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Date: February 8, 2024



# The Industrial Generative AI Company

**Investor Presentation**

February 2024

**Zapata Computing, Inc.**

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Certain statements included in this Presentation that are not historical facts are forward-looking statements for purposes of the safe harbor provisions under the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally are accompanied by words such as "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "should," "would," "plan," "predict," "potential," "seem" "seek" "future" "outlook," and similar expressions that predict or indicate future events or trends or that are not statements of historical matters.

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# Cautionary Notes (continued)

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## Additional Information About the Business Combination and Where to Find It

In connection with the contemplated transaction, Andretti filed with the SEC a registration statement on Form S-4 (the "Registration Statement"), which was declared effective on January 29, 2024, including a proxy statement/prospectus. Additionally, Andretti has filed and will file other relevant materials with the SEC in connection with the transaction. A definitive proxy statement/final prospectus has also been sent to the stockholders of Andretti, seeking any required stockholder approval. This Presentation is not a substitute for the Registration Statement, the definitive proxy statement/final prospectus, or any other document that Andretti has sent or will send to its stockholders. Before making any voting or investment decision, investors and security holders of Andretti are urged to carefully read the entire Registration Statement and proxy statement/prospectus, and any other relevant documents filed with the SEC as well as any amendments or supplements to these documents, because they contain important information about the transaction. Stockholders may also obtain copies of such documents, without charge, at the SEC's website at [www.sec.gov](http://www.sec.gov). In addition, the documents filed by Andretti may be obtained free of charge from Andretti at [andrettiacquisition.com](http://andrettiacquisition.com). Alternatively, these documents can be obtained free of charge from Andretti upon written request to Andretti Acquisition Corp., 7615 Zionsville Road, Indianapolis, Indiana 46288, or by calling (317) 872-2700. The information contained on, or that may be accessed through, the websites referenced in this Presentation is not incorporated by reference into, and is not a part of, this Presentation.

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Andretti, Andretti's sponsors, Zapata AI and certain of their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from the stockholders of Andretti, in connection with the Business Combination. Information regarding Andretti's directors and executive officers is contained in Andretti's Annual Report on Form 10-K for the year ended December 31, 2023, which is filed with the SEC. Additional information regarding the interests of those participants, the directors and executive officers of Zapata AI and other persons who may be deemed participants in the transaction may be obtained by reading the Registration Statement and the proxy statement/prospectus and other relevant documents filed with the SEC. Free copies of these documents may be obtained as described above.

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**Oversubscribed \$230M SPAC IPO (NYSE: “WNNR”)  
Led by Legendary Andretti Racing Family and Best  
in Class Public Company Executives**

- Management has decades of public company operating and acquisition experience along with a history of producing long-term value creation
- During U.S. Concrete CEO tenure, Bill Sandbrook produced **25x market value creation, grew EBITDA 24x, executed 35+ acquisitions** (17 with Matt Brown)
- Merger partner gets access to **vast network of relationships, industry connectivity, proprietary deal flow**, and can **leverage Andretti brand**
- The Andretti brand is well recognized
- Andretti Autosport has **portfolio of 120+ world-class sponsors**, including Honda, Konica Minolta, Accura, Group 1001 and AutoNation
- **Curated Board**, including Current CEO of McLaren Racing, Current Chief Audit Executive of AT&T, Former CEO of 7-Eleven, Former President of NYSE Euronext



**William J. (Bill) Sandbrook**  
Chairman & Co-Chief  
Executive Officer

- Former Chairman of the National Ready-Mixed Concrete Association
- Independent Director at Comfort Systems USA (NYSE: FIX) and Knife River Corporation (NYSE: KNF)
- Former Chairman & CEO of U.S. Concrete (NASDAQ: USCR)



**Michael Andretti**  
Co-Chief Executive  
Officer and Director

- IndyCar World Champion
- Founder, CEO, and Chairman of Andretti Autosport
- Founder of Andretti Technologies
- Investor and Advisor for DUZY, a Video Technology



**William M. (Matt) Brown**  
President and Chief  
Financial Officer

- Former CEO of Rocky Mountain Industrials
- Former EVP and CFO of Forterra (NASDAQ: FRTA)
- Former SVP and CFO of U.S. Concrete (NASDAQ: USCR)
- Former U.S. Navy SEAL Officer



**Mario Andretti**  
Special Advisor

- One of the most successful drivers in the history of motorsports, Andretti is one of only three drivers to have won races in Formula One, IndyCar, the World Sportscar Championship, and NASCAR



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**Industrial Generative AI: enterprise software that harnesses language and numerical models for domain-specific, industrial-scale applications.**

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# Industrial Software for the Generative AI Revolution

## ORIGIN

Founded by a team including Harvard University scientists in 2017



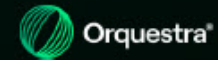
## GENERATIVE AI OFFERING

Industrial solutions that uniquely process both text and numbers

1. Zapata AI Prose™ for Large Language Models (LLMs)
2. Zapata AI Sense™ for complex mathematical models



Orquestra® full-stack software platform to build, train, fine-tune, and deploy Industrial Generative AI applications



