

**Smart Glasses for instant light adaptation and protection ...
– to improve the wearer's SAFETY & PERFORMANCE!**

**Transhuman Vision
Enhancement System.**



INOPTEC

Innovation. Optics. Technology.



Unique proposition



- ✓ **No competitors ...**

INOPTEC's technology is many years ahead of any competition (regardless of patents).

- ✓ **All patented ...**

In addition to being the technology leader – we have also **monopolised** everything!

- ✓ **Urgent-need markets only ...**

INOPTEC is not interested in producing any form of “nice to have gadgets” – because there are many **urgent-need applications** for this technology.

- ✓ **Customers are willing to pay “any price” ...**

Migraine patients, for example, are willing to pay almost **any price** to avoid unbearable pain from light-triggered migraine attacks. And many other users need a solution too.

- **Only announcement marketing is needed – to start sales process:**

Due to an imbalance between the people in need (>100 Mio) and the number of items produced (3k, 7k, 20k, 40k, 80k, ...) only **announcement marketing** is needed to inform clinic doctors, migraine groups, and other influencers => **automatic sales process.**

Problem I (daylight)



I. Rapidly changing light conditions:

When moving from sunlight into dark areas, e.g., into tunnels, or shady areas then, **the human iris's dark adaptation time is far too slow = 30 sec!**



II. Impossible - but necessary - tasks:

Humans cannot see directly into the sun!

But when they need to read AR content outdoors against the sun, to operate machines, cars, and planes safely – they would need **protection** and novel methods of **contrast enhancement**.

10% of fatal traffic accidents are due to glare!



III. Too much light can trigger painful migraine attacks:

Regular sunglasses are insufficient due to: **fixed absorption**

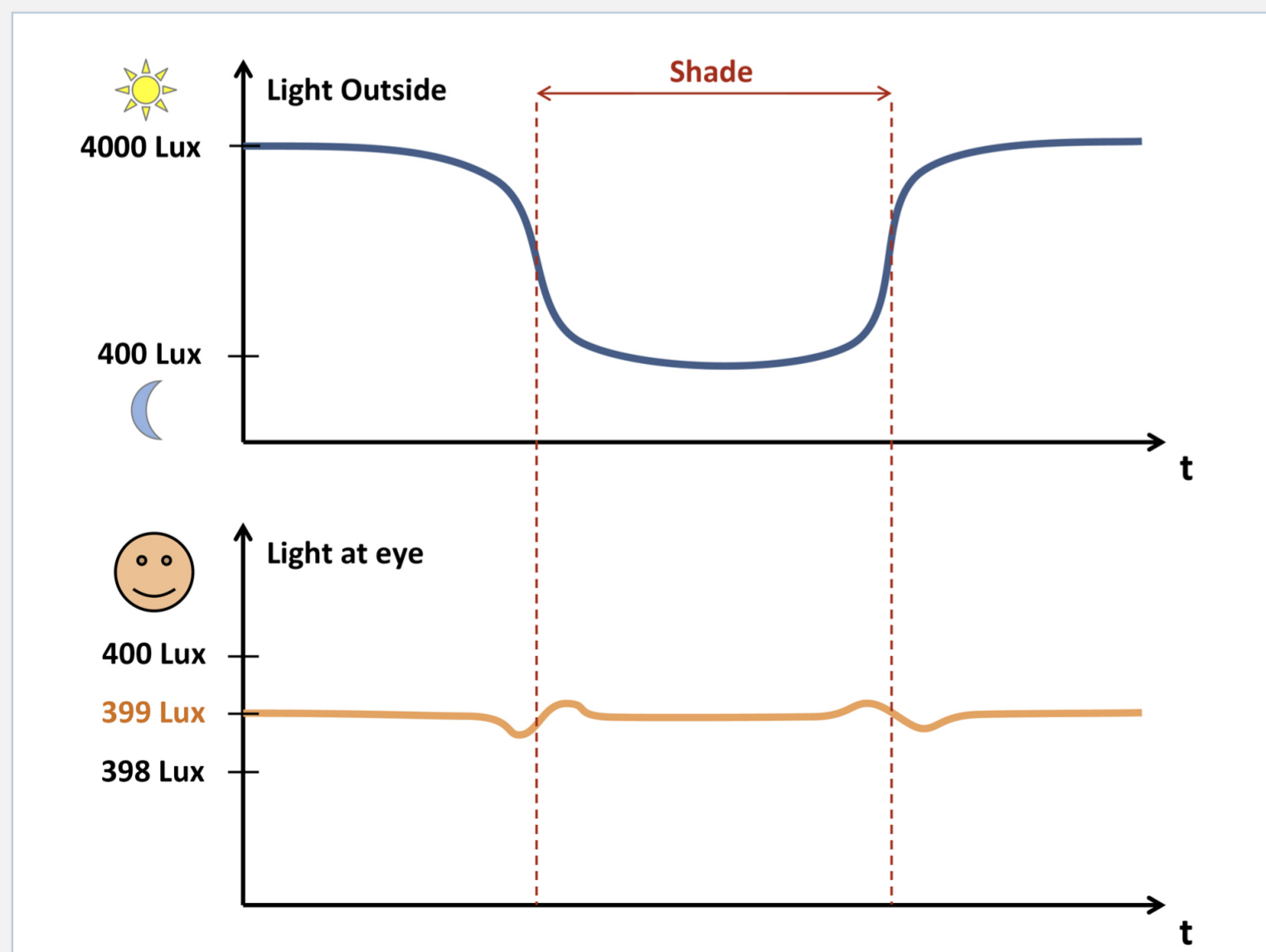
3% of the world urgently needs smart: dynamic absorption



