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Proper is on a mission to improve people's health and happiness by offering a holistic sleep wellness solution—grounded in truth, science, and data.

#### SLEEP IS A PUBLIC HEALTH ISSUE

### Lack of sleep is a widespread health issue with crippling effects on the individual, society, and economy at large

1/3

US adults don't get enough sleep.

164M

Suffer from sleep issues at least 1x a week.

1.2M

Lost work days due to sleep inefficiencies in the U.S.



SLEEP IS A PUBLIC HEALTH ISSUE

The sleep aisle is filled with OTC drugs that are suboptimal quick fixes... and there is a real lack of access to sleep expertise.



64%

of consumers agree that OTC sleep aids have undesirable side effects 1:43,000

# of board certified sleep specialists to consumers

% of Primary Care Physicians say their

90%

Physicians say their knowledge of sleep is "fair to poor"

51% agree that OTC sleep aids are not safe to take regularly

#### proper

#### WHAT IS PROPER?

# A better way to achieve long term sleep health

Proper is a new kind of sleep wellness brand, built on providing access to a holistic solution that combines:

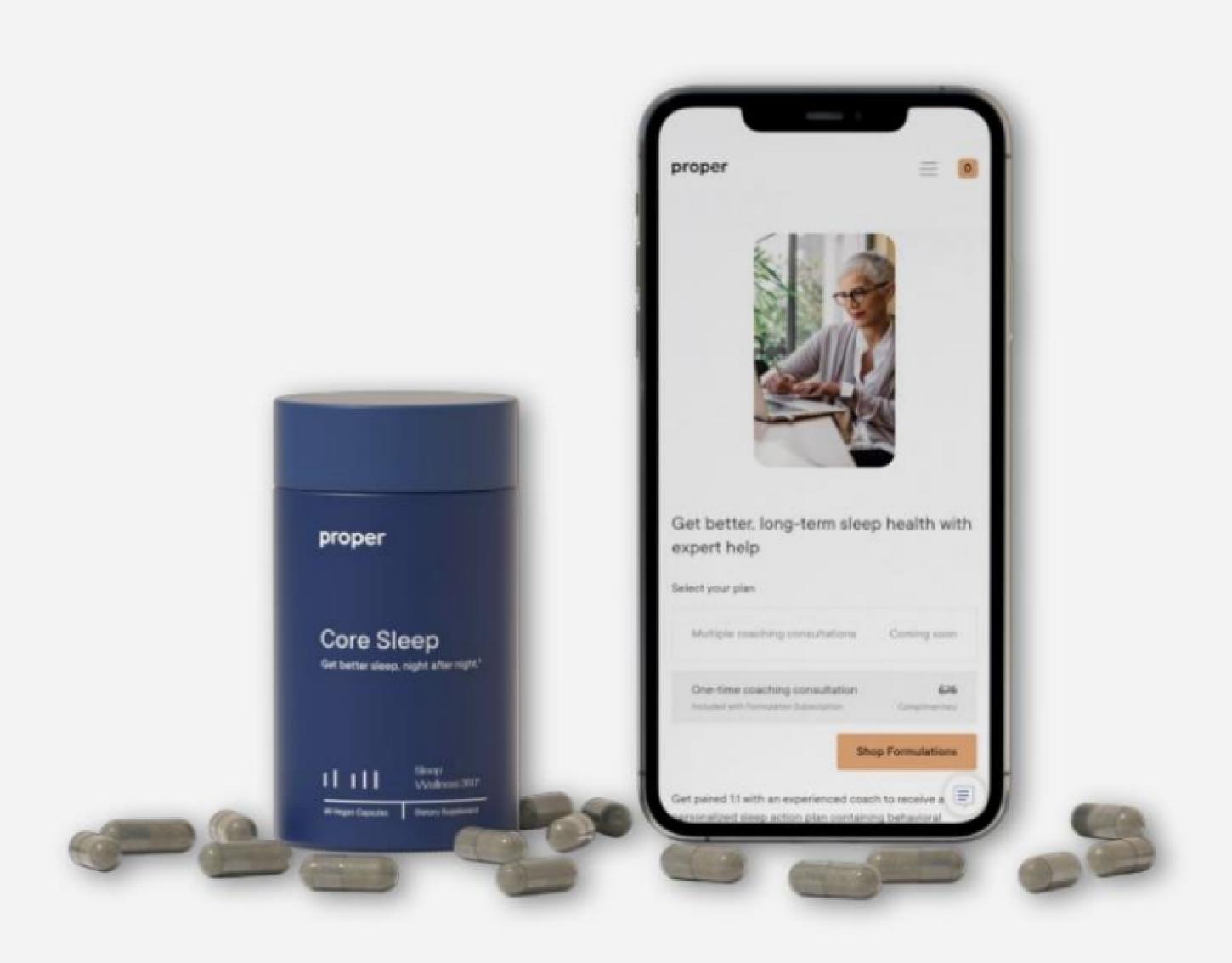
#### Natural & Evidence-backed Sleep Formulations

