



# STONED

Wireless earphones with audiophile sound

# Problem

Existing wireless earphones compromise audio quality and usability for features consumers don't care about.

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# Solution

Ditch the touch surface, biometric sensors and other nonsense that impacts battery life and usability and focus on one thing: sound.

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## Mission

Make audiophile-quality earphones with features people care about at a price anyone can afford.

# Introducing: Stoned Earbuds

Our first product features high-end sound, in-ear microphones, on-the-go charging, intuitive controls, and true wireless operation. MSRP is **\$159**.

Our unique charging case features a **1000mAh** battery which extends battery life beyond **24 hours** and even recharges other devices.

It has launched to **rave reviews**.


- 105dB SPL, 20Hz-20kHz freq range
- 5 hour battery life, 120 hours in standby
- Bluetooth 4.2 support
- 15 meter range
- 5 band parametric EQ



# Traction

We launched in November 2016 on a \$20k marketing budget. Since then, we've built incredible brand interest, and we've delivered our first batch of earbuds.

- 1.2k customers, \$135k sales
- \$15-30 CPA with inventory on hand
- 70k+ social users with great engagement
- 1.5k users referred via our referral program
- 100+ ambassadors have signed up
- 50% of customers have requested apparel

Page			Total Page Likes	From Last Week
1		SOL REPUBLIC	498.3K 	0%
2		Jabra	272.6K 	▲0.2%
3		Here One	150.6K 	▲4.7%
4		Bragi	117.8K 	▲0.7%
5		KANOA	92.3K 	▲0.2%
YOU 6		Stoned Audio	54.7K 	▲9.1%
7		Nuheara	50.6K 	▲6%

# The Team

Zach Kelling      CEO

Michael Walker    VP Growth

Tim Messer        VP Operations

David Tai          VP Engineering

Imran Hameed    VP Engineering

We've raised **\$15m** in pre-orders over the last two years for early-stage hardware startups using our proprietary **crowdfunding and ecommerce platform**. In the process of launching our partners' products (and our own), we've developed solutions for analytics, customer support, marketing, payments, shipping, and more. We've invested over **\$1m** developing this IP.

We've collected **\$1.2m** in fees and contracts from startups which have used and loved our platform. This software underpins everything we do. Thanks to this, we have the ability to quickly launch new brands and products (as with Stoned).

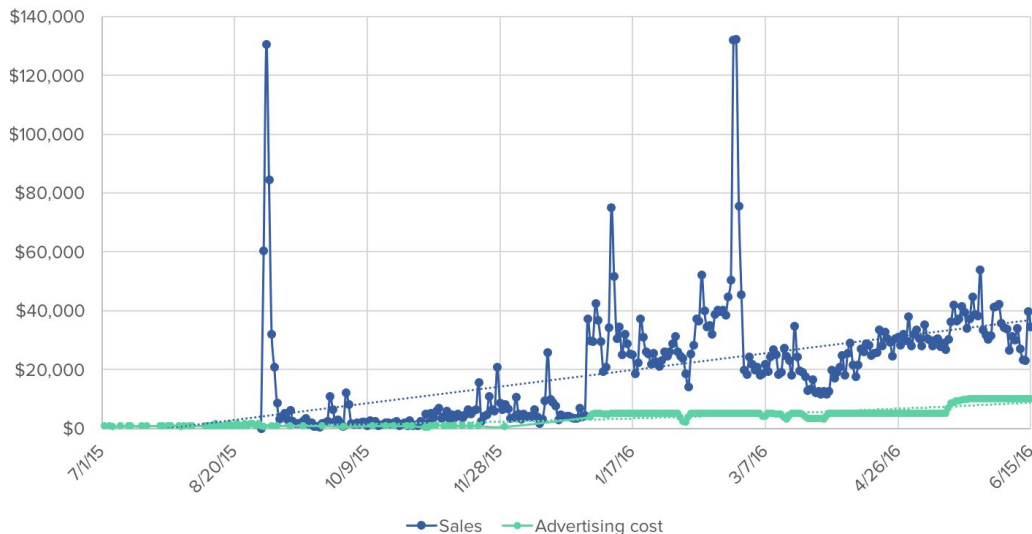
# Our Experience

We launched **SKULLY's AR-1** in August 2014, raising **\$2.5m** on Indiegogo and **\$3.3m** on our platform. Our Indiegogo campaign became the fastest to reach \$1m and is still one of the highest funded of all time.