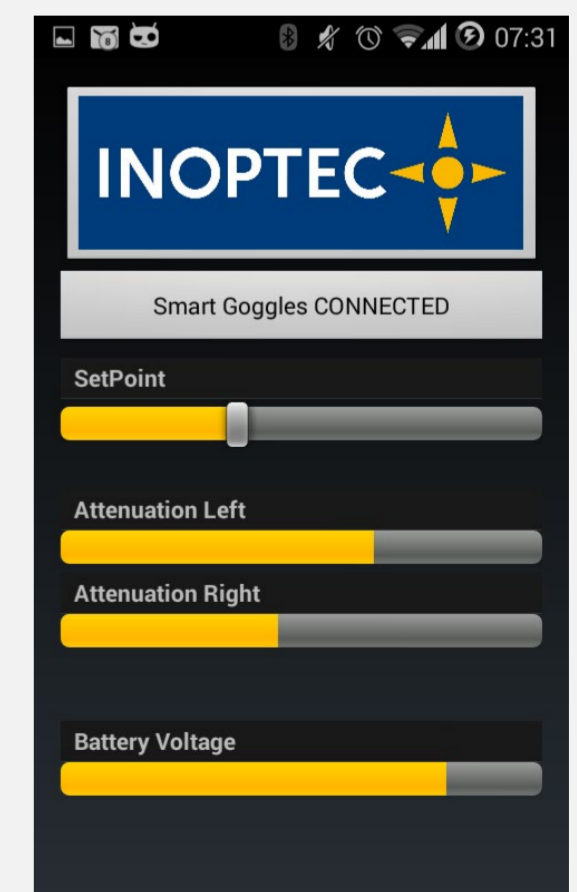
Solution I (daylight)



- Glasses react in „real-time“ to cancel out ambient light changes.
 - Since the human iris opens too slowly, we need to keep it wide open (pre-prepared) for a dark tunnel.
 - This is done via CONSTANT illumination at the eye – which acts like **a medical fixation for the iris!**
 - Think of “cruise control” on a car: constant 80mph – no matter if the road goes up or down
 - Hence, the system is sometimes called: *the anti-noise for light* <or> *the cruise control for light*
 - In other words – we have built an: external **artificial iris!**
 - The result is a REDUCTION of the “felt” human iris adaptation TIME from **30 sec.** → **0 sec.**



Individual “set points” (i.e., keep the illumination always constant at 400 Lx) can be selected via Mobile App



Product & Advantage



Smart Glasses for instant light adaptation and protection ...
to improve the wearer's **SAFETY & PERFORMANCE**.

