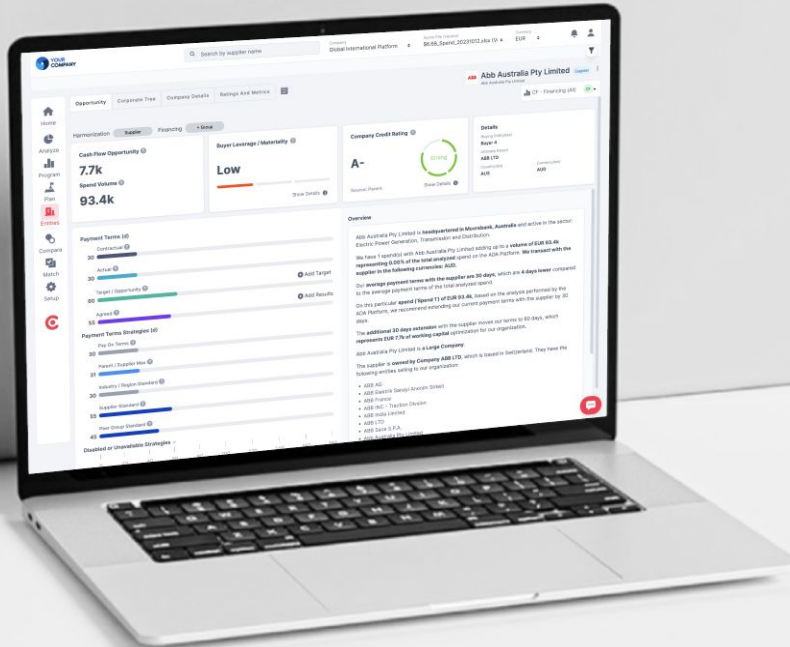




Revtech Labs 2024

Unlocking Working Capital with **AI-Powered Supply Chain Analytics**





Founded by the world's leading experts in **Supply Chain Finance**



CEO
Oliver Belin

20+ years of experience in Working Capital Finance

Founder of Swiss Commercial Capital
sold to Macquarie Bank in 2011

Instructor for Supply Chain Finance at
New York Institute of Finance

Author of Book "Uncovering Supply Chain
Finance"



CPO
Robert Kramer

20+ years of experience in Supply Chain Finance

Co Founder and COO of PrimeRevenue,
the largest fintech in supplier finance

Head of trade finance innovation at
Standard Chartered & VP at JP Morgan

Recognized as "Pros to Know" by Supply
& Demand Chain Executive



200M firms worldwide - every one negotiating Payment Terms

Today, there is **no solution** that provides Insights on what Payment Terms should be

Today's Manual Solutions

\$1.2T

trapped working capital
across S&P 1500 companies

AI-Powered Supply Chain Analytics

\$0.8T

unlocked working capital
with optimized payment
terms

\$0.4T

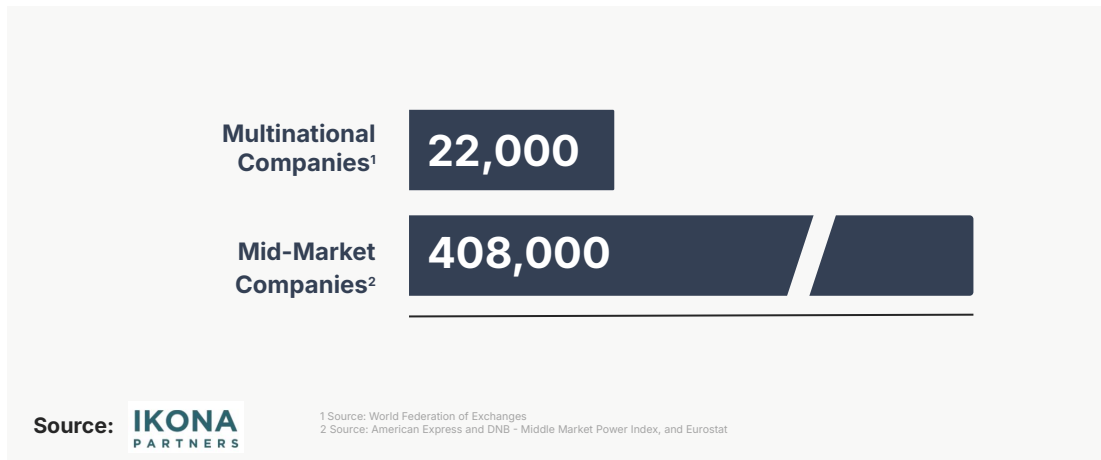
trapped working capital
across S&P 1500 companies



Calculum's TAM is almost unlimited
with no restrictions of industry and country
Every B2B transaction is negotiating payment terms

Estimated TAM
in US & EU Market alone

\$7B



[illegible]

capital* for every dollar spent

- capital* for every dollar spent

[illegible]