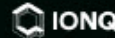
## CUSTOMERS

Customers have leveraged proprietary Generative AI/ML, optimization, and quantum algorithms and models

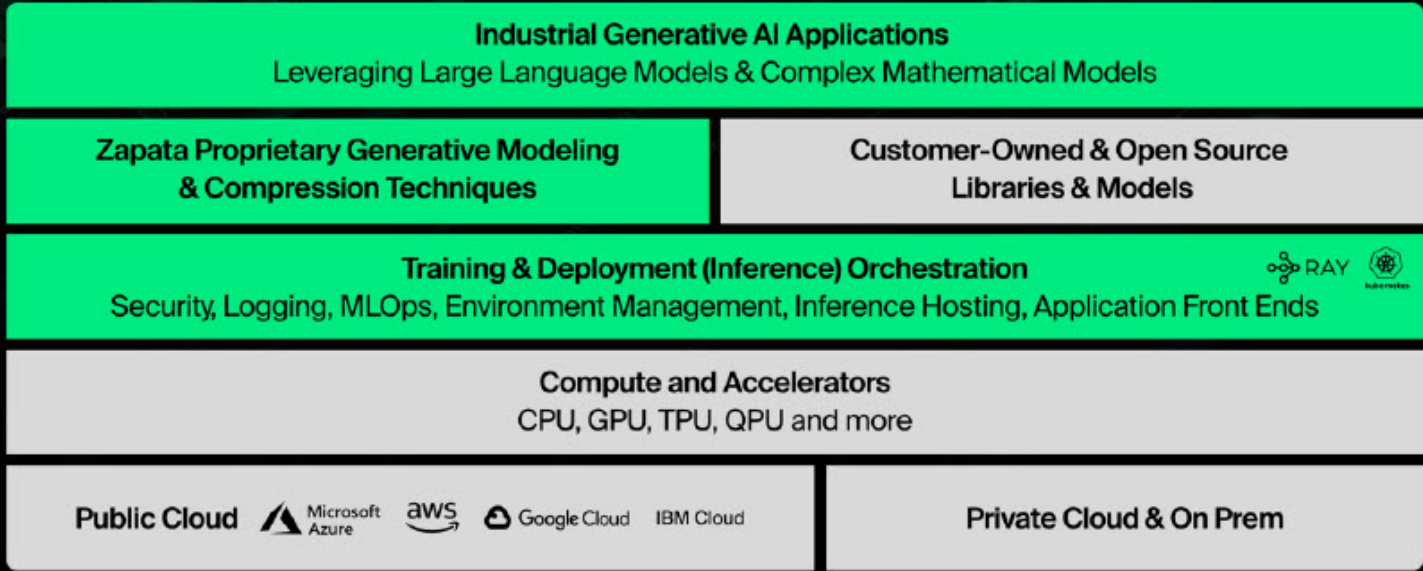


## PARTNERS

Integrations and Alliances across the AI and Quantum Computing ecosystem



# Orquestra<sup>®</sup>: The full-stack software platform for Industrial Generative AI



Orquestra Product

External Products

© Zapata Computing | Version 5.0 June 2023 | Integration and compatibility shown above does not indicate explicit support, endorsement or affiliation. Deployment may require additional engineering.



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# Our team has worked on Generative AI since founding

**2019**

- First quantum generative AI IP filing<sup>1</sup>
- First gate model quantum heuristic for generative modeling<sup>2</sup>

**2020**

- First-ever high-resolution images generated on a quantum device using Generative AI techniques<sup>3</sup>

**2021**

- Generator enhanced optimization (GEO)<sup>4</sup>

**2022**

- Synergy between quantum circuits and tensor networks<sup>5</sup>
- Improved generalization metrics for generative models<sup>6</sup>
- Novel generative AI-inferred automotive data<sup>8</sup>

**2023**

- Encoding equality constraints in tensor network generative models<sup>7</sup>
- Generator-enhanced optimization of manufacturing plants<sup>9</sup>
- Quantum-enhanced generative models for drug molecule design<sup>10</sup>

