



EQUITECH

# Equitech

## Corporate Information

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- A Pink Current Information Company
- Tick Symbol: EQTL
- Total Authorized Shares 12.5M
- Total Outstanding Shares 1,517,961 (as of May 25, 2022)
- Approx. 656 shareholders
- Headquarters: Charlotte, NC
- NAICS 3823







# Vision

Innovative Opto-electronic Solutions

# Mission

Enable manufacturers to enhance the quality of their products, lower production costs, increase yield, and improve safety.





# A Vertically Integrated Manufacturer of Opto-electronic Solutions

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FUNDING

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MANAGEMENT

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R&D

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PRODUCT DEVELOPMENT

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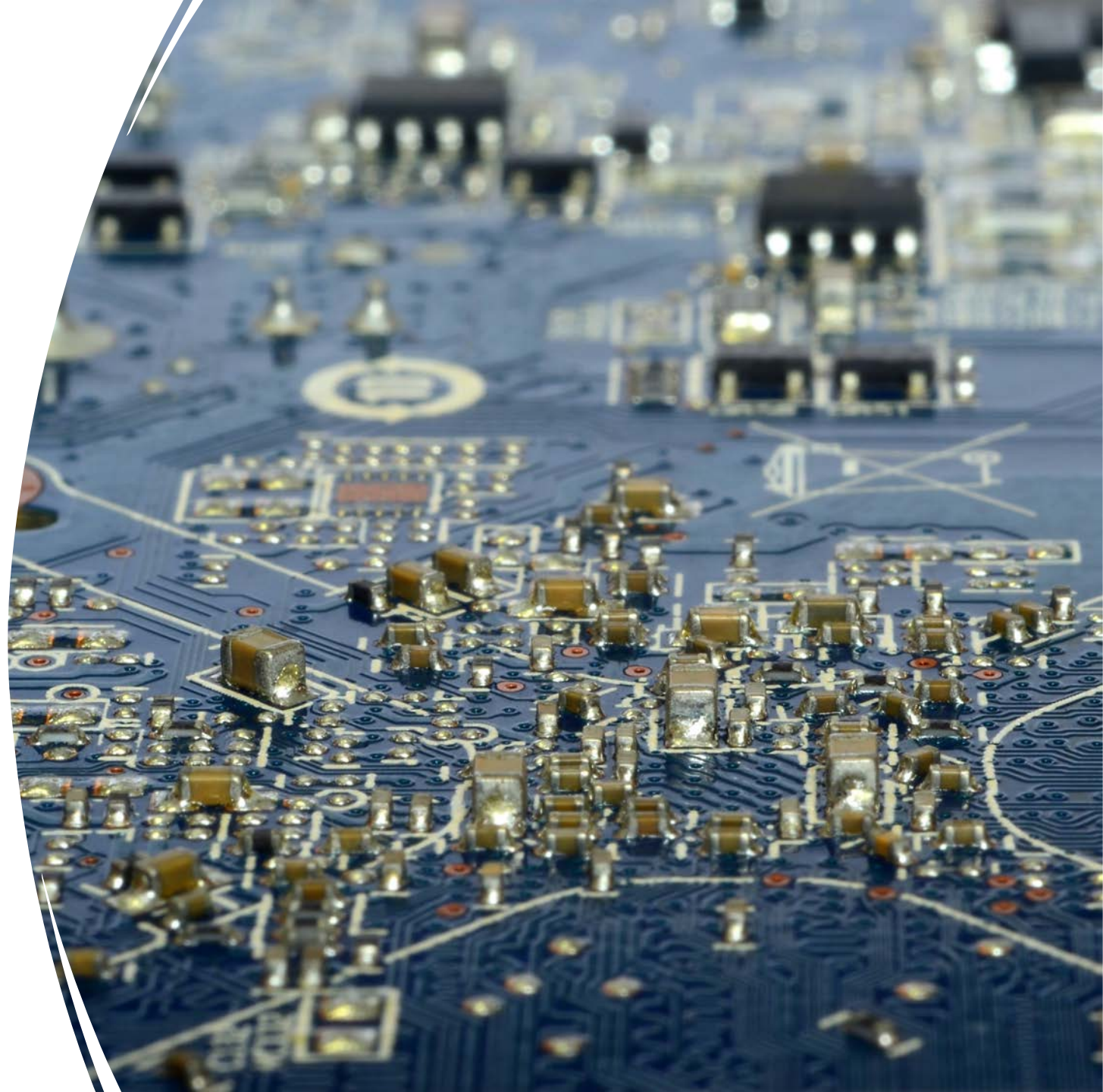
SOFTWARE

