

 Qwil Messenger

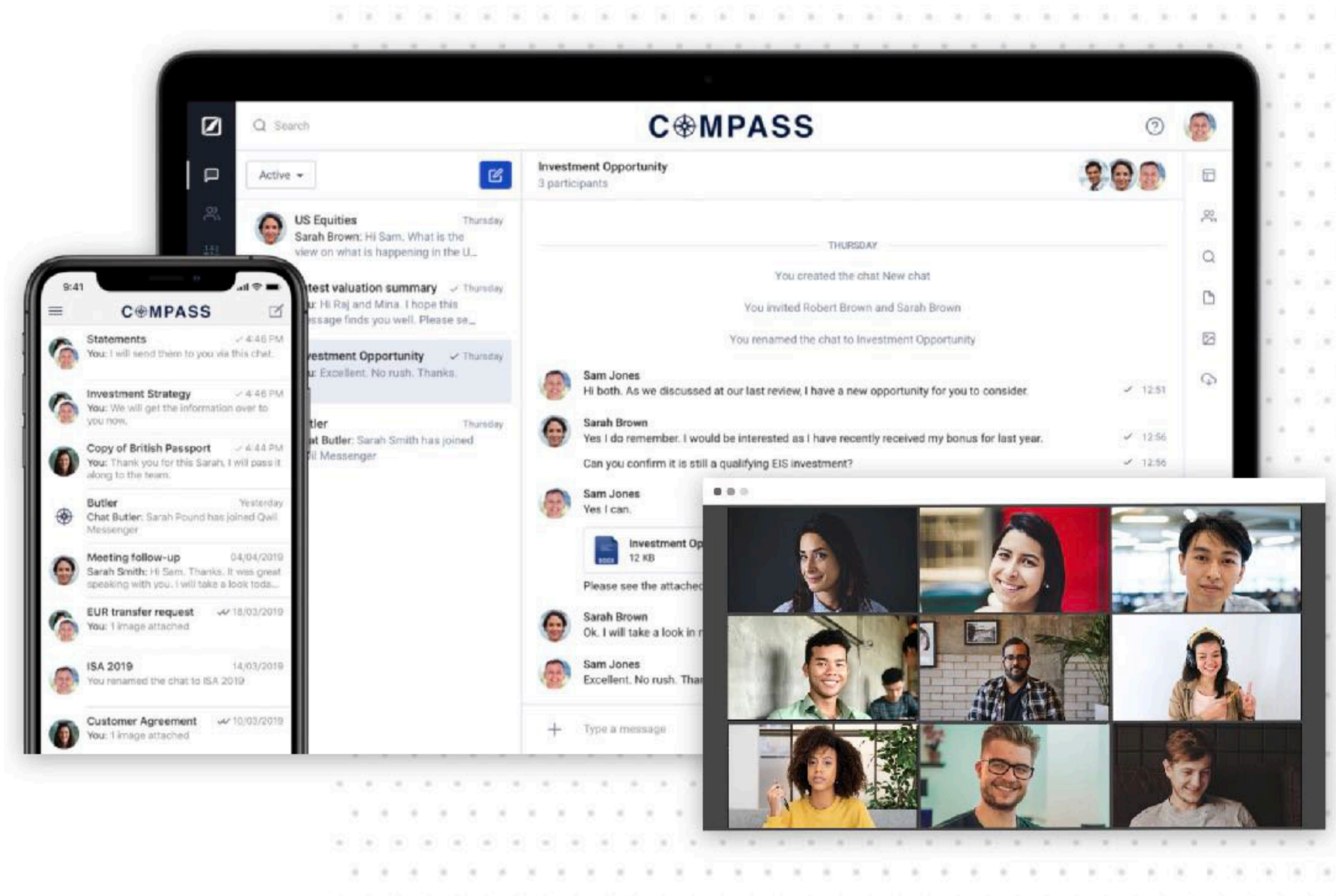


Regolith[®]



All-in one client communication platform

Solving professional firms biggest challenges



Our story so far

- Established in 2017. From secure & compliant “WhatsApp” alternative for FIs to the the world’s first B2B SaaS all-in-one client communication platform for all professional service firms. Network effect as common platform.
- As of 2023 Qwil Chat, file sharing & manager, e-signature & video meetings...replacing a lot of apps!
- Deployed to c. 3,000 individual companies, 12,000 staff users and (eventually) up to 1000 000 end client users.
- Meeting the needs for all firms, all sizes and sectors. Sold over 600 licenses in 1 month on AppSumo US marketplace as a POC for indirect sales.
- Enterprise clients St. James’ Place, Fidelity, NedBank, Global Block Digital Trading, and 100s of SMEs from all sectors (medical, real estate, education, consulting, accounting, finance etc).
- Automated deployment, globally scalable & hard-to-replicate proprietary SaaS platform - zero direct competitors. ISO 27001. HIPAA compliant. Cyber Essentials Plus. Patent granted.
- Circa \$1m ARR from sticky / multiple year enterprise contracts. Huge opportunities to increase revenues, volume and capture market share in a high growth 100s billion \$ “product” lead market.
- Raised \$4.5m to date. Latest round of £807k in January 2023 to shift to SaaS S&M model, building the inbound and outbound sales platform & automated platform.
- Only 10 staff!

Solving professional firms greatest challenges

Security & Compliance

92% of cyberattacks start with email

\$2bn fines for Banks following WhatsApp probe and lack of audit trail

Solution: A walled garden for verified staff and clients to communicate with a full audit trail, control and banking security

Saving the Toggle tax

Average employee toggles between apps 1,200 times per day (Harvard Research)

2 seconds for each toggle equates to 4 hours a week or 10% of the work year!

