A global, searchable, company and industry-specific video and audio sharing platform with congruent and relevant results, connecting companies to the world.



## ISSUER PIXEL

Because an alternative does not exist...

**Investor Contact** 

David N. Baker, CEO dnb@issuerpixel.com (415) 297-4749

#### **How We Win**

#### **Watch Our Video Here**

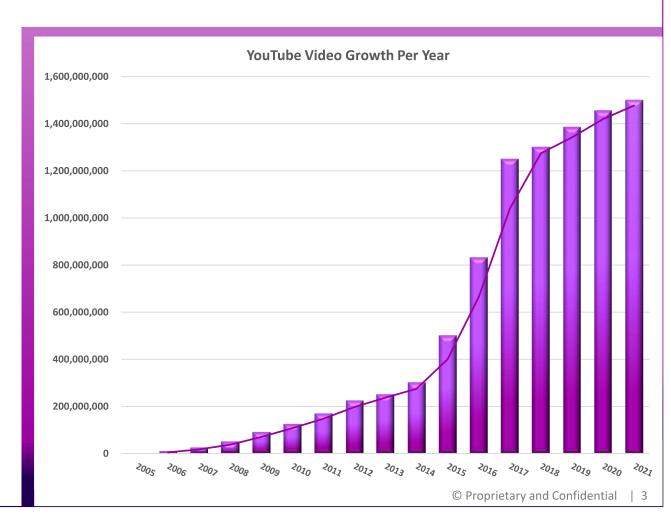
- Last Mover Advantage: Issuer Pixel wins by attacking a large market with a unique approach potential competitors have not signaled entry or awareness of this market.
- ➤ Network Effect: Issuer Pixel wins by having millions of issuers and users on the platform more platform users creates higher enterprise value.
- **Rapid Scaling:** Issuer Pixel wins by having standard-fixed costs and very-low marginal costs, giving our platform scalability and positioning for global expansion.
- Future Value: Issuer Pixel wins by building a platform for longevity greatest cash flows come from future growth.

## **Video and Audio Content Is Growing Rapidly**

> 59% of executives would rather watch a video than read text - Worldstream

➤ **81%** of businesses use video as a marketing tool, up from 63% over the last year - <u>Hubspot</u>

By 2022, online videos will make up more than 82% of all consumer internet traffic, 15 times higher than it was in 2017 - Cisco



## **Problem: Issuers**

- > A video and audio platform, for company content only, does not exist.
- > Issuers have difficulty being found by investors, partners, and suitors globally, including micro/small/mid-cap public, private, venture stage, foreign, and cryptocurrency issuers.
- Most issuers do not have a structure to organize their external facing video and audio content: including Fortune 500 companies.
- Issuers do not have an economic way to drive investors, partners, and suitors to their business, website, crowdfunding platform, or traded security.
- > Investor relations firms can utilize our issuer-specific video and audio sharing platform to be more effective at generating investment community visibility for their client companies.



## **Problem: Investment Community**

- Investors, partners, and suitors have difficulty identifying issuers globally and finding relevant video content: including micro/small/mid-cap public, private, venture stage, foreign, and cryptocurrency issuers.
- > Investors do not have a centralized platform or library to efficiently find video content by company Industry, Sector, Group or at any Product/Service level within an industry.
- Conducting onsite diligence on an issuer is expensive and timely due to travel.
- > SEC and corporate reporting standardizes available information, compared to the uniqueness of video content
- Analysts cannot quickly and accurately identify exact competitors within an industry taxonomy at a granular level for comparative analysis (quantitative and qualitative).



