



**A.I. Powered, Voice Assistant
Software for Vehicles
Consumer Tech & Health**



**4 Time Loebner Prize Winner For
Best Conversational A.I. System**



DISCLAIMER

THIS PRESENTATION CONTAINS OFFERING MATERIALS PREPARED SOLELY BY SAPIENTX WITHOUT THE ASSISTANCE OF WEFUNDER, AND NOT SUBJECT TO FINRA RULE 2210. IN ADDITION, THIS PRESENTATION MAY CONTAIN FORWARD-LOOKING STATEMENTS AND INFORMATION RELATING TO, AMONG OTHER THINGS, THE COMPANY, ITS BUSINESS PLAN AND STRATEGY, AND ITS INDUSTRY. THESE STATEMENTS REFLECT MANAGEMENT'S CURRENT VIEWS WITH RESPECT TO FUTURE EVENTS BASED INFORMATION CURRENTLY AVAILABLE AND ARE SUBJECT TO RISKS AND UNCERTAINTIES THAT COULD CAUSE THE COMPANY'S ACTUAL RESULTS TO DIFFER MATERIALLY. INVESTORS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THESE FORWARD-LOOKING STATEMENTS AS THEY ARE MEANT FOR ILLUSTRATIVE PURPOSES AND THEY DO NOT REPRESENT GUARANTEES OF FUTURE RESULTS, LEVELS OF ACTIVITY, PERFORMANCE, OR ACHIEVEMENTS, ALL OF WHICH CANNOT BE MADE. MOREOVER, NO PERSON NOR ANY OTHER PERSON OR ENTITY ASSUMES RESPONSIBILITY FOR THE ACCURACY AND COMPLETENESS OF FORWARD-LOOKING STATEMENTS, AND IS UNDER NO DUTY TO UPDATE ANY SUCH STATEMENTS TO CONFORM THEM TO ACTUAL RESULTS.

PROBLEMS

Cerence in cars understands 37% of all user commands.

JD Powers

Alexa and Google need an Internet connection which our appliances don't have.

GE Appliances

Google needs to run on server farms and uses 100 GB of disk space. Google I/O 2019

SoundHound has 2 languages, English and German.

We want our brand and wake word in our cars... not theirs.

Volvo

SOLUTIONS

SapientX understands 99% of what I say.

SapientX is flexible and can run with or without the Internet.

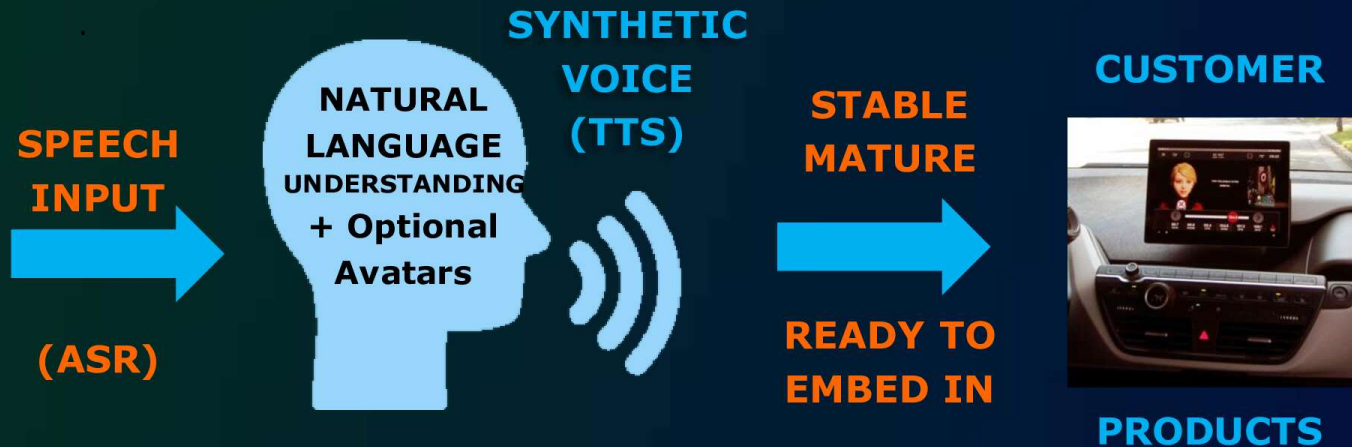
SapientX can run on existing hardware using as little as 17 mb of disk space and 2% of the CPU.