Solution: All-in one client communication platform for staff to chat, share docs, e-signatures & video calls

Staff & Client expectations

100 billion WhatsApp messages sent daily...but not a business tool (as neither secure nor GDPR compliant)

4x Increase in open rates with chat compared to email

Solution: A professional "WhatsApp" alternative for staff & clients, easy to use in the control of the company

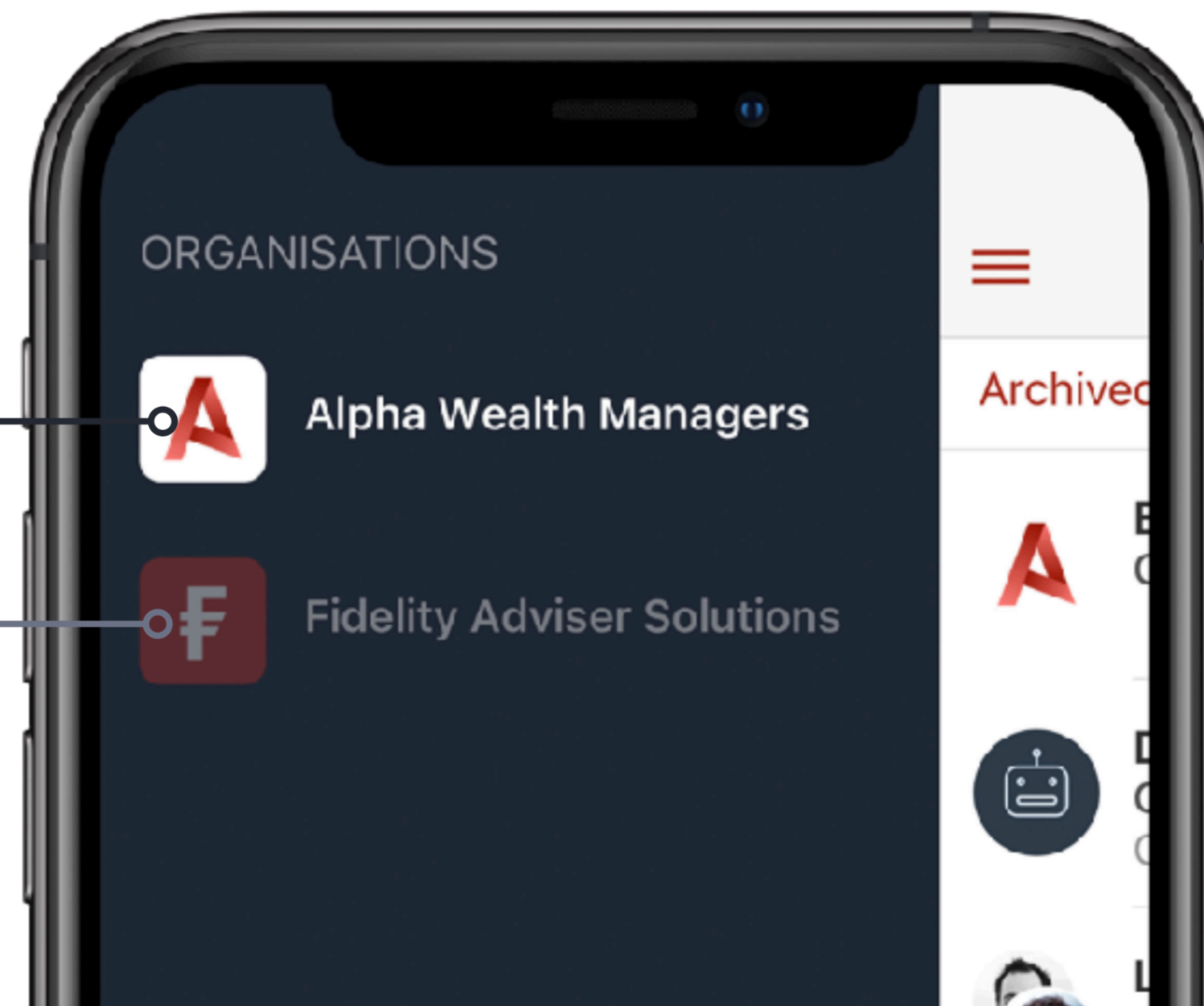
Our vision - a single professional app for staff and clients and for multiple tenancies...creating the network effect

Qwil was granted the US Patent in 2022 for the multi-tenancy security on one account

Alex Evans

is staff of

is client of



ONE BUILDING FOR EVERYONE








ONE CHAT APP FOR EVERYONE



From a secure WhatsApp alternative to an all-in client communication platform

Internal / Org. to Org.
Not for Clients






- Slack 
- MS Teams 
- Bloomberg 
- Symphony 
- Element, Rocket Chat 

Collaboration platforms with 1 user type (staff) which can invite limited external guests (customers = staff) to channels to work on projects.







Qwil Messenger

Business to Client Conversations in full security & compliance

-  Authenticated Staff & Client users
-  Chat & document sharing
-  Audio, video & Screen sharing
-  File manager
-  E-signatures & biometric requests

