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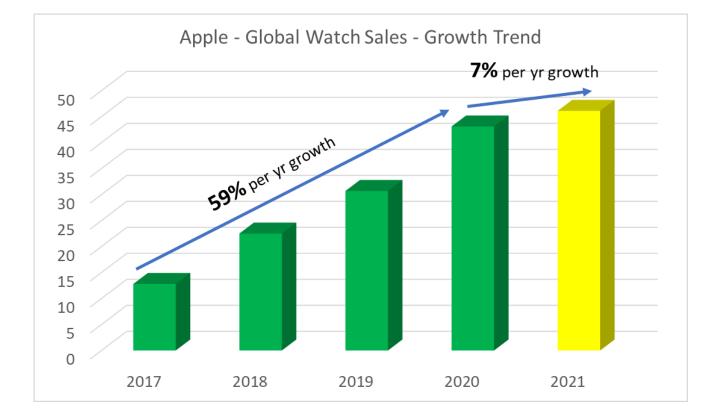
# CASE COLLECTIONS 2024 ROADMAP Innovating Solutions for the Adventure of Life

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# **RETAIL ENVIRONMENT**



### **Apple Watch – Catalyst Review**



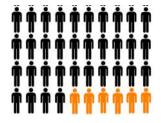
Page 2

Household Penetration in Apple Watches in maturing with only 7% growth from 2020 to 2021.

How can we continue to grow top & bottom-line sales with fewer new consumers coming into the Category?

### **RETAILER - ONLY 4 WAYS TO GROW A CATEGORY**









#### 1. Increase Average Transaction Size

- Product mix
- Trade-up to higher \$ ring

#### 2. Increase # of Category Shoppers (Household Penetration)

- Create awareness of category
- Establish the consumer need

#### 3. Increase Conversion of Existing Category Shoppers in your Store

• Value vs. Competition (Price, Assortment, In-Store Visibility)

#### 4. Increase Purchase Frequency

Page 3

• Challenging to do in a durable goods category



### Award-winning design and a cult-following of Brand Advocates



Catalyst Case commands, on average, a +50% premium vs. the category average

Page 4



# Perceived commoditization for protective devices



Category is overdeveloped on fashion and lowest price driving product choice.

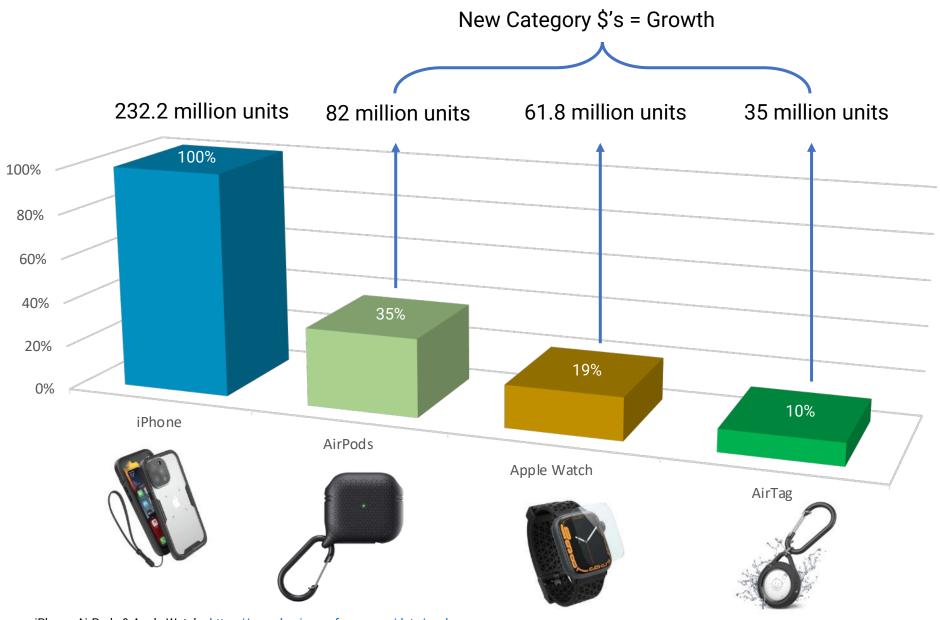
The Catalyst Consumer demands performance



Products must meet high standards to perform in the most challenging work and leisure environments.



### % HOUSEHOLD PENETRATION – BY SEGMENT - PROTECTIVE DEVICES



iPhone, AirPods & Apple Watch - <u>https://www.businessofapps.com/data/apple-statistics/</u>

AirTag - https://www.imore.com/airtags-2-could-be-way-if-strong-sales-continue

### **YOUR SHOPPER**

#### 1/4 to 1/3<sup>rd</sup> of her owned Apple Devices have adequate protection



One shopper buying protection for Apple Watch, AirPods and AirTag increases value from \$60 (iPhone protection) to \$190 (+300% index on value to retailer)

Page 7



Catalyst is your complete partner providing superior Total Protection for ALL Apple devices, not just specializing in one or two segments.

Our Watch, AirPods, AirTag and iPhone development is 2-3X higher than industry average.



# CATALYST AS A STRATEGIC PARTNER



Catalyst is a design and development company that makes the highest-performing slim waterproof and drop-proof cases in the market.



June Lai / Chief Executive Officer

With a BSc in Biochemistry, June began her career as a scientist before getting her MBA, CFA, CPA, and CMA. She has worked in business development and finance positions covering the healthcare, biotechnology, pharmaceutical and insurance industries. "It was about 12 years ago when Catalyst was born. We recognized a gap in the market when it came to the level of protection available for smartphones. I loved climbing and wanted to capture the beauty of the Hong Kong scenery on my then iPhone 4. However, it was too risky to take expensive devices into rugged environments. This is where we created our first case with included lanyard to address a personal pain point and protect our customers' devices against any adventure.

Today, we are a globally recognized powerhouse in our space, selling in 70 countries with 100's of SKUs and a design team that creates some of the most innovative accessories on the market for electronics."

#### **Catalyst - Protecting what matters most**

- June Lai

# **INTELLECTUAL PROPERTY PROTECTION AND ENFORCEMENT**

- **46,000** Potential Infringements
- **15,000** Listing Reported
- 2,800 Seller Reported
- 1,759 AirPods Potential Infringements
- 1,546 AirPods Listing Reported

#### **Protection and Enforcement a Key Priority**

Catalyst's continued investment in brand and quality protection means better products for customers.

- Continued intellectual property protection
- Broadening the scope and jurisdictions of registration



 Review the current intellectual property and enforcement strategy to improve efficiencies and to maximise protection



Use innovative measures to reduce infringement, such as criminal prosecutions and customs enforcement

Page 11

Scoping infringers for a test case litigation





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## WE ARE ACTIVELY REMOVING COPY PRODUCTS AND KNOCK OFFS

#### Take Downs 2022

We have reported 1,148 listings related to AirPods cases from January to December in the year of 2022.

1,111 of them were reported based on copyright and trademark infringement, and 36 on trademark abuse.

The reported listings were placed by 129 unique sellers.

1,059 of the reported listings (92.4%) have been enforced successfully from the marketplaces on which they were placed.

The most damaging was eBay (1,005 listings), followed by Newegg (70) and Amazon (69).





Page 12

Director of the United States Patent and Trademark Office





# WHY CUSTOMERS LOVE Catalyst

1,000,000+ CASES SOLD

100,000+ SOCIAL MEDIA FOLLOWERS

Intellectual property

#### 5000+ PR COVERAGE

OVER 700 PIECES DESIGN AND UTILITY



Our iconic and distinctive CATALYST® case design for AirPods and AirPods Pro with its grooves, flange and curves was granted registration for trade dress by the USPTO.

