

SAFE HARBOR STATEMENT: The information in this overview includes certain forward-looking statements that are based upon assumptions that in the future may prove not to have been accurate and are subject to significant risks and uncertainties, including statements to the future financial performance of the Company. Although the Company believes that the expectations reflected in its forward-looking statements are reasonable, it can give no assurance that such expectations or any of its forward-looking statements will prove to be correct. Factors that could cause results to differ include, but are not limited to lack of capital, unsuccessful performance of internal plans, product development and acceptance, the impact of competitive services and pricing, general economic risks and uncertainties, and various other conditions detailed from time to time in the Company's filings. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect events or circumstances that arise after the date thereof. Please refer to the Company Reports on record at the address enclosed



An Ecommerce Marketplace

The AirBnB of Onsite Services

Five Star Universe, a California "C" Corporation Est Oct 2019

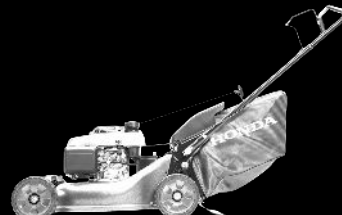
Series "A" Round Seeking Up To \$3m



An Ecommerce Marketplace

The AirBnB of Onsite Services

Book Onsite Services From Our Five Star Affiliate Network



PROBLEM: FOR CUSTOMERS ORDERING ONSITE-SERVICES ←



- ★ **THERE ARE THOUSANDS** of onsite service companies only providing their services in a limited local area
- ★ **IT'S DIFFICULT** to find a qualified, certified & honest onsite service provider in your area, get a quote, order & schedule services
- ★ **WHAT'S A FAIR PRICE** estimates & quotes are inconsistent, some lowball to get the job, then take advantage, some simply gouge
- ★ **CUSTOMER SERVICE** reaching a live professional agent who can solve your inquiries, questions & issues can be impossible

SOLUTION: FIVE STAR UNIVERSE - WEB PLATFORM



CUSTOMER BENEFITS

- ★ **24/7 ONLINE ESTIMATES, QUOTES,** scheduling & payments
- ★ **LIVE CUSTOMER SERVICE AGENTS** phone & chat
- ★ **GUARANTEED** certified, onsite service providers in your area
- ★ **GUARANTEED** fair prices and no hidden fees
- ★ **REAL TIME ORDER STATUS** Via text, email, phone and or app

PROBLEM: FOR ONSITE-SERVICE-PROVIDERS ←



- ★ **SALES & MARKETING** is expensive and requires expertise to be efficient, effective and competitive
- ★ **OPERATIONS** is expensive & requires qualified staff to write quotes, do credit checks, invoice, scheduling and transactions
- ★ **CUSTOMER SERVICE** is expensive & requires trained staff to communicate status, manage disputes & keep customers satisfied

SOLUTION: FIVE STAR UNIVERSE - WEB PLATFORM



SERVICE PROVIDER BENEFITS

- ★ **24/7** expert sales & marketing **FREE**
- ★ **CUSTOMER SERVICE** phone & chat **FREE**
- ★ **DEDICATED** simple online order console **FREE**
- ★ **NO** credit card transaction fees **FREE**
- ★ **GUARANTEED** payment

