
To build the foundational, deterministic cognition infrastructure required to power the enterprise and all future AI agents.
CEREBRUM OS
The Platform
from passive recording to active reasoning
The Product Workflow
Sub-second live ammo during the
compounding institutional mem
INGEST & RESOLVE (LIVE)
Audio streams in, parsing messy
REASON & DELIV
The Team
The execution DNA to scale infrastructure,
and the algorithmic know-how to build it.
Nima Shahbazi

The Solution

We stop generating dead text and start generating live logic.

1

ACTIVE COGNITION

Cerebrum OS processes live streaming audio into structured graph nodes mid-conversation, resolving dialogue against the master enterprise knowledge graph to push grounded, sub-second intelligence directly to the user.

2

QUERYABLE REALITY

A finished meeting doesn't become a static document; it becomes a deterministic commit to the core enterprise graph.

The Secret Sauce

We solve for cognition with a deterministic, composable context graph.

CANONICAL ENTITY RESOLUTION

We force probabilistic LLM output through strict pipelines so the system explicitly knows conversational shorthand ("Bob") maps to the database node ("Robert, CFO").

REPRODUCIBLE REASONING

Black-box AI is dead on arrival for the enterprise. Every AI-driven graph update is logged in a write-ahead log, making our reasoning 100% reproducible and auditable.

INCREMENTAL UPDATES

We build composable micro-graphs from live meetings that incrementally sync to the master graph, ensuring sub-second live query speeds without latency bottlenecks.

The Platform

from passive recording to active reasoning

The Team

The execution DNA to scale infrastructure, and the algorithmic know-how to build it.

Nima Nasoody

CEO (THE SCALE & COMPLIANCE ENGINE)

- **Zero-to-IPO Scale:** Founding engineer and Head of Engineering at Hims & Hers, scaling the core infrastructure through hyper-growth to a 2021 IPO.
- **Enterprise & Regulatory DNA:** CTO at LumiQ (acquired by PE Vertu Capital) and engineering leader scaling B2B SaaS.
- **The Unfair Advantage:** Knows exactly how to architect, scale, and sell mission-critical, highly regulated platforms to the C-suite.

Nima Shahbazi

HEAD OF THE AI (THE DETERMINISTIC BRAIN)

- **The $1M Zillow Prize Winner:** Built the predictive algorithm that beat Zillow's own internal data science team against 3,800 global competitors.
- **Top 0.01% Global ML Talent:** Kaggle Grandmaster and multiple global Top 10 finishes and victories in the world's largest AI competitions (Ranked #19 globally).
- **Deep Tech Execution:** PhD in Computer Science with hardcore domain expertise in LLMs, RAG, and MLOps. He builds foundational, deterministic math, not probabilistic wrappers.

hims & hers | LumiQ | Zillow | kaggle | Google

The Product Workflow

Sub-second live ammo during the call, compounding institutional memory afterward

INGEST & RESOLVE (LIVE)

Audio streams in, parsing messy dialogue and pinging the enterprise graph in milliseconds with zero user keystrokes.

REASON & DELIVER (LIVE)

If a prospect contradicts historical data, Cerebrum pushes a document-grounded, logical counter-point directly to the user's screen.

COMMIT (POST-CALL)

The call ends. New entity relationships are permanently merged via the write-ahead log to strengthen the master graph.

Market Size

A $1.5B initial wedge in high-stakes transaction teams before expanding horizontally.

50k Enterprises

$50B

TARGET CUSTOMERS

50,000 Enterprise Sales, M&A diligence, and PE deal desks in the US managing high-stakes information asymmetry.

THE EXPANSION

Once embedded via the live meeting wedge, Cerebrum OS organically expands into the $50B+ broader enterprise intelligence layer (HR, Legal, Product) as the system of record.

Traction & Roadmap

Stress-testing the core infrastructure on chaotic live human conversation.

01

SPEED OF BUILD

Engineered the core Probabilistic-to-Deterministic pipeline and WAL architecture in 12 months, achieving sub-second entity resolution.

02

COMMERCIAL VALIDATION

Secured 5 pilot LOIs with mid-market M&A and Enterprise Sales teams to run the Real-Time Cognitive Layer in live environments.

03

12-MONTH ROADMAP

Convert early pilots to paid commercial contracts and expand Context Graph integrations into core CRMs and ERPs.

The Ask & Logic

Raising Seed capital to harden the deterministic engine and execute paid pilots.

THE ALLOCATION

- **70% Core Engineering** (Distributed Systems & Graph talent)
- **20% Compute/Infrastructure** (GPUs for low-latency inference)
- **10% GTM** (Closing the wedge targets).

THE MILESTONE

18 months of runway to deliver 10 fully deployed enterprise graphs and hit **$1M in high-margin ARR.**

THE LOGIC

By Series A, we will have ingested thousands of live meetings into our proprietary graph, creating a **compounding data moat** no stateless wrapper can replicate.

THANK YOU