

## Unimagined Freedom and Peace of Mind for your Private Digital Life, e-Banking and e-Health.

Rufo Guerreschi | CEO – rufo@trustless.ai

## **Elevator Pitch**

We are building a 2mm-thin personal computer and a new certification body - that brings previously **unimagined peace of mind and freedom** to your **private digital life**, **e-health and e-banking**.

Initially for top clients and employees of **large private banks and enterprises**, it seamlessly enables ultra-secure messaging, social networking, transactions, and **dozens of 3rd-party apps**; while replacing all other devices used by employees for access to digital and physical spaces.

We achieve **radically-unprecedented levels of confidentiality and integrity** - while ensuring *legitimate* **lawful access** transparently and safely, via an **uncompromisingly trustless approach** - down to CPU design, chip fabrication oversight and hosting room access - as certified by a new ultra resilient and democratic *Trustless Computing Certification Body*, being built by our NGO arm since 2015.

Our Seevik Pod is carried **face-out in luxury leather wallets**, in a variety of styles, and then also **embedded in the back of 5.5mm-thin phones**, and in basic models, with **dozens of 3rd party apps**, to realize the first **ultra-secure and ultra-democratic social computing platform**.

## Year 2000. The Promise of the Internet: Freedom, and Democracy for all.

Year 2020. The Promise was turned on its head.

## Problem

Cybersecurity is the 2nd greatest concern of high net-worth individuals, after "their country politics" (source: UBS poll)



US citizens fear cybercrime twice more than any other crime (source: Gallup poll)

By 2022, yearly IT security sales will be \$250 billion while cybercrime cost will hit \$2 trillion (source: Accenture)

Nothing money can buy: a huge unmet demand.

## **Source of Problem**

Hyper-complexity of systems and supply-chains.Obscurity in hardware, software and fabrication.Blind Trust in organization, people and systems.

# But then is it really a technical problem?

Federal Aviation Administration	One accident every 16 million flights	-
IAEA International Atomic Energy Agency	17 nuclear nations. We are still alive!	<b>√</b>
1.6 billion phones per year	Each hackable even by a teenage hacker.	X

Everything is broken, by design, at birth, by powerful nations to retain investigative capabilities and to prevent grave crimes



## Solution

Click here for a 2-minute product video



## A new international IT security standards-setting and certification body.

Ensures both radically-unprecedented security and privacy and legitimate lawful access - via uncompromisingly untrusting safeguards, and a uniquely accountable, tech-savvy and resilience governance.



## A new 2mm-thin standalone personal computer.

Compliant to the TCCB. An app store with dozens of 3rd party apps. Wifi, Bluetooth and NFC. No Physical Ports.

## Addon: Wallet

Initially produced in 10,000 units, the SeeVik Pod will be carried face-out in luxury leather wallets in a variety of different styles.



💎 💷 87%

## Scale-Up Opportunity

### 2014 Oppo R5: **4.85mm** thin



### 2014 Vivo X5 Max: 4.75mm thin





There is a 2mm-thin real-estate, behind every smartphone, waiting to be claimed by a killer application!

## **Seevik Phone**

Once market-proven with an initial 10.000 units, the Seevik Pod will be produced in the second batch of about 2 million units - in a basic a premium versions. About half will be encased in the back of a custom 5.5mm-thin flagship Android smartphones, made with a partner.

#### **Translucent Casing**

**2mm** Seevik Pod **5.5 mm** Customized top-brand flagship smartphone

## Features

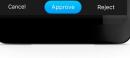
### **Text Co-editing**

Private E-Banking



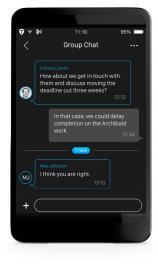
### SeeVik Store: dozens of 3rd party apps

1 = \* 95% < Editing: Contract Done INTELLECTUAL PROPERTY. Client will retain ownership of any data, information or intellectual property furnished to Provider in connection with this Agreement. Client will own any intellectual property that results from the Services, including with limitation software (in both mac readable form and in source code form from the Services business, which shall be the property of Cancel Reject





### Messaging



# **Unique Advantages** (1/2)

## **1. Unique Security Safeguards**

### Unique **Transparency**:

All critically-involved hardware and software publicly-inspectable in their source designs.



