

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM C/A

UNDER THE SECURITIES ACT OF 1933

(Mark one.)

- Form C: Offering Statement
- Form C-U: Progress Update
- Form C/A: Amendment to Offering Statement: The Company has added disclosure regarding a concurrent private securities offering.
  - Check box if Amendment is material and investors must reconfirm within five business days.
- Form C-AR: Annual Report
- Form C-AR/A: Amendment to Annual Report
- Form C-TR: Termination of Reporting

***Name of Issuer:***

Waku, Inc.

***Legal status of Issuer:***

***Form:***

Corporation

***Jurisdiction of Incorporation/Organization:***

Delaware

***Date of Organization:***

September 21, 2017

***Physical Address of Issuer:***

20 Waldo Avenue, 3, Somerville, MA 02143

***Website of Issuer:***

<https://livewaku.com/>

***Is there a co-issuer? \_\_\_ yes \_X\_ no.***

***Name of Intermediary through which the Offering will be Conducted:***

OpenDeal Portal LLC dba Republic

***CIK Number of Intermediary:***

0001751525

***SEC File Number of Intermediary:***

007-00167

***CRD Number of Intermediary:***

283874

***Name of qualified third party "Escrow Agent" which the Offering will utilize:***

Prime Trust, LLC

***Amount of compensation to be paid to the intermediary, whether as a dollar amount or a percentage of the offering amount, or a good faith estimate if the exact amount is not available at the time of the filing, for conducting the offering, including the amount of referral and any other fees associated with the offering:***

At the conclusion of the offering, the issuer shall pay a fee of six percent (6%) of the amount raised in the offering to the Intermediary.

***Any other direct or indirect interest in the issuer held by the intermediary, or any arrangement for the intermediary to acquire such an interest:***

The Intermediary will also receive compensation in the form of securities equal to two percent (2%) of the total number of the securities sold in the offering.

***Type of Security Offered:***

Crowd SAFE (Simple Agreement for Future Equity)

***Target Number of Securities to be Offered:***

25,000

***Price (or Method for Determining Price):***

\$1.00

***Target Offering Amount:***

\$25,000

***Oversubscriptions Accepted:***

- Yes
- No

***Oversubscriptions will be Allocated:***

- Pro-rata basis
- First-come, first-served basis
- Other: At the Intermediary's discretion

***Maximum offering amount (if different from Target Offering Amount):***

\$1,070,000

***Deadline to reach the Target Offering Amount:***

April 30, 2022

**If the sum of the investment commitments does not equal or exceed the target offering amount at the deadline to reach the target offering amount, no Securities will be sold in the offering, investment commitments will be cancelled and committed funds will be returned.**

*Current Number of Employees:*

0

	<b>Most recent fiscal year-end (2020)</b>	<b>Prior fiscal year-end (2019)</b>
<b>Total Assets</b>	\$241,332	\$199,840
<b>Cash &amp; Cash Equivalents</b>	\$8,405	\$40,557
<b>Accounts Receivable</b>	\$3,860	\$5,459
<b>Short-term Debt</b>	\$62,482	\$58,856
<b>Long-term Debt</b>	\$975,114	\$522,719
<b>Revenues/Sales</b>	\$143,751	\$113,419
<b>Cost of Goods Sold</b>	\$120,971	\$87,718
<b>Taxes Paid</b>	\$0	\$0
<b>Net Income</b>	\$(469,530)	\$(356,280)

*The jurisdictions in which the issuer intends to offer the securities:*

Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District Of Columbia, Florida, Georgia, Guam, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virgin Islands, U.S., Virginia, Washington, West Virginia, Wisconsin, Wyoming, American Samoa, and Northern Mariana Islands

April 1, 2022

Waku, Inc.



**Up to \$1,070,000 of Crowd SAFE (Simple Agreement for Future Equity)**

Waku, Inc. (“Waku”, the “Company,” “we,” “us”, or “our”), is offering a minimum amount of \$25,000 (the “**Target Offering Amount**”) and up to a maximum amount of \$1,070,000 (the “**Maximum Offering Amount**”) of Crowd SAFE (Simple Agreement for Future Equity) (the “**Securities**”) on a best efforts basis as described in this Form C/A (this “**Offering**”). We must raise an amount equal to or greater than the Target Offering Amount by April 30, 2022 (the “**Offering Deadline**”). Unless we raise at least the Target Offering Amount by the Offering Deadline, no Securities will be sold in this Offering, all investment commitments will be cancelled, and all committed funds will be returned.

Potential purchasers of the Securities are referred to herein as “**Investors**” or “**you**”. The rights and obligations of Investors with respect to the Securities are set forth below in the section titled “*The Offering and the Securities—The Securities*”. In order to purchase the Securities, you must complete the purchase process through our intermediary, OpenDeal Portal LLC dba Republic (the “**Intermediary**”). All committed funds will be held in escrow with Prime Trust, LLC (the “**Escrow Agent**”) until the Target Offering Amount has been met or exceeded and one or more closings occur. Investors may cancel an investment commitment until up to 48 hours prior to the Offering Deadline, or such earlier time as the Company designates pursuant to Regulation CF, using the cancellation mechanism provided by the Intermediary.

Investment commitments may be accepted or rejected by us, in our sole and absolute discretion. We have the right to cancel or rescind our offer to sell the Securities at any time and for any reason. The Intermediary has the ability to reject any investment commitment and may cancel or rescind our offer to sell the Securities at any time for any reason.

	<b>Price to Investors</b>	<b>Service Fees and Commissions (1)(2)</b>	<b>Net Proceeds</b>
<b>Minimum Individual Purchase Amount (3)</b>	\$100	\$6.00	\$94.00
<b>Maximum Individual Purchase Amount (3)(4)</b>	\$100,000	\$6,000	\$94,000
<b>Target Offering Amount</b>	\$25,000	\$1,500	\$23,500
<b>Maximum Offering Amount</b>	\$1,070,000	\$64,200	\$1,005,800

- (1) This excludes fees to Company’s advisors, such as attorneys and accountants.
- (2) In addition to the six percent (6%) fee shown here, the Intermediary will also receive a securities commission equal to two percent (2%) of the Securities sold in this Offering.
- (3) The Company reserves the right to amend the Minimum Individual Purchase Amount and Maximum Individual Purchase Amount, in its sole discretion. In particular, the Company may elect to participate in one of the Intermediary's special investment programs and may offer alternative Minimum Individual Purchase Amounts and Maximum Individual Purchase Amounts to Investors participating in such programs without notice.
- (4) Subject to any other investment amount limitations applicable to the Investor under Regulation CF.

**A crowdfunding investment involves risk. You should not invest any funds in this Offering unless you can afford to lose your entire investment.**

**In making an investment decision, investors must rely on their own examination of the Company and the terms of the Offering, including the merits and risks involved. These Securities have not been recommended or approved by any federal or state securities commission or regulatory authority. Furthermore, these authorities have not passed upon the accuracy or adequacy of this document.**

**The U.S. Securities and Exchange Commission does not pass upon the merits of any Securities offered or the terms of the Offering, nor does it pass upon the accuracy or completeness of any Offering document or literature.**

**These Securities are offered under an exemption from registration; however, the U.S. Securities and Exchange Commission has not made an independent determination that these Securities are exempt from registration.**

THESE SECURITIES INVOLVE A HIGH DEGREE OF RISK THAT MAY NOT BE APPROPRIATE FOR ALL INVESTORS. THERE ARE ALSO SIGNIFICANT UNCERTAINTIES ASSOCIATED WITH AN INVESTMENT IN OUR COMPANY AND THE SECURITIES. THE SECURITIES OFFERED HEREBY ARE NOT PUBLICLY TRADED. THERE IS NO PUBLIC MARKET FOR THE SECURITIES AND ONE MAY NEVER DEVELOP. AN INVESTMENT IN OUR COMPANY IS HIGHLY SPECULATIVE. THE SECURITIES SHOULD NOT BE PURCHASED BY ANYONE WHO CANNOT BEAR THE FINANCIAL RISK OF THIS INVESTMENT FOR AN INDEFINITE PERIOD OF TIME AND WHO CANNOT AFFORD THE LOSS OF THEIR ENTIRE INVESTMENT. SEE THE SECTION OF THIS FORM C/A TITLED “*RISK FACTORS*” BEGINNING ON PAGE 2.

THE SECURITIES OFFERED HEREBY WILL HAVE TRANSFER RESTRICTIONS. NO SECURITIES MAY BE PLEDGED, TRANSFERRED, RESOLD OR OTHERWISE DISPOSED OF BY ANY INVESTOR EXCEPT PURSUANT TO RULE 501 OF REGULATION CF. YOU SHOULD BE AWARE THAT YOU WILL BE REQUIRED TO BEAR THE FINANCIAL RISKS OF THIS INVESTMENT FOR AN INDEFINITE PERIOD OF TIME.

YOU ARE NOT TO CONSTRUE THE CONTENTS OF THIS FORM C/A AS LEGAL, ACCOUNTING OR TAX ADVICE OR AS INFORMATION NECESSARILY APPLICABLE TO YOUR PARTICULAR FINANCIAL SITUATION. EACH INVESTOR SHOULD CONSULT THEIR OWN FINANCIAL ADVISER, COUNSEL AND ACCOUNTANT AS TO LEGAL, TAX AND RELATED MATTERS CONCERNING THEIR INVESTMENT.

THIS OFFERING IS ONLY EXEMPT FROM REGISTRATION UNDER THE LAWS OF THE UNITED STATES AND ITS TERRITORIES. NO OFFER IS BEING MADE IN ANY JURISDICTION NOT LISTED ABOVE. PROSPECTIVE INVESTORS ARE SOLELY RESPONSIBLE FOR DETERMINING THE PERMISSIBILITY OF THEIR PARTICIPATING IN THIS OFFERING, INCLUDING OBSERVING ANY OTHER REQUIRED LEGAL FORMALITIES AND SEEKING CONSENT FROM THEIR LOCAL REGULATOR, IF NECESSARY. THE INTERMEDIARY FACILITATING THIS OFFERING IS LICENSED AND REGISTERED SOLELY IN THE UNITED STATES AND HAS NOT SECURED, AND HAS NOT SOUGHT TO SECURE, A LICENSE OR WAIVER OF THE NEED FOR SUCH LICENSE IN ANY OTHER JURISDICTION. THE COMPANY, THE ESCROW AGENT AND THE INTERMEDIARY, EACH RESERVE THE RIGHT TO REJECT ANY INVESTMENT COMMITMENT MADE BY ANY PROSPECTIVE INVESTOR, WHETHER FOREIGN OR DOMESTIC.

#### **SPECIAL NOTICE TO FOREIGN INVESTORS**

IF YOU LIVE OUTSIDE THE UNITED STATES, IT IS YOUR RESPONSIBILITY TO FULLY OBSERVE THE LAWS OF ANY RELEVANT TERRITORY OR JURISDICTION OUTSIDE THE UNITED STATES IN CONNECTION WITH ANY PURCHASE OF THE SECURITIES, INCLUDING OBTAINING REQUIRED GOVERNMENTAL OR OTHER CONSENTS OR OBSERVING ANY OTHER REQUIRED LEGAL OR OTHER FORMALITIES. WE RESERVE THE RIGHT TO DENY THE PURCHASE OF THE SECURITIES BY ANY FOREIGN INVESTOR.

## NOTICE REGARDING THE ESCROW AGENT

PRIME TRUST LLC, THE ESCROW AGENT SERVICING THE OFFERING, HAS NOT INVESTIGATED THE DESIRABILITY OR ADVISABILITY OF AN INVESTMENT IN THIS OFFERING OR THE SECURITIES OFFERED HEREIN. THE ESCROW AGENT MAKES NO REPRESENTATIONS, WARRANTIES, ENDORSEMENTS, OR JUDGEMENT ON THE MERITS OF THE OFFERING OR THE SECURITIES OFFERED HEREIN. THE ESCROW AGENT'S CONNECTION TO THE OFFERING IS SOLELY FOR THE LIMITED PURPOSES OF ACTING AS A SERVICE PROVIDER.

The Company has certified that all of the following statements are TRUE for the Company in connection with this Offering:

- (1) Is organized under, and subject to, the laws of a State or territory of the United States or the District of Columbia;
- (2) Is not subject to the requirement to file reports pursuant to Section 13 or Section 15(d) of the Securities Exchange Act of 1934 (the "**Exchange Act**") (15 U.S.C. 78m or 78o(d));
- (3) Is not an investment company, as defined in Section 3 of the Investment Company Act of 1940 (the "**Investment Company Act**") (15 U.S.C. 80a-3), or excluded from the definition of investment company by Section 3(b) or Section 3(c) of the Investment Company Act (15 U.S.C. 80a-3(b) or 80a-3(c));
- (4) Is not ineligible to offer or sell securities in reliance on Section 4(a)(6) of the Securities Act of 1933 (the "**Securities Act**") (15 U.S.C. 77d(a)(6)) as a result of a disqualification as specified in § 227.503(a);
- (5) Has filed with the SEC and provided to investors, to the extent required, any ongoing annual reports required by law during the two years immediately preceding the filing of this Form C/A; and
- (6) Has a specific business plan, which is not to engage in a merger or acquisition with an unidentified company or companies.

### **Bad Actor Disclosure**

The Company is not subject to any bad actor disqualifications under any relevant U.S. securities laws.

### **Ongoing Reporting**

Following the first sale of the Securities, the Company will file a report electronically with the Securities & Exchange Commission annually and post the report on its website, no later than 120 days after the end of the Company's fiscal year.

Once posted, the annual report may be found on the Company's website at <https://livewaku.com>.

The Company must continue to comply with the ongoing reporting requirements until:

- (1) the Company is required to file reports under Section 13(a) or Section 15(d) of the Exchange Act;
- (2) the Company has filed at least three annual reports pursuant to Regulation CF and has total assets that do not exceed \$10,000,000;
- (3) the Company has filed at least one annual report pursuant to Regulation CF and has fewer than 300 holders of record;
- (4) the Company or another party repurchases all of the Securities issued in reliance on Section 4(a)(6) of the Securities Act, including any payment in full of debt securities or any complete redemption of redeemable securities; or
- (5) the Company liquidates or dissolves its business in accordance with applicable state law.

Neither the Company nor any of its predecessors (if any) previously failed to comply with the ongoing reporting requirement of Regulation CF.

**Updates**

Updates on the status of this Offering may be found at: <https://www.republic.co/waku>

The date of this Form C/A is April 1, 2022.

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## **ABOUT THIS FORM C/A**

You should rely only on the information contained in this Form C/A. We have not authorized anyone to provide any information or make any representations other than those contained in this Form C/A, and no source other than the Intermediary has been authorized to host this Form C/A and the Offering. If anyone provides you with different or inconsistent information, you should not rely on it. We are not offering to sell, nor seeking offers to buy, the Securities in any jurisdiction where such offers and sales are not permitted. The information contained in this Form C/A and any documents incorporated by reference herein is accurate only as of the date of those respective documents, regardless of the time of delivery of this Form C/A or the time of issuance or sale of any Securities.

Statements contained herein as to the content of any agreements or other documents are summaries and, therefore, are necessarily selective and incomplete and are qualified in their entirety by the actual agreements or other documents. Prior to the consummation of the purchase and sale of the Securities, the Company will afford prospective Investors an opportunity to ask questions of, and receive answers from, the Company and its management concerning the terms and conditions of this Offering and the Company.

In making an investment decision, you must rely on your own examination of the Company and the terms of the Offering, including the merits and risks involved. The statements of the Company contained herein are based on information believed to be reliable; however, no warranty can be made as to the accuracy of such information or that circumstances have not changed since the date of this Form C/A. For example, our business, financial condition, results of operations, and prospects may have changed since the date of this Form C/A. The Company does not expect to update or otherwise revise this Form C/A or any other materials supplied herewith.

This Form C/A is submitted in connection with the Offering described herein and may not be reproduced or used for any other purpose.

### **CAUTIONARY NOTE CONCERNING FORWARD-LOOKING STATEMENTS**

This Form C/A and any documents incorporated by reference herein contain forward-looking statements and are subject to risks and uncertainties. All statements other than statements of historical fact or relating to present facts or current conditions included in this Form C/A are forward-looking statements. Forward-looking statements give our current reasonable expectations and projections regarding our financial condition, results of operations, plans, objectives, future performance and business. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as “anticipate,” “estimate,” “expect,” “project,” “plan,” “intend,” “believe,” “may,” “should,” “can have,” “likely” and other words and terms of similar meaning in connection with any discussion of the timing or nature of future operating or financial performance or other events.

The forward-looking statements contained in this Form C/A and any documents incorporated by reference herein are based on reasonable assumptions we have made in light of our industry experience, perceptions of historical trends, current conditions, expected future developments and other factors we believe are appropriate under the circumstances. As you read and consider this Form C/A, you should understand that these statements are not guarantees of performance or results. Although we believe that these forward-looking statements are based on reasonable assumptions, you should be aware that many factors could affect our actual operating and financial performance and cause our performance to differ materially from the performance anticipated in the forward-looking statements. Should one or more of these risks or uncertainties materialize, or should any of these assumptions prove incorrect or change, our actual operating and financial performance may vary in material respects from the performance projected in these forward-looking statements.

Investors are cautioned not to place undue reliance on these forward-looking statements. Any forward-looking statements made in this Form C/A or any documents incorporated by reference herein is accurate only as of the date of those respective documents. Except as required by law, we undertake no obligation to publicly update any forward-looking statements for any reason after the date of this Form C/A or to conform these statements to actual results or to changes in our expectations.

## SUMMARY

*The following summary highlights information contained elsewhere or incorporated by reference in this Form C/A. This summary may not contain all of the information that may be important to you. You should read this entire Form C/A carefully, including the matters discussed under the section titled "Risk Factors."*

### The Company

Waku, Inc. is a brand of ready-to-drink herbal teas, incorporated in Delaware as a corporation on September 21, 2017. The Company's original name was Wanku, Inc., and its name was changed to Waku, Inc. on June 28, 2018.

The Company is located at 20 Waldo Avenue, 3, Somerville, MA 02143.

The Company's website is <https://livewaku.com>.

The Company conducts business in Massachusetts and Ecuador, and sells products through the internet throughout the United States.

The Company conducts a portion of its business through its wholly-owned subsidiary Corporacion Wanku S.A., an Ecuador corporation, incorporated on September 18, 2017.

A description of our products, services and business plan can be found on the Company's profile page on the Intermediary's website under <https://republic.co/waku> and is attached as Exhibit B to this Form C/A.

### The Offering

<b>Minimum Amount of the Securities Offered</b>	25,000
<b>Total Amount of the Securities Outstanding after Offering (if Target Offering Amount met)</b>	25,000*
<b>Maximum Amount of the Securities Offered</b>	1,070,000
<b>Total Amount of the Securities Outstanding after Offering (if Maximum Offering Amount met)</b>	1,070,000*
<b>Price Per Security</b>	\$1.00
<b>Minimum Individual Purchase Amount</b>	\$100 <sup>+</sup>
<b>Maximum Individual Purchase Amount</b>	\$100,000 <sup>+</sup>
<b>Offering Deadline</b>	April 30, 2022
<b>Use of Proceeds</b>	See the description of the use of proceeds on page 13 hereof.
<b>Voting Rights</b>	See the description of the voting rights on page 26.

\*The total number of the Securities outstanding after the Offering is subject to increase in an amount equal to the Intermediary's fee of two percent (2%) of the Securities issued in this Offering.

+ The Company reserves the right to amend the Minimum Individual Purchase Amount and Maximum Individual Purchase Amount, in its sole discretion. In particular, the Company may elect to participate in one of the Intermediary's special investment programs and may offer alternative Minimum Individual Purchase Amounts and Maximum Individual Purchase Amounts to Investors participating in such programs without notice.

## RISK FACTORS

*Investing in the Securities involves a high degree of risk and may result in the loss of your entire investment. Before making an investment decision with respect to the Securities, we urge you to carefully consider the risks described in this section and other factors set forth in this Form C/A. In addition to the risks specified below, the Company is subject to same risks that all companies in its business, and all companies in the economy, are exposed to. These include risks relating to economic downturns, political and economic events and technological developments (such as hacking and the ability to prevent hacking). Additionally, early-stage companies are inherently riskier than more developed companies. Prospective Investors should consult with their legal, tax and financial advisors prior to making an investment in the Securities. The Securities should only be purchased by persons who can afford to lose all of their investment.*

### **Risks Related to the Company's Business and Industry**

***We have a limited operating history upon which you can evaluate our performance, and accordingly, our prospects must be considered in light of the risks that any new company encounters.***

The Company is still in an early phase and we are just beginning to implement our business plan. There can be no assurance that we will ever operate profitably. The likelihood of our success should be considered in light of the problems, expenses, difficulties, complications and delays usually encountered by early stage companies. The Company may not be successful in attaining the objectives necessary for it to overcome these risks and uncertainties.

***Global crises such as COVID-19 can have a significant effect on our business operations and revenue projections.***

With shelter-in-place orders and non-essential business closings potentially happening throughout 2020, 2021 and into the future due to COVID-19, the Company's revenue has been adversely affected. In addition, a significant outbreak of other contagious diseases such as COVID-19 in the human population could result in a widespread health crisis that could adversely affect the economies and financial markets of many countries, resulting in an economic downturn that could reduce the demand for our products and impair our business prospects including as a result of being unable to raise additional capital on acceptable terms to us, if at all. We also rely on other companies to supply various components of our products, and a widespread health crisis could adversely affect the ability of such companies to meet our supply needs.

***The amount of capital the Company is attempting to raise in this Offering and the Concurrent Offering may not be enough to sustain the Company's current business plan.***

In order to achieve the Company's near and long-term goals, the Company may need to procure funds in addition to the amount raised in the Offering and the Concurrent Offering. There is no guarantee the Company will be able to raise such funds on acceptable terms or at all. If we are not able to raise sufficient capital in the future, we may not be able to execute our business plan, our continued operations will be in jeopardy and we may be forced to cease operations and sell or otherwise transfer all or substantially all of our remaining assets, which could cause an Investor to lose all or a portion of their investment.

***We may face potential difficulties in obtaining capital.***

We may have difficulty raising needed capital in the future as a result of, among other factors, our lack of revenues from sales, as well as the inherent business risks associated with our Company and present and future market conditions. Future sources of revenue may not be sufficient to meet our future capital requirements. We will require additional funds to execute our business strategy and conduct our operations. If adequate funds are unavailable, we may be required to delay, reduce the scope of or eliminate one or more of our research, development or commercialization programs, product launches or marketing efforts, any of which may materially harm our business, financial condition and results of operations.

***We may not have enough authorized capital stock to issue shares of common stock to investors upon the conversion of any security convertible into shares of our common stock, including the Securities.***

Currently, our authorized capital stock consists of 10,500,000 shares of common stock, of which 10,249,100 shares of common stock are issued and outstanding. Unless we increase our authorized capital stock, we may not have enough

authorized common stock to be able to obtain funding by issuing shares of our common stock or securities convertible into shares of our common stock. We may also not have enough authorized capital stock to issue shares of common stock to investors upon the conversion of any security convertible into shares of our common stock, including the Securities.

***We may implement new lines of business or offer new products and services within existing lines of business.***

As an early-stage company, we may implement new lines of business at any time. There are substantial risks and uncertainties associated with these efforts, particularly in instances where the markets are not fully developed. In developing and marketing new lines of business and/or new products and services, we may invest significant time and resources. Initial timetables for the introduction and development of new lines of business and/or new products or services may not be achieved, and price and profitability targets may not prove feasible. We may not be successful in introducing new products and services in response to industry trends or developments in technology, or those new products may not achieve market acceptance. As a result, we could lose business, be forced to price products and services on less advantageous terms to retain or attract clients or be subject to cost increases. As a result, our business, financial condition or results of operations may be adversely affected.

***We rely on other companies to provide components and services for our products.***

We depend on suppliers and contractors to meet our contractual obligations to our customers and conduct our operations. Our ability to meet our obligations to our customers may be adversely affected if suppliers or contractors do not provide the agreed-upon supplies or perform the agreed-upon services in compliance with customer requirements and in a timely and cost-effective manner. Likewise, the quality of our products may be adversely impacted if companies to whom we delegate manufacture of major components or subsystems for our products, or from whom we acquire such items, do not provide components which meet required specifications and perform to our and our customers' expectations. Our suppliers may be unable to quickly recover from natural disasters and other events beyond their control and may be subject to additional risks such as financial problems that limit their ability to conduct their operations. The risk of these adverse effects may be greater in circumstances where we rely on only one or two contractors or suppliers for a particular component. Our products may utilize custom components available from only one source. Continued availability of those components at acceptable prices, or at all, may be affected for any number of reasons, including if those suppliers decide to concentrate on the production of common components instead of components customized to meet our requirements. The supply of components for a new or existing product could be delayed or constrained, or a key manufacturing vendor could delay shipments of completed products to us adversely affecting our business and results of operations.

***We rely on various intellectual property rights, including trademarks, in order to operate our business.***

The Company relies on certain intellectual property rights to operate its business. The Company's intellectual property rights may not be sufficiently broad or otherwise may not provide us a significant competitive advantage. In addition, the steps that we have taken to maintain and protect our intellectual property may not prevent it from being challenged, invalidated, circumvented or designed-around, particularly in countries where intellectual property rights are not highly developed or protected. In some circumstances, enforcement may not be available to us because an infringer has a dominant intellectual property position or for other business reasons, or countries may require compulsory licensing of our intellectual property. Our failure to obtain or maintain intellectual property rights that convey competitive advantage, adequately protect our intellectual property or detect or prevent circumvention or unauthorized use of such property, could adversely impact our competitive position and results of operations. We also rely on nondisclosure and noncompetition agreements with employees, consultants and other parties to protect, in part, trade secrets and other proprietary rights. There can be no assurance that these agreements will adequately protect our trade secrets and other proprietary rights and will not be breached, that we will have adequate remedies for any breach, that others will not independently develop substantially equivalent proprietary information or that third parties will not otherwise gain access to our trade secrets or other proprietary rights. As we expand our business, protecting our intellectual property will become increasingly important. The protective steps we have taken may be inadequate to deter our competitors from using our proprietary information. In order to protect or enforce our patent rights, we may be required to initiate litigation against third parties, such as infringement lawsuits. Also, these third parties may assert claims against us with or without provocation. These lawsuits could be expensive, take significant time and could divert management's attention from other business concerns. The law relating to the scope and validity of claims in the technology field in which we operate is still evolving and, consequently, intellectual property positions in our

industry are generally uncertain. We cannot assure you that we will prevail in any of these potential suits or that the damages or other remedies awarded, if any, would be commercially valuable.

***The Company's success depends on the experience and skill of the board of directors, its executive officers and key employees.***

In particular, we are dependent on Juan Giraldo, our Co-Founder and Chief Executive Officer and Nicolas Estrella, our Co-Founder and Chief Marketing Officer. The Company has or intends to enter into employment agreements with Mr. Giraldo and Mr. Estrella, however there can be no assurance that it will do so or that they will continue to be employed by the Company for a particular period of time. The loss of Mr. Giraldo, Mr. Estrella, or any member of the board of directors or executive officer could harm the Company's business, financial condition, cash flow and results of operations.

***Although dependent on certain key personnel, the Company does not have any key person life insurance policies on any such people.***

We are dependent on certain key personnel in order to conduct our operations and execute our business plan, however, the Company has not purchased any insurance policies with respect to those individuals in the event of their death or disability. Therefore, if any of these personnel die or become disabled, the Company will not receive any compensation to assist with such person's absence. The loss of such person could negatively affect the Company and our operations. We have no way to guarantee key personnel will stay with the Company, as many states do not enforce non-competition agreements, and therefore acquiring key man insurance will not ameliorate all of the risk of relying on key personnel.

***Damage to our reputation could negatively impact our business, financial condition and results of operations.***

Our reputation and the quality of our brand are critical to our business and success in existing markets, and will be critical to our success as we enter new markets. Any incident that erodes consumer loyalty for our brand could significantly reduce its value and damage our business. We may be adversely affected by any negative publicity, regardless of its accuracy. Also, there has been a marked increase in the use of social media platforms and similar devices, including blogs, social media websites and other forms of internet-based communications that provide individuals with access to a broad audience of consumers and other interested persons. The availability of information on social media platforms is virtually immediate as is its impact. Information posted may be adverse to our interests or may be inaccurate, each of which may harm our performance, prospects or business. The harm may be immediate and may disseminate rapidly and broadly, without affording us an opportunity for redress or correction.

***Our business could be negatively impacted by cyber security threats, attacks and other disruptions.***

We continue to face advanced and persistent attacks on our information infrastructure where we manage and store various proprietary information and sensitive/confidential data relating to our operations. These attacks may include sophisticated malware (viruses, worms, and other malicious software programs) and phishing emails that attack our products or otherwise exploit any security vulnerabilities. These intrusions sometimes may be zero-day malware that are difficult to identify because they are not included in the signature set of commercially available antivirus scanning programs. Experienced computer programmers and hackers may be able to penetrate our network security and misappropriate or compromise our confidential information or that of our customers or other third-parties, create system disruptions, or cause shutdowns. Additionally, sophisticated software and applications that we produce or procure from third-parties may contain defects in design or manufacture, including "bugs" and other problems that could unexpectedly interfere with the operation of the information infrastructure. A disruption, infiltration or failure of our information infrastructure systems or any of our data centers as a result of software or hardware malfunctions, computer viruses, cyber-attacks, employee theft or misuse, power disruptions, natural disasters or accidents could cause breaches of data security, loss of critical data and performance delays, which in turn could adversely affect our business.

