Welcome to ExoMatter

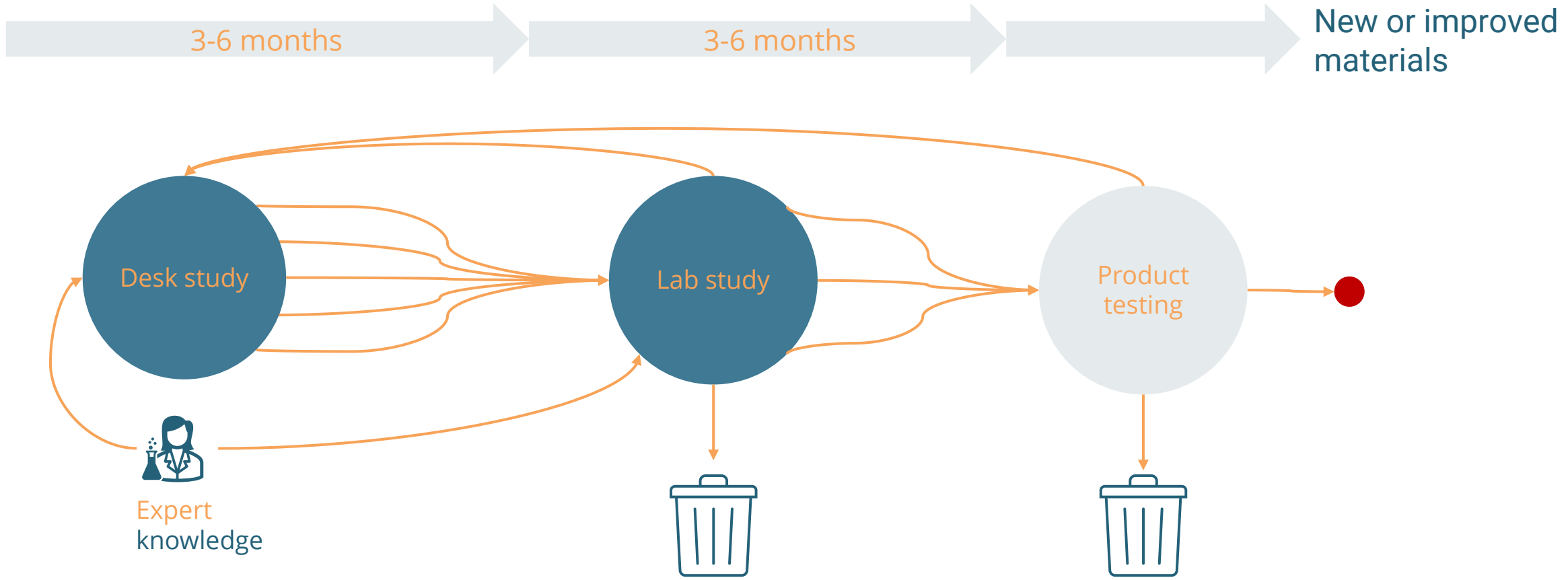
Data-driven Materials R&D on a scalable SaaS platform

ExoMatter

UNTERSTÜTZT DURCH DEN IMPULS- UND VERNETZUNGSFONDS VON HELMHOLTZ
DLR
XPRENEURS INCUBATOR
INVEST Zuschuss für Wagniskapita
Gründerland Bayern
Bayerisches Staatsministerium für Wirtschaft, Landesentwicklung und Energie

Did you find your favorite Gin&Tonic already?

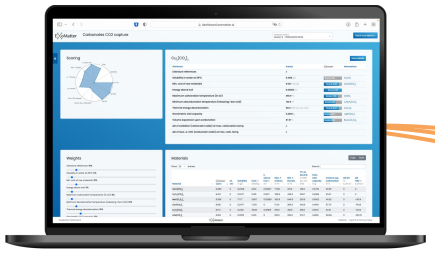
Materials Research is slow, complex, and you need to be lucky



ExoMatter saves time, money and finds better & more sustainable materials

Savings of up to 12 month

Ideal sustainable material



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Product testing

Challenges in materials development

Resource intensity

Time, money, expert workforce.

Data management

Overview, comparison and exchange of internal & external data.

