

Zetaris

AI for Information Management

The biggest challenge holding Enterprise AI back is that the data is not ready!

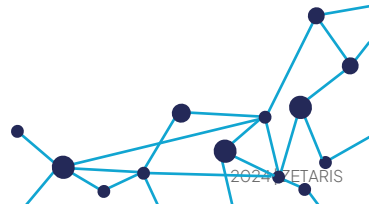
Growth to Exit Optionality
Exclusive Investment Opportunity

Vinay Samuel CEO & Co-founder

AI is the biggest thing in the enterprize ...and Zetaris is ready!

Beginning of new industrial revolution:

Nvidia's Jensen Huang says, "there's an AI awakening in every country."



The problem with AI

Lack of integration

Lack of AI skills

Too much data

Poor data quality

Governance risks

Cost blowout in the cloud



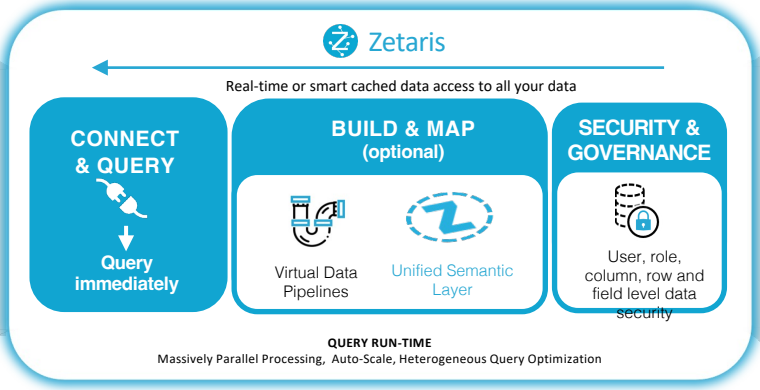
- **85% of AI (Machine Learning) projects fail** – *(IIOT World 2024)*
 - Lack of data quality
 - Lack of data expertise and awareness
 - Difficulty migrating and integrating data
- **Governance and security of data and AI are foundational to adopting Gen AI at scale** – *(IBM 2023)*
 - 79% of executives say AI ethics is important to their Enterprise wide AI approach
 - 57% of business leaders say data security are a barrier to AI adoption
 - AI data silos and “dark projects” cause security and risk as hacker attempt to penetrate RAG deployments
- **Early Gen AI pilots have not scaled to production due to data quality and data integration barriers** – *(Gartner 2024, IBM IBV 2024)*
 - 30% of Gen AI POC projects immediately expected to be abandoned due to data quality and access issues and unaddressed risk & value requirements
 - 61% of CEOs say worries about data lineage, provenance will be a barrier to adopting Gen AI



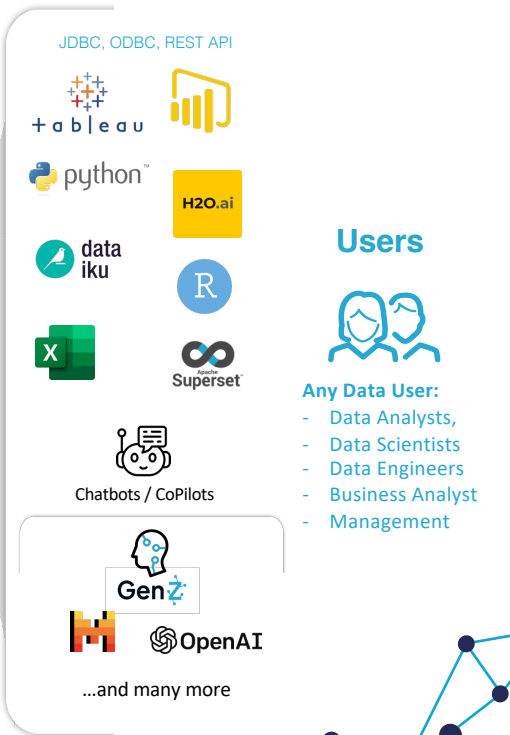
We set-out to solve a data management problem, AND built the nervous system for the AI Enterprize...