***Security breaches of confidential customer information, in connection with our electronic processing of credit and debit card transactions, or confidential employee information may adversely affect our business.***

Our business requires the collection, transmission and retention of personally identifiable information, in various information technology systems that we maintain and in those maintained by third parties with whom we contract to

provide services. The integrity and protection of that data is critical to us. The information, security and privacy requirements imposed by governmental regulation are increasingly demanding. Our systems may not be able to satisfy these changing requirements and customer and employee expectations, or may require significant additional investments or time in order to do so. A breach in the security of our information technology systems or those of our service providers could lead to an interruption in the operation of our systems, resulting in operational inefficiencies and a loss of profits. Additionally, a significant theft, loss or misappropriation of, or access to, customers' or other proprietary data or other breach of our information technology systems could result in fines, legal claims or proceedings.

***The use of individually identifiable data by our business, our business associates and third parties is regulated at the state, federal and international levels.***

The regulation of individual data is changing rapidly, and in unpredictable ways. A change in regulation could adversely affect our business, including causing our business model to no longer be viable. Costs associated with information security – such as investment in technology, the costs of compliance with consumer protection laws and costs resulting from consumer fraud – could cause our business and results of operations to suffer materially. Additionally, the success of our online operations depends upon the secure transmission of confidential information over public networks, including the use of cashless payments. The intentional or negligent actions of employees, business associates or third parties may undermine our security measures. As a result, unauthorized parties may obtain access to our data systems and misappropriate confidential data. There can be no assurance that advances in computer capabilities, new discoveries in the field of cryptography or other developments will prevent the compromise of our customer transaction processing capabilities and personal data. If any such compromise of our security or the security of information residing with our business associates or third parties were to occur, it could have a material adverse effect on our reputation, operating results and financial condition. Any compromise of our data security may materially increase the costs we incur to protect against such breaches and could subject us to additional legal risk.

***The Company is not subject to Sarbanes-Oxley regulations and may lack the financial controls and procedures of public companies.***

The Company may not have the internal control infrastructure that would meet the standards of a public company, including the requirements of the Sarbanes Oxley Act of 2002. As a privately-held (non-public) Company, the Company is currently not subject to the Sarbanes Oxley Act of 2002, and its financial and disclosure controls and procedures reflect its status as a development stage, non-public company. There can be no guarantee that there are no significant deficiencies or material weaknesses in the quality of the Company's financial and disclosure controls and procedures. If it were necessary to implement such financial and disclosure controls and procedures, the cost to the Company of such compliance could be substantial and could have a material adverse effect on the Company's results of operations.

***We operate in a highly regulated environment, and if we are found to be in violation of any of the federal, state, or local laws or regulations applicable to us, our business could suffer.***

We are also subject to a wide range of federal, state, and local laws and regulations, such as local licensing requirements, and retail financing, debt collection, consumer protection, environmental, health and safety, creditor, wage-hour, anti-discrimination, whistleblower and other employment practices laws and regulations and we expect these costs to increase going forward. The violation of these or future requirements or laws and regulations could result in administrative, civil, or criminal sanctions against us, which may include fines, a cease and desist order against the subject operations or even revocation or suspension of our license to operate the subject business. As a result, we have incurred and will continue to incur capital and operating expenditures and other costs to comply with these requirements and laws and regulations.

***We derive virtually all of our revenues from ready-to-drink herbal teas, and competitive pressure in the ready-to-drink tea category could adversely affect our business and operating results.***

Our focus is in the ready-to-drink tea category, and our business is vulnerable to adverse changes impacting the ready-to-drink tea category and business, which could adversely impact our business and results of operations. Virtually all of our sales are derived from our ready-to-drink teas. Any decrease in the sales of our ready-to-drink teas could significantly adversely affect our future revenues and net income.

The increasing number of competitive products and limited amount of shelf space in retail stores may adversely impact our ability to gain or maintain our share of sales in the marketplace. In addition, certain actions of our competitors, including unsubstantiated and/or misleading claims, false advertising claims and tortious interference in our business, as well as competitors selling misbranded products, could impact our sales. Competitive pressures in the ready-to-drink tea category could impact our revenues, cause price erosion and/or lower market share, any of which could have a material adverse effect on our business and results of operations.

***Criticism of our ready-to-drink tea products and/or criticism or a negative perception of ready-to-drink teas generally, could adversely affect us.***

An unfavorable report on the health effects of certain ingredients in our ready-to-drink teas, or ready-to-drink tea products generally, including product safety concerns, could have an adverse effect on our business, financial condition and results of operations. If reports, studies or articles critical of ready-to-drink teas are published in the future, they could adversely affect the demand for our products.

***Increased competition in the beverage industry and changing retail landscape could hurt our business.***

The beverage industry is highly competitive. The principal areas of competition are pricing, packaging, development of new products, flavors, product positioning as well as promotion and marketing strategies. Our products compete with a wide range of drinks produced by a relatively large number of manufacturers, many of which have substantially greater financial, marketing and distribution resources than we do.

Important factors affecting our ability to compete successfully include the efficacy, taste and flavor of our products, trade and consumer promotions, rapid and effective development of new and unique products, attractive and different packaging, branded product advertising and pricing. The success of our social media and other general marketing endeavors may impact our business, financial condition and results of operation. Our products compete with all liquid refreshments and in some cases with products of much larger and substantially better financed competitors, including the products of numerous nationally and internationally known producers. We also compete with companies that are smaller or primarily national or local in operations. Due to competition in the beverage industry, there can be no assurance that we will not encounter difficulties in growing or maintaining our current revenues, market share or position in the beverage industry. If our revenues decline, our business, financial condition and results of operations could be adversely affected.

## **Risks Related to the Offering**

***State and federal securities laws are complex, and the Company could potentially be found to have not complied with all relevant state and federal securities law in prior offerings of securities.***

The Company has conducted previous offerings of securities and may not have complied with all relevant state and federal securities laws. If a court or regulatory body with the required jurisdiction ever concluded that the Company may have violated state or federal securities laws, any such violation could result in the Company being required to offer rescission rights to investors in such offering. If such investors exercised their rescission rights, the Company would have to pay to such investors an amount of funds equal to the purchase price paid by such investors plus interest from the date of any such purchase. No assurances can be given the Company will, if it is required to offer such investors a rescission right, have sufficient funds to pay the prior investors the amounts required or that proceeds from this Offering or the Concurrent Offering would not be used to pay such amounts.

In addition, if the Company violated federal or state securities laws in connection with a prior offering and/or sale of its securities, federal or state regulators could bring an enforcement, regulatory and/or other legal action against the Company which, among other things, could result in the Company having to pay substantial fines and be prohibited from selling securities in the future.

***The Company could potentially be found to have not complied with securities law in connection with this Offering related to “Testing the Waters.”***

Prior to filing this Form C/A, the Company engaged in “testing the waters” permitted under Regulation Crowdfunding (17 CFR 227.206), which allows issuers to communicate to determine whether there is interest in the offering. All communication sent is deemed to be an offer of securities for purposes of the antifraud provisions of federal securities

laws. Any Investor who expressed interest prior to the date of this Offering should read this Form C/A thoroughly and rely only on the information provided herein and not on any statement made prior to the Offering. The communications sent to Investors prior to the Offering are attached as Exhibit E. Some of these communications may not have included proper disclaimers required for “testing the waters”.

***The U.S. Securities and Exchange Commission does not pass upon the merits of the Securities or the terms of the Offering, nor does it pass upon the accuracy or completeness of any Offering document or literature.***

You should not rely on the fact that our Form C/A is accessible through the U.S. Securities and Exchange Commission’s EDGAR filing system as an approval, endorsement or guarantee of compliance as it relates to this Offering. The U.S. Securities and Exchange Commission has not reviewed this Form C/A, nor any document or literature related to this Offering.

***Neither the Offering nor the Securities have been registered under federal or state securities laws.***

No governmental agency has reviewed or passed upon this Offering or the Securities. Neither the Offering nor the Securities have been registered under federal or state securities laws. Investors will not receive any of the benefits available in registered offerings, which may include access to quarterly and annual financial statements that have been audited by an independent accounting firm. Investors must therefore assess the adequacy of disclosure and the fairness of the terms of this Offering based on the information provided in this Form C/A and the accompanying exhibits.

***The Company's management may have broad discretion in how the Company uses the net proceeds of the Offering.***

Unless the Company has agreed to a specific use of the proceeds from the Offering, the Company’s management will have considerable discretion over the use of proceeds from the Offering. You may not have the opportunity, as part of your investment decision, to assess whether the proceeds are being used appropriately.

***The Company has the right to limit individual Investor commitment amounts based on the Company’s determination of an Investor’s sophistication.***

The Company may prevent any Investor from committing more than a certain amount in this Offering based on the Company’s determination of the Investor’s sophistication and ability to assume the risk of the investment. This means that your desired investment amount may be limited or lowered based solely on the Company’s determination and not in line with relevant investment limits set forth by the Regulation CF rules. This also means that other Investors may receive larger allocations of the Offering based solely on the Company’s determination.

***The Company has the right to extend the Offering Deadline.***

The Company may extend the Offering Deadline beyond what is currently stated herein. This means that your investment may continue to be held in escrow while the Company attempts to raise the Target Offering Amount even after the Offering Deadline stated herein is reached. While you have the right to cancel your investment in the event the Company extends the Offering Deadline, if you choose to reconfirm your investment, your investment will not be accruing interest during this time and will simply be held until such time as the new Offering Deadline is reached without the Company receiving the Target Offering Amount, at which time it will be returned to you without interest or deduction, or the Company receives the Target Offering Amount, at which time it will be released to the Company to be used as set forth herein. Upon or shortly after the release of such funds to the Company, the Securities will be issued and distributed to you.

***The Company may also end the Offering early.***

If the Target Offering Amount is met after 21 calendar days, but before the Offering Deadline, the Company can end the Offering by providing notice to Investors at least 5 business days prior to the end of the Offering. This means your failure to participate in the Offering in a timely manner, may prevent you from being able to invest in this Offering – it also means the Company may limit the amount of capital it can raise during the Offering by ending the Offering early.

***The Company has the right to conduct multiple closings during the Offering.***

If the Company meets certain terms and conditions, an intermediate close of the Offering can occur, which will allow the Company to draw down on half of the proceeds committed and captured in the Offering during the relevant period. The Company may choose to continue the Offering thereafter. Investors should be mindful that this means they can make multiple investment commitments in the Offering, which may be subject to different cancellation rights. For example, if an intermediate close occurs and later a material change occurs as the Offering continues, Investors whose investment commitments were previously closed upon will not have the right to re-confirm their investment as it will be deemed to have been completed prior to the material change.

### **Risks Related to the Securities**

***The Securities will not be freely tradable under the Securities Act until one year from the initial purchase date. Although the Securities may be tradable under federal securities law, state securities regulations may apply, and each Investor should consult with their attorney.***

You should be aware of the long-term nature of this investment. There is not now and likely will not ever be a public market for the Securities. Because the Securities have not been registered under the Securities Act or under the securities laws of any state or foreign jurisdiction, the Securities have transfer restrictions and cannot be resold in the United States except pursuant to Rule 501 of Regulation CF. It is not currently contemplated that registration under the Securities Act or other securities laws will be effected. Limitations on the transfer of the Securities may also adversely affect the price that you might be able to obtain for the Securities in a private sale. Investors should be aware of the long-term nature of their investment in the Company. Each Investor in this Offering will be required to represent that they are purchasing the Securities for their own account, for investment purposes and not with a view to resale or distribution thereof.

***Investors will not become equity holders until the Company decides to convert the Securities into “CF Shadow Securities” (the type of equity securities issuable upon conversion of the Securities) or until there is a change of control or sale of substantially all of the Company’s assets.***

Investors will not have an ownership claim to the Company or to any of its assets or revenues for an indefinite amount of time and depending on when and how the Securities are converted, the Investors may never become equity holders of the Company. Investors will not become equity holders of the Company unless the Company receives a future round of financing great enough to trigger a conversion and the Company elects to convert the Securities into CF Shadow Securities. The Company is under no obligation to convert the Securities into CF Shadow Securities. In certain instances, such as a sale of the Company or substantially all of its assets, an initial public offering or a dissolution or bankruptcy, the Investors may only have a right to receive cash, to the extent available, rather than equity in the Company.

***Investors will not have voting rights, even upon conversion of the Securities into CF Shadow Securities. Upon the conversion of the Securities into CF Shadow Securities (which cannot be guaranteed), the holders of the CF Shadow Securities will be required to enter into a proxy with the Intermediary or its designee to ensure any statutory voting rights are voted in tandem with the majority holders of whichever series of securities the CF Shadow Securities follow.***

Investors will not have the right to vote upon matters of the Company even if and when their Securities are converted into CF Shadow Securities (the occurrence of which cannot be guaranteed). Upon such conversion, the CF Shadow Securities will have no voting rights and, in circumstances where a statutory right to vote is provided by state law, the CF Shadow Security holders are required to enter into a proxy agreement with the Intermediary or its designee to vote their CF Shadow Securities with the majority of the holder(s) of the securities issued in the round of equity financing that triggered the conversion right. For example, if the Securities are converted in connection with an offering of Series B Preferred Stock, Investors would receive CF Shadow Securities in the form of shares of Series B-CF Shadow Preferred Stock and would be required to enter into a proxy that allows the Intermediary or its designee to vote their shares of Series B-CF Shadow Preferred Stock consistent with the majority of the Series B Preferred Stockholders. Thus, Investors will essentially never be able to vote upon any matters of the Company.

***Investors will not be entitled to any inspection or information rights other than those required by law.***

Investors will not have the right to inspect the books and records of the Company or to receive financial or other information from the Company, other than as required by law. Other security holders of the Company may have such rights. Regulation CF requires only the provision of an annual report on Form C/A and no additional information. Additionally, there are numerous methods by which the Company can terminate annual report obligations, resulting in no information rights, contractual, statutory or otherwise, owed to Investors. This lack of information could put Investors at a disadvantage in general and with respect to other security holders, including certain security holders who have rights to periodic financial statements and updates from the Company such as quarterly unaudited financials, annual projections and budgets, and monthly progress reports, among other things.

***Investors will be unable to declare the Security in “default” and demand repayment.***

Unlike convertible notes and some other securities, the Securities do not have any “default” provisions upon which Investors will be able to demand repayment of their investment. The Company has ultimate discretion as to whether or not to convert the Securities upon a future equity financing and Investors have no right to demand such conversion. Only in limited circumstances, such as a liquidity event, may Investors demand payment and even then, such payments will be limited to the amount of cash available to the Company.

***The Company may never elect to convert the Securities or undergo a liquidity event and Investors may have to hold the Securities indefinitely.***

The Company may never conduct a future equity financing or elect to convert the Securities if such future equity financing does occur. In addition, the Company may never undergo a liquidity event such as a sale of the Company or an initial public offering. If neither the conversion of the Securities nor a liquidity event occurs, Investors could be left holding the Securities in perpetuity. The Securities have numerous transfer restrictions and will likely be highly illiquid, with no secondary market on which to sell them. The Securities are not equity interests, have no ownership rights, have no rights to the Company’s assets or profits and have no voting rights or ability to direct the Company or its actions.

***Equity securities acquired upon conversion of the Securities may be significantly diluted as a consequence of subsequent equity financings.***

The Company’s equity securities will be subject to dilution. The Company intends to issue additional equity to employees and third-party financing sources in amounts that are uncertain at this time, and as a consequence holders of equity securities resulting from the conversion of the Securities will be subject to dilution in an unpredictable amount. Such dilution may reduce the Investor’s control and economic interests in the Company.

The amount of additional financing needed by the Company will depend upon several contingencies not foreseen at the time of this Offering. Generally, additional financing (whether in the form of loans or the issuance of other securities) will be intended to provide the Company with enough capital to reach the next major corporate milestone. If the funds received in any additional financing are not sufficient to meet the Company’s needs, the Company may have to raise additional capital at a price unfavorable to their existing investors, including the holders of the Securities. The availability of capital is at least partially a function of capital market conditions that are beyond the control of the Company. There can be no assurance that the Company will be able to accurately predict the future capital requirements necessary for success or that additional funds will be available from any source. Failure to obtain financing on favorable terms could dilute or otherwise severely impair the value of the Securities.

In addition, the Company has certain equity grants and convertible securities outstanding. Should the Company enter into a financing that would trigger any conversion rights, the converting securities would further dilute the equity securities receivable by the holders of the Securities upon a qualifying financing.

***Equity securities issued upon conversion of the Securities may be substantially different from other equity securities offered or issued by the Company at the time of conversion.***

In the event the Company decides to exercise the conversion right, the Company will convert the Securities into equity securities that are materially different from the equity securities being issued to new investors at the time of conversion in many ways, including, but not limited to, liquidation preferences, dividend rights, or anti-dilution protection. Additionally, any equity securities issued at the Conversion Price (as defined in the Crowd SAFE agreement) shall have only such preferences, rights, and protections in proportion to the Conversion Price and not in proportion to the

price per share paid by new investors receiving the equity securities. Upon conversion of the Securities, the Company may not provide the holders of such Securities with the same rights, preferences, protections, and other benefits or privileges provided to other investors of the Company.

The forgoing paragraph is only a summary of a portion of the conversion feature of the Securities; it is not intended to be complete, and is qualified in its entirety by reference to the full text of the Crowd SAFE agreement, which is attached as Exhibit C.

***A Crowd SAFE holder may lose their right to any appreciation or return on investment due to defaulting on certain notice and require action requirements in such Crowd SAFE; failure to claim cash set aside in this case may result in a total loss of principal.***

The Crowd SAFE offered requires a holder to complete, execute and deliver any reasonable or necessary information and documentation requested by the Company or the Intermediary in order to effect the conversion or termination of the Crowd SAFE, in connection with an Equity Financing or Liquidity Event, within thirty (30) calendar days of receipt of notice (whether actual or constructive) from the Company. Failure to make a timely action may result in the Company declaring that the Investor is only eligible to receive a cash payment equal to their Purchase Amount (or a lesser amount in certain events). While the Company will set aside such payment for the investor, such payment may be subject to escheatment laws, resulting in a total loss of principal if the Investor never claims their payment.

***There is no present market for the Securities and we have arbitrarily set the price.***

The Offering price was not established in a competitive market. We have arbitrarily set the price of the Securities with reference to the general status of the securities market and other relevant factors. The Offering price for the Securities should not be considered an indication of the actual value of the Securities and is not based on our asset value, net worth, revenues or other established criteria of value. We cannot guarantee that the Securities can be resold at the Offering price or at any other price.

***In the event of the dissolution or bankruptcy of the Company, Investors will not be treated as debt holders and therefore are unlikely to recover any proceeds.***

In the event of the dissolution or bankruptcy of the Company, the holders of the Securities that have not been converted will be entitled to distributions as described in the Securities. This means that such holders will only receive distributions once all of the creditors and more senior security holders, including any holders of preferred stock, have been paid in full. Neither holders of the Securities nor holders of CF Shadow Securities can be guaranteed any proceeds in the event of the dissolution or bankruptcy of the Company.

***While the Securities provide mechanisms whereby holders of the Securities would be entitled to a return of their purchase amount upon the occurrence of certain events, if the Company does not have sufficient cash on hand, this obligation may not be fulfilled.***

Upon the occurrence of certain events, as provided in the Securities, holders of the Securities may be entitled to a return of the principal amount invested. Despite the contractual provisions in the Securities, this right cannot be guaranteed if the Company does not have sufficient liquid assets on hand. Therefore, potential Investors should not assume a guaranteed return of their investment amount.

***There is no guarantee of a return on an Investor's investment.***

There is no assurance that an Investor will realize a return on their investment or that they will not lose their entire investment. For this reason, each Investor should read this Form C and all exhibits carefully and should consult with their attorney and business advisor prior to making any investment decision.

**IN ADDITION TO THE RISKS LISTED ABOVE, RISKS AND UNCERTAINTIES NOT PRESENTLY KNOWN, OR WHICH WE CONSIDER IMMATERIAL AS OF THE DATE OF THIS FORM C/A, MAY ALSO HAVE AN ADVERSE EFFECT ON OUR BUSINESS AND RESULT IN THE TOTAL LOSS OF YOUR INVESTMENT.**

## BUSINESS

### Description of the Business

Waku is a beverage brand where we make herbal teas that support a healthy gut. Low sugar, and packed with anti-inflammatory botanicals for a happy gut. All of our ingredients are ethically sourced from independent farmers in Ecuador.

In the future, Waku will be making prebiotic teas that support a healthy gut. NO sugar, and packed with prebiotics, botanicals, and plant fiber for a happy gut.

### Business Plan

The company generates 75% of our revenue from our direct-to-consumer channel, 20% from Amazon, and 5% from brick and mortar stores.

We are planning to launch a new and improved formulation for our tea products, adding prebiotics and natural sweeteners while reducing sugar, which is expected to replace our current line of tea products. We are also planning a brand refresh to better reflect our product's attributes and points of difference.

In 2021, we expect to continue to grow our direct-to-consumer channel and will launch new limited edition flavors through this channel every month.

In 2022, we expect to transition into an omnichannel brand by making our debut in retail through Wegmans in the North East.

In 2023, we plan to expand nationwide through the natural channel (Whole Foods, Sprouts, Natural Grocers, etc.) and we expect to penetrate the traditional grocery channel (Kroger, Publix, etc.) by 2024. By this year we also expect to expand our product portfolio.

### The Company's Current Products

Product	Description	Current Market
Waku Ready-to-Drink Herbal Teas	Deliciously replenishing herbal tea with anti-inflammatory powers and low sugar in six different flavors.	Direct-to-consumer (Health Conscious Millennials, Gut Challenged 45-60 year old women)

### The Company's Future Products in Development

Product	Description	Current Market
Waku Ready-to-Drink Prebiotic Herbal Teas	Deliciously replenishing herbal tea with prebiotic powers and no sugar in six different flavors.	Direct-to-consumer (Health Conscious Millennials, Gut Challenged 45-60 year old women)

### Competition

The tea category is a massive category in the USA (\$7 billion) but it has not seen a lot of innovation in the past 20 years. Legacy tea brands are loaded with sugars and empty carbs while consumers are demanding low sugar and function, without compromising on taste. Waku addresses these consumer demands by bringing gut health functionality to the shelf, low sugar and using only high quality natural ingredients. The major competitors in the premium tea segment are: Pure Leaf House Collection, Honest Tea, and other functional/ niche brands such as GoldThread Herbs and Teaonic.

The markets in which our products are sold are highly competitive. Our products compete against similar products of many large and small companies, including well-known global competitors. In many of the markets and industry segments in which we sell our products, we compete against other branded products as well as retailers' private-label brands. Product quality, performance, value and packaging are also important differentiating factors.

## Customer Base

We sell our products on a direct-to-consumer market. We reach a mature target audience of Boomers and Gen X (approx. 82%) as well as millennials (approx. 18%). 74% of our customers are female and 65 % of them have some sort of digestive issue (Bloating, Indigestion, Constipation, etc.). They live an active lifestyle but are not obsessed with fitness and diets.

## Supply Chain

Waku's main vendors are Agrodely Cia. LTDA and Industrias Ile S.A., along with its wholly-owned subsidiary Corporacion Wanku S.A. If any of these vendors were to cease doing business with us, or otherwise become unavailable, we believe that sufficient alternatives exist within the marketplace to allow us to continue our business without significant disruption.

## Intellectual Property

Application or Registration #	Title	Description	File Date	Grant Date	Country
5593798	W WAKU HEALTHY TRADITION	Trademark	November 28, 2017	August 14, 2018	U.S.

## Governmental/Regulatory Approval and Compliance

The Company is subject to and affected by the laws and regulations of U.S. federal, state and local governmental authorities. These laws and regulations are subject to change.

## Litigation

The Company is not subject to any current litigation or threatened litigation.

## USE OF PROCEEDS

The following table illustrates how we intend to use the net proceeds received from this Offering. The values below are not inclusive of payments to financial and legal service providers and escrow related fees, all of which were incurred in the preparation of this Offering and are due in advance of the closing of the Offering.

Use of Proceeds	% of Proceeds if Target Offering Amount Raised	Amount if Target Offering Amount Raised	% of Proceeds if Maximum Offering Amount Raised	Amount if Maximum Offering Amount Raised
Intermediary Fees	6%	\$1,500	6%	\$64,200
Marketing	66%	\$16,500	66%	\$706,200
Product Development	4%	\$1,000	4%	\$42,800
New Hires	24%	\$6,000	24%	\$256,800
<b>Total</b>	<b>100%</b>	<b>\$25,000</b>	<b>100%</b>	<b>\$1,070,000</b>

The Company has discretion to alter the use of proceeds set forth above to adhere to the Company's business plan and liquidity requirements. For example, economic conditions may alter the Company's general marketing or general working capital requirements.

Set forth below are detailed description of how we intend to use the net proceeds of this Offering for any category in excess of ten percent (10%) in the table above:

Marketing: Funds will be used to support both direct-to-consumer and retail growth, including retail expansion support, PR, influencer marketing, digital advertising, and email marketing to support acquisition and retention online, respectively. Additionally, we will use marketing funds to support retail demo and sampling programs, as well as merchandising support in stores.

New Hires: Funds will be used to hire a Growth Marketing Manager as well as a Field Marketing Manager.

## DIRECTORS, OFFICERS, MANAGERS, AND KEY PERSONS

The directors, officers, managers, and key persons of the Company are listed below along with all positions and offices held at the Company and their principal occupation and employment responsibilities for the past three (3) years.

Name	Positions and Offices Held at the Company	Principal Occupation and Employment Responsibilities for the Last Three (3) Years	Education
Juan Giraldo	Co-Founder and Chief Executive Officer	Chief Executive Officer, Waku, January 2018 to Present – Leads Waku team, sets overall vision and strategy for company, manages key stakeholders.	Babson College (M.B.A., 2018)  Universidad San Francisco de Quito (B.A. Business Administration, 2012)
Nicolas Estrella	Co-Founder and Chief Marketing Officer	Chief Marketing Officer, Waku, May 2019 to Present – Leads Waku's marketing and direct-to-consumer growth strategies.	Universidad San Francisco de Quito (B.A. Business

		General Manager (Operations and Manufacturing), Wanku S.A., December 2016 to May 2019 – Oversee the production of Waku products, manage relationships with vendors, ensure compliance with regulations, and improve supply chain logistics.	Administration, 2015) Centro Educativo Experimental Isaac Newton (B.S. Physics and Mathematical Sciences, 2010)
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**Biographical Information**

*Juan Giraldo*

Juan is a serial entrepreneur and holds a MBA from Babson College, as well as a B.A. in Business from USFQ. Currently, Juan is the CEO & Co-Founder of his 4th company – Waku – a direct-to-consumer beverage brand of herbal teas that support a healthy gut. Waku uses only ethically sourced ingredients from the Andes mountains of Ecuador and supports the livelihoods of dozens of Ecuadorian small holder farmers.

Juan was previously the CEO of eServ S.A. – an IT consulting & education company based in Ecuador and Peru, and the CEO and co-founder of eServ LATAM, a fast growing online IT education company with customers in 10+ Latin American countries.

Juan is a World Economic Forum Global Shaper. He has lived and studied in Europe, North America and South America and is fluent in three languages: Spanish, English and French. He is passionate about music, entrepreneurship, management and high impact businesses.

*Nicolas Estrella*

Nico is an entrepreneur, former professional soccer player in Ecuador, and the Co-Founder & CMO of Waku, a beverage brand that’s creating economic impact in the communities of farmers in the Andes Mountains of Ecuador. Waku was considered one of the top 6 most impactful and promising startups of Boston at HUBWeek 2018, and was a finalist in MassChallenge 2019, because of the potential of growth and the social impact is creating in Ecuador.

Nico is a motivated, optimistic and determined leader with great problem-solving skills developed through a background on business and marketing education, and on the multiple startups founded in the past. He is passionate about the power of entrepreneurship and how it can create immense impact in the world.

*Jose Torres*

Jose was a Co-Founder of Waku and was involved with the company during its ideation stage. Jose left Waku in 2017 to pursue an MBA degree. The separation was amicable, and while Jose has no current role with Waku, he remains an important part of the company’s history.

**Indemnification**

Indemnification is authorized by the Company to managers, officers or controlling persons acting in their professional capacity pursuant to Delaware law. Indemnification includes expenses such as attorney’s fees and, in certain circumstances, judgments, fines and settlement amounts actually paid or incurred in connection with actual or threatened actions, suits or proceedings involving such person, except in certain circumstances where a person is adjudged to be guilty of gross negligence or willful misconduct, unless a court of competent jurisdiction determines that such indemnification is fair and reasonable under the circumstances.

**Employees**

The Company currently has no employees.

## CAPITALIZATION, DEBT AND OWNERSHIP

### Capitalization

The Company's authorized capital stock consists of 10,500,000 shares of common stock, par value \$0.0001 per share (the "**Common Stock**"). At the closing of this Offering, assuming only the Target Offering Amount is sold, 10,249,100 shares of Common Stock will be issued and outstanding.

### *Outstanding Capital Stock*

As of the date of this Form C/A, the Company's outstanding capital stock consists of:

<b>Type</b>	Common Stock
<b>Amount Outstanding</b>	10,249,100
<b>Par Value Per Share</b>	\$0.0001
<b>Voting Rights</b>	1 vote per share
<b>Anti-Dilution Rights</b>	None.
<b>How this security may limit, dilute or qualify the Security issued pursuant to Regulation CF</b>	The Company may issue additional shares of Common Stock which may limit, dilute or qualify the Securities.
<b>Percentage ownership of the Company by the holders of such security (assuming conversion prior to the Offering if convertible securities).</b>	67.74%*

\* Assumes the conversion of the below referenced convertible notes and warrants as described below.

