dropwater

MADE TO ORDER BOTTLED DRINKS

THE CURRENT METHOD IS:

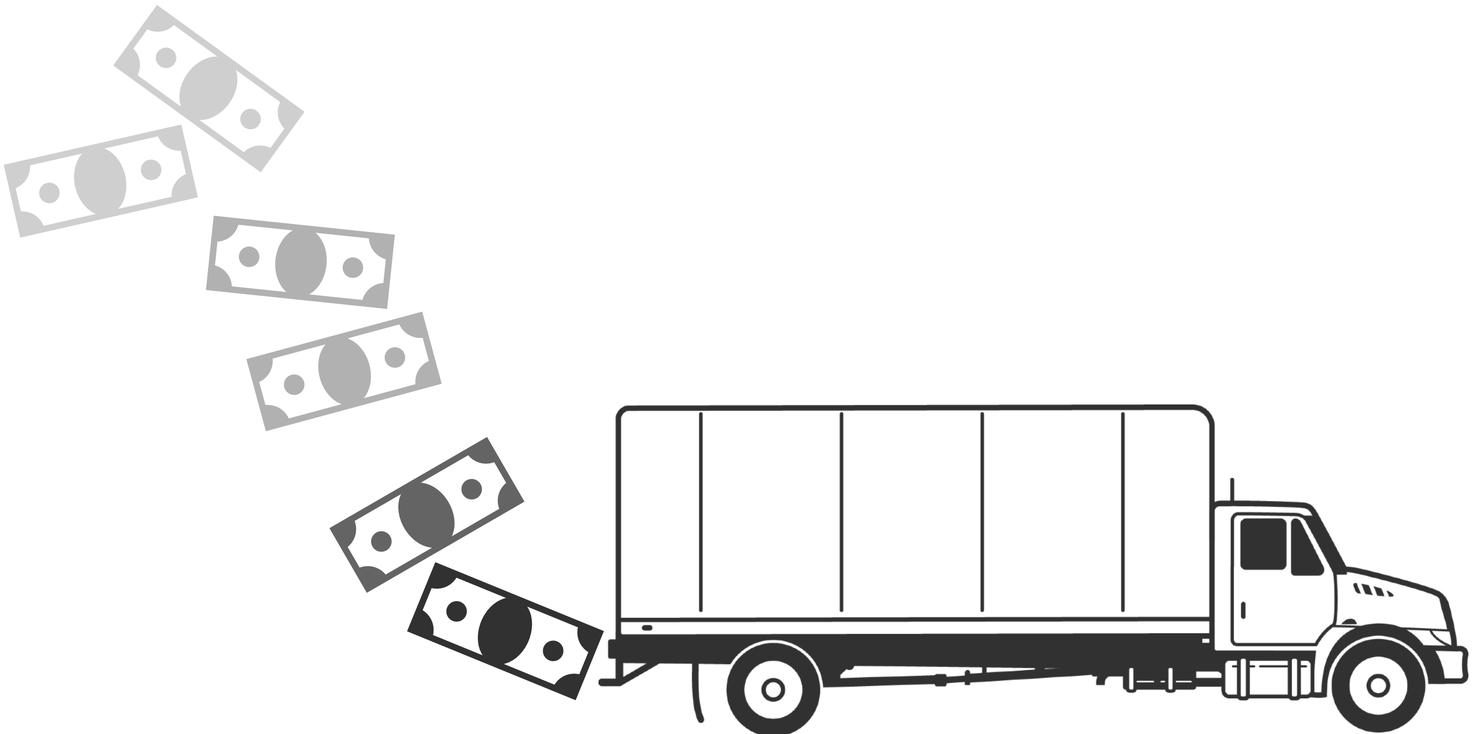
HARMFUL

Over 480 Billion bottles of water were made last year. That is enough bottles to wrap around the equator over 2500 times.

THE CURRENT METHOD IS:

INEFFICIENT

Profits are literally going up in
smoke when companies
transport their bottled drinks full.



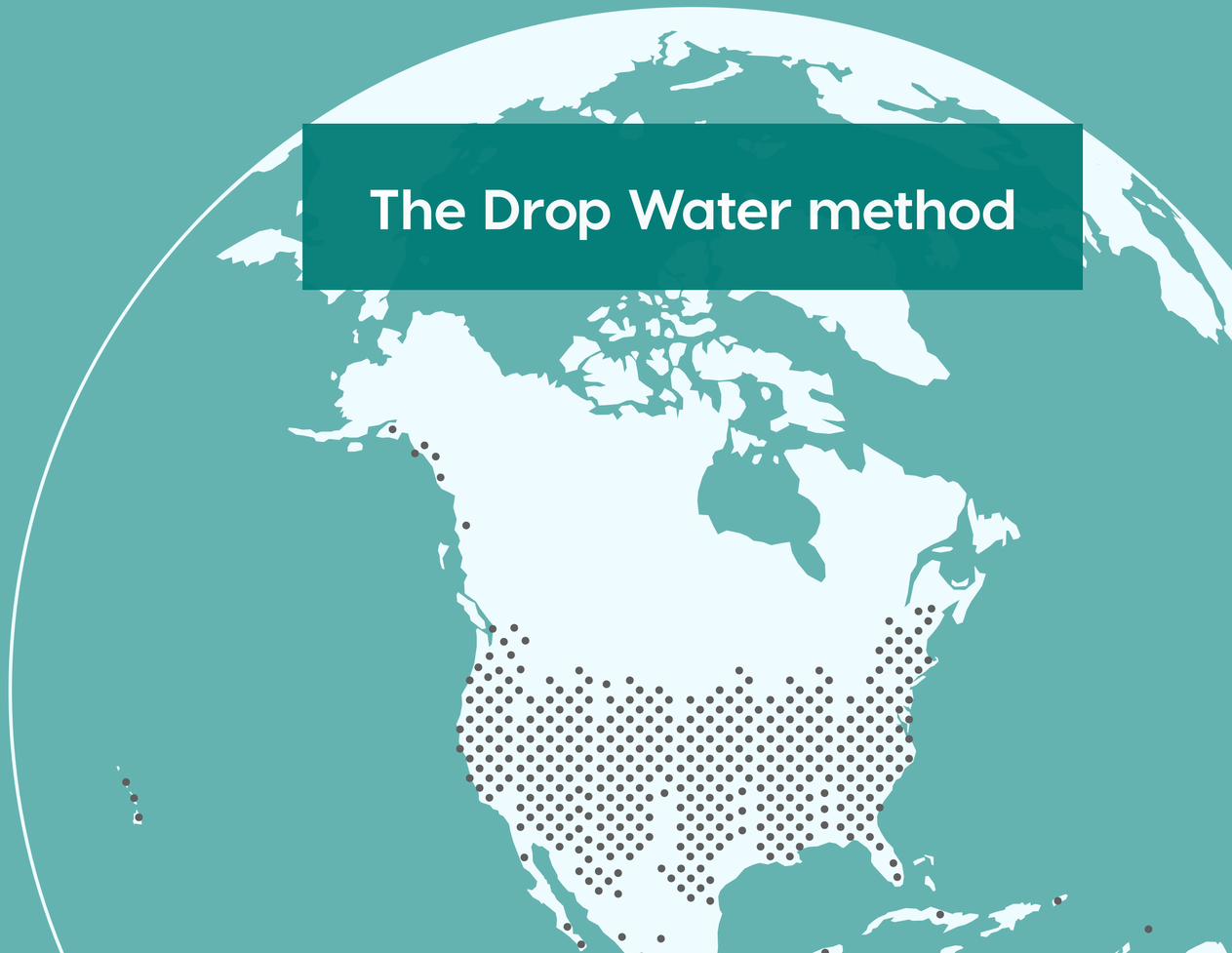
THE CURRENT METHOD IS:

UNDER SCRUTINY

Consumers and business are realizing and reacting to the environmental cost of bottled water. Many locations are banning the sale of it, such as the San Francisco International Airport.

Drop Water is shifting capital expenditures away from fossil fuels and manual labor and into a sustainable and efficient bottling network.

Traditional method



The Drop Water method

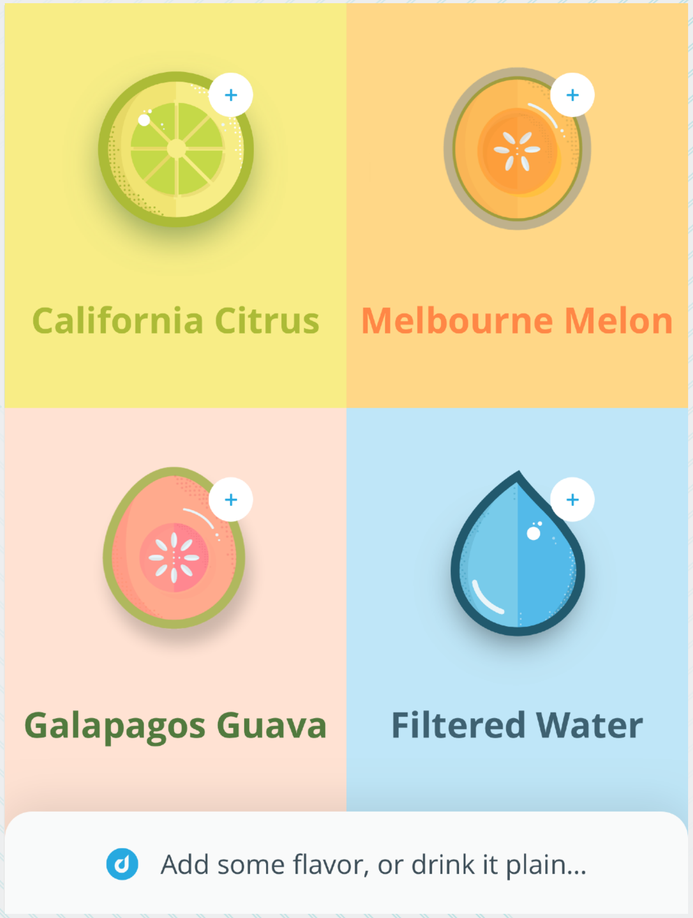
We fill and sell our drinks using our patent pending Drop Station and Drop Bottle.

