

## "An Ounce of Prevention Is Worth a Pound of Cure" **Issuer Presentation**

### www.dripcatch.com

This Issuer Presentation is intended to convey only summary information about the Company and its current operations. Valuations and projections contained herein are based on information available to management and believed to be reliable and accurate as of August 31, 2012. This Presentation is intended for evaluation purposes only by "accredited" investors as that term is defined under the Securities Act of 1933

# **Issuer Presentation**

This document contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are "forward-looking statements" for purposes of federal and state securities laws, including, but not limited to, any projections of earnings, revenue or other financial items; any statements concerning proposed new services or developments; any statements regarding future economic conditions or performance; any statements or belief; and any statements of assumptions underlying any of the foregoing.

Forward-looking statements may include the words "may," "could," "estimate," "intend," "continue," "believe," "expect" or "anticipate" or other similar words. These forward-looking statements present our estimates and assumptions only as of the date of this report. Except for our ongoing securities laws, we do not intend, and undertake no obligation, to update any forward-looking statement.

Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results could differ materially from those projected or assumed in any or our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and inherent risks and uncertainties. The factors impacting these risks and uncertainties include, but are not limited to:

Inability to efficiently manage our operations;

The inability of management to effectively implement our strategies and business plans; Potential default under our secured obligations or material debt agreements; Approval of certain parts of our operations by state regulators; Inability to hire or retain sufficient qualified personnel; Inability to attract and obtain additional development capital; Increases in interest rates or our cost of borrowing; Deterioration in general or regional economic conditions; Adverse state or federal legislation that increases the costs of compliance, or adverse findings by a regulator with respect to existing operations; The occurrence of events or circumstances that could impact our operations or could impact the operations of companies or contractors we depend upon in our operations;

DripCatch operations are still in the introductory phase. There is no guarantee that DripCatch will be successful in its efforts.

This document is not an offer of, nor a solicitation to offer securities. Such offers can only be made to qualified investors through an approved private placement memorandum.



## Haven't heard about DripCatch? Get to know us through our full-page spread in Forbes.



### Click to Read the Article Online

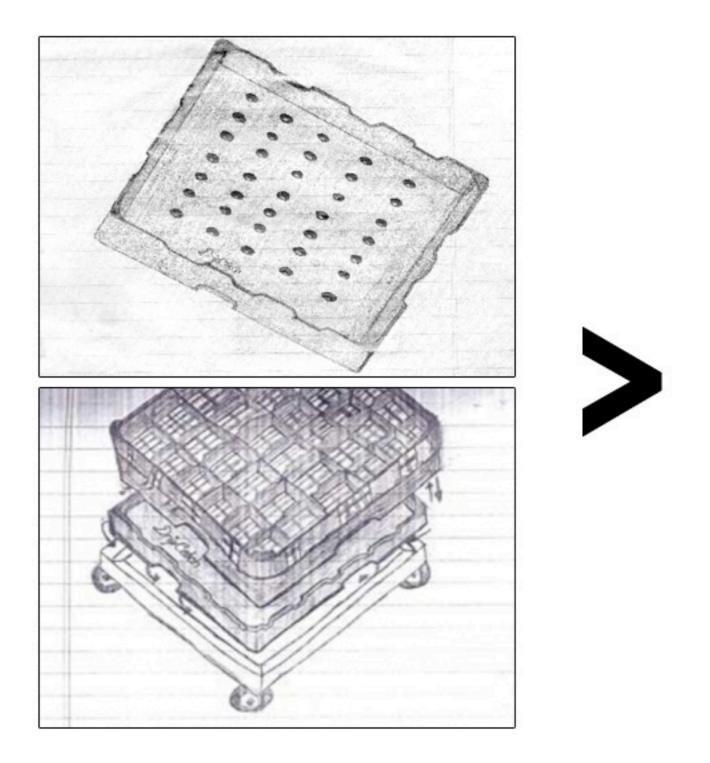
## Stories of innovation must begin with an idea...

