ALKEMIO

Safe spaces for collaboration,

on a platform designed to benefit society

ARE WE HAPPY WITH THE FUTURE OF SOCIETY BEING DRIVEN BY **PROFIT-MAXIMIZING** BIG-TECH?

ATTENTION CONTROL

DATA MINING

DATA SELLING

PRIVACY ISSUES

BLACK BOX

BIG TECH POWER

POLARIZATION

Especially given the

disruptive power of AI,

increasing **every month**….

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SOCIETY IS BEING DRIVEN DOWN A **DANGEROUS ROAD**.

AND THE SPEED IS **ACCELERATING**.

Are governments agile enough to regulate?

Is profit-maximization going to stop?

What, then, can we do to help **change the direction** of our society?

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DESIGN TECH TO
BENEFIT SOCIETY

#EU Tech

Putting society first, not profits.

Creating safety and trust.

Using open source, not black boxes.

Enabling greater collaboration, not polarization.
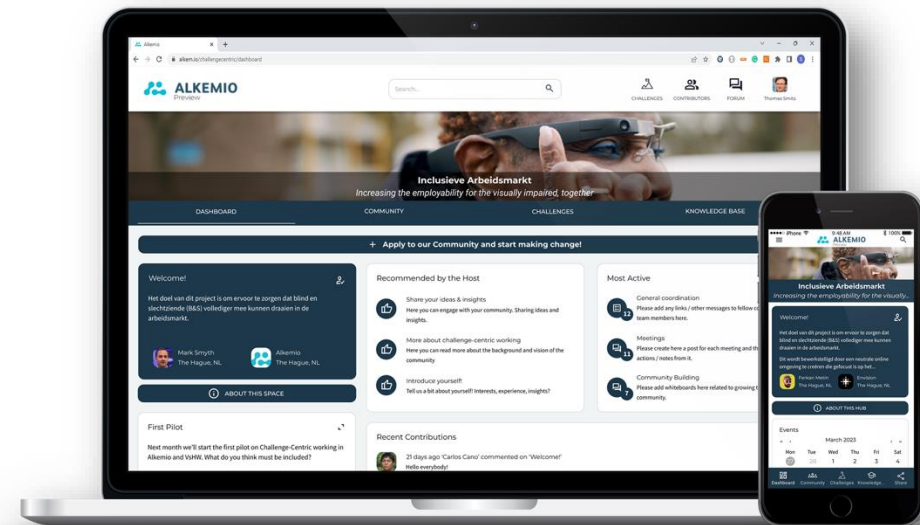
THIS IS ALKEMIO

Safe spaces for collaboration.

Where people and AI work together, solving societal challenges.

STEWARD

We are ~~shareholder~~ **OWNED**.

Legally aligned with society's goals.

A company designed to benefit society.

MAKING CHANGE HAPPEN

On the challenges you care about. Energy transition, inclusive society, many more.

