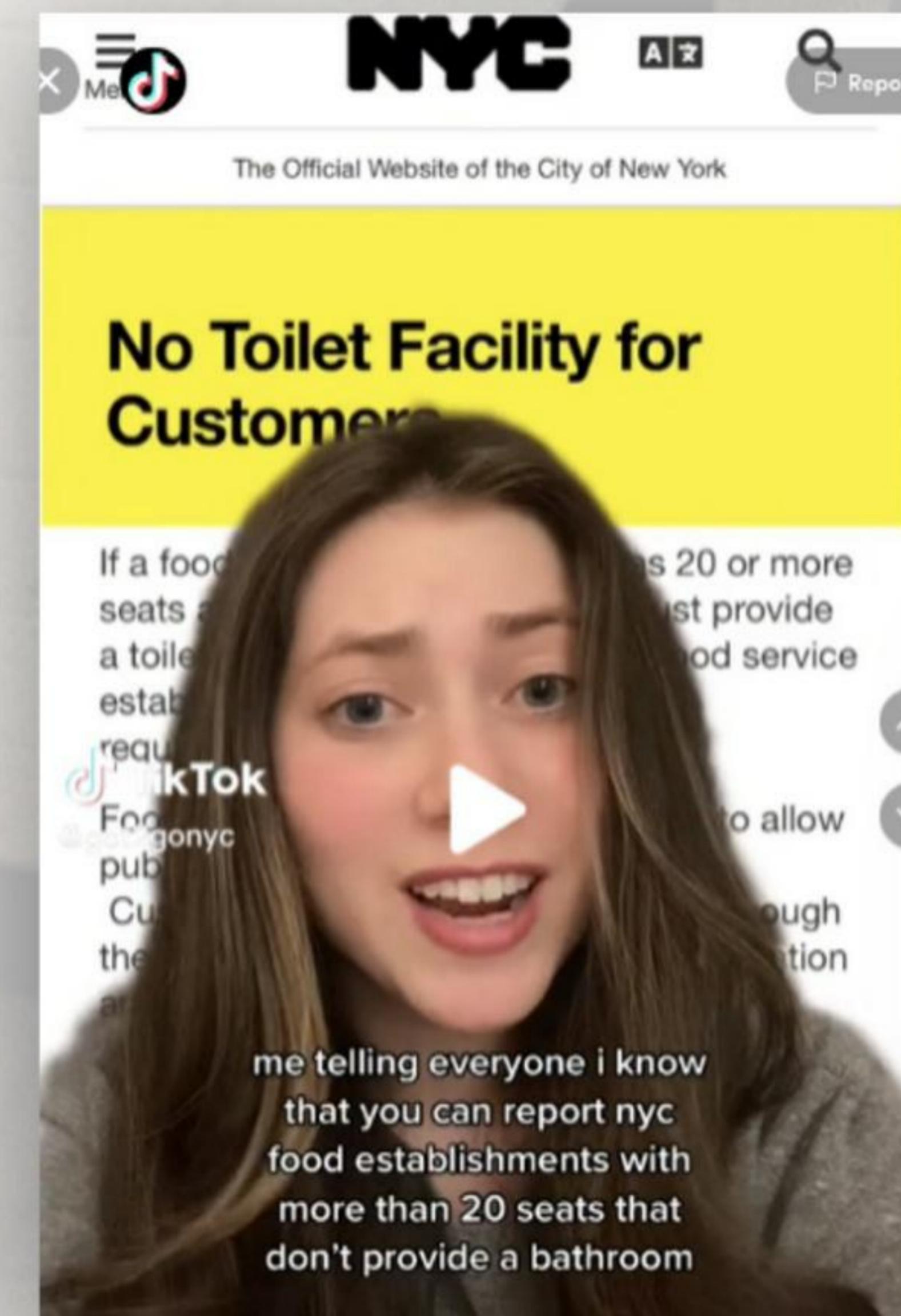




Bathrooms. The biggest opportunity you've never thought about

- \$200B is spent building and servicing bathroom infrastructure in the U.S. every year
- 200M Americans use a public bathroom every week
- The U.S. currently ranks 30th in public bathrooms per capita



Throne is dramatically expanding the world's access to nice bathrooms



Step One: Build out a new modality of bathroom infrastructure

Why Now?

Cities across the nation and world are prioritizing bathrooms

HEALTH

NYC

'Bathroom bill' passes in City Council



The bill, which passed 49-1, mandates the Department of Transportation and the Department of Parks and Recreation create

[Small text at the bottom left of the image]

Thanks to DC's new toilet law, it's going to be easier to find a place to go

PUBLIC SPACES By Will Schick (Former Fellow) December 9, 2019 22



The San Diego Union-Tribune [SUBSCRIBE](#)

WATCHDOG

In what has become an annual finding, grand jury says San Diego needs more public restrooms downtown



ANN ARBOR

Ann Arbor aims to accelerate development of downtown public restrooms

Published: Nov. 18, 2022, 10:54 a.m.



Cities investing in new bathroom infrastructure (since 2020)



Existing public bathroom options are the worst: \$1M toilets or porta potties

Option 1

Plumbed Installations



Option 2

Traditional Portable Sanitation



- Crazy expensive (\$500k-\$1M)
- 1-2 Years to install
- City bears burden of ongoing service

- Bathroom of last resort
- Unreliable customer service

Meet Throne

The First Smart Bathroom Platform



Rapid Deployment
No required connection to water, sewer or power, enabling quick and low cost deployment and perpetual flexibility