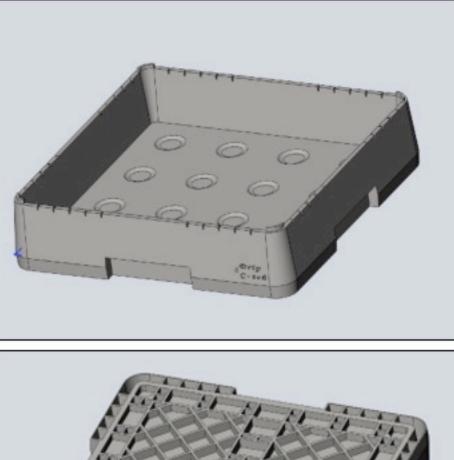
- "The liquid all over the floor every night wasn't just an externality
- from random spills that comes with being busy. It just took me
- awhile to figure out why that liquid was there-in the same places
- causing the same employee injuries, night after night, and what
- needed to be designed in order to eliminate the problem."

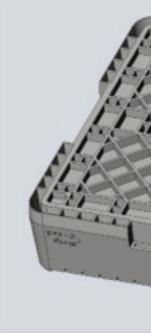


## - Alexandra Abraham, Founder & President

## ... and then transcend into actions.









## What is the Problem?

"Nearly 20% of all accidents eligible for a public liability claim occur in the hospitality industry...while the majority of accidents reported are caused by slips, trips, and falls.

With almost one-fifth of these accidents occurring in the hospitality sector, it is vitally important that hotel, pub, and nightclub owners do not cut back on their investment in health and safety."

### - Patricia Byron, Chief Executive of InjuriesBoard.ie

# How Big Is the Problem?

- \$2 billion spent on employee, slip-and-fall claims last year (OSHA)
- Approximate cost per employee slip-and-fall claim (National Safety Council): \$18,800.00
- 10% of Total Workforce by 2012 (National Restaurant Association)
  4% of TOTAL GDP