The glasses will be sold B2C – and in combination with LED lamps for the night!



INOPTEC's transhuman **Vision Enhancement System (VES)** enables instant light adaptation & protection – day or night – under otherwise impossible viewing/light conditions.

The system combines: **'rapid adaptation in real time'** (human iris reflex is too slow)
- and - **'contrast enhancement'** (humans cannot see against the sun).

These **"new human abilities"** provide a huge **safety & performance advantage**
for those who must safely operate vehicles, aeroplanes, machines, tools, computers etc.



=> Reducing the risk of mistakes, accidents and injury. | Reducing light-triggered migraine attacks.

Market Size 1a



- Market entry (GTM): **Health & Life Science** **(a = typical)**
- Light sensitivity: Migraine, post-op, ... and much more
- **TAM:** Migraine¹ market alone - potential worldwide: **70 million patients**
- **SAM:** Patients are “under treatment” - who suffer a lot: **30 million patients**
- **SOM:** 10% SAM share² within ca. 7 – 10 years: **3 million clients**
- Net selling price³ for the end customer: **600 EUR**
- Revenue via feasible market share (3 Mio. x 600 EUR): **1800 Mio. EUR**

¹ source: Global Data – Global Drug forecast 2023 / American Migraine Foundation

² 10% of SAM = SOM is a value that can be reached within a market which has already been narrowed down to the smallest thinkable urgent-need target group.
Since ‘suffering migraine patients’ need pain relief urgently, ultimately, the numbers could be a factor 3 higher: 30% of SAM = 9 Mio. patients = SOM = 5400 Mio. EUR.

³ At product launch, all smart goggles are the same, but later, the MedTech glasses will have additional features (e.g., edge-filter glass), hence a higher price than for sports.

Business Model



B2C online scenario*: fables startup = outsourced manufacturing

Sell via: **own online shop**  + web pre-sales like **Kickstarter**.

✓ **600 EUR** accepted end consumer price!

✓ **200 EUR** production price (COGS)

❑ 600 EUR – 200 EUR COGS = **400 EUR** gross margin (early phase)

❑ 500 EUR – 100 EUR COGS = **400 EUR** gross margin (later phase)

* The B2C strategy is only for market entry, as this “independent route” is the **safest and fastest way** in an urgent need environment, especially when selling relatively small numbers (3k, 7k, 20k, 40k, 80k off) – and this also leads to **high gross margins** (profit maximisation right from the beginning), which will be used for further growth/expansion. However, later, we will add various **B2B** models, ranging from high-street retailers to cooperations with famous fashion brands and industry partners. For further information, please find the FULL Business Plan in the DD room, as this is just a short overview.

Technology MONOPOLY!



	INOPTEC (> 2017)	Polymer dye etc. (1990s)	Photochromic (1960s)	Conventional (1940s)
Tint	dynamic	dynamic	dynamic	static
Tint spectrum	continuous	2 discrete levels	continuous	1 discrete level
Contrast ratio	100 – 1000 C	C	~ C	-
Response time	1 ms	100 ms	~ 1 min	x
Boost and fully control synched light	✓	x	x	x
Suppress unsynched light vs. sync.	✓	x	x	x
Future applications	ALL sorts of industry at DAY & NIGHT	x	x	✓

Management Team*



- **Thomas Fickel** : (1962) BSc. EE German Armed Forces University, MBA Wales in Financial Controlling and Mathematics, independent financial advisor, mathematical market simulations (profit maxima.), LL.B., LL.M. legal advisor for financial contracts: **CEO & Legal adv.**