Social / Traditional
Not Authenticated

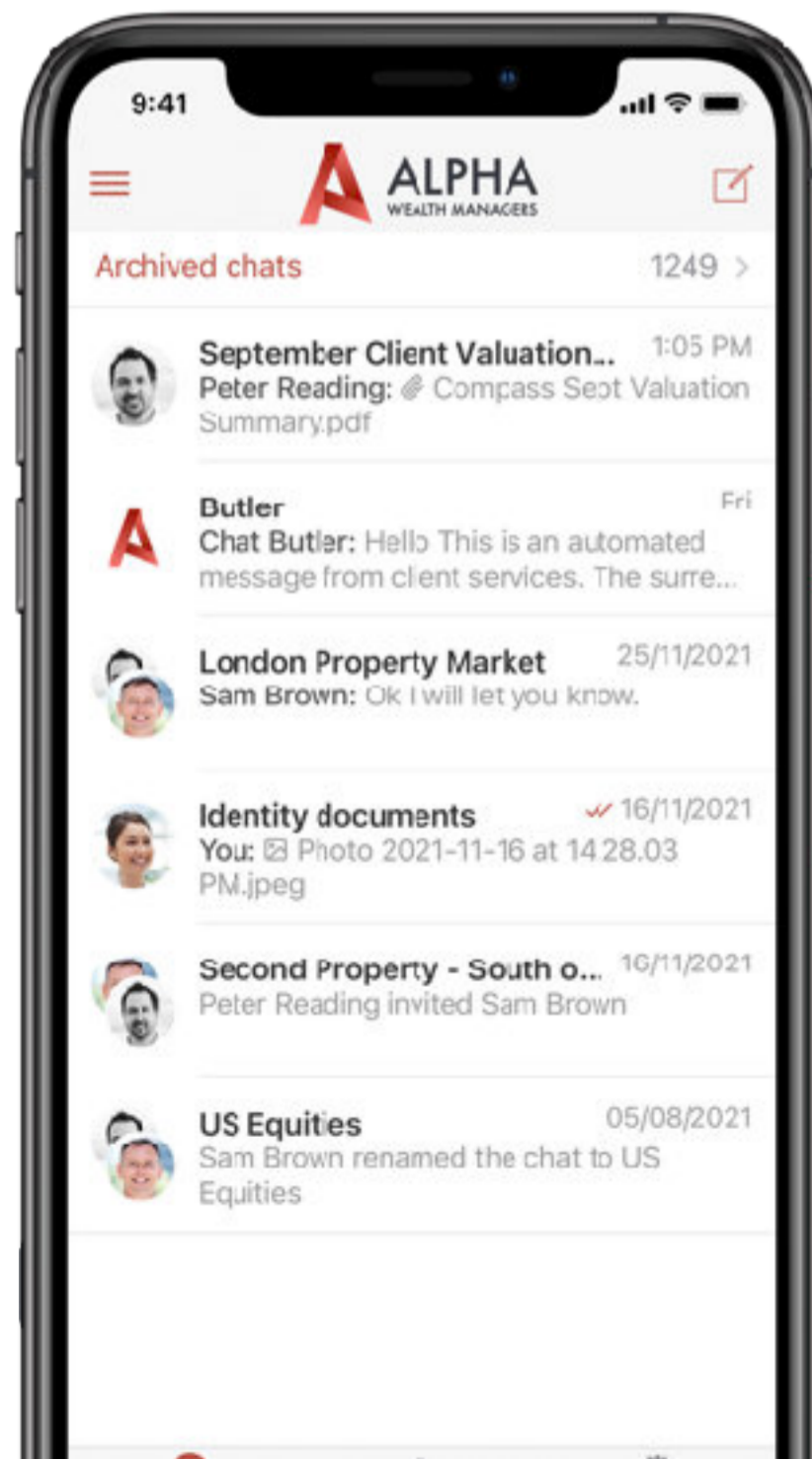
- Whatsapp, Signal/Telegram 
- Messenger 
- SMS 
- Email 

Out of control of the business (Shadow IT) with no audit trail. Security is not ensured despite encryption as user identity is not verified. Increases risk of data breach and fines.

An invitation-only, banking-grade platform that looks and feels the way it should

View Demo

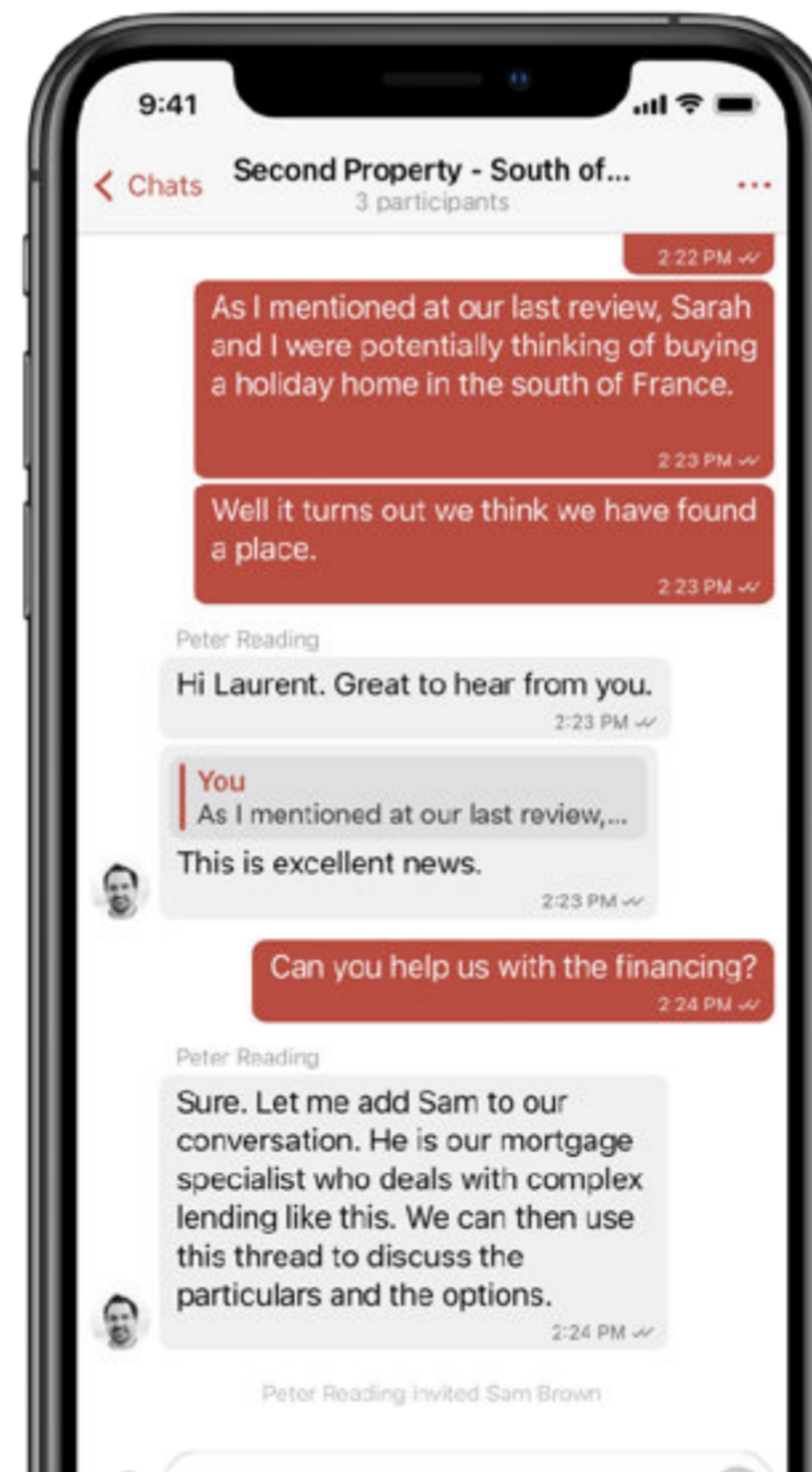
Invitation only
branded platform
with 2 user types
(staff & clients)



