# INVEST IN MAGFAST.

# Spring 2022

Regulation CF Offering





Investors. MAGFAST.com

Investing in **MAGFAST**[1] is available to everyone, but not suitable for all.

Which is just as well because, based on our experience from last year's raise, there may not be room for everyone.

If, after careful consideration, you've decided that investing in **MAGFAST** is right for you, please:

- Get set up right now at Netcapital.com (details follow)
- Visit investors.MAGFAST.com

# MAGFAST Investor Packet - Spring 2022

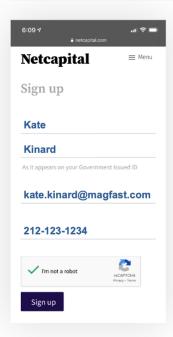
### So you're considering an investment in MAGFAST?

We have reopened this offering for a short while in response to remarkable demand. The offering opened on November 18th last year and quickly raised nearly \$3.5M (a record for Netcapital, we believe). Recent SEC regulations now allow us to open the doors one more time for those who were unable to participate. This may be the last chance to invest in MAGFAST before we're shipping in volume.

While investing in a startup could bring rewards (we're working really hard to make that a reality), it's certainly risky. Please review all our materials carefully at investors.MAGFAST.com. There's also an online Q&A session (recorded when the offering opened), and more details to review at the Netcapital website once the offering goes live. Netcapital is our investment portal, the only place where you can make an investment in MAGFAST.

The following pages include an overview of what MAGFAST does, why we're different, our business model, competition, market, progress to-date, intellectual property, products, team and finances. There's also a page on how to set up an account at Netcapital.

# Prepare to Invest in MAGFAST



Make sure you're set up so you're ready to invest. Set up a free account at Netcapital.com, the SEC-approved secure investment site.

- Go to Netcapital.com/sign-up
- Enter your name, email address and phone number, then click 'Sign Up'.

  Open the confirmation email from Netcapital and click the button to confirm your address.
- Choose a nice secure password, enter it twice and check to confirm the terms.
   Hit 'Sign up' and your account is created.

SEC regulations require certain kinds of information to be collected about all investors, in part to protect you, in part to prevent money laundering and other nefarious activities.

- From the menu, select 'Settings'.
- Add your address, date of birth, social security number and brief financial information.
- The information you enter is kept securely on Netcapital's servers, and managed according to SEC regulations. Setting up an account including one or more methods of payment at Netcapital will prepare you to invest however won't obligate you in any way.

# Use your credit/debit card or transfer from your bank account











### There are two main ways to fund your investment in MAGFAST.

- You can set up a credit or debit card to use on the day you will invest. Netcapital makes a charge of about 3% for processing. Even if you are regularly investing online, we recommend that you call and advise your card provider in advance: They can make a note on your account that a transaction from Netcapital is coming. Your credit card is the simplest way to invest, particularly if you are outside the U.S.
- Alternatively, you can easily connect your U.S. bank account. Netcapital's system supports most U.S. banks and credit unions.
- (There is also an option to transfer funds from your account to the 'Netcapital Wallet', but it takes a few days for funds to arrive, so it's possible that the offering will be sold out before your Wallet is funded. For this reason, we don't recommend this approach.)

That's it. Simple and quick. You could, of course, set up both a credit card and a link to your bank account, then make your choice when the offering is open. Setting up your payment method could save you valuable time if there's a rush on the day you want to invest.



# **MAGFAST** is a direct-to-consumer electronics company

We design and manufacture a family of premium charging products that snap together magnetically, charge wirelessly, and support any smartphone, any tablet, any reader from any brand—old, new or in the future. Individually awesome, they're brilliant together. **MAGFAST** is the world's first system of premium chargers designed to work individually, or together, by connecting to each other through unique 'snap-to-charge' technology. It really is the last charging family you'll ever need.

Every one of our six individual **MAGFAST** products is designed to compete as best in its class, and to fulfill a specific need. To date, the vast majority of our customers have however pre-ordered our 'Pro Kit' bundle of six chargers, available together at a truly attractive price.

# MAGFAST is changing charging. For good.

**MAGFAST's** chargers and power banks are revolutionary, because they snap together magically, and charge as soon as they touch. No wires. No mess. No missing cables. They just work. A family because, like all good families, they work together.

