



Business presentation to Jean Jouet



John
Cockerill



Industrya



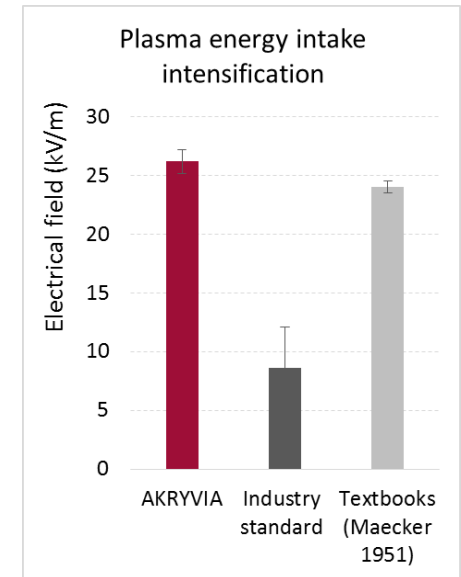
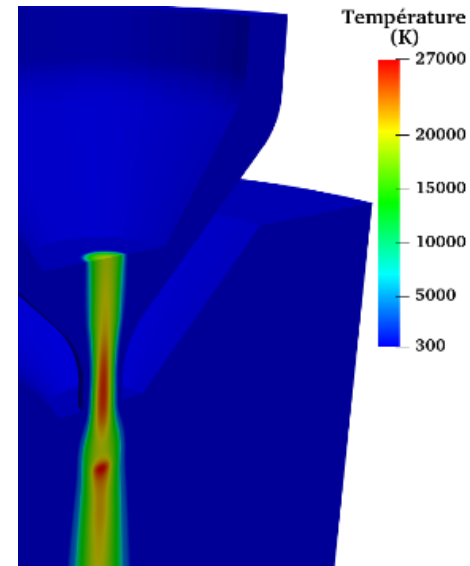
- Intensified plasma jet technology : the new industry standard for energy efficient materials processing
- Impacting global markets of 6 €B as a starting point
- Answering major energy and emissions stakes, factor 3 energy savings
- 9 patents deeptech IP platform
- Proven business model endorsed in two large application markets
- Attractive profitability, locked-in recurring revenues, retrofit market entrance
- Fundraising to go to market, industrialize and expand applications

Nantes, June 2023
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A wildcard to global technological leadership

