

FY 2021 Financial Results

March 30, 2022



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

Product
Leadership

**BoB
Platform**

Hybrid NL

Team to Win

**95 new
experts**

Focus on R&D
and NA

Annual Recurring
Revenue

+37% YoY

Non-IFRS figure

Y/Y Revenue Comparison

Revenue stream	FY 2020 €	FY 2021 €	Δ Y/Y
Recurring revenues	15.5	17.6	14%
Subscription	11.3	14.1	25%
Maintenance	4.2	3.5	-17%
Perpetual license	1.3	1.6	23%
Professional Services	10.7	8.5	-21%
*Other	3.1	3.3	6%
TOTAL REVENUES	30.6	31.1	1%

*Other inclusive of Hosting, Grants and "Other"

- Accelerated shift to SaaS
 - 64% of core revenue
 - Pure SW license +25% YoY
- Perpetual – legacy only
- Professional Services
 - Focus on repeatable deployments
 - Timing on recurring PS relationships
 - Year-end close to large wins

Y/Y P&L Comparison

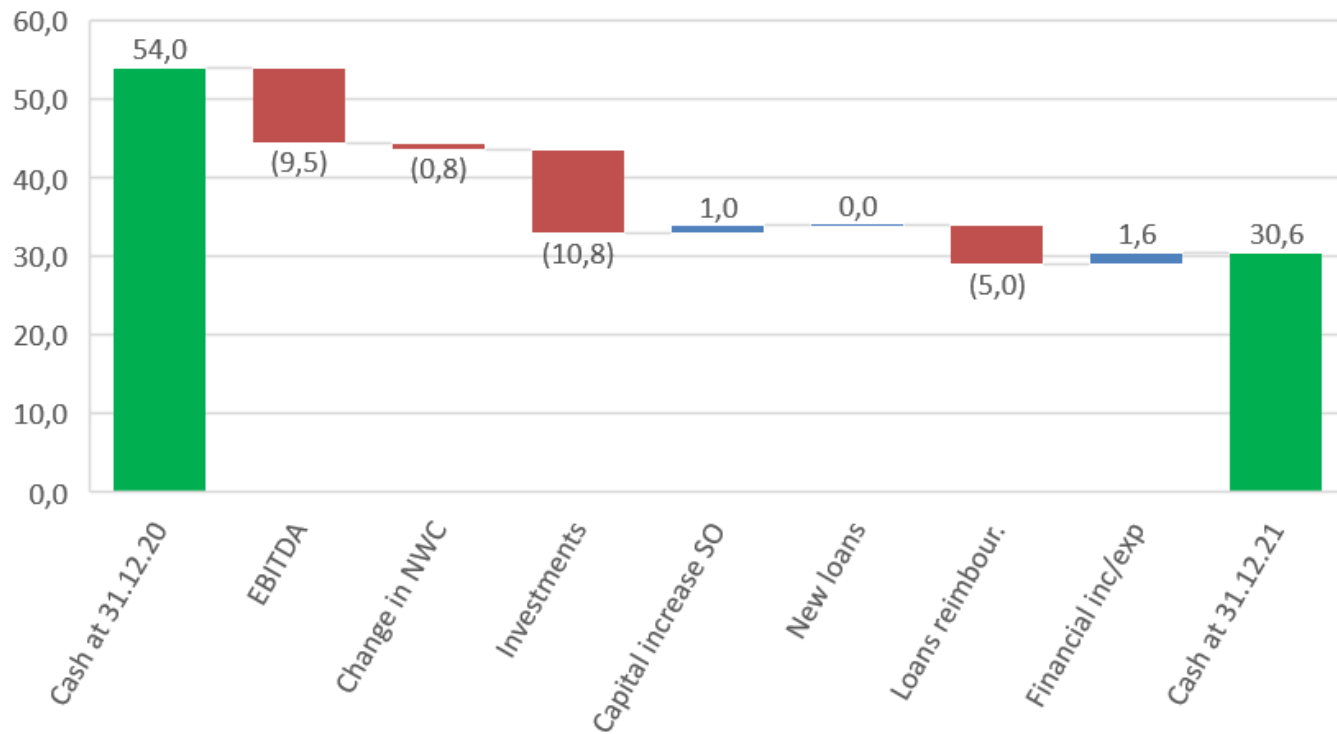
Year ended 31 Dec	FY 2020 €	FY 2021 €	Δ Y/Y
Total revenues	30.6	31.1	2%
Total costs	(34.7)	(40.5)	17%
COGS	(13.1)	(13.0)	-1%
S&M	(12.4)	(18.3)	48%
G&A	(9.3)	(9.2)	-1%
EBITDA	(4.1)	(9.4)	
EBIT	(12.2)	(17.2)	
Net Result	(7.5)	(15.7)	
Net Financial Position	(18.8)	(0.7)	(18.1)
Shareholder's Equity	46.9	32.0	15.0