We know there's a huge demand, and our customer acquisition model is proven: We test launched **MAGFAST** in 2017 and pre-orders totaled over \$250,000 in under 15 minutes, over \$600,000 in the first 24 hours. Consumers have, to date, placed pre-orders worth over \$13 million.

The global market for chargers and portable power banks is now worth over \$20 billion, and growing fast—it's forecast to be worth over **\$34 billion by 2026**<sup>[2]</sup>. Yet, somehow, there are no great charging brands.



# The **MAGFAST** difference

**MAGFAST** Pro Kit is our bundle of six chargers, and the most popular choice of our pre-order customers.

The product family is designed for durability, to take the real knocks of real life and to last for years to come. Pro Kit will charge your older devices from the past decade and the new devices coming up for the next decade.

The problem with traditional power banks has always been that they're so inconvenient to get power in, and to get power out! Every **MAGFAST** product has multiple ways of getting power in. And multiple ways of getting power out. Easy to charge up. Easy to charge with.

Every **MAGFAST** device **snaps to charge**—and so Wall can instantly charge **Road** and Road can charge Life and Life can charge Air and...

- Each product designed to be best in class
- The ONLY wireless-magnetic product family
- Engineered to deliver power consistently for years to come
- Ultra elegant as well as fully featured



# In biz-speak, our business model is 'direct to consumer' (DTC)

In more straightforward language, we find our customers directly—through online advertising and a long-form webinar that explains the product range—and then we embrace and pamper everyone who chooses to become part of the family.

We started shipping the product family in Q2 2021; prior to that, all receipts

Through superior customer service, regular communication, revolutionary, integrated products and the announcement of new products and new markets, we believe excellent growth is possible, with strong levels of repeat business and a lifetime value per customer of perhaps 2-3X the initial order value.



# The charger market is big. **Very** big.

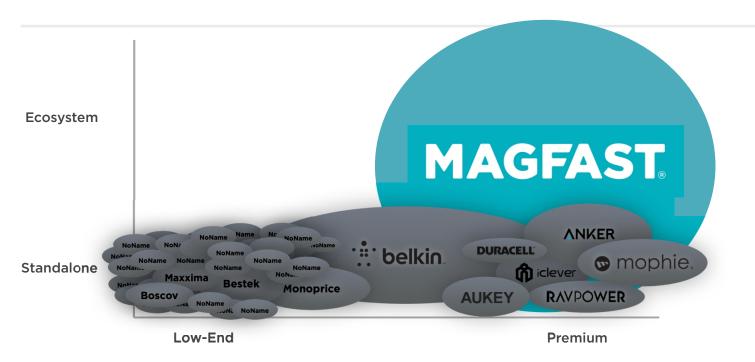
While analysts don't agree on quite how big, they do agree that the market is huge and growing fast. For example, in a report published in 2019 by IMARC Group, the global battery-charger market reached a value of \$21.7 billion in 2020 and is expected to reach \$34.1 billion by 2026[2].

And, unlike most mature consumer markets, there are really no great charger brands.

Competitors include Belkin, Anker, Aukey, Mophie, RAVPower, Duracell, iClever, EasyAcc, Samsung, Xiaomi, Monoprice. Lesser-known (in the U.S. and elsewhere) brands include Aibocn, Boscov, Bestek, Yoobao, iMuto, Maxxima, Moshi, Native Union, Nimble<sup>[3]</sup>. The market is highly fragmented, with no large companies primarily dedicated to charging, and several smaller companies jockeying to differentiate themselves based on minor feature differences (improved build quality, marginally larger batteries, slightly faster charging times, etc).

No charger company offers an integrated system of products that all work seamlessly together, or any equivalent to snap-to-charge. **MAGFAST's** product range and business model are designed to be considerably more 'sticky' than competitive chargers and power banks.

# Product strategy



# We expect repeat orders and a strong lifetime customer value for these reasons...

- Products that work together as a system provide an excellent incentive to buy additional units in the same family of devices.
- MAGFAST is one of the first companies in the space to adopt the 'direct-to-consumer' (DTC) model comprehensively. This gives us the advantage of a much closer relationship with prospects and customers: we currently communicate on a weekly and monthly basis about progress, special offers and new opportunities.
- A major slice of the charger market is simply not available to us until
  we are beyond the pre-order phase and able to ship immediately.
  Most customers need a product that ships today for use tomorrow.
  Others need to see product reviews from journalists and users.
- These are primary reasons why this share offering is important. An improved
  cash position will arm us with greater negotiating power to cut the cost of
  goods, speed development and engineering, and to invest in inventory—major
  direct impacts on our competitive positioning and market share.