### Catalyst is a winner of multiple design awards



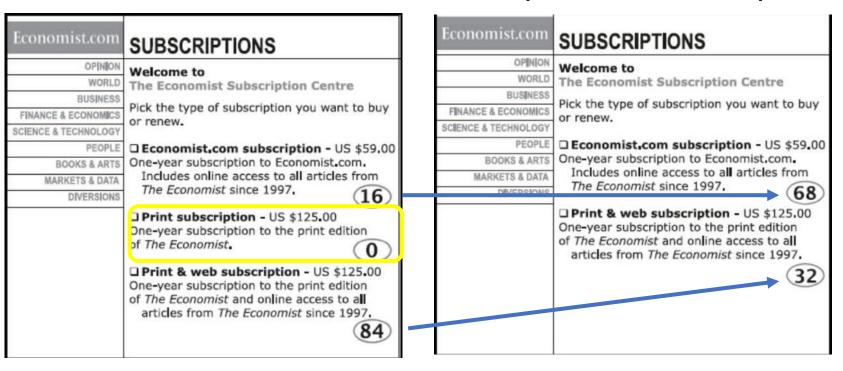
Sold in over 70 countries globally



Page 13

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#### **First Option – Print Only**



Of 100 MIT Students, not one person selected the Print-only subscription for \$125. Eighty-four people instead traded up to Print + Web subscription for \$125. Removing the choice, the NO ONE selected (Print only) caused this group to compare between Web only (\$59) and Web + Print. Despite removing the choice that no one selected, most of the market moved down to the cheapest option

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#### Second Option – Remove most expensive option

### **TOOLS TO DRIVE TRANSACTION SIZE & HOUSEHOLD PENETRATION**





Displays with visuals to cue awareness Claims which de-commoditize the category





Masterbrand displays which cue category need for underdeveloped segments.

Claims developed and qualified for each segment which address the barrier to purchase (awareness) and emphasize superior protection (increase transaction size).

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## **TO SUMMARIZE, CATALYST IS FOCUSED ON GROWING #1 & #2**



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	*****

#### 1. Increase Average Transaction Size

- Product mix
- Trade-up to higher \$ ring

#### 2. Increase # of Category Shoppers (Household Penetration)

- Create awareness of category
- Establish the consumer need





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### **CATALYST® UPDATED PACKAGING**

#### Establishes Catalyst as a Premium Tier option in a heavily commoditized segment





#### Catalyst partnered with a global expert in shopper psychology to execute theories and strategies to grow business across markets including:

- 1. Ownable colors >> helps shopper find the premium brand in the category
- 2. Visuals of product application; create relevance for the consumer
- Performance claims de-commoditizes category. Not all cases are created equally. Our research shows that claims increase sales an average of 12%
- 4. Shoppers have limited attention. Less is more.

#### **Recommendation:**

Prominence for Catalyst Case in-store to establish top end price point in the category and increase overall transaction size.

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- 1. Clear, bold product images (transparent front for iPhone case packaging)
- 2. Color blocked critical information panels to draw attention and highlight
- 3. Consistent use of brand colors, fonts, visual iconography for cohesive brand presentation across products collections

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### **CATALYST® UNRIVALED TOTAL PROTECTION**



FEATURES & BENEFITS	CATALYST TOTAL PROTECTION	OTTERBOX FRE
Pricing	\$89.99	\$99.95
Waterproof Rating	IP68 (10m/33ft for 30 mins), or 2m indefinitely (as long as you want)	IP68 (2m/6.6ft for 1 hour only)
100% Air, dust & watertight Acoustic Membranes allows you to go deeper, without sacrificing sound quality	$\checkmark$	×
Easy access to buttons	$\checkmark$	×
Drop Proof Rating	MIL-STD-810G (2m/6.6ft)	MIL-STD-810G (2m/6.6ft)
3x Protection (or triple protection) with a lanyard (tested to 10kg force) so you won't drop it (\$10 value)	$\checkmark$	×
Washable with soap and water; cleanable with EPA- approved disinfectants	$\checkmark$	×
Highly Responsive Screen that works with Face ID	$\checkmark$	×
Durable Flexible Plug with a spare included	$\checkmark$	×

### **CATALYST® HAS THE MOST COMPLETE DROP PROOF MAGSAFE CASE**

FEATURES & BENEFITS	CATALYST INFLUENCE - MAGSAFE COMPATIBLE	OTTERBOX SYMMETRY FOR MAGSAFE	UAG PLYO WITH MAGSAFE	TECH21 EVO CLEAR WITH MAGSAFE	SPECK PRESIDIO WITH MAGSAFE
Pricing	\$59.99	\$59.95	\$49.95	\$49.95	\$49.95
Drop Proof Rating	3m/10ft	1.2m/4ft	4.8m/16ft	3.6m/12ft	4m/13ft
Lanyard pull tested to 10kg, you can secure your phone on your wrist to prevent it from accidental drops	$\checkmark$	×	×	×	×
Crux Attachment System (so you can secure it multiple ways)	$\checkmark$	×	×	×	×
+30% louder sound* & less interference from background noise	$\checkmark$	×	×	*	×
<b>Premium</b> Easy-to-Press Metallic Buttons to mute/unmute your phone	$\checkmark$	×	×	×	×

Page 21

\* Up to +3.8dBA sound toward user at 1cm over device alone.

### **CATALYST® VS COMPETITOR DROP PROOF CASES FOR IPHONE**

FEATURES & BENEFITS	CATALYST INFLUENCE WITHOUT MAGSAFE	OTTERBOX DEFENDER WITH MAGSAFE	UAG METROPOLIS LT WITH MAGSAFE	UAG MONARCH WITHOUT MAGSAFE	SPECK PRESIDIO2 GRIP WITH MAGSAFE
Pricing	\$39.99	\$69.95	\$59.95	\$59.95	\$54.95
Drop Proof Rating	MIL-STD- 810G (3m/10ft)	MIL-STD-810G (1.2m/4ft)	MIL-STD-810G (4.9m/16ft)	2x MIL-STD-810G, (6m/20ft claimed based upon unknown std)	Unknown Std (4m/13ft)
Lanyard pull tested to 10kg, you can secure your phone on your wrist to prevent it from accidental drops	$\checkmark$	≯	×	×	*
Crux Attachment system (so you can secure accessories multiple ways directly to the case)	$\checkmark$	≯	×	×	×
Non-slip Grip**	$\checkmark$	×	×	×	×

\* Tested on iPhone 14 or see website for rating details) + corners thickness claim (vs. influence) . \*\* Based on customer reviews.

# **CATALYST® IS THE 1<sup>ST</sup> (AND STILL THE LEADER) IN AIRPODS CASES**

						•
FEATURES & BENEFITS	CATALYST TOTAL PROTECTION	CATALYST INFLUENCE & VIBE	CATALYST ESSENTIAL	TECH 21 EVO ART	OTTERBOX LUMEN	INCASE WOOLENEX
Pricing	\$49.99	\$29.99 to \$34.99	\$29.99	\$39.95	\$35.70	\$29.95
Waterproof	IP68 (100m/330ft)	IP67 (1.2m/4ft)	×	×	×	×
Drop Proof	MIL-STD-810G (6m/20ft)	MIL-STD-810G (1.2m/4ft)	MIL-STD-810G (1.2m/4ft)	12ft Drop Proof (test standard unclear)	6ft Drop Proof (test standard unclear)	×
Scratch resistant	$\checkmark$	$\checkmark$	$\checkmark$	×	×	×
Seals out dust, dirt & germs – fewer ear infections	$\checkmark$	$\checkmark$	$\checkmark$	×	⊀	×
Never lose your AirPods - AirPods won't pop out on drops	Secured	Secured	Secured	K Unsecured	X Unsecured	X Unsecured
Securely latched hard shell armor – zero compromise on protection	Car proof, ice proof, hammer proof	×	×	×	×	×
Carabiner or Lanyard included	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	×
Fast Wireless Charging	$\checkmark$	$\checkmark$	$\checkmark$	>10 minutes slower*	>10 minutes slower*	>10 minutes slower*