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MANUFACTURING

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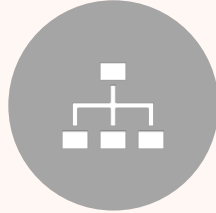
SALES & MARKETING



# EQUITECH PATH



FOUNDED IN 1995 IN SOUTH  
CAROLINA



RECOGNIZED ADVANTAGE  
OF OPTO-ELECTRONIC  
SOLUTIONS FOR IN-LINE  
PROCESS MANAGEMENT



LEADERS IN FIBER-OPTIC  
SPECTROSCOPY



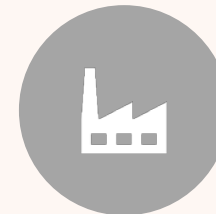
ESTABLISHED REFERENCES  
IN THE UV-VIS AND ODM  
MARKETS



FORMED AN AFFILIATED  
GROUP (2021)



INVESTING IN PROPRIETARY  
TECHNOLOGIES COMING  
OUT OF UNIVERSITIES AND  
ENTREPRENEURIAL SETTING



LICENSING KEY PRODUCTS  
FOR A MYRIAD OF  
INDUSTRIES

# Management Team

Management Team

**Jaime Gomez, PhD MBA**  
Chief Executive Officer

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**Corporate responsibilities**

- General Management
- Corporate Strategy
- Legal & Marketing

**Majid Babaie, MS**  
Chief Operating Officer

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**Corporate responsibilities**

- Operations
- Manufacturing
- Purchasing & facilities

**David Tingley**  
Vice President of Public Relations

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**Corporate responsibilities**

- Fund Raising
- Public Relations
- Strategy

**Joseph Golba Jr., PhD**  
Vice President of Innovation

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**Corporate responsibilities**

- Government & university relations
- OEM relationships
- Innovation & applications

**Anh Nguyen, MS, MBA**  
Administration & Finance Manager

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**Corporate responsibilities**

- Accounting & finances
- Compliance
- Shareholder's engagement

**Jonathan Babaie, PhD**  
Director of Technology

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**Corporate responsibilities**

- Research & development
- Manufacturing supervision
- Quality control / Laboratory

**Christian Salazar, MS**  
Software Engineering Manager

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**Corporate responsibilities**

- Software development
- Software engineering
- Documentation

**David Little, MS**  
Manufacturing Manager

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**Corporate responsibilities**

- Manufacturing
- Documentation
- Assembly

## Equitech Board of Advisors

- Dr. Merhdad Abolbashari, Amazon
- Ms. Julie Ayers – Account Manager, Aprio
- Mr. Scott Bartley – Creative Director & Partner, Bartley & Dick
- Mr. Rick Biolsi – Design Director & Partner, Bartley & Dick
- Mr. Fred Bosilevac, Attorney at law
- Dr. Giles Dillingham, Founder & Chief Scientist, Brighton Science
- Mr. Jim Dodrill – Corporate & Securities Transactional Lawyer
- Dr. Faramarz Farahi, Associate Director, Center for Optoelectronics and Optical Communications (UNCC)
- Mr. Ron Floyd, Chairman of the Board
- Mr. Tom Maletta, Tax Advisor
- Mr. Ryan Myers – Senior Assurance Manager, Aprio
- Mr. David Rogero – Corporate Counsel, Rogero Law
- Mr. Sergio Sanchez, Senior Quality Director, Jabil
- Mr. Jeff West, VP & Principal, Apex Engineering