**Outstanding Options, Safes, Convertible Notes, Warrants**

As of the date of this Form C/A, the Company has the following additional securities outstanding:

Type	Convertible Notes
Face Value	\$395,382
Voting Rights	None.
Anti-Dilution Rights	None.
Material Terms	6% Interest Rate, 20% Discount, \$3,000,000 Valuation Cap, 5/31/2022 Maturity Date
How this security may limit, dilute or qualify the Security issued pursuant to Regulation CF	The Company may issue additional Convertible Notes or other securities convertible into equity, which may limit, dilute or qualify the Securities.
Percentage ownership of the Company by the holders of such security (assuming conversion prior to the Offering if convertible securities).	13.18%*

\*Assumes the conversion of the Convertible Notes into Common Stock at the Valuation Cap.

Type	Convertible Notes
Face Value	\$375,000
Voting Rights	None.
Anti-Dilution Rights	None.
Material Terms	6% Interest Rate, 20% Discount, \$4,000,000 Valuation Cap, 5/31/2022 Maturity Date
How this security may limit, dilute or qualify the Security issued pursuant to Regulation CF	The Company may issue additional Convertible Notes or other securities convertible into equity, which may limit, dilute or qualify the Securities.
Percentage ownership of the Company by the holders of such security (assuming conversion prior to the Offering if convertible securities).	9.38%*

\*Assumes the conversion of the Convertible Notes into Common Stock at the Valuation Cap.

Type	Convertible Notes
Face Value	\$111,250
Voting Rights	None.
Anti-Dilution Rights	None.
Material Terms	6% Interest Rate, 20% Discount, \$2,000,000 Valuation Cap, 12/31/2021 Maturity Date
How this security may limit, dilute or qualify the Security issued pursuant to Regulation CF	The Company may issue additional Convertible Notes or other securities convertible into equity, which may limit, dilute or qualify the Securities.
Percentage ownership of the Company by the holders of such security (assuming conversion prior to the Offering if convertible securities).	5.56%*

\*Assumes the conversion of the Convertible Notes into Common Stock at the Valuation Cap.

Type	Convertible Notes
Face Value	\$23,000
Voting Rights	None.
Anti-Dilution Rights	None.
Material Terms	6% Interest Rate, 20% Discount, \$4,000,000 Valuation Cap, 12/31/2021 Maturity Date
How this security may limit, dilute or qualify the Security issued pursuant to Regulation CF	The Company may issue additional Convertible Notes or other securities convertible into equity, which may limit, dilute or qualify the Securities.
Percentage ownership of the Company by the holders of such security (assuming conversion prior to the Offering if convertible securities).	0.58%*

\*Assumes the conversion of the Convertible Notes into Common Stock at the Valuation Cap.

<b>Type</b>	Warrant to Purchase Common Stock
<b>Face Value</b>	\$100,000
<b>Voting Rights</b>	None.
<b>Anti-Dilution Rights</b>	None.
<b>Material Terms</b>	30% Discount to most recent Qualified Financing, 1/22/2026 Expiration Date
<b>How this security may limit, dilute or qualify the Security issued pursuant to Regulation CF</b>	The Company may issue additional Warrants or other securities convertible into equity, which may limit, dilute or qualify the Securities.
<b>Percentage ownership of the Company by the holders of such security (assuming conversion prior to the Offering if convertible securities).</b>	3.57%*

\*Assumes the exercise of the Warrant for Common Stock at a 30% discount to the highest Convertible Notes valuation cap of \$4,000,000.

### Outstanding Debt

As of the date of this Form C/A, the Company has the following debt outstanding:

<b>Type</b>	BIIF Line of Credit
<b>Amount Outstanding</b>	\$38,666.83 of \$75,000
<b>Interest Rate and Amortization Schedule</b>	5%
<b>Description of Collateral</b>	All assets of the Company.
<b>Other Material Terms</b>	Paired with Warrant described above.
<b>Maturity Date</b>	1/21/2022, renewable for up to five additional 1-year terms.

<b>Type</b>	Shopify Capital Agreement
<b>Amount Outstanding</b>	\$33,900
<b>Interest Rate and Amortization Schedule</b>	N/A
<b>Description of Collateral</b>	Bank accounts, personal property, cash and cash equivalents, and all cash and non-cash proceeds.
<b>Other Material Terms</b>	The Company must pay 17% of daily receipts to Shopify until the amount outstanding has been repaid.
<b>Maturity Date</b>	N/A

<b>Type</b>	Paycheck Protection Program Loan
<b>Amount Outstanding</b>	\$24,545.12
<b>Interest Rate and Amortization Schedule</b>	1%
<b>Description of Collateral</b>	None.
<b>Other Material Terms</b>	Expected to be forgiven in accordance with the terms of the SBA PPP Loan Program.
<b>Maturity Date</b>	1/25/2026

### Ownership

The table below lists the beneficial owners of twenty percent (20%) or more of the Company's outstanding voting equity securities, calculated on the basis of voting power, are listed along with the amount they own.

<b>Name</b>	<b>Amount and Type or Class Held</b>	<b>Percentage Ownership (in terms of voting power)</b>
Juan Giraldo	3,133,500	31.29%
Nicolas Estrella	3,133,500	31.29%

## FINANCIAL INFORMATION

Please see the financial information listed on the cover page of this Form C/A and attached hereto in addition to the following information. Financial statements are attached hereto as Exhibit A.

### Operations

Waku, Inc. (the “**Company**”) was incorporated on September 21, 2017, under the laws of the State of Delaware, and is headquartered in Somerville, Massachusetts. The Company’s original name was Wanku, Inc., and its name was changed to Waku, Inc. on June 28, 2018.

### Cash and Cash Equivalents

The company considers all highly liquid financial instruments purchased with maturities of three months or less to be cash equivalents.

As of March 31, 2022, the Company had an aggregate of \$122,000 in cash and cash equivalents, leaving the Company with approximately 6 months of runway.

### Liquidity and Capital Resources

The proceeds from the Offering are essential to our operations. We plan to use the proceeds as set forth above under the section titled “*Use of Proceeds*”, which is an indispensable element of our business strategy.

The Company currently does not have any additional outside sources of capital other than the proceeds from the Offering.

### Capital Expenditures and Other Obligations

The Company does not intend to make any material capital expenditures in the near future.

### Valuation

The Company has ascribed no pre-Offering valuation to the Company; the securities are priced arbitrarily.

### Material Changes and Other Information

The Company has added disclosure regarding a concurrent private securities offering.

### *Trends and Uncertainties*

After reviewing the above discussion of the steps the Company intends to take, potential Investors should consider whether achievement of each step within the estimated time frame will be realistic in their judgment. Potential Investors should also assess the consequences to the Company of any delays in taking these steps and whether the Company will need additional financing to accomplish them.

Please see the financial statements attached as Exhibit A for subsequent events and applicable disclosures.

## Previous Offerings of Securities

We have made the following issuances of securities within the last three years:

Security Type	Principal Amount of Securities Sold	Amount of Securities Issued	Use of Proceeds	Issue Date	Exemption from Registration Used or Public Offering
Convertible Notes	\$395,382	20	Working Capital & Marketing	Issued as a series between 10/31/2018 – 5/30/2019	Section 4(a)(2)
Convertible Notes	\$375,000	12	Working Capital & Marketing	Issued as a series between 11/11/2019 – 2/6/2020	Section 4(a)(2)
Convertible Notes	\$111,250	6	Working Capital & Marketing	Issued as a series between 8/27/2020 – 10/24/2020	Section 4(a)(2)
Convertible Notes	\$23,000	1	Working Capital & Marketing	8/20/2020	Section 4(a)(2)
Warrant	\$100,000	1	N/A	1/22/2021	Section 4(a)(2)

See the section titled “*Capitalization and Ownership*” for more information regarding the securities issued in our previous offerings of securities.

## TRANSACTIONS WITH RELATED PERSONS AND CONFLICTS OF INTEREST

From time to time the Company may engage in transactions with related persons. Related persons are defined as any director or officer of the Company; any person who is the beneficial owner of twenty percent (20%) or more of the Company’s outstanding voting equity securities, calculated on the basis of voting power; any promoter of the Company; any immediate family member of any of the foregoing persons or an entity controlled by any such person or persons. Additionally, the Company will disclose here any transaction since the beginning of the issuer's last fiscal year, or any currently proposed transaction, to which the issuer was or is to be a party and the amount involved exceeds five percent (5%) of the aggregate amount of capital raised by the issuer in reliance on section 4(a)(6), including the Target Offering Amount of this Offering, and the counter party is either (i) any director or officer of the issuer; (ii) any person who is, as of the most recent practicable date but no earlier than 120 days prior to the date the offering statement or report is filed, the beneficial owner of twenty percent (20%) or more of the issuer's outstanding voting equity securities, calculated on the basis of voting power; (iii) if the issuer was incorporated or organized within the past three years, any promoter of the issuer; or (iv) any member of the family of any of the foregoing persons, which includes a child, stepchild, grandchild, parent, stepparent, grandparent, spouse or spousal equivalent, sibling, mother-in-law, father-in-law, son-in-law, daughter-in-law, brother-in-law, or sister-in-law, and shall include adoptive relationships. The term *spousal equivalent* means a cohabitant occupying a relationship generally equivalent to that of a spouse.

The Company has conducted the following transactions with related persons: In 2019, the Company carried a receivable from the Company’s Co-Founders, Juan Giraldo and Nicolas Estrella, for personal expenses. This receivable was paid in full in 2020.

## THE OFFERING AND THE SECURITIES

### The Offering

The Company is offering a minimum amount of \$25,000 (the “**Target Offering Amount**”) and up to a maximum amount of \$1,070,000 (the “**Maximum Offering Amount**”) of Crowd SAFE (Simple Agreement for Future Equity) (the “**Securities**”) on a best efforts basis as described in this Form C/A (this “**Offering**”). We must raise an amount equal to or greater than the Target Offering Amount by April 30, 2022 (the “**Offering Deadline**”). Unless we raise at least the Target Offering Amount by the Offering Deadline, no Securities will be sold in this Offering, all investment commitments will be cancelled and all committed funds will be returned. Potential purchasers of the Securities are referred to herein as “**Investors**” or “**you**”.

The price of the Securities was determined arbitrarily, does not necessarily bear any relationship to the Company’s asset value, net worth, revenues or other established criteria of value, and should not be considered indicative of the actual value of the Securities. The minimum amount that an Investor may invest in the Offering is \$100 and the maximum amount that an Investor may invest in the Offering is \$100,000, each of which is subject to adjustment in the Company’s sole discretion.

In addition to the Offering, the Company intends to concurrently undertake to raise up to an additional \$500,000 pursuant to Section 4(a)(2) by offering to sell up to \$500,000 in convertible notes to accredited investors outside of this Offering (the “**Concurrent Offering**”). No investors in this Offering, or potential investors who learned of the Company as a result of this Offering, will be permitted to invest in the Concurrent Offering. The terms of the convertible notes in the Concurrent Offering will be different than the terms of the Crowd SAFE in this Offering.

In order to purchase the Securities, you must make a commitment to purchase by completing the subscription process hosted by OpenDeal Portal LLC dba Republic (the “**Intermediary**”), including complying with the Intermediary’s know your customer (KYC) and anti-money laundering (AML) policies. **If an Investor makes an investment commitment under a name that is not their legal name, they may be unable to redeem their Security indefinitely, and neither the Intermediary nor the Company are required to correct any errors or omissions made by the Investor.**

Investor funds will be held in escrow with Prime Trust, LLC until the Target Offering Amount has been met or exceeded and one or more closings occur. Investors may cancel an investment commitment until up to 48 hours prior to the Offering Deadline, or such earlier time as the Company designates pursuant to Regulation CF, using the cancellation mechanism provided by the Intermediary. **Investors using a credit card to invest must represent and warrant to cancel any investment commitment(s) by submitting a request through the Intermediary at least 48 hours prior to the Offering Deadline, instead of attempting to claim fraud or claw back their committed funds.**

The Company will notify Investors when the Target Offering Amount has been reached through the Intermediary. If the Company reaches the Target Offering Amount prior to the Offering Deadline, it may close the Offering early *provided* (i) the expedited Offering Deadline must be twenty-one (21) days from the time the Offering was opened, (ii) the Intermediary must provide at least five (5) business days’ notice prior to the expedited Offering Deadline to the Investors and (iii) the Company continues to meet or exceed the Target Offering Amount on the date of the expedited Offering Deadline.

### Material Changes

If any material change occurs related to the Offering prior to the current Offering Deadline the Company will provide notice to Investors and receive reconfirmations from Investors who have already made commitments. If an Investor does not reconfirm their investment commitment after a material change is made to the terms of the Offering within five (5) business days of receiving notice, the Investor’s investment commitment will be cancelled and the committed funds will be returned without interest or deductions. If an Investor does not cancel an investment commitment before the Target Offering Amount is reached, the funds will be released to the Company upon the closing of the Offering and the Investor will receive the Securities in exchange for their investment.

### Intermediate Closings

In the event an amount equal to two (2) times the Target Offering Amount is committed and meets all required terms of the Offering prior to the Offering Deadline on such date or such later time the Company designates pursuant to Rule 304(b) of Regulation CF, the Company may conduct the first of multiple closings of the Offering early, *provided* (i) the early closing date must be twenty-one (21) days from the time the Offering opened and (ii) that all Investors will receive notice of such early closing date at least five (5) business days prior to such new offering deadline (absent a material change that would require an extension of the Offering and reconfirmation of all investment commitments). Investors who committed on the date such notice is provided or prior to the issuance of such notice will be able to cancel their investment commitment until 48 hours before such early closing date.

If the Company conducts an initial closing (the “**Initial Closing**”), the Company agrees to only withdraw half of the proceeds that are in escrow and will only conduct such Initial Closing if there are more than twenty-one (21) days remaining before the Offering Deadline as of the date of the Initial Closing. The Company may only conduct another close (a “**Subsequent Closing**”) before the Offering Deadline if the amount of investment commitments made as of the date of such Subsequent Closing exceeds two times the amount committed as of the date of the Initial Closing and there are more than twenty-one (21) days remaining before the Offering Deadline as of the date of such Subsequent Closing.

Any investment commitments received after an intermediate closing will be released to the Company upon a subsequent closing and the Investor will receive evidence of the Securities via electronic certificate/PDF in exchange for their investment commitment as soon as practicable thereafter.

The Company has agreed to return all funds to Investors in the event a Form C-W is ultimately filed in relation to this Offering, regardless of whether multiple closings are conducted.

Investment commitments are not binding on the Company until they are accepted by the Company, which reserves the right to reject, in whole or in part, in its sole and absolute discretion, any investment commitment. If the Company rejects all or a portion of any investment commitment, the applicable prospective Investor’s funds will be returned without interest or deduction.

**PRIME TRUST, THE ESCROW AGENT SERVICING THE OFFERING, HAS NOT INVESTIGATED THE DESIRABILITY OR ADVISABILITY OF AN INVESTMENT IN THIS OFFERING OR THE SECURITIES OFFERED HEREIN. THE ESCROW AGENT MAKES NO REPRESENTATIONS, WARRANTIES, ENDORSEMENTS, OR JUDGEMENT ON THE MERITS OF THE OFFERING OR THE SECURITIES OFFERED HEREIN. THE ESCROW AGENT’S CONNECTION TO THE OFFERING IS SOLELY FOR THE LIMITED PURPOSES OF ACTING AS A SERVICE PROVIDER.**

### **The Securities**

We request that you please review this Form C/A and the Crowd SAFE instrument attached as Exhibit C, in conjunction with the following summary information.

#### ***Transfer Agent and Registrar***

The Company will act as transfer agent and registrar for the Securities.

#### ***Not Currently Equity Interests***

The Securities are not currently equity interests in the Company and merely provide a right to receive equity at some point in the future upon the occurrence of certain events.

#### ***Dividends***

The Securities do not entitle Investors to any dividends.

#### ***Conversion***

Upon each future equity financing resulting in proceeds to the Company of not less than \$1,000,000 (each an “**Equity Financing**”), the Securities are convertible at the option of the Company, into CF Shadow Securities, which are non-

voting securities otherwise identical to those issued in such future Equity Financing except (1) they do not provide the right to vote on any matters except as required by law, (2) they require Investors to vote in accordance with the majority of the investors purchasing securities from the Company in such Equity Financing with respect to any such required vote and (3) they do not provide any inspection or information rights (other than those contemplated by Regulation CF or otherwise required by law). The Company has no obligation to convert the Securities in any Equity Financing.

#### Conversion Upon the First Equity Financing

If the Company elects to convert the Securities upon the first Equity Financing following the issuance of the Securities, the Investor will receive the number of CF Shadow Securities equal to the greater of the quotient obtained by dividing the amount the Investor paid for the Securities (the “**Purchase Amount**”) by (a) or (b) immediately below (the “**Conversion Price**”):

(a) the quotient of \$6,000,000 divided by the aggregate number of issued and outstanding shares of capital stock, assuming full conversion or exercise of all convertible and exercisable securities then outstanding, including shares of convertible preferred stock and all outstanding vested or unvested options or warrants to purchase capital stock, but excluding (i) shares of capital stock reserved for future issuance under any equity incentive or similar plan, (ii) convertible promissory notes, (iii) any Simple Agreements for Future Equity, including the Securities (collectively, “**Safes**”), and (iv) any equity securities that are issuable upon conversion of any outstanding convertible promissory notes or Safes;

OR

(b) the price per share of the securities sold in such Equity Financing multiplied by 80%.

Such Conversion Price shall be deemed the “**First Equity Financing Price**”.

#### Conversion After the First Equity Financing

If the Company elects to convert the Securities upon an Equity Financing other than the first Equity Financing following the issuance of the Securities, the Investor will receive the number of CF Shadow Securities equal to the quotient obtained by dividing (a) the Purchase Amount by (b) the First Equity Financing Price.

If the Investor fails to complete, execute and deliver any reasonable or necessary information and documentation requested by the Company or the Intermediary in order to effect the conversion of the Crowd SAFE, as contemplated above in connection with an Equity Financing, within thirty (30) calendar days of receipt of notice (whether actual or constructive) from the Company of the closing of the First Equity Financing, or Subsequent Equity Financing, as applicable, and of the Company’s decision to convert the Crowd Safe to capital stock, then the Investor shall only be eligible to receive a cash payment equal to the Purchase Amount (or a lesser amount as described below), and the Company shall keep a record of the cash payment that the Investor is entitled to claim; provided, that any unclaimed cash payment amount shall be subject to applicable state escheatment laws.

If there are not enough funds to pay the Investor and holders of other Crowd SAFEs that failed to act as required herein (collectively, the “**Cash-Default Investors**”) in full, then all of the Company’s available funds will be allocated with equal priority and pro rata among the Cash-Default Investors to claim in proportion to their Purchase Amounts.

#### Conversion Upon a Liquidity Event Prior to an Equity Financing

In the case of the Company’s undergoing an IPO (as defined below) of its capital stock or a Change of Control (as defined below) of the Company (either of these events, a “**Liquidity Event**”) prior to any Equity Financing, the Investor must select, at the option of the Investor and within thirty (30) days of receiving notice (whether actual or constructive), either (i) a cash payment equal to the Purchase Amount subject to the following paragraph (the “**Cash Out Option**”) or (ii) a number of shares of Common Stock of the Company equal to the Purchase Amount divided by the quotient of (a) \$6,000,000 divided by (b) the number, as of immediately prior to the Liquidity Event, of shares of the Company’s capital stock outstanding (on an as-converted basis), assuming the exercise or conversion of all outstanding vested and unvested options, warrants and other convertible securities, but excluding: (x) shares of capital stock reserved for future issuance under any equity incentive or similar plan; (y) any Safes; (z) convertible promissory

notes and (aa) any equity securities that are issuable upon conversion of any outstanding convertible promissory notes or Safes.

In connection with the Cash Out Option, the Purchase Amount (or a lesser amount as described below) will be due and payable by the Company to the Investor immediately prior to, or concurrent with, the consummation of the Liquidity Event. If there are not enough funds to pay the Investors and the holders of other Safes (collectively, the “Cash-Out Investors”) in full, then all of the Company’s available funds will be distributed with equal priority and pro rata among the Cash-Out Investors in proportion to their Purchase Amounts.

“**Change of Control**” as used above, means (i) a transaction or series of related transactions in which any person or group becomes the beneficial owner of more than fifty percent (50%) of the outstanding voting securities entitled to elect the Company’s board of directors, (ii) any reorganization, merger or consolidation of the Company, in which the outstanding voting security holders of the Company fail to retain at least a majority of such voting securities following such transaction or (iii) a sale, lease or other disposition of all or substantially all of the assets of the Company.

“**IPO**” as used above, means means: (A) the completion of an underwritten initial public offering of Capital Stock by the Company pursuant to: (I) a final prospectus for which a receipt is issued by a securities commission of the United States or of a province of Canada, or (II) a registration statement which has been filed with the United States Securities and Exchange Commission and is declared effective to enable the sale of Capital Stock by the Company to the public, which in each case results in such equity securities being listed and posted for trading or quoted on a recognized exchange; (B) the Company’s initial listing of its Capital Stock (other than shares of Capital Stock not eligible for resale under Rule 144 under the Securities Act) on a national securities exchange by means of an effective registration statement on Form S-1 filed by the Company with the SEC that registers shares of existing capital stock of the Company for resale, as approved by the Company’s board of directors, where such listing shall not be deemed to be an underwritten offering and shall not involve any underwriting services; or (C) the completion of a reverse merger or take-over whereby an entity (I) whose securities are listed and posted for trading or quoted on a recognized exchange, or (II) is a reporting issuer in the United States or the equivalent in any foreign jurisdiction, acquires all of the issued and outstanding Capital Stock of the Company.

#### Conversion Upon a Liquidity Event Following an Equity Financing

In the case of a Liquidity Event following any Equity Financing, the Investor must select, at the option of the Investor and within thirty (30) days of receiving notice (whether actual or constructive), either (i) the Cash Out Option or (ii) a number of shares of the most recently issued capital stock equal to the Purchase Amount divided by the First Equity Financing Price. Shares of capital stock granted in connection therewith shall have the same liquidation rights and preferences as the shares of capital stock issued in connection with the Company’s most recent Equity Financing.

If there are not enough funds to pay the Investors and the other Cash-Out Investors in full, then all of the Company’s available funds will be distributed with equal priority and pro rata among the Cash-Out Investors in proportion to their Purchase Amounts.

If the Investor fails to (i) complete, execute and deliver any reasonable or necessary information and documentation requested by the Company or the Intermediary in order to effect the conversion of the Crowd SAFE or (ii) notify Company of its selection to receive the cash payment or shares of the most recently issued capital stock, as contemplated above in connection with a Liquidity Event, within thirty (30) calendar days of receipt of notice (whether actual or constructive) from the Company of such Liquidity Event, then the Investor shall only be eligible to receive the cash payment option, and the Company shall keep a record of the cash payment that the Investor is entitled to claim; provided, that any unclaimed cash payment amount shall be subject to applicable state escheatment laws.

If the Company’s board of directors (or other applicable governing body if the Company is a limited liability company) determines in good faith that delivery of equity securities to the Investor pursuant to Liquidity Event paragraphs above would violate applicable law, rule or regulation, then the Company shall deliver to Investor in lieu thereof, a cash payment equal to the fair market value of such capital stock, as determined in good faith by the Company’s board of directors (or other applicable governing body if the Company is a limited liability company).

#### **Dissolution**

If there is a Dissolution Event (as defined below) before the Securities terminate, subject to the preferences applicable to any series of preferred stock then outstanding, the Company will distribute all proceeds legally available for distribution with equal priority among the (i) holders of the Securities (on an as converted basis based on a valuation of Common Stock as determined in good faith by the Company's board of directors at the time of the Dissolution Event), (ii) all other holders of instruments sharing in the distribution of proceeds of the Company at the same priority as holders of Common Stock upon a Dissolution Event and (iii) all holders of Common Stock.

A “**Dissolution Event**” means (i) a voluntary termination of operations by the Company, (ii) a general assignment for the benefit of the Company's creditors or (iii) any other liquidation, dissolution or winding up of the Company (excluding a Liquidity Event), whether voluntary or involuntary.

### ***Termination***

The Securities terminate upon (without relieving the Company of any obligations arising from a prior breach of or non-compliance with the Securities) upon the earlier to occur of: (i) the issuance of shares in the CF Shadow Securities to the Investor pursuant to the conversion provisions of the Crowd SAFE agreement or (ii) the payment, or setting aside for payment, of amounts due to the Investor pursuant to a Liquidity Event or a Dissolution Event.

### ***Voting and Control***

Neither the Securities nor the securities issuable upon the conversion of the Securities have voting rights.

The Company does not have any voting agreements in place.

The Company does not have any shareholder or equity holder agreements in place.

### ***Anti-Dilution Rights***

The Securities do not have anti-dilution rights, which means that future equity issuances and other events will dilute the ownership percentage that the Investor may eventually have in the Company.

### ***Restrictions on Transfer***

Any Securities sold pursuant to Regulation CF being offered may not be transferred by any Investor of such Securities during the one-year holding period beginning when the Securities were issued, unless such Securities are transferred: (1) to the Company; (2) to an accredited investor, as defined by Rule 501(d) of Regulation D promulgated under the Securities Act; (3) as part of an IPO; or (4) to a member of the family of the Investor or the equivalent, to a trust controlled by the Investor, to a trust created for the benefit of a member of the family of the Investor or the equivalent, or in connection with the death or divorce of the Investor or other similar circumstances. “Member of the family” as used herein means a child, stepchild, grandchild, parent, stepparent, grandparent, spouse or spousal equivalent, sibling, mother/father/daughter/son/sister/brother-in-law, and includes adoptive relationships. Each Investor should be aware that although the Securities may legally be able to be transferred, there is no guarantee that another party will be willing to purchase them.

In addition to the foregoing restrictions, prior to making any transfer of the Securities or any capital stock into which they are convertible, such transferring Investor must either make such transfer pursuant to an effective registration statement filed with the SEC or provide the Company with an opinion of counsel reasonably satisfactory to the Company stating that a registration statement is not necessary to effect such transfer.

In addition, the Investor may not transfer the Securities or any capital stock into which they are convertible to any of the Company's competitors, as determined by the Company in good faith.

Furthermore, upon the event of an IPO, the capital stock into which the Securities are converted will be subject to a lock-up period and may not be lent, offered, pledged, or sold for up to 180 days following such IPO.

### ***Other Material Terms***

- The Company does not have the right to repurchase the Securities.

- The Securities do not have a stated return or liquidation preference.
- The Company cannot determine if it currently has enough capital stock authorized to issue upon the conversion of the Securities, because the amount of capital stock to be issued is based on the occurrence of future events.

## COMMISSION AND FEES

At the conclusion of the Offering, the issuer shall pay a fee of six percent (6%) of the amount raised in the Offering to the Intermediary.

### Stock, Warrants and Other Compensation

The Intermediary will also receive compensation in the form of securities equal to two percent (2%) of the total number of the Securities sold in the offering.

## TAX MATTERS

**EACH PROSPECTIVE INVESTOR SHOULD CONSULT WITH THEIR OWN TAX AND ERISA ADVISOR AS TO THE PARTICULAR CONSEQUENCES TO THE INVESTOR OF THE PURCHASE, OWNERSHIP AND SALE OF THE INVESTOR'S SECURITIES, AS WELL AS POSSIBLE CHANGES IN THE TAX LAWS.**

**TO ENSURE COMPLIANCE WITH THE REQUIREMENTS IMPOSED BY THE INTERNAL REVENUE SERVICE, WE INFORM YOU THAT ANY TAX STATEMENT IN THIS FORM C/A CONCERNING UNITED STATES FEDERAL TAXES IS NOT INTENDED OR WRITTEN TO BE USED, AND CANNOT BE USED, BY ANY TAXPAYER FOR THE PURPOSE OF AVOIDING ANY TAX-RELATED PENALTIES UNDER THE UNITED STATES INTERNAL REVENUE CODE. ANY TAX STATEMENT HEREIN CONCERNING UNITED STATES FEDERAL TAXES WAS WRITTEN IN CONNECTION WITH THE MARKETING OR PROMOTION OF THE TRANSACTIONS OR MATTERS TO WHICH THE STATEMENT RELATES. EACH TAXPAYER SHOULD SEEK ADVICE BASED ON THE TAXPAYER'S PARTICULAR CIRCUMSTANCES FROM AN INDEPENDENT TAX ADVISOR.**

**Potential Investors who are not United States residents are urged to consult their tax advisors regarding the United States federal income tax implications of any investment in the Company, as well as the taxation of such investment by their country of residence. Furthermore, it should be anticipated that distributions from the Company to such foreign investors may be subject to United States withholding tax.**

**EACH POTENTIAL INVESTOR SHOULD CONSULT THEIR OWN TAX ADVISOR CONCERNING THE POSSIBLE IMPACT OF STATE TAXES.**

## LEGAL MATTERS

Any prospective Investor should consult with its own counsel and advisors in evaluating an investment in the Offering.

### DISCLAIMER OF TELEVISION, RADIO, PODCAST AND STREAMING PRESENTATION

The Company's officers may participate in the filming or recording of a various media and in the course of the filming, may present certain business information to the investor panel appearing on the show (the "**Presentation**"). The Company will not pass upon the merits of, certify, approve, or otherwise authorize the statements made in the Presentation. The Presentation commentary being made should not be viewed as superior or a substitute for the disclosures made in this Form-C. Accordingly, the statements made in the Presentation, unless reiterated in the Offering materials provided herein, should not be applied to the Company's business and operations as of the date of this Offering. Moreover, the Presentation may involve several statements constituting puffery, that is, exaggerations not to be taken literally or otherwise as indication of factual data or historical or future performance.

## ADDITIONAL INFORMATION

The summaries of, and references to, various documents in this Form C/A do not purport to be complete and in each instance reference should be made to the copy of such document which is either an appendix to this Form C/A or which will be made available to Investors and their professional advisors upon request.