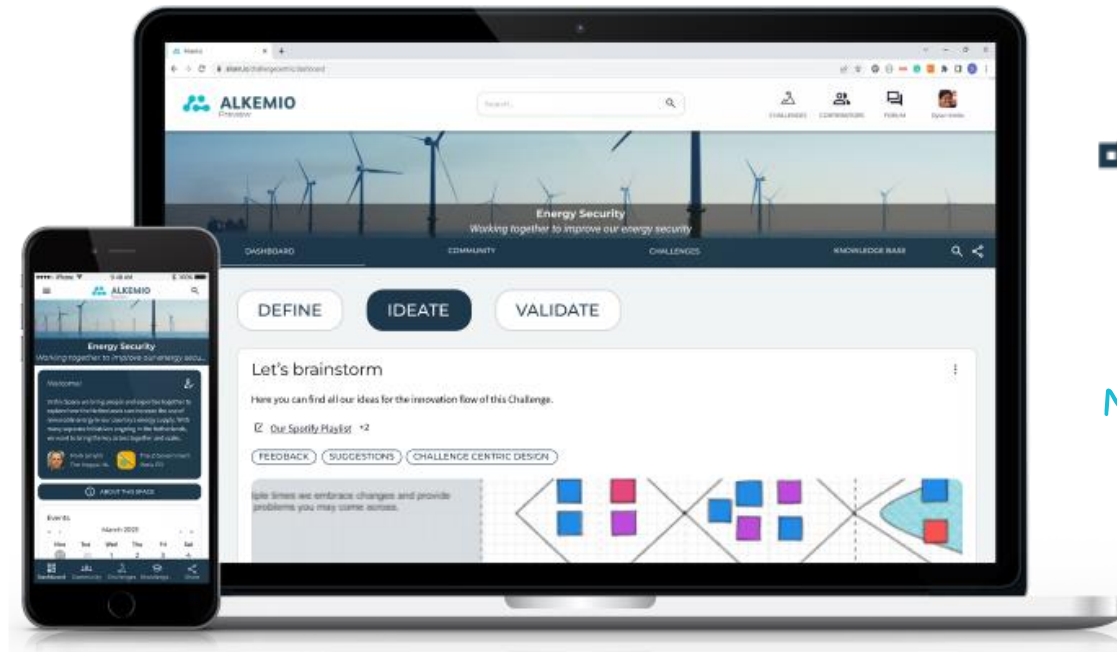**Gathering**
a community,
and expertise

Engaging
with discussions,
whiteboards,
workflows

Guidance
by people,
AI, templates

NEW **Virtual
Contributors**

End-to-end platform, providing the tools to empower change makers!

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IN SAFE SPACES, WITH **CONTROL AND TRUST**

Creating an environment for greater collaboration

CONTROL

Who can join
What topics are focused on
How information is shared and visible
Roles and working groups
When and how AI is used

TRUST-BY-DESIGN

Your data remains yours
Your data is only used as you decide
Algorithms are only to help you make progress
Open source

*"Working together requires trust,
in each other but also in the digital platforms being used"* **- City of The Hague**

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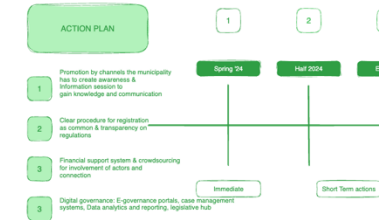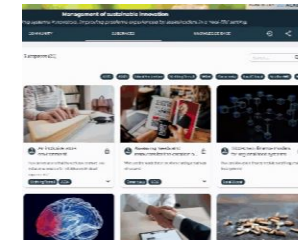# USE CASE: **OPEN INNOVATION PROJECTS** @ VRIJE UNIVERSITEIT

