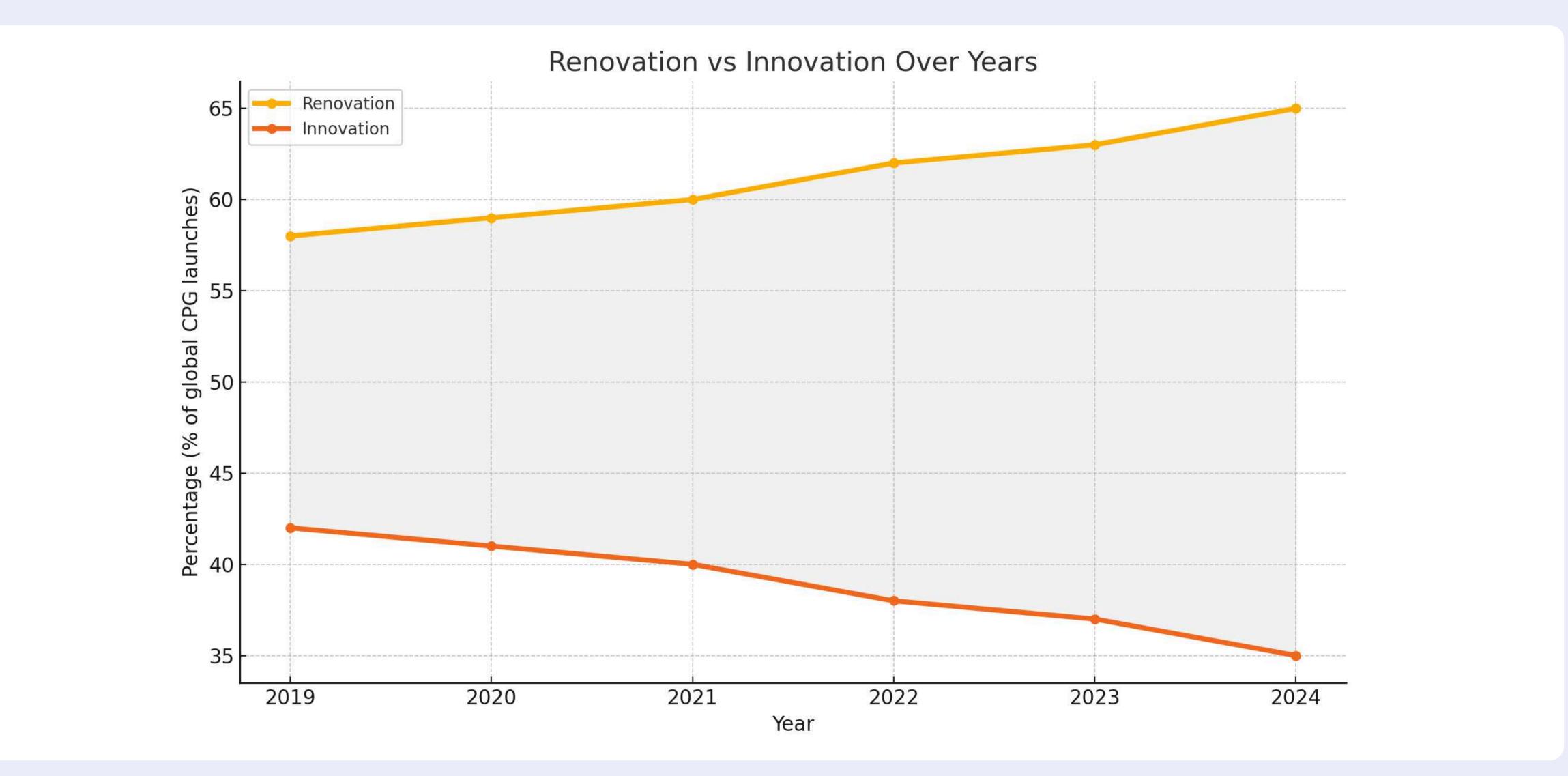
#### Prelaunch.com

PRODUCT VALIDATION PLATFORM

# Making Innovations Risk Free

#### CPG New Product Innovation at an All Time Low



Most executives surveyed (95%) say introducing new products or services is a priority for their company in 2025.

2025 Priority

Launch 3 Innovative Products



# If Innovation Is So Important, Why Don't Companies Actually Do It?



Pressures

Post-COVID Economic



Post-COVID Economic Pressures



Consumer Value-Seeking



Post-COVID Economic Pressures



Consumer Value-Seeking



Risk Aversion



Post-COVID Economic Pressures



Consumer Value-Seeking



Risk Aversion



Category-Specific Challenges



Post-COVID Economic Pressures



Consumer Value-Seeking



Risk Aversion



Category-Specific Challenges



Technology Adoption Gap



Post-COVID Economic Pressures



Consumer Value-Seeking



Risk Aversion



Category-Specific Challenges



Technology Adoption Gap



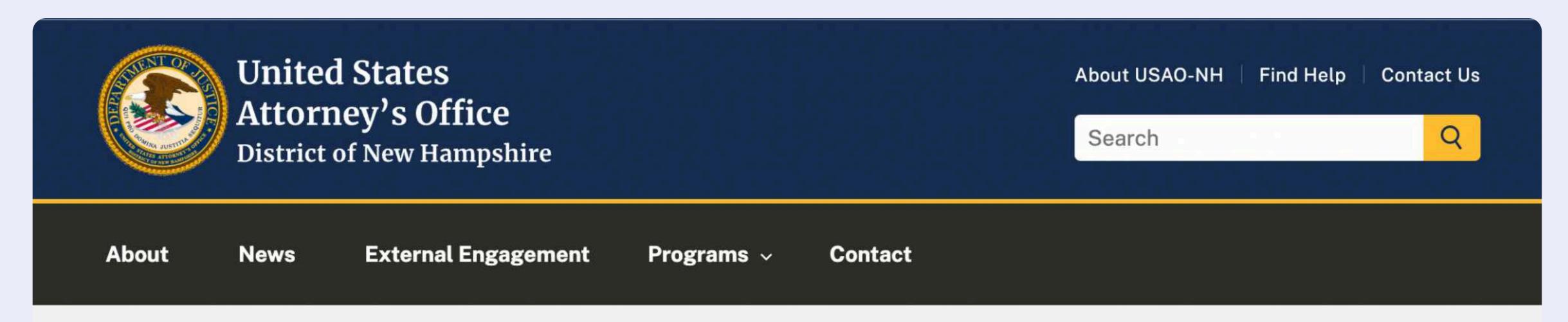
**Tariffs** 

#### But the Real Reason Is Different



## We Don't Trust the Data

## \$10M Data Manipulation Scandal



Justice.gov > U.S. Attorneys > District of New Hampshire > Press Releases > Eight Defendants Indicted In International Conspiracy
To Bill \$10 Million For Fraudulent Market Survey Data

**PRESS RELEASE** 

Eight Defendants Indicted in International Conspiracy to Bill \$10 Million for Fraudulent Market Survey Data



# I helped brands launch innovations through my marketing agency.

# I thought I was the next Warren Buffett—and that I could easily predict the next bestsellers.



#### **Christian Meme Game: The Party Game for Christians**

Meet the tabletop party game of memes made by believers, for believers. Gather your friend...



#### Nutrient-rich skincare rooted in tradition & nature.

Finding a truly nourishing and natural moisturizer felt impossible. Most skincare







I thought I was the next Warren Buffett—and that I could easily predict the next bestsellers.

But I wasn't:)

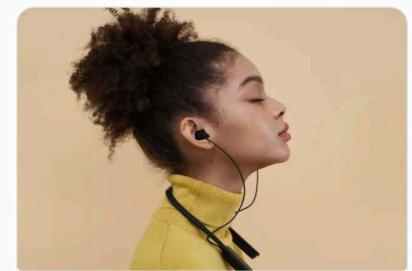


We launched more than 1,000 products, and saw how many kept failing—over and over again.



#### **Christian Meme Game: The Party Game for Christians**

Meet the tabletop party game of memes made by believers, for believers. Gather your friend...



#### Titan: World's 1st E-Sim Connected Earbuds

Experience the future of connectivity with Titan, the world's first voice-controlled, 4G-e...



#### dashmoto™: Personal Mobility Redefined

Embark on a thrilling journey of e-mobility with dashmoto™ — the unrivaled electric three-...









#### Nutrient-rich skincare rooted in tradition & nature.

Finding a truly nourishing and natural moisturizer felt impossible. Most skincare



#### Twopan Nano SSD - World's Smallest SSD with Fingerprint

The world's smallest SSD with 512G storage, featuring fingerprint encryption for secure ac...



#### CINEMA//Series: World's 1st Cinema-Grade Mobile Lenses

Experience Hollywood-quality filmmaking with the Cinema Series—the world's first professio...







