Nasdaq: **FCUV**

Investor Presentation

2022

Internet of Things ("IoT") Today

IoT refers to the overarching network created by billions of internet-compatible devices and machines that share data and information between each other.

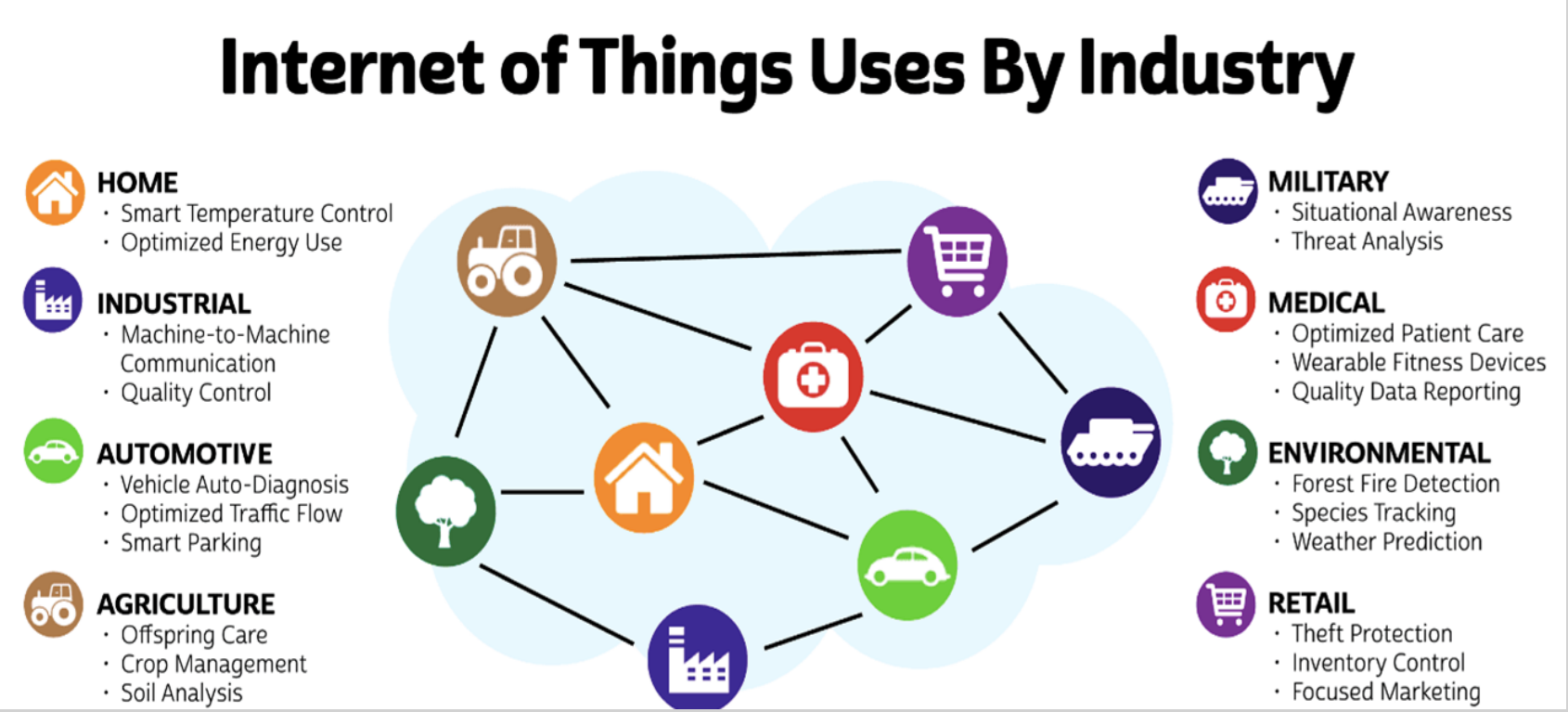

Photo Credit: samyakinfotech.com (May 2021)

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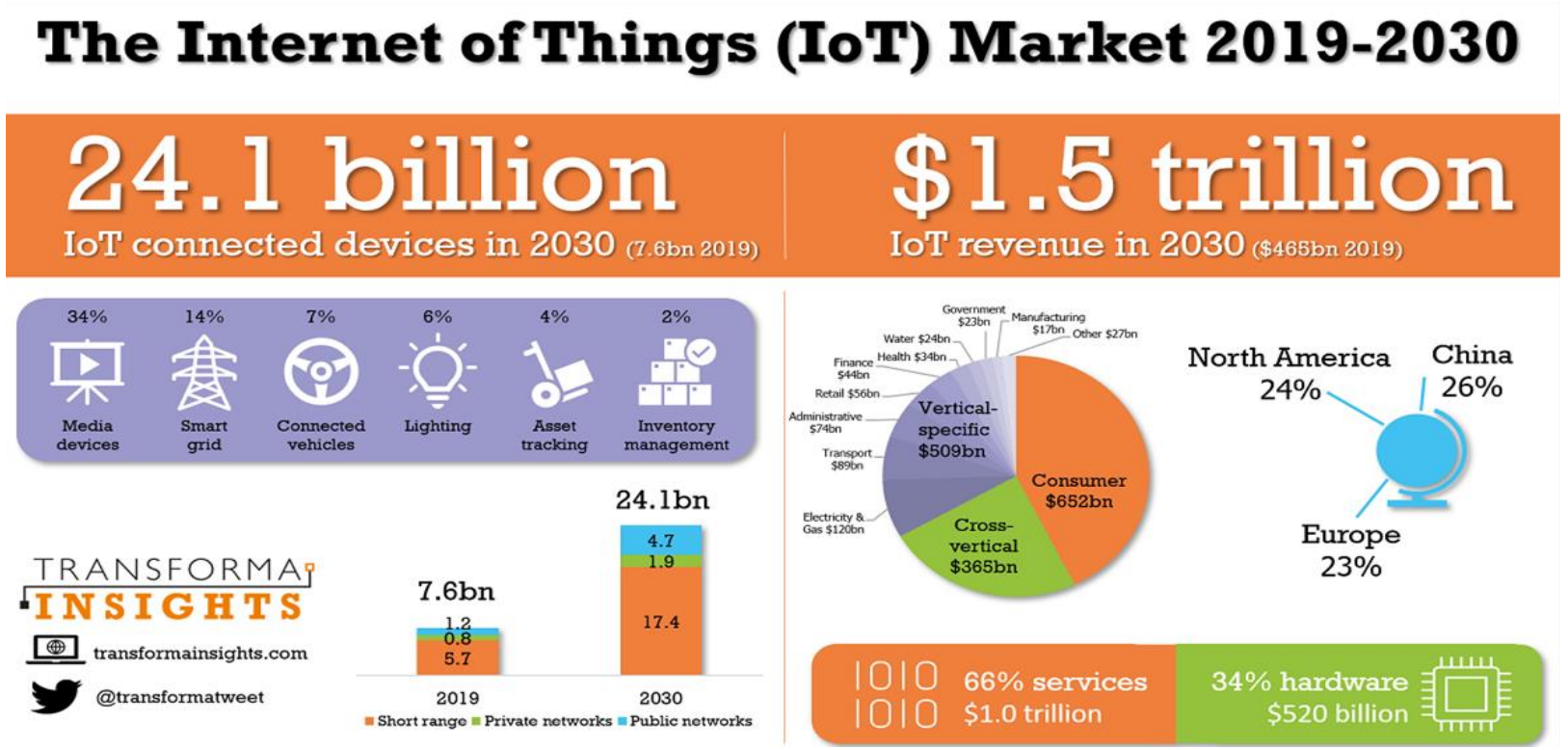
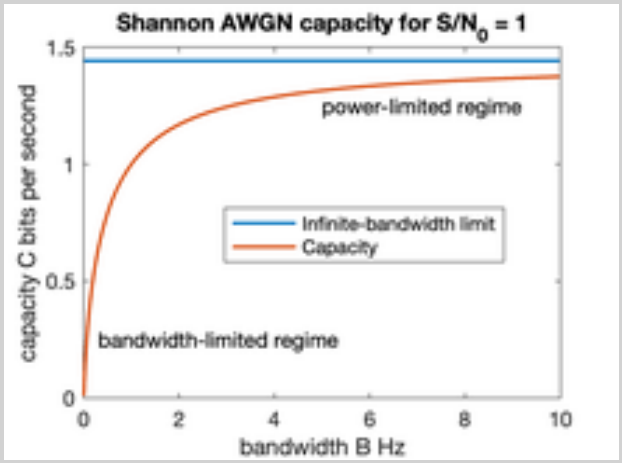