## **Problem: YouTube and Google Video Use Cases**

Disparate and Irrelevant Results Regarding Issuers and Sectors

#### **Situation**

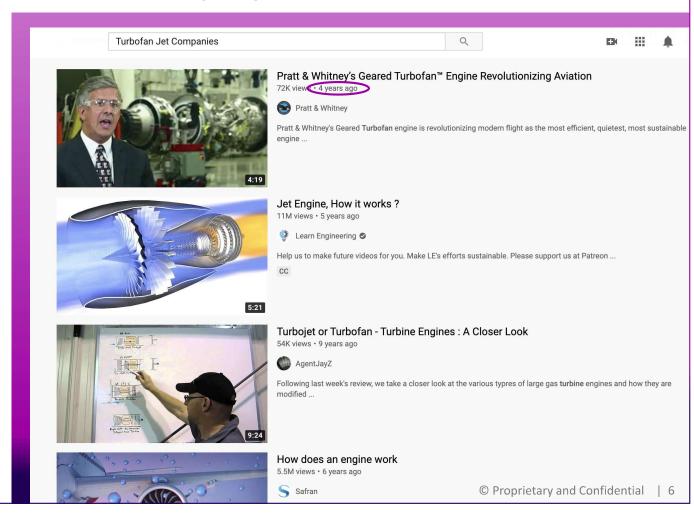
An investor, partner, or suitor is interested in video and audio content of companies that produce turbofans for jets. The investor searches desired content on YouTube and Google Video.

#### **Issuer-Specific Problem**

YouTube and Google Video is not issuer-specific and returns a variety of <u>dated</u> video and audio content. Minimal content relates to issuers (i.e. Pratt & Whitney), but most results are non-issuer related (educational material).

#### **Industry & Size Problem**

Micro/small/mid-cap public, private, venture stage, and foreign turbofan companies and sectors do not populate in the search results or are extremely hard to find (i.e Powerjet, Kilmov).



## **Problem: Dailymotion Use Case**

Disparate and Irrelevant Results Regarding Issuers and Sectors

#### **Situation**

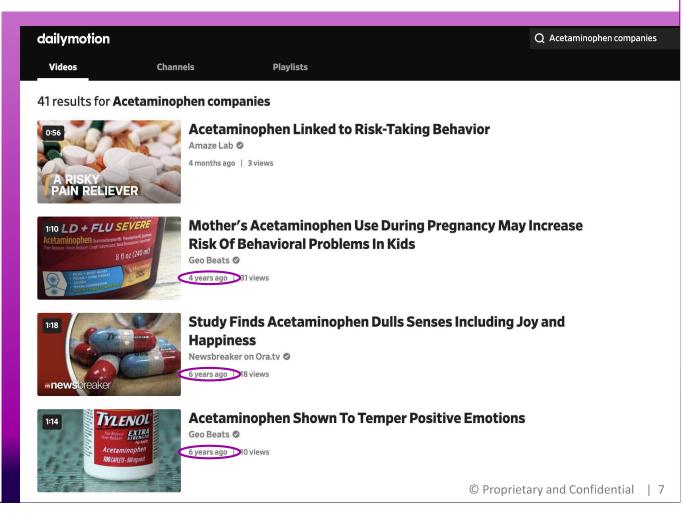
An investor, partner, or suitor is interested in video and audio content of companies that produce Acetaminophen. The investor searches desired content on Dailymotion.

#### **Issuer-Specific Problem**

Dailymotion is not issuer-specific and returns a variety of <u>dated</u> video and audio content. Minimal content relates to issuers and most results are non-issuer related (news and educational material).

#### **Industry & Size Problem**

Micro/small/mid-cap public, private, venture stage, and foreign acetaminophen companies and sectors do not populate in the search results or are extremely hard to find.



## **Solution**

A global, searchable, company and industry-specific video and audio sharing platform with congruent and relevant results, connecting companies to investors, partners, and suitors for awareness, shareholder sponsorship, and virtual due diligence







