

### aiWARE:

# The Leading Enterprise Al Platform

**Investor Presentation | August 2022** 



# Forward Looking Statements & Disclaimers

This presentation of Veritone, Inc. (the "Company") contains forward-looking statements that involve substantial risks and uncertainties. The words "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "predict," "project," "target," "potential," "would," "could," "should," and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forward-looking statements we make. The forward-looking statements contained in this presentation reflect our current views with respect to future events.

Forward-looking statements represent our management's beliefs and assumptions only as of the date of this presentation. We have included important factors in the cautionary statements included in the Annual Report on Form 10-K and other periodic reports that we have filed with the Securities and Exchange Commission (the "SEC"), particularly in the Risk Factors sections, that we believe could cause actual results or events to differ materially from the forward-looking statements that we make. Those factors include, but are not limited to: our ability to expand our aiWARE Saas business; declines or limited growth in the market for Al-based software applications and concerns over the use of Al that may hinder the adoption of Al technologies; our requirements for additional capital to support our business growth, and the availability of such capital on acceptable terms, if at all; our reliance upon a limited number of key customers for a significant portion of our revenue; fluctuations in our results over time; the impact of seasonality on our business; our ability to manage our growth, including through acquisitions and our further expansion into international operations; our ability to enhance our products and introduce new products that achieve market acceptance and keep pace with technological developments; actions by our competitors, partners and others that may block us from using the technology in our aiWARE platform, offering it to for free to the public or making it cost prohibitive to continue to incorporate their technologies into our platform; and interruptions, performance problems or security issues with our technology and infrastructure, or that of our third party service providers. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

Before you invest, you should read the Company's Annual Report on Form 10-K, Quarterly Report on Form 10-Q and the other documents the Company has filed with the SEC for more complete information about the Company. You may obtain these documents for free on the Company's website or by visiting EDGAR on the SEC website at www.sec.gov.

In addition to the Company's GAAP financial results, this presentation also includes certain non-GAAP financial measures. Tables detailing the items excluded from these non-GAAP financial measures and reconciling such non-GAAP financial measures with the most directly comparable GAAP financial measures are included in the Appendix.

The Company has provided these non-GAAP financial measures because management believes such information to be important supplemental measures of performance that are commonly used by securities analysts, investors and other interested parties in the evaluation of companies in its industry. Management also uses this information internally for forecasting and budgeting.

These non-GAAP financial measures should not be considered as an alternative to net income (loss), operating income (loss) or any other financial measures so calculated and presented, nor as an alternative to cash flow from operating activities as a measure of liquidity. Other companies (including the Company's competitors) may define these non-GAAP measures differently. These non-GAAP measures may not be indicative of the historical operating results of the Company or predictive of potential future results. Investors should not consider these non-GAAP financial measures in isolation or as a substitute for analysis of the Company's results reported in accordance with GAAP.

This presentation also contains information using industry publications that generally state that the information contained therein has been obtained from sources believed to be reliable, but such information may not be accurate or complete. While we are not aware of any misstatements regarding the information from these industry publications, we have not independently verified any of the data from third-party sources nor have we ascertained the underlying economic assumptions relied on therein.



# Veritone – A Leader in Enterprise Al

Veritone is a leader in enterprise Al software, services, and applications, helping companies transform their operations and solve the complexities of digital information today. With our Al solutions and rich partner ecosystem, our customers can address their current and future challenges, empowering them to run more efficiently, accelerate decision making, and gain a competitive edge.

PARTNERS

Deloitte.

















Audacy













F











CUSTOMERS









**HBO** 



**Bloomberg** 









Founded in

2014

NASDAQ:

**VERI** 

39

Issued U.S. & Foreign Patents + 93 Pending Applications

690+

**Employees** 

594+

SaaS customers including major media & entertainment names

100+

Partners including Amazon, Google, Microsoft, Oracle, Snowflake



## Veritone at a Glance

#### **Overview**

- Veritone's operating system for artificial intelligence, aiWARE<sup>™</sup>, orchestrates a diverse ecosystem of machine learning models to transform audio, video, text, and other unstructured data sources into actionable intelligence
- Multi-faceted aiWARE<sup>TM</sup> platform capable of listening, watching, analyzing, and optimizing the world's information and infrastructure 24/7/365
- Cognition behind aiWARE™ is being used extensively across major Commercial Enterprises and Government & Regulated Industries customers today, driving down the cost, complexity and time to develop, deploy and distribute cognitively enabled applications across any cloud or on-premise infrastructure
- Industry-leading partners and customers

