...and many more



connect, prepare, and access all your data



Users



- Any Data User:**
- Data Analysts,
 - Data Scientists
 - Data Engineers
 - Business Analyst
 - Management

How do we
bring AI to
your
operations?

Industry AI
Apps

A single platform for Embedding AI into the operation

Bring the trained model to the internal data

Plug and play the model

Leverage pre-built industry Digital Twin IP

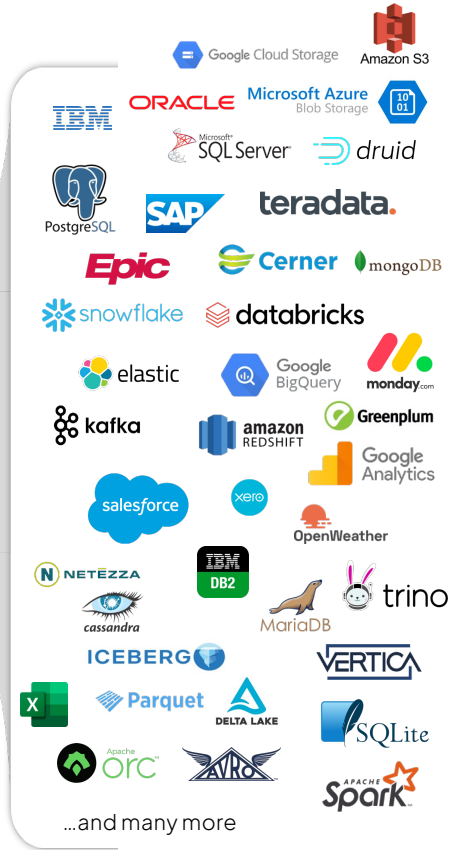
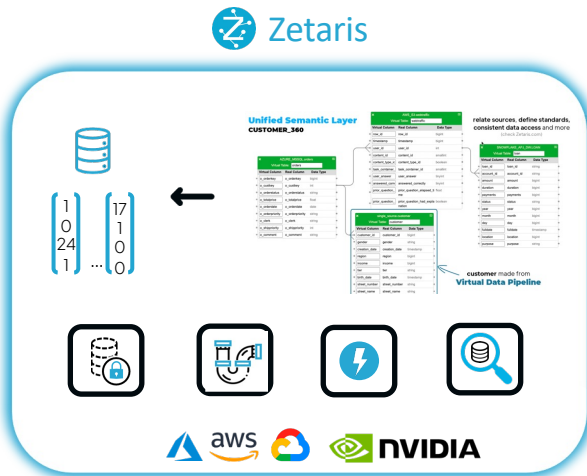
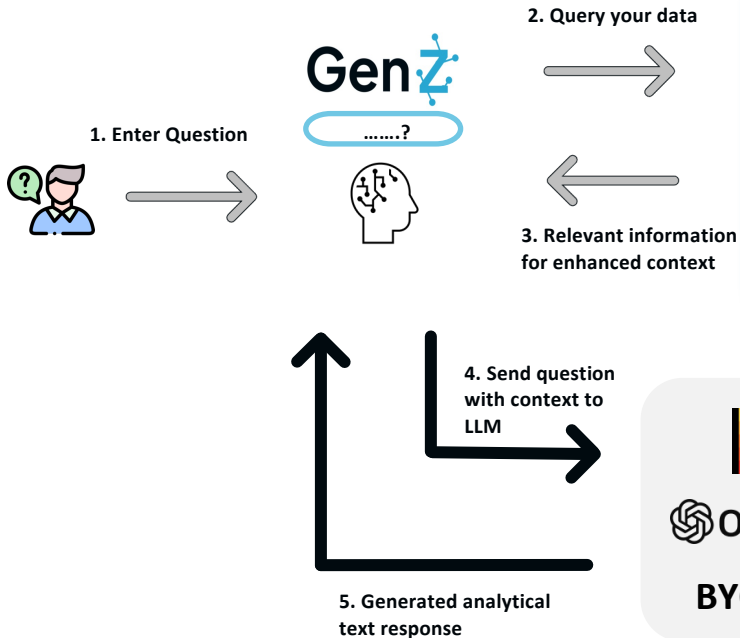
Embed expertise through the AI bootcamp

