Euronext Growth Conference 2022

May 26, 2022

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Compelling Opportunity, Strong Foundation

Growth

IDC - AI Platform Market
34.6% CAGR thru 2025

Gartner – AI SW market
$135BN in 2025

Advantage

Hybrid/composite AI

NLU expertise/experience

Scale

Scale technology

Scale GTM

Scale process and team

Value

Core verticals

Enterprise breadth

Analyze, understand, accelerate

Accelerating our strategic transformation

SaaS Focus

64%

Core Revenue

Team to Win

95 new experts

Focus on R&D and NA

Product Leadership

BoB Platform

Hybrid NL

Annual Recurring Revenue

+37% YoY

Non-IFRS figure

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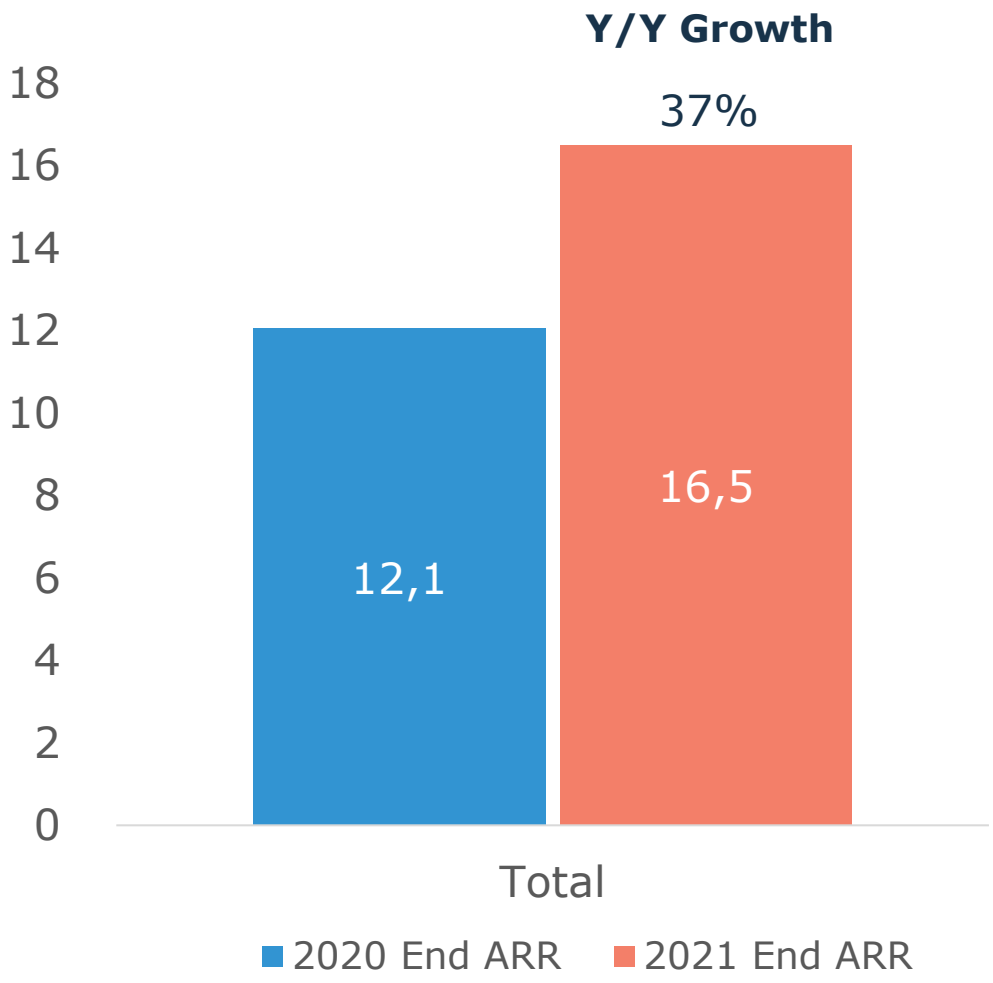
Solid 2020-21 ARR Growth