FIVE STAR: BUSINESS MODEL ←

START

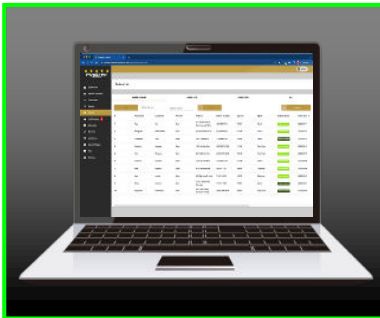


**FIVE STAR Promotes
Onsite Services
Online 24/7
Aggressively**

DAY 1



**FIVE STAR Customer
Place & Pays Order
Online In Advance
\$400 (Avg)**



**FIVE STAR Auto
Web Platform
Process Orders
To Its Network**

DAY 7-14



**FIVE STAR Affiliate
Provides Service
Then Invoices
Five Star**

DAY 30-45

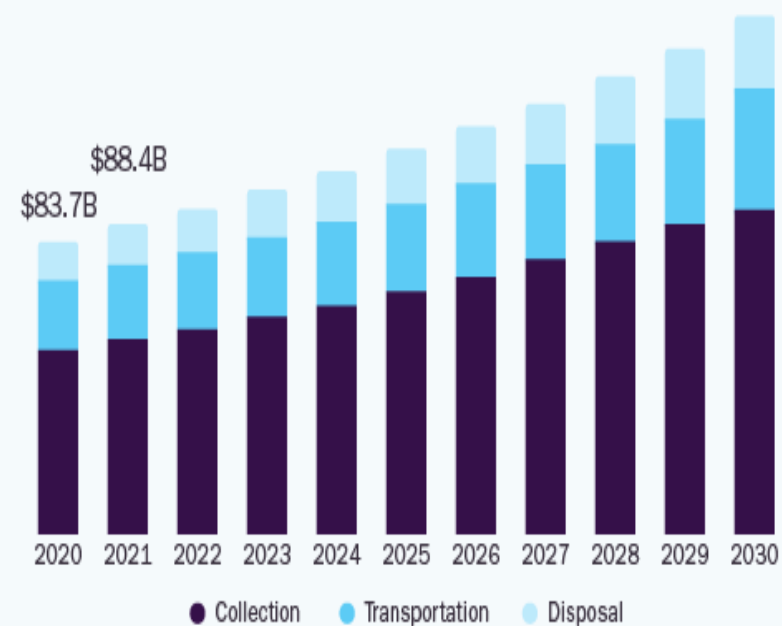


**FIVE STAR Pays
Network Affiliate
On 30-day Terms
Established**

1ST INDUSTRY SECTOR: WASTE COLLECTION SERVICES

U.S. Waste Management Market

size, by service type, 2020 - 2030 (USD Billion)



GRAND VIEW RESEARCH

5.6%

U.S. Market CAGR,
2022 - 2030

Source:
www.grandviewresearch.com

Waste Collection Services in the Us Industry

\$ Market Size: \$58bn

🏢 Number of Businesses: 11,777

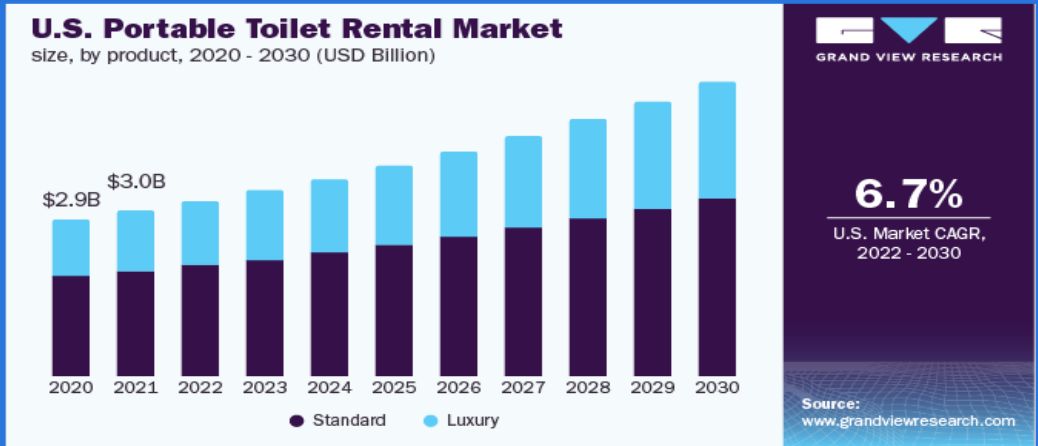
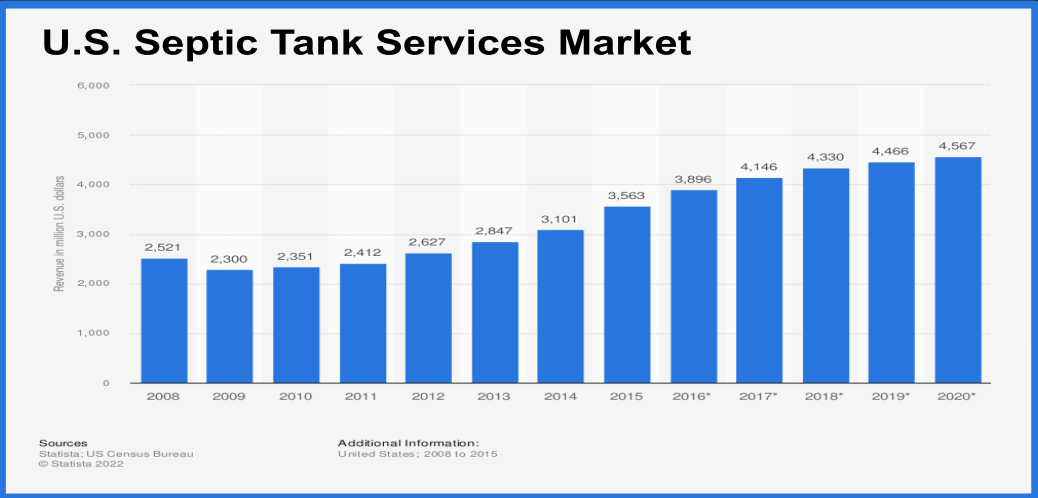
👤 Industry Employment: 229,978

