



<b>THE PROBLEM RAFFLEMATE SOLVES</b>	<p>There is an ever-increasing number of nonprofits in the United States yet, in recent years, a shrinking pool of capital available to those organizations. Nonprofits constantly battle to raise adequate dollars. RaffleMate’s web-based raffle application improves the ability of these organizations to fundraise more effectively by allowing customers to generate more revenue with fewer resources.</p>																					
<b>HIGHLIGHTS</b>	<ul style="list-style-type: none"> <li>▪ \$67mm addressable and validated market</li> <li>▪ Immediate market need</li> <li>▪ Best-in-class product offering</li> <li>▪ Profitable and scalable business model (85%+ EBTIDA margins)</li> </ul>																					
<b>MARKET OPPORTUNITY</b>	<ul style="list-style-type: none"> <li>▪ Currently ~620k non-profits participate in raffles in the US</li> <li>▪ Fundraising is increasingly performed via online tools but the need for online raffles has yet to be fulfilled</li> <li>▪ The inevitable evolution of these raffles to an online model creates a strong niche opportunity</li> <li>▪ RaffleMate is best positioned to take advantage of this trend</li> </ul>																					
<b>PRODUCT</b>	<ul style="list-style-type: none"> <li>▪ A simple, easy to use web based application that allows NPO’s to create, manage and conduct raffles online.</li> </ul>																					
<b>EARLY PROGRESS</b>	<p>More than fifty beta raffles have been conducted: Customer feedback has been very positive, and the feedback management has received is being incorporated into the commercial version of the application.</p>																					
<b>COMPETITION</b>	<p>There are two direct competitors that target online raffles: RaffleSoft and Raffle America. Neither competitor has achieved meaningful traction. RaffleMate has a distinct competitive advantage in its user interface and pricing model.</p>																					
<b>MANAGEMENT</b>	<ul style="list-style-type: none"> <li>▪ <b>Jake Colognesi:</b> Founder and CEO, former venture capital investor at Fidelity Ventures and current student at the Tuck School of Business</li> <li>▪ <b>Matt Boynes:</b> Legal Counsel, attorney for the United Nations. Graduate from Dartmouth College and Boston College Law School.</li> <li>▪ <b>Matt Hoisington:</b> CTO, web developer at Union Street Media. Graduate of UMass-Amherst.</li> </ul>																					
<b>FINANCIAL PROJECTIONS</b>	<table border="1"> <thead> <tr> <th></th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> </tr> </thead> <tbody> <tr> <td>Revenues (000's)</td> <td>\$352</td> <td>\$546</td> <td>\$846</td> <td>\$1,311</td> <td>\$2,032</td> <td>\$3,150</td> </tr> <tr> <td>EBITDA (000's)</td> <td>\$299</td> <td>\$425</td> <td>\$688</td> <td>\$1,104</td> <td>\$1,759</td> <td>\$2,785</td> </tr> </tbody> </table>		2011	2012	2013	2014	2015	2016	Revenues (000's)	\$352	\$546	\$846	\$1,311	\$2,032	\$3,150	EBITDA (000's)	\$299	\$425	\$688	\$1,104	\$1,759	\$2,785
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