- Annual (non-IFRS) recurring revenue
- Growth in all geos – accelerated NA and EMEA
- Includes new, expansion and renewals business
- Multi-year committed ARR 31% of total
- New/expansion €4.5M
- Foundation of enhanced SaaS profitability

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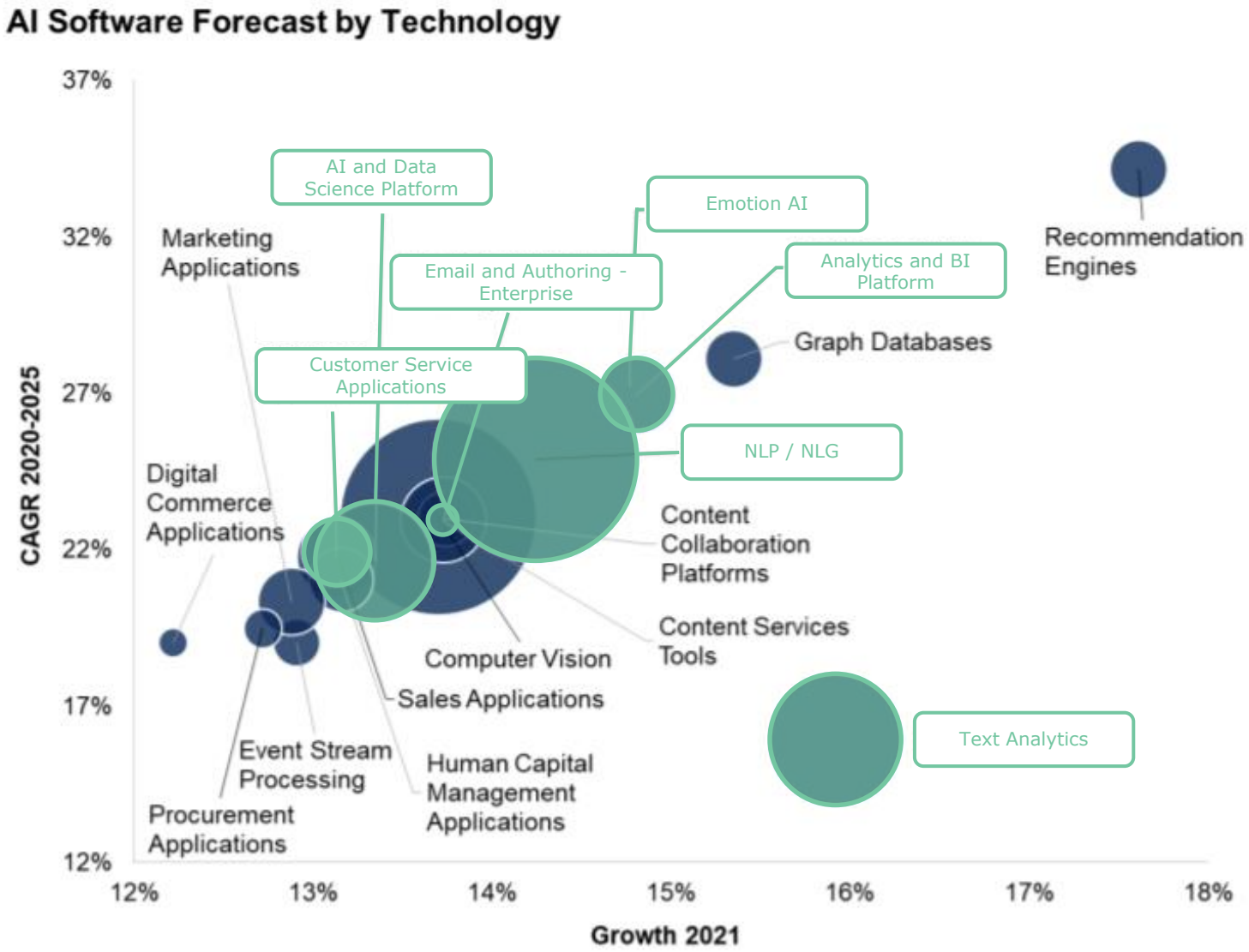
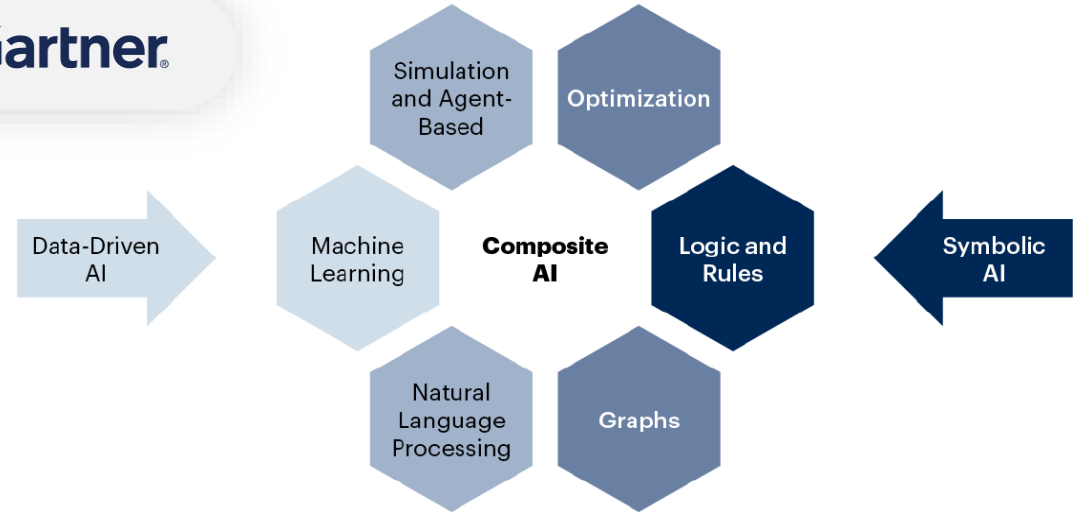
NLP Core in AI Software $135B Forecast

