



Machine learns, company earns



Commodity decision making is still a major challenge

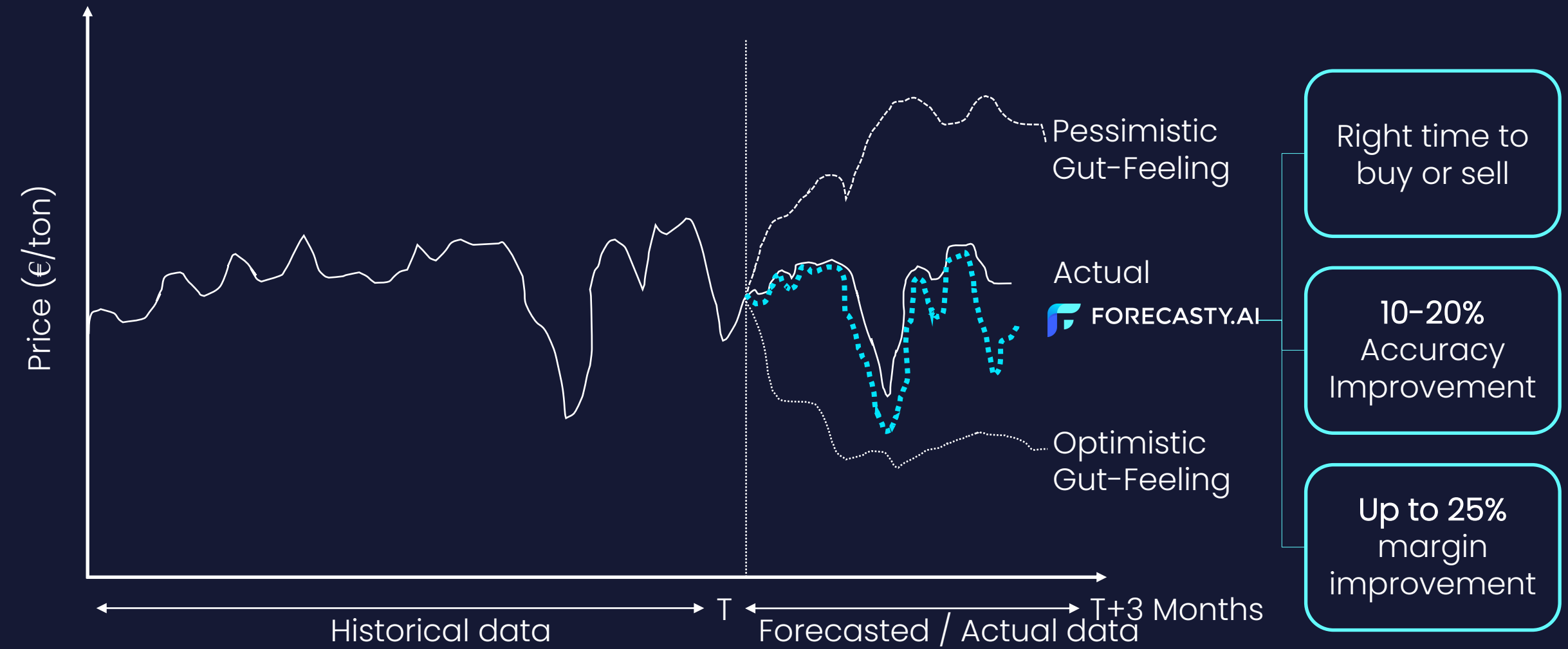
"LME forced to halt nickel trading, cancel deals, after prices top \$100,000"

"Global commodity prices soar 50%, fastest pace in 27 years"

"Fears grow inflation could become source of political instability worldwide"

"US oil prices turn negative as demand dries up"