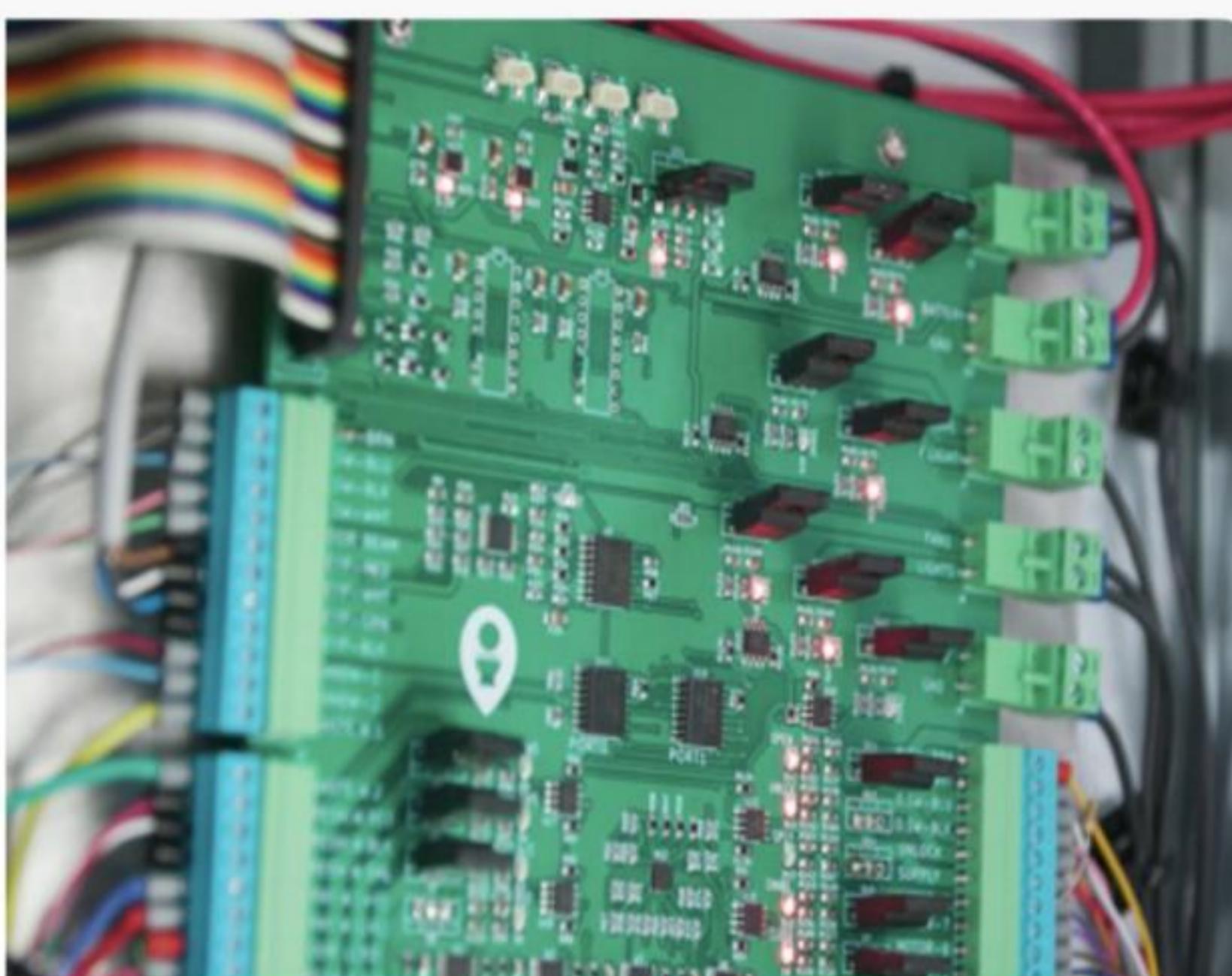
Familiar and Pleasant

Indoor style sink and toilet, HVAC, audio & touchless fixtures



Smart & Accountable

Real time user feedback and IoT sensors give rise to remote monitoring, on demand servicing and userbase accountability



Throne sells turnkey bathroom services to Municipal and Enterprise customers with monthly recurring payments dependent on location



Van Dyke Park, Fairfax VA



MacArthur Park, Los Angeles CA

Throne has landed contracts totalling \$2.2M in ARR from cities large and small, and has \$100M+ in the pipeline

Current Customers



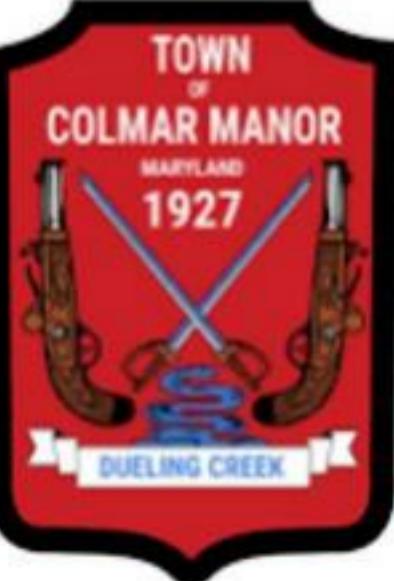
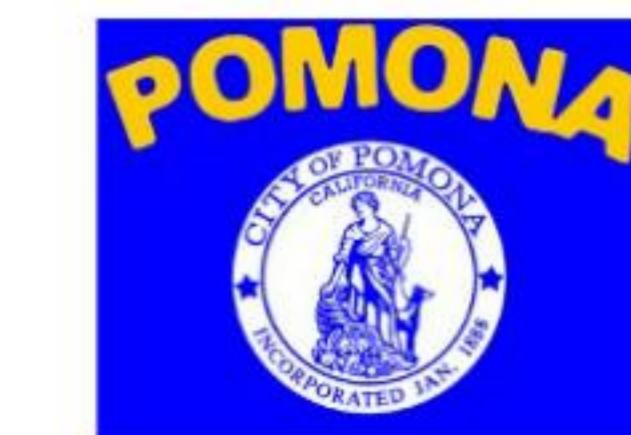
City of
HYATTSVILLE