SapientX speaks 40 languages allowing us to serve 5.5 billion potential users.

SapientX – No problem!

OUR SOLUTION

SAPIENTX A.I. POWERED SOFTWARE



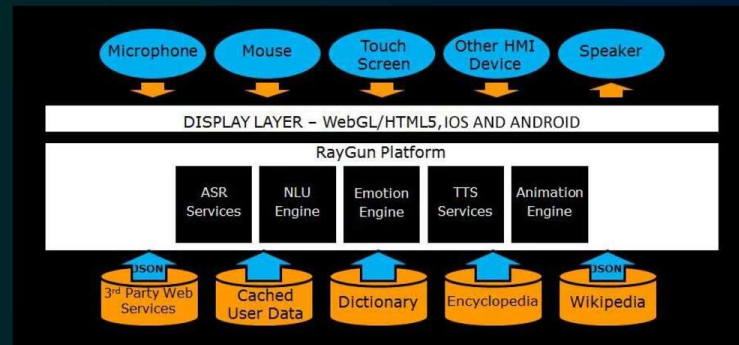
WE RUN



EDGE



CLOUD



WE RUN ON



PATENTS PENDING (submitted 4/19)

COMPETITION + COLLABORATION

	WHITE LABEL	OFFLINE LANGUAGES	WORKS OFFLINE	DATA SAFE	QUESTION ACCURACY %
SapientX	✓	40	✓	✓	99
Cerence/Nuance	✓	41	✓	✓	37
SoundHound	✓	2	X	X	26
COMPETITORS					
Google	X	18	X	X	88
Amazon	X	15	X	X	73
FRIENDS					

WE WORK WITH GOOGLE and AMAZON. WE AVOID COMPETING in THEIR MARKETS

- SapientX and Hound, internal benchmark
- Amazon and Google, ZDnet test, Aug 2019
- Nuance / Cerence base product, JD Powers Report



TRACTION



Vehicles



CUSTOMER PROTOTYPES – 20
R&D PROTOTYPES – 17
PARTNERS – 22
RESALE PARTNERS – 8
OPEN PROPOSALS – 22
DISCUSSIONS – 103



Consumer Goods



Robots, Telework, etc.



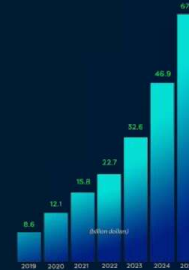
MARKET & REVENUE MODEL

VOICE A.I. MARKET \$32 BIL. BY 2025

TAM – \$7 BIL. BY 2025

SOM – \$4.9 BIL. BY 2025

43.7% CAGR – RAPID GROWTH



Data Courtesy
Statista and Arizton

CAR LICENSING

Our licensing goals are \$20 per vehicle + yearly maintenance & support of \$5 per year.

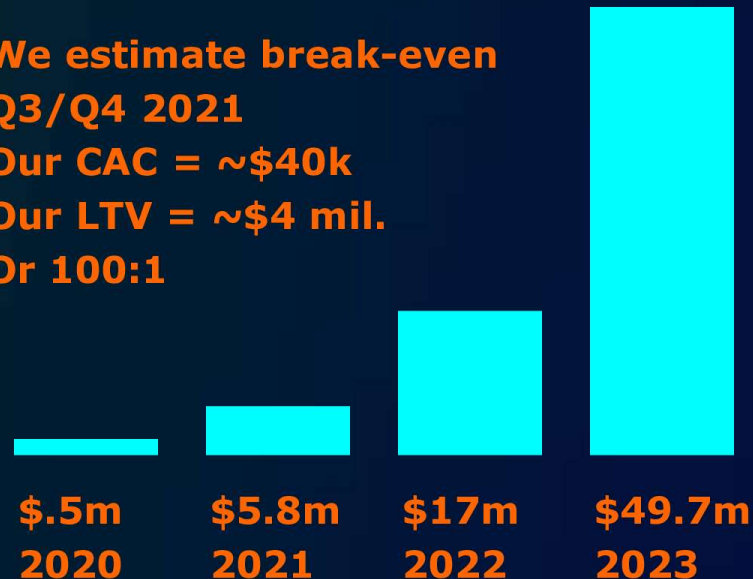
Example:
Mitsubishi Outlander
400k Vehicles / year
= \$8 mil. lic. / year +
\$2 mil. recur rev / year

We estimate break-even
Q3/Q4 2021

Our CAC = ~\$40k

Our LTV = ~\$4 mil.