# Product development

Design, development, engineering and manufacturing are handled by a highly experienced team led by our chief operating officer, responsible for over 30 products over the past 25 years.

Our key partner is P3 International, a U.S.-based manufacturer in New York with partners in Asia.

Completing product engineering for the product family has taken much longer than expected, impacted in part by our lack of negotiating power and the effects of COVID-19.

Production status<sup>[4]</sup> is regularly updated at MAGFAST.com/status.



# Marketing

Online marketing is a core competency for **MAGFAST**. The team is led by the company's CEO, a gifted online marketing expert, and a CMO with over 25 years experience of building consumer and B2B brands. **MAGFAST** marketing is currently 100% online, primarily in the form of targeted ads on Facebook and YouTube. A sophisticated marketing funnel, built over four years by an in-house team in collaboration with experienced external agencies, is monitored and refined constantly.

New online ads are made and released regularly and tested in different market segments; each month's learning is fed into new creative, constantly refining format, benefits and content. Ad respondents typically attend a webinar offering pre-shipping (crowdfunding) pricing. Once you have shown interest by registering for an online event or other promotional activity, you're part of the MAGFAST marketing ecosystem and a sophisticated program of customer-relationship marketing kicks in.

**MAGFAST's** direct-to-consumer (DTC) model affords us a much closer relationship to prospects and customers than traditional consumer electronics manufacturers using conventional wholesale and retail outlets as their path to market.







# Shipping & Fulfillment

**MAGFAST** has been based since inception on a virtual workforce, with team members working remotely in the U.S. and other countries, and a comprehensive suite of online technologies designed to scale. **MAGFAST**.com has been built from scratch in 2017—no legacy code—in order to handle high traffic volumes reliably and fast.

All pages of the site are cached on Google's Cloud Platform which can serve millions of users simultaneously, and the event experience and checkout process (a customized experience for every visitor) use JavaScript to offload the bulk of the computing to the visitor's browser. Remember, our systems handled \$1/4 million in under 15 minutes on the first day.

At **MAGFAST**, we think a little differently. We hired Sanja, a former lawyer, for customer care because at her interview she aced the question 'What's customer care all about?'. Keeping our customers happy is the whole game, which is why 9/10 are sticking with us on this long development journey. Today she runs the department.





## Customer Care

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**MAGFAST** is laser focused on customer care as a key part of building long-term relationships with a large and growing group of supporters.

We've devoted a big slice of our time to figuring out how to keep customers happy without draining cash: Our team has developed "Intelligent Customer Care" that allows us to keep a bighearted personal touch while drastically cutting the time it takes to answer every support ticket.

Our customer care team is also geographically distributed around the globe to enable around-the-clock support.

Say hello to Sanja & Co at Hello@MAGFAST.com

It's ALL about

Serotonin"



Sanja Bodonji Head of Customer Care















Rated Excellent 4,731 Reviews



4.9/5

**▲** UPVOTES 186 74 Reviews

# Intellectual property

The growing portfolio of patents and trademarks relating to the **MAGFAST** product range is used by the company under exclusive, royalty-free license from the inventor, Seymour Segnit.

According to the terms of the license agreement, title to the licensed materials is automatically assigned to the new controlling entity in the event of a change of control.

### IP consists of

- Trademarks
- Patents
- Design Patents

**MAGFAST** is a registered trademark with the USPTO (US Patent and Trademark Office) and the EUIPO (European Union Intellectual Property Office).

A collection of patents and design patents are at various stages of development from awarded to newly filed.



# Growth plans

We project significant growth, both through repeat orders from existing customers and the development of new markets. Current and future initiatives include:

- A seven-day follow-up campaign shortly after initial inquiry recalls features and benefits for prospects who did not purchase.
- Ongoing communications allow MAGFAST to build its relationship with customers, cover product and production updates, and make special offers.
- The ongoing release of brand-new products featuring snap-to-charge.
- The release of international variants allowing us to address markets in the EU, UK, Asia and beyond.
- A distinctive new form of product-referral program.



- An innovative retail charger and power-bank rental system.
- A breakthrough initiative in the travel market.



