



# REACH Business Presentation

Thursday 29<sup>th</sup> September 2022

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1983



2021



2022





07/09/2022

ne Danielle changes d  
owards Spain  
its Spain, the hurricane will likely strik

AP U.S. News World News Polit  
Wildfires spread, fish die off amid severe drought in Europe  
By SYLVIE CORBET and VANESSA GERA August 11, 2022



Spain wildfire cre  
WILDFIRES  
Heavy rainfall he  
huge wildfires in

ish firefighters battle 10,000 hectares blaze  
s continued to battle a blaze in the eastern coastal province of Alicante which has burned  
000 hectares and forced the evacuation of nearly 1,000 people. There are also two other ac  
n eastern Castellón province and northeastern Zaragoza province. Personnel from Spain's

Intense wildfire activity in southwestern Europe amid  
heatwaves and dry conditions

Spain issues weather warning after halencia region  
holiday hotspot

*Firefighters — 'natural environmentalists' —  
need more tools to fight results of climate  
change | Opinion*

Spain weather horror: T  
hurricanes set to 'ampli  
destruction' in holi

NEWS  
Home Queen Elizabeth II War in Ukraine Cost of Living Coronavirus Climate UK World Business P  
Science & Environment  
Climate change: Big increase in  
weather disasters over the past five  
decades



orts are set to get as  
Firefighters 'treated horrifically' as  
extreme weather incidents  
jeopardise mental health

ones pummeled Catalonia (F  
huge hailstone durin  
on down and smash

n Spain's Alicante continues, burns 6,500  
fire in region in decade, with more than 1,200 people evacuated

Spain braces for possible tropical cyclone  
'extreme heat' warnings issued

Firefighters 'treated horrifically' as  
extreme weather incidents  
jeopardise mental health

firefighters 'stretched to  
limit' as devastating blazes become  
the norm

mmoth of change': Firefighters brace for life amid  
te change, burnout

Spain braces for possible tropical cyclone  
THURSDAY, JULY 21, 2022  
peratures, record-breaking droughts, wildfires across the  
ns, Spain's extreme weather could be set to continue with a  
Europe heatwave: Spanish firefighters tackle wildfires

financial deficits from  
face another obstacle: sc  
wildfires and high winds due to climat  
change.