We sculpt plasma jets

WHAT WE DO

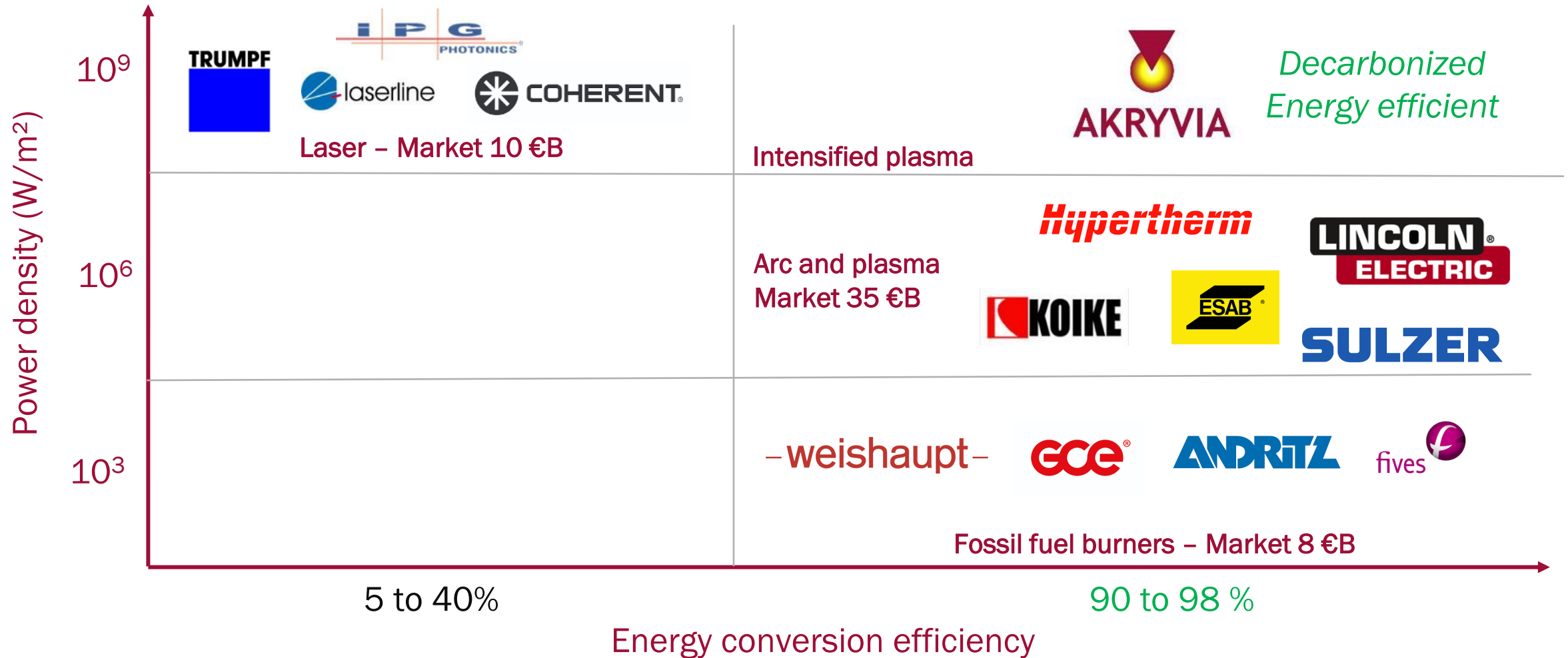


- We shape 30000° C plasma jets to world record power density
- Delivering the accuracy of laser for a quarter of the cost and doubled productivity
- Fundamentally an energy efficiency innovation, having an impact for real on hard to abate figures : MTCO₂, MWh, particle emissions
- Game changer for material processing industries to remain in business
- IP platform : 9 patent families establishing long-lasting protection