# **MAGFAST Life**[4] is your palm-sized powerhouse

The perfect everyday charger, Life packs two to four full smartphone charges

- High-performance charging, wired or wireless
- Perfect with all your devices—any phone, any tablet, any reader...from any brand, old or new
- Truly versatile—five ways to get power out, four ways to get power in



## **MAGFAST Extreme** is a super-charger in a league of its own

- Enough power to keep your devices going for days
- The world's first power bank with three
   Qi Wireless charging zones
- Six ways to get power out, four ways to get power in
- Powerful with all your devices, it's also powerful with all your vehicles
- Add the available Jumpers<sup>™</sup> and Extreme will jump-start your car!



### MAGFAST Road is the star in your car

- All the features you want plus a few more
- Charge Road from the 12V car socket or snap on any other MAGFAST charger
- A built-in cable plus four USB outlets
- Plus that gorgeous, super-bright flashlight!



MAGFAST Wall is powerful and versatile, the perfect home-charging 'base station'. Our upgrade to one of the world's most popular charger designs<sup>[5]</sup> now offers MAGFAST snap-to-charge magnetic charging top and bottom.

- Retain your home power outlets plus take advantage of wired and Qi Wireless charging
- Snap any MAGFAST power bank right on top or underneath
- Height-adjustable micro-USB, ultra-modern USB-C and Apple's Lightning connector tips
   —all stored neatly in the back
- Two 'quick-charge' USB-A outlets



# **MAGFAST Air** is your simple, gorgeous Qi Wireless charging stand

- Qi-certified to work perfectly with every modern smartphone.
- Snaps instantly on to any other
   MAGFAST charger for power or just plug in a USB-C or micro-USB cable.
- The innovative stand stores neatly on the back and snaps sturdily onto the base when you need it.



**MAGFAST Time** is the coolest way to charge the world's most popular watch —Apple Watch®

- A full power bank with all the core features—fast USB-C, built-in mini-cable, Qi Wireless charging
- Plus a neat, motorized platform to charge your Apple Watch®
- Enough power on board for up to two weeks



**MAGFAST Lux** is the last charging cable you'll ever buy.

- MAGFAST cables are like no other precision manufactured, premium grade and guaranteed FOR LIFE!
- Gorgeous silky feel and 'kink-free' technology
- Available as USB-C to USB-C, or USB-C to Lightning, they work perfectly with your Apple and Android devices
- Free USB-A adaptor: compatible with all your existing chargers and power banks
- PD Power Delivery technology for a super-safe, super-quick charge

### Our TEAM



### Seymour Segnit

### Founder & President

Seymour is MAGFAST's eclectic, experienced, passionate, highly-talented CEO. Now a leading authority on internet marketing, Seymour builds magic and drives down risk to deliver what Seymour calls 'The best work of my life'

### Amy Rau Segnit CoFounder & Secretary

Amy is a veteran of New York City's advertising industry, lending her unique creative abilities, skills and sparkle to everything from branding to social media campaigns to

### Rich Warwick

Operations

Rich is a highly driven serial entrepreneur, two-time founder, and a veteran executive of eight venture-funded startups, where his roles were VP of Engineering & Operations, COO and CEO... M.S.E.E. (Georgia Tech).

### Rex Northen Investment Strategy

Rex leads MAGFAST's nvestment strategy and advises on customer development. Rex served as executive director of the Cleantech Open from Jan 2009 to Dec 2014. M.A. (University of Oxford).

### **Neil Scaife** Marketing

Neil oversees MAGFAST's marketing function. He has a 20 year background in some of the world's largest communications agencies (Publicis, WPP, Havas) as a strategist, advising some of the world's largest brands.

### Bryan Lemon Technology

Bryan leads the e-commerce and server infrastructure strategy at MAGFAST. He has led development teams at multiple startups, with deep expertise in performance and security. M.S.C.S. (West Virginia University)

### **Damian Krause** CEO of P3 International

Born and raised in Germany, Damian moved to the US in the eighties.. P3's outstanding team is coordinating the manufacturing process of the MAGFAST line

### Shawn Herzinger

VP Engineering, P3 International

Shawn is the brains behind manufacturing our products. Shawn trained as an electrical engineer and he's been directing the manufacturing of precision consumer electronics products at scale for over 25 years.

### Anita Vargas

Financial Consultant

Anita has been business coach, advisor and analyst for over 20 years. She is an expert in business practices, performance analytics, pricing, business modeling, collaboration with legal, tax and labor compliance entities.

