

hypot.

Rewriting how companies grow.



Why now

***IN A TIME WHERE CUSTOMER ACQUISITION COSTS
HAVE RISEN BY AROUND 60% OVER THE PAST FIVE YEARS...***

Problem

BANKS & INSURERS LEAVE \$1.3T ON THE TABLE (USA & EUROPE)*
WHILE SITTING ON RAW GOLD – THEIR CUSTOMERS

Customers would be willing to ...

- 40% buy more
- 40% share positive experiences
- 80% give second chances.

**

* See & play with potential calculator here or scan the QR code:

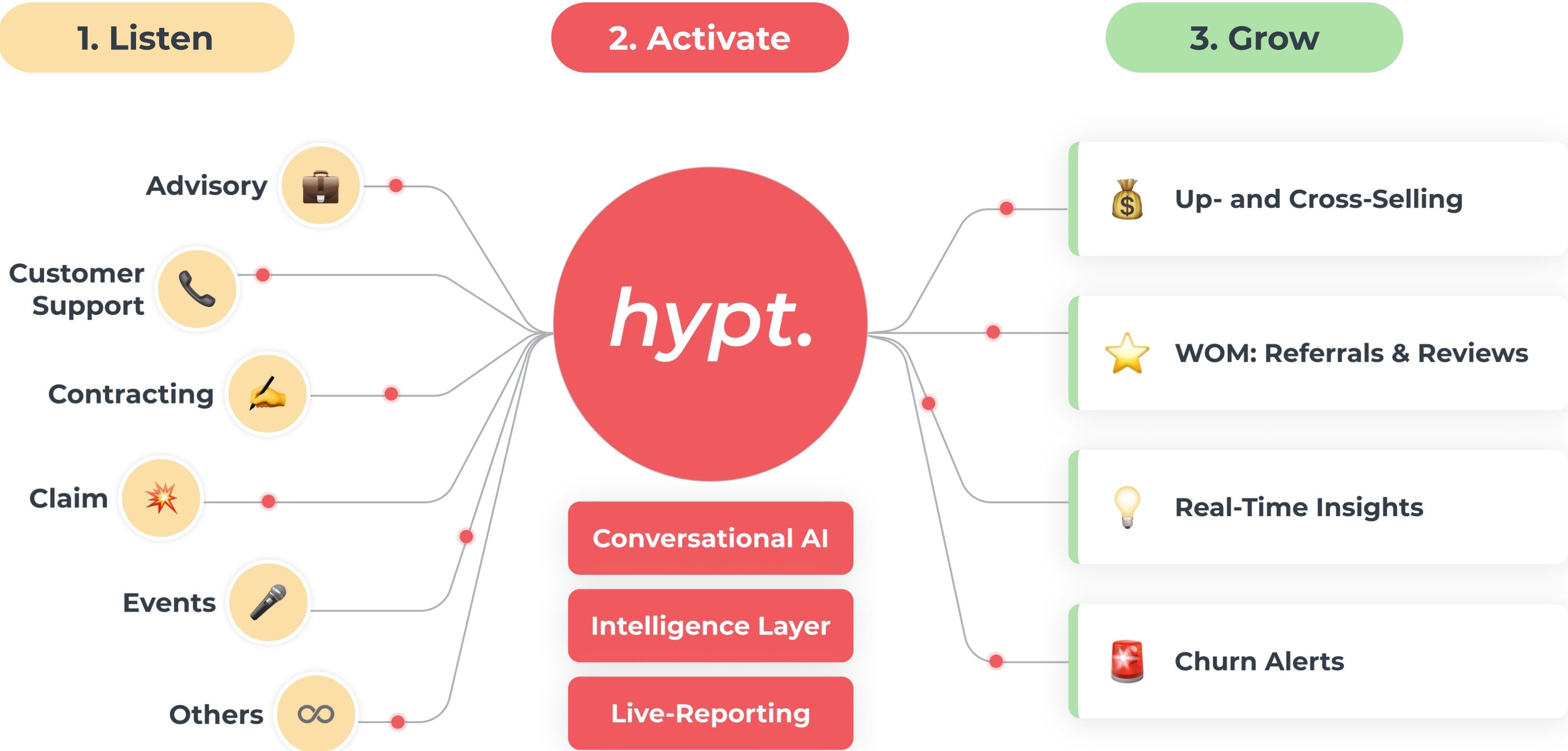
** 40% up- & cross-buying: Accenture Global Banking Consumer Study, 2023
40% promoters: RFI global, 2025, based on 200k consumer interviews across 40+ countries
80% potential no-churns: McKinsey, 2022, The state of customer care study