### Unique Review vs. Complexity:

Extreme levels of security-review in relations to complexity by independent "ethically aligned" experts

### Unique **Oversight:**

Including citizen-witness for chip fabrication, and citizens-juries for hosting room access, also for **legitimate lawful access.** 

### Unique New Certifications:

A unique **uncompromisingly trusless approach** and an extreme technical-proficiency, citizen-accountability, ethics and resiliency against government pressures.







## 2. Leadership & Certification Body

### We are the startup spin-off of:



#### www.trustlesscomputing.org





#### www.trustlesscomputing.org/tccb

www.free-and-safe.org

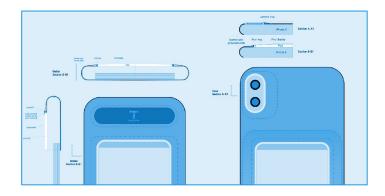
# **Unique Advantages** (2/2)

### 3. Ultra-Resilient Supply Chain



A supply-chain of all critical parts and fabrication providers bound by a binding MoU Consortium under Swiss law since 2016 that is **conceived to resist even economic attacks by nation states**.

### 4. Unique Form Factor & Add-ons



### **5. Authentication**

Our **continuous multi-sensorial behavioural biometrics tracking**, combined with our unique endpoint security approach, ensures unprecedented levels of privacy, security and user-friendliness for: (1) **user identification and authentication** as well as for (2) **e-health monitoring, diagnostic and assistance services** - implemented with a health sector partner.

## Authentication Security and Convenience



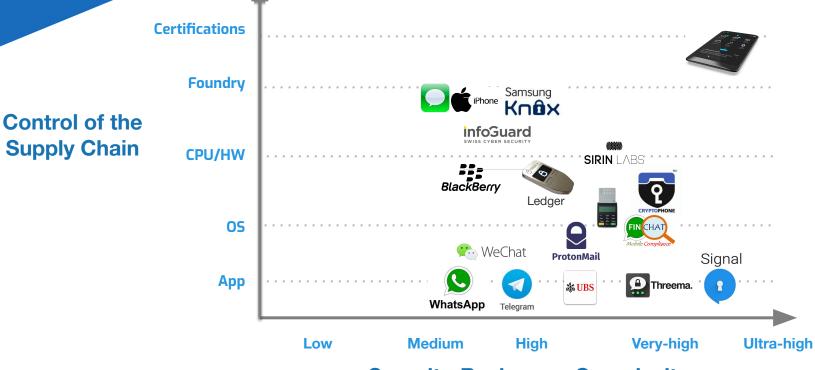
**Continuous multi-sensorial behavioural biometrics tracking**, combined with our unique endpoint security approach, ensures unprecedented levels of privacy, security and user-friendliness for user identification and authentication, as well as for **clinical-grade e-health monitoring**, **diagnostic and assistance services**.

The Seevik Pod uses **the user's smartphone via NFC/BT as an additional authentication factor. And vice-versa** the Pod acts as a Fido-compliant authentication factor of the smartphone apps

New users receive their Seevik Pod shipped overnight after a deposit, and are activated after a video-call for training and identification, initiated before opening their package. Such video-call includes a pleasant human conversation which includes engagement with a "biometric profiling" Pod app, including several on-display user's signatures, video-recording of user's IDs and other documents, . During such video-call, the users' audio, face and fingers 3D movements, touch behavior, and gyroscope movements are recorded and logged, and new voice-print and passphrases/codes recorded.

From then on, **all user's sensory inputs are continuously recorded and analyzed to improve the quality/uniqueness of the users' multisensory behavioral profiling**. Logins or new transactions will require a mix of one or more of: no action, short or long passcodes, on-display signatures, an "interactive voice recording", or "call back" to our operator or the partnering bank representative - depending on factors including the user location, physical context, time elapsed from last login, size of transaction, company-defined policy, user-defined policy, quality of multi-sensory profiles, and more. Raw data is discarded once sensory profiling intelligence has been derived.