### Our TEAM



### Afroz Nissar

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Afroz turns marketing magic into technical wizardry. He ensures our email marketing and website are as reliable as they are alluring. He's spent the last 15 years as a business consultant, marketing technologist and programmer.

### Toni Bodonji

Web Developer

Toni is a valuable member of the MAGFAST tech team as a frontend WordPress developer and designer. He is analytical, detail-oriented, overall great at solving the problems and finding optimal solutions quickly.

### Jimy Johny

IT Infrastructure

Jimy keeps our servers up, and our downtime down. In our world, that's crucial. He's an expert in Linux, AWS Cloud and Windows administration.

### **Kate Kinard**Customer Support Agent

Kate is a remarkable addition to the MAGFAST family and works in customer support and video production. Since graduating from Texas A&M University in 2015, MAGFAST is Kate's second startup.

### **Lauren Steinberg**Proiect Manager

For over two decades Lauren has been managing IT teams, leveraging the knowledge and creativity of colleagues to generate solutions. She is involved in all aspects of the project life cycle.

### Eric Kinney

Head of Interface

Eric is the engineering talent behind our website and shopping cart - he's the reason the experience is so smooth and seamless. He has been galvanizing digital startups since 2005

### Sanja Bodonji Head of Customer Support

Sanja is a beloved member and head of MAGFAST's customer support team. In addition to providing personal assistance via email and live chat, Sanja manages our payment plan program and complex datadition projects.

### **Steve Barns** Intellectual Property Counsel

Steve protects the founders' intellectual property. He's worked with MAGFAST since Seymour first dreamed up the product range. He founded the law office of Stephen W. Barns (Formerly Miller & Barns)

### Mayleen Torres-Rivera Bookkeeper & Analyst

Mayleen is our steady hand on the numbers. She has been in the accounting field for over 25 years and is a long-standing member of the American Institute of Professional Bookkeepers.

# Financial Data

Use	Value	% of Proceeds
Tooling	\$110,000	2.8%
Manufacturing & Materials	\$2,635,071	66.7%
Sales, General & Administrative	\$480,000	12.2%
Product Certification	\$40,000	1.0%
Research & Development	\$490,000	12.4%
Intermediary Fees (Netcapital)	\$193,479	4.9%

Plans and priorities may change: the table above shows our best estimate, at the time this offering was launched in November 2021, of how proceeds would be used should we hit the maximum. The actual allocation of funds will depend on current circumstances and total raised.

By the end of 2020\* we had received pre-orders totaling \$10,137,189 and by the end of 2021 we estimate that this number will grow to over \$13.7M.

Until we ship products, we do not recognize any receipts as revenue, so unsurprisingly, we show a substantial loss on operations. In 2020 (before we started shipping), we spent \$4,811,177 on operating expenses; with zero recognized revenue, that means we recorded a loss of exactly the same amount, \$4,811,177 for the year.

At the end of 2020, we had \$1,650,223 in cash, including sums held by card processors until we ship.

Tooling for three products in the family is now complete, and the first shipments were made in Q2 of 2021. We are ramping up for volume shipping.

If the offering's maximum amount is raised, the table to the left shows how we plan to use the proceeds.\*

\*Note: this offering is supported by our published audited financials for 2019 and 2020. Financial data for 2021 is not ready for publication at the date of this packet.

We've already received plenty of questions from people interested in investing. Here are answers to some of the most important and frequently asked.

### Q: I'm not from the U.S. Can I invest?

A: Yes, you can, according to legal advice: <a href="https://CrowdfundingAttorney.com/2018/11/05/non-u-s-investors-and-companies-in-u-s-crowdfunding/">https://CrowdfundingAttorney.com/2018/11/05/non-u-s-investors-and-companies-in-u-s-crowdfunding/</a>. For more information, contact Netcapital at <a href="mailto:Hello@Netcapital.com">Hello@Netcapital.com</a>

Q: Is there a replay of the presentation you gave about this?

A: Yes. It's online with other relevant info at Investors.MAGFAST.com

Q: I've got other questions about setting up my account at Netcapital.

A: The Netcapital folks are terrific. Contact them at Hello@Netcapital.com

Q: Where can I review investment details at Netcapital?

A: Please visit <u>investors.magfast.com</u> for more information - click the button at the foot of the page to visit the Netcapital website.

Q: What is the minimum investment?