Issuer

ISSUER PIXEL



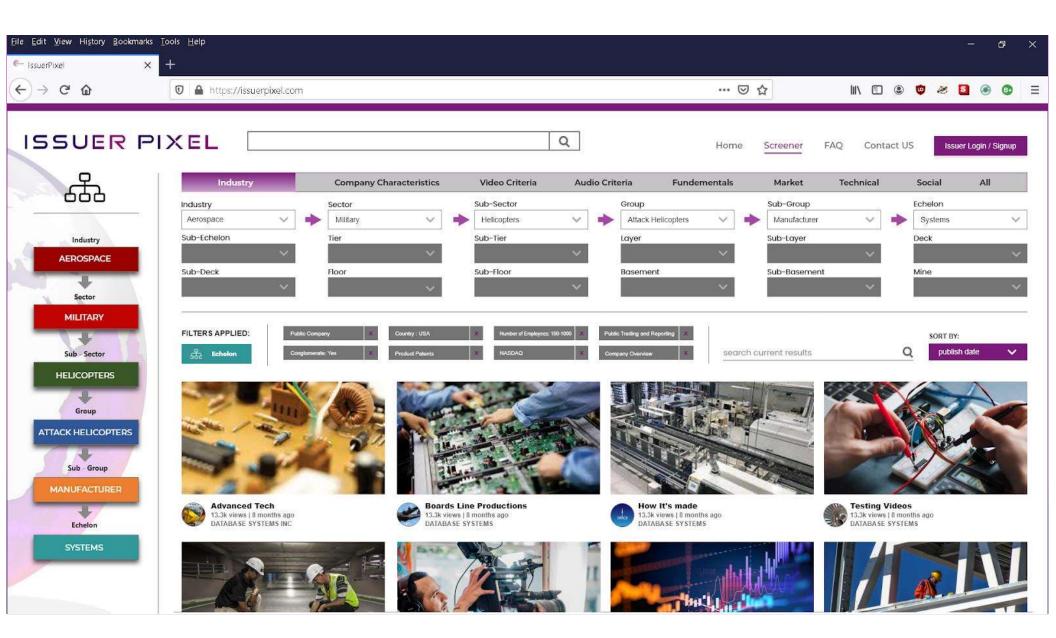
**Companies Upload Video** and Audio Content

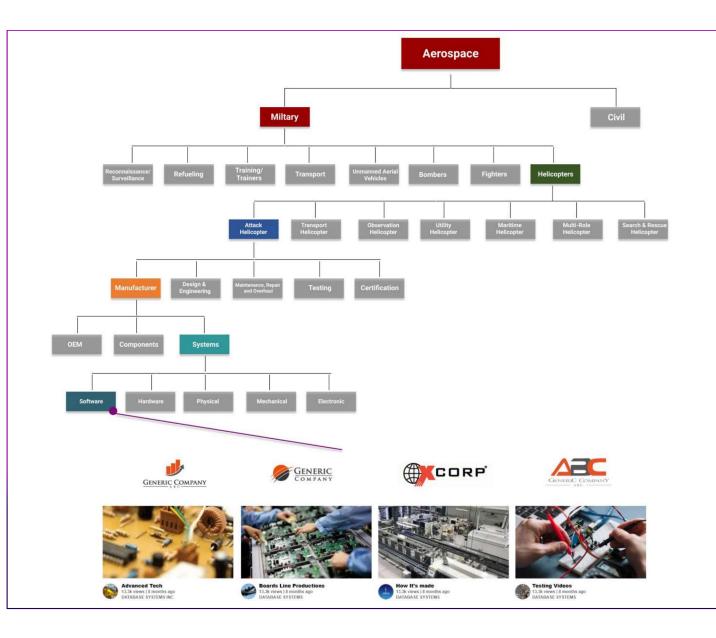


Investors/Partners/Suitors/ **Search Video and Audio Content** 

**Issuers need** a global, scalable company-specific video and audio platform to create and amplify awareness for investment sponsorship, fundraising opportunities and economically efficient access to investors.

**Investors need** a global, company-specific video and audio platform to easily identify all issuers (including micro/small/mid-cap public, private, venture stage, foreign, and cryptocurrency issuers) and sectors of interest and completely obviate onsite diligence time and cost.





Issuer Pixel proprietary, patent pending technology for the hierarchically indexed and cross indexed organization of video and audio content.

## **Key Investor**

"Issuer Pixel is the perfect solution amidst the growing trend of companies looking to provide video-based content in order to connect and provide information to their investors, partners, and customers. There is tremendous value in having content organized in a logical methodology for users, thereby allowing it to reach the target audience."



**Steve Shum CEO** INVO Bioscience, Inc. (NASDAQ: INVO) Investor

## **Platform Benefits: Issuers**

- Unique video and audio database creates investment community visibility for public and private companies: No other issuer-specific video and audio database is in existence.
- > Scalable, global, and cost-effective exposure for all issuers utilizing video and audio content.
- Multiple searchable attributes enables investors to easily find issuers, as opposed to other video/audio platforms that are not issuer-specific.
- > Drive investors, partners, and suitors to their business, website, crowdfunding platform, or traded security.
- > Communicate with buy-side, sell-side and strategic partners, providing issuers with investment sponsorship, fundraising opportunities and economically efficient access to investors.



