



# Amegumi Inc

Kotaro Fukuoka  
Director of Amegumi India  
In charge of overseas sales

2020/09/04



# Amegumi's Role -Bridging Digital Divide-

## **Vision**

Make the world where everyone lives a life happily

## **Mission**

Make the world where no one has to give up because of external reason. No one is left behind in this digital world by providing tool to access information

## **Way**

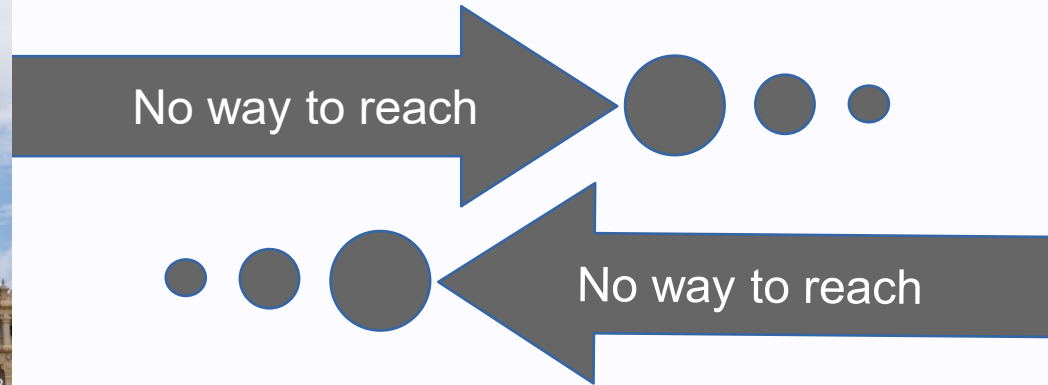
Distribute Original High Secured OS & Affordable Device Smartphone to improve Business and QOL