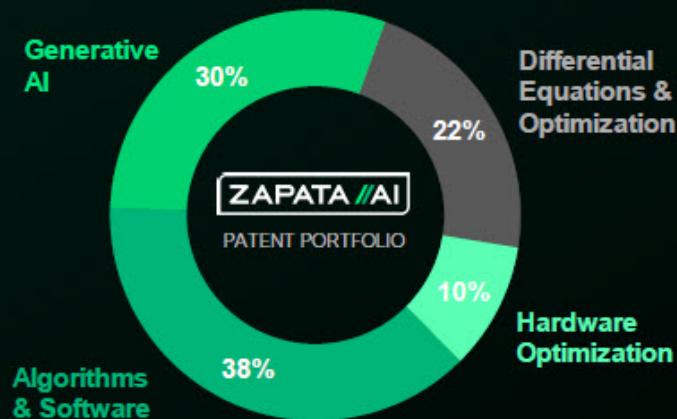
**Notes:** Timeline not to scale. 1. US20200410384A1 - Hybrid quantum-classical generative models for learning data distributions - Google Patents 2. Anschuetz & Cao, Realizing Quantum Boltzmann Machines Through Eigenstate Thermalization, March 2019. 3. Generation of High-Resolution Handwritten Digits with an Ion-Trap Quantum Computer, Dec 2020. 4. Alcazar et. al., GEO: Enhancing Combinatorial Optimization with Classical and Quantum Generative Models, Jan 2021. 5. Rudolph et. al., Synergy Between Quantum Circuits and Tensor Networks, Aug 2022. 6. Perdomo-Ortiz et. al., Evaluating generalization in quantum and classical generative models, Jan 2022. 7. Perdomo-Ortiz et. al., Evaluating Generalization in Classical and Quantum Generative Models, Jan 2022. 8. Andretti Autosport customer work. 9. Banner et. al., Quantum Inspired Optimization for Industrial Scale Problems, May 2023. 10. Cao et. al., Exploring the Advantages of Quantum Generative Adversarial Networks in Generative Chemistry, May 2023.

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# IP portfolio includes Industrial Generative AI and other advanced enterprise computing algorithms

As of January 29th, 2024, Zapata AI has a patent portfolio of **47 patent families**, including 86 total patents and patent applications.<sup>1</sup>



This portfolio includes 18 allowed or granted U.S. patents, 7 allowed or granted international patents, 30 pending U.S. patent provisional and non-provisional applications, and 31 pending international patent applications.<sup>2</sup>

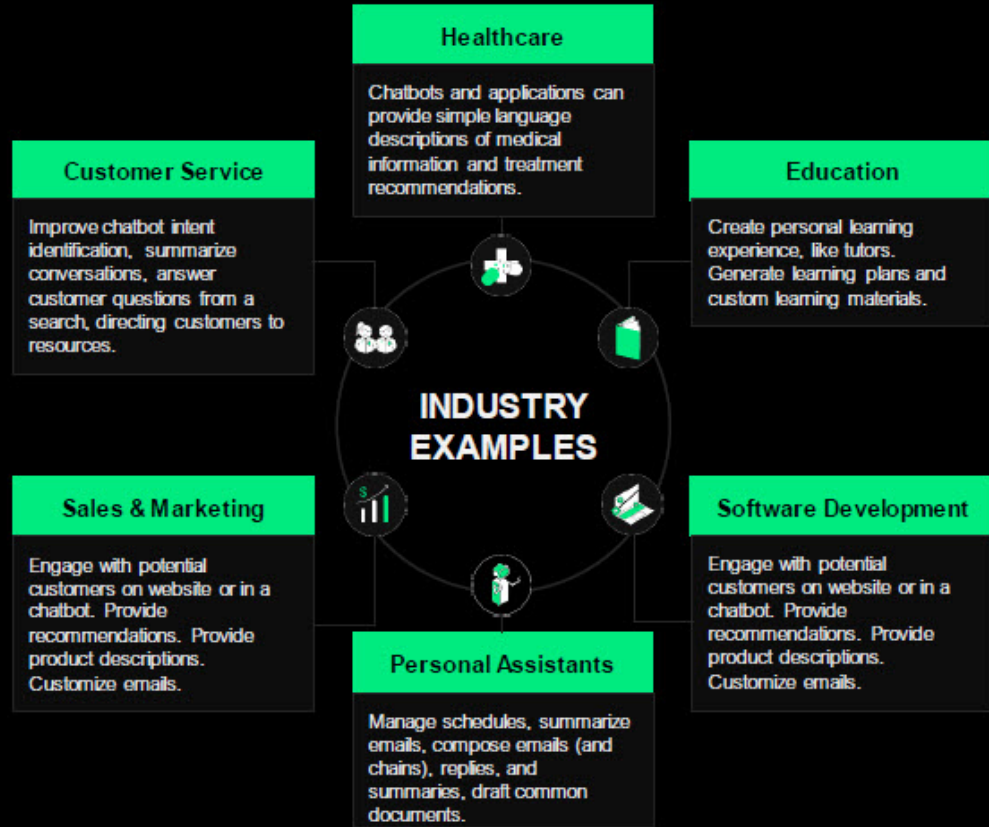
Notes: 1. Intellectual Property as of January 2024.



# Companies are racing to find the “killer apps” for Generative AI

Gartner Poll from September 2023 Finds 55% of Organizations are in Piloting or Production Mode with Generative AI

More than half have increased generative AI investment in the 10 months preceding the poll.<sup>1</sup>



Notes: 1. Gartner Press Release, Gartner Poll Finds 55% of Organizations are in Piloting or Production Mode with Generative AI, October 3, 2023.



