people on the planet and we are more **apart** than ever before

billion

 $\mathbf{\tilde{o}}$ 

## THE NEED IN THE US

Social isolation and loneliness are epidemic and have a profound effect on cognition and health. Consistent human connection - community - is central to physical and emotional health and CoAbode fosters these significant benefits across the spectrum.

- J. Galen Buckwalter, PhD



**9.9** million single mother families 12.5

million senior citizens live alone.



#### 45%

of single mothers have more than one job

## THE NEED IN THE US

#### 17.4

million children being raised without a father



billion dollars owed in back child support to 29 million children



#### 46%

almost half of older women (75+) live alone



65%

of US households are owner occupied, and many struggle to pay their mortgages



CoAbode offers senior citizens, empty nesters, and retirees the ability to share their homes with families, building stability, safety and support

# SHARING ECONOMY

#### INTRODUCING



**CoAbode** was originally founded on the principle that two single mothers raising children together can achieve more than one going it alone.

Combining rents and resources allows single mothers and their kids to afford a better home in a better school district, helps lighten the load of parenting and childcare, and enhances their economic opportunities.

Two adults sharing a home have the financial benefits of married couples, are afforded more free time, greater access to opportunity, and the security of knowing their children are safe, their bills are paid and their savings of time and money are growing.

CoAbode is the next generation of social networking, taking interaction off the screen and into day to day life. We match people for home-sharing based on personality, what each person values, and for community building at every stage of life, building stable homes, shared child care and stability in uncertain times. Real life social connection and home-sharing builds health and well-being and millions can benefit from our approach to community building through CoAbode.

## THE SOLUTION

A **trusted source** that creates connections through house sharing opportunities, financial stability and community support. Afford a better house or apartment, within a safer neighborhood

Split the cost of rent and overhead expenses

Lighten the burden of daily chores such as cooking, grocery shopping laundry, homework, carpooling and child care HOPE Start a new life

\$

**EMOTIONAL SUPPORT** Build a better community

For single moms, seniors, single

**IMPROVE LIVING** 

CONDITIONS



dads and empty-nesters married couples



## WHO WE ATTRACT



Millions of single mothers, seniors, boomers, single dads and empty-nesters People with shared interestlike artists, musicians, or actors

HOW WE DO IT Mother Resources Single Through proprietary matching to combine resources and share a home

WARD

dd definitely recommend the service to

WHAT WE DO

PROGRAM

RESOURCES

Improve the quality of life through house sharing and enabling community atest relief may be that

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## COABODE IN THE PRESS









Journal

**USA** TODAY

## The Washington Post

The CHRISTIAN SCIENCE

**Che New York Eimes** 







Upcoming media coverage



Single Mothers House Sharing

https://www.youtube.com/watch?v=23-wTHXMiol







## THE FUTURE OF CoAbode

## PLATFORM REDESIGN





#### Fresh design



Mobile responsive



Integrated payments



Resource list



Expanded audience

## ADDRESSABLE MARKET

#### Untapped Potential



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families in the US

70k Current Users NEW VERTICALS



10.9 21.2 1.8 2.6 8.4 million million million million million  $\overline{\mathbf{r}}$ R  $\overline{\mathbf{r}}$ Ň R

Senior Single Citizens Dads

College Students

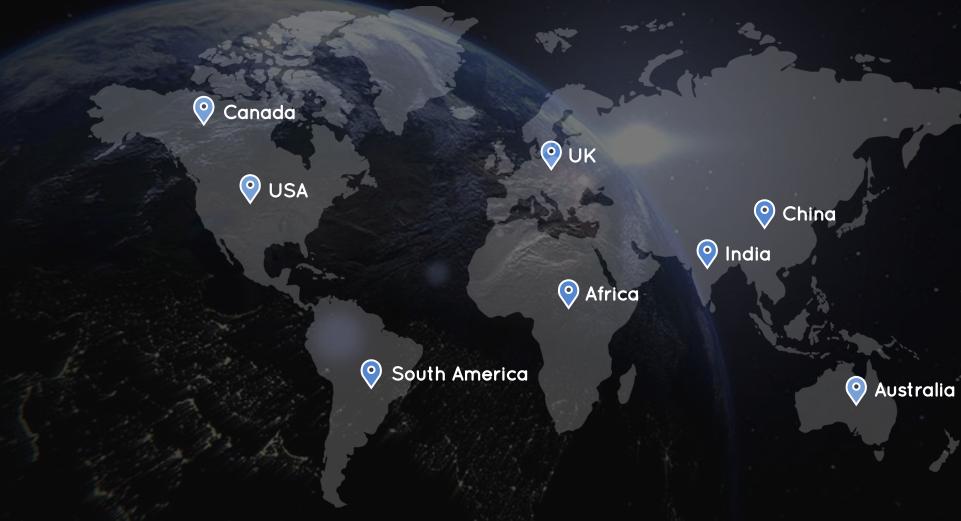
Cancer Patients Patients

Aids

Single mother families are just the start. There are many more people who will benefit from the CoAbode solution.

