

## Company stage

- Registered in 2018.
- Official market entry to USA in 2022.

## Management Team

- ❑ **Krisztián GUTTMANN**, CEO  
Serial entrepreneur, IT architect, software developer, 20+ years work experience
- ❑ **Gyula GUTTMANN**, CTO  
Biotechnologist, has 15+ years of experience working in Denmark with different types of bioreactors
- ❑ **Mariann KOVÁCS**, CGO  
Biologist, Quality assurance expert,  
Speaks English, German
- ❑ **Szabolcs PETRI**, CBO  
Business development, 15+ years experience  
Speaks English, French, Italian

## Business model

- Market niche: European universities, R&D laboratories currently underserved
- Revenues from sales, support and maintenance fees
- Remote support to customers

## Contact

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## Global & industry challenges

The world is facing global challenges one after the other (epidemics, famine), so there is a rapidly increasing need for fast medical researches and thus there is an increasing need for bioreactors.

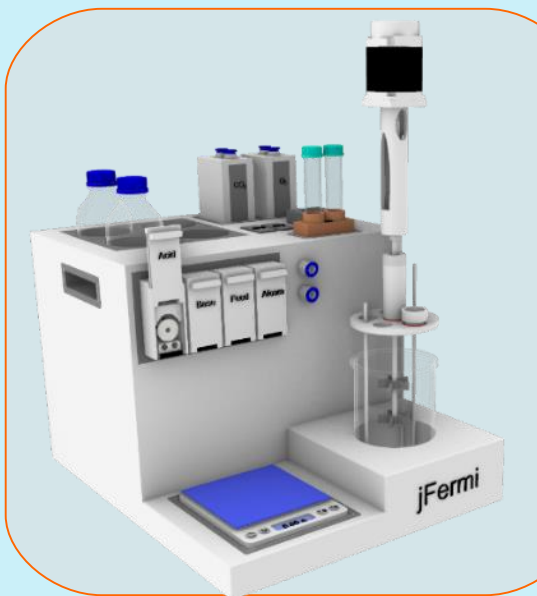
While competitors are manufacturing non-flexible, difficult to use, non digital bioreactors, jFermi will provide to its customers user-friendly, up to date, flexible, multi purpose reactors.

## Our solution: Client-oriented multi-purpose bioreactor

With our state-of-the-art solution, the time needed for developing a new vaccine can be significantly faster or the food-manufacturing process can be optimized thus reducing the price of food.

## Competitive advantages

- **Customer friendly:** makes faster and more flexible the work of clients.
- **Modularity:** jFermi is completely modular in terms of both hardware and software, so the user can plug and play the appropriate units.
- **Ease of development:** In jFermi's software architecture we implemented both control and evaluation in a high-level programming language (JavaScript). Thus, the system can be developed quickly and easily and greatly facilitates the implementation of individual needs (variability).
- **Maintainable:** Parts that are easily accessible on the market, have a favorable price, represent high quality and a right to repair (using 3d printed spare parts)
- **Unique services:**
  - secure remote access to reactors with a browser
  - connecting a webcam for remote monitoring of fermentation
  - sending weekly/monthly reports by email about the fermentation process or after it is finished
  - preventive warning about timely replacements/maintenance



## Competitors

Our competitors are the traditional manufacturers of the biofermenter's market (e.g Eppendorf and Sartorius). They are well known brands among biotechnologists but they are complicated and their price are high.

## Target market

Universities and other research laboratories worldwide.

## Main customers

**Hungary:** University of Debrecen, University of Technology and Economics Budapest, **Greece:** Solmeya Ltd., **USA:** Georgia Institute of Technology, Mirror Biologics, **Indonesia:** Wilmar International