IBISWorld

WHERE KNOWLEDGE IS POWER



2ND INDUSTRY SECTOR: PORTABLE TOILET SEPTIC TANK ←



Portable Toilets & Septic Tank in the Us Industry

- \$ Market Size: \$8bn**
- Number of Businesses in: 9,131**
- Industry Employment: 50,265**

IBISWorld
WHERE KNOWLEDGE IS POWER

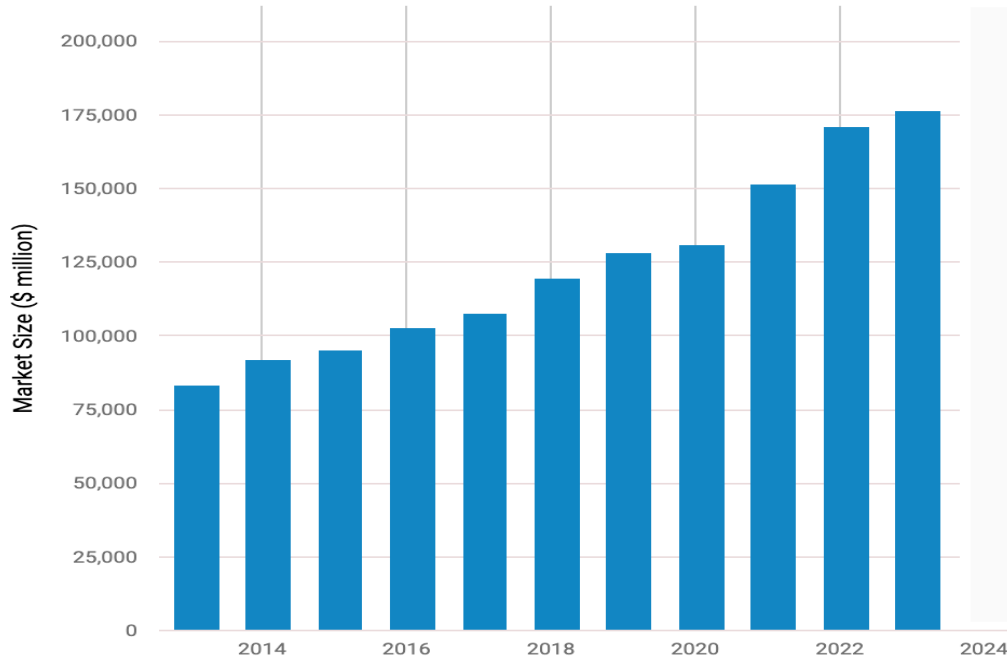


3RD INDUSTRY SECTOR:

LANDSCAPING SERVICES ←

POTENTIAL ADDITIONAL SERVICE

U.S. Landscaping Services Market



Landscaping Services Industry

\$ Market Size: \$176bn

🏢 Number of Businesses in: 649,131

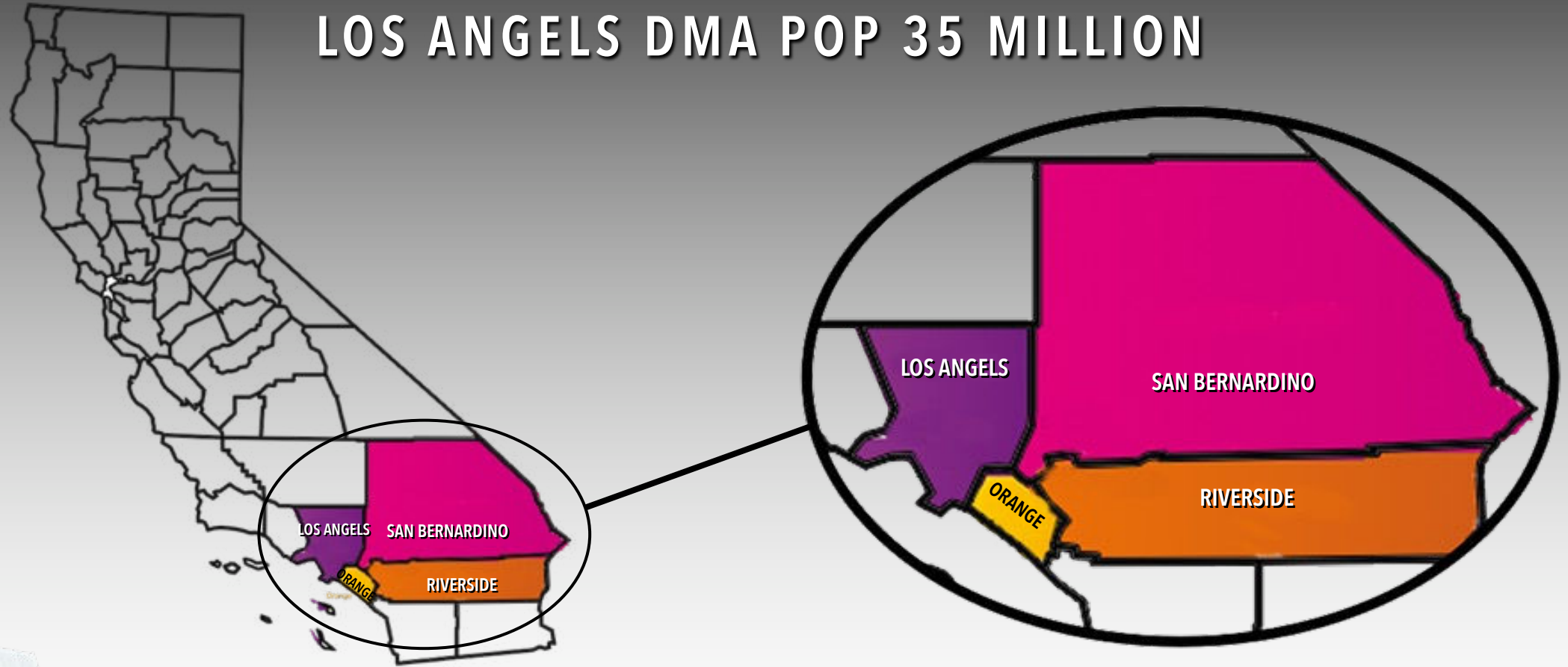
👥 Industry Employment: 1,358,908

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1ST MARKET AREA: ←

LOS ANGELS DMA POP 35 MILLION



DUMPSTER SEARCHES:

DUMPSTER & ROLLOFF SEARCHES PER MONTH

MARKETS	POPULATION	MONTHLY SEARCHES	FSU IMPRESSION SHARE Based on Current \$7.5k / Month Budget	Search Share %	FSU LA DMA Clicks (Site Visits & Calls)	FSU LA DMA Market Share Of Total Searches
LOS ANGELES DMA	36,200,000	100,000	6,500	6.5%	850	0.29%
USA	322,000,000	2,000,000	6,500	0.3%	850	0.04%

This illustrates the potential exponential scalability just for FSU in the US dumpster rental market alone.

