

# PASSPATCH

## AIoT Company

### Artificial Intelligence of Things

The premier temperature and location monitoring system for



People



Assets



Buildings



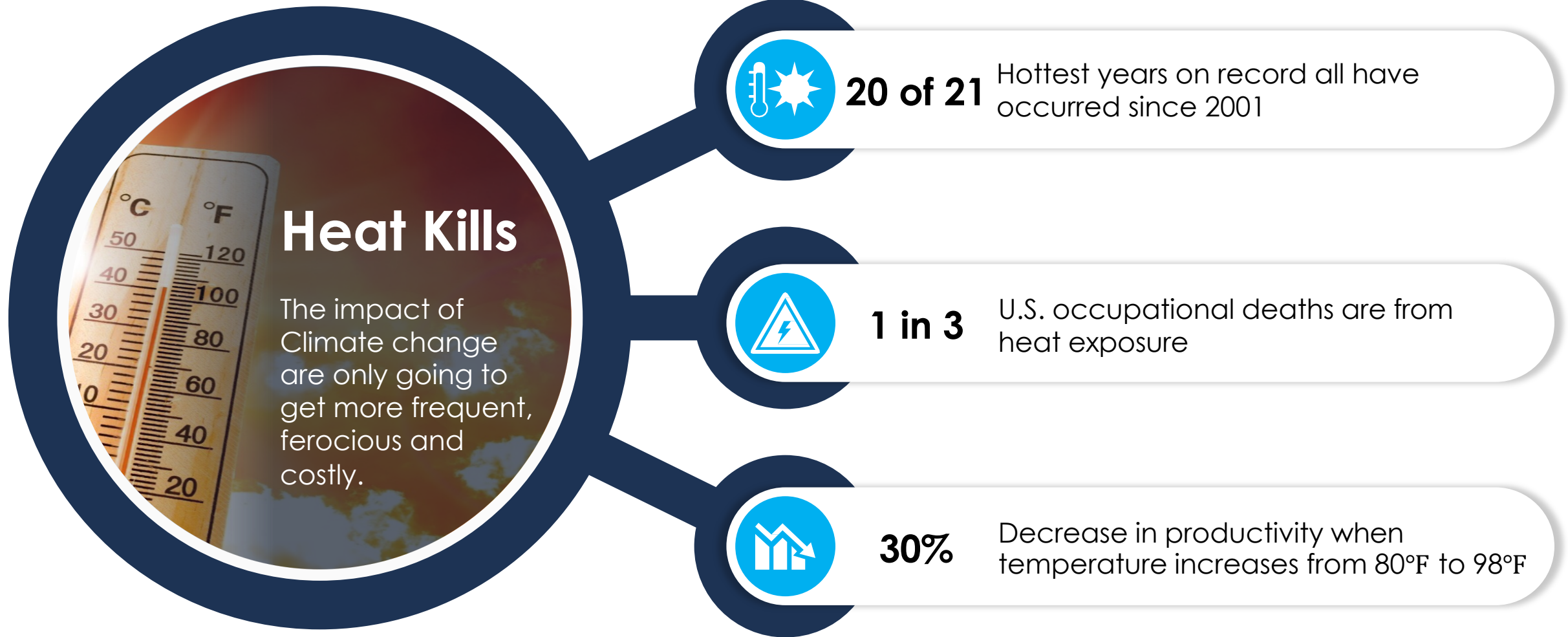
Farms



Fleets



# Problem



# Solution



## Monitor, Detect, Take Action and Save Lives



PASSPATCH

# How it works



Inventory of devices and a device management system from which a customer can manage the **PASS**PATCH**** devices.



The devices are small, non-invasive, wearable personal protective equipment that report back to a central monitoring hub.



The cloud-based platform starts collecting device information the moment the worker enters the designated job site and stops recording upon exiting the site.



Alerts are issued should temperatures approach a dangerous range thus enabling immediate deployment of medical assistance to remedy the situation.



# Where can we use *PASSPATCH*

## *PASSPATCH*

### PREMIER TEMPERATURE AND LOCATION MONITORING SYSTEM FOR PEOPLE, PRODUCTS AND FLEETS

#### Agriculture



Long hours of taxing manual labor in extreme conditions. Dehydration, heat stroke, heat exhaustion and death are all common outcomes of agricultural work

#### Mining



Industrial and mining workers face a host of dangerous working conditions; soaring temperatures, confined spaces, poor ventilation, high humidity, hot machinery etc. The risk of heat stroke and heat exhaustion is widespread for these industries.

#### Construction



Workers face hours of physical labor in extreme heat and cold conditions. Construction workers face the risk of heat exhaustion, heat stroke and hypothermia

#### Healthcare



Healthcare workers are on the front lines providing critical care. Providing these professionals with additional tools and capabilities is critical in light of Industry staffing shortages and the potential for future viral and disease outbreaks.