University course

Teachers and students gathering in their Space, and setting goals

Generating ideas using whiteboards and innovation templates
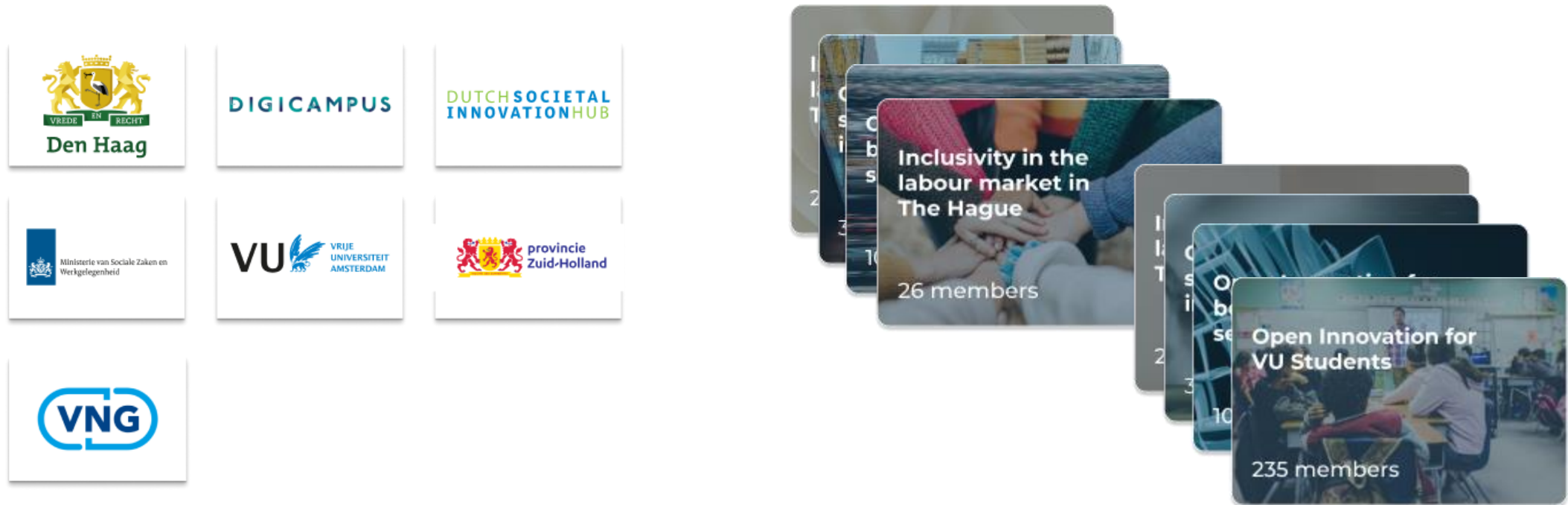
Engaging with external parties, gathering expertise

Working through the best ideas

Goal! Submitting innovation report

All in one dedicated and safe Space!

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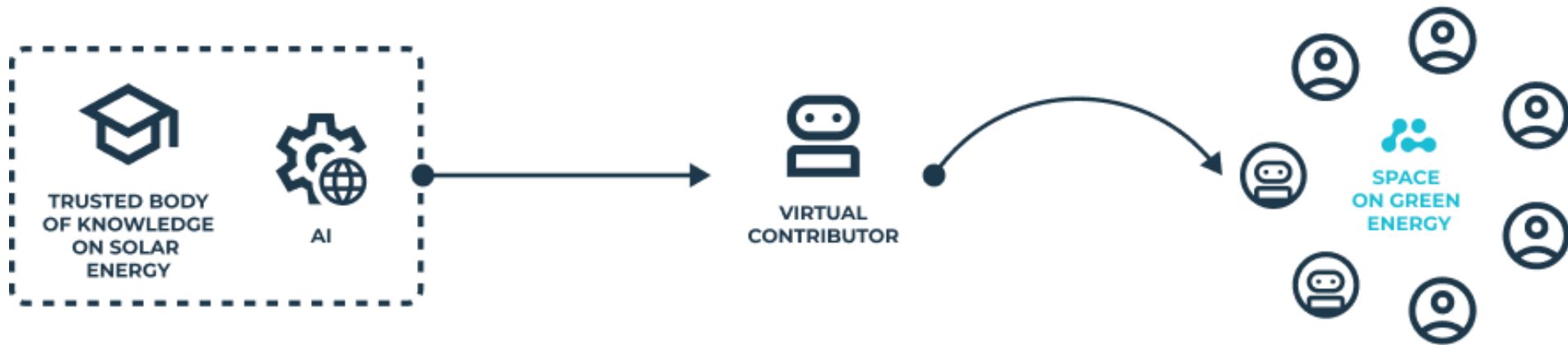# PAYING PARTNERS AND USERS SHARE THE VISION

Increasing usage of Spaces, now over 100. By both the public and private sectors.