# When We Pay People and Ask Their Opinions, It's Hard to Trust that Data



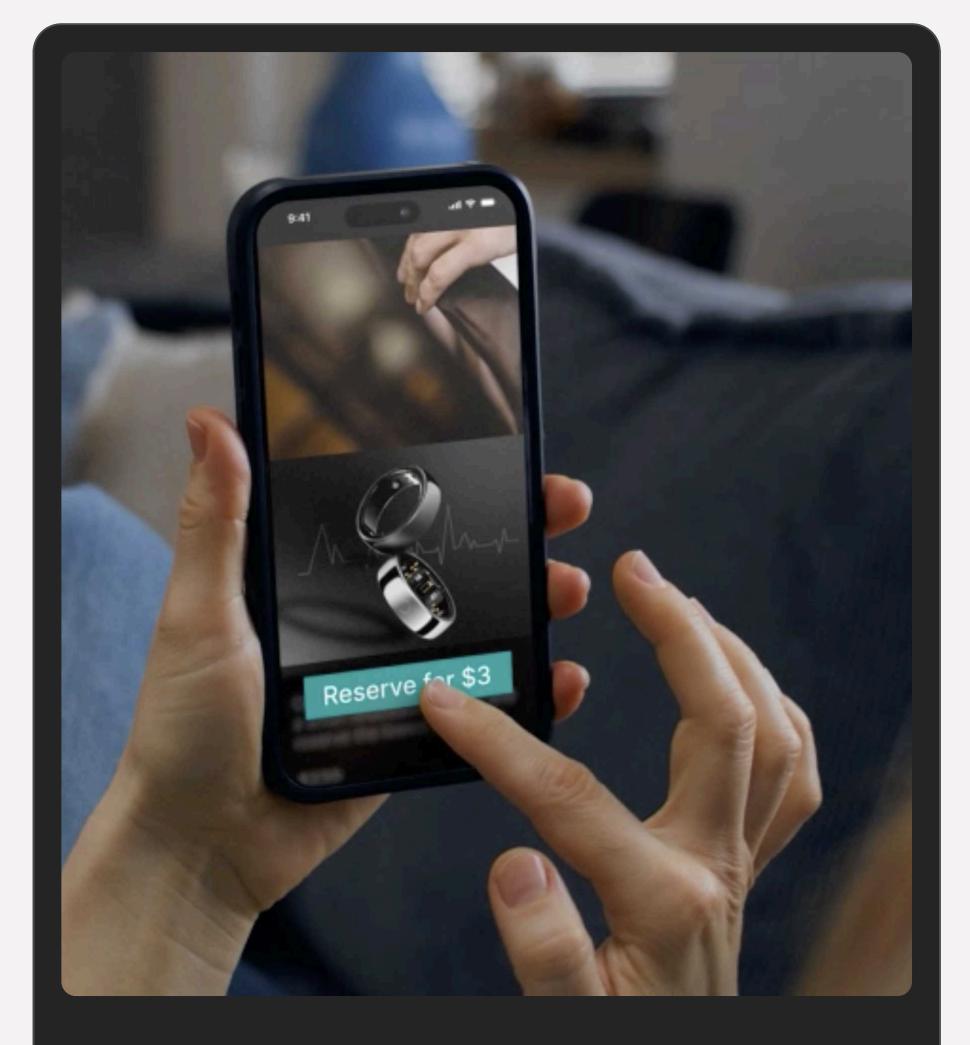


# What if we could flip it around

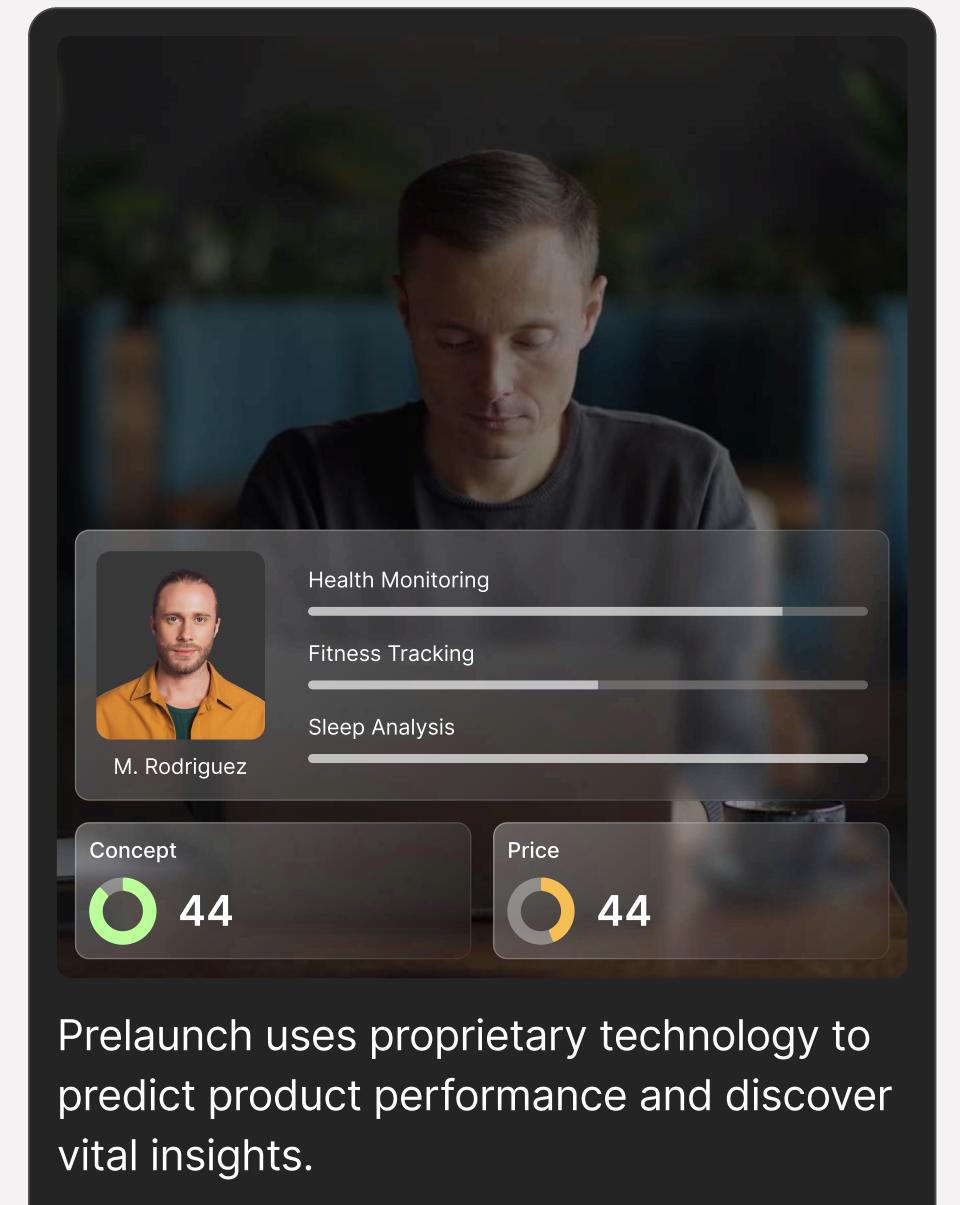
Instead of "professional respondents", we could gather insights directly from people who are ready to buy

# Prelaunch.com

# Prelaunch Validates First, Then Gathers Insights



Customers place small deposits to prove their buying intent.



#### Showcase the Concept and Reach Customers via Ads



# Wild Hive: Premium Organic Honey

A premium honey that speaks for itself, Wild Hive is 100% organic and certified, capturing the raw, natural essence of honey collected from the wild.

narek@prelaunch.com

Receive a newsletter about weekly updated products

**Claim Your Early Access** 

#### Validate Buying Intent via Small Deposits



#### Reserve Your Special Discount

Only on Prelaunch.com, leave a small refundable deposit and reserve the lowest price ever.

\$40

Size: 430 grams





Safe & Secure checkout Powered by stripe

Reserve Offer for \$1

No Thanks

by reserving, you accept the terms and conditions

## Learn Why People Don't Buy



#### Reserve Your Special Discount

Only on Prelaunch.com, leave a small refundable deposit and reserve the lowest price ever.