#### Government



Governmental entities must be poised to respond to natural disasters, humanitarian crises, and extreme temperature events. These entities must be in a position to respond with resources and solutions that are scalable, cost-effective and rapidly deployable.

#### Product & Fleets



Billions of dollars in temperature-controlled products and medical supplies are transported around the world without the proper monitoring of transport conditions. An estimated 20% of temperature-sensitive products are damaged and rendered virtually worthless.

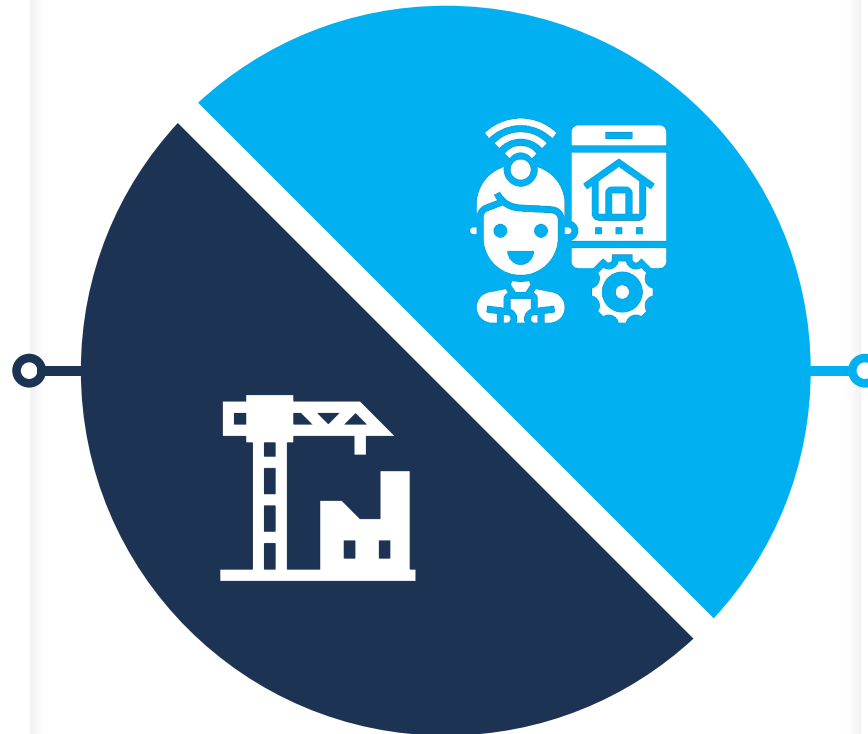
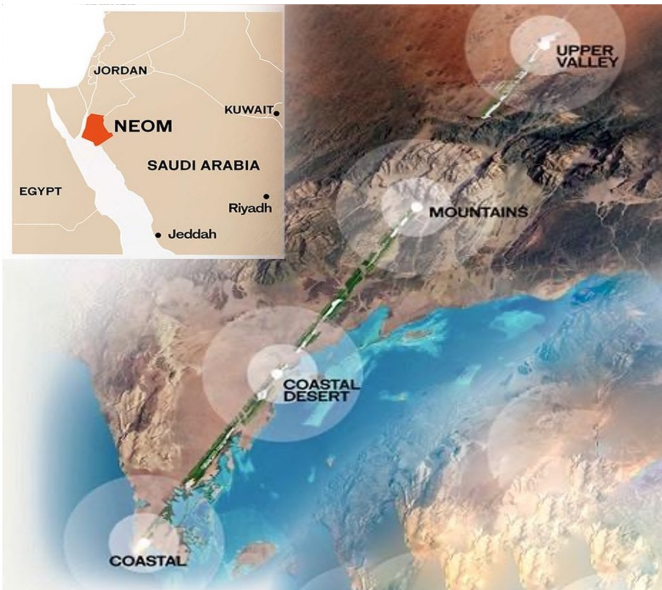


*PASSPATCH* technology allows for continuous, non- invasive temperature tracking and location monitoring to ensure people or products exposed to unsafe temperatures can be quickly located to remediate the situation.

# EXAMPLE OPPORTUNITY: THE LINE / NEOM, SA

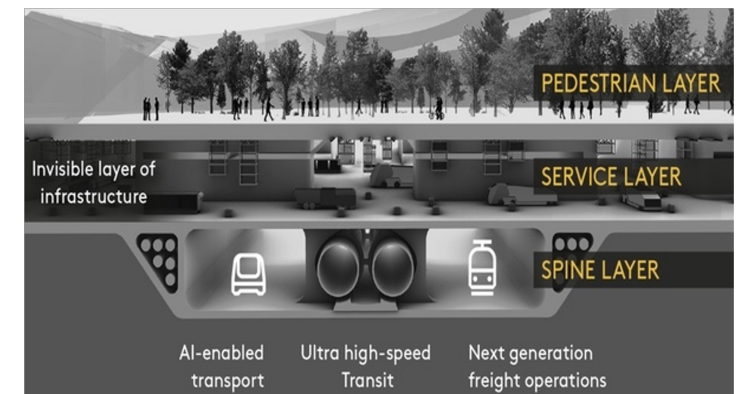
## Desert Construction

The Neom project is being built on a 26500 km<sup>2</sup> area (33 times bigger than New York City in the United States) stretched across a 468 KM long Red Sea coast.