**Bloomberg** 









#### **Q2 2022 Key Indicators Seeing Momentum**

Financials

**KPIs** 

\$34.2M +78% YOY growth

Q2 2022 Revenue

594 42% YOY ProForma Growth +229%

YOY Revenue Growth

Q2 2022 Software Product & Services

\$14.7M

+199% YOY
Pro Forma Growth
New Bookings

\$157M

>100% Y/Y improvement

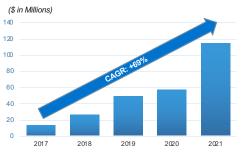
Q2 2022 Unencumbered Cash

>90%

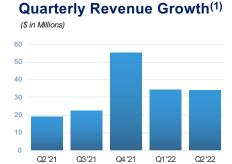
Gross Retention

#### 5 - Year Revenue Performance(1)

Software Customers







# Recent Business Momentum and Key Wins









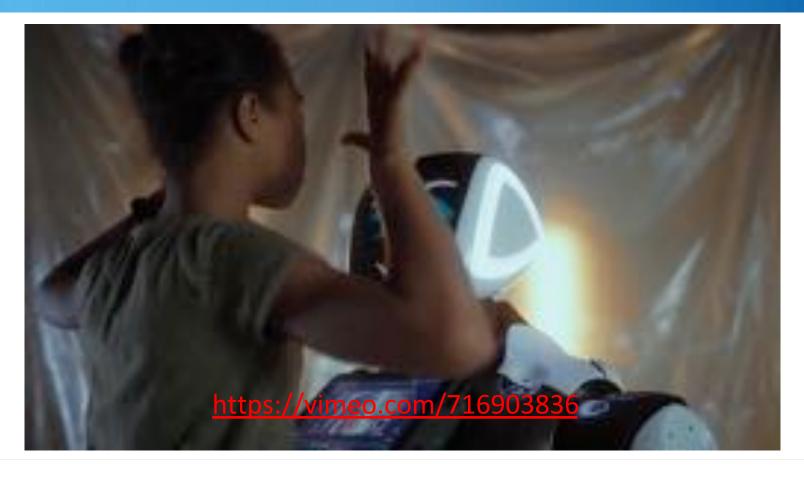








# Overview Video



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# **Investment Highlights**

Unique Operating System for Artificial Intelligence (AI) Driving Enterprise AI Transformation

Extensible Platform Supported by Large and Growing \$100 Billion Enterprise Al Market<sup>(1)</sup>



Sustained Growth Through Product Innovation and Accelerated by Strategic Inorganic Opportunities

Critical Enterprise Solutions with Growing, and Attractive, Blue Chip Customer base

Founder-Led Entrepreneurial Management Team with Extensive Experience in Building "Data-Centric" Businesses

Track Record of Delivering Sustained YoY Growth Coupled with Attractive Financial Model and High Gross Margins

.
(1) Represents estimated market size in 2025 from Omdia Artificial Intelligence Software Market Forecast, June 29, 2020.



### **Veritone Mission**

Veritone is a leading enterprise AI software and services provider that activates the digital transformation of organizations. Our mission is to simply create a better world. One that is safe, dynamic, transparent, and innovative. The proven AI platform, aiWARE, the first proprietary operating system (OS) for AI, was designed to achieve this mission. By acting as the foundation for companies across multiple sectors, aiWARE enables the creation of enterprise-scale AI solutions and bespoke applications for customers and partners across industries.