User address
book defined by
firm for privacy &
confidentiality



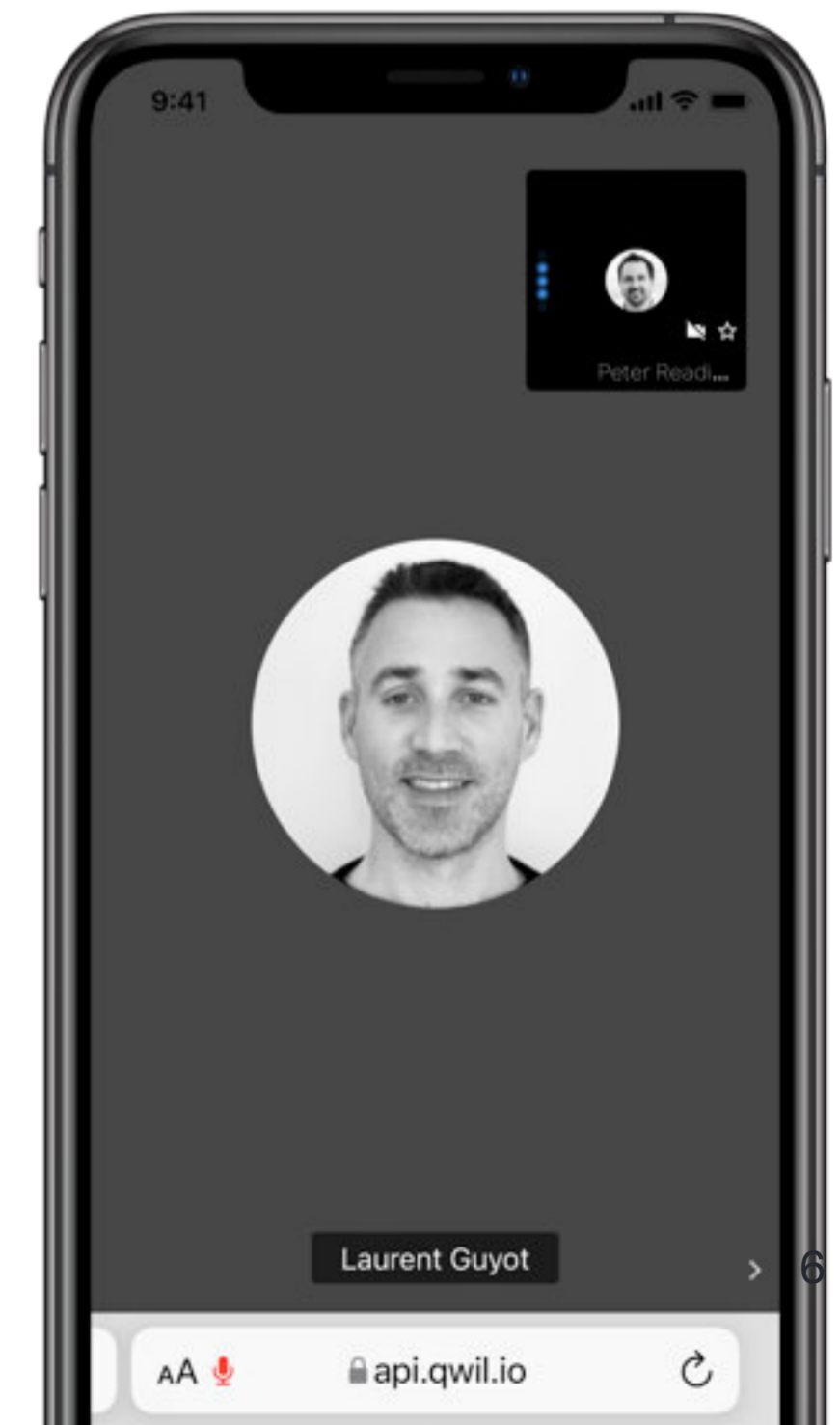
Co-ordinated multi-
party chats according
to pre-defined rules with
full audit trail





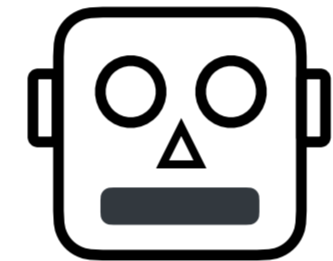


Share & store files
& images securely,
request signatures
& broadcast



Audio, video
conference &
screen share
(with recording)



Deployable in minutes standalone but also enabling endless integrations and automations into ecosystems

Chat History	Auto Messages	Chatbots/AI	Client User Admin	Staff User Admin
 <p>Allow users to view chats (including their messages) and download documents and attachments shared in a chat with a client (even if they are not a participant).</p>	 <p>Automatically send messages in chats on-behalf-of users at your organisation, trigger these messages from other platforms & using Zapier. Or send messages directly via the chat butler.</p>	 <p>Enable full conversational interactions for staff or client users via the connection to AI tools and automated chatbots.</p>	 <p>Manage client user identities and their access at your organisation. Manage access between clients and your staff/teams to allow direct access to the right people.</p>	 <p>Integrate Qwil to be part of your staff leavers/movers/joiners process.</p>



Enterprise Security and compliance available to firms of all sizes



Secure



Security everywhere (not just end-to-end encryption) built to banking-grade standards

Centrally-managed access controls per organisation

Invitation-only access with multi-factor authentication for all users

Participation rules to facilitate conversations with the right people as and when required