18 AUG 2022 | 04:50 AM UTC  
Spain: Adverse v

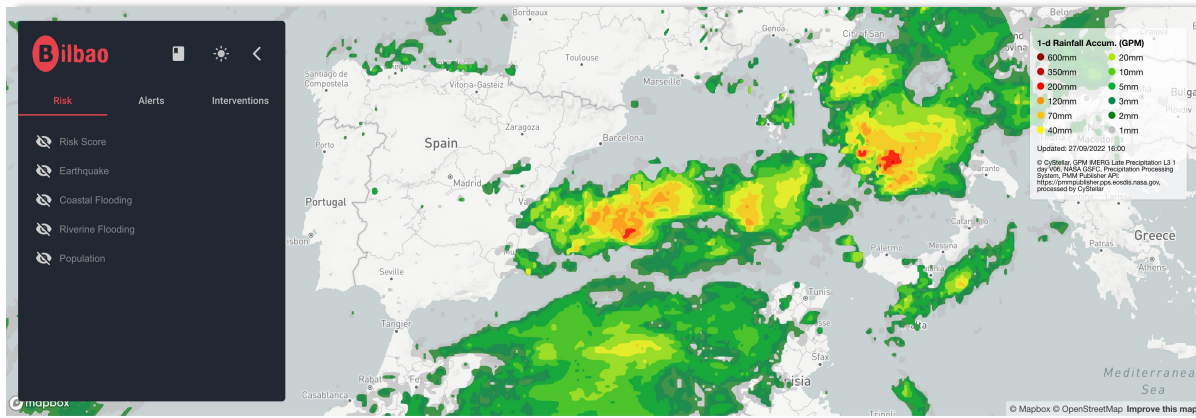
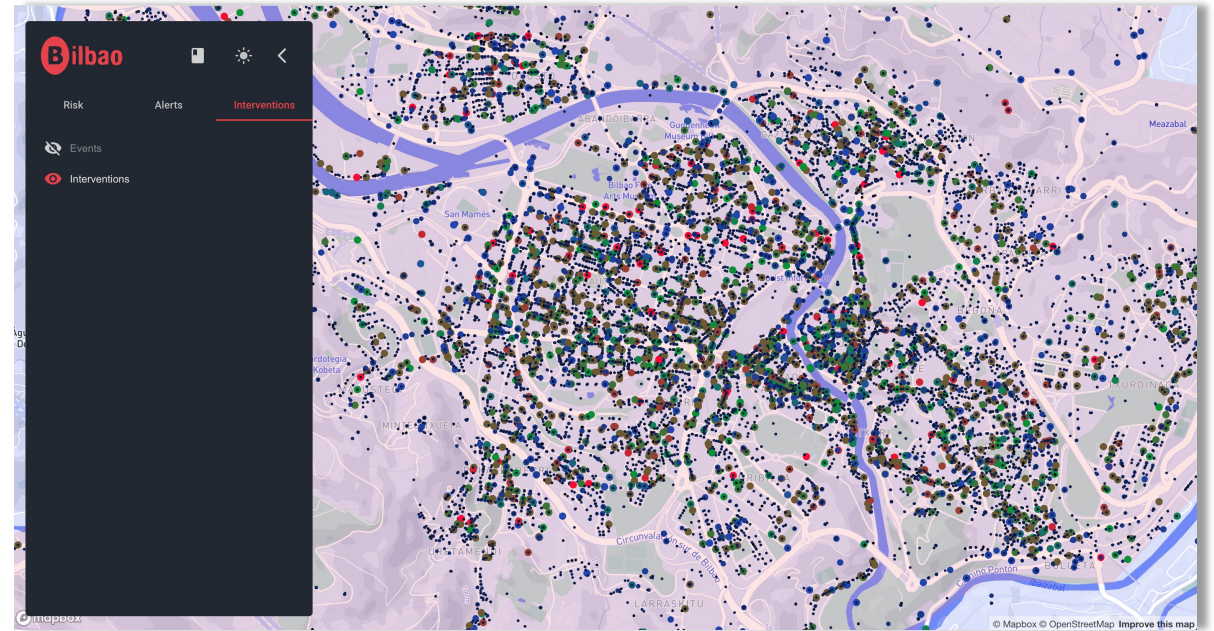
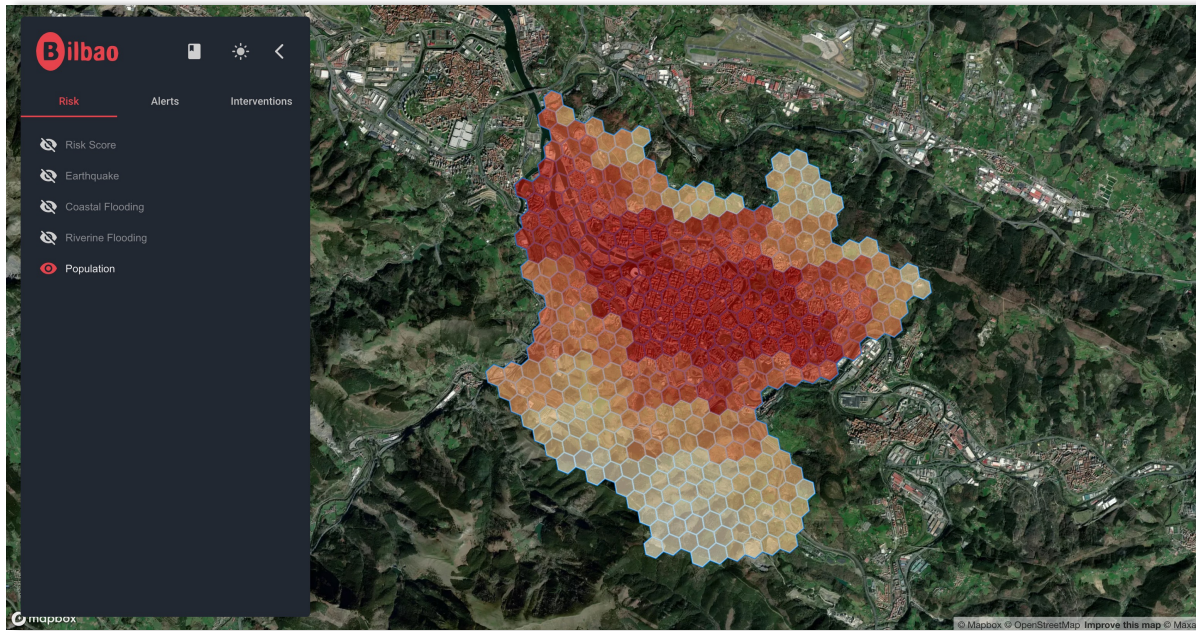
Spain heatwave: How hot tourist resorts are set to get as  
'extreme heat' warnings issued  
The AEMET, the Spanish meteorological agency, has forecast temperatures to exceed 40°C in some parts of the country and  
highs of the mid-to-late 30s in many regions

