

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 8-K

**CURRENT REPORT
Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): **January 18, 2023**

Amesite Inc.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-39553
(Commission File Number)

82-3431718
(IRS Employer
Identification No.)

**607 Shelby Street
Suite 700 PMB 214
Detroit, MI**
(Address of principal executive offices)

48226
(Zip Code)

Registrant's telephone number, including area code: **(734) 876-8130**

N/A
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.0001 per share	AMST	The Nasdaq Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☒

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 7.01 Regulation FD Disclosure.

Amesite Inc. (the "Company") has prepared presentation materials (the "Presentation Materials") that management intends to use from time to time in presentations about the Company's operations and performance, including at the Sidoti January Micro-Cap Virtual Conference held on January 18, 2023. The Presentation Materials are furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this Item 7.01 and Exhibit 99.1 of this Current Report on Form 8-K is furnished and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section. The information in this Item 7.01 and Exhibit 99.1 of this Current Report on Form 8-K shall not be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date of this Current Report, regardless of any general incorporation language in any such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.	Description
99.1	Presentation Materials – Sidoti January Micro-Cap Virtual Conference
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

AMESITE INC.

Date: January 18, 2023

By: /s/ Ann Marie Sastry, Ph.D.

Ann Marie Sastry, Ph.D.

Chief Executive Officer

WINTER 2023

Company Presentation



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 stipulations, conditions or provisions that apply to a given piece of information in one part of this presentation should be read as applying mutatis mutandis to every other instance of such information appearing herein.



Meet Amesite

Amesite delivers **branded online learning programs** for universities, museums, government and businesses, powered by **artificial intelligence** to create **amazing experiences – at scale.**



Onboarded 53 Courses 4 Days



Wayne State College of Engineering

Trains 1,000 Global Employees

Employee Results

Target: 70%
Actual: 91%



CONNER PRAIRIE

CURIOUS CONVERSATIONS: SEASONALITY IN 1830'S EVERYDAY LIFE

Enroll by Dec 2



SMART MOBILITY BUNDLE

NEW COURSE OFFERINGS!

ELECTRIC-DRIVE VEHICLE TECHNOLOGY



Exploring Great Communication

Enroll Now! Course is available



Exploring Leadership

Enroll Now! Course is available



Developing Great Communication

Enroll Now! Course is available

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Amesite's solution delivers for **multiple markets** with **urgently needed solutions** that **match their key organizational needs.**

<http://www.statista.com/outlook/dmo/eservices/online-education/worldwide/revenue>
<http://www.sam-us.org/programs/about-museums/museum-facts-data/>
<https://www.statista.com/statistics/788531/training-expenditures-united-states/>

Investment Highlights

- 1 PROVEN PRODUCT THAT MEETS HUGE MARKET NEED
- 2 TARGETING HIGH MARGINS WITH LEAN OPERATIONS
- 3 SCALABLE CUSTOMER CONTRACTS & REVENUE GROWTH
- 4 UNIQUE BUSINESS MODEL FOR EDUCATION
- 5 CATALYTIC EVENTS THAT VALIDATE BUSINESS MODEL

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Path to Profitability: Scaling Customer Users + Multi-Institution Deals



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Amesite Brings Flexibility for Customers in Every Sector

Amesite's Platform Enables Customers to Delivers Learning Programs with Ease



A to Z

Global talent pool,
expert guidance

Amesite Can Build custom content from high school programs to executive learning, contracting with experts and frontline designers – from anywhere.



1000s

of existing
programs that
can be improved

Customers Can Provide content that was formerly entrapped in older systems, easily.



1000s

of catalog offerings

Third Parties Can Supply thousands of programs, either custom-building for Customers, or catalog offerings that can be mixed and matched on the platform.

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How Amesite SCALES

Customers Have Purchasing Power for Amesite's Solutions:

USEFUL, RELEVANT AND AFFORDABLE PROGRAMS FOR LEARNERS THAT GENERATE SCALABLE REVENUE!