MARKETING:

ONLINE SEARCH & DISPLAY ADS



Sponsored

fivestaruniverse.net
https://www.fivestaruniverse.net › rent_dumpster › orange_country

Voted #1 Dumpster Rentals - OC - Roll Off Dumpster Rental in OC

Book Affordable **Dumpster Rental** from a company you can trust. Get Guaranteed Instant Quote. We Do Everything To Ensure Your **Dumpster Service** is Delivered With Five Star Service! Guaranteed Low Price. No Hassle Pricing. Quality Reliable Service.

Free Instant Quote · Roll-Off Dumpsters

Five Star Universe

You manage this Business Profile

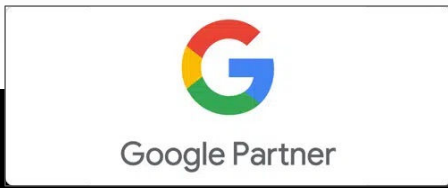
4.8 ★★★★★ (5) · Waste management service

(888) 601-0677

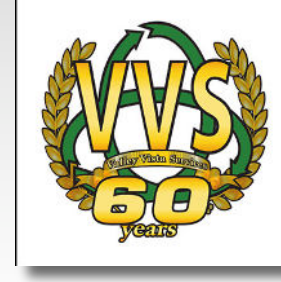
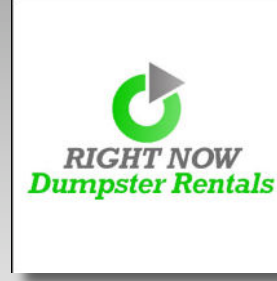
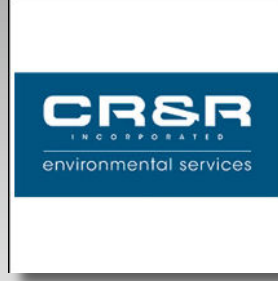
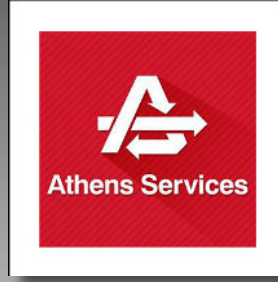
Open · Closes 7 PM

"We have now used Five Star for three dumpsters."

This illustrates our online marketing expertise resulting in 1st paid position and free organic map position.



LA DMA NETWORK: WASTE COLLECTION SERVICES



RECRUITING MORE EVERY MONTH ...



