EXUIN

~\$1M IN SIGNED PO'S

Exum sold beta instruments to early adoption customers

HEALTHY MARGINS

For unit sales, present margins are 30-40% but a direct path exists to 62%

INTELLECTUAL PROPERTY

Technology protected by 2 domestic and 1 international broad patents

BEYOND THE TRADITIONAL \$5B MARKET

Present domestic elemental analytical instrument market is ~\$5.5B, however, 9 out of 10 potential customers do not currently own these instruments

PATH TO HIGH MULTIPLIER EXIT

100s of technology acquisitions have already occurred, and the cadence and value of these is increasing

FOCUS ON TOOL DEPLOYMENT & BUSINESS MODELS

Before ramping up manufacturing capabilities, we will learn from early tool deployments and explore service business models

THE TEAM

PRESENTLY EXUM HAS

- 3 Analytical Chemists
- 3 Mechanical Engineers
- 3 Developers

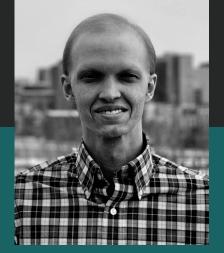
OFFICE LOCATIONS IN

- Denver
- Albuquerque



JEFF WILLIAMS CEO/CO-FOUNDER

Jeff realized the analytical world he loved so much was greatly lacking. This inspired him to pivot from research scientist to entrepreneur with a mission to redefine analytical instruments forever.



STEPHEN STRICKLAND CFO/CO-FOUNDER

Steve brings with him years of corporate management experience running teams responsible for closing multimillion dollar transactions.



JOSH ULLA CDO

With a proven track record of taking new technology to market, Josh is pioneering and forging a new analytical path for Exum's customers.

PROBLEM SOLVED

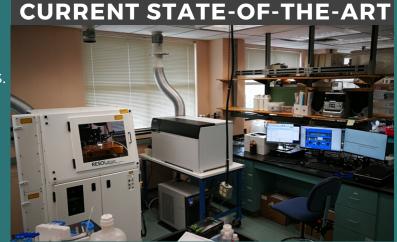


- High-sensitivity, high-throughput solid material characterization
- Enables the next generation of manufacturing (Industry 4.0)
- Democratizing mass spectrometry
- Patented Laser Ablation Laser Ionization (LALI) technology

From manufacturing to resource extraction, numerous industries require chemical characterization of their solid materials, however, they lack in-house capabilities.

Until now, no single instrument offers:

- High-sensitivity measurements of the full periodic table
- Ease-of-use for solid materials
- Low-cost operations



HOW THE MASSBOX COMPARES

			Alter						
	In order of importance to customers:	Massbox	Laser Ablation + ICP-MS*	ICP-MS* LIBS		XRF			
				(liquid intro)					
	Ease of Use								
	Elements Measured								
	Sensitivity								
	Price								
	Speed						*Inductively Coupled Plasma Mass Spectrometers		
	Cloud Based						require liquid sample introduction unless combined		
	Ruggedness						with Laser Ablation		

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LA-ICP-MS MASS SPEC THE MASSBOX

DIFFICULT TO USE

Requiring a PhD Chemist as well as being finicky, present tools are never easy to use

TECHNICALLY INSUFFICENT

Existing tools require multiple sample runs, calibration, and corrections

EXPENSIVE

For adequate characterization, tools cost an excess of \$1M

FRAGILE

Tools require careful set up and regular tuning, often upset by subtle movements

LACKING A SINGLE INTERFACE

Many poorly written software packages are stitched together to complete analytics

EASY AS A SMARTPHONE

The user interface is simple, intuitive and can be operated by an entry level tech

ANALYTICALLY SUPERIOR

Total characterization can be completed in a single analytical session

AFFORDABLE

Starting at \$390K, aggressively undercuts the competition and runs samples at 1/10th the cost

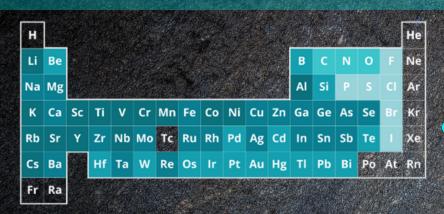
RUGGED

Deployed in the labs, manufacturing floors and in the field, it's ready for work

EXUM ECOSYSTEM (SaaS)

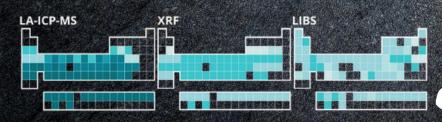
All software needed for data handling and analysis is available in a single environment

ANALYTICALLY SUPERIOR



THE MASSBOX CAN ANALYZE
ALL THE CONSTITUENTS IN A
SOLID SAMPLE IN ONE
SESSION





Parts Per Million Sensitivity Legend

.001-.01 .01-.1 .1-1 1-10 10-100 100-1,000 1,000-10,000 No reading

TRADITIONAL TECHNOLOGY
SUCH AS LA-ICP-MS, XRF OR
LIBS ALL FALL SHORT IN
EITHER BREADTH OF
ELEMENTS MEASURED OR
SENSITIVITY

CONFIDENTIAL

TRACTION

enetrating 2 Markets

Needs the Data?



