

# **End of Year Presentation**

December 2024

**NASDAQ: AMST** 





#### FORWARD LOOKING STATEMENTS

This presentation may contain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, as amended. For such forward-looking statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. As used below and throughout this presentation, the words "we", "us" and "our" may refer to Amesite individually or together with one or more partner companies, as dictated by context. Such statements include, but are not limited to, any statements relating to our growth strategy and product development programs and any other statements that are not historical facts. Forward-looking statements are based on management's current expectations and are subject to risks and uncertainties that could negatively affect our business, operating results, financial condition and stock price. Factors that could cause actual results to differ materially from those currently anticipated include: risks related to our growth strategy; risks relating to the results of research and development activities; our ability to obtain, perform under and maintain financing and strategic agreements and relationships; our dependence on third party suppliers; our ability to attract, integrate, and retain key personnel; the early stage of products under development; our need for and continued access to additional funds; government regulation; patent and intellectual property matters; competition; as well as other risks described in our Securities and Exchange Commission filings. We expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in our expectations or any changes in events, conditions or circumstances on which any such statement is based, except as may be required by law. The information contained herein is intended to be reviewed in its totality, and any stipulati



Meet Amesite

**Product and Markets** 

Sales Wins and Revenue Growth

Marketing and Onboarding

Technology & Pipeline

People, Culture & Leadership

**Financials** 

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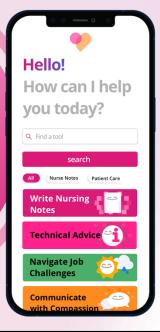


Amesite Inc. (Nasdaq: AMST) develops and markets B2C and B2B Al-driven solutions.

#### FAST GROWTH: NURSEMAGIC<sup>TM</sup> APP

Real-time support for wide range of healthcare professionals, reducing time in charting, assisting with technical answers and patient communication.











# FIRST IN MARKET: AI-POWERED PROFESSIONAL LEARNING PLATFORM

\$2.4M in revenue since product launch

Turnkey, Al-supported professional training platform that enables higher ed to generate revenue.



Microsoft

Best in class AI tools – 1st in EdTech to integrate ChatGPT

**Learner Completion: 96-98%** 

**Highest Trust among competitors** in third-party evaluation

## What NurseMagic<sup>TM</sup> Does



NURSEMAGICTM SOLVES THE **BIGGEST PAINS** FOR THE **LARGEST GROUPS OF HEALTHCARE PROFESSIONALS**.

#### Why NurseMagic<sup>TM</sup> 's AI WORKS







- 91% SCORE ON USMLE EXAM
- 93% SCORE ON NCLEX PREP QUESTIONS

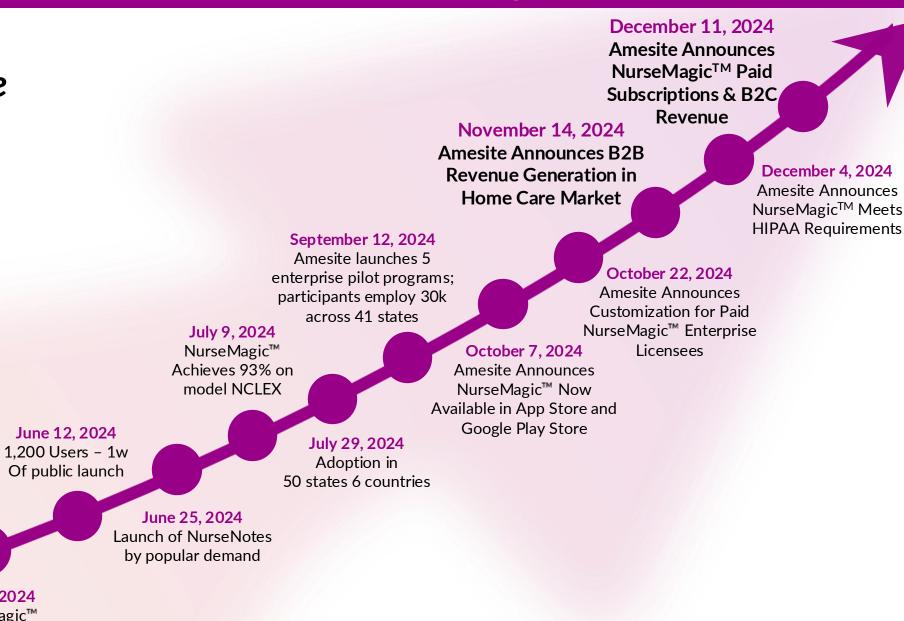
- TRAINED ON REAL-WORLD DATA
- BUILT ON NURSING ETHICS

- MEETS HIPAA
- SECURE INTEGRATION

NURSEMAGIC™'S AI ADDRESSES THE **GREATEST PAINS** FOR BROAD GROUPS OF HEALTH & CARE PROFESSIONALS.

