



# MAG NET<sup>®</sup>

on-the-spot

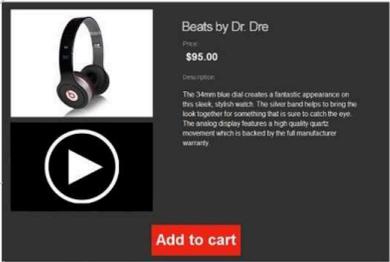
# What is **MagNet**?

- Chain of automated retail kiosks selling products needed spontaneously.
- Locations with no traditional retail.
- World's smallest and most efficient kiosks (based in replenishment time and product variety).
- Delightfully simple yet fulfilling self-service experience.



[Click for Video Story](#)

# MagNet Experience: Best of Both Worlds



Precise Information Like **Online Retail**



Instant Gratification Like **Brick & Mortar Retail**

# 20 Pilots over 2 years => Successful Formula





## IP / Next Gen Kiosk

# IP / Container Swap System => Takes seconds to replenish



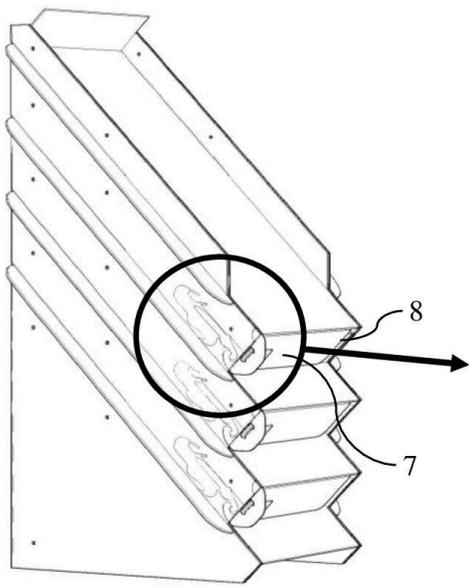


Fig. 1

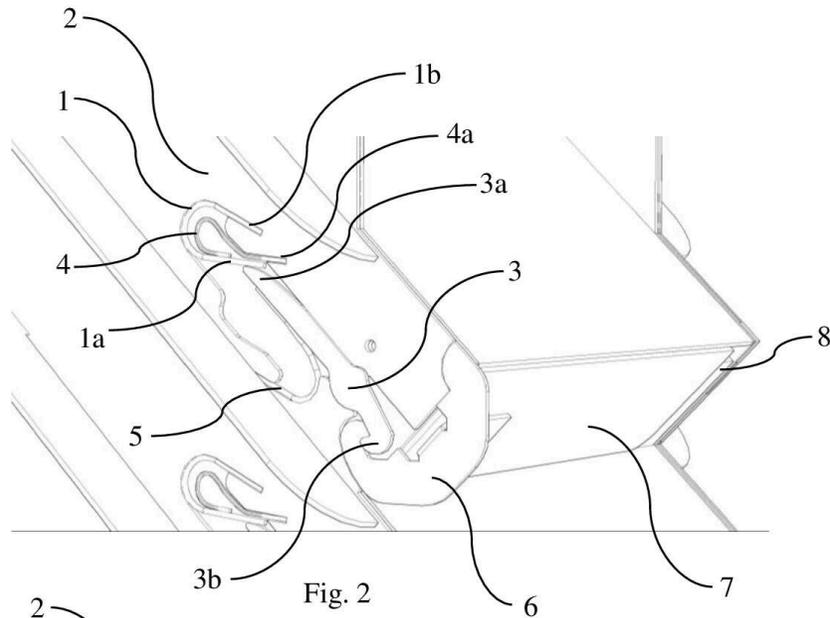


Fig. 2

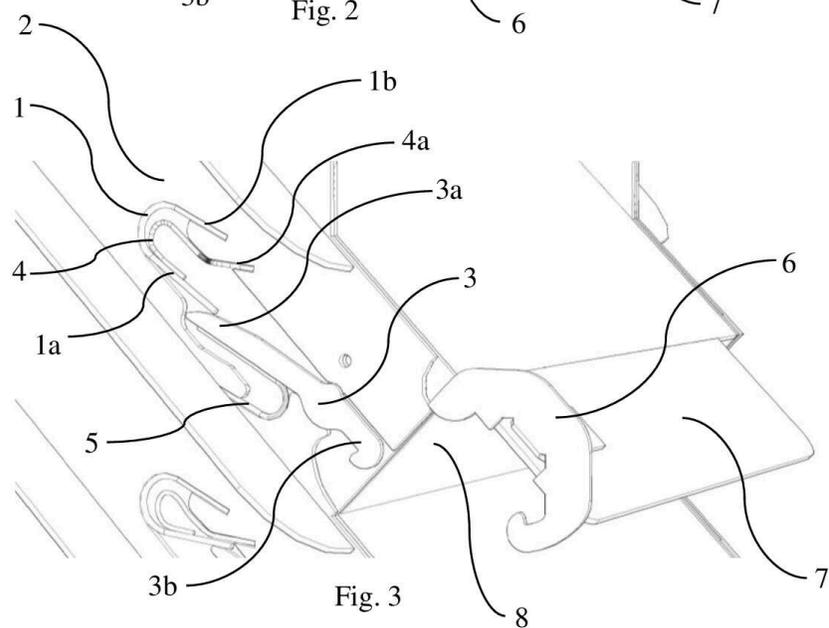


Fig. 3

**IP / Micro Latch  
US Patent  
Issued => Enables  
world's smallest  
footprint kiosk**

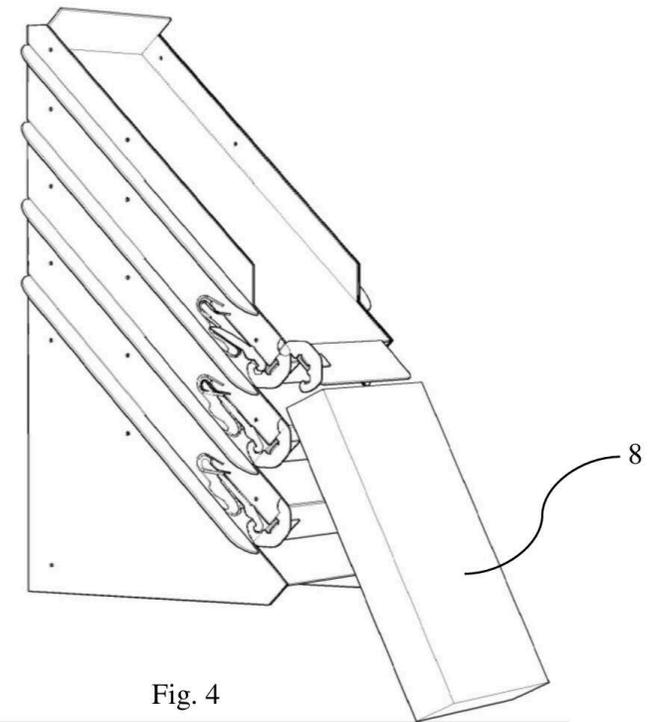


Fig. 4

# IP / Control System



 Central Control



Regional Contractors



# Location Partners in Pilots

		Potential Locations