Prior to making an investment decision regarding the Securities described herein, prospective Investors should carefully review and consider this entire Form C/A. The Company is prepared to furnish, upon request, a copy of the forms of any documents referenced in this Form C/A. The Company's representatives will be available to discuss with prospective Investors and their representatives and advisors, if any, any matter set forth in this Form C/A or any other matter relating to the Securities described in this Form C/A, so that prospective Investors and their representatives and advisors, if any, may have available to them all information, financial and otherwise, necessary to formulate a well-informed investment decision. Additional information and materials concerning the Company will be made available to prospective Investors and their representatives and advisors, if any, at a mutually convenient location upon reasonable request.

## SIGNATURE

Pursuant to the requirements of Sections 4(a)(6) and 4A of the Securities Act of 1933 and Regulation Crowdfunding (§ 227.100 et seq.), the issuer certifies that it has reasonable grounds to believe that it meets all of the requirements for filing on Form C/A and has duly caused this Form to be signed on its behalf by the duly authorized undersigned.

/s/ Juan Giraldo

(Signature)

Juan Giraldo

(Name)

CEO & Director

(Title)

Pursuant to the requirements of Sections 4(a)(6) and 4A of the Securities Act of 1933 and Regulation Crowdfunding (§ 227.100 et seq.), this Form C/A has been signed by the following persons in the capacities and on the dates indicated.

/s/ Juan Giraldo

(Signature)

Juan Giraldo

(Name)

CEO & Director

(Title)

April 1, 2022

(Date)

### ***Instructions.***

1. The form shall be signed by the issuer, its principal executive officer or officers, its principal financial officer, its controller or principal accounting officer and at least a majority of the board of directors or persons performing similar functions.
2. The name of each person signing the form shall be typed or printed beneath the signature. Intentional misstatements or omissions of facts constitute federal criminal violations. See 18 U.S.C. 1001.

**EXHIBIT A**

*Financial Statements*



**Waku, Inc.**

Unaudited consolidated financial statements  
for the years ended December 31, 2020, and 2019.

With independent accountant review report

**Waku, Inc.**  
**Table of contents**  
**December 31, 2020 and 2019**

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**Waku, Inc.**  
**Independent accountant's review report**  
**December 31, 2020 and 2019**

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**INDEPENDENT ACCOUNTANT'S REVIEW REPORT**

To the Board of Directors of  
Waku, Inc.  
Somerville, Massachusetts

We have reviewed the accompanying consolidated financial statements of Waku, Inc. (the "Company,"), which comprise the consolidated balance sheet as of December 31, 2020 and December 31, 2019, and the related consolidated statement of operations, statement of shareholders' equity (deficit), and cash flows for the year ending December 31, 2020 and December 31, 2019, and the related notes to the consolidated financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the consolidated financial statements as a whole. Accordingly, we do not express such an opinion.

**Management's Responsibility for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

**Accountant's Responsibility**

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

**Accountant's Conclusion**

Based on our review, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

**Going Concern**

As discussed in Note 13, certain conditions indicate that the Company may be unable to continue as a going concern. The accompanying consolidated financial statements do not include any adjustments that might be necessary should the Company be unable to continue as a going concern.

*Set Apart FS*

July 23, 2021  
Los Angeles, California

Waku, Inc.  
Consolidated balance sheets  
December 31, 2020 and 2019

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	2020	2019
	(In US\$)	
<b>Assets</b>		
Current assets		
Cash and cash equivalents	8,405	40,557
Accounts receivable	3,860	5,459
Inventories	167,402	95,731
Prepayments and others	61,665	58,093
Total current assets	<u>241,332</u>	<u>199,840</u>
Total assets	<u><u>241,332</u></u>	<u><u>199,840</u></u>
<b>Liabilities and stockholders' equity</b>		
<b>Liabilities</b>		
Current liabilities		
Accounts payable	41,932	39,739
Loans	1,100	13,478
Forward financing	16,903	1,200
Credit Cards	-	2,446
Other current liabilities	2,547	1,992
Total current liabilities	<u>62,482</u>	<u>58,856</u>
Non-current liabilities		
Convertible notes	904,170	500,00
Accrued interest on Convertible Notes	70,944	22,719
Total non-current liabilities	<u>975,114</u>	<u>522,719</u>
Total liabilities	<u><u>1,037,596</u></u>	<u><u>581,575</u></u>
<b>Stockholders' equity</b>		
Common stock	1,050	1,050
Additional paid in capital	154,635	99,635
Non-controlling interests	2	2
Accumulated deficit	(951,951)	(482,421)
Total stockholders' equity	<u>(796,264)</u>	<u>(381,734)</u>
Total liabilities and stockholders' equity	<u><u>241,332</u></u>	<u><u>199,841</u></u>

Waku, Inc.  
Consolidated income statements  
December 31, 2020 and 2019

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	2020	2019
	(In US\$)	
Sales	143,751	113,419
Cost of goods sold	(120,971)	(87,718)
Gross profit	22,780	25,701
<b>Operating expenses</b>		
Sales and marketing	180,693	83,867
Payroll expenses	122,248	145,245
General and administrative expenses	146,959	125,393
Total operating expenses	449,900	354,505
Net operating loss	(427,120)	(328,804)
<b>Other income (expenses)</b>		
Bank interests and fees	(71,850)	(27,974)
Other income	24,440	-
Grant income	5,000	498
Total other expenses	(42,410)	(27,476)
Net loss	(469,530)	(356,280)

Waku, Inc.

Consolidated statements of changes in stockholders' equity  
December 31, 2020 and 2019

	Common stock Shares	Amount	Additional paid in capital	Non- controlling interests	Accumulated deficit	Total stockholders' capital
<b>Beginning balance, January 1, 2019</b>	10,500,000	1,050	99,635	2	(126,141)	(25,456)
Net loss	-	-	-	-	(356,280)	(356,280)
<b>Ending balance, December 31, 2019</b>	10,500,000	1,050	99,635	2	(482,421)	(381,736)
Capital contribution	-	-	55,000	-	-	55,000
Net loss	-	-	-	-	(469,530)	(469,530)
<b>Ending balance, December 31, 2020</b>	10,500,000	1,050	154,635	2	(951,951)	(796,266)

Waku, Inc.  
Consolidated statements of cash flows  
December 31, 2020 and 2019

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	2020	2019
	(In US\$)	
<b>Cash flows from operating activities</b>		
Net loss	(469,530)	(356,280)
Adjustments to reconcile net loss to net cash provided by operations:		
(Increase) decrease in assets		
Accounts receivable	1,599	5,315
Inventory	(71,670)	(64,042)
Prepayment and other	(3,573)	(61,216)
Increase (decrease) in liabilities		
Accounts payable	2,193	42,808
Forward financing and credit cards	13,257	6,189
Other current liabilities	555	706
Cash flows used in operating activities	<u>(527,169)</u>	<u>(426,520)</u>
<b>Cash flows from financing activities</b>		
Convertible notes	452,395	337,719
Capital contribution	55,000	-
Borrowing on Loans		11,000
Repayment of Loans	<u>(12,378)</u>	
Cash flows provided by investing activities	<u>495,017</u>	<u>348,719</u>
Net decrease in cash	<u>(32,152)</u>	<u>(77,801)</u>
Cash at beginning of year	<u>40,557</u>	<u>118,358</u>
Cash at end of year	<u><u>8,405</u></u>	<u><u>40,557</u></u>

## **1. Nature of operations**

Waku, Inc. (formerly Wanku, Inc, which may be referred to as the “company”) was incorporated on September 21, 2017 in the state of Delaware. On June 28, 2018, the Company amended its articles of incorporation with the state of Delaware to change its name to Waku, Inc. The financial statements of Waku, Inc. (which may be referred to as the “Company”, “we”, “us”, or “our”) are prepared in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”). The Company’s headquarters are located in Wellesley, Massachusetts.

The Company’s main activity is manufacturing of healthy beverages based on herbs and flowers planted in the Andes Mountains of Ecuador. The subsidiary, Wanku, S.A. is located in Ecuador, this subsidiary manufacturers the beverage – through a third party – and sells it exclusively for its parent company.

## **2. Summary of significant accounting policies**

### *Basis of presentation*

The accounting and reporting policies of the Company conform to accounting principles generally accepted in the United States of America (“US GAAP”). The Company has adopted the calendar year as its basis of reporting.

### *Consolidation*

As of December 31, 2020, and 2019, the company’s consolidated financial statements are prepared in conformity with US GAAP. It includes the accounts of the company and its subsidiary in Ecuador, Wanku, S.A. (99,75% owned). Intercompany transactions and balances are eliminated in consolidation. The accounting policies of the company and its subsidiary are consistent.

### *Use of estimates*

The preparation of the consolidated financial statement in conformity with US GAAP, requires the use of management’s estimates. These estimates are subjective in nature and involve judgments that affect the reported in the consolidated financial statements and footnotes thereto. Actual results could materially differ from these estimates. It is reasonable possible that changes in estimates will occur in the near term.

*Risks and uncertainties*

The company has a limited operating history. The company's business and operations are sensitive to general business and economic conditions in the United States and Ecuador. A host of factors beyond the company's control could cause fluctuations in these conditions. Adverse conditions may include recession, downturn or otherwise, local competition or changes in consumer taste. These adverse conditions could affect the company's financial condition and the results of its operations.

The coronavirus disease ("COVID-19") pandemic has negatively impacted the macroeconomic environment in the United States and globally, as well as this business, financial condition, and results of operations. Due to the evolving and uncertain nature of COVID-19, it is reasonably possible that it could materially impact the consolidated financial statements estimates, particularly those that require consideration of forecasted financial information.

The magnitude of the impact will depend on numerous evolving factors that we may not be able to accurately predict or control, including the duration and extent of the pandemic, the impact of federal, state, local and foreign governmental actions, consumer behavior in response to the pandemic and such governmental actions, and the economic and operating conditions that we may face in the aftermath of COVID-19.

*Concentrations of credit risk*

From time-to-time cash balances, held at a major financial institution may exceed federally insured limits of \$250,000. Management believes that the financial institution is financially sound, and the risk of loss is low.

*Cash and cash equivalents*

The company considers all highly liquid financial instruments purchased with maturities of three months or less to be cash equivalents. As of December 31, 2020, and 2019, the company held no cash equivalents. As of December 31, 2020, and 2019, the company had \$8,405 and \$40,557 of cash on hand, respectively.

*Accounts receivable*

The company's trade receivables are recorded when billed and represent claims against third parties that will be settled in cash. The carrying value of the company's receivables, net of the allowance for doubtful accounts, represents their estimated net realizable value.

The company evaluates the collectability of accounts receivable on a customer-by-customer basis. The company records a reserve for bad debts against amounts due to reduce the net recognized receivable to an amount the company believes will be reasonably collected. The reserve is a discretionary amount determined from the analysis of the aging of the account's receivables, historical experience, and knowledge of specific customers. Bad debts expenses totaled \$6,805 and \$480 for the years ended December 31, 2020 and 2019, respectively.

*Inventory*

Inventories are stated at the lower of cost and net realizable value. Cost comprises direct materials and, where applicable, direct labor costs and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost is calculated using the weighted average method. Net realizable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

*Fair value measurements*

Generally accepted accounting principles define fair value as the price that would be received to sell an asset or be paid to transfer a liability in an orderly transaction between market participants at the measurement date (exit price) and such principles also establish a fair value hierarchy that prioritizes the inputs used to measure fair value using the following definitions (from highest to lowest priority):

- Level 1: Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities.
- Level 2: Observable inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly, including quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data by correlation or other means.
- Level 3: Prices or valuation techniques requiring inputs that are both significant to the fair value measurement and unobservable.

*Non-controlling interests*

In December 2007, the FASB issued new requirements within ASC 810-10, which established accounting and reporting standards for a non-controlling interest in a subsidiary and for the deconsolidation of a subsidiary and clarifies that a non-controlling interest in a subsidiary is an ownership interest in the consolidated entity that should be reported as equity, separate from the parent's equity, in the consolidated financial statements. In addition, consolidated net income should be adjusted to include the net income attributed to the non-controlling interests. The company adopted the applicable guidance of ASC 810-10 on January 1, 2009, which required retrospective adoption of the presentation and disclosure requirements for existing non-controlling interests. All other requirements of ASC 810-10 are applied prospectively. The adoption of the applicable provisions of ASC 810-10 did not impact company's stockholders' equity on the consolidated statements of financial condition.

*Revenue recognition*

Effective January 1, 2019, the company adopted Accounting Standards Codification 606, Revenue from Contracts with Customers ("ASC 606"). Revenue is recognized when performance obligations under the terms of the contracts with our customers are satisfied. Prior to the adoption of ASC 606, the company recognized revenue when persuasive evidence of an arrangement existed, delivery of products had occurred, the sales price was

**Waku, Inc.**  
**Notes to the consolidated financial statements**  
**December 31, 2020 and 2019**

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fixed or determinable and collectability was reasonably assured. The company generates revenues by selling healthy beverages.

*Advertising expenses*

The company expenses advertising costs as they are incurred.

*Organizational costs*

In accordance with FASB ASC 720, organizational costs, including accounting fees, legal fee, and costs of incorporation, are expensed as incurred.

*Income taxes*

The company is subject to tax filing requirements as a corporation in the federal jurisdiction of the United States. The company sustained net operating losses since inception. Net operating losses will be carried forward to reduce taxable income in future years. Due to management's uncertainty as to the timing and valuation of any benefits associated with the net operating loss carryforwards, the company has elected to recognize an allowance to account for them in the consolidated financial statements but has fully reserved it. Under current law, net operating losses may be carried forward indefinitely.

The company is subject to franchise and income tax filing requirements in the States of Delaware and Massachusetts.

*Recent accounting pronouncements*

From time to time, new accounting pronouncements are issued by the Financial Accounting Standards Board, or FASB, or other standard setting bodies and adopted by the company as of the specified effective date. Unless otherwise discussed, the company believes that the impact of recently issued standards that are not yet effective will not have a material impact on its financial position or results of operations upon adoption.

**3. Accounts receivable**

Accounts receivable consisted of the following at December 31, 2020 and 2019:

	<b>2020</b>	<b>2019</b>
	<b>(In US\$)</b>	
Clients	3,860	5,459
	<u>3,860</u>	<u>5,459</u>

#### 4. Inventories

Inventories consisted of the following at December 31, 2020 and 2019:

	2020	2019
	(In US\$)	
Finished goods	149,277	72,155
Raw material	15,175	22,048
Others	2,950	1,528
	<u>167,402</u>	<u>95,731</u>

#### 5. Prepayment and other current assets

Prepayment and other current assets consisted of the following at December 31, 2020 and 2019:

	2020	2019
	(In US\$)	
VAT and other taxes	44,883	28,588
Employee retention credit	14,281	-
Advance to suppliers	265	25,069
Shareholders	-	4,074
Other	2,236	362
	<u>61,665</u>	<u>58,093</u>

As of December 31 2020, and 2019, VAT and other taxes are represented in tax credits from Ecuador subsidiary, Wanku, S.A.

An employee retention credit was received from the IRS in the United States, due to Waku, Inc kept workers on payroll despite COVID-19 impact.

During 2019, officers of the company owed \$4,074 for personal expenses. This receivable was repaid during 2020.

## 6. Accounts payables

Accounts payables consisted of the following at December 31, 2020 and 2019:

	2020	2019
	(In US\$)	
Suppliers	41,932	39,739
	<u>41,932</u>	<u>39,739</u>

As of December 31, 2020, and 2019, accounts payable to suppliers primarily include obligations for raw material inventory purchases.

## 7. Debt

### Loans

In October 2017, the subsidiary Wanku, S.A. is located in Ecuador received \$20,000 as financial support from a foundation in Ecuador. These funds must be reimbursed once the subsidiary reaches a point of financial equilibrium according to studies carried out by the foundation. The term of the contract was 30 months renewable by mutual agreement. As of December 31, 2020, and 2019, outstanding balance of this kind of financing was in the amount of \$1,000 and \$11,000, respectively, , and entire amount is classified as the current portion.

### Forward Financing

On December 2, 2020, the company entered into the Revenue Share Agreement with Clear Finance Technology Corp. in the amount of \$8,000 (advance amount). The percentage discount is set to 6%. The lender provides the company with the advance amount in exchange for sale of receivables to the lender. As of December 31, 2020, the outstanding balance of this kind of financing is in the amount of \$8,140, and entire amount is classified as the current portion.

During 2020 and 2019, the company entered into the Shopify Capital Agreement with Shopify Capital Inc. in the amount of \$8,000 (advance amount). The remittance rate is 17%. The lender provides the company with the advance amount in exchange for sale of receivables to the lender. As of December 31, 2020, the outstanding balance of this kind of financing is in the amount of \$8,763 and \$1,200, and entire amount is classified as the current portion.

**Waku, Inc.**  
**Notes to the consolidated financial statements**  
**December 31, 2020 and 2019**

Convertible Note(s)

The following is the summary of the convertible notes:

Debt Instrument Name	Principal Amount	Interest Rate	Maturity Date	For the Year Ended December 2020					For the Year Ended December 2019				
				Interest Expense	Accrued Interest	Current Portion	Non-Current Portion	Total Indebtedness	Interest Expense	Accrued Interest	Current Portion	Non-Current Portion	Total Indebtedness
2018 Convertible Notes	\$ 185,000	6.00%	5/31/2022	11,100	152,317	-	185,000	185,000	11,100	11,100	-	\$ 185,000	185,000
2019 Convertible Notes	\$ 315,000	6.00%	5/31/2022	18,900	119,474	-	315,000	315,000	9,300	9,300	-	\$ 315,000	315,000
2020 Convertible Notes	\$ 404,170	6.00%	5/31/2022	18,225	18,225	-	404,170	404,170	-	-	-	\$ -	\$ -
<b>Total</b>	<b>\$ 904,170</b>			<b>\$ 48,225</b>	<b>\$ 290,016</b>	<b>\$ -</b>	<b>\$ 904,170</b>	<b>\$ 904,170</b>	<b>\$ 20,400</b>	<b>\$ 20,400</b>	<b>\$ -</b>	<b>\$ 500,000</b>	<b>\$ 500,000</b>

The convertible notes are convertible into common shares at a conversion price. The conversion price is only triggered if there is no liquidation event that sets the actual price per share. The conversion price is calculated by dividing valuation equal to two times of the company's gross revenue for the previous 12 months by the fully diluted capitalization of the company immediately prior to the conversion of the Notes. Since the conversion feature is convertible into variable number of shares and does not have fixed-for-fixed features, the conversion feature was not bifurcated and recorded separately.

**8. Other current liabilities**

Other current liabilities consisted of the following at December 31, 2020 and 2019 :

	<b>2020</b>	<b>2019</b>
	<b>(In US\$)</b>	
Payroll expenses	950	925
General expenses	863	300
VAT and other taxes	14	767
Tax Credit Advances	720	
	<b>2,547</b>	<b>1,992</b>

## **9. Equity**

### *Common stocks*

Under the articles of incorporation, the total number of common shares of stock that the corporation shall have authority to issue is 10,500,000 shares, at \$0.0001 par value per share. As of December 31, 2020, and 2019, total shares have been issued and are outstanding.

### *Non-controlling interests*

As of December 31 2020, and 2019 No-Controlling Interests comprise \$2, as shares owned by third parties in Ecuador subsidiary, Wanku, S.A.

## **10. Subsequent events**

The Company has evaluated subsequent events for the period from December 31, 2020 through July 23, 2021 the date the financial statements were available to be issued.

### *Loan*

In January 2021, the company received a line of credit of \$75,000 from Boston Impact Initiative Fund. Loan term is 364 days, renewable at the investors discretion each year for up to 5 years and interest rate is 5.0%.

### *Employee retention credit*

In May 2021, the company received an employee retention credit of \$14,281 from the IRS due to it kept workers on payroll despite COVID-19 impact. The employee retention credit is a refundable tax credit against certain employment taxes equal to 50% of the qualified wages an eligible employer pays to employees after March 12, 2020, and before January 1, 2021. Eligible employers can get immediate access to the credit by reducing employment tax deposits they are otherwise required to make. As of December 31, 2020, the employee retention credit is registered as other receivable in current assets.

### *Crowdfunding offering*

The company is offering (the "crowdfunded offering") up to \$1,070,000 in Simple Agreements for Future Equity (SAFEs). The company is attempting to raise a minimum amount of \$25,000 in this offering and up to \$1,070,00 maximum. The company must receive commitments from investors totaling the minimum amount by the offering deadline listed in the Form C, as amended in order to receive any found.

The crowdfunded offering is being made through OpenDeal Inc. (the "intermediary" aka "Republic" or "Republic.co"). The intermediary will be entitled to receive a 6% commission fee and 2% of the securities issued in the offering.

**Waku, Inc.**  
**Notes to the consolidated financial statements**  
**December 31, 2020 and 2019**

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*PPP loan*

In 2020, the company received loan proceeds of \$24.440 under the Paycheck Protection Program ("PPP"). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act, provides for loans to qualifying businesses for amounts up to 2.5 times the average monthly payroll expenses of the qualifying business. The PPP loan and accrued interest are forgivable after twenty-four weeks, as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during twenty-four-week period.

The PPP loan is evidenced by a promissory note, between the company, as borrower, and The Small Business Association ("SBA"), as lender. The interest rate on the note is 1% per annum, with interest accruing on the unpaid principal balance computed on the basis of the actual number of days elapsed in a year of 360 days. No payments of principal or interest are due during the six-month period beginning on the date of the Note.

The company used the proceeds for purposes consistent with the PPP loan. In order to obtain full or partial forgiveness of the PPP loan, the company must request forgiveness and must provide satisfactory documentation in accordance with applicable SBA's guidelines. Interest payable on the note may be forgiven only if the SBA agrees to pay such interest on the forgiven principal amount of the note. The company will be obligated to repay any portion of the principal amount of the note that is not forgiven, together with interest accrued and accruing thereon at the rate set forth above, until such unforgiven portion is paid in full.

During 2021 the company complied with all the aforementioned requirements, at date PPP loan is totally forgiven. As of December 31, 2020, the company classified \$24,440 as other income.

There have been no other events or transactions during this time which would have a material effect on these consolidated financial statements.

**11.Related Party**

There are no related party transactions

**12.Commitments and Contingencies**

Contingencies

The Company's operations are subject to a variety of local and state regulation. Failure to comply with one or more of those regulations could result in fines, restrictions on its operations, or losses of permits that could result in the Company ceasing operations.

### Litigation and Claims

From time to time, the Company may be involved in litigation relating to claims arising out of operations in the normal course of business. As of December 31, 2020, there were no pending or threatened lawsuits that could reasonably be expected to have a material effect on the results of the Company's operations.

### **13. GOING CONCERN**

The accompanying consolidated financial statements have been prepared on a going concern basis, which contemplates the realization of assets and the satisfaction of liabilities in the normal course of business. The Company has an accumulated deficit of \$951,951, an operating cash flow loss of \$527,169 and liquid assets in cash of \$8,405, which less than a year worth of cash reserves as of December 31, 2020. The Company's situation raises a substantial doubt on whether the entity can continue as a going concern in the next twelve months.

The Company's ability to continue as a going concern in the next twelve months following the date the consolidated financial statements were available to be issued is dependent upon its ability to produce revenues and/or obtain financing sufficient to meet current and future obligations and deploy such to produce profitable operating results.

Management has evaluated these conditions and plans to generate revenues and raise capital as needed to satisfy its capital needs. During the next twelve months, the Company intends to fund its operations through debt and/or equity financing.

There are no assurances that management will be able to raise capital on terms acceptable to the Company. If it is unable to obtain sufficient amounts of additional capital, it may be required to reduce the scope of its planned development, which could harm its business, financial condition, and operating results. The accompanying consolidated financial statements do not include any adjustments that might result from these uncertainties.

**EXHIBIT B**

*Offering Page found on Intermediary's Portal.*

**Company Name** Waku

**Logo**



**Headline** Deliciously replenishing herbal tea maximized for gut-health.

**Hero Image**



**Tags** Social Impact, Minority Founders, B2C, Drink, CPG, Wellness, Healthy food, Coming soon

**Pitch text**

### Summary

- \$650K+ in projected revenue by the EOY 2021
- 360%+ growth vs. 2020 (as of June 2021)
- Acquired over 3,500 new customers in the last 12 months (as of June 2021)
- 31% repeat purchase rate making up 40%+ of our revenue (as of June 2021)
- 550+ positive reviews (Amazon + Livewaku.com)
- Investors include Branch Venture Group and Boston Impact Initiative
- Direct sourcing model buying at fair prices from smallholder farmers in EC

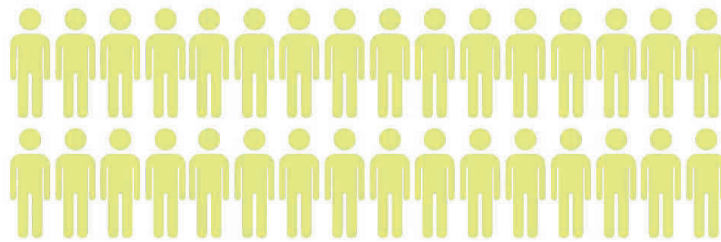
## Problem

# 70M Americans suffer from digestive issues every day

The gut is one of the most important organs of the body. 70% of the immune system lives there; it is the gatekeeper to our inflammation response. Yet about 70M Americans suffer from digestive issues every day—most commonly bloating, indigestion, constipation, etc. As a result, millions of Americans battle side effects like inflammation, brain fog, low energy, and mood dis-regulation on a daily basis.

# 70 MILLION

of Americans suffer from digestive issues everyday



AS A RESULT

Americans battle side effects like



## Solution

**Waku: a delicious, all natural revival of body and spirit that starts in your gut, leaving you feeling calm, replenished, and ready for whatever comes next**

A moment to replenish. A moment to reconnect. A moment to gear up for whatever comes next. Waku celebrates those moments in life that lift us up and help us stay grounded. Steeped in goodness and brewed to perfection, **our herbal teas draw on centuries of Ecuadorian knowledge and biodiversity to create a deliciously refreshing brew that does wonders for your digestion, helping you feel calm, revived, and rebalanced.** It's a feeling unlike any other, like a sunrise on the inside. And once you experience Waku, it will become a gentle ritual you look forward to every day. **Here's to inner brilliance and flavors that shine.**

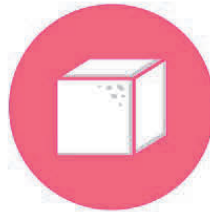
Waku. Find your sunrise.

# HERBAL TEA

THAT SUPPORTS A HEALTHY GUT



REAL  
INGREDIENTS



LOW OR  
NO SUGAR



SUPPORTS A  
HEALTHY GUT



ETHICALLY SOURCED  
FROM ECUADOR

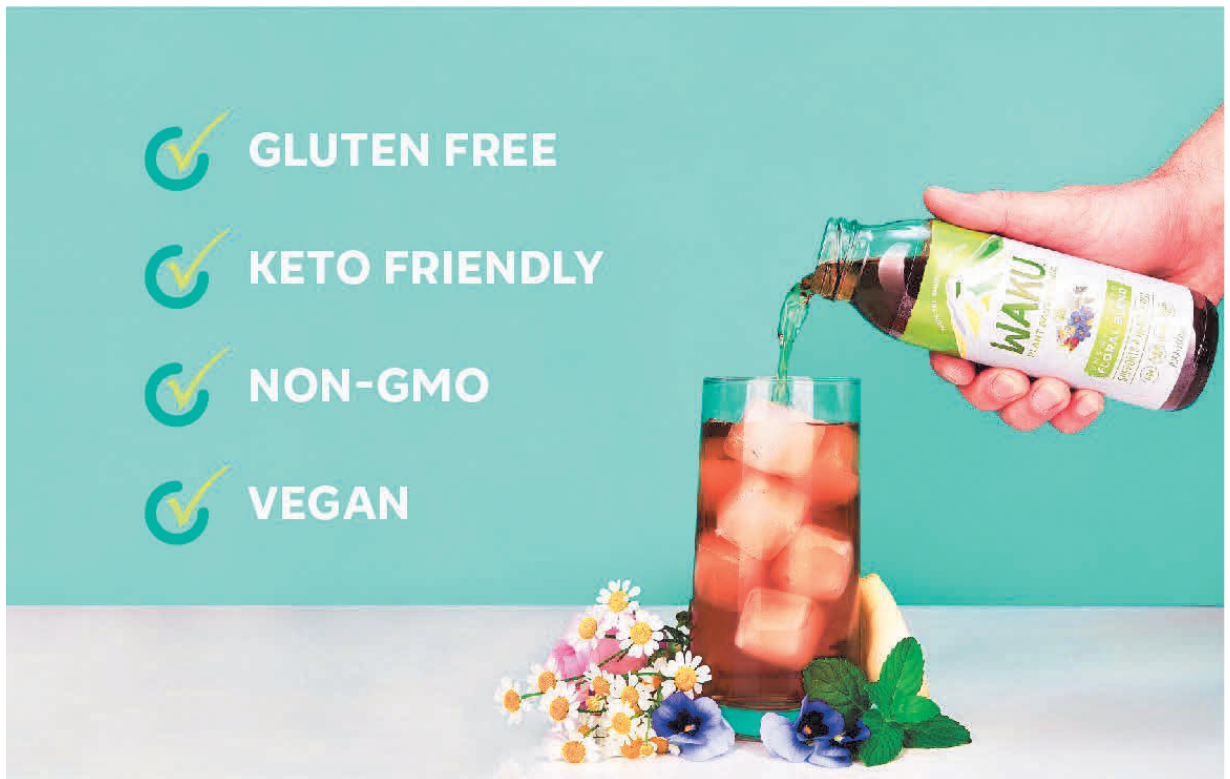
## Product

**A deliciously replenishing herbal tea that supports a healthy gut**



We put a modern twist on an ancient tea by using a **centuries-old Ecuadorian recipe, the finest natural ingredients, low sugar, and anti-inflammatory botanicals** to maximize the gut-healthy benefits.