A: The minimum is just \$100 for U.S. investors, \$300 for investors outside the U.S. (These numbers are approximate. Your investment can only be in whole units, and our investment units may not be priced in round numbers, so the minimum could be slightly more or less than \$100 or \$300.)



### Q: What is the share price?

A: Because of some rather enigmatic SEC rules we have to refer you to the Netcapital site for this answer. Under the regulations, we can't even state here whether we're offering shares or some other kind of investment. We can say, hand on heart, that we believe the valuation of the company is very fair for what we have achieved so far, and the potential ahead.

Q: How liquid is this investment? Will I be able to trade it on a public exchange?

A: MAGFAST<sup>[7]</sup> is a private company, so, like any private company, our securities will not be traded on a public exchange. However, among our reasons for choosing Netcapital is their plan to launch an exchange which will allow trading of some private securities, including ours. Please contact them for more details: Hello@Netcapital.com.

Q: Can I use my existing brokerage account to invest?

A: No. Private company securities aren't traded on public markets. The path to invest in MAGFAST is: (a) sign up for a free account at Netcapital.com and (b) make your investment through the Netcapital website. Doors open for review and investment at 4pm EST on November 18th.

Q: Can I use PayPal or a credit card to make my investment in MAGFAST?

A: Credit cards are accepted by Netcapital<sup>[6]</sup>. They will add a fee of around 3% to cover their card processing costs.





MAGFAST creates and defines an entirely new category of chargers and accessories that delights users with products that are far more useful, more intuitive and more beautiful than ever before."

**SEYMOUR SEGNIT, FOUNDER & CEO** 

### Footnotes

Here are some footnotes that clarify some of the points in this packet.

Please remember that this packet is only one part of the story about our business and ambitions.

The offering is open for a while. Visit investors.magfast.com for more information.

Please review all the materials there before you make your decision.

- [1] MAGFAST and the MAGFAST logo are trademarks of Mischievous LLC and are used under license. Apple, Lightning and MFi are trademarks of Apple, Inc. and are used by license under Made for Apple/MFi program. Qi is a trademark of the Wireless Power Consortium and is used under license.
- [2] Analysts differ in their opinions as to the size of the global markets for MAGFAST's products. We estimate the combined charger + power bank markets to be at least \$20 billion and probably much larger, noting, for example, that:
- The latest report by IMARC Group, titled 'Battery Charger Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2020 - 2026', finds that the global battery charger market reached a value of US\$ 21.7 billion in 2020 and is anticipated to reach US\$ 34.1 billion by 2026. Source: Allied Market Research https://www.alliedmarketresearch.com/power-bank-market
- The market for wireless chargers is expected to grow considerably more rapidly: "The Global Wireless Charging Market size is expected to reach \$25.6 billion by 2026, rising at a market growth of 28.4% CAGR during the forecast period." <a href="https://www.globenewswire.com/news-release/2020/05/15/2034383/0/en/The-Global-Wireless-Charging-Market-size-is-expected-to-reach-25-6-billion-by-2026-rising-at-a-market-growth-of-28-4-CAGR-during-the-forecast-period.html">https://www.globenewswire.com/news-release/2020/05/15/2034383/0/en/The-Global-Wireless-Charging-Market-size-is-expected-to-reach-25-6-billion-by-2026-rising-at-a-market-growth-of-28-4-CAGR-during-the-forecast-period.html</a>
- [3] This is a cross sample of competitors from our own observations and represented in market research published by third parties. Competitors vary by region.
- [4] At this early manufacturing stage, our full family of products may be represented in our materials by production and pre-production units, along with hand-made prototypes, animations and CAD 3D renderings.
- [5] Amy and Seymour Segnit were previously the owners of thingCHARGER, Inc. which shipped over 1/4 million units of thingCHARGERs based on that company's records, before thingCHARGER, Inc. ran out of funds. MAGFAST Wall is an updated version of thingCHARGER. Rights to key thingCHARGER assets were purchased by Amy and Seymour when they started MAGFAST.
- [6] If you choose to make your investment using a credit card, Netcapital will charge you a card processing fee that's typically slightly more than 3%. Netcapital can answer your questions about this fee.
- [7] MAGFAST is a Limited Liability Company (LLC). LLCs have considerable flexibility in the language used to define their ownership and governance. Instead of 'members' and 'units', MAGFAST has chosen to use terminology that we believe is more readily understood: for example, managing members may be referenced in our materials as MAGFAST's board of directors, and members as stockholders.



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