Removing Bias

Transparency

Energy Efficiency/Resilience

Labor Diversity

Resource Optimization



## AI is Alive with aiWARE



# Extensible AI Platform Accelerating Digital Transformation



Veritone's proven Enterprise AI platform, aiWARE<sup>TM</sup>, is the foundation upon which Veritone has helped customers and partners:

#### **Build**

Al-powered solutions and applications faster and cost-effectively

#### **Accelerate**

Al enterprise implementation and adoption, increasing operational efficiency

### Leverage

A vast ecosystem of proprietary and thirdparty AI models with minimal integration costs

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# Unstructured Data Presents Large Market Opportunity





# Strategic Product Growth Accelerated by Inorganic Expansion

#### Launched aiWare<sup>™</sup> 1.0

- Launched initial application suite "Essentials"
- Secured first Media Customer (CBS Radio)
- · Purchased Veritone One

### Launched aiWARE<sup>TM</sup> 2.0 (real-time processing)

- 2.0 enables expansion of market opportunities beyond Media
- Acquired Atigeo, Performance Bridge, Machine Box, & Wazee Digital
- Secured first major Legal Contract as well as Int'l Government win with channel partner

Launched aiWARE<sup>TM</sup> 3.0 (Dynamic scaling enabling versatile deployment)

- 3.0 Vastly improved stability, efficiency and performance
- Announced support for NVIDIA CUDA & EGX



- · Launched Veritone Voice
- Launched Automate Studio
- Launched Veritone Energy
- Integrated aiWARE™ with Relativity, Accelerate and Alteryx

WWW.RE 3.0

INCEPTION (2014) 2020 POTENTIAL FUTURE VALUE



Formulated Original

System to leverage

business Plan to

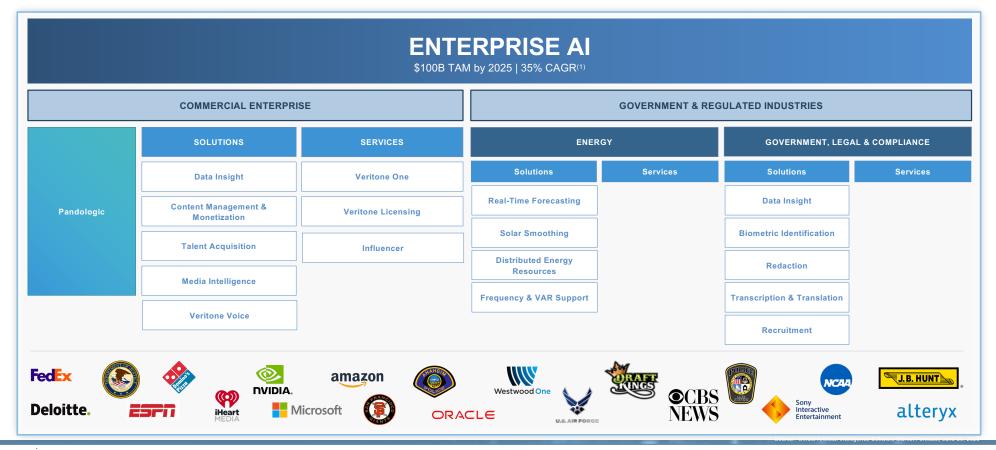
multitudes of ML

Models in parallel.

**Build Operating** 

wWMME 1.0

# Enterprise Al Platform with Customer-Focused Alignment



. (1) Represents estimated market size in 2025 from Omdia Artificial Intelligence Software Market Forecast, June 29, 2020.



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## **Commercial Enterprise Solutions**

### Built to Solve Your Business Challenges

Veritone is helping some of the world's most recognizable brands accelerate the gap between traditional enterprise software and cognitive insights enabled by AI solutions and bespoke applications, empowering greater efficiencies, accelerating decision making and driving revenue growth



#### **Data Insight**

Gain value from your video, audio, images, text, and data through metadata extraction, search, and visualization, enhancing customer support and system integrations



# **Content Management & Monetization**

Unlock the full potential of your content efforts with Alpowered DAM and synthetic voice creation



#### **Media Intelligence**

Provide proof-of-performance metrics for broadcast-to-web attribution while tracking all of your content to make it easier to reuse, provide airchecks and validate sponsorships

#### **SELECTED CUSTOMERS**











































#### **Talent Acquisition**

Increase the number of qualified applicants, decrease the time to find and hire the best candidates, while removing inefficient HR processes





# **Enterprise Al for the Metaverse**

A suite of solutions including synthetic Voice and Avatars to extend reach and value for both the Real and Digital worlds

#### **VERITONE MANAGED SERVICES**

#### VERITONE ONE.

Full-service performance advertising agency utilizing aiWARE™ actionable intelligence and leader in the digital influencer



Team of experts and proprietary AI help find footage, rights and clearances for content buyers and rightsholders



Premiere social media influencer management and content production company.



