

# Arqlite is expanding its revolutionary technology to tackle plastic pollution

PITCH VIDEO INVESTOR PANEL



arqlite.com Santa Ana CA

Hardware Technology Infrastructure Minority Owned Construction

OVERVIEW UPDATES 7 WHAT PEOPLE SAY 121 ASK A QUESTION 34

## Highlights

- 1 🌱 We recycle what no one else can: complex plastics, at scale (1 ton per hour!)
- 2 📈 46% month-over-month growth on retail channels since our pre-launch in September.
- 3 🏠 The best business model, paid to take the waste and paid again for our outputs.
- 4 🤖 Our very first product is Smart: 3X lighter and 10X better insulator compared to mineral gravel.
- 5 🌿 Our Smart Gravel replaces dumb gravel in concrete, landscape, green roofs, hydroponics, and cannabis.
- 6 🇺🇸 Proven track record, from a garage in Argentina in 2015 to 24,000 sq ft California.
- 7 🔥 Validated by Techstars, Plug & Play, Solar Impulse, Cemex Ventures, Echoing Green...
- 8 💰 All created with \$3M of investments from people like you and strategic investors like Cemex and Coca-Cola.

## Our Team



**Sebastian Sajoux** CEO

Born in Argentina, Sebastian holds degrees in marketing and environmental consulting. Businessman and entrepreneur with tireless dedication to developing solutions and technologies to create a large-scale positive impact in the world.

We love challenges and what more challenging than solving the problem of plastics!



**Carlos Paviolo** Chief Development Officer

Born in Argentina and a US citizen, Carlos is a machine expert developing mechanical designs for precision custom machines and automated equipment in a variety of industries including medical device production and aerospace.



**Patrick Casey** Financial Operations Manager



Born in Boston, Massachusetts, Patrick has vast experience in financial analysis, business operations, and financial accounting. Before Arqlite Patrick served as Operations Lead manager at HASH and Director of Syndicate Accounting at Morgan Stanley.

SEE MORE

## Pitch

# We recycle What no one else can.

### Our commitment to you and the planet

You recycle, and that's great, but did you know that most of the plastic you put into the bin still ends up in a landfill? There just hasn't been a way to turn dirty plastic waste into anything of value...until now. That's where we come in: we recycle what no one else can and repurpose it to create Arqlite "Smart Gravel," a lightweight concrete aggregate and drainage replacement.

And there's another upside to our business model: we are paid by big plastic-waste generators to process their waste, which is our raw material, creating a second revenue source for our company.

Moreover, Arqlite's Smart Gravel is just the tip of the iceberg as the team is already working on new products to come using our innovative technology and the vast industrial network developed so far.

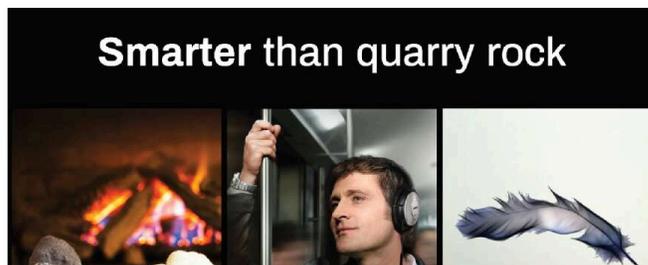
The market is also evolving rapidly and new opportunities for revenue are emerging all the time. For example, companies around the world are now able to offset their plastic impact by purchasing plastic bonds. We are currently working towards being certified through the Recycled Materials Standard ([RMS](#)).



\*1 bag of Arqlite Smart Gravel (0.5f3) = 1451 bottle caps equivalent recycled!

### Why is Arqlite Smart Gravel such a great product?

- Ten times better insulator than mineral gravel, generating significant savings in AC and heating and reducing the carbon footprint of buildings and housing when used as light aggregate for concretes
- Three times lighter than mineral rock reduces transportation emissions (with three times the volume in each truckload). Its lightweight helps cut installation times in half on big landscaping projects, saving labor costs and workers' backs.





- A greener replacement for lightweight aggregates like expanded clay, which has a high CO2 impact and requires mining extraction.
- Reusable as growth media in hydroponic operations, representing sizable long-term savings, besides offering a dust-free substrate that keeps systems clean and working for longer times.
- Great to grow bigger and healthier plants by keeping plant roots healthier. Plant lovers love installed at the bottom of big pots and raised garden beds. Check out our happy users: <https://www.instagram.com/arqlite/>



Our product is already available across the USA from major retailers like Amazon, Walmart, Home Depot, and is coming soon to your local supply center. And, we are already receiving great product reviews on Amazon. 4.5 stars.



### Arqlite featured on Spectrum News LA

Take a look at our manufacturing facilities in California and meet one of our #HappyUsers in this great story recently aired on Spectrum News.



### How we got to where we are today

Already successfully manufactured and sold in Argentina, where we developed our proprietary technology to repurpose plastic waste (our raw material) and convert it into smart gravel, we are now manufacturing in the USA at our new factory in Los Angeles, California, a ten-times bigger installation.

### TIMELINE



Forward-looking projections cannot be guaranteed.

Our business model has been validated by key investors: Coca-Cola, Cemex, and Arcor. Moreover, we've already raised US\$3 million through Seed and Series A funding rounds, ramping up the company valuation from US\$285,000 to US\$12 million in just six years. Now we are ready to take things to the next level by getting the community involved so we can multiply the impact of our business.