	<ul style="list-style-type: none"> <li>• McDonalds</li> </ul>	500
	<ul style="list-style-type: none"> <li>• Disney</li> </ul>	400
	<ul style="list-style-type: none"> <li>• Delaware North / Sports venues</li> </ul>	140
	<ul style="list-style-type: none"> <li>• Airmall / Airports</li> </ul>	25
	<ul style="list-style-type: none"> <li>• Marketplace Development / Airports</li> </ul>	20
	<ul style="list-style-type: none"> <li>• Ashkenazy Acquisitions / Public Landmarks</li> </ul>	20
	<ul style="list-style-type: none"> <li>• Boston Properties /Office and Retail</li> </ul>	10
	<ul style="list-style-type: none"> <li>• Others: Equity Office (Stations), Grayco(subways), Simon Properties (Premium Retail),Avison Young (Stations)</li> </ul>	

# Kiosk Monthly P&L

Product Sales	\$ 3,500	Based on Pilots	
Marketing Revenue	\$ 300		
COGS	\$ 1,575	45% Cost	
Retail space rent	\$ 450		
Capital amortization	\$ 195	4 years	10% interest
Replenishment:	\$ 80	\$ 40 per visit	2 visits
Repairs	\$ 30		
Internet	\$ 40		
Credit card fee	\$ 105	3% of sales	
<b>Direct profit</b>	<b>\$ 1,325</b>		

SEC Disclaimer: Includes forward-looking projections that cannot be guaranteed.