Semantic and ontology templates



Zetaris Platform connecting AI to the Enterprise

Zetaris can **scale for AI workloads** and provides a **RAG framework for Generative AI** so that you easily ask questions, and get **highly contextual results**



Zetaris AI Microservices Platform (Z-AMP)

DELL Technologies

The Solution

Data is connected, queried in real-time to produce data products for AI Content Store

Policy-based governance controls applied ensuring data security and models trained on data you are allowed to use

DATA SILOS & OBJECT STORES

CLOUD & DATA CENTERS

DATA LAKES & DATA WAREHOUSES

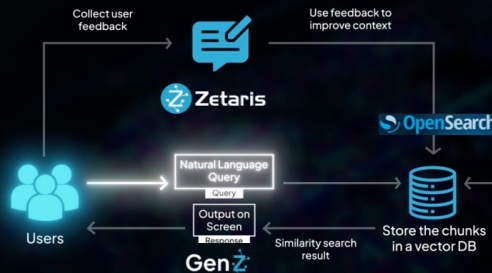
Zetaris

RAG Content Store Preparation Studio

LLMs trained by your structured or unstructured data

Zetaris provides meaning to your business data

Conversational AI Server



Users and Applications can simply ask questions in Natural Language



AI CONTENT STORE SERVER

1. Integrated Data
2. Retrieval-augmented Generation (RAG)
3. Minimises model hallucinations
4. Natural Language queries
5. Adaptable
6. Scalable
7. Governed

Industry AI Microservices Platform

Powered by Zetaris AMP

(AI Microservices Platform)

Pre-Built Industry Apps

Industry Application

Rule Engine

Digital Twin Data Map

Data Layer

Dell OEM ZAMP

Automated Data Access

Industry Digital Twin Build

Business AI App

Dell PowerEdge R650



Dell PowerScale F200



Enhanced Cardiac Care with Cutting-Edge Clinical Decision Support

CUSTOMER: MAJOR HEALTHCARE PROVIDER

USE-CASE: Enhanced Cardiac Care

Business Problem

Patients presenting to hospital emergency departments with chest pain are difficult to triage accurately.

Significant resources are expended on patients that do not have immediate health risks both in Emergency Departments and outpatient clinics.

Business Solution

Zetaris and Dell Technologies accelerated the AI journey

- Enabling instant analytics on source data
- Providing team of expert services from Dell AI labs, Zetaris Expert Services for 1 month to integrate data and train AI models
- Providing Dell and Zetaris validated AI Acceleration platform with GPU



Targeted Outcomes

- Co-Pilot App to provide integrated patient data view
- Predictive model inferring risk scores
- Single data view to provide decision support for resource allocation

Enabling Multi-Generational Research Initiative with Optimized and Secure Networked Data Platform

CUSTOMER: MURDOCH CHILDREN'S RESEARCH INSTITUTE (MCRI)

USE-CASE: Collaborative Research

Business Problem

Data from **thousands of sources** and collaborators on an ongoing basis and provide a foundation through which data can be modelled and made available for research with **internal and external collaborators** in a secure and optimised way.