Solution

FEEDBACK & CUSTOMER GROWTH PLATFORM
4 YEARS OF CONVERSATIONAL INTELLIGENCE

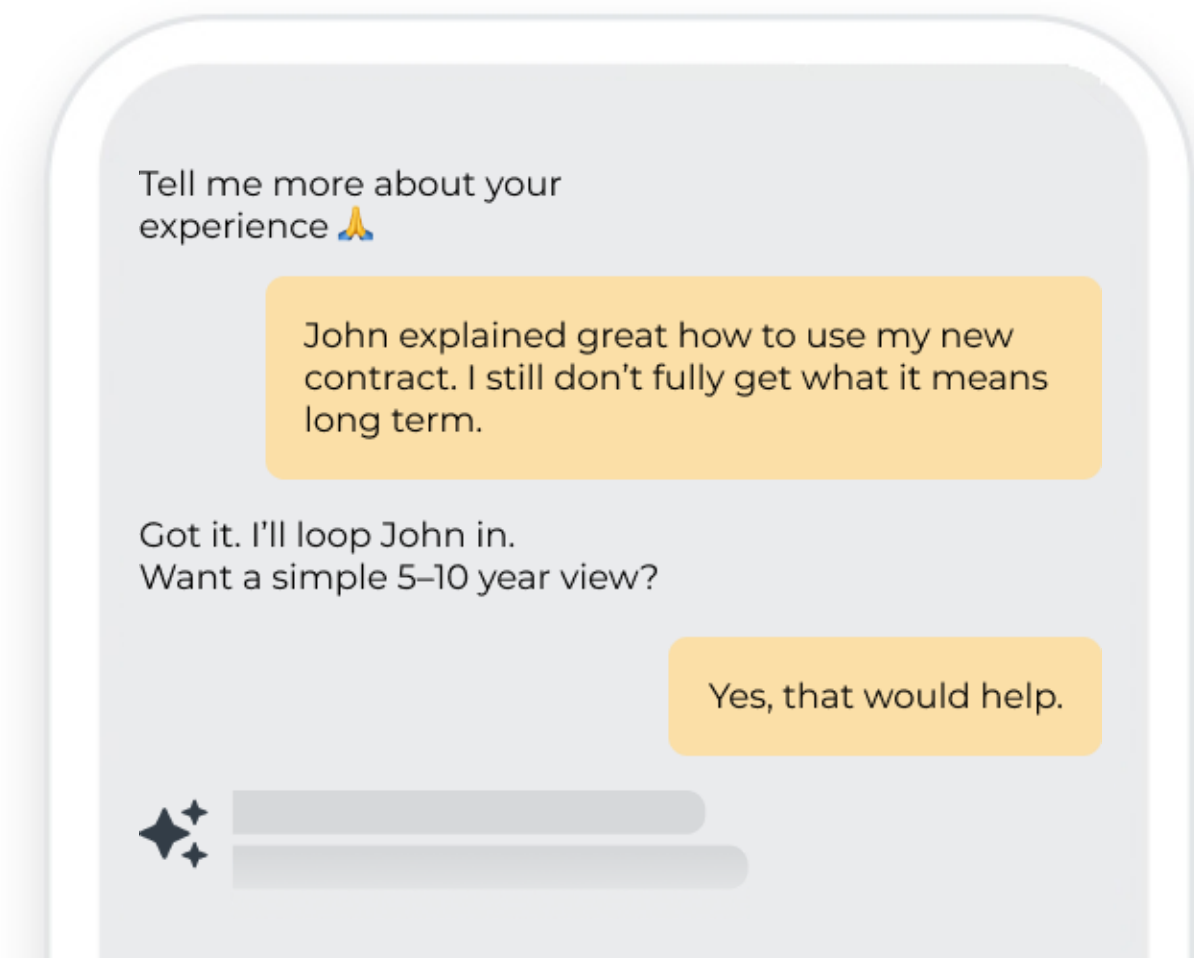
Banks & insurers have millions of customer interactions monthly. hypt captures feedback at every touchpoint with conversational AI, identifies next best actions in real-time and converts them in measurable growth factors.



