# **Executive** Summary

#### SAYGUS

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Wireless HD Beaming



The VSquared





Former Verizon Website

# Summar

**Saygus** is a smartphone handset maker that designs and develops the world's most advanced smartphones. The Saygus smartphones have won the Consumer Electronics Show's *Design & Engineering Showcase Award for Innovation* twice and one has been certified by the Verizon lab and received its final "Authorization to Sell" on the Verizon network. The newest version of our Vphone series, the VSquared, has been upgraded with exclusive features and is expected to be ready for launch and distribution in 2019. Verizon signed a three year distribution agreement for the original Vphone that gave Saygus access to 30,000 Verizon Reseller locations, including Best Buy, Wal-Mart, Target, and hundreds of other local and regional resellers in the US. AT&T, Sprint and T-Mobile and Int'l retailers Media Saturn and EE, along with online retailers Amazon and Flipcart have requested sample phones. Clearly the VSquared's International sales potential is impressive.

The VSquared will launch as an international "unlocked" smartphone, giving it the opportunity for rapid global distribution. The Company is poised to sell the VSquared into markets with more than 940 million cell subscribers in the U.S., Latin America and Canada within the next 12-18 months. Our recent sales and marketing campaign pre-sold the V Squared to 74 countries around the world. We anticipate selling a conservative 1 million VSquared smartphones in 2019 providing gross profits of \$100 million.

Saygus previously raised \$8 million in a 506 Reg D offering for the VSquared design and development. The Company expects to IPO in the next 12 to 18 months to raise a minimum of \$432 million to fund the manufacturing and distribution of nearly 8 million phones annually by Year-3 (less than .5 of a percent of the projected smartphone market in 2022). Prior to January, 2019, the country of Mexico committed to buy 400,000 of our rugged smartphones by reserving \$48 million for that purchase.

### The VSquared

The VSquared competes in the largest personal electronics market worldwide. Smartphones are more than a half-trillion dollar industry and sales of 1.7 billion are expected in 2019 with nearly 2 billion annually sold by 2023. Saygus competes against Apple's iPhone, Samsung's Galaxy, LG's V10, and other high-end smartphones through a unique combined feature set at a lower price. It is the only handset on the market that promotes user choice of software that will ship "rooted" out of the box. This means that programmers can write and deploy Android apps on our phones without having their computer to assist. A programmer in the field can identify a problem or opportunity, invent an application solution, and deploy it to a network or computer all using the VSquared. It can connect to multiple devices simultaneously while exclusively beaming lag free HD video to a TV or overhead projector via the 60 GHz spectrum without a WiFi connection. The VSquared promotes a "host" USB port (like a laptop) that directly connects memory sticks, printers, keyboards, medical devices, displays, etc. to it for unparalleled versatility. The VSquared includes an exclusive sunlight viewable screen, expanded removable dual memory SD card slots of up to 1.24 TB (Terabytes), exclusive dual water resistant high fidelity speakers made for tablets, a large battery for superb movie and/or video performance, and even a TV/audio system remote control IR port. It is the first smartphone designed as a mini-laptop, and will sell for about \$100 less than competitors with substantially less features. The VSquared is the most advanced smartphone in history. Verizon's handset buyer is awaiting samples.

#### Distribution

The VSquared is positioned as the phone with the best combined feature-set at the lowest price and will launch on networks worldwide with the latest Qualcomm chipset in the coming months. The target is value-minded consumers who demand high-end features at a better price. Targeted retailers are Amazon, Media Saturn (Europe), Flipcart, Best Buy etc. and most Int'l carriers, including Verizon.

#### Market Share

Global smartphone subscribers will hit 6.1 billion in 2020 analysts say. Using our lower priced, full-featured device and launching its exclusive features worldwide, Saygus expects to capture at least one half of a percent (.5%) of the global market by Year-3, or 8 million units annually. These sales will generate nearly a Billion Dollars in gross profits and establish an approximate company valuation of between \$7 to \$9 billion.

## **Projected Financials**

IN THOUSANDS	Yr-1	Yr-2	Yr-3	Yr-4	Yr-5	Yr-6	Yr-7
Units	100	1,105	7,791	9,169	10,637	12,126	13,823
Revenue	\$35,000	\$348,100	\$2,259,281	\$2,659,142	\$3,084,603	\$3,516,450	\$4,008,752
\$ EBITDA	\$2,489	\$72,170	\$533,092	\$678,189	\$787,965	\$949,441	\$1,082,363
% EBITDA	7.1%	20.7%	23.6%	25.5%	25.5%	27.0%	27.0%
Projected Val at PE:	10	\$471,798	\$3,751,362	\$4,722,556	\$5,463,935	\$6,583,652	\$7,505,361

- Founder Chad Sayers is a patented inventor with 20+ years experience creating product sales and marketing programs for companies like CONOCO, Inktomi, UB Networks and VHS Network.
- CTO, Co-Founder Tim Riker has been an award winning Linux architect for more than 15 years. He was the CTO at Lineo, a top Linux software company, and the Linux Project Director at Texas Instruments. He headed Sharp's Zaurus OS team, which won the CES 'Best Mobile OS' award.
- Senior Advisor Sergio Leveratto worked as the Product Manager for one of the world's largest carriers out of Spain, Telefonica Movil during his 5 years there. From 2000 to 2013 he ran two of Nokia's billion dollar divisions where he was instrumental in the design, building and distribution of hundreds of millions of top Nokia phones around the world, including Nokia's best all-time seller.