Compliant



Explicit data usage consent from every user

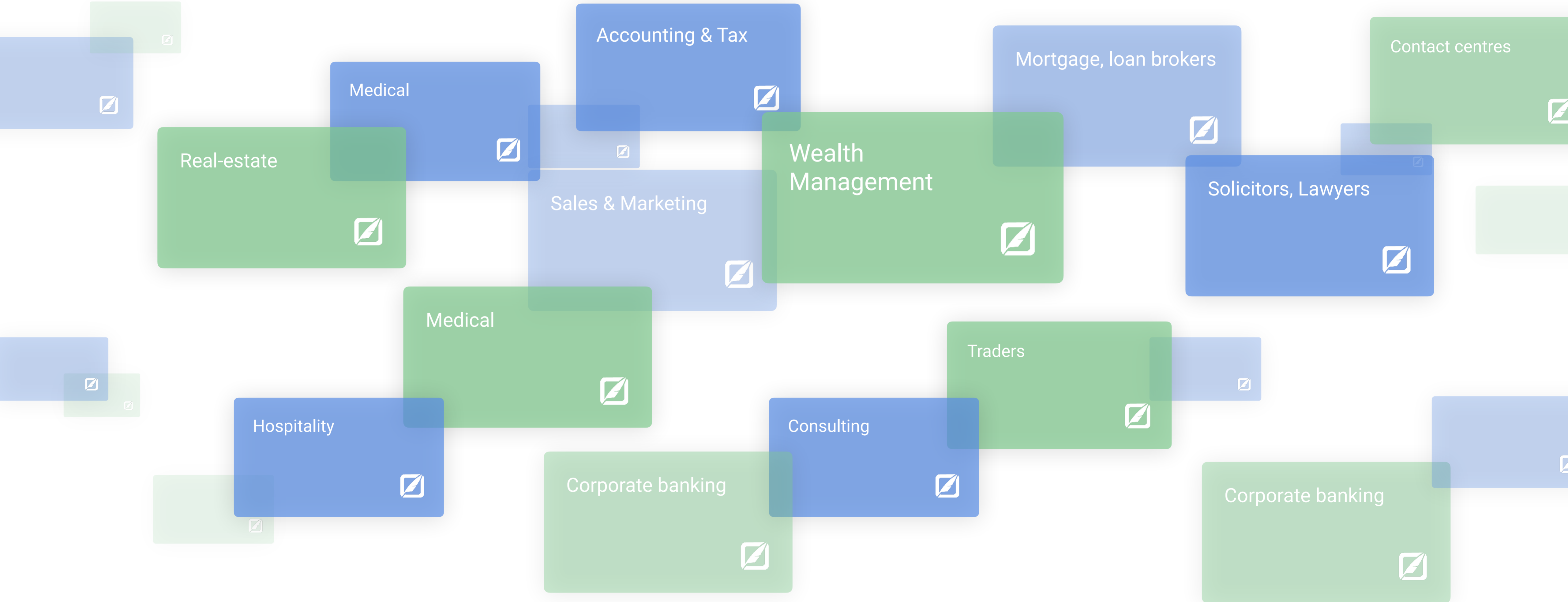
Every chat and user action is recorded, providing a full audit trail controlled by the organisation

Localised data hosting & tools to enable firms to meet data privacy rules in any jurisdiction

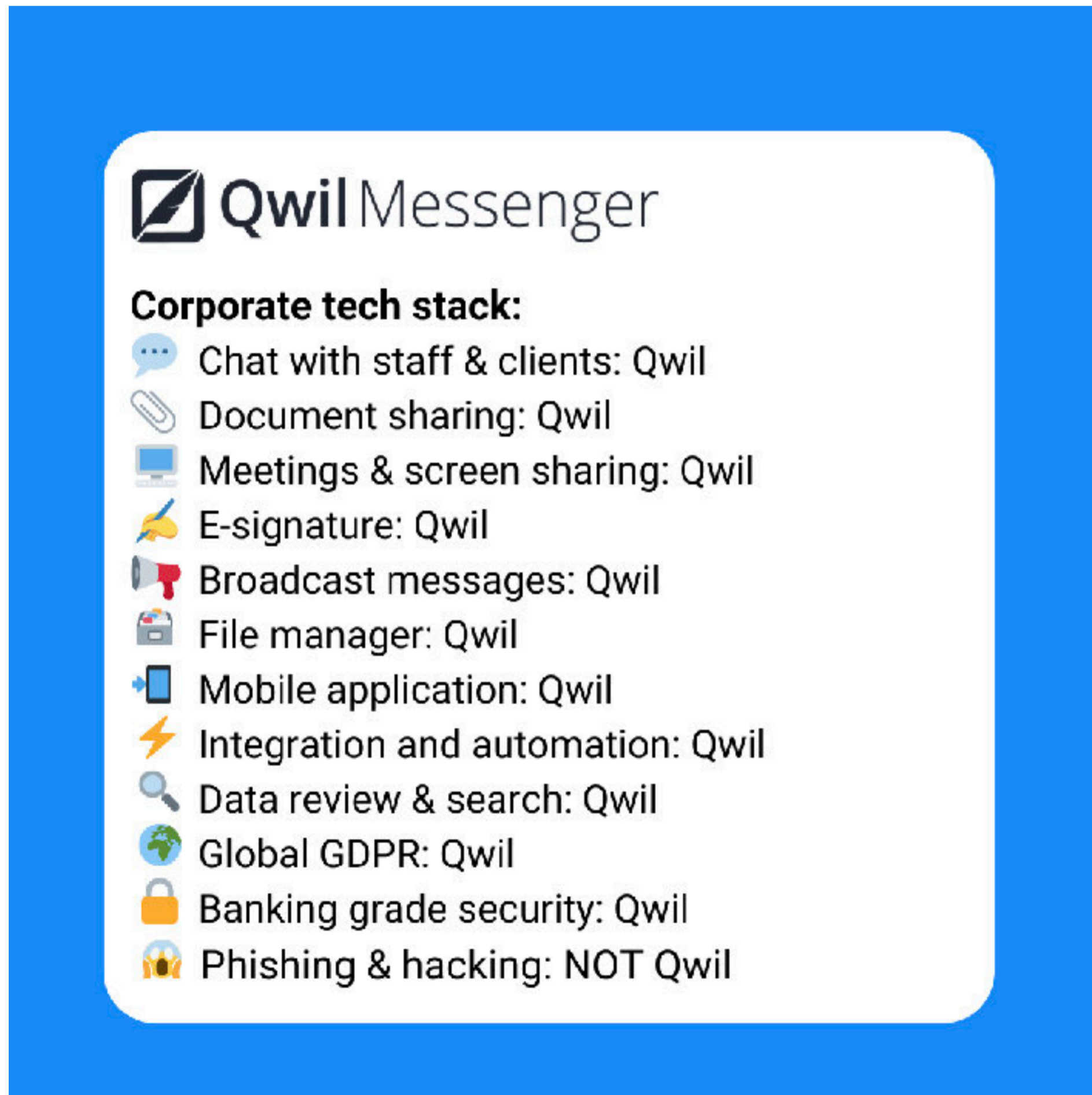
Enterprise-grade data controls (BYOD native app, IP access restrictions etc).



