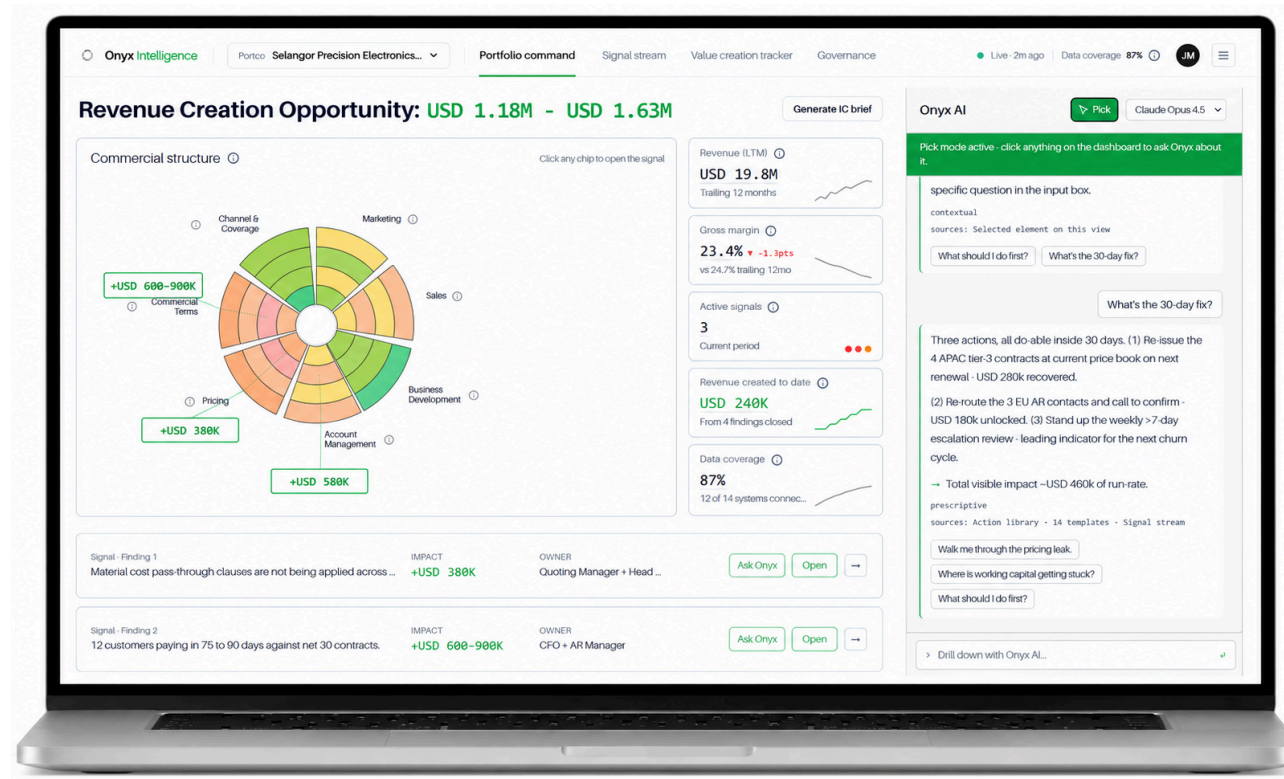


# Onyx Intelligence



The agentic revenue diagnostic platform for private equity.

# The Problem For Private Equity Firms

**Bain&Co:** *“Today's deals demand sustained double-digit EBITDA growth where 5% once sufficed.” [1]*

→ PE firms need to increase revenue of their portfolio companies more than previously, but most struggle to do so.

**Simon-Kucher:** *“67% of [value creation] initiative failures come from controllable reasons” [2]*

→ PE firms need better portco insight to increase revenue, sell stake profitably later, and bring returns to their LPs

[1]: <https://www.bain.com/insights/welcome-to-a-new-era-global-private-equity-report-2026/>

[2]: <https://www.simon-kucher.com/en/insights/private-equity-operational-era-value-creation-accelerates>

# The Opportunity

**Problem size:** ~3k mid-market PE firms

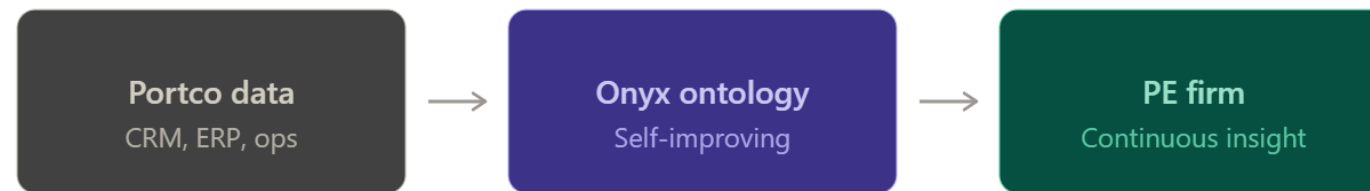
**Market size:** \$200K ARR solution yields \$7B annually

## Why current alternatives fail:

- Top-tier consulting: expensive, slow, not scalable.
- Pricing/GTM software (Pricefx, Vendavo): narrow scope, heavy IT burden on portco.
- PE dashboards (Discern, Planr): financial roll-ups, no diagnostics.

## The Solution

Onyx is the **agentic revenue diagnostic platform** for private equity. It connects to a portfolio company's data sources (ERP, CRM, etc), builds an ontology of the portco, and sends continuous diagnostic insight back to the PE firm.