- Sales and Marketing +48% YoY and 59% of revenue
- ~70 total sales with 40% quota carrying
- ~80% > 9 month tenure as of start '22

Cash Flow

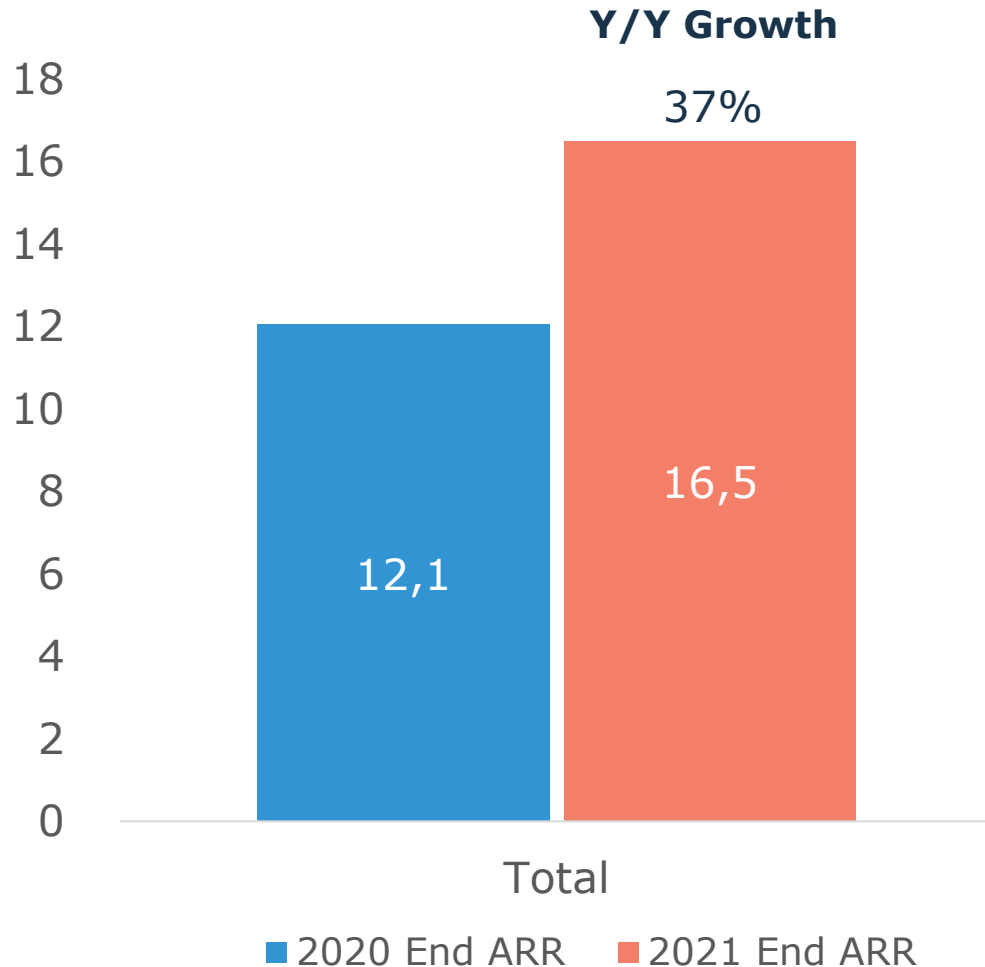
CASH FLOW JAN-DEC 2021

■ Increase ■ Decrease ■ Total



- Major R&D investment
- Solid cash position
- Low-cost debt

