



Eduardo Alvarez / CEO
MagNet Analytics, Inc.
ealvarez@magnetkiosks.com



**Technology-driven micro stores
with essential products**

Problem: High-value products are needed in high-traffic locations with **no retail**.

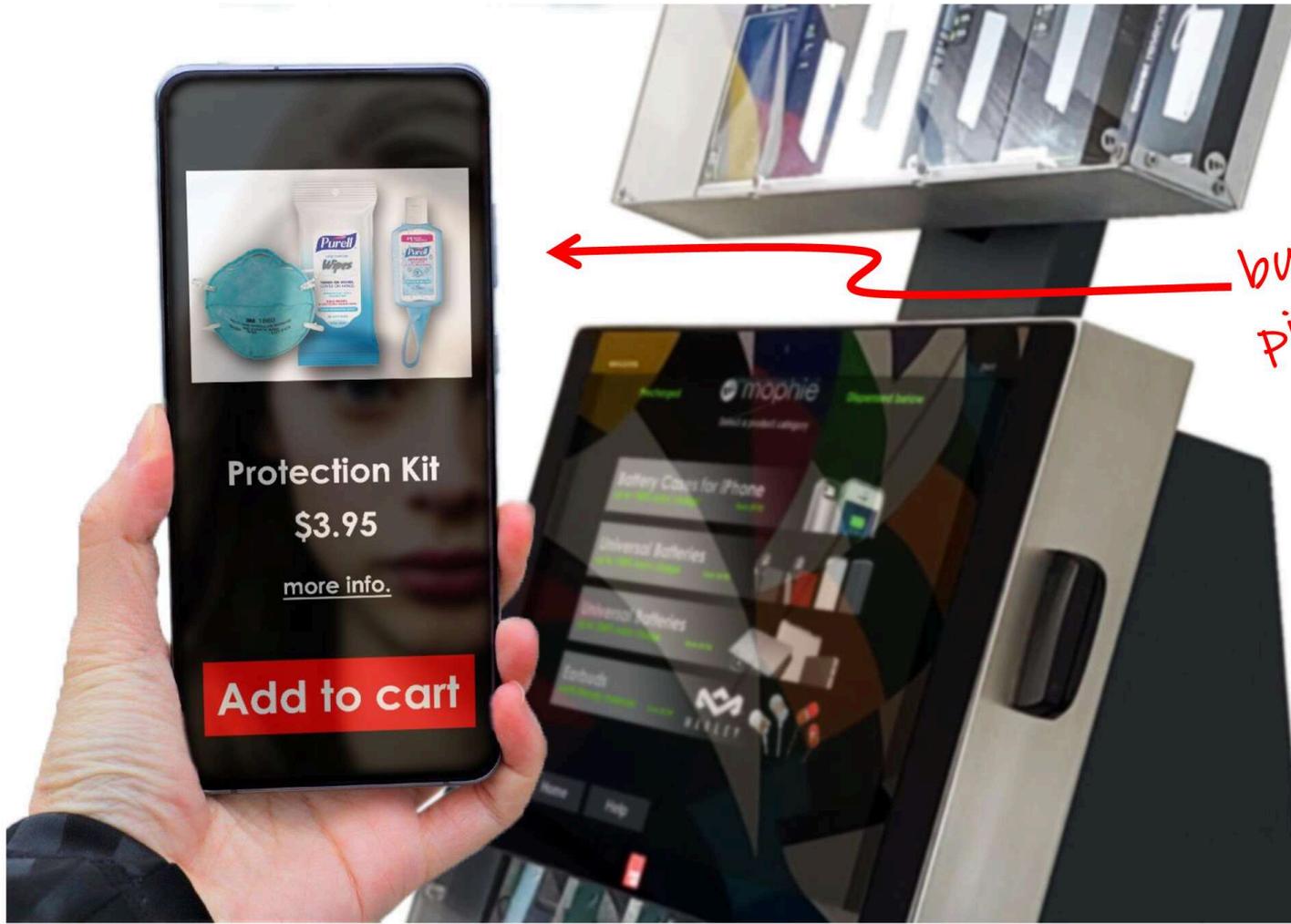


Solution

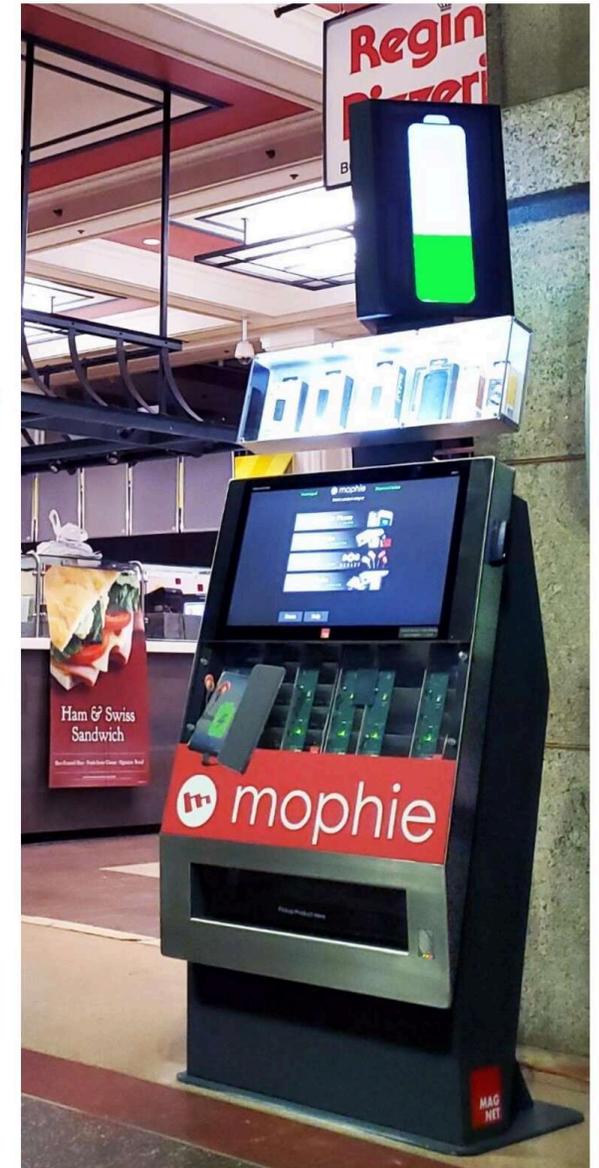
- Network of micro stores with **essential products**.
- **High traffic** locations with **no retail**.
- World's **smallest, and most efficient**.
- **Delightful experience**.



Intelligent Design Enables Delightful and Smart User Experience



*buy with phone
pick up at micro
store*



Predictive Analytics Back End Eliminates Stock-Outs



Central Control

Patented **Container Swap** **65%** Replenishment Cost Reduction



Regional
Contractors

→

Container
Swap



Market & Competitive Advantages

Global self-service market is 28B and will double in 5 years.

