




ARKIFI

CONFIDENTIAL AND PROPRIETARY
Commercial Presentation
2024 Q4

ArkiFi is an AI financial analyst that works *native in Excel*

We automate data retrieval, analysis, and work within your existing spreadsheets to generate sophisticated insights.



Our story starts
a decade ago
with the most
important asset
in finance: *time*

Rote work
has always
been the
bottleneck
in finance

	A	B	C	D	E	F
1	Seagate Technology: Summary of Financials					
2	Income Statement - Annual	FY15A	FY16E	FY17E		Income Statement - Quarterly
3						
4	Revenues	13,738	11,943	12,736		Revenues
5			-13%	7%		
6	COGS	(9,876)	(8,874)	(9,232)		COGS
7	Gross profit	3,862	3,068	2,616		Gross profit
8						
9	SG&A	(829)	(693)	(700)		SG&A
10	R&D	(1,337)	(1,242)	(1,276)		R&D
11	Other expense	-	-	-		Other expense
12	Total operating expenses	1,926	1,994	-		Total operating expenses
13						
14	Operating income	1,696	1,134	1,527		Operating income
15	Interest expense	(207)	(188)	(188)		Interest expense
16	Other income / (expense)	(158)	(158)	(156)		Other income / (expense)
17	Pretax income	1,538	976	1,372		Pretax income
18	Income taxes	(26)	(13)	(27)		Income taxes
19	Net Income	1,512	963	1,344		Net Income
20						
21	Options expense per share	-	-	-		Options expense per share
22	EPS - Non GAPP	4.56	3.17	4.50		EPS - Non GAPP
23	Diluted shares outstanding	332	304	299		Diluted shares outstanding
24						
25	Balance Sheet and Cash Flow Data	FY15A	FY16E	FY17E		Ratio Analysis
26						
27	Cash and short-term investments	2,479	425	162		Sales growth
28	Inventories	993	991	1,029		EBIT growth
29	Accounts receivables	1,735	1,725	1,812		EPS growth
30	Other	355	370	370		
31	Total current assets	5,568	3,516	3,380		Gross margin
32						EBIT margin
33	Net property, plant and equipment	2,278	2,138	2,030		EBITDA margin

Team has strong and diverse backgrounds with *real finance* experience and *world-class investors*