COMPETITIVE EDGE "1" ←

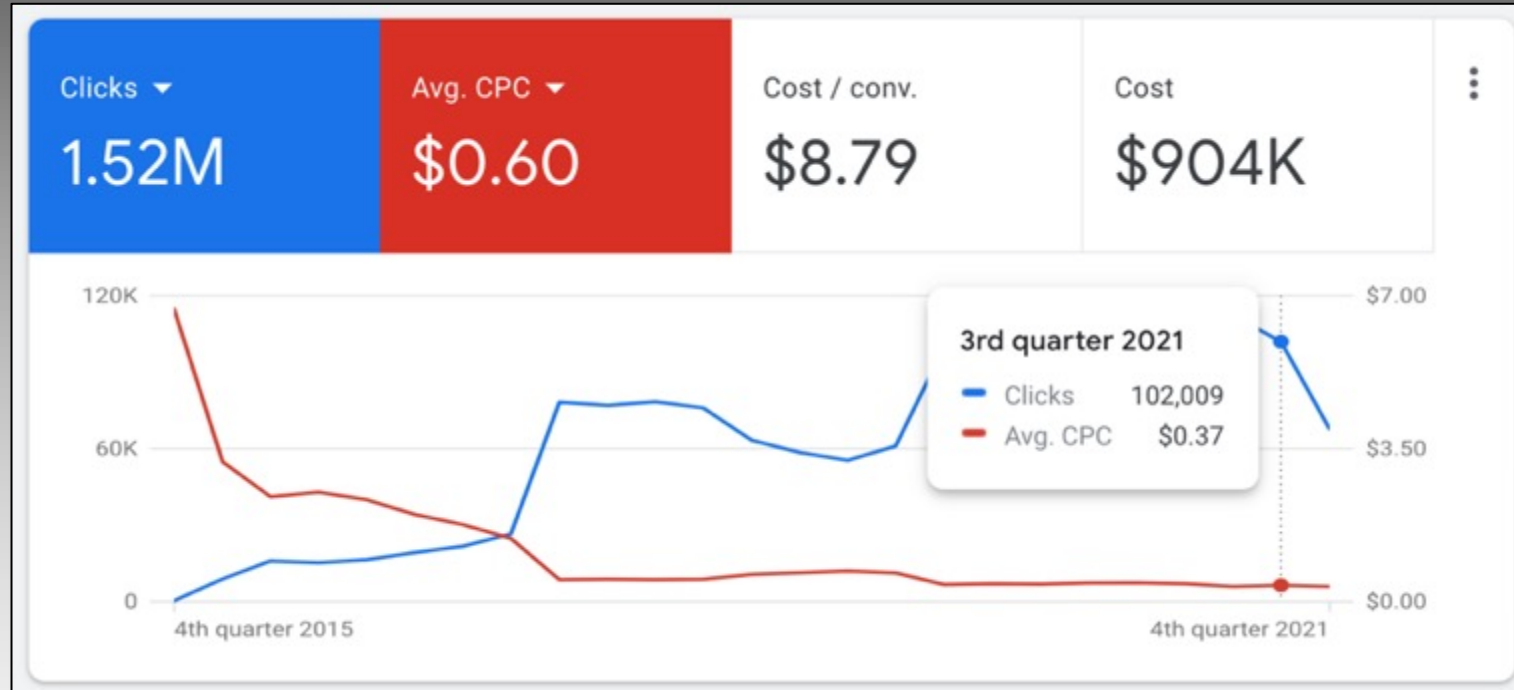
A PROPRIETARY WEB PLATFORM, SOFTWARE & APP

The image displays three main components of the Fivestar Universe system:

- Instant Guaranteed Quote Form (Web):** A form with fields for Zip Service Required, City Service Required, First Name, Email, Call Phone, Company (if applicable), Drop Off Date, Drop Off Time, Pick Up, Services Menu, Material Type, Submitted By, and Best Way to Contact You. A "Submit For Your Instant Quote" button is at the bottom.
- Orders List (Web):** A dashboard view showing a list of orders. The table has columns for #, First name, Last name, Mobile Number, Zipcode, and Orders Status. The status column includes buttons like "ORDER ACCEPTED", "ORDER ACCEPTED", "DROP OFF ASSIGNED", "DROP OFF COMPLETE", "ORDER ACCEPTED", "DROP OFF COMPLETE", "ORDER ACCEPTED", "DROP OFF ENROUTE", "ORDER ACCEPTED", "DROP OFF COMPLETE", and "PICKUP ENROUTE".
- Mobile App:** A smartphone displaying the Fivestar Universe logo and the "INSTANT GUARANTEED QUOTE FORM" interface.