DROP STATION

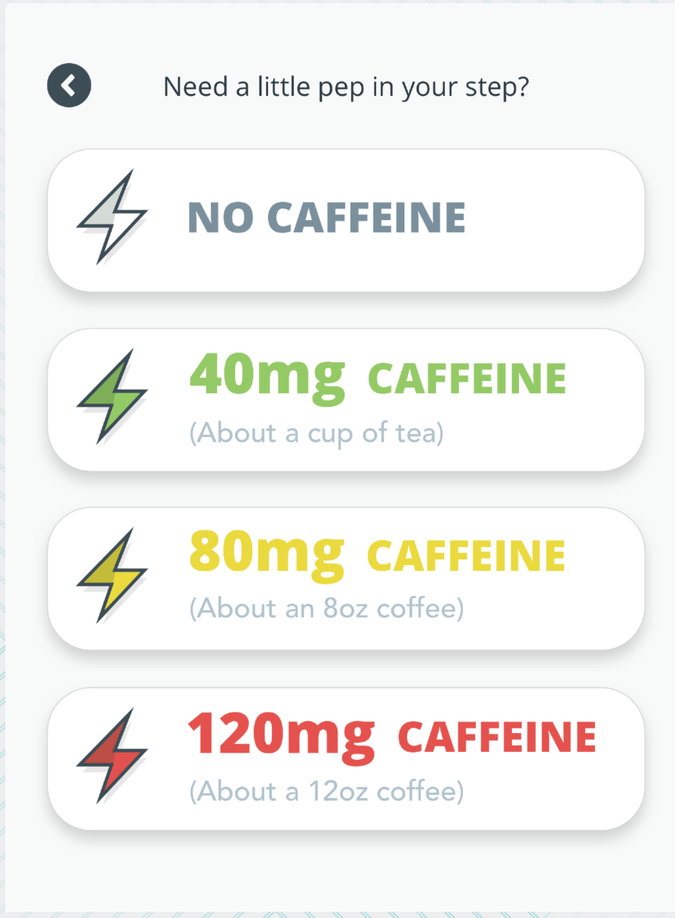
DROP BOTTLE

Customers personalize their drinks with flavors and functional ingredients.

CUSTOMIZE YOUR NATURAL FLAVOR



ADD CAFFEINE VITAMINS & MORE



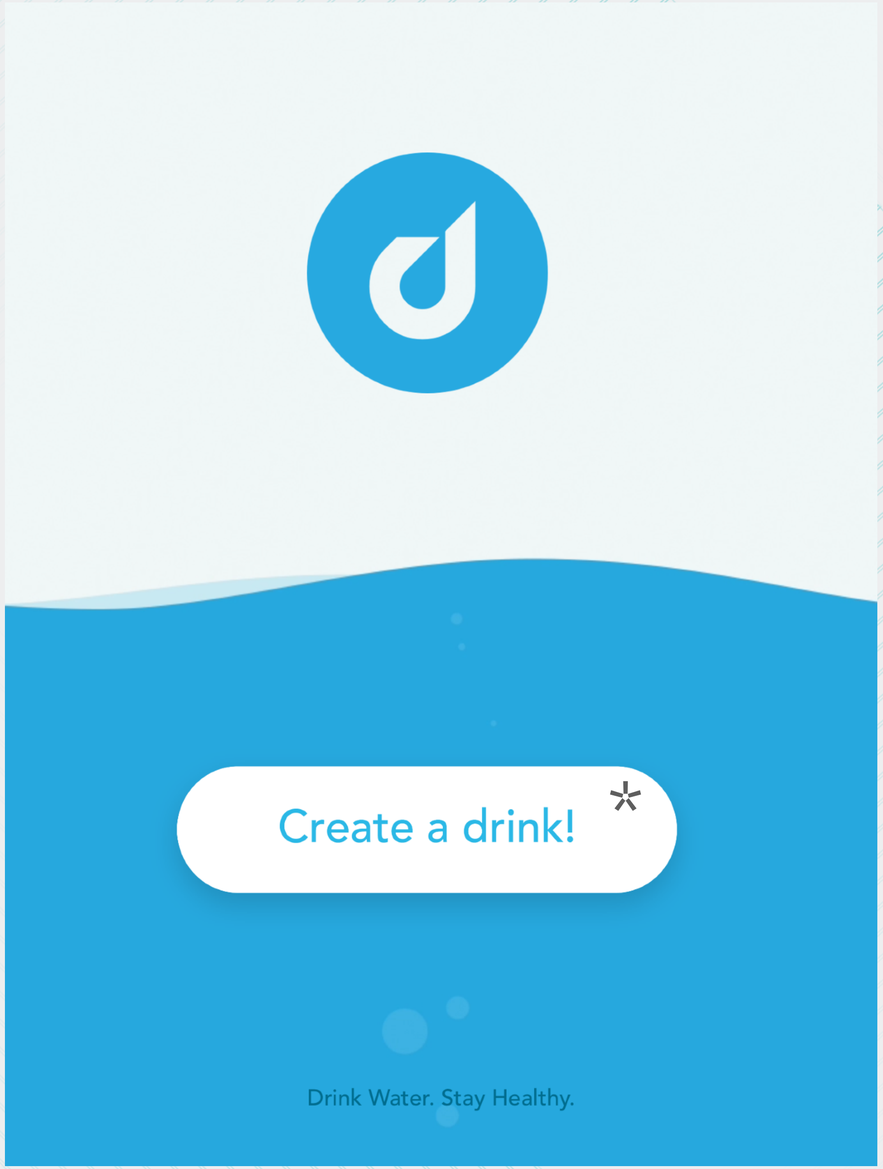
THE FOLLOWING SLIDES ARE A WALKTHROUGH OF THE CURRENT MACHINE THAT IS IN USE

THE DROP KIOSK HAS TWO MAIN FUNCTIONS.
1. Bottling Drinks.
2. Refilling Containers.

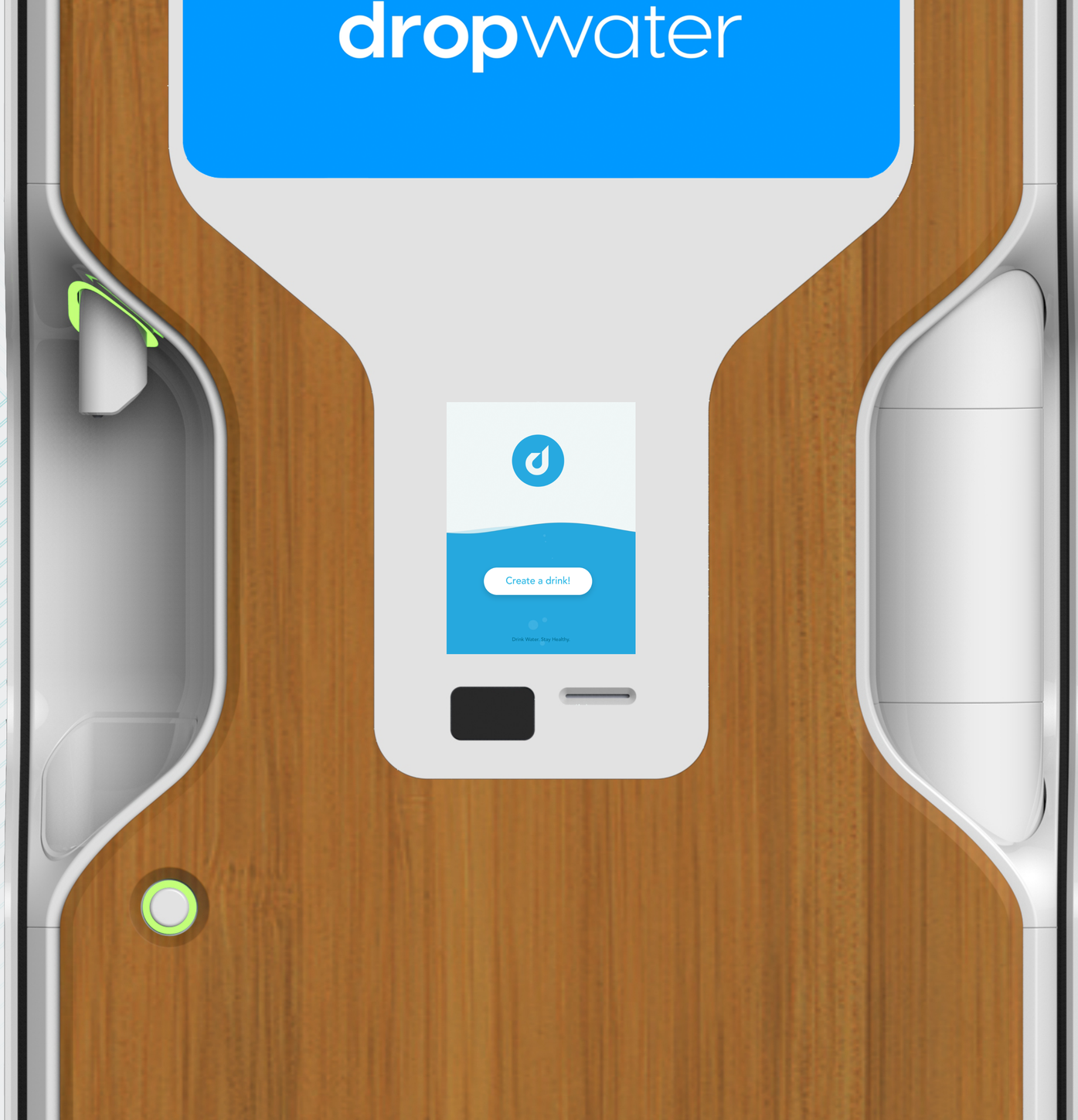
Function 2: refilling containers.