Technology uniquely positioned for energy critical industries



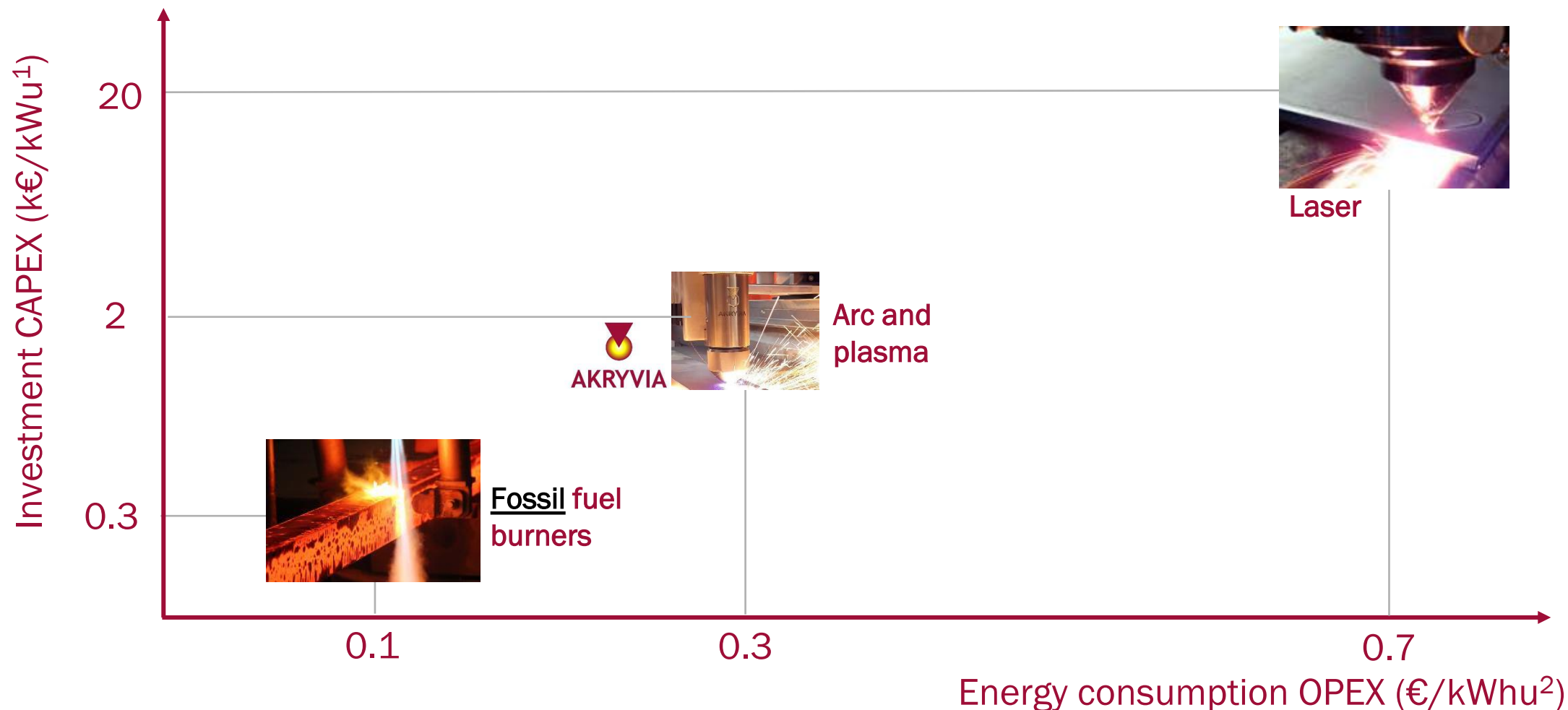
MARKET OPPORTUNITY



Impact on end-user economics



MARKET OPPORTUNITY



¹ kWu = useful thermal power at source output, deliverable to material

² Energy prices source : European households energy prices S1 2022, <https://ec.europa.eu/eurostat>

CAPEX = Capital Expenditures OPEX = Operational Expenditures

Impact : our markets are transitioning now, driven by energy and sustainability stakes



MARKET OPPORTUNITY

- Energy costs surging, efficiency and decarbonization required
- Laser yield (30%) not scalable, biofuels don't scale and are low temperature
- Our first target application annually accounts for 25 TWh of electricity consumption (comparable to the one of Ireland), we can cut it in half
- Our technology impacts processes accounting for 9% of world primary energy demand (54 EJ) and 12% of world CO₂ emissions (4438 GTCO₂) Data source : International Energy Agency, Industrial heat report, 2019
- Retrofit go to market route saves million tons of raw material



For high temperature industrial needs, the only decarbonized and efficient heat source is intensified arc plasma, a game changer to the energy balance of this industry

Impacted markets value

MARKET OPPORTUNITY



Our technology impacts material processing requiring high temperature and high power density

Metal cutting: 3.8 €B



Product ready
Going to market

CHANTIERS
DE L'ATLANTIQUE

Oxymetal

Bystronic

FICEP
S.p.A.

MicroStep®

MESSER
Cutting Systems

voortman
STEEL GROUP

Composites additive
manufacturing: 2 €B



Demonstrator
250 k€ sales

cetim

AIRBUS

CORIOLIS

arianegroup

DAHER

faurecia

Others : XX €B



Prospects



And so on with
chemicals,
hydrogen, additive
manufacturing, ...