## NEW GEOGRAPHIES





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#### TELEVISION OPPORTUNITY





Currently in Discussion



## OUR TEAM



CARMEL BOSS Chief Executive Officer

Strong Business background, artist, and mother with 25+ years of experience in the for-profit and nonprofit sectors



#### GALEN BUCKWALTER Research Scientist

Institute for Creative Technologies at USC, TidePool, eHarmony, inc



HIRON MINON Chief Technology Officer KABINETo, TripScope, A Hundred Years, HUGE



LEE O'DONOVAN Marketing & Partnerships

Former Google and YouTube director with experience in Marketing, Branding, partnerships & user acquisition



#### ADVISORY BOARD

#### Gina Anastasi Entrepreneur Consultant

Former COO at rent.com, Leadpoint, and Ubermedia, an Idealab company

#### **Cassandra Campbell VP Product manager** at Tillster, Demand Media, Virgin

Charter, Yahoo News

## Peter Trepp

Service Mesh, Blackline Systems, UCLA Anderson Alumni President



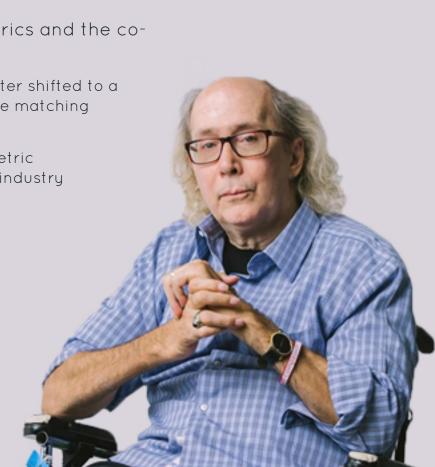
#### J.GALEN BUCKWALTER, PHD

#### Developed the CoAbode Proprietary Algorithm

Dr. Buckwalter is a world-renowned research scientist in psychology and psychometrics and the cofounder of psyML.

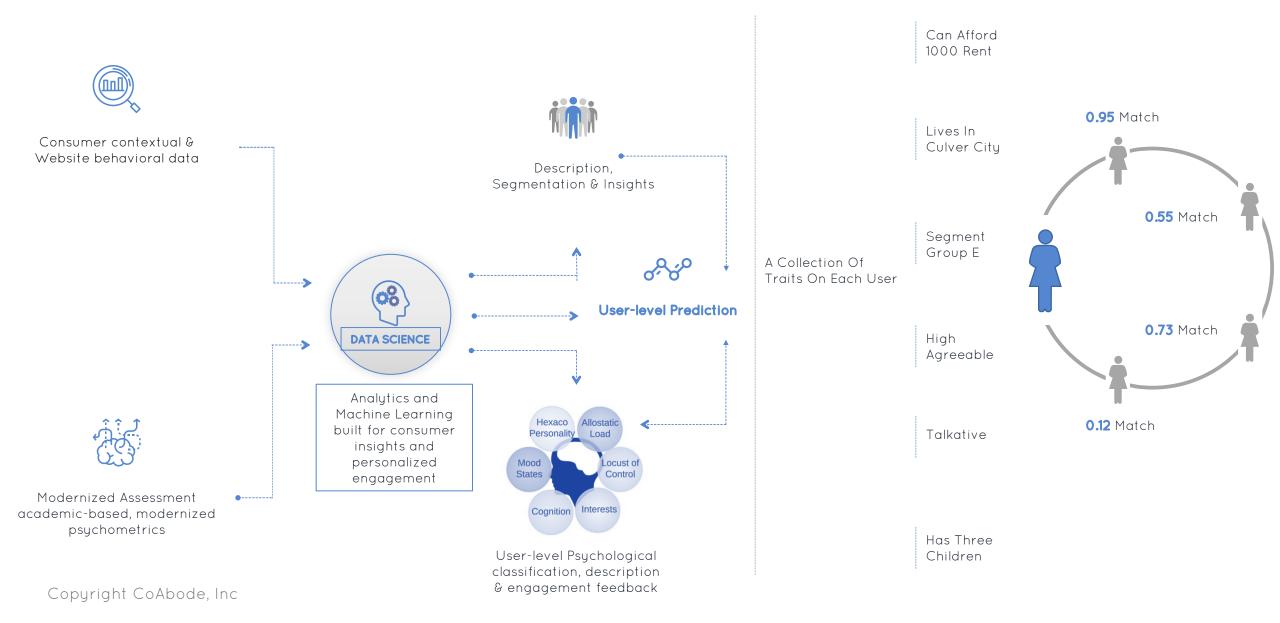
After years as an academic research scientist at the University of Southern California, Dr. Buckwalter shifted to a career in private industry when he developed the instrument and methods for the successful online matching company, eHarmony.