Examples from Active Municipal Pipeline



— Large Metros —



Transit Orgs

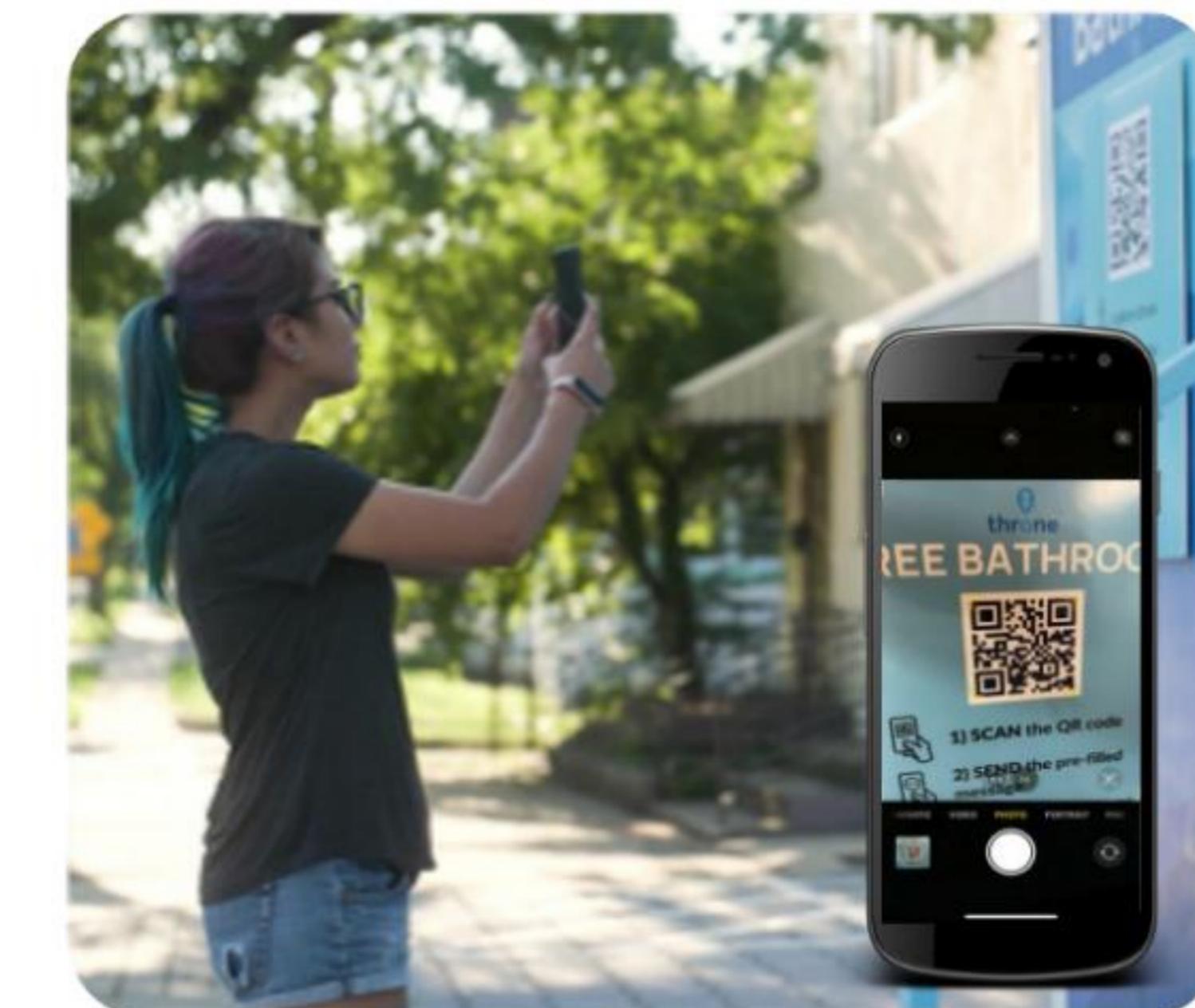
Small Cities

Throne's access control system enforces accountability and promotes development of a loyal and conscientious userbase

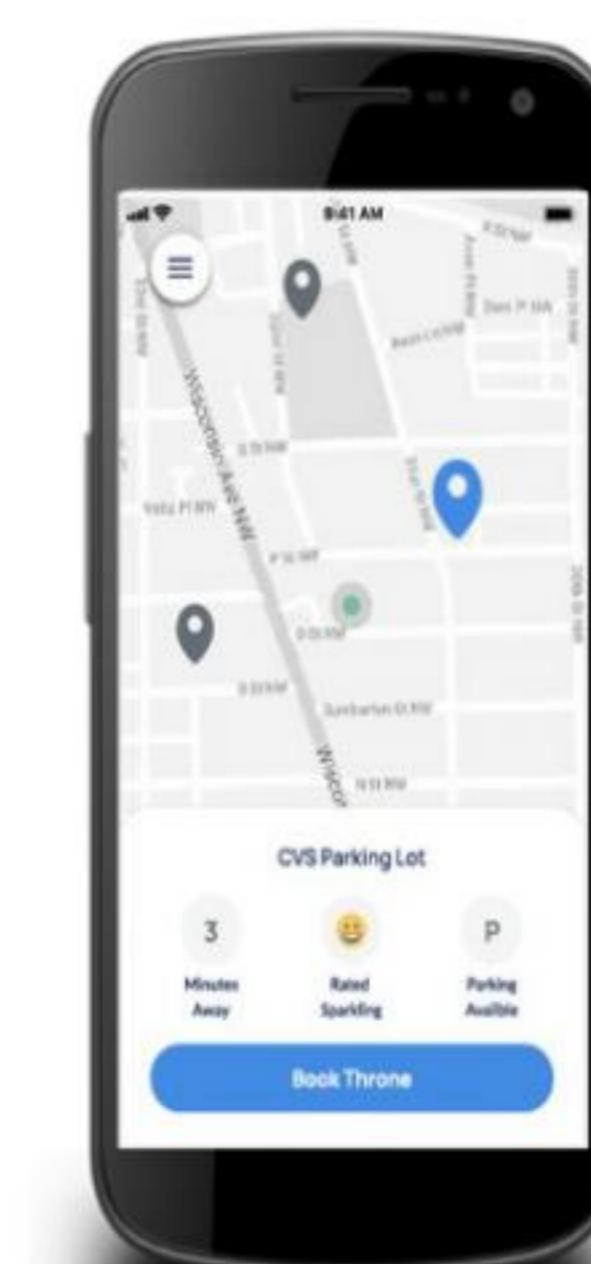


Three Ways to Use a Throne

QR Code
(single click entry)



