

INVEST IN MARGIK

Organic materials for the new generation of sustainable consumer electronics

LEAD INVESTOR



Eric Weinbrenner Enterprise Account Executive at One Identity

Margaret is an intelligent and ambitious. I'm excited to be a part of such a great project with a focus on sustainability. My investment in Margaret is an investment into the future. Margaret has identified a problem with current lighting and has done something about it! Aligned with a great go to market strategy, this could be a product with multiple utilities across several different industries. As an investor, I look forward to being a part of this journey.

Invested \$1,000 this round

margik.tech

Charlotte NC



Technology

B2B

B2C

Energy

Science & R&D

Highlights

- 1 Margik obtained "yes" from all 7 judges on the investment show Unicorn Hunters.
 - 2 We offer up to 40% discount on orders above 50,000
 - 3 Since Unicorn Hunters appearance we reduced the price of OLED Light up stickers to \$18.99 to purchase single
 - 4 \$110,000 raised from accelerators and private capital
 - 5 Patent-pending materials enable 80% faster manufacturing process, 66% reduction of CO2 emissions
 - 6 Team with 90 year of experience in consumer electronics and lighting; Repeat founders with 3 exits
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Our Team



Margaret Kocherga Founder & CEO

Materials scientist for organic electronics; Toxicity of heavy metals specialist; clean tech enthusiast; women in science advocate; TEDx Speaker; ballerina; trilingual



Adam Earnhardt Product Engineer

Founding Engineer. R&D of novel materials, quality control, training of interns, product validation, customer discovery, and patent portfolio strategizing. Graduated from AdMaCom Scale program in Berlin and GSD Ventures Accelerator Cohort 9.



Eva Bey Chief Of Staff

Taking sustainability in lighting to the next level. Responsible for human resources, payroll, social media, e-commerce management, investor relations, and press coverage.



Daniel Cortesi Sales Manager

10+ years' progressive experience driving territory and customer growth, identifying gaps and opportunities, implementing cost reduction measures, and increasing revenue and profit growth in millions of dollars.

We are Developing the Future of Organic Lighting Technology



About Founder

Dr. Margaret Kocherga is the founder of Margik Inc, a startup that has revolutionized the way organic LED lights are manufactured (OLEDs are used in iPhones, TVs, and more).



A repeat founder, an award-winning entrepreneur, scientist, TEDx speaker and choreographer. She's received \$1.43m in government funding along with a six-figure investment from Reinforced Ventures. She received her PhD in nanoscale science from UNC at Charlotte.

She also recently won Golden Unicorn status on the television show, Unicorn Hunters, by receiving a unanimous vote from all seven judges. Her end goal is to help create a more sustainable future.

Global PROBLEM



Resiliency

Power grid overload;
Cyber attacks



Costs / Inefficiency

High traditional electricity/ power costs, stress on the grid



Adversarial Supply Chain

Mining supplies for lights come from China, Russia

\$1T in losses from attacks and grid overload

Landfills have more elements than left in mines

Solution

What do customers need?



Shift to earth-abundant and locally available materials



Cost-effective for consumer markets



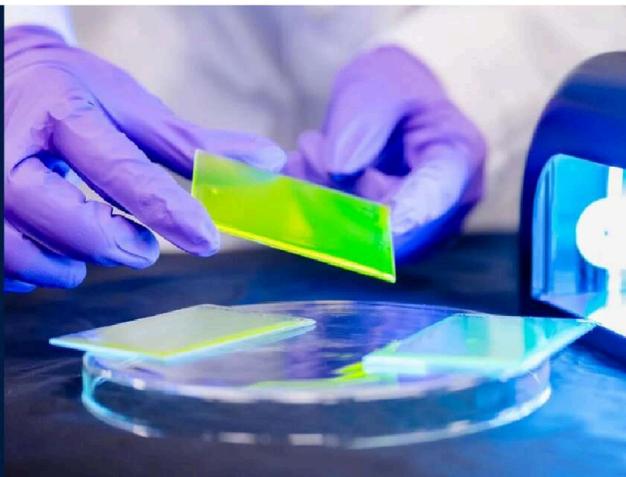
Devices that are simple to recycle and /or biodegradable