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# Problems with LLMs and other Generative AI models

## INCONSISTENT

**LEGAL DIVE** Deep Dive Opinion Library Press Releases Topics

### Lawyer cites fake cases generated by ChatGPT in legal brief

The high-profile incident in a federal case highlights the need for lawyers to verify the legal insights generated by AI-powered tools.

Published May 30, 2023

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**FREE PRESS JOURNAL**

Home > Business > ChatGPT can pass a law exam but is still terrible at math

### ChatGPT can pass a law exam but is still terrible at math

The chatbot got a C+ on the exam, which did get it through the test, but kept it at the bottom of the class.

FPJ Web Desk | Updated: Thursday, January 26, 2023, 03:16 PM IST

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**VICE**

### Stack Overflow Bans ChatGPT For Constantly Giving Wrong Answers

One of the internet's largest coding resources has temporarily banned the AI chatbot after users answered programming questions with its responses.

By Jerry Hoon  
NEW YORK, US

December 5, 2022, 10:59am

## TOO BIG (AND COSTLY)

**CNBC** MARKETS BUSINESS INVESTING TECH POLITICS CNBC TV

TECH

### ChatGPT and generative AI are booming, but the costs can be extraordinary

PUBLISHED MON, MAR 13 2023-8:58 AM EDT | UPDATED MON, MAR 13 2023-2:08 PM EDT

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**yahoo/finance** Search for news, jobs or companies

**Bloomberg**

### Artificial Intelligence Is Booming—So Is Its Carbon Footprint

Josh Saul and Dina Bass  
March 9, 2023 · 7 min read

## OTHER CHALLENGES

- Data privacy and model security
- Training data quality and bias
- Integration with existing systems
- Continuous monitoring and feedback loop
- Ethical and legal considerations
- Focus on Language

# Common Challenges of Industrial Problems

These challenges make industrial problems difficult to solve with traditional computing-based solutions. **Industrial Generative AI is engineered to address these challenges.**

## Data Disarray

Data is often incomplete, fragmented, out of sync, or noisy.

## Unpredictability

Industrial problems are often defined by a high degree of uncertainty and unpredictable variables.

## Large Solution Spaces

The many variables of industrial problems mean there are many possible solutions to choose from.

## Time Sensitivity

Industrial problems often require real-time answers and cannot afford delays.

## Constrained Compute

Industrial problems can be constrained by the available compute resources, for example on the edge.

## Mission Critical Requirements

Industrial problems typically require high accuracy, precision, and reliability.

## Security Requirements

High cybersecurity standards are common in regulated industries or those that handle sensitive customer data.

# Generative AI Vs. Industrial Generative AI

## GENERATIVE AI

- Unreliable; trained on general data
- Privacy issues
- Massive, costly, inefficient models
- Locked into vendor's compute & cloud choice(s)
- Language models not useful for numerical problems
- Uses classical machine learning and statistics

## INDUSTRIAL GENERATIVE AI

- Accurate; trained on customer-specific data
- Customer's private environment
- Models optimized for speed, cost, accuracy
- Flexibility to choose best models, hardware, clouds
- Translates numerical data into accurate prose
- Leverages quantum generative models and their statistical advantages over classical

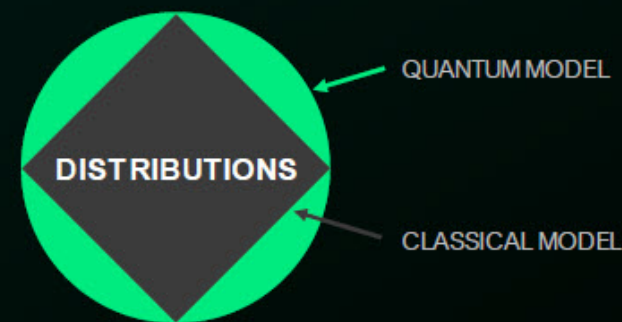
# Quantum statistics for AI are superior to classical statistics— and don't require quantum hardware

Quantum models can **outperform** classical models in two ways:

1. **GENERALIZATION**: Better at extrapolating missing information



2. **EXPRESSIBILITY**: Greater range of possible solutions



Zapata AI has proprietary methods built from our deep quantum expertise.