How it works

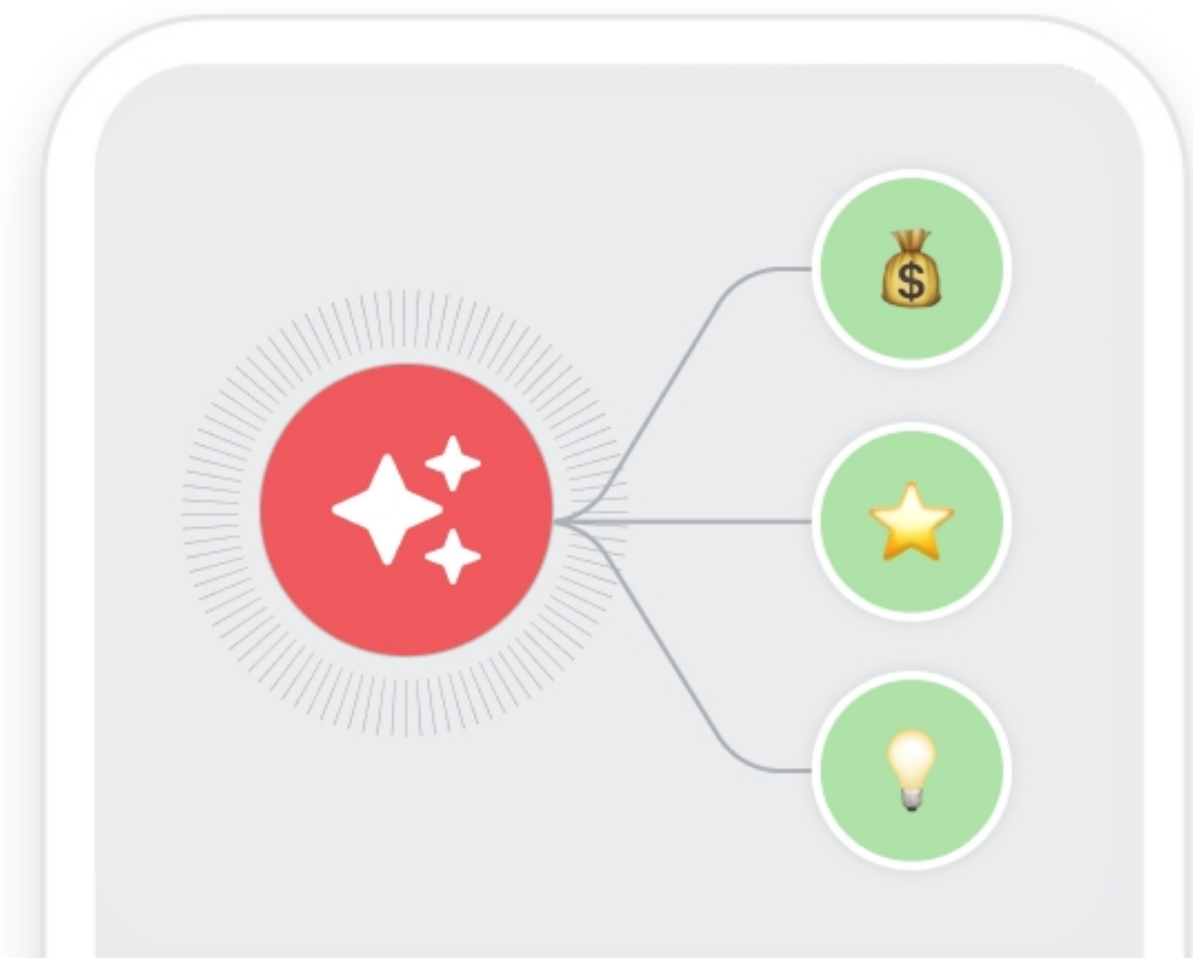
AGENTS TURN EVERY SINGLE CUSTOMER INTERACTION INTO GROWTH OPPORTUNITIES

1. Listen



- Our AI driven conversations find the WHY behind customer feedback.
- Context & tone of voice is adaptable to every touchpoint & use case.

2. Activate



- hypt detects intention signals and converts them into perfectly timed actions when the impact is highest.
- Every customer interaction automatically triggers the most likely growth outcomes in realtime.

3. Grow

Activating 40% of customers:



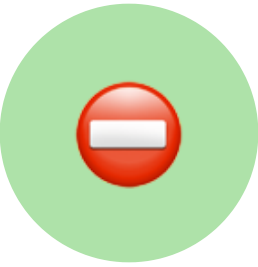
Up-& Cross-Selling
Increased revenue per customer



WOM: Referrals & Reviews
More leads & stronger reputation



Real-Time Insights
Improved advisory, highest loyalty



Churn Alerts
Lower churn rates

Traction

**WORKING WITH SOME OF THE LARGEST
FINANCIAL INSTITUTIONS IN DACH**

\$ 700k

ARR

\$ 30'000

ø ACV *
(ICP** only)

\$ 113'000

Largest Yearly Licence

45

Monthly paying
B2B customers

260%

ø YoY growth
2022-2025

3.8 mth.