Page 23

## **CATALYST® VS COMPETITOR AIRTAG CASES WITH KEY RING & CARABINER**



FEATURES & BENEFITS	CATALYST HANG-IT CASE	ELEVATION LAB KEYCHAIN	TECH21 EVO CLEAR	OTTERBOX RUGGED CASE	BELKIN
Pricing	\$34.99	\$12.95	\$29.95	\$19.95	\$12.95
Waterproof	IP68 (100m/330ft)	IP67 (1m for 30 mins)	-	-	-
Drop Proof	MIL-STD-810G (2m/6.6ft)	-	-	-	-
Tracking signal & clear sound passes through the case	$\checkmark$	Sound is reduced	$\checkmark$	$\checkmark$	$\checkmark$
Durable design that can be easily assembled, secures AirTag and can be attached to your backpack & keys with premium carabiner included	~	Screws are small, fall out and go missing easily, leading to the cases popping open & AirTag potentially go missing.	L-piece design that is made from TPU, can get dirty easily	Not durable. The case comes apart easily plus AirTag slips out of the case. *	AirTag is not secured well keeps on falling out of the case and goes missing
Transparent sleeve protects metal back from scratches and seals out water	$\checkmark$	×	×	×	×

Page 24

\* Reviews based on Otterbox Sleek Tracker Case for Apple AirTag.



## **CATALYST® VS COMPETITOR AIRTAG CASES FOR DOG COLLARS & STRAPS**









FEATURES & BENEFITS	CATALYST CLIP-IT CASE	ELEVATION LAB TAGVAULT: PET	ELEVATION LAB TAGVAULT: STRAP	SPIGEN COMFORT TAG
Pricing	\$34.99	\$19.95	\$19.95	\$ 24.99
Waterproof	IP68 (100m/330ft)	IP67 (1m for 30 mins)	IP67 (1m for 30 mins)	-
Drop Proof	MIL-STD-810G (2m/6.6ft)	-	-	-
Can use FindMy to track your pet & sound transmit clearly through case	$\checkmark$	K Sound is reduced	K Sound is reduced	$\checkmark$
Easy to Install	$\checkmark$	Screws needed, Damages collar	K Screws needed, Damages strap	Difficult to install/remove the case to/from the strap
Comfortable for cats & dogs to wear	$\checkmark$	K If pet collar is tight, it rubs against neck & causes a wound	If pet collar is tight, it rubs against neck & causes a wound	Elastic bands are too weak to secure to collar and break easily

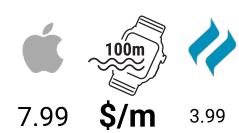
### **CATALYST® VS COMPETITOR AIRTAG CASES FOR FLAT SURFACES**



FEATURES & BENEFITS	CATALYST STICK-IT CASE	PELICAN MARINE STICKER MOUNT	ELEVATION LAB TAGVAULT: SURFACE
Pricing	\$34.99	\$29.99	\$19.95
Waterproof	IP68 (100m/330ft)	IP68 (1m/3.3ft)	IP67 (1m for 30 mins)
Drop Proof	MIL-STD-810G (2m/6.6ft)	-	-
Sticks on to hard surfaces and does not easily fall off	$\checkmark$	X Adhesive is not strong enough; case falls out repeatedly	Adhesive is not strong enough; falls out repeatedly
AirTag is secured inside the case; does not fall out.	$\checkmark$	Case is does not secure AirTag; device falls out easily	$\checkmark$
Transparent sleeve protects metal back from scratches and seals out water	$\checkmark$	×	×



### **CATALYST® – TOTAL PROTECTION CASE OFFERS GREAT VALUE TO CUSTOMERS**









FEATURES & BENEFITS	APPLE WATCH ULTRA*	APPLE WATCH SERIES 8	APPLE WATCH SE
Device Pricing	\$799	From \$399	From \$249
Catalyst® Case Pricing	N/A	\$74.99	\$69.99
Savings for similar value proposition	N/A	40% savings (AWS8 + case)**	60% savings (AWSE + case)**
Waterproof Protection	Water resistant (100m)	Device - Water resistant (50m) With case – Waterproof (100m)	Device - Water resistant (50m) With case – Waterproof (100m)
Drop Protection	4ft/1.2m	6.6ft/2m	6.6ft/2m
Waterproof band included	Not all bands are waterproof	$\checkmark$	$\checkmark$
Raised bezels to protect screen	Screen Protector needed to avoid scratches	Screen protector optional	Screen protector optional
Clean and disinfect with soap and EPA approved disinfectants	Don't use with soaps, shampoos, conditioners, lotions, perfumes, solvents, detergent, acids or acidic foods, insect repellent, sunscreen, oil and hair dye	$\checkmark$	$\checkmark$

Page 27

\*Apple Watch Ultra has very low accessory attach rate. \*\* Compared with Apple Watch Ultra device.

# CATALYST® - DROP PROOF CASE FOR APPLE WATCH (CASE WITH SPORTS BAND)

FEATURES & BENEFITS	CATALYST TOTAL PROTECTION CASE & BAND	CATALYST ACTIVE DEFENSE CASE & BAND	OTTERBOX EXO EDGE CASE	UAG SCOUT CASE	UAG CIVILIAN CASE
Pricing – Case & Band	\$74.99 (watch band included)	\$49.99 (watch band included)	\$24.95 + \$29.95 = \$54.90	\$19.95 + \$39.95 = \$59.90	\$24.95 + \$39.95 = \$64.90
Watch band included with quick release feature to remove/swap bands as needed (up to \$40 value)	$\checkmark$	$\checkmark$	×	×	×
Waterproof	IP68 (100m/330ft)	-	-	-	-
Drop Proof	MIL-STD-810G (2m/6.6ft)	MIL-STD-810G (3m/10ft)	-	-	-
Designed for a precise and secure fit of the Apple Watch device so case won't pop off	$\checkmark$	$\checkmark$	×	×	×
Made with high quality materials to avoid breakage of case and device	$\checkmark$	$\checkmark$	×	×	×
Quick Drying Hypoallergenic Band to minimize sweat	$\checkmark$	$\checkmark$	×	×	×
Can be used with a screen protector to prevent scratched screen	$\checkmark$	$\checkmark$	×	$\checkmark$	$\checkmark$
Raised Bezels protect from drops	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$

# **APPLE WATCH CASES: COMPETITOR VS CATALYST CASES**

#### Two Types of Cases in the market (Four approaches in general in the current market)

- Rigid Cases: Cases made out of hard plastic material
- Flexible Cases: Cases made out of soft plastic material

Though common in the market, there are flaws to the cases.



#### **Rigid Case**

- Covers the screen and does not wrap around the band
- Customers complain that the case easily pops off and gets misplaced when it comes up against drops and shocks



#### **Flexible Case**

- Wraps around the band but as it is designed to be flexible, but it changes shape and is not seated well on the device, leading to pushing up the sides of the screen protector.
- The case shears off sideways when it comes up against drops and shocks
- Customers complain that the screen protector is easily pushed off the device due to the case being sheared off.

#### **Catalyst Apple Watch Cases**

- The watch band connects to the case. It will provide a secure fit to the device and is strapped down to the wrist so nothing pops-off and goes missing.
- The screen protector is secured on the device and will not be removed easily.