Delivering accuracy x2, energy savings x2, productivity x2 and capital efficiency
equally in large energy stakes (steel) and noble high-tech (aerospace composites) markets

Our Offer – High added value equipment with recurring revenues 🔥 AKRYVIA

WHAT WE DO

Torches



1 to 3 per year

Wear parts



1 to 2 sets per shift

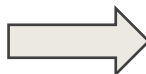
Power source, fluid box and firmware



- Same platform, 80% components re-use
- Capital equipment renewed every 7 years
- Common software barebone
- Different brandings

B2B2B

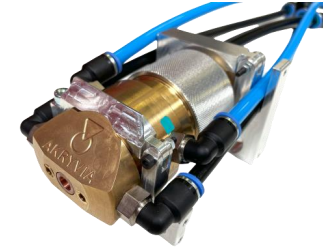
- We sell our products (off the shelf standards with no customization) to machine vendors, who integrate our systems and sell application dedicated machines to industrial end-users
- They're established companies, from local SMEs to large global players having 10k customers
- Patented wear parts bring recurring revenues during the machine lifetime



AIRBUS

Market approach

WHAT WE'VE DONE



Plasma cutting (4 b€)

- The accuracy of laser for the cost and productivity of plasma
- Unique operator experience

Composites additive manufacturing (2 b€)

- Enables composites recycling
- Productivity x100
- Capital expenses /5

Major
USP

Technology
dev progress

- Commercial product ready, 3 prototypes

- Scale 1 demonstrator commissioning













Sales

- Dev partners on-board, negotiating first installation
- 30 customers waiting for retrofit offer
- 3 among top 4 steel machine constructors in talks for integration

- 256 k€ sales
- Top 2 machine vendors and Tier 1 Automotive and aerospace suppliers onboard



9 patents portfolio to date, more to come

#	Filed	Scope	Granted	Filed
1	2017	Intensified plasma jets Process ★	   	 To be granted 2023
2	2019	Composites additive manufacturing Process ★	  	 To be granted 2023-2024
3	2021	Low emission plasma ignition Process		
4,5,6,8,9,10	2022	Commercial plasma torch and wear parts Product ★	Good patentability after IRR	FR + World (PCT) 

Patent strategy

- Full ownership of IP, no strings attached
- At least one large zone to protect from OEM competition
- Extended geographical coverage for key princeps patent and wear parts
- Audited and labelled IP strategy and preferred counsel



CABINET MARCONNET
CONSEIL EN BREVETS D'INVENTION


Leadership and team with solid track record and network



WHO WE ARE : A SCARCE GROUP OF FOCUSED, TALENTED PEOPLE, DETERMINED TO CHANGE THE INDUSTRY

Founder & CEO

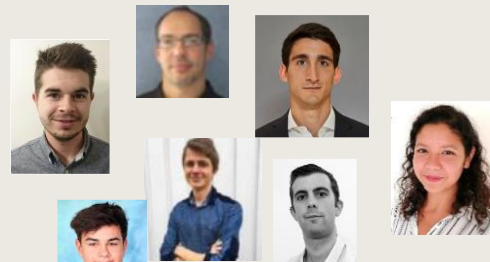


- 15 years at  **Air Liquide**
- Business and management, head of 800 M€ procurement line, M&A and large contracts negotiation, industry performance plans, large team direction
- Expertise in B2B development, Intellectual Property, R&D, industrial processes