Solid 2020-21 ARR Growth

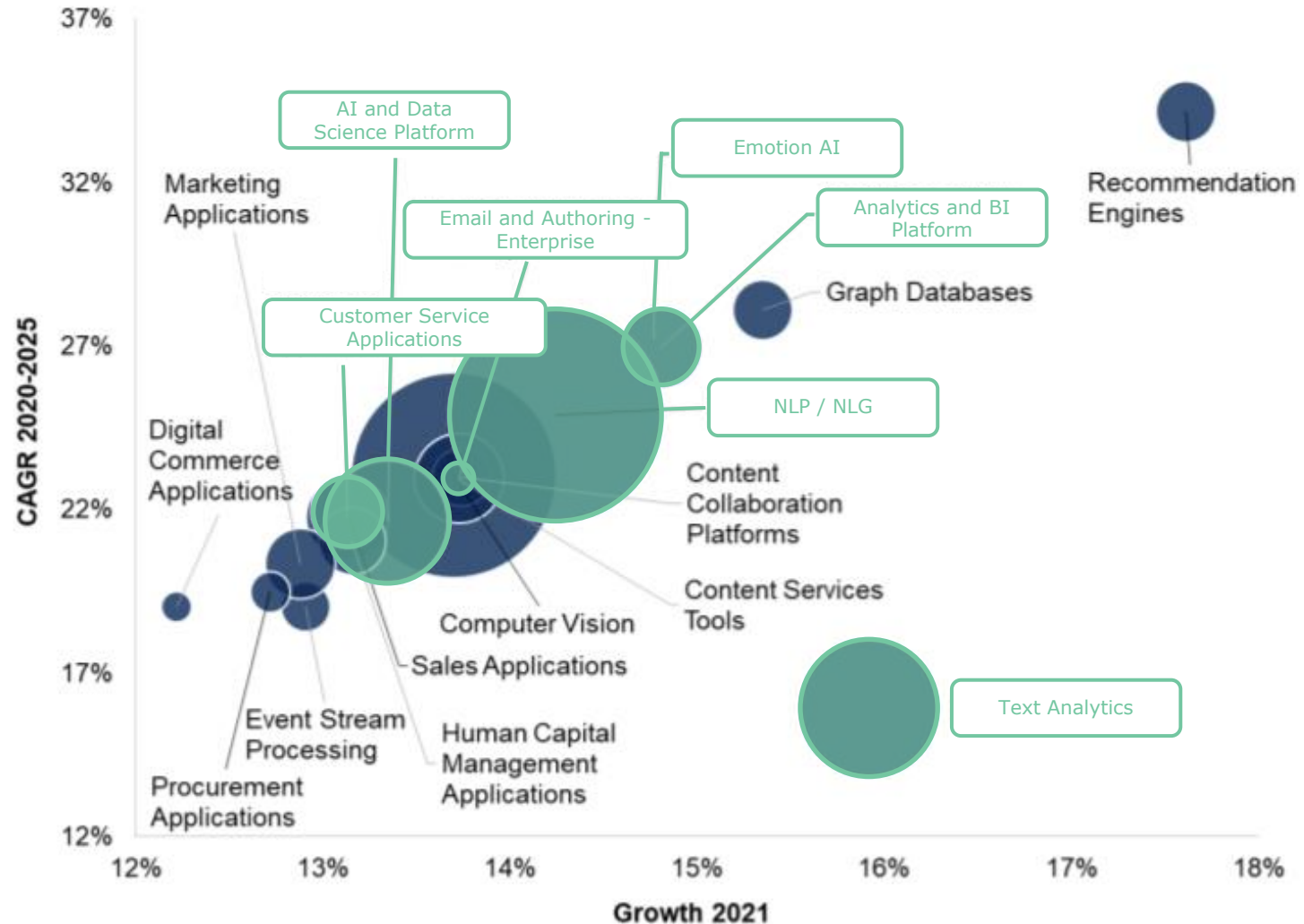


- Annual (non-IFRS) recurring revenue
- Growth in all geos – accelerated NA and EMEA
- Includes new, expansion and renewals business
- Multi-year committed ARR 31% of total
- New/expansion €4.5M
- Foundation of enhanced SaaS profitability