## **INDUSTRY LEADING DESIGN**

# **Thoughtful Invention**

- Balancing minimalism and performance
- Ergonomics by design
- Hygienic considerations
- Button performance
- Acoustic engineering features
- Expanded attachment functionality
- MagSafe compatibility



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### **CATALYST® PROTECTIVE CASES RANGE for iPHONES**

		IS Pro Max	
FEATURES & BENEFITS	TOTAL PROTECTION SERIES	INFLUENCE WITH MAGSAFE SERIES	INFLUENCE SERIES
Pricing	\$89.99	\$59.99	\$39.99
Waterproof Rating	IP68 (10m/33ft)	-	-
Drop Proof Rating	MIL-STD-810G (2m/6.6ft)	MIL-STD-810G (3m/10ft)	MIL-STD-810G (3m/10ft)
Fully Protected - cleanable & disinfectable	$\checkmark$	-	-
Built-in Magnet	-	$\checkmark$	$\checkmark$
Unique Patented Forward Facing Audio	$\checkmark$	$\checkmark$	-
Unique Patented Rotating Mute Switch	-	iPhone 15 & 15 Plus only	iPhone 15 & 15 Plus only
Integrated, easy to press buttons	$\checkmark$	-	
Fingerprint & scratch proof	$\checkmark$	$\checkmark$	$\checkmark$
Wireless Charging compatible *	$\checkmark$	$\checkmark$	$\checkmark$
Lanyard	$\checkmark$	$\checkmark$	$\checkmark$
Increased protection**	5X More Waterproof	2.5X Higher Drop Protection	2.5X Higher Drop Protection

Page 31

\* Tested with Apple MagSafe charger. \*\*Design to Meet or Exceed.

# WHY CATALYST® TOTAL PROTECTION IS THE BEST CASE MONEY CAN BUY?



#### 500% More Waterproof, 1.65X Drop proof \*

IP68 - 10m / 33ft Waterproof MIL-STD-810G - 2m / 6.6ft Drop Proof



#### Washable and Disinfectable

Washable with soap and water Can be disinfected with many EPAapproved disinfectants



# Highly Responsive Screen that works with Face ID

Easily type on the built-in screen protector Doesn't interfere with facial recognition



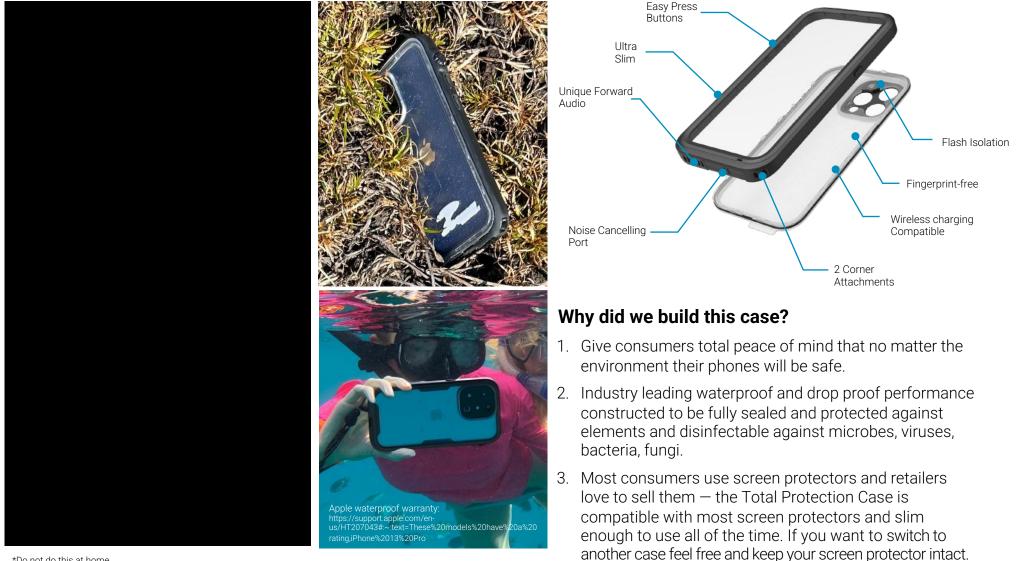
Designed to meet or exceed.

MSRP: \$89.99 AVAILABILITY: Pre-Order

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# **CATALYST® TOTAL PROTECTION FOR IPHONE 15 SERIES**

A Skydiver accidentally left his iPhone in his pocket & it fell 14,000ft.... and it Survived\*!



\*Do not do this at home.

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# **CATALYST® INFLUENCE SERIES IS THE MOST COMPLETE DROP PROOF CASE**



### 2.5x Stronger Drop Protection \*

3m/ 10ft Drop proof MIL-STD-810G



#### Up To +30% Louder Sound Than Device With No Case \*\*

Forward Audio Amplification unique to Catalyst



Black + Clear iPhone 16, 16 Pro & 16 Pro Max ONLY



#### **Attach Accessories to 4 Corners**

Attach Anti-Drop Lanyard and optional Crux Gear accessories for additional protection

\* Designed to meet or exceed
 \*\* Device with case tested in anechoic chamber, up to +3.8dBA sound toward user at 1cm over device alone. Your results may differ

### MSRP: \$39.99 AVAILABILITY: late Aug

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Clear + Clear All iPhone 16 Models

### CATALYST<sup>®</sup> INFLUENCE w/ MagSafe for iPHONE: UNCOMPROMISED PROTECTION



### 2.5x Stronger Drop Protection \* MIL-STD-810G - 3m/ 10ft Drop proof

### Up To +30% Louder Sound Than Device With No Case \*\*

Forward Audio Amplification unique to Catalyst



### MagSafe Accessories Compatible\*\*\*

MagSafe accessories can be used with ease



### **Attach Accessories to 4 Corners**

Attach Anti-Drop Lanyard and optional Crux Gear accessories for additional protection

Designed to meet or exceed

Device with case tested in anechoic chamber, up to +3.8dBA sound toward user at 1cm over device alone. Your results may differ Compatible with MagSafe charging and most MagSafe accessories.

**MSRP:** \$59.99 **AVAILABILITY:** late Aug

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Black + Frosted Tinted Back 16, 16 Pro & 16 Pro Max ONLY

Clear + Frosted Clear Back







Sky Blue + Frosted Clear Case Back 16 Pro ONLY

Ocean Blue + Frosted Clear Back 16 Pro Max ONLY

## **CATALYST® INFLUENCE SERIES HAS UNIQUE FEATURES THAT CUSTOMERS ARE LOOKING FOR**

## techradar.

- "This delightful offering from Catalyst is a solid, slimline case with built-in air cushions, as well as the option to add a wrist strap, carabiner, or shoulder strap to multiple different spots." Impact Trust System to







4 Corner Attachments

- 1. Gold standard of sleek yet rugged protection with unique patented features that no other cases have.
- 2. Our designers took key features of the Total Protection case including the easy-to-press aluminum buttons, Forward Facing Audio and lanyard to create the perfect case for daily use.
- 3. Forward Facing Audio increases volume making Influence the perfect partner in the gym or conference room.

\*Only for MagSafe compatible magnet equipped case versions \*\* Available for iPhone 16 Pro & 16 Pro Max cases only.