# “Information” Can’t reach due to COVID-19

Support Information  
Education  
Online Medical care

Who is in need  
How much in need  
Medical condition  
Production



Government/NGO/NPO/Company

Farmers/Rural people

**No connection between Supporters and Needy**



# Government/NGO/Company Required Management/Support Distribution/Online Sales tool

We want to provide  
affordable device

Looking for  
Secured smartphone



Decision maker

App restriction required  
to avoid Entertainment use

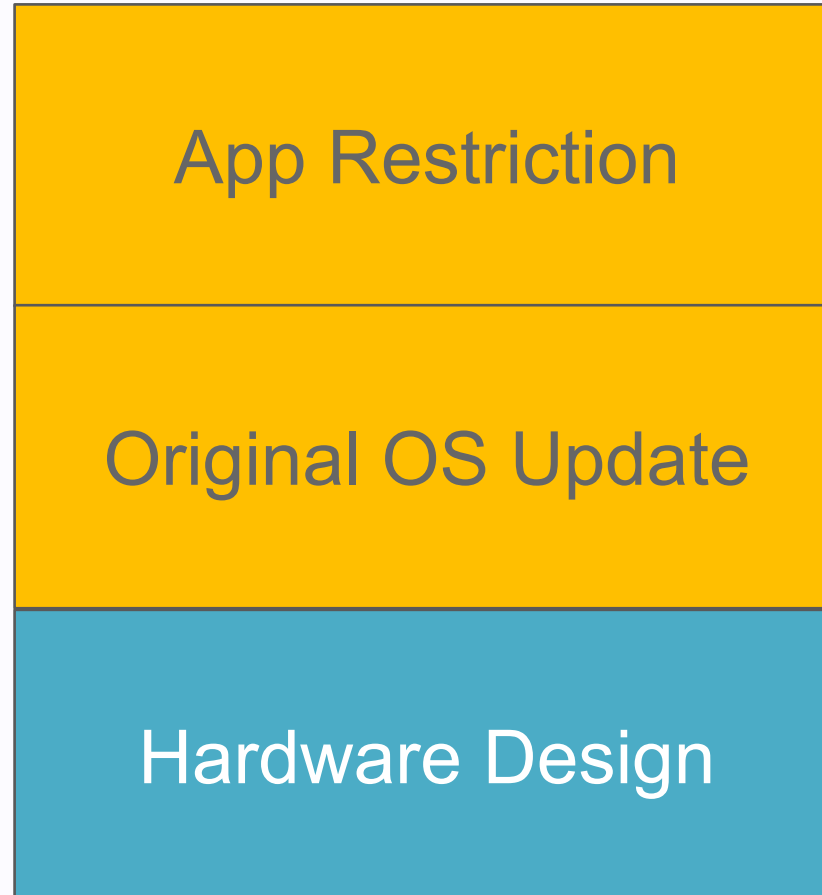
# Smartphone for B to B

## OS development, management and App store handling

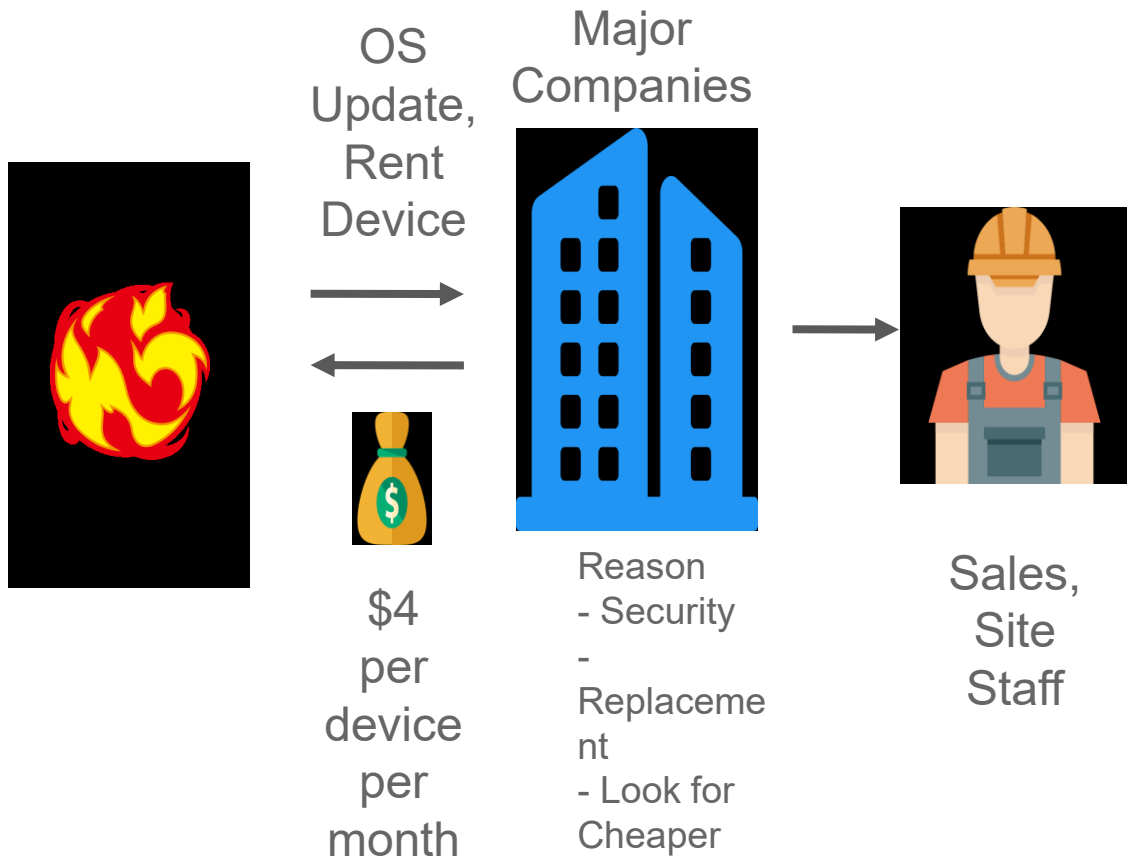
Original App Store  
Limited Functions  
No game