## Competitors



**Security-Review vs. Complexity** 





Rufo Guerreschi CEO & Founder (Zurich)

Leading-edge IT security entrepreneur and activist. On a 20-yrs mission for IT freedom.



Paul Foster Deputy Head of Bus. Dev Senior banking IT security executive. Global Head of

endpoint Security at HSBC.



Joonyoung Park Supply-chain Lead (Seoul)

Former Director of \$200m/yr electronics plant. Lead team of 30 at Kudelski in Palo Alto.



[Confidential] Engineering Lead (Zurich)

25 years of experience as design of secure hardware, software, firmware.



Keshaw Singh Lead Designer (New Delhi)

Multi-versed digital graphics and VFX guru, and electronics designer.



Alex Laptev UX/UI Lead (Geneva)

Senior **UX/UI designer** for banking and corporate apps. Startupper.

## Advisors



**Gerhard Knecht** 

From 2007 to 2019, Group Chief Information Security Officer & Head of Information Security Services of UNISYS.



**Roberto Gallo** 

Designer of the 1st secure CPU open in HW & SW source designs. President of the largest **Brazilian Defense Industry Association**.



**Udit Dhawan** 

Lead Architect at **US Department of Defense DARPA** CRASH/SAFE for new clean-slate for ultra secure computing.



**Reinhold Wochner** 

Former Group CISO of **Raiffeisen International Bank**. Formerly Group CISO of **Erste Bank**, an Austrian banking group with 15 million clients.



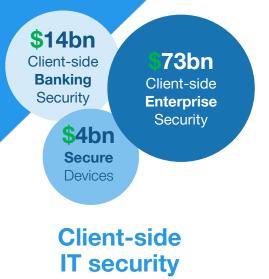
Martin Giese Managing Director of XPRENEURS, a Munich startup incubator. Master at Harvard and MIT.



**Dirk Simpson** Global Business Director at **Hogarth Worldwide** - #1 marketing production agency. Account manager for **Apple** and **Rolex**.

## **Market Size**

### Privacy-conscious Mobility Market





## Why Now



### Jan 2020 Jeff Bezos hack

Even Jeff Bezos is unable to protect its most sensitive private and business communications. The New York Times & Bloomberg noted this should terrify UHNWIs and everyone.

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### Feb 2020 Crypto AG Affair

Devices used for decades by 130 governments and top Swiss private banks for their most secure communications were made by Swiss firm owned by foreign intel agencies. They were **backdoored** in ways to ensure plausible deniability if discovered ("bug door"), which leaves it open to several other actors, and those "renting" their capabilities.

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### May 2020 Covid-19 Pandemic

Social distancing and travel bans will be eased over many months, if not years, highlighting the need for an **all-digital private e-banking** to replace, as and when needed, those interactions traditionally reserved to in-person meetings for their sensitive nature.

McKinsey warns that those "who have been slow in adopting and promoting digital communication to **secure trust** and **build rapport with clients** face clear disadvantages."

## Go-To-Market Strategy & Business Model

	1 <sup>st</sup> Phase: 10k units
Model:	B2B & B2B2C Managed Service
Clients:	Large Private Banks & Enterprises.
Users:	<b>(U)HNWIs, Executives, Politically-exposed.</b> (up to CHF 900m worth)
Service:	User receives Pod, 10+ apps, intergenerational data custody, free replacements. Also receives training, ambient security setup, emergency response, limited insurance, according to user's risk profile and "mobility":
Price:	<b>CHF 500-3.000/yr/user + Apps</b> . (50% of UHNWI revenue subsidizes HNWIs (25%) & non-HNWI (25%)
	Activation & On-boarding <ul> <li>Shipped Overnight</li> </ul>

Activation via video-call

## 2<sup>nd</sup> Phase: 2m units

Channels:	Add Retail Banks & Phone Channels.	
Service:	Add 100+ apps to <b>SeeVik Store</b> Add <b>SeeVik Pod Basic</b> Add <b>SeeVik Phone</b>	
Users:	Add tens of Ms of privacy-conscious.	
Pricing:	Phone: Pod: Phone Basic: Pod Basic: Apps:	<b>CHF 1400 + 350/yr + Apps</b> <b>CHF 500 + 350/yr + Apps</b> <b>CHF 600 + 150/yr + Apps</b> <b>CHF 200 + 150/yr + Apps</b> Brd-party, with revenue share.