## **CATALYST® CRUX GEAR - 4 ATTACHMENT POINTS, ENDLESS POSSIBILITIES**













## **Designed for Catalyst Cases**

Enables range of accessories to directly attach to Catalyst iPhone cases in multiple ways

Page 37

## **CATALYST® CRUX GEAR – COLOR LANYARD & COLOR BUTTONS**







### **COMPATIBLE WITH:**

iPhone 16 Series – Influence Cases
iPhone 16 Series – Influence Cases, MagSafe Compatible
iPhone 15 Series – Influence Cases
iPhone 15 Series – Influence Cases, MagSafe Compatible
iPhone 14 Series – Crux Cases
iPhone 14 Series – Influence Cases, MagSafe Compatible
iPhone 14 Series – Influence Cases, MagSafe Compatible
iPhone 14 Series – Influence Cases, MagSafe Compatible
iPhone 13 Series – Vibe Cases, MagSafe Compatible
iPhone 13 Series – Influence Cases
iPhone 12 Series – Vibe Cases
iPhone 12 Series – Influence Cases

MSRP: \$19.99 AVAILABILITY: Currently Available

## **CATALYST® CRUX GEAR – CARABINER & COILED EXTENDER**







MSRP: \$19.99 AVAILABILITY: Currently Available

## **COMPATIBLE WITH:** All Waterproof & Drop Proof Cases for iPhone

## **CATALYST® CRUX GEAR – CARABINER & ATTACHMENTS**



MSRP: \$19.99 AVAILABILITY: Currently Available







### **COMPATIBLE WITH:**

Page 40

iPhone 14 Series – Influence Cases iPhone 14 Series – Influence Cases, MagSafe Compatible iPhone 13 Series – Vibe Cases iPhone 13 Series – Influence Cases iPhone 13 Series – Influence Cases, MagSafe Compatible iPhone 12 Series – Influence Cases iPhone 12 Series – Vibe Cases

## **CATALYST® CRUX GEAR – SHOULDER STRAP & RING STAND**



MSRP: \$24.99 AVAILABILITY: Currently Available

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## **COMPATIBLE WITH:**

Page 41

iPhone 16 Series – Influence Cases iPhone 16 Series – Influence Cases, MagSafe Compatible iPhone 15 Series – Influence Cases iPhone 15 Series – Influence Cases, MagSafe Compatible iPhone 14 Series – Crux Cases iPhone 14 Series – Influence Cases iPhone 14 Series – Influence Cases, MagSafe Compatible iPhone 13 Series – Vibe Cases, MagSafe Compatible iPhone 13 Series – Influence Cases iPhone 12 Series – Vibe Cases

## iPhone 12 Series – Influence Cases

## **CATALYST® CRUX GEAR – STICK ON WALLET & SHOULDER STRAP**



MSRP: \$24.99 AVAILABILITY: Currently Available

# <image>



### **COMPATIBLE WITH:**

Page 42

iPhone 14 Series – Influence Cases iPhone 14 Series – Influence Cases, MagSafe Compatible iPhone 13 Series – Influence Cases iPhone 13 Series – Influence Cases, MagSafe Compatible iPhone 12 Series – Influence Cases

## **CATALYST® PROTECTIVE CASES RANGE for AIRPODS/AIRPODS PRO**



FEATURES & BENEFITS	TOTAL PROTECTION SERIES	VIBE SERIES	INFLUENCE SERIES	SPECIAL EDITION SERIES	ESSENTIAL SERIES
Pricing	\$49.99	\$34.99	\$29.99	\$29.95	\$29.99
Waterproof rating	IP68 100m / 330ft	IP67 1m / 3.3ft	IP67 1m / 3.3ft	IP67 1m / 3.3ft	×
Drop Proof rating	MIL-STD-810 3m / 10ft	MIL-STD-810 1.2m / 4ft	MIL-STD-810 1.2m / 4ft	MIL-STD-810 1.2m / 4ft	MIL-STD-810 1.2m / 4ft
Scratch Resistant	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Secure Lid Design	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Tracking and Sound work clearly through the case	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Wireless Charging Compatible	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Washable with Soap and Water	$\checkmark$	×	×	×	×
Cleanable with Many EPA Approved Disinfectants	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	×

Page 43

Page 44



## **Our Toughest Best-Selling Case**

Tested waterproof to 100m / 330ft \* Meets a drop proof rating of 3m / 10ft \*\* Washable with soap and water Can be disinfected with many EPAapproved disinfectants



## Fully Covered, AirPods stays inside#

Car proof, Ice proof & Hammer proof Secure latch, AirPods will not fall out



catalyst 🕗

## Wired/Wireless Charging Compatible

Compatible with wireless chargers Easy access to Lightning/USB-C charging port

\* IP68.

\*\* Designed to meet or exceed MIL-STD 810G for drops and shocks.

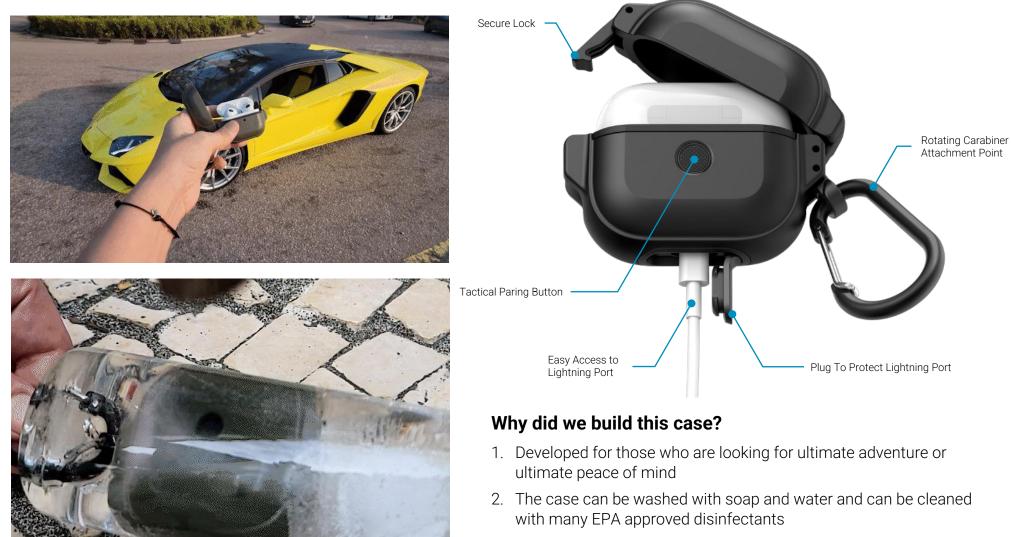
# Some features are not accessible on AirPods Pro (2nd generation). Speaker and Lanyard loop are fully covered.

## MSRP: \$49.99 AVAILABILITY: Currently Available



## CATALYST® TOTAL PROTECTION CASE – AIRPODS PRO (1<sup>st</sup> GEN & 2<sup>ND</sup> GEN ), AIRPODS 3<sup>rd</sup> GEN

- "Small, durable and extremely lightweight, this Catalyst AirPods case is our favorite waterproof case"



3. The case allows for easy access to Lightning/USB-C charging port and is wireless charging compatible.

## catalyst 🕐

## CATALYST® VIBE CASE – AIRPODS PRO (1<sup>st</sup> GEN & 2<sup>ND</sup> GEN), AIRPODS 3<sup>rd</sup> GEN



## Registered Trade Dress & Patented Design

Iconic and distinctive case design with patented sealing ribs and detachable carabiner



## Waterproof & Drop Proof Case

Tested waterproof to 1m / 3.3ft \* Meets a drop proof rating of 1.2m / 4ft \*\*



## Better be Safe than Sorry

Protect your AirPods Pro from rain, snow or dust#



## Wired/Wireless Charging Compatible

Compatible with wireless chargers Easy access to Lightning/USB-C charging port

IP67.
 \* Designed to meet or exceed MIL-STD 810G for drops and shocks.

catalyst 🕗

Besigned to meet of exceed will-stop and shocks.
 Some features are not accessible on AirPods Pro (2nd generation). Speaker and Lanyard loop are fully covered.

MSRP: \$34.99 AVAILABILITY: Currently Available



## CATALYST® VIBE CASE – AIRPODS PRO (1<sup>st</sup> GEN & 2<sup>ND</sup> GEN ), AIRPODS 3<sup>rd</sup> GEN





### Why did we build this case?

- 1. This case is small, durable and lightweight and still provides water protection to AirPods.
- 2. Provides a textured alternative to our popular Influence case line up.
- 3. It allows for easy access to your AirPods, plus can be charged wirelessly.

