

EXECUTIVE SUMMARY

Akuma Engineering Ltd. | Vox Messenger

€500,000 Bridge (Seed) Financing to a €4M Series A Offering

Akuma has built the world's first quantum-secure, fraud-proof communication platform. 300,000+ users, 94% retention (3x industry benchmark), 1.4 viral coefficient—all with zero marketing spend. As quantum computing threatens current encryption and deepfake fraud surges 3,000% annually (€12.3B cost to enterprises), we deliver the only platform combining post-quantum encryption, patented anti-deepfake technology (99.7% accuracy vs. 87% industry), and integrated payments. Two awarded patents plus three pending create a 20-year moat.

THE CRISIS

Enterprises face three simultaneous threats: (1) **Quantum computing** will break current encryption—adversaries are harvesting encrypted data now to decrypt later ("harvest now, decrypt later" attacks); (2) **Deepfake fraud** exploded 3,000% in 2024, costing £1,200 per incident; (3) **Payment fragmentation** forces users to manage 3.7 separate financial apps. Current solutions are point products—we integrate all three. The 2025 EU AI Act and 2024 MiCA create £4.2B immediate compliance demand.

OUR SOLUTION

Post-Quantum Encryption: 2-year technical lead implementing NIST standards before competitors. Hybrid PQ + homomorphic encryption protects against quantum threats.

SpatialID™: Patented 3D spatial recognition achieves 99.7% deepfake detection vs. 87% industry standard. 20-year exclusivity in UK/EU/US.

Vox Pay: Integrated crypto/fiat transactions with personalized IBANs. EU/US compliant, first-mover in MiCA framework.

TRACTION VALIDATES PMF

- **300K users, 280K MAU, 94% monthly retention** (vs. 27-43% industry)
- **68% DAU/MAU, 8.2/10 PMF score** (>7.0 = strong product-market fit)
- **Zero marketing spend, 1.4 viral coefficient** (self-sustaining growth)
- **2.4M messages daily, 24.3 min sessions, 99.95% uptime**
- **100+ countries: 20% UK, 16% India, 15% US** | 6.8% QoQ growth

MARKET OPPORTUNITY

€156B TAM across converging markets: Secure Messaging (€11B, 19% CAGR), Digital Payments (€130B, 22% CAGR), Identity Verification (€15B, 16% CAGR). **Our SOM:** Year 1: €22M (0.2%), Year 2: €54M (0.5%), Year 3: €130M (1.2% capture).

BUSINESS MODEL

Revenue activation Q2 2026. Three streams: (1) SaaS subscriptions (€4.99 consumer, €49 enterprise, 85% margin); (2) Transaction fees (0.75% crypto, 0.25% fiat); (3) API revenue (€0.10/call). **Unit economics:**

Consumer LTV/CAC 12:1, Enterprise 13:1. **Break-even:** 50K paid users (Month 18). **Projections:** €3.2M (Y1), €23.4M (Y2), €57.9M (Y3, +€5.8M EBITDA).

COMPETITIVE MOAT

Signal/WhatsApp/Telegram lack payments and deepfake protection. **Revolut/PayPal** lack secure messaging core. **Identity startups** are point solutions. **We're the only integrated platform.** Patents create 20-year exclusivity. 2-year technical lead in post-quantum. First-mover in EU MiCA compliance. Strategic partnerships: Logitech, UC Irvine, Yale.

TEAM

JB Benjamin (CEO): 20+ yrs cybersecurity, ex-GCHQ, 2 exits (£4.2M, £8.1M), 2 patents, scaled 200K→2M users.

Gareth Murfin (CTO): 30+ yrs mobile dev, 800M+ downloads, Google/Symbian Evangelist.

Michael Harding (COO): EU lead Solana/ICP, 10+ yrs crypto, deep regulatory relationships.

Michel Clerin (CFO): 35+ yrs, Managing Director at Bankers Trust, Merrill Lynch, Banque Paribas, closed over \$10B of transactions and led 8 Series A+ (£150M+).

RISK MITIGATION

Product risk: 70% complete, experienced team (800M+ downloads), Q2 2026 delivery. **Adoption risk:** 94% retention + 8.2 PMF validates willingness to pay. **Regulatory risk:** Proactive FCA engagement, MiCA-compliant, Dentons legal. **Competition risk:** 20-year patent protection, 2-year tech lead, integration creates switching costs.

THE ASK

€500K Bridge Financing at €12M pre-money (convertible note, 20% discount to Series A, 60-day close). **Use:** Product completion (30%), sales/marketing (25%), team (22%), ops (12%), working capital (11%). **Milestones:** v3.0 launch, 10 enterprise pilots, €100K MRR, Series A readiness.

€4M Series A at €15M pre-money (Q2 2026, post-revenue validation). Geographic expansion, enterprise sales scaling, marketing.

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