# Government and Regulated Industries

### **Government Solutions**

Veritone works with some of the largest federal, state, and local government agencies, solving problems of transparency, compliance, and inefficiencies with Al solutions and bespoke applications



#### **Data Insight**

Gain value from video, audio, images, text, and data through metadata extraction, search, and visualization, enhancing customer support and system integrations



#### Redaction

Save time and costs while freeing up valuable resources by using Veritone Al to automate the redaction of sensitive information within audio, video and image-based evidence



#### **Biometric Identification**

Authenticate users identify callers and suspects by recognizing voices and faces in videos, images, and calls



#### Recruitment

Increase the number of qualified applicants, decrease the time to find and hire the best candidates, while removing inefficient HR processes



#### **Transcription & Translation**

Legal and contact center teams, automate manual work with near-realtime transcription and translation of any data source

#### **SELECTED CUSTOMERS**























#### **SELECTED CHANNEL PARTNERS**

**Deloitte.** 























## Government and Regulated Industries (Cont'd)

### **Energy Solutions**

Veritone is empowering energy companies with the technology to prepare for changing business models and help the world obtain more efficient energy systems and infrastructure



#### **Real-time Forecasting**

Al-powered Forecaster generates highly accurate energy demand, supply and price forecasts using historical and real time data modeling of predicted weather, power demand and DER device data.



#### **Solar Smoothing**

The Al-driven Optimizer leverages battery storage for solar smoothing to confidently supplement the gaps in solar power, while minimizing maintenance costs and increasing reliability of solar generation.



#### **Distributed Energy Resources**

Distributed AI agents ensure optimal economic dispatch of energy between multiple Distributed Energy Resources (DERs) allowing for autonomous, continuous operation when portions of the grid fail.



#### **Voltage & VAR Optimization**

Controls the flow of power on the distribution system to increase efficiency and reliability, reduce distribution energy losses, and accommodate new power flows, such as those originating from distributed generation

#### **SELECTED CUSTOMERS**









#### **SELECTED PARTNERS**











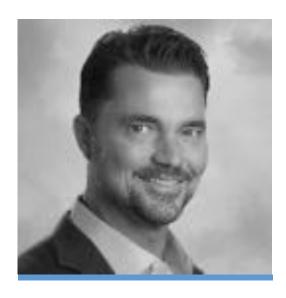
# Founder-Led Visionary "Data-Centric" Team



CHAD STEELBERG

Co-founder, CEO & Chairman of the Board

- Board Member Brand Affinity Technologies
- General Manager, Audio Division Google
- Co-Founder and CEO dMarc Broadcasting (acquired by Google)
- Co-Founder of AdForce (acquired buy CMGI)



**RYAN STEELBERG** 

Co-founder, President

- CEO & President Brand Affinity Technologies
- Head of Radio Google
- Co-Founder and President dMarc Broadcasting (acquired by Google)
- Co-Founder, President and Board Member of AdForce (acquired buy CMGI)



#### **MIKE ZEMETRA**

**Executive Vice President & Chief Financial Officer** 

- CFO LiveXLive Media Inc.
- Cloud Division CFO j2 Global
- CFO Global League Entertainment
- CAO Demand Media
- Manager PwC