Meeting staff & client expectations across all sectors



Cost savings and efficiencies across the board



Qwil Messenger

Corporate tech stack:

- Chat with staff & clients: Qwil
- Document sharing: Qwil
- Meetings & screen sharing: Qwil
- E-signature: Qwil
- Broadcast messages: Qwil
- File manager: Qwil
- Mobile application: Qwil
- Integration and automation: Qwil
- Data review & search: Qwil
- Global GDPR: Qwil
- Banking grade security: Qwil
- Phishing & hacking: NOT Qwil

Qwil Messenger


(\$30 per staff/month, clients are free)

mimecast
(\$15 per user)

zoom
(\$15+ per user)


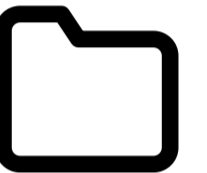






DocuSign
(\$4/enveloppe)

box
(\$20+ per user)

slack  Microsoft Teams
(\$15+ per user)

...and 2x more if you want the same level of security & compliance!

TAM. Qwil is ideally positioned to capture a % of each “single use” market

Product	Market leaders	Market size		Qwil
		Today	2030	
File sharing		\$8bn	\$30bn (25% CAGR)*	
Email encrypted		\$7bn	\$22bn (27% CAGR)***	
E-signature		\$5bn	\$43bn (35% CAGR)***	
Unified Communication & collaboration		\$61bn	\$222bn (18% CAGR)**	

Our sales strategy: shifting from a “solution” for enterprise to a scalable SaaS product for all sectors and geographies

Progress in 2023 YTD%

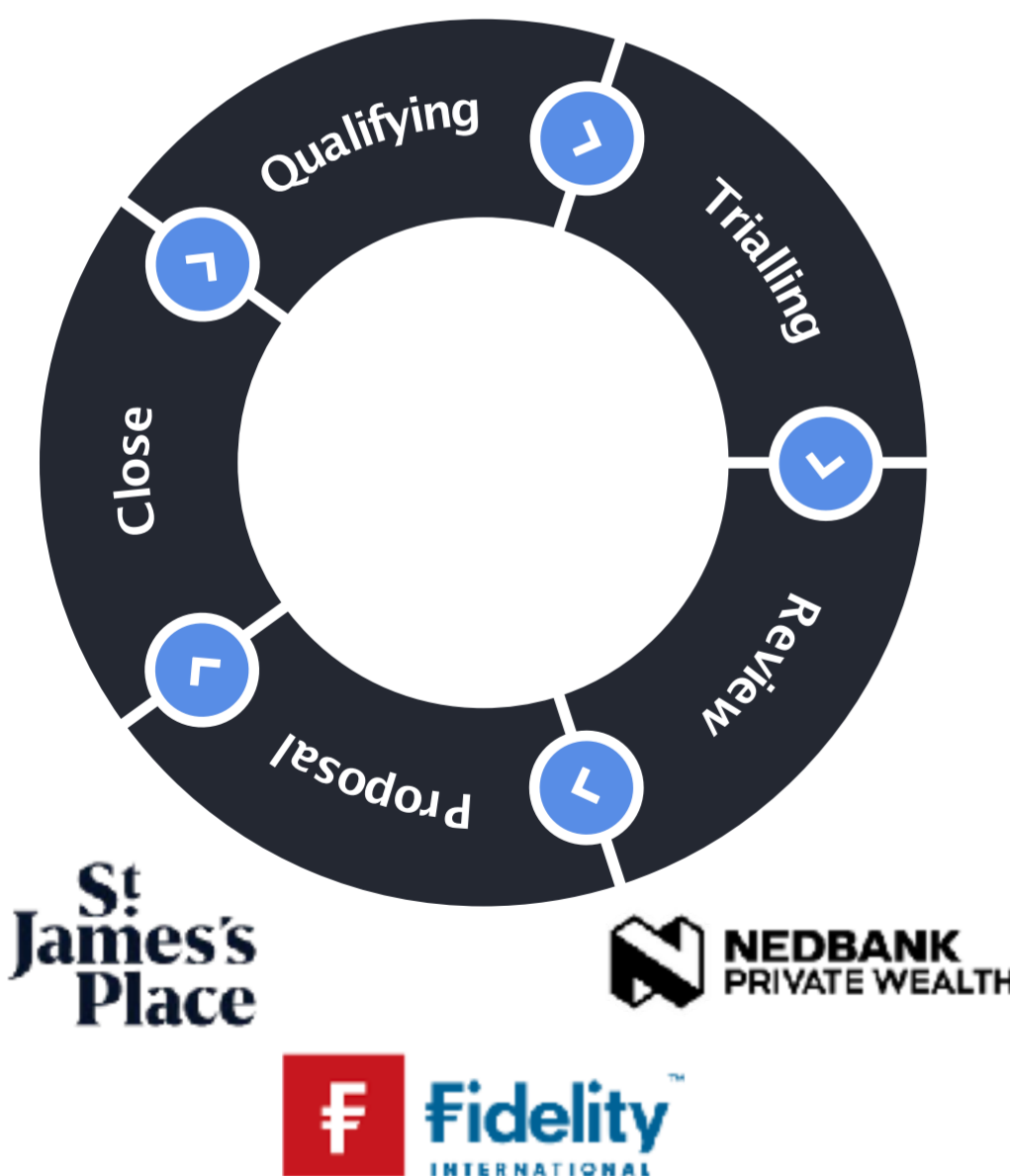
2017 onwards

75%

40%

10%

Relationship driven direct B2B sales



Direct Sales - Outbound

- Implementation of Sales CRM & landing pages
- Automation - Outbound strategy & implementation
- Sales agent to manage & book demos
- LinkedIn accounts & email marketing (5000/month)
- Sector marketing

Indirect. Sales - Inbound

- Automated workflows CRM with trial deployment, demo booking & payments
- Ad creation and launch Facebook & LinkedIn for lead / conversions (Google Ads & SEO Q4)
- Capterra, G2, SourceForge
- lead generation
- PR, Conferences, market places (e.g. AppSumo)