# Quantum computing enhances generative AI for drug discovery

RESEARCH CASE STUDY: QUANTUM-ENHANCED GENERATIVE AI GENERATES MOLECULES WITH BETTER DRUG PROPERTIES

Table 4. Performance Comparison between MolGAN and MolGAN-CQ<sup>a</sup>

	MolGAN	MolGAN-CQ
# of molecules <sup>b</sup>	2693	730
Validity ↑	76	31.34
Uniqueness ↑	70.87	46.59
QED ↑	0.47	0.48
Solute ↑	0.31	0.44
SA ↑	0.31	0.66
KL Score (S) <sup>c</sup> ↑	0.94	0.75



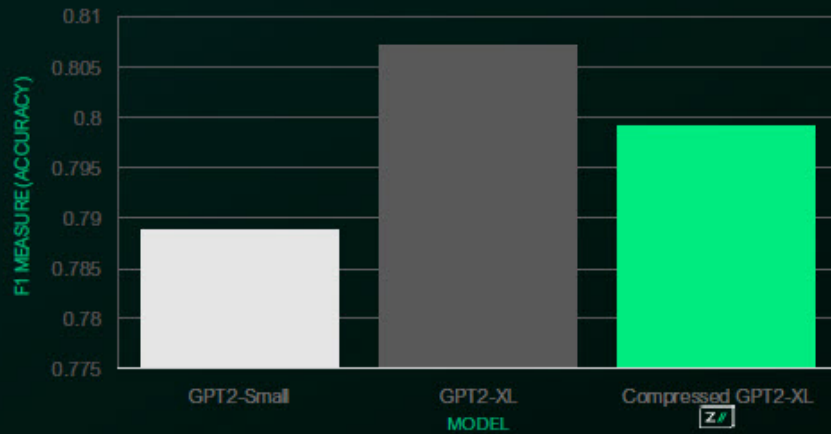
A quantum-enhanced generative model generated small molecules with **more desirable drug-like molecules than those generated by the same generative model without quantum enhancement.**<sup>1</sup>

We believe this same approach can be applied to generate other chemicals: batteries, drugs, materials, catalysts, etc.

Notes: 1. Po-Yu Kao et al, Exploring the Advantages of Quantum Generative Adversarial Networks in Generative Chemistry, Journal of Chemical Information and Modeling (2023). DOI: 10.1021/acs.jcim.3c00562

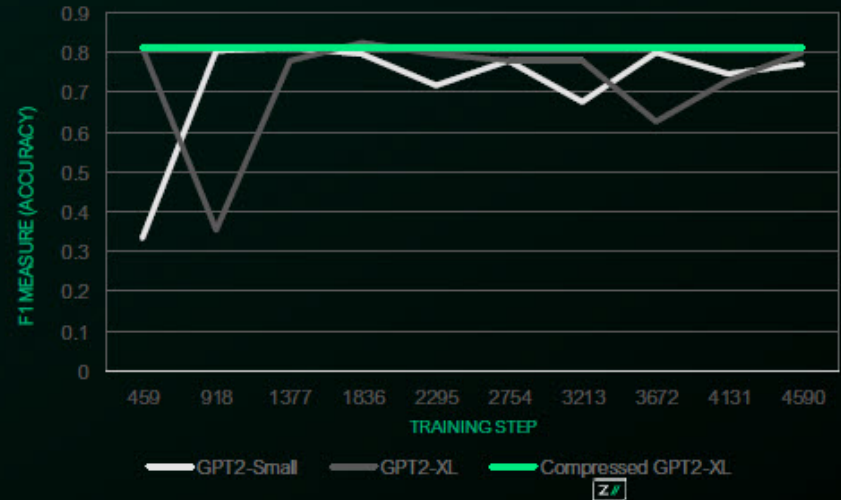
# Zapata AI compresses Large Language Models (LLMs) to reduce compute costs, shrink carbon footprints, and speed up runtimes<sup>1</sup>

Compressed models are **more accurate** than uncompressed models of the same size



GPT2-Small and Compressed GPT2-XL are the same size, but the compressed version of GPT2-XL is more accurate.

— and show **better generalization** with unseen validation data.



As this chart shows, the compressed model has the most stable performance during training, achieving more consistent accuracy with fewer training steps.

Compressed GPT2-XL requires 300x fewer tokens to achieve the same performance as GPT2-XL.

Notes: 1. Zapata data.