# Deployment Stages

Stage	# of Kiosks	Period	Investment	# of Brands	Annual Revenue	Focus
Beta	4	Done	\$ 1,100,000	4	Na	Prove Value Prop. and Tech.
<b>1A</b>	<b>210</b>	<b>year 1</b>	<b>\$ 2,000,000</b>	<b>5</b>	<b>\$ 9,576,000</b>	<b>Scale</b>
<b>1B</b>	<b>350</b>	<b>year 2</b>	<b>Non Dilutive Financing</b>	<b>6</b>	<b>\$ 15,960,000</b>	<b>Scale</b>
2	1,000	year 3-4	Non Dilutive Financing	15	\$ 45,600,000	Scale
3	10,000	Year 5-8	Non Dilutive Financing	50	\$ 456,000,000	Scale

SEC Disclaimer: Includes forward-looking projections that cannot be guaranteed.

# Financial Summary

## Earnings in Steady State (Stage 1)

# of kiosks	350
Direct profit per kiosk/yr	\$ 15,900
Total direct profit	\$ 5,565,000
Overhead	\$ (1,096,000)
Net earnings (EBT)	\$ 4,469,000

SEC Disclaimer: Includes forward-looking projections that cannot be guaranteed.

# 2 Year Key Milestones

		New York	Los Angeles	Chicago	Houston	Las Vegas	Orlando	Philadelphia	Phoenix	San Antonio	San Diego	Dallas	San Jose	San Francisco	Denver	Seattle	Washington DC	Boston (Base)	Baltimore	Atlanta	Miami	Quarter Total Deployments	
City's Potential Locations:		100	48	33	27	20	20	19	19	18	17	16	12	10	10	10	10	10	10	10	10		
Milestones		Kiosk Deployments per City																					
<b>2020</b>																							
<b>Q1</b>																						<b>0</b>	
Complete 2.2MM Investment Round																							
Start Kiosk Production																							
Finish Team Recruitment																							
Establish New Central Office and Warehouse																							
Note: Each quarter's location contracting and recruitment of regional operators is based on the following quarter's kiosk deployment plans.																							
<b>Q2</b>		40																10				<b>50</b>	
<b>Q3</b>		60																				<b>60</b>	
<b>Q4</b>			48	12																		<b>60</b>	
<b>2021</b>																							
<b>Q1</b>				21	27	12																<b>60</b>	
<b>Q2</b>					8	20	19	13														<b>60</b>	
<b>Q3</b>								6	18	17	16	3										<b>60</b>	
<b>Q4</b>												7	10	10	10	10		10	3			<b>60</b>	
																						<b>Total Deployments:</b>	<b>410</b>

Notes: Start point is at investment round completion and may vary. SEC Disclaimer: Includes forward-looking projections that cannot be guaranteed



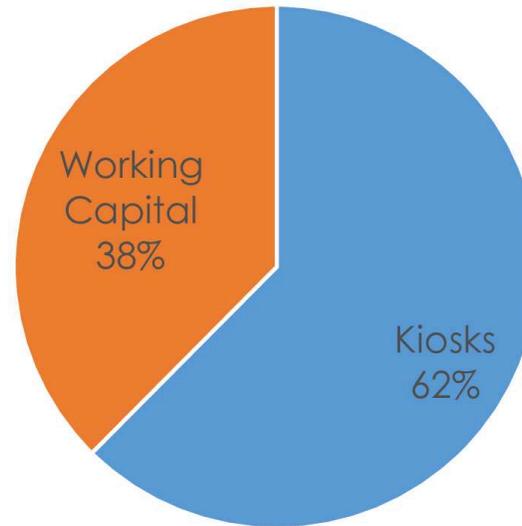
# Stage 1 Investment Round Terms

Round Size: 2.2MM

Pre-Money Valuation: 6.8MM

Security: Preferred Stock

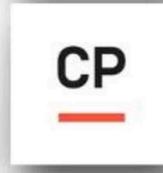
Use of funds:



# Team



Ross Elkin / **Business Dev.**



Piotr Diduch / **Engineering**



Chris Charron / **Analytics**



Andrew Gauvin / **Software**



Pratush KC / **Operations**



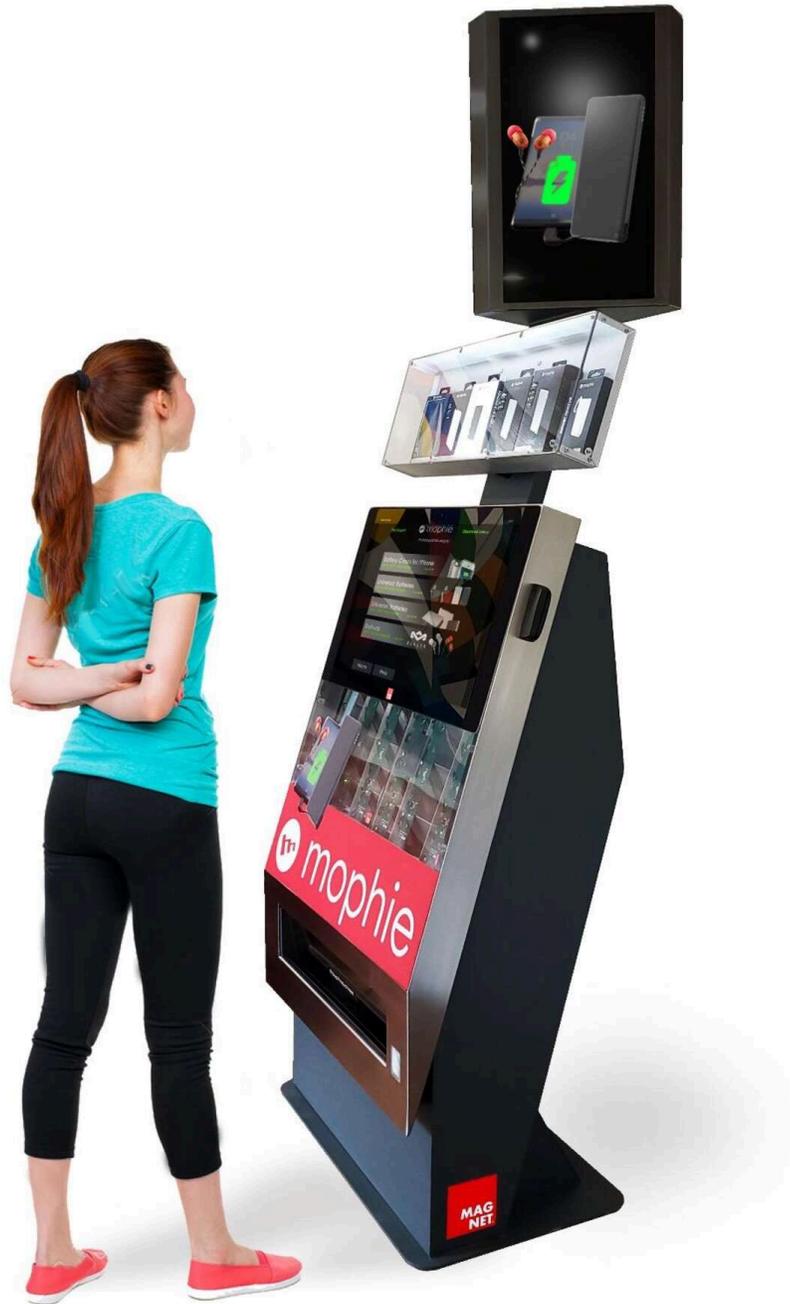
Eduardo Alvarez / **CEO**

# US Competition

**MagNet** has **full retail capabilities** like **BestBuy Express** yet we have the same small footprint as battery **rental-only** kiosks such as **fuelrod**.