Commodity Price forecasting with Forecasty.AI



Commodity Desk solves this problem for buyers & sellers of commodities



Click here for 2 min product demo on Loom 



The Commodity Desk explained in 4 simple steps



1. Monitor commodity prices & forecasts via Web App



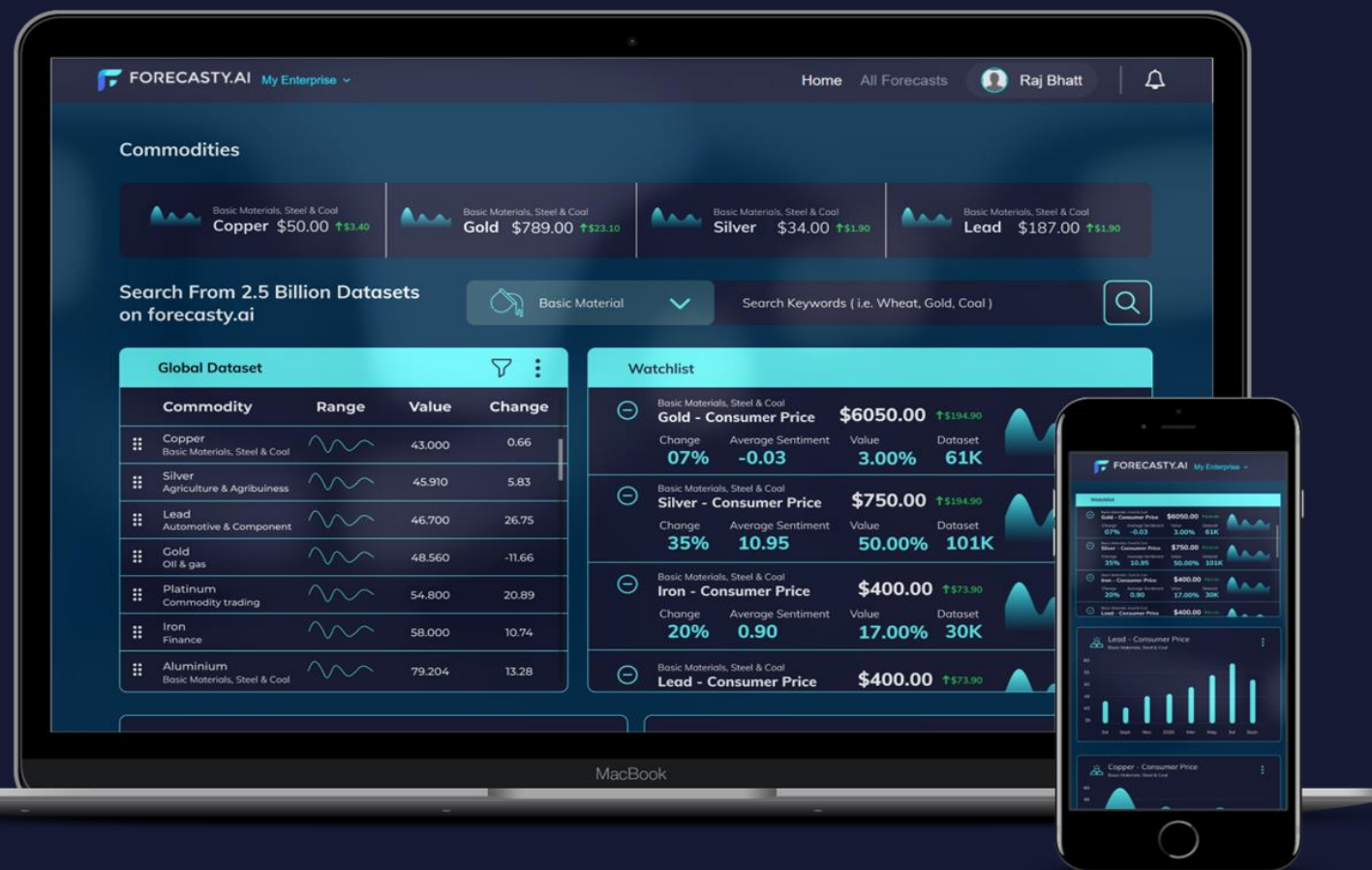
2. Understand drivers



3. Know market sentiments



4. Make profitable decisions



How does Commodity Desk look like? An example : Nickel

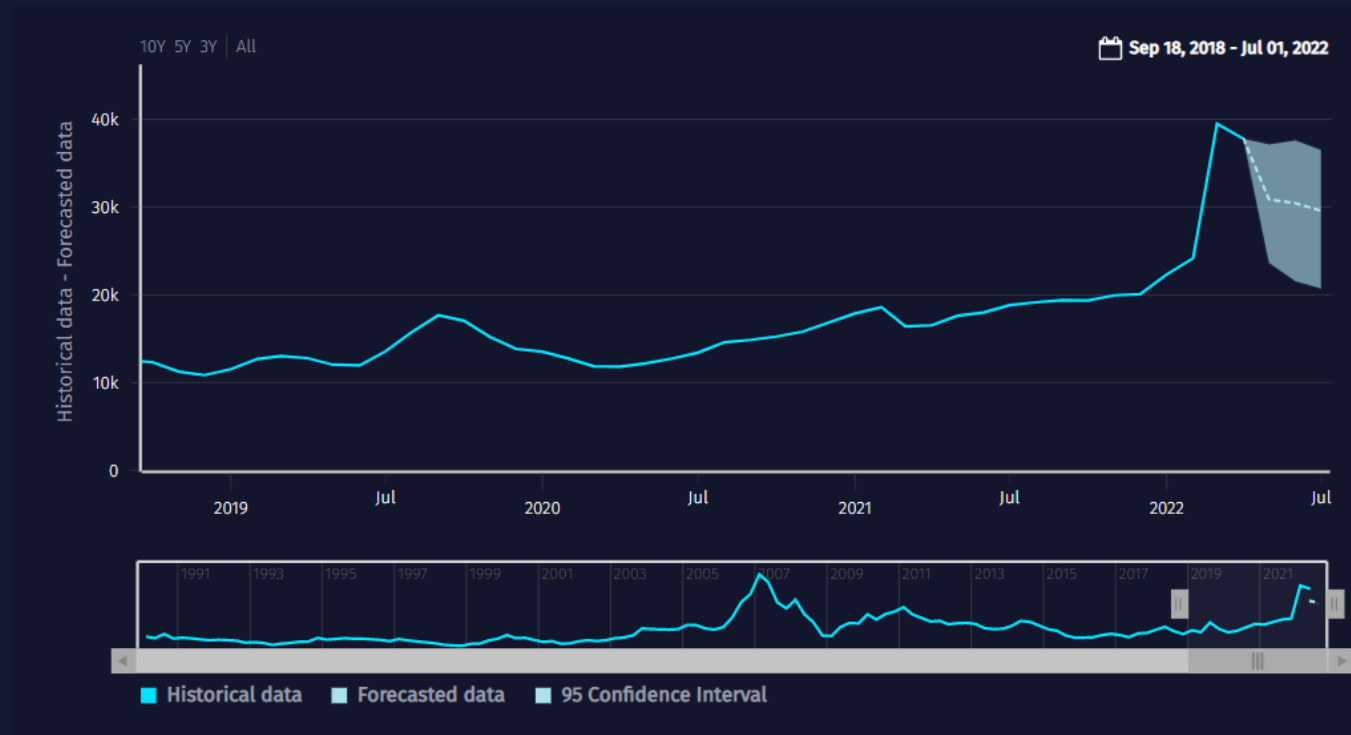
← **Nickel - 37775.48 (USD per Metric Ton)**



Nickel (Melting Grade), Spot Price, Cost insurance and Freight (CIF) European ports

Months - USD per Metric Ton ▼

Chart **Forecast** Drivers Backtesting Analytics Sentiment Satellite Images



Web-based
App that
provides easy
access to AI-
forecasts in
real-time

How good are our forecasts historically?