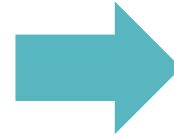
# OBJECTIVES & STRATEGIC GOALS

A vertically integrated manufacturer of opto-electronics solutions for in-line process measurements



# Our Strategic Approach

## Our Strategic Approach



### Solidify & Expand the Keiretsu

A strong Affiliated Group is the corner stone of our strategy. Equitech will continue to grow both organically and by acquisitions by purchasing companies operating within or related to Our Purpose.

### Strengthen Operations

We manufacture. From raw materials to incredibly sophisticated electro-optical devices. Thus, adding personnel with the right skills that help us strengthen our capabilities is key to the company's advancement.

### Advance Sales & Marketing

The sophistication of the opto-electronic solutions we offer requires a sales force with experience and expertise in diverse applications and manufacturing processes and a close relationship with our customers.

# Action Plan

The Better Tomorrow

## Solidify & Expand Keiretsu

- A public company compliant with all SEC/OTC regulations
- Strong Board of Directors
- Capitalized company
- Paid off all liabilities
- Actively using \$14M of NOL
- Acquisitions underway

## Strengthen Operations

- Retain qualified personnel
- Increased strategic inventory
- Launch EquiLab, EquiPro and EquiFilm
- Complete EquiSpec Gen V
- Redesign UV-Vis probes

## Advance Sales & Marketing

- Expand and train sales network
- Add strong Sales Management to each Business Unit
- Retain Chief Marketing Officer



# CAPABILITIES



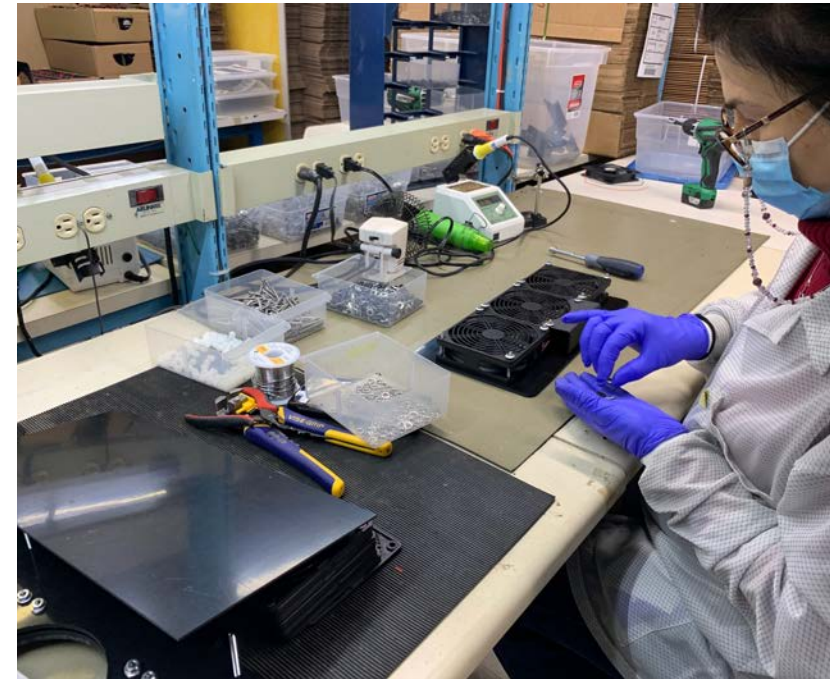




# FACILITIES

Equitech shares 25,000 sq. ft. (2.323 m<sup>2</sup>) with its strategic alliance partners. The manufacturing site has a stock room for inventory parts, machine shop, assembly, packaging, and shipping areas.