Function 1: Ordering drinks that are autonomously dispensed into compostable containers.

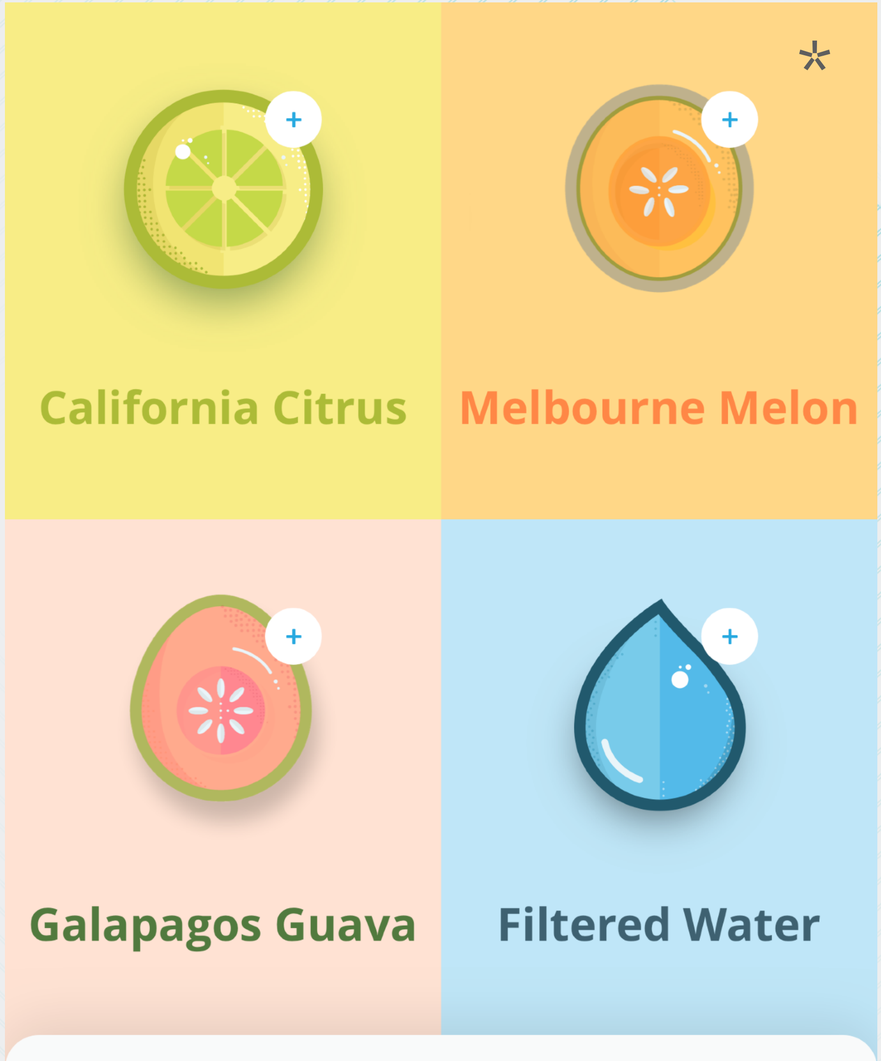
Screen 1



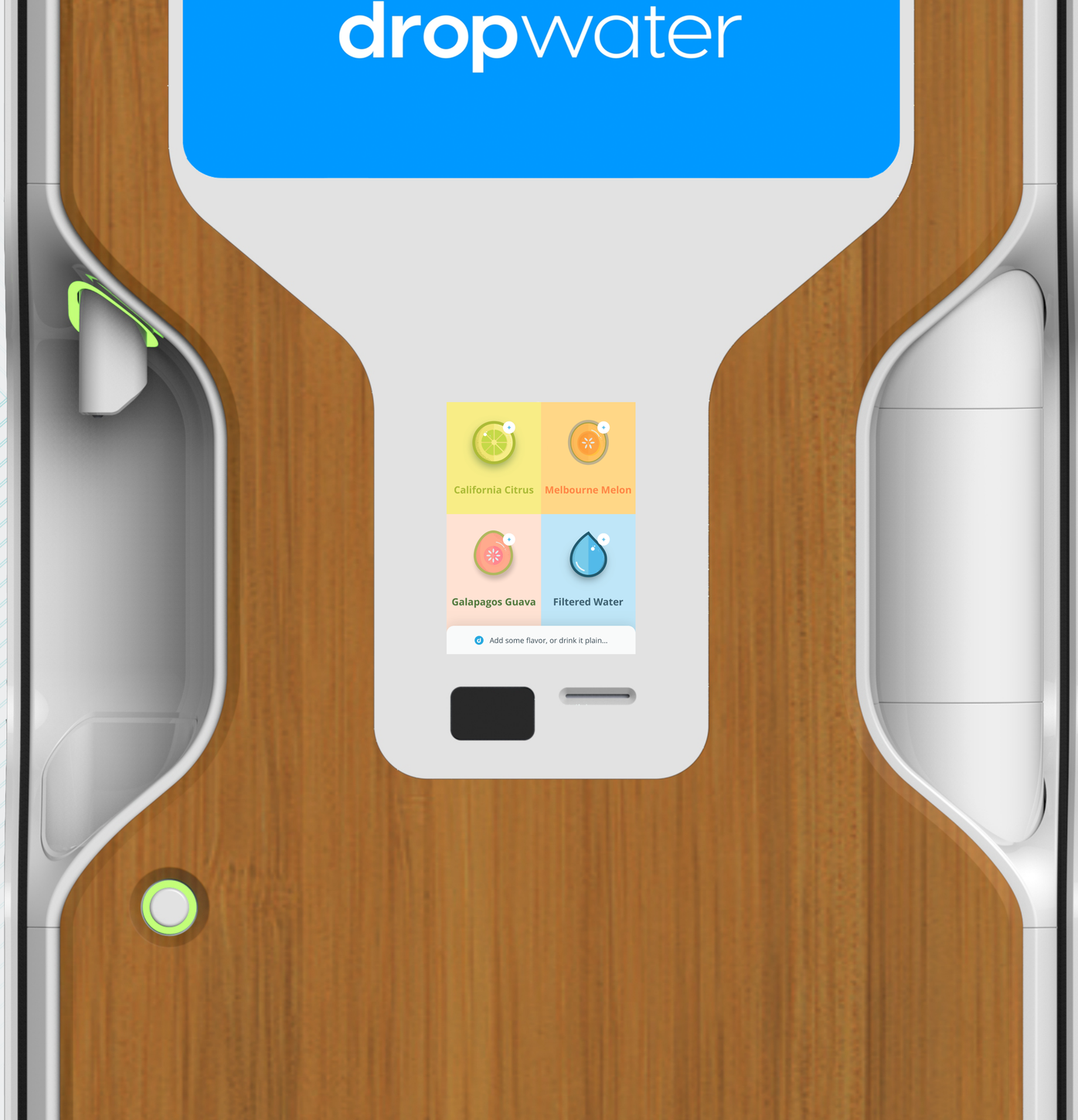
Press anywhere on this screen to begin.



Screen 2



Select a flavor, or not.



Screen 3

Need a little pep in your step?