## CATALYST® INFLUENCE CASE – AIRPODS PRO (1<sup>st</sup> GEN & 2<sup>ND</sup> GEN ), AIRPODS 3<sup>rd</sup> GEN

Page 48



## Registered Trade Dress & Patented Design

Iconic and distinctive case design with patented sealing ribs and detachable carabiner



## Waterproof & Drop Proof Case

Tested waterproof to 1m / 3.3ft \* Meets a drop proof rating of 1.2m / 4ft \*\*



## Better be Safe than Sorry

Protect your AirPods Pro from rain, snow or dust#



## Wired/Wireless Charging Compatible

Compatible with wireless chargers Easy access to Lightning/USB-C charging port

\* IP67.

\*\* Designed to meet or exceed MIL-STD 810G for drops and shocks.

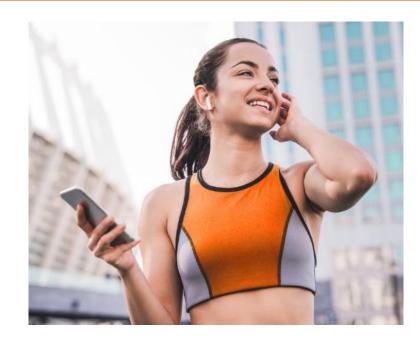
# Some features are not accessible on AirPods Pro (2nd generation). Speaker and Lanyard loop are fully covered

MSRP: \$29.99 AVAILABILITY: Currently Available

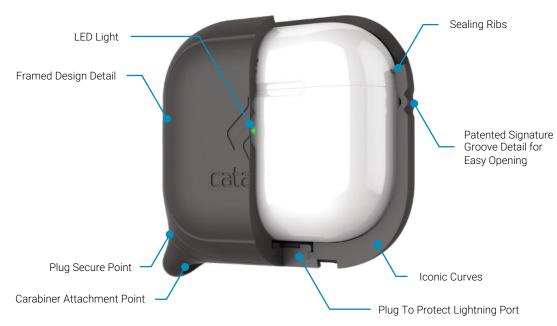


## catalyst 🕐

## CATALYST® INFLUENCE CASE – AIRPODS PRO (1<sup>st</sup> GEN & 2<sup>ND</sup> GEN ), AIRPODS 3<sup>rd</sup> GEN







### Why did we build this case?

- 1. Catalyst is the first to see the need for AirPods case with design that ended up being category leader because it addresses all of customer needs
- 2. Waterproof, keeps out dust, easy to attach so customers can avoid losing AirPods and always easy to find them
- 3. Superior one-piece design avoids having parts you can lose and is easy to install and remove AirPods device.

## catalyst 🕐

## CATALYST® SPECIAL EDITION CASE – AIRPODS PRO (1<sup>st</sup> GEN & 2<sup>ND</sup> GEN)



## Registered Trade Dress & Patented Design

Iconic and distinctive case design with patented sealing ribs and detachable carabiner

## Waterproof & Drop Proof Case

Tested waterproof to 1m / 3.3ft \* Meets a drop proof rating of 1.2m / 4ft \*\*



## Better be Safe than Sorry

Protect your AirPods Pro from rain, snow or dust#



## Wired/Wireless Charging Compatible

Compatible with wireless chargers Easy access to Lightning/USB-C charging port

\* IP67

Designed to meet or exceed MIL-STD 810G for drops and shocks.

# Some features are not accessible on AirPods Pro (2nd generation). Speaker and Lanyard loop are fully covered

## MSRP: \$29.95 AVAILABILITY: Currently Available

Black



## CATALYST® AIRPODS PRO (1<sup>st</sup> GEN & 2<sup>ND</sup> GEN ) - WATERPROOF CASE - COMPATIBILITY

 $\bigcirc$ 

## Some Features Not Accessible on AirPods Pro (2<sup>nd</sup> Gen)

Speaker and Lanyard Loops are covered.



Page 51



## CATALYST® ESSENTIAL CASE FOR AIRPODS PRO (2<sup>ND</sup> GENERATION)



### **Ultra Protective**

Meets a drop proof rating of 1.2m / 4ft \* Sealing ribs on inside of fold minimizes dust & dirt from going into AirPods case



## **Secure Lid Design**

Eliminates the need of a top cover that can go missing or a permanent bonded to AirPods Pro case. AirPods won't pop out.



## **Durable Lanyard**

Pull tested to 10kG force, adjustable to any size wrist or attachable to handbag/backpack with slider to cinch

\*Designed to meet or exceed MIL-STD 810G for drops and shocks.

MSRP: \$29.99 AVAILABILITY: Currently Available





Page 52

Glacial Blue

## **CATALYST® ESSENTIAL CASE FOR AIRPODS PRO (2ND GENERATION)**







### Why did we build this case?

- 1. This case is small, durable and lightweight and still seals dust & dirt from entering the AirPods Pro.
- 2. It's essential protection for daily travels and commute. Lanyard attaches to a wider range of bags or thicker straps and can be used as a wrist strap.
- 3. All features of AirPods Pro (2<sup>nd</sup> Gen) are accessible.

Page 54



## Waterproof & Drop Proof Case

Tested waterproof to 1m / 3.3ft\* Meets a drop proof rating of 1m / 4ft \*\*



## **Better be Safe than Sorry**

Protect your AirPods ( 3<sup>rd</sup> generation ) from rain, snow or dust



catalyst 🕐

## **Trade Dress for Design**

Iconic and distinctive case design with included detachable carabiner

IP67.
 Designed to meet or exceed MIL-STD 810G for drops and shocks.

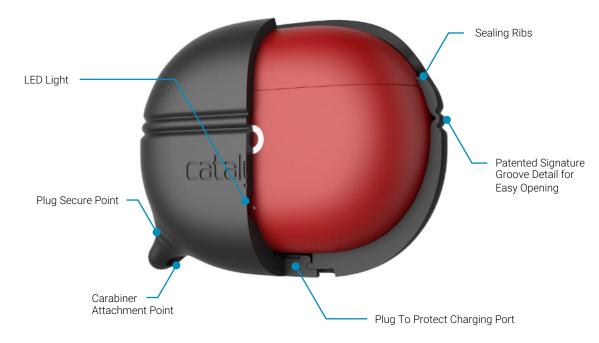
MSRP: \$29.99 AVAILABILITY: Currently Available



## CATALYST® WATERPROOF CASE FOR BEATS STUDIO BUDS (2021 & 2023)







### Why did we build this case?

- 1. This case is small, durable and lightweight and still provides water protection Beats Studio Buds.
- 2. It can be used for outdoor activities such as running and kayaking.
- 3. It allows for easy access to your Beats Studio Buds, plus can be charged wirelessly.



## **COMPARISON CHART – CATALYST® APPLE WATCH CASES**

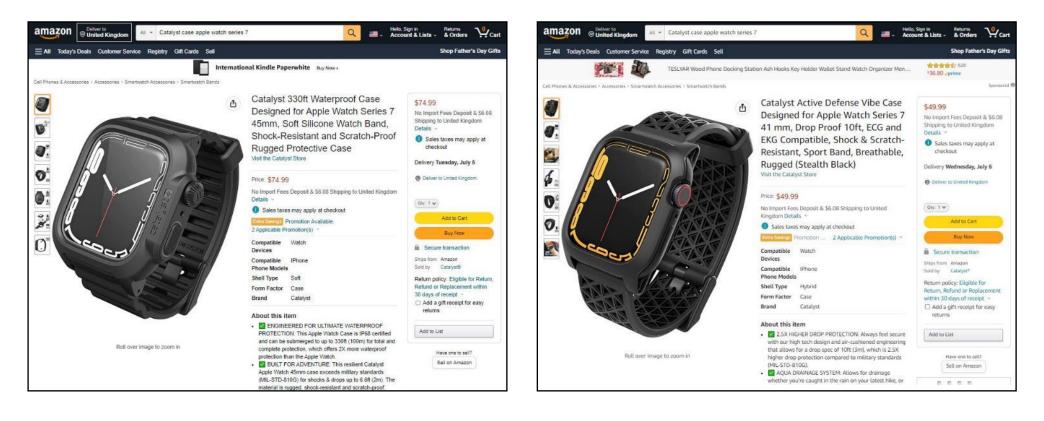




FEATURES & BENEFITS	TOTAL PROTECTION SERIES	ACTIVE DEFENSE SERIES
Pricing	\$74.99	\$49.99
Waterproof Rating	IP68 –10M / 330FT	N/A
Drop Proof Rating	MIL-STD-810G 2m / 6.6ft	MIL-STD-810G 3m / 10ft
Raised Bezels to protect display	$\checkmark$	$\checkmark$
Sensors work inside case	Except for ECG Functionality	All Sensors Work
Washable with soap and water	$\checkmark$	-
Cleanable with many EPA approved disinfectants	$\checkmark$	$\checkmark$
Wireless Charging compatible	$\checkmark$	$\checkmark$