Gartner



Unique Competitive Advantage for expert.ai

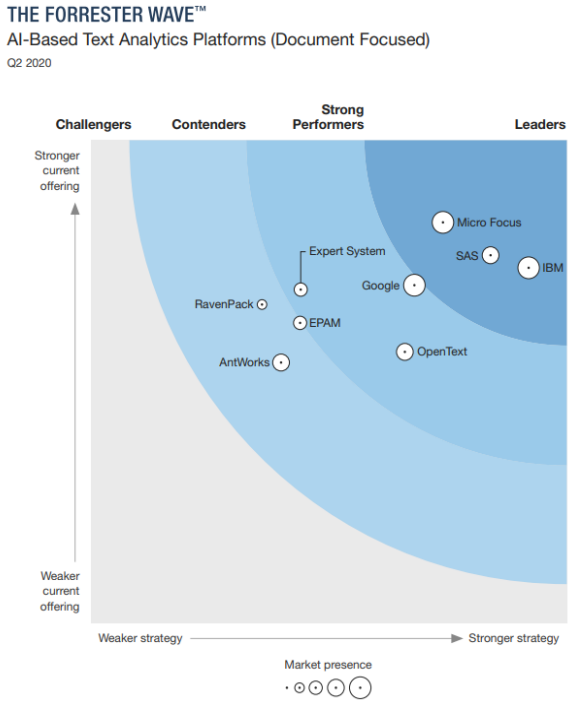
Gartner



"Many current platforms and tools only support the development and operations of ML models and are incapable of supporting the combined use of the diversity of models in composite AI. Data and analytics leaders should therefore prioritize AI tools and platforms that offer support for multiple AI techniques…"

Innovation Insight for Composite AI Published 10 January 2022

FORRESTER®



"…expert.ai's knowledge graph beats purely ML-based text analytics apps …achieving faster time-to-value, more predictable results, and lower overall cost of ownership."

