



## 1st Quarter of 2021

We are so excited to touch base with our stakeholders and supporters as we begin to close out the first quarter of 2021.

Over the last few months, Orrigen has been heavily focused on the development and architecture of the application that will go hand in hand with the device. This has also allowed us to stretch our funding as we continue to have conversations with long-term investors.

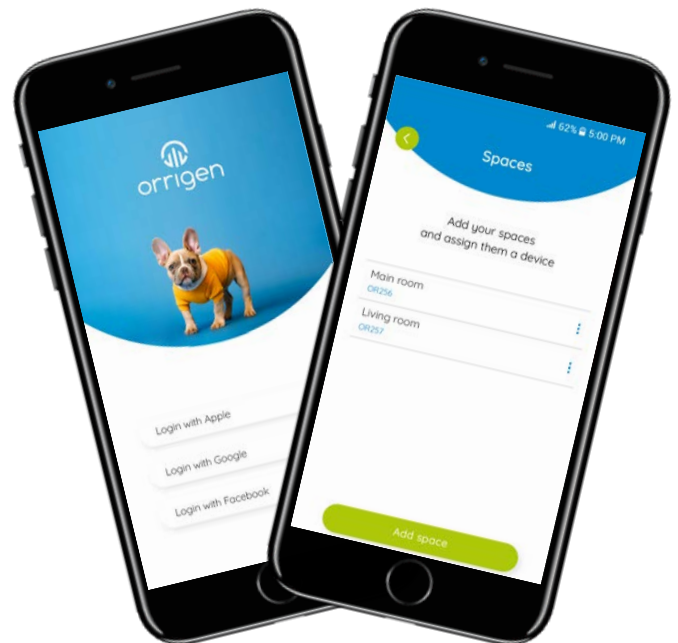
### Mobile Application

You may recall that our team has put in heavy work on use cases for how our app and device should function in the past. We have spent a solid majority of Q1 refining those use cases and working out the functionality details with our development team and electrical engineer. This process is critical to our path to MVP (minimum viable product) because this will allow us to demonstrate Orrigen to home builders and secure contracts.

We have created a 4-channel architecture to address emerging cybersecurity requirements on the platform:

1. Orrigen Emergency Channel - carries all priority traffic in the event of an emergency
2. Orrigen Family Channel - homeowner allows devices onto prioritized home network
3. Orrigen Friends Channel - allows friends to connect while protecting the homeowner's assets and network
4. Orrigen 3<sup>rd</sup> Party Device Channel - all other devices are channeled in order to protect ingoing and outgoing data through our friends Alexa and Siri

Have you ever wondered why certain discussions end up in your Facebook banner when discussing products to purchase? Us too. Hence the varying traffic channels in and out of your home through the Orrigen platform.



# UL

As most of you know, we've already spent a good deal of time working with UL to take the necessary steps to complete our UL certifications. We will be pursuing multiple UL certifications including but not limited to UL 268 (Smoke Detection), UL 2075 (Carbon Monoxide), and UL 985 (Power over Ethernet). In addition to the Pace Investigation we completed in October of 2019 and the smoke room testing we completed in June of 2020, we still have additional requirements to complete before we receive our certifications. As we design the Orrigen device, we must be very selective on the individual components we use; the more components that are already UL-certified, the easier our UL certifications will be.

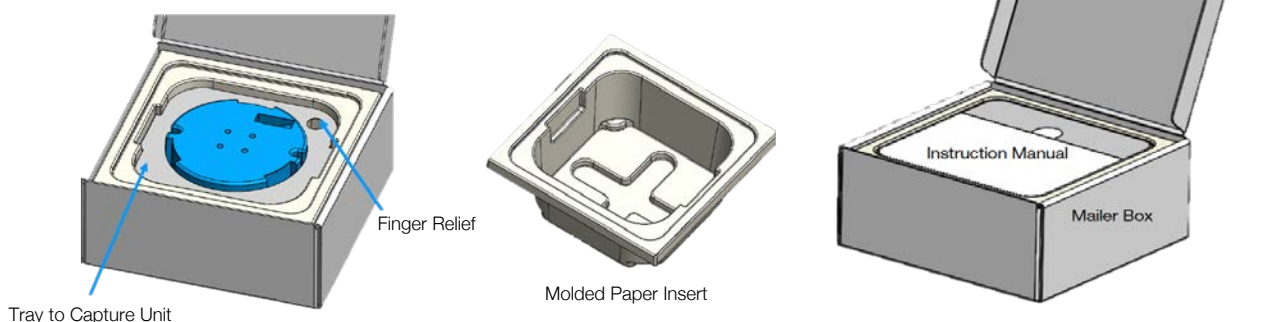
In early February we had a great discussion with our assigned UL engineers to better understand the remaining steps in the certification process as well as the estimated funding required to complete the certifications. If UL certifications were easy to acquire, it probably wouldn't take as long and would definitely be cheaper. 😊 We will prioritize our UL certifications as we near the completion of our MVP device and finalize our manufacturing partners and plan.