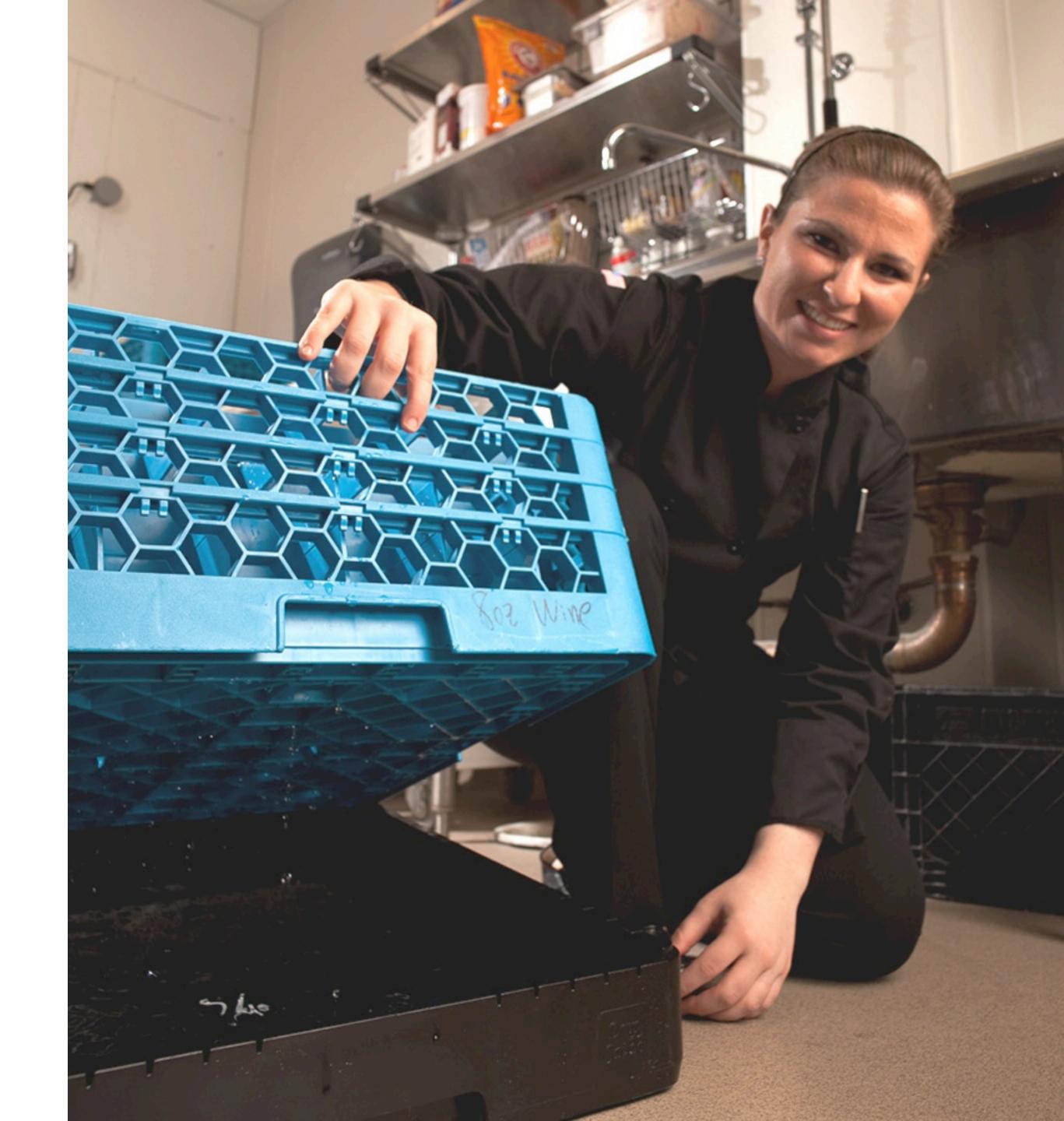
# DripCatch Is the Solution



## What the DripCatch Provides

- Increased efficiency in the workplace (OSHA)
- Drastically lowers the possibility of employee and customer claims
- Missing puzzle piece needed to remain in constant compliance with required safety and health codes
- Minimizes "band-aid" expenses
- Product Manufactured: Cashmere Molding in Kent, WA

### The DripCatch is Business Owners' Bottom-Line Protector!









## 5. Schools

### Seattle and Bellevue

- 129 Public Schools
- 54 Private Schools
- 20 Colleges and Universities

### Within the United States

- 14,000 School Districts
- 33,740 Private Schools
- 4,352 Colleges and Universities

### Albers School of Business & Economics



## 4. Hospitals

### Seattle and Bellevue

-16

## Within the United States - 5,795



## **3. Military**

### Washington

- 6 Bases

### Within the United States

- 2,000+ Bases



## 2. Restaurants

### Seattle and Bellevue

- 4,500

## Within the United States - 960,000



## 1. Hotels

### Seattle and Bellevue

- 252

## Within the United States - 50,800



# Where We've Been Initial Investment: \$81,000

- Fixed Assets: Production Tool (\$60,000)
- Intellectual Property (Utility Patent and Trademark, \$20,000)
  - Sales: **\$20,000**

# Chapter 1

Marketing

# Established International Branding, Credibility, and Awareness

= AUGUST 20 • 2012 EDITION

### TOP COLLEGES!

EXCLUSIVE RANKINGS

MEET THE BILLIONAIRE PROFESSOR

20 SCHOOLS FOR ENTREPRENEURS

### INSTAGRAM'S KEVIN SYSTROM

THE STANFORD BILLIONAIRE MACHINE STRIKES AGAIN

### **Click to Read Our Article in Forbes**

### IS HIGHER EDUCATION STILL WORTH IT? THESE 50 SCHOOLS ARE THE NO-BRAINERS.



## More DripCatch in the News

### Washington Manufacturing Alert

The Newsletter Of The State's Most Important Industry

> Vol. 4, Issue 17 Aug. 13, 2012

Newswire: Norpac ergy efficiency project at Longview paper mill, new owner for Grays Harbor Paper, purchasing manag- you'll need customers. ers more optimistic, plus other news items. Page 4

Our Next Issue: Aug. 27

### State's Next Target For Research Teams: Advanced Production

Washington has statesponsored university-level resmart grid and bicfuels.