Waku creates modern rituals for daily replenishment by drawing on the time-tested knowledge and homegrown flavors of Ecuador. We stand for **flavors that shine, the purest ingredients, maximized for gut-health, and responsibly made in Ecuador**—where we source all of our ingredients ethically and manufacture all of our products.



### **Product Development**

After talking with thousands of consumers and getting their feedback, we are currently working on a brand refresh and reformulation:

- Adding prebiotic fiber to maximize the formula for gut-health
- Reducing the amount of sugar per bottle
- Increasing the sweetness with natural sweeteners like monk fruit
- Increasing the size of the bottle to 14oz

The new brand look and formulations are going to be released by November 2021. Stay tuned!

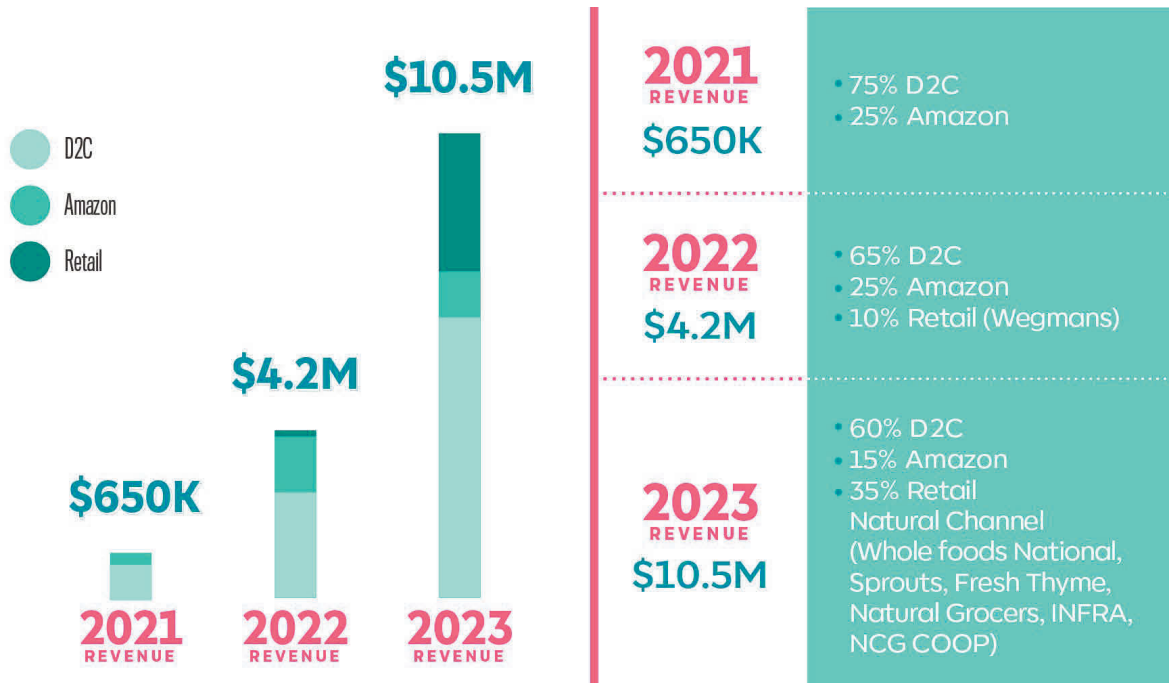
### **Traction**

## **9X growth in revenue traction since our first year**

Waku's **revenue traction has grown more than 9X** since our first year, increasing **from \$70K in 2018 to \$650K in 2021** (projected). We now have thousands of customers all throughout the US, including Hawaii and Puerto Rico!

As of March 2021, we have a \$450K+ run rate and 360%+ YoY growth compared to March 2020. Waku acquired 3.5K+ new customers in the past 12 months—with **40%+ of revenue coming from repeat customers**.

In 2022, we will expand our distribution channels by getting into retail with focus on the natural channel (Whole Foods, Sprouts), and becoming an **omni-channel brand**.



Waku belongs to the Branch Venture Group as well as Boston Impact Initiative portfolio. We've been featured in *The Boston Globe*, **Bevnet**, **SPINS** and a variety of influencer blogs.



**Rated 4.5 out of 5 stars from**

### 550+ reviews

Many so-called "health drinks" are bland or off-putting, while tasty ones come loaded with added sugar, fake flavors, and empty calories. Waku delivers on amazing taste and function (gut-health) using only real ingredients and no/low calories.

Females in the 45-64 age range are our largest consumer base. They are drawn to Waku for the gut-health benefits and minimal sugar content. The second largest group are women between the ages of 35-44; they're drawn to Waku primarily by the taste and the low calories with gut health as a secondary benefit.

We've received huge praise for the digestive relief our teas bring people, and for the refreshing taste of our multiple flavors.

# WHAT CUSTOMERS

ARE SAYING ABOUT WAKU

## Customer's Reviews



4.5 out of 5

500+ global ratings





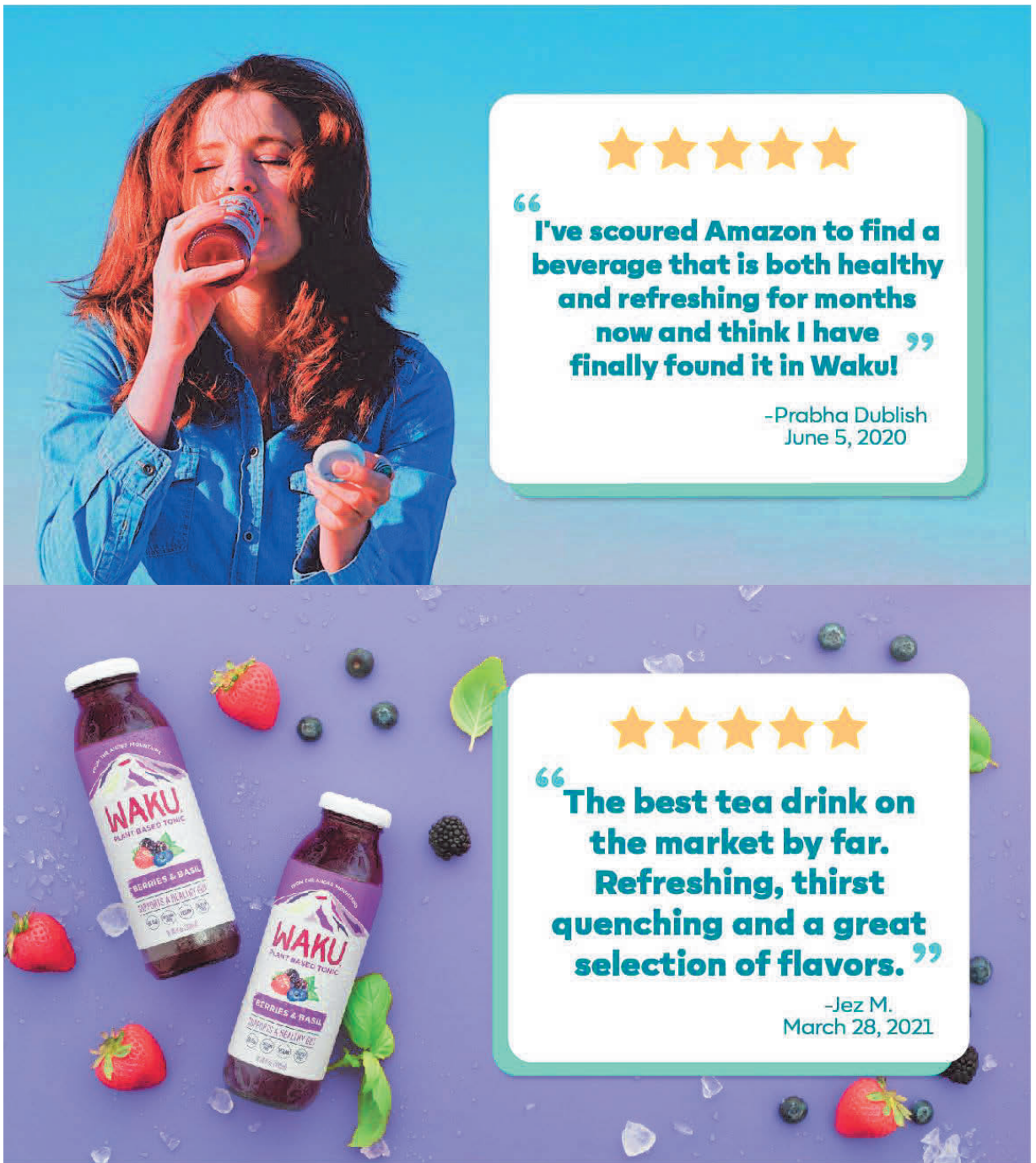
**“Great stuff, actually had a calming effect and definitely good for the gut!!”**

-Carl T  
March, 2021



**“SOOOO delicious and incredibly refreshing!! I LOVE this product! I would recommend this product to anyone”**

-Kristin  
December 7, 2020



“  
**I've scoured Amazon to find a beverage that is both healthy and refreshing for months now and think I have finally found it in Waku!**”

-Prabha Dublish  
 June 5, 2020



“  
**The best tea drink on the market by far. Refreshing, thirst quenching and a great selection of flavors.**”

-Jez M.  
 March 28, 2021

## Business Model

### Primarily D2C with expansion plans into retail channels

Waku is projecting **\$650K in 2021 revenue**, with **75% of sales being D2C** and **25% coming from Amazon**. Our average customer **purchases 8 cases in a 2-year period**. We're planning on streamlining efficiency by moving from glass to more e-commerce friendly options, which we project will get us to a **40% gross margin** and optimize the shipping process.

### More than just a beverage company—we're a social impact driven company

The main driver behind why we started Waku ties back to our home-country Ecuador.



We are fighting poverty in the communities of smallholder farmers in the Andes Mountains of Ecuador by sourcing our ingredients directly from them at fair trade prices. As we keep growing as a company, we're going to be able to generate a bigger impact in the economy of Ecuador.

\*projected average # of cases in a 2-year period

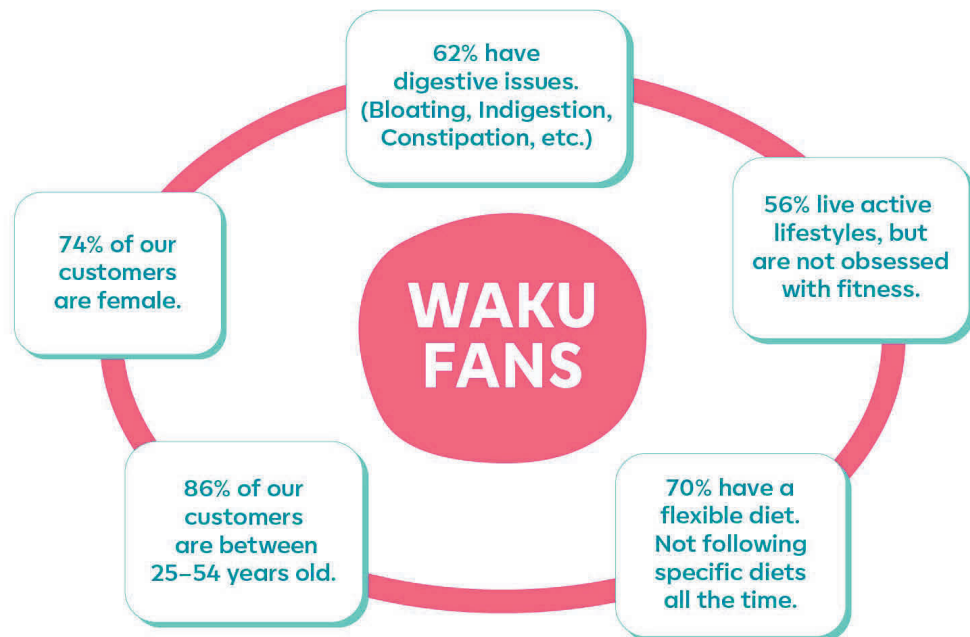
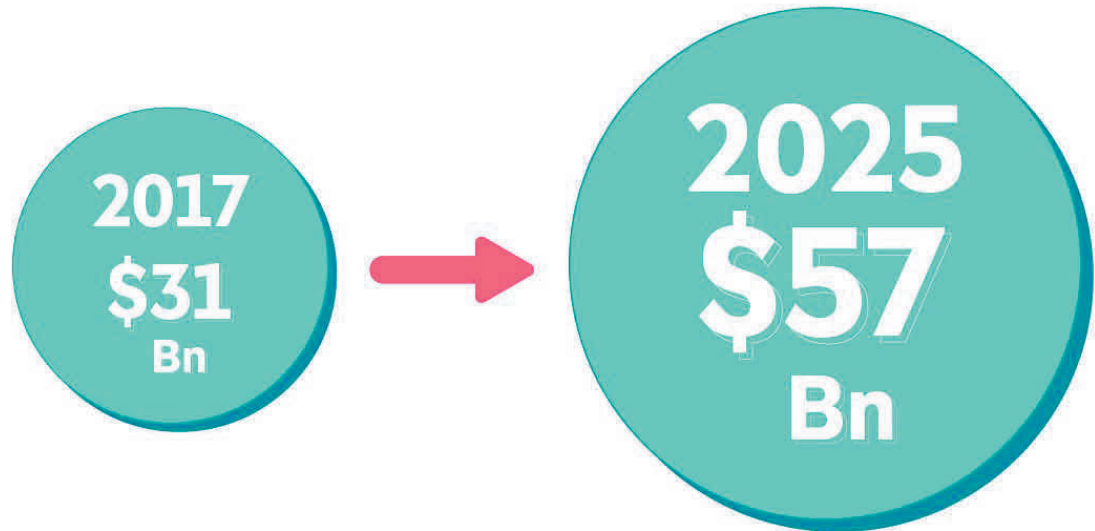
## Market

### **\$57B global gut-health market by 2025**

Gut-health consumable products are a global consumer macro-trend experiencing explosive growth. The global gut-health market size is projected to grow to **\$57B in 2025**. To capture this market, we are focusing on customer acquisition in the coming months by rolling out a multi-pronged market entry that includes **paid social advertising, research-based SEO, and influencer programs**.

Additionally, the ready-to-drink tea category is a \$7B category and has significant household penetration in the US.

# GLOBAL GUT-HEALTH MARKET



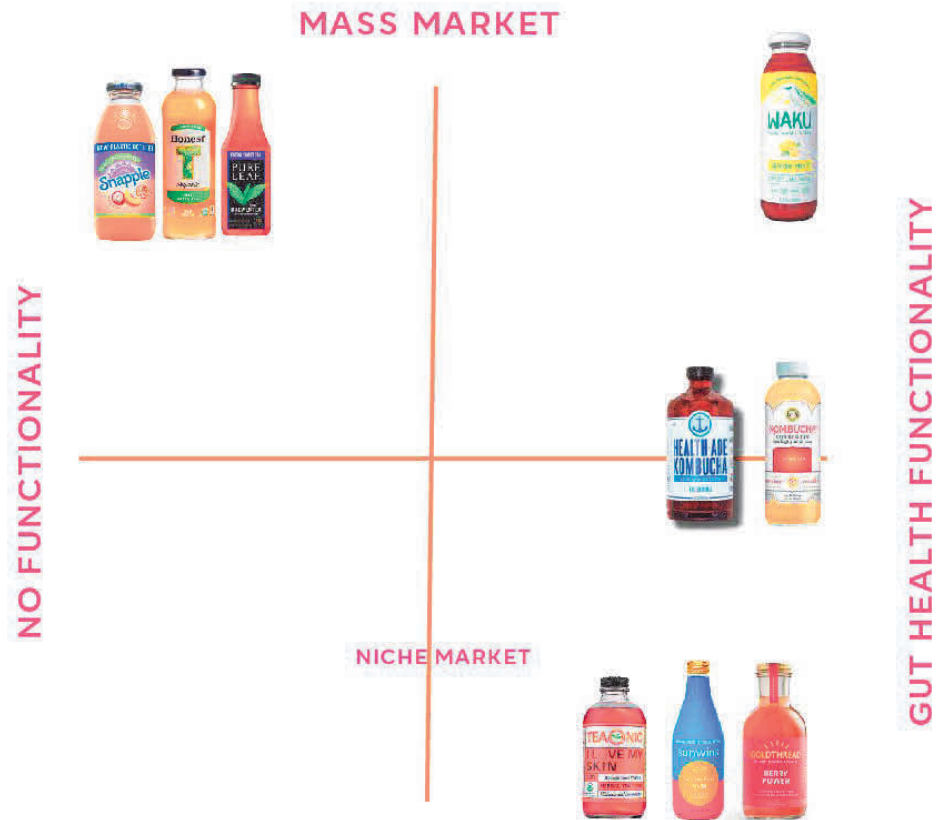
## Competition

### Disrupting the tea category & bringing gut-health functionality to the set

Waku has a unique and truly differentiated product. It uses a centuries-old Ecuadorean recipe, the finest natural ingredients, low sugar, and (soon) prebiotics to maximize the gut-healthy benefits. We're creating a truly unique value proposition. To our knowledge, Waku will be the first to market prebiotic tea! Our closest competitors are iced teas, which are loaded with sugar, fake flavors, and empty calories.

Waku also provides an alternative to consumers who want the gut-health benefits of kombucha but cannot stand its taste or carbonation.

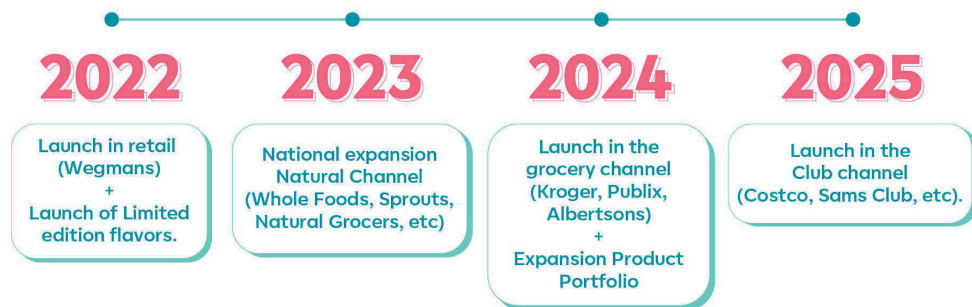
# Market Positioning



## Vision

### Targeting successful exit of \$200M+ with 10-15x ROI






We have a plan to get to \$50M in sales by 2025 while creating immense economic impact for thousands of independent farmers in Ecuador. At that stage, we expect an exit of \$200M or more.



Compared to 2020, we are on track to **grow more than 4X during 2021**. In the near future, we will launch new and improved products, multiple new flavors, and an awesome brand refresh!

For 2023, we are aiming to launch with national brands focused on health and wellness, such as **Whole Foods, Natural Grocers, Sprouts, and others**, becoming an omni-channel brand.

## EXIT STRATEGY

COMPANY	YEAR	REVENUE	ENTERPRISE VALUE	REVENUE MULTIPLE	ACQUIRER
 <b>Honest</b> tea	2008	\$23M	\$100M	4.35	Coca-Cola
 <b>*ORGANIC*</b> <b>SWEET LEAF</b> TEA CO.	2010	\$26.6M	\$160M	6	Nestlé
 <b>bai</b>	2016	\$231M	\$1,700M	7.36	Dr.Pepper Snapple Group
 <b>KEVITA</b>	2016	\$80M	\$260M	3.25	Pepsico
 <b>core</b>	2018	\$81M (est)	\$525M	6.5 (est)	Keurig Dr Pepper

### Investors

## \$1M raised from top investors like Branch Venture Group & Boston Impact Initiative

Prior to our Republic campaign, we raised \$1M from seasoned investors both in the US and internationally. Our investor roster includes Branch Venture Group, Boston Impact Initiative, and seasoned angel investors with extraordinary experience in the retail and CPG industries.

This new round of funding will support our expansion plans. Funding will go towards marketing, product development, bringing on key hires, and launching our new and improved lines.

**Invest in Waku now!**

### Founders

**THE WAKU TEAM**



## **NICO ESTRELLA**

Co-Founder & CMO

- Former professional athlete (soccer)
- 2nd time Entrepreneur.
- 5+ years of experience in digital & brand marketing

## **JUAN GIRALDO**

Co-Founder & CEO

- 3rd time Entrepreneur.
- 11+ years leading high performing teams
- Babson MBA '18



## Team



Juan  
Giraldo

Co-Founder &  
CEO

I am a passionate entrepreneur who brings optimism, team building and vision to company culture. He is globally minded and experienced in working with international teams.



Nico  
Estrella

Co-Founder &  
CMO

I am a motivated, optimistic and determined leader with great problem-solving skills developed through a background on business and marketing education. Passionate about the power of entrepreneurship and how it can create immense impact in the world.



Sofía  
Estrella

First Employee,  
Communication  
& PR Manager

I am a creative, enthusiastic, and motivated individual who understands the power of communication and the influence of design in life and business. I believe that there is always something new to learn and something new to share with others.



James  
McCann

Waku Advisor -  
Ex-CEO Ahold  
USA  
& Carrefour  
France.

James McCann has led major food retail businesses around the world for Tesco, was the CEO of Carrefour France, and led Ahold's \$24 billion US business for four years up to the merger with Delhaize America in 2016.



Lenny  
Lebovich

Waku Advisor -  
Founder at Pre  
Brands.

Lenny Lebovich, is the Founder and CEO of Pre Brands, a venture-backed premium "packaged fresh" consumer brand platform currently innovating in the retail fresh beef category.

## Perks

<b>\$100</b>	Mention on our social media and livewaku.com + 15% off & *free shipping in all Waku Products for 1 month (*Free shipping available for US only)
<b>\$250</b>	All of the above + 1 coupon for a Buy One Get One Free Deal + 20% off & *free shipping in all Waku Products for 2 months (*Free shipping available for US only)
<b>\$500</b>	All of the above + 2 coupons for a Buy One Get One Free Deal + 20% off & *free shipping in all Waku Products for 3 months (*Free shipping available for US only)
<b>\$1,000</b>	All of the above + 20% off & *free shipping in all Waku Products for 6 months (*Free shipping available for US only)
<b>\$2,200</b>	All of the above + WAKU GOLD ACCESS: 1 Free Waku 12-Pack + 20% off & *free shipping in all Waku Products FOREVER + Waku T-Shirt (*Free shipping available for US only)
<b>\$5,000</b>	All of the above + Monthly Investors Update + \$250 Waku Gift Card
<b>\$10,000</b>	All of the above + 1:1 Video Call with Waku Founders + \$500 Waku Gift Card
<b>\$25,000</b>	All of the above + Waku Platinum Access: 30% off & *Free Shipping in all Waku Products FOREVER + Custom Waku Hoodie with embroidered logo and your name (*Free shipping available for US only)
<b>\$50,000</b>	All of the above + Dinner with founders Juan and Nico in New York City.
<b>\$100,000</b>	Waku Platinum Access + Juan and Nico will fly you out to Quito, Ecuador* for lunch/dinner and a 2 night stay at a hotel in Quito's Historic Center. (*Flight tickets from NYC to UIO)

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**FAQ****How do I  
earn a  
return?**

We are using Republic's Crowd SAFE security. Learn how this translates into a return on investment here.

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**What must  
I do to  
receive my  
equity or  
cash in the  
event of  
the  
conversion  
of my  
Crowd  
SAFE?**

Suppose the Company converts the Crowd SAFE as a result of an equity financing. In that case, you must open a custodial account with the custodian and sign subscription documentation to receive the equity securities. The Company will notify you of the conversion trigger, and you must complete necessary documentation within 30 days of such notice. If you do not complete the required documentation with that time frame, you will only be able to receive an amount of cash equal to (or less in some circumstances) your investment amount. Unclaimed cash will be subject to relevant escheatment laws. For more information, see the Crowd SAFE for this offering.

If the conversion of the Crowd SAFE is triggered as a result of a Liquidity Event (e.g. M&A or an IPO), then you will be required to select between receiving a cash payment (equal to your investment amount or a lesser amount) or equity. You are required to make your selection (and complete any relevant documentation) within 30 days of such receiving notice from the Company of the conversion trigger, otherwise you will receive the cash payment option, which will be subject to relevant escheatment laws. The equity consideration varies depending on whether the Liquidity Event occurs before or after an equity financing. For more information, see the Crowd SAFE for this offering.

**EXHIBIT C**

*Form of Security*

THIS INSTRUMENT HAS BEEN ISSUED PURSUANT TO SECTION 4(A)(6) OF THE SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), AND NEITHER IT NOR ANY SECURITIES ISSUABLE PURSUANT HERETO HAVE BEEN REGISTERED UNDER THE SECURITIES ACT OR THE SECURITIES LAWS OF ANY STATE. THESE SECURITIES MAY NOT BE OFFERED, SOLD OR OTHERWISE TRANSFERRED, PLEDGED OR HYPOTHECATED EXCEPT AS PERMITTED BY RULE 501 OF REGULATION CROWDFUNDING UNDER THE SECURITIES ACT AND APPLICABLE STATE SECURITIES LAWS OR PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT OR EXEMPTION THEREFROM.

IF THE INVESTOR LIVES OUTSIDE THE UNITED STATES, IT IS THE INVESTOR’S RESPONSIBILITY TO FULLY OBSERVE THE LAWS OF ANY RELEVANT TERRITORY OR JURISDICTION OUTSIDE THE UNITED STATES IN CONNECTION WITH ANY PURCHASE OF THE SECURITIES, INCLUDING OBTAINING REQUIRED GOVERNMENTAL OR OTHER CONSENTS OR OBSERVING ANY OTHER REQUIRED LEGAL OR OTHER FORMALITIES. THE COMPANY RESERVES THE RIGHT TO DENY THE PURCHASE OF THE SECURITIES BY ANY FOREIGN PURCHASER.

**WAKU, INC.**

**Crowd SAFE  
(Crowdfunding Simple Agreement for Future Equity)**

**Series 2021**

THIS CERTIFIES THAT in exchange for the payment by [Investor Name] (the “Investor”, and together with all other Series 2021 Crowd SAFE holders, “Investors”) of \$[Purchase Amount] on or about [Date of Crowd SAFE], Waku, Inc., Delaware corporation (the “Company”), hereby issues to the Investor the right to certain shares of the Company’s Capital Stock (defined below), subject to the terms set forth below.

The “Discount” is 20%.

The “Valuation Cap” is \$6,000,000.

See Section 2 for certain additional defined terms.

**1. Events**

(a) **Equity Financing.**

(i) If an Equity Financing occurs before this instrument terminates in accordance with Sections 1(b)-(d) (“First Equity Financing”), the Company shall promptly notify the Investor of the closing of the First Equity Financing and of the Company’s discretionary decision to either (1) continue the term of this Crowd SAFE without converting the Purchase Amount to Capital Stock; or (2) issue to the Investor a number of shares of the CF Shadow Series of the Capital Stock (whether Preferred Stock or another class issued by the Company) sold in the First Equity Financing. The number of shares of the CF Shadow Series of such Capital Stock shall equal the quotient obtained by dividing (x) the Purchase Amount by (y) the applicable Conversion Price (such applicable Conversion Price, the “First Equity Financing Price”).

(ii) If the Company elects to continue the term of this Crowd SAFE past the First Equity Financing and another Equity Financing occurs before the termination of this Crowd SAFE in accordance with Sections 1(b)-(d) (each, a “**Subsequent Equity Financing**”), the Company shall promptly notify the Investor of the closing of the Subsequent Equity Financing and of the Company’s discretionary decision to either (1) continue the term of this Crowd SAFE without converting the Investor’s Purchase Amount to Capital Stock; or (2) issue to the Investor a number of shares of the CF Shadow Series of the Capital Stock (whether Preferred Stock or another class issued by the Company) sold in the Subsequent Equity Financing. The number of shares of the CF Shadow Series of such Capital Stock shall equal to the quotient obtained by dividing (x) the Purchase Amount by (y) the First Equity Financing Price.

(iii) If the Investor fails to complete, execute and deliver any reasonable or necessary information and documentation requested by the Company or the Intermediary in order to effect the conversion of this Crowd SAFE, as contemplated in this Section 1(a), within thirty (30) calendar days of receipt of notice (whether actual or constructive) from the Company of the closing of the First Equity Financing, or Subsequent Equity Financing, as applicable, and of the Company’s decision to convert this Crowd Safe to Capital Stock, then the Investor shall only be eligible to receive a cash payment equal to the Purchase Amount (or a lesser amount as described below), and the Company shall keep a record of the cash payment that the Investor is entitled to claim; provided, that any unclaimed cash payment amount shall be subject to applicable state escheatment laws. If there are not enough funds to pay the Investor and holders of other Crowd SAFEs that failed to act as required herein (collectively, the “**Cash-Default Investors**”) in full, then all of the Company’s available funds will be allocated with equal priority and pro rata among the Cash-Default Investors to claim in proportion to their Purchase Amounts.

(b) **Liquidity Event.**

(i) If there is a Liquidity Event before the termination of this instrument and before any Equity Financing, the Investor must select, at its option, within thirty (30) days of receiving notice (whether actual or constructive), either (1) to receive a cash payment equal to the Purchase Amount (or a lesser amount as described below) or (2) to receive from the Company a number of shares of Common Stock equal to the Purchase Amount (or a lesser amount as described below) divided by the Liquidity Price.