Senior board members



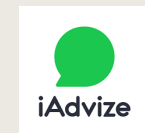
R&D



Industry



Business Development



Value added entrepreneurs
and corporate managers

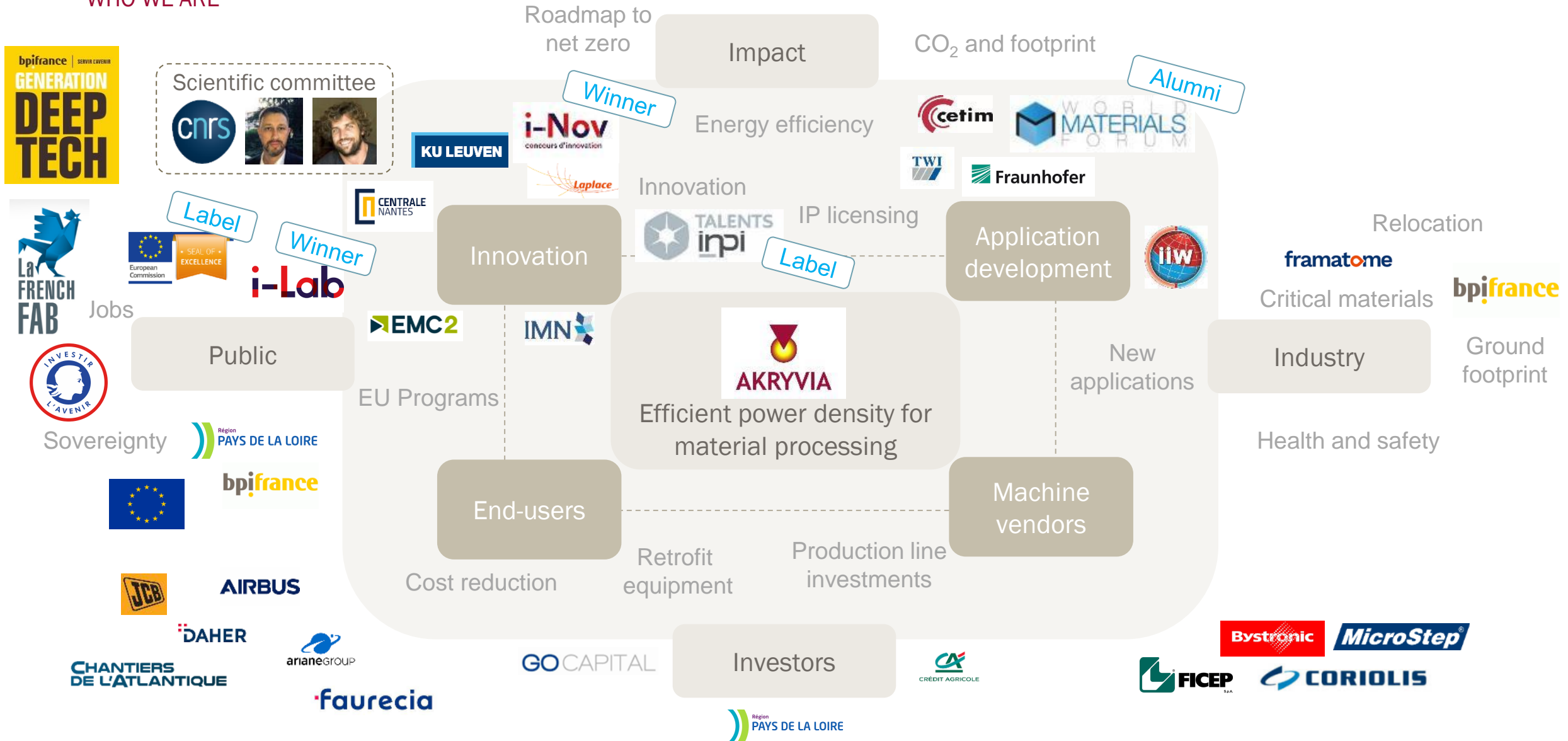
Top ranked engineers and seasoned experts with
5 to 35 years experience in demanding organizations
Mission driven, International

Business development team
to be hired, including CSO

At the center of a flourishing manufacturing ecosystem



WHO WE ARE



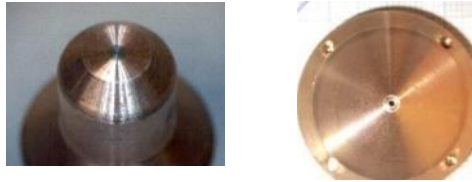
Financials : sustained by rapidly profitable & recurring sales



