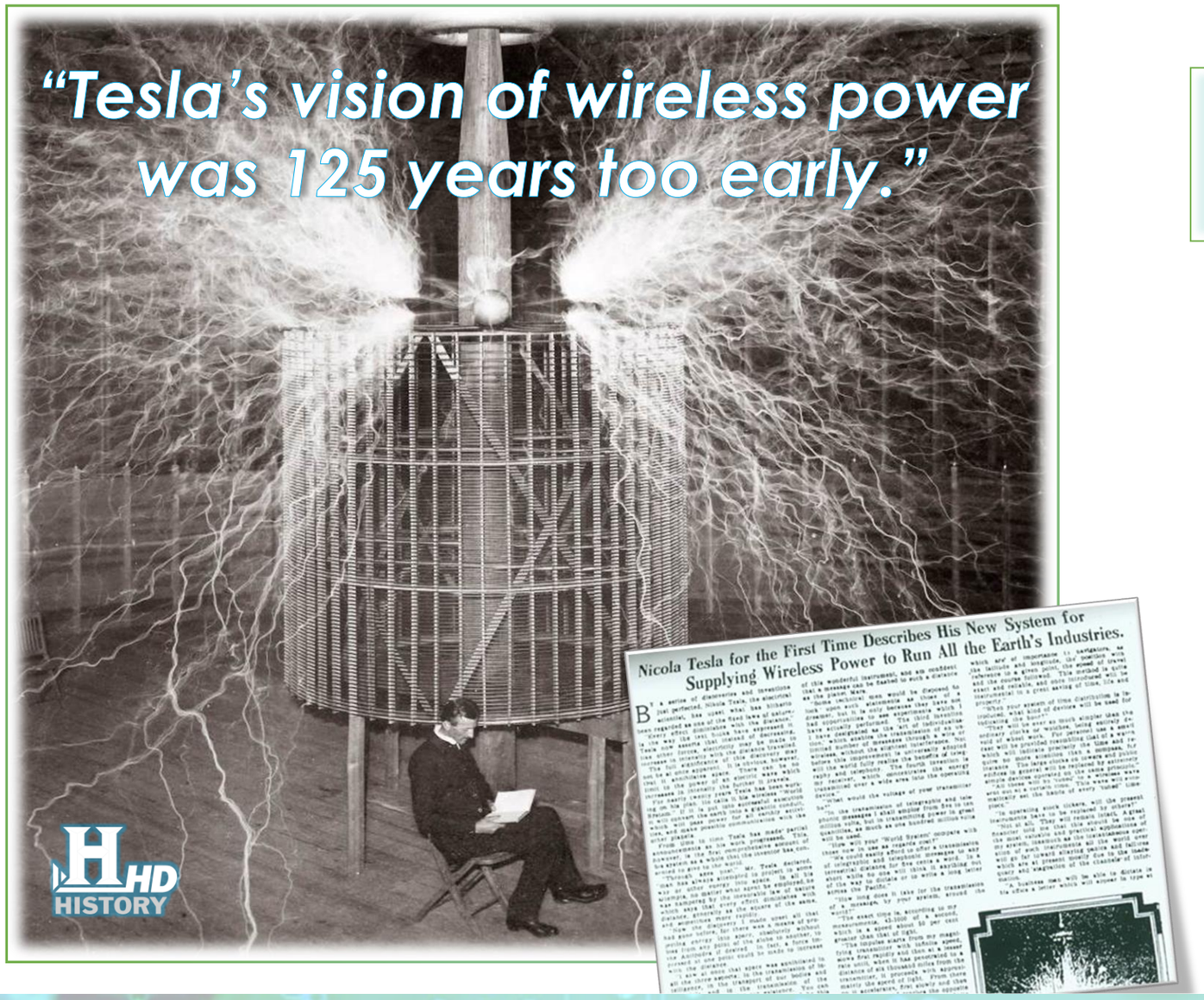

spark
connected
investor deck
september 2023
powering the world,
wirelessly™

executive summary

- Spark is a growth phase startup specializing in b2b industrial wireless charging solutions for industrial robotics and light electric vehicles
- Founded in 2018, largely self funded with $2M in total revenue to date
- Goal to achieve $250M in revenue in 5 years
- Currently raising a $5M series A

massive market size



Spark's vision is to do what WiFi did to ethernet cables - make last-mile device charging wireless and ubiquitous

Wireless Power is here to stay

2022 → 2027

$8.1B $20.4B TAM (20% CAGR)

$3.0B SAM

Spark has shipped 2M+ units in the market

Source: ResearchandMarkets.com Jun '22

spark solves the problem

Charging with a plug-in cable does not work for autonomous systems and unmanned vehicles used in factory automation, logistics, e-mobility, and aerospace & defense

- **Requires a human to plug in the device**
- **Fails in wet or dirty environments**
- **Uses a different charger for each device**

Solution: Spark's break-through technology enables autonomy!