Safe, effective, and tailored for specific sleep needs. Ingredients and dosage levels clinically proven to improve sleep. Developed by leading PhDs and medical doctors in sleep science, psychology, nutritional biochemistry, and integrative medicine.

#### Personalized Sleep Expertise

Get a sleep assessment, 1:1 live consult, and a tailored action plan. Proper coaches are vetted, experienced health and wellness coaches, educated in a PhD-developed curriculum from a clinical psychologist & behavioral sleep medicine expert and professor at the Stanford Center for Sleep Science & Medicine.





## Proper sleep is not one size fits all

Powerful formulas designed with natural, clinically-proven ingredients, to help you fall asleep, stay asleep, and wake up feeling refreshed.

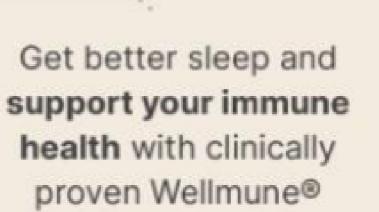


Sensoril® Ashwagandha Root & Leaf Extract, GABA, Venetron™ Rafuma Leaf Extract, and Valerian Root Extract

Get better sleep and
reduce everyday stress
with our core formulations
+ clinically proven
L-theanine

Get better sleep and
improve cognitive
performance with our core
formulation + clinically
proven Cognigrape™