- **Ralf G.J. Knoll** : (1963) MSc. Phys. (DE), MSc. (UK), Formerly with CISCO, O2 Mobile, Fraunhofer, since the year 2000 as corporate consultant, innovation manager and company builder: EE, physics, optoelectronics, business economics. Inventor, founder: **CTO & COO**



- **Dr. Pierre A. Morgon** : (1963) Doctorate of Pharmacy, Master in Business Law MBA, Alumnus of INSEAD and IMD. Focus on medical applications as well as main contact for the med-tech industry regarding therapeutic and data collection appl.: **CSO (health tech)**



- **Wilhelm Scholze** : (1963) Dipl.-Kfm., University of Augsburg, CEFA, CIIA. Formerly institutional Equity Sales and Vice President at Reuschel & Co. and Merck Finck & Co. / Investor & Biz-Angel and within Inoptec for Investor-Relations Communications: **IR CCO [DE]**



* Only the “main examples” of the complete team – please visit our [“about us”](#) website to find **more** team members. | Purely operational staff (i.e.: online sales team) see DD room.

Management & R&D



- **Mark Sheerin** : (1982) BA in English & Philosophy from UCD Dublin, currently head of the INOPTEC investor relations (IR) team in Ireland, where he also hosts events/roadshows including prototype demonstrations for interested partners: **IR CCO [IE]**.



- **Markus L. Buening** : (1961) Dipl.-Kfm. Economy and Marketing, with more than a decade of experience within the specs market with RODENSTOCK, expert for sales and purchasing strategies and product management, focus on ophthalmology: **CPO (RX lenses & retail)**



- **Christoph A. Mueller** : (1975) Dipl.-Ing. (Photo Engineering and Media Technology), PMP®, PSM™II, Six Sigma Black Belt, formerly Senior Project Manager at LEICA, founder of MUELLER PM, focus on Project & Quality Management: **Head of Project Management**



R&D Team - Mechanical and Electrical:

- **Martin Bayer** : (1971) Mech. Design
- **Wolfgang Gaerber** : (1973) EE Digital
- **Dr. Joerg Gross** : (1970) EE Sensing



Traction I



EUR 1.3 Mio. have been invested in MVPs, demand analysis, and into 80 patents – backed by top CEOs/experts from the optics industry.

Find the [shareholder list](https://investors.inoptec.com) at the bottom of this website: <https://investors.inoptec.com>
Market research and strategy development yielded: only **urgent need** markets!
Increase in share price since the beginning: 400% due to IP assets & R&D

<http://inoptec.com/about-us/>

Functional models were demonstrated on various shows

<http://inoptec.com/news/>

Startup among top 10 BAND / top 100 at Innovate UK



Edmund King OBE, president of the AA, said in INOPTEC's article in THE TIMES:

“Full beam lights do catch drivers out, particularly on rural roads where temporary blindness can be fatal. Technology to help drivers in all conditions should be encouraged.”

Traction II



Vision enhancement effect has been demonstrated on public events – visitors and clients were impressed!



Daylight demo goggle levels out the glare from a light source.



Protected from the “sun” – but seeing everything.

Exhibitions:

- SPIE, Defense DDS, Baltimore, USA
- Google Campus, London, UK
- Wearable Tech Show, London, UK
- New Scientist Live, London, UK
- Innovate UK, Manchester, UK
- ILA Airshow, Berlin, DE
- BAND, Nuremberg, DE
- Biohacker, Stockholm, SE



Traction III / Next ...

