

EHS-enabling technologies

EnerCom Dallas

Basheer Cassim | April 2023



What is Magellan X?



Magellan X is a technology company **created by BCG** (Boston Consulting Group) and MISC (Petronas Group).

We enable Oil & Gas, and other industrial companies, to meet their safety and sustainability obligations through purpose-built IIoT/AI technological solutions.

Created in 2019, the business generated revenues of \$7m in 2022, has a sales pipeline worth \$1bn+, and is on-track for an IPO in a few years.

Magellan X is **raising Series B** funding to accelerate growth and become autonomous.

Leadership Team



Basheer Cassim

CHIEF EXECUTIVE
25+ years of CEO and
management experience,
including fundraising, trade
sales and IPO. Expert at
building and selling
technology companies



Ricardo Puig

COMMERCIAL
20+ years of enterprise sales
leadership and market
growth



Fatema Choudhury

OPERATIONS
20+ years of strategic
business operations in
software and technology



Edwin Lou

FINANCE 20+ years of finance leadership in Fortune 500 corporations including fundraising, M&A and IPO



Alister Leong

PRODUCT
20+ years of product
management and market
execution across Fintech
and industrial sectors

Leadership team with proven track record of successfully building technology companies.

Headquartered in Singapore, with a team of 130+ professionals around the world, of which 75% are subject matter experts.

Our strategic principles for innovation and differentiation



Path to IPO







Initial Public Offering

IPO

• Fund future growth initiatives

2019

- Seed round
- Innovation and incubation of venture ideas
- Assemble world class team of domain experts

2020

- Product launch
- First POCs

2021

- Series A
- Commercial launch
- First pilots and contracts
- Revenue at \$3.5M

2022

- Build sales pipeline to \$1bn+ in opportunities
- Revenue at \$7M

Accelerate growth Expand sales and marketing coverage

· Raise Series B

2023

Connected Worker Health and Safety









80% of unplanned shutdowns occur because of the human factor.

SOL-X improves worker safety behaviours and detects fatigue that can lead to incidents.





Revenue pipeline of over \$1bn across more than 80 opportunities

With a Total Addressable Market of \$27bn annual recurring across 5,000+ companies

	Count of Opportunities	Total Annual Recurring Potential, \$M	Companies
Leads	-	-	RIOTINTO DE CINCS NEFT ENERGIES SEMBCORP TRIDENT ENERGY WOODSIDE FOR CONTROLL TO SEMBCORP TO SEMBCORP SEMBCORP TO SEMBCORP TO SEMBCORP SEMBCORP TO SEMB
Qualified Leads (Interest/ Demo)	31	\$673M	ConocoPhillips Southern Subsect 7 PENIALIEAN SUMITOMO CHEMICAL SERICO SAPURA SAPURA SUMITOMO CHEMICAL SAPURA SAPUR
Consideration	27	\$551M	SUN PHARMA Western Midstream Schlumberger - Darker VATTENFALL CONSTELLATION PROCESSION CONSTELLATION CONS
Intent (RFPs/ Proposals)	13	\$91M	EXONMobil ENDERD ONTARGAS MUBADALA ANGLO AMERICAN PETROFAC 商船三井 TOKIOMARINE
Evaluation & Pilots	10	\$18M	ADVANCED ELECTRONICS LIECTRONICS LIECTRONI
Signed Contracts	6	\$4M	eaglestar act a season



Partner with us and accelerate the industry towards a more sustainable future

Magellan X Pte. Ltd.

83 Clemenceau Avenue #17-05 UE Square - Singapore 239920

Basheer Cassim, Group CEO

basheer.cassim@magellanx.co +65 9726 0973