To Quote, Process, Manage & Automate Online Orders with Realtime Order Status Alerts

COMPETITIVE EDGE “2”



★ Management Successfully Marketed Dumpsters & Roll-Offs Online For a Client 2015 - Current

COMPETITIVE EDGE “3” ←

A STATE-OF-THE-ART TECH STACK



COMPETITIVE EDGE “4”

MANAGEMENT MANAGEMENT MANAGEMENT



★ David MacEachern *Founder CEO*



★ Louis Ippolito *Founder Director*



★ Paul Boritzer *Founder Chairman*



★ Lior Krolewics *Director Online Mktg*



★ Geo Teon *Controller*



★ Tony Teon *Director Operations*



★ Dan Levitan *Analytics*



★ Lisa Carlsen *Inbound Sales*



★ Manish Sing *Tech Development*

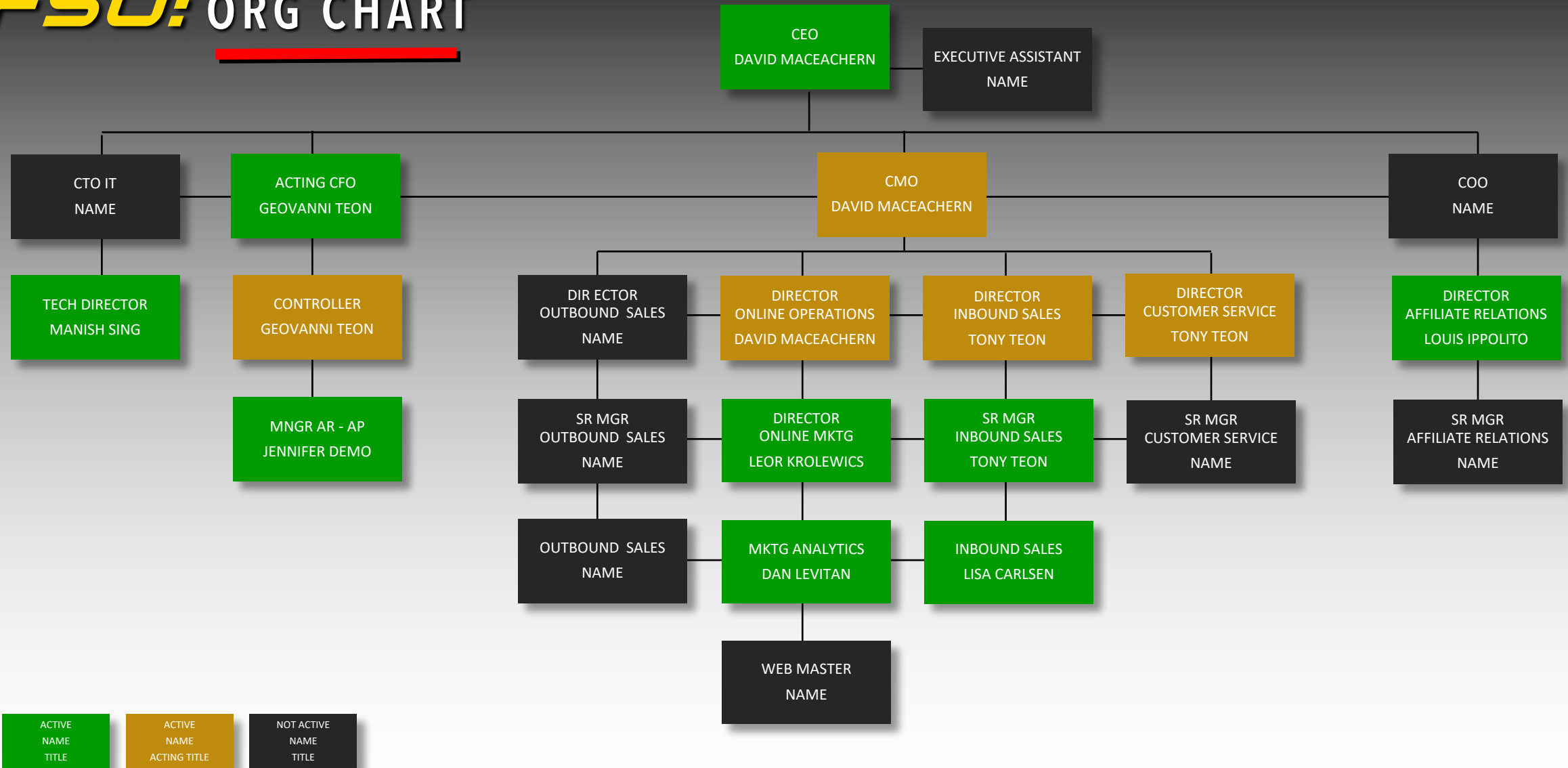


★ Jennifer Demo *AR AP*



★ Steve Kerekes *Legal Advisor*

FSU: ORG CHART



ACTIVE NAME TITLE	ACTIVE NAME ACTING TITLE	NOT ACTIVE NAME TITLE
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PROOF OF CONCEPT & TRACTION



Description	2021	2022	%
Gross Sales	\$245,300	\$439,284	+79%
New Customers	590	1,062	+80%
Transactions	802	1,422	+77%
Avg Rev/Trans	\$346	\$393	+14%
Network Affiliates	3	15	+430%
LA DMA Cites Serviced	52/174=29%	92/174=52%	+76%

REVENUE & MARGIN DRIVERS

- ★ **Improve Transaction & Operations Automation**
- ★ **Increase Paid Online Impression Share**
- ★ **Increase Organic Online Impression Share**
- ★ **Reduce Cost Per Transaction**
- ★ **Increase Average Revenue Per Transaction**
- ★ **Add Cities In Current LA DMA**
- ★ **Add New Onsite Services In Current LA DMA**
- ★ **Add New Markets & Repeat The Above**

MILESTONES



An Original Roman Milestone Circa 285 B.C.

- Oct 3rd, 2019, |  Established "Five Star Universe" a California "C" Corporation