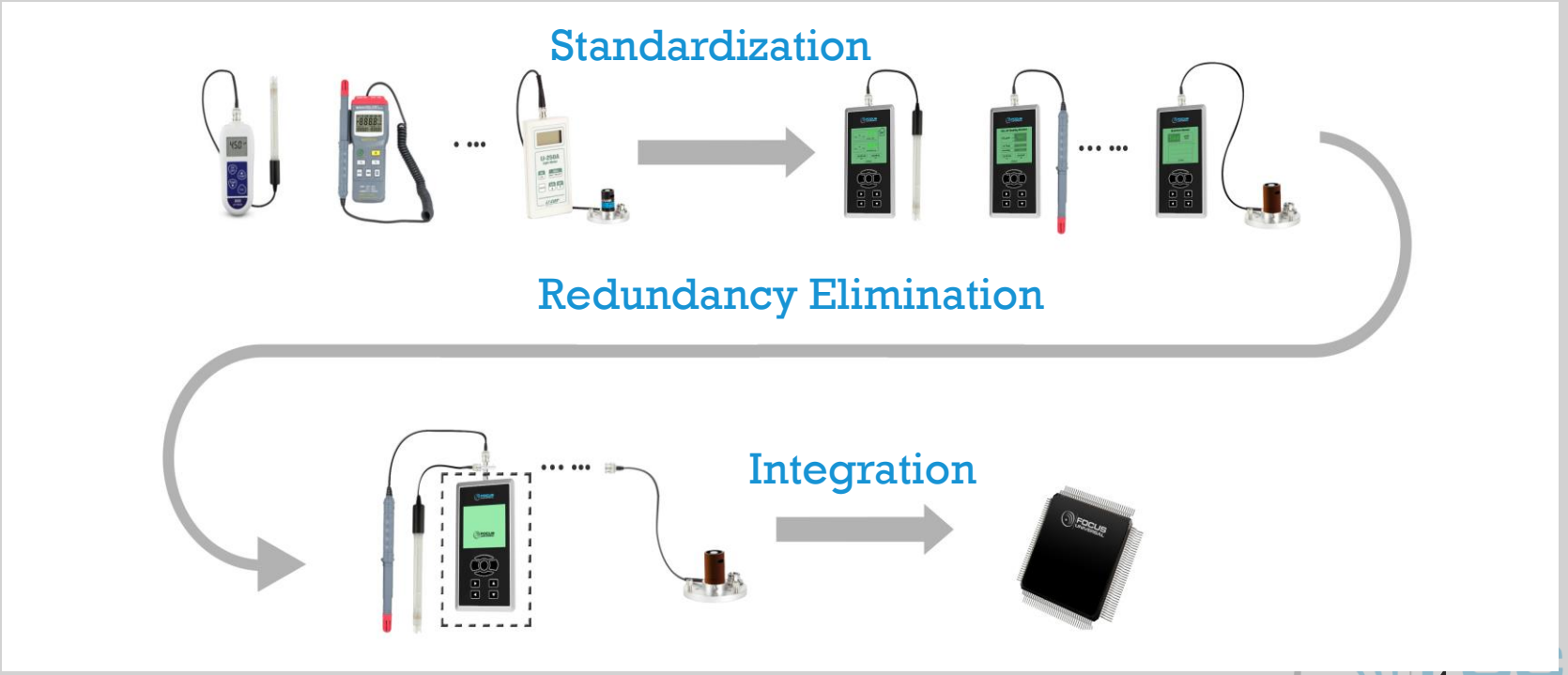
Market Potential

Core Extensions of Physics Laws

Universal Smart Instrumentation Platform (USIP), the universal hardware and software integration platform allows ICs to be integrated from component level up to device level. Introducing universal software to IC allows multiple ICs be further integrated together, push the frontier of semiconductor technology beyond **Moore's Law** and allow the principle of Moore's Law to continue.

Furthermore, the UNB technology utilizes **Shannon's Law** to reach the capacity levels beyond 5G/6G or any paradigm utilizing bandwidth as a driver for capacity. UNB technology enables the signal to accentuated by reducing noise and thereby maximizing signal and capacity to a greater degree.





Focus Universal Overview

Universal Shared Internet of Things (US-IoT)

Our patented universal smart technologies integrate multiple integrated circuits on the device level, pushing the frontier of semiconductor technology to the limits of Moore's law. Current technology can only integrate on the component level.

Our **five fundamental disruptive technology platforms** work collectively to solve the most fundamental IoT problems - hardware design and production, software design, the interface between the two, and next-gen communication.

1. **Universal Smart Instrumentation Platform (USIP)** provides a universal foundation for 20 billion IoT and standalone devices. USIP solves the massive IoT hardware design and production issue which in the current state is an impossible scenario given the complexity and legacy issues which exist.

2. **Natural Integrated Programming Language (NIPL)** solves the IoT software manual design problem. Software manual design is another mission impossible task for 20 billon IoT applications which in the current state are unable to satisfy the future demand.

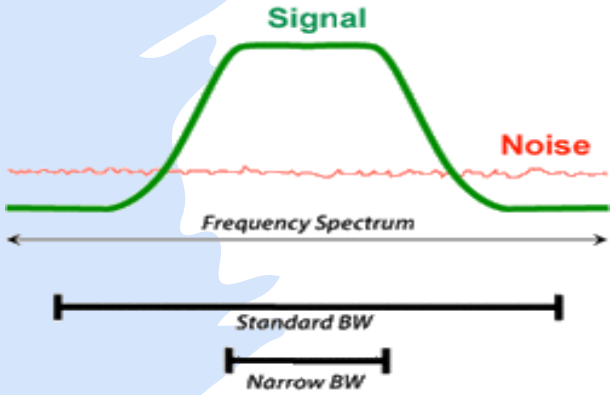
Focus Universal Overview (cont.)

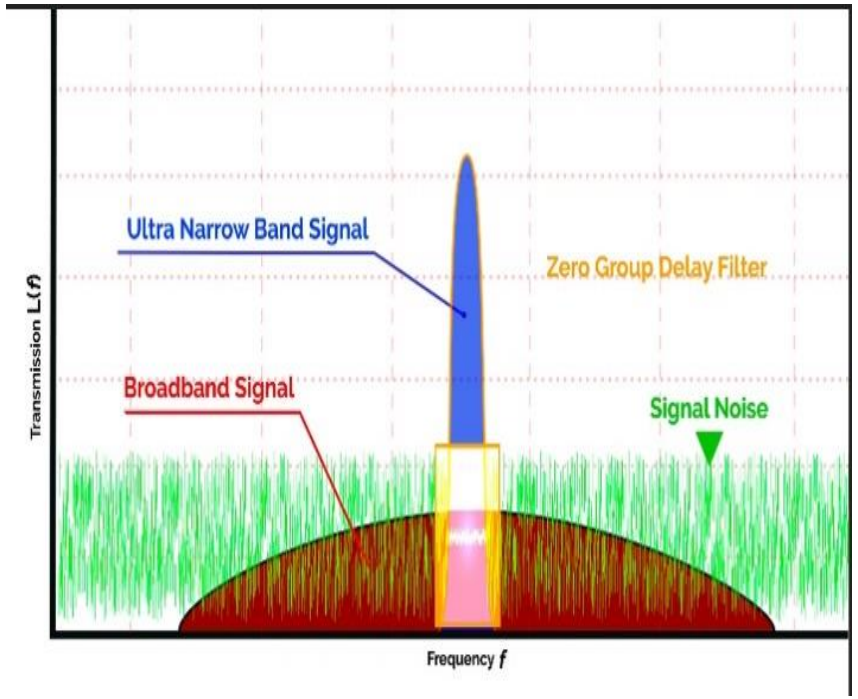
3. **Ultranarrow Band Wireless Communications (UNBWC),** next generation wireless communication technology, ***100x*** *faster than current 5G*, UNBWC allows a ***two order of magnitude*** longer range coverage, ***100,000x*** more energy efficiency, ***4,000x*** more bandwidth efficiency, and much ***faster data speed*** per subcarrier wave than those of current 5G technology.

4. **Ultranarrow Band (UNB) Power Line Communications (PLC)** overcame the noise issues which hindered PLC applications for over a century and established ubiquitous communication connectivity over existing power distribution network with no additional network infrastructure needed as all communications utilize the existing installed power cable base.

5. **Device on a Chip (DoC)** utilizes a mobile device or computer to communicate with smart devices (sensors, probes, controllers, etc.) in real time to monitor and control these devices through an Ubiquitor (central hub device).

Ultranarrow Band (UNB) Communication Technology





What We Solve – Communication Networks

5G

- Data Rate – 1 Gbps
- Range – 1/3 mile
- Power Consumption – 2X to 9X more than 4G

→

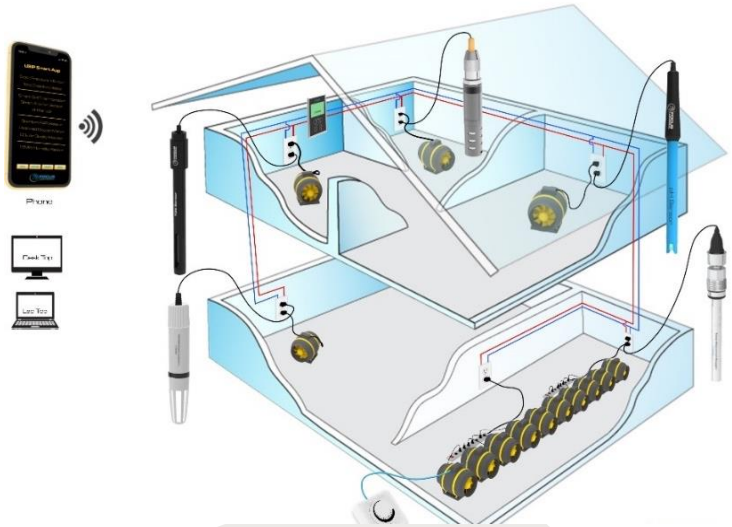
5G+

- Data Rate – 1 Gbps
- Range – 20+ miles
- Power Consumption – Up to 6,000X less than 5G

Wireless Router Communication

→

Power Line Communication (PLC)



5G Technical Limitations and Challenges

Frequency Band

- 4G LTE already operates on established frequency bands below 6GHz, 5G requires frequencies — all the way up to 300GHz. In the US, millimeter wave spectrum auctions netted $4.47 billion.
- Limited range requires further infrastructure.
- Higher frequencies enable highly directional radio waves, handling more users and data and beaming out over shorter distances is challenging.

Cost to Build and Cost to Buy

- 5G base stations use a lot more energy than 4G base stations. 5G service providers have trouble paying their energy bills.
- Hundreds of billion dollars has been spent on 5G, it is reaching the Shannon Law's limit and still does not work well.

4G, 5G and Ultranarrow Band (UNB) Technology

Technology	Bandwidth(MHz)	No. of subcarriers	Operating Frequency	Speed	Spectral efficiency
	MHz		GHz	Mbps	bits/s/Hz
4G	**20**	**1200**	**6**	**4-60**	**6**
5G	**100**	**3276**	**up to 300**	**40-1100**	**10**
UNB (finished)	**0.001**	**1**	**0.004**	**4**	**4000**
UNB (in development)	**0.001**	**1**	**0.064**	**64-256**	**>4000**

- If UNB speed will increase propoationally if it adopts multiple subcarriers (equivalent to increasiing bandwidth) or operates at higher frequency.
- Keeping the same bandwidth, UBN can saved energy 20,000 times for 4G and 100,000 times for 5G.
- Keeping the same bandwith and energy consumption, the coverage can increase two orders of magnitude.