There are several dedicated rooms for opto-electronic research, QC laboratories, offices, conference rooms, and a brand-new probe assembly area.



# Sales & Distribution Channels

## Current Sales Representatives & Resellers

- Korea
- Taiwan
- USA (6)
- Spain (European Hub)
- South Africa
- Singapore (Southeast Asia Hub)

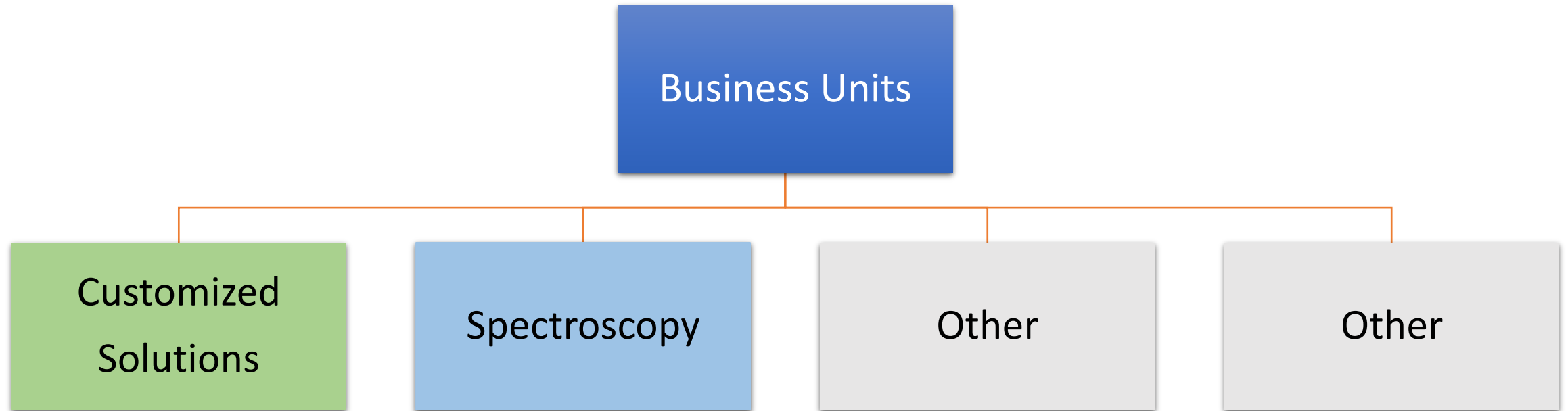
## New Sales Representatives & Resellers (2022)

- India
- Japan
- UAE / S. Arabia



# Equitech Business Units

Expanding the *Keiretsu* for Growth



# Customized Solutions (CS) Business Unit



# Conceiving Customized Products

## Product Development Process

### IDEA GENERATION

We generate many technically feasible ideas that could lead us to develop a great product. We filter and select the best idea that fulfills the customer's need.

### RESEARCH

We work with our customers to search for the value proposition that makes the product unique in the market.

### PLANNING

From 'what to do' we move to 'how', 'where' and 'when'. A detailed list is prepared so your product is realized in an organized and timely fashion.

### PROTOTYPING

First unit produced. Does it work? Testing and more testing. It's not even out yet and we are already addressing the next question: how can we improve it?

### COMMERCIALIZATION

It starts by producing the marketing material, training the sales force, finding & approaching customers and building a sales pipeline. .

### SOURCING & COSTING

We generate a BOM and go shopping thinking on how to optimize the solution. We look for short delivery times, least costly, better quality and most reliable vendors.