## Smart “IoT” Living

The Neom project will house a 170-km long linear city - The Line, a floating industrial hub - The Oxagon, Trojena, and Neom Bay. The metropolis is slated to be the hub of technology, innovation, culture, education, and a preferred tourist destination.




# EXAMPLE OPPORTUNITY: THE LINE / NEOM, SA



The Neom project is being built on a 26,500 km<sup>2</sup> area (33 times bigger than New York City in the United States) with a monthly temperature greater than 70 degrees-F averaging greater than 100 degrees-F in the summer.

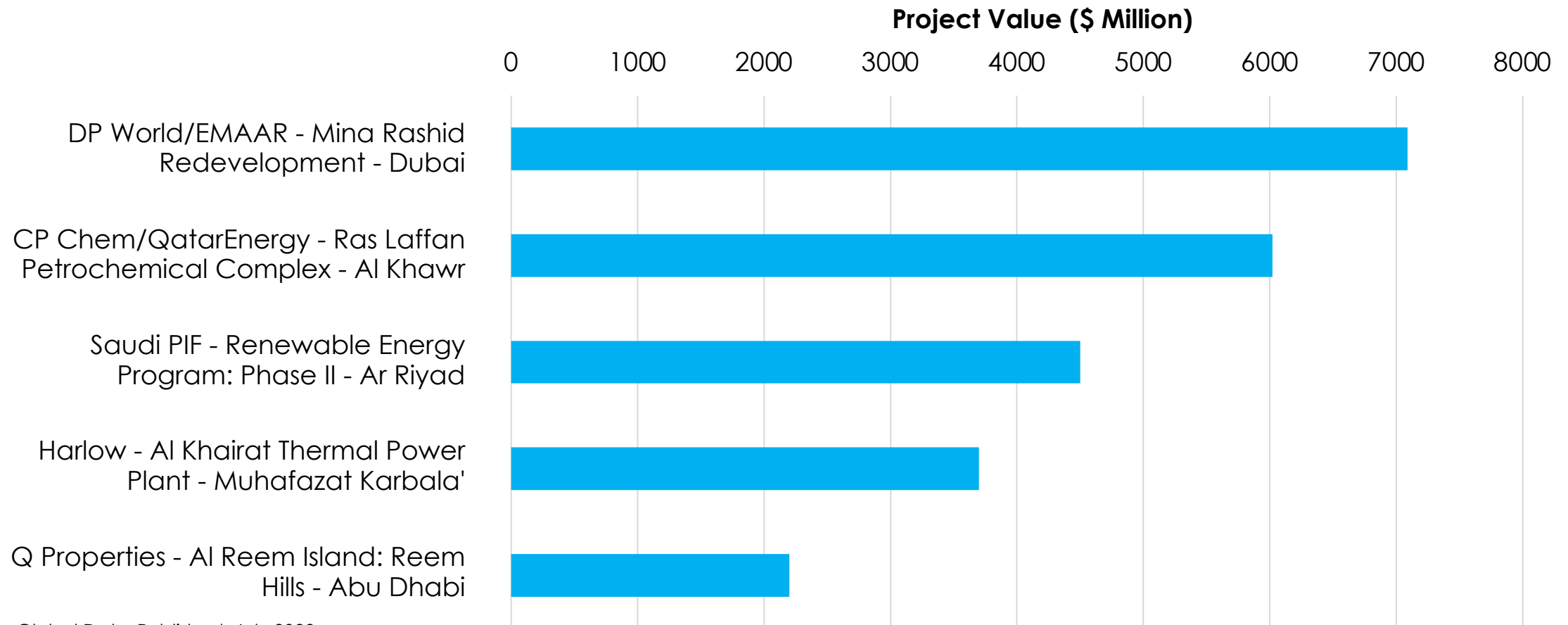
**162.7 km x 162.7 km**  
**30k workers**