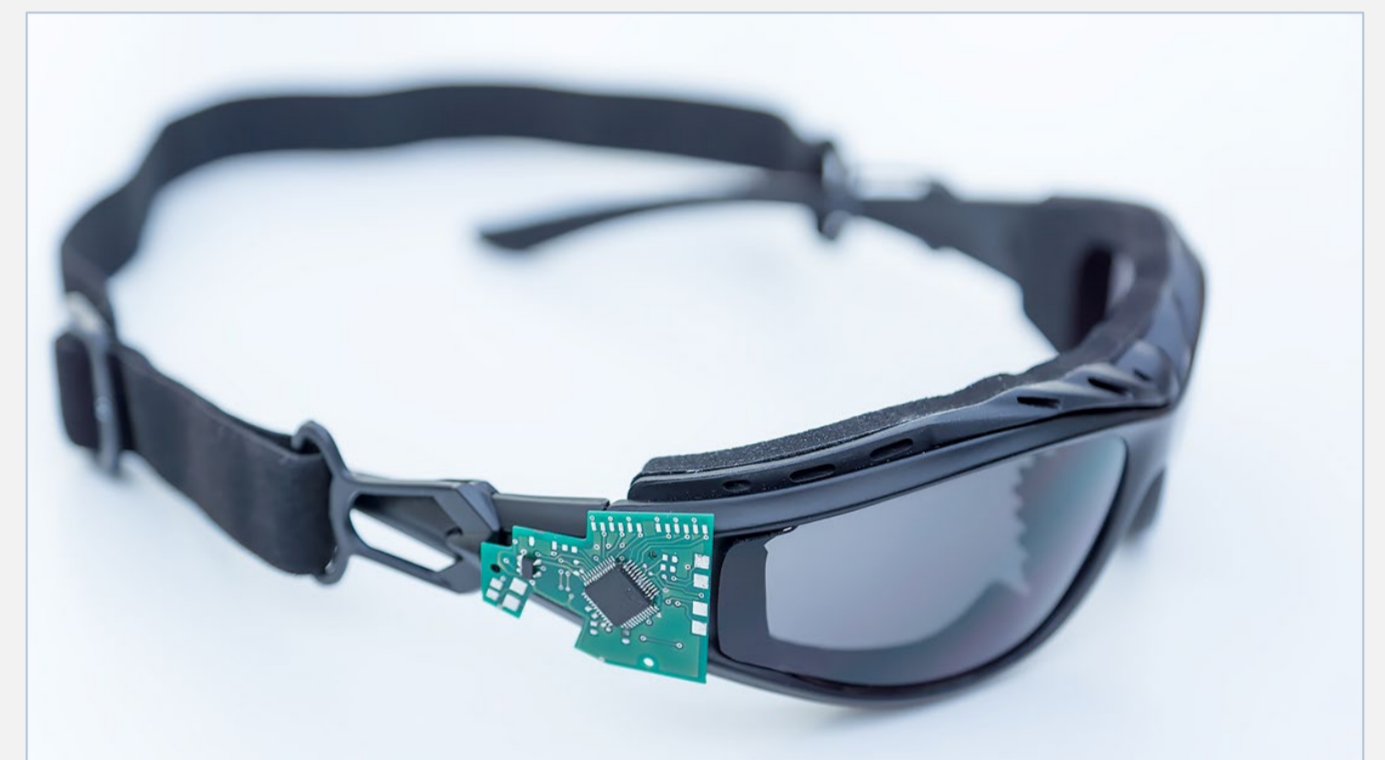


Past years: 1.3 Mio € invested = Patent assets & technology created
Next steps: Go To Market (GTM) investment of 2.0 Mio EUR

Finalisation of the product (1-4):

- 1) Electronic prototype: miniaturisation of PCB
- 2) Plastic prototype (fashion): improve designs
- 3) Merging Electronics & Plastics: collab. team
- 4) EU market certificates: CE/EMI via TÜV/BSI

Investment for steps 1-4: **0.8m EUR**



Market entry (5-6):

- 5) Production: material cost 3000 off 0.6m EUR
- 6) Marketing & Sales: online store 0.2m EUR

Investment for steps 5-6: **0.8m EUR**

(produced in EU, later US/Asia)
(world or altern. EU/US first)