2023 revenue: €170k

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AND NOW..... **BRING AI INTO YOUR SPACE**

With Virtual Contributors

TRUSTED BODY OF KNOWLEDGE ON SOLAR ENERGY

AI

VIRTUAL CONTRIBUTOR

SPACE ON GREEN ENERGY

1. A Virtual Contributor is created based on a trusted **body of knowledge** (industry/legal expertise, a certain professor, innovation guide, etc.), and interacts with a generative AI model

2. Users who want that expertise can visit the Virtual Contributor store on Alkemio, and **drag and drop** the relevant Virtual Contributor(s) into their Space

3. It is instantly and **at all times** ready to contribute expertise, do work, and supercharge your output

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SAFELY INTEGRATE AI INTO YOUR WAYS OF WORKING

Safety in the interactions, and safety in the platform

You put **controls** on their actions, data access, and data sharing.

And have **transparency** on the data sources, and what organizations or individuals stand behind the Virtual Contributor.

So you can test how best to integrate AI into your organization's ways of working. Within **safe boundaries**.
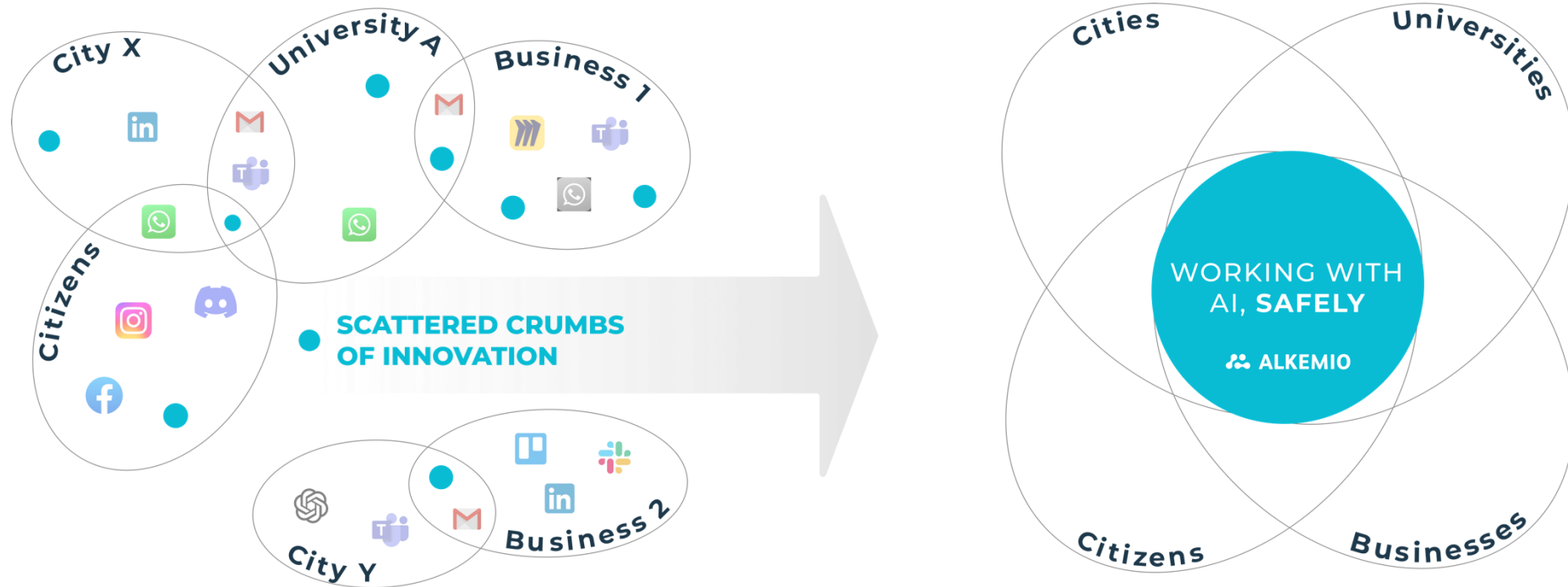
Knowing your data won't be sold or misused.

To **stay relevant** in an AI enhanced world.