Europe wildfire destruction









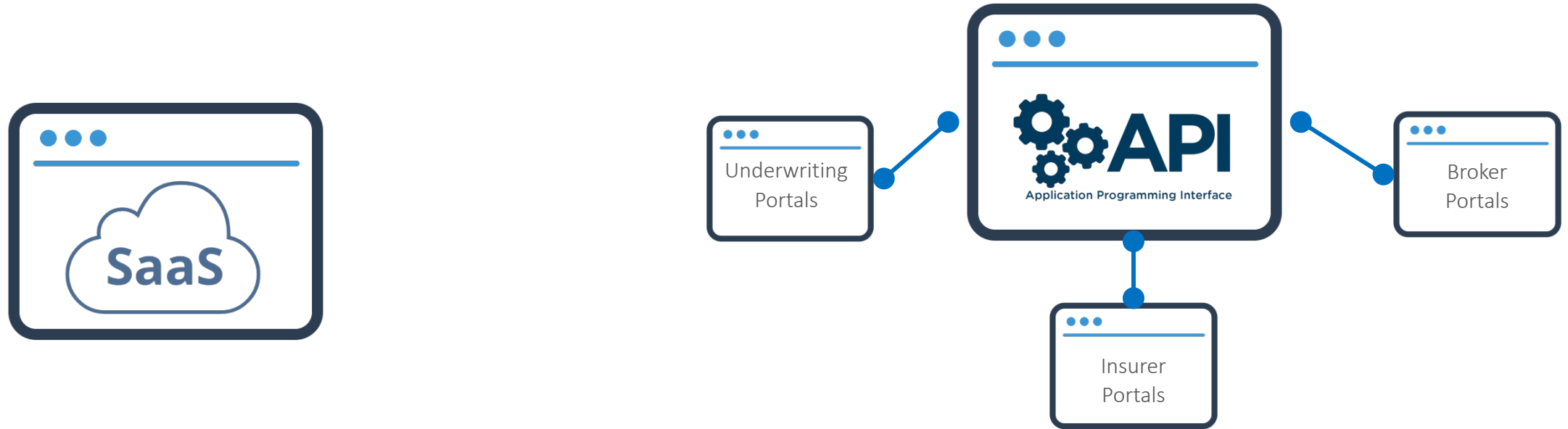
### Alertas

Date	Tipo de Alertas	Nivel Alertas	Tactica ID	Tactica 112	Tactica Intervention	Nivel Aviso	Nivel Mando
2022-05-12	Deslizamientos de tierra	High	A1	NULL	234	Nivel Alto - 3 timbres	Jefe de Guardia
2022-04-16	lluvia/inundacion	Moderate	AD	NULL	311	Nivel Alto - 2 timbres	Sargento
2022-04-17	lluvia/inundacion	Moderate	AD	NULL	311	Nivel Alto - 2 timbres	Sargento