We help organizations unlock millions in Free Cash Flow by helping them **aligning their payment terms to their competitors**

Average Client Results

114M

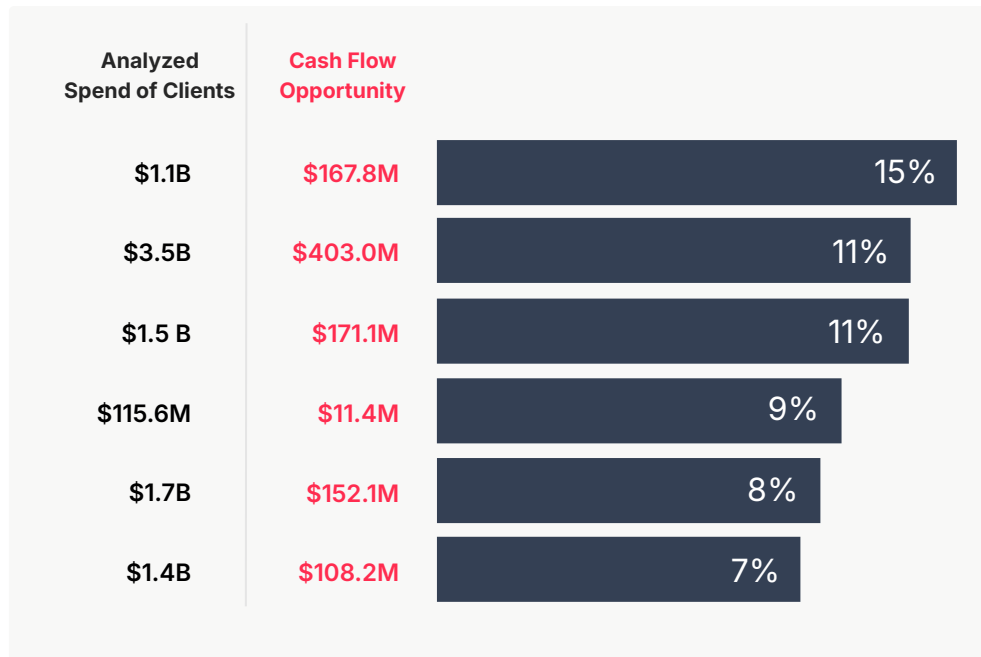
Working Capital Potential
identified by Calculum

+7 days

Payment Terms Increase

93%

Spend Volume & Suppliers
matched by Calculum





Our Data-as-a-Service (DaaS) Model is **customizable and scalable**

Paid Pilot (Optional)

\$10K

2-month contract

100% conversion rate

Subscription Model

\$60K+

1-2 year contracts

Add-ons:

- Additional seats
- Custom features

Clients are renewing every year

Avg. Deal Closing Time 3.5 mths

Reduced by 57% in 12 months

Reduced initial ACVs to drive data

Pricing Trend increasing by 180% in 12 months

Success-based Pricing Model

Coming Soon (% on generated Free Cash Flow)

\$3.1T in Spend Volume already analyzed
across 160+ Countries and 90+ Industries



powering progress



H1 2024 Results

\$100K

added in bookings each month

3.5months

average time to close deals

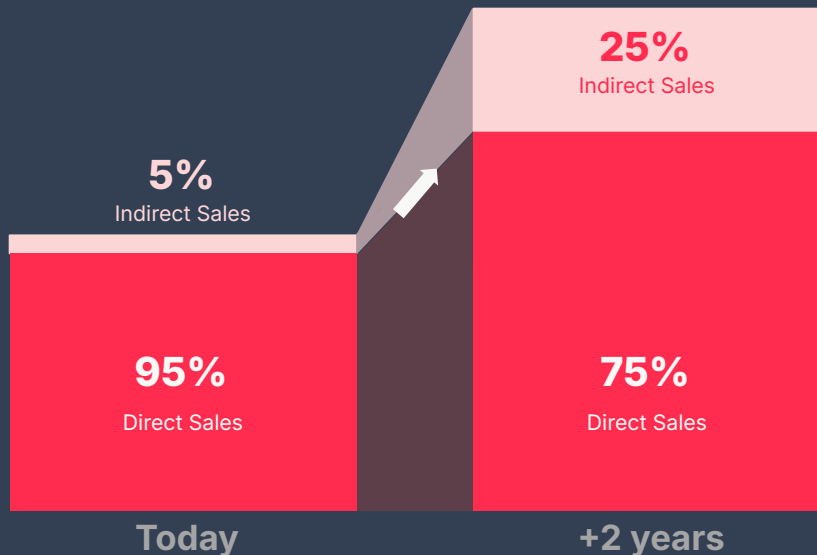
\$4.9M

deal volume in sales pipeline

We have a proven GTM Strategy to accelerate growth



Sales Sources



01 Primary Sales Focus

Revenue: \$2B+
North America, Europe
Manufacturing Sector

02 Secondary Sales Focus

Revenue: \$0.2 -2B
South America, Asia
Other Sectors, Private Equity

Propelling Sales Activities via Partners worldwide



UniCredit

FATURALAB

J.P.Morgan

XINERGY
A Man Consulting Company

Nimble

Citizens



Today, there are no competitors offering a platform that analyzes and optimizes payment terms