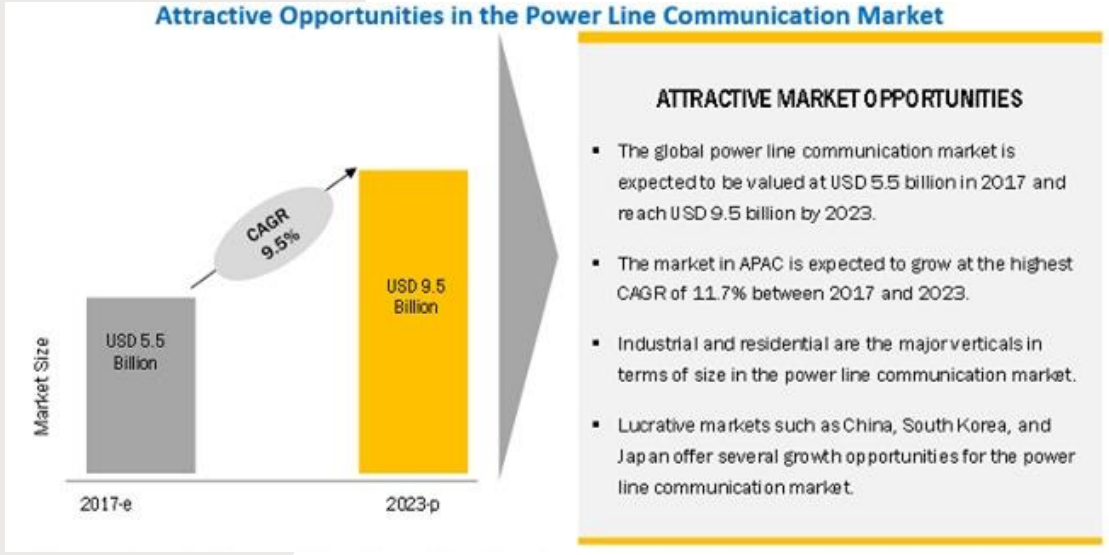
Ultra Narrowband Powerline Communication

Power Line Communication (PLC)

The current PLC market is dominated by Narrowband and Broadband Communications. The primary issue holding back widespread adoption of PLC is the harsh electrical noise disturbance present in power lines.

UNB-PLC overcomes the PLC challenges and enables a more secure, faster and stable data communication over existing power lines.

UNB-PLC thus offers a major advantage for IoT communication infrastructure backbone of industries including hotels, power plants, industrial facilities and any other industry requiring large scale IoT automation.



Source: Markets and Markets (November 2020)

Patented Technology – PLC

Powerline Communication (PLC) enables sending data over existing power cables. PLC international patent application no. **PCT/US2019/63880** filed 11/29/19.

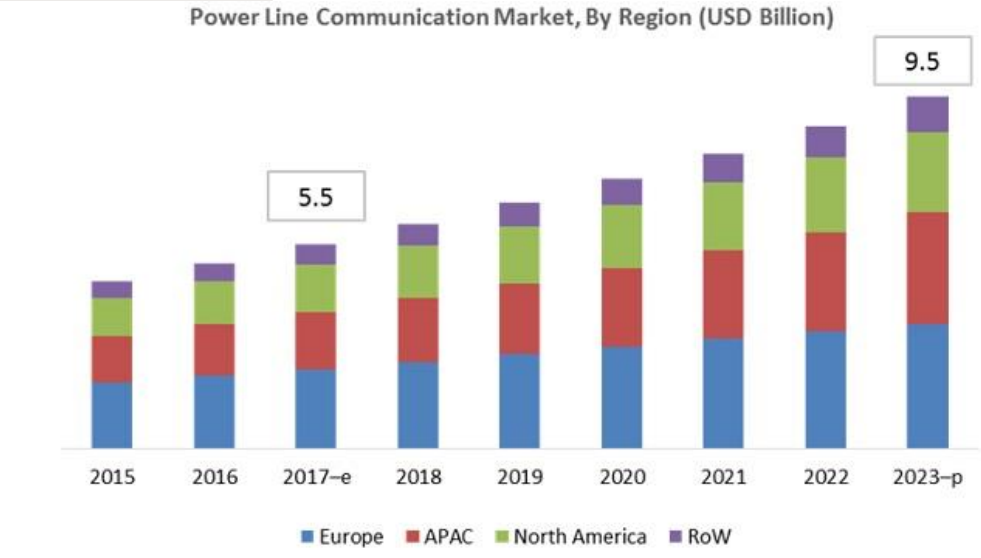
Uses the existing power lines and reduces new fees for communications infrastructure.

The harsh noise environment of the power lines negatively impacts the quality of data transmitted and has hindered PLC applications since 1920.

Small appliances (like a hair dryer) can interrupt current PLC data signals, and this becomes much more the case in an industrial environment.

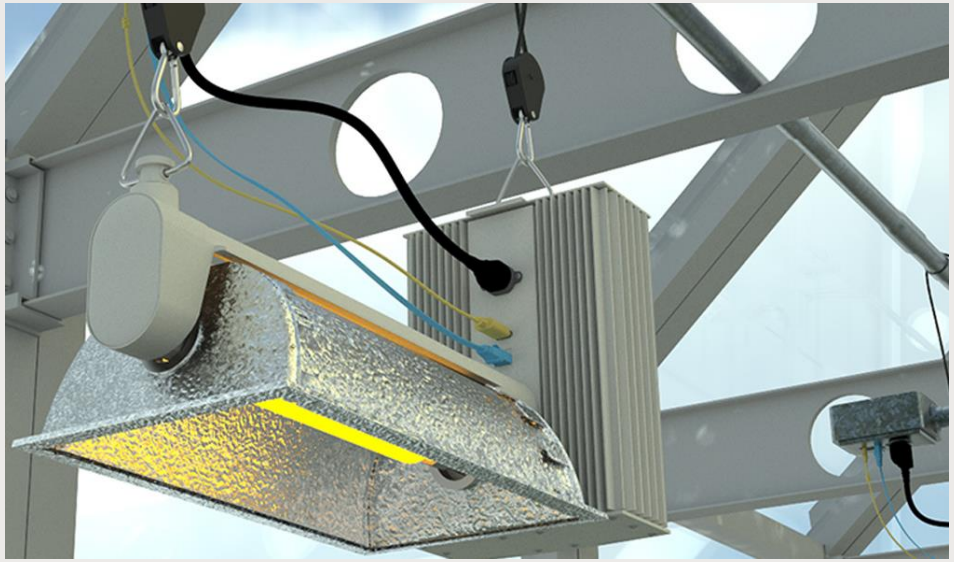
Focus Ultranarrow band PLC technology overcomes the noise challenges which have impeded PLC progress over a century.

Link to live demo: https://vimeo.com/373246001



Markets and Markets
Updated date – Oct 25, 2019

Competitive Advantage – Legacy Wiring



Current wired IoT solutions utilize Cat 5 and Cat 6 cables, which has issues with cost and reliability.

The lighting control and Cat Cables is eliminated by utilizing the existing power grid and USIP.

Competitive Advantage – Wireless Network

The USIP solution is a closed loop process passing the information collected from the sensors through the gateway device and into an application through existing power cables.

Wireless IoT Issues:

- Cost – up to 4x more
- Coverage – limited range
- Dependability – susceptible to numerous interferences
- Security – easier to infiltrate the network remotely
- Speed – up to 10x slower

Ultra Narrowband Wireless Communication (UNBWC)

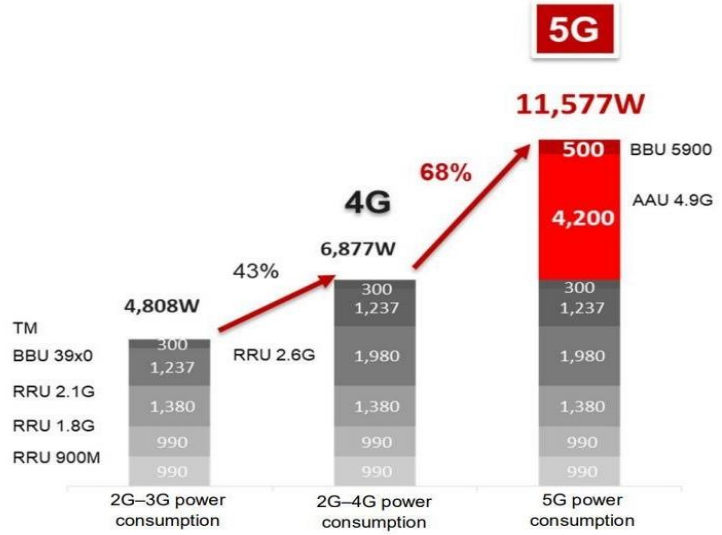
5G++

Current 5G cellular communication has reached several critical operational limits, including high energy costs for 5G base stations.

Focus Universal 5G++ has the potential to provide longer range and higher data rate than current 5G systems.