# How We Make Money ?

We currently focus on selling to several major (re)insurers and broker syndicates following a “*land & expand*” strategy

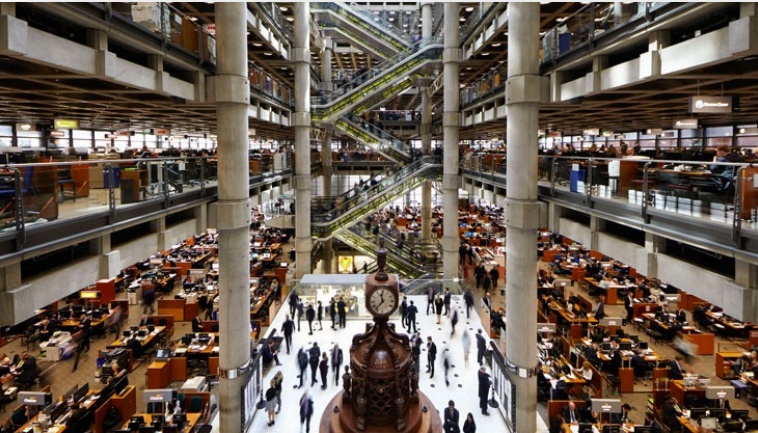


CyStellar TerraRisk Re delivered as a standalone SaaS platform for brokers, actuaries, underwriters and claim assessors.

CyStellar TerraRisk Re API connected to Broker, Underwriters and Insurers third party internal or external applications.

€ / year / tiered (SaaS model)

# Our Strategy - MGA



Ongoing discussions with several insurance partners to transition to an

## MGA

(Managing General Agent)

	Insurance Sales	Underwriting Pricing Risk	Claims	License to "Underwrite paper"	Balance Sheet	Reinsurance Balance Sheet
<b>Broker</b>	✓					
<b>MGA</b>	✓	✓	✓	Borrows from a Fronting Carrier	Works with Reinsurer/Carrier	Works with Reinsurer
<b>Primary Carrier</b>	✓	✓	✓	✓	✓	Works with Reinsurer
<b>Reinsurer</b>						✓

# Market Opportunity

## TAM

Total Addressable Market  
(Insurance Analytics Market)

€ 12 Bil

in 2023

## SAM

Service Available Market  
(Commercial/Residential Property, Marine,  
Agriculture, Business Interruption, etc. )

€ 4 Bil

in 2023

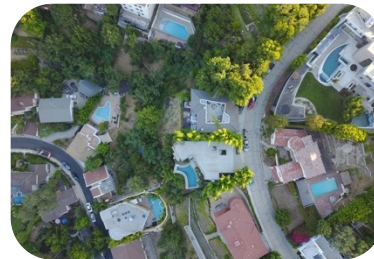
## SOM

Share of Market

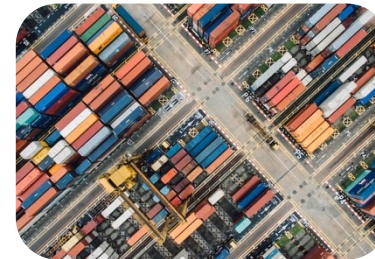
€ 30 Mil

in 2027

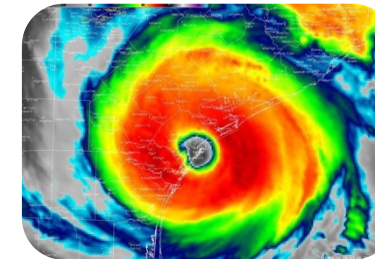
Line of Insurance Business Addressed by CyStellar