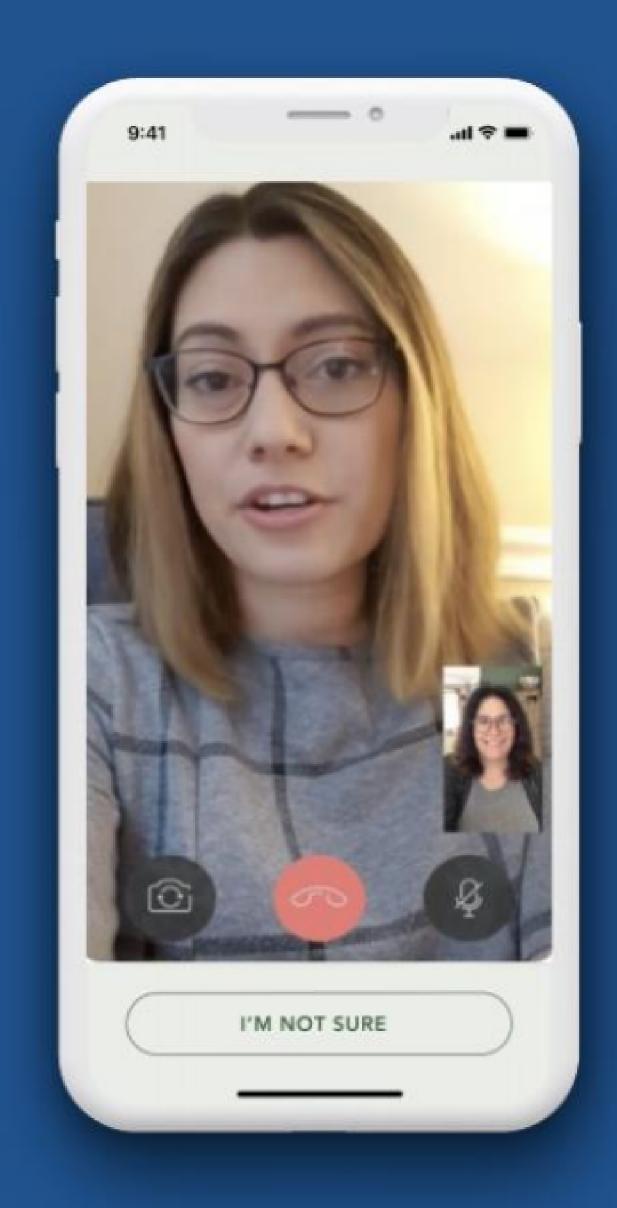
Reset your natural sleep

cycle with our core

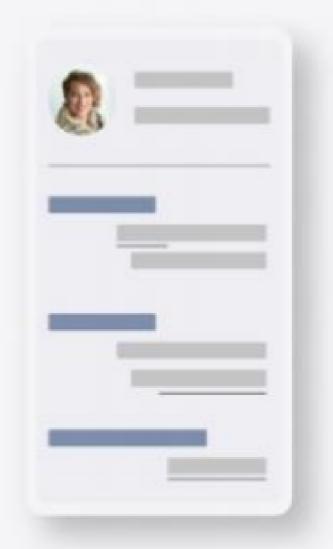
formulation + tart cherry and
regular and extended
release melatonin



# Behavioral support for long term sleep health



The right behavioral guidance and support can help you build better sleep hygiene. Proper will get you there with live, personalized support with our trained sleep experts.



Online sleep assessment

Identifies your sleep issues and goals. Allows your coach to prepare for your 1:1 live consultation.



2 1:1 Consultation phone or video

Focuses on behavioral and environmental practices applicable based on your unique sleep issues and goals.



3 Personalized sleep action plan

Receive recommendations tailored to you and recommended by your sleep coach to improve your sleep.

#### Proper's Founding Team 70+ Years of Experience Across Tech, Consumer Goods & Healthcare



Nancy W. Ramamurthi Chief Executive Officer

Officer & VP, Walmart CMO, Modcloth Co-founder & CMO, Chairish VP/GM, SAP Concur Consumer Strategy, Pfizer GM & Marketing, Yahoo! Brand, Coca Cola & Kraft Northwestern MBA



Kamiu Lee Chief Operating Officer

CEO, ACTIVATE eCommerce, Ralph Lauren Strategy, Rent the Runway Associate, Gotham Ventures M&A, HSBC Securities Columbia MBA



David Berzin Chief Product Officer

Co-founder & VP Product, Parsley Health VP Data Products, Viacom VP Product, MTV Networks University of Michigan BA



Sumish Khadka VP Supply Chain & Products

Sr Dir. of Supply Chain, Nutrafol Supply Chain, Nature's Bounty Supply Chain, Weight Watchers Hofstra MBA



Caci Massaro Lead, Strategy & Ops

Associate, Activate Senior Associate, Mars & Co Advisory Associate, KPMG Tulane Masters in Accounting Tulane BA



Lucy Mink Social Media & PR

PR & Partnerships, W&P Account Exec, Derris Digital Content Lead & Strategist, Social Driver

23+ Years of Experience 13+ Years of Experience 15+ Years of Experience

10+ Years of Experience

6+ Years of Experience

5+ Years of Experience

World Class Advisory Team leaders in sleep science & medicine, integrative medicine, and nutritional biochemistry



Ruchir Patel, MD Insomnia Sleep Institute of Arizona, Medical Director



Adam Perlman, MD, MPH Director of Integrative Health & Wellbeing, Mayo Clinic **Executive Director of Duke** Integrative Medicine



Allison Siebern, PhD, CBSM Adjunct Assistant Clinical Professor, Stanford Sleep Medicine Center Director, Sleep Health Integrative Program & Sleep

Health Lab



Alice Hirschel, PhD Technical Director, ABITEC Product Development Scientist, GNC PhD, Nutritional Biochemistry, UT Austin