Business Solution

Accelerated the traditional centralised data warehousing model

- Enabling instant analytics on source data
- Providing Zetaris software and IP, Unified Semantic Layer
- Gen V Project delivered at 6x less time than traditional model
- TCO (total cost of ownership) was 30% comparative traditional solution



With Zetaris you don't need to:

- Physically move data before gaining insights
- Purchase multiple data integration tool or storage technologies
- Manage large teams of data engineers
- Be concerned with future vendor lock in and increasing TCO

Traction Update

S1: Direct Sales Growth

Update: **Not a focus**

Direct sales is too capital heavy and slow

S2: Embed in Partner Eco-System

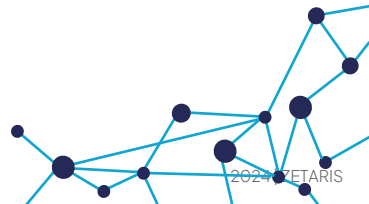
Update: **Full focus and a winning strategy**

Progress with NVIDIA, Dell, Hitachi, Intel, Purestorage, IBM, AMD

S3: Build the Community

Update: **Emerging**

Zetaris Opensource launched in collaboration with NVIDIA.

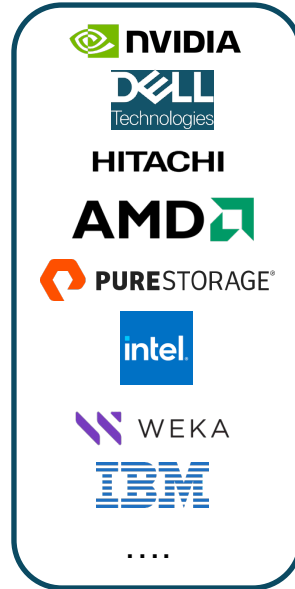


Commercial Discussions have progressed

Zetaris Industry Solutions
Solution & Product Bundles

Wants to grow their Cloud Revenue

Needs AI solutions for
existing customers

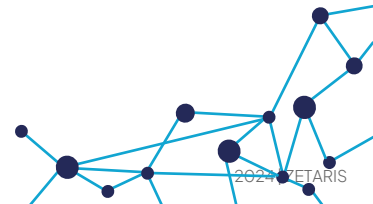


Needs business data to feed GPU
consumption (NIMS)

Wants to enter market with joint product

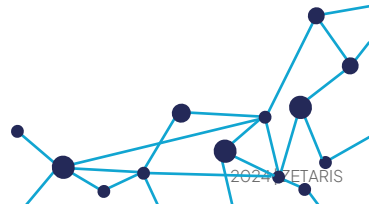
Needs a better way to query storage

\$5Trillion is up for grabs



Partnering Traction

- **Dell Technologies** – Contract OEM Product in market
- **Hitachi Vantara** – Strategic Alliance agreement signed with joint GTM
- **Nvidia** – Signed as an Inception Program Partner and joint selling GPU data accelerator
- **PureStorage** – Agreement to build reference architecture and joint product
- **IBM Cloud** – GTM agreement signed and joint product POC launched
- **Intel** – Emerging partnership on GPU data accelerator. Partnership agreement executed
- **MicroSoft** – marketplace product activated
- Other high-potential partnerships with signed exploration agreements: Teradata, Snowflake, Dataliku, Databricks



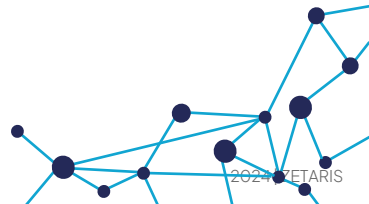
Zetaris Core + GenZ

GenZ

- ChatGPT for Talking to your enterprise data
- Conversational AI





Zetaris Core

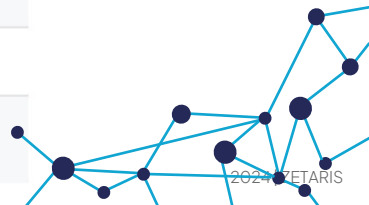
- Data Access
- Data Preparation
- Data Governance