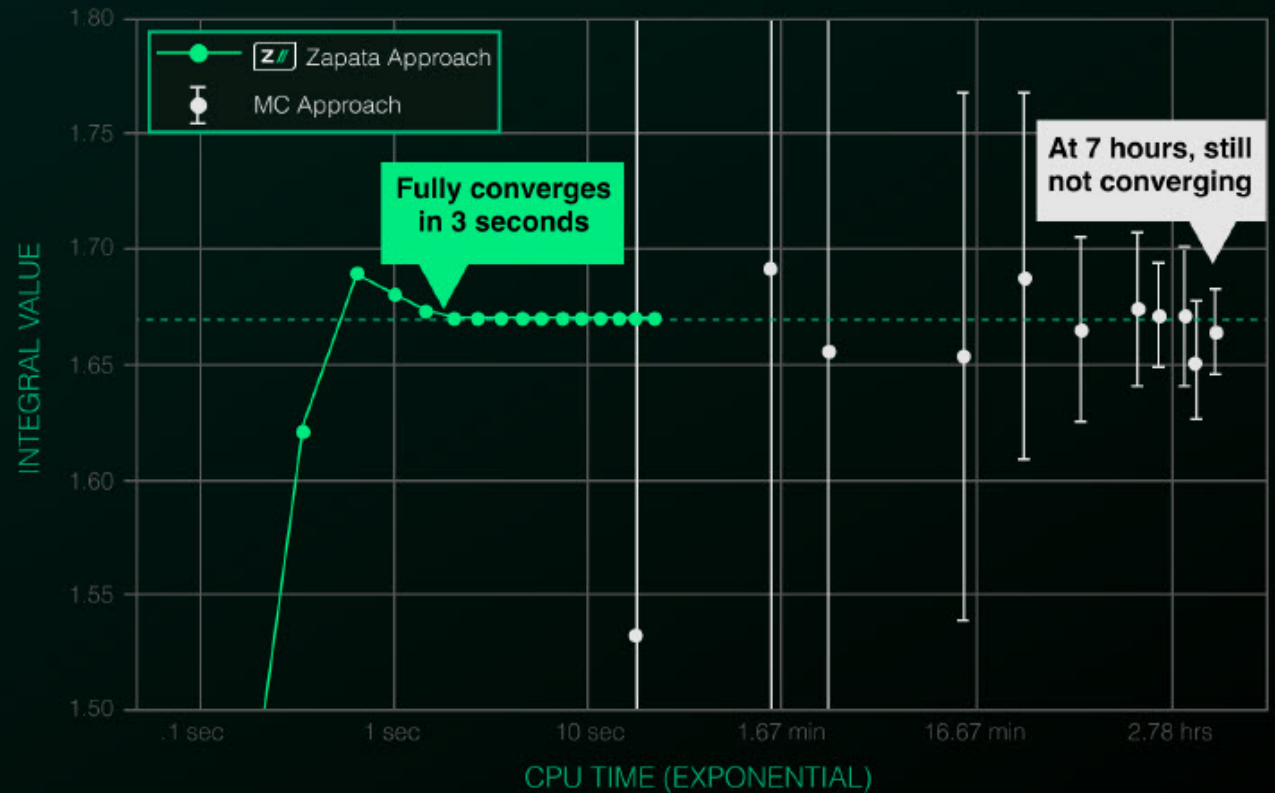


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# Zapata AI's technology gets 8,400x speedup and better accuracy in large models<sup>1</sup>

## Faster alternative to Monte Carlo simulation

- Model converges faster than traditional Monte Carlo approach by orders of magnitude, especially for multi-asset problems.
- Plot shows European options pricing with 10 assets. Similar behavior for 20 assets.



Notes: 1. Zapata data.



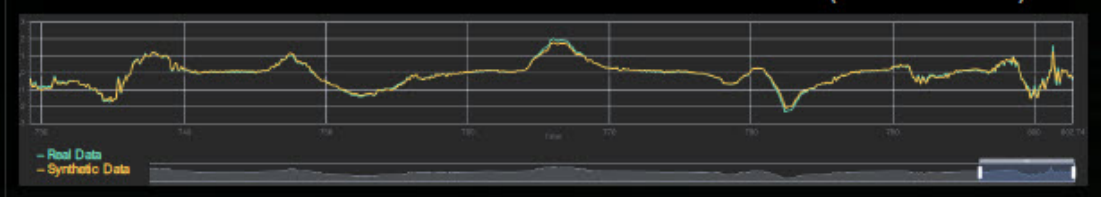
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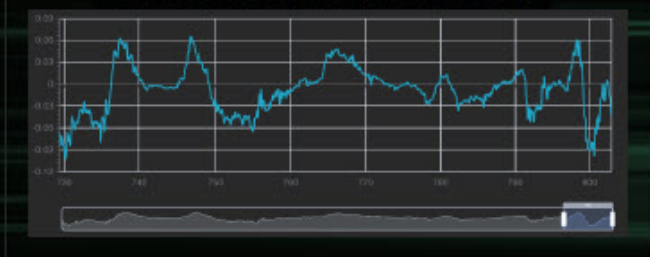
# Industrial Generative AI for Andretti Autosport's next-generation race analytics<sup>1</sup>

Industrial Generative AI predicts behavior that cannot be measured directly, generating "virtual sensors" in automotive and other industries.

SYNTHETIC GENERATED DATA COMPARES WELL WITH REAL DATA (GROUND TRUTH)<sup>2</sup>



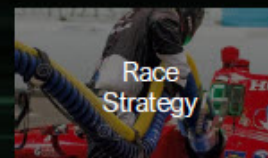
GENERATIVE AI-INFERRED CHANNEL



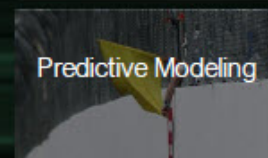
ANDRETTI USE CASES → ANALOGOUS USE CASES



Logistics, Supply Chain, Manufacturing



Finance, Energy & Utilities



Finance, Insurance, IT

Notes: Labels removed for confidentiality. 1. Zapata Data 2. Error less than 1%. This plot indicates the data generated by our generative AI model was almost indistinguishable from the actual car data.



