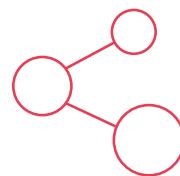


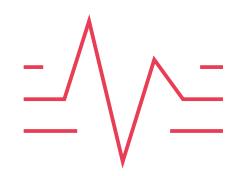
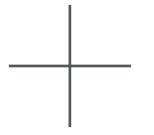
elium

*We believe that capturing and sharing experiences
empowers individuals to make a difference.*

Collaboration Platform for Knowledge-driven companies



knowledge sharing



collaboration



market watching

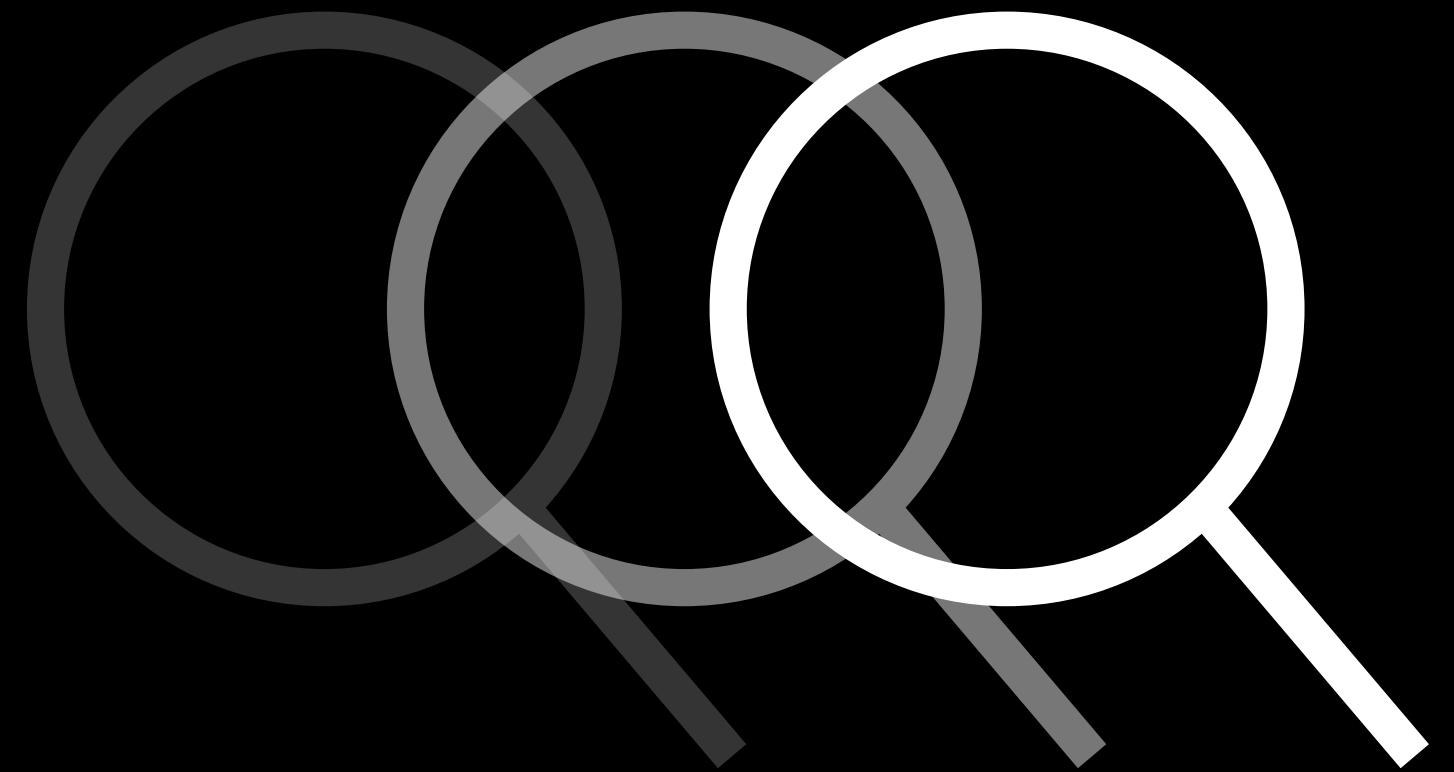
Knowledge Management shift towards social knowledge

human process
meetings
request based
static & slow
disconnected



platform & toolkits
self-service & DIY
24/7 & scalable
dynamic & responsive
unified and connected