Partner network & Affiliates

- Partner Program per sector / geography
 - Reseller/Referral (sales)
 - Professional services (e.g. implementation)
 - Technology (e.g. CRM)
- Distribution platforms (Ingram, Vendasta)
- Affiliates program online

Our sales strategy in numbers: from direct enterprise sale to fully automated indirect sales

**St
James's
Place**

**Largest UK financial
adviser network - 15% of
UK market**

Sales process (Enterprise)

- June 2019: Agreed to pilot
- Dec 2019: Infosec & risk done
- March 2020: Commercials agreed
- April 2020: Deployment 6500 staff in 3 weeks
- Dec 2020: Integration in Salesforce

Statistics June 2023:

- 2,875 tenancies (independent companies)
- 6,485/8,500 staff contract
- 2,723,831 messages sent
- Adding up to 850,000 clients

APPSUMO

**Largest marketplace for
Entrepreneurs for
discounted deals**

Sales process (Marketplace)

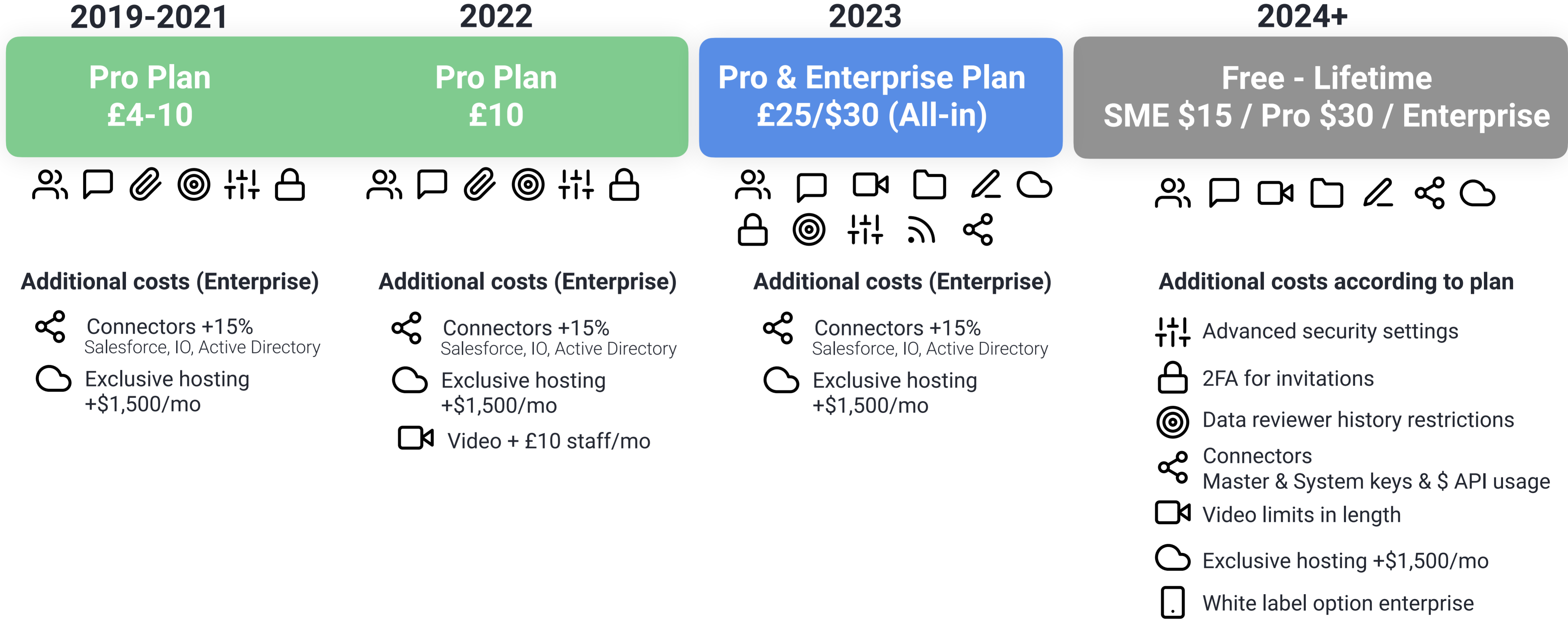
- March 2023: Selected by AppSumo, commercials agreed, landing page, materials and video
- April: Fully automated workflow with code checking, new APIs for deployment
- May: Launch with email campaign, self serve.

Statistics June 2023:

- Day 1: 50 licenses
- Week 1: 220 licenses
- 30 days: 450 licenses
- 26 June: 603 licences, 140+ companies from Medical, law, tax, consulting, Web, Education, Real-estate (70% US)

Simple SaaS Pricing increased in line with features

Ability to restrict features, self-serve & billing in Q4 & opens up plan flexibility



Roadmap - completing features & self serve management



Flags, forward message, view links, Audio/video messages



Connect between businesses (B2B) and clients replicating chats across tenancies (Q4/Q1)



Folders, share links, upload directly to file manager (Q4)



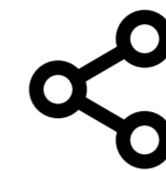
Calendar integration (google & MS), whiteboard (Q3/Q4)



Dashboard, Biometric requests, external signer, on screen sign, 3rd signatory (Q3/Q4)



Broadcast files, select participants, statistics, zappier enhancements (Q3/Q4)



Webhooks (for bots), zappier/Pabbly connect, CRMs plugins (Zoho & templates)



White label mobile app (Enterprise) (Q1)



Product plans & Stripe integration for auto servicing (Q3/Q4)

Raising \$1m+ to become a verb

\$4.5M raised so far
(\$992k Jan23 @\$72m)

Developed unique and
proprietary SaaS platform

Closed large deals in
the UK WM market

Built “sales” machine for
outbound, inbound sales
globally

To boost marketing & sales efforts



Direct - outbound
lead generation &
conversion

30%



Indirect - inbound sales
& Marketing globally
and across sectors

40%



Build distribution
partner network &
integrations/R&D

30%

A team of financial services professionals solving a problem experienced **first hand**



Laurent Guyot
Chief Executive Officer

Laurent brings extensive experience in financial strategy, marketing and capital raising as well as a significant network of financial services and insurance contacts across Europe.