5G++ Advantages:

- Up to 1 Gbps everywhere with 5G high band speed
- Up to 10x the coverage range of 5G
- Substantial savings on 5G infrastructure costs
- Potential energy usage reduction of 6,000X

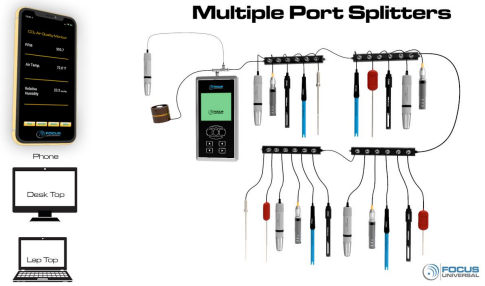


Typical maximum power consumption of a 5G base station

Source: Huawei 7/29/2020

Patented Technology

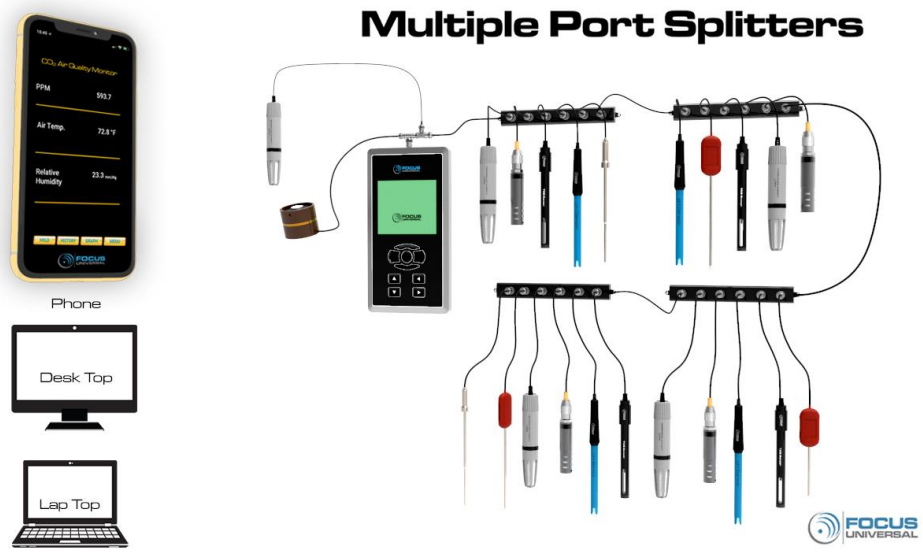
- **“Universality”** is the philosophy behind the Focus Universal patented technology. “Universal Smart Device” **U.S. Patent No. 9924295** Issued in March 2018.
- The USIP utilizes a mobile device or computer to communicate with smart devices (sensors, probes, controllers) to monitor and control any functions, thus replacing traditional instrument hardware. Our interface supports real-time data monitoring, control and operation on any mobile device or computer.
- Link to video demonstration: https://vimeo.com/373246866



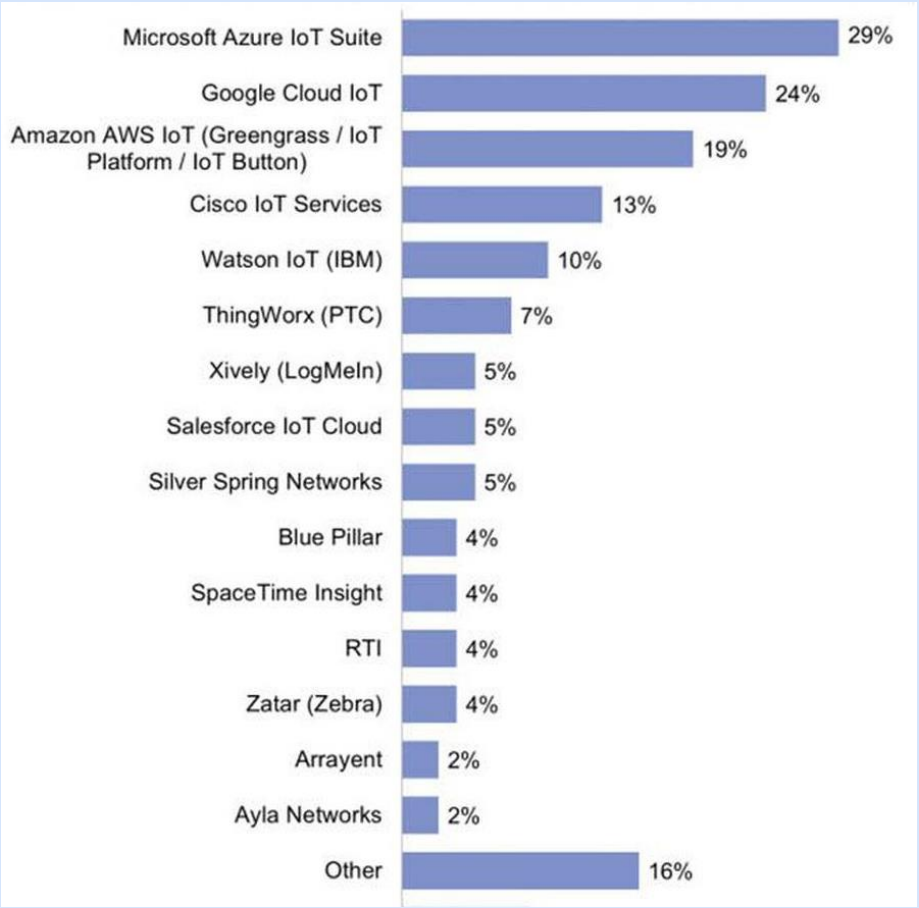
Universal Smart Instrumentation Platform

USIP unifies heterogeneous measurement and control devices into a single universal device (Ubiquitor).

The USIP utilizes a mobile device or computer to communicate with smart devices (sensors, probes, controllers) to monitor and control any functions, thus replacing traditional instrument hardware. The interface supports real-time data monitoring, control and operation on any mobile device or computer.



Natural Integrated Programmable Language



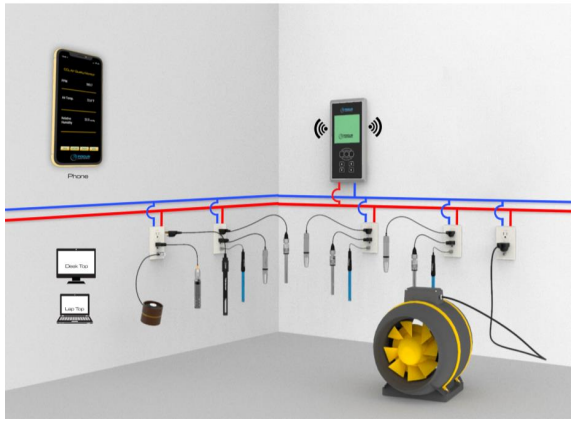
Source: *Cowen Software Developer Survey, Getting In On The Ground Floor: Surveying Software Developers On Key Tech Trends, September 18, 2017*

Universal Shared Distributed IoT Devices are easy to implement and enjoy significant cost savings, design and production efficiency

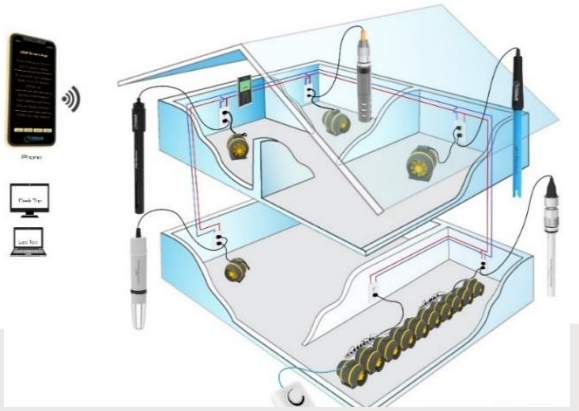
Traditional Machine to Machine IoT

Wireless Network

Focus IoT



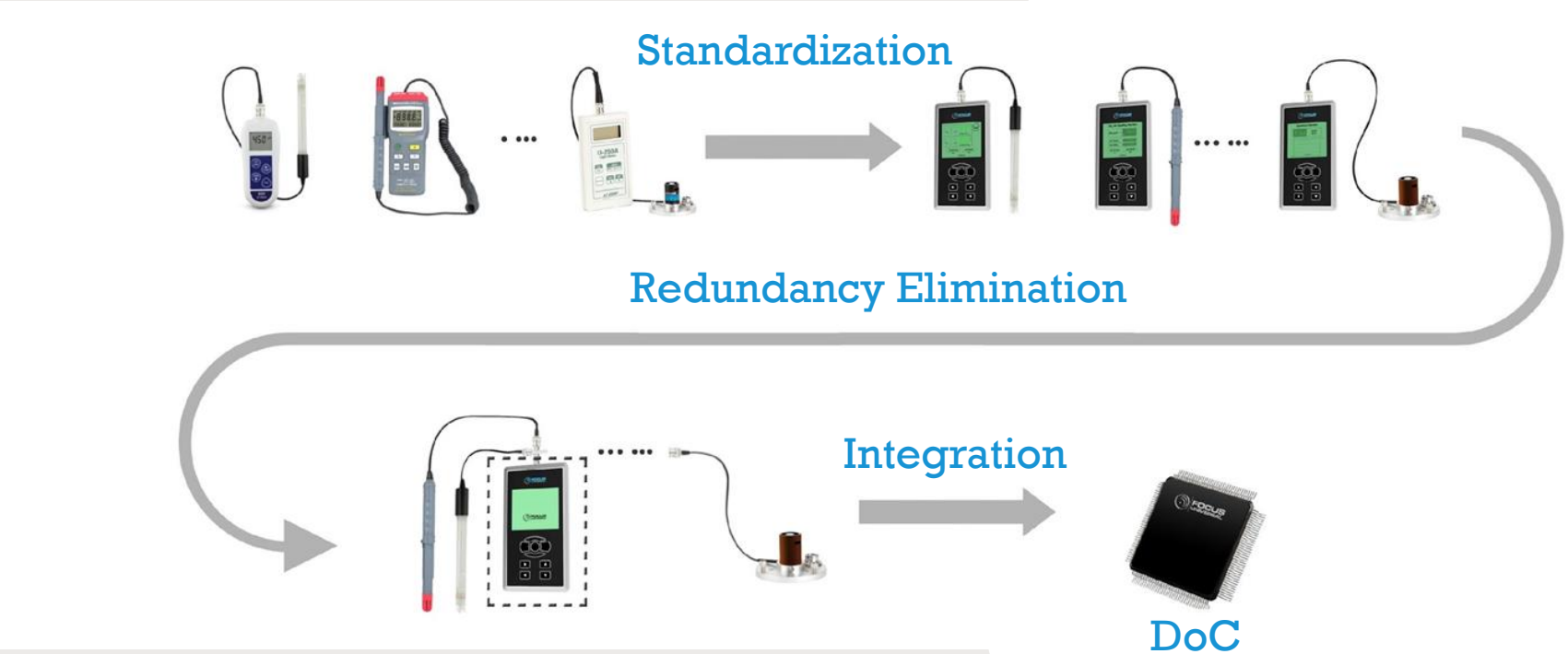
Focus PLC Network



Device On A Chip (DoC)

DoC technology has the potential to offer lower costs, greater reliability, faster time-to-market and simpler product design in a compact size for the next generation of IoT device production.