The problem



silos
demultiplication
low governance

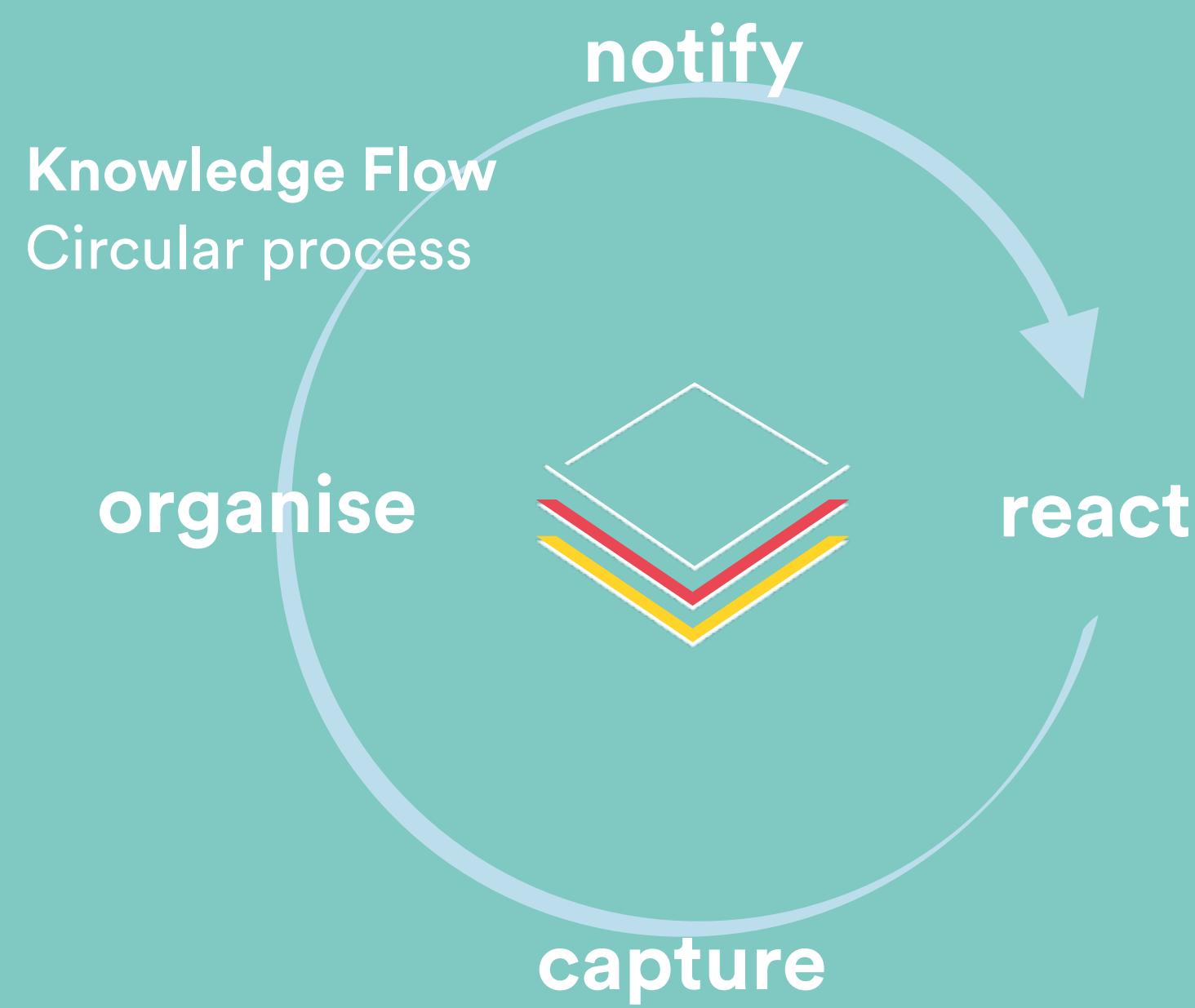
low distribution
lack of context
lack of feedback