20% Footprint

40% Cap. cost

35% Operation cost



18 sf



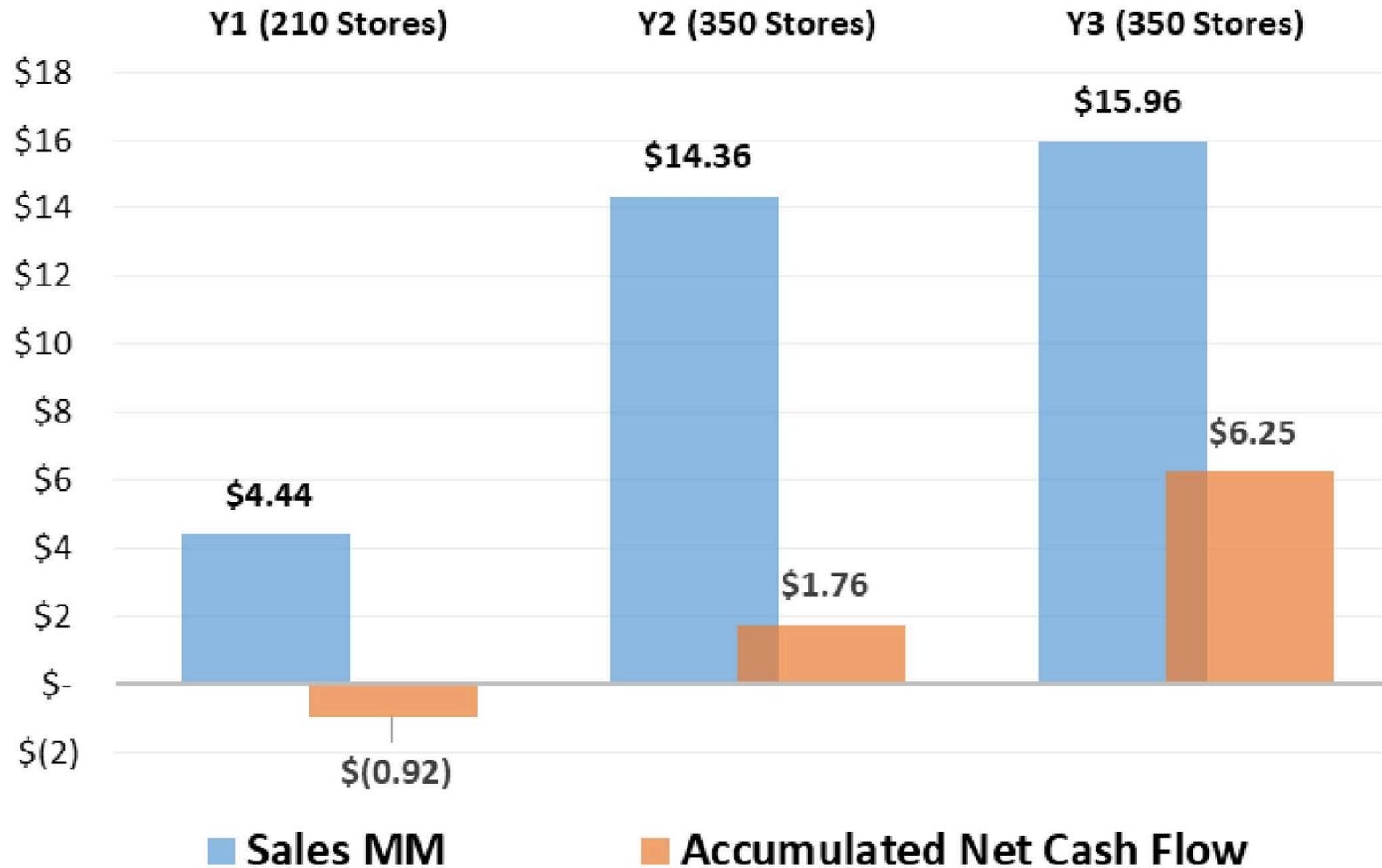
3.5 sf

Traction

- Tech ready and **patented**
- 20 Pilots **\$500K revenue**
- Relationship with **400+ locations**
- **\$1.5MM** seed invested
- **\$140K** received in current series A round