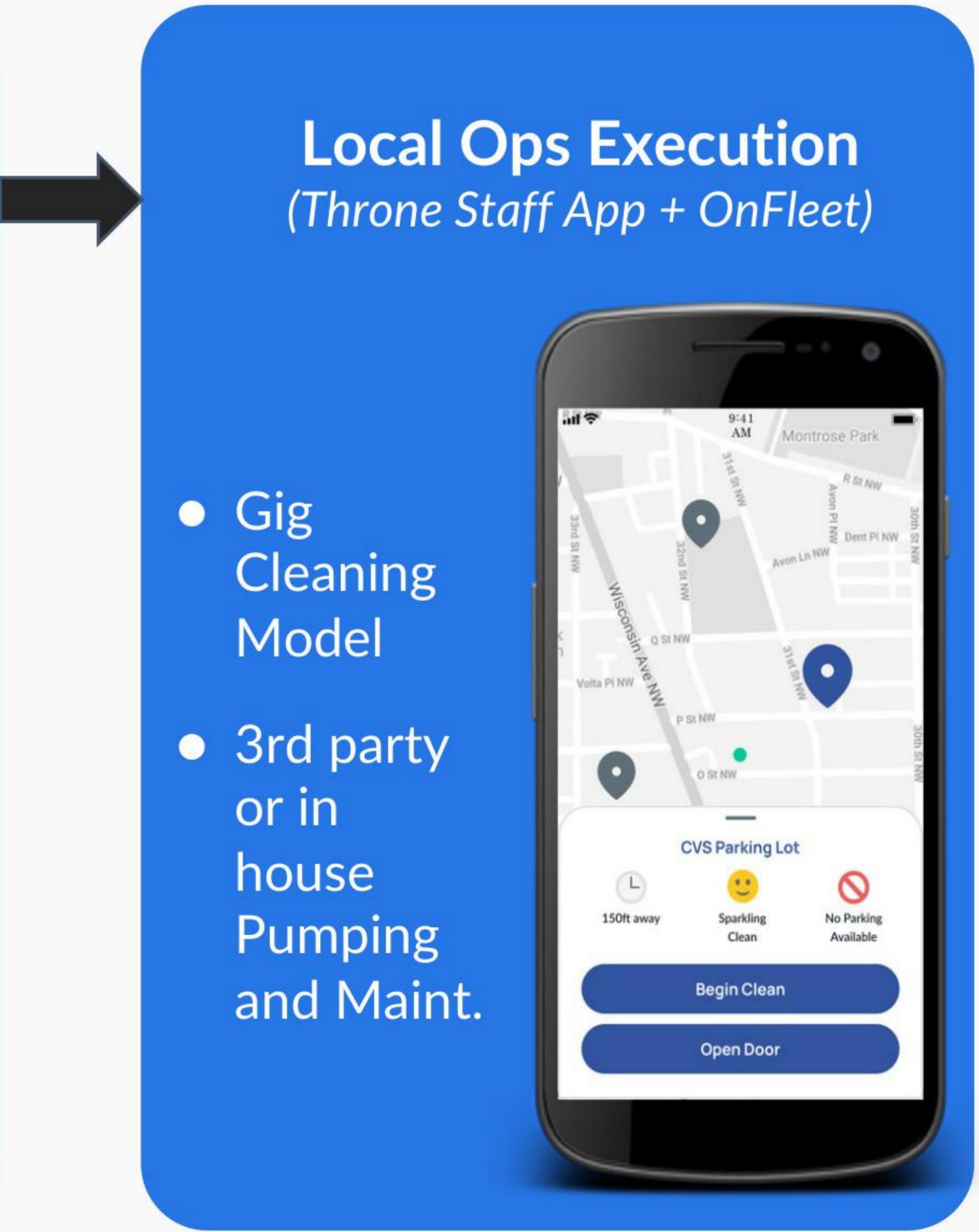
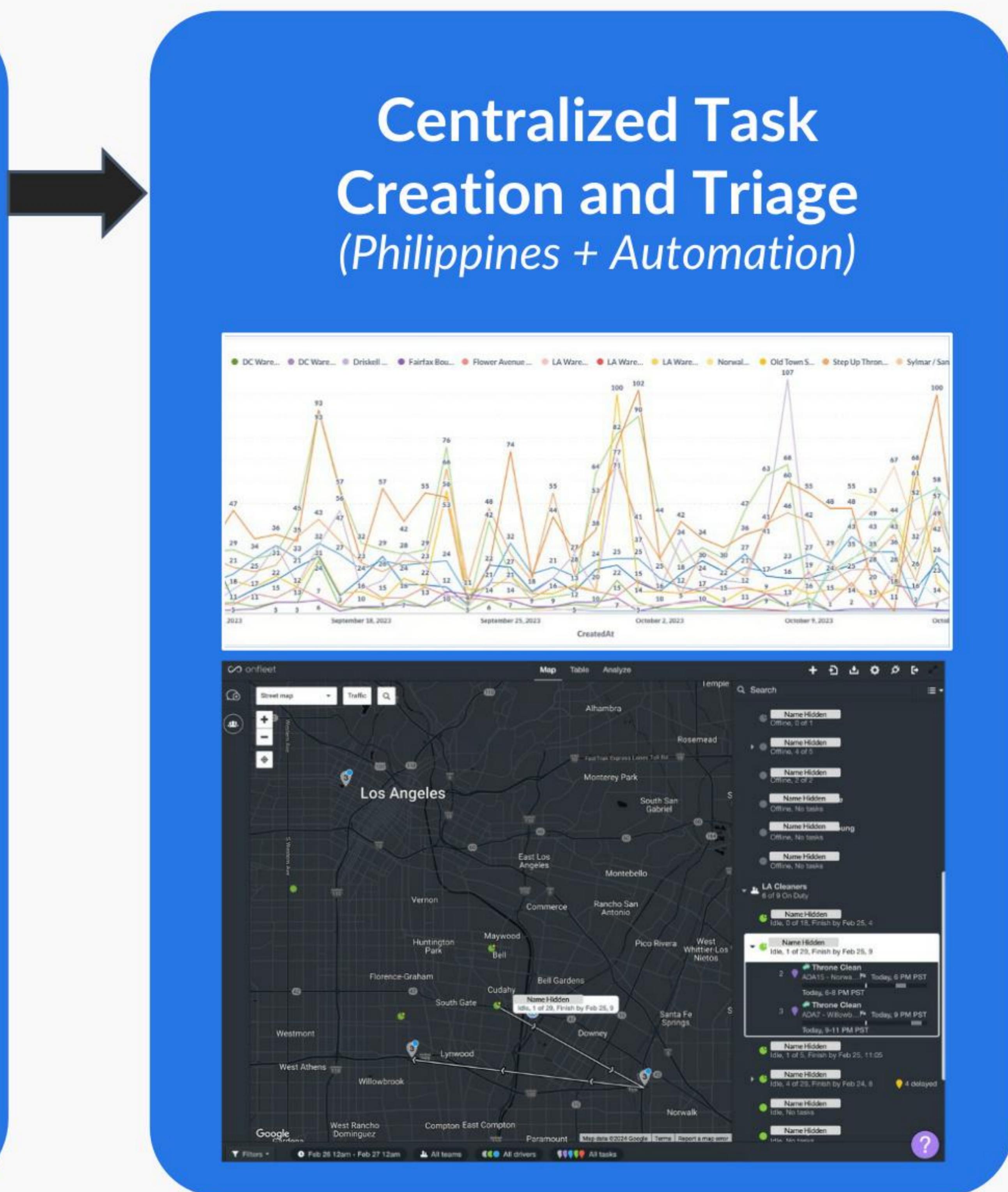