information overload
low visibility
no reuse

the 21st century requires knowledge intensive networks

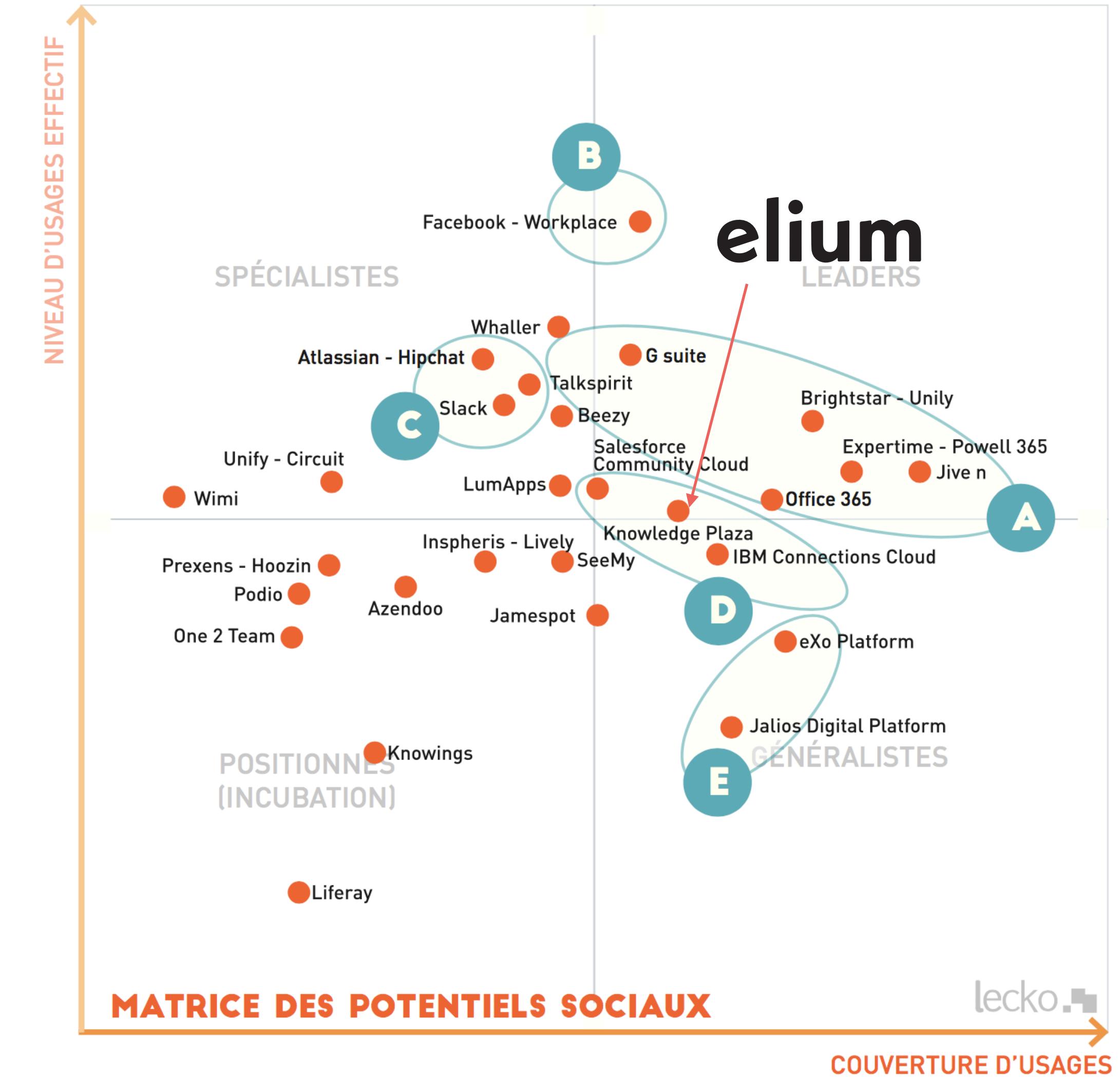
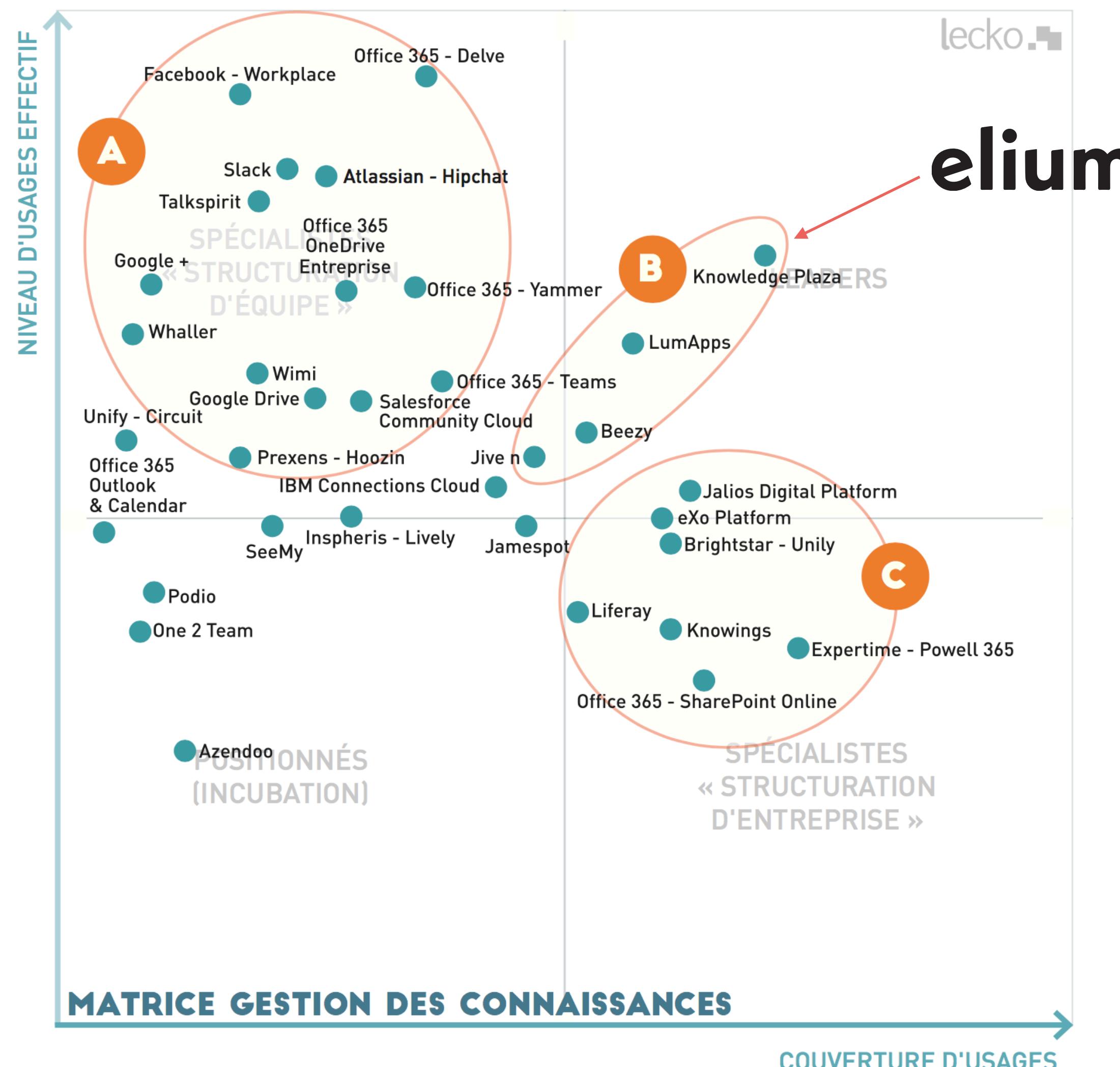
The solution