\$40

Size: 430 grams





Safe & Secure checkout Powered by stripe

Reserve Offer for \$1

No Thanks

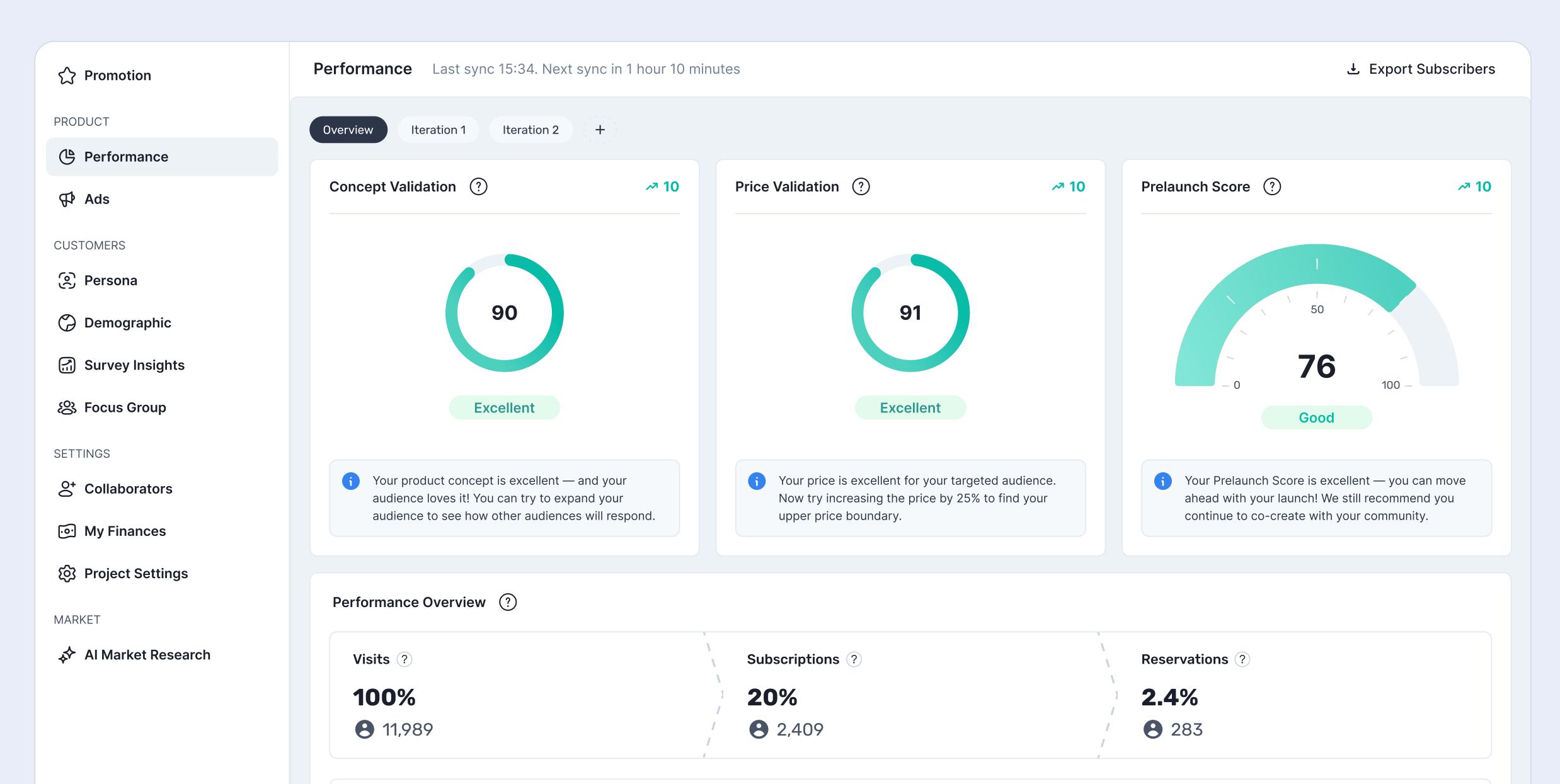
by reserving, you accept the terms and conditions

## Learn Why People Don't Buy

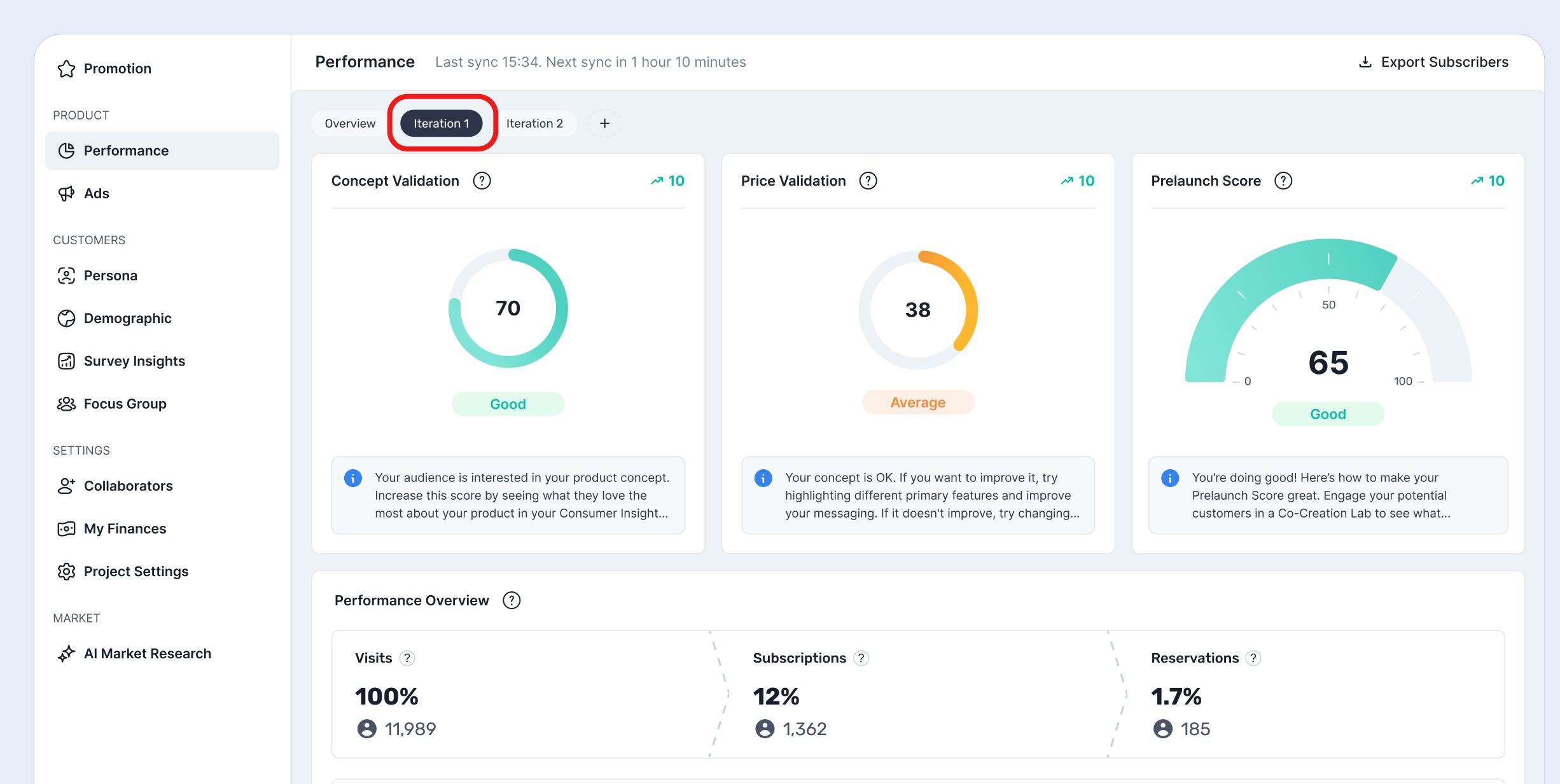




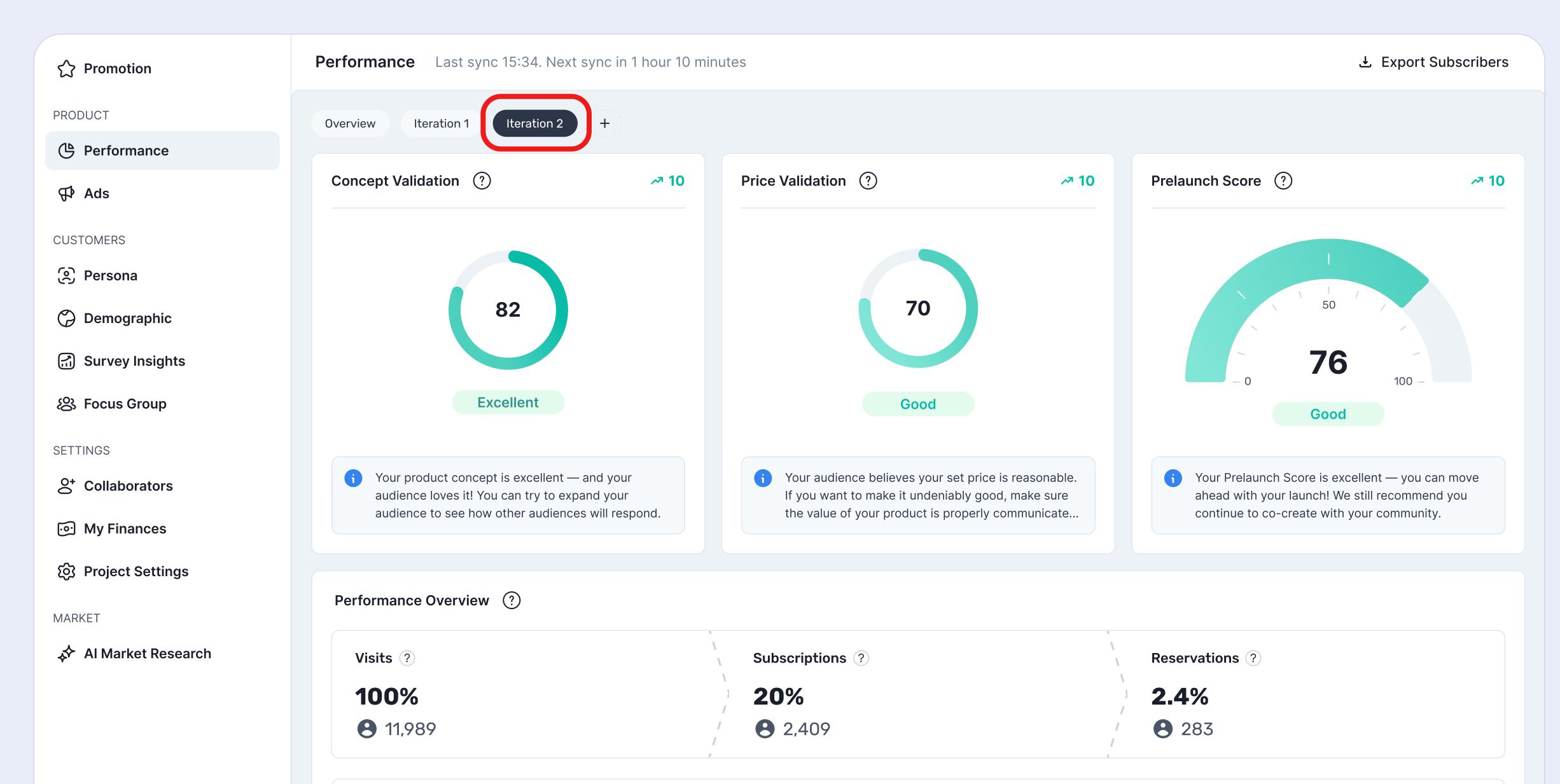
#### **Understand Your Product's Potential**