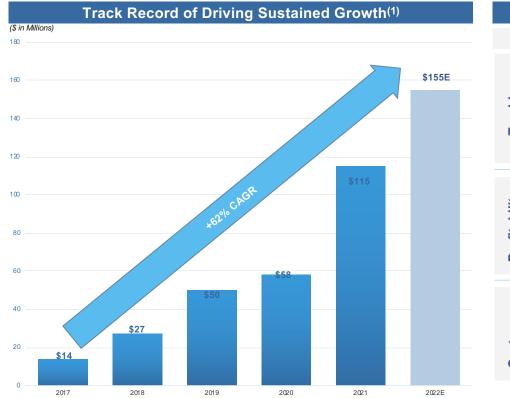
**Collectively Hold over 60 Patents** 







# Strong Historical Prior Financial Performance



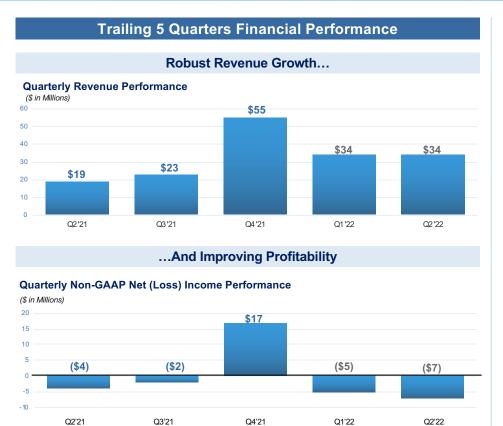


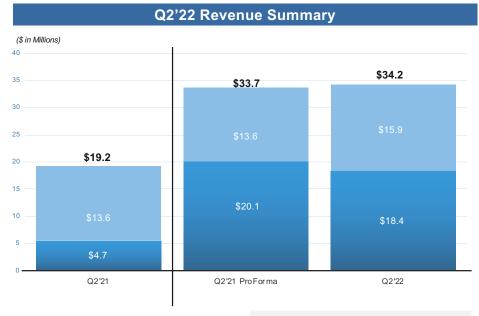
Note: USD in millions.

(1) Financial estimates for the period ending 12/31/2021E include contribution from PandoLogic starting in 9/14/2021. Revenue Estimates Represent the midpoint of Management's Guidance Range provided August 9, 2022. (2) Pro Forma Financial Metrics (unaudited) assume January 1, 2021 ownership of PandoLogic.



# **Business and Financial Momentum**





	Q1'22 CHANGE			
	<b>GAAP</b> (Q2'21 – Q2'22)	<b>Pro Forma</b> (Q2'21 – Q2'22)		
Software Products & Services	229%	(8%)		
Managed Services	16%	16%		
Total Sales	78%	2%		



# Second Quarter 2022 Revenue – Summary

				Q2'22 CHANGE	
(\$ in Thousands)	Q2'21	Q1'22	Q2'22	Q/Q	Y/Y
Commercial Enterprise					
Software Products & Services	\$5,131	\$17,386	\$17,508	1%	229%
Managed Services	\$13,626	\$16,240	\$15,856	(2.4%)	16%
Subtotal	\$18,757	\$33,626	\$33,364	148%	78%
Government & Regulated Industries					
Software Products & Services	\$448	\$781	\$871	12%	94%
Managed Services	-	-	-		
Subtotal	\$448	\$781	\$871	41%	(39%)
Total Sales	\$19,205	\$34,407	\$34,235	(1%)	78%

Note: Software Product & Services (incl. PandoLogic) previously aiWARETM SaaS Solutions. Managed Services previously Advertising and aiWARETM Content Licensing.



# Balance Sheet Summary

in Thousands)	<u>June 30, 2022</u>
Cash and Cash Equivalents	\$220,463
Current Assets	\$302,937
Total Assets	\$450,896
Current Liabilities	\$170,402
Total Liabilities	\$381,731
Stockholders' Equity	\$69,165
Common Shares Outstanding (excluding options, RSUs and warrants as of June 30, 2022)	36,083,515





## The Veritone aiWARETM Platform

#### Transform audio, video, text, and other data sources into actionable intelligence

#### **FAST TO MARKET**

"OS for Al" ecosystem of hundreds of best-ofbreed, ready-to-deploy Al engines

#### **FUTURE PROOF**

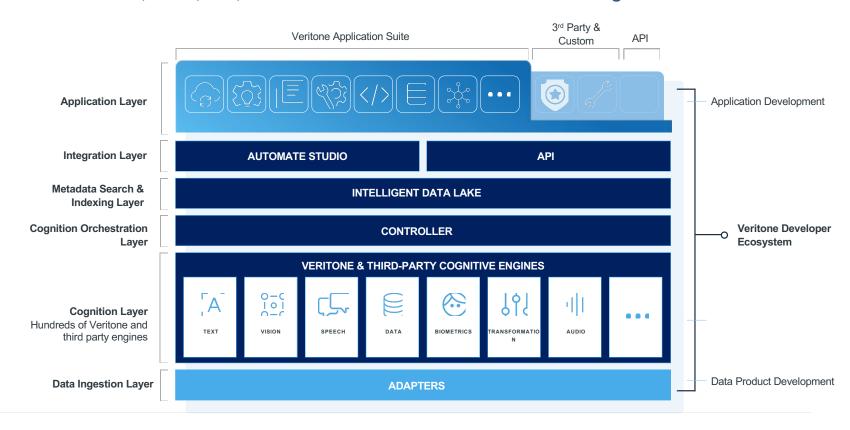
Single development interface for your apps, across AI engine vendors

