Alan Yarborough

Founder & President

About Our Business

Exnovo delivers the highest quality applications, technologies and insights to members of the Defense and Intelligence communities. Our policy experts, research scientists and engineers have a proven track record helping customers not just respond to change, but exploit evolving landscapes and environments to stay agile and preemptive. With a truly global perspective and keen security acumen, we have an uncanny sense of how situations can unfold and where to apply leverage to gain advantage.

Advanced Systems for Defense.

Allotrope Sciences Corporation is a spin off focus on advanced energetic materials.

Executive Brief - *Exnovo Solutions, Inc. Florence, SC.*

Alan Yarborough

- Founder, President
- Ran CA X 10 Years / Successful Exit
- Intelligence Service X 27 Years

Army Intelligence/
Principle Contractor OGA

Dr. Vivek Dave
Currently a Visiting Scientist at MIT
Allotrope's Senior Science Advisor

Co-founder /Science Advisor
Multiple Patents

What problem do we address

We support the Department of Defense's Third Offset Strategy

The Defense Department's Third Offset Strategy, which seeks to outmaneuver advantages made by top adversaries primarily through technology, is at heart based on the time-honored military concepts of being able to win a war if necessary but also having enough capability to deter one.

A core component of the initiative is the formation of a Long-Range Research and Development Planning Program that will targets several promising technology areas, including **robotics and system autonomy**, **miniaturization, big data, and** <u>advanced manufacturing</u>, while also seeking to improve the U.S. military's collaboration with innovative private sector enterprises.

Maritime Security Detachment

Tactical Applications Detachment
Equipment Sales Team

Defense Technology R&D / Manufacturing / Export

* Smart Device Applications for Defense

* Social Media Real Time Data Discovery and Analysis for Predictive and Competitive Intelligence

* Improvised Threat Defeat R&D / Training / Advisory

* Hybrid Armor for blast mitigation / ballistic helmets

* Sensitive project (Intelligence Advanced Research Projects Agency)

Services

* Mission Critical Support Services: Logistics / Security / Life Support (Includes Aeromedical Evacuation)
Government and NGO's conducting operations in austere, hostile and challenging environments.

* *Advanced Team Recce / Intelligence / Counterintelligence and Overwatch Operations (Threat Mitigation and Assessments)*

Mil/**LEA** Equipment Sales

Tactical Applications and Training Division (All Tier 1 Instructors w/ combat experience)

Critical Infrastructure Protection

BAM - Advanced AP Munition
TRL-6

ARMS-Advanced Reactive Materials and Structures
TRL-4

ICE - Industrial Explosive for Mining
TRL-3
(Dual use technology)

Allotrope is a spin off from Exnovo

We've identified potential manufacturing partners
for these technologies
and are accessing manufacturing locations

Summary

What We Do:

- Our aim is to invest in and build great companies and, in so doing, benefit a wide variety of stakeholders, including founding executives, investors, customers, suppliers, and employees.

- Concentrated on the Government vertical, further focused on National Defense.

- The National Defense market is valued at roughly $1 Trillion.

Current Status:

We are pre-revenue. Although after recently opening our sales division we made $164K net - first sale.

Traction:

Exnovo Solutions, Inc.

- Technology concepts / White Papers / IARPA Invitation / TNO Netherlands / Teaming Agreements w/ Primes

- Multiple Service Offerings includes Mobile Operations / Tactical Training Teams (Instructors are all Tier1 w/ combat experience)

- Established gear sales devision /manufacturer& distributor