Android 8.1 Base  
Security Update  
Less Malfunctions  
Long-lasting

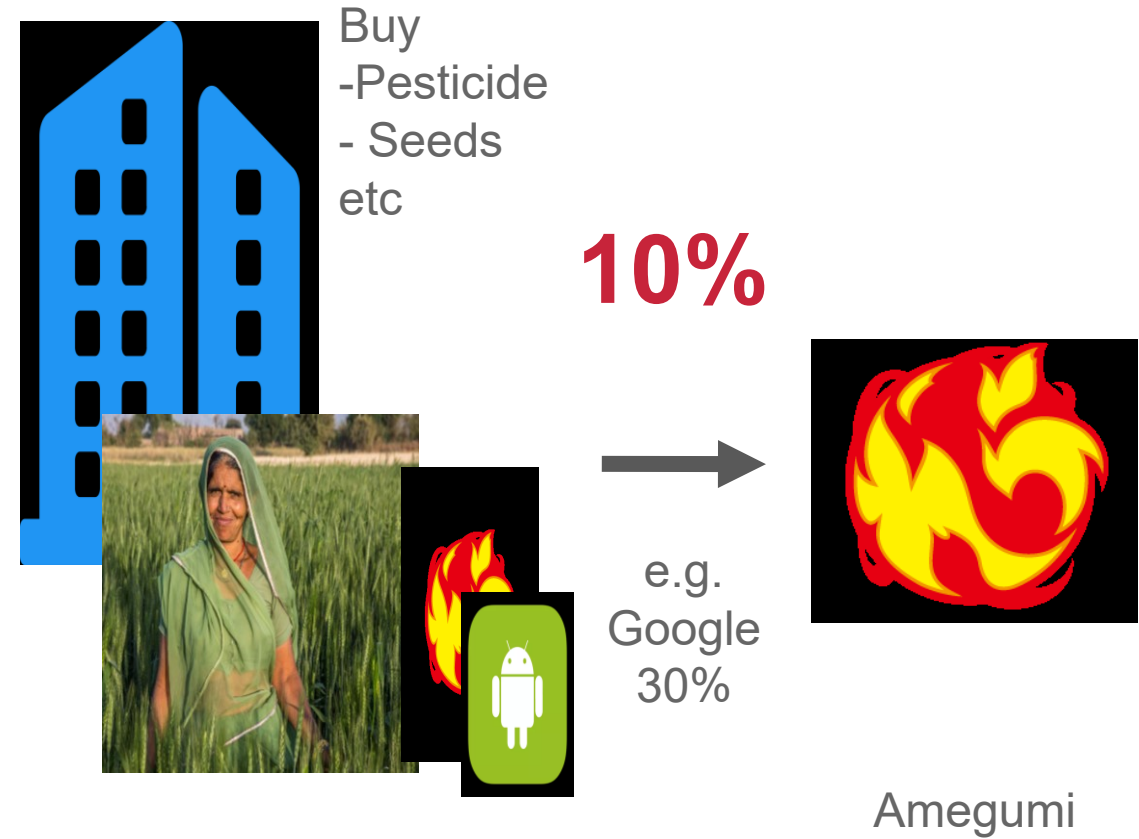
OEM/ODM  
Affordable Device



# Rental model



# App eco-market



# Traction

Ordered

Testing

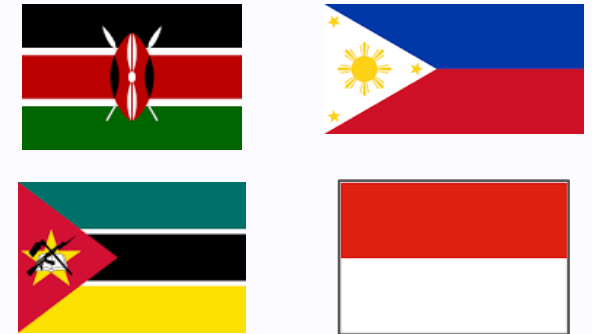
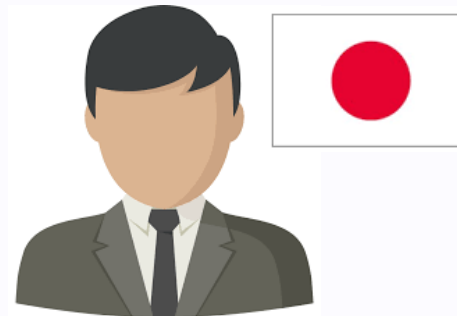
320  
Farmers



