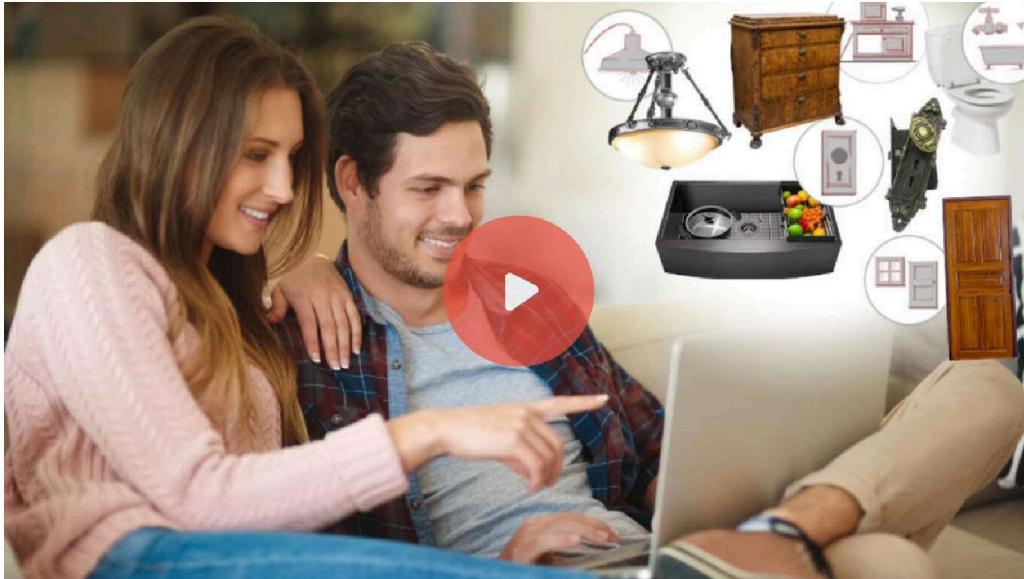


Online marketplace exclusively for reclaimed and salvaged building materials.



recapturit.com Seattle, WA

Technology

Marketplace

Ecommerce

Mobile Apps

Highlights

- 1 Small Business Sellers are already on marketplace. Products are being loaded daily.
- 2 Founding Team experienced in Ecommerce, Startups, Business Ownership, Construction, and Architecture
- 3 Revenue generated from commissions; 7.5-17.5%, subscription fees; \$0-\$79, and referral payments.
- 4 US Market of \$6.5 Billion and growing.
- 5 Building relationships with "super buyers" to foster repeat business and consistent revenue.

Our Team



Lawrence M. LaMotte Founder / CEO

- 25 years of experience in architecture, construction, and facilities management. - 32 years of contiguous small business ownership.

Stewardship is our Purpose. Larry LaMotte felt the pain of wasting perfectly good resources in much of his career. So, he combined his entrepreneurial spirit with his architectural and construction knowledge to create ReCapturit, to take on the largest waste source there is. ReCapturit's Team shares this zest to combat waste.



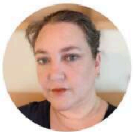
John Harlow Chief Financial Officer

- 25 years construction industry expertise - Leadership in operations, business development, and general management - Successful international startup experience



Amber Barbee Marketing & Communications Director

- 20+ years in ecommerce marketing management, specializing in small business, ecommerce, and start ups. - 6 years small business ownership



Wendy Kramer Director of Technology

- 20+ years of IT Management - 12+ years owning IT Consulting/Management business.



Aaron Boysen Business Development Manager

- 10 years of an experience as engineer with specialization in operations and technical support - 6 years of experience B2B product marketing, economic/financial analysis, and business development. - BS in Engineering, MBA in Entrepreneurship



Ann Wendell Knowledge and Community Specialist

- 20+ years in Competitive Intelligence, Market Research, and Knowledge Management - Published author



Kat Ralbovsky Operations Manager

- 8 years customer engagement and user experience - Commercial construction supervision



Ellen Kwor Seller Onboarding & Support

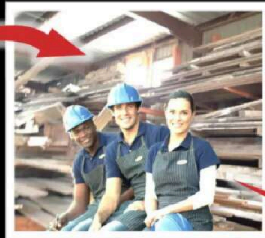
- 20 years of business development and project management - Website management

Pitch





The Online Marketplace for Buying and Selling Recaptured Building Materials and Architectural Salvage



September 26, 2022

Slide 1: The Problem



UNBELIEVABLE WASTE!

You thought we threw away a lot at home and at work... HA!

Look at **Construction & Demolition Waste!**



Slide 2: The Opportunity



"My job as an entrepreneur is to consistently turn scarcity into abundance." – Peter Diamandis

Confusion...
Complexity...
Scattered...

