OKLO: FROM REACTORS TO REVENUE

**10-Minute Team Presentation Script**

Duration: 10 minutes (50 seconds per slide average)  
Slides: 12  
Format: Business presentation with team delivery

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# SLIDE 1: TITLE - "From Reactors to Revenue" [0:00-0:30] (30 sec)

*[Team Member 1 - Introduction]*

"Good morning/afternoon everyone. Today we're presenting **"From Reactors to Revenue: Oklo's Path to Profitability."**  
  
Oklo is a nuclear energy company with groundbreaking technology—but like many startups in this space, they're facing a critical challenge: **How do you generate revenue while waiting years for regulatory approval?**  
  
Our team has identified a strategic pivot that could transform Oklo from a pre-revenue reactor builder into a $140 million consulting powerhouse.  
  
Let's dive in."

*[ADVANCE TO SLIDE 2]*

# SLIDE 2: THE OPPORTUNITY - "80+ Startups Need Help" [0:30-1:15] (45 sec)

*[Team Member 2 - Problem Setup]*

"The nuclear energy industry is experiencing a renaissance. Over **80 new nuclear startups** have entered the market in the past five years—companies developing advanced microreactors, small modular reactors, and next-generation designs.  
  
But here's the challenge: **Every single one of them needs to navigate the same regulatory maze that Oklo has already been through.**  
  
They need licensing expertise. They need safety analysis. They need fuel sourcing strategies. And right now, they're scrambling to figure it out on their own."

*[ADVANCE TO SLIDE 3]*

# SLIDE 3: THE CROWDED MARKET [1:15-2:00] (45 sec)

*[Team Member 1 - Market Context]*

"Look at this market. [POINT TO CHART]  
  
TerraPower has raised $1.4 billion. X-energy, $1 billion. Kairos and Newcleo have raised over $600 million each. That's over **$4 billion in capital** sitting in bank accounts, waiting for NRC approval.  
  
But funding doesn't solve the core problem: **these companies don't know how to navigate the regulatory process.**  
  
They have brilliant engineers and breakthrough technology. What they don't have is regulatory experience. That's where Oklo comes in."

*[ADVANCE TO SLIDE 4]*

# SLIDE 4: WHAT THEY ALL NEED [2:00-2:45] (45 sec)

*[Team Member 3 - Paint the Pain]*

"Let me show you what these startups are facing. [POINT TO EACH STAT]  
  
**10+ years** of licensing timeline. That's a decade of burning capital with zero revenue.  
  
**$50 million-plus** in regulatory costs—just to get approval. Not to build. Not to operate. Just to get permission.  
  
**And here's the kicker: Zero reactor experience.** Most of these startups have never submitted an NRC application. They're learning as they go, making expensive mistakes.  
  
[Pause for effect]  
  
This is **exactly** the problem Oklo can solve."

*[ADVANCE TO SLIDE 5]*

# SLIDE 5: OKLO HAS DONE THIS [2:45-3:30] (45 sec)

*[Team Member 2 - The Insight]*

"In 2020, Oklo submitted the first-ever combined license application for an advanced non-light-water reactor. They were pioneers.  
  
In 2022, the NRC rejected it.  
  
Now, most companies would see that as a failure. We see it as **the most valuable asset Oklo has.**  
  
Because Oklo now knows:  
• Exactly what the NRC requires  
• What mistakes to avoid  
• How to structure a winning application  
• What documentation is critical  
  
That knowledge? It's worth **$140 million."**

*[ADVANCE TO SLIDE 6]*

# SLIDE 6: THREE REVENUE STREAMS [3:30-4:30] (1 min)

*[Team Member 1 - The Solution]*

"Here's our proposal: **Oklo Technical Services.** Three distinct revenue streams.  
  