Sustainability

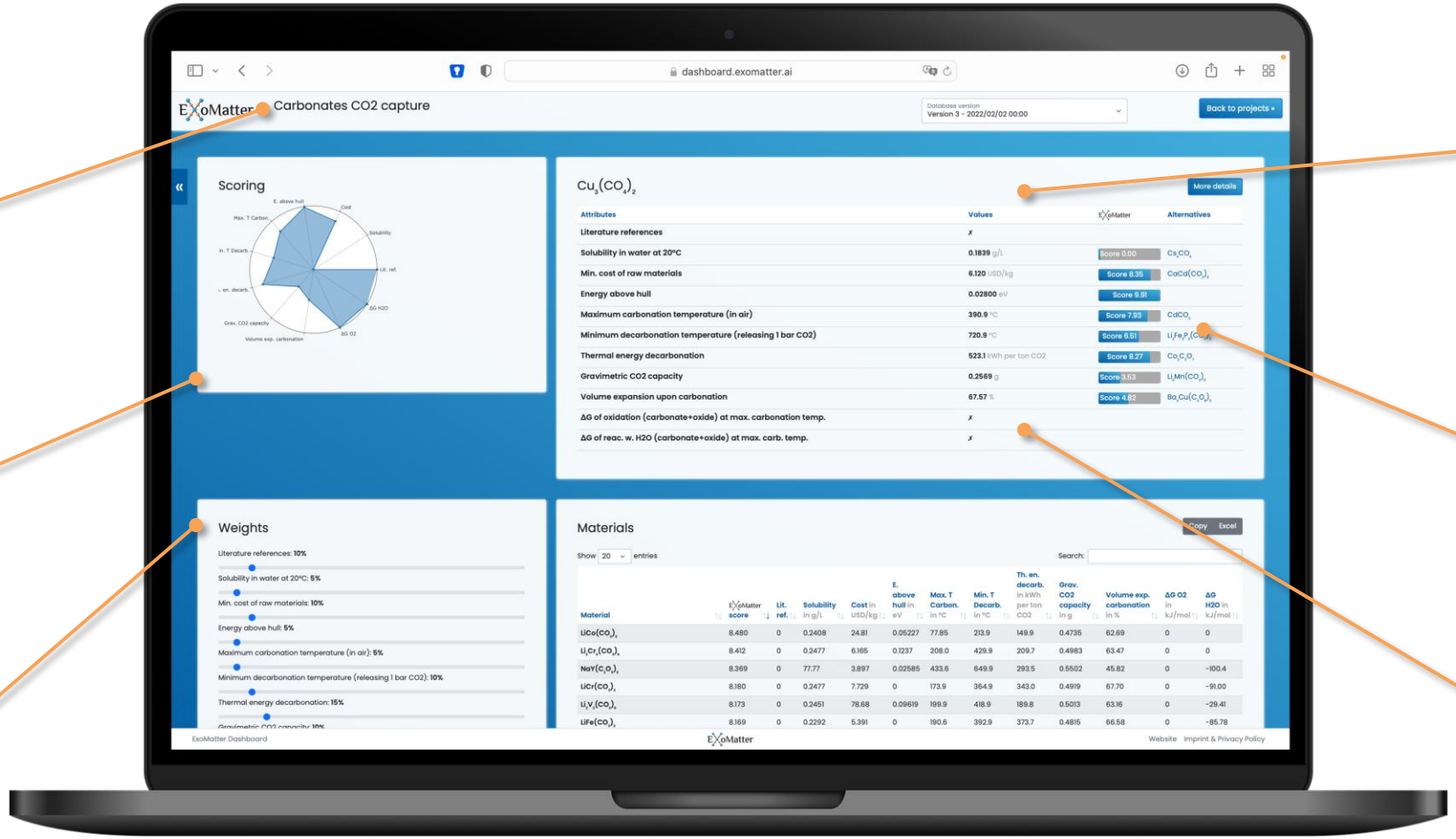
Sustainable materials due to legislation, supply shortages, climate action etc..