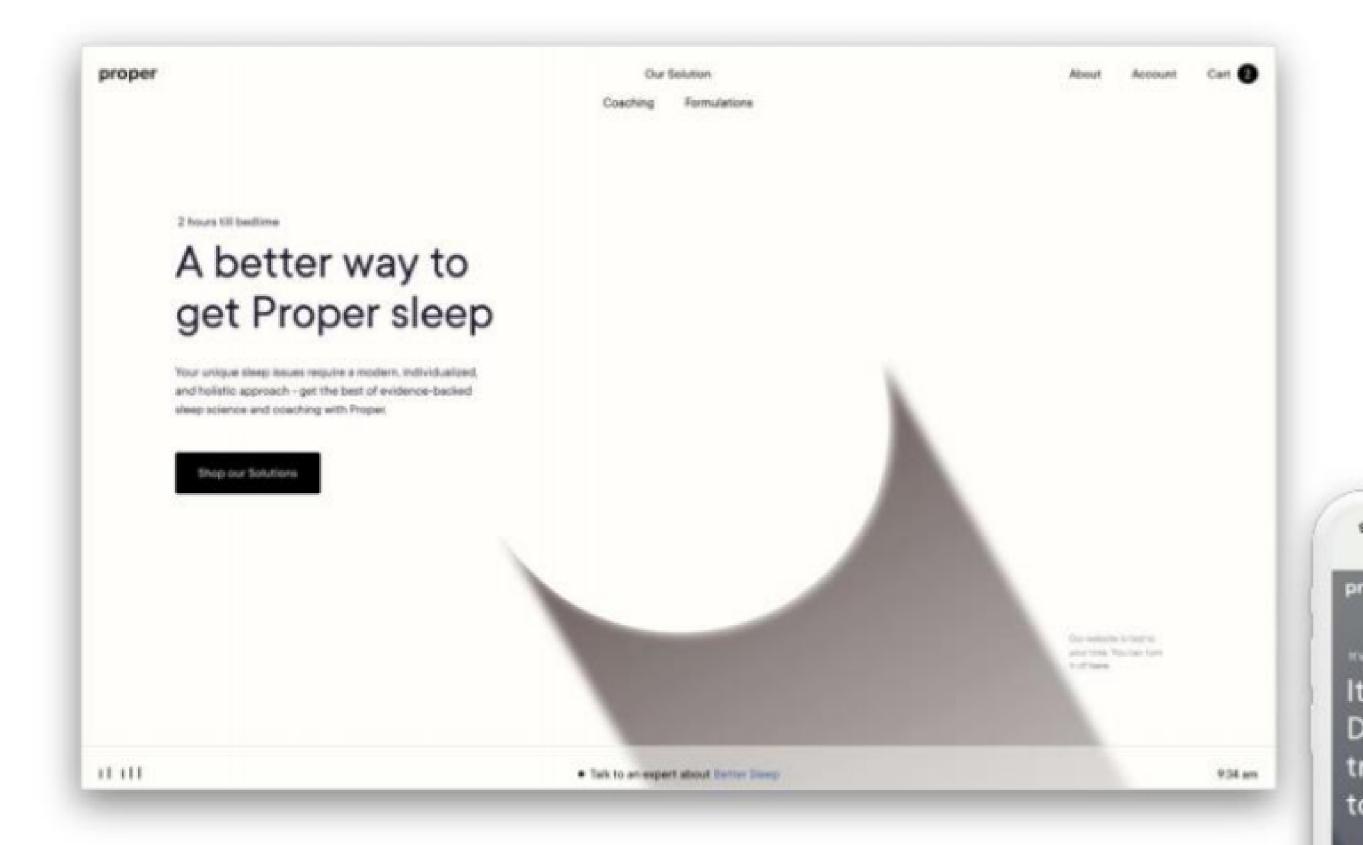


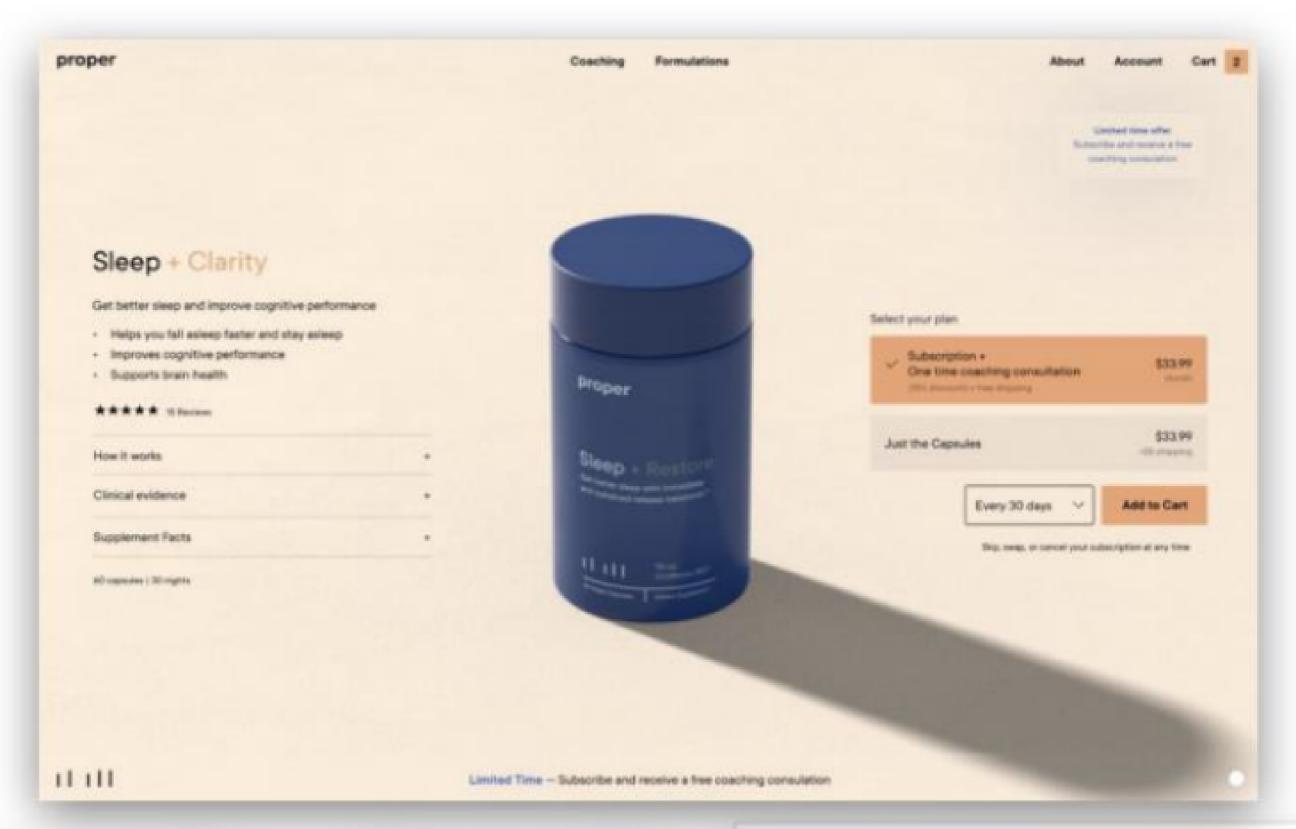
David Casarett, MD Duke Professor of Medicine, Section Chief of Palliative Care