NLP Core in AI Software \$135B Forecast

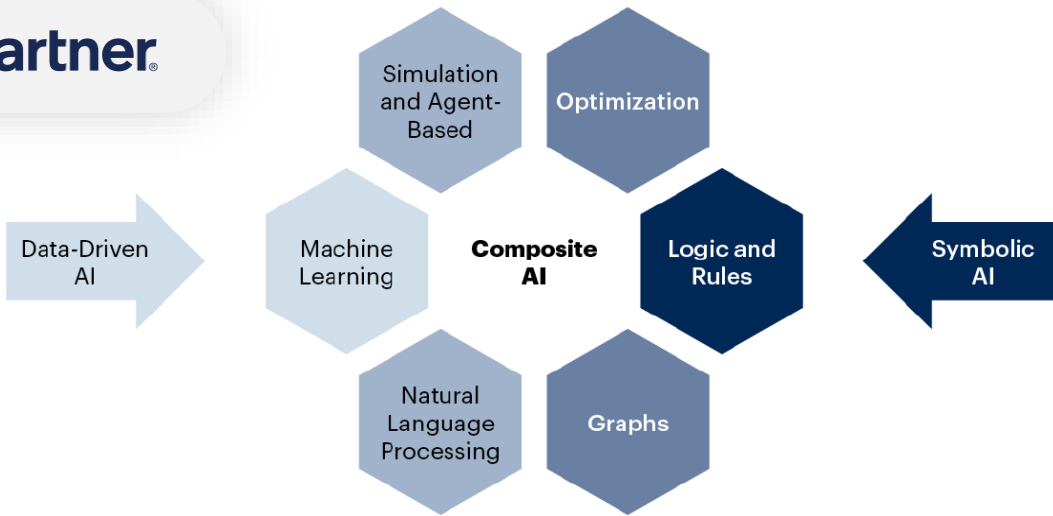
Gartner

AI Software Forecast by Technology



Unique Competitive Advantage for expert.ai

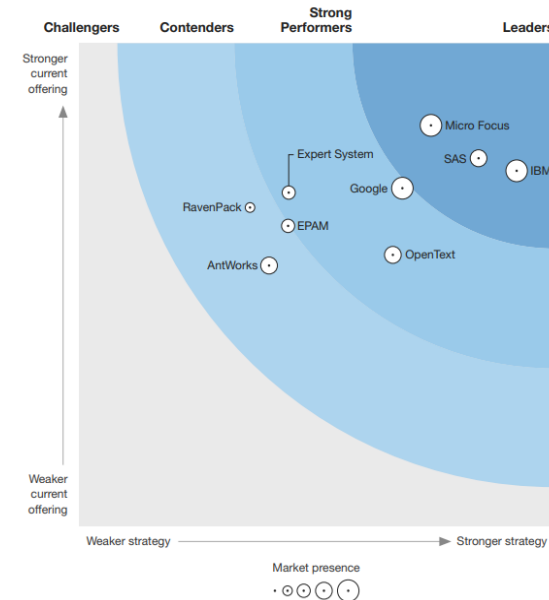
Gartner



"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

THE FORRESTER WAVE™
AI-Based Text Analytics Platforms (Document Focused)
Q2 2020



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."