### Deployment of NurseMagic<sup>TM</sup>

B2B & B2C Revenue in Enormous Markets... In 5 months.



February 14, 2024

NurseMagic™ 1<sup>st</sup> Product **Concept Discussion** 

> April 24, 2024 NurseMagic™ Beta Launch

June 5, 2024

June 12, 2024

NurseMagic™ **Public Launch** 

#### Revenue Streams: NurseMagic<sup>TM</sup>

# **Pricing**

# Trial **Free**

- √ 3 Tool Uses
- ✓ Try Our Most POPULAR Tools

**Try For Free** 

Individual \$29.99/mo

- ✓ 100 Tool Uses Per Month
- ✓ Cancel Anytime

**Buy Now** 

Enterprise

#### **Custom Price**

- ✓ Manage, Store and Report All Notes
- ✓ Manage Access for All Users

**Contact Sales** 

"...working with the NurseMagic team was seamless and straightforward—an absolute pleasure. The contract is a simple two-page agreement without any hidden fees."

Joshua Porter, Owner, Director of Operations, BrightStar Care, Spokane North

"The app literally cuts the work that nurses have to do during a shift by over a third. NurseMagic™ is the answer to reducing stress for my audience."

Paige Slayton, RN Nurse & Influencer, >1M followers on social media

VIEW MORE TESTIMONIALS

PURCHASES ARE <u>AUTOMATED</u> FOR B2C.
CONTRACTS ARE <u>STRAIGHTFORWARD</u> FOR B2B.
PRICING IS ATTRACTIVE FOR BOTH PRODUCTS.

# Markets for NurseMagic<sup>TM</sup> Are Large & Growing

#### **B2C: LARGEST SEGMENTS IN** HEALTHCARE AND CARE

5.2M

U.S. RNs

630K U.S. LPNs

1.4M

U.S. Home Health Care Employees

#### **B2B: HOME CARE & HOME HEALTH**

**26K** Skilled Nursing and Home Health Care Facilities in the U.S.

~13% Projected CAGR in Home Health Care, 2024-2043

>\$130B US Home Care Providers Market Size

87 USER PROFESSIONS REGISTERED ON NURSEMAGICTM

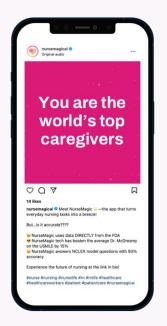
RNs • Physicians • Healthcare Executives & Managers • EMTs • Occupational Therapists • NPs • LVNs/LPNs • CNAs • NAs • Home Care Nurses • HHAs • PSSs

# Nurse Magic<sup>TM</sup> App Wins

**B2C WINS** 



**BrightStarCare®** 



>10k Registered Free Users

within 6 months of launch. B2C subscriptions launched 12/11/24

Users in

**50** States &

21 Countries

within 6 months of public launch

>700

Targeted
Franchise
Locations
Based on Wins

\$5.2B

Annual Revenue of Targeted Customers being Outreached

Prodigious HOSPICES



Superior Compassionate Care, Health & Wellness
Post-Acute Care | Short-Term Rehab
Long-Term Care | Dialysis Care | Adult Day Care

5mos From Public Launch to 1st Enterprise Revenue

12.9 Million

Accounts Reached Instagram + TikTok Over Last 90 Days

NURSEMAGIC'S <u>B2C AUDIENCE ON SOCIAL LOVES THE BRAND</u>.

NURSEMAGIC HAS A <u>VALIDATED MARKET ENTRY WITH NO OBJECTIONS</u>

IN CARE AND HEALTHCARE.

10

### B2C Revenue GROWTH: NurseMagic<sup>TM</sup>

#### **Paths to Profitability**

RNs: less than .5% market penetration

LPNs: less than 4.8% market penetration

#### **HOW WE CONVERT**



Target with Paid Digital Advertising



Gain Endorsements from Trusted Influencers



Outreach Free Users with Email & SMS Marketing

ACHIEVE PROFITABILITY WITH <u>FEWER THAN 30,000 B2C USERS</u>.

<u>HAVE ENROLLED > 10,000 FREE USERS</u>.

USER FEEDBACK HIGHLY POSITIVE & PRICE POINT IS ATTRACTIVE.

