

## ADILAS TODAY

# A working business. A deep platform. An opportunity to grow.

For more than two decades, Adilas has developed an interconnected business platform spanning operations, transactions, data, and accounting.



### ESTABLISHED

Operating as Adilas since 2008.  
Development roots to 2001.



### WORKING

Paying customers, recurring revenue, established infrastructure.



### BROAD

Business operations, accounting, workflows, integrations, APIs, automation, and AI.



### ADAPTABLE

Configurable for different businesses, industries, and opportunities.

## THE NEXT STAGE

For years, Adilas focused on:

**Can we build what the business needs?**



Today, the question is:

**How do we make what we've built easier to understand, use, sell, and scale?**

UNDERSTAND

USE

SELL

SCALE

## FINANCIAL HISTORY & CURRENT POSITION

# An established business with a long operating history.



### \$10.8M+

Historical Sales



### 43K+

Invoices



### ~860

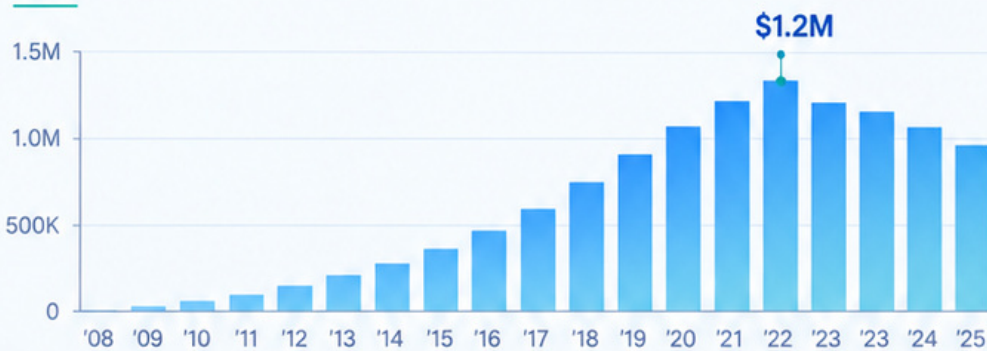
Customers Served



### \$50K–\$65K

Monthly Recurring Revenue

### REVENUE HISTORY — 2008–2025



### 2026 YTD — THROUGH AUGUST 31

|                    |         |
|--------------------|---------|
| Revenue            | ~\$500K |
| Gross Profit       | ~\$490K |
| Operating Expenses | ~\$420K |
| Net Profit         | ~\$70K  |

Adilas grew from approximately \$17K in annual revenue in 2008 to approximately \$1.2M in 2021, largely through product development, customer relationships, referrals, and reinvestment.

Recent years included restructuring, changing customer relationships, constrained capacity, and a greater emphasis on stabilizing and strengthening the business.



### 18+ Years

Operating as Adilas



### 25+ Years

Product Development



### Long-Term Customers

Multiple 15+ Year Relationships



### \$100K+

Lifetime Customers (Multiple)

STABLE • PROFITABLE • REBUILDING

## THE OPPORTUNITY & BOTTLENECK

# The product has grown. Now the organization needs to catch up.

A small, flexible team built a product much broader than the size of the organization might suggest.

### CURRENT CYCLE

A recurring cycle that limits our progress.



### WHERE WE ARE HEADING

With the right capitalization, we can focus and scale.



#### GROWTH

Expand sales  
Increase market reach  
Strengthen partnerships



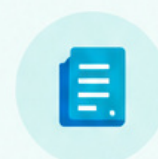
#### RETENTION & EDUCATION

Better customer onboarding  
More training and resources  
Long-term relationships



#### PRODUCT DEVELOPMENT

Focused development  
Enhanced user experience  
Scalable infrastructure



#### ADMIN & FINANCE

Right people in key roles  
Clear planning and process  
Sustainable growth



### RIGHT PEOPLE → RIGHT ROLES → RESOURCES → FOCUSED EXECUTION

With the right capitalization, Adilas can move from reactive to intentional—turning opportunity into focused execution and long-term growth.