# Customized Solutions

Products we have developed



## ADVANCED TEST SYSTEMS

Humidity Control Devices  
Nitro Infused Control System  
Remote Proctoring for Test Monitoring



## ORIGINAL DESIGNS

Several Companies



## CUSTOMER PRODUCTS

Batch Inspection Systems  
Test Stations

# Spectroscopy Business Unit

WORLD LEADER ON  
**IN-LINE** PROCESS  
MEASUREMENT  
TECHNOLOGIES



The image shows a large, stainless steel industrial unit with a large touchscreen display. The screen displays a software interface with multiple data plots, graphs, and tables, likely for process monitoring and control. The unit is mounted on a wall or panel. To the left of the main unit, there is a vertical column of ten circular inset images showing various industrial components and sensors, including probes, cables, and small electronic modules.

  
EQUITECH



# Millennium 3

## Designed & Built by Equitech

A rugged spectrometer built to last. Research quality and sensitive device (high and low light measurements) designed for process environments.



# EquiSpec IPS

## Gen III

The EquiSpec IPS is a fully integrated system that allows the measurement of practically any sample in-line and in real-time from ~200 to ~800 nm (UV-Vis range).



# Probes

## Customized for each Application

Stainless steel fiber optics probes design to withstand harsh environmental conditions and configured to provide flexibility for their location. Capable to measure solids, liquids, slurries, pastes, gases and molten polymers.