The Forrester Wave: AI-Based Text Analytics Platforms (Document Focused), Q2 2020

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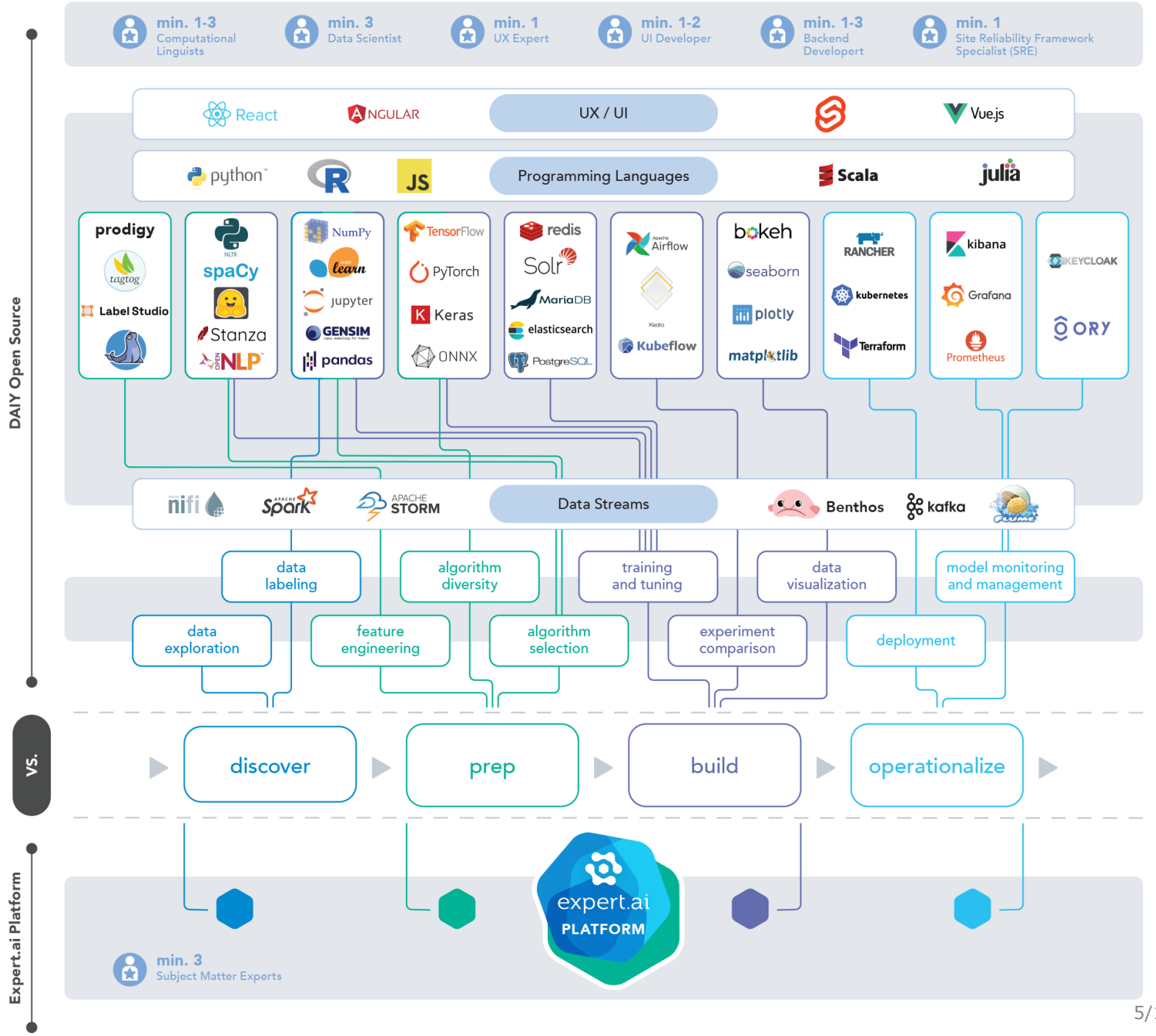
The problems we solve

- Integrated Platform
- Purpose Built for NL
- Hybrid NL to address limitations of pure ML
- Synergies across different applications (no tech debt)
- Enterprise ready
- Relevant from no-code business analyst to power data scientist