## THE PLAN

# Build the organization around the platform.

Don't simply fund projects.  
**Build a repeatable commercialization engine.**

# \$2M+

**MINIMUM  
CAPITALIZATION**

Approximately \$2 million represents Adilas's current minimum capitalization threshold for deliberately beginning the next stage.



### BUILD THE COMPANY

People. Structure. Stability.

- People (right roles)
- Ownership (shared success)
- Knowledge (training and systems)
- Stability (a stronger foundation)



### BUILD THE PRODUCT

Capacity. Development. Execution.

- Capacity (expanded resources)
- Development (continued innovation)
- Modernization (improved experience)
- Execution (faster delivery)



### BUILD THE MARKET

Sales. Packaging. Customers.

- Sales (increase reach)
- Packaging (clearer offerings)
- Partnerships (broader distribution)
- Customers (grow adoption)

**COMPANY + PRODUCT + MARKET  
GROW TOGETHER**

## 24-MONTH TRANSITION PLAN

**1**

MONTHS 1-6

### STABILIZE

Protect capacity and establish ownership.

**2**

MONTHS 7-12

### BUILD

Add capacity and strengthen execution.

**3**

MONTHS 13-18

### COMMERCIALIZE

Move selected opportunities to market.

**4**

MONTHS 19-24

### TRANSITION

Expand what works and adjust what doesn't.

## CAPITAL WITH A JOB.

Build deliberately. Measure progress. Adjust as we go.

## WHAT THE CAPITAL CHANGES

# From constrained capacity to repeatable commercialization.

Build the capacity, ownership, and processes needed to execute consistently.



### TODAY

A Solid Foundation



### WITH CAPITAL

Build the Capacity



### NEXT STAGE

A Larger Impact

Many roles

Dependable capacity

Clear ownership

Concentrated knowledge

Document & distribute

Reduced dependency

Interrupted development

Protected capacity

Consistent execution

Referral-driven sales

Growth process

Repeatable growth

Natural retention

Customer success

Intentional retention

Competing opportunities

Prioritize & finish

Reach the market

Reactive funding

Budgets & runway

Proactive decisions



The goal is not to finish Adilas in 24 months.  
The goal is to build an organization  
that can keep finishing things.

## THE INVESTMENT ASK

# Capitalize the next stage of Adilas.

Fuel the next phase. Build a stronger Adilas.



**\$2M**  
INVESTMENT

\$2 million is the current minimum capitalization target to accelerate product development, expand operations, and grow market reach.



UP TO  
**20%**  
OWNERSHIP

We are offering up to 20% equity in Adilas for the initial investment, with terms to be discussed based on structure and participation.



**\$10M**  
COMPANY VALUATION

\$10 million is the company valuation Adilas is using as the starting point for this initial commercialization round.

### WHAT THE CAPITAL SUPPORTS



People



Product



Growth



Customers



Opportunities



Stability

### WHY ADILAS?



Established Business



Recurring Revenue



20+ Years Development



\$10.8M+ Historical Sales



Long-Term Customers



Broad Interconnected Platform

\$2 million is the current minimum capitalization target. \$10 million is the company valuation Adilas is using as the starting point for this initial commercialization round.

Larger capitalization or alternative structures may be considered where there is a strong fit.

**RIGHT CAPITAL.  
RIGHT RELATIONSHIP.  
SHARED OPPORTUNITY.**

## THE DEEPER OPPORTUNITY

# One platform. Many ways to create value.

Adilas connects capabilities often sold as separate software systems within one underlying platform. The same platform can support many different commercial products and experiences.



## MANY COMMERCIALIZATION PATHS



## CAPITAL CREATES CHOICES. DISCIPLINE DETERMINES WHICH CHOICES WE PURSUE.

The breadth of opportunity does not mean Adilas should pursue everything at once.



YOU DREAM IT UP. • WE'LL HELP YOU WIRE IT UP.