Margik's Solution

US 10,490,762 B2 **
PCT/US2019/034348 **
PCT/US2020/59443 **

- ▶ Margik is the low-cost high volume Organic LED solution
- ▶ Novel earth-abundant materials, that enhance performance while simplifying manufacturing
- ▶ Applicable to lighting, emergency signs, solar, packaging, labeling, windows, robotics, drug discovery, etc



**Have an option for an exclusive license.
In process of obtaining an exclusive license agreement from UNC Charlotte



Founder DR. Margaret Kocherga is a co-inventor of Margik's University patent, which the company is exclusively licensing.

The Benefits of Margik's OLED Technologies



11%

Increase in
OLED
brightness

80%

Increase in
production
speeds

66%

Reduction in
CO2 **

**From CRANE Tool Analysis collaboration

- Margik is currently funded with NSF and DOE government contract work. We are planning to pursue NSF STTR Phase II to cover R&D expenses to improve product metrics. Please note, it is not guaranteed that we will receive NSF STTR Phase II. Fewer than 30% of companies applying get funding for phase II.
- Margik's technology already works. Our main risk at the moment is raising

funding to scale up. By raising funds on Wefunder, we can hire enough experienced engineering staff to resolve this.

“My attitude is that we must make the world sustainable before anything else. While profitability is important for a business to thrive, how can a business even exist in 50 years if the planet is uninhabitable?”

—Dr. Margaret Kocherga



Our World Class Team!

Dr. Margaret Kocherga



Chief Executive Officer



Adam Earnhardt



Product Engineer



Eva Bey



Chief Of Staff



Kevin Boyles



Materials Engineer



Daniel Cortesi



Sales Manager



Dr. Marc Sims



OLED Engineer



Eric O'Bryan



Business Consultant



Chris Kelsey



PR and marketing



Advising team

Dr. Michael Walter



Dr. Thomas Schmedake



Dr. Jie Xu



Partners:

Technical Mentor Technical Mentor Technical Mentor

UNIVERSITY OF NORTH CAROLINA CHARLOTTE

CHARTERED IUPAC Caltech

CHARTERED CHARLOTTE

Argonne NATIONAL LABORATORY

Dr. Alex Wissner-Gross Ameen Saafir

Business Advisor Business Advisor

AngelList Hi Clarity

DUPONT tynt HALIO

Margik

Entry to Market 2022-2024



Packaging

1 purchase order completed
3 in the pipeline
(scaleup stage)



Motorbike lights

Completed prototype;
Testing on the road on a bike
(working MVP)



Autonomous lighting

3 letters of intent from the
Air Force
(working MVP)

2023 Revenue projection

2024 Revenue projection

\$300k – 12,000 units

\$9.5M – 400,000 units

Margik

*Forward-looking projections can't be guaranteed.

Market Rollout Timeline

2024
at 40% profit

B2C + B2B

2026
at 50% profit

B2B + licensing

\$50M

2028
at 50% profit

B2B + licensing

\$300M

Commercial Indoor lighting Automotive

2030
at 60% profit

B2B + licensing

\$1B

Consumer electronics

B2B + B2C

\$9.5M

Luxury packaging

Motor vehicle
lighting



*Forward-looking projections can't be guaranteed.

Why Invest?

- Invest in efficient manufacturing
- Make an impact by supporting small business
- We believe that business can also be sustainable
- You support the replacement of toxic heavy metals
- Back to the future is here! (if you get the reference 🤖)



Capital ask: **\$1.235 M**

Scaleup of production; product line expansion;
increase customer engagement

- 30% will go towards equipment upgrades;
- 10% product engineering;
- 10% product stock up;
- 10% licensing fees;
- 20% hiring;
- 12.5% customer acquisition;
- 7.5% other fees.