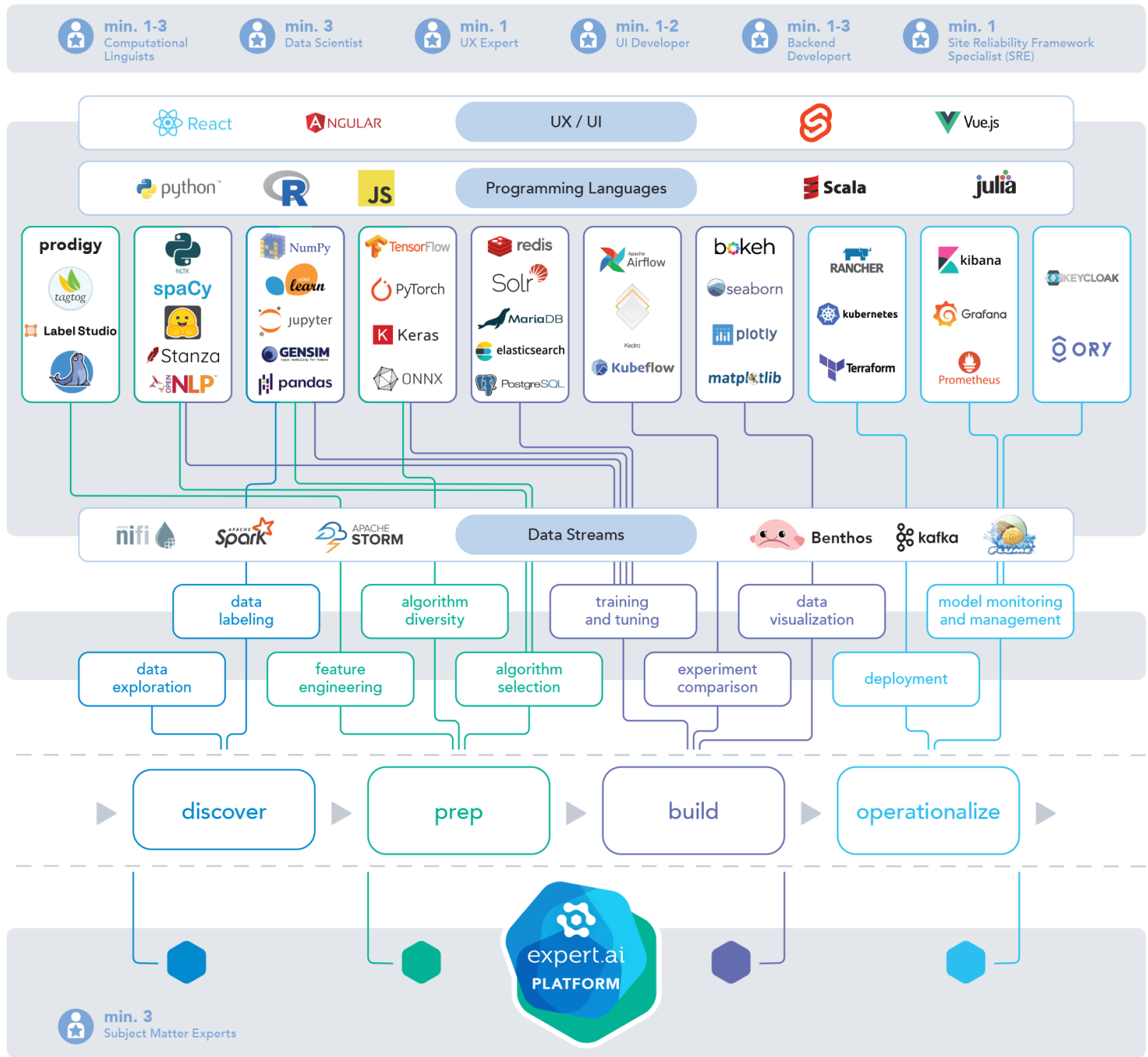
The Forrester Wave: AI-Based Text Analytics Platforms (Document Focused), Q2 2020