(ii) If there is a Liquidity Event after one or more Equity Financings have occurred but before the termination of this instrument, the Investor must select, at its option, within thirty (30) days of receiving notice (whether actual or constructive), either (1) to receive a cash payment equal to the Purchase Amount (or a lesser amount as described below) or (2) to receive from the Company a number of shares of the most recent issued Capital Stock (whether Preferred Stock or another class issued by the Company) equal to the Purchase Amount divided by the First Equity Financing Price. Shares of Capital Stock granted in connection therewith shall have the same liquidation rights and preferences as the shares of Capital Stock issued in connection with the Company’s most recent Equity Financing.

(iii) If there are not enough funds to pay the Investor and holders of other Crowd SAFEs (collectively, the “**Cash-Out Investors**”) in full, then all of the Company’s available funds will be distributed with equal priority and pro rata among the Cash-Out Investors in proportion to their Purchase Amounts. In connection with this Section 1(b), the Purchase Amount (or a lesser amount as described below) will be due and payable by the Company to the Investor immediately prior to, or concurrent with, the consummation of the Liquidity Event.

Notwithstanding Sections 1(b)(i)(2) or 1(b)(ii)(2), if the Company’s board of directors determines in good faith that delivery of Capital Stock to the Investor pursuant to Section 1(b)(i)(2) or Section 1(b)(ii)(2) would violate applicable law, rule or regulation, then the Company shall deliver to Investor in lieu thereof, a cash payment equal to the fair market value of such Capital Stock, as determined in good

faith by the Company's board of directors.

If the Investor fails to (i) complete, execute and deliver any reasonable or necessary information and documentation requested by the Company or the Intermediary in order to effect the conversion of this Crowd SAFE or (ii) notify Company of its selection to receive the cash payment or shares of the most recently issued Capital Stock, as contemplated in this Section 1(b), within thirty (30) calendar days of receipt of notice (whether actual or constructive) from the Company of such Liquidity Event, then the Investor shall only be eligible to receive the cash payment option, and the Company shall keep a record of the cash payment contemplated in Section 1(b) that the Investor is entitled to claim; provided, that any unclaimed cash payment amount shall be subject to applicable state escheatment laws.

(c) **Dissolution Event**. If there is a Dissolution Event before this instrument terminates in accordance with Sections 1(a) or 1(b), subject to the preferences applicable to any series of Preferred Stock, the Company will distribute its entire assets legally available for distribution with equal priority among the (i) Investors (on an as converted basis based on a valuation of Common Stock as determined in good faith by the Company's board of directors at the time of Dissolution Event), (ii) all other holders of instruments sharing in the assets of the Company at the same priority as holders of Common Stock upon a Dissolution Event and (iii) and all holders of Common Stock.

(d) **Termination**. This instrument will terminate (without relieving the Company or the Investor of any obligations arising from a prior breach of or non-compliance with this instrument) upon the earlier to occur: (i) the issuance of shares, whether in Capital Stock or in the CF Shadow Series, to the Investor pursuant to Section 1(a) or Section 1(b); or (ii) the payment, or setting aside for payment, of amounts due to the Investor pursuant to Sections 1(b) or 1(c).

## ***2. Definitions***

**"Capital Stock"** means the capital stock of the Company, including, without limitation, Common Stock and Preferred Stock.

**"CF Shadow Series"** shall mean a non-voting series of Capital Stock that is otherwise identical in all respects to the shares of Capital Stock (whether Preferred Stock or another class issued by the Company) issued in the relevant Equity Financing (e.g., if the Company sells Series A Preferred Stock in an Equity Financing, the Shadow Series would be Series A-CF Preferred Stock), except that:

- (i) CF Shadow Series shareholders shall have no voting rights and shall not be entitled to vote on any matter that is submitted to a vote or for the consent of the stockholders of the Company;
- (ii) Each of the CF Shadow Series shareholders shall enter into a proxy agreement, in the form of Exhibit A attached hereto, appointing the Intermediary or its designee as its irrevocable proxy with respect to any matter to which CF Shadow Series shareholders are entitled to vote by law. Entering into such proxy agreement is a condition of receiving CF Shadow Shares and such agreement provides that the Intermediary or its designee will vote with the majority of the holders of the relevant class of the Company's Capital Stock on any matters to which the proxy agreement applies; and
- (iii) CF Shadow Series shareholders have no information or inspection rights, except with respect to such rights deemed not waivable by laws.

**“Change of Control”** means (i) a transaction or series of related transactions in which any “person” or “group” (within the meaning of Sections 13(d) and 14(d) of the Securities Exchange Act of 1934, as amended), becomes the “beneficial owner” (as defined in Rule 13d-3 under the Securities Exchange Act of 1934, as amended), directly or indirectly, of more than 50% of the outstanding voting securities of the Company having the right to vote for the election of members of the Company’s board of directors, (ii) any reorganization, merger or consolidation of the Company, other than a transaction or series of related transactions in which the holders of the voting securities of the Company outstanding immediately prior to such transaction or series of related transactions retain, immediately after such transaction or series of related transactions, at least a majority of the total voting power represented by the outstanding voting securities of the Company or such other surviving or resulting entity or (iii) a sale, lease or other disposition of all or substantially all of the assets of the Company.

**“Common Stock”** means common stock, par value \$0.0001 per share, of the Company.

**“Conversion Price”** means either: (i) the SAFE Price or (ii) the Discount Price, whichever calculation results in a greater number of shares of Capital Stock.

**“Discount Price”** means the product of (i) the price per share of Capital Stock sold in an Equity Financing and (ii) 100% less the Discount.

**“Dissolution Event”** means (i) a voluntary termination of operations, (ii) a general assignment for the benefit of the Company’s creditors, (iii) the commencement of a case (whether voluntary or involuntary) seeking relief under Title 11 of the United States Code (the “Bankruptcy Code”), or (iv) any other liquidation, dissolution or winding up of the Company (excluding a Liquidity Event), whether voluntary or involuntary.

**“Equity Financing”** shall mean the next sale (or series of related sales) by the Company of its Equity Securities to one or more third parties following the date of this instrument from which the Company receives gross proceeds of not less than \$1,000,000 cash or cash equivalent (excluding the conversion of any instruments convertible into or exercisable or exchangeable for Capital Stock, such as SAFEs or convertible promissory notes) with the principal purpose of raising capital.

**“Equity Securities”** shall mean Common Stock or Preferred Stock or any securities convertible into, exchangeable for or conferring the right to purchase (with or without additional consideration) Common Stock or Preferred Stock, except in each case, (i) any security granted, issued and/or sold by the Company to any director, officer, employee, advisor or consultant of the Company in such capacity for the primary purpose of soliciting or retaining his, her or its services, (ii) any convertible promissory notes issued by the Company, and (iii) any SAFEs issued.

**“Fully Diluted Capitalization”** shall mean the aggregate number, as of immediately prior to the First Equity Financing, of issued and outstanding shares of Capital Stock, assuming full conversion or exercise of all convertible and exercisable securities then outstanding, including shares of convertible Preferred Stock and all outstanding vested or unvested options or warrants to purchase Capital Stock, but excluding (i) the issuance of all shares of Capital Stock reserved and available for future issuance under any of the Company’s existing equity incentive plans, (ii) convertible promissory notes issued by the Company, (iii) any SAFEs, and (iv) any equity securities that are issuable upon conversion of any outstanding convertible promissory notes or SAFEs.

**“Intermediary”** means OpenDeal Portal LLC, a registered securities crowdfunding portal CRD#283874, or a qualified successor.

“**IPO**” means: (A) the completion of an underwritten initial public offering of Capital Stock by the Company pursuant to: (I) a final prospectus for which a receipt is issued by a securities commission of the United States or of a province of Canada, or (II) a registration statement which has been filed with the United States Securities and Exchange Commission and is declared effective to enable the sale of Capital Stock by the Company to the public, which in each case results in such equity securities being listed and posted for trading or quoted on a recognized exchange; (B) the Company’s initial listing of its Capital Stock (other than shares of Capital Stock not eligible for resale under Rule 144 under the Securities Act) on a national securities exchange by means of an effective registration statement on Form S-1 filed by the Company with the SEC that registers shares of existing capital stock of the Company for resale, as approved by the Company’s board of directors, where such listing shall not be deemed to be an underwritten offering and shall not involve any underwriting services; or (C) the completion of a reverse merger or take-over whereby an entity (I) whose securities are listed and posted for trading or quoted on a recognized exchange, or (II) is a reporting issuer in the United States or the equivalent in any foreign jurisdiction, acquires all of the issued and outstanding Capital Stock of the Company..

“**Liquidity Capitalization**” means the number, as of immediately prior to the Liquidity Event, of shares of the Company’s capital stock (on an as-converted basis) outstanding, assuming exercise or conversion of all outstanding vested and unvested options, warrants and other convertible securities, but excluding: (i) shares of Capital Stock reserved and available for future grant under any equity incentive or similar plan; (ii) any SAFEs; (iii) convertible promissory notes; and (iv) any equity securities that are issuable upon conversion of any outstanding convertible promissory notes or SAFEs.

“**Liquidity Event**” means a Change of Control or an IPO.

“**Liquidity Price**” means the price per share equal to (x) the Valuation Cap divided by (y) the Liquidity Capitalization.

“**Lock-up Period**” means the period commencing on the date of the final prospectus relating to the Company’s IPO, and ending on the date specified by the Company and the managing underwriter(s). Such period shall not exceed one hundred eighty (180) days, or such other period as may be requested by the Company or an underwriter to accommodate regulatory restrictions on (i) the publication or other distribution of research reports, and (ii) analyst recommendations and opinions.

“**Preferred Stock**” means the preferred stock of the Company.

“**Regulation CF**” means Regulation Crowdfunding promulgated under the Securities Act.

“**SAFE**” means any simple agreement for future equity (or other similar agreement), including a Crowd SAFE, which is issued by the Company for bona fide financing purposes and which may convert into Capital Stock in accordance with its terms.

“**SAFE Price**” means the price per share equal to (x) the Valuation Cap divided by (y) the Fully Diluted Capitalization.

### **3. Company Representations**

(a) The Company is a corporation duly incorporated, validly existing and in good standing under the laws of the state of its incorporation, and has the power and authority to own, lease and operate its properties and carry on its business as now conducted.

(b) The execution, delivery and performance by the Company of this instrument is within the power of the Company and, other than with respect to the actions to be taken when equity is to be issued to Investor, has been duly authorized by all necessary actions on the part of the Company. This instrument constitutes a legal, valid and binding obligation of the Company, enforceable against the Company in accordance with its terms, except as limited by bankruptcy, insolvency or other laws of general application relating to or affecting the enforcement of creditors' rights generally and general principles of equity. To the knowledge of the Company, it is not in violation of (i) its current charter or bylaws; (ii) any material statute, rule or regulation applicable to the Company; or (iii) any material indenture or contract to which the Company is a party or by which it is bound, where, in each case, such violation or default, individually, or together with all such violations or defaults, could reasonably be expected to have a material adverse effect on the Company.

(c) The performance and consummation of the transactions contemplated by this instrument do not and will not: (i) violate any material judgment, statute, rule or regulation applicable to the Company; (ii) result in the acceleration of any material indenture or contract to which the Company is a party or by which it is bound; or (iii) result in the creation or imposition of any lien upon any property, asset or revenue of the Company or the suspension, forfeiture, or nonrenewal of any material permit, license or authorization applicable to the Company, its business or operations.

(d) No consents or approvals are required in connection with the performance of this instrument, other than: (i) the Company's corporate approvals; (ii) any qualifications or filings under applicable securities laws; and (iii) necessary corporate approvals for the authorization of shares of CF Shadow Series issuable pursuant to Section 1.

(e) The Company shall, prior to the conversion of this instrument, reserve from its authorized but unissued shares of Capital Stock for issuance and delivery upon the conversion of this instrument, such number of shares of the Capital Stock as necessary to effect the conversion contemplated by this instrument, and, from time to time, will take all steps necessary to amend its charter to provide sufficient authorized numbers of shares of the Capital Stock issuable upon the conversion of this instrument. All such shares shall be duly authorized, and when issued upon any such conversion, shall be validly issued, fully paid and non-assessable, free and clear of all liens, security interests, charges and other encumbrances or restrictions on sale and free and clear of all preemptive rights, except encumbrances or restrictions arising under federal or state securities laws.

(f) The Company is (i) not required to file reports pursuant to Section 13 or Section 15(d) of the Exchange Act, (ii) not an investment company as defined in Section 3 of the Investment Company Act of 1940 (the "**Investment Company Act**"), and is not excluded from the definition of investment company by Section 3(b) or Section 3(c) of the Investment Company Act, (iii) not disqualified from selling securities under Rule 503(a) of Regulation CF, (iv) not barred from selling securities under Section 4(a)(6) of the Securities Act due to a failure to make timely annual report filings, (v) not planning to engage in a merger or acquisition with an unidentified company or companies, and (vi) organized under, and subject to, the laws of a state or territory of the United States or the District of Columbia.

(g) The Company has, or will shortly after the issuance of this instrument, engage a transfer agent registered with the U.S. Securities and Exchange Commission to act as the sole registrar and transfer agent for the Company with respect to the Crowd SAFE.

(h) The Company is (i) not required to file reports pursuant to section 13 or section 15(d) of the Securities Exchange Act of 1934 (the "**Exchange Act**"), (ii) not an investment company as defined in section 3 of the Investment Company Act of 1940, and is not excluded from the definition of investment company by section 3(b) or section 3(c) of such Act, (iii) not disqualified from selling securities under Rule

503(a) of Regulation CF, (iv) not barred from selling securities under §4(a)(6) due to a failure to make timely annual report filings, (vi) not planning to engage in a merger or acquisition with an unidentified company or companies, and (vii) organized under, and subject to, the laws of a state or territory of the United States or the District of Columbia.

#### **4. *Investor Representations***

(a) The Investor has full legal capacity, power and authority to execute and deliver this instrument and to perform its obligations hereunder. This instrument constitutes a valid and binding obligation of the Investor, enforceable in accordance with its terms, except as limited by bankruptcy, insolvency or other laws of general application relating to or affecting the enforcement of creditors' rights generally and general principles of equity.

(b) The Investor has been advised that this instrument and the underlying securities have not been registered under the Securities Act or any state securities laws and are offered and sold hereby pursuant to Section 4(a)(6) of the Securities Act. The Investor understands that neither this instrument nor the underlying securities may be resold or otherwise transferred unless they are registered under the Securities Act and applicable state securities laws or pursuant to Rule 501 of Regulation CF, in which case certain state transfer restrictions may apply.

(c) The Investor is purchasing this instrument and the securities to be acquired by the Investor hereunder for its own account for investment, not as a nominee or agent, and not with a view to, or for resale in connection with, the distribution thereof, and the Investor has no present intention of selling, granting any participation in, or otherwise distributing the same. The Investor understands that the Securities have not been, and will not be, registered under the Securities Act or any state securities laws, by reason of specific exemptions under the provisions thereof which depend upon, among other things, the bona fide nature of the investment intent and the accuracy of each Investor's representations as expressed herein.

(d) The Investor acknowledges, and is purchasing this instrument in compliance with, the investment limitations set forth in Rule 100(a)(2) of Regulation CF, promulgated under Section 4(a)(6)(B) of the Securities Act.

(e) The Investor acknowledges that the Investor has received all the information the Investor has requested from the Company and the Investor considers necessary or appropriate for deciding whether to acquire this instrument and the underlying securities, and the Investor represents that the Investor has had an opportunity to ask questions and receive answers from the Company regarding the terms and conditions of this instrument and the underlying securities and to obtain any additional information necessary to verify the accuracy of the information given to the Investor. In deciding to purchase this instrument, the Investor is not relying on the advice or recommendations of the Company or of the Intermediary and the Investor has made its own independent decision that an investment in this instrument and the underlying securities is suitable and appropriate for the Investor. The Investor understands that no federal or state agency has passed upon the merits or risks of an investment in this instrument and the underlying securities or made any finding or determination concerning the fairness or advisability of this investment.

(f) The Investor understands and acknowledges that as a Crowd SAFE investor, the Investor shall have no voting, information or inspection rights, aside from any disclosure requirements the Company is required to make under relevant securities regulations.

(g) The Investor understands that no public market now exists for any of the securities issued by the Company, and that the Company has made no assurances that a public market will ever exist for this instrument and the securities to be acquired by the Investor hereunder.

(h) The Investor is not (i) a citizen or resident of a geographic area in which the purchase or holding of the Crowd SAFE and the underlying securities is prohibited by applicable law, decree, regulation, treaty, or administrative act, (ii) a citizen or resident of, or located in, a geographic area that is subject to U.S. or other applicable sanctions or embargoes, or (iii) an individual, or an individual employed by or associated with an entity, identified on the U.S. Department of Commerce's Denied Persons or Entity List, the U.S. Department of Treasury's Specially Designated Nationals List, the U.S. Department of State's Debarred Parties List or other applicable sanctions lists. Investor hereby represents and agrees that if Investor's country of residence or other circumstances change such that the above representations are no longer accurate, Investor will immediately notify Company. Investor further represents and warrants that it will not knowingly sell or otherwise transfer any interest in the Crowd SAFE or the underlying securities to a party subject to U.S. or other applicable sanctions.

(i) If the Investor is not a United States person (as defined by Section 7701(a)(30) of the Internal Revenue Code of 1986, as amended), the Investor hereby represents that it has satisfied itself as to the full observance of the laws of its jurisdiction in connection with any invitation, subscription and payment for, and continued ownership of, its beneficial interest in the Crowd SAFE and the underlying securities will not violate any applicable securities or other laws of the Investor's jurisdiction, including (i) the legal requirements within its jurisdiction for the subscription and the purchase of its beneficial interest in the Crowd SAFE; (ii) any foreign exchange restrictions applicable to such subscription and purchase; (iii) any governmental or other consents that may need to be obtained; and (iv) the income tax and other tax consequences, if any, that may be relevant to the purchase, holding, conversion, redemption, sale, or transfer of its beneficial interest in the Crowd SAFE and the underlying securities. The Investor acknowledges that the Company has taken no action in foreign jurisdictions with respect to the Crowd SAFE (and the Investor's beneficial interest therein) and the underlying securities.

(j) If the Investor is a corporate entity: (i) such corporate entity is duly incorporated, validly existing and in good standing under the laws of the state of its incorporation, and has the power and authority to enter into this Crowd SAFE; (ii) the execution, delivery and performance by the Investor of the Crowd SAFE is within the power of the Investor and has been duly authorized by all necessary actions on the part of the Investor; (iii) to the knowledge of the Investor, it is not in violation of its current charter or bylaws, any material statute, rule or regulation applicable to the Investor; and (iv) the performance the Crowd SAFE does not and will not violate any material judgment, statute, rule or regulation applicable to the Investor; result in the acceleration of any material indenture or contract to which the Investor is a party or by which it is bound, or otherwise result in the creation or imposition of any lien upon the Purchase Amount.

(k) The Investor further acknowledges that it has read, understood, and had ample opportunity to ask Company questions about its business plans, "Risk Factors," and all other information presented in the Company's Form C and the offering documentation filed with the SEC.

(l) The Investor represents that the Investor understands the substantial likelihood that the Investor will suffer a **TOTAL LOSS** of all capital invested, and that Investor is prepared to bear the risk of such total loss.

## ***5. Transfer Restrictions.***

(a) The Investor hereby agrees that during the Lock-up Period it will not, without the prior written consent of the managing underwriter: (A) lend; offer; pledge; sell; contract to sell; sell any option

or contract to purchase; purchase any option or contract to sell; grant any option, right, or warrant to purchase; or otherwise transfer or dispose of, directly or indirectly, any shares of Common Stock or any securities convertible into or exercisable or exchangeable (directly or indirectly) for Common Stock (whether such shares or any such securities are then owned by the Investor or are thereafter acquired); or (B) enter into any swap or other arrangement that transfers to another, in whole or in part, any of the economic consequences of ownership of such securities; whether any such transaction described in clause (A) or (B) above is to be settled by delivery of Common Stock or other securities, in cash, or otherwise.

(b) The foregoing provisions of Section 5(a) will: (x) apply only to the IPO and will not apply to the sale of any shares to an underwriter pursuant to an underwriting agreement; (y) not apply to the transfer of any shares to any trust for the direct or indirect benefit of the Investor or the immediate family of the Investor, provided that the trustee of the trust agrees to be bound in writing by the restrictions set forth herein, and provided further that any such transfer will not involve a disposition for value; and (z) be applicable to the Investor only if all officers and directors of the Company are subject to the same restrictions and the Company uses commercially reasonable efforts to obtain a similar agreement from all stockholders individually owning more than 5% of the outstanding Common Stock or any securities convertible into or exercisable or exchangeable (directly or indirectly) for Common Stock. Notwithstanding anything herein to the contrary, the underwriters in connection with the IPO are intended third-party beneficiaries of Section 5(a) and will have the right, power and authority to enforce the provisions hereof as though they were a party hereto. The Investor further agrees to execute such agreements as may be reasonably requested by the underwriters in connection with the IPO that are consistent with Section 5(a) or that are necessary to give further effect thereto.

(c) In order to enforce the foregoing covenant, the Company may impose stop transfer instructions with respect to the Investor's registrable securities of the Company (and the Company shares or securities of every other person subject to the foregoing restriction) until the end of the Lock-up Period. The Investor agrees that a legend reading substantially as follows will be placed on all certificates representing all of the Investor's registrable securities of the Company (and the shares or securities of the Company held by every other person subject to the restriction contained in Section 5(a)):

THE SECURITIES REPRESENTED BY THIS CERTIFICATE ARE SUBJECT TO A LOCK-UP PERIOD BEGINNING ON THE EFFECTIVE DATE OF THE COMPANY'S REGISTRATION STATEMENT FILED UNDER THE SECURITIES ACT OF 1933, AS AMENDED, AS SET FORTH IN AN AGREEMENT BETWEEN THE COMPANY AND THE ORIGINAL HOLDER OF THESE SECURITIES, A COPY OF WHICH MAY BE OBTAINED AT THE COMPANY'S PRINCIPAL OFFICE. SUCH LOCK-UP PERIOD IS BINDING ON TRANSFEREES OF THESE SECURITIES.

(d) Without in any way limiting the representations and warranties set forth in Section 4 above, the Investor further agrees not to make any disposition of all or any portion of this instrument or the underlying securities unless and until the transferee has agreed in writing for the benefit of the Company to make the representations and warranties set out in Section 4 and the undertaking set out in Section 5(a) and:

(i) There is then in effect a registration statement under the Securities Act covering such proposed disposition and such disposition is made in accordance with such registration statement; or

(ii) The Investor shall have notified the Company of the proposed disposition and shall have furnished the Company with a detailed statement of the circumstances surrounding the proposed disposition and, if reasonably requested by the Company, the Investor shall have furnished the Company

with an opinion of counsel reasonably satisfactory to the Company that such disposition will not require registration of such shares under the Securities Act.

(e) The Investor agrees that it shall not make any disposition of this instrument or any underlying securities to any of the Company's competitors, as determined by the Company in good faith.

(f) The Investor understands and agrees that the Company will place the legend set forth below or a similar legend on any book entry or other forms of notation evidencing this Crowd SAFE and any certificates evidencing the underlying securities, together with any other legends that may be required by state or federal securities laws, the Company's charter or bylaws, any other agreement between the Investor and the Company or any agreement between the Investor and any third party:

THIS INSTRUMENT HAS BEEN ISSUED PURSUANT TO SECTION 4(A)(6) OF THE SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT"), AND NEITHER IT NOR ANY SECURITIES ISSUABLE PURSUANT HERETO HAVE BEEN REGISTERED UNDER THE SECURITIES ACT OR THE SECURITIES LAWS OF ANY STATE. THESE SECURITIES MAY NOT BE OFFERED, SOLD OR OTHERWISE TRANSFERRED, PLEDGED OR HYPOTHECATED EXCEPT AS PERMITTED BY RULE 501 OF REGULATION CROWDFUNDING UNDER THE SECURITIES ACT AND APPLICABLE STATE SECURITIES LAWS OR PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT OR EXEMPTION THEREFROM.

## **6. *Miscellaneous***

(a) The Investor agrees to take any and all actions determined in good faith by the Company's board of directors to be advisable to reorganize this instrument and any shares of Capital Stock issued pursuant to the terms of this instrument into a special purpose vehicle or other entity designed to aggregate the interests of holders of Crowd SAFEs.

(b) Any provision of this instrument may be amended, waived or modified only upon the written consent of either (i) the Company and the Investor, or (ii) the Company and the majority of the Investors (calculated based on the Purchase Amount of each Investors Crowd SAFE).

(c) Any notice required or permitted by this instrument will be deemed sufficient when delivered personally or by overnight courier or sent by email to the relevant address listed on the signature page, or 48 hours after being deposited in the U.S. mail as certified or registered mail with postage prepaid, addressed to the party to be notified at such party's address listed on the signature page, as subsequently modified by written notice.

(d) The Investor is not entitled, as a holder of this instrument, to vote or receive dividends or be deemed the holder of Capital Stock for any purpose, nor will anything contained herein be construed to confer on the Investor, as such, any of the rights of a stockholder of the Company or any right to vote for the election of directors or upon any matter submitted to stockholders at any meeting thereof, or to give or withhold consent to any corporate action or to receive notice of meetings, or to receive subscription rights or otherwise until shares have been issued upon the terms described herein.

(e) Neither this instrument nor the rights contained herein may be assigned, by operation of

law or otherwise, by either party without the prior written consent of the other; *provided, however*, that this instrument and/or the rights contained herein may be assigned without the Company's consent by the Investor to any other entity who directly or indirectly, controls, is controlled by or is under common control with the Investor, including, without limitation, any general partner, managing member, officer or director of the Investor, or any venture capital fund now or hereafter existing which is controlled by one or more general partners or managing members of, or shares the same management company with, the Investor; and *provided, further*, that the Company may assign this instrument in whole, without the consent of the Investor, in connection with a reincorporation to change the Company's domicile.

(f) In the event any one or more of the terms or provisions of this instrument is for any reason held to be invalid, illegal or unenforceable, in whole or in part or in any respect, or in the event that any one or more of the terms or provisions of this instrument operate or would prospectively operate to invalidate this instrument, then such term(s) or provision(s) only will be deemed null and void and will not affect any other term or provision of this instrument and the remaining terms and provisions of this instrument will remain operative and in full force and effect and will not be affected, prejudiced, or disturbed thereby.

(g) All securities issued under this instrument may be issued in whole or fractional parts, in the Company's sole discretion.

(h) All rights and obligations hereunder will be governed by the laws of the State of Delaware, without regard to the conflicts of law provisions of such jurisdiction.

(i) Any dispute, controversy or claim arising out of, relating to or in connection with this instrument, including the breach or validity thereof, shall be determined by final and binding arbitration administered by the American Arbitration Association (the "AAA") under its Commercial Arbitration Rules and Mediation Procedures ("**Commercial Rules**"). The award rendered by the arbitrator shall be final, non-appealable and binding on the parties and may be entered and enforced in any court having jurisdiction. There shall be one arbitrator agreed to by the parties within twenty (20) days of receipt by respondent of the request for arbitration or, in default thereof, appointed by the AAA in accordance with its Commercial Rules. The place of arbitration shall be Somerville, Massachusetts. Except as may be required by law or to protect a legal right, neither a party nor the arbitrator may disclose the existence, content or results of any arbitration without the prior written consent of the other parties.

(j) The parties acknowledge and agree that for United States federal and state income tax purposes this Crowd SAFE is, and at all times has been, intended to be characterized as stock, and more particularly as common stock for purposes of Sections 304, 305, 306, 354, 368, 1036 and 1202 of the Internal Revenue Code of 1986, as amended. Accordingly, the parties agree to treat this Crowd SAFE consistent with the foregoing intent for all United States federal and state income tax purposes (including, without limitation, on their respective tax returns or other informational statements).

(k) The Investor agrees any action contemplated by this Crowd SAFE and requested by the Company must be completed by the Investor within thirty (30) calendar days of receipt of the relevant notice (whether actual or constructive) to the Investor.

*(Signature page follows)*

IN WITNESS WHEREOF, the undersigned have caused this instrument to be duly executed and delivered.

**WAKU, INC.**

By:

Name: Juan Giraldo

Title: CEO

Address: 20 Waldo Avenue, 3, Somerville, MA 02143

Email: [juan@livewaku.com](mailto:juan@livewaku.com)

**INVESTOR:**

By:

Name:

## Exhibit A – CF Shadow Share Proxy

### Irrevocable Proxy

Reference is hereby made to a certain Crowdfunding Simple Agreement for Future Equity (the “**Crowd SAFE**”) dated [Date of Crowd SAFE] between Waku, Inc., a Delaware corporation (the “**Company**”) and [Investor Name] (“**Stockholder**”). Capitalized terms used but not defined herein shall have the respective meanings ascribed thereto in the Crowd SAFE. In connection with a conversion of Stockholder’s investment in the Crowd SAFE into Capital Stock of a CF Shadow Series (as defined in the Crowd SAFE) pursuant to the Crowd SAFE, the Stockholder and OpenDeal Portal LLC (the “**Intermediary**”) as another holder of Capital Stock of a CF Shadow Series hereby agree as follows:

#### 1) Grant of Irrevocable Proxy.

- a) With respect to all of the shares of Capital Stock of CF Shadow Series owned by the Stockholder as of the date of this Irrevocable Proxy or any subsequent date (the “**Shares**”), Stockholder hereby grants to Intermediary an irrevocable proxy under Section 212 of the Delaware General Corporation Law to vote the Shares in any manner that the Intermediary may determine in its sole and absolute discretion. For the avoidance of doubt, the Intermediary, as the holder of the irrevocable proxy (rather than the Stockholder) will vote the Shares with respect to all shareholder meetings and other actions (including actions by written consent in lieu of a meeting) on which holders of Shares may be entitled to vote. The Intermediary hereby agrees to vote all Shares consistently with the majority of the shares on which the CF Shadow Series is based. This proxy revokes any other proxy granted by the Stockholder at any time with respect to the Shares.
- b) The Intermediary shall have no duty, liability or obligation whatsoever to the Stockholder arising out of the Intermediary’s exercise of the this irrevocable proxy. The Stockholder expressly acknowledges and agrees that (i) the Stockholder will not impede the exercise of the Intermediary’s rights under this irrevocable proxy and (ii) the Stockholder waives and relinquishes any claim, right or action the Stockholder might have, as a stockholder of the Company or otherwise, against the Intermediary or any of its affiliates or agents (including any directors, officers, managers, members, and employees) in connection with any exercise of the irrevocable proxy granted hereunder.
- c) This irrevocable proxy shall expire as to those Shares on the earlier of (i) the date that such Shares are converted into Common Stock of the Company or (ii) the date that such Shares are converted to cash or a cash equivalent, but shall continue as to any Shares not so converted.