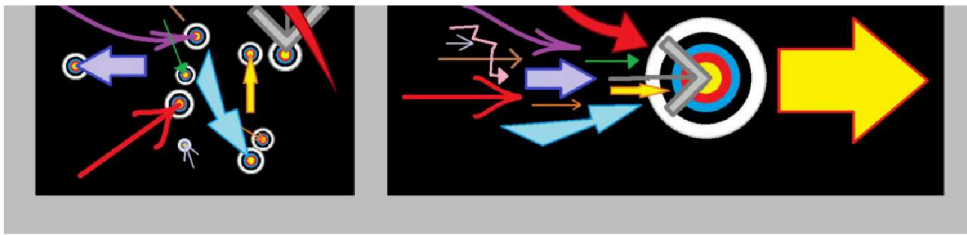
into

Clarity
Simplicity
Focused



SUPPLY

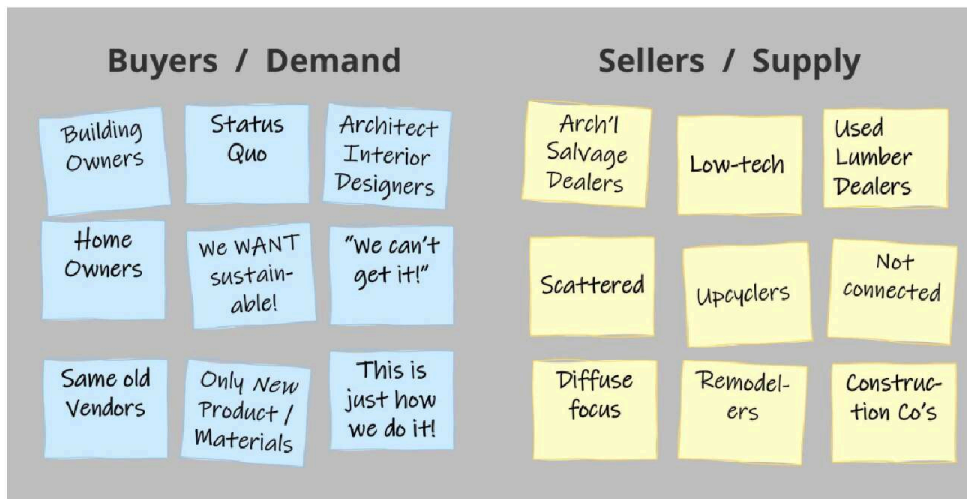
DEMAND



Slide 3: Customers and "Where We Are"



"The thinking that got us to where we are is not the thinking that will get us to where we want to be." - Albert Einstein



Slide 4: The Solution



We connect eager **Buyers** with scattered **Sellers** - like a Farmers' Market - only our marketplace is **ONLINE!**



Slide 5: Built and Run by The Team





Founder | CEO

- Arch'l Designer, B. Arch.
- E-comm, Const, Networks
- Founded 6 businesses / 1 exit



