

## MF**FIRE** Engineering the Perfect Burn

Introducing the Catalyst the world's cleanest, smart wood stove

#### The Problem



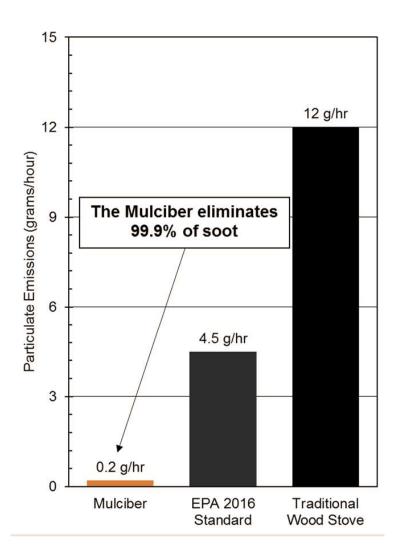
## Traditional wood stoves are dirty, inefficient, and difficult to operate.

### The Solution

# The Catalyst is the world's first smart stove



Patent Pending Technology



MF Fire

### Unfair Advantage

The Catalyst's smart controller guarantees the perfect burn every time.





2014 Grand Prize 2013 Low Emission Prize

#### MIT Clean Energy Prize



Energy Efficiency Prize People's Choice Award



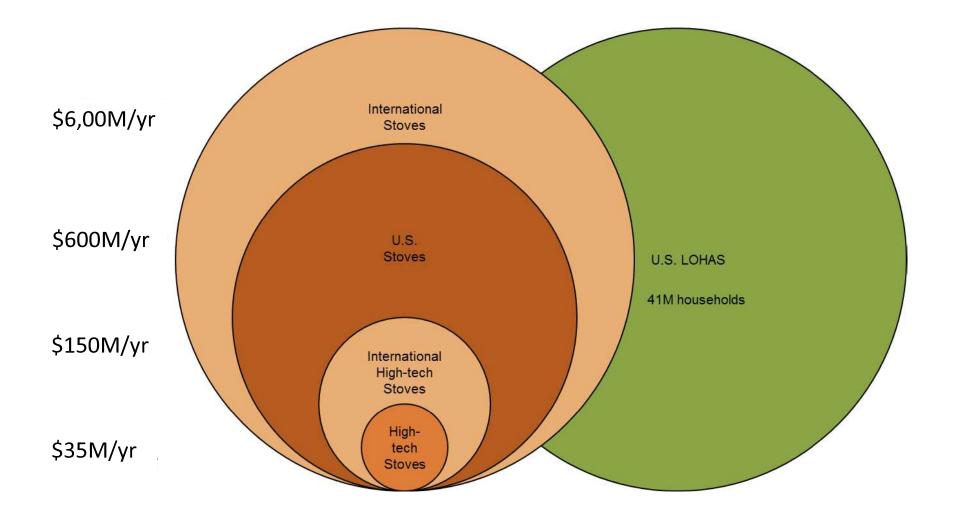
Partnership and Research Lab

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### **Engaging User Experience**