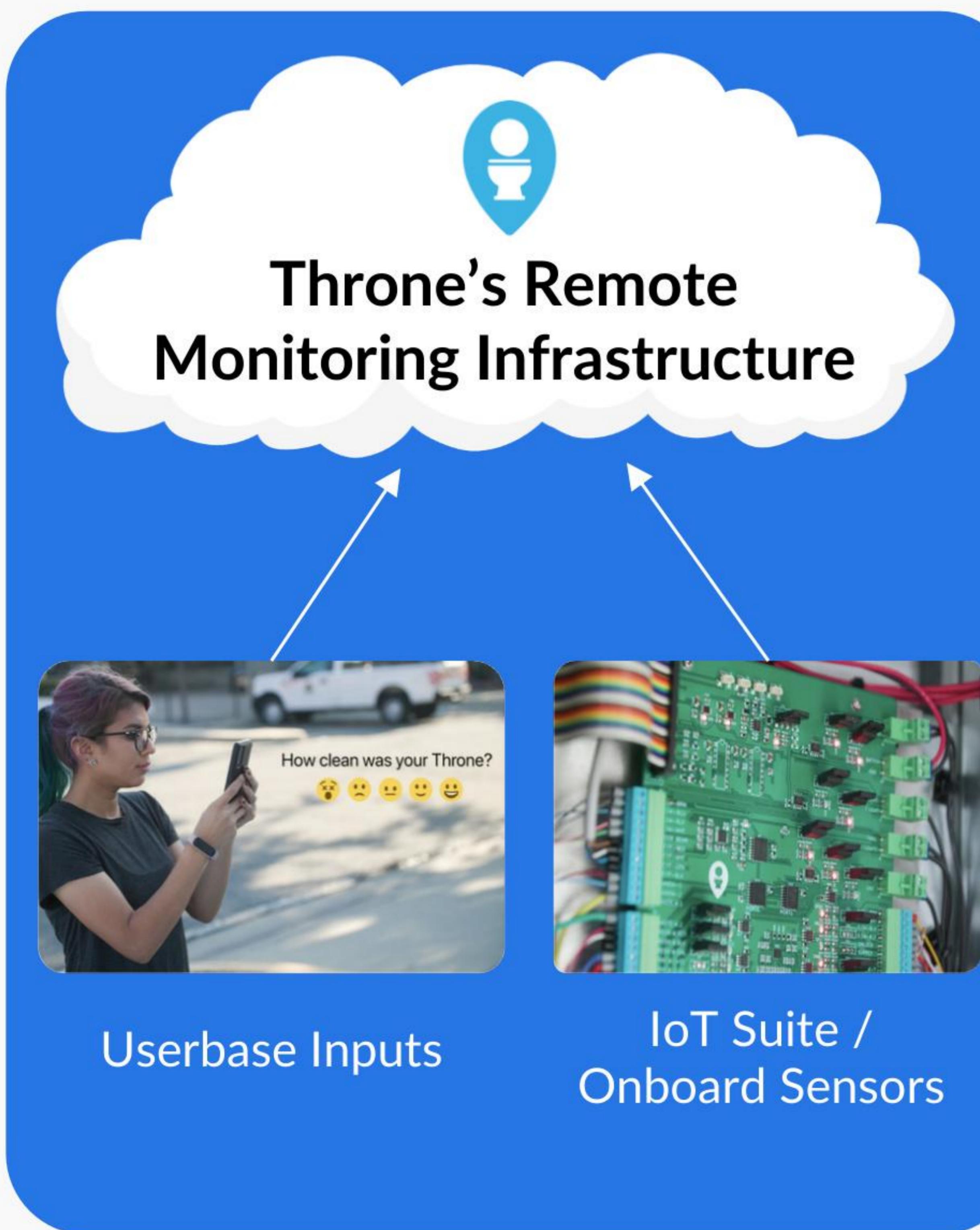
Mobile App
(for repeat & enterprise users)