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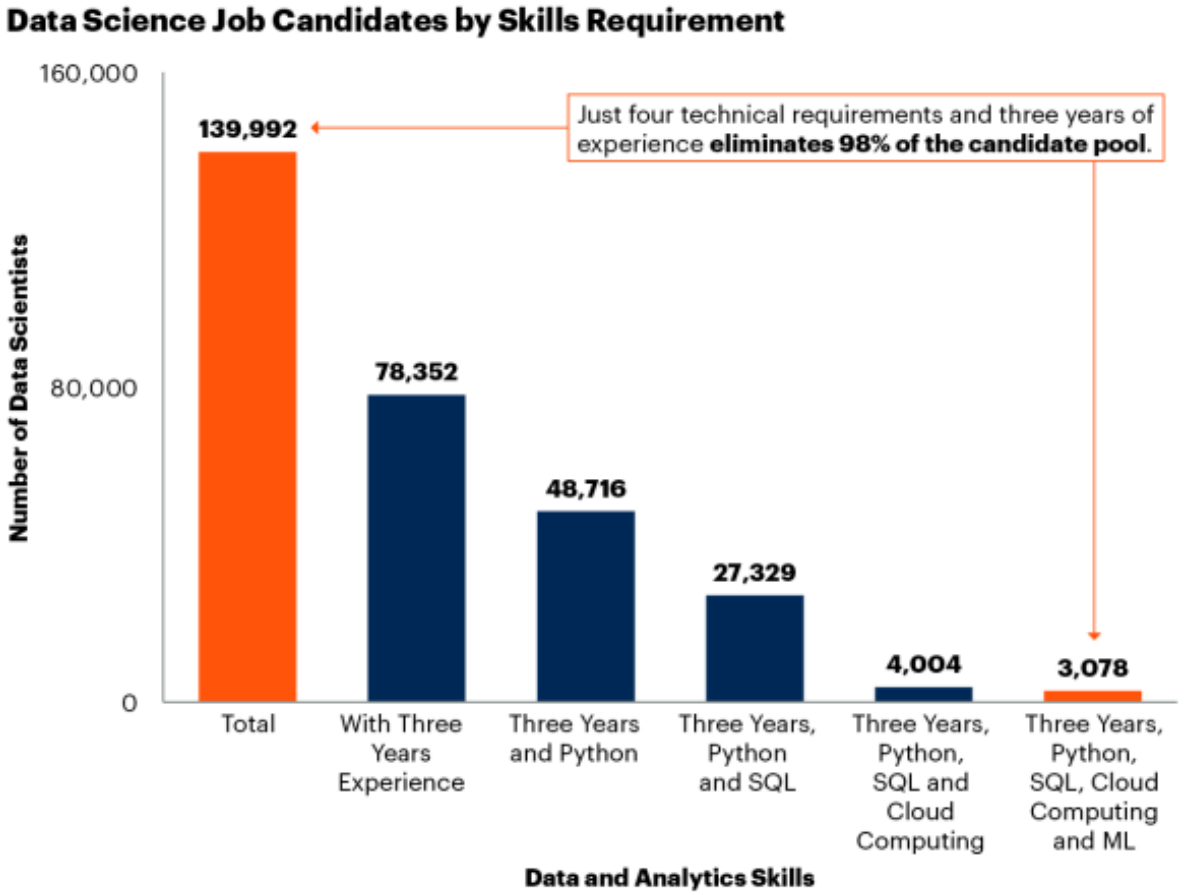
The Complexity Challenge - Talent

The expert.ai answer

- **Deep *practical* experience**
- **Low-code/No-code platform**
- **Hybrid approach for optimal results and business user engagement**