We launched **Bellabeat's LEAF** in May 2015. We collected **250k** signups and nearly **\$1m** in pre-orders.

We launched **KANOA** in September 2015. We worked with KANOA to capture their first **50k** customers and **\$8m** in pre-orders.

KANOA Sales



We've found success with hardware, helping several early-stage hardware companies grow from \$0 to millions of dollars per month in revenue.

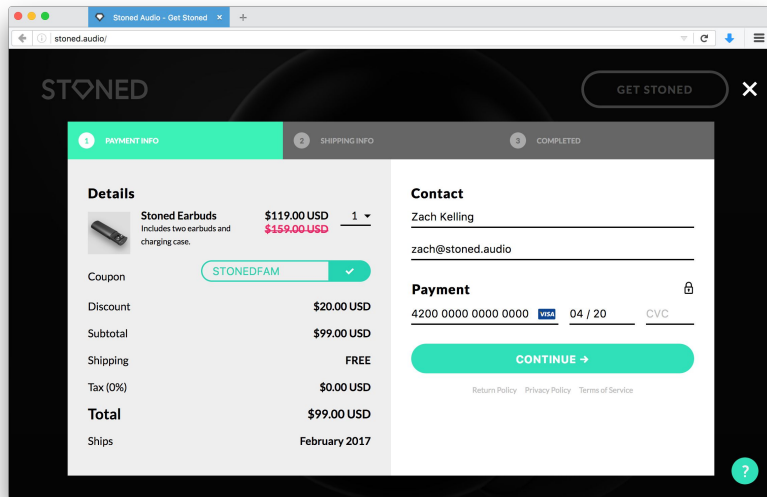


# Open Source

We've [open sourced](#) 25 different libraries, which enable deep analytic integrations, sophisticated marketing campaigns and beautiful shopping experiences.

Our current [web shop](#) is powered by [Shop.js](#), our flexible front-end framework. It powers everything from the checkout flow to referral programs and user portal.

We're passionate about open source and committed to sharing and growing community around our tools.



[Checkout.js](#), a drop-in checkout experience that we've heavily optimized for product launches and crowdfunding in particular.

Next up

We want to bring manufacturing to the US and launch a sequel.

# Introducing: The American

We've partnered with a **world-class designer** and a **local manufacturing company** to design and build an American-made model which we hope to launch later this year.

It will feature numerous design improvements and upgraded components and will retail for an estimated **\$199**.

well hopefully we can launch THE AMERICAN soon

i'll let you know how that goes

+16192503190 - Pleaseeeee

+16192503190 - I'm all for that.

yea i feel you

+16192503190 - I'd pay \$200 if I read  
MADE IN USA



**Brian Matthys** ▶ **Stoned Audio**

13 hrs · 🌐

Love my headphones. I can't wait for the American Version. Worth every bit of \$200!

# Expansion Plan

We require \$1m USD to scale operations and marketing, level-up our online presence, and launch The American.

In 2017, we will:

- Increase customer support and operations staff
- Partner with [Marche Intl](#) to reduce manufacturing defects to under 1%
- Increase inventory of our Chinese-made Earbud to 10,000 units
- Build new device firmware and mobile apps
- Partner with [Avatar Engineering](#) to build our next generation charging case and earbud
- Increase monthly sales revenue 10x with focused advertising and expansion into retail spaces
- Increase monthly recurring revenue 10x from software IP licensing
- Increase PR efforts and launch Kickstarter campaign for The American

# STONED

Thank you!



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