### Strategic Investors

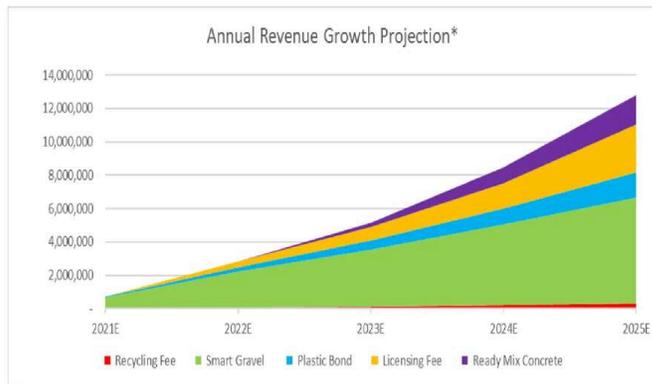


### National and international awards



### Future Growth

Our combined growth model consists of a combination of self-owned facilities and licenses to take this solution to every city around the world. Revenue streams include a recycling service fee (going up as landfills reach maximum capacity); Smart Gravel sales (with combined markets); a ready mix concrete (coming soon) you'll see at all major big box stores, using the best Smart Gravel formula for a light, great insulative and eco-friendly cement concrete; and plastic bonds that generate cash just because we are already doing good for the planet.



\*This chart includes forward-looking projections that are not guaranteed.

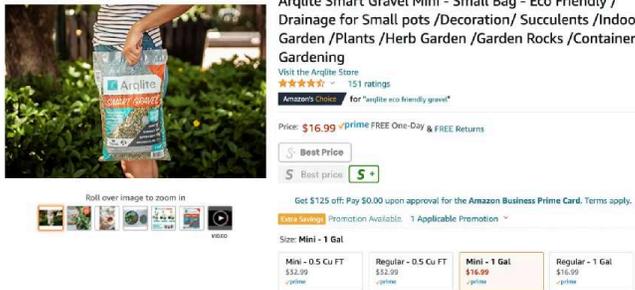
Arqlite is a business investment that checks all the boxes. Check it out!



## Products currently available

Smart Gravel Bag Size and type	Market	Retail price*	Revenue per Cubic Yard equivalent
1 Gal bag (Regular, Mini, Micromini)	Home potting	\$16.99	\$3,398
0.5 CuFt bag (Regular, Mini, Micromini)	Landscaping & Hydroponics	\$32.99	\$1,781
1 Cubic Yard (Regular, Mini, Micromini)	Concrete companies	\$120	\$120

\*Wholesale prices: 1G \$7.99, 0.5CF \$12.99, 1CY \$90



Arqlite Smart Gravel Mini - Small Bag - Eco Friendly / Drainage for Small pots / Decoration/ Succulents / Indoor Garden / Plants / Herb Garden / Garden Rocks / Container Gardening

Visit the Arqlite Store  
 ★★★★★ 151 ratings  
 Amazon's Choice for "arqlite eco friendly gravel"

Price: **\$16.99** **PRIME** FREE One-Day & FREE Returns

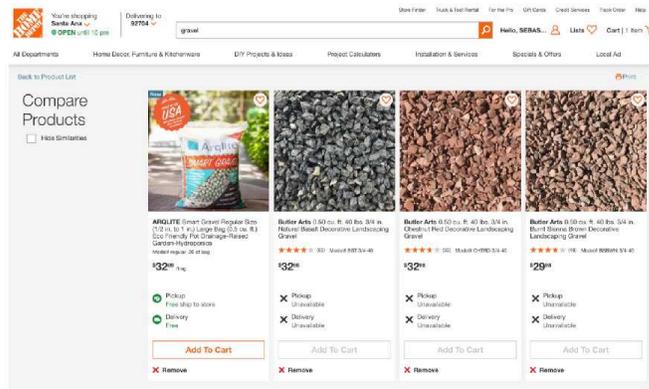
Best Price  
 Best price \$5+

Get \$125 off: Pay \$0.00 upon approval for the Amazon Business Prime Card. Terms apply.

Size: **Mini - 1 Gal**

Mini - 0.5 Cu FT \$32.99 prime	Regular - 0.5 Cu FT \$32.99 prime	<b>Mini - 1 Gal \$16.99 prime</b>	Regular - 1 Gal \$16.99 prime
--------------------------------------	-----------------------------------------	-------------------------------------------	-------------------------------------

## Our competition (dumb gravel)



Compare Products

Product	Price	Pickup	Delivery
ARQLITE Smart Gravel Regular Bags (12 in. to 1 in.) Large Bag (5.5 cu. ft.) Eco-Friendly For Container-Pots, Garden-Hydroponics, Water-Reuse, Drainage	\$32.99	Available	Free
Butler Arqlite 1.50 cu. ft. 40 Bag 3/4 in. Natural Bead Decorative Landscaping Gravel	\$32.99	Unavailable	Unavailable
Butler Arqlite 0.50 cu. ft. 40 Bag 3/4 in. Chemically Treated Decorative Landscaping Gravel	\$32.99	Unavailable	Unavailable
Butler Arqlite 0.50 cu. ft. 40 Bag 3/4 in. Burnt Shaved Brown Decorative Landscaping Gravel	\$29.99	Unavailable	Unavailable

If you are an investor that wants to back a company whose mission is to drive positive change by delivering a truly scalable solution, look no further!



# WHAT IS OUR MISSION?

Our mission is to create a **positive impact on the planet** by delivering a truly globally scalable solution.

## Downloads

[Data sheet Arqlite.pdf](#)

[Brochure Arqlite - Hydroponics.pdf](#)

[Lab Testing Sequoia - May 2021.pdf](#)

[Leachate test.pdf](#)