← Nickel - 37775.48 (USD per Metric Ton)



Nickel (Melting Grade), Spot Price, Cost insurance and Freight (CIF) European ports

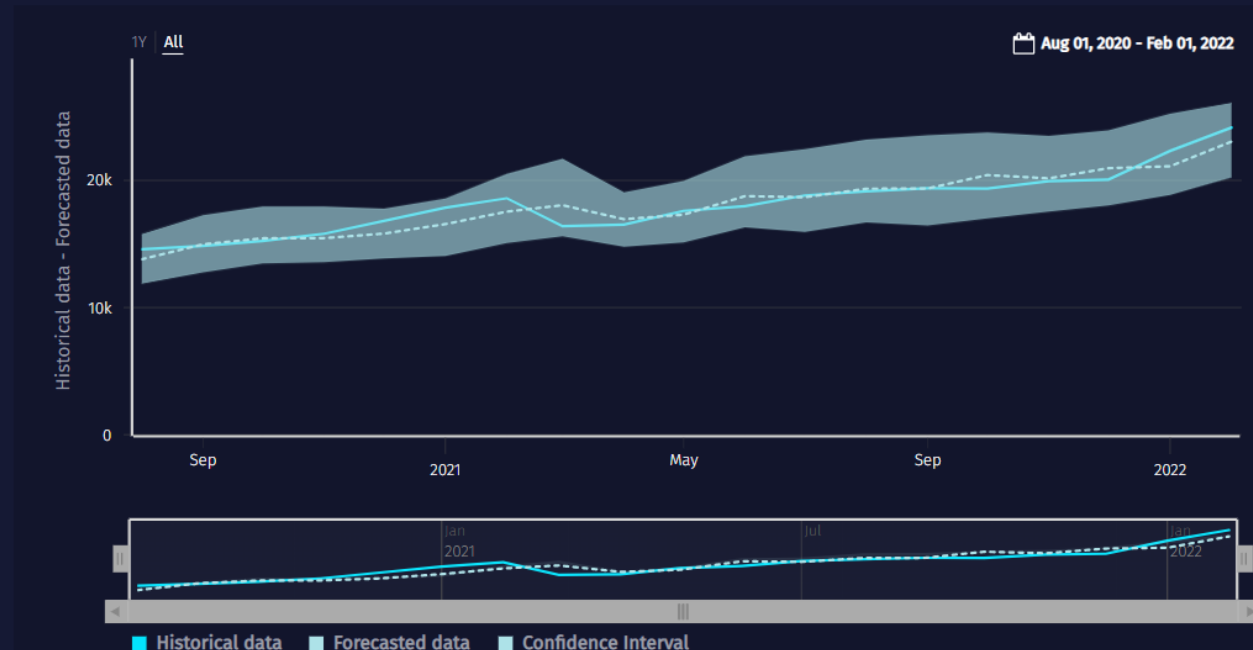
Months - USD per Metric Ton

Chart Forecast Drivers **Backtesting** Analytics Sentiment Satellite Images

Backtesting refers to the process of assessing the accuracy of a forecasting method over a period of time, allowing to verify the consistency of the model predictions.