CFO

- Ops | Bus Dev | GM
- Construction Mgmt.
- International startup



Amber Barbee

Mktg & Comm Director

- Mktg | Sales | Bus Dev
- E-comm Mktg Mgmt



Wendy Kramer

Director of Technology

- 20-year IT mgmt
- 12-year owner IT practice



Shane (Kat) Ralbovsky

Customer Service Mgr

- Customer Svc + UX
- Comm'l Const Mgmt



Aaron Boysen

Bus Dev Manager

- Aerospace Eng'r + MBA
- Strategy | Analysis | Mktg



Ann Wendell

Knowledge + Community

- UX | Content | Resources
- Author | Researcher

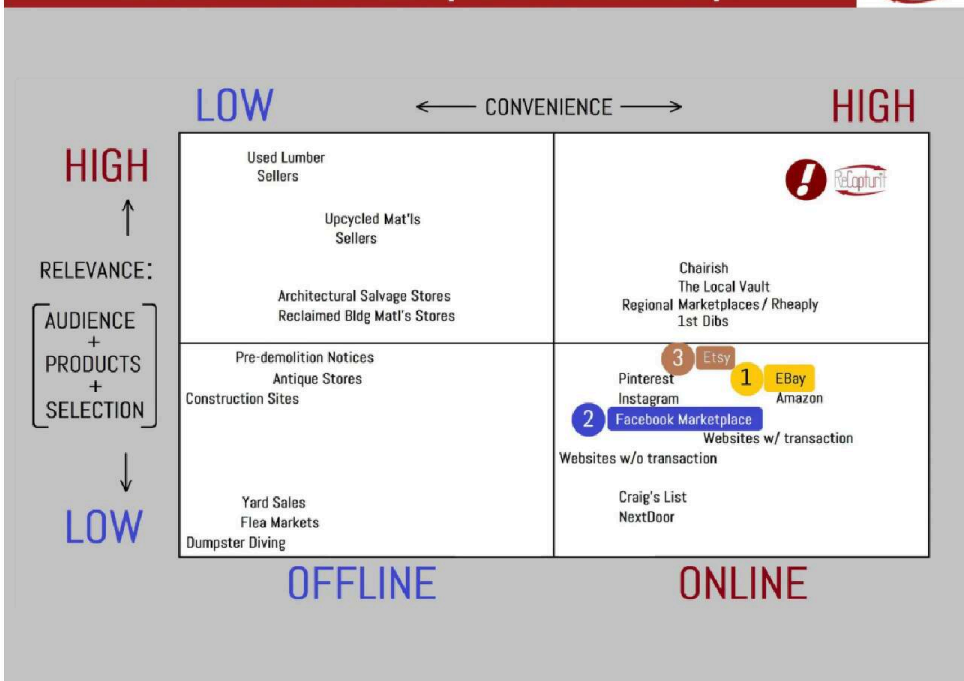


Ellen Kwor

Seller Onboarding

- 20 yrs Bus Dev + PM
- Website Management

Slide 6: Current Competitive Landscape



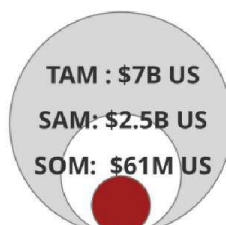
Slide 7: The Financial Opportunity



- TAM: Total Available Market – Sellable Reusable Materials
- SAM: Serviceable Available Market – Estimated Sales
- SOM: Serviceable Obtainable Market – ReCapturIt GMV



2022 - US

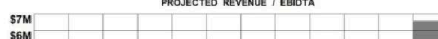


3 Year - US

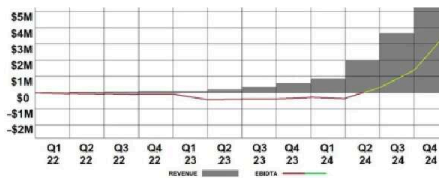


7 Year - Global

Customer Lifetime Value: Seller



Low: \$0 Mid: \$882 High: \$6636
Customer Lifetime Value: Buyer
 Low: \$450 Mid: \$72K High: \$840K
Customer Acquisition Cost:
 Now: \$393.33 Target: TBD

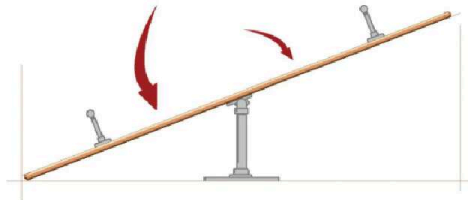


Forward looking projections cannot be guaranteed.

Slide 8: Business Model - 2-Sided Marketplace



"You can never change things by fighting the existing reality. To change something, build a new model that makes the old model obsolete." - R. Buckminster Fuller



We earn via:

- Commissions – 17% | 10% | 7.5%
- Subscriptions – \$0/mo | \$49/mo | \$79/mo
- Partner referrals (Ads and more soon)

Sellers:

- Be part of the Go-To-Resource, the future!
- We "stocked the shelves" first with their products
- Sellers risked their efforts on a promise
- They resisted loading more: "wait and see"
- With "evidence" of Sales and LOI's Sellers load more

Key features - Convenience:

- Purchase from multiple sellers at once
- 4 Shipping options built-in
- State Sales Tax: We collect / remit / file returns

Buyers:

- Convenient access saves time and effort
- Combined orders = larger projects possible
- Story of Origin™ = Provenance captured
- Search and source locally for less cost / travel
- Make product requests directly to Sellers

Slide 9: Achievements + Future Plans



Our Traction

- Letters of Intent:
 - \$10k / month
 - \$250k / month
- 30 SMB Sellers on board
- 1250 Products listed

Our Following

- Opted-in list – 1,857
- Podcasts – 6
- TV spots – 1
- Memberships / Alliances – 8
- LinkedIn Followers – 505

Our Future Plans and Goals

- The BRICK™** - Building Resources for Inspiration, Community, and Knowledge. Attracting, educating, and building community.
- TDC™ - Transformation Distribution Centers™**. Salvage processing and selling warehouses where we process materials for commercial sale and develop best practices to improve the salvage ecosystem.
- 6 Super Buyers in 6 months** – A Super Buyer is a commercial Buyer purchasing regularly @ >= \$10,000 / month.
- Automations** – Quicker product loading, on-boarding, and more.

Slide 10: Use of Funds + Info



*Is it inevitable that our entrenched practices of "TAKE > MAKE > WASTE" will end?
Why not now?*

- Nine of our team invested cash.
- Pre-Seed Round on WeFunder in September 2022.
- Seeking \$300,000 via SAFE Agreements.
- Terms and future investment available.



42% - Marketing / Sales acceleration.

27% - Contractors

26% - Operations

5% - Technology

Thank you!

EMAIL: InvestorInterest@ReCapturit.com

INFO: <https://investors.recapturit.com/investors>

The use of funds in this slide does not include the Wefunder intermediary fee of 6.5%.