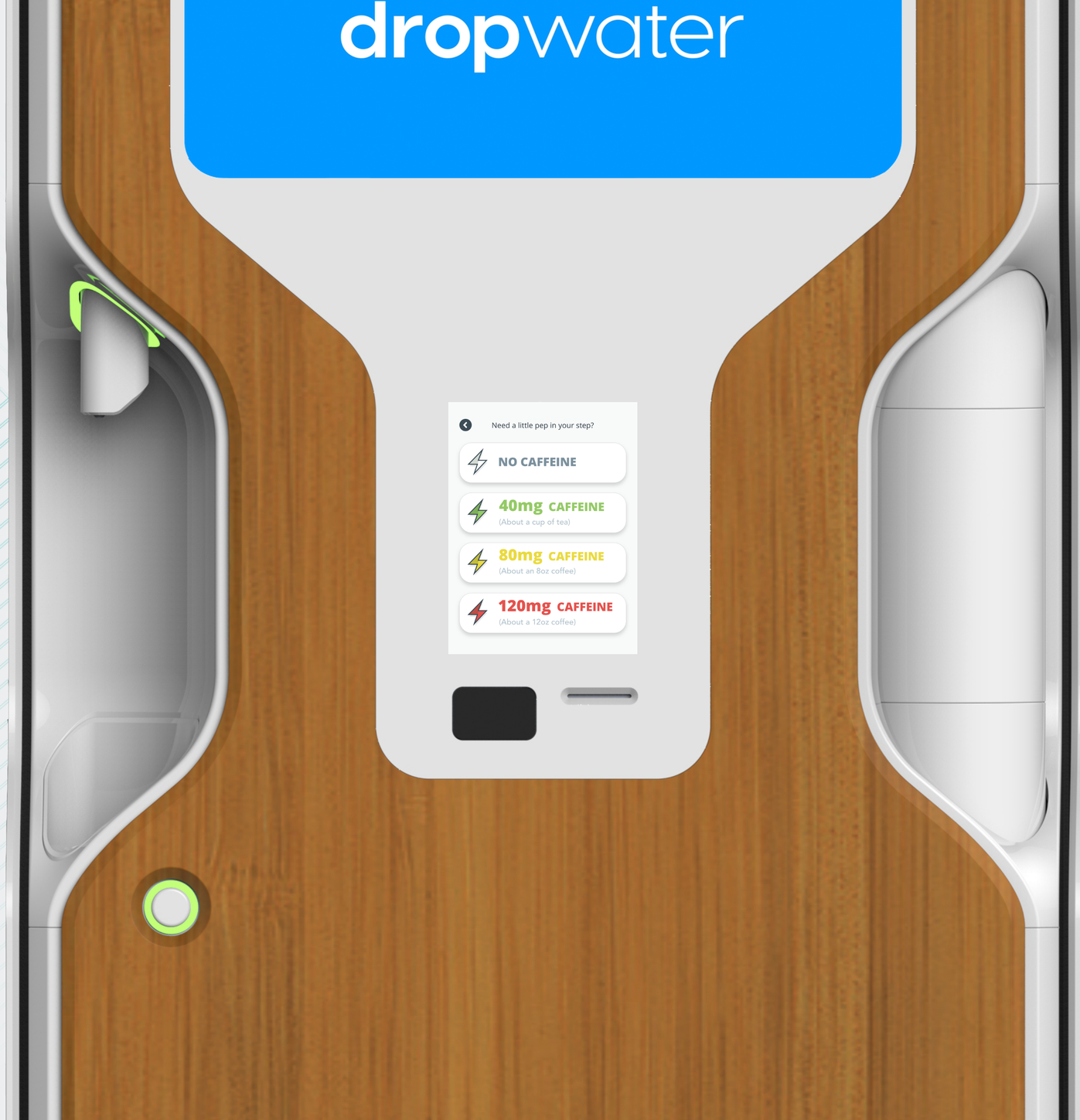
NO CAFFEINE *

40mg CAFFEINE
(About a cup of tea)

80mg CAFFEINE
(About an 8oz coffee)

120mg CAFFEINE
(About a 12oz coffee)

Choose to add caffeine, or not.



Screen 4

Select your desired water temp

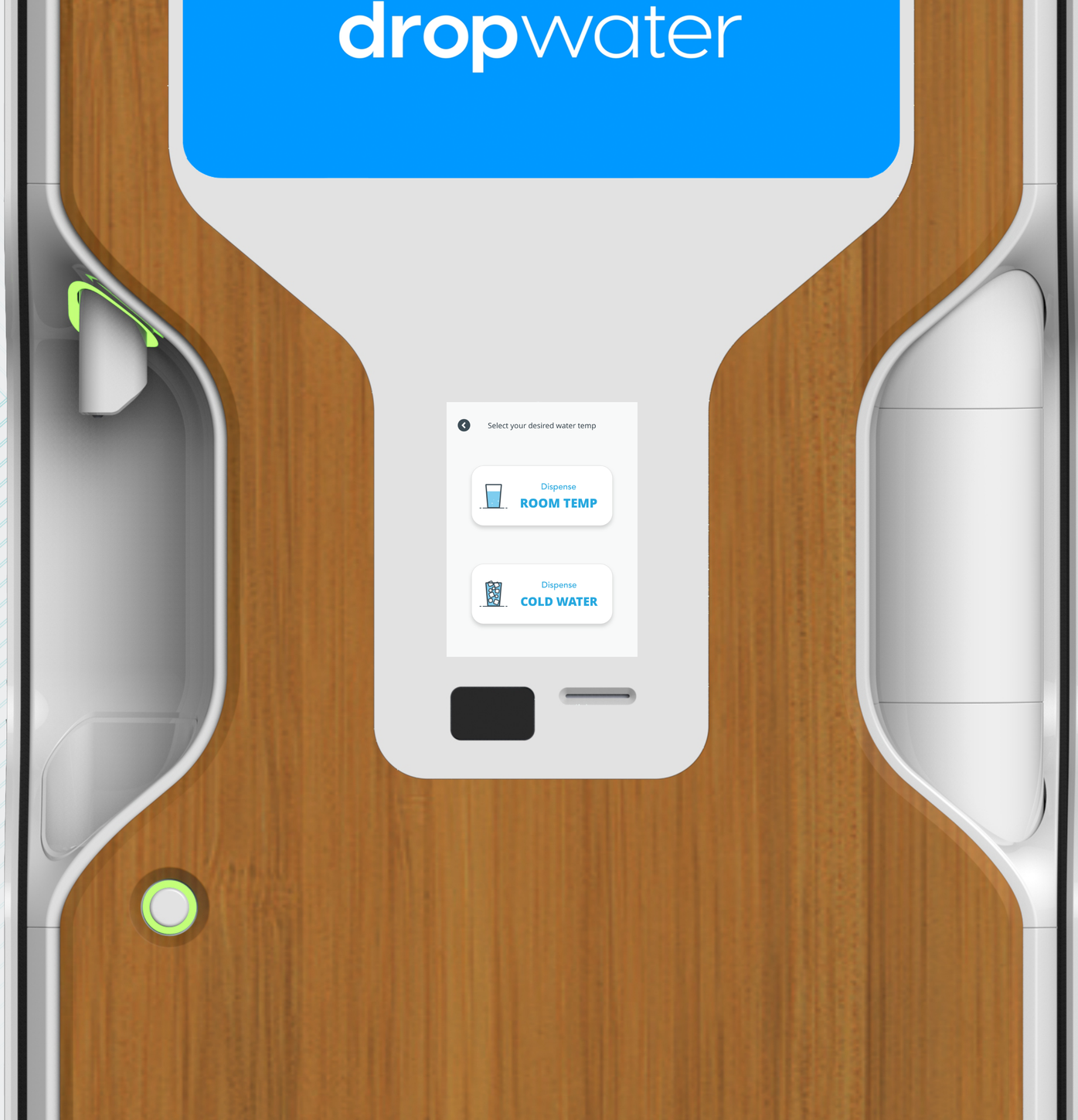
Dispense

ROOM TEMP

Dispense

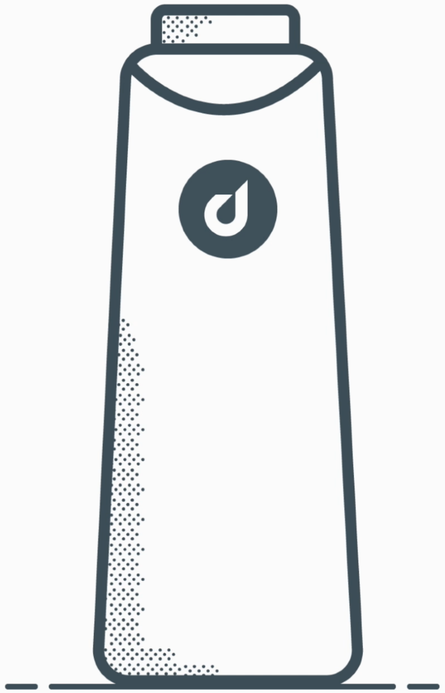
COLD WATER *

Choose temperature.



Screen 5

We are making your custom drink!



Melbourne Melon Drink

Nutrition Facts

1 serving per container

Serving size	**400mL**
Amount per serving	
Calories	**0**
	% Daily Value*
Total Fat 0g	**0%**
Cholesterol 0mg	**0%**
Sodium 0mg	**0%**
Total Carbohydrate 0g	**0%**
Protein 0g	**0%**
Vitamin D 0mcg	**0%**
Calcium 0mg	**0%**
Iron 0mg	**0%**
Potassium 0mg	**0%**
Vitamin C 181mg	**302%**

Not a significant source of calories from fat, saturated fat, transfat, dietary fiber, or sugars.

* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutriton advice.

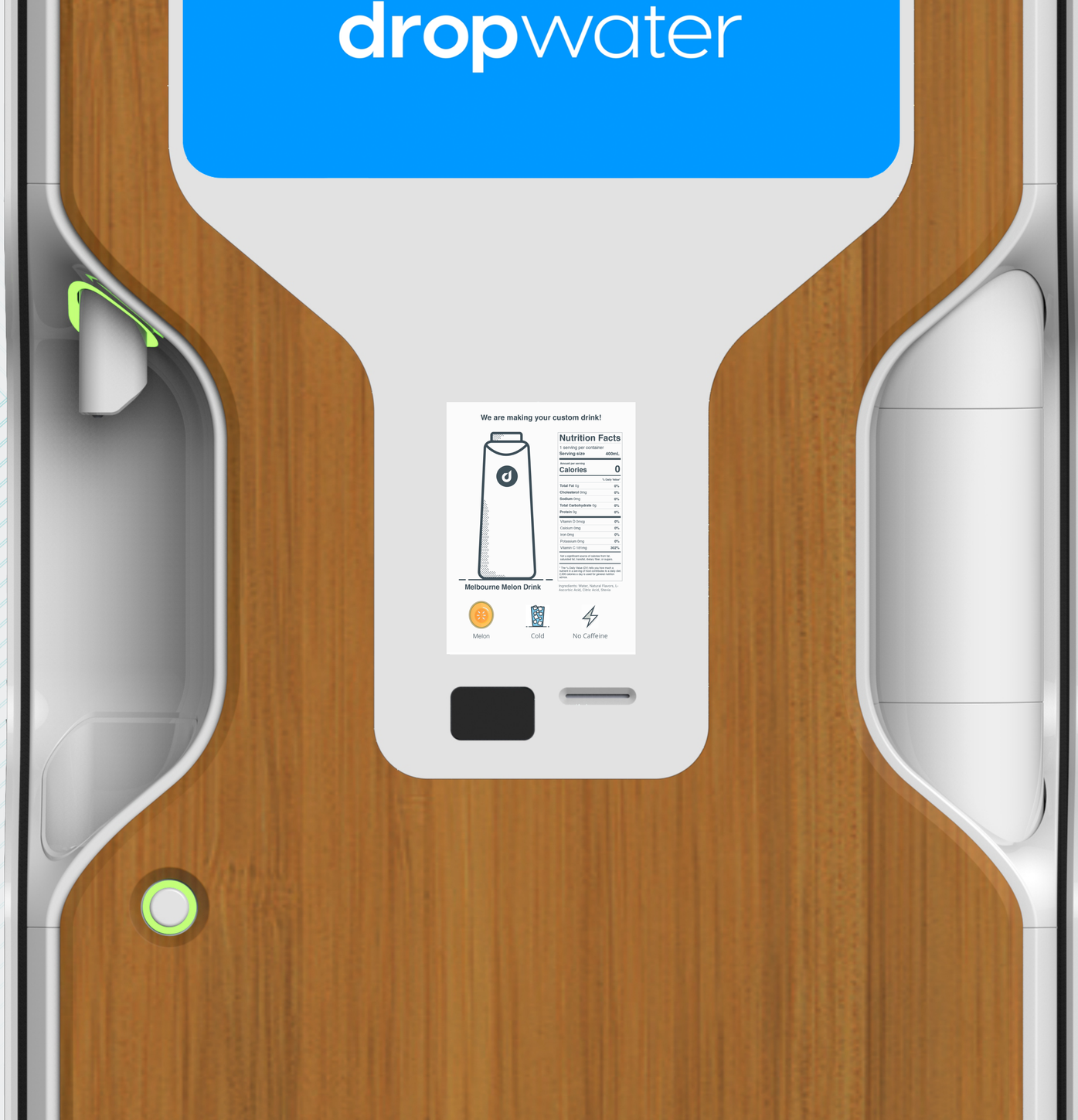
Ingredients: Water, Natural Flavors, L-Ascorbic Acid, Citric Acid, Stevia