The platform utilizes a mobile device or computer to communicate with smart devices (sensors, probes, controllers, etc.) in real time to monitor and control these devices through an Ubiquitor (central hub device).



Products and Execution

- **Currently Selling into Controlled Agriculture and Home Automation Markets** – The company sells the main controller / metering solution for the controlled Ag industry to Hydrofarm (Nasdaq: HYFM) and through our fully owned subsidiary sells home automation products like Crestron and Control4.

- **Layering on More Technology**– Focus plans to continue layering on our own product with more technology and features and our technology products should continue to drive higher margins as we release them into the market.

- **New Products** – Introducing more higher-margin products cross-sell.

- **Technology Partnerships** – While we have interest in partnerships for the technology, we continue to explore ways to partner with other products-based companies. We believe our patent protected technology presents the next generation for many companies.

- **Acquisitive Opportunities**– We also possess several acquisitive opportunities in both the engineering design and PCB board manufacturing space placing our technology directly into downstream products. Furthermore, companies with lagging technology but interesting distribution niches also present interesting targets.

- **Next Generation**- We also believe in enabling the next generation professional engineer and industrial designer to make their creations instantly "smart". We are exploring these partnerships longer term for incubation and larger scale adoption potentials.

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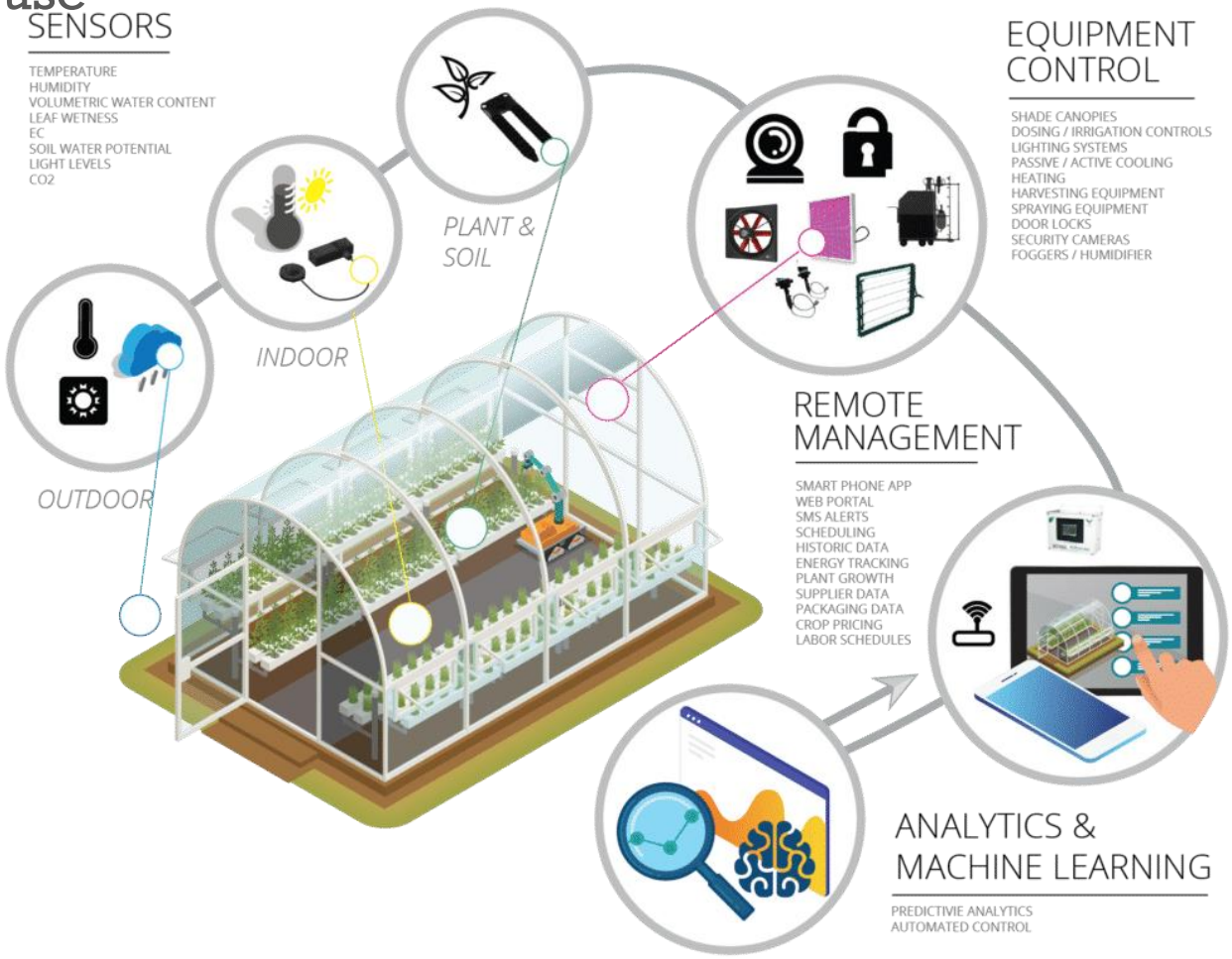
Smart Greenhouse

- Smart Greenhouse



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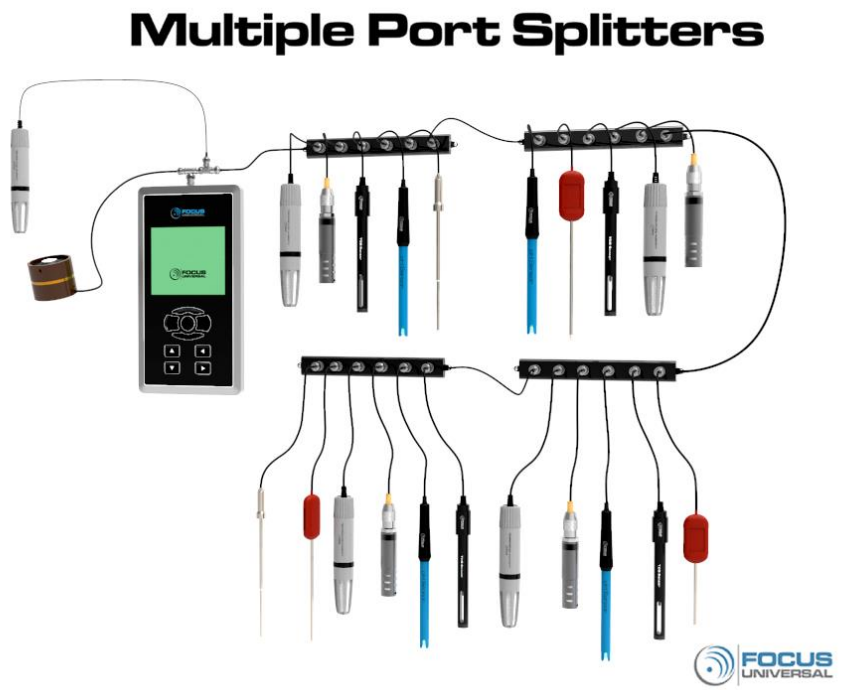


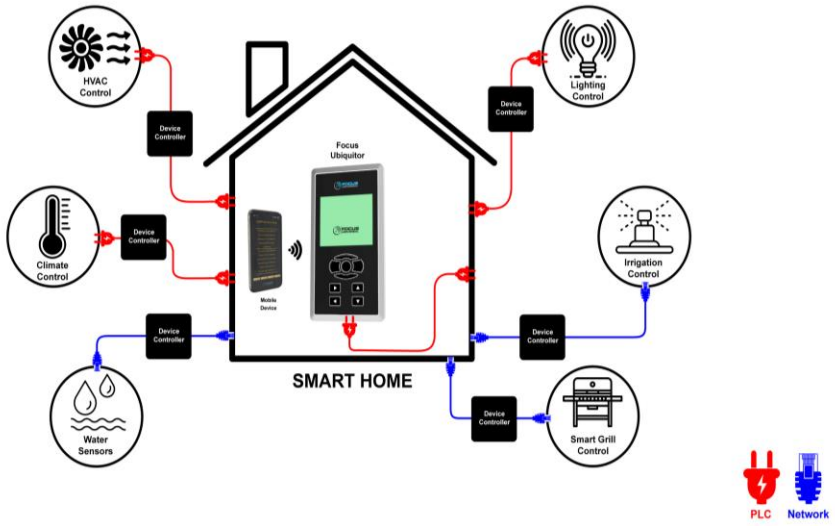
Ten separate interoperable and interchangeable sensors allows collaborative interaction.

Kits will contain 9 different sensors that will measure CO_2, O_2, Ph Balance, Humidity, Temperature, Lighting.

IoT Smart Meter For Agriculture

Product Pipeline: Smart City/building IoT

- Focus has developed a suite IoT devices to using the USIP for Home, Office, Warehouse, Golf Course, Community, Campus, City lights, Parks, and etc.



Smart Building

Design completed and tested

- Lighting Controls
- Air Conditioning Controls
- Sprinkler Systems
- Garden Light Controls
- Heating Floor Controls
- Motorized Curtains
- Pool Filtration Controls
- Pool Algae Chlorine Controls
- Smoke Detectors

- Carbon Monoxide Monitors
- Motion Detectors
- Flood Detectors
- Door Bells
- Security Cameras

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Company Investment Highlights

- **Patented Technology** – The Universal Smart Device patent provides an advantage in the IoT industry to build a new software network for devices to monitor and control data with hardware devices.
- **Innovative Product Development** – Universal sensor node, gateway system, smart connected devices to replaces up to 90% of traditional hardware. This increases the speed to market for IoT devices dramatically.
- **Market Opportunity** – The instrumentation market is significant and ripe for disruption with new technologies and the Internet of Things (IoT) industry is cutting-edge technology.
- **Organic and Acquisitive Growth Strategy** – Several other potential acquisitions are in the pipeline. Each opportunity has the potential to bring established revenues and brands to help create a vertical solution to the IoT industry.