Leadership



Hesam Motlagh
CEO



Lawrence Spracklen
CSO



Andre Leone
Head of Engineering



Paolo Vincenti
Head of Product

Team Experience

Key Investors

khosla ventures



Vinod Khosla



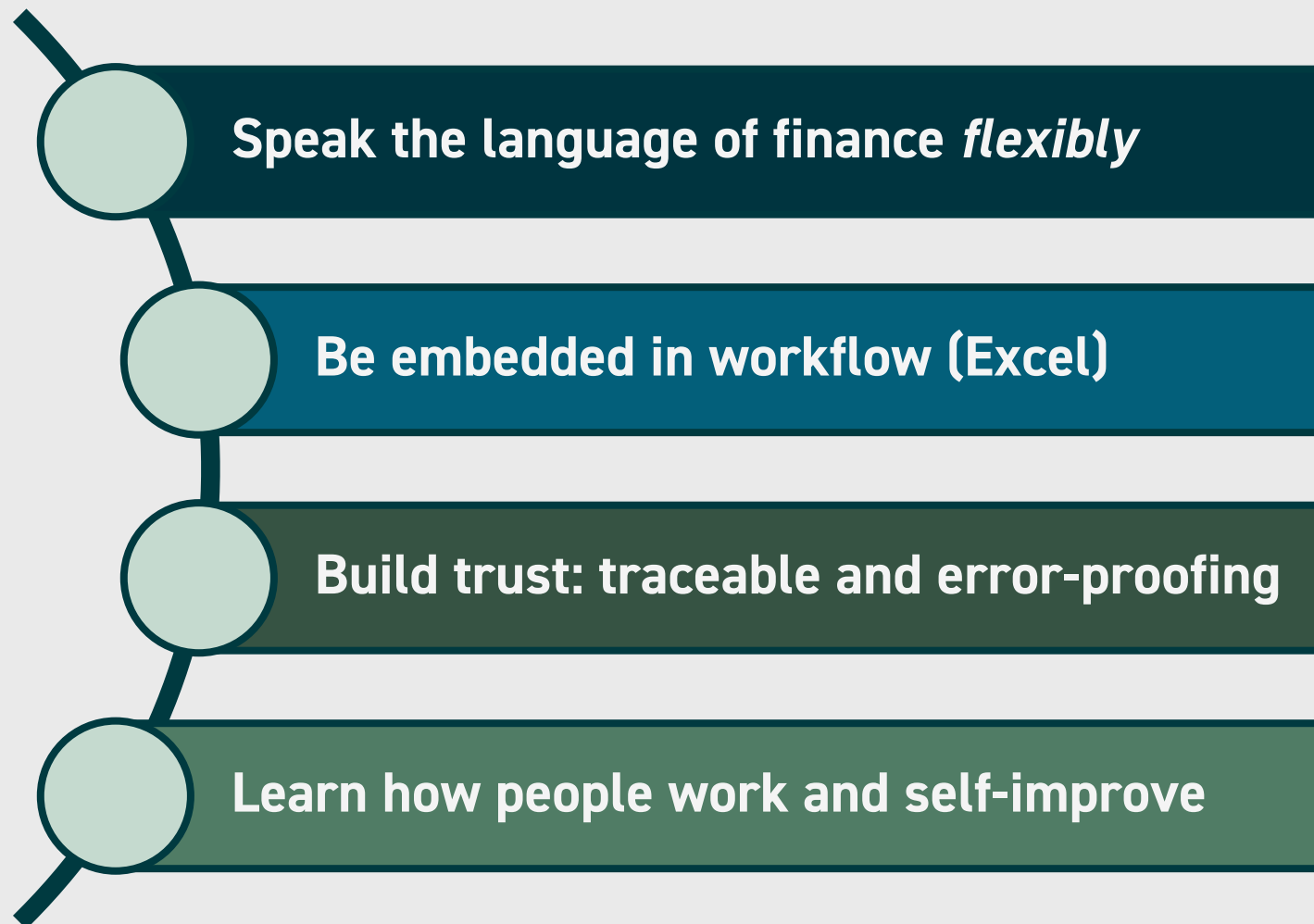
Hans Morris

KKR



Henry Kravis

Four criteria to maximize leverage of *your time* so you can focus on what is most important and uniquely human: *thinking*



ArkiFi is unique by delivering on the four criteria while also being *flexible* – i.e. we are not a templates company

- Built-in and native to Microsoft Excel

Always one click away from the tool

- It speaks the language of finance

Finance-specific AI that knows industry jargon and nuance

- Explainable, traceable, and trustworthy outputs

Every piece of data can be traced to the original source

Error-check work directly yourself or ask the AI

- It “learns” how *you* like to work

becomes a bespoke financial support agent

Selections of Supported Financial Analysis Journeys

- Build from scratch or start with *your existing work*.
- Generate a **fact sheet** and **company snapshot** by ticker
- Construction and import of historical financial statements
- Industry report compilation and summation
- **Comparable Company Analysis**
 - Automated generation of relevant comps
 - Bespoke selection of tickers
- **Financial Modeling**
 - Discount Cash Flow model
 - LBO model
 - Growth model
 - Error checking
- Private document / model analysis

Our partnerships with trusted industry leaders help us offer solutions *immediately* and *out of the box* that can be tailored to your needs



Microsoft

Official member of the Copilot Ecosystem – Satya Nadella presents our logo regularly.

Our close relationship as part of the Startup Hub enables app-store access and enterprise-grade security.



FactSet

Our partnership allows us to distribute their data immediately to you even if you don't have a subscription.

Use an industry standard data source to build trust.