Issuer

## Platform Benefits: Investors, Partners, and Suitors

- > Search companies and sectors with congruent and relevant results.
- > Reduce diligence time and eliminate travel expenses by watching issuer videos/audio to truly understand the company and management.
- ldentify and conduct diligence on companies based upon video and audio content types, qualitative company attributes, and over one-million industry criteria.
- Communicate with company executives giving investors, partners, and suitors, on-demand access to companies.
- > Get extremely accurate peer group analysis and relative valuation comparisons based upon our proprietary taxonomy.



## **Total Available Market: Number of Companies Globally**



## **Domestic Companies**

Over 1,288,963 Domestic Companies

More than 10 Employees -Census Bureau

25,327 Public Companies - NYSE, NYSE American, NASDAQ, OTCQX, OTCQB, PINK SHEETS

> 1,263,636 Private Companies More than 10 Employees



## **International Companies**

Over 140,000,000 International Companies

More than 10 Employees - Issuer Pixel Internal Estimates

630,000 Public Companies - Investopedia

139,370,000 Private Companies More than 10 Employees

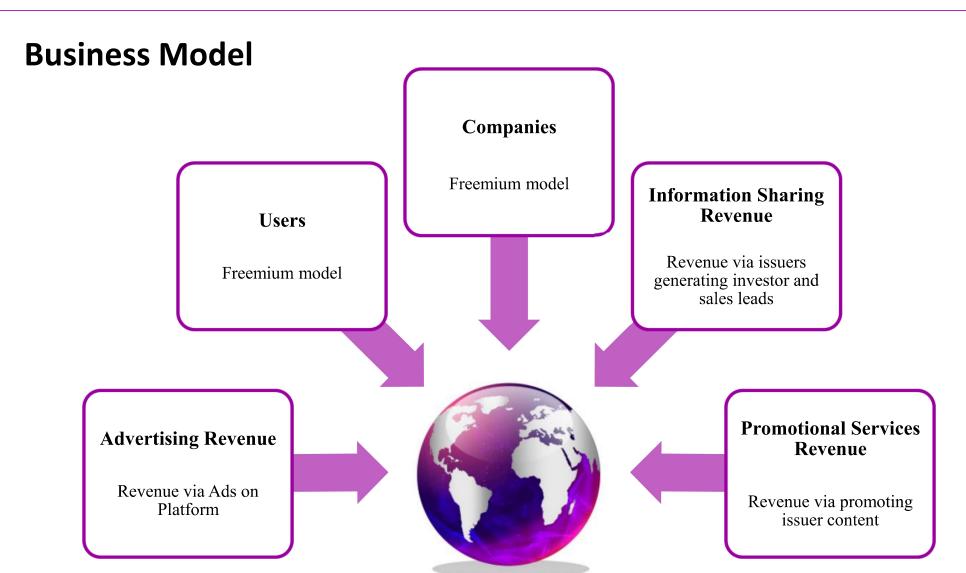
## Initial Target Market: Multi-Billion Dollar Annual Global Opportunity