Data-driven materials R&D platform

Data mining algorithms

ExoMatter Scoring

Smart weighting



AI: machine learning for missing data

Alternative suggestion

Literature & patents

First Customers

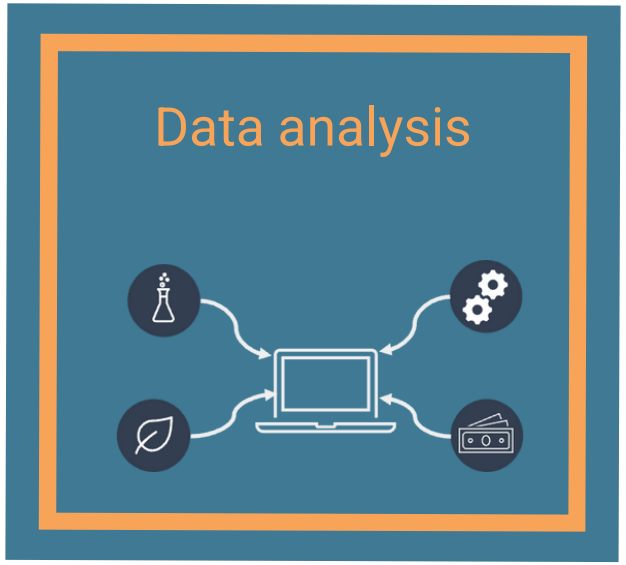
carbyon

DLR Deutsches Zentrum für Luft- und Raumfahrt

Synhelion

Technology

Scientific databases
Machine Learning
Custom calculation (DFT)



Chemistry, physics, engineering, sustainability, cost

All materials information in one place

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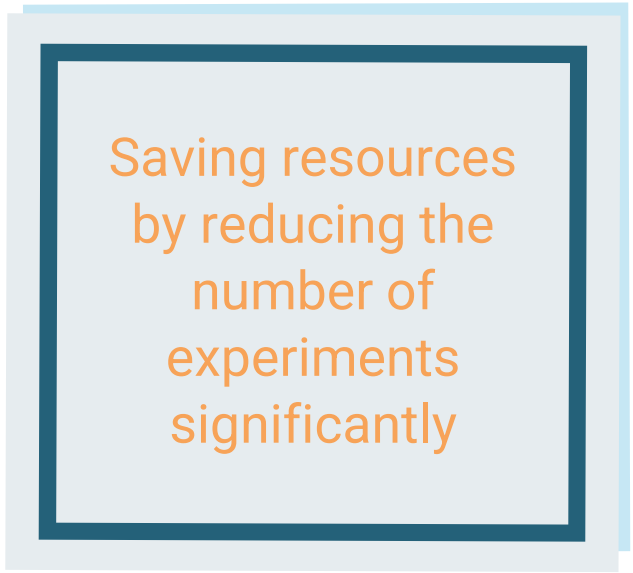
Algorithms: Patent pending

What is our impact



Potential to reduce CO_2 emissions of a few Mt per year globally

Making state-of-the-art technologies cleaner and more reliable

Potential to reduce CO_2 emissions in the Gt scale

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Market opportunities

Market Size

>100 k companies worldwide developing or producing materials

Community Size

>12 M potential **users** in our community (students, scientists working in businesses or academia)

Market Potential

>EUR 50 Bn are spent on R&D for innovative materials yearly

Market Entry

Market Entry in the **renewable energy (Perovskite)** sector

Key market insights

Niche companies and scientist help us get off the ground

Some areas rely heavily on R&D, such as renewable energy. Combined with our domain expertise, this is an easy sell. Scientists help us get traction and money in the bank through grants and subcontracts.

Chemical companies are our key accounts companies

80% of these companies conduct R&D regularly and they employ huge amounts of R&D staff. High ACV (EUR 100k+) in user-based pricing due to high amount of users

Manufacturing companies help us scale

The sheer number of companies in the manufacturing industry (for example German SMEs) allows scaling our revenues beyond the limits of the chemical industry, but CAC/LTV less ideal.

Company Traction

carbyon

"We were impressed to receive first results less than a month after the kick-off. This is a tremendous way to speed up materials research."

Hans De Neve, CEO, Carbyon.

Synhelion

"It is very interesting and helpful to see what information can be extracted from public databases and to have all this data in one place on their platform."

Simon Ackermann, Head Chemistry, Synhelion

We closed our first deal with 26k revenue and negotiating follow up 3 years contract with 200k revenue.

> 100 contacts & leads in CRM, 6-figure pipeline value

The Best Team

Dr. Josua Vieten

CEO, CTO

Computational material science (DLR), project manager for SaaS business (Celonis)

