EVAPTAINERS

Affordable Refrigeration.
Everywhere
This greatly impacts consumers. Lack of refrigeration leads to:

- Long hours going to the market
- Loss of valuable income
- Dealing with spoilage constantly

2 Billion + People Lack Refrigeration
No Good Off-grid Solution

**Refrigerators:**
- Expensive
- Requires electricity
- Not easy to transport

**Ice Chests:**
- Ice is not always available
- Stays cold only 24h
- Environmentally costly

**Solar-Powered:**
- Very Expensive
- Requires sunlight
- Difficult set-up

$1299.99

$379.99

$1,500+
Evaptainers: Commercializing Proven Tech

1. Evaptainers takes an already proven, traditional, zero-energy device...

2. Redesigns it with 21st century materials to make it better...

3. Then mass produces it in modern factories to achieve ultra-low costs.
Huge Impact

User Benefits
- 10% Increase in household income
- Fewer costly trips to the souk
- 2 Month Payoff Period
- More time for other activities
The EV-8 is the cheapest refrigeration technology in the world.
There are an estimated 654 million people who do not have electricity in their homes AND live in less than 60% average relative humidity.
## GO TO MARKET

<table>
<thead>
<tr>
<th>Market Fit</th>
<th>Traction</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Morocco</strong></td>
<td><strong>DMD:</strong> Begin preliminary sales directly to consumers through outdoor markets</td>
<td><strong>DMD:</strong> Use traction to engage in pilots / market tests with distributors, MFIs, NGOs</td>
</tr>
<tr>
<td><strong>Western USA</strong></td>
<td><strong>HEMD:</strong> Limited Pre-release flash sale to generate buzz and prove market traction</td>
<td><strong>HEMD:</strong> Kickstarter campaign to prove market fit and presale commercial release</td>
</tr>
</tbody>
</table>
Business Model

High End Market Division (HEMD)

- MSRP: $140
- Target COGS: $22.00
- Potential Profit: $582m

- Potential Users: 31,500,000

Developing Market Division (DMD)

- MSRP: $28.00
- Target COGS: $12.00
- Target Profit: $0.0

- Potential Users: 653,000,000
The unique team capable of launching an international, hardware focused, social enterprise.

QUANG TRUONG
COO and Co-founder
Aid Work
Int’l Development
Monitoring & Evaluation

SPENCER TAYLOR
CEO and Co-founder
Business Management
Outdoor Retail
Fundraising

JEREMY FRYER-BIGGS
CTO and Co-founder
Hardware
Mechanical Engineering
Manufacturing

SERENA HOLLMEYER TAYLOR
CSO
Government Relations
Public Relations
Policy

YASSINE MAGHNOUJ
Director of Marketing
Startups
Distribution
Sales
Partners

Funding Partners:

Awards:

Sponsors:

Technical Assistance:
## Timeline

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EV-8 impact assessment</td>
<td>Marketing Validation &amp; Technology Pilot</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>300 unit field pilot</td>
<td>Operationalize Business &amp; Commercial Dev.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pre-Sale goal = 1,000</td>
<td>Expand Product Line &amp; Scale Operations</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operations</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business model validation</td>
<td>Launch in US Outdoor market</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Publicity and outreach</td>
<td>Sell to distribution partners in Nigeria. <strong>Sales Goal = 100,000</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>U.S. Kickstarter campaign</td>
<td>Launch in Australia</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supply Chain Refinement</td>
<td>Cost engineering for scale</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Field Test EV-8 Prototypes</td>
<td>R&amp;D of beta model</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Initial Production Run</td>
<td>Beta unit testing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Partnertships with NGOs</td>
<td>U.N. product approval</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>for bulk sales in disaster relief</td>
<td>Future concepts dev.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>and Refugee programs</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>