## B2B Revenue GROWTH: NurseMagic<sup>TM</sup>

Paths to Profitability

Skilled Nursing and Home Care: less than 1.6% market penetration

Franchisees in Home Care: 9.3% market penetration in *ACTIVELY* targeted corporations

#### **HOW WE CONVERT**



Target Owners with Paid Digital Advertising



Direct Email & Phone Outreach to Private Organizations



Direct Outreach to Care Agencies via Publicly-Available Government Channels

ACHIEVE PROFITABILITY WITH <u>FEWER THAN 17,000 B2B USERS</u>.

HAVE GENERATED **WINS** IN BOTH **INDEPENDENT** AND **FRANCHISEE** HOME CARE.

FEEDBACK IS OUTSTANDING ON PRODUCT AND PRICE POINT.

#### NurseMagic<sup>TM</sup> Brand Reach



125+
SOCIAL POSTS / WK

6 SOCIAL CHANNELS

5 BLOGS / WK

MULTIPLE VIRAL POSTS

WITH OVER 1 M VIEWS 38K+

FOLLOWERS SINCE
FEB 2024 INCEPTION

12.9M

ACCOUNTS REACHED
IN LAST 90 DAYS

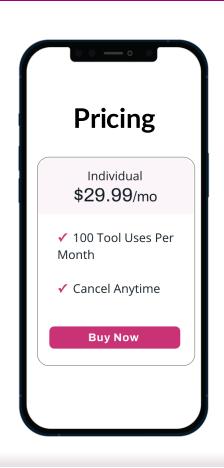
ROBUST, POSITIVE MARKETING IS DRIVING MILLIONS OF VIEWS.

NURSEMAGIC IS FIRST - AND LOUD - IN AI FOR CARE TEAMS.

#### NurseMagic<sup>TM</sup> Onboarding: Simple & Scalable

B<sub>2</sub>C

- 1 See NurseMagic on social or an ad
- 2 Sign up
- 3 Try it for FREE
- 4 Subscribe



- 1 Short trial to demonstrated benefit.
- 2 Enterprise gets customized solution.
- Customer manages app access and use.

# Get a Quote First Name: Last Name: Company Name: Company Email:

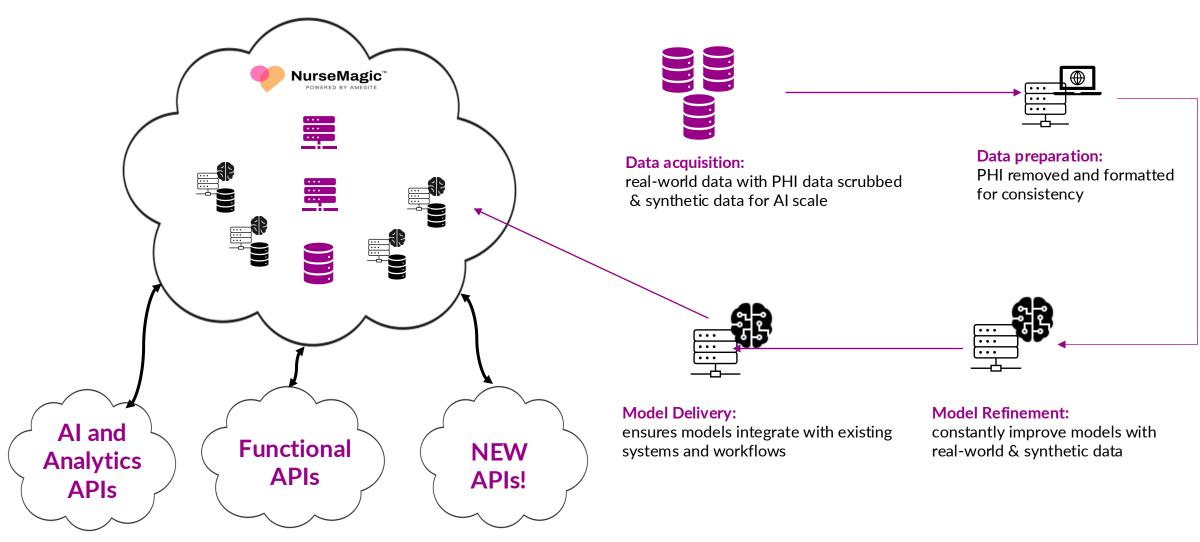
FREEMIUM MODEL BUILDS TRUST AND <u>DRIVES ADOPTION</u>.

LIMITED FREE USAGE <u>ENCOURAGES CONVERSION</u>.

SUBSCRIPTION REVENUE <u>PROTECTS MARGINS</u> WITH CONTROLLED USAGE.