10  
Retailers



20  
Sales ¥ Local G



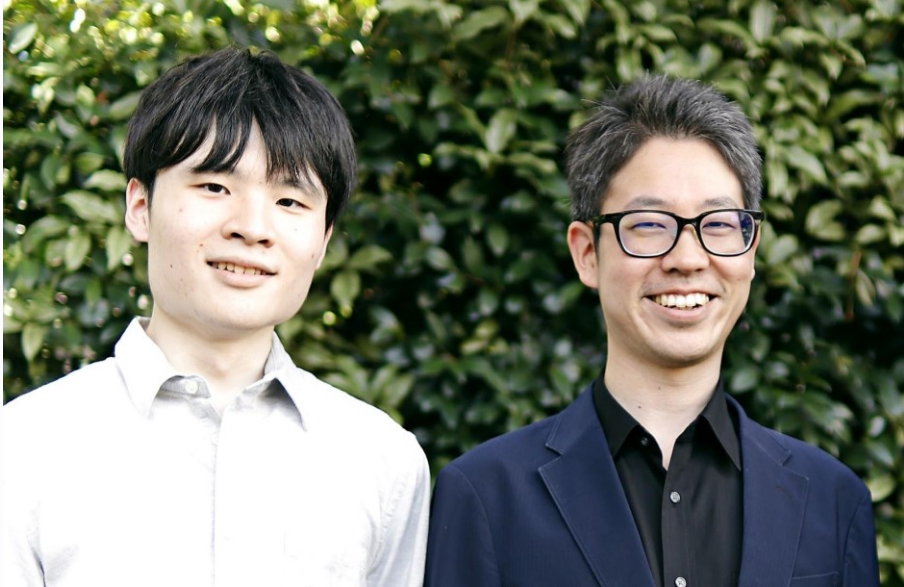
# Scale Plans at Each Segment

Category	Phase 1	Phase 2	Phase 3
toB Industry	Agriculture, Fishing, Construction, Retailer, Waste Management, Medical Service, Real Estate, Telecom Carrier	Shipping, Taxi, White Collar (Sales, IT, Finance, Customer Support)	Government(Student, Public Staff)
toC Income segment	Lower Middle, Low Income (Price: \$30-50)	Upper Middle Income (Price: \$50-100)	Rich (Price: \$400-500)
H/W Spec Model	Low end Model (Memory: Less than 1GB)	Middle end Model (Memory: 2-3GB), Tablet	High end Model (Memory: 4GB), Tablet
Country, Area	Major Emerging Countries: India, Brazil, Indonesia, China, Russia	Developed Countries: US, EU, Japan	Others: Africa Area, Myanmar, Cambodia, etc





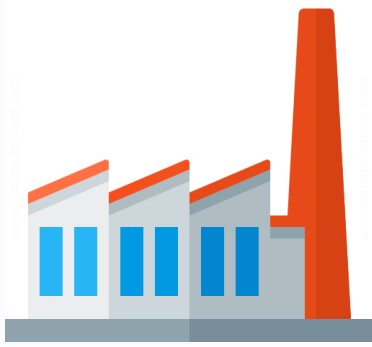
# Team, OEM, Investors



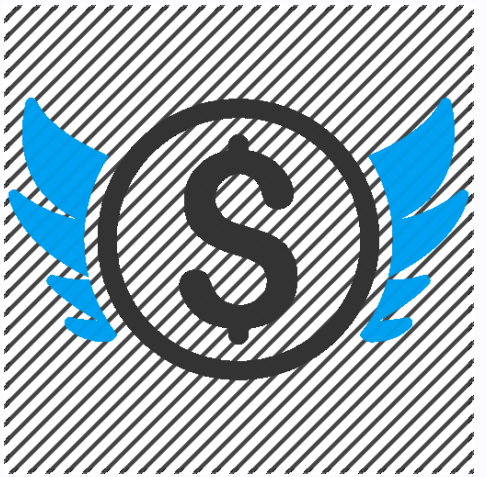
Co-Founder, CTO  
Teruki  
Dev of S/W  
+2 Engineers