- 2019 - Current |  Secured Over \$500k with Seed Equity & Convertible Notes
- 2019 - Current |  Developed Proprietary Web Ordering Platform
- Dec 20th, 2020, |  Day One Launched with Sales & Positive Cash Flow
- 2021 - 2022 |  Recruited 15 Affiliate Dumpster Service Providers
- 2022 |  70% Plus increase Over 2021 in Sales, Affiliates, Cities,
- 2023 |  Offering Formal Series "A" Round Seeking \$2m - \$3m
- Today |  Got Up This Morning !



GOALS ←

- ★ 2023 Secure \$2m - \$3m Equity with Formal Series "A" Round
- ★ 2023 Adequately Add and Compensate Staff
- ★ 2023 Improve Proprietary Web Order Platform
- ★ 2023 Add: Junk, Portable Toilets & Septic Tank Services
- ★ 2023 Increase Market Share in the LA DMA
- ★ 2023 Achieve Profitability Reaching \$3m - \$5m Gross Sales
- ★ 2023 Add New DMA Market
- ★ 2023 Add Additional Onsite Services Industries
- ★ 2024 Series "B" Round \$10m - \$15m
- ★ 2025 Achieve \$45m Plus Sales
- ★ **2025 M&A Exit \$135m+**

FIVE YEAR PROFORMA

Financial Projections Post Funding

	Year One After Funding		Year Two After Funding		Year Three After Funding		Year Four After Funding		Year Five After Funding	
DESCRIPTION	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
GROSS SALES	\$ 6,916,906	100%	\$ 15,303,543	100%	\$ 23,391,576	100%	\$ 32,554,339	100%	\$ 49,971,409	100%
Cost of Goods Sold	\$ 4,911,004	71%	\$ 10,865,515	71%	\$ 16,608,019	71%	\$ 23,113,581	71%	\$ 33,980,558	68%
Operating Expense	\$ 1,837,142	27%	\$ 3,094,805	20%	\$ 4,138,087	18%	\$ 5,542,552	17%	\$ 8,890,275	18%
EBITDA	\$ 99,592	1.4%	\$ 1,190,187	8%	\$ 2,411,555	10%	\$ 3,572,663	11%	\$ 6,600,862	13%





THANK YOU 
UNTIL WE MEET AGAIN