Melon

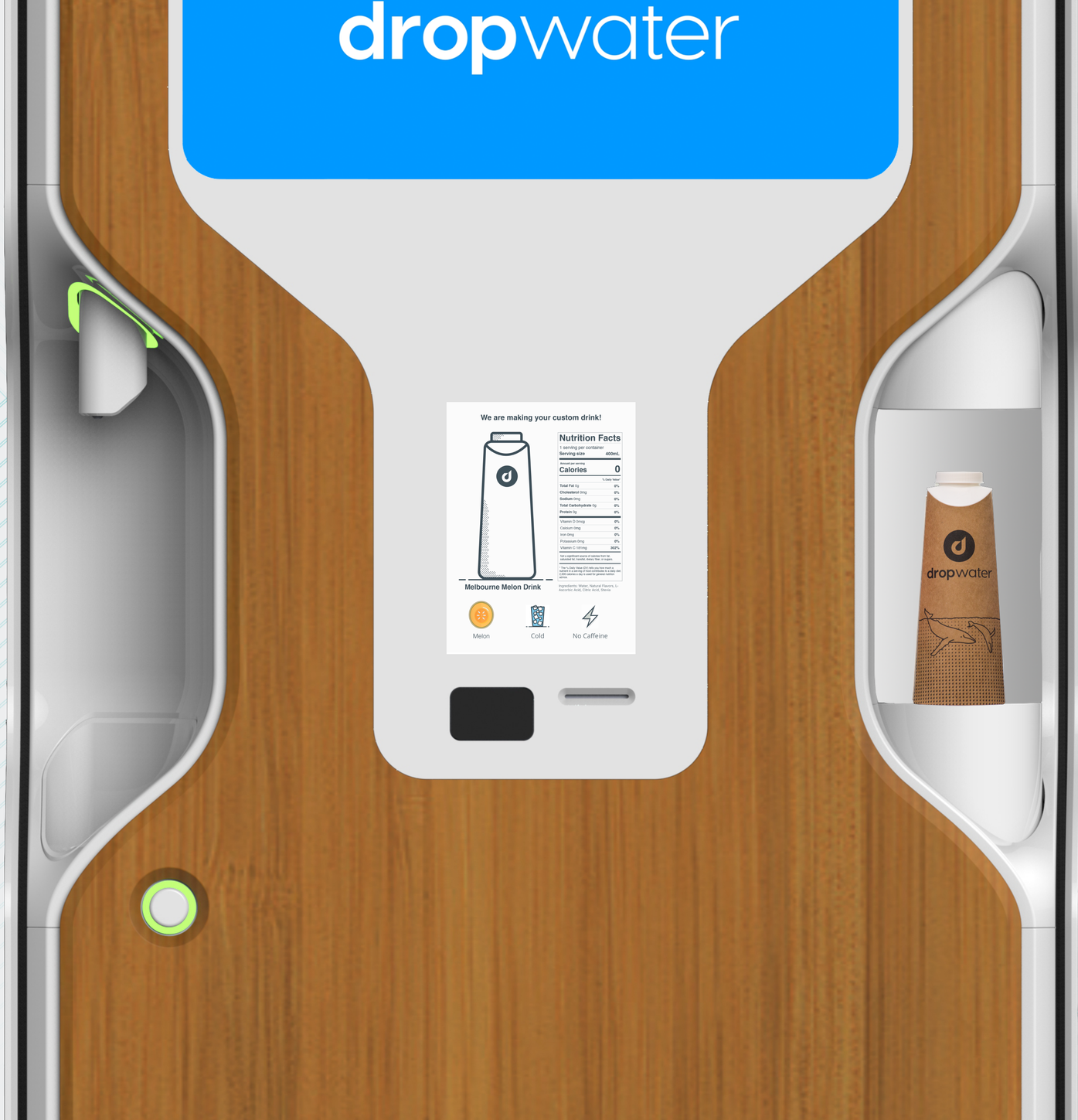
Cold

No Caffeine

As the drink is filled and the nutrition facts are shown to the customer. Filing takes 10 seconds.



The drink is presented to the customer through a rotating door.



dropwater

We are making your custom drink!

Melbourne Melon Drink

Nutrition Facts

1 serving per container

Serving size 400mL

Amount per serving

Calories 0

	% Daily Value*
Total Fat 0g	0%
Cholesterol 0mg	0%
Sodium 0mg	0%
Total Carbohydrate 0g	0%
Protein 0g	0%
Vitamin D 0mcg	0%
Calcium 0mg	0%
Iron 0mg	0%
Potassium 0mg	0%
Vitamin C 161mg	360%

Not a significant source of calories from fat, saturated fat, trans fat, dietary fiber, or sugars.

*The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.

Ingredients: Water, Natural Flavors, L-Ascorbic Acid, Citric Acid, Stevia

Melon

Cold

No Caffeine

dropwater

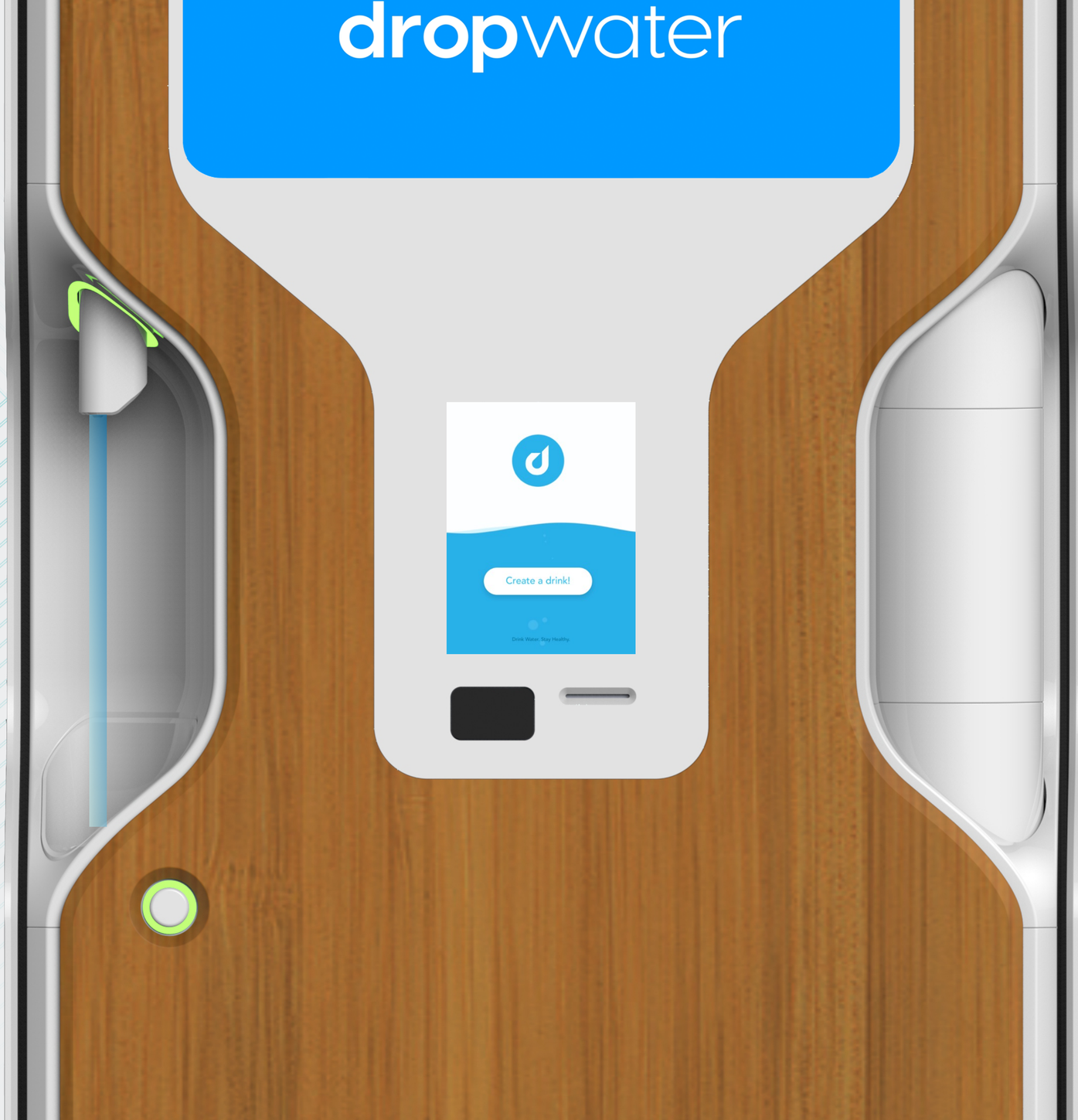
Primary Function:

Drinks are filled and sealed in the machine in seconds using filtered and sterilized tap water. A rotating door presents it to the customer.