Property



Marine & Cargo



Nat Catastrophe



Agriculture



Specialty  
Insurance



Product Recall



Aquaculture



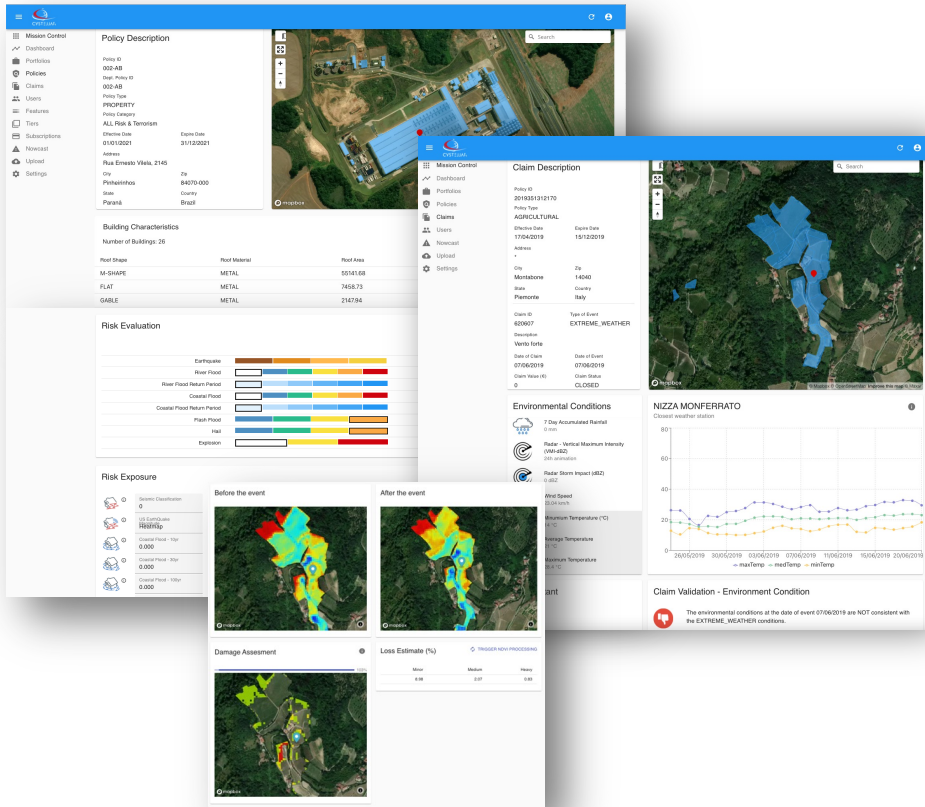
Reinsurance

# Reach Progress

The same type of data used to **monitor and estimate risk** for the financial sector can also be used by Civil Protection Services.



Validation via  
**REACH** incubator



## Major Milestones

- ✓ We have gone through our **Initial Product development**
- ✓ We have attained **Product market fit & Validation**
- ✓ Together with the customers we have created a **fully functioning platform**
- ✓ **Paying customer**  
Major European Insurance company  
3-year contract



## Our next steps

- **Increase visibility** via Marketing sales and Distribution channels
- Focus on **Channel partner developments**
- Prepare our **transition to an MGA**

# CyStellar Funding Strategy



- CyStellar has already raised a Seed Round of **€ 1 Mil** in 2021
- We plan to raise a **Series A** round in **Q3 2023**
- **€ 8 Mil – € 10 Mil** investment from Corporate Venture Funds and InsurTech and SpaceTech VC Funds.
- **€ 1 Mil** – already committed from the one Corporate Venture Fund (customer)
- Active pipeline of **75 VC funds** with whom we are actively engaged in investment discussions.
- **18 months** of runway to work on
  - Product-Market fit
  - Key customer development
  - Customer product adoption/absorption and profitability
  - Accelerating marketing and sales efforts
  - Potentially transitioning to an MGA (Managing General Agent) business model