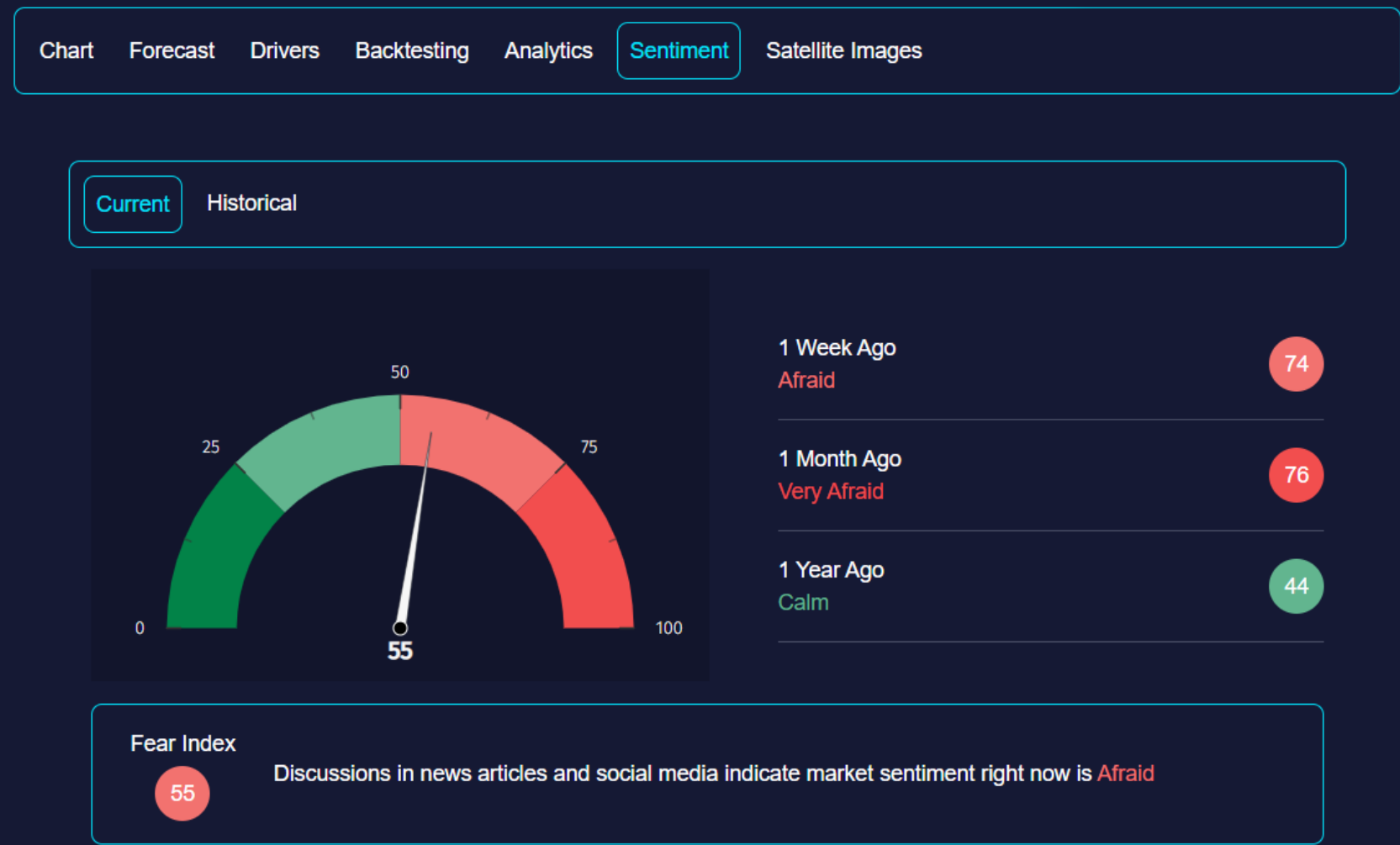
Accuracy (1 Month ahead) - 96.31%

1 Month ahead



Average
accuracy of
95%+ across
commodities

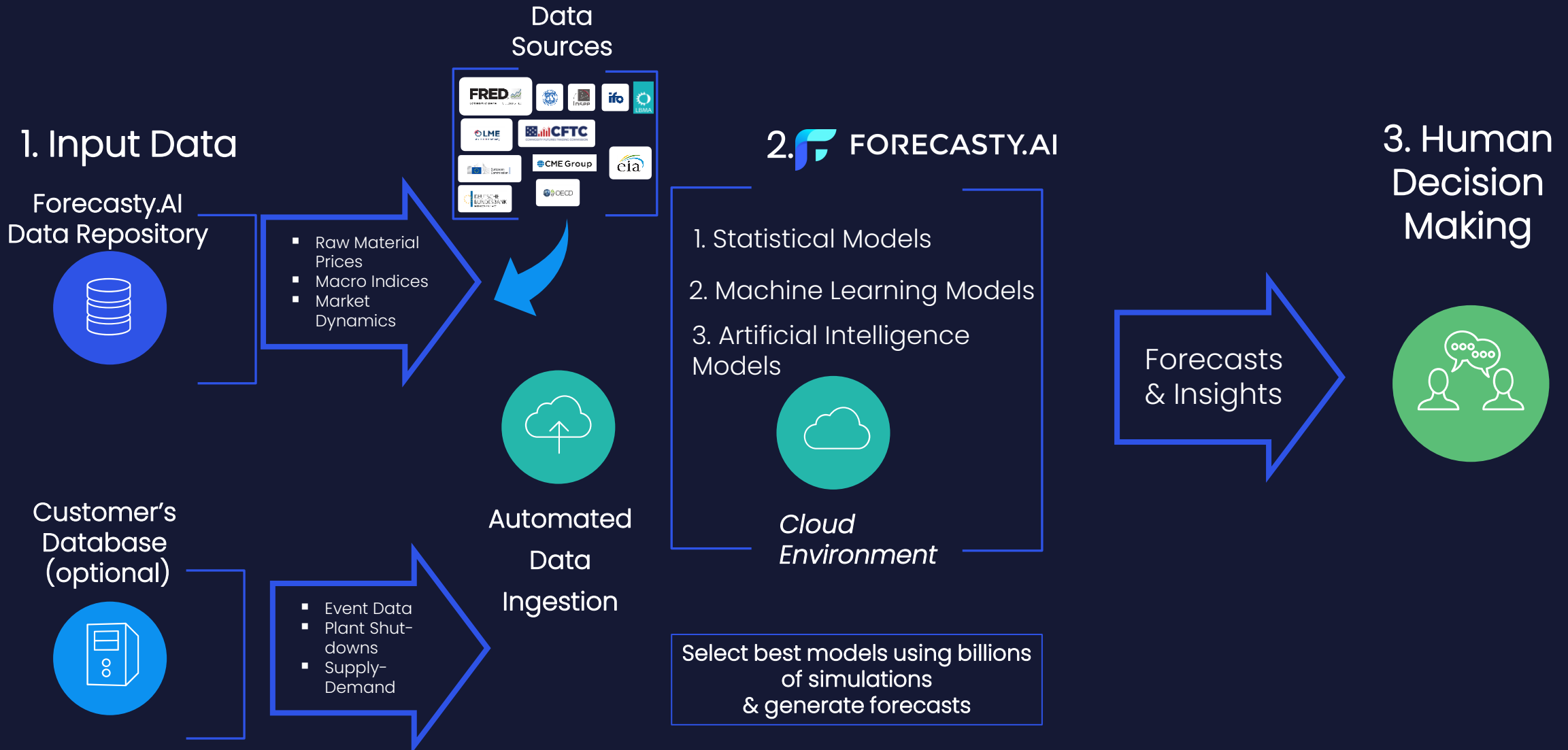
Know market sentiments of your Commodities via Fear Index



Market
sentiments via
text analysis of
news articles &
social media
discussions



Forecasty.AI Engine, based on Deep-Tech runs on cloud & provides automated forecasting based on proprietary AI/ML



Potential savings of double-digit millions € on steel procurement for an Aero-Space manufacturer



Top Aero-Space Manufacturer based in the US

Aim:
Reduce stainless steel purchasing costs for starship



Who is using Commodity Desk?