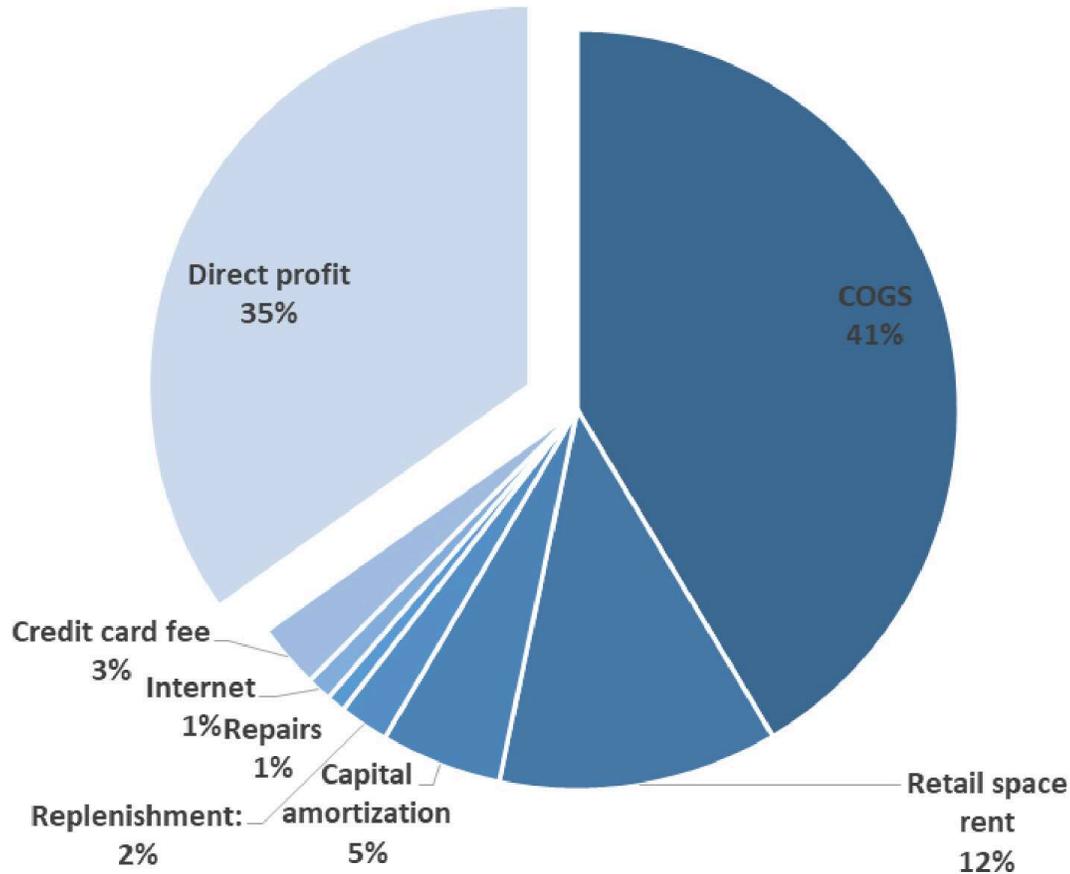


Financials: Stage 1 Rollout



NOTE: CONTAINS FORWARD LOOKING PROJECTIONS THAT CANNOT BE GUARANTEED.

Pilot Results Monthly P&L



Product Sales	\$	3,500
Marketing Revenue	\$	300
COGS	\$	1,575
Retail space rent	\$	450
Capital amortization	\$	195
Replenishment:	\$	80
Repairs	\$	30
Internet	\$	40
Credit card fee	\$	105
Direct profit	\$	1,325

Based on Pilots

45% Cost

4 years 10% interest

\$ 40 per visit 2 visits

3% of sales

micro stores pay for themselves in 7 months

NOTE: CONTAINS FORWARD LOOKING PROJECTIONS THAT CANNOT BE GUARANTEED.

Profitable in Stage 1

Earnings in Steady State

# 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

NOTE: CONTAINS FORWARD LOOKING PROJECTIONS THAT CANNOT BE GUARANTEED.