Elium, The Knowledge sharing platform helping employees to capture and share experiences



The screenshot shows the Elium platform interface. At the top, there is a navigation bar with the brand name 'elium', a search bar, and several menu items: 'For you', 'Innovations', 'Customers success', 'Sales & Marketing', 'Company', and 'Others spaces'. A red notification badge with a plus sign is visible in the top right corner. Below the navigation, a large central area displays a welcome message: 'Welcome to elium' in red, followed by the tagline 'knowledge sharing for a more agile, innovative and engaged organisation' and a 'Learn more' button. To the right of this central area, there is a sidebar titled 'WEEKLY USERS' which lists 'People most actif on the plateform you may follow' with three entries for 'Delia Butler' (CEO & Programmer). At the bottom of the sidebar, there is a section titled 'TOP COLLECTIONS OF THE WEEK' with a sub-instruction 'See what's the news trend collection on the plateform.' and a small thumbnail image.

Leader



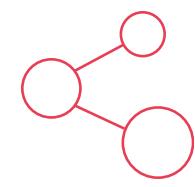
Why are we different

source LECKO TOME 7 GLOBAL BENCHMARK 2017

	elium	JIVE	YAMMER	GOOGLE APPS	SHAREPOINT +SITRION	IBM CONNECTIONS + CCM
Knowledge management	•••••	•••	•	•••	•••	••
Share and talk	••••	•••••	••••	••••	•••••	••••
Connect people	•••	•••••	•••	••	••••	•••
Strategy and interoperability	•••	••••	••••	•••	••••	••••
User experience	•••	••••	•••	•••	•••••	•••
Price for 1000 users per month	\$ 3.5	\$ 5+?	\$ 3	\$ 6	\$ 18+\$ 15+ \$?	>\$ 20+?
Data Location	Cloud	Cloud + on premise	Cloud + on premise	Cloud + on premise	On premise	Cloud + on premise