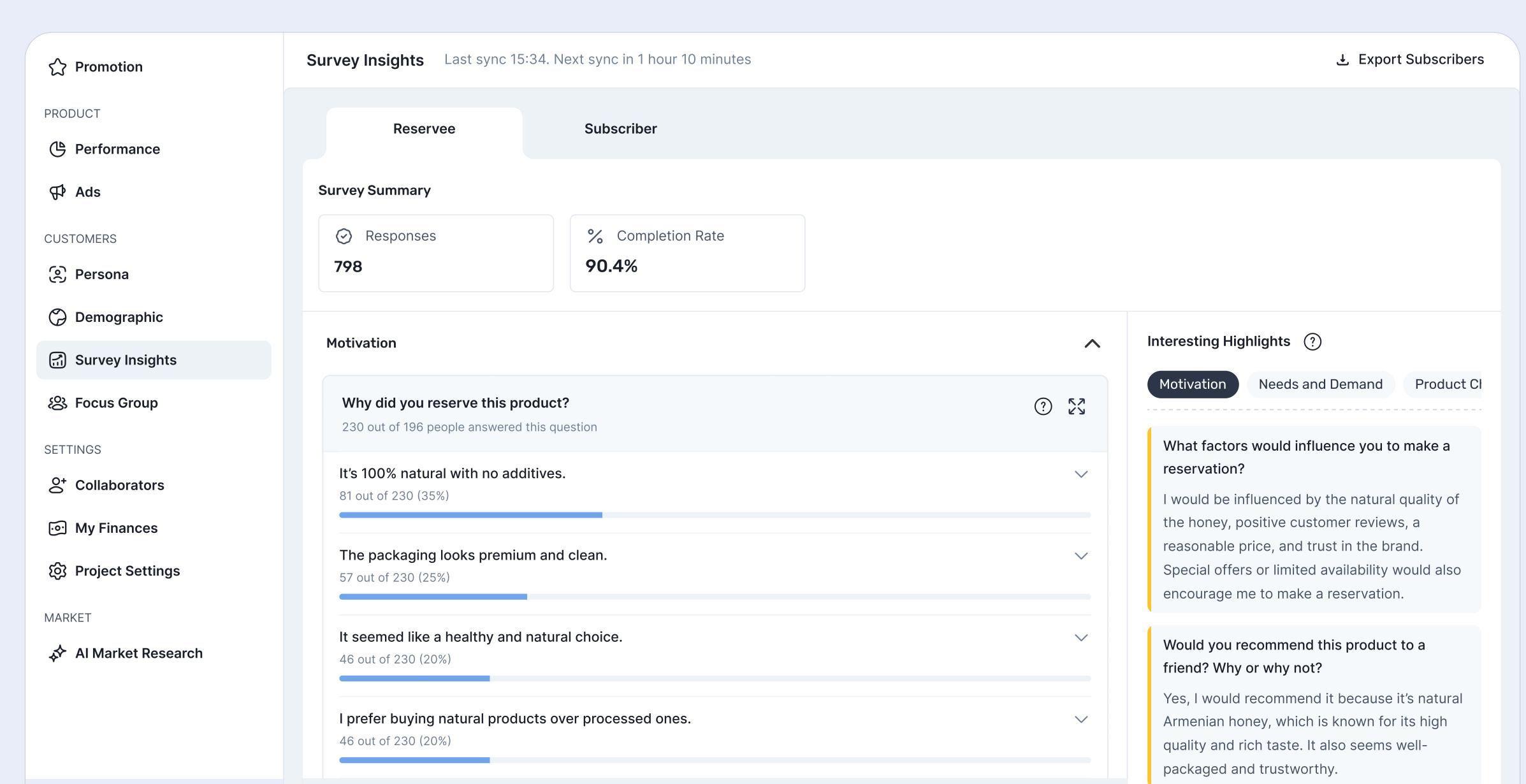
## Test Hypotheses via Iterations



## Test Hypotheses via Iterations

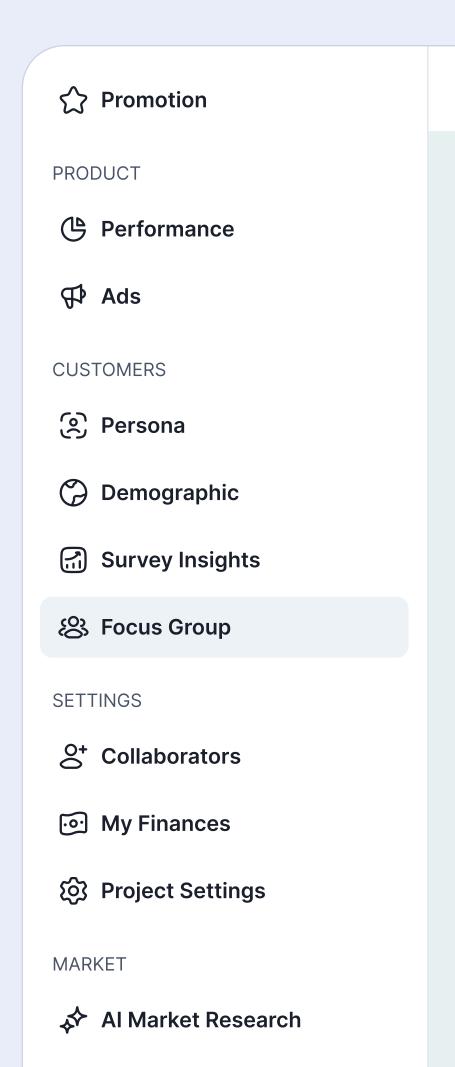


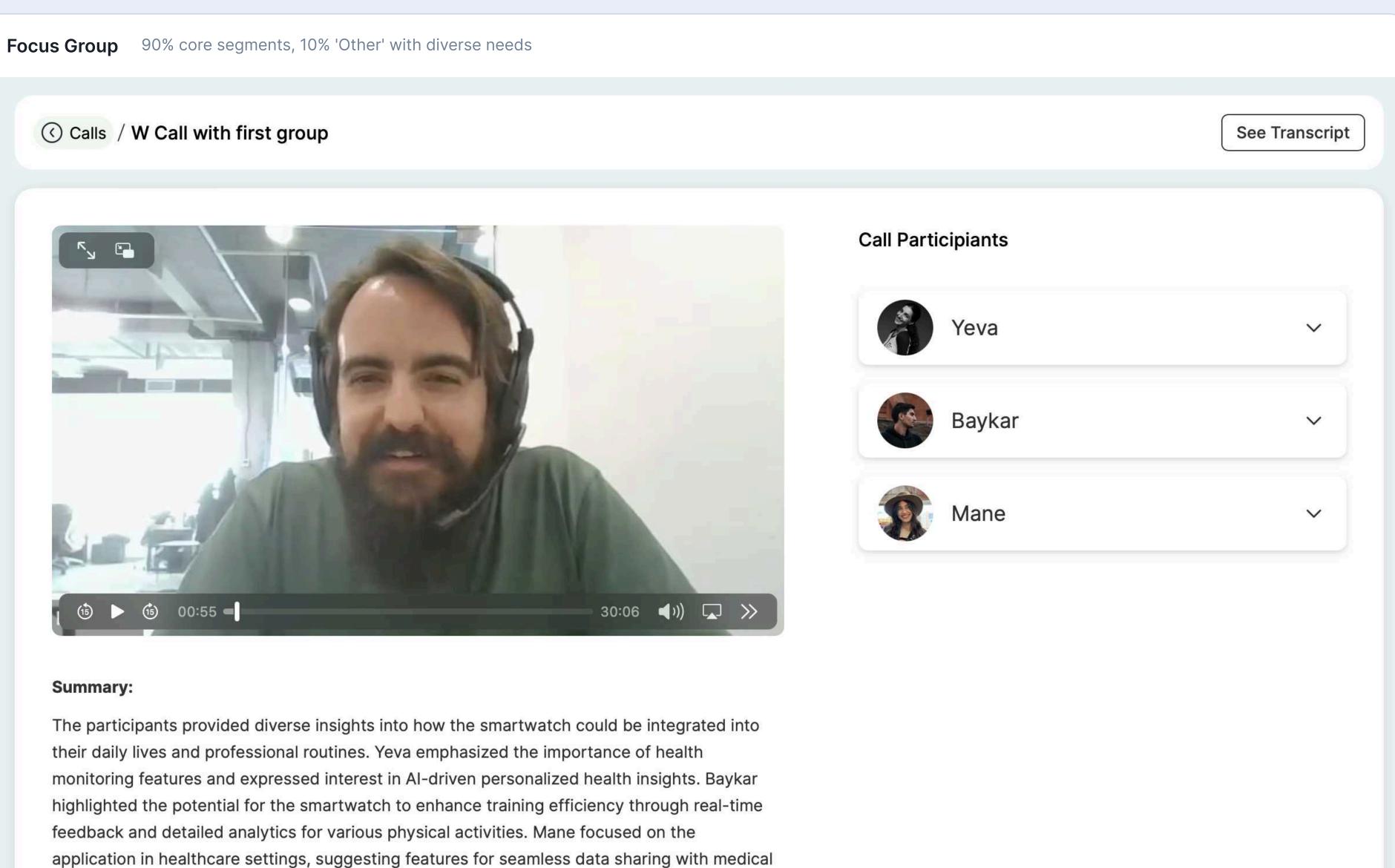
## Learn Authentic Insights from Real Buyers