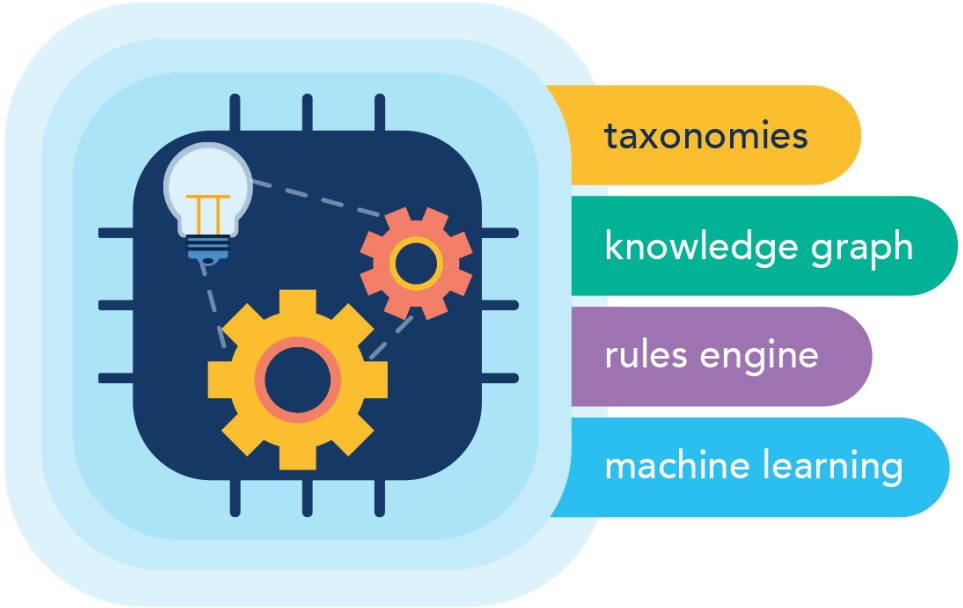


Gartner

Platform as Product

- **Situational Analysis**
  - 90% of CDO's see value in unstructured language
  - <10% adopted solution

- **Ideal Customer Profiles**
  - Data practice advanced in AI adoption
  - Lines of Business with specific use ases
  - Technology Partners – vertical & horizontal focus (RPA, search, content management)
  - System Integration Partners



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Analyze. Understand. Accelerate.

1

Analyze Complex Documents

Identify, compare, and extract specific clauses across complex legal contracts

Analyze large RFPs to automatically identify and classify requirements

2

Understand Risk & Opportunity

Extract financial results from earnings press releases and analyst calls

Know your suppliers and customers

Track reputational risk across internal and external sources

3

Accelerate Processes

Accelerate customer processes (i.e., claims management) with critical language data

Prioritize the most urgent cases based on sentiment analysis of customer emails

One platform expert.ai PLATFORM **to serve them all**

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Use Cases Across a Broad Set of Verticals

Solutions from process automation and fraud detection to manufacturing process enhancement

	Application	Benefits	Representative Customers
Insurance	Improve decision-making, reduce risk, and streamline processes for risk assessment, policy comparison, and claims management	Workflow simplification, error reduction, improved underwriting rates and increased productivity	AEGIS, AXA, GENERALI, REALE MUTUA, Swiss Re, ZURICH
Financial Services	Develop customer insight, power automated customer interactions, assess compliance and regulatory risks	Optimized customer interaction, improved alerting and decision making for risk and compliance	ING, INTESA SANPAOLO, Rabobank
Publishing & Media	Organize massive amounts of language data to enable easier access to relevant information and power new offerings to customers	Increased ability to monetize content, reduce editorial staff workload and product innovation	Associated Press, Bloomberg, DOW JONES, EBSCO Information Services, POLITICO, Wolters Kluwer
Government & Intelligence	Support information analysis and data correlation. Accelerate threat detection and decision-making processes and uncover unique correlations and patterns	Enhanced intelligence capabilities through deep language understanding on large volumes of textual information	EUROPOL
Industrial	Help oil and gas companies manage the scale and complexity of massive amounts of information to streamline data-driven strategies and processes	Discoverability of your knowledge and help you capitalize on your intellectual property, including both structured data and unstructured data	eni, Baker Hughes

Platform Opportunities

Data & Analytics	Scalable, powerful, and intuitive platform to design NLU solutions. Lower cost to operate, time-saving tools, and fully explainable results
Digital Transformation	Embed NLU capability across the enterprise for core business processes, knowledge discovery, and process acceleration

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