

# SafeArbor

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Phone: **1-707-339-0667**

Location: **Las Vegas, NV**

Number of employees: **2**

Average 3-Month Trailing Burn Rate: **\$4,600**

Average 3-Month Trailing Revenue: **\$0**

Total funding to date: **\$0 (\$0 non-dilutive)**

Total capital needed to exit: **\$1,000,000**

Financing sought: **\$1,000,000**

Current investors:

**Multiple (Investor A) - Individual, Friends, Family, Network**

Forecasted revenue - year 1: **\$1,200,000**

Forecasted revenue - year 3: **\$12,000,000**

Forecasted revenue at exit - year 2025: **\$34,000,000**

Expected Revenue at Exit: **\$34,000,000**

Expected EBITDA at Exit: **\$13,600,000**

Patents Issued: **0**

Patents Pending: **1**

Top 3 Potential Acquirers:

**LeafLink**

**FedEx**

**Amazon**

Top 3 Deals in your sector:

**WM Holdings Company (Weedmaps) - 575000000**

**Sunlight Supply, Inc. - 450000000**

**Green Leaf Medical - 240000000**

Use of Funds, Milestones, Forecasted EV:

Lockers in field prove value proposition to clients and company	20-piece pilot running successfully in 3 target states for 2 months	\$300,000
Client learning curve for adoption of state-mandated compliance regulations	Successful software integration to 3 industry-leading Point of Sale, E-Commerce and State Tax Database platforms (ie Metrc)	\$250,000
Funding of working capital and for production of lockers	92 units sold in Year 1 with >50% to Multi state Operators	\$150,000
Total:		<b>\$700,000</b>
Forecasted Enterprise Value Increase:		<b>\$64,160,000</b>

\*Client Calculated

**In the booming regulated cannabis markets, SafeArbor is the only reg-tech hardware company that can provide IoT asset and parcel management systems suitable for varying state requirements, from our domestic, centralized manufacturing facility in Las Vegas.**

Problem:

We solve for inefficiencies, non-compliance, and safety risks across the cannabis supply chain. Product and cash on the road can get diverted, seized, hijacked or lost. In crowded dispensary aisles, customers face bottlenecks and extended queueing while managers lose money and employee time in inefficient retail salesflow and face state fines.

Solution:

SafeArbor makes contactless, cashless hardware systems that automate the process of cannabis pre-order pickup and transport/delivery. Our smart lockers allow operators to get more product to more customers safely, quickly, and affordably, optimizing user revenue while streamlining supply chain efficiencies in the age of Covid-19 and beyond.

Technology:

Our proprietary software receives, stores and tracks order data and customer information to process cannabis transactions at retail stores. Our tech features digital hardware and locks and integrates with cannabis Point of Sale and E-commerce systems, It will provide responsive and predictive reporting and analytics back to the dispensary.

Product:

Our 27-door dispensary retail locker is placed at the dispensary retail floor and processes pre-order pickup transactions. It features an interactive touchscreen, embedded ID and payment verification systems like a QR/barcode scanner and Debit PIN pad, and digitally triggered compartment locks, all connected to SafeArbor's proprietary software.

Target Market:

Our regulated-goods hardware targets the legal cannabis industry for market entry, as its complex regulatory structures make for the perfect use case. Target customers are high-margin dispensary groups, multi-state operators. Launch states are Nevada, Massachusetts, and California.

Forecasted TAM: **\$510,744,960** Market Share: **14.00%**

Forecasted SAM: **\$408,595,968** Market Share: **17.00%**

Forecasted SOM: **\$175,696,266** Market Share: **43.00%**

Top 3 Value Propositions:

**Reduces costs and increases profits for clients**

**Enhances security and safety for clients and the public**

**Early to market to introduce technology efficiencies to an industry where automation is not yet entrenched**

Competition:

**PopCom**

**Anna**

**Qwikleaf**

Business Model:

Clients pay an upfront price to purchase hardware and a recurring low monthly fee for ongoing locker connectivity and operational upgrades to the digital locker backend and integrations. Our affordable systems boost sales volume and efficiencies, paying for themselves in just over 3 months.

Go to Market Strategy:

We can gain widespread market traction prior to federal legalization, due to DOT/cannabis licensing prohibitions. We'll pilot and launch across 4 states (NV, MA, MI, CA) as first-to-market in cannabis dispensary pickup. We'll leverage retail unit sales toward purchase of our additional hardware.