2) **Legend.** The Stockholder agrees to permit an appropriate legend on certificates evidencing the Shares or any transfer books or related documentation of ownership reflecting the grant of the irrevocable proxy contained in the foregoing Section 1.

3) **Representations and Warranties.** The Stockholder represents and warrants to the Intermediary as follows:

- a) The Stockholder has all the necessary rights, power and authority to execute, deliver and perform his obligations under this Irrevocable Proxy. This Irrevocable Proxy has been duly executed and delivered by the Stockholder and constitutes such Stockholder’s legal and valid obligation enforceable against the Stockholder in accordance with its terms.

- b) The Stockholder is the record owner of the Shares listed under the name on this Appendix A and the Stockholder has plenary voting and dispositive power with respect to such Shares; the Stockholder owns no other shares of the capital stock of the Company; there are no proxies, voting trusts or other agreements or understandings to which such Stockholder is a party or bound by and which expressly require that any of the Shares be voted in any specific manner other than pursuant to this irrevocable proxy; and the Stockholder has not entered into any agreement or arrangement inconsistent with this Irrevocable Proxy.
- 4) **Equitable Remedies.** The Stockholder acknowledges that irreparable damage would result if this Irrevocable Proxy is not specifically enforced and that, therefore, the rights and obligations of the Intermediary may be enforced by a decree of specific performance issued by arbitration pursuant to the Crowd SAFE, and appropriate injunctive relief may be applied for and granted in connection therewith. Such remedies shall, however, not be exclusive and shall be in addition to any other remedies that the Intermediary may otherwise have available.
- 5) **Defined Terms.** All terms defined in this Irrevocable Proxy shall have the meaning defined herein. All other terms will be interpreted in accordance with the Crowd SAFE.
- 6) **Amendment.** Any provision of this instrument may be amended, waived or modified only upon the written consent of the (i) the Stockholder and (ii) the Intermediary.
- 7) **Assignment.**
- a) In the event the Stockholder wishes to transfer, sell, hypothecate or otherwise assign any Shares, the Stockholder hereby agrees to require, as a condition of such action, that the counterparty or counterparties thereto must enter into a proxy agreement with the Intermediary substantially identical to this Irrevocable Proxy.
- b) The Intermediary may transfer its rights as Holder under this instrument after giving prior written notice to the Stockholder.
- 8) **Severability.** In the event any one or more of the terms or provisions of this instrument is for any reason held to be invalid, illegal or unenforceable, in whole or in part or in any respect, or in the event that any one or more of the terms or provisions of this instrument operate or would prospectively operate to invalidate this instrument, then such term(s) or provision(s) only will be deemed null and void and will not affect any other term or provision of this instrument and the remaining terms and provisions of this instrument will remain operative and in full force and effect and will not be affected, prejudiced, or disturbed thereby.

IN WITNESS WHEREOF, the undersigned have caused this instrument to be duly executed and delivered.

**INVESTOR:**

By:  
Name:  
  
Date

**INTERMEDIARY:**

By:  
Name: Authorized Signatory, OpenDeal Portal  
LLC d/b/a Republic  
Date

**EXHIBIT D**

*Video Transcript*

Hi my name is Juan Giraldo and I am Co-Founder & CEO of Waku and I am Nico Estrella Co-Founder & CMO of Waku a beverage company replenishing the world with the time tested knowledge and homegrown flavors of Ecuador.

Modern life is stressful, we are working around the clock, we have little sleep and our diet is full of processed and high sugar foods all of these can affect our microbiome

70 million of Americans suffer of digestive issues everyday. At the same time, many healthy drinks are bland or off-putting and the tasty ones are usually loaded with sugar, artificial ingredients, and empty carbs.

That's why we decided to bring Waku to the market

We wanted more people to experience this refreshing all natural revival of body and spirit that starts in your gut

after drinking Waku you will feel calm, replenished, and ready for whatever comes next.

we are basically bringing a modern twist to an ancient tea

we are using a centuries old Ecuadorian recipe that both of us grew up drinking in Ecuador

we are using the purest ingredients, low sugar, and anti-inflammatory herbs that support gut health

and we source all of our ingredients directly from smallholder farmers in Ecuador

we launched our first line of products in the summer of 2018. And after three years in the market, we now have thousands of consumers all throughout the United States who are enjoying our products

people are loving the taste of Waku, and feeling the benefits of a healthier and happier life

and after talking with thousands of consumers and listening to their feedback, we decided to improve our formulation and launch a brand refresh

we are adding prebiotic fiber to the formula, and we are reducing the amount of sugar

and we are working with a creative agency that is helping us to launch a brand new look

your investment will help to support directly the launch of this new product line and will help us to support the continued growth and success of our direct to consumer business

that's has been growing amazingly for the past year

you will help us bring to more people the most refreshing, replenishing herbal tea with prebiotic powers, maximized for gut health

we started Waku first and foremost because we truly believe we have a very unique and highly differentiated product

and we pursuing a massive market opportunity

more and more people are aware of the benefits of gut health and they are looking for help in their wellness journey

but we are more than just a beverage company

the main driver behind why we started this company ties back to our home country of Ecuador

you see Ecuador is a rich country in natural resources and agriculture is one of our main industries

however there is a lot of inequality and actually more than forty percent of smallholder farmers live below the poverty line

Waku exists to drive economic growth in Ecuador by sourcing all of our ingredients from independent farmers

We envision a country full of opportunities where everyone is inspired to dream big and have access to the resources to fulfill those dreams.

Cheers

Cheers

**EXHIBIT E**

*Solicitation of Interest Communications*

**Company Name** Waku

**Logo**



**Headline** Deliciously replenishing herbal tea maximized for gut-health.

**Hero Image**



**Tags** Social Impact, Minority Founders, B2C, Drink, CPG, Wellness, Healthy food, Coming soon

**Pitch text**

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- \$650K+ in projected revenue by the EOY 2021
- 360%+ growth vs. 2020 (as of June 2021)
- Acquired over 3,500 new customers in the last 12 months (as of June 2021)
- 31% repeat purchase rate making up 40%+ of our revenue (as of June 2021)
- 550+ positive reviews (Amazon + Livewaku.com)
- Investors include Branch Venture Group and Boston Impact Initiative
- Direct sourcing model buying at fair prices from smallholder farmers in EC

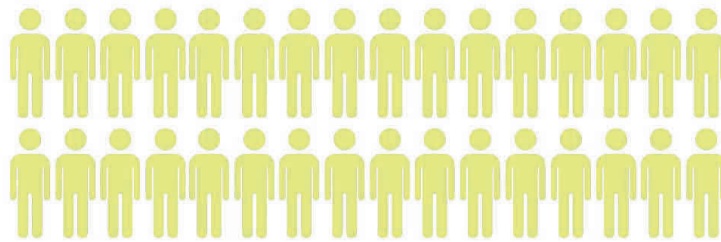
## Problem

# 70M Americans suffer from digestive issues every day

The gut is one of the most important organs of the body. 70% of the immune system lives there; it is the gatekeeper to our inflammation response. Yet about 70M Americans suffer from digestive issues every day—most commonly bloating, indigestion, constipation, etc. As a result, millions of Americans battle side effects like inflammation, brain fog, low energy, and mood dis-regulation on a daily basis.

# 70 MILLION

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AS A RESULT

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## Solution

**Waku: a delicious, all natural revival of body and spirit that starts in your gut, leaving you feeling calm, replenished, and ready for whatever comes next**

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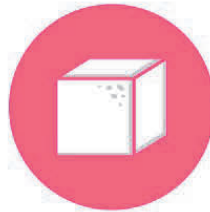
Waku. Find your sunrise.

# HERBAL TEA

THAT SUPPORTS A HEALTHY GUT



REAL  
INGREDIENTS



LOW OR  
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SUPPORTS A  
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ETHICALLY SOURCED  
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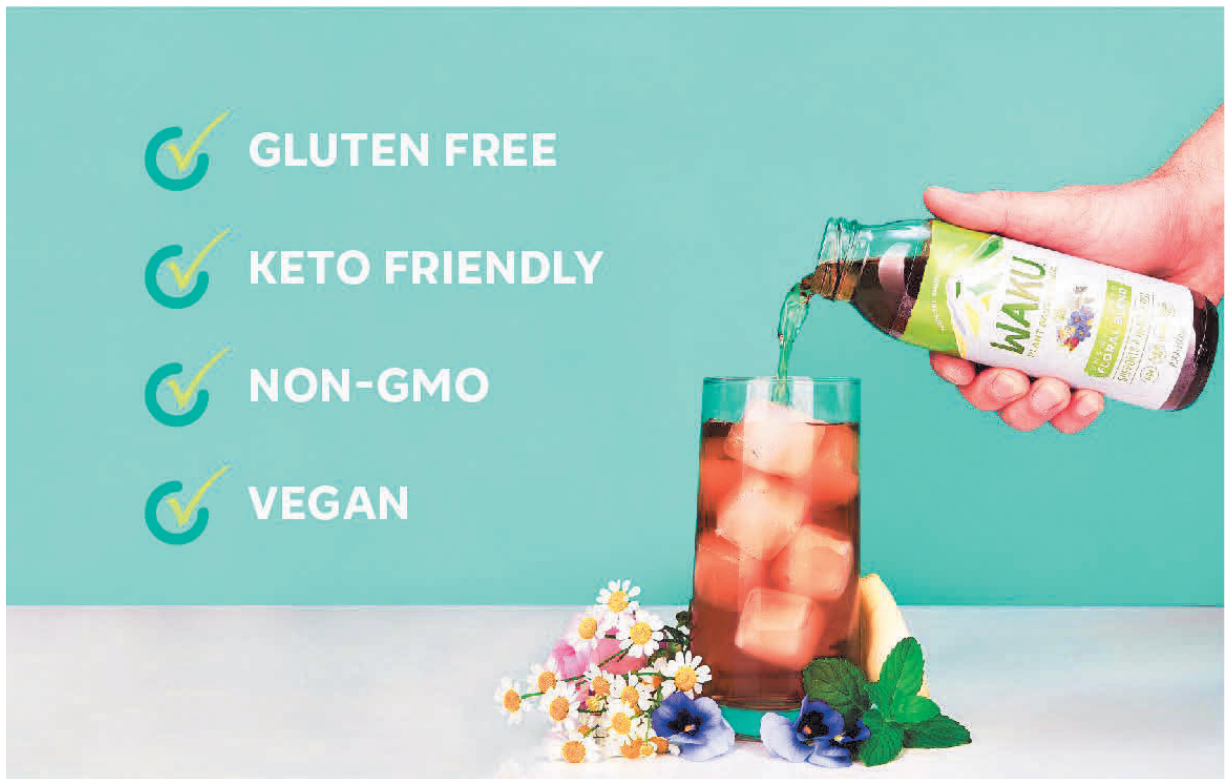
## Product

**A deliciously replenishing herbal tea that supports a healthy gut**



We put a modern twist on an ancient tea by using a **centuries-old Ecuadorian recipe, the finest natural ingredients, low sugar, and anti-inflammatory botanicals** to maximize the gut-healthy benefits.

Waku creates modern rituals for daily replenishment by drawing on the time-tested knowledge and homegrown flavors of Ecuador. We stand for **flavors that shine, the purest ingredients, maximized for gut-health, and responsibly made in Ecuador**—where we source all of our ingredients ethically and manufacture all of our products.



### Product Development

After talking with thousands of consumers and getting their feedback, we are currently working on a brand refresh and reformulation:

- Adding prebiotic fiber to maximize the formula for gut-health
- Reducing the amount of sugar per bottle
- Increasing the sweetness with natural sweeteners like monk fruit
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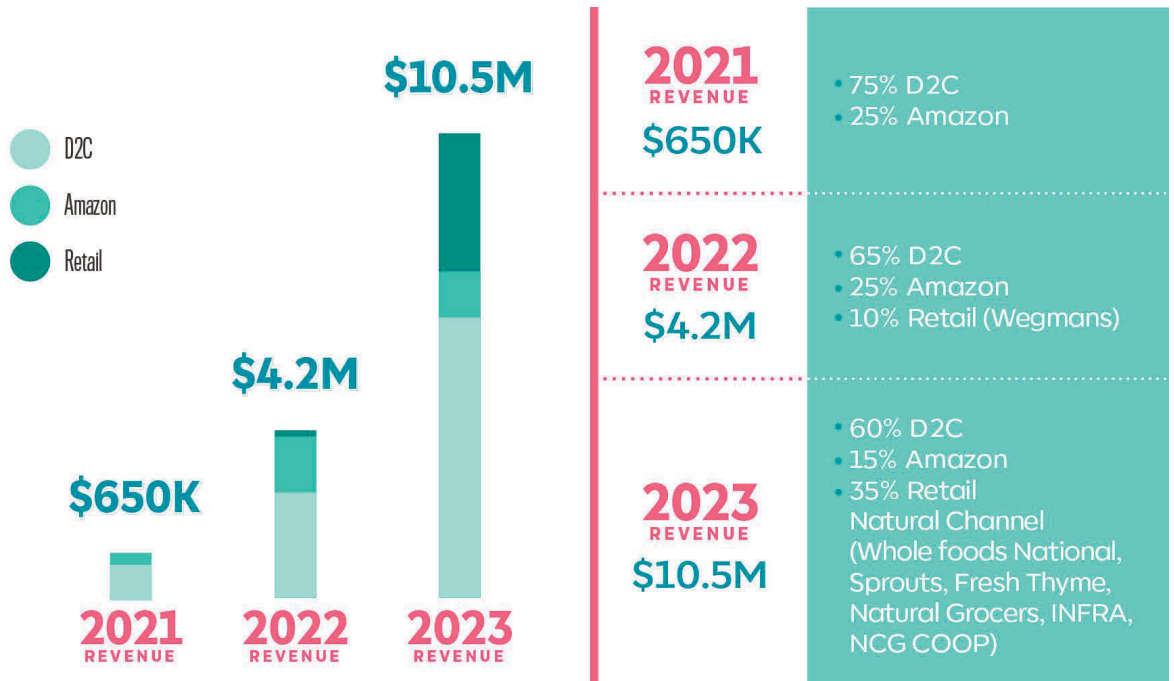
### Traction

## 9X growth in revenue traction since our first year

Waku's **revenue traction has grown more than 9X** since our first year, increasing **from \$70K in 2018 to \$650K in 2021** (projected). We now have thousands of customers all throughout the US, including Hawaii and Puerto Rico!

As of March 2021, we have a \$450K+ run rate and 360%+ YoY growth compared to March 2020. Waku acquired 3.5K+ new customers in the past 12 months—with **40%+ of revenue coming from repeat customers**.

In 2022, we will expand our distribution channels by getting into retail with focus on the natural channel (Whole Foods, Sprouts), and becoming an **omni-channel brand**.



Waku belongs to the Branch Venture Group as well as Boston Impact Initiative portfolio. We've been featured in *The Boston Globe*, **Bevnet**, **SPINS** and a variety of influencer blogs.



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### 550+ reviews

Many so-called "health drinks" are bland or off-putting, while tasty ones come loaded with added sugar, fake flavors, and empty calories. Waku delivers on amazing taste and function (gut-health) using only real ingredients and no/low calories.

Females in the 45-64 age range are our largest consumer base. They are drawn to Waku for the gut-health benefits and minimal sugar content. The second largest group are women between the ages of 35-44; they're drawn to Waku primarily by the taste and the low calories with gut health as a secondary benefit.

We've received huge praise for the digestive relief our teas bring people, and for the refreshing taste of our multiple flavors.

# WHAT CUSTOMERS

ARE SAYING ABOUT WAKU

## Customer's Reviews



4.5 out of 5

500+ global ratings





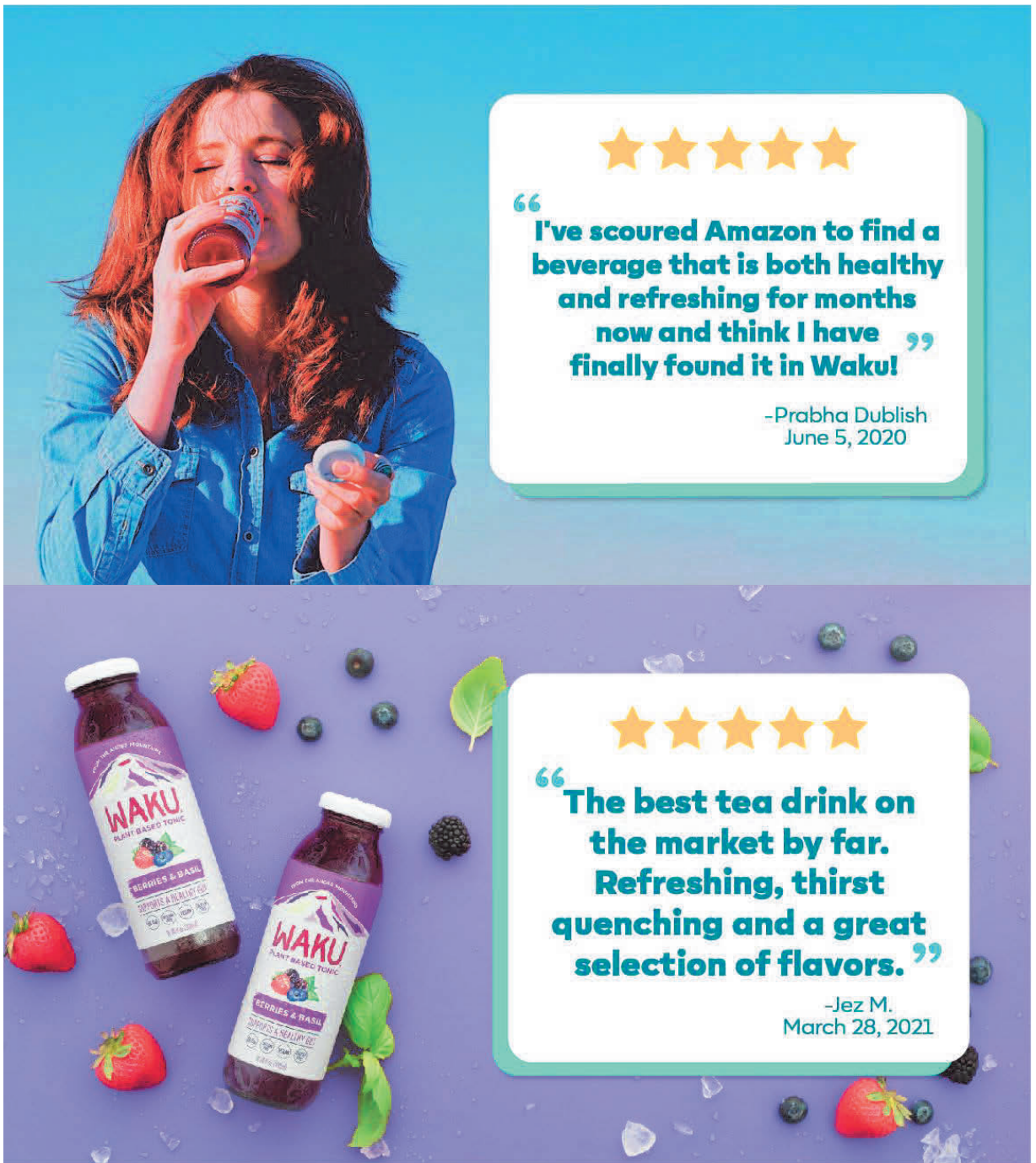
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March, 2021



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-Prabha Dublish  
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 March 28, 2021

## Business Model

### Primarily D2C with expansion plans into retail channels

Waku is projecting **\$650K in 2021 revenue**, with **75% of sales being D2C** and **25% coming from Amazon**. Our average customer **purchases 8 cases in a 2-year period**. We're planning on streamlining efficiency by moving from glass to more e-commerce friendly options, which we project will get us to a **40% gross margin** and optimize the shipping process.

### More than just a beverage company—we're a social impact driven company

The main driver behind why we started Waku ties back to our home-country Ecuador.



We are fighting poverty in the communities of smallholder farmers in the Andes Mountains of Ecuador by sourcing our ingredients directly from them at fair trade prices. As we keep growing as a company, we're going to be able to generate a bigger impact in the economy of Ecuador.

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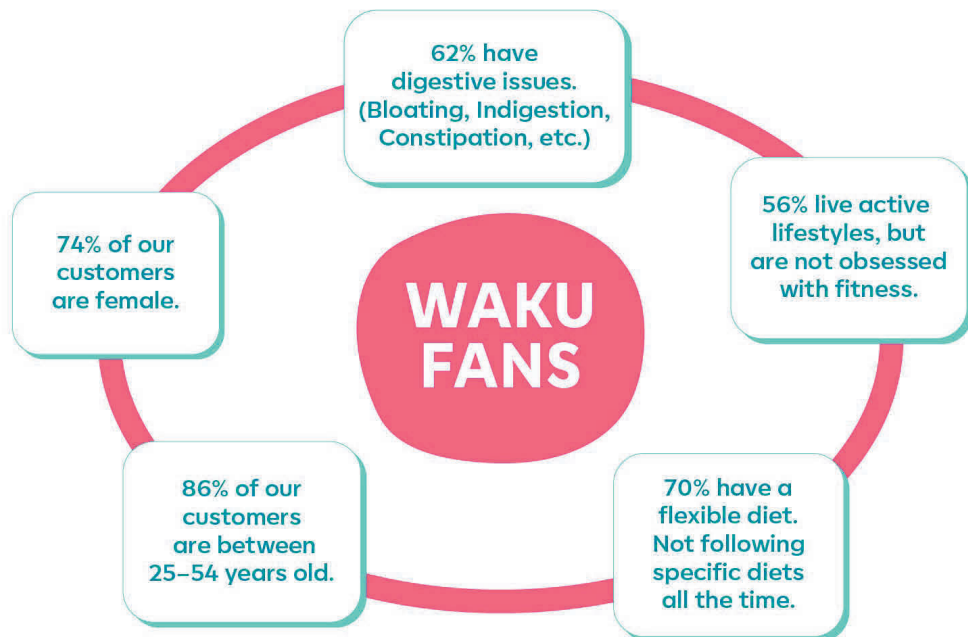
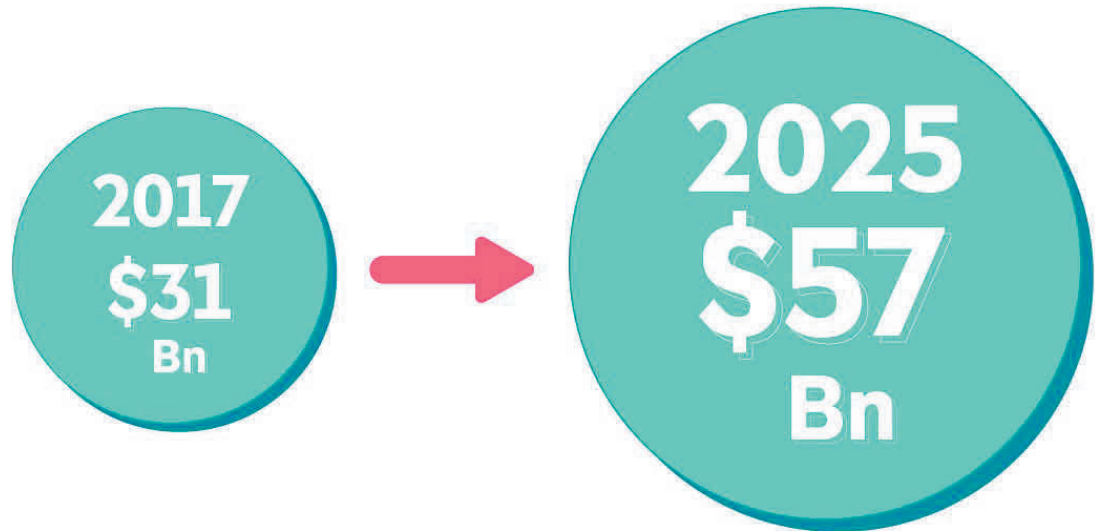
## Market

### **\$57B global gut-health market by 2025**

Gut-health consumable products are a global consumer macro-trend experiencing explosive growth. The global gut-health market size is projected to grow to **\$57B in 2025**. To capture this market, we are focusing on customer acquisition in the coming months by rolling out a multi-pronged market entry that includes **paid social advertising, research-based SEO, and influencer programs**.

Additionally, the ready-to-drink tea category is a \$7B category and has significant household penetration in the US.

# GLOBAL GUT-HEALTH MARKET



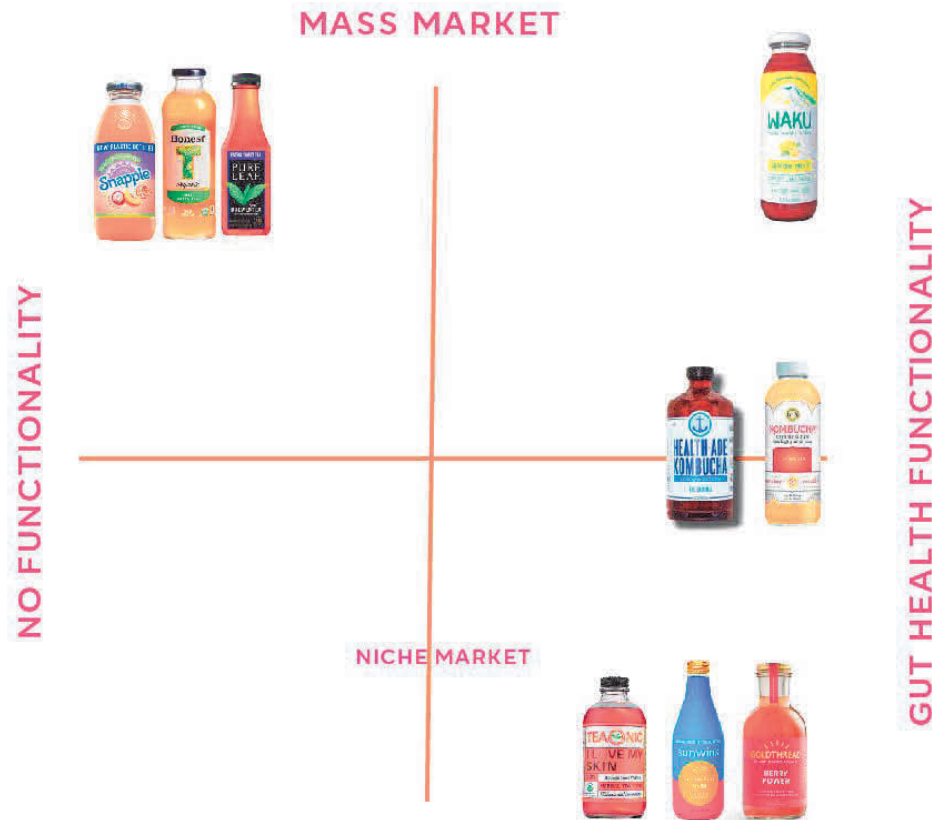
## Competition

### Disrupting the tea category & bringing gut-health functionality to the set

Waku has a unique and truly differentiated product. It uses a centuries-old Ecuadorean recipe, the finest natural ingredients, low sugar, and (soon) prebiotics to maximize the gut-healthy benefits. We're creating a truly unique value proposition. To our knowledge, Waku will be the first to market prebiotic tea! Our closest competitors are iced teas, which are loaded with sugar, fake flavors, and empty calories.

Waku also provides an alternative to consumers who want the gut-health benefits of kombucha but cannot stand its taste or carbonation.

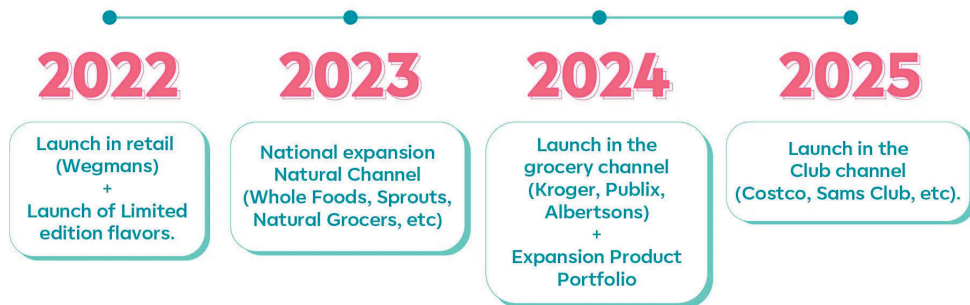
# Market Positioning



## Vision

### Targeting successful exit of \$200M+ with 10-15x ROI






We have a plan to get to \$50M in sales by 2025 while creating immense economic impact for thousands of independent farmers in Ecuador. At that stage, we expect an exit of \$200M or more.



Compared to 2020, we are on track to **grow more than 4X during 2021**. In the near future, we will launch new and improved products, multiple new flavors, and an awesome brand refresh!