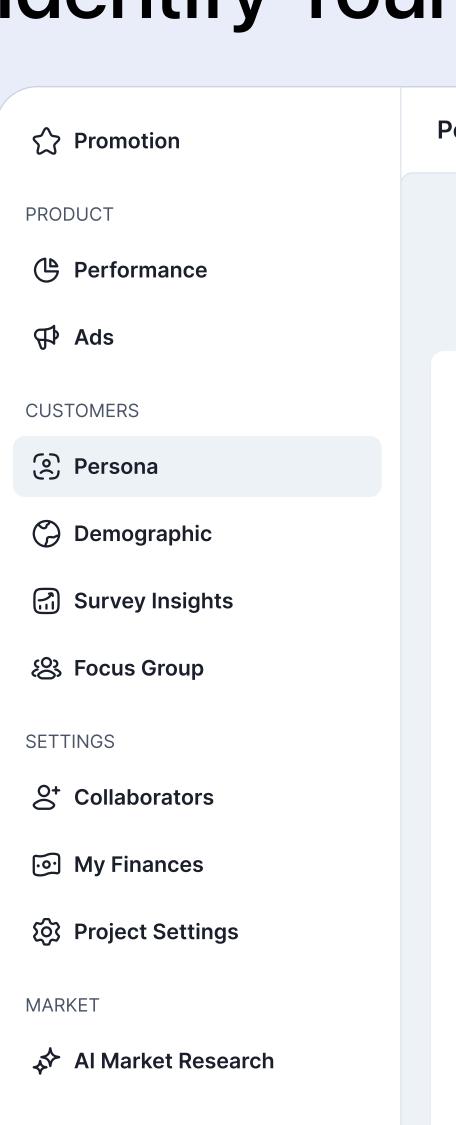
## Co-Create with People with Skin in the Game

systems while ensuring privacy and security. Common themes included the need for improved





#### Identify Your True Buyer Persona



90% core segments, 10% 'Other' with diverse needs



#### **Elena Smith**



#### **Emily Carter**





Joshua Lee





#### **Emily Carter**

The Enthusiastic Urban Gardener



I love adding fresh, homegrown herbs and veggies to our family meals, it's healthy and the kids learn where food comes from.

O Location: West London

Age: 35 yr old

Marital: Married with one child aged 5

Arrangement: Lives in a suburban home with family



Income:

\$95,000



Emily uses Agwa to grow basil, cilantro, and lettuce to ensure she always has fresh ingredients for her cooking.

(48%)

She engages her child in the planting and harvesting process as a learning activity.

(42%)

Emily takes pleasure in the aesthetically pleasing design of Agwa that fits well in her modern kitchen.

(10%)

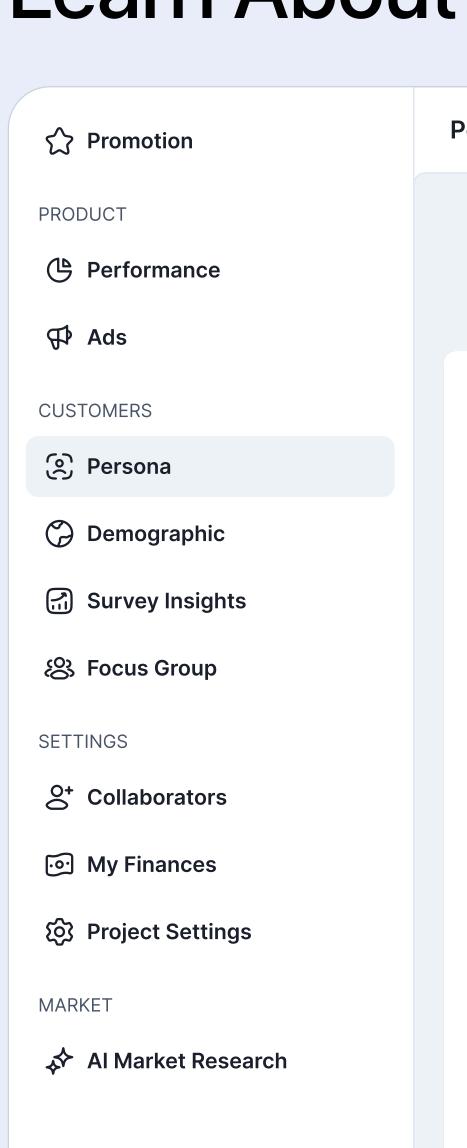


Facebook

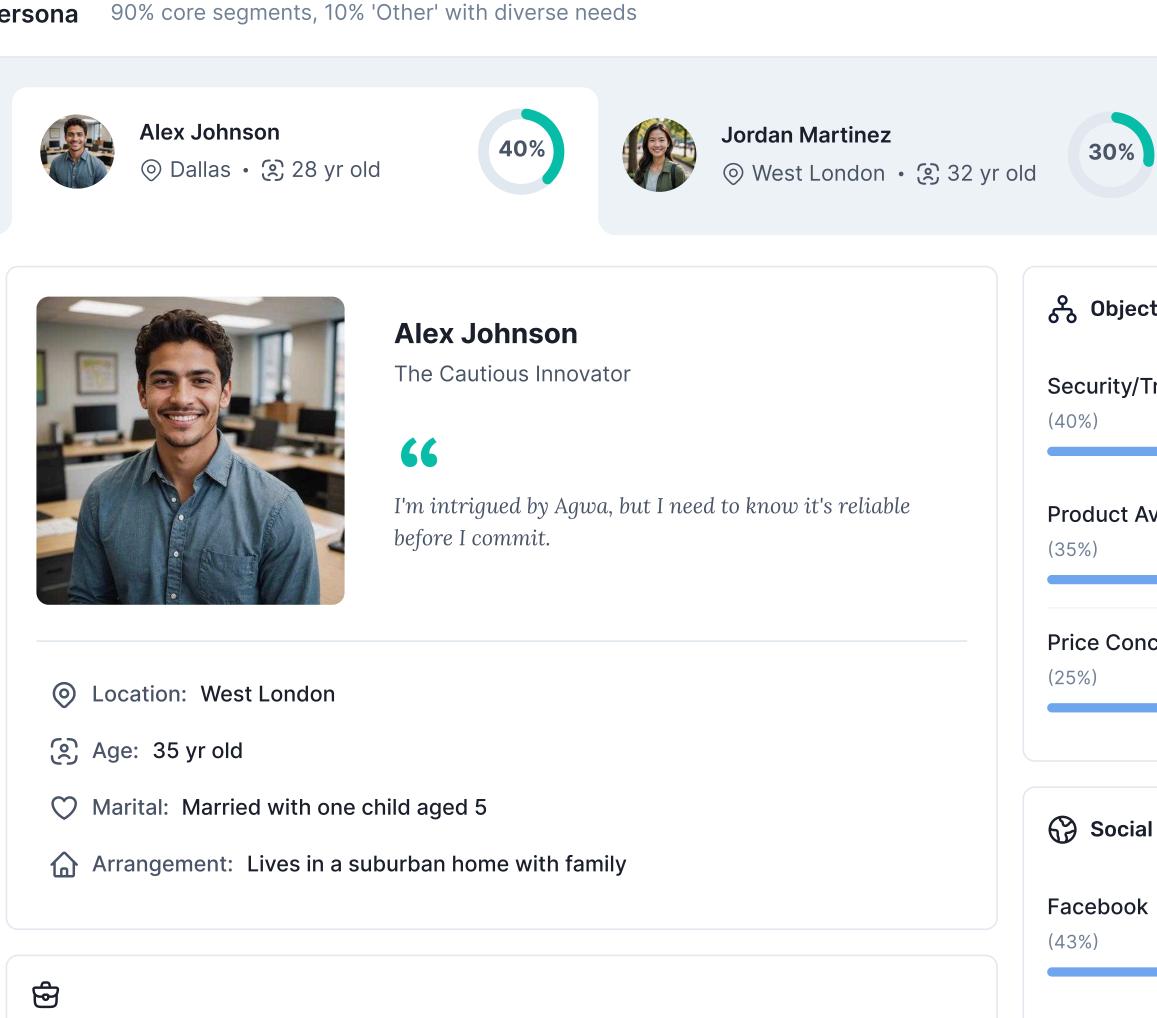
(43%)