Secondary Function:

The Drop Station also offers premium filtered water. This can be set to free or can be a paid offering to customers. Fill'er up!

Fun Fact: The San Jose International Airport drop station gives out over 300 eight ounce servings of water per day!

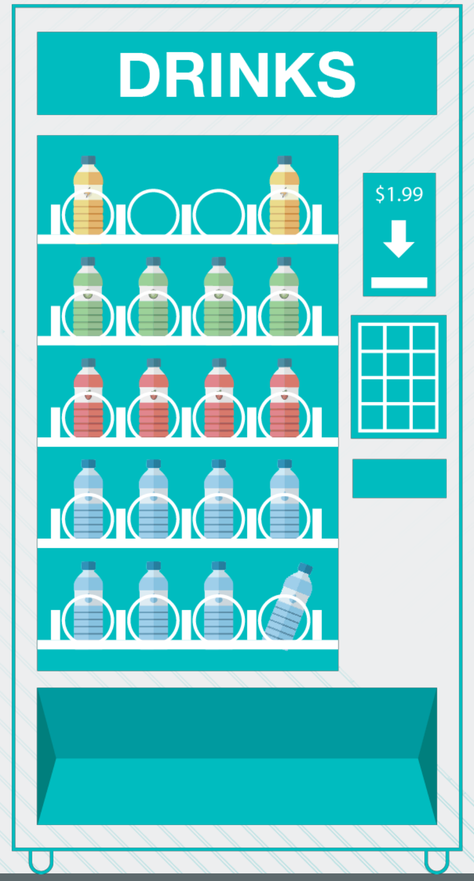


Why Drop Water?

Never have out of stock items again.

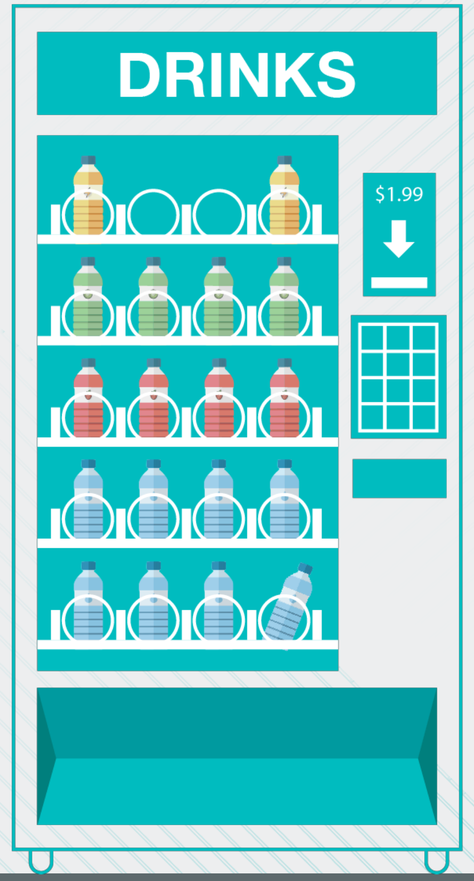
Adjust price, marketing and graphics remotely.

Over 5x the capacity with a smaller footprint.



How We Compare

Load In: 12.5 bottles/min



vending	dropwater
Machine Capacity	
~250	1,440
Time To Restock	
~8-12 minutes	~2 minutes

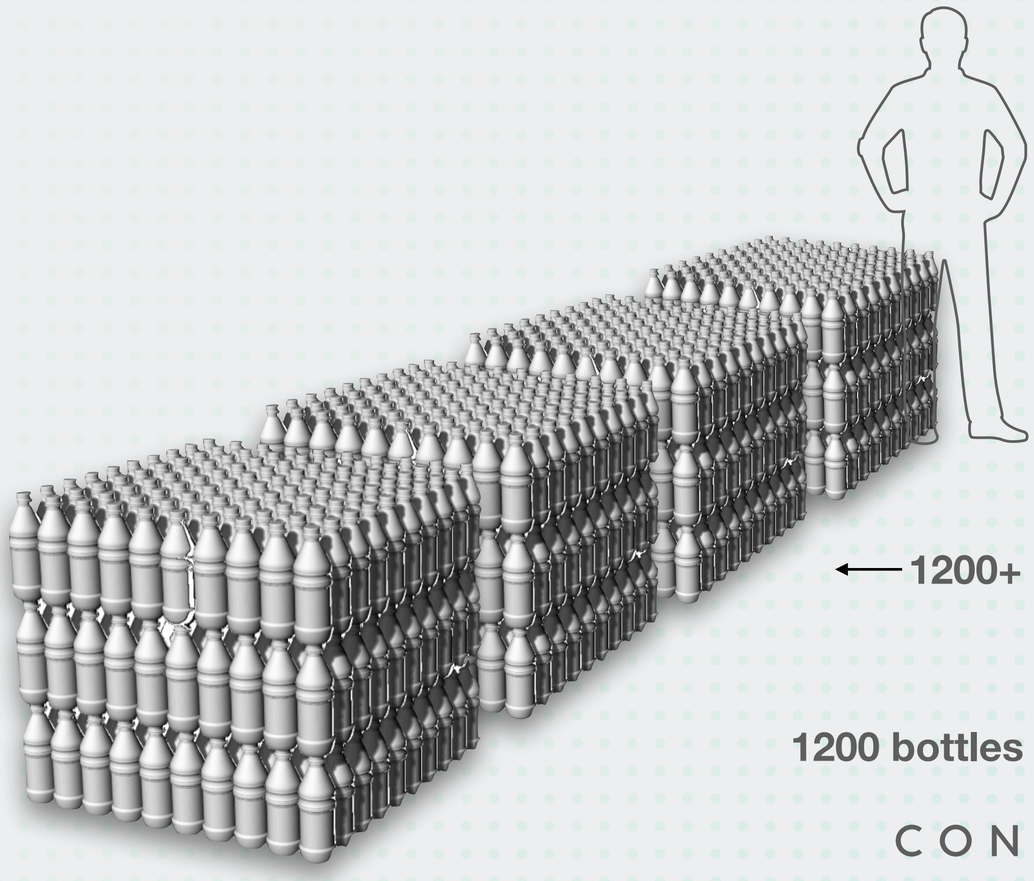
Drop Water provides a website login for Drop Station Operators which enables insight into consumer behavior as well as on the fly changes to prices, and screen assets.

Load In: 720 bottles/min

Reduction in Transportation Cost

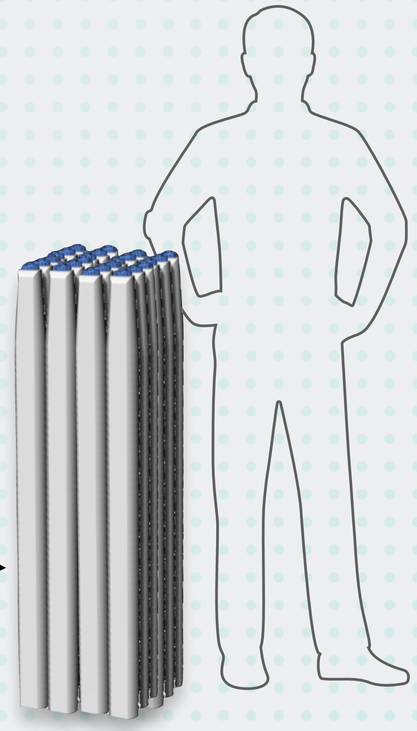
Requires Special Moving Equipment

Can use a compact car, or traditional carriers to ship to POS



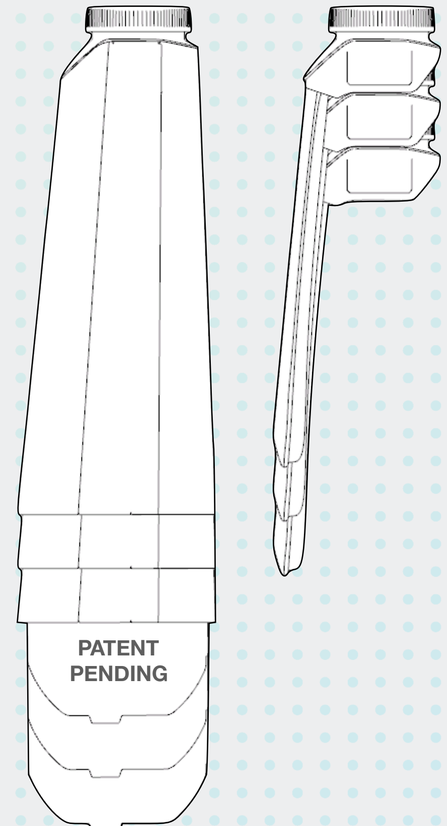
1200+ LBS

1200 bottles



60 LBS

1200 bottles



CONFIDENTIAL

PRODUCT ROADMAP

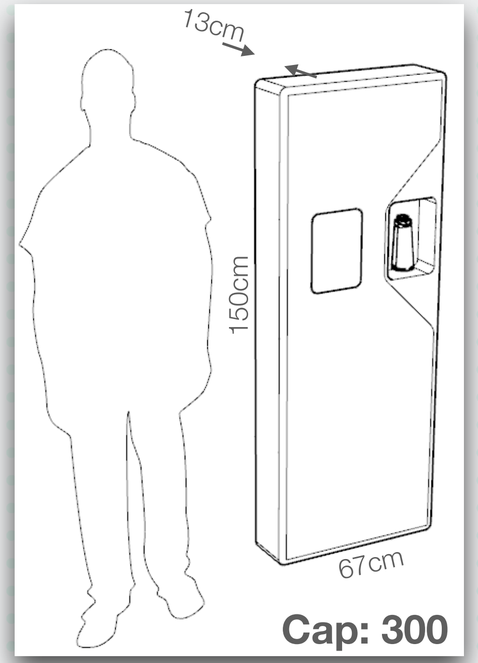
2019

dropstation

MADE FOR SUPER HIGH TRAFFIC
UNATTENDED LOCATIONS
(Airports, College Campuses…)