Owns the

Domestic Market



Customers

Research Scientists
at Fortune 500
Companies,
Academia,
Government &
Independent Labs

Example

LOS ALAMOS NATIONAL LAB





~\$19B/ YEAR** in Additive
Manufacturing,
Aerospace,
Recycling, Batteries
& Natural Resources

ELEMENTUM 3D

Exum's Sales Process:

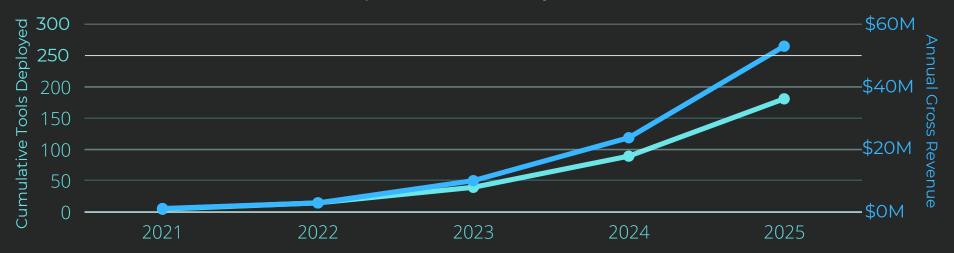
- Demonstrate the Massbox's capabilities on their specific samples
 - Potential customers send up to 12 samples and we analyze them through a blind test
- When purchasing, customers have the choice of either:
 - Purchasing
 - Leasing (Hardware as a Service (HaaS))

TRACTION

Noteworthy Sales Metrics:

- 88% of customers who meet with Exum request a demonstration
- 83% of those who get a demonstration request a proposal
- Exum presently has >50 high potential leads
- Exum presently has a sales pipeline of >\$10M customers who have requested a demonstration

Exums Instruments' financial model is previewed below (light blue is tools and dark blue is revenue):



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

TECHNOLOGY COMPANIES (ZUIS-ZUZI)									
				Total 2015-2021	Average 2015-2021	No. of Acquisitions Lifetime			
PPD Mesa B Henoge		sher Qiagen Brammer Bio Pantheon	FEI Affymetrix AlfaAesar	\$45.2B	\$4.5B	60			
	'kin Elm Immunotec	1er Horizon Discovery	Eurolmmun AG	\$2.3B	\$758M	29			
Cytiva	naher ced Vision Tech	Cepheid	Pall	\$37.9B	\$9.5B	55			
Resolut	ilent tion Bioscience Instruments	ACEA BIO Lasergen	Advanced Analytical Tech Cobalt Light Systems	\$2.6B	\$425M	48			
GenMa Inflazor Spark T	che rk Diagnostics me herapeutics nerapeutics	Flatiron Health Ignyta mySugr Tensha Therapeutics	Adheron Therapeutics GeneWEAVE Trophos Foundation Medicine	\$15.5B	\$1.3B	49			

WORDS OF INTENTERS SIMPLIFICATION OF THE PROPERTY OF THE PROPE

CHEVRON TECHNICAL CENTER

 "We are convinced that the development of advanced Massbox has importance to the O & G business." - Francisco Lopez-Linares, Technical Team Leader

UNIVERSITY OF PENNSYLVANIA

 "I intend to submit an NSF Major Research Instrumentation grant to purchase the Massbox for my University of Pennsylvania laboratory." - Dr. Jon Hawkings, current Research Fellow starting a new faculty position at University of Pennsylvania this fall

UNIVERSITY OF WATERLOO MULTI-SCALE ADDITIVE MANUFACUTRING LABORATORY

 "Upon receipt of funding through public sector grants targeted to support this equipment, we intend to purchase a Massbox for our laboratory" - Mihaela Vlasea, Assistant Professor, Department of Mechanical and Mechatronics Engineering

UNIVERSITY OF IDAHO

 "Indeed, Massbox opens research opportunities that are currently unavailable at UI with the existing analytical instrumentation." - Inna Popova, PhD, Assistant Professor, Soil and Water Systems

STANFORD UNIVERSITY / SLAC NATIONAL ACCELERATOR LABORATORY

"Available to speak to potential investors as a reference" - William Chueh, Associate Professor of
 Materials Science & Engineering, Faculty Scientist, Stanford Institute for Materials & Energy Sciences

EARLY ADOPTER TESTIMONIAL

MATERIALS CHARACTERIZATION

Additive Manufacturing (3D Printing) Company developing proprietary ultra-materials

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



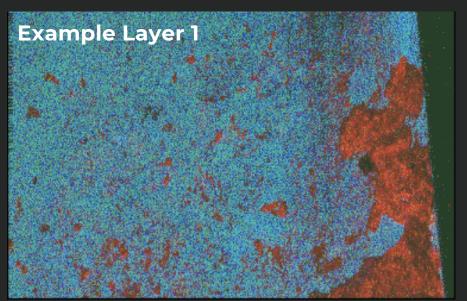
Exum's solution

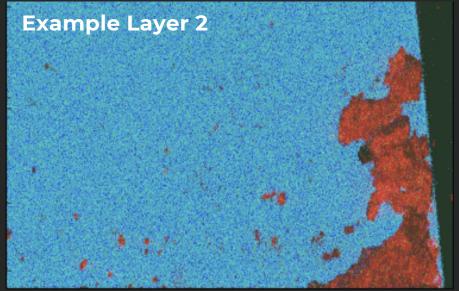
- Full characterization in minutes with single analytical session
- In-house instrument operated by tech or engineer (no Chemistry PhD required)
- \$100,000+ in cost savings each year

"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

A DEEPER LOOK AT ELEMENTAL MAPPING





Exum's **Massbox** (LALI) offers

- o X and Y spatial resolution of 1-250 μm
- Z depth resolution of 10-100 nm

- Sensitivity across all required elements
- Sample rep rate of 50Hz
- Sample size up to 8.3 cm x 8.3 cm

THANK YOU

EXUM IS READY TO HELP THE ENERGY INDUSTRY UNDERSTAND THEIR MATERIALS

IF YOU ARE INTERESTED IN LEARNING MORE ABOUT, PLEASE REACH OUT.

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