Why are we different

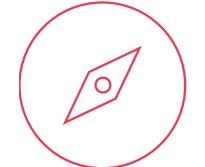
elium > Unique User Experience



knowledge sharing



collaboration

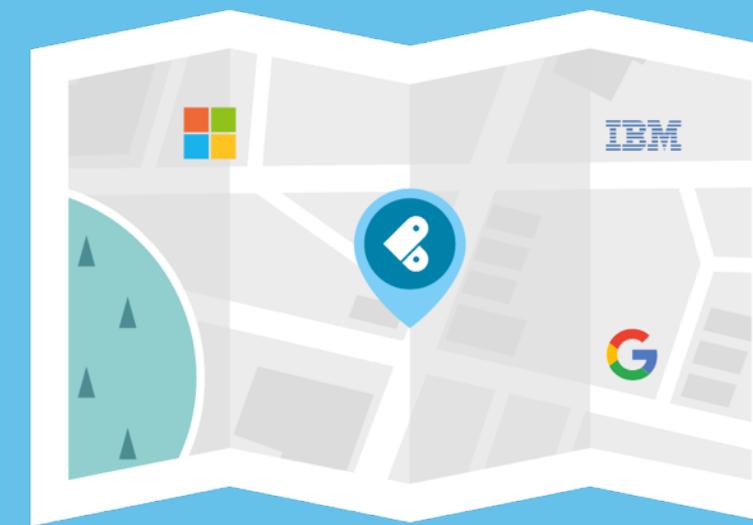


market watching

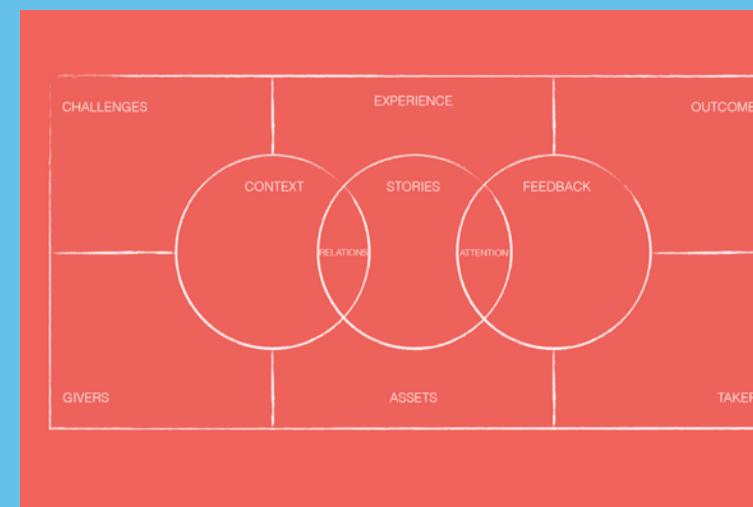
The screenshot shows a user interface for creating a story. At the top, there's a header with 'Back', 'Invite contributor', 'Translate', 'Save in draft', and 'Publier'. Below the header, a text area contains the text: 'Recently I came across an ex... the internet. The video was...'. A sidebar on the left titled 'INSERER' lists various content types: Sondage, Tableau, People, Pictures, Files, Séparateur, Map, Site web, and Code. On the right, a modal window titled 'Choose a space' asks 'Select a space ...' and lists mandatory tags: INDUSTRY (see all), TECHNOLOGY (see all), and VILLE (see all). It also has sections for 'Add more tags' and a 'Publish' button.



On Boarding
Methodology



Integration



Knowledge
Awareness
Methodology

Customers



Cartier



L'ORÉAL



join the dots

In Extenso
Membre de Deloitte.

Montreux
Jazz Festival

For all those customers, knowledge sharing is an essential asset for success

Business model

elium

Subscription plan per user per month

Min one year plan

On boarding cost of 5k€

Target: 90% of subscription revenues /

10% services

Scalable Annual Pricing

100 users = €14 400

500 users = €30 000

1000 users = €42 000

10000 users = €240 000

Breakeven

elium

ARR = 1.8M€

Average Annual Recurring Revenue per Account : 32k€

LTV/CAC = 4.2

Customer Acquisition Cost = +- 30k€

Customer lifetime : >5 years

LTV = 32k€•5•80% = 128k€

**Recurring Revenue Growth
over the last 2 years = +-65%**

+160% on one segment

Net MRR churn (y) : -4%

Customers chrun (y) : 5%

Key figures

elium

70 000 paying users across the world

19 employees in our offices (BE, FR, CH)

