

# *The* Energy Venture Investment *Summit*



THURSDAY, FEBRUARY 17  
9:50 AM (MT)

# EXUM INSTRUMENTS



HAYNES BOONE



# EXUM

The background of the image is a close-up, angled view of a black, rectangular scientific instrument. The instrument has a matte finish and a fine, grid-like texture on its side panels. The word 'EXUM' is printed in a small, white, sans-serif font on the lower left side of the front panel. On the right side, the text 'HTOF 01' is visible in a similar font. The lighting is dramatic, with strong highlights and shadows that emphasize the instrument's form.

SCIENCE | SIMPLIFIED

# THE PAIN POINT

## MASSBOX



## CURRENT STATE-OF-THE-ART



# CUSTOMER VALUE PROPOSITION



## Characterizing Additive Manufacturing Metals

- Currently requires 3 different analytical instruments for full chemical characterization
- ~\$1,000 / sample at external lab
  - PhD chemist operators
- Up to 1 month turnaround

## Exum's solution

- A single analytical session for full characterization
- In-house instrument (\$100,000+ savings / year)
  - Tech or engineer users
- 4-6 minutes turnaround




**"Traditional analytical instruments were not cost and time effective to analyze our materials. Exum's tool enables high-throughput analysis of both our feedstock powder and printed parts to significantly boost our quality assurance and R&D turnaround"**

**Jeremy Iten, PhD, Chief Technology Officer  
Elementum3D**



# HOW THE MASSBOX COMPARES

In order of  
importance to  
customers:

	Massbox	Laser Ablation + ICP-MS*	Alternative Methods		
			ICP-MS* (liquid intro)	LIBS	XRF
Ease of Use					
Elements Measured					
Sensitivity					
Price					
Speed					
Cloud Based					
Ruggedness					

\*Inductively Coupled  
Plasma Mass  
Spectrometers  
require liquid  
sample introduction  
unless combined  
with Laser Ablation

# ACCOMPLISHMENTS

SCIENCE | SIMPLIFIED

## SINCE Q1 2021

- REDESIGNED INSTRUMENT TO FULL PRODUCTION MODEL
- EXPANDED TEAM TO 13 EMPLOYEES
- RAISED + \$1.8M LAUNCH ROUND IN SAFE'S
- SOLD INSTRUMENTS (\$1M)
- WON 2 SBIR PHASE 1 AWARDS (NIST AND AFWERKS) (ALREADY HAVE 2 MOU'S)
- WON GOLD PRIZE IN THE MASSCHALLENGE STARTUP ACCELERATOR
- PUBLISHED 4 ARTICLES AND 2 PRESS RELEASES
- GREW SALES PIPELINE TO +10M
- IDENTIFIED TARGET MARKET TO DOMINATE