Thank You

Thursday 29<sup>th</sup> September 2022

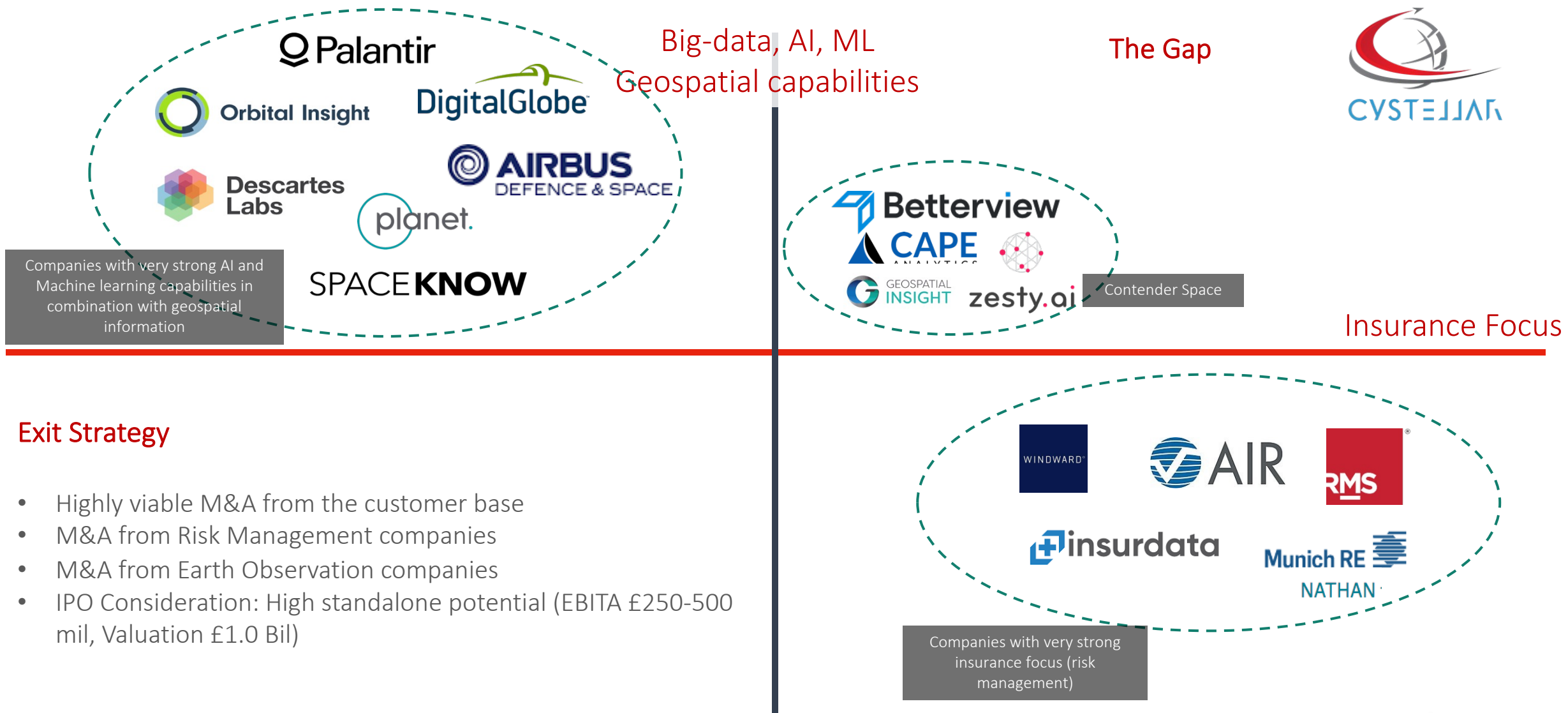
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# Competitive Landscape



Companies with very strong AI and Machine learning capabilities in combination with geospatial information

Contender Space

## Exit Strategy

- Highly viable M&A from the customer base
- M&A from Risk Management companies
- M&A from Earth Observation companies
- IPO Consideration: High standalone potential (EBITA £250-500 mil, Valuation £1.0 Bil)

Companies with very strong insurance focus (risk management)