



***MODERNIZING CORPORATE FILING THROUGH SOFTWARE-DRIVEN
ACQUISITIONS***

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PROBLEM

- **Filing agent businesses are:**
- **Manual, admin-heavy, time-consuming, margin-constrained**
- **Many owners are aging / lifestyle operators**
- **Limited tech adoption**
- **Market Characteristics**
- **Recurring compliance needs**
- **Sticky client relationships**
- **Fragmented market (many small operators)**

A fragmented, profitable but inefficient industry ready for consolidation

SOLUTION

We built proprietary software that:

- Automates filing workflows
- Reduces processing time
- Minimizes manual errors
- Increases case capacity per staff

Result:

- Same team handles more volume, lower cost per filing, higher net margins
- You can include:
- 95% time saved, 90% reduction in admin labor, increase in capacity per staff

THE ACQUISITION STRATEGY

- **Acquire existing, profitable, existing client base filing agent businesses**
- **Migrate operations onto our software**
- **Reduce admin cost**
- **Increase case throughput**
- **Improve margins**
- **Cross-sell services**
- **Low risk, cash-flow driven and predictable**
- **Buy low-tech cash-flow businesses, apply proprietary automation, expand margins and repeat**

VALUE CREATION MODEL

- **Before acquisition:**
- **Revenue: \$500k**
- **Net margin: 20% (\$100k profit)**
- **After software integration:**
- **Admin cost ↓ 60%**
- **Capacity ↑ 800%**
- **Margin → 40%**
- **Profit increases significantly without needing new clients**

ROLL-UP STRATEGY

- **Target small-to-mid filing agents**
- **Purchase at X multiple (e.g., 2–4x earnings)**
- **Integrate seamlessly**
- **Improve margins**
- **Repeat**

MARKET SIZE

The **Global Registered Agent Service Market** was valued at roughly **\$2.5 billion in 2024** and is projected to grow to about **\$5.2 billion by 2035** (CAGR ~6.9%). –Wise Guy Reports.

COMPETITIVE ADVANTAGE

- Proprietary software
- Proven internal profitability
- Operational expertise
- Acquisition playbook
- Recurring revenue base
- Sticky clients

TEAM



Dr. Desheng Wang, Focus Universal CEO, Ph.D. in Chemistry at Emory University in 1994. a senior research fellow at California Institute of Technology from 1994-2011.



Irving Kau, Focus Universal CFO and director, a former Managing Partner of both Elementz Ventures and KW Capital Partners. CFO of an AgBiotech company Origin Agritech Limited (Nasdaq: SEED). A graduate degree from Rice University and pursued a PhD degree in Business Strategy (economics) at USC.



Carine Clark, an independent director of Focus Universal. Lumio Chief Innovation office, Chair of the Governor's Office of Economic Opportunity for Utah, executive chairman of Domo (Nasdaq: DOMO).



Michael Pope, a director of Focus Universal, former CEO and Chairman at Boxlight Corporation (Nasdaq: BOXL)



Sean Warren, an independent director of Focus Universal, He brings a wealth of expertise with strengths in software development, cloud management, enterprise infrastructure development and full spectrum of IT compliance, former director of cloud operations at Domo, the VP of Global Platform Services at Cotiviti.