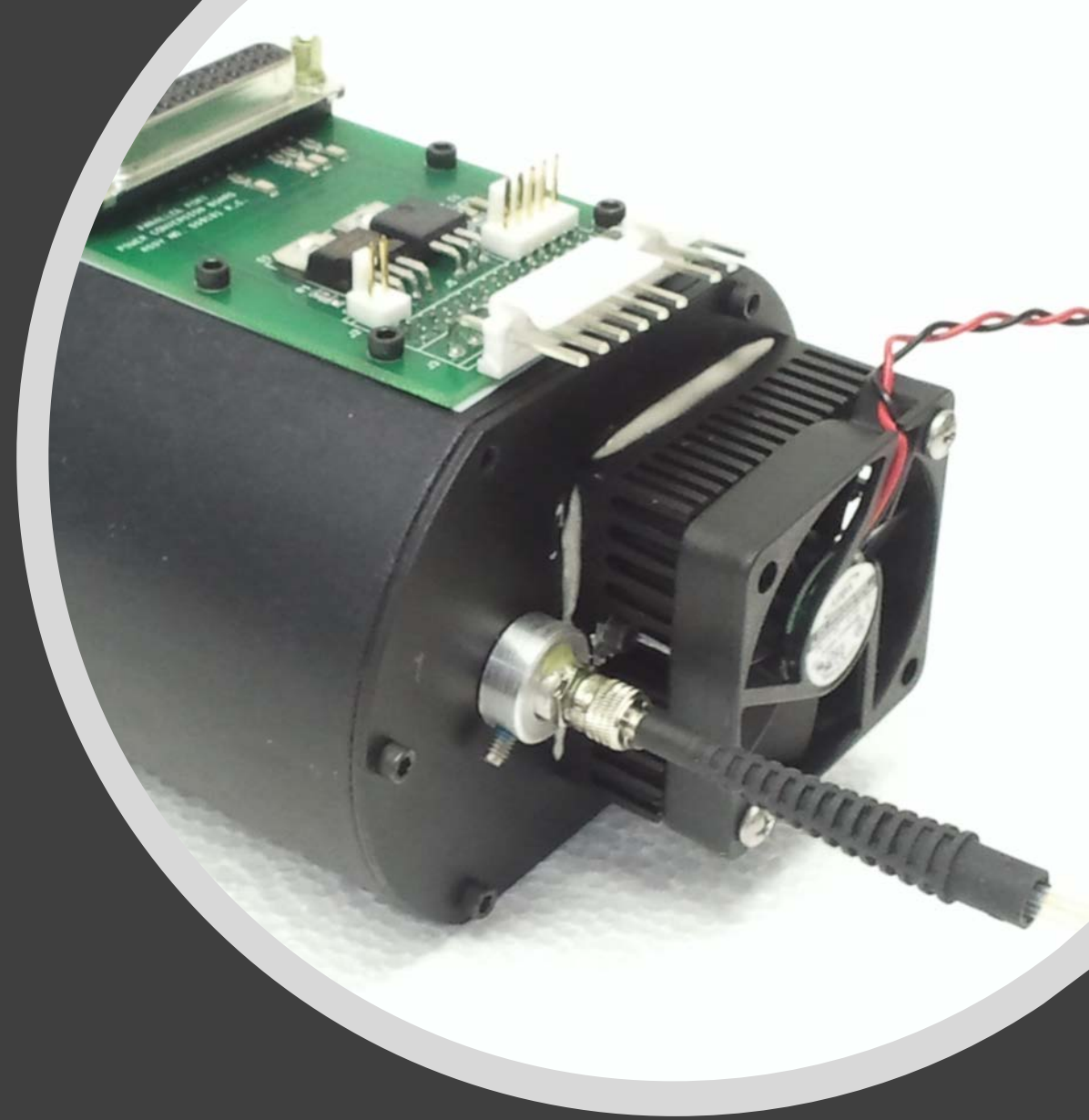




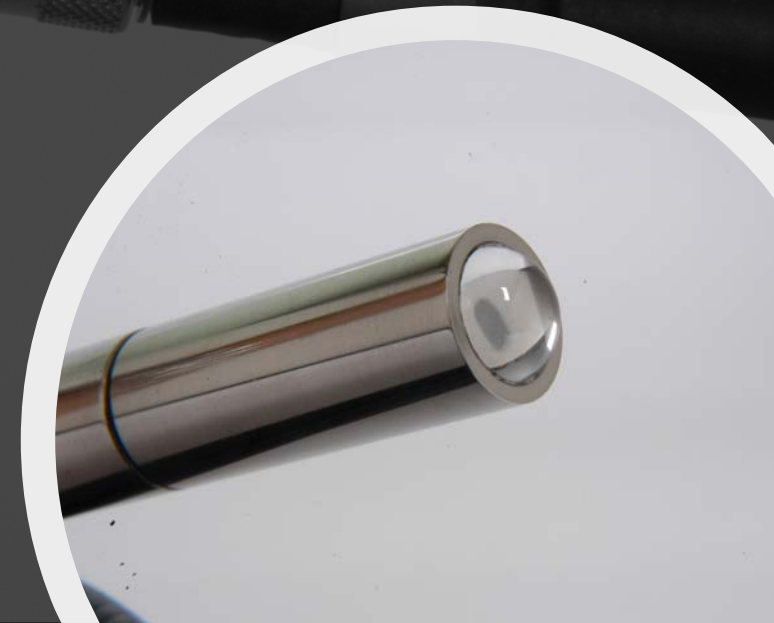