For 2023, we are aiming to launch with national brands focused on health and wellness, such as **Whole Foods, Natural Grocers, Sprouts, and others**, becoming an omni-channel brand.

## EXIT STRATEGY

COMPANY	YEAR	REVENUE	ENTERPRISE VALUE	REVENUE MULTIPLE	ACQUIRER
 <b>Honest</b> tea	2008	\$23M	\$100M	4.35	Coca-Cola
 <b>*ORGANIC*</b> <b>SWEET LEAF</b> TEA CO.	2010	\$26.6M	\$160M	6	Nestlé
 <b>bai</b>	2016	\$231M	\$1,700M	7.36	Dr.Pepper Snapple Group
 <b>KEVITA</b>	2016	\$80M	\$260M	3.25	Pepsico
 <b>core</b>	2018	\$81M (est)	\$525M	6.5 (est)	Keurig Dr Pepper

### Investors

## \$1M raised from top investors like Branch Venture Group & Boston Impact Initiative

Prior to our Republic campaign, we raised \$1M from seasoned investors both in the US and internationally. Our investor roster includes Branch Venture Group, Boston Impact Initiative, and seasoned angel investors with extraordinary experience in the retail and CPG industries.

This new round of funding will support our expansion plans. Funding will go towards marketing, product development, bringing on key hires, and launching our new and improved lines.

**Invest in Waku now!**

### Founders

**THE WAKU TEAM**



## NICO ESTRELLA

Co-Founder & CMO

- Former professional athlete (soccer)
- 2nd time Entrepreneur.
- 5+ years of experience in digital & brand marketing

## JUAN GIRALDO

Co-Founder & CEO

- 3rd time Entrepreneur.
- 11+ years leading high performing teams
- Babson MBA '18



## SOFÍA ESTRELLA

PR & Communications Director

- B.A. Organizational Communications & Public Relations.  
Graphic Design



## Team



Juan  
Giraldo

Co-Founder &  
CEO

I am a passionate entrepreneur who brings optimism, team building and vision to company culture. He is globally minded and experienced in working with international teams.



Nico  
Estrella

Co-Founder &  
CMO

I am a motivated, optimistic and determined leader with great problem-solving skills developed through a background on business and marketing education. Passionate about the power of entrepreneurship and how it can create immense impact in the world.



Sofía  
Estrella

First Employee  
Communication  
& PR Director

I am a creative, enthusiastic, and motivated individual who understands the power of communication and the influence of design in life and business. I believe that there is always something new to learn and something new to share with others.



James  
McCann

Waku Advisor -  
Ex-CEO Ahold  
USA  
& Carrefour  
France.

James McCann has led major food retail businesses around the world for Tesco, was the CEO of Carrefour France, and led Ahold's \$24 billion US business for four years up to the merger with Delhaize America in 2016.



Lenny  
Lebovich

Waku Advisor -  
Founder at Pre  
Brands.

Lenny Lebovich, is the Founder and CEO of Pre Brands, a venture-backed premium "packaged fresh" consumer brand platform currently innovating in the retail fresh beef category.

## Perks

<b>\$100</b>	Mention on our social media and livewaku.com + 15% off & *free shipping in all Waku Products for 1 month (*Free shipping available for US only)
<b>\$250</b>	All of the above + 1 coupon for a Buy One Get One Free Deal + 20% off & *free shipping in all Waku Products for 2 months (*Free shipping available for US only)
<b>\$500</b>	All of the above + 2 coupons for a Buy One Get One Free Deal + 20% off & *free shipping in all Waku Products for 3 months (*Free shipping available for US only)
<b>\$1,000</b>	All of the above + 20% off & *free shipping in all Waku Products for 6 months (*Free shipping available for US only)
<b>\$2,200</b>	All of the above + WAKU GOLD ACCESS: 1 Free Waku 12-Pack + 20% off & *free shipping in all Waku Products FOREVER + Waku T-Shirt (*Free shipping available for US only)
<b>\$5,000</b>	All of the above + Monthly Investors Update + \$250 Waku Gift Card
<b>\$10,000</b>	All of the above + 1:1 Video Call with Waku Founders + \$500 Waku Gift Card
<b>\$25,000</b>	All of the above + Waku Platinum Access: 30% off & *Free Shipping in all Waku Products FOREVER + Custom Waku Hoodie with embroidered logo and your name (*Free shipping available for US only)
<b>\$50,000</b>	All of the above + Dinner with founders Juan and Nico in New York City.
<b>\$100,000</b>	Waku Platinum Access + Juan and Nico will fly you out to Quito, Ecuador* for lunch/dinner and a 2 night stay at a hotel in Quito's Historic Center. (*Flight tickets from NYC to UIO)

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**FAQ****How do I  
earn a  
return?**

We are using Republic's Crowd SAFE security. Learn how this translates into a return on investment here.

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**What must  
I do to  
receive my  
equity or  
cash in the  
event of  
the  
conversion  
of my  
Crowd  
SAFE?**

Suppose the Company converts the Crowd SAFE as a result of an equity financing. In that case, you must open a custodial account with the custodian and sign subscription documentation to receive the equity securities. The Company will notify you of the conversion trigger, and you must complete necessary documentation within 30 days of such notice. If you do not complete the required documentation with that time frame, you will only be able to receive an amount of cash equal to (or less in some circumstances) your investment amount. Unclaimed cash will be subject to relevant escheatment laws. For more information, see the Crowd SAFE for this offering.

If the conversion of the Crowd SAFE is triggered as a result of a Liquidity Event (e.g. M&A or an IPO), then you will be required to select between receiving a cash payment (equal to your investment amount or a lesser amount) or equity. You are required to make your selection (and complete any relevant documentation) within 30 days of such receiving notice from the Company of the conversion trigger, otherwise you will receive the cash payment option, which will be subject to relevant escheatment laws. The equity consideration varies depending on whether the Liquidity Event occurs before or after an equity financing. For more information, see the Crowd SAFE for this offering.

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**Logo**



**Headline** Deliciously replenishing herbal tea maximized for gut-health.

**Hero Image**



**Tags** Social Impact, Minority Founders, B2C, Drink, CPG, Wellness, Healthy food, Coming soon

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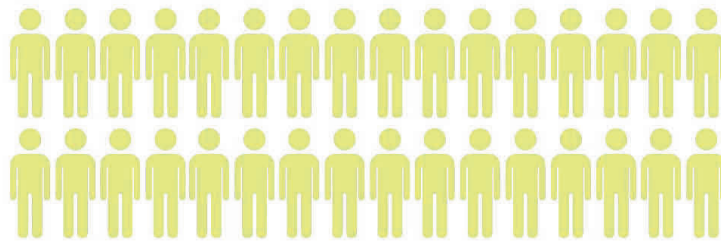
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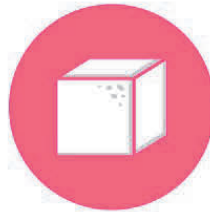
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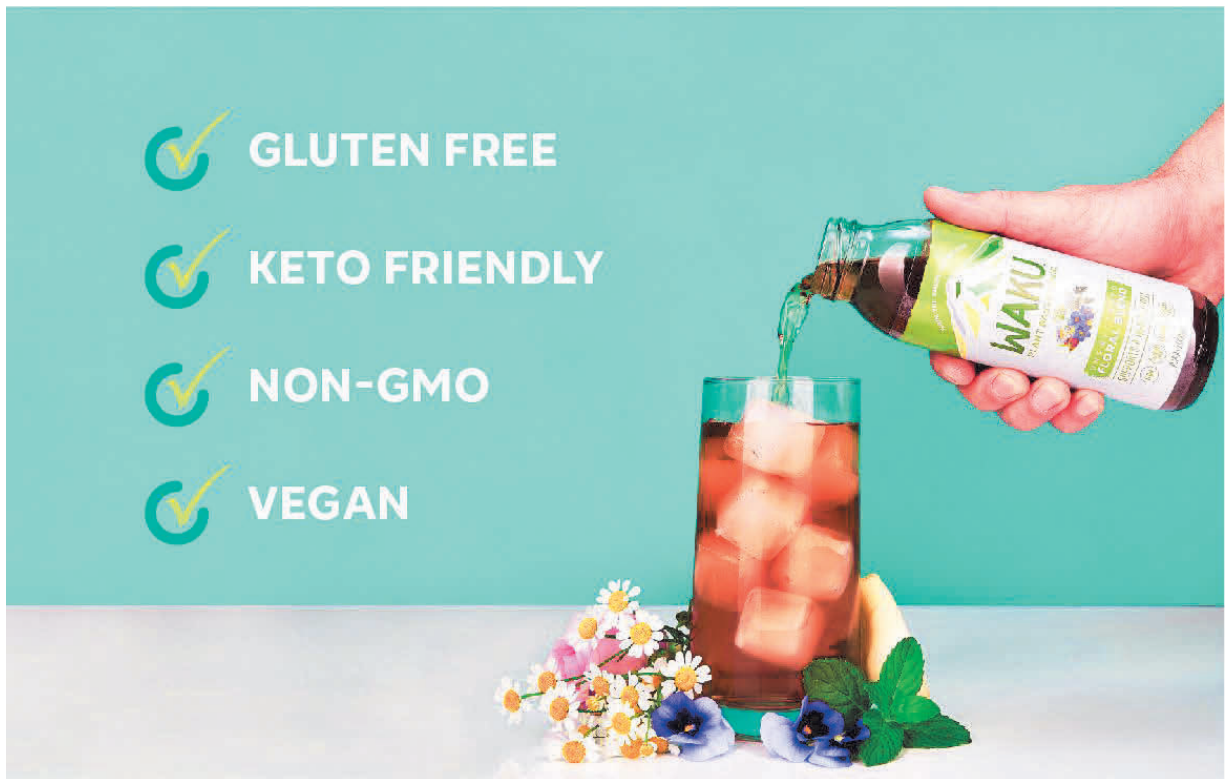
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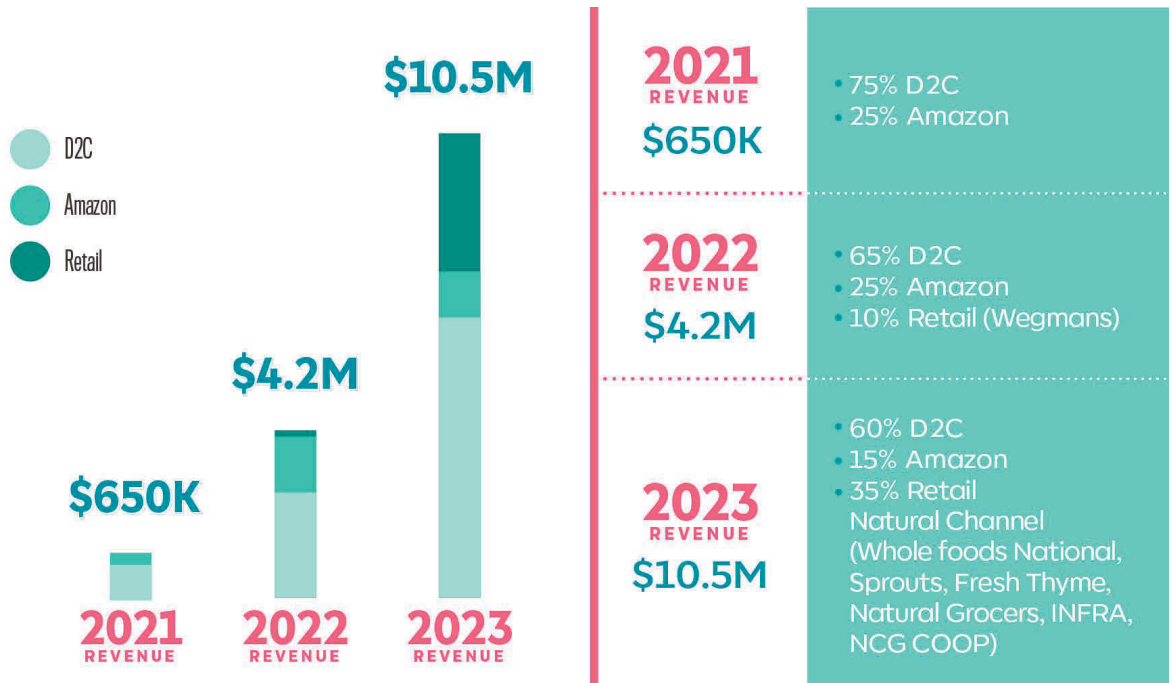
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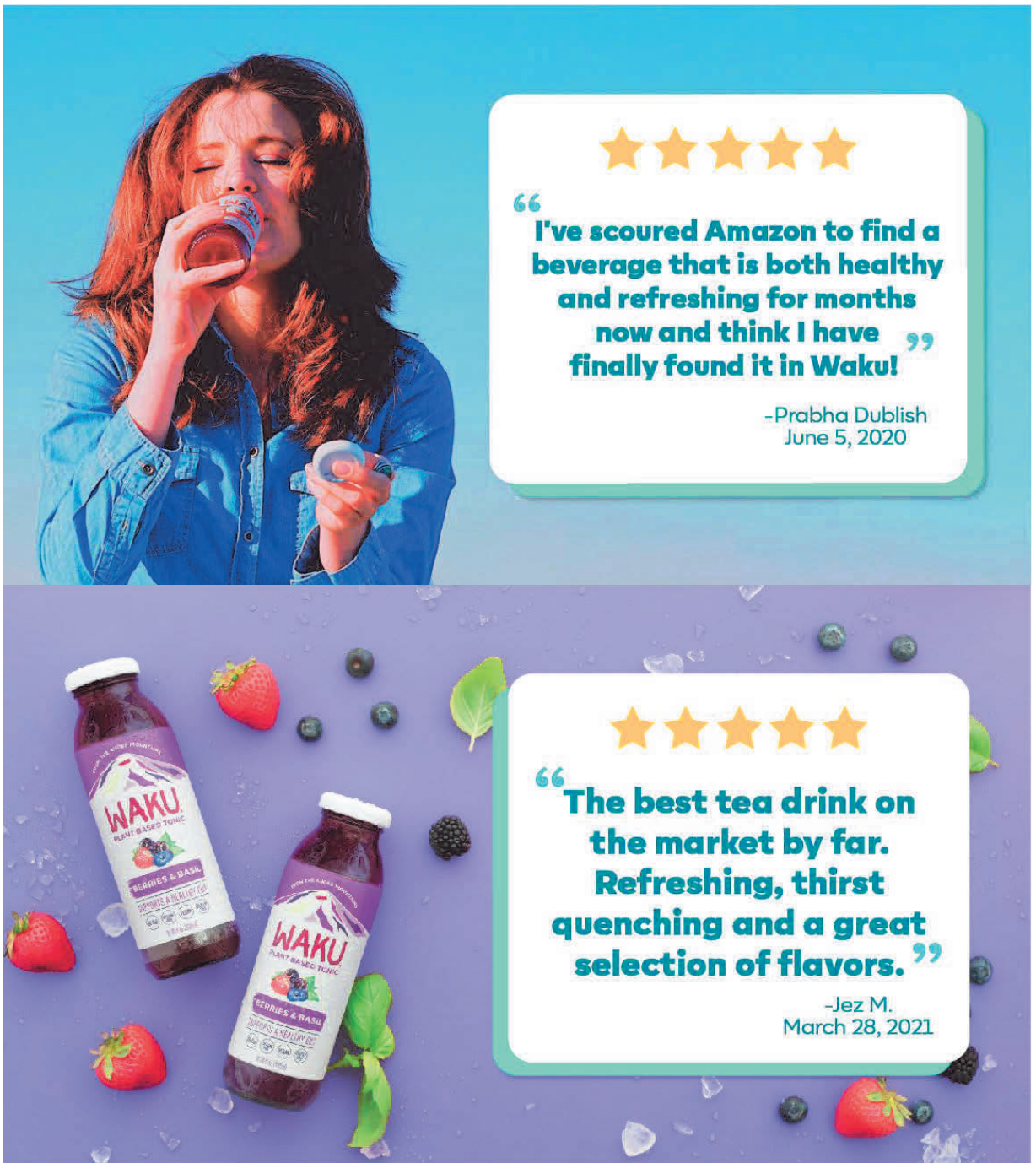
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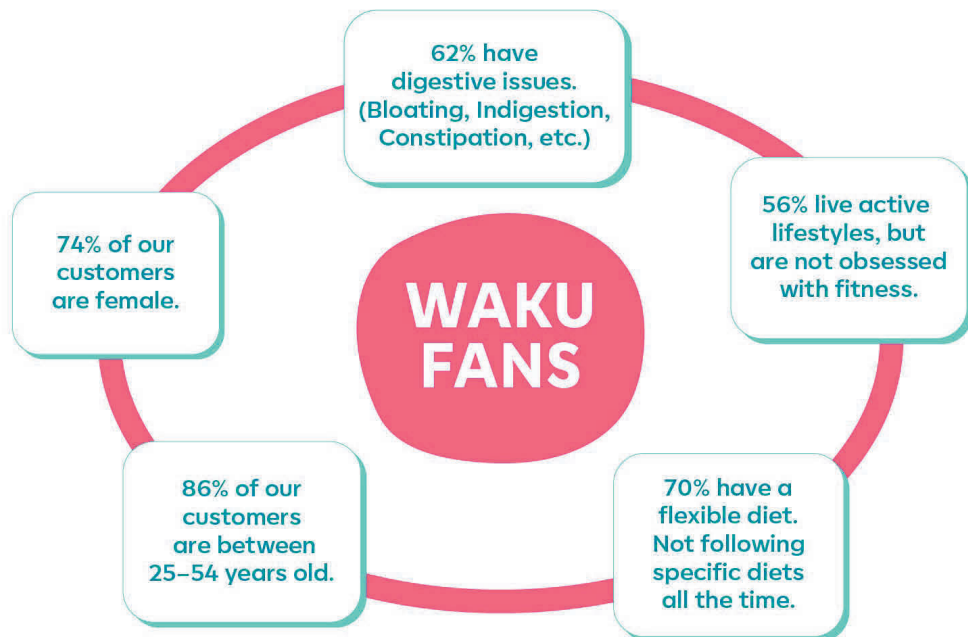
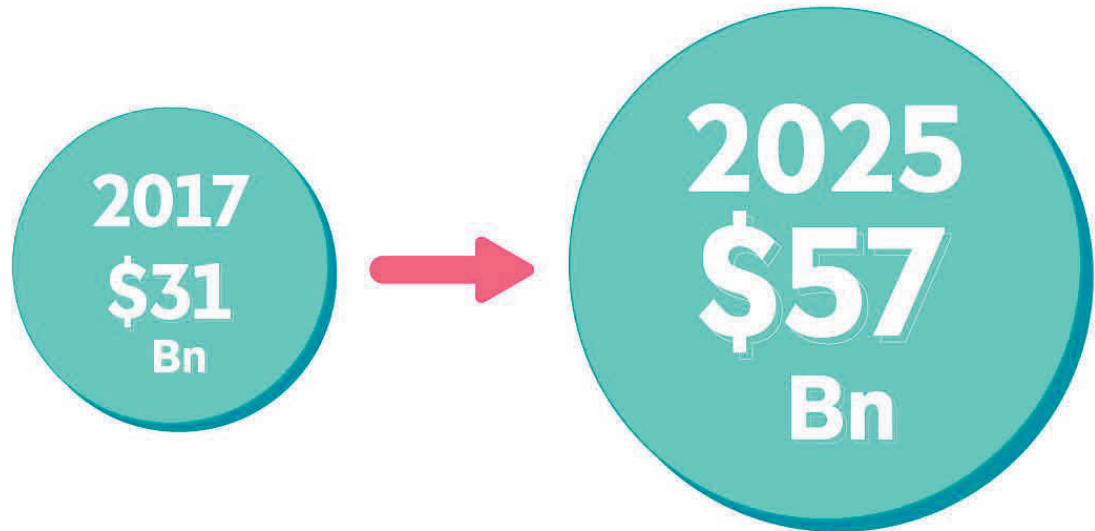
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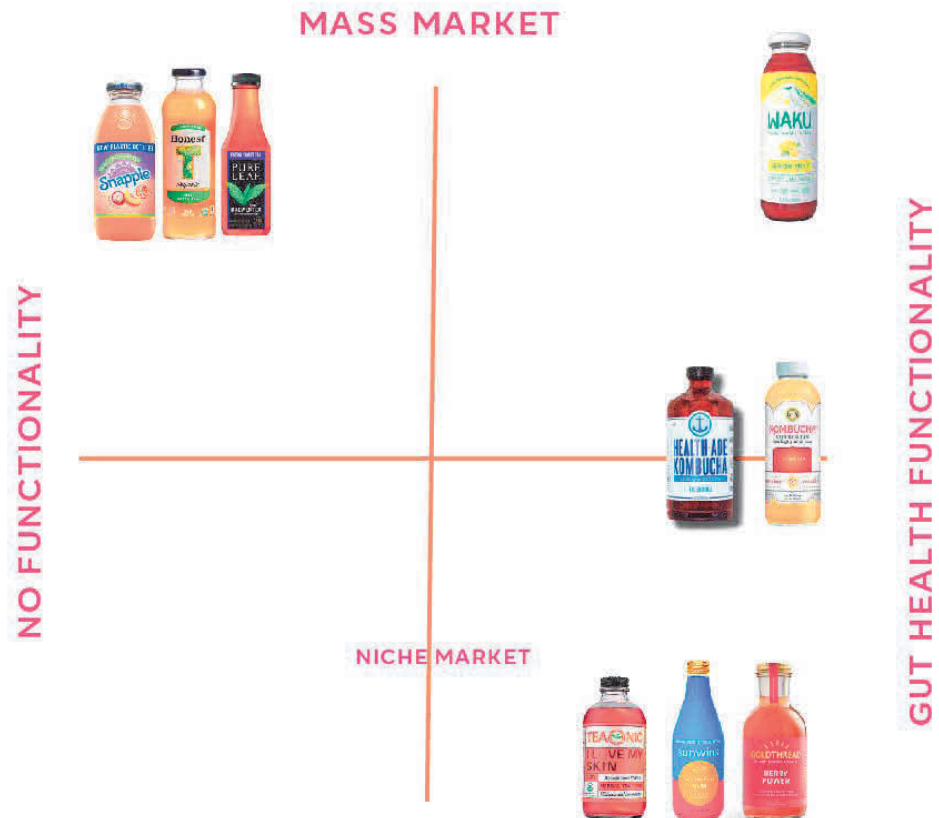
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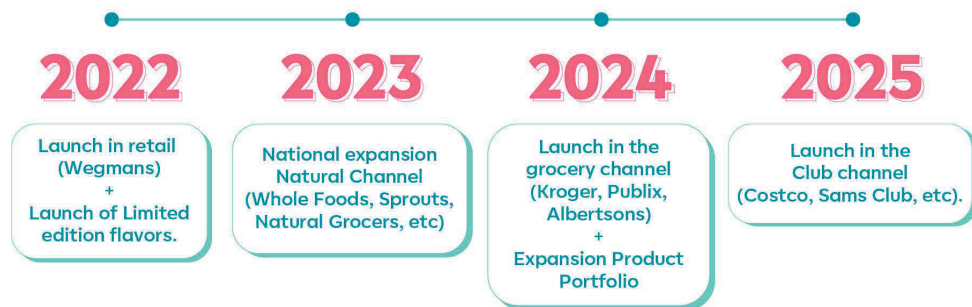
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For 2023, we are aiming to launch with national brands focused on health and wellness, such as **Whole Foods, Natural Grocers, Sprouts, and others**, becoming an omni-channel brand.

## EXIT STRATEGY

COMPANY	YEAR	REVENUE	ENTERPRISE VALUE	REVENUE MULTIPLE	ACQUIRER
 <b>Honest</b> tea	2008	\$23M	\$100M	4.35	Coca-Cola
 <b>*ORGANIC*</b> <b>SWEET LEAF</b> TEA CO.	2010	\$26.6M	\$160M	6	Nestlé
 <b>bai</b>	2016	\$231M	\$1,700M	7.36	Dr.Pepper Snapple Group
 <b>KEVITA</b>	2016	\$80M	\$260M	3.25	Pepsico
 <b>core</b>	2018	\$81M (est)	\$525M	6.5 (est)	Keurig Dr Pepper

### Investors

## \$1M raised from top investors like Branch Venture Group & Boston Impact Initiative

Prior to our Republic campaign, we raised \$1M from seasoned investors both in the US and internationally. Our investor roster includes Branch Venture Group, Boston Impact Initiative, and seasoned angel investors with extraordinary experience in the retail and CPG industries.

This new round of funding will support our expansion plans. Funding will go towards marketing, product development, bringing on key hires, and launching our new and improved lines.

**Invest in Waku now!**

### Founders

**THE WAKU TEAM**



## **NICO ESTRELLA**

Co-Founder & CMO

- Former professional athlete (soccer)
- 2nd time Entrepreneur.
- 5+ years of experience in digital & brand marketing

## **JUAN GIRALDO**

Co-Founder & CEO

- 3rd time Entrepreneur.
- 11+ years leading high performing teams
- Babson MBA '18



## Team



Juan  
Giraldo

Co-Founder &  
CEO

I am a passionate entrepreneur who brings optimism, team building and vision to company culture. He is globally minded and experienced in working with international teams.



Nico  
Estrella

Co-Founder &  
CMO

I am a motivated, optimistic and determined leader with great problem-solving skills developed through a background on business and marketing education. Passionate about the power of entrepreneurship and how it can create immense impact in the world.



Sofía  
Estrella

First Employee,  
Communication  
& PR Manager

I am a creative, enthusiastic, and motivated individual who understands the power of communication and the influence of design in life and business. I believe that there is always something new to learn and something new to share with others.



James  
McCann

Waku Advisor -  
Ex-CEO Ahold  
USA  
& Carrefour  
France.

James McCann has led major food retail businesses around the world for Tesco, was the CEO of Carrefour France, and led Ahold's \$24 billion US business for four years up to the merger with Delhaize America in 2016.



Lenny  
Lebovich

Waku Advisor -  
Founder at Pre  
Brands.

Lenny Lebovich, is the Founder and CEO of Pre Brands, a venture-backed premium "packaged fresh" consumer brand platform currently innovating in the retail fresh beef category.

## Perks

<b>\$100</b>	Mention on our social media and livewaku.com + 15% off & *free shipping in all Waku Products for 1 month (*Free shipping available for US only)
<b>\$250</b>	All of the above + 1 coupon for a Buy One Get One Free Deal + 20% off & *free shipping in all Waku Products for 2 months (*Free shipping available for US only)
<b>\$500</b>	All of the above + 2 coupons for a Buy One Get One Free Deal + 20% off & *free shipping in all Waku Products for 3 months (*Free shipping available for US only)
<b>\$1,000</b>	All of the above + 20% off & *free shipping in all Waku Products for 6 months (*Free shipping available for US only)
<b>\$2,200</b>	All of the above + WAKU GOLD ACCESS: 1 Free Waku 12-Pack + 20% off & *free shipping in all Waku Products FOREVER + Waku T-Shirt (*Free shipping available for US only)
<b>\$5,000</b>	All of the above + Monthly Investors Update + \$250 Waku Gift Card
<b>\$10,000</b>	All of the above + 1:1 Video Call with Waku Founders + \$500 Waku Gift Card
<b>\$25,000</b>	All of the above + Waku Platinum Access: 30% off & *Free Shipping in all Waku Products FOREVER + Custom Waku Hoodie with embroidered logo and your name (*Free shipping available for US only)
<b>\$50,000</b>	All of the above + Dinner with founders Juan and Nico in New York City.
<b>\$100,000</b>	Waku Platinum Access + Juan and Nico will fly you out to Quito, Ecuador* for lunch/dinner and a 2 night stay at a hotel in Quito's Historic Center. (*Flight tickets from NYC to UIO)

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**FAQ****How do I  
earn a  
return?**

We are using Republic's Crowd SAFE security. Learn how this translates into a return on investment here.

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**What must  
I do to  
receive my  
equity or  
cash in the  
event of  
the  
conversion  
of my  
Crowd  
SAFE?**

Suppose the Company converts the Crowd SAFE as a result of an equity financing. In that case, you must open a custodial account with the custodian and sign subscription documentation to receive the equity securities. The Company will notify you of the conversion trigger, and you must complete necessary documentation within 30 days of such notice. If you do not complete the required documentation with that time frame, you will only be able to receive an amount of cash equal to (or less in some circumstances) your investment amount. Unclaimed cash will be subject to relevant escheatment laws. For more information, see the Crowd SAFE for this offering.

If the conversion of the Crowd SAFE is triggered as a result of a Liquidity Event (e.g. M&A or an IPO), then you will be required to select between receiving a cash payment (equal to your investment amount or a lesser amount) or equity. You are required to make your selection (and complete any relevant documentation) within 30 days of such receiving notice from the Company of the conversion trigger, otherwise you will receive the cash payment option, which will be subject to relevant escheatment laws. The equity consideration varies depending on whether the Liquidity Event occurs before or after an equity financing. For more information, see the Crowd SAFE for this offering.

**From:** Juan Giraldo <juan@livewaku.com>  
**Sent:** Tuesday, August 3, 2021 2:37 PM  
**To:** James Mccann  
**Subject:** Republic Campaign Early Access

Hi James,

Hope all is well!

Early access to our [Republic campaign](#) is now available!

### What does early access mean?

You get to reserve your spot in our funding round. As soon as the campaign launches to the public your reservation will convert to an actual investment. This is when you will actually transfer the funds.

### Why are we offering early access?

Because this way we will publicly launch our campaign with a lot more traction. As we will have already hit our \$25k milestone even before launching it!

Please make your reservation today by following this [link](#).

Let's make it a big success!

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Best,



**Juan Giraldo**  
CEO & Co-Founder **Waku**  
**Inc**



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