1.1M€ annualized recurring revenues end of 2014

1.4M€ annualized recurring revenues end of 2015

1.7M€ annualized recurring revenues end of 2016

Team



Antoine Perdaens
CEO & co-founder
CXO



Raphaël Briner
CMO & Co-Founder
CXO



Fabienne Vandekerkove
VP Customer Success
CXO

Sylvain Munaut
Head of Security & Co-Founder



Gregory Culpin
VP Sales
CXO



Timoté Geimer
Head of Product
CXO



Serge Thiry
CFO & Co-Founder



Raphaël Slinckx
Lead Developer & Co-Founder

Quentin Gérôme
Developer

Patrick Rácz
Customer success

Laura Tholet
Sales coordinator

Julien Poissonier
Developer

Nora Ghitescu
Marketing & Com Manager

Nicolas Parvais
Infrastructure

Joachim Thillarye
Developer

Hélène Marcq
Customer success

Coraline Delvaux
UX/Front-end design

Gabrielle Lods
Content

Thomas Moreau
Support Manager

Ingrid Bourgault
Graphiste

Khalid Yagoubi
Consultant

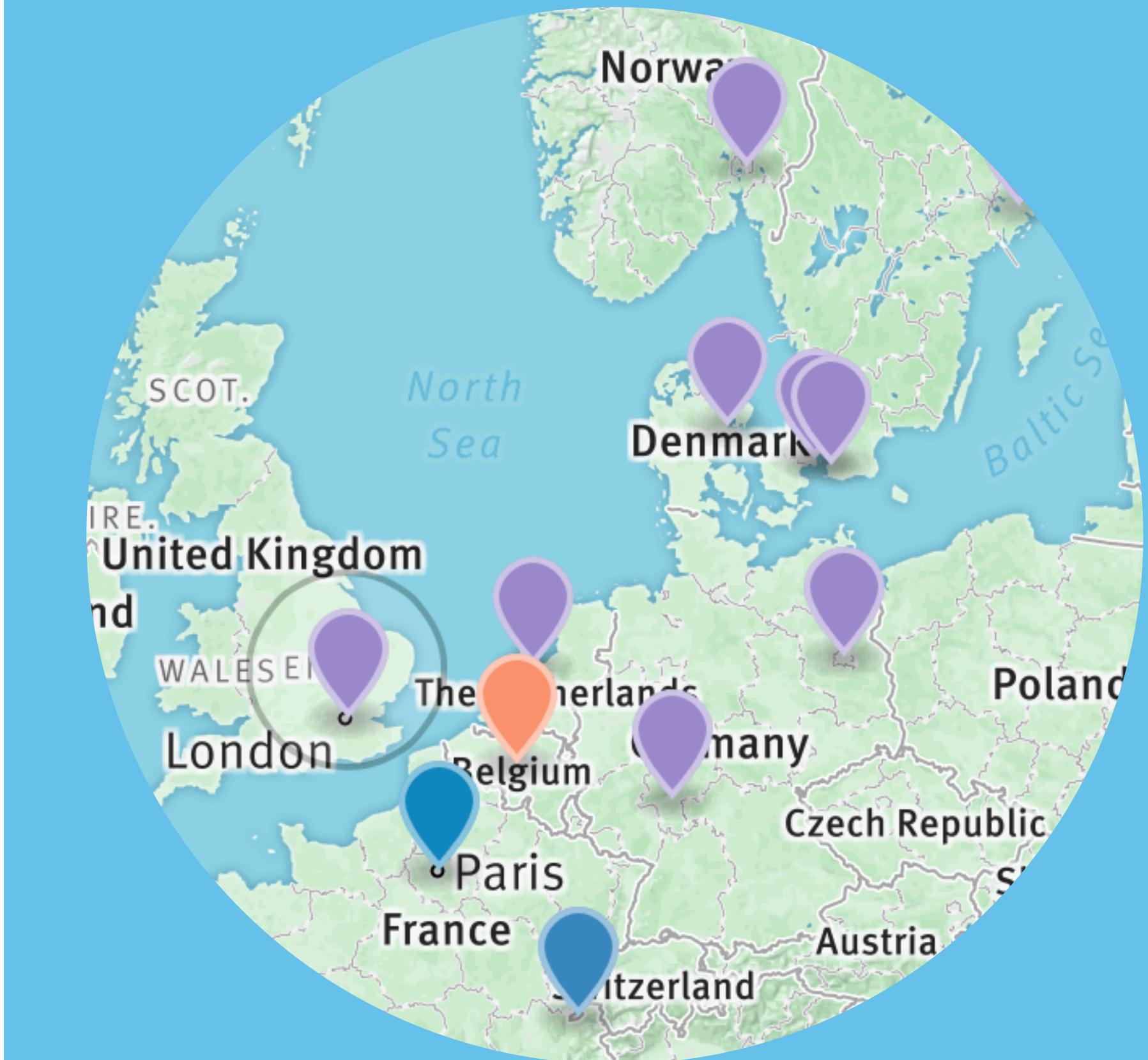
Lionel Dricot
Product Manager

New markets

After having validated our business model on selected test markets, we want to

- Replicate this on **new markets in European northern countries such as UK, Germany, Scandinavia**
- **Accelerate sales** with mid-size projects by improving our customer journey
- **Transform Elium** into an all in one platform and scalable company