#### **ACCESSIBLE**

**Low-code** workflows for BAs and citizen developers

#### **SCALABLE**

Scalable to handle massive amounts of video and audio, data in near real time





# Strategic Rationale for PandoLogic

Veritone has been focused on the promise of moving humans from "In the Loop" to On the Loop"



Human involvement is required for the process to occur



ON THE LOOP

Machines do the bulk of the work. Human involvement becomes a check, to ensure processes are running normally and to verify accuracy

Creates leading AI + Human Capital Management software and SaaS solutions for employers requiring more efficient, unbiased and scalable hiring



**Expands market** into HR and talent acquisition with leading multinational and Fortune 100 companies



Significantly diversifies
SaaS revenues



Unlocks new growth and development opportunities as the platforms are integrated



Instant accretion and financial scale to drive additional growth acceleration

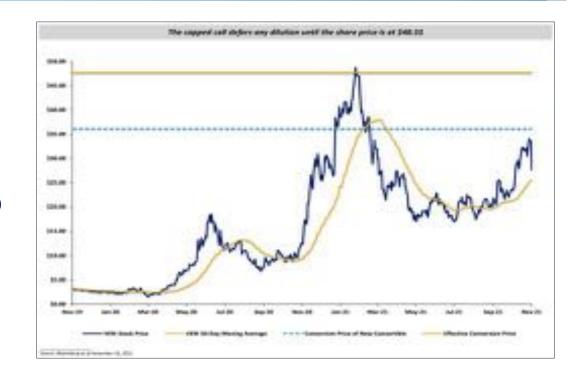


Further utilizes AI to create deeper insight, transparency and efficiencies in hiring



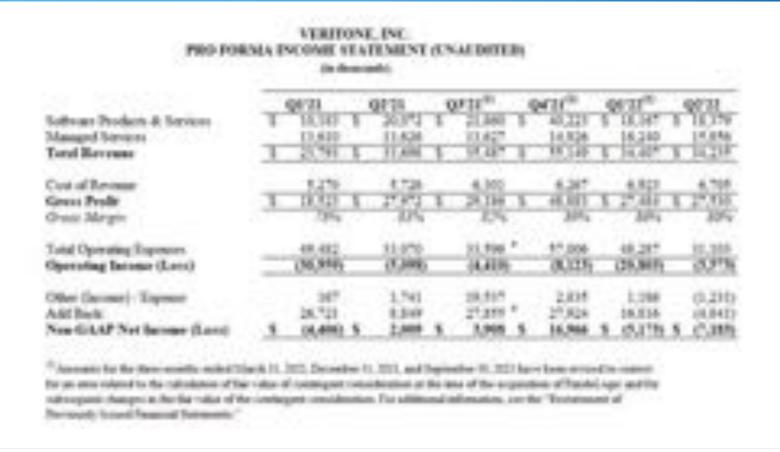
# Nov 2021 Convertible Offering

- Upsized from \$150M to \$175.0M, plus 15%
   Greenshoe in Nov 2021
  - Convertible Premium of 133% (\$36.76/share)
  - Capped Call Premium of 175% (\$48.55/share)
  - 1.75% Coupon; interest only; 3 year no call with make whole
  - Payable in cash or stock at Company discretion
  - Total cost of capital ~3.8% (including 1.75% coupon)
- Net proceeds >\$180.0M after Capped call and deal expenses, assuming full 15% greenshoe
- > \$250 million pro forma cash balance (net of fees)
- Use of Proceeds for general corporate purposes, including potential strategic acquisitions





### Pro Forma Historical Financials





## Annual GAAP to non-GAAP Reconciliation





# Quarterly GAAP to non-GAAP Reconciliation





## Restatement of Previously Issued Financial Statements

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# Restatement of Previously Issued Financial Statements (Cont'd)