Existing Customers

MRR Customers (ARR = € 105K)



Pilots Executed



Henkel expected to convert within Q3/22 at an initial ACV of €130k

Enterprise Sales Pipeline



Healthy enterprise sales pipeline with total ACV of €4.7m (€1m weighted)

Go-To-Market – Commodity Desk

Pricing

- Pricing Model :
SaaS; Price per
Commodity per seat
- Enterprise ACV:
Land & expand strategy
Current ACV: € 51k
Target ACV: € 225k
- Midmarket ACV:
Lower midmarket: € 4.5k
Upper midmarket: € 12k

Segments

- **Verticals:**
Manufacturing,
Machinery, Automotive,
Chemicals, Agriculture,
Commodity Trading
- **Size:**
Focus on Enterprise first;
Move down to
midmarket segment
later
- **Geography:**
Short-term focus on
Europe, mid-term
expansion to US and UK

Approach

- **Short-term:**
Sales-led; capitalizing
personal networks, BASF
heritage & cold
outreach channels
- **Mid- to long-term:**
Switch to product-led;
capitalizing inbound
channels & app
store/marketplace
integrations

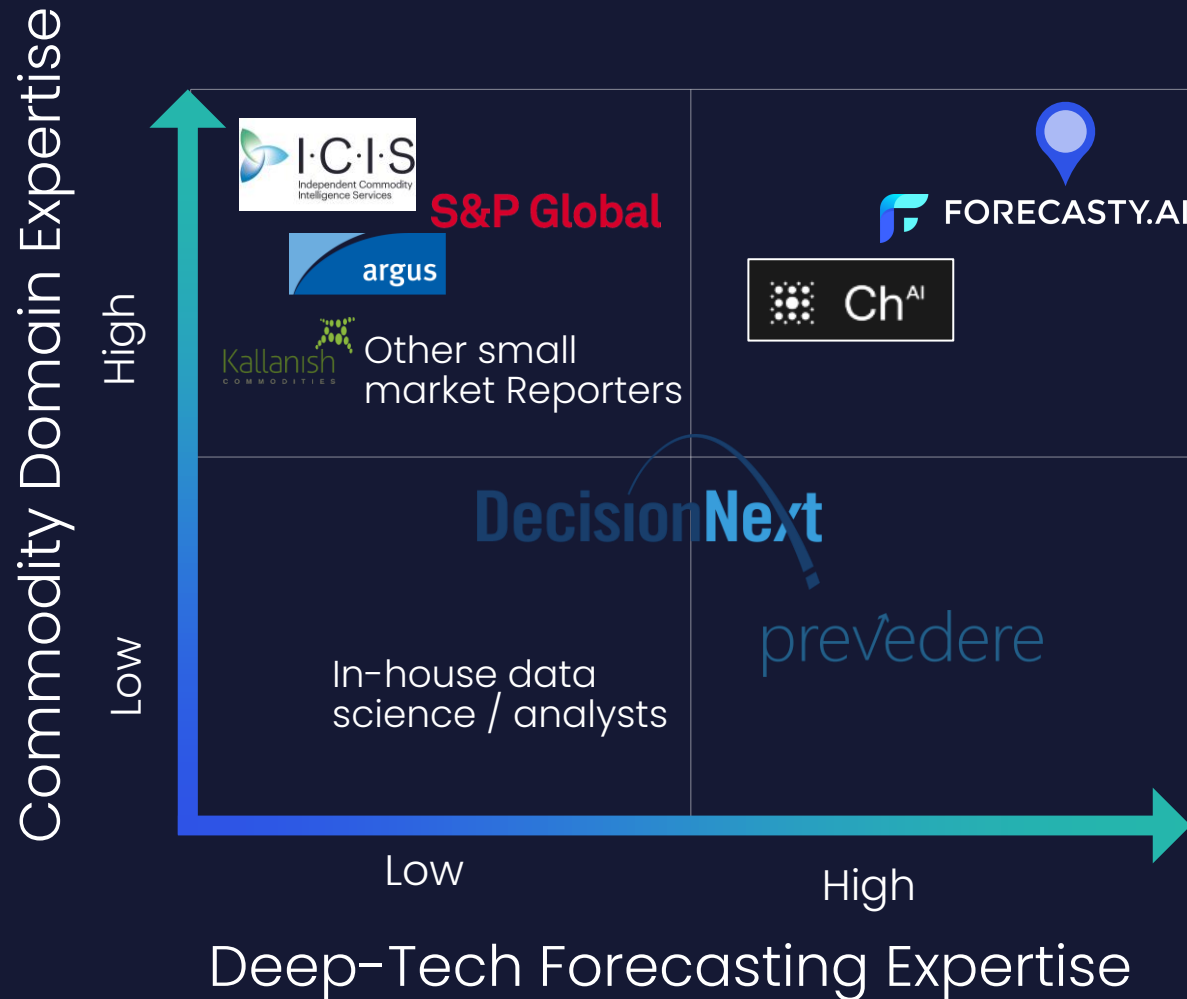
Target Persona

- User:**
 - Purchasing Manager
 - Trader
 - Risk / Finance Manager
 - Procurement Execs
- Buyer:**
 - VP, Head, Director of
Purchasing /
Procurement

Competitive Landscape – Commodity Desk

Forecasty.AI Advantages:

- Deep-Tech expertise in time-series AI/ML
 - 30 proprietary AI algorithms
 - 50+ years of total team experience
- Commodity domain expertise
 - Expertise in forecasting traded & non-traded commodities
 - 33+ years of total team experience; BASF heritage
- Off-the-shelf product – no integration needed
- Reusable & scalable AI Algorithms
 - Scalable product – easy to add more commodities (e.g., modular)
 - Capability to provide tailored forecasts for enterprises in a week



Forecasty.AI has three No-Code AI-SaaS products based on Deep-Tech, the initial focus being Commodity Desk