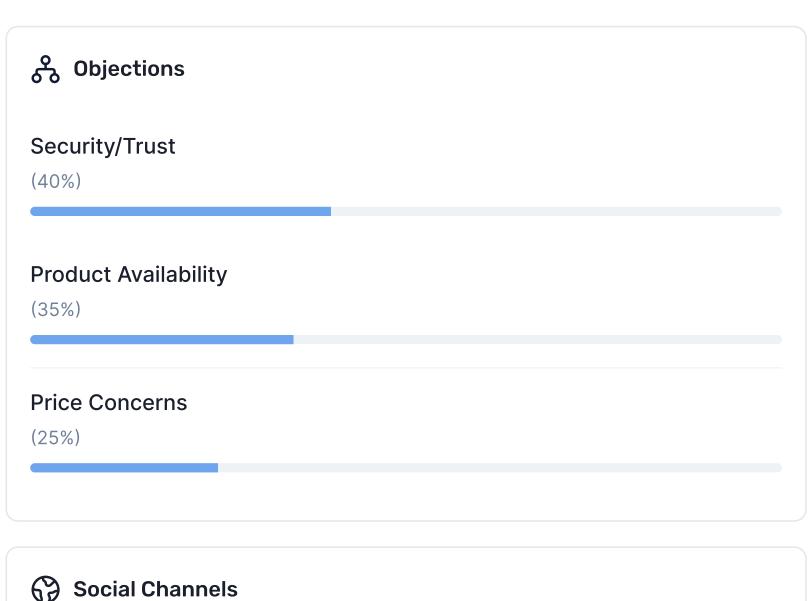
Instagram

#### Learn About the People Who Showed Interest



Income:





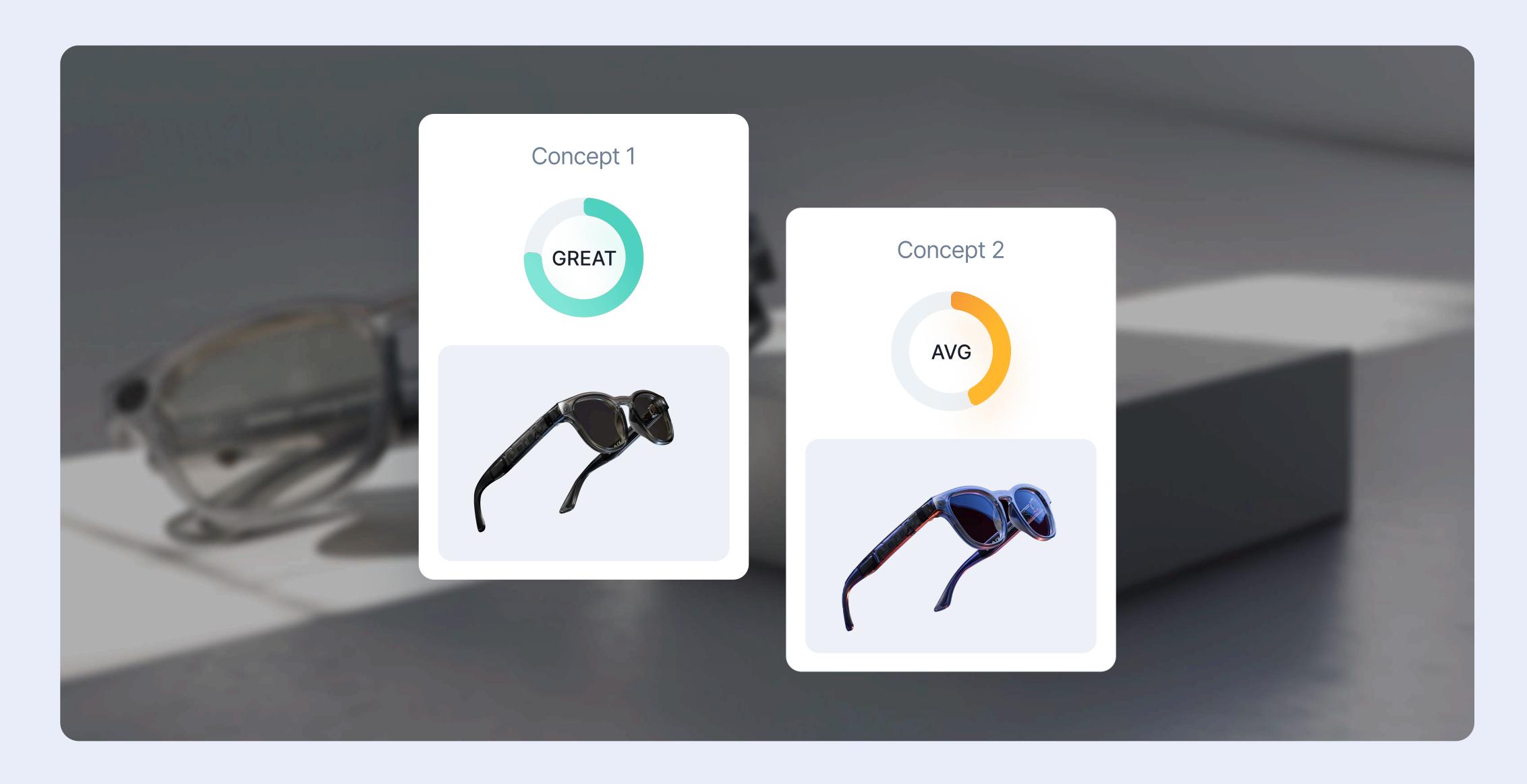
Instagram

(32%)

\$60,000

**Emily Chen...** 

## You Can Test Very Early Stage Concepts



#### Gain Valuable Insights Before Launch



#### Sir Carlton

#### Reserve Your Special Discount

Only on Prelaunch.com, leave a small refundable deposit and reserve the lowest price ever.