Egils Milbergs, executive di- ness. sion, wants to add a fourth.

Sound in Kent.

Angeles is developing a com- making set up faster and neater. (Continued on page 3)

### Entrepreneurialism In Manufacturing? A College Student Shows How It's Done

### BY BILL VIRGIN Editor/Publisher

So you want to start a company? Great! All you need to do is write some code for a mobile-phone app or a social-networking site, find a venture capitalist to underwrite your hit and you're in business.

Oh wait. You want to start a company that makes an actual physical prodlaunches \$60 million en- uct? For that you're going to need models and prototypes, you're going to need financing (when most venture funds have little interest in or understanding of manufacturing), you'll need someone to actually make your product, you'll want to find a distributor (good luck getting one to take on a brand new product), you've got marketing and administration to worry about, and then

> It's a wonder anyone tries to launch a manufacturing company at all.

But they do. While most of the discussion of entrepreneurial activity focuses on the tech sector, people are starting manufacturing companies. The Department of Revenue reports 2,344 new registrations of manufacturers in 2011 for tax reporting purposes, up from 2,060 in 2010.

There's no better illustration of the challenges - and opportunities - for manufacturing entrepreneurship than Alexandra Abraham and her product/company, the DripCatch.

Abraham is a senior at Seattle University's search efforts in three emerging business school. Actually, she should have technologies - nanophotonics, graduated by now, except that she's taken some time off to actually start and run a busi-

rector of the Washington Eco- Abraham came by her inspiration for the nomic Development Commis- product and the company first-hand. As the story goes, she slipped on water on a kitchen "To like to see the state build floor while helping to cater an event.

a research team in advanced Water on floors and carpets is not an un- Alexandra Abraham with a manufacturing," Milbergs told a common problem for restaurants and catering DripCatch. Photo courtesy recent meeting of the Center for sites. It comes from the racks of glasses, often of the company. Advanced Manufacturing Puget stacked in multiple layers on dollies, that move

from dishwashers to dining areas. That water poses safety and cleanliness Advanced manufacturing is a problems; as Abraham notes, it can spill over the lips of the racks and into the broad category that can include casters of movable racks, rusting the wheels.

advanced materials such as Her solution: a tray designed to fit multiple types of glass racks, one that composites, and that's an area also fits onto dollies, catching water that drains from the glasses or the racks. multiple groups in the state are The DripCatch also works as a cover for glasses when they're being moved to focusing on. The Port of Port an event, and to catch spills as servers are filling glasses with water and ice,

posites manufacturing campus "There was a niche there," she says. People had known about the problem as part of the Olympic Compos- and had been mulling over potential solutions, but they "kept missing it. It's the (Continued on page 2)



### Click Each Article to Read a PDF of It Online



Development

Gained Celebrity Endorsement and Personal Mentorship

Alexandra with Tom Douglas: Celebrity Chef & Restaurateur



Distribution

# Gained **Regional and** National Distribution Chains

50 Unit Pilot Program 8/20 - 9/14

### **BARGREEN ELLINGSON**

Regional Distributor | Annual Sales: Approximately \$120 Million

### **FRANKLIN MACHINE PRODUCTS** National Distributor | Annual Sales: Not publicly disclosed

ECOLAB

International Manufacturer & Distributor | Annual Sales: \$13 Billion





## Where We Are Going **Raising Money to Fund Product Awareness**

# Chapter 2

## Location: Bellevue, Seattle, WA Military

# Phase 1

## Pilot Program

**Target Focus:** Catering Companies, Hotels, Restaurants (chains)

Test Period: 30 days per entity



## **Objective #1**

Introduce new client to DripCatch and explain how and why they should use them (They receive 50% off their test samples if they will allow us to conduct pilot: major incentive)