WHAT WE PLAN TO DO

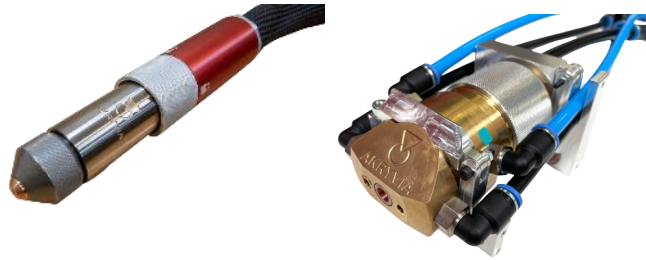
8 to 40 k€/year/machine

Wear parts



- Volumes 200k/year
- Machined in-house
- Recurring, locked-in

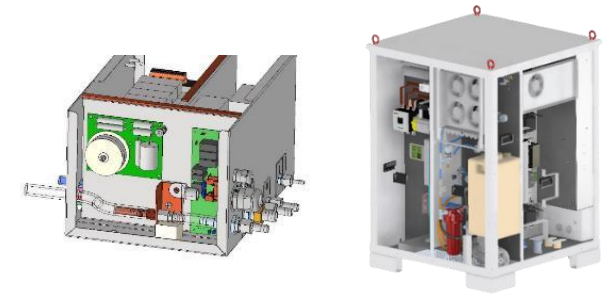
Torches



- Volumes 10k/year
- Assembled in-house
- Recurring, locked-in

25 to 250 k€

Power source, fluid box



- Volumes 1k/year
- Assembled in-house
- Capital equipment

Gross Profit Margins

- Profitable from prototypes
- 65% average gross profit margins, adapted to market (e.g. steel 60%, aerospace 90%)
- Cruise speed profitability thanks to volumes and design to cost