Commodity Desk

Off-the-shelf commodity price forecasts for procurement

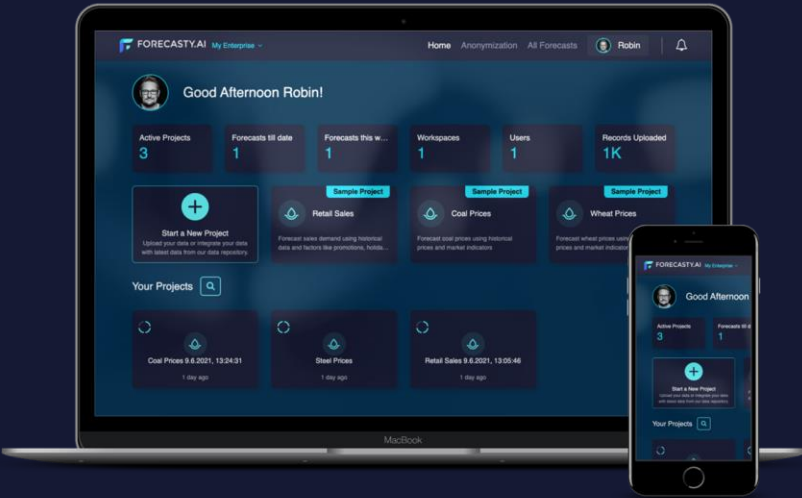


2022



Business Desk

Self-service forecasting

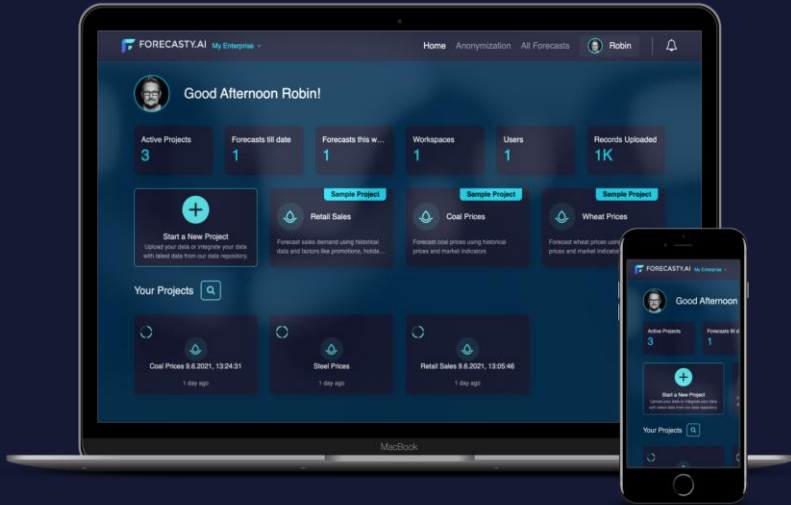


2024



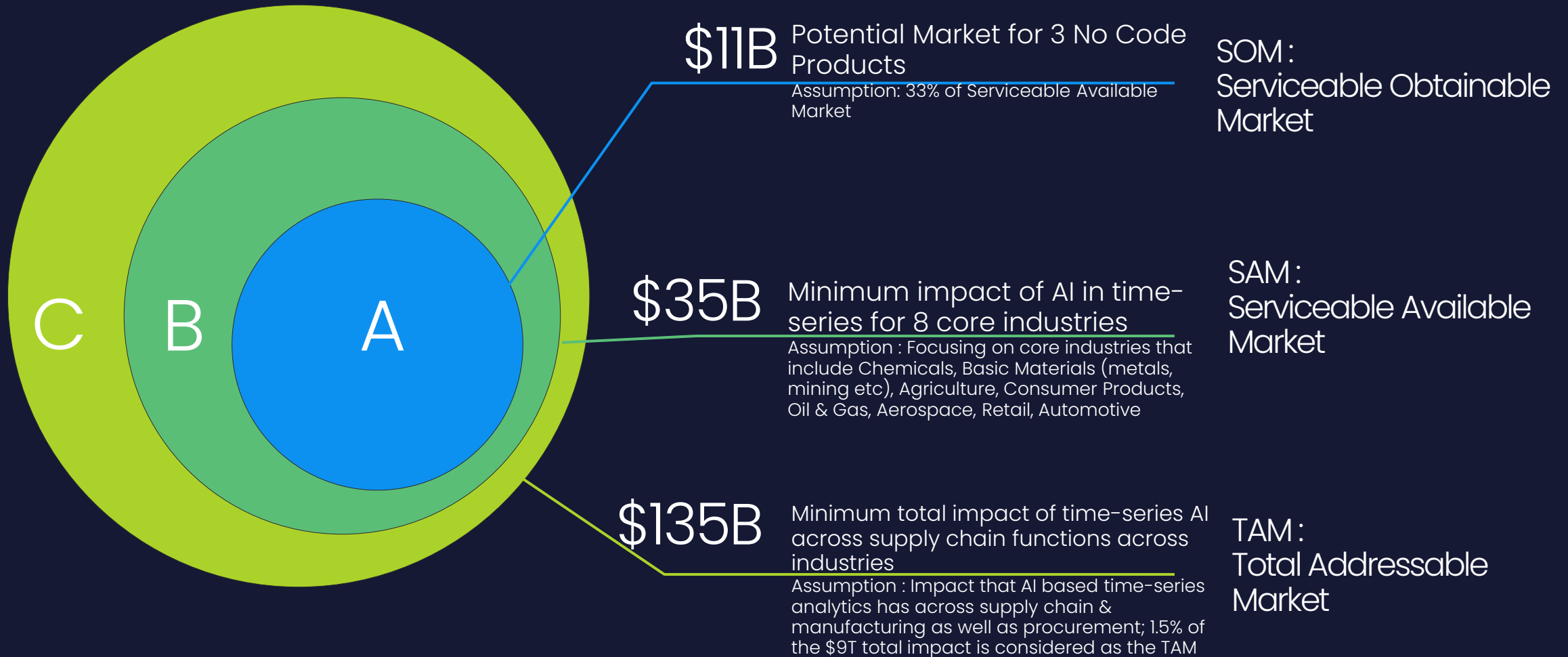
Demand Desk

Interactive demand predictions



2024

Market estimation indicates great potential for our three no-code Deep-Tech products



Source: <https://www.mckinsey.com/featured-insights/artificial-intelligence/visualizing-the-uses-and-potential-impact-of-ai-and-other-analytics>