Tap to Open
(for phoneless & enterprise users)



Throne's Core Technology Enables Remote Monitoring and Hyper Efficient Service Strategy



Consistently Clean + Convenient Bathrooms = Crowd Pleaser

over 100,000 uses served in D.C. and Los Angeles Markets

ie helps alot thanks for having. thank you so much

I use the bus every day and is nice to have somewhere to go

Best thing that could of happened. The bathroom is very clean and useful

Thank you for coming in clutch

Super clean

Nice Coat hangers!

It's really helped me. Very convenient and very clean and sanitary. Yes please add more Thrones.

It was a very interesting experience, and innovative, if im on the run i would definitely try again.

It was fairly clean and brightly lit, I like it

Cool setup

Excellent place to take a piss

So much helpful. Yes, more of these clean restrooms should be installed in more Metro stations, thank you.....

With another throne besides this, things would be better...

good service

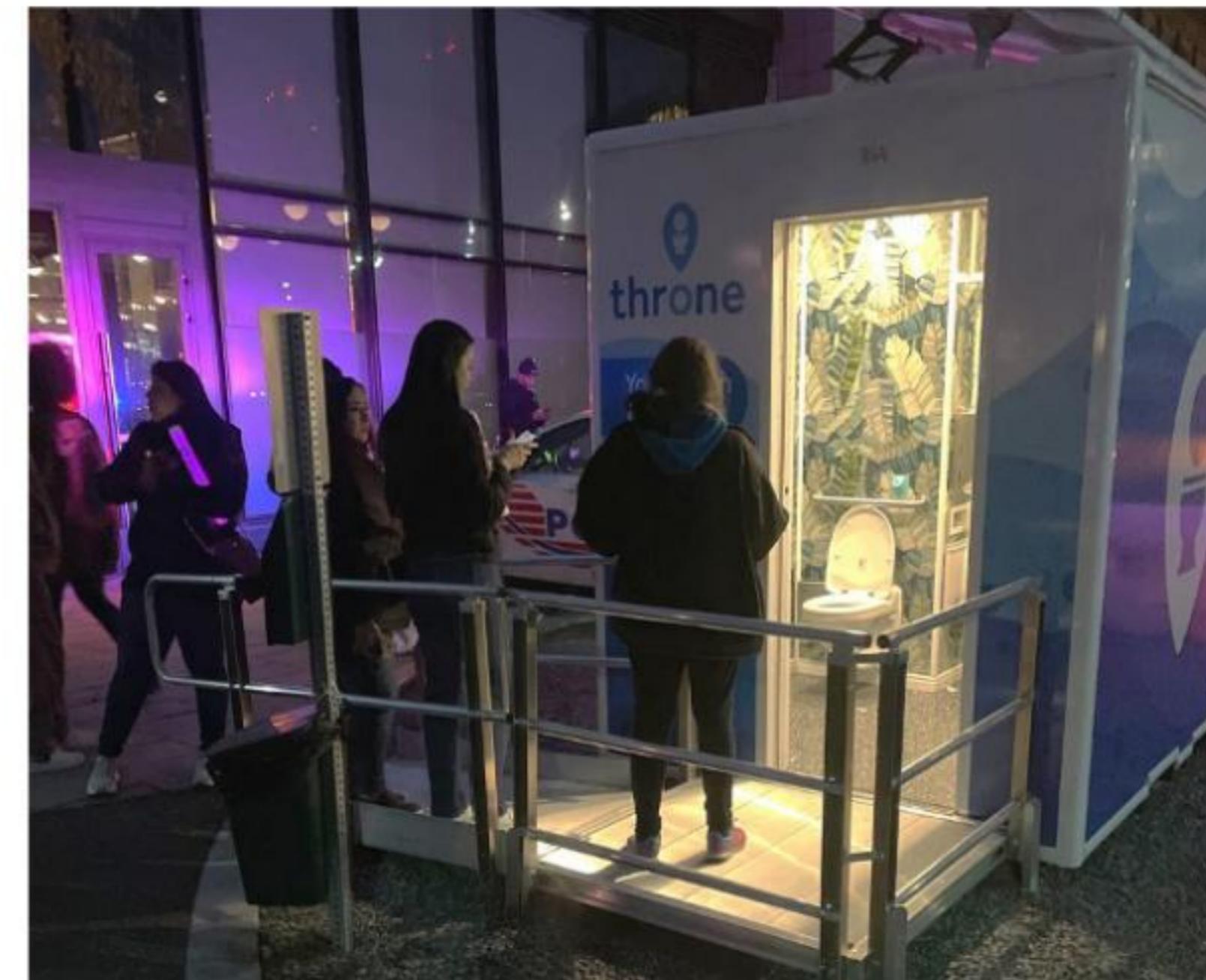
"Please keep the thrones!!"

Need moreWe need more of these through out like at the blue line / green line (willow Brook) At the major stops Cause no one let's you use the restroom so this is GOD sent Bottom line it would be cool to get a few more around