[POINT TO EACH PILLAR]  
  
**First: Licensing and Regulatory Consulting.** Oklo helps startups navigate NRC applications, prepare safety cases, and develop regulatory strategies. Target: **$75 million annually by 2030.**  
  
**Second: Safety and Simulation Services.** Reactor modeling, thermal-hydraulic analysis, probabilistic risk assessments. These require specialized tools and PhD-level expertise. Target: **$42 million annually.**  
  
**Third: Fuel Cycle Management.** HALEU fuel sourcing, recycling strategy, fuel licensing support. This is Oklo's unique competitive advantage. Target: **$23 million annually.**  
  
Total by 2030: **$140 million in annual consulting revenue."**

*[ADVANCE TO SLIDE 7]*

# SLIDE 7: MARKET OPPORTUNITY [4:30-5:15] (45 sec)

*[Team Member 3 - Market Sizing]*

"Let's talk about market size. [POINT TO FUNNEL]  
  
**$6.2 billion** global total addressable market. That's 80+ startups times their average lifetime licensing spend.  
  
**$1.9 billion** U.S. serviceable market. We're focusing on U.S. and allied nations where Oklo can realistically operate.  
  
**$570 million** is our target. That represents capturing 30% market share of the advanced reactor consulting segment by 2030.  
  
This is a **massive, growing market with limited competition."**

*[ADVANCE TO SLIDE 8]*

# SLIDE 8: 5-YEAR GROWTH [5:15-6:00] (45 sec)

*[Team Member 2 - Growth Trajectory]*

"Now let's look at the growth trajectory. [POINT TO CHART]  
  
This chart shows our projected revenue growth over five years.  
  
Year 1 (2026): $4.5 million. Modest start, proof of concept.  
  
Year 3 (2028): $35 million with expanding client base.  
  
Year 5 (2030): **$140 million in annual revenue.**  
  
Notice the curve accelerates. That's because:  
• Licensing services scale quickly (high demand)  
• Safety services build on repeatable models  
• Fuel services create long-term contracts  
  
This is **real, recurring, high-margin revenue."**

*[ADVANCE TO SLIDE 9]*

# SLIDE 9: PROFITABILITY [6:00-6:45] (45 sec)

*[Team Member 1 - Financial Model]*

"Let's talk profitability.  
  
**$42 million in EBITDA by 2030.** That's 35-40% margin—exceptional for a professional services business.  
  
Why such high margins?  
• Leverages existing Oklo expertise (low marginal cost)  
• Premium pricing (specialized knowledge commands high rates)  
• Scalable delivery model (repeatable processes)  
  
Consulting firms in this space charge **$250-500 per hour** for nuclear regulatory expertise. Oklo can command the top end of that range because they've actually **been through the process."**

*[ADVANCE TO SLIDE 10]*

# SLIDE 10: 4-YEAR ROADMAP [6:45-7:30] (45 sec)

*[Team Member 3 - Implementation]*

"Here's how we get there. [POINT TO TIMELINE]  
  
**2026 - Launch Phase:** Hire core team, sign first 3 pilot clients, establish service offerings.  
  
**2027 - Scale Phase:** Expand to 20 clients, build case studies, refine delivery model.  
  
**2028 - Expansion Phase:** Reach 40 clients, establish market leadership, launch fuel cycle services.  
  
**2030 - Market Leader:** 100+ clients, $140M annual revenue, dominant position in advanced reactor consulting.  
  
This is **aggressive but achievable**—we're leveraging existing relationships and Oklo's brand credibility."

*[ADVANCE TO SLIDE 11]*

# SLIDE 11: THE INVESTMENT [7:30-8:30] (1 min)

*[Team Member 2 - The Ask]*

"So what does this require?  
  
**Initial investment: $2 million.**  
  
That covers:  
• Hiring 3-5 senior consultants (licensing experts, safety engineers)  
• Software tools and modeling platforms  
• Marketing and business development  
• Legal entity setup and compliance  
  
**Breakeven: Year 2 (2027).** That's remarkably fast.  
  
**Return on investment: 70x by Year 5.**  
  
But beyond the numbers, this delivers **strategic benefits:**  
• Revenue diversification (reduces dependence on Aurora deployment)  
• Market intelligence (see which technologies are winning)  
• Ecosystem leadership (position Oklo as the industry enabler)  
• Talent utilization (make experts billable during Aurora construction)  
• Future fuel customers (today's consulting clients become tomorrow's fuel buyers)"

*[ADVANCE TO SLIDE 12]*

# SLIDE 12: CONCLUSION [8:30-10:00] (1 min 30 sec)

*[Team Member 1 - Closing]*

"Let me bring this home.  
  
Oklo is sitting on **the most valuable failure in the nuclear industry.** They know what 80 other startups desperately need to learn.  
  