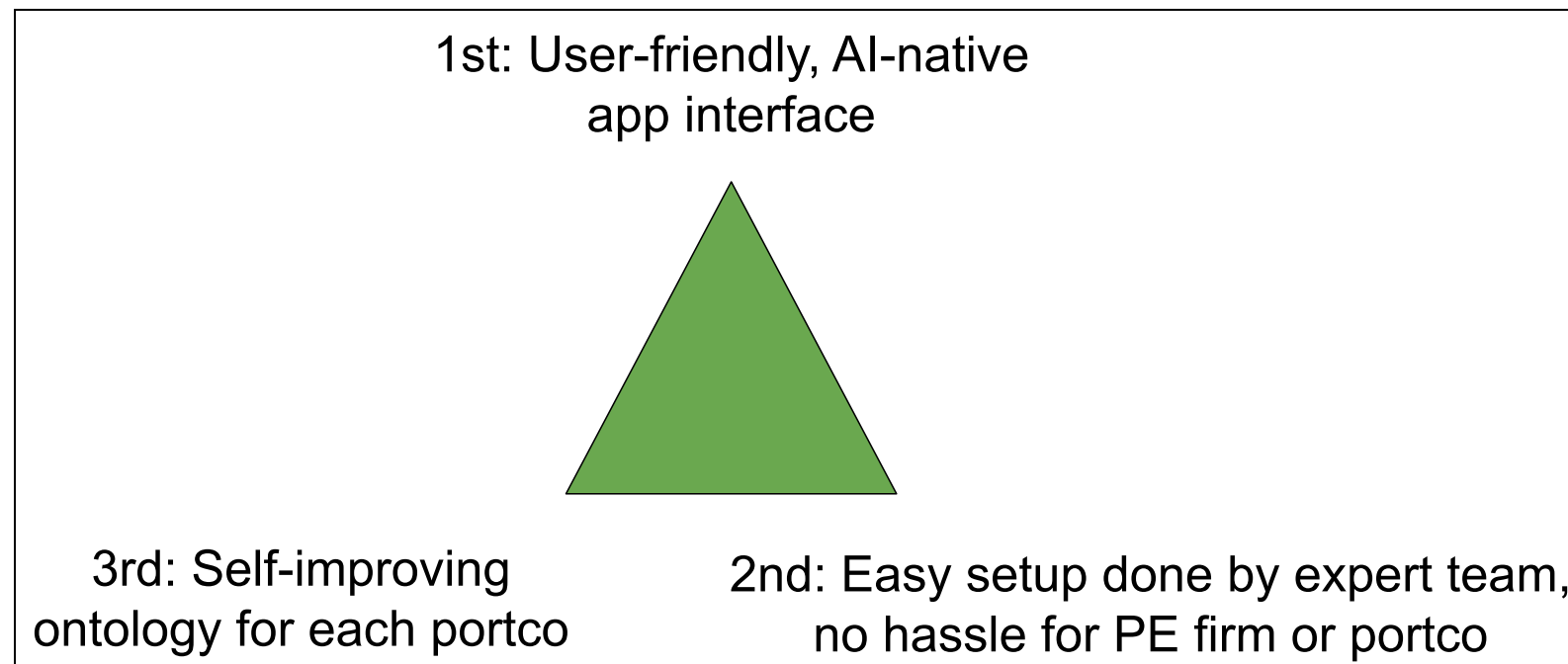


→ Agentic AI executes the ontology and advances it with every run, allowing unmatched tailored insight.

(Ontology = Live model of how a company functions and its unique context)

## Moat

Onyx is the only way for PE firms to gain continuous diagnostic insight into their portcos fast and easy:



# Traction

## Sales

- [3 LOIs signed](#) by portco CEOs (implementation-side validation)
- Senior PE advisors joined team
- Antler VC recommendation for next cohort Sep'26
- Contact with 10 SG-HQd PE firms
- First paid PE pilot signed

## Product

- Onyx methodology developed from 3 years consulting work with portcos
- [MVP demo live](#)
- Ontology validated with test runs on real ERP data
- SOC 2 compliance preparation

## Go-To-Market

- **Wedge:** Singapore-HQ mid-market PE firms first. Underserved by US/EU vendors.
- **Motion:** Warm intros from advisors and network -> founder-led in-person demo -> \$50K paid pilot -> \$200K ARR per portco fund-wide.
- **Expansion:** Once 3 SG funds are paying and provide reference, outbound to EU, US, ME.

## Moonshot

- Unicorn by 2030
  - Recurring software revenue from annual license at \$100-200k per portco
  - >70% gross margin
  - Near-zero churn once embedded in PE firm workflow
  - \$2M ACV per fund × 50 funds = \$100M ARR
- The bigger picture: SWFs (e.g. Temasek) and other asset classes adjacent to PE

# Team

[David Matauschek](#),

Chief Executive Officer

- Business Analyst
- Revenue Operations Consultant to portcos for 3 years
- Developed Onyx methodology hands-on
- Ex- K Line Europe, world-leading MedTech from Germany



[Kwang Wei Sim](#),

Chief Technology Officer

- Systems Integration Specialist
- Industrial Operations Engineer
- NUS & Antler alumnus
- Ex-Haidilao, ex-Sol59 ERP design



## Advisors and partners



**MODUS**  
PARTNERS

[Michael Gethen](#),  
Managing Partner,  
MODUS Partners



**PARTNERS**  
GROUP **10** YEARS

[Thomas Ochsenberger](#),  
Head of Compliance,  
Partners Group



[Urs Bolt](#),  
ex-Director of Wealth Management,  
UBS



## Ask

- \$500K SAFE at 10% post-money cap
- For GTM, tech stack, and compliance in 2026

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**More Info:** [onyx-intelligence.co](https://onyx-intelligence.co)

**Demo:** [onyx-intelligence.co/demo](https://onyx-intelligence.co/demo)