\$24.99 <del>\$50</del>

#### **About Product**

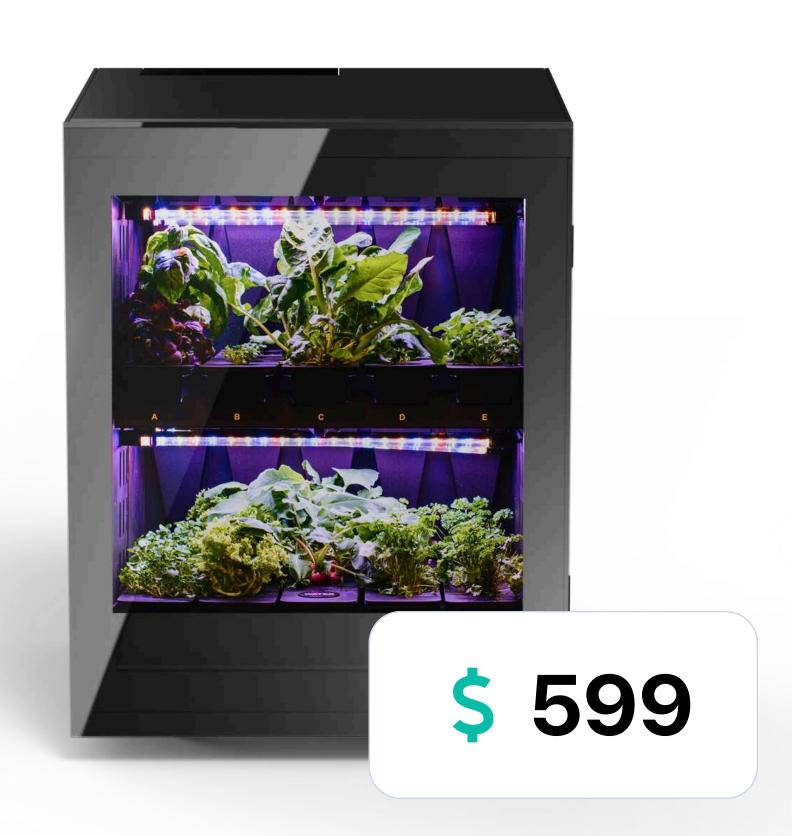
#### Ingredients

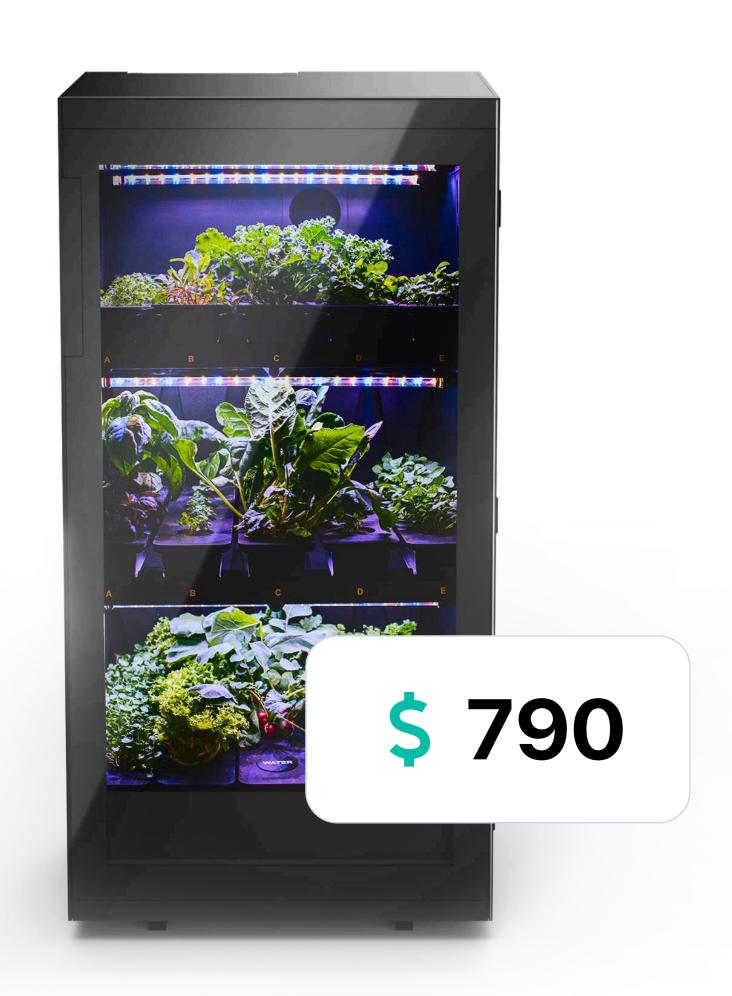
Wagyu Beef Tallow, Simmondsia Chinensis (Jojoba) Seed Oil, Helianthus Annuus (Sunflower) Seed Oil, Calendula Officinalis Flower Extract, Aloe Barbadensis Leaf Juice, Chamomilla Recutita (Matricaria) Flower Extract, Ribes Nigrum (Blackcurrant) Seed Oil, Argania Spinosa Kernel Oil, Cera Alba (Beeswax), Daucus Carota Sativa (Carrot) Seed Oil, Citrus Aurantium Amara