Financials : attractive value creation

WHAT WE PLAN TO DO



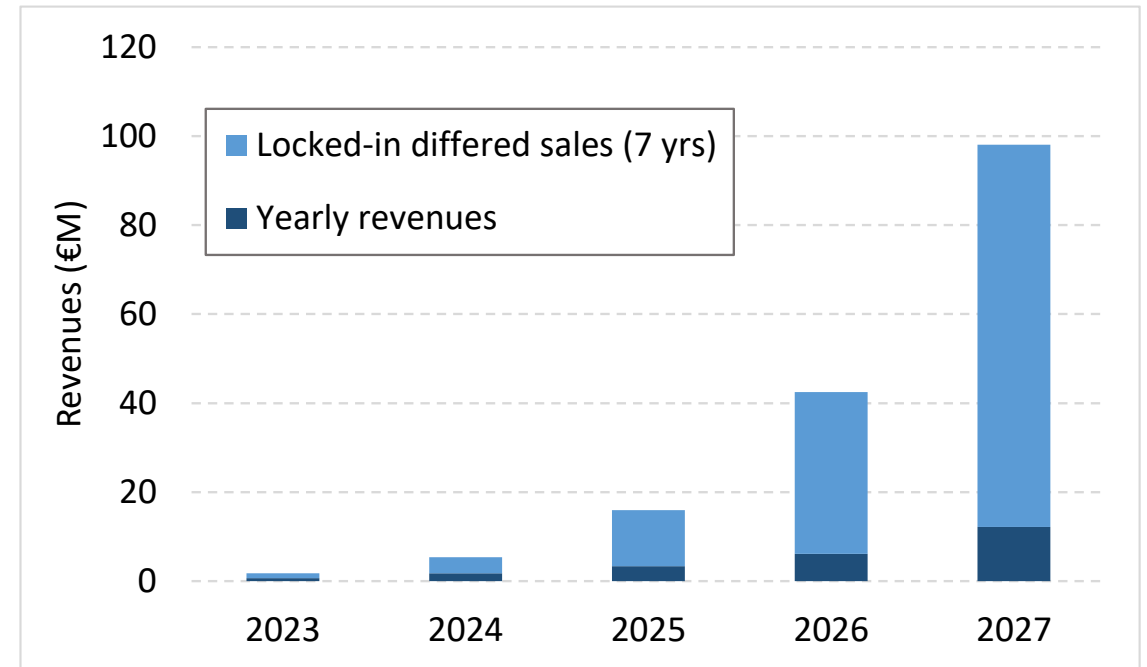
Base plan*

- 3.5 €M sales in 2025
- 12 €M direct revenues in 2027
- Securing locked-in recurring revenues from wear parts of 100 €M in next 7 years
- Breakeven 2026 2027
- Two digits EBITDA, new technology standard expected to take 70% profits share

Raising

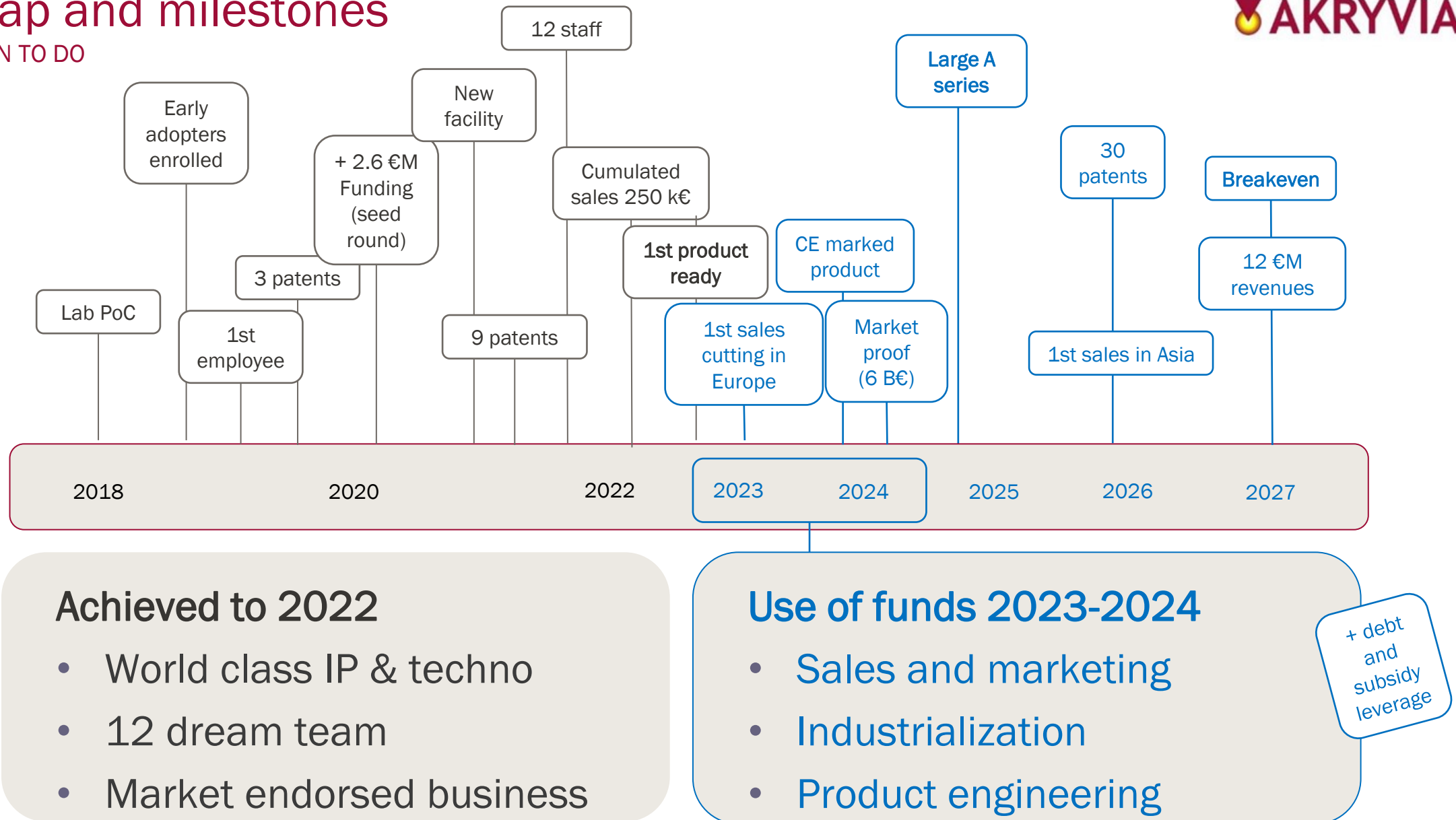
- 1.5 €M
 - 1.2 M€ new lead investor(s)
 - 300 k€ existing regional investors and Business Angels follow-up