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Thank You

Current Opportunity

- **Product Development –** With our current sales into the largest horticulture reseller in two markets (the U.S. and EU), we plan to penetrate this market first with our products.
- **Large Scale Commercial Contracts –** Our technology provides an opportunity to secure large scale industrial, education contracts for smart automation buildouts.
- **Strategic Acquisitions** – Our growth through strategic acquisitions is aimed to expedite the growth process on the service and support side of the business. These acquisitions targets include hardware, software and service companies.
- **Automation** – This is a $55.65 Billion market [5] that is currently controlled by Google, Sony and Belkin among others. With the Focus technology, we can offer more customization for consumers at a much lower price point differentiating the products from the big players in the space and creating a clear entry point.

Business Model

- **Distributor Sales** – Focus Universal currently grosses $1M of 3 traditional light sensors for horticulture industry to the largest reseller in the US. The company plans to launch over 500 sensors compatible with our USIP by 2020 to sell through the same channels.

- **Licensing/White Label** – The company offers licensing solutions of the core technology to drastically reduce software engineering costs for hardware manufacturers to add smart functionality and interoperability to their products.

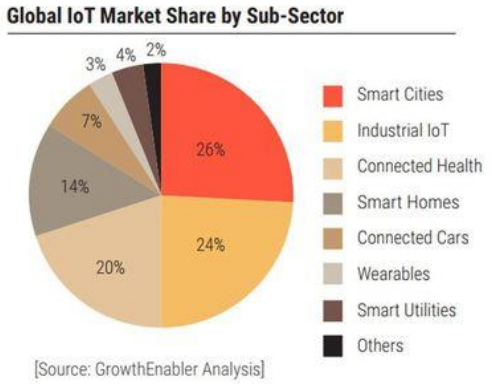
- **Large Commercial/Industrial Custom Solutions** – The company has the technology to customize a USIP solution to cover any business needs large and small, including:
  - Custom sensor design
  - Mapping and installation

- **B2B/B2C Sales** – The Company is creating USIP kits/packages customized by industry for direct sale through online and in-house sales channels.

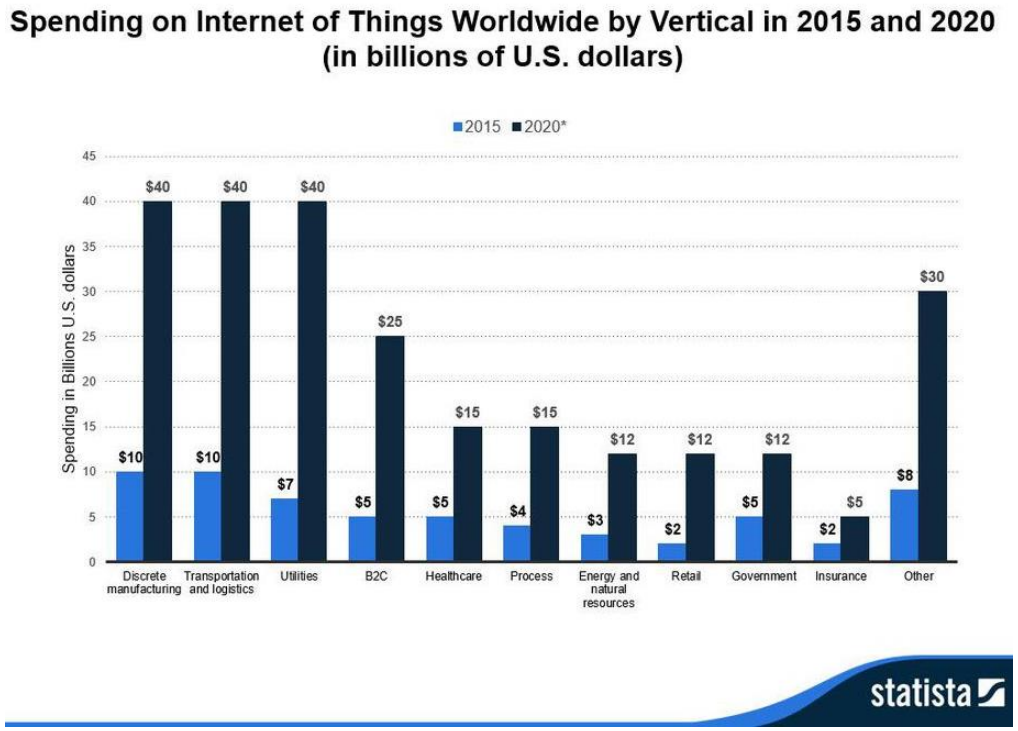
Significant Market

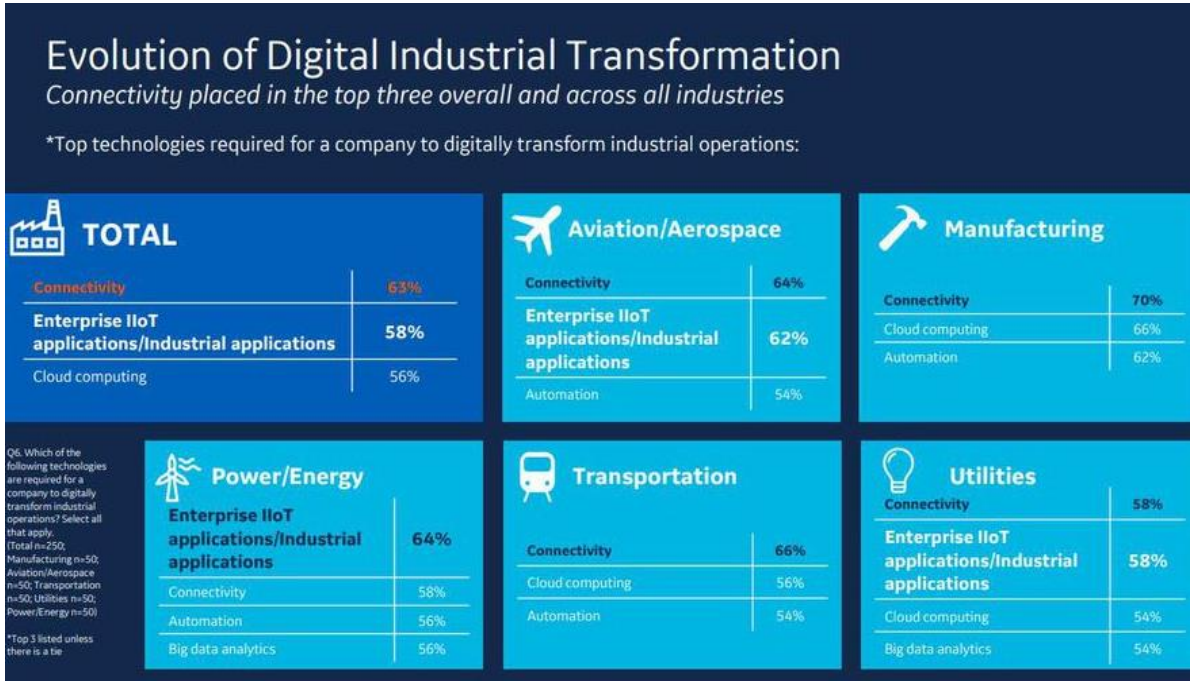
The industrial control and factory automation market is expected to reach $269.5 billion by the year 2024 at a compound annual growth rate (CAGR) of 9.08% from 2018 to 2024 [1], the smart sensor market is expected to grow to $57.77 billion by the year 2022, at a CAGR of 18.1% between 2016 and 2022 [2].

McKinsey Global Institute estimated that the impact of the Internet of Things on the global economy might be as high as $6.2 trillion by the year 2025 [3] Cisco predicts the global Internet of Things market will be $14.4 trillion by the year 2022 [4].



Focus Universal adds real time monitoring, analytics, and control to any industry





Industry Penetration

Focus Universal IoT

vs

Traditional IoT

	FCUV	Traditional IoT
Hardware Design	Unified foundation for all	Design From Scratch
Software design	Auto machine design	Coded From Scratch
Network Backbone	Power Grid	Wireless
Network Infrastructure	Preexisting	Does not exist
Network Service Fee	Free	At a cost
Overall Design	90% completed	Started from 0%
IC Integration	Up to device level	Component level

Fundamental Challenges of IoT

IoT Challenges

- Lack of universal operating system
- No interoperability between smart devices
- Security risks with industrial and commercial business

Communication Challenges

- Wired – cost of materials and installation too high
- Wireless – poor signal quality, short distance range, slower speeds,

The semiconductor industry is facing severe challenges. Transistors can not be made any smaller, Moore's Law, encountering economic pressures and physical limits, will not continue much longer.

Cellar communication is hitting the ceiling, the 5G is reaching the Shannon Law's limit. Further advancement is Mission Impossible, without theoretical and technological breakthroughs.

Power line Communication was invented in 1920, the harsh electrical noise present on power lines and variations in equipment make communications over the power grid difficult and present fundamental challenges.

The cost and complexity to implement halt Internet of Things progress since 1980s.

The exponential software growth will eventually demand more than manual design can offer.

"Design from Scratch" approach can not fill the massive scale and complexity demand in electronic industry.

"Design from Scratch" in electronics leads to lack of interchangeability and interoperability and results in worldwide redundant design, production and implementation.