ø sales cycle



* Annual Contract Value

Business Model & Go to market

B2B SAAS, BANKING & INSURANCE, EUROPEAN MID-MARKET
WITH THE POTENTIAL TO SERVE GLOBAL UPPER-MARKET

🌟 Main Focus

1. License fee

lower-Market

\$ 1'500 / mth.
Ø \$ 18'000 ARR

Mid-Market

\$ 7'500 / mth.
Ø \$ 90'000 ARR

Upper-Market

\$ 20'000 / mth.
Ø \$ 240K ARR

Unlimited performance

Unlimited performance

Unlimited performance

Single Use Case

Multiple Use Cases

Organization-wide use cases

Simple Integrations

Advanced CRM Integrations

Go to market

1. Focus today

2027+

Vision

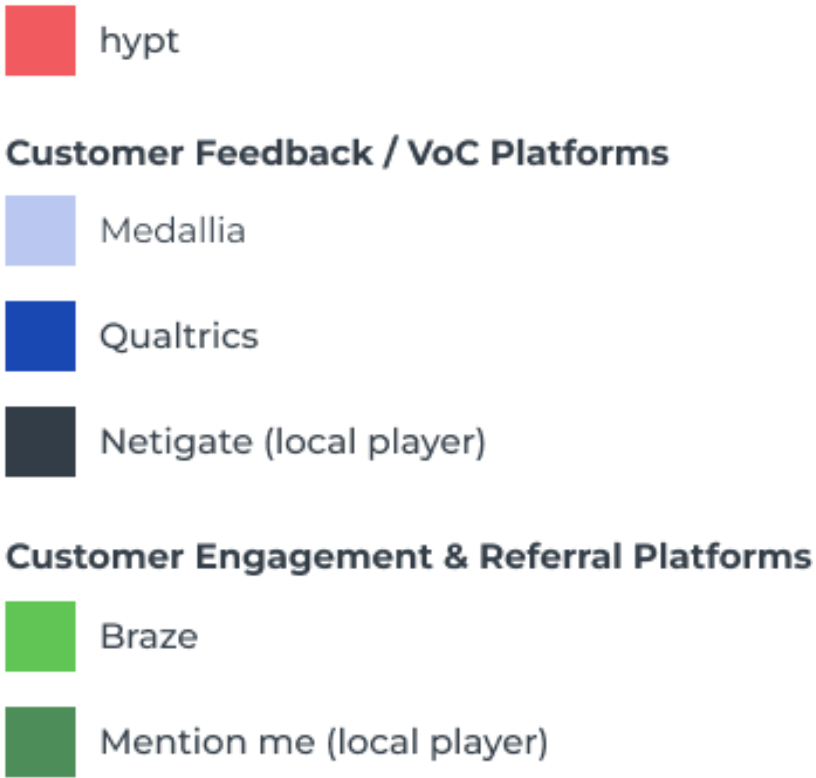
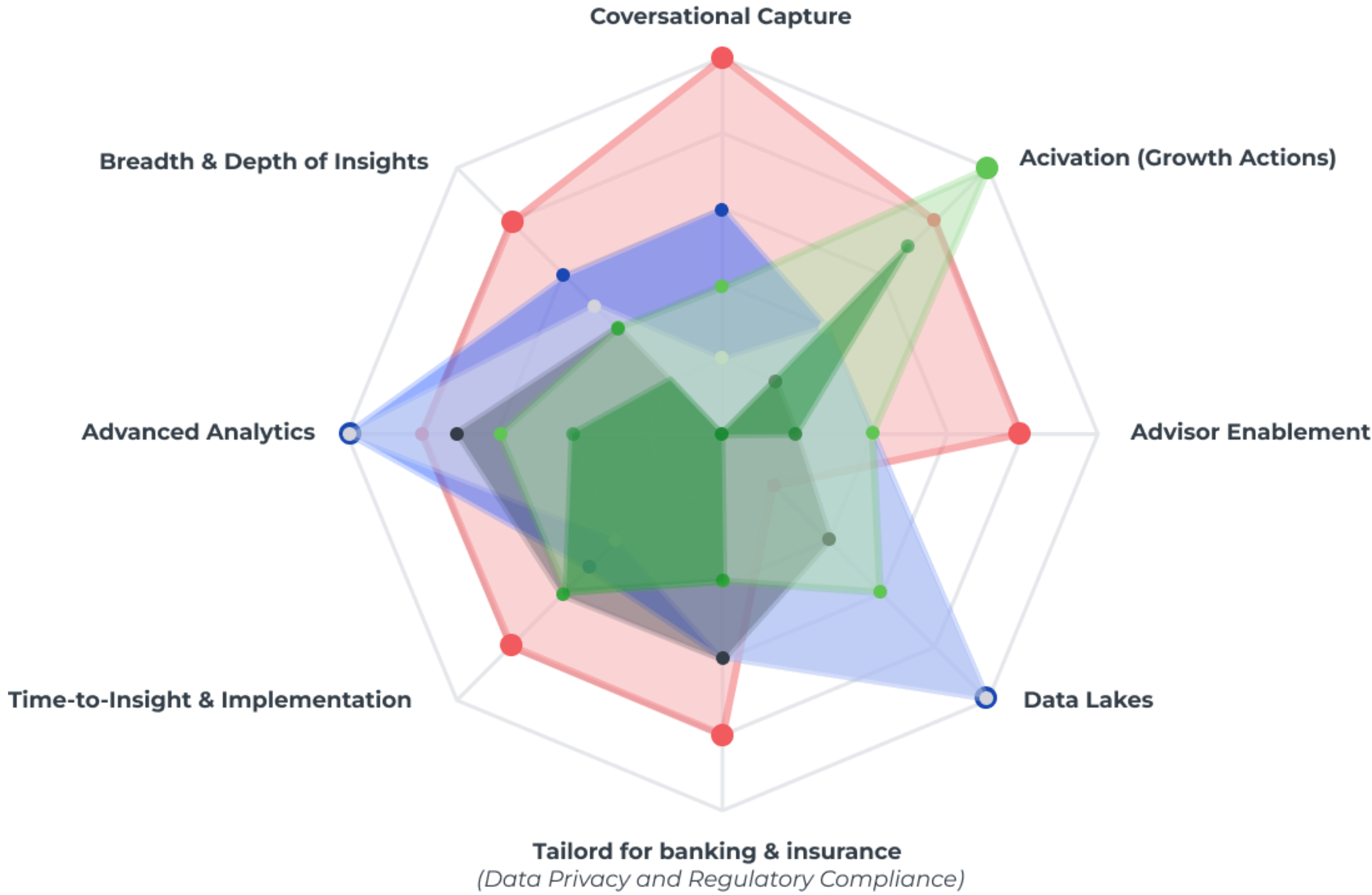
OUR VISION IS TO REWRITE HOW COMPANIES GROW