Or 100:1



PROJECTIONS

Note, these are forward-looking figures that cannot be guaranteed.

FUNDING

Currently seeking:

- Seed Round of \$1 mil. Preferred, voting stock
- Pre-money valuation of \$6.9 mil.

SapientX's (2016 Delaware C-corp) software is based on \$6+ mil. of Government & Private R&D funding (non-equity, non-dilutive), \$450k of seed funding, ~\$300k of bootstrap funding (cash) and 10 years of development.

CAP TABLE

David	~55%
Maclen	~8%
Bruce	~8%
Others	~29%

*Fully Diluted

USE OF FUNDS



TEAM SIZE

Current	12
Q2 2020	12
Q3	15

EXIT

We are focused on building and growing a great company. That said, we track 23 peer companies, 16 of which have been acquired:

Voysis > Apple

Pullstring > Apple

Kitt.ai > Baidu

Viv.ai > Samsung

Sem. Machines > MS

Kylie.ai > Directly

Snips > Sonos

Xoxco > Microsoft

Maluuba > Microsoft

Ozlo > Facebook

VocallQ > Apple

ReplyYes > Nordstrom

Api.ai > Google

Mindmeld > Cisco

VoiceBox > Nuance

Siri > Apple

- The average exit was at 5.8 years after having raised \$14.7 mil. The exit multiple was 17 X over funds raised.
- M&A for AI companies is red hot with AI companies generating 2X higher exit valuations than other tech companies.
- We have been approached by Amazon, Samsung and Cerence re: M&A.
- We also track the IPO market which is very active.

SAPIENTX TEAM

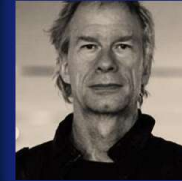
FOUNDERS



David Colleen Co-founder & CEO Founded Planet 9 Studios. Ex-Matterport. 2008, began SapientX AI platform w/ Bruce Wilcox.



Maclen Marvit Co-founder & CTO Former NASA, Blue Origin and Worlds Inc. Joined David & Bruce 2013.



Bruce Wilcox Co-founder & Chief Scientist 3DO, Fujitsu & Amazon. 4 Time Loebner Prize Winner for Best AI. \$1 bil. exit w/ Outfit 7 (Talking Angela)



Afshin Mobramaein AI Programmer UCSC, PhD game A.I. Focused on advanced character scripting.



Alex Hessler Avatar Programmer Former Pixar, worked on Avatar+ Harry Potter movies. Focused on movie grade characters.



Emily Troutner Biz Dev. Bay Area based. Former Stanford Medicine, Intel, Johnson & Johnson. Focus - health and medical.



Alberto Rodriguez Bookkeeping & Office Management. Has worked with David for 16 years.



Hira Daud Mobile Systems Software engineer and mobile applications developer.



Ady DiPierro Avatar Artist. Focused on making world class characters.



Nick Ushio Biz Dev. Tokyo based. Former Panasonic, Mitsubishi. Focus - auto & tech in Asia.



David Apgar Interim CFO Former GoalScreen, Apgar Partners. Corporate Executive Board and McKinsey.



Rohan Pandey AI Programmer UCSC, Computer Engineering / A.I.. Focused on question answering from text.



Hannah Green Project Management Focused on customer relations and solid product delivery.



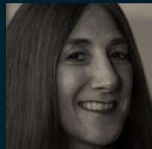
Hiro Ishimura Biz Dev. Tokyo based. SVMC, Genesis Microchip. Focus - electronics.

TEAM

ADVISORS



Mike Beebe
Former CEO
Mayfield Robotics



Patti Glovsky
Investment Banker
Polygon Capital



Dave Lorenzini
former Biz Dev
Google Earth



Robert Blair
former CEO LSI
Logic and Maserati