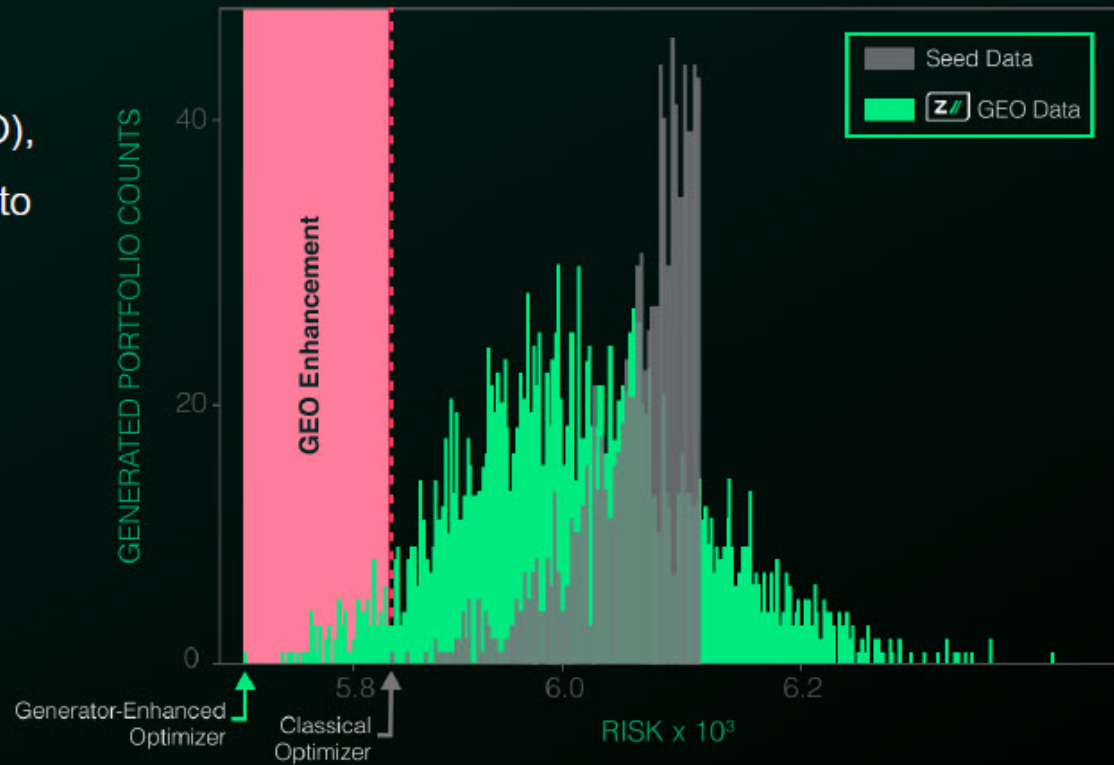
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# Zapata AI's Industrial Generative AI optimization solutions apply to use cases across industries<sup>1</sup>

Generator Enhanced Optimization (GEO), uses generative AI to suggest solutions to complex optimization problems that classical methods alone do not.

### PORTFOLIO OPTIMIZATION EXAMPLE<sup>2</sup>:

GEO generated lower-risk financial portfolios than state-of-the-art optimizers.



Notes: 1. Zapata Data 2. Alcazar and Perdomo-Ortiz. GEO: Enhancing Combinatorial Optimization with Quantum Generative Models (arXiv:2101.06250).





# Optimizing BMW's manufacturing plant scheduling with Industrial Generative AI

## Challenge:

Optimize worker schedule to achieve production targets while minimizing idle hours.

## Approach:

Zapata AI's GEO algorithm tied or outperformed state-of-the-art solvers in 71% of configurations<sup>1</sup>.

SEED OPTIMIZER

GA1	0	0	0	0	1.9	0.061	0.17	0.014	0.051
GA2	0	0	0	-0.063	0	-0.025	-0.015	-0.39	-0.61
GAU	0	0	0	0.027	-0.58	-0.059	0.021	0.08	0.096
SA	0	0	0	-0.22	0	0	0.081	0.16	-0.12
PT	0	0	0	0	1.7	-0.0095	-0.17	-0.15	-0.49
	2% noDEV	2.5% noDEV	5% noDEV	1.5% yesDEV	100% noDEV	2% yesDEV	2.5% yesDEV	5% yesDEV	100% yesDEV

SOLUTION SPACE SIZE

- GEO outperformed seed optimizer
- GEO tied seed optimizer
- Traditional optimizer outperformed GEO
- GEO had best performance for problem configuration (column).



Notes: 1. Banner et. al. Quantum-Inspired Optimization for Industrial Scale Problems (arXiv:2305.02179).