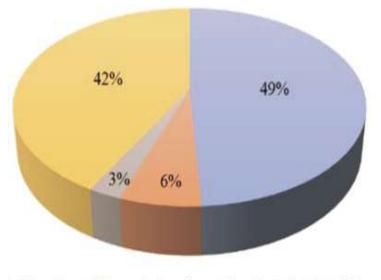


#### \$6B Target Market



### **Competitive Analysis**

#### **US Market Share**

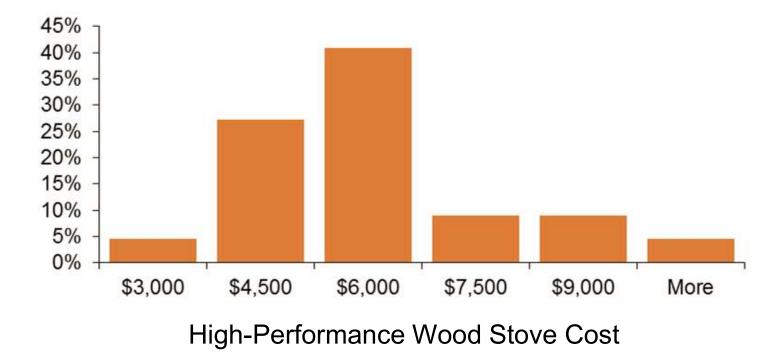


Hearth and Home Industries Travis Jotul Other

#### Large, Growing Market and Highly Fragmented

### Pricing

#### Priced to Sell in Existing Premium Market



### **Initial Sales Model**

Direct sale at \$4,995 with aggressive marketing

Beta units installed in homes - Jan 1, 2016

Demand backlog: Pre-orders – Q2, 2016

Expand to additional channels and products



### Search Traffic

		500k searches/mo	Keyword 37 contemporary wood burning store	Avg. M 💌 2400	Competition 💌 1	Suggested bid • 0.9
S		wood stoves	best wood stove	1600	0.99	0.49
			modern wood burning stoves	1600	1	0.94
			best wood burning stove	1600	1	0.65
			ltimate wood heaters	1600	0.47	<b>1.14</b>
			modern wood stove	1300	1	0.67
	30k searches/mo premium stoves		modern stoves	1300	0.9	0.76
			high efficiency wood stove	1000	1	1.14
			wood stove reviews	880	1	0.49
			best wood stoves	880	0.99	0.41
	WWW		most efficient wood stove	880	1	0.92
			modern wood burning stove	880	1	0.73
			wood stoves reviews	720	1	0.54
			catalytic wood stove	720	1	1.26
	social OD	tion links blogs www series and marketing	best wood burning stoves	<mark>72</mark> 0	1	0.84
	so blogs so problegs so provide the solution of the solution o	www.traset blogs engines.so with relation traffic	wood burning stove reviews	590	v.99	0.93
			wood burning stoves reviews		1	0.67
			. 64	0.99	0.82	
	optimization real poptimization real social with links marketing links optimizat ranking within a links optimizat reaking within a l		Avg PPC <	< \$1	0.99	0.71
			all		0.66	0.6
			contemporary stoves	480	1	0.74
			efficient wood stove	390	1	0.85
			wood burning stoves advice	390	0.71	1.92
			contemporary wood stoves	320	1	0.8
			large wood stoves	320	1	0.83
	$\sim$ 1		most efficient wood burning stove	320	1	1.03
			epa certified wood stoves	260	1	1.45
			efficient wood burning stoves	260	1	1.04
	UVVYIL		efficient wood burning stove	260	1	1.02
		GOOGLe <sup>M</sup> Adwords				

#### **Management Team**



Product Architect

- PhD Fire Scientist
- MD Innovator of the Year



Ryan Fisher Founder, COO

**Customer Champion** 

- Engineering Consultant
- Customer Experience Manager



**Business Leader** 

- 27-year Tech Leader
- Venture-backed Startups & Exits

#### MF Fire

### Advisors & Partners

#### Advisors

Casey Willson – 40 Year Entrepreneur and Sustainability Policy Advisor Satish Tamboli – Venture Advisor at MTECH Ventures Craig Dye - Venture Advisor at MTECH Ventures Prof. Stanislav Stoliarov – Material Flammability Expert Prof. Michael Gollner – Woodstove Research Lab at UMD John Ackerly – President of Alliance for Green Heat

#### Legal



DLA Piper Jeff Lehrer, Managing Partner Co-Chair U.S. Emerging Growth and Venture Capital

#### Bank

#### A M&T Bank

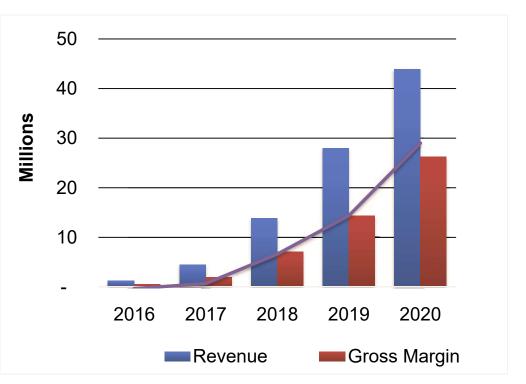
### **Financial Projections**

Catalyst Retail Price: \$4,995/unit

Launch in US and Canada

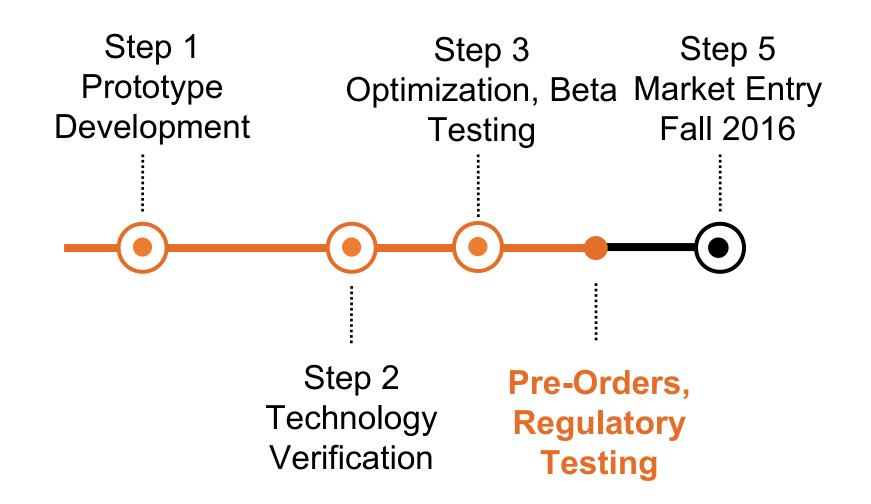
Expand to Europe, product lines

1,000 stoves/month by 2020



See financial model for details

### **Current Status**



### Summary

#### Catalyst

Disruptive - engineered innovation Proven – multi-award-winning product High ROI - existing \$6B market, business model Low Risk – product ready for launch & production Barriers to Entry – Smart tech, patent pending

**Non-dilutive funding** takes the Mulciber from R&D to commercialization & revenue

Management team consists of thought leaders in the field prepared to aggressively grow





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