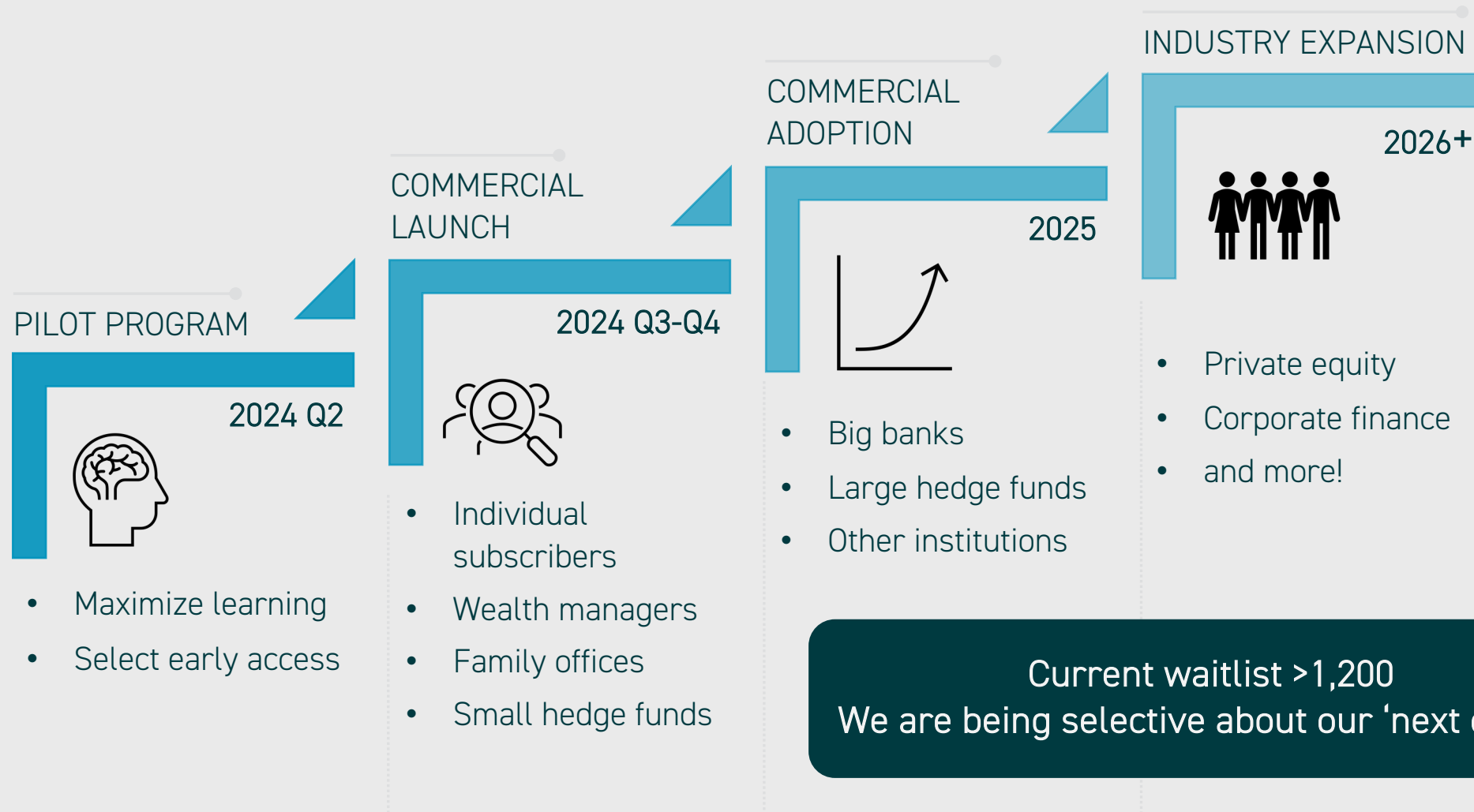
Data Agnostic

We can just as easily tell ArkiFi to use Bloomberg, CapIQ, your own API, etc...

The hard part is teaching the AI how to *think about finance* making it easier to use your *source of truth*

Product demonstration

Our current roadmap guides our commercial expansion efforts



We are committed to security and implementing a *safe solution* that suits your needs

Deployment options



ArkiFi hosted solution:
Dedicated single tenant VPC for enhanced security and privacy



Customer cloud:
Cloud agnostic solutions for flexibility across different cloud services (coming soon)



On-premise: Tailored security in your own data center (later this year)

Appendix

AI SAFETY, MODERATION, AND *TRUST* ARE PARAMOUNT



Explainability

No “black-box” answers

Every data point, number, reference, formula, etc... is **100% traceable**

AI is required to use *chain-of-thought* to **explain reasoning**

We **fact-check** everything being passed back to user



Moderation

Pre-filtering of *all* queries before it hits AI to remove hate-speech, sexism, etc...

Can't ask about off-topic questions

Explicitly says to **consult experts** re: financial advice

If any of our filters miss, OpenAI & others have **content moderation tools** we also use



Customer safety

We **do not train** on any customer data

VPC environment to “**firewall**” each customer

Can't have inter-company information exchange

We **do not store customer data** – but can make queries/results available to customer security teams as an option for full transparency



Arkifi safety

We put systems in place to **prevent “hacking”** of our system for wrongdoing

You **can't extract “prompts”** from user interface

The front-end is unaware of the back-end's function calls

We also filter hack-like requests away from hitting the core AI