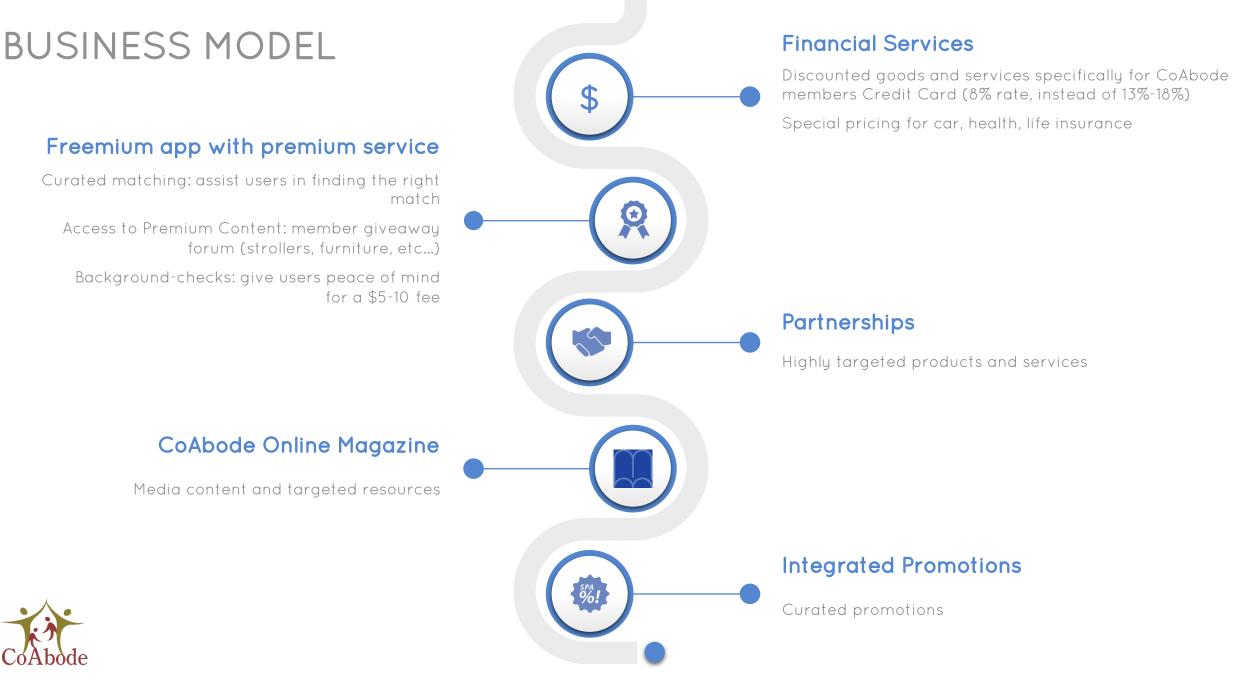
Currently, Dr. Buckwalter is the co-founder of psyML, which employs explicit and implicit psychometric assessments, data science and machine learning to provide insight to consumers, institutions and industry about aspects of human behavior that are rarely quantified.



