



**AIM INVESTOR DAY**



**III Edizione**  
**Palazzo Mezzanotte**  
**14 aprile 2016**



**Stefano Spaggiari, CEO**

# ON THE EVE OF A REVOLUTION



As a company that has experienced tremendous growth internally while expanding our footprint as a multinational organization, we are on the eve of a revolution

# THE SO-CALLED BIG DATA ERA...

Big Data is ALL data



... and it is ALL opportunity

Big Data Market Forecast, 2011-2016 (\$US B)



\*Wikibon is Professional community solving technology and business problems through an open source sharing of free advisory knowledge.

# HOW TO LEVERAGE BIG DATA

## A NEW ERA OF COMPUTING



### Cognitive Systems

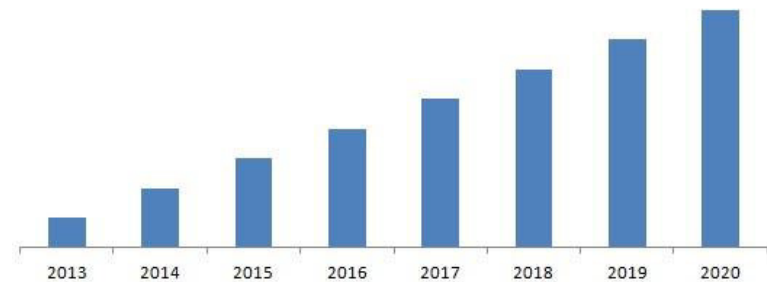
“The smart machine era will be the most disruptive in the history of IT.” - *Gartner*

“By 2018, half of all consumers will interact with services based on cognitive computing on a regular basis.” - *IDC*

“Forrester believes that cognitive computing has the potential to address important problems that are unmet with today’s advanced analytics solutions.” - *Forrester*

### Text Analytics

Global Text Analytics Market is Expected to reach **\$6.5 Billion** by 2020



Growing at a CAGR of **25.2%** (2014-2020)

*Allied –Market Research 2015*

FORRESTER

Expert System included in the Forrester Report “Artificial Intelligence Can Finally Unleash Your Business Applications’ Creativity”. *March 2015*



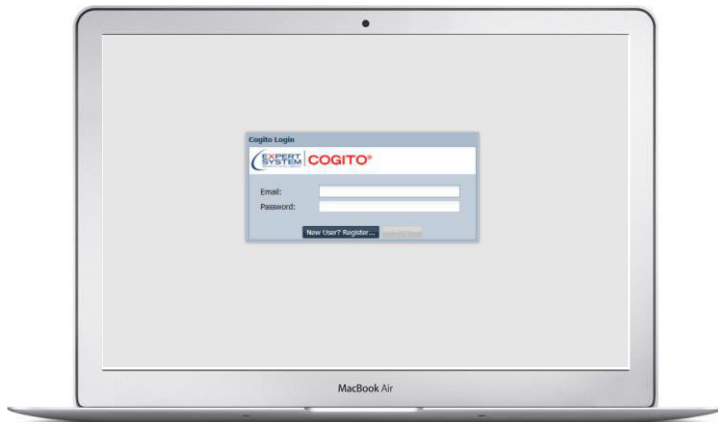
Gartner

# COGITO

We have invented a technology that transforms the way people find, comprehend and use information.

Artificial Intelligence making people smarter

# LIVE DEMO



Cogito Technology



Cogito for Google Search Appliance

# EXPERT SYSTEM OVERVIEW



Listed on AIM Italy: 18/02/2014

108 people  
5 offices 3 Labs in 3 countries  
Production value €13 mln

Business in 3 countries  
Foreign market share: 17%

Language coverage: 6 languages

JV or top vendors partnerships: 0

**Today: Capitalizing on market shifts**



220 people  
14 subsidiaries/offices 7 Labs in 6 countries  
Production value €28-30 mln (F)

Business in 15 countries  
Foreign market share: 60%



14 languages (Japanese, Chinese, Korean)

Established CY4Gate - 10+ partnerships with top vendors  
(Google Cloud Platform, Cloudera, MongoDB, Salesforce)



Big Investments:

- Acquisitions €14 mln
- R&D €9 mln
- Growth and global expansion €4+ mln



Winner in EU and US software selections for key customers thanks to the best-in-class platform

The largest company in Europe in semantic technology for cognitive computing... still under construction

# ON GOING CONSISTENT STRATEGY

## ACQUIRING GREATER VISIBILITY



International Conference for security professionals, London (April)

**ACAMS** | Advancing Financial Crime Professionals Worldwide

International Financial Crime Conference, Hollywood (April)



Conference for UK Defense, Government and CNI sectors, London (April)



Most comprehensive data management conference, San Diego (April)



International Information Conference on Search & Text Mining, Nice (April)



For B2B Media Leaders, Austin (May)



Europe's biggest intranet and digital conference, Berlin (April)



For experts in the database world, San Francisco (May)



Italian Forum for insurance sector, Milan (April)



Solutions for petroleum data management, Houston (May)



# WHY INVEST IN EXPERT SYSTEM

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An Outstanding, unique positioning in the Cognitive Computing, Artificial Intelligence market

Fast-growing international expansion with both internal and external growth

At the fore front of innovation: Expanding the Capabilities of Cognitive Computing

A strong clients portfolio, key partnerships, indirect sales channels with vendors and system integrators

# Thank you

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