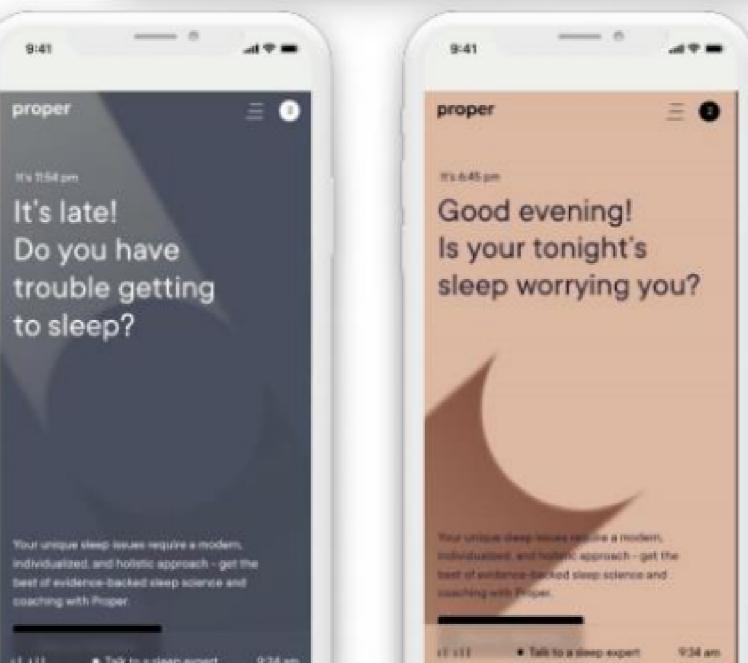


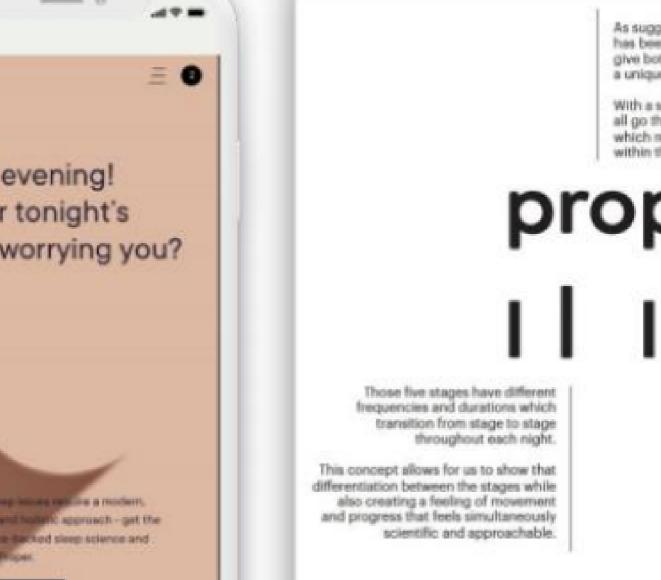
Eileen Leary, MS, RPSGT, RST Stanford Sleep Center Senior Manager of Clinical Research, Psychology & Sleep Medicine

### A preview of our branding & digital experience









As suggested, a conceptual element has been added to the branding to give both the identity and packaging a unique aesthetic.

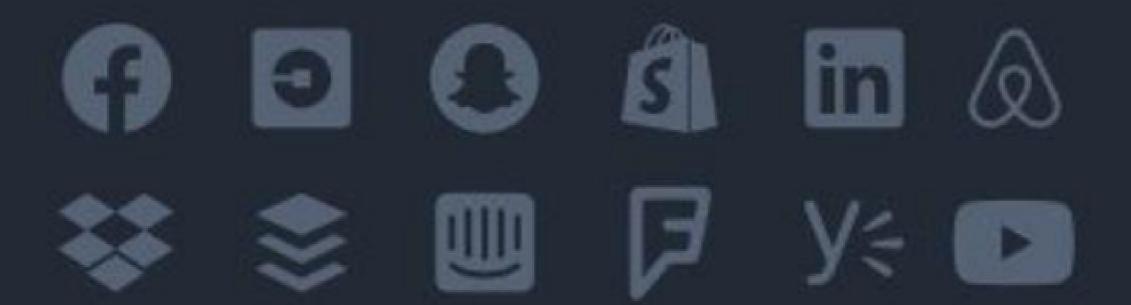
With a successful night's rest, we all go through five stages of sleep. which reflects the five lines used within the wordmark.

### proper

The element also resembles measurement techniques as well as steps in a process.

> In a call to embrace the 360 health experience, the lines give the brand a tech feeling and differentiates the brand as not only a wellness. company, but as a technology company.

Thank You



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