Going North



Investment

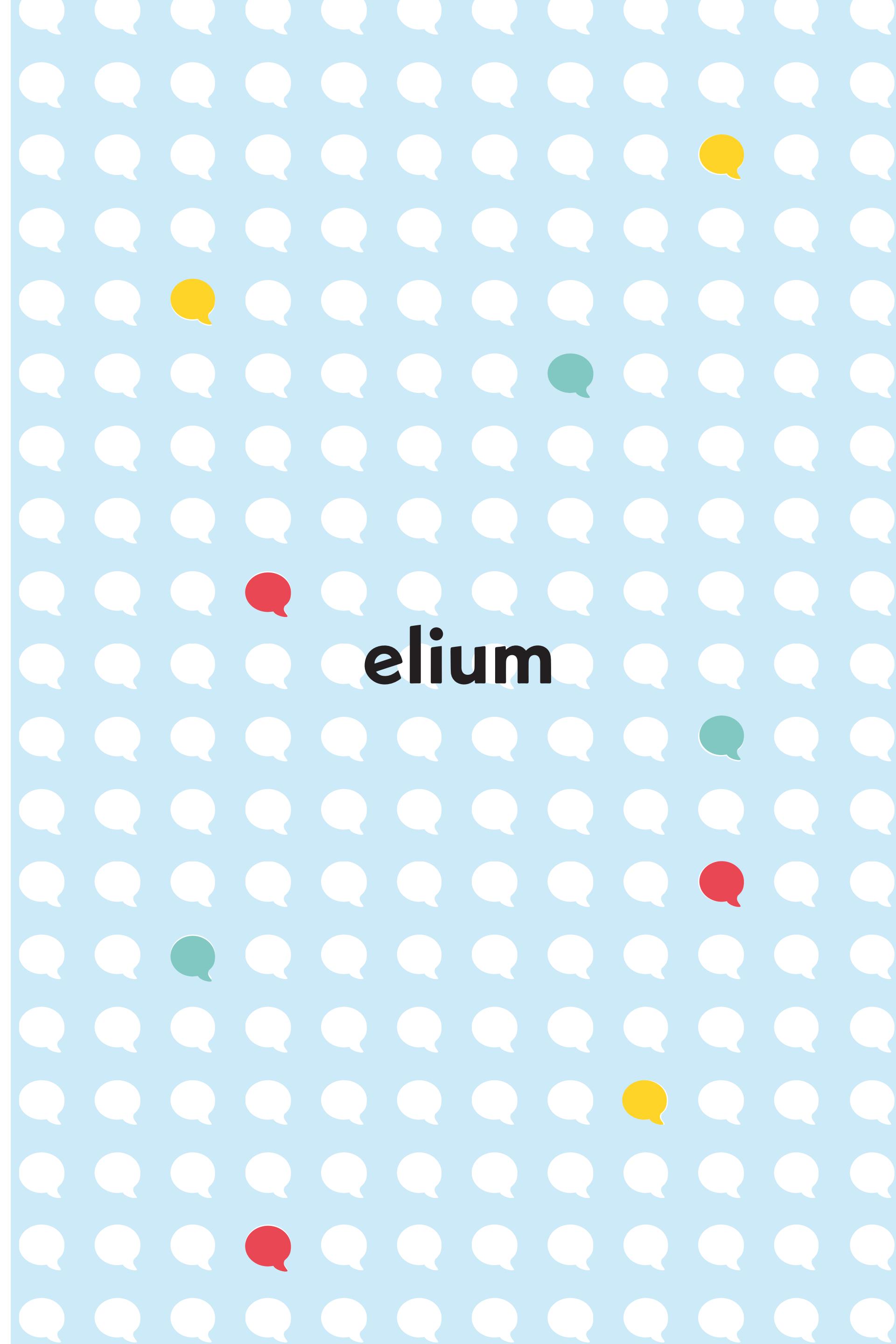
In conclusion, we are raising to

Build up our sales team

Go global and become a must-have platform within Enterprises

Improve our User, Employee & Customer experience

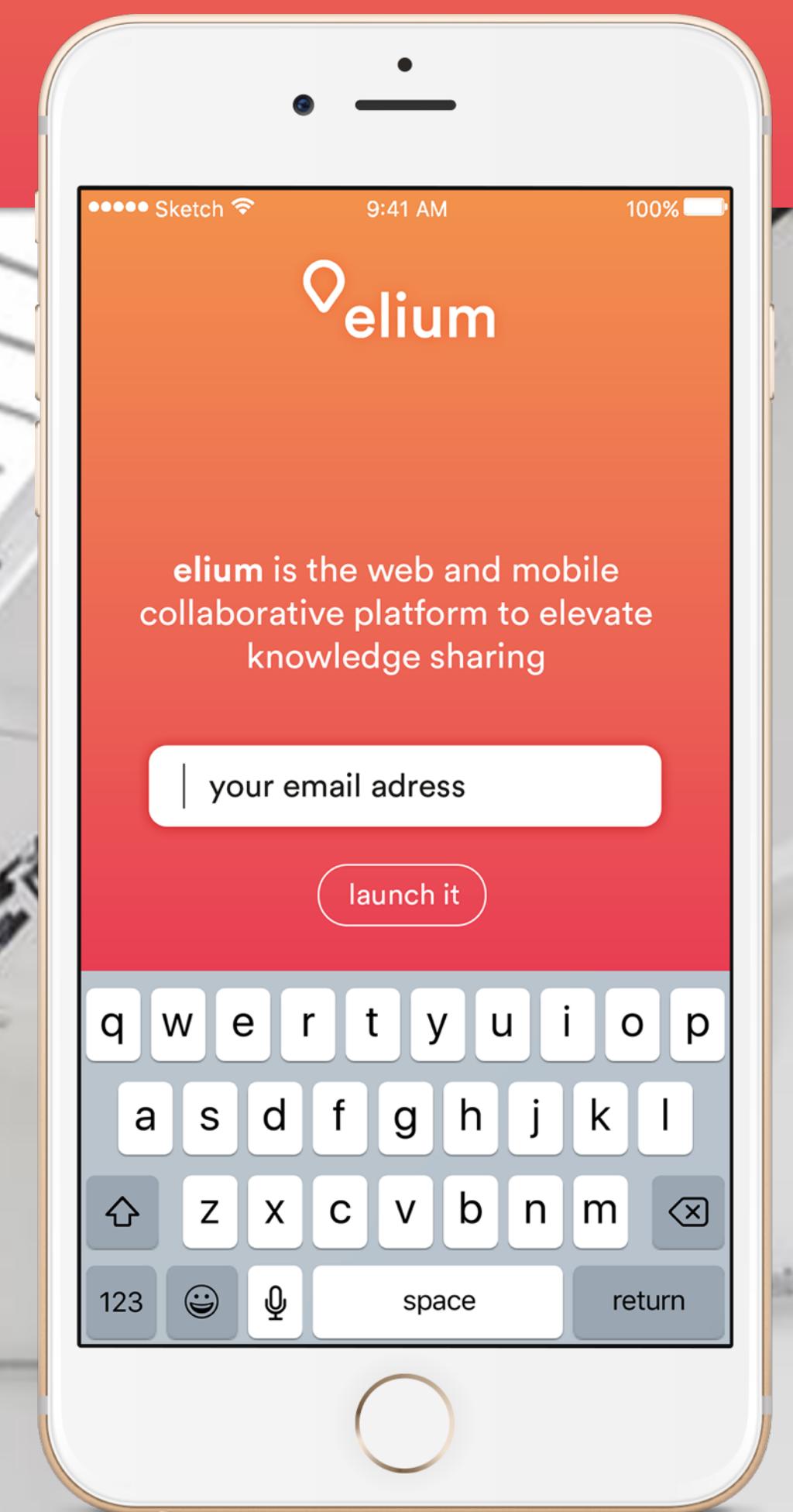
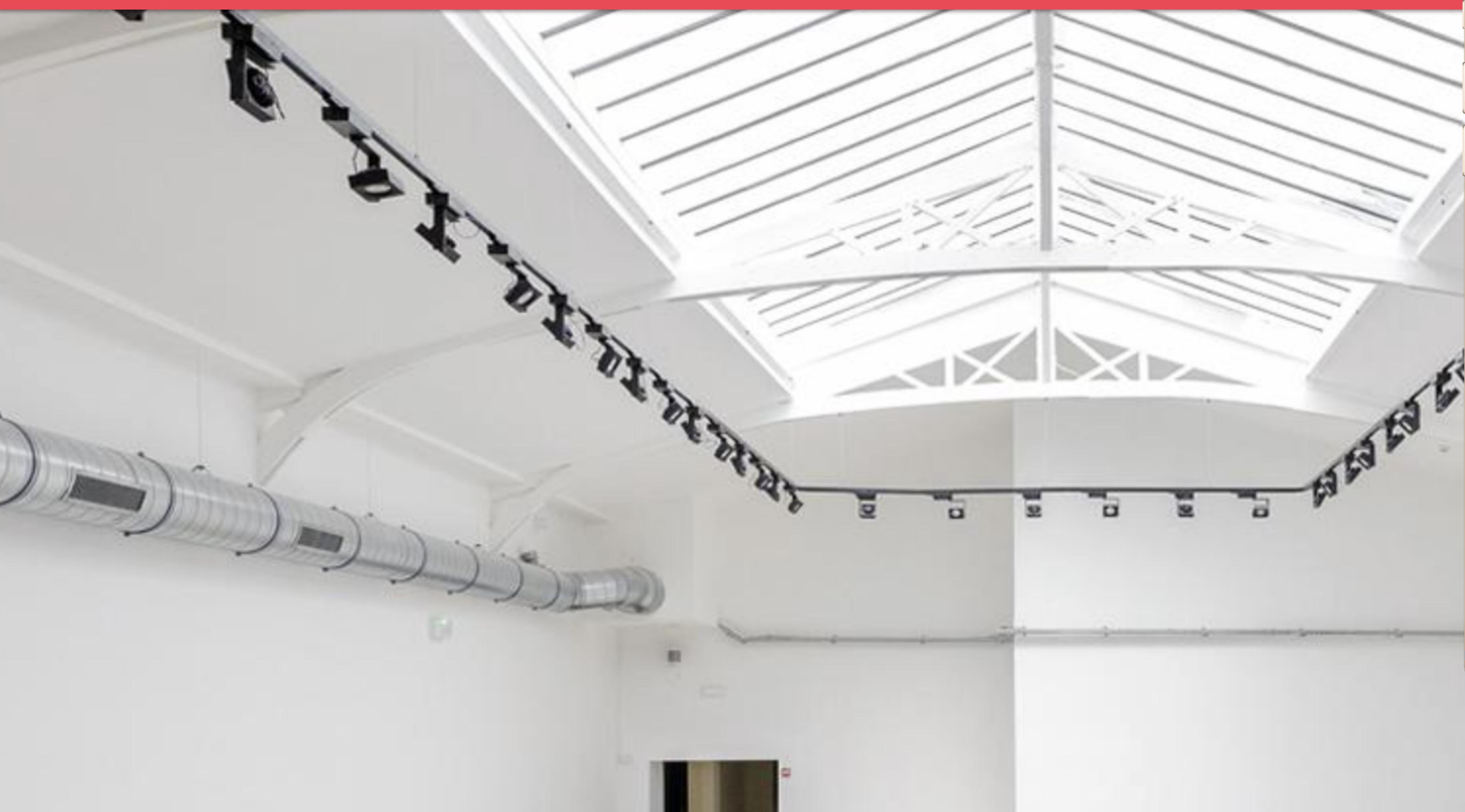
Invest in R&D (integration + Cognitive computing)



elium.com New brand announcement

Shift from Knowledge Plaza to Elium, on March 10th
in Paris, and 16th in London. Come to see us !

<http://www.knowledgeplaza.net/knowledgetour/>



elium

Scalable



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