Nicolas Georges
Chief Technology Officer

Nicolas is a former investment banking quantitative strategist who has an exceptional capacity to architect and deliver sophisticated software solutions.



How to connect to Regolith and participate in the **Qwil** deal?

1 step



Registration

Download the Regolith app and sign up

2 step



Identity verification

Verify your email and complete KYC process

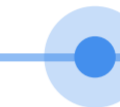
3 step



Account funding

Deposit funds via "Bank Swift Transfer in USD" or cryptocurrencies (BTC/ETH/USDT/USDC), Visa & MasterCard, ApplePay

4 step



Transactions

Participate in the Qwil deal or other deals on the Regolith marketplace

If you are already a client of Regolith, you do not need to register again on the website. Simply proceed to the [Regolith marketplace](#) and purchase the desired volume independently.

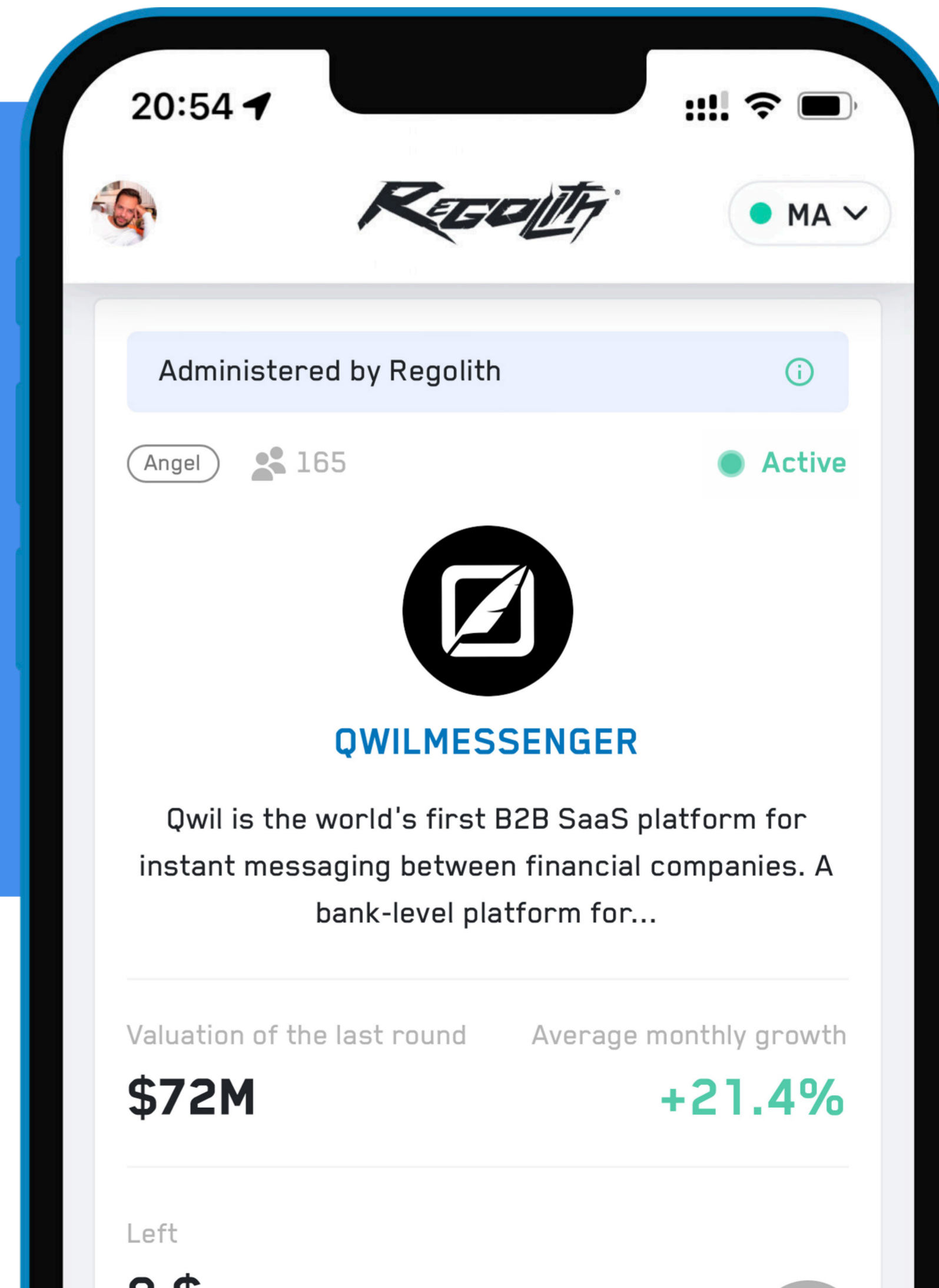
Deal terms

\$800 000

Total available volume

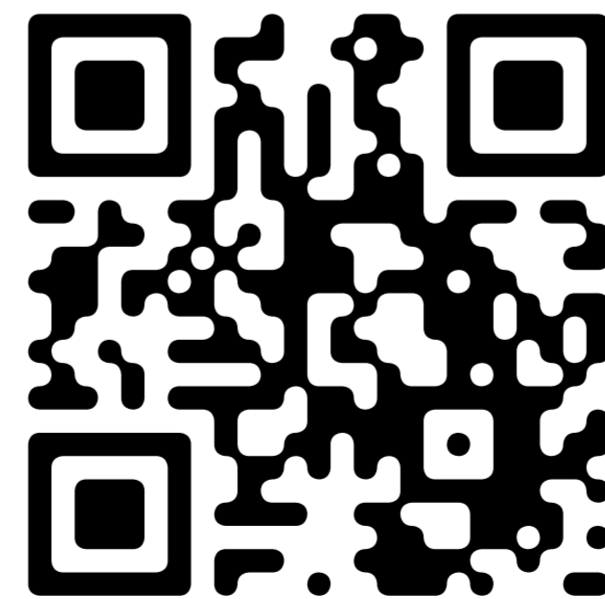
- Purchase fee – 5%
- Profit sharing fee – 20%

INVEST





Marketplace of investment and financial instruments



REGOLITH.COM