### Costs

Pod:	<b>CHF 300</b> /unit	
Services:		<b>CHF 400-3.000</b> /yr <b>CHF 150</b> /yr per user

## Value Propositions for Private Banks

### Value for Clients & Employees

- ★ Clients and Employees enjoy dozens of apps for financial, business and personal use that leverage unique levels of confidentiality and integrity including messaging, social, contracts, journal, passwords, e-health, digital voice assistant.
- ★ Clients enjoy a radical increase in security, confidentiality and convenience for their most sensitive e-banking: transactions, communication with relationship managers, and liquidity view and simulation of their other bank accounts.
- ★ Employees replace all external hardware and cards currently used for digital and physical authentication with a single device, including a separate space for their personal digital life.

### Value for the Private Bank

- **★** Become the digital trust provider of (U)HNWIs
- **★** Erase costs of external HW devices.
- ★ Deepen relationship with/among clients
- ★ Offer new high-margin financial services
- ★ Increase customer retention & acquisition
- ★ Increase employees convenience and security
- Improve branding & reputation

## Offer for Top Swiss Private Banks

For a small six digits amount, join 2 other large private banks in other nations to:

- ★ Receive an 12-month Exclusive Go-to-market Option for your home country, exerciseable 6 months before go-to-market for at least 3000+ end-users.
- ★ Engage in custom proof-of-concept simulation to ensure best fit for specific desiderata, requirements, compliance and integration needs.
- ★ Join as co-leader of a global publicity campaign for new standards that will ensure radically-unprecedented levels of digital privacy and security for all citizens and not only for the HNWIs, via the Trustless Computing Certification Body our global Free and Safe in Cyberspace Conference series.
- ★ Join as shareholders of the company (<u>optionally</u>), possibly with other large Swiss private banks, for extra control.

## **Traction & Roadmap**

## Milestones



## Roadmap

2020 AUG 2020 OCT 0CT 2021 FEB 5EP 2022 SEP 2023 SEP

2017

- Critical supply-chain partners & **consortium**. 350 pp. of architecture, academic & certification. Built Supply-chain consortium & **Pre-prototype**. Founders and team invested CHF 300k and **7 man-years**.
- 13 top R&D partners, 16 advisors, 7 global events with 65 top speakers for the **Trustless Computing Certification Body**.
- Built functional proof-of-concept of Pod and Phone with 3 Geneva-based family offices PoC partners.
- Completed **Fintech Fusion** in Geneva. Raised **CHF 130k**.
- Held **FSC 7th** edition in Zurich. Nominated among 5 for **2020 Swiss Fintech Award**. and **PwC Cybersecurity Days**.
- Negotiating with top execs of **3 of top 4 Swiss private banks**, and **2 of top 5 global phone makers**, & top TCCB prospects.
  Signed paying PoC/Exclusivity deal with top Private Bank(s)
  CHF **1M Pre-Seed** round (possibly skip directly to Seed).
  Advanced **Prototype & Supply Chain**. More paying clients & partners. **FSC 8th Edition** is held.
  CHF **5.5M Seed** round.

10.000 Seevik Pods on sale. 100+ apps and 20+ Wallets.

**2,000,000** Seevik Pods or Phones on sale.

## **More Docs**

### ★ Available on **simple** request: a 11-slides **Deck Addendum**

- Slide (2,3,4): How do you enable legit lawful access & prevent its abuse?
- Slide (5,6,7): Seevik Fab: novel foundry security oversight
- Slide (8): Trustless Computing Paradigms
- Slide (9): Supply-Chain Specifications
- Slide (10): Opportunity for Health Insurers
- Slide (11): Media Deception

★ Available on **qualified** request: a 60-pager **Business Case for Private Banks**