This is excellent services

Excellent idea it was needed. Good use of tax payers money

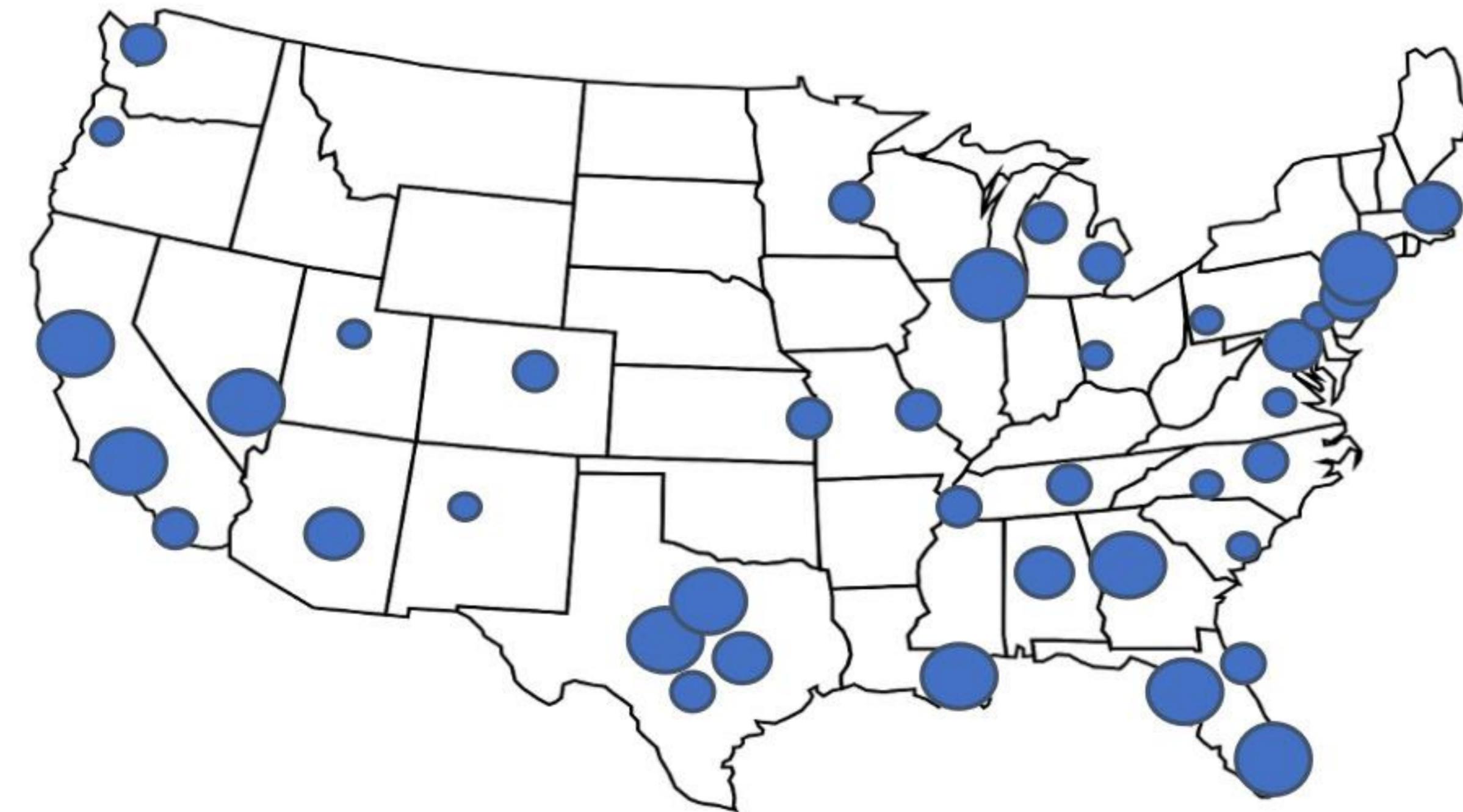
Because ie helps alot thanks for having ie helps alot thanks for having. thank you so much



Growth Strategy: Land anchor municipal customers in new geographies and launch profitably → increase density thru B2B & muni sales

New Market Expansion

- National sales / Gov. team builds and manages new market pipeline
- Secures long-term, high RPU contracts
- Launch breakeven+ with asset-light initial roll out



Intra-Market Expansion



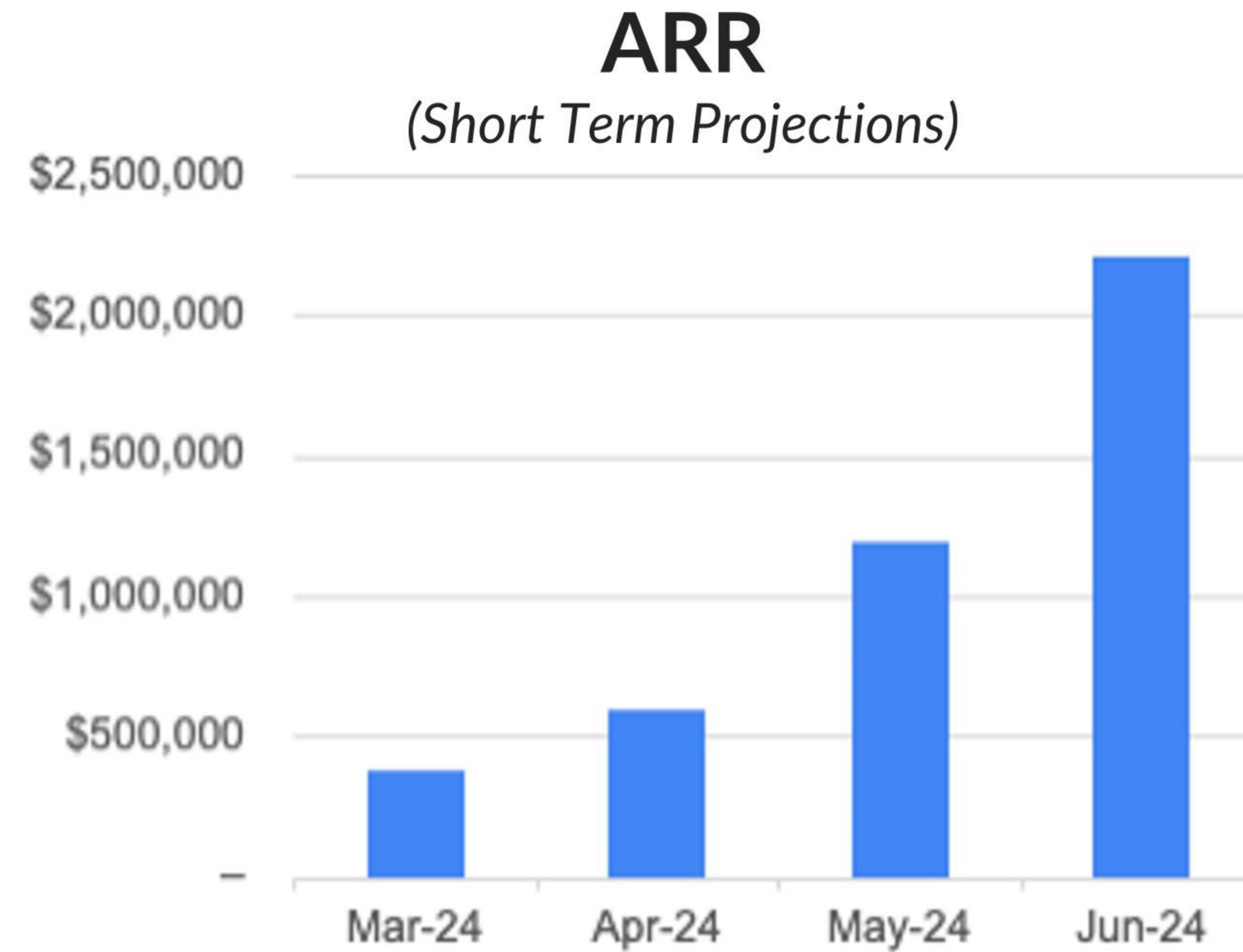
Throne's Premium Pricing Affords Near Software Margin Structure with the Lock-in of a Physical Product