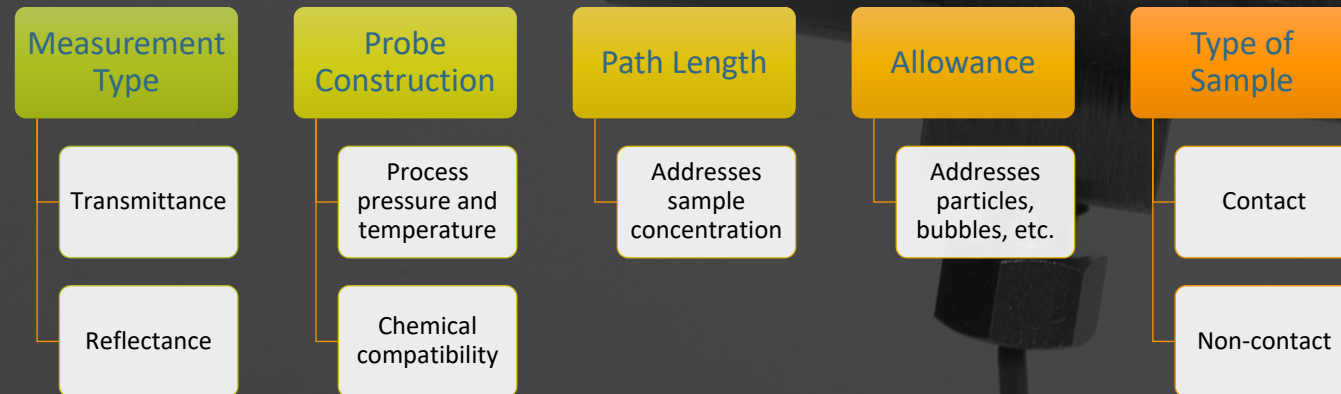
EquiSpec IPS