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ENABLING **PEOPLE AND AI** TO COLLABORATE

Using one platform. Instead of adhoc usage of partial collaboration and AI solutions

OUR BUSINESS MODEL: **SAAS SUBSCRIPTIONS**

Space subscription plans

	Monthly Price	Number of users
Free	-	10
Plus	€249	100
Premium	€749	250

Services and features, including Virtual Contributors, vary depending on the plan

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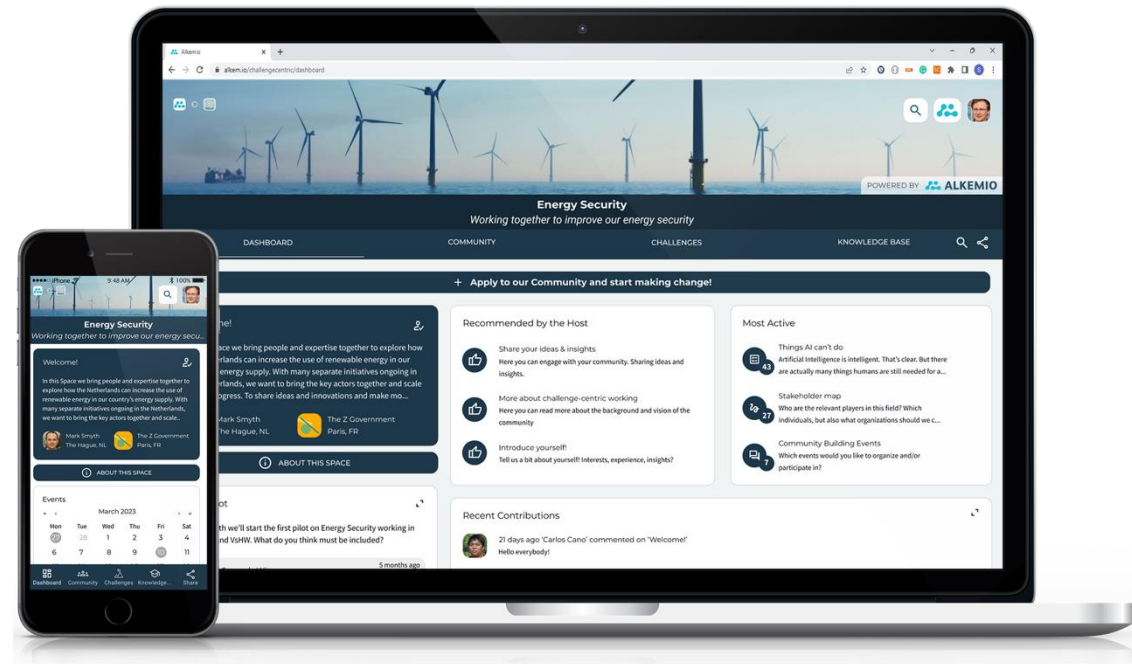
MARKET #1: TECH/AI SOLUTIONS FOR THE **PUBLIC SECTOR**

Addressable market (the Netherlands)

12 Ministries
12 Provinces
342 Cities

€3.6 Billion gov-tech spend
In 2020 (total for Europe: **€104** Billion)

Fast-Growing AI Budgets

Sales strategy

Direct sales. And strategic **partnerships** with key public sector entities (B2G2G). Raising awareness of the importance and availability of public values driven tech solutions.