the founders

Ken Moore
Founder & CEO

- Serial Entrepreneur
  - 2015: Sold Triune to Semtech
  - 2018: Launched Spark
- 20-yr. success at Texas Instruments
  - Built $700M business at Cisco
- Industry Advisor & Influencer

WIRELESS POWER CONSORTIUM AirFuel™

- BS Electrical Engr. and MBA

TEXAS INSTRUMENTS TRIUNE SYSTEMS SEMTECH

Ruwanga Dassanayake
Founder & COO

- 25-yr. Global Business Leader
  - Power, Semis, Telecom focus
- MD, TI Automotive & Industrial
  - Transformed businesses for growth
  - Created >$2B in enterprise value
- MD, Nokia and Siemens
  - $1B+ P&L responsibility
- BA International Business & Economics

NOKIA SIEMENS TEXAS INSTRUMENTS SEMTECH

Dr. Emanuel Stingu
Founder & CTO

- Ranked #1, Wireless Power Market
  - Embedded Control Systems
  - AI and Machine Learning
- Architect of Triune's (now Semtech) wireless power portfolio
- Sr. Leader in WIRELESS POWER CONSORTIUM
- Holder, 15 wireless power patents
- PhD Electrical Engineering

TRIUNE SYSTEMS SEMTECH

competitive landscape

RENESAS
MICROCHIP
NXP

spark connected
Powering the world, wirelessly™
(partner with infineon)

Wiferion (acquired by Tesla - no longer a competitor)

WiTricity (electric vehicles only)

	1 - 50 watts	100 watts - 3 kilowatts	4 - 50 kilowatts
Applications	Phones, earbuds, tablets	Autonomous Mobile Robots (AMR), Automated Guided Vehicles (AGV), Light Electric Vehicles (LEV), Medical Equipment, Power Tools	Full-size Electric Vehicles
Market Status	Commoditized	Emerging / Growth	Early
Barrier to Entry	Low / Saturated	Very High	Very High
Differentiation	None	Performance & Efficiency, Safety, EMI	Power Level
Scalability	None (hardware solution)	High Degree (software solution)	None (hardware solution)
Market Segments	Consumer	Industrial, LEV, Aerospace & Defense	Electric Vehicles
Market Ramp	2017	2023 (10 - 15 years of growth)	2030

spark differentiation

#1 Peerless in 100W - 3kW with 5-inch charging air gap

95% power transfer efficiency (parity with wired EV charging)

Improved battery health and safety
- Significantly reduced risk of fires during charging

15-20% lower CapEx
- Lower hardware cost than wired chargers

30% lower Total Cost of Ownership (TCO)
- No moving parts compared to wired chargers
- No wear and tear
- No maintenance

market validation and traction

Kraken 10W

- Category-creating product for IKEA turns any piece of furniture into a wireless charging hot spot

Beast 15W

- Automotive in-cabin Qi v1.3 smartphone charging with best-in-class EMI and safety.

Minotaur 90W

- Integrated wireless charging into laptops, docking stations and tablets
- Automotive rear-cabin wireless charging

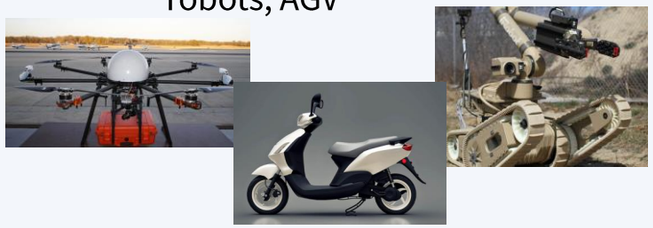
modules 2023+

Titan 1.5kW - 3kW

- 3W/4W Light Electric Vehicle (LEV), autonomous robots, AGV

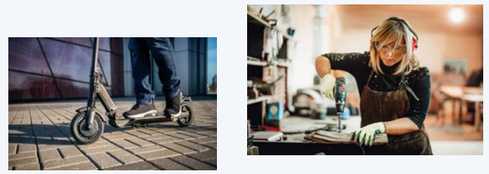
Yeti 500W

- 2W EV, LEV, e-Bike, drones, autonomous robots, AGV



Ogre 100W

- e-Bikes, LEV, e-scooters, power tools, drones



unique certified products in the market

strategic market **focus**

industrial robotics

autonomous lawn mower

autonomous mobile robot (AMR)

personal service robot (PSR)

automated guided vehicle (AGV)