Problems Solved

- Extend Moore's law. Increasing the degree of IC integration from components to device level, shifting focus from making small transistor only to massive scale of integration.
- Break through the Shannon Law's critical limit which current 5G cellar communication is reaching, overcome the current 5G challenges and allowing cellar communication development far beyond 5G.
- Overcome the harsh electrical noise present on power lines which hinders power line communication progress for a century, establish the ubiquitous communication network infrastructure through existing power cables which cover almost entire earth without new substantial investment.
- Reduce the IoT cost and Simplifying its complexity up to an order of magnitude and overcome the challenges which has been holding back the IoT progress since 1980s. Developed "Single hardware and software design for all 20 billion IoT devices and all standalone electronics".
- Replace "preset" manual design software by "dynamical" software – software machine auto generation, mechanization software industry.
- Unburden developers and manufacturers from designing hardware and software from scratch, instead starting from 90% completed USIP. Adoption of the USIP results in even heterogenous instruments are able to share up to 90% hardware and software, end users are able to reuse existing instruments for new different applications, The benefits include the order of magnitude of cost saving, natural resource consumption, pollution reduction, design and production efficiency improvement.
- All industrial sectors benefit.

5 Disruptive Platform Technologies

Security – sensor security built into the USIP.

Scalability – allow end users to connect hundreds and eventually thousands of sensors together.

Fast prototyping – design cycle reduced from a few years to a few weeks for developer and manufacturers.

Universality – one device works for customized applications.

Cost Saving – different instruments share the same USIP, which leads to up to 90% cost saving.

Interoperability - centralizing all sensors and measuring equipment into one device allows for reusability and interoperability.

Ease of Use – plug and play ready.

Competitive Advantage

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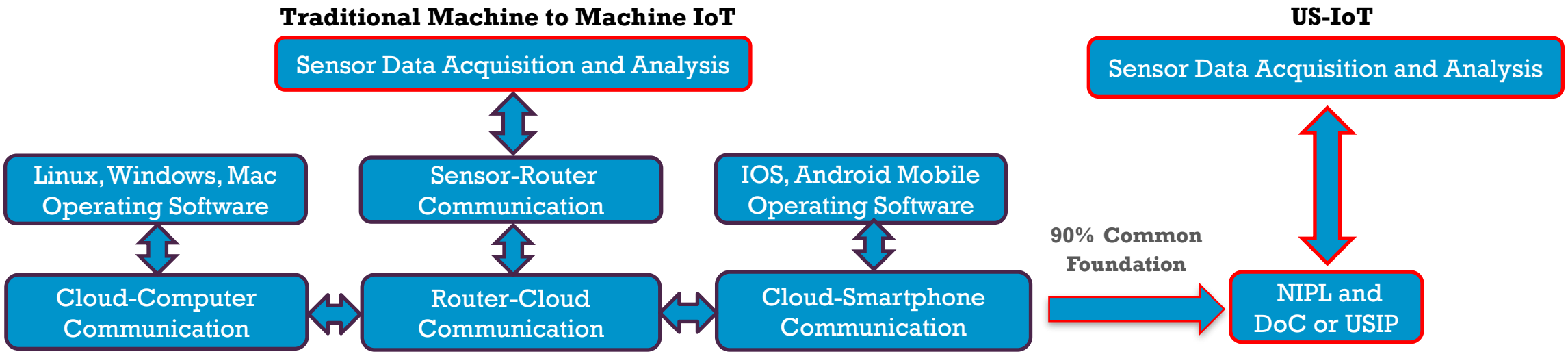
Traditional software programming requires software engineers to write complex programs and provide consistent maintenance for the coding between physical devices and smartphones.

By standardizing the hardware design and simplifying software development and coding, we believe Focus' technology may save up to 90% of cost savings for IoT devices.



Focus' Common Foundation

Smart Home

Design completed and tested

- Lighting Control
- Air Conditional Control
- Sprinkler
- Garden Light
- Heating Floor Control
- Motorized Curtain
- Pool Filtration control
- Pool Algae Chlorine Control
- Smoke detector

Design in progress - Carbon Monoxide monitoring

- Motion Detector
- Flood Detector
- Doorbell
- Security Camera

Industrial IoT

Design completed and tested

- Lighting Control
- Temperature Control
- Humidity Control
- Carbon Dioxide Control
- Digital Light Control
- Quantum PAR Light
- pH Control
- TDS Control
- Fan Speed Control

Product Pipeline

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Understanding Ultranarrow Band (UNB)

- UNB employs an ultra-narrow spectrum channel (<1KHz) to establish an ultra-long-distance link between transmitter and receiver.
- It offers superb link budget due to the concentration of power in a narrow frequency band and low in-band receiver noise.
- It allows the long-range coverage.
- Its ultra-high power spectral density creates endurance against interference and jamming.
- The narrower the bandwidth, the fewer noise and interference which can enter the bandwidth.
- The transmission energy will concentrate on ultra narrow bandwidth and result in very high concentration of power in a very narrow frequency band.

Natural Integrated Programmable Language

Manual software design is time consuming and inefficient. Software engineer is not required.

Focus Software Machine Auto Design (SMAD) technology, U.S. Patent Numbers 9924295 and 10,251,037 generates the software via machines.

The USIP saved at the display unit utilizes the microcode and converts to the user interface in milliseconds.

Distinguished from traditional "Prefixed or Preset" manual designed software, SMAD is a dynamic software, designed to generate all customized user interface from the same SMAD.

Different sensors at which user interface microcode saved plug into Ubiquitor, customized user interface is generated automatically.

With Focus updates the USIP, the maintenance cost is free for the users.

Natural Integrated Programmable Language

NIPL an efficient middle layer between programming languages and app software.

The user interface microcode is saved at the sensor node module. This interface microcode is sent to the centralized controller (Ubiquitor) and then to the display unit. The USIP saved at the display unit utilizes the microcode and converts to the user interface in milliseconds.

Focus believes the microcode can be designed by the hardware engineers, no software engineer is required

Universal Smart Devices enjoy significant cost savings, design and production efficiency, and can be reused and redeployed.

Switching sensors in our universal smart platform requires solely changing from one kind of device to another without any software revision or hardware redesign.

Customized design and lack of standardization of devices has resulted in devices which are not interoperable or interchangeable. Standardization of these devices to compatible, interchangeable, and interoperable devices has not been achieved in the industry previously.

Traditional "IoT" Devices

Focus Universal Smart Devices

INTERMATIC autopilot Environmental Controllers AgroBrite

Ubiqutor Consolidates Household Devices

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Air conditioner controller

Swimming pool controller

Sprinkler controller

Commercial controls are not compatible or interoperable

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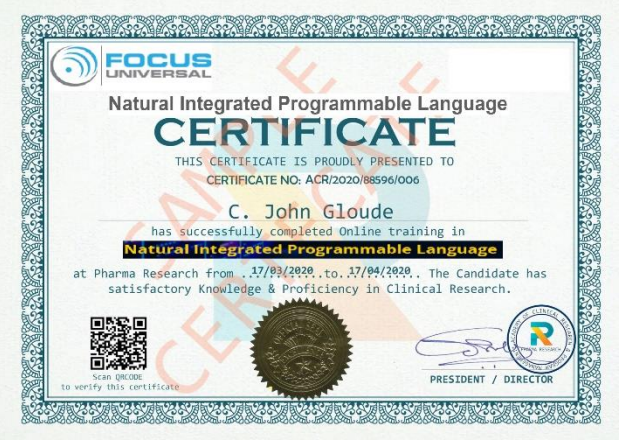
FOCUS Educational Training

- Focus's Educational Training program fosters and strengthens the skills for both employees and local entrepreneurs by enabling access to new capital. The program provides entrepreneurs with extensive access to tools and experiences
- The program aims to educate and raise awareness of how our IoT solutions provides a different platform for businesses to reach their goals and reach new business opportunities
- We also plan to roll out the education program online to help merchants get the most out of their platform without the need for extensive account management
- The program will be continuously evolving and innovating so we can best effectively serve and work with our customers

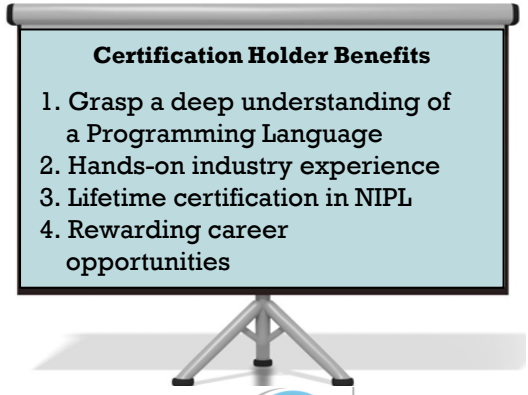
FCUV Certification Program

- Focus Universal (FCUV) Certification program trains developers and engineers to master interoperable device design using Focus Platforms: Natural Integrated Programmable Language (NIPL) and universal smart implementation platform
- Designers will be FCUV certified after passing certain exam.
- Unrestricted spread of engineering available for future development and deployment
- Promotes Focus technology, allowing more pervasive adoption of IoT industry wide.



Certification Plan Details

- Publicly available NIPL handbook &training material
- Create real-world application inviting more user participation and interaction
- Partnership with major non-technology players in IoT to promote and use NIPL
- Provide online/offline training course and offer certification program



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FOCUS Innovation & Incubation Program

- Focus Universal's Incubator Program is designed for individuals and businesses to explore, incubate, and ultimately, accelerate the launch of new products
- Together with our IoT solutions, they can offer innovative products to consumers and business customers
- We invite participants to pitch project ideas and leverage our IoT and patent technology
- There's much more to come, all tied to helping customers solve collaboration challenges, continue our tradition of in-house innovation, and retain our most pioneering and spirited talent. Stay tuned!

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Incubator for IoT Project

- FCUV's expert technology analysts will evaluate and approve select technologies and companies that could prove disruptive to the IoT industry. These companies will collaborate with the FCUV team and utilize the company's resources to further refine and deploy these technologies to market.
- Incubator program is like an ecosystem. Project teams communicate for creative ideas, help solve problem or provide skillset. Meantime FCUV's product and technology can be tested, further developed and put into use, more real-life applications will be generated.
- Some project has the potential to grow much bigger with the help from FCUV, the Company can be rewarded with potential high return

Program Entrees Benefits

- Access to office space, teamwork environment, specialist guidance and possible investment
- FCUV's mentors will provide technical and product development support to give your product the edge it needs to succeed.
- In addition, selected companies may be offered post-program partnership opportunities to work with FCUV in the future.