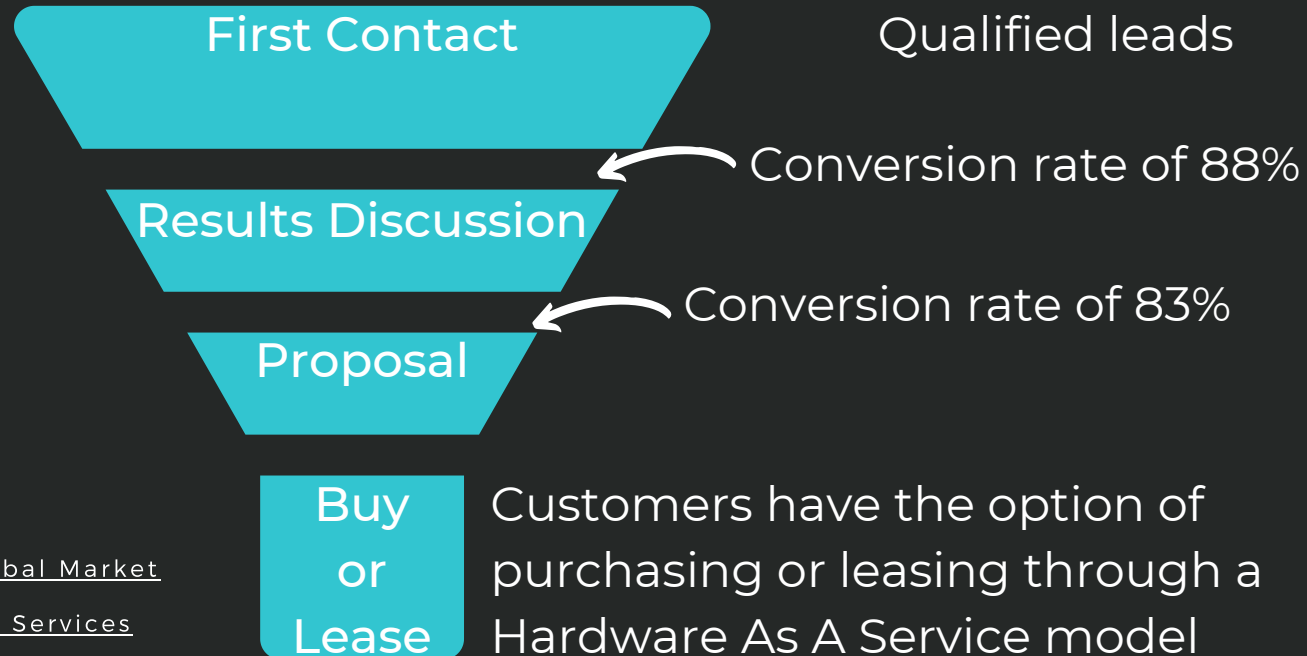
# TWO MARKET APPROACH TO SALES

Users who presently own a tool to measure solid elemental constituents

Estimate annual domestic market of **\$5B\***

Users who presently do not own a tool to measure solid elemental constituents, but know how to use the **data**

Estimate annual domestic market of **\$19B\*\***

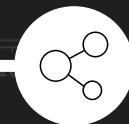


\*Analytical Laboratory Instruments Global Market Opportunities and Strategies to 2030

\*\*Testing, Inspection, and Certification Services Market Report

# ECOSYSTEM SAAS PLAY

Live map  
**MASSBOX**



**INTEGRATED ECOSYSTEM  
LEADING TO A MATERIAL  
LIBRARY**

**INTERCONNECTED  
NETWORK ACROSS  
EVERY LAB COMPONENT**

**MORE INTUITIVE  
INSTRUMENTS OFFERING  
SENSIBLE VISUALIZATION**

**VERTICAL INTEGRATION  
CREATING A COHESIVE  
LAB PLATFORM**

Instrument active status

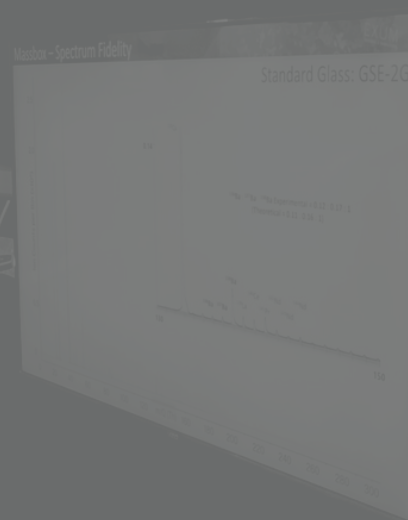
**ACTIVE** Vacuum **ON** Scale/Grid  
**OFF** Analysis  
**READY** Laser  
ESTIMATED TIME: 1:25:13  
**ABORT**

Pt Cs Na Ca Ge Select element to view isotopes



# 2022 MILESTONES TO A-ROUND

- DEPLOY 4 INSTRUMENTS INTO THE FIELD
- EXPAND TEAM TO 17
- INCREASE FUNNEL TO \$30M
- SELL AND ADDITIONAL \$3M IN INSTRUMENTS
- WIN PHASE 2 SBIR
- REFOCUS MARKETING CAMPAIGNS
- CLOSE A-ROUND IN Q4
- IDENTIFY NEXT MARKET



# TOP 5 COMPANIES ACQUIRING ANALYTICAL TECHNOLOGY COMPANIES (2015-2021)

			Total 2015-2021	Average 2015-2021	No. of Acquisitions Lifetime
<b>Thermo Fisher</b> PPD Mesa Biotech Henogen Advanced Scientifics			\$45.2B	\$4.5B	60
<b>Perkin Elmer</b> Oxford Immunotec Horizon Discovery EuroImmun AG			\$2.3B	\$758M	29
<b>Danaher</b> Cytiva Advanced Vision Tech			\$37.9B	\$9.5B	55
<b>Agilent</b> Resolution Bioscience BioTek Instruments			\$2.6B	\$425M	48
<b>Roche</b> GenMark Diagnostics Inflazome Spark Therapeutics Tusk Therapeutics			\$15.5B	\$1.3B	49

# THANK YOU

**EXUM IS RAISING SERIES A ROUND STARTING IN Q3 2022**

**IF YOU ARE INTERESTED IN LEARNING MORE,  
PLEASE REACH OUT**

**JEFF WILLIAMS, CEO AND CO-FOUNDER**  
**JEFF@EXUMINSTRUMENTS.COM**

**813-480-0574**

**LOCATED IN DENVER, CO**

**[WWW.EXUMINSTRUMENTS.COM](http://WWW.EXUMINSTRUMENTS.COM)**

**[LINKEDIN](#)**

EXUM  
SCIENCE | SIMPLIFIED

SCIENCE | SIMPLIFIED