autonomous floor cleaner

light electric vehicles

2-wheel EV

3-wheel EV

micro-mobility

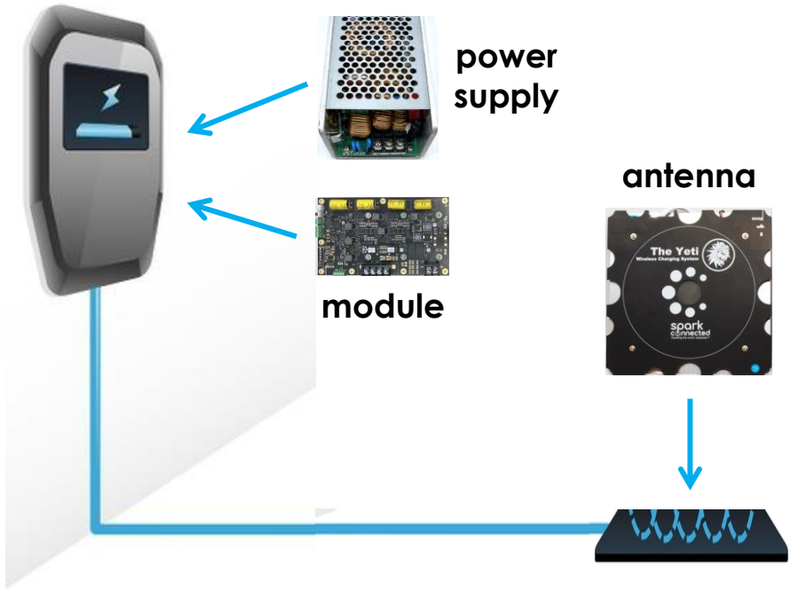
e-cargo

e-pallet trucks

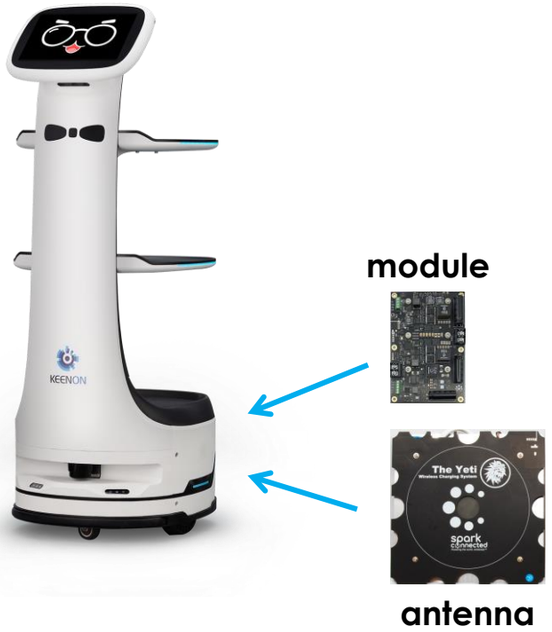
spark ready-to-integrate modules

MODULE KIT

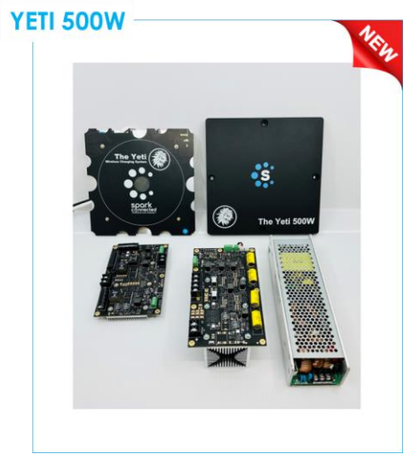
Charger side (transmitter)

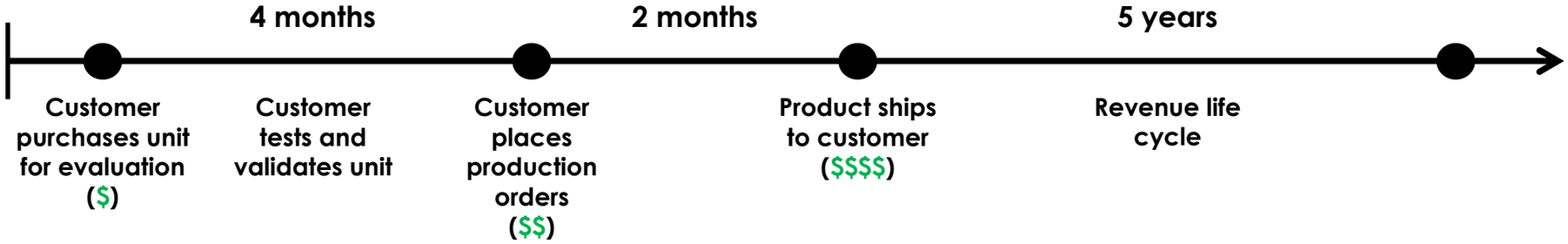


Device side (receiver)



business model and product revenue cycle





spark manufacturing, sales and distribution channels

MANUFACTURING

- Partner 1 China (production)
- Partner 2 India (evaluating)

STANDARD MODULES

NEW

SALES and DISTRIBUTION

- Channel 1 Spark Connected Online
- Channel 2 Infineon Worldwide Sales
- Channel 3 Ecosystem Partners

partners

investment opportunity

series A capital raise $5M

- $1M of the original $5M target raised
- Goal to close by end of 2023

use of funds

- Build, manufacture and market
  - Titan 1500W product
  - Titan 3000W product
- Grow operations team
- Establish Spark subsidiary in India

powering the world, wirelessly™

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