Pilot proved we can scale to the top 20 US cities

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																					
Year 1																							
Q1																						0	
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.																							
Q2		40																10				50	
Q3		60																				60	
Q4			48	12																		60	
Year 2																							
Q1				21	27	12																60	
Q2						8	20	19	13													60	
Q3									6	18	17	16	3									60	
Q4													7	10	10	10	10		10	3		60	
																						Total Deployments:	410

NOTES:
 STARTING POINT IS AT INVESTMENT ROUND COMPLETION AND MAY VARY.
 CONTAINS FORWARD LOOKING PROJECTIONS THAT CANNOT BE GUARANTEED.

Team



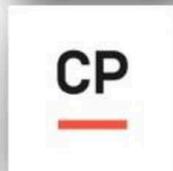
Eduardo Alvarez / **CEO**



Zoe Pedulla / **Bus. Dev.**



David Perko / **COO**



Piotr Diduch / **CTO**

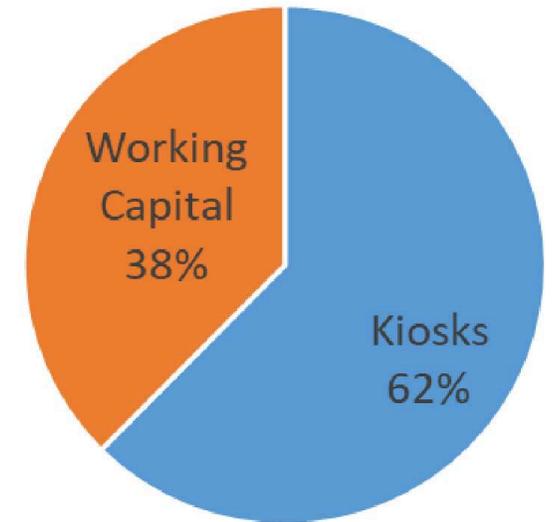


Pratush KC / **Field Tech.**



Andrew Gauvin / **Software**

Raising a \$2.2MM Series A To deploy 350 stores in 18 months





Eduardo Alvarez / CEO
MagNet Analytics, Inc.
ealvarez@magnetkiosks.com



**Technology-driven micro stores
with essential products**

Appendix

20 Pilots => Successful Formula: Vital Impulse Products In Places With No Retail



Location Partners in Pilots



- McDonalds
- Disney
- Delaware North / Sports venues
- Airmall / Airports
- Marketplace Development / Airports
- Ashkenazy Acquisitions / Public Landmarks
- Boston Properties /Office and Retail
- Others: Equity Office (Stations), Grayco(subways), Simon Properties (Premium Retail),Avison Young (Stations)

Potential Locations

500

400

140

25

20

20

10

The Timing is Right to Disrupt Retail

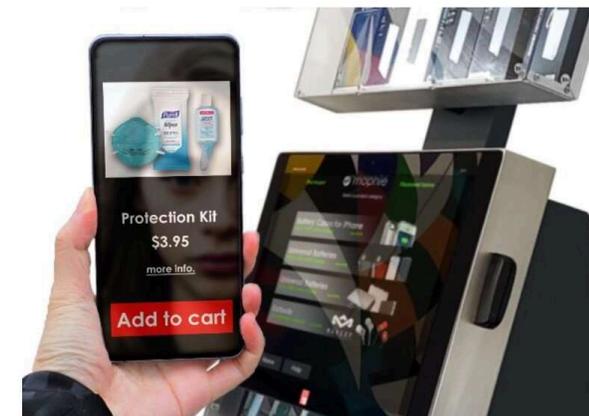
Tech Giants are Trying to Bridge the Gap Between Digital and Physical Stores