Barbara Prähofer

VP BUSINESS DEVELOPMENT, SALES

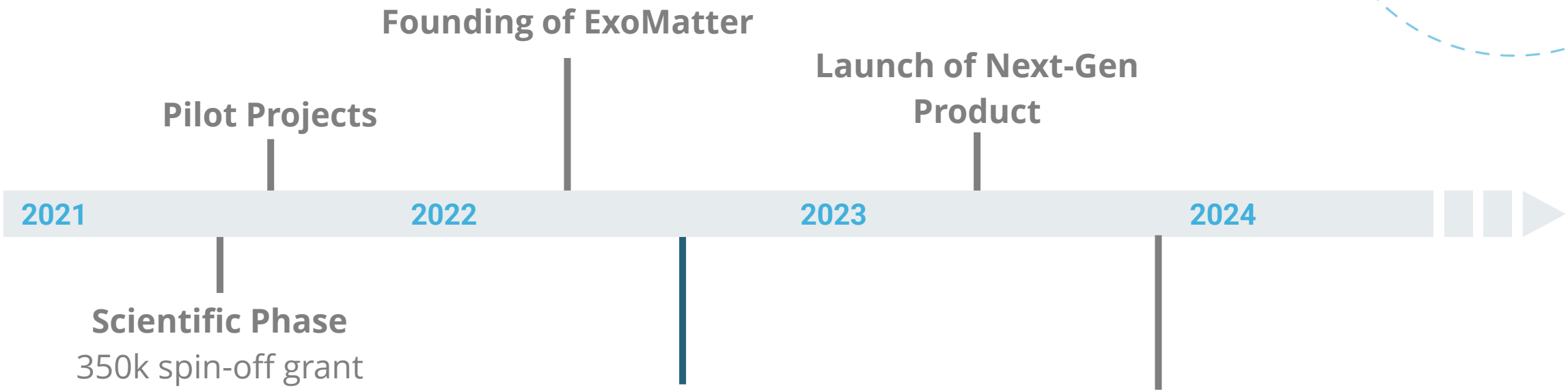
TUM-BWL, entrepreneurship. Experience: Startup planning and setup, build digital sales (Carsync)

Dr. Friedemann Call

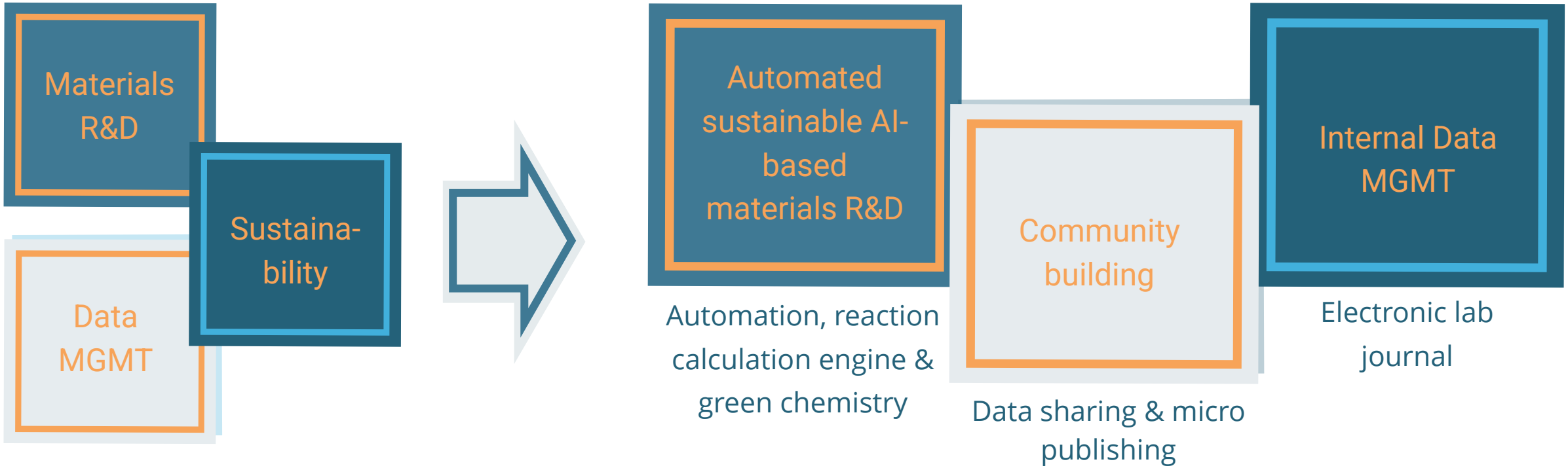
COO, PRODUCT STRATEGY

Material science (DLR), consultant for sustainability for the German government (German IPCC coordination office)

Join the Ride



Vision: The most used materials R&D platform for sustainable materials



Thank you.

Call us, if you are

- an investor who wants to make materials R&D more sustainable.
- a materials developer in particular in the field of renewables & batteries.

www.exomatter.ai

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