Incubator Details

- FCUV can support in many ways such as providing office space, training, problem solving and development guidance, etc.
- Company learn from incubator project and refine its own products
- Co-develop project and collaborate with the development team
- Introduce other Venture capital, or even invest into some project

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Notable Board Members

Carine Clark- Ms. Clark is a talented executive serving as president and CEO of four high-growth tech companies, specializing in helping companies scale exponentially. She has received numerous awards including the EY Entrepreneur Of The Year® Award in the Utah Region and Utah Business Magazine's CEO of the Year.

Greg Butterfield – Mr. Butterfield Greg Butterfield is the founder and Managing Partner of SageCreek Partners ("SCP") a technology commercialization and consulting firm. Prior to starting SCP Mr. Butterfield served as the CEO of Vivint Solar. He received a Bachelor of Science in Business Administration from Brigham Young University.

Dr. Desheng Wang – *CEO and Founder* - Dr. Wang served as a senior research fellow at California Institute of Technology from 1994-2011. He holds a Masters degree from Dalian Institute of Chemical Physics at the Chinese Academy of Science and a Ph.D. in Chemistry at Emory University in 1994.

Dr. Edward Lee – *Chairman of Board and Founder* –Dr. Lee also serves as Chief Executive Officer of AIDP, Inc. and served as its President. He received his undergraduate degree from Lanzhou University, a graduate degree from the University of Science & Technology of China and a doctorate degree from the University of Florida.

Michael Pope - Mr. Pope has led dozens of M&A transactions and raised hundreds of millions in debt and equity financings. He brings specific experience with fundraising, investor relations, mergers and acquisitions, and corporate strategy. Mr. Pope holds an active CPA license and serves on the boards of various private and public organizations.

Sheri Lofgren - Ms. Lofgren is a certified public accountant with extensive experience in financial accounting and management, operational improvement, budgeting and cost control, cash management and treasury, along with broad audit experience, internal control knowledge and internal and external reporting.

Jennifer Gu - Dr. Gu serves as as Vice President of Research & Development at AIDP. She received his undergraduate degree from the University of Florida and a doctorate degree from the University of California, Los Angeles.

Corporate Information

Attorney:
Wilson, Bradshaw & Cao LLP
18818 Teller Ave., Suite 115, Irvine, CA 92612
917-830-6517
gbradshaw@wbc-law.com

Transfer Agent:
Island Stock Transfer
15500 Roosevelt Blvd, Suite 301
Clearwater, FL 33760
727-289-0010

Corporate:
CEO Desheng Wang
2311 East Locust CT
Ontario, CA 91761
626-272-3883
desheng@focusuniversal.com

Investor Relations:
The Blueshirt Group
100 Montgomery St., Suite 1600
San Francisco, CA 94104
415.217.2632
lauren@blueshirtgroup.com

Auditor (PCAOB):
BF Borgers CPA PC
5400 West Cedar Avenue
Lakewood, CO 80226

Advisor:
Boustead Securities LLC
6 Venture, Suites 395
Irvine, CA 92618
949-502-4408
dan@boustead1828.com

APPENDICES

Appendix A: FCUV Financials

Income Statement

(In Thousands)	As of Dec 31, 2021
Revenue	$
Cost of Sales	$
Gross Profit	$
Operating Expenses	$
Net Loss	$

Balance Sheet

(In Thousands)	As of Dec 31, 2021
Cash and Cash Equivalents	$
Property and Equipment	$
Goodwill	$
Total Liabilities	$
Equity	$

Appendix B: Equity Overview

Company	**Focus Universal Inc.**
Exchange	Nasdaq
Ticker	**FCUV**
Analyst Coverage	Argus Research (BUY, $15.00 price target)
Media Coverage	Benzinga: "*Focus Universal Optimizing Widespread IoT and 5G Adaptation*" (11/29/21)
	https://www.benzinga.com/markets/emerging-markets/21/11/24354179/focus-universal-optimizing-widespread-iot-and-5g-adaptation
Current Internal Development	Further next phase R&D (global), internal sector-specific business unit development, acquisition targeting, education and incubation initiatives
Financial Advisor	Boustead Securities

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Appendix C: FCUV Stock Analysis

Focus Universal	Nasdaq: FCUV
Stock Price (12/31/21)	$10.00
Shares Outstanding	40.96 M
Public Float	15.7M
Market Cap Value	$400 M

Cap Table	Nasdaq: FCUV	
Desheng Wang (CEO)	14,392,400	35.14%
Edward Lee (Director)	8,400,000	20.51%
Remaining Shareholders	18,107,600	44.21%
Total Shares Outstanding	40,959,741	

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Appendix D: References

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Appendix E:

Case Study – AVX Design

- Closed an acquistion of AVX Design and Integration in Q1 of 2019.
- The company is an integrator and planner of IoT and AV devices for residential and commerical buildings.
- The company adds an installation and planning arm to the business. This provides a sales channel and installation staff for the Focus devices when they are ready for production.

Appendix F: Legal Disclaimer

The statements in this presentation that are not historical facts may constitute forward-looking statements that are based on current expectations and are subject to risks and uncertainties that could cause actual future results to differ materially from those expressed or implied by such statements. Those risks and uncertainties include, but are not limited to, risks related to securing sufficient funding for the launch of the Universal Smart Device and related inventions or innovations as well as the continuation and results of the Universal Smart Device to meet market expectations, goals, or performance. These and other risks and uncertainties are identified and described in more detail in Focus Universal's filings with the Securities and Exchange Commission (SEC). These filings are available on the SEC's website at www.sec.gov. Focus Universal undertakes no obligation to publicly update or revise any forward-looking statements.

The issuer has filed a registration statement (including a prospectus) with the SEC for the offering to which this communication relates. Before you invest, you should read the prospectus in that registration statement and other documents the issuer has filed with the SEC for more complete information about the issuer and this offering. You may get these documents for free by visiting EDGAR on the SEC Web site at *www.sec.gov*. Alternatively, the issuer, any underwriter or any dealer participating in the offering will arrange to send you the prospectus if you request it by calling 949-502-4408 and/or emailing dan@boustead1828.com.

Appendix G: Risk Factors

- The size and future growth in the market for our Ubiquitor device or our PLC technology under development has not been established with precision and may be smaller than we estimate, possibly materially. If our estimates and projections overestimate the size of this market, our sales growth may be adversely affected.
- Since wireless networks are susceptible to interference and other limitations, and one advantage of our Ubiquitor device and our USIP platform is that it can connect to wireless networks as one way to transmit data, wireless network limitations may reduce the competitive advantage of the Ubiquitor and USIP platform in the marketplace.
- Demand for our products is uncertain and depends on our currently unproven ability to create and maintain superior performance.
- There is a risk that the market will not adapt to using the smartphone readout as a substitute platform for sensor devices, causing our products to fail in the marketplace.
- Our growth strategy includes licensing our intellectual property, and we run the risk that a licensee could become a competitor.
- Our Ubiquitor device greatly depends on the growth and adoption of the IoT market, and other next-generation internet and smartphone-based applications.
- Prices and availability for the electronic parts and plastics we need to assemble the Ubiquitor could fluctuate.
- Our potential inability to adequately protect our intellectual property during the outsource manufacturing of our filtration products in China could negatively impact our performance.
- We outsource our product manufacturing and are susceptible to problems in connection with procurement, decreasing quality, reliability and protectability
- Internal system or service failures, including as a result of cyber or other security incidents, could disrupt business operations, result in the loss of critical and confidential information, and adversely impact our reputation, our business, financial condition, results of operations and cash flows. Our connected products potentially expose our business to cybersecurity threats.

Appendix H: Cautionary Statement Regarding Forward Looking Statements

Filed pursuant to Rule 433 of the Securities Act of 1933, as amended. This free writing prospectus related to the proposed initial public offering of ordinary shares of Focus Universal Inc. ("FCUV" or the "Company""), which are being registered on a Registration Statement on Form S-1 (File No. 333-253049) (the "Registration Statement"). The Registration Statement has not yet been declared effective. Before you invest, you should read the prospectus in the Registration Statement (including the risk factors described therein) and other documents FCUV has filed with the United States Securities and Exchange Commission ("SEC") for more complete information about FCUV and the proposed offering. You may get these documents for free by visiting EDGAR on the SEC web site at www.sec.gov. Alternatively, FCUV and any underwriter or dealer participating in the offering will arrange to send you the prospectus if you request it by calling Boustead Securities, LLC at 949.502.4408 or by email at offerings@boustead1828.com or standard mail at Boustead Securities, LLC, Attn: Equity Capital Markets, 6 Venture, Suite 395, Irvine, CA 92618, USA.

This document contains forward-looking statements. In addition, from time to time, we or our representatives may make forward-looking statements orally or in writing. We base these forward-looking statements on our expectations and projections about future events, which we derive from the information currently available to us. Such forward-looking statements relate to future events or our future performance, including: our financial performance and projections; our growth in revenue and earnings; and our business prospects and opportunities. You can identify forward-looking statements by those that are not historical in nature, particularly those that use terminology such as "may," "should," "expects," "anticipates," "contemplates," "estimates," "believes," "plans," "projected," "predicts," "potential," or "hopes" or the negative of these or similar terms. In evaluating these forward-looking statements, you should consider various factors, including: our ability to change the direction of the Company; our ability to keep pace with new technology and changing market needs; and the competitive environment of our business. These and other factors may cause our actual results to differ materially from any forward-looking statement. Forward-looking statements are only predictions. The forward-looking events discussed in this document and other statements made from time to time by us or our representatives, may not occur, and actual events and results may differ materially and are subject to risks, uncertainties and assumptions about us. We are not obligated to publicly update or revise any forward-looking statement, whether as a result of uncertainties and assumptions, the forward-looking events discussed in this document and other statements made from time to time by us or our representatives might not occur. See offering documents for further risks and disclosures. Past performance is not indicative of future results. There is now guarantee that any specific outcome will be achieved. Investments may be speculative, illiquid and there is a total risk of loss.

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