## Manufacturing

In partnership with our mechanical engineering firm, we continue to define requirements for selecting manufacturing and assembly partners. Most importantly, some or all the facilities we partner with need to be UL listed vendors and able to facilitate periodic audit visits from UL. The final assembly contract manufacturer will run the smoke box and sensitivity tests.

We have four main areas of production to consider when selecting partners: PCB assembly, plastic fabrication, final assembly and sensitivity testing, and packaging and paperwork. As mentioned above, the final assembly contract manufacturer will run the smoke box and sensitivity tests, meaning this company must be UL listed and own the UL smoke box. Additionally, the packaging and paperwork partner must be UL listed to meet CO outgassing criteria.

Based on the estimates our financial modeling partners put together, we project to ramp up to 200,000 units by the end of the second year of manufacturing. First, we will focus on manufacturing 500 MVP units for demonstrations. We will likely keep all production domestic for MVP units, but will have much to consider when selecting partners for mass-manufacturing. We want to keep as much business as we can in the United States but will have to weigh the financial impact of domestic production versus international production for our company. Many big decisions ahead! In the meantime, we have mocked up the packaging mold and will begin working on the graphic design of the packaging shortly.



# Funding

We have made great strides on our investor reach regarding our next round of funding. Previously, we referred to this next round of funding as “Series A” but based on the suggestion from a couple of our advisors and stakeholders, we are now referring to the next round of funding as “Pre-Seed”.

Mike, our Founder and Chief Technology Officer, has spent hours with various investors over the last quarter. We currently have three different investors that are extremely interested in funding Orrigen for the pre-seed phase. Each investor brings a different offer and investment strategy to the table. As soon as we finalize a pre-seed deal, our friends and family investors will be the first to know. Again, another really big decision we will have to make when the timing is right!

Because we have sent our pre-seed deck to many different investors, we’ve had the opportunity to continually improve it. Please see a few of the slides from our deck below.

**Financial Projections and Use of Funds**

Year 1	Year 2	Year 3
Units Sold: 24,000	Units Sold: 200,000	Units Sold: 400,000
EBITDA: \$1.33M	EBITDA: \$6.6M	EBITDA: \$28.8M
EBITDA Margin: 60.82%	EBITDA Margin: 14.8%	EBITDA Margin: 32.1%

**Business Model**

Two Streams of Revenue:

- Home Builder Contracts
- End to End Service Model

*"A technology upgrade that bundles and expands functionality creating efficiency and an improved user experience"*  
-Nick Spector, Alair Homes

**Competitive Advantage**

**5 Patents**

- Expanded and refined for detecting smoke using an algorithm
- Issue detection platform for increased installation
- System and method for detecting smoke using a photoacoustic sensor
- System and method for detecting smoke using an ultrasonic sensor
- System and method for detecting smoke using a photoacoustic sensor

- 5 patents filed | 3 Issued in the U.S. | First issued patent filed in 40 additional countries
- Combines 8 functionalities into one device for a fraction of the price
- With our B2B business model, end consumers have the option to include the cost of the devices in their mortgage

**Pre-Revenue Business Model**

- B2B approach directly to home builders for new home construction

- Builder can market new home builds as FULLY INTEGRATED SMART HOMES
- NEXT GENERATION look and feel
- Home buyers are AGNOSTIC to the equipment in a home
- MINIMAL COST in the overall budget of building a home
- Home builders pay for materials UP FRONT
- OPTIMAL INSTALLATION for wiring, edge, and router setup

## Stay in Touch

We feel so blessed to be on this journey with each of you. We are grateful for the continued progress on the project and fully believe Orrigen is going to save so many lives in the near future.

As always, if you have any questions, please reach out to any of our team members. It has been a pleasure to get to know many of our investors and to network with them and their connections to continually progress Orrigen.

Thanks again for being on this journey with us!

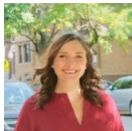




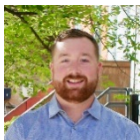
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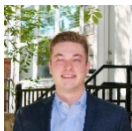
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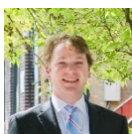
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