Current Payment Terms Optimization Solutions & Providers



Current solutions available are:

100% Manual

No software applications, no database, no learning algorithms

Slow & Inefficient

Takes 4+ weeks to complete analysis
Only focusing on max 100 suppliers

No Consistency

Recommendations not consistent and as good as the analyst who performs it

Key Financials

\$100Kadded in Revenue Bookings
each month**\$190K**

Monthly Cash Burn Rate

Q2-2025

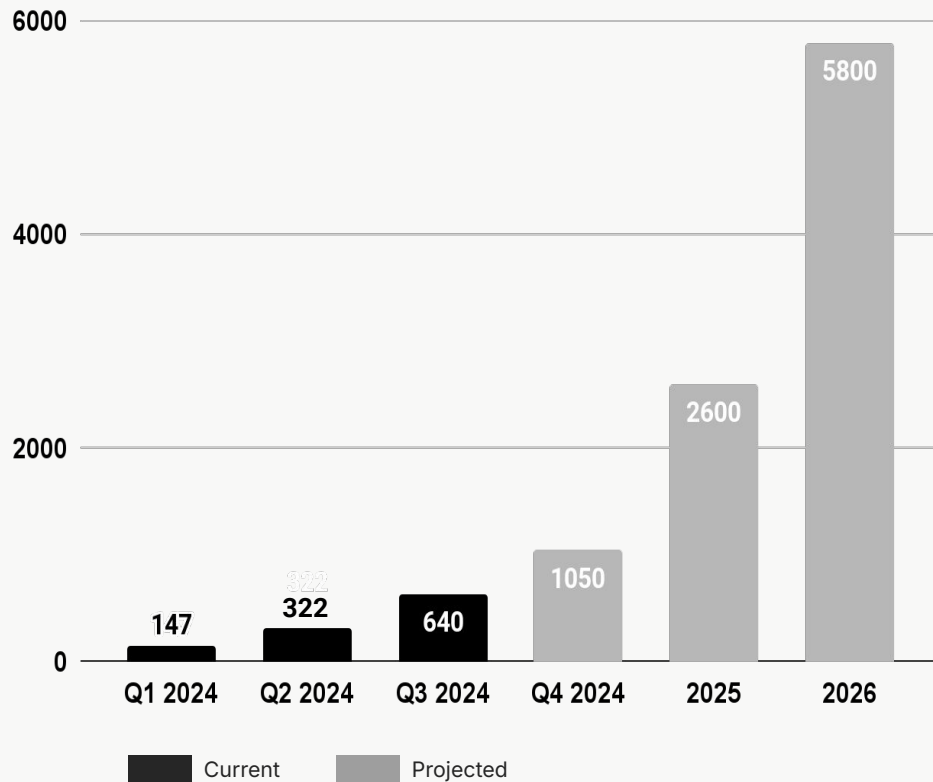
Expected Breakeven

\$4.4M

Funding to date



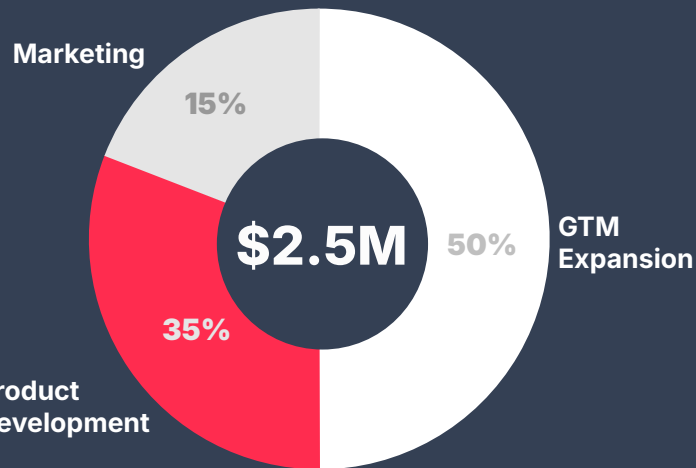
Current & Projected ARR (\$ thousands)





We want to work with RevTech Labs' Capital Team & Program Mentors to **propel Calculum to next chapter**

We are raising a \$2.5M Pre-Series A to strengthen our position as Industry Leader



We want to partner with financial institutions and offer our platform to NC's leading firms



Q&A

Thank You

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 [calculus_ai](https://twitter.com/calculus_ai)



Q & A