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# Industrial Generative AI and advanced algorithms have potential to create significant business value in key verticals

## ZAPATA // AI Existing and Prospective Case Studies



Potential to use LLMs to generate FDA forms from clinical trial data  
*In development*



Applying Generative AI for predictive analytics using advanced automotive sensor data



Generative AI & ML for materials discovery, value chain optimization



Risk optimization for derivative pricing



Generative AI for optimizing manufacturing plant scheduling



Optimizing downstream R&D



Optimizing sales, scheduling and delivery operations



2 DARPA awards to benchmark utility of quantum computing

Notes: Case studies available at: <https://zapata.ai/customer-case-studies/>



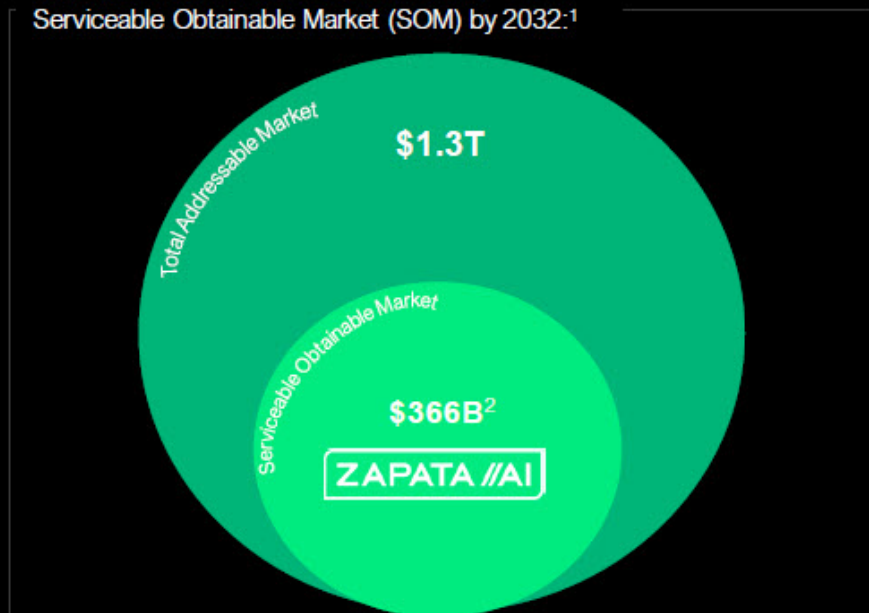
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# Zapata AI participates in an enormous potential TAM where we believe we can create substantial value for Industry

Generative AI Software and its adjacencies have the potential to provide an **extensive addressable market** opportunity.

Value of potential disruption for enterprise estimated up to \$4.4T.<sup>3</sup>

Estimated Total Addressable Market and Serviceable Obtainable Market (SOM) by 2032:<sup>1</sup>



McKinsey estimates 63 generative AI use cases spanning 16 business functions across industries could deliver P&L impact in the range of \$2.6-\$4.4 trillion, before accounting for productivity gains.

Notes: 1. Bloomberg Intelligence, Generative AI to Become a \$1.3 Trillion Market by 2032, Research Finds, June 2023. 2. Zapata AI's potential SOM is not limited to these estimates. Estimated SOM projections include \$280B Generative AI Software and \$86B Generative AI IT Services. 3. McKinsey, The Economic Potential of Generative AI, June 2023. \*Estimated numbers are rounded.



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# Revenue Model and Sales Strategy

## Two Sales Channels

## Land

## Expand

### 1. DIRECT

- C-level relationships
- Global sales force, plans to expand

- Initial Industrial Generative AI application
- 6+ month agreements

- Contracts deliver recurring multi-year subscription revenue
- Expand average revenue per account (ARPA)

### 2. PARTNER ECOSYSTEM

#### EXAMPLES:

- |                                |                                   |
|--------------------------------|-----------------------------------|
| • Consulting & Services        | <i>Top 5 Global Consultancy</i>   |
| • Software, Cloud & Networking | <i>Microsoft Azure, Nvidia</i>    |
| • Hardware                     | <i>IBM, IonQ</i>                  |
| • Academia & Research          | <i>MIT, University of Toronto</i> |

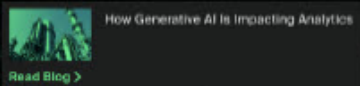
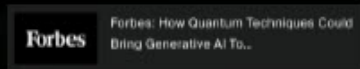
**Bundled Offering of Software and Scientific Algorithm Expertise**  
 Contracts recognized ratably (recurring revenue)



# ZAPATA // AI Pioneering a new category: Industrial Generative AI

ESTABLISH CATEGORY & THOUGHT LEADERSHIP

BUILD BRAND THROUGH CUSTOMER SUCCESS STORIES



CASE STUDIES SUPPORT EXPANSION IN KEY VERTICALS

ANDRETTI AUTOSPORT

BMW

Insilico