



TORFOT

INVESTOR PITCH DECK

About Us

TORFOT is



An eco-friendly footwear drying device



A company that helps buildings save water and cleaning supplies



A company that promotes zero plastic policies



A company that helps reduce slip-and-fall accidents



A company that helps maintain cleaner facilities in rainy and snowy days

Our Philosophy

According to GreenPeace , almost 900 million shoe covers are used in Russia per year. That is, on average, for every resident of Russia there are 3 pairs (6 pieces) of shoe covers per year. If one pair weighs 2.2 grams, that's 962 tons of waste per year.

At TORFOT, we're trying to minimize this waste, and bring it down to 0%



How it Works



**Choose Winter
or Summer mode**

**Step on the grid
with both feet**

**Wait for 25-35 secs
to dry soles**

**Your soles
are dry**

**Your floors
are clean**

Results



Dry and clean outsole



Warm feet



Safer, slip-free movement



Clean and dry floors



Better for the environment



*For all seasons

Map of Deliveries

So far our product is being used in the following countries:

Kazakhstan

USA

Canada

Turkey


Russia



Patents and Trademark

United States of America

It Promote the Progress of Science and Useful Arts



The Director
of the United States Patent and Trademark Office has received an application for a patent for a new and useful invention. The title and description of the invention are enclosed. The requirements of law have been complied with, and it has been determined that a patent on the invention shall be granted under the law.

Therefore, the United States

Patent

grants to the person bearing this patent the right to exclude others from making, using, offering for sale, or selling the invention throughout the United States of America and regarding the invention into the United States of America, and if the invention is a process, of the right to exclude others from using, offering for sale, or selling throughout the United States of America, products made by that process, for the term of thirty-five (35) years from the date of the grant of the patent, or maintenance fee is paid by 35 years after the date of the grant of the patent, or the term of the patent.

Andres Ibarra
DIRECTOR OF THE UNITED STATES PATENT AND TRADEMARK OFFICE



UNITED STATES PATENT AND TRADEMARK OFFICE (USPTO)

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МІНІСТЕРСТВО ІНТЕЛІКТИВНОЇ ВЛАСНОСТІ РЕСПУБЛІКИ КАЗАХСТАН

ПАТЕНТ

№ 32493

НА ІЗОБРЕТЕННЯ

(54) **НАЗВАНИЙ:** Устройства для снятия обуви

(73) **ПАТЕНТООБЛАДАТЕЛЕМ:** Нурмабетов Кайрат Нурмабетович (KZ)

(72) **АВТОР(АВТОРЫ):** Нурмабетов Кайрат Нурмабетович (KZ)

(21) **Заявка №** 201600851.1 (22) **Дата подачи заявки:** 20.09.2016

Заявка зарегистрирована в Государственном реестре изобретений Республики Казахстан 31.09.2017.

Действие заявки распространяется на всю территорию Республики Казахстан при условии своевременной уплаты государственного пошлины за поддержание патента в силе.

Заместитель министра интеллектной собственности Республики Казахстан *Э. Адымова*

Сведения об изобретении опубликованы в официальном бюллетене в соответствии с законодательством Республики Казахстан

Specifications





Equipped with UV light, TØRFOT disinfects itself when on standby mode which allows it to be used to dry bare feet in wet areas of spas, swimming pools, and places of ablution



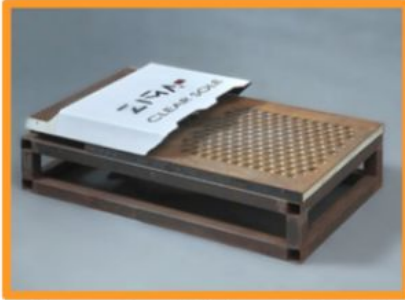
Energy consumption: 1.5kW-2.5kW, depending on the mode selected:

- COOL Air -for bare feet and pool/spa use
- HOT Air - for footwear in wet weather

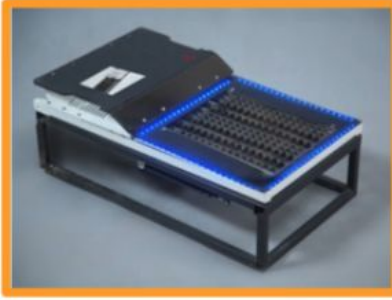


According to the National Center for Biotechnology Information, the use of shoe covers, even in Intensive Care Units, does not help prevent infections and reduce mortality

From Concept to Production



1st version (2016): weight 132 lbs (60 kg), dimensions 27" x 16" x 8" (70cm x 40cm x 20cm). It was huge and heavy, so we had started to develop the next version.



2nd version (2017): weight 66 lbs (30 kg), dimensions 23" x 14" x 8" (60cm x 35cm x 20cm). This version was equipped with a screen to play videos.



3rd version (2018-2019): weight 44 lbs (20 kg), dimensions 23" x 14" x 8" (60cm*35cm*20cm). This version was much faster and lighter than the previous ones and had a metal body.



Meet TORFOT, the 4th version of the shoe soles drier! Much lighter, faster, warmer, safer, with new useful features included.

Designed in Kazakhstan

Manufactured in Turkey

Electronic parts are imported from China

MVP is ready and exported to the first clients

Kickstarter campaign is ready to launch

Market Opportunity

The countries of North America, Europe and the CIS are considered as potential markets for this marketing report. These regions have changing seasons and large amounts of precipitation in the form of rain and snow (21 countries):

Europe: Austria, Belgium, Bulgaria, Poland

Western Europe: Denmark, France, Germany, the Netherlands, UK

Northern Europe: Finland, Norway, Sweden

North America: USA, Canada

CIS: Azerbaijan, Belarus, Kyrgyzstan, Russia, Tajikistan, Uzbekistan

Domestic Market: Kazakhstan

Market Size in Product

Buildings	Quantity
Metro Stations	31 499
Aeroports	348
Universities	6 787
Private Schools	39 999
Malls	60 286
Theaters	52 981
Museums	48 543
Private Hospitals	11 291
Business Centers	1 188 821
Movie Theaters	18 460
Condominiums	2 513 073
TOTAL	3 940 620

Market Opportunity by Regions

Market	Potential Unit Sales	Estimated Revenue (\$m)
Western Europe	185 940	83,67
Northern Europe	4 072 953	1 832,83
Europe, other	75 915	34,16
North America	7 482 957	3 367,33
CIS	144 984	65,24
Kazakhstan	11 685	5,26
TOTAL	11 974 434	5 388,50

Potential Sales at different market shares

Market	10%, mln \$	5%, mln \$	1%, mln \$
Western Europe	8,37	4,18	0,84
Northern Europe	183,28	91,64	18,33
Europe, other	3,42	1,71	0,34
North America	336,73	168,37	33,67
CIS	6,52	3,26	0,65
Kazakhstan	0,53	0,26	0,05
TOTAL	538,85	269,42	53,88