2020

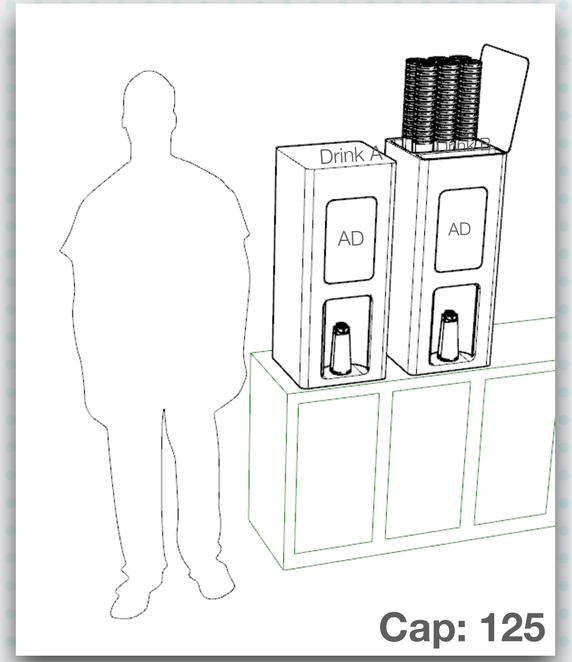
dropstation *mini*



MADE FOR ALL
UNATTENDED LOCATIONS
(Schools, Office Buildings…)

2022

dropretail



MADE FOR ALL RETAIL
(REFRIGERATOR ALTERNATIVE)

Leadership Team

Scott Edwards
CEO & Founder

Red Bull®

Britni Heter
Business Operations

GoPro

Marc Rauschnot
Software

Faraday Future

Ron Sloat
Hardware & Mechatronics

Agilent Technologies

Near Future Hires: Sales, Maintenance.

Advisors

SPACEX
TESLA
skype

Tim Draper
Investor & Advisor
Co Founder, DFJ

intuit

Tom Proulx
Board Member
Co-founder, Intuit

SIEMENS

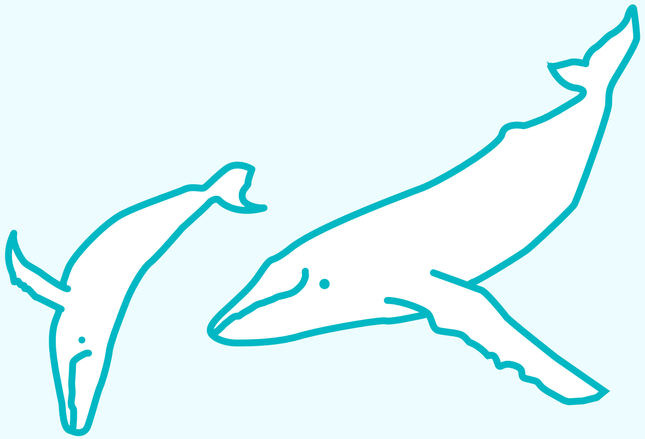
Chris King
Investor & Advisor
Chief Policy Officer, Siemens

GUIDED BY TOP NOTCH ADVISORS.

Join the Mission

hello@dropwater.co

Drop Water's mission is to create a system which, even at the largest scale, will preserve global ecology while promoting health for its customers. Disruptive solutions such as Drop Water are necessary for the wellbeing of future generations.



DIMENTIONS:

HIGHT: 81 inches
WIDTH: 39 inches
DEPTH: 22 inches

Voltage: 120v
Max Current: 4 amps
Normal Current: 0.7 amps

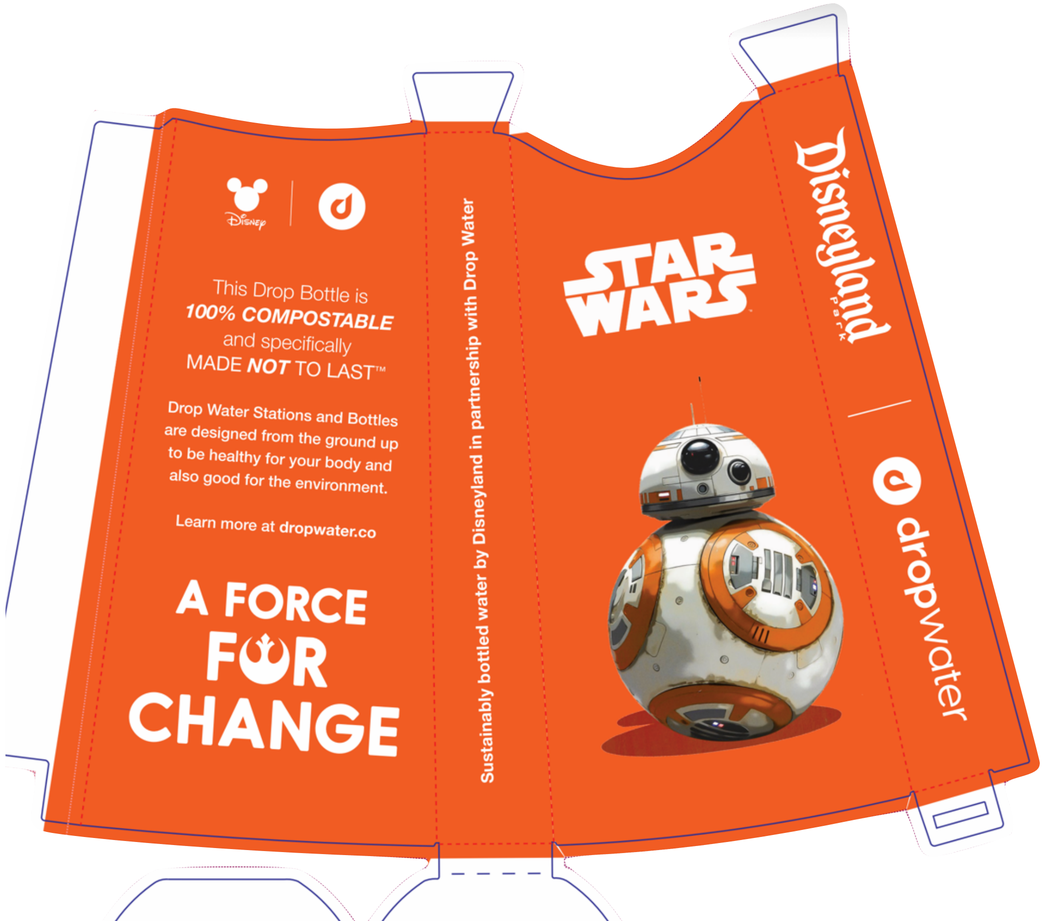
Water Line: 3/8” OD

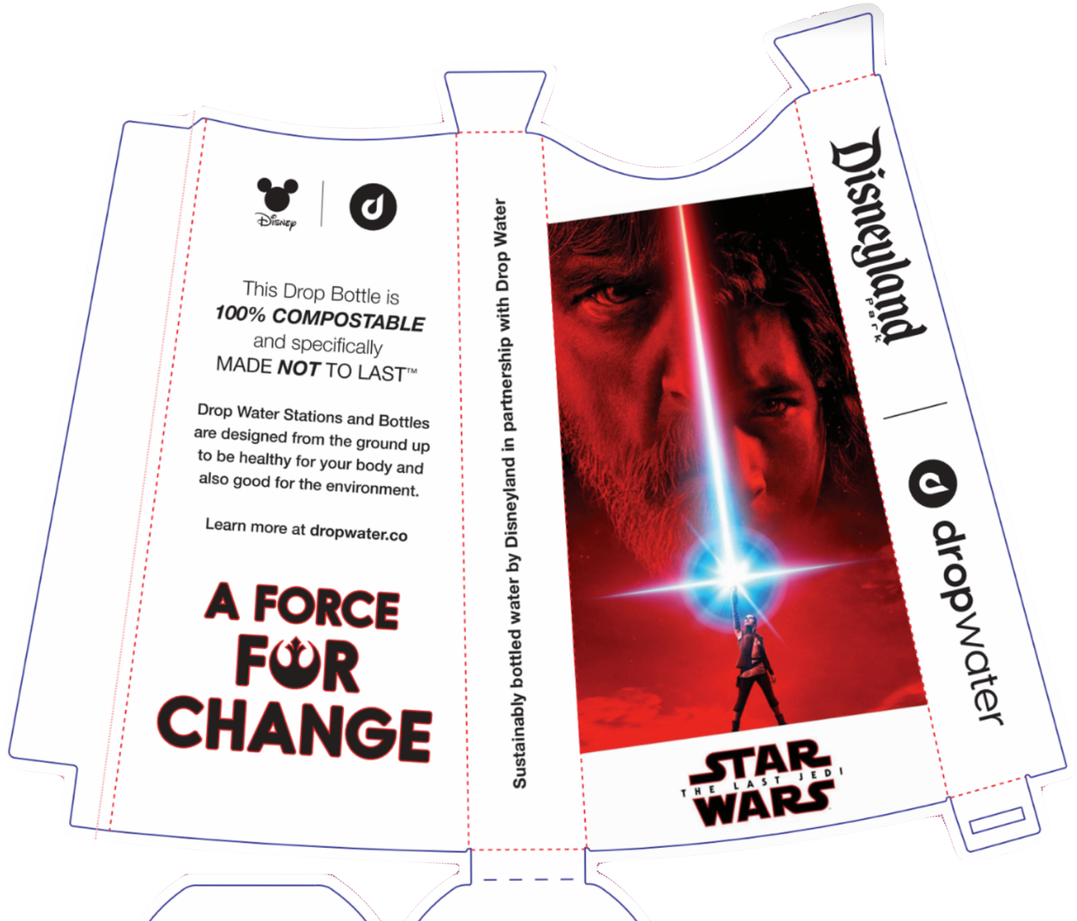
Drain-less Option available.