*Different trajectories can be discussed



Roadmap and milestones

WHAT WE PLAN TO DO



Role model

WHAT WE WANT TO BE

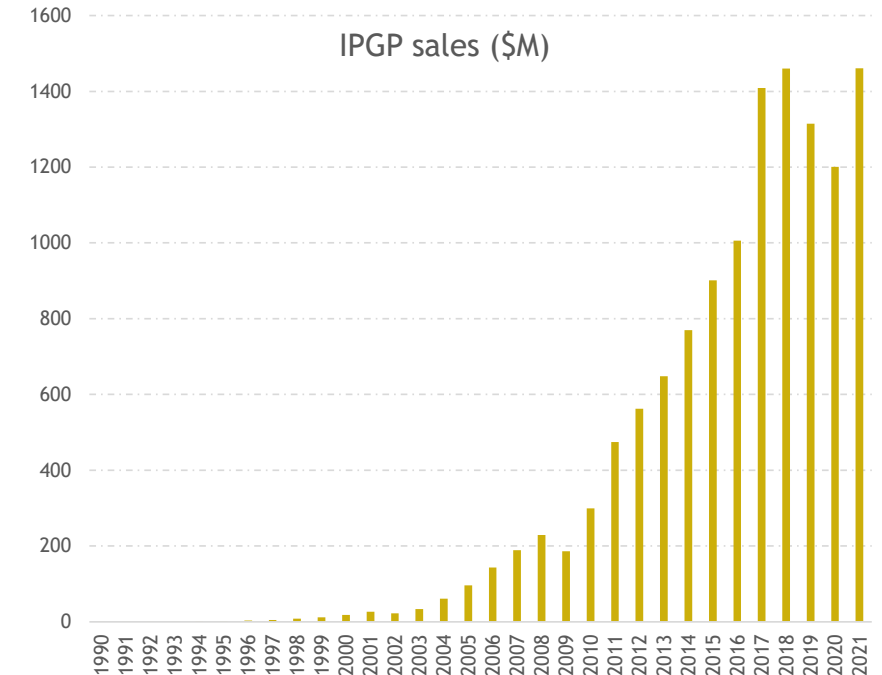


Same
breakthrough

Same market

Same drivers

- Deeptech founded in 1990, inventor of the fiber laser
- Backed by hundreds of \$M US equity at the end 90's
- Started power lasers for material processing in 2000
- Introduced in 2002 first kW scale product with 20% efficiency, a x4 improvement vs. competition
- Went IPO in 2006, EV 718 \$M, x7.5 sales, x50 EBIT
- **Became the new world market leader**
- Reached 1.4 \$B highly profitable sales in 2017, with market capitalization of 13 \$B



The laser market have been turned upside-down in the last 20 years by a newcomer introducing a breakthrough energy efficient technology

AKRYVIA aims to be the IPG of energy efficient high power density material processing