We imagine a world where organizations grow by intelligence not by headcount. hypt's conversational AI, captures millions of customer signals daily to reveal and activate hidden growth opportunities instantly.



Competition

**FEEDBACK MANAGEMENT IS A COMMODITY –
HYPT IS TURNING FEEDBACK INTO GROWTH OPPORTUNITIES**



NEWS

Legacy-tech tankers are cracking as VoC demand rises

- Leaders are under pressure: Medallia faces a debt-for-equity swap, while banks pulled Qualtrics' \$5.3B debt package over AI concerns.
- VoC is ready for disruption: Only 12 relevant vendors, mostly 15 to 21 years old and stuck in legacy-tech.
- Demand is accelerating: VoC is already a multi-billion-dollar market and growing fast.
- hypt hits the moment: No major player owns AI-first conversational VoC, leaving the door open for an AI-native speedboat.

Team

EXPERIENCED FOUNDING & MANAGEMENT TEAM
WITH A CLEAR VISION TO REWRITE HOW COMPANIES GROW



Pascal Sollberger
Co-Founder & Co-CEO

Role: Customer Success, Marketing, Product

- 10+ years in digital marketing
- 8+ years in product & UX development
- Serial entrepreneur
- Worked with Tobias at previous Startup



Tobias Wegmüller
Co-Founder & Co-CEO

Role: Sales, HR, Finance

- 10+ years in marketing
- 12+ years in sales & finance
- Serial entrepreneur (Raised \$ 6.5 Mio.)
- BSc Business Administration



Roger Ellenberger
Co-Founder & CTO

Role: Software Development

- 12+ years in IT/development
- 2.5 years in a previous startup
- BSc in Computer Science & Cyber Security
- Knows Tobias & Pascal 10+ years



Raffael Spescha
Head of Product

BBA at HSG, Product Lead at Frontify, overseeing a 100-person product organization.



11 (10.5 FTE's) Hypateers
with strong culture fit

Check our
culture code



Ask & milestones

NEXT: SEED EXTENSION ROUND
& 3 YEARS PLAN

Next Round: Seed Extension (CLA)

Timing: Q3 2026
Amount: \$ 1.5M
Use of funds: Find product market fit

Existing Investors:
\$ 2.4M (Equity)



	2025	2026	2027	2028
Team	Grow development & sales team	Grow development team	Scaling team & first Expansion market hirings	Scaling team & offices
ARR	\$ 1M ARR	\$ 2.4M ARR	\$ 7.5M ARR	\$ 15M
Market	First DACH sales	DACH+ & first US sales	DACH+ USA	Europe & USA

WE ARE **HYPT**, ARE YOU?



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