Profitability Metrics (at scale)

- 70% gross margins
- 50% - 60% contribution margins
- Hardware ROI
 - 9-12 mo. payback on 10 yr life
 - >100% IRR
 - >10X Multiple

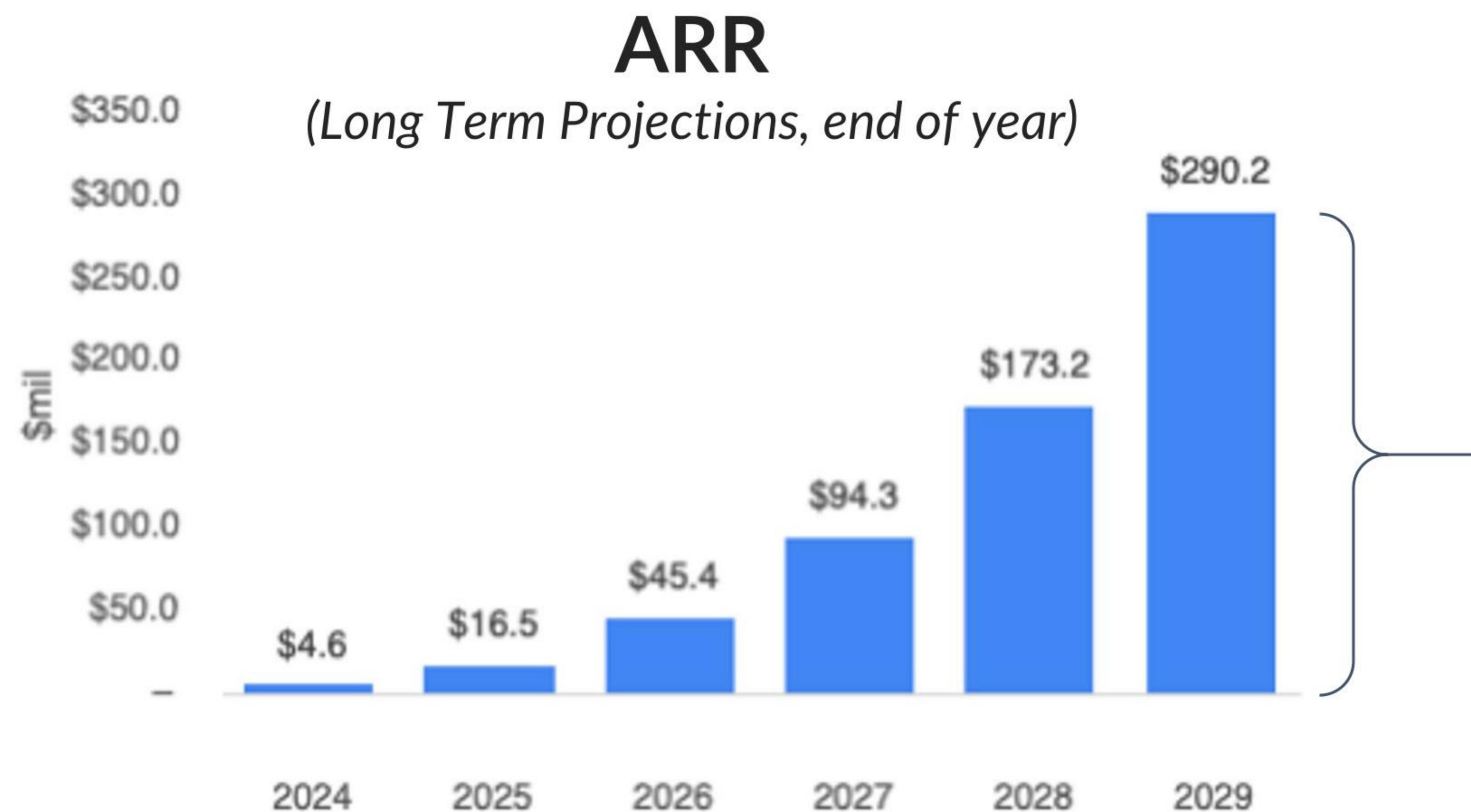


Projected 6x Growth in Q2 Driven by 3 New Contracts



washington
DCTM

Throne is Building an Enormous Cash Flowing Business with Multiple Strong Barriers to Entry



Fleet and Financial Snapshot <i>(2029 Projections)</i>	
Deployed Thrones	4,377
Cities/Metros	47
ARR (ending)	\$290M
EBITDA	\$167M
Cash Flow	\$63M

The Largest US Manufacturer in Traditional Portable Sanitation is Throne's Scaling Partner and Investor



- Manufactures Thrones out of Elkhart Indiana factory
- Throne retains IP rights
- Satellite's Mobile App is “Powered by Throne”, including SaaS rev share deal

World-class team with 100+ patents & track record of building companies to exit



Fletcher Wilson
CEO + Co-Founder

Throne is Fletcher's 2nd Company focused on disrupting "non-sexy" spaces. Also founded InterVene, a med. tech. company focused on chronic venous disease (Fletcher remains on BOD).



Jess Heinzelman
COO + Co-Founder

Ex Meta marketing and VP of Growth at Nivi. Background in grassroots mobilization in municipal politics



Ben Clark
VP R&D + Co-Founder

70+ patents. Early and longest standing employee at Aridian, sold to Medtronic for \$800M.



Shyenne Telfar
VP of Product

Background in Supply Chain, Logistics and Product Development. Ex Uber



Cameron Swanson
VP of Ops

Operated and built scalable operational systems for various physical world products (Lime Micromobility, Postmates, Zipline, MoBike).



John Epley & Tee Valentine
Co-Founder Advisors

Bring traditional industry experience as co-owners of Allied Portable Toilets (a 50 yr old portable sanitation company).

Uber

Meta

Lime

Zipline

POSTMATES

Medtronic

**Allied
PORTABLE TOILETS**

Throne has \$1.5M of room left in a \$4M Seed Extension round



– *Current Throne Investors* –



To connect with this company directly,
email **dr@ligopartners.com**

As always, direct cap table investment, no fees.