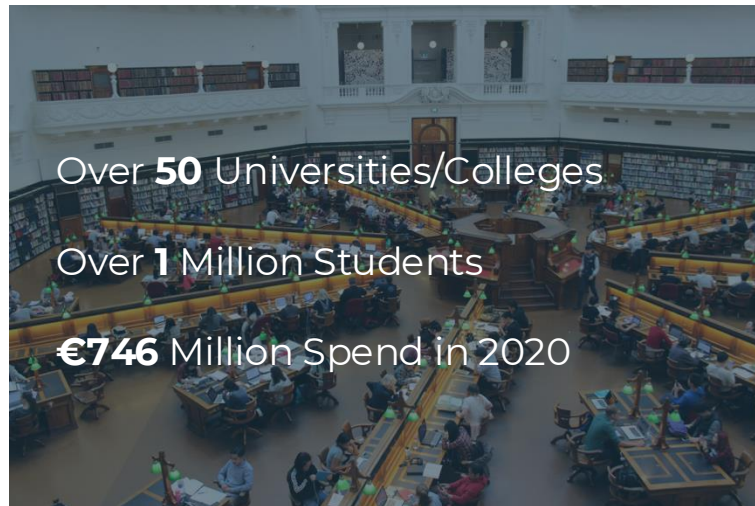## Competition

Microsoft Teams, Pleio, custom software

DIGICAMPUS

Den Haag
VREDE EN RECHT

Overcoming duplication of efforts/expense, and quicker integration of AI, to improve public services.

Avoiding big tech lock-in…..

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MARKET #2: ENABLING **EDUCATION** TO INCREASE ENGAGEMENT AND INNOVATION, AND BREAK FREE OF BIG TECH

Addressable market (the Netherlands)

Over **50** Universities/Colleges

Over **1** Million Students

€746 Million Spend in 2020

Sales strategy

Direct sales to universities/colleges
Indirect (B2B2B), through professional service providers using Alkemio.
Direct to students, with free access to drive usage, word of mouth and future product champions within organizations.

Competition

Google Docs, Brightspace, Moodle

Empowering our future change makers.

Alignment of interests amongst universities, teachers and students creates huge network effect potential.

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LED BY FOUNDERS WITH EXTENSIVE **TECH STARTUP** AND **SCALEUP** EXPERIENCE AND INNOVATION EXPERTISE

Neil Smyth, NL
CEO/CTO
Co-Founder

20+ years in tech startups and scaleups. Scaled PDS from 15 to 180 staff, in the Netherlands, USA, and UK.

René Honig, FR
AI Chief
Co-Founder

Former Chief Digital Officer at Shell, and VP for strategy and innovation. Founder of multiple startups.

Simone Rietmeijer, NL
Product
'*Design Thinker*'

Over 15 years leading design projects and workshops in the collaboration and education industries.

Stefan Kunst, NL
Commercial
'*Change maker*'

Combining experience in tech (Odyssey) and the public sector (Province of Drenthe). Lead major innovation events.

Denise Larsson, NL
Community
'*Rock Star*'

Leading engagement with Alkemio communities since the early days.

Valentin Yanakiev, BG
Engineering
'*Tech 4 Good*'

Over 15 years developer experience including open source and web3.

Fintan Smyth, JP
Funding
'*Impact Financier*'

Over 25 years finance experience including New York, Singapore and Tokyo.

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STEWARD OWNERSHIP, DESIGNED TO BENEFIT SOCIETY, **WHAT DOES THAT MEAN?**

Alkemio's purpose

To help society solve challenges while having full economic sustainability and scaling to have huge impact

Legally locking in Alkemio's purpose and independence for the long-term, with veto right for certain decisions held by 3rd party

Guided by stewards, who control the voting shares to ensure the business is managed to achieve the purpose

For all stakeholders, not just shareholders. Investor returns are capped, with excess profit going to benefit society. Profit serves purpose

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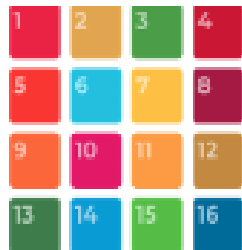# FUNDRAISING TO **CHANGE THE STATUS QUO**

Loading...

€1.2 Million raised

Raising €2-€10 Million to scale...

Supercharge collaboration

Enabling SDG 17, the **key** to

making progress on all UN SDGs

To scale Virtual Contributors

Expand AI / sales teams

Grow team from 17 to 30+

Increase revenue to €1 Million+

Provide inspiration

That we **can** have a safer

digital future

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ALKEMIO

For impact investors who want to create a better and safer future!

While earning 3x-5x returns from a business backed by powerful trends in society.

Sounds like you? Big tech isn't waiting, let's make it happen together, now!

Neil Smyth, CEO
neil@alkem.io