Right now, those startups are burning through capital, making mistakes, and facing years of regulatory delays. Oklo can **help them succeed faster** while **generating immediate revenue.**  
  
[PAUSE]  
  
The choice is clear:  
  
Wait 7+ years for Aurora to generate revenue...  
  
Or start making **$140 million annually** in **six months** while building Aurora in parallel.  
  
[PAUSE, make eye contact]  
  
This isn't just a consulting business. It's **Oklo becoming the backbone of the nuclear renaissance.**  
  
Thank you. We're ready for questions."

*[Team: Smile, open for Q&A]*

# Q&A PREPARATION

**Q:** *"Won't consulting distract from building Aurora?"*

**A (Team Member 2):** "Actually, it complements it. Oklo's licensing experts are currently overhead during Aurora's construction phase. By making them billable, we generate revenue AND keep top talent engaged. Plus, customer intelligence from consulting directly informs Aurora's strategy. It's synergistic, not distracting."

**Q:** *"Why would competitors hire Oklo?"*

**A (Team Member 3):** "They're not really competitors—most serve different market segments. A mining microreactor is very different from Oklo's data center focus. Plus, they'll hire consultants anyway. Better that Oklo captures that revenue and builds relationships. Today's consulting client could be tomorrow's fuel customer."

**Q:** *"Doesn't Oklo's 2022 rejection hurt credibility?"*

**A (Team Member 1):** "It's actually our biggest strength. Oklo learned exactly what the NRC wants. Startups want consultants who've been through the process—including failure. That's more valuable than theoretical expertise. Our pitch is: 'We learned the hard way so you don't have to.'"

**Q:** *"Is the market really big enough?"*

**A (Team Member 2):** "80 startups, each spending $5-20M on licensing over 5-7 years equals a $1.9B serviceable market. We're targeting 30% share. Even if half the startups fail, it's still a massive opportunity. And we can expand internationally—Canada, UK, and EU are all developing advanced reactor programs."

**Q:** *"How quickly can you launch?"*

**A (Team Member 3):** "Six months to first revenue. Oklo already has the experts on staff. We need to hire 3-5 additional people, define service packages, and launch a pilot with 3 friendly clients. That's Months 1-6. Revenue starts flowing immediately after."

# TEAM DELIVERY TIPS

## Speaker Transitions:

• Rehearse handoffs between team members

• Make eye contact when passing the presentation

• Use names: "Now I'll turn it over to [Name] to discuss..."

## Timing:

• Practice with a timer—hit 10 minutes exactly 3 times before presenting

• Each person should know their section timing

• Have a timekeeper give subtle signals (2 min warning, 1 min warning)

## Visual Engagement:

• Point to charts and graphics when referencing them

• Use hand gestures for numbers (count on fingers for "three revenue streams")

• Make eye contact with different audience members

## Energy & Pacing:

• Start strong (hook them in first 30 seconds)

• Vary vocal tone—don't monotone

• Use pauses for emphasis (after key numbers)

• End powerfully (make the close memorable)

## Team Coordination:

• Stand/sit in designated spots

• Non-speaking members should look attentive (no fidgeting)

• Support each other (nod when teammate makes a good point)

• For Q&A: whoever knows the answer best should respond

# TIMING BREAKDOWN

|  |  |  |  |
| --- | --- | --- | --- |
| Slide | Speaker | Duration | Cumulative |
| 1 - Title | Member 1 | 0:30 | 0:30 |
| 2 - Opportunity | Member 2 | 0:45 | 1:15 |
| 3 - Market | Member 1 | 0:45 | 2:00 |
| 4 - Needs | Member 3 | 0:45 | 2:45 |
| 5 - Oklo's Edge | Member 2 | 0:45 | 3:30 |
| 6 - Three Streams | Member 1 | 1:00 | 4:30 |
| 7 - Market Size | Member 3 | 0:45 | 5:15 |
| 8 - Growth | Member 2 | 0:45 | 6:00 |
| 9 - Profitability | Member 1 | 0:45 | 6:45 |
| 10 - Roadmap | Member 3 | 0:45 | 7:30 |
| 11 - Investment | Member 2 | 1:00 | 8:30 |
| 12 - Conclusion | Member 1 | 1:30 | 10:00 |

**READY TO PRESENT!**

Your team has a powerful, data-driven story. Deliver it with confidence and coordination.  
Practice together, support each other, and nail this presentation!