➔ **TOTAL investment: 1.6m EUR ~ 2.0 Mio. EUR (incl. buffer)**

Timeline: Steps 1-4 = 9 to 14 months depending on simultaneous engineering (SE) process depth.
Steps 5-6 = 2 to 4 months
TOTAL: = 11 to 18 months

Financials & Funding



NOW OFFERING lucrative shares: typically, via **KCG holding**, as this **door is already open ...** and optionally via INOPTEC (share classes can be created)

Investment status:	done	open	utilize	Self-sustaining business: no more investments needed
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Million € [EUR]	past	now	build	Year 1	Year 2	Year 3	Year 4	Year 5	7-10 Years
Revenue	-	-	11-18 months	5	20	40	80	120	> 200 Mio.
EBIT	-	-		2.5	10	20	40	60	> 90 Mio.
Invest: from founder	0.2 + time								
Invest: BA into KCG holding	> 1.3	0.8							
Invest: VC into INOPTEC		2.0							

Offering co-ownership for
 Biz-Angels / Suppliers / Brands /
 Family offices / Strategic Investors / etc.
 Here at KCG, ownership of “everything”,
 including valuable patent assets.
20k up to 800k EUR / tranche

Offering co-ownership in
INOPTEC Companies!

If an investor wants to create his
 “own subsidiary” please contact us.

Either way, whether the investment
 comes in via INOPTEC or KCG,
 ultimately, we need only **2.8 Mio €**

Please find the complete **Financial Plan** as an **Excel sheet** in the Due Diligence data room. | Hence, please note: The “**complete Business Plan**” is a **combination** of this PPT <and> additional documents in the DD data room.

ROI for Co-Owners



Seed Fund: KCG is offering an **ROI > 10-fold** via highly discounted shares, including safety net (refund via LP) for **individuals / angels / companies** / e.g., supply firms, distributors, brands, etc.

Higher & safer returns than normal – in exchange for **EARLY** investments into KCG:

- 1) For moving in earlier than VCs, PE, etc. = lower share price => **30-60% discount**
- 2) Diversified portfolio via 1-3 daughters: much safer & higher ROI => **1-3 times higher ROI**
- 3) Safety net: 5yr money-back guarantee + X via asset-based LP ⁽¹⁾ => **LP = 20% p.a. accum.**
- 4) Freedom for BAs and VCs, no lock-up periods / right to trade => **sell any time**
- 5) Protection from the interest of the VCs and the BAs => **legal separation**
- 6) KCG hosts shareholder networking and co-marketing events => **self-supporting tribe**
- 7) Comfortable exit scenarios with automatic profit distribution ⁽²⁾ => **no need to sell shares**

⁽¹⁾ Worst-case scenario: investors can get their money back (20%x5yrs=100%) in rank 1 via patent/asset liquidation.

⁽²⁾ The mere ownership of the share entitles the owner to get “available profits distributed” according to the §§ Company Articles! => No need to sell shares! => Feels like owning an open-end evergreen fund!

Company Articles are publicly accessible via the Companies House GOV.UK website => very transparent and fair financial processes => no hidden shareholder side letters => equal rights, equal treatment, etc.

Contact

Munich – Cambridge – Dublin

Websites:

General: <https://inoptec.com/contact/>
Applications & Tech: <https://investors.inoptec.com/>
HQ EUROPE: <https://inoptecgroupireland.ie/>
KCG Holding (Fund): <https://knollcapitalgroup.com/>

Phone **DE Munich:** +49 8167 / 950 - 1640
Phone **UK Cambridge:** +44 1223 / 790 - 806
Phone **IE Dublin:** +353 1 / 513 - 4296

INOPTEC Limited, United Kingdom
Head Office England:
Botanic House, 100 Hills Road,
Cambridge, CB2 1PH, United Kingdom

Branch Germany:
INOPTEC Limited
Jahnstr. 18, 85406 Zolling, Germany
Founder: Ralf G.J. Knoll
Mobile: +49 179 / 62 16 781
E-Mail: ralf.knoll@inoptec.com



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