# **Technology and Pipeline**

#### Infrastructure Is Designed to Integrate Innovative Solutions



#### NurseMagic<sup>TM</sup>: Reliable, Trusted and Secure







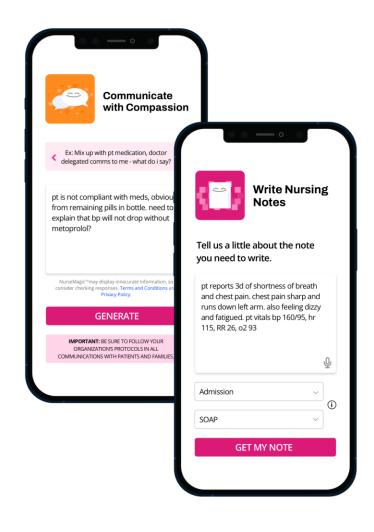




NURSEMAGIC™ IS A SECURE AND RELIABLE SOLUTION FOR ENTERPRISE:

MEETS HIPAA REQUIREMENTS

# Continuous Improvement of NurseMagic<sup>TM</sup> Technology



20+

Proprietary models routinely trained to assure top performance

Feature upgrades per week, on average



Projected Training data, Year One of NurseMagic<sup>™</sup> public release



APIs integrated including connections to government databases, authentication services, payment gateways, other services, and AI-powered tools.

## Team Experience and Award-Winning Culture



full stack coding • software engineering • software & cloud architecture • product engineering • cybersecurity • US & global compliance • data science • Al system design • natural language processing • optimization and performance tuning • app development • computational modeling • statistical data analysis



digital marketing • lead generation • paid advertising • social media • influencer relations • content creation • brand management • SEM • SEO • public relations • data analytics



U.S. and global enterprise sales • higher education sales • enterprise sales • nonprofit sales • healthcare sales • financial services sales



auditor • private and public experience
 financial forecasts • M&A • corporate financial advising





# **K**







19 EARNED WORKPLACE EXCELLENCE AWARDS

8 OF THEM NATIONAL











#### **Leadership & Board**



Dr. Ann Marie Sastry
Founder, Chair & CEO

- Former CEO and co-Founder of Sakti3 (acquired by Dyson in 2015 for \$90M)
- Recognized by President Obama at the White House in 2015 for her technology entrepreneurship
- Featured in WSJ, Fortune, Forbes, The Economist, USA Today, The New York Times; cover of Inc.
- Arthur F. Thurnau Professor (UM's highest teaching honor) at the University of Michigan, 17 years
- >100 publications and 100 patents and filings. >100 invited lectures and seminars globally (NIH, NSF, NAE, MIT, Stanford, UC Berkeley, Oxford, Cambridge, etc.)
- Boards of the International Council on Clean Transportation (ICCT), Oxford Companies, Lucius Partners
- PhD and MS degrees from Cornell University, BS from the University of Delaware, Mech Engineering



**George Parmer** 



**Barbie Brewer** 



J. Michael Losh



Gilbert S. Omenn, MD, Ph.D.











#### **Financial Position**

As of Nov 30, 2024

\$1.01M

**\$0**Debt

Cash On Hand

3.9

Months of burn on hand, assuming no new revenue (conservative).

\$2.4M

Total Contract
Value Since Inception

\$260K

Monthly Burn

#### **Building Revenue:**

- B2B NurseMagic<sup>TM</sup> B2C Sales
   Launched and Generating Revenue
- B2C NurseMagic<sup>™</sup> Sales
   Demonstrated in Large and Growing
   Market
- Recognition Growing, with Social Following in Excess of 38,000 and 12.9 Million Marketing Reach
- Good Liquidity
- Zero Debt

#### Cost Reductions Enabled by Best-in-Class Infrastructure



STEADY BURN RATE PROJECTED FOR FY25
AUTOMATED B2C & EFFICIENT B2B SALES FLOWS DRIVE SCALABILITY
REPEATABLE SALES ENABLE GROWTH WITHOUT SIGNIFICANT EXPENSES.

#### AMESITE INVESTMENT HIGHLIGHTS



**CNBC Squawk Box** 

Bloomberg, Forbes, Business

Insider, and other publications

Proven Al-Powered Higher Ed **Platform That Runs Turnkey** 

**Good Liquidity Featured in Fox Business** News, Yahoo!Finance, CNBC,

with NurseMagic<sup>™</sup> in

**Closed Enterprise Deals** \$5.2B Industry

No Corporate Debt &

NurseMagic<sup>™</sup> **App Seeing Rapid** Adoption, both B2C and B2B

Rapid Increase in **Revenue Anticipated** with B2B App Sales in Large & Hungry Health **Care Market** 

**Targeting Sustainable** Margins with Lean Operations - 50% reduction in SG&A in last FY



**Newsy Tonight** 

# THANK YOU









FOR RESOURCES

FOLLOW OUR PROGRESS







FOR INVESTMENT