Reserve Discount for \$2.49

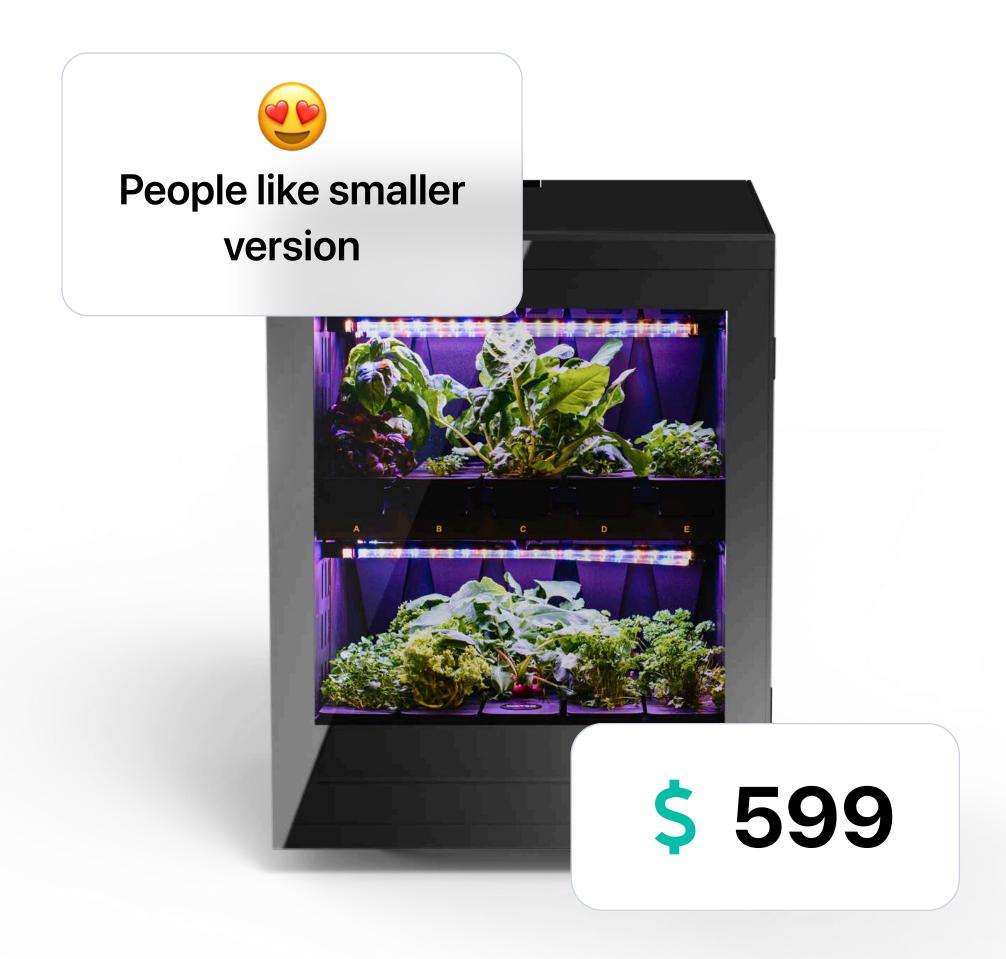
No Thanks

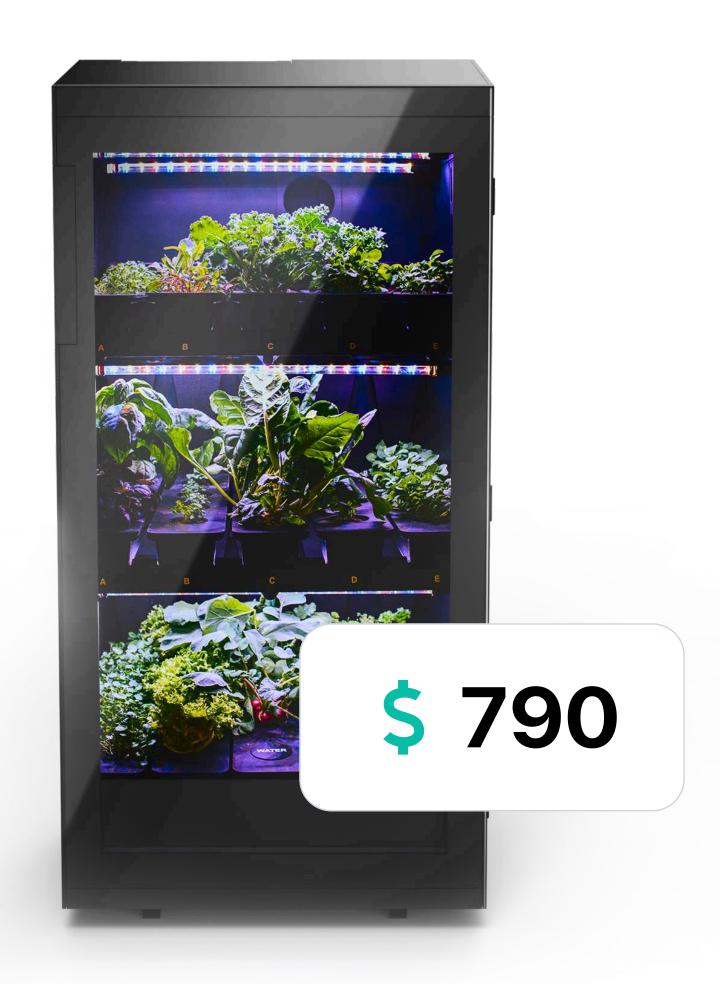
## People Like vs People Buy



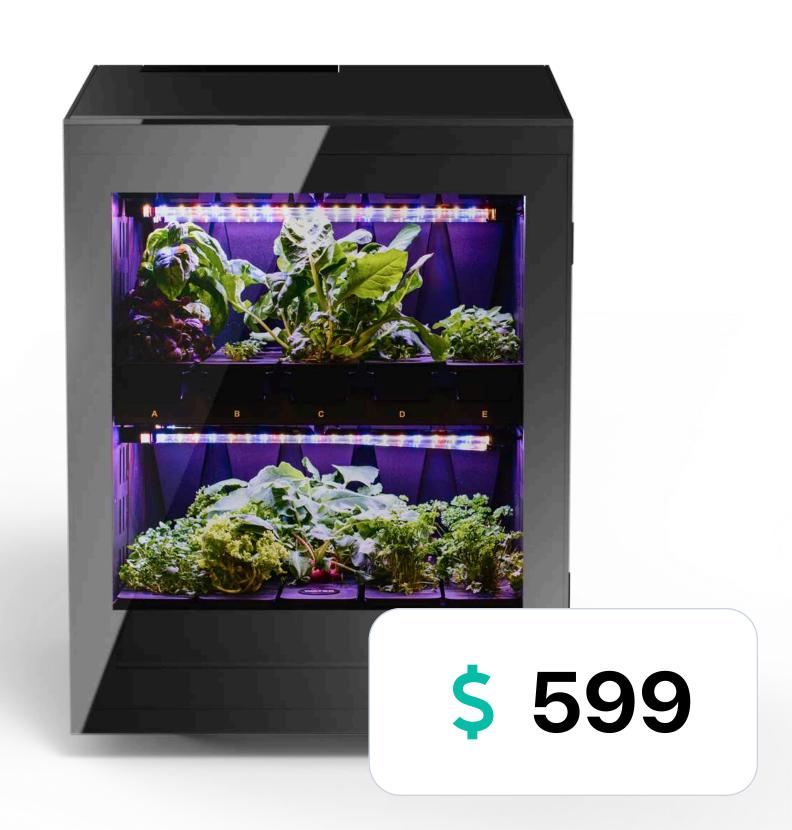


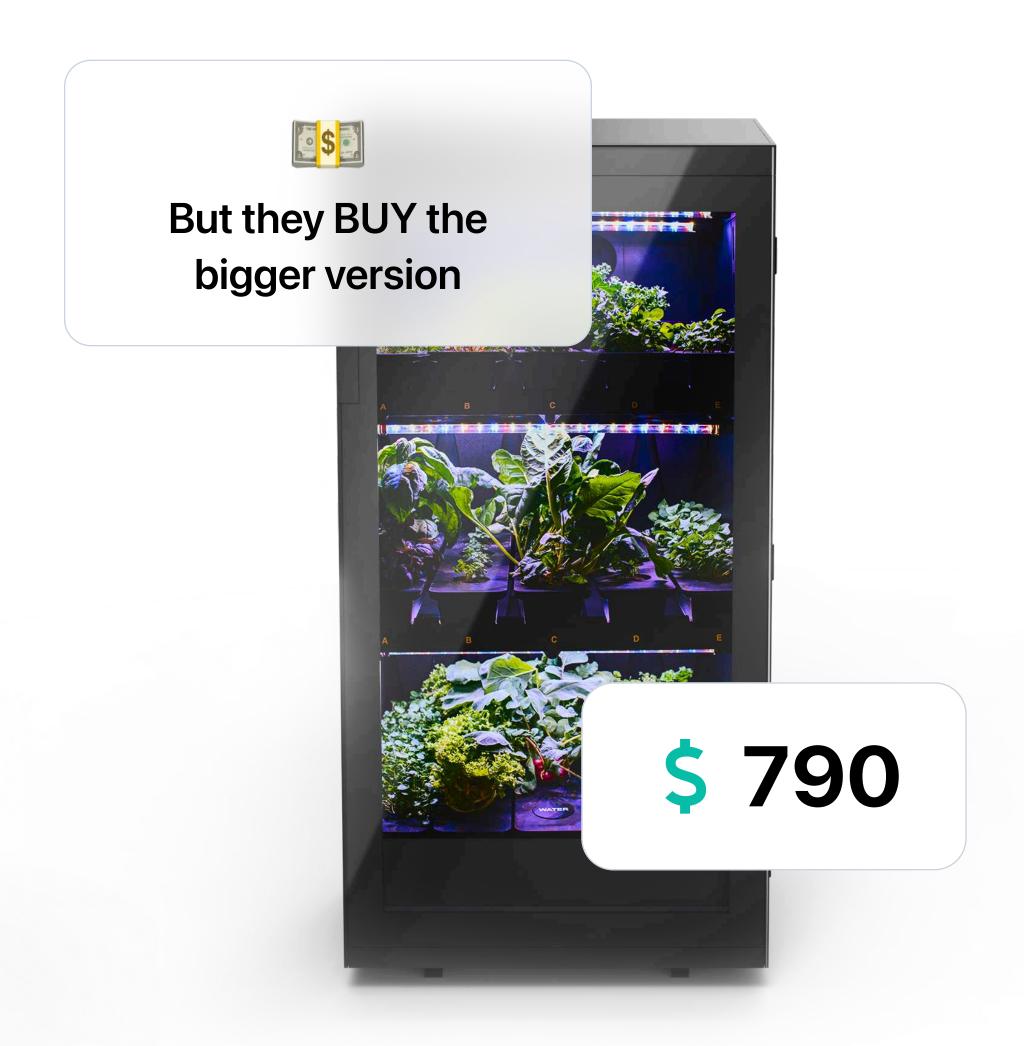
## People Like vs People Buy





## People Like vs People Buy



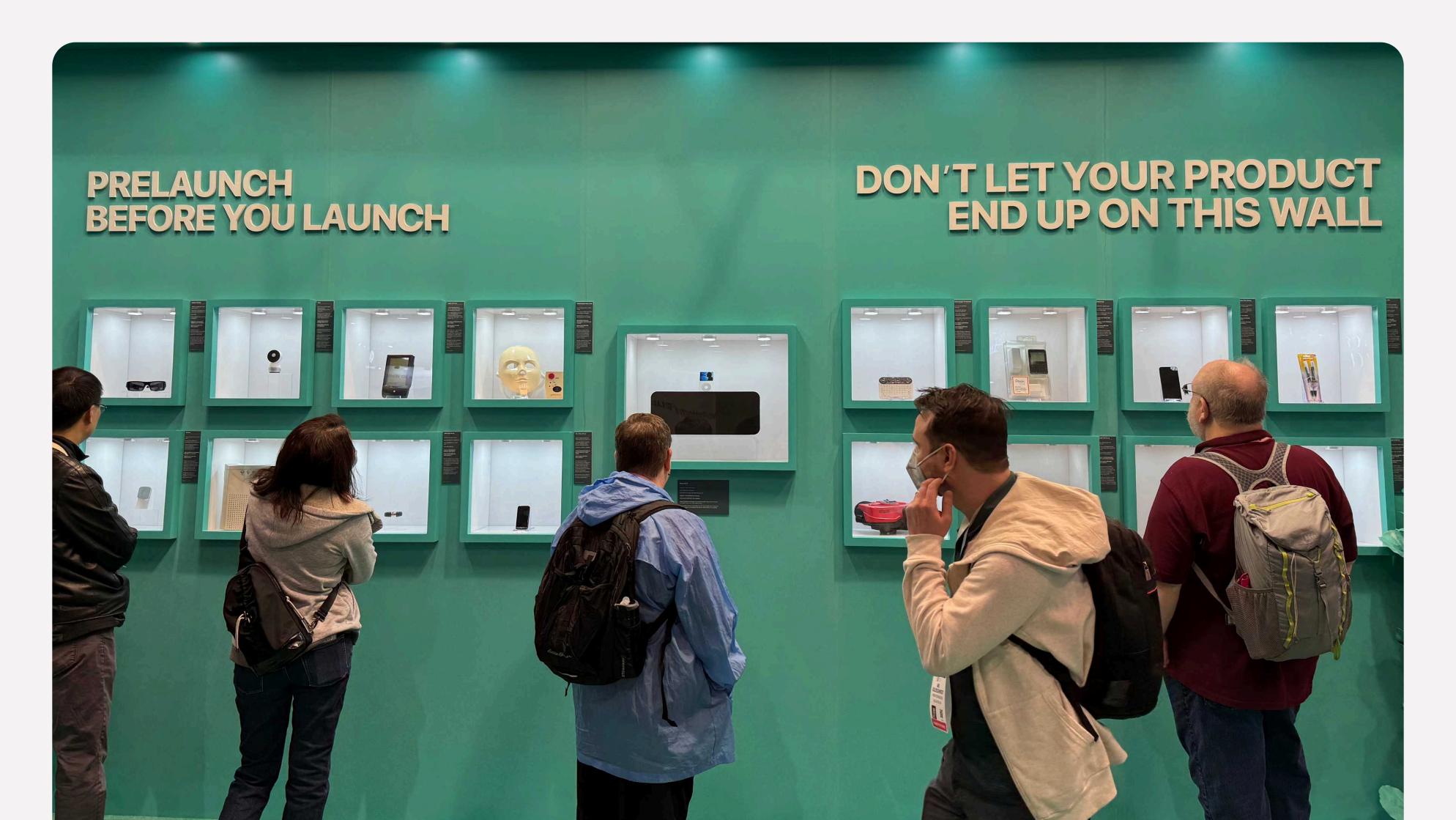




# Skin in the game makes innovation less risky

## Gallery of Flops – Booth #31

Use Prelaunch to not appear on this wall 😂



#### Prelaunch.com

PRODUCT VALIDATION PLATFORM

# Innovate Confidently

Thank You