SAPIENT X

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

4 Time Loebner Prize Winning Tech
For Best Conversational A.I. System

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SAPIENTX

PROBLEMS	SOLUTIONS
Cerence in cars understands 37% of all user commands. JD Powers	**SapientX understands 99% of what I say.**
Alexa and Google need an Internet connection which our appliances don't have. GE Appliances	**SapientX is flexible and can run with or without the Internet.**
Google needs to run on server farms and uses 100 GB of disk space. Google I/0 2019	**SapientX can run on existing hardware using as little as 17 mb of disk space and 2% of the CPU.**
SoundHound has 2 languages, English and German.	**SapientX speaks 40 languages allowing us to serve 5.5 billion potential users.**
We want our brand and wake word in our cars… not theirs. Volvo	**SapientX – No problem!**

SAPIENT X

OUR SOLUTION

SAPIENTX A.I. POWERED SOFTWARE

SPEECH INPUT

(ASR)

NATURAL LANGUAGE UNDERSTANDING + Optional Avatars

SYNTHETIC VOICE (TTS)

STABLE MATURE

READY TO EMBED IN

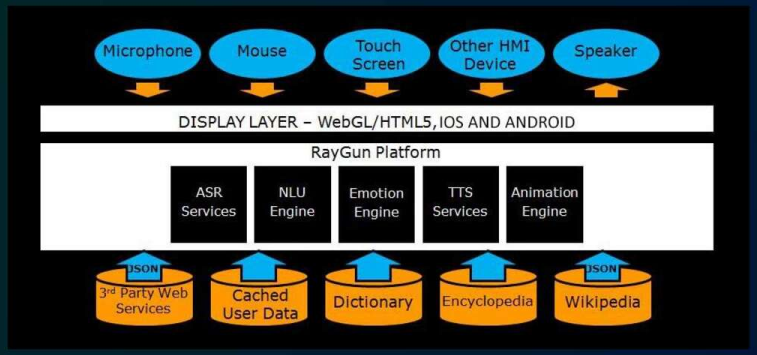
CUSTOMER

PRODUCTS

WE RUN

EDGE

CLOUD



WE RUN ON

iOS

ANDROID

HTML 5

PATENTS PENDING (submitted 4/19)

SAPIENTX

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					

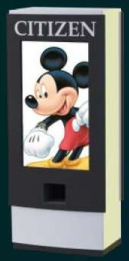
WE WORK WITH GOOGLE and AMAZON. WE AVOID COMPETING in THEIR MARKETS

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

SAPIENT X

TRACTION

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



Vehicles

MITSUBISHI MOTORS · VOLVO · MAGNETI MARELLI · Indian MOTORCYCLE · ZERO MOTORCYCLES · KTM

Consumer Goods

SAMSUNG · LG · YAMAHA · GE APPLIANCES a Haier company · Haier

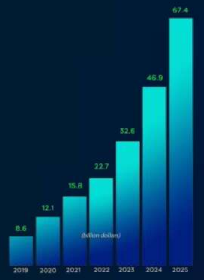
Robots, Telework, etc.

Misty Robotics · FUTURE ROBOT · ROBORUS ROBOTS R US For The Better Life · CITIZEN · Cisco webex · zoom

SAPIENT X

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

$.5m	$5.8m	$17m	$49.7m
2020	2021	2022	2023

PROJECTIONS

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

SAPIENT X

FUNDING

Currently seeking:

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

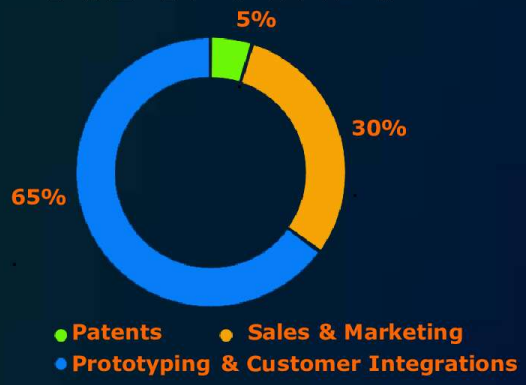
SapientX's (2016 Delaware C-corp) software is based on $6+ mil. of Government & Private R&D funding (non-equity, non-dillutive), $450k of seed funding, ~$300k of bootstrap funding (cash) and 10 years of development.

CAP TABLE

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

*Fully Diluted

USE OF FUNDS



TEAM SIZE

Current	12
Q2 2020	12
Q3	15

SAPIENT X

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
VocalIQ > 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.

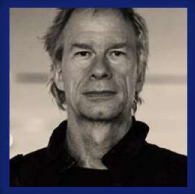
SAPIENT X

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 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

BOARD

Robert Blair
former CEO LSI Logic and Maserati

Patti Glovsky
Investment Banker
Polygon Capital

ADVISORS

Dave Lorenzini
former Biz Dev
Google Earth

Mike Beebe
Former CEO
Mayfield Robotics

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