amazon

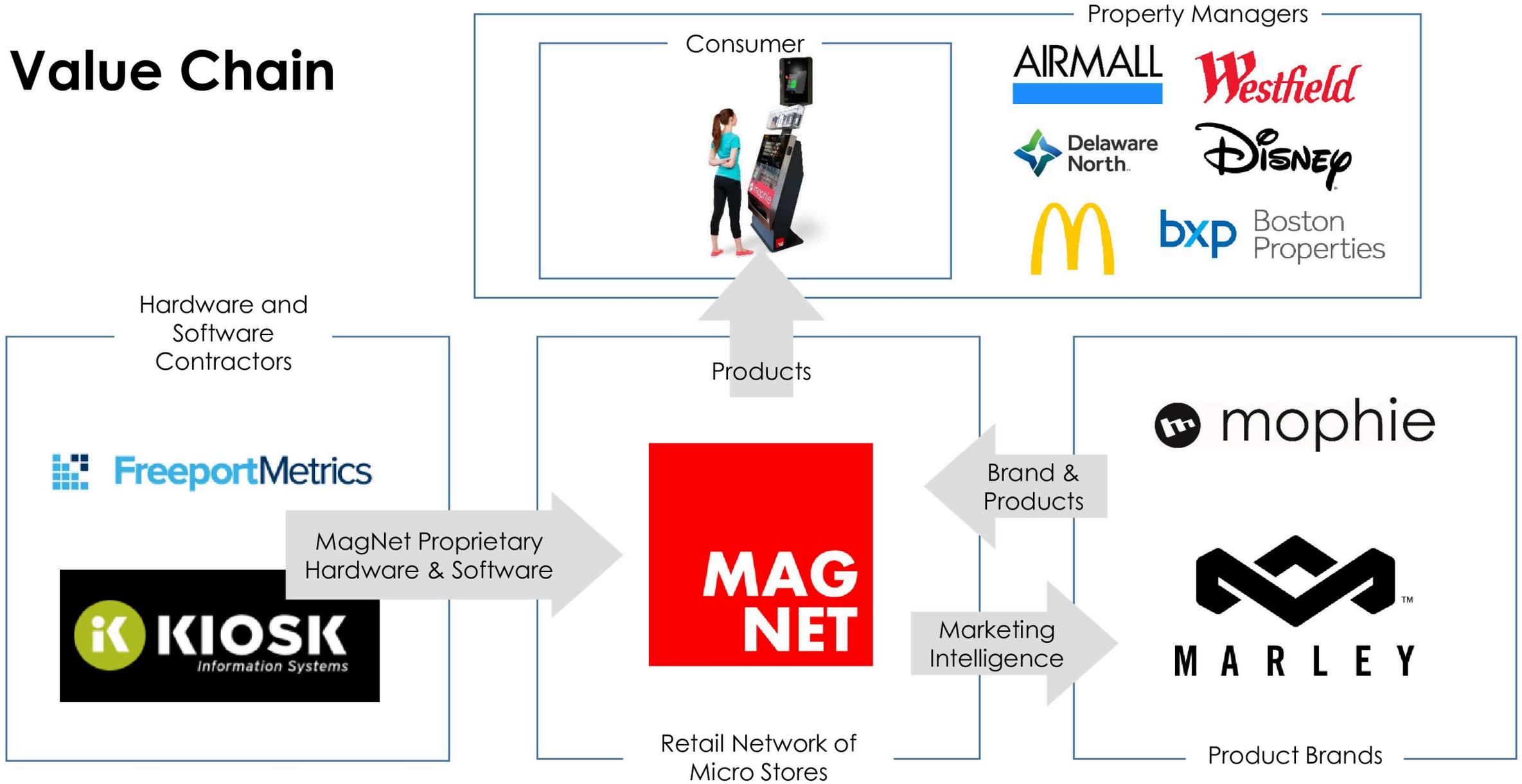
Get it Today with Same-Day Delivery

Now available in select cities

amazon.com/sameday



Value Chain



Engaging Customer-Product Interactions

- View full **product information on-demand** (videos, reviews...)
- See **physical product**
- Gather consumer sentiment with **surveys**
- Collect **consumer behavior analytics**
- Enable **immediate gratification** with product or sample dispensing