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

Before

DAIY Open Source



After

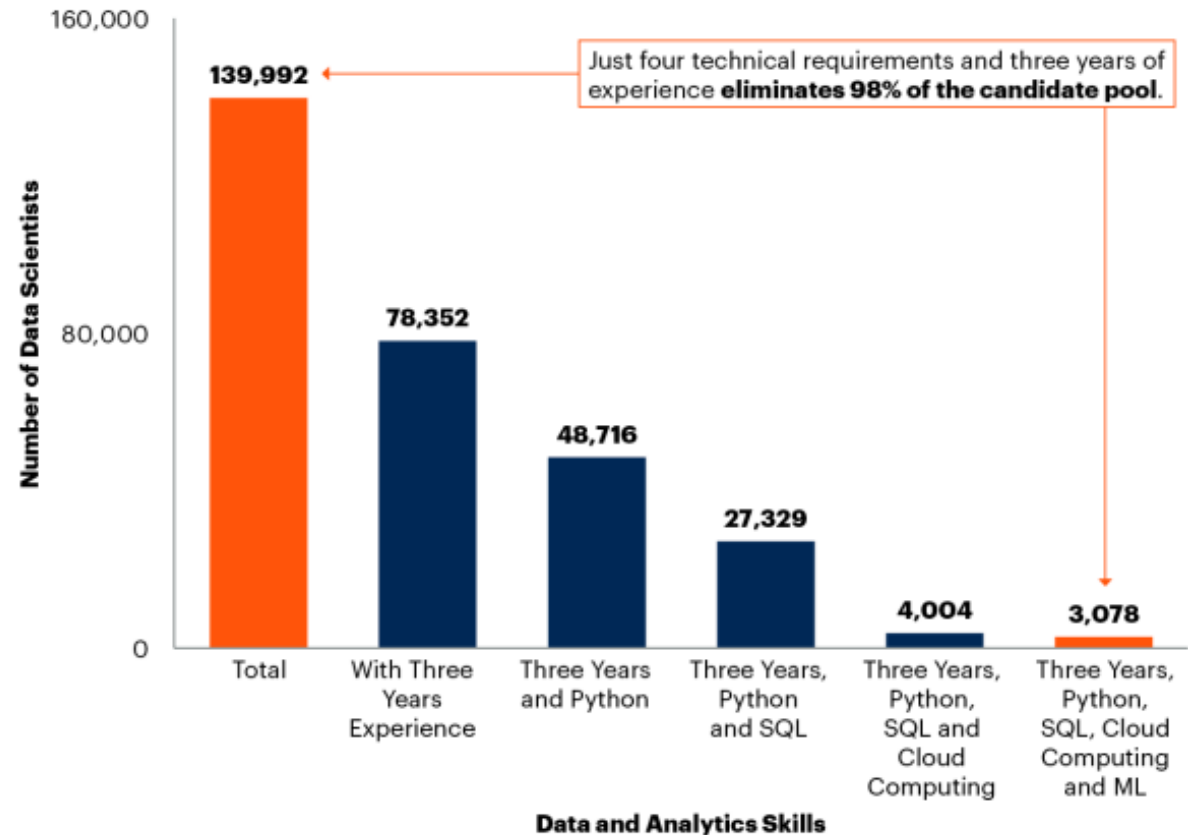
Expert.ai Platform

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

Data Science Job Candidates by Skills Requirement



n = 139,392 data scientist candidates in the market

Source: Gartner TalentNeuron

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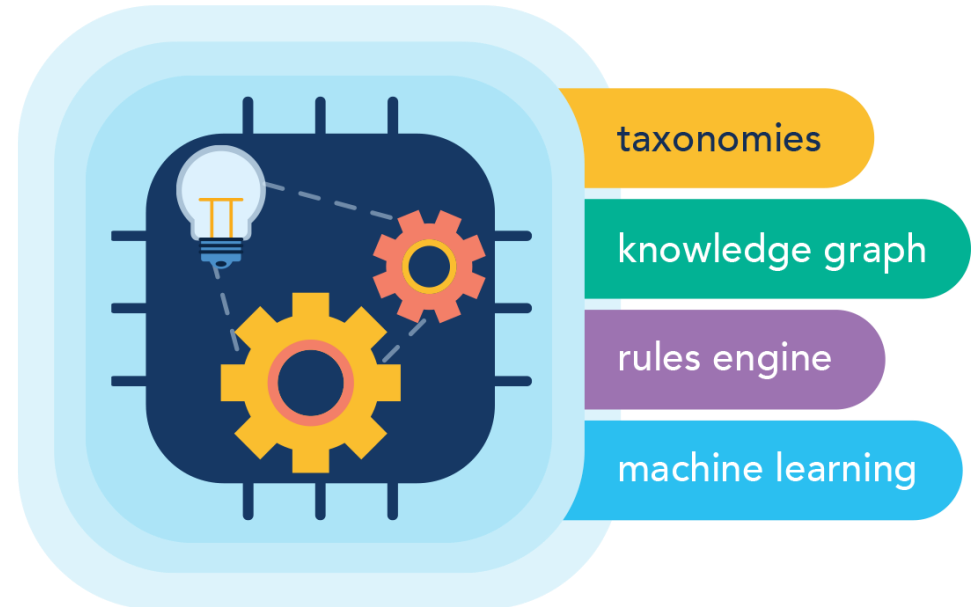
Platform as Product

- **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 cases
- Technology Partners – vertical & horizontal focus (RPA, search, content management)
- System Integration Partners



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





to serve them all

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	     
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	  
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	     
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	   
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	 

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

Thank you