# Spectrometer

- Low noise ( $5 \times 10^{-5}$  au rms)\*
- High signal-to-noise ratio (20,000:1)\*
- Wide dynamic range ( $> 50,000$ )\*
- High sensitivity (10 electrons / count)
- High resolution ( $< 0.75$  nm @ 580 nm)
- Broad spectral coverage
  - Chemical, Color: 200-800 nm
  - Film Thickness: 375-975 nm
- Integration times from 10 ms to 60 s
- \*100 reads of 10 ms exposures = 1 second acquire time



# Probes





# EquiColor1.0

Rev. 1.5.3



Sophisticated data analysis



Easy to use



Dual-beam / Multiple-probe versions



Real-time analytical results

Concentrations via MLR, PCR, PLS or  
CLS models  
Color via L\*a\*b\*  
Film thickness

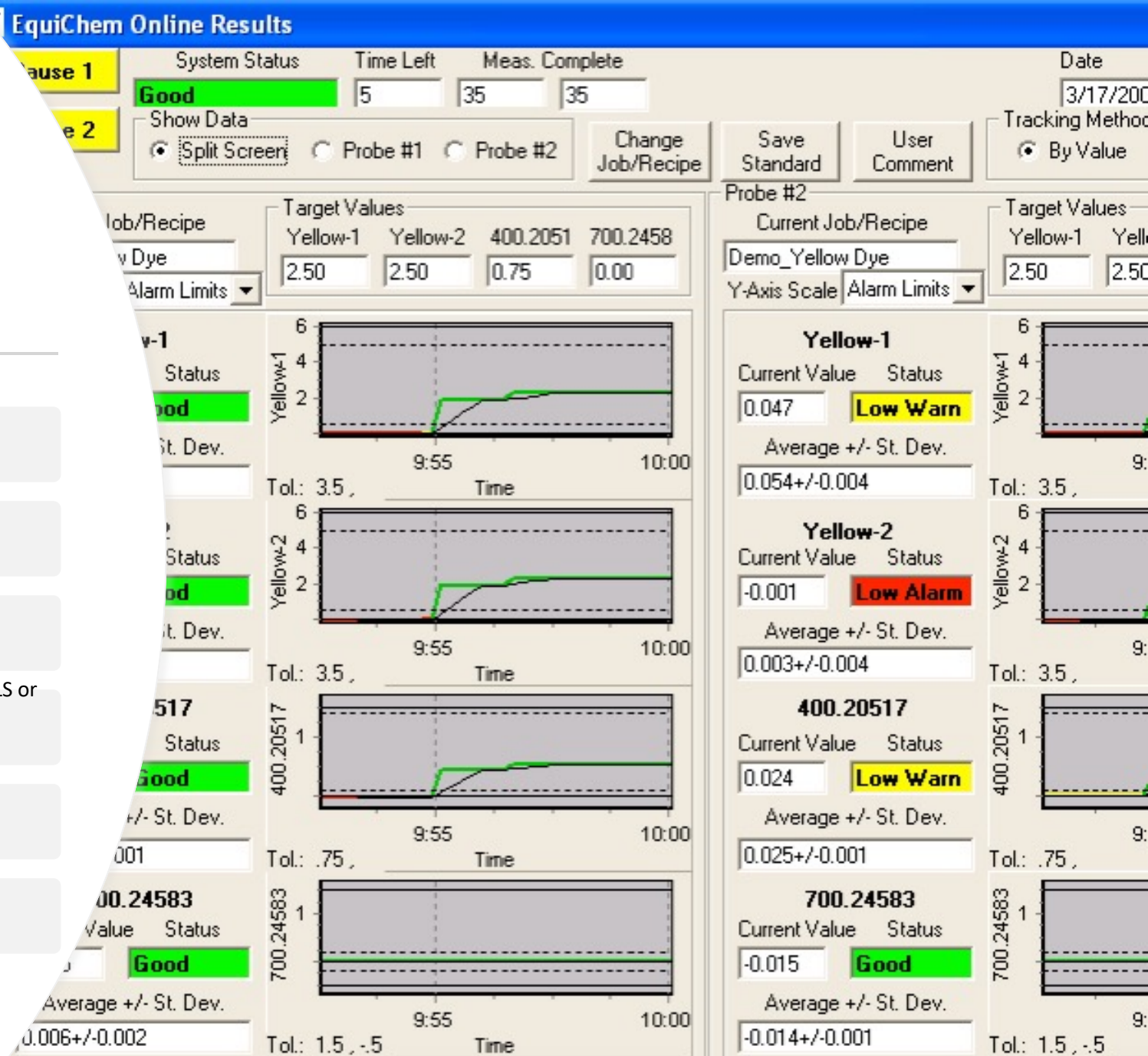


Trending, alarms



Multiple data output options

OPC  
Modbus  
Analog Output



# UV-Vis Measurement

## A Few Applications



### PLASTICS

Vinyl Siding & flooring Profiles •  
Compounding  
Resin Production  
Synthetic Fibers • Film & Sheet  
Pipe & Tubing • PTA & PET  
Plastics recycling



### PHARMACEUTICALS

API • PAT • Extrusion • Cleaning  
Development



### CHEMICALS

TiO<sub>2</sub> Production • Adhesives  
Sealants • Surfactants Ammonia  
Dodecanedioic Acid • HCN  
Monochlorobenzene •  
Propanediol • PTA • TiCl<sub>4</sub>



### COATINGS

Coatings Laminates • Co-extruded  
polymers • Architectural Glass



# References

M B A R I



**LP**

BUILDING PRODUCTS



**Nestlé**

**DU PONT**

**EVONIK**  
POWER TO CREATE

**EASTMAN**

**Wilsonart**

**DIVERSiTECH**



GlaxoSmithKline

**CertainTeed**  
SAINT-GOBAIN

**PolyOne**



**Chemours**



**Ciba**

**pharr**  
FIBERS AND YARNS  
A pharr FAMILY COMPANY

**Ply Gem**



**SOLVAY**

asking more from chemistry®

**Pfizer**

**BASF**  
The Chemical Company



**ALCOA**

**遠東新世紀股份有限公司**  
FAR EASTERN NEW CENTURY CORPORATION



**Bristol-Myers Squibb**



**INVISTA**

**سابك**  
**sabik**



**MOHAWK**



**TRU VUE**

**PLASKOLITE**



**SCRIPPS INSTITUTE OF OCEANOGRAPHY**



**Tarkett**





# Summary

- A Public Company (Affiliated Group) with 650+ shareholders
- Attained ***Pink Sheets Current Information*** tier level
- Value of stock steadily increasing with new management
- Full capabilities in the R&D, engineering, manufacturing, and commercialization of opto-electronics solutions for process management
- Increasing sales & reducing liabilities year after year
- Unique products in diversified markets
- Growing organically & by acquisitions
- Target > \$20/share by 2024