

Building the **dominant marketplace for refurbished smartphones** in underserved markets, combined with patented instalment finance technology.

Grew net **revenue 8x** in 2021 to a **£6 million** net revenue run rate in Q4 '21.

Closest peer Backmarket was valued at **\$5.7 billion** in Jan 2022, they're a refurbished marketplace focused on developed markets whereas we're focused on underserved markets.

PROBLEM: Consumer electronics are becoming increasingly unaffordable for many people on low incomes and handset financing is not available to many customers around the world

SOLUTION: Refurbished Smartphones on instalments using patented technology

- **NewPath** is building a refurbished phone **marketplace** focused on underserved regions. The refurbished phones are typically 40% cheaper than new phones and also offered on instalment finance.
- We have developed technology that can gradually reduce the functionality of a smartphone if payments are not made on time making it less risky to provide handset finance for higher risk customer segments. We secured a US patent on this technology in 2021.

ACHIEVEMENTS & TRACTION

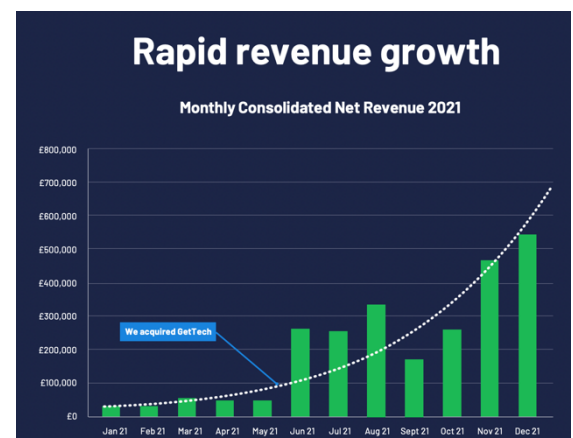
- **Increased annualised revenue by 8x** from £750k in Q4 2020 to **£6mn in Q4 2021**
- **Secured US Patent** on instalment finance software

HUGE MARKET OPPORTUNITY FOR AFFORDABLE REFURBISHED TECH

- By 2031, the **refurbished and used mobile market** is expected to grow to **\$144bn** from \$50bn. Focus will be on our home markets i.e. UK and Ireland (stage 1), then an expansion across Eastern, Central and Southern Europe (stage 2) South/Southeast Asia (stage 3) and Latin America (stage 4) over the next 2 - 4 years.

INVESTOR PROPOSITION & USE OF FUNDS

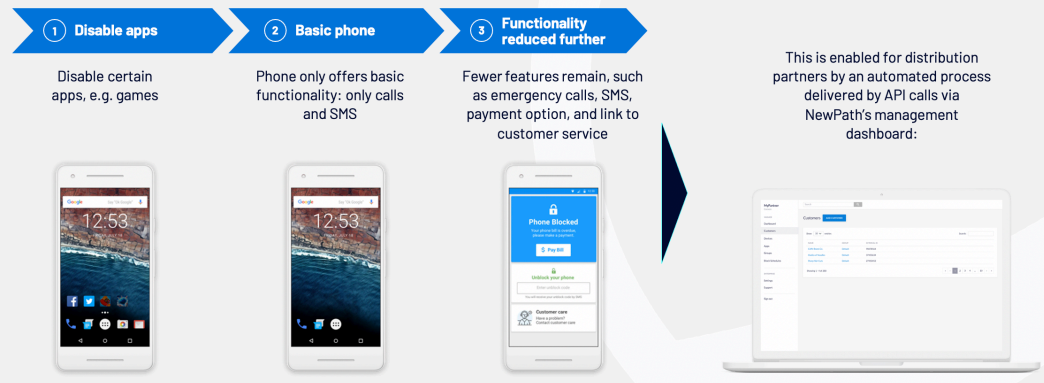
- **Pre-money valuation in the first close of the round:** £12.5 million, EIS eligible. £525k of new funding was closed in May with a more than £1 million committed from new and existing investors for the rest of the round.
- **Use of funds:** working capital and to boost finance, operations, and marketing
- Existing investors: Downing Ventures, Force Over Mass Capital, 500 Startups, Adjuvo,
 - Family office shareholders have majority stakes in 2 emerging market telecoms operators, a handset distributor, a national bank, and 2 leasing companies
 - Our angel investors have been on the board of telecoms carriers which reach over 1.5bn people – including Vodafone, Bharti Airtel, Maxis, Tigo, among several others.



Patented device management software to de-risk handset financing

US-patented software gradually reduces the functionality of the phone if instalment payments are not made on time

Gradual reduction in functionality if payments are late:



Consolidated income statement & forecasts

	2020	2021	2022 (F)	2023 (F)	2024 (F)
Total Revenue	763,925	2,541,956	9,023,283	27,651,409	52,337,517
Total COGS	-	(1,484,146)	(6,551,274)	(18,883,127)	(30,285,913)
Gross Margin	763,925	1,057,810	2,472,009	8,768,282	22,051,604
Total Logistics Costs	(32,255)	(23,852)	(96,160)	(237,814)	(324,616)
CM2	731,670	1,033,958	2,375,849	8,530,468	21,726,988
Net Operating Expenses	(1,305,351)	(1,982,926)	(2,187,259)	(5,034,942)	(9,586,046)
EBITDA	(573,681)	(948,968)	188,590	3,495,526	12,140,942
Total Depreciation & Amortisation	(16,089)	(26,892)	(43,104)	(48,501)	(48,501)
EBIT	(589,770)	(975,860)	145,486	3,447,025	12,092,441

Senior team

Alasdair Chesney
Founder & CEO



Previously bootstrapped Send SMS growing it to over 4 million users and a business selling sports image rights for 4 of the top 6 premier league football clubs and several of the world's most famous sportsmen. Studied Politics, Philosophy and Economics at Oxford University.



Tom Campbell
CTO



25 years of CTO experience in TMT sector. Previously CTO of the Phones4u founder's Caudwell Group (whilst their Singlepoint subsidiary was sold to Vodafone for £400 million), CTO of Movota (acquired by Bertelsmann), CTO of Mobcast (acquired by Tesco), CTO of Arvato (providing services to Orange, Vodafone, T Mobile etc.)