Allow the client to use the DripCatch(s) for 30 days

Set follow-up appointment; have the Client report good and bad feedback

Document all feedback and close the sale, using the benefits they reported on why they would or should purchase

## **Objective #2**

After Pilot, get the Client to purchase from Distributor

The Distributor is approached by their client asking for product

DripCatch engages the new Distributor and sells them product to fulfill their Customer's order

Document all feedback and close the sale, using the benefits they reported on why they would or should purchase

**DripCatch offers the Distributor** the opportunity to be trained on how to conduct the Pilot Program

## **Objective #3**

**Increase Sales Force by training** the Distributor to run the Pilot Program

The Distributor then makes a second purchase in order to begin stocking the product

The new Distributor Partnership allows for both the DripCatch Team and Dealer Team to reach out to the Dealer's current client base

### **Phase 1:** Pilot Program





## Location: Los Angeles, Denver, Dallas, and Chicago

## Cycle: 30 days

# Phase 2

## Pilot Program

**Target Focus:** Catering Companies, Hotels, Restaurants (chains)



## **Objective #1**

Find an Independent Contractor in each city and train them to run Pilot Programs in the Target Markets

Gain new clients and Dealers and offer the Dealer the opportunity to be trained on how to conduct the Pilot Program

## **Objective #2**

Expand by training new **Contractors on the East Coast** 

## **Objective #3**

Build National Sales, Increase Customer Base, and gain greater **Brand Recognition** 