We are raising € 3m by Sep 2022 to enhance R&D and Sales & Marketing



Strategic Road Map – Forecasty.AI



Our core team has over 100 years of combined experience in Deep-Tech, Commodities & SaaS



Ralph Debusmann, PhD
CTO

20+ years in IT, AI/ML, Enterprise Cloud, & Big Data applications; Experience in manufacturing businesses; PhD in AI, Computer Science



Rahul K M, PhD, MBA
Founder, CEO

13+ years in strategy consulting in commodity & manufacturing businesses, AI/ML, Deep-Tech & software engineering; PhD in Data Driven Decision Making (AI/ML), M.Sc., MBA, Bachelors in Technology



Peter Mueller
COO

Entrepreneurial leader with 15+ years of experience in various executive roles in SaaS & technology startups; Former CEO of Domain Factory



Jamsheeda Kadengal
Data Scientist

3.5 years experience in Data Science & Software Engineering; Master's degree in Engineering



Dr. Grant Sutcliffe,
PhD
Data Scientist

12 years in Deep-Tech as a researcher; Ex-neuroscientist with expertise in statistics, machine learning, data engineering & Python



Subashree Mangaraj
Data Scientist

4 years of experience as Systems Engineer and Data Scientist; Master's degree in Data and Knowledge Engineering



Lalit Kant Sharma
Strategy & Planning Manager

14 years of experience in Sales & Business Development in SaaS businesses; MBA from Mannheim Business School



Maria Samoila
Business Development & Growth Manager

20+ years of experience in commodity businesses (e.g., steel); Business Development Manager

Executive Summary



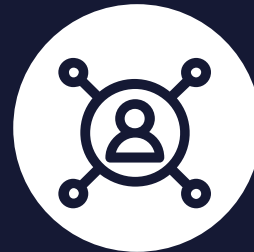
\$135B

Addressable
Market



100+

Years of
combined
experience in
Deep-Tech,
commodities & SaaS



2+

DAX Firms



€105K

ARR for Commodity
Desk launched
in Feb 2022
Total Revenue : € 142.5K



€ 3m

Ask for 18
months
(€ 500K already
committed)