\$4.8 Billion Market

\$2.5 Billion **Available Issuer Market** 

\$1.4 Billion Available **User Market** 

\$900 Million Corporate Video **Sharing Ad Market** 



## **Patent Application Pending**

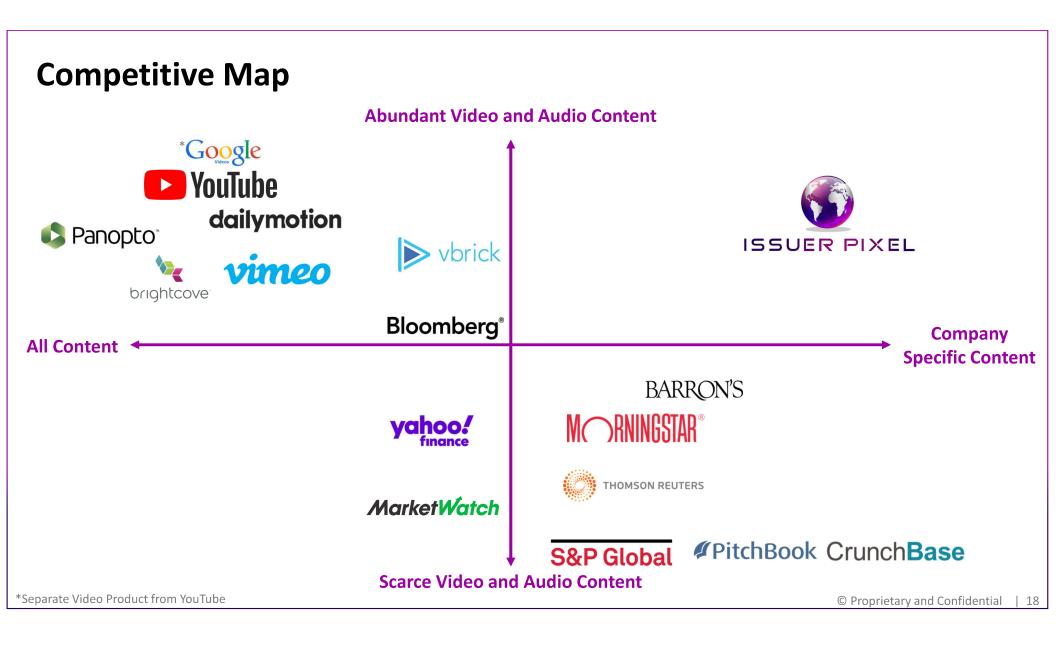
## **Title of Invention**

Hierarchically Indexed and Cross Indexed, Industry-Centric, Media Focused Relational Database

Patent pending technology leveraging the power of machine learning and AI. Patent strategy is Omnibus patent family with 6 patents planned. 1st Utility patent filed and pending. 5 more patents being prepared and will be strategically filed.

**Receipt Date** 

2020



## **Comparable Companies**

#### **Comparable Companies and Description**

**Valuation** 



Online video platform for streaming, hosting, and organizing video content

\$877 Million



Video hosting, sharing, and services platform focused on high-definition video

\$6 Billion



Panopto\*

Live streaming and video content management solutions for the digital enterprise

Total Funding

Recording, streaming, and video content management software used in E-learning environments

\$71 Million

\$60 Million

## **Founders**



David Baker, CEO, Chief Product Architect and Founder David co-founded Revere Data LLC (fka Sectorbase), which was eventually acquired by Factset Data Systems, Inc. David's 29-year career includes leading three hedge funds, proprietary trading, investment banking, and securities brokerage. He is responsible for the overall success of Issuer Pixel.



**Vadim Tarasov**, Chief Information Officer and Founder Vadim has co-owned a software development company for 9 years, and has developed software for startups and Fortune 500 companies. Vadim is responsible for designing, leading, and managing technology and information systems across all internal operations.



Byron Kwok, Chief Technology Officer and Founder Byron has co-owned a software development company for 9 years, and has developed software for startups and Fortune 500 companies. Byron is responsible for building the Issuer Pixel technology platform.



David Guzy, Chief Content & Research Officer, Interim Chief Financial Officer and Founder David has Big Bank experience, and was Top Rated at Bank of America. David has operated a data and financial analytics consulting firm for 3 years. David is responsible for the design, construction, management of industry taxonomies, and content for the Issuer Pixel platform. He is also the interim CFO.