## **CATALYST® APPLE WATCH CASES ON AMAZON.COM**

### **Catalyst controls MAP across all US channels**









### Price: \$49.99

## **CATALYST® APPLE WATCH S9/8/7** – TOTAL PROTECTION – INTRODUCTION



## 200% More Waterproof Than Apple Watch

100m / 330ft Waterproof IP68 - Washable - Disinfectable



## **Full Access and Functionality**

Screen, buttons, digital-crown and sensor are fully accessible



## **Screen Protector Compatibility**

Maximum protection without hindering its functionality

**MSRP:** \$74.99 **AVAILABILITY:** Currently Available





Page 58

Stealth Black (45mm only)

## catalyst 🕐

## CATALYST® APPLE WATCH S9/8/7 - TOTAL PROTECTION - DETAILS

- "This heavy-duty all-in-one case and band combo are meant to stand up against major impact."



iMore







### Why did we build this case?

- 1. The watch band come with a quick release design. It straps the case down onto the wrist, so the case or device never pops-off and goes missing. While being comfortable around water to wear over extended periods of time.
- 2. The Apple Watch case provides 360 protection from water, dust, dirt and snow.
- 3. It provides a multi-layered protection for the device from shocks and scratches.

## **CATALYST® APPLE WATCH SE 2022** – TOTAL PROTECTION – INTRODUCTION



## 200% More Waterproof **Than Apple Watch**

100m / 330ft Waterproof IP68 - Washable - Disinfectable



## **Full Access and Functionality**

Screen, buttons, digital-crown and sensor are fully accessible



## **Screen Protector Compatibility**

Maximum protection without hindering its functionality

**MSRP:** \$69,99 **AVAILABILITY:** Currently Available





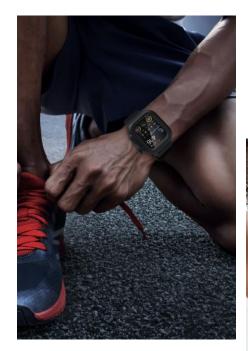
Page 60

Stealth Black (45mm only)

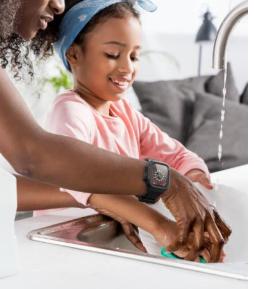
## catalyst 🕐

## **CATALYST® APPLE WATCH SE 2022** - TOTAL PROTECTION - DETAILS

- "This heavy-duty all-in-one case and band combo are meant to stand up against major impact."



iMore





### Why did we build this case?

- 1. The watch band straps the case down onto the wrist, so the case or device never pops-off and goes missing, while being comfortable around water to wear over extended periods of time.
- 2. The Apple Watch case provides 360 protection from water, dust, dirt and snow.
- 3. It provides a multi-layered protection for the device from shocks and scratches.



## **CATALYST® APPLE WATCH S9/8/7** – ACTIVE DEFENSE – INTRODUCTION



## 2.5X Higher Drop Protection\*

Drop Proof MIL-STD-810G 3m / 10ft



## **Direct Touch**

Screen & Digital crown are fully accessible



## **Full Functionality**

Sensor exposed and directly touches the user

Versus military Standards

catalyst 🖉

**MSRP:** \$49.99 **AVAILABILITY:** Currently Available





## **CATALYST<sup>®</sup> APPLE WATCH SE 2022** – ACTIVE DEFENSE – INTRODUCTION



## 2.5X Higher Drop Protection\*

Drop Proof MIL-STD-810G 3m / 9.9ft



## **Direct Touch**

Screen & Digital crown are fully accessible



## **Full Functionality**

Sensor exposed and directly touches the user



Versus military Standards

**MSRP:** \$49.99 **AVAILABILITY:** Currently Available



Page 63

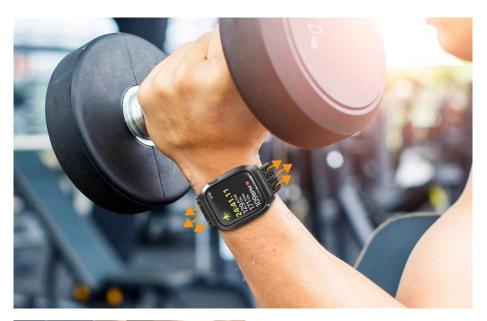
Flame Red

Midnight Blue



## **CATALYST® APPLE WATCH** – ACTIVE DEFENSE– DETAILS

**GEAR PATROL** - "...a rugged case and band that adds military-grade drop protection without being super bulky"







### Why did we build this case?

- 1. A complete solution with a quick release watch band and bumper style protection. The band straps the case down onto the wrist, so the case or device never pops-off and goes missing.
- 2. The light band has been designed to allow for water drainage, making it easier to clean.
- 3. All Apple Watch sensors are fully functional with the case on.

## CATALYST® TOTAL PROTECTION AIRTAG CASE – PRICELESS VALUABLES THAT YOU CANNOT RISK LOSING

## Total solution to fit every lifestyle



## Hang it on

- ✓ Pet Tag
- ✓ Keys
- ✓ Backpack
- ✓ Tripod
- ✓ Safety Vest
- ✓ And more...



## Clip it on

- ✓ Pet Collar
- ✓ Belt Loop
- ✓ Camera Strap
- ✓ Shoes
- ✓ Molle System
- ✓ And more...



## Stick it on

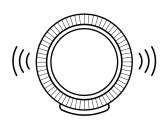
- ✓ Suitcase
- ✓ Surfboard
- ✓ First Aid Box
- ✓ Car
- ✓ Bicycle
- ✓ And more...

## **CATALYST® AIRTAG** – HANG-IT – INTRODUCTION



### Seal Your Device to Keep Water Out and Protect from Scratches

100m / 330ft Waterproof\* 3m / 10ft Drop proof\*\*



## Find your valuables easily

Sound emitted through case and can be heard from hard-to-find places.



## Attach to Many Things

Perfect to clip on all your important valuables!

### IP68 – washable and disinfectable Designed to meet or evened

catalyst 🕐

\*\* Designed to meet or exceed.

## MSRP: \$34.99 AVAILABILITY: Currently Available

### Intended Use:

Page 66

*Personal Items:* Jacket Zippers, Boating Keys, Water Bottle, Earphone/Headphone Cases, Backpacks, Umbrella, Garage Clicker

Consumer Electronics: Tripod

Pets: Collars, Leashes Babies and Kids: Stroller, Toys, Belt

## **CATALYST® AIRTAG** – HANG-IT – DETAILS









### Why did we build this case?

- 1. It can be hung on various items such as backpacks, keys and toys.
- 2. It protects the AirTag from water, dust, dirt and snow.
- 3. Sound and signal can be emitted with no hindrance.