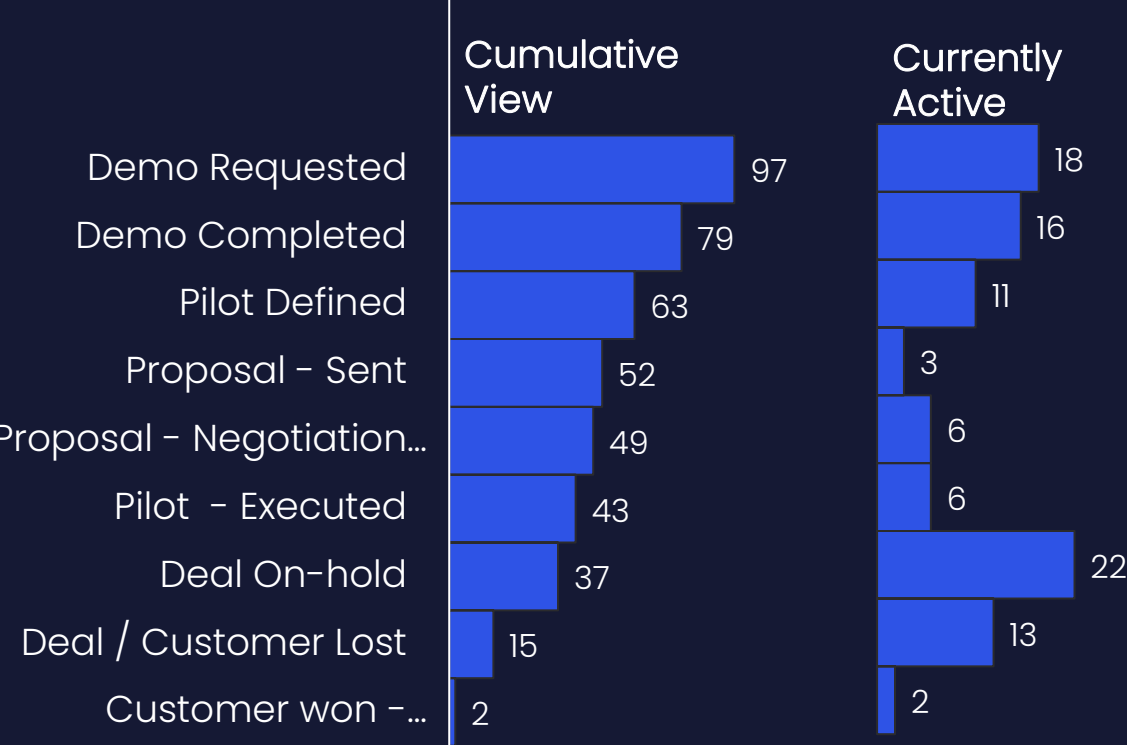


Sep '22
Runway until

Appendix

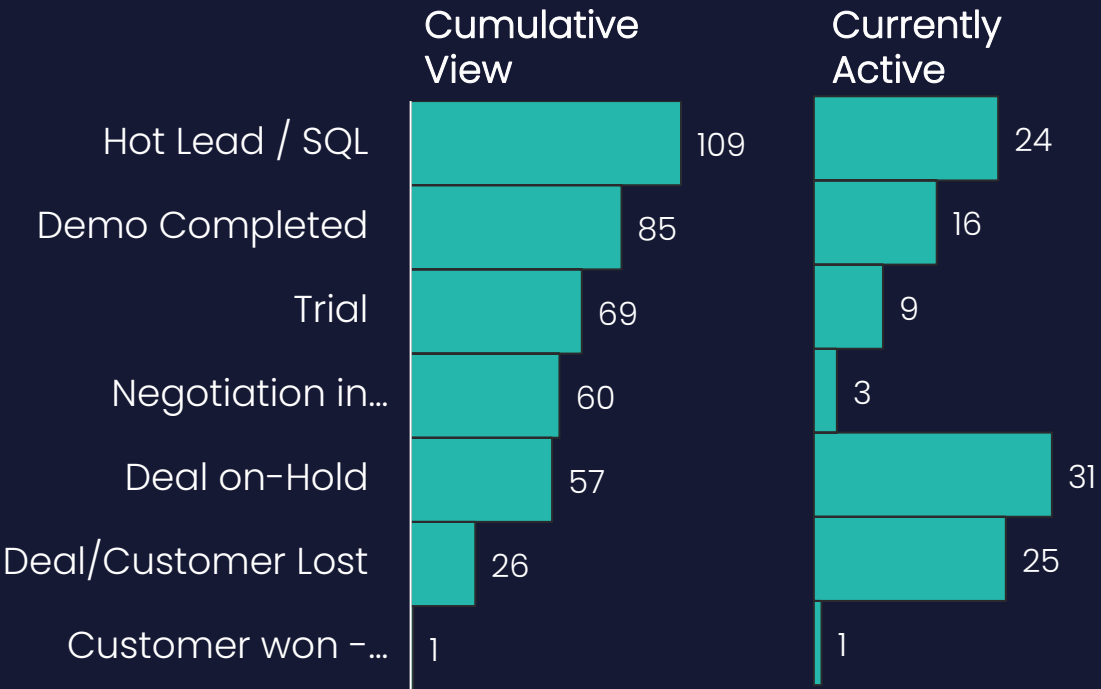
Current deal pipeline is solid with a cumulative ACV of over €5.6m

Enterprise Customers



Pipeline Value | ACV Total : €4.7m
ACV Weighted : €1.0m

Small & Medium Business (Mid-Market)



Pipeline Value | ACV Total : €956k
ACV Weighted : €161k

Per July 26, 2022



Who are in our partner ecosystem?



PLUG**AND**PLAY



To fuel the growth, we are raising Seed Extension round of € 3 m

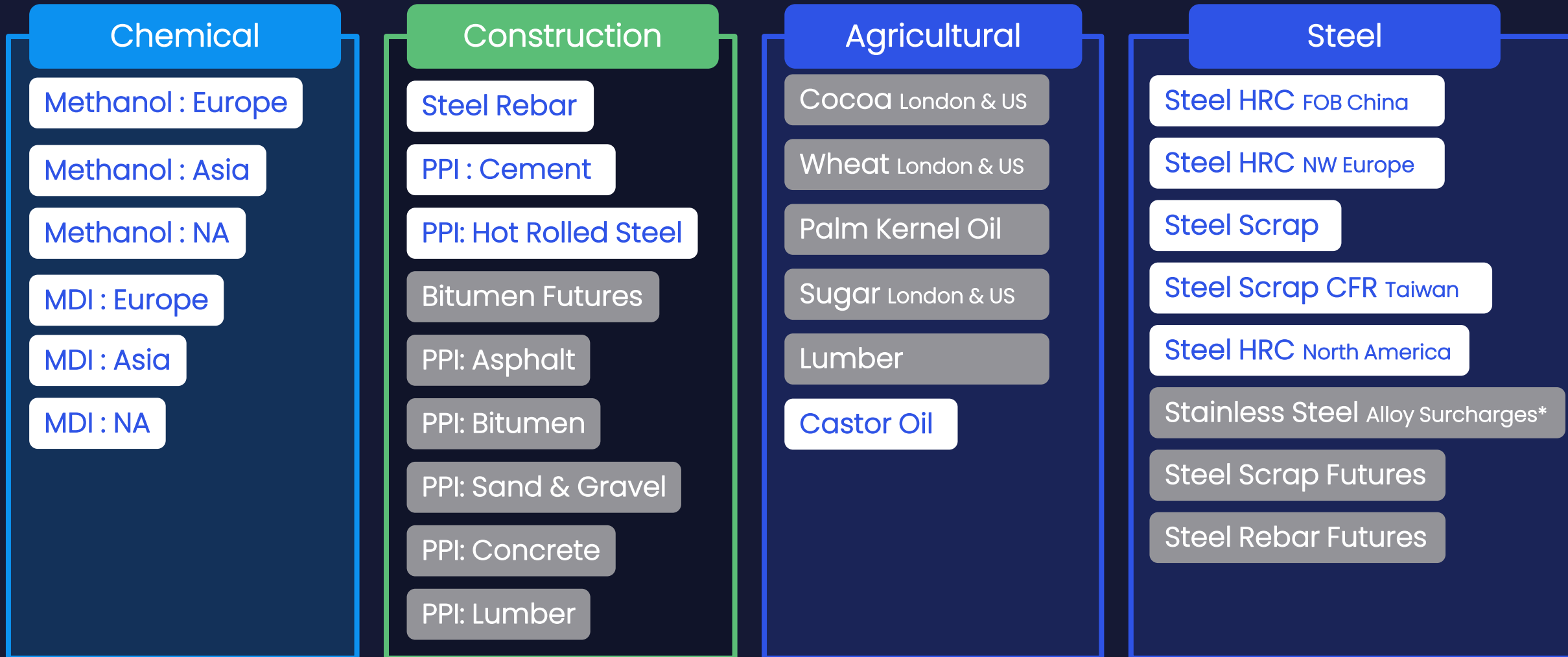


Example of commodities that you can find in the Commodity Desk



Note:*New Castle Coal Futures, Coking Coal Futures, LNG JKM Futures, ZCE Thermal Futures, Rotterdam Coal Futures

We continuously add more commodities based on customer requests



Note: *Stainless Steel Alloy Surcharges for all stainless-steel products from Outokumpu : E.g., Core 304L/4306Ni, Core 301 4310, Core 301Cu 4640, Core 301LN 4318 etc