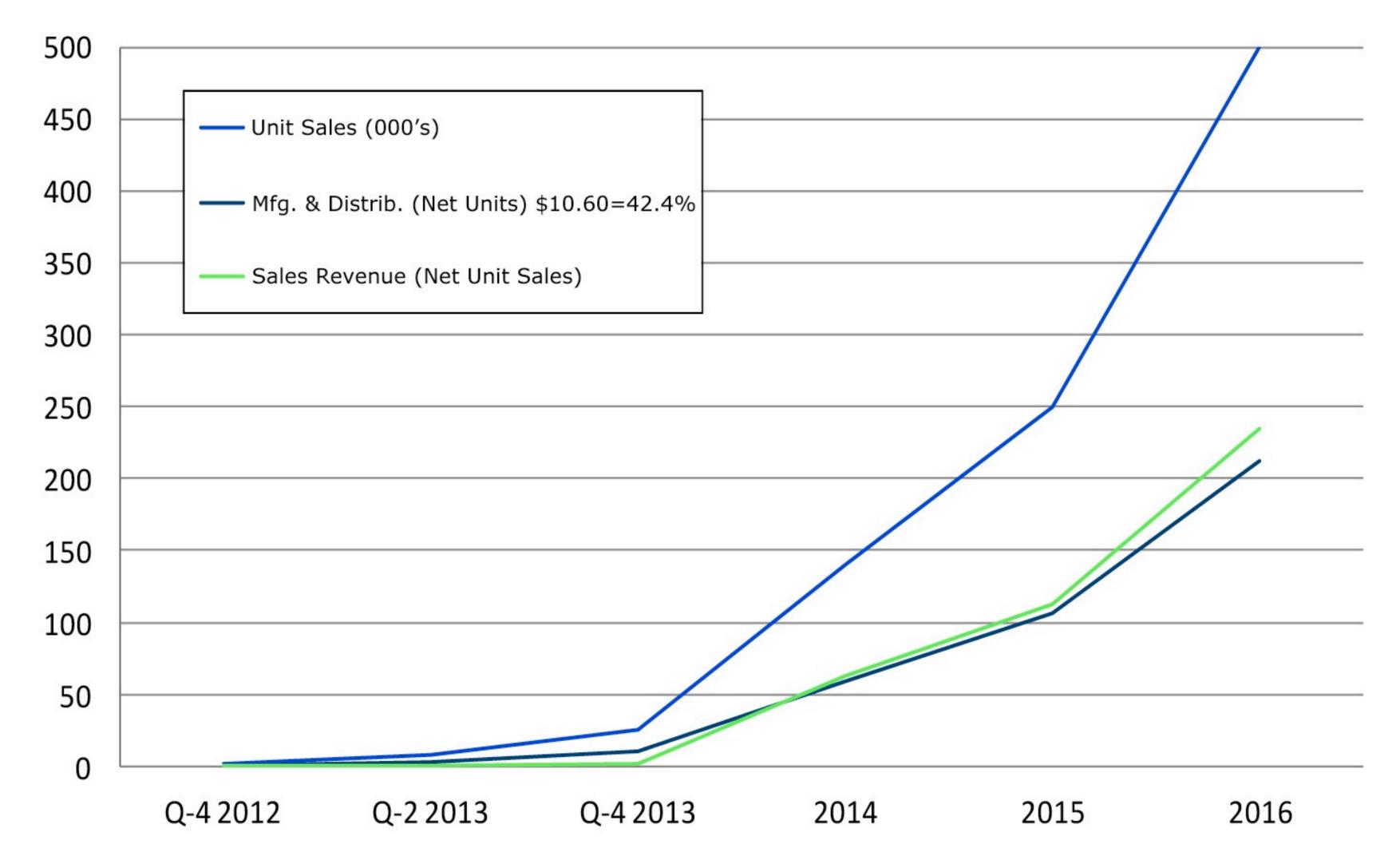
### Phase 2: Pilot Program



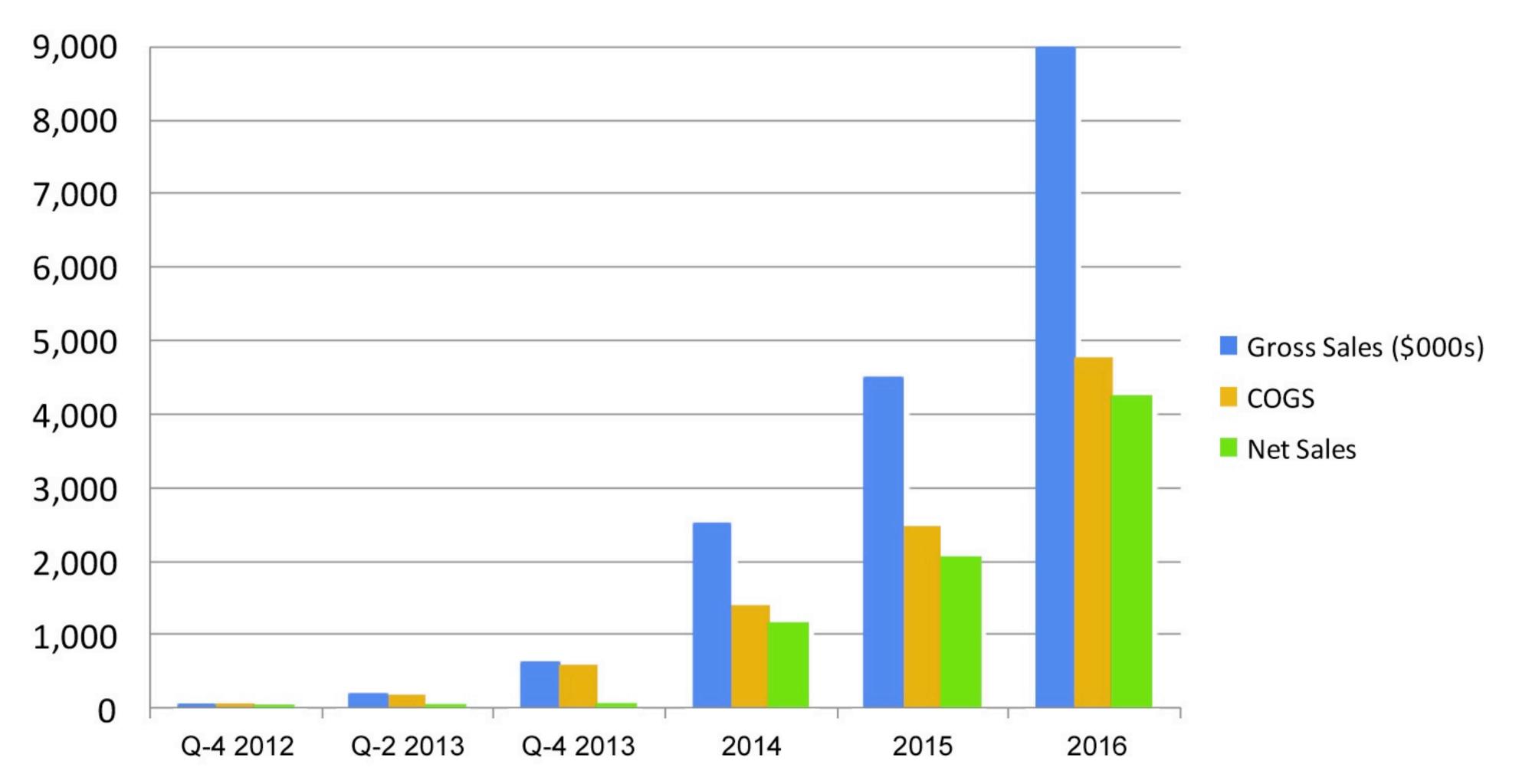
## DripCatch Budget Proposal (12 Month Beginning October 1)