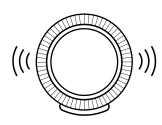
## catalyst 🕐

## **CATALYST® AIRTAG** – CLIP-IT – INTRODUCTION



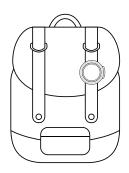
### Seal Your Device to Keep Water Out and Protect from Scratches

100m / 330ft Waterproof\* 3m / 10ft Drop proof\*\*



## Find your valuables easily

Sound emitted through case and can be heard from hard-to-find places.



## Clip on your accessories

Clip on to anything from your pet's collar to your luggage tags!

### \* IP68 – washable and disinfectable.

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\*\* Designed to meet or exceed.

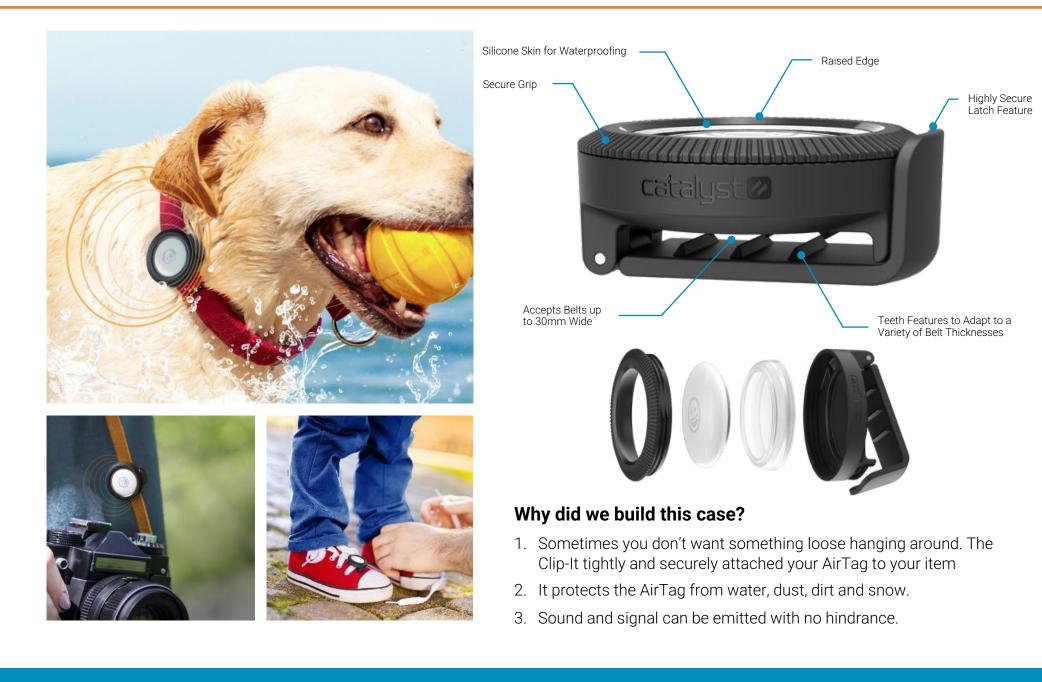
## MSRP: \$34.99 AVAILABILITY: Currently Available



### Intended Use:

Personal Items: Backpack Strap, Molle Systems
Consumer Electronics: Camera Strap
Pets: Flat Collar, Harness, Leash
Travel: Luggage Tag
Babies and Kids: Kids Shoelaces, Belt, Bag

## **CATALYST® AIRTAG** – CLIP-IT – DETAILS

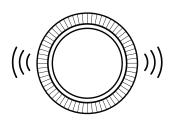


## **CATALYST® AIRTAG** – STICK-IT – INTRODUCTION



### Seal Your Device to Keep Water Out and Protect from Scratches

100m / 330ft Waterproof\* 3m / 10ft Drop proof\*\*



## Find your valuables easily

Sound emitted through case and can be heard from hard-to-find places.



### Intended Use:

*Sports Equipment:* Bicycle Frames, Skateboard, Automobile Wind Screens, Kayak, Surfboard, Binoculars

*Consumer Electronics:* Drones, Tripod, Remote Control, Flashlight, Gimbal

*Automotive*: Boat, Car, Motorcycle, Scooter *Storage*: First Aid Box, Toolbox, Luggage

## Ea Stie

## Easy to use

Stick on to anything from your motorcycle to your remote control.

\* IP68 – washable and disinfectable

\*\* Designed to meet or exceed.

MSRP: \$34.99 AVAILABILITY: Currently Available

## catalyst 🕐

## **CATALYST® AIRTAG** – STICK-IT – DETAILS







### Why did we build this case?

- 1. If you can Hang-It or Clip-It you can always Stick-It. Perfect for smooth/flat surfaces and discreet placement.
- 2. It protects the AirTag from water, dust, dirt and snow.
- 3. Sound and signal can be emitted with no hindrance.



## **CATALYST® TEMPERED GLASS SCREEN PROTECTOR FOR IPHONE 16 SERIES**

**Scratch and Shatter Resistant** 9H hardness rating

Fingerprint Free

Smudge resistant

## **Easy Installation**

Designed to be compatible with the Influence and Influence+MagSafe

## **Compatible with**



MSRP: \$39.99 AVAILABILITY: Late Aug



## **CATALYST® SCREEN PROTECTOR FOR APPLE WATCH SERIES 9/8/7**

Page 73

## **Easy Bubble Free Installation**

Bubbles disappear after 24 hours of installation of device

## **Fingerprint and Scratch Resistant**

Flexible and durable material Less prone to oil stains

## **3D Touch**

Conforms to display's curved edges Provides an exact fit to screen

## **Compatible with**



MSRP: \$19.99 AVAILABILITY: Currently Available





## **Easy Bubble Free Installation**

Bubbles disappear after 24 hours of installation of device

### **Fingerprint and Scratch Resistant**

Flexible and durable material Less prone to oil stains

## **3D** Touch

Conforms to display's curved edges Provides an exact fit to screen

## **Compatible with**

catalyst 🕐



**MSRP:** \$19.99 **AVAILABILITY:** Currently Available



### Also compatible with:

Apple Watch SE 2020 Apple Watch Series 6 Apple Watch Series 5 Apple Watch Series 4

## **MARKETING SUPPORT & ASSETS**

## Catalyst offers a full suite of marketing materials and sell through assistance:







### Online and In-store Support

- Full access to our entire category of product assets to support in-store needs
- Assistance in Localisation Asset library available (product images, descriptions ready for translation)
- Partnering with retailers on their demographic focus to align efforts

### Sell Through Assistance

- Product training including virtual and in person support along with sales sheets
- Merchandising support including POP and inline displays
- National Promo Calendar

### Air Coverage

- Social Media Impressions Q1 2022 FB 4.5M & IG 3M
- Facebook Paid Ads Impressions Q1 2022 127.7M
- Google Ads Impressions Q1 2022 11M
- SEO Impressions Q1 2022 21M



## **KEY BENEFITS**

## Increase Average Selling Price (ASP) (Trade Up)

• By Assorting Catalyst Cases, not only will you increase the average size of the cart, driving higher revenue, but you will also increase your margin dollars.

## **Incremental Sales**

 By assorting Catalyst, we can help drive incremental sales by creating and developing unique, premium accessories that <u>fill a gap</u> in your current assortment (Salesperson will have to walk through what gaps are being filled based on the customer that's in front of them, and what products are being presented – also, show what the projected volume and \$\$ are worth)

## True Partner (De-commoditize category)

- By partnering with Catalyst, you will have a partner that is vested in driving success by being promotional at times of key drive periods for your stores, looking for opportunities to win by utilizing End Caps, or Shippers, and open to any training opportunities you may have to engage your sales team.
- You will also have a partner that keeps a watchful eye on trends that are happening in the market, as well as devoted to marketing our Brand through PR, and Social Media initiatives that will help drive brand recognition in stores



## Thank You



## www.catalystcase.com



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