Universities:

User Purchases,
Government and
Donor Support



Museums:

Programmatic
Donor Support +
Customer Purchases



Business:

L&D Budgets
(Average: \$1,207
per Employee)

Anticipated growth:

- \$ / user / month
- subscriptions



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Revenue Scaling: Museum (K-12) Model

Benefits: Museums Gain Revenue (Donor or Government); Amesite Scales Revenue

Amesite Monetizes Development + Drives Revenue while Creating Opportunity for Customers

YEAR ONE	
SCALE	<250 users/mo
AMST REVENUE	\$250K
MUSEUM REVENUE	N/A

YEAR TWO	
SCALE	5,000 users/mo
AMST REVENUE	\$300K
MUSEUM REVENUE	\$1M

YEAR THREE	
SCALE	10,000 users/mo
AMST REVENUE	\$540K
MUSEUM REVENUE	\$2M



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Revenue Scaling: University / Government Model

Benefits: Universities & Government Receive Funds to Drive Strong ROI; Amesite Scales Revenue with Platform & Services

Amesite Provides Technology + Services to Drive Outcomes and Revenue for Customers and Company

YEAR ONE	
SCALE	<250 users/mo
AMST REVENUE	-
CUSTOMER REVENUE	-

YEAR TWO	
SCALE	5,000 users/mo
AMST REVENUE	>\$9M
CUSTOMER REVENUE	>\$10M

YEAR THREE	
SCALE	10,000 users/mo
AMST REVENUE	>\$18M
CUSTOMER REVENUE	>\$20M



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Amesite: Built for Speed and Efficiency to Meet Our Partners' Needs

V5

Amesite's V5 platform is now on Microsoft's Azure Cloud - enabling **scalability, speed, and best-in-class infrastructure**, along with a **complete eCommerce solution!**

24h

or less is the delivery time now for a custom-branded, enterprise scale system for our customers – **offering unparalleled speed.**

30d

launches of custom content are available, because **Amesite's easy-to-use platform and flexible business model enable fast, high quality content creation.**

1,000s

of APIs can be integrated with Amesite's platform because **Amesite uses a modern tech stack and is fully modularized.**

99%

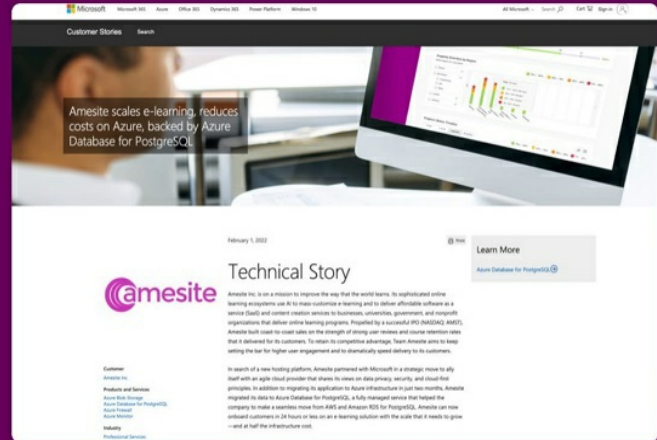
retention rates across all products have been achieved – **Amesite's customers deliver learning products that work for their users.**



Amesite & Microsoft

“By empowering Amesite and putting their platform on Microsoft Azure, we can approach our partner universities around the country and get these solutions out to people who need upskilling courses.”

Tamer Erzurumlu
Director of Partner Strategy
Education at Microsoft



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Technology: Advantages, Differentiation & Opportunity

AMESITE USES AI TO IMPROVE LEARNING

AI drives engagement with fresh, relevant content and analytics that give actionable insights.

Amesite's analytics architecture enables agile, continuous improvements.

AI-DRIVEN



AMESITE USES BEST-IN-CLASS CODE AND ARCHITECTURE

Amesite's platform is built with tools that enable integration with thousands of APIs and offers reliable, out-of-the box auto scalability.