 The Line: 3 Year Project Revenue Projection			
One-Time Project set up fee			\$ 30,000
Number of Construction Workers On Project	Price of Smart Thermometer	Smart Thermometer Sales	
30,000	\$ 59.99	\$ 1,799,700.00	
Number of Communications HW Rigs	Price of a HW Rig	HW Rig Sales	
600	\$3000	\$ 1,800,000.00	
Number of Communications HW Rigs	HW Rig Maintenance Fee/month	Contract Months	Maintenance Plan Sales
600	\$ 300	36	\$ 6,480,000.00
Number of Construction Workers on Project	Worker monitoring fee/month	Contract Months	
30,000	\$ 30	36	\$ 32,400,000.00
3 year project total			\$ 42,509,700.00

# Similar Opportunities–Middle East And Africa



## Middle East and Africa: 5 Largest Construction Projects Started in Q4 2022



Source: Global Data Published: July 2022



# PASSPATCH Impact



## Climate Adaptation



- Heat stress is a **\$2.4T** annual problem
- The 3-year average of workplace heat-related deaths has doubled since 1995, disproportionately affecting minorities.



## Workplace Safety



- Growing focus by companies on Safety ROI with **\$170B** in direct costs per year for injuries
- Workers are demanding increased safety protocols especially following the Covid-19 pandemic.
- OSHA's heat illness initiative increased monitoring, inspection, and penalties for companies failing to maintain standards

# Roadmap



**2020**

*PASSPATCH* was deployed at Centre Hospitalier De Fontaine Foundation in Cite Soleil, Haiti where it monitored patients with Covid-19 as well as patients in its Maternity Ward.



**2024 and beyond**





*PASSPATCH*'s goal is to build a **Smart Thermostat** called **Perseus** that is utilized across the Middle East and North Africa



**2024 and beyond**

Develop smart sensors for Structural Health Monitoring of concrete curing.

# US TAM Using Passpatch Smart Device

Entity Type 	Number of Entities 	Number of on-site Users/Entity 	US TAM/Entity 	Assume 8% market share of US TAM 
US Construction	50,000	30	1,500,000	120,000
US Mining	800	15	12,000	960
US Manufacturing	3000	50	150,000	12,000
US Agriculture — Unionized Farms	200,000	20	4,000,000	320,000

# US MODEL

		Year 1 (8 months)	Year 2 (12 months)	Year 3 (12 months)
Revenue		\$75,782,580.27	\$117,084,086.51	\$120,596,609.11
COGS		\$19,612,680.27	\$30,011,942.51	\$30,902,760.79
Expenses		\$689,988.00	\$949,992.00	\$1,950,012.00
P/L		\$55,479,912.00	\$86,122,152.00	\$87,743,836.32
Ending Cash Balance		\$55,479,912.00	\$141,602,064.00	\$229,345,900.32

(assuming 8% market share of US TAM with a 3% YoY growth)

# Raise

# \$5MM

Issuing a SAFE with a  
**\$40M** Valuation Cap with a  
**20%** Discount.



**PASSPATCH's vision is to be the  
lead provider of Smart-Home  
products in the Middle East and  
Africa.**

PASSPATCH



## Use of funds for the following strategic imperatives:



Hire 4 FTEs - Roles in Leadership, sales, marketing, and manufacturing



Accelerate product line go-to-market



Certification of and continued investment in the product line



Facility for design, prototyping, testing, and light manufacturing. Marketing and advertising including - event sponsorships, association memberships, media buys, promotions, etc.



Continued investment in the PASSPATCH platform including the introduction of Attobahn technology; a new faster, more secure Internet Protocol for IOT and Health Care data.



Develop smart sensors to monitor concrete curing.



Develop Smart Thermostat (**Perseus**) to enter the Smart-Home Market.



# Team

## **JOHNNY CATOR** Managing Partner

5 x Founder, 30+Year, Creative Technologist, Strategist and Entrepreneur, Digital Health, | Smart Footwear Systems, Smart Footwear Sensor, leading apps, software, and cloud solutions for Government and fortune 500 clients

## **JEROME HAMILTON** Managing Partner

Over 20 years of management experience in industrial products and Bio-Tech. Experienced in global operations with international assignments.

## **J. MICHEAU-CUNNINGHAM, PhD.** Managing Partner

15+ years of successful product development and Director-level Leadership Team experience creating devices and driving organizations in industries ranging from Medical Device, Automotive, Aerospace as well as sensor development for the Energy Sector (Nuclear).

## **GREG MCKENNA** Partner

A highly energetic, creative, innovative, and results-oriented technical and entrepreneurial business leader with exceptional analytical and problem solving skills, who is also an excellent communicator, team builder, coach and mentor. Specialties: PMI Certified Project Management Professional (PMP)  
Lean Six Sigma Certified Green Belt

## **LORENA MENGHIA** Director Relationship Mgmt

My background in professional sports has instilled in me a competitive spirit and a relentless pursuit of excellence. Throughout my career, I have honed my skills in building new companies from the ground up. From conceptualization to execution, I have experienced the excitement and challenges of taking an idea and transforming it into a thriving business.