## COABODE'S PROPRIETARY MATCHING ALGORITHM







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## SEED ROUND: Up to 1 Million



#### DEAL TERMS

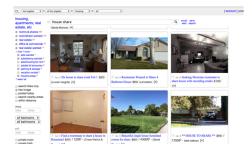
- Convertible Note
- \$1 Million
- 20% Discount
- 6 Million Cap
- 6% interest rate / 24 month term

#### USE OF PROCEEDS

- ✓ Platform redesign (web, mobile)
- ✓ Key hires
- $\checkmark$  Office space
- ✓ Press outreach
- ✓ Marketing engaged
- ✓ New territories
- $\checkmark$  New verticals

## COMPETITORS







## Single Mom 411

- Not monitored or curated
- Only 894 members
- Listings not verified

## Craigslist

- Lacks focus
- Expensive listings
- Fraudulent listings

#### National Shared Housing

- Focused on Seniors
- Antiquated design and functionality
- Not a one-on-one matching program



## Website Traffic\* With ZERO Outbound Efforts

Traffic generated by free press. **Media loves the CoAbode story** 

Summary by Month											
Month	Daily Avg				Monthly Totals						
	Hits	Files	Pages	Visits	Sites	KBytes	Visits	Pages	Files	Hits	
Mar 2015	7371	6506	3090	646	7921	2128479	16168	77250	162653	184289	
Feb 2015	7601	6669	3252	690	8442	2440539	19335	91071	186744	212839	
Jan 2015	8520	7569	3621	753	9921	3219835	23349	112263	234657	264130	
Dec 2014	7396	6287	3244	680	9582	2517314	21108	100580	194899	229276	
Nov 2014	7815	6773	3504	741	9106	2766524	22234	105129	203207	234452	
Oct 2014	7401	6209	3383	754	8865	2498576	23390	104888	192501	229442	
Sep 2014	7321	6090	3359	733	8630	2355405	22013	100784	182709	219649	
Aug 2014	7365	6260	3231	700	9247	2523292	21724	100175	194077	228340	
Jul 2014	8338	6747	3555	752	9573	2742958	23320	110205	209176	258507	
Jun 2014	8303	6896	3348	727	9553	2762741	21829	100469	206908	249111	
May 2014	8328	7060	3615	728	9812	2948682	22590	112084	218872	258181	
Apr 2014	8148	6536	3666	713	9853	2574498	21408	110009	196090	244457	



"CoAbode<sup>®</sup> is the de novo service provider using an innovative program which is unique and creative, and targets an ever increasing niche in our current society – for house sharing. Your computerized system may prove more efficient and cost effective than the more traditional/conventional systems used by so many service providers."

JASON COUGHENOUR

HUD Operations Los Angeles

"I never dreamed sharing a home would be this amazing. Simpler. Better. Happier. Easier. Cheaper."

**KAREN** CoAbode member

#### TESTIMONIALS

"It's a necessity. If it weren't for sharing the care of my kids with another mom, I wouldn't have a life"

**DANIELLE** CoAbode member

"Economically, we are able to share half the costs of gas, electric, phone and rent, so we can provide a better life for our children and ourselves."

**STAR** CoAbode member

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## PROJECTIONS for US Single Mothers



#### (Dollars in Thousands)

Income Statement	2016	2017	2018	2019	2020
moome statement	2010	2021	2010	2023	2020
Revenue		44.444	1		
Monthly Subscriptions	\$0	\$2,190	\$5,132	\$8,216	\$13,154
AARP Services	0	571	3,971	10,648	23,135
Total Revenue	0	2,761	9,103	18,864	36,289
Cost of Goods Sold (COGS)	0	55	182	377	726
Gross Profit	0	2,706	8,921	18,487	35,563
Gross Margin	0.0%	98.0%	98.0%	98.0%	98.0%
Expenses					
Sales & Marketing	29	606	1,368	2,479	4,362
Engineering / R&D / QA	95	745	1,036	1,178	1,294
Operations	13	157	448	763	1,123
General & Administrative	101	992	1,526	1,642	1,899
Total Expenses	237	2,500	4,378	6,062	8,678
Net Operating Profit/(Loss)	(\$237)	\$207	\$4,543	\$12,425	\$26,885
Operating Margin	0.0%	7.5%	49.9%	65.9%	74.1%
Statement of Cash Flows	2016	2017	2018	2019	2020
Cash Flow from Operations before W/C	(\$237)	\$207	\$4,543	\$12,425	\$26,885
Cash Flow from Working Capital	0	0	0	0	0
Cash Flow from Investing (CapEx)	0	0	0	0	0
Cash Flow from Financing (Equity)	1,000	0	0	0	0
Cash Flow from Financing (Debt)	0	0	0	0	0
Net Change in Cash	\$763	\$207	\$4,543	\$12,425	\$26,885

# CoAbode

THANK YOU

Single Mothers House Sharing

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