Director India  
Kotaro  
Overseas Sales



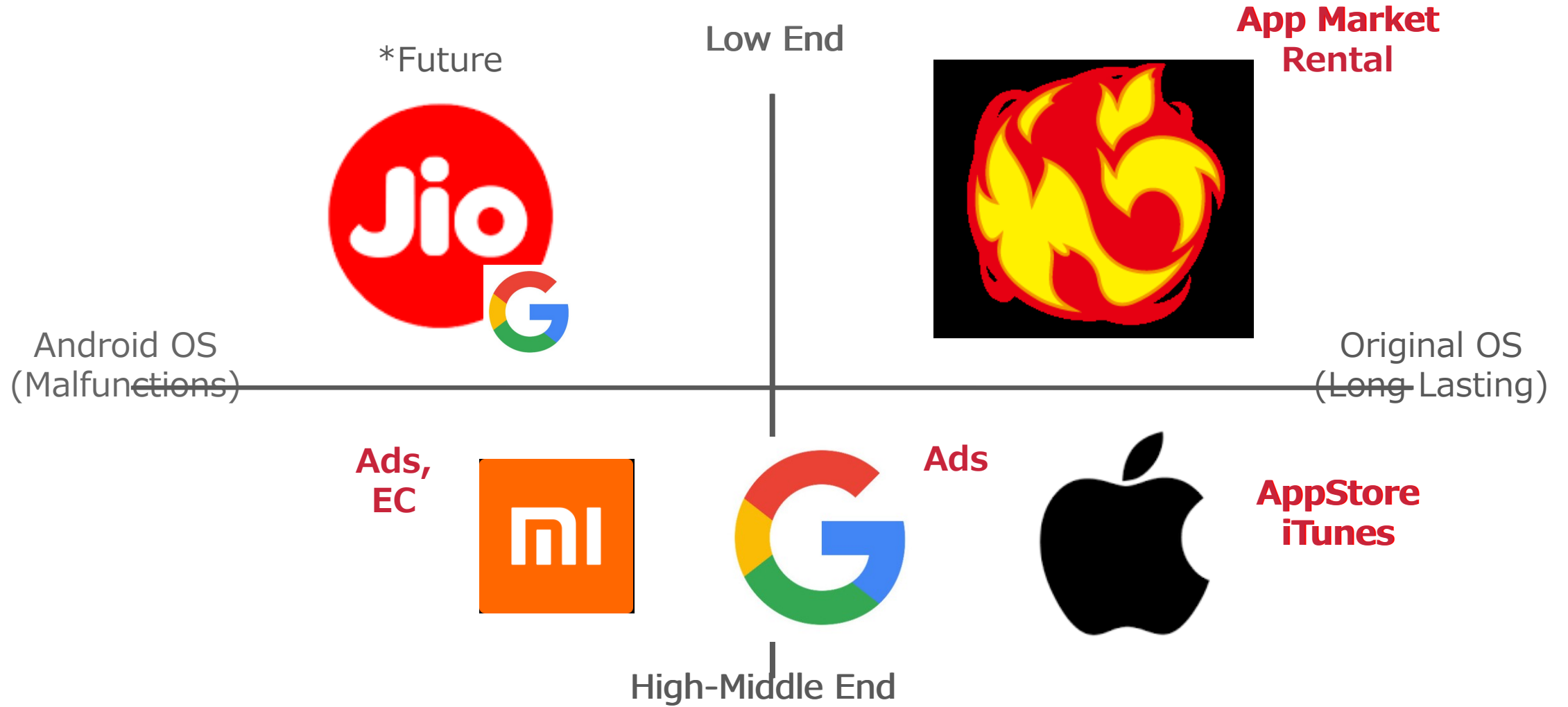
OEM  
Dev of H/W, Mass  
Production, Getting  
Licenses



3 VCs  
16 Angels  
Already \$1.2M  
Raised



# Competition



# Potential Partnership

## **App developer**

Just please share your APK file to expand our business

## **Distributor**

Our phone costs 40USD to purchase from us.

## **Client**

Utilize to manage, educate, sell to BOP





# Amegumi.Inc

<https://www.sunblaze.jp/>

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Overseas sales

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