Proposed Investment	TBC
C9.A	
G&A	CE 000
Salaries	65,000
Communications & Internet	13,500
Taxes & Insurance	6,300
Manufacturing/Marketing/Sales	
Demo Units	36,000
Promotions-Trade Shows	8,000
Press Releases	2,400
Sales Bonuses & Commissions *	25,000
Graphics & Market Support	15,000
Travel & Ent.	
Meals/Airline/Hotels	20,000
Gas & Vehicle Maintenance	5,000
Certifications	2,500
NSF	500
WBENC	
Legal & Accounting	20,000
	\$219,200
*"Sales, Bonuses and Commissions" will be directly tie	ed to sales proceeds

## Unit Sales vs. Gross Margin



## **DripCatch Valuation** Three Times Net Sales - \$12.7 Million by 2016





Originally founded in January, 2011 as an LLC domiciled in WA State.

Converted to a "C" corp. in March, 2012 to more effectively accommodate new investors and business opportunities.

DripCatch is governed by a 5-member board of directors and currently managed (day-to-day operations) by its President & Chief Executive Officer, Alexandra Abraham. As DripCatch grows, new officers will be added to the management team if and when necessary.

### **Board of Directors**

### **Capital Structure**

25 million preferred shares authorized (none issued) 25 million common shares authorized (XXX issued)

## **Corporate Structure**

Alexandra Abraham Mark Arthur Tom Douglas Justin Lent Kye Abraham

# Threats

- 1. Patent Exposure
- 2. Big Companies
- 3. Insufficient Funding
- The Clock is ticking...

## Capital Raised: \$81,000 Capital Needed Required to Execute Phase 1: \$225,000

# Investor Opportunity

## **Current Valuation:** \$2.25 Million

### **Capital Structure**

25 million preferred shares authorized (none issued) 25 million common shares authorized (225,000 currently issued)

Management believes that if even modest success is realized in market awareness and sales results there will be a significant increase in the Company's valuation (possibly as much as 8X-10X) over the next over the next 4-5 years. However, there can be no assurance that these objectives will be achieved.

DripCatch proposes to offer to qualified investors up to 10% of the Company's equity (when and as-needed) to fund its operations.







### **Alexandra Abraham** | **President & Founder**

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## Executive Team

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