SCALABLE & SECURE



AMESITE TECHNOLOGY SUPPORTS DESIGNS CUSTOMERS LOVE – WITH THE ABILITY TO SCALE

If it's easy to code, it's hard to use. If it's easy to use, it's hard to code. Our platform is easy to use because we support accessible design with a flexible, sophisticated codebase.

BEST-IN CLASS FEATURES & INTEGRABILITY



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Investment Landscape: Interfaces & Growth

LEARNING MANAGEMENT SYSTEMS

Amesite uniquely focuses on the user experience, driving success for customers and learners.

We are disrupting the "LMS."

Companies: Pluralsight \$PS, Stride \$LRN, Blackbaud \$BLKB

AI GROWTH

\$126B by 2025

CONTENT CURATORS, PROGRAM MANAGERS, SERVICE PROVIDERS

We believe that the private sector will continue to spur advancements in learning markets. But we believe that our Companies: 2U \$TWOU, Chegg \$CHGG

ONLINE EDUCATION GROWTH

\$319B by 2025

PLATFORMS FOR THE FUTURE OF WORK

Amesite brings new data, and insights to other Enterprise SaaS platforms. We believe that the future of work is more digital, more connected and will offer continuous learning.
Companies: Workday \$WDAY, Atlassian \$TEAM

SAAS FOR BUSINESS GROWTH

\$623B by 2023

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Collaborations Available to Expand to GROUPS of Universities

Amesite & CUNY



- Amesite and CUNY are collaborating to develop and implement professional learning
- CUNY is the largest urban university system in the United States, comprised of 25 campuses

Enroll
500,000
Students

Award
55k
Degrees

“We are thrilled to provision CUNY with a branded platform to support their critical mission. **It is our strong intention to help them scale their professional offerings** – they are exactly the kind of partner that we seek, to **grow revenue and impact for the university and for Amesite.**”

Dr. Ann Marie Sastry
Founder & CEO
Amesite Inc.

Amesite & NAFEO



- Amesite and NAFEO are collaborating to raise support for multiple Colleges and Universities
- NAFEO represents 106 HBCUs and 81 PBIs, and its Members

Enroll
700,000
Students

Support
7M
Alumni

“Amesite is uniquely capable of supporting this mission because of **their technology, services, and track record.** Their LCESM can support NAFEO and its partner HBCUs in delivering their own branded and sustainable programs **to reach millions of learners around the globe.**”

Lezli Baskerville, Esq.
Chief Executive Officer
NAFEO

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Amesite Is Now Global – and Compliant for K-12

FERPA & COPPA Compliance

Amesite recently achieved this compliance by developing a system that requires parents to give explicit consent for the enrollment of their children under the age of 13 and providing avenues for parents to manage their child's access and data.

The ability for Amesite and its partners to scale and drive revenue through schools is tremendous, with Amesite's subscription-based model.

16.8K

School Districts
in the United States

49.5M

K-12 Learners
in the United States

“

One of our Customers' **greatest opportunity for growth** in their digital learning program subscriptions is in **K-12 learning**. **Non-profits can scale their delivery of learning by offering sponsored programming in schools** – which is central to their missions.”

Dr. Ann Marie Sastry
Founder & CEO
Amesite Inc.

<https://research.com/education/american-school-statistics>
<https://nces.ed.gov/ipeds/data/>

EWIE Group of Companies (EGC)

EGC is a global leader in commodity management services and supply chain optimization with over 30 years of experience. It currently manages over 3.25 million parts comprising millions of dollars of inventory at over 243 factories globally.

Amesite's complete ecosystem **simplified EGC's upskilling strategy** and **streamlined execution** from onboarding to content creation to analytics and beyond. Amesite's out-of-the-box capabilities and scalability, coupled with an ability to integrate existing tools, enabled EGC's expert training professionals to **onboard over 50 courses in just 4 days**.

