



THE PROBLEM RAFFLEMATE SOLVES	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.																					
HIGHLIGHTS	<ul style="list-style-type: none"> ▪ \$67mm addressable and validated market ▪ Immediate market need ▪ Best-in-class product offering ▪ Profitable and scalable business model (85%+ EBTIDA margins) 																					
MARKET OPPORTUNITY	<ul style="list-style-type: none"> ▪ Currently ~620k non-profits participate in raffles in the US ▪ Fundraising is increasingly performed via online tools but the need for online raffles has yet to be fulfilled ▪ The inevitable evolution of these raffles to an online model creates a strong niche opportunity ▪ RaffleMate is best positioned to take advantage of this trend 																					
PRODUCT	<ul style="list-style-type: none"> ▪ A simple, easy to use web based application that allows NPO's to create, manage and conduct raffles online. 																					
EARLY PROGRESS	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.																					
COMPETITION	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.																					
MANAGEMENT	<ul style="list-style-type: none"> ▪ Jake Colognesi: Founder and CEO, former venture capital investor at Fidelity Ventures and current student at the Tuck School of Business ▪ Matt Boynes: Legal Counsel, attorney for the United Nations. Graduate from Dartmouth College and Boston College Law School. ▪ Matt Hoisington: CTO, web developer at Union Street Media. Graduate of UMass-Amherst. 																					
FINANCIAL PROJECTIONS	<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; width: 15%;"></th> <th style="text-align: center; width: 15%;">2011</th> <th style="text-align: center; width: 15%;">2012</th> <th style="text-align: center; width: 15%;">2013</th> <th style="text-align: center; width: 15%;">2014</th> <th style="text-align: center; width: 15%;">2015</th> <th style="text-align: center; width: 15%;">2016</th> </tr> </thead> <tbody> <tr> <td>Revenues (000's)</td> <td style="text-align: center;">\$352</td> <td style="text-align: center;">\$546</td> <td style="text-align: center;">\$846</td> <td style="text-align: center;">\$1,311</td> <td style="text-align: center;">\$2,032</td> <td style="text-align: center;">\$3,150</td> </tr> <tr> <td>EBITDA (000's)</td> <td style="text-align: center;">\$299</td> <td style="text-align: center;">\$425</td> <td style="text-align: center;">\$688</td> <td style="text-align: center;">\$1,104</td> <td style="text-align: center;">\$1,759</td> <td style="text-align: center;">\$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
	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																
CONTACT	Jake Colognesi, jake@rafflemate.com , 508-320-0905																					