32” HD Display can be used for product education, and advertising. It is internet connected and can be updated remotely.

Drop Water currently offers a wide range of flavored and functional drinks and is currently expanding its offering to include other established brands.

FOR INTERNAL USE ONLY.
EXAMPLE OF DROP WATER'S CUSTOM PRINTING ABILITY





Drop Water can make custom printed bottles for locations such as hospitals, college campuses, theme parks, and airports.

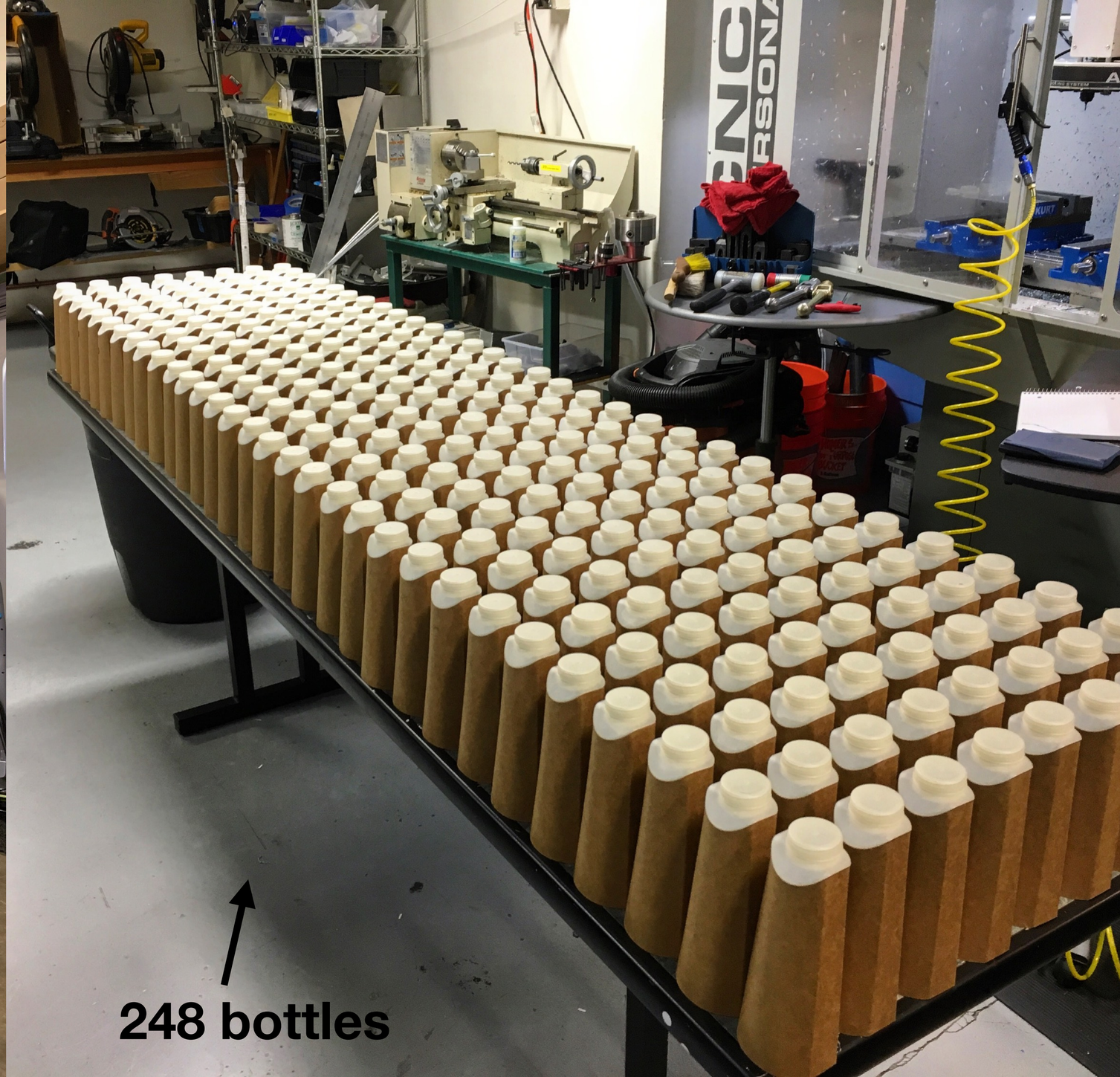
With quick turnaround times custom designs can even be utilized for events.

FOR INTERNAL USE ONLY.

Drop Water is a leader in sustainable packaging.

The Drop Bottle is 100% Compostable


CONFIDENTIAL
CONFIDENTIAL
1200 bottles


248 bottles

"GAME BOTTLE" CONCEPT

Sell ad space and increase partner activation with custom printed bottles on a game-by-game basis. (replace the paper cup)

dropwater

Drop Water manufactures customizable, convenient, compostable packaging.

With quick turn around times, custom printed bottles can be utilized for targeted ads and messages.

The following slides are examples.

100% Compostable
Yes..even the cap.

NIKE ZOOM KDX iD

Channel your versatility and hit the court with the latest styles of men's Kevin Durant shoes. Built for one of the game's most transcendent talents. Shop KD shoes for women, boys and girls, and be sure to explore the complete collection of Nike basketball sneakers for the latest assortment of court-ready kicks.

Customize a pair of men's KD shoes with NIKEiD.

This Drop Bottle is ***100% COMPOSTABLE***
and specifically MADE ***NOT*** TO LAST™
Learn more at dropwater.co

dropwater

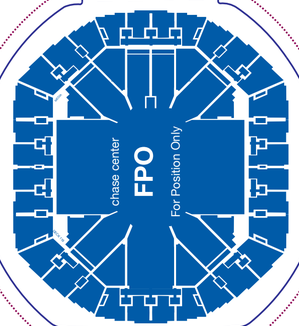
Designed by Drop Water Co in Menlo Park California.
Printed and assembled in the USA with domestic materials.

NIKE ZOOM KDX iD

GOLDEN STATE WARRIORS

FSC
www.fsc.org
100%
Paper from well-managed forests
FSC© C001889

PRINTED WITH SOY INK



Rakuten

Rakuten.com is a marketplace with a mission to deliver an outstanding shopping experience and offer a broad selection of products to discover and purchase.

This Drop Bottle is ***100% COMPOSTABLE***
and specifically MADE ***NOT*** TO LAST™
Learn more at dropwater.co

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FSC FORESTS FOR ALL FOREVER

By buying this Drop Bottle you help take care of the world's forests
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Rakuten

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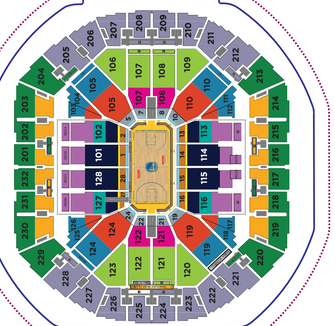
GOLDEN STATE WARRIORS

WARRIORS



GREEN

23

Draymond Green #23 | F

HEIGHT: 6ft 7in

WEIGHT: 230 lbs

BORN: 03/04/1990

FROM: Michigan State

NBA DEBUT: 2012

Presented by

CHASE CENTER

FSC www.fsc.org FSC® C001889

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CHASE CENTER

WARRIORS

CHASE CENTER

GOLDEN STATE 23 WARRIORS

chase center FPO For Position Only

CHASE CENTER

CONGRATULATIONS!

YOU WIN 4 TICKETS

to the next Playoff game against [Team Name] at the WARRIORS CHASE CENTER!

To redeem simply take a selfie photo with this Drop Bottle, post online and tag @IWONDUBTIX and a WARRIORS team member will get in touch with you.

GOLDEN STATE WARRIORS

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CHASE CENTER

YOU WIN

Strength in Numbers

SWISH! YOU WIN!


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chase center
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WARRIORS

CHASE

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CHASE

GOLDEN STATE WARRIORS

CHASE

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R
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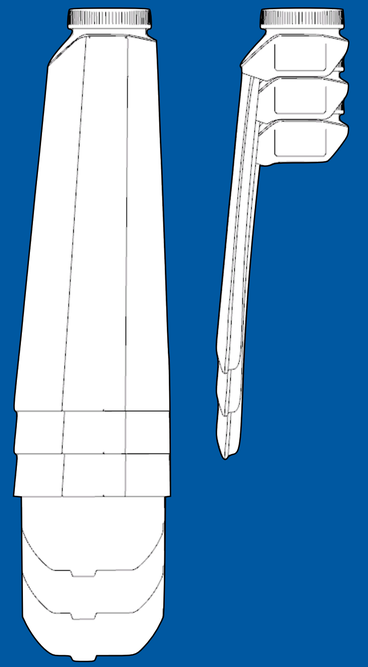
WARRIORS

Empty paper bottles can provide as an alternative to paper cups and for white labeling with existing beverage companies.



For locations without manned concessions, an on-site bottling kiosks can be utilized.
These kiosks have a capacity of 1,200 bottles.
Each bottle is filled and closed autonomously in the machine in just seconds. Custom ads can be pushed to the 32” displays on each kiosk.