Industry: Supply Chain & Manufacturing

Company Size: >1,000

Location: Global



>99% Retention

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Case Studies: Flexible Use

WATCH THE EGC
CASE STUDY

WATCH THE MWSE
CASE STUDY

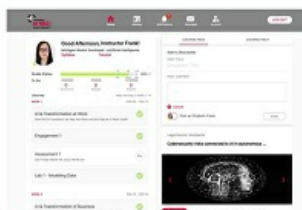
WATCH THE WSU
CASE STUDY



PARTNER CONTENT

CUSTOM INTEGRATIONS

CUSTOMIZED FEATURES



CUSTOM CONTENT

LICENSED CONTENT

UPGRADED FEATURES



CUSTOM CONTENT

STANDARD FEATURES

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People & Growth



- Strong ability to attract talent
- Building bench strengths and partnerships in Sales and Marketing
- Aligning technical work to disrupt markets and serve our customers



We are honored to be among the winners of the following workplace and technical awards, including four national workplace excellence awards.



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Leadership & Board

FINANCE



TECH & IP



PEOPLE & GROWTH



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
- Her technology and business work have been featured in *WSJ*, *Fortune*, *Forbes*, *The Economist*, *USA Today*, *The New York Times* and on the cover of *Inc.*
- Arthur F. Thurnau Professor (UM's highest teaching honor) at the University of Michigan, 17 years
- Recognized with some of the highest honors in her scientific fields
- Co-authored over 100 publications and 100 patents and filings and delivered over 100 invited lectures and seminars globally (NIH, NSF, NAE, MIT, Stanford, UC Berkeley, Oxford, Cambridge, etc.)
- Serves on the Boards of the International Council on Clean Transportation (ICCT), the Alpha House Family Homeless Shelter, Laidlaw & Company, among others
- Holds PhD and MS degrees from Cornell University, and a BS from the University of Delaware, all in Mechanical Engineering



Anthony Barkett, J.D.



Barbie Brewer



J. Michael Losh



**Gilbert S. Omenn,
MD, Ph.D.**



Richard Ogawa, J.D.



George Parmer

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Financial Position

FY Q1 2023
10-Q November 10, 2022

\$8.1M

Cash On Hand as of
September 30, 2022

\$0

Debt

\$606k*

Average Monthly Burn
over 12 months, ending
9/30/22

\$2.2M

Total Contract Value Since
Inception as of 9/30/22

Building Revenue:

- Working to reduce monthly burn
- Technology Is Scalable
- Key Staff Positions Filled; Reducing Burn
- Good Liquidity
- No Debt
- \$15M Equity Line to Raise as Needed, Subject to Limits

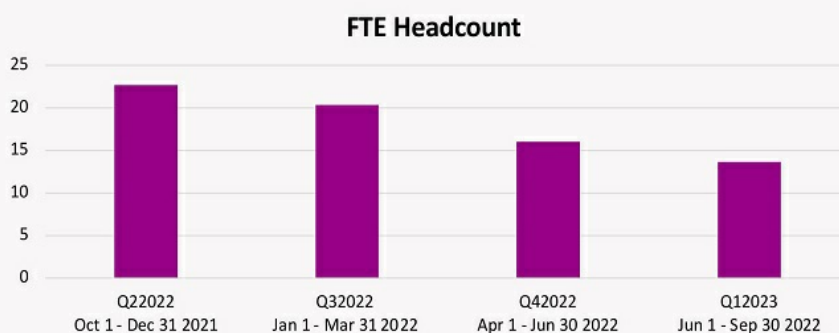
* Does not include fundraising or
commissions on fundraising

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Operational Efficiency: People, G&A

Cost Savings: V5 Rollout (announced June 2022) Enabled Leaner Team; Company Is Reducing G&A



Additional G&A Reductions*:

- Reduction in IT infrastructure costs in FY23 (↓92%)
- Reduction in marketing cost in FY23 (↓40% in \$/MQLs)
- Reduction in insurance costs (similar coverage) in FY23 (↓60%)

*periods for calculation of reductions vary by category

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THANK YOU.



FOR RESOURCES

FOLLOW
OUR PROGRESS



FOR INVESTMENT



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