**MagNet** can offer multiple different products for sale in **locations that no other retailer can reach.**





# MAG NET<sup>®</sup>

on-the-spot

# Appendix

# Timing: Attention to Instant Gratification

amazon

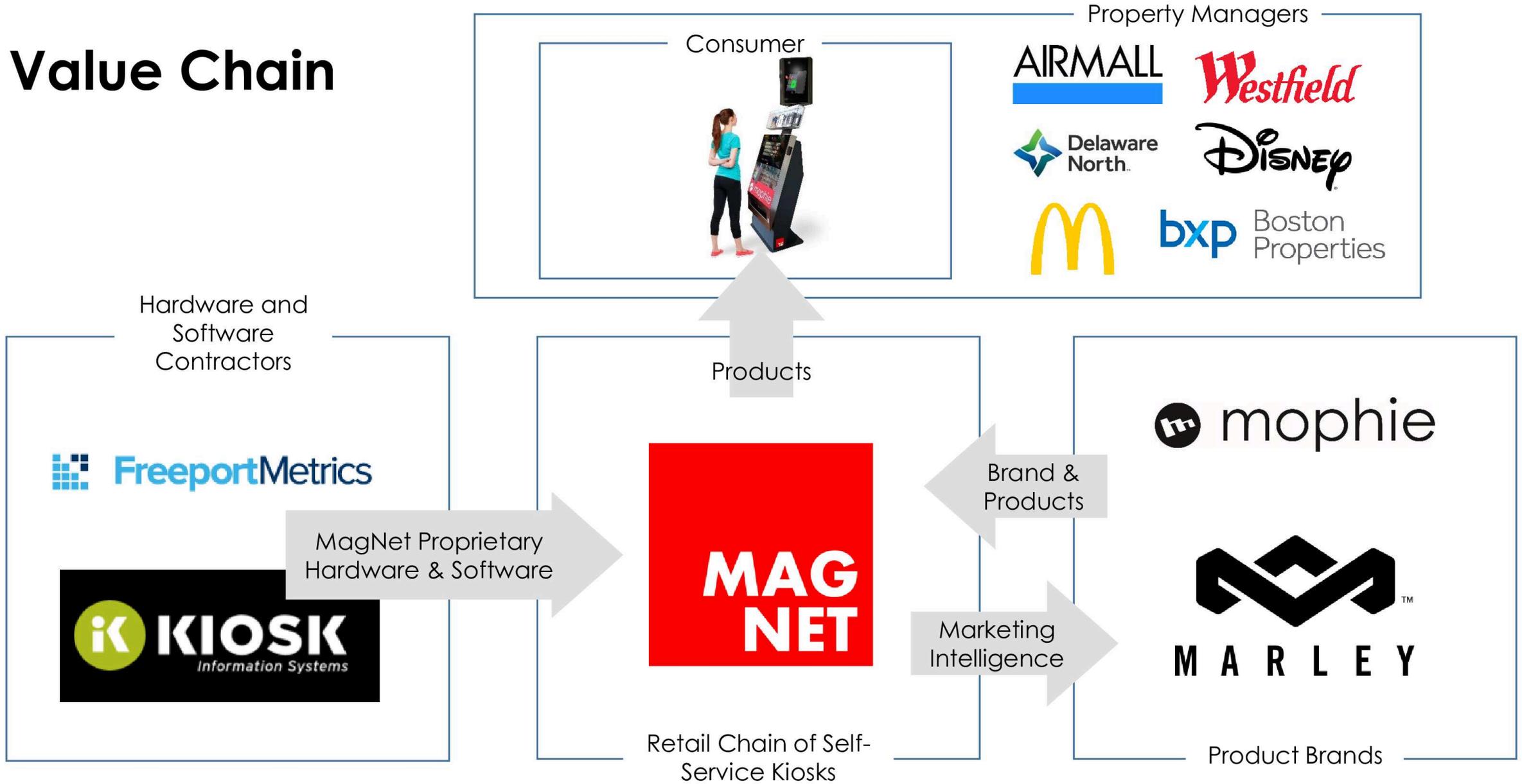
Get it Today with  
Same-Day Delivery

Now available in select cities

[amazon.com/sameday](https://amazon.com/sameday)



# Value Chain



# Additional Brands

- Apple (peripherals)
- Samsung
- Disney
- Bose
- Beats
- Fitbit
- Skull Candy
- iStore
- Zagg
- Casio
- Swatch
- Sony
- Monster
- Garmin
- Alex and Ani
- Belkin
- Canon
- Jabra
- Plantronics
- Bang & Olufsen
- Under Armour
- Polar
- JBL
- Jawbone...