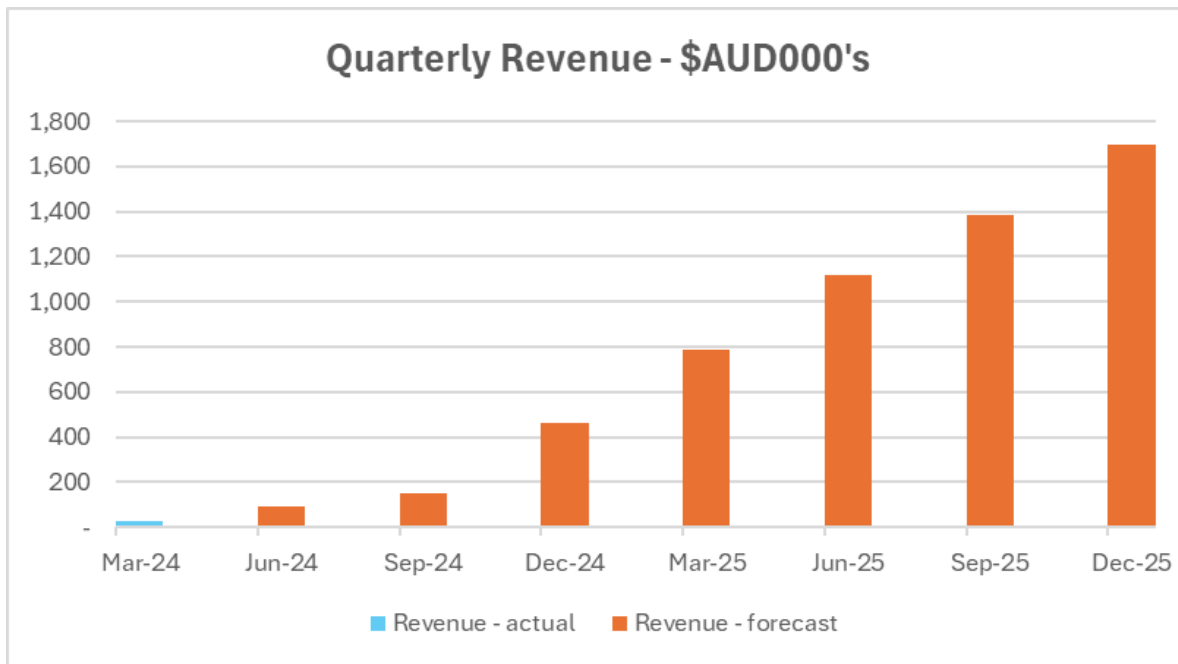
Competitive set – Source Pitchbook.com

Comparisons

	 Zetaris	 Reltio	 Acceldata	 Starburst
Description	Developer of an AI(artificial intelligence)-powered open lakehouse connect designed to govern and prepare data on a single pane of glass, across your entire data ecosystem	Developer of cloud-native master data management (MDM) platform designed to manage modern data management through Platform as a Service (PaaS) technology.	Developer of a data and analytics platform designed to cut through the complexity of data operations.	Developer of an analytics platform designed to unlock the value of data by making it fast and easy to access anywhere.
Primary Industry	Business/Productivity Software	Database Software	Business/Productivity Software	Database Software
HQ Location	Melbourne, Australia	Redwood City, CA	Campbell, CA	Boston, MA
Employees	63 2022	500 2023	256 2024	549 2024
Total Raised	\$39.00M	\$247.55M	\$105.56M	\$431.12M
Post Valuation	\$110.00M ^E 04-Apr-2022	\$1.62B 03-Nov-2021	\$360.00M 09-Oct-2023	\$3.35B 31-Jan-2022
Last Financing Details	Undisclosed amount Accelerator/Incubator	\$120.00M 2021/Later Stage VC (Series E)	\$60.00M 2023/Later Stage VC (Series C)	\$250.00M 2022/Later Stage VC (Series D)



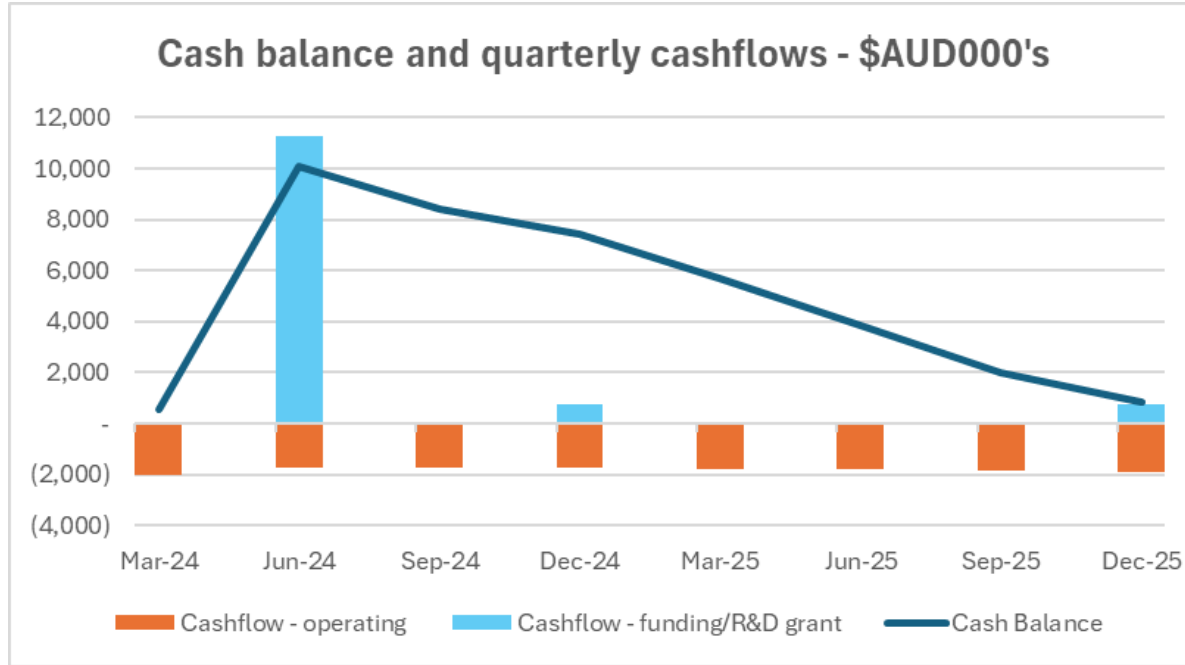
\$12mil+ ARR run rate by Q1 2026.



- Expect partner led strategy to deliver revenue predictability by end of 2025
- These numbers conservatively assume growth from the Dell relationship. Upside comes from sales relating to Hitachi, IBM, Purestorage, etc.
- Convertible note funds to be used to bring to productivity (bundling and revenue) the US partners and expand into their client networks



Convertible note funds a bridge to 2025 fund-raising.

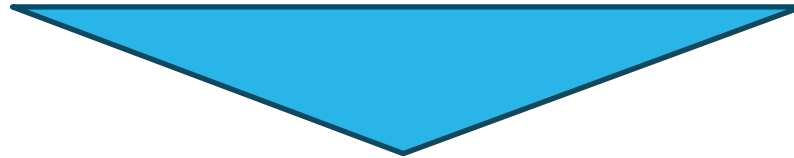


- Assumes a \$10m convertible note raise with a minimum \$6m in H1 2024. Convertible note funds to last until December 2025+;
- Further fund-raising to take place in H1 2025;
- R&D grant funds of \$1.25m to be received in Q2 2024, and a further \$0.75m to be received in Q4 2024 & Q4 2025;
- Consistent quarterly operating cash outflow of c.\$A1.8m as future revenue growth will be applied to additional resources (opex).

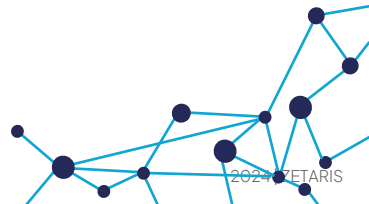


Funding Plan

1. Take a smaller note to accelerate technology partners to fully commercialized
2. Raise a larger Series B (Q2 25)



Create potential Exit Optionality





Thankyou

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