#### **Advisors**



Robert Pederson II, Founder & Former CEO, ZAGG Inc. Advisor and Investor

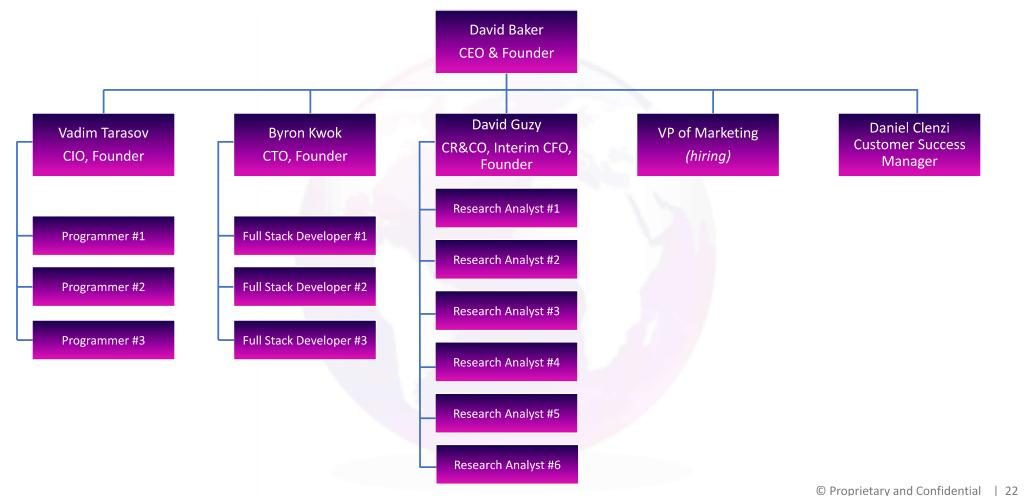
Mr. Pedersen was co-founder, CEO and Chairman of ZAGG, Inc (NASDAQ: ZAGG), growing the company from a startup to \$265 Million of revenue in 8 years. Mr. Pedersen has been interviewed on national television shows including CNBC's Mad Money with Jim Cramer and Squawk Box. He has received many awards, including 2009 Earnst & Young's Entrepreneur of the Year and 2012 CEO of the Year presented by Utah Business Magazine.



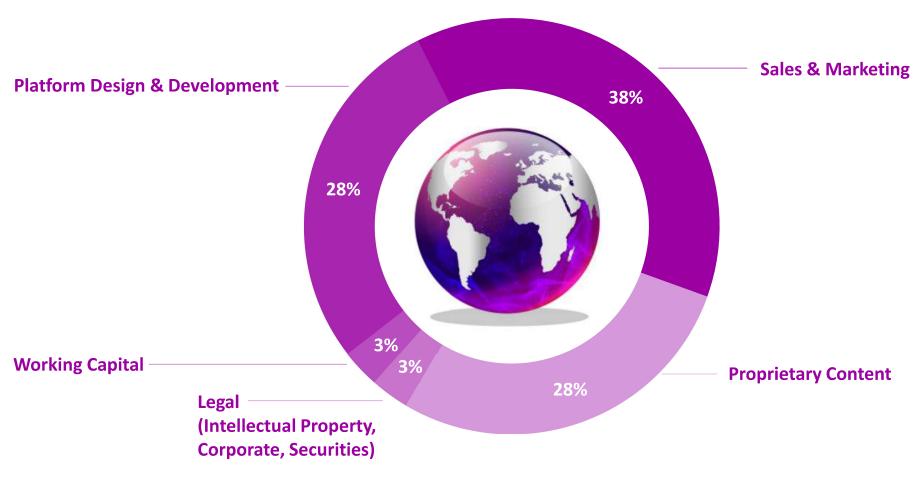
**David Collins, Managing Director, Catalyst IR** Advisor and Investor

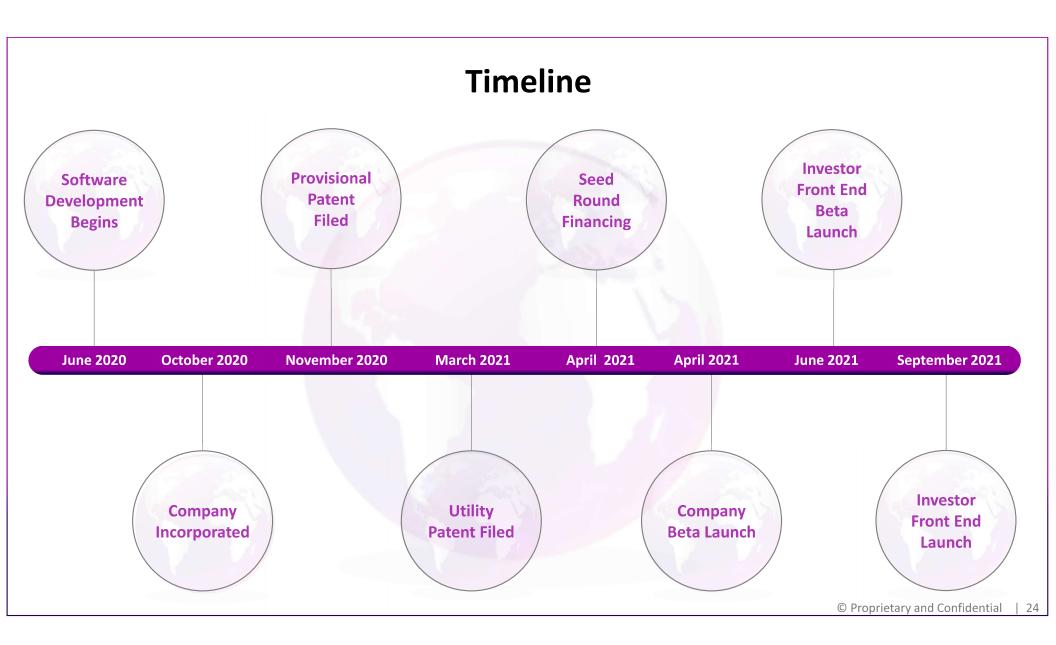
Mr. Collins has 30+ years' experience as a private investor, entrepreneur and investor relations consultant. He has successfully guided and executed investor relations, corporate communications and social media programs for a diverse array of companies. Most notably, Mr. Collins represented Marvel Entertainment for ten years, from its emergence from bankruptcy through to its sale to Disney.











#### **Reasons To Invest in Issuer Pixel**

- Management team has successfully founded startups and has extensive experience in financial services and Saas applications. CEO co-founded Revere Data LLC (fka Sectorbase), which was eventually acquired by Factset Data Systems.
- > A total available multi-billion dollar global revenue opportunity for both domestic and international presence.
- Issuer Pixel has multiple revenue streams: Issuer Subscription Fee, Investor Subscription Fee, Advertising Revenue, Information Sharing Revenue, and Promotional Services Revenue.
- Patent pending and patent strategy protects Issuer Pixel's intellectual property, discouraging competition and encouraging potential acquisition.
- An alternative does not exist. Issuer Pixel is the first global, scalable, issuer and company-specific video and audio platform connecting issuers to investors, partners, and suitors.
- > Video and audio content is growing rapidly. Most consumers would rather watch a video than read text.

# Platform Demo Available Upon Request for Accredited and Institutional Investors

**Watch Our Video Here** 

#### **Investor Contact**

David N. Baker, CEO dnb@issuerpixel.com (415) 297-4749

### Disclaimer

This presentation includes statements concerning the Company's expectations, beliefs, plans, objectives, goals, strategies, assumptions of future events, future financial performance, or growth and other statements that are not historical facts. These statements are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, readers and the audience can identify these forward-looking statements through the use of words or phrases such as "estimate," "expect," "anticipate," "intend," "plan," "project," "believe," "forecast," "should," "could," and other similar expressions. Forward-looking statements involve risks and uncertainties that may cause actual results or outcomes to differ materially from those included in the forward-looking statements. The Company's expectations, beliefs, and projections are expressed in good faith and are believed by the Company to have a reasonable basis, but there can be no assurance that management's expectations, beliefs, or projections will result or be achieved or accomplished. Any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update the information contained in any forward-looking statements to reflect developments or circumstances occurring after the statement is made or to reflect the occurrence of unanticipated events.

In addition to financial measures calculated in accordance with generally accepted accounting principles ("GAAP"), this presentation contains certain non-GAAP financial measures. The Company believes that such non-GAAP financial measures are useful because they provide an alternative method for assessing the Company's operating results in a manner that is focused on the performance of the Company's ongoing operations, for measuring the Company's cash flow and liquidity, and for comparing the Company's financial performance to other companies. The Company's management uses these non-GAAP financial measures for the same purpose, and for planning and forecasting purposes. The presentation of non-GAAP financial measures is not meant to be a substitute for financial measures prepared in accordance with GAAP.

This is not an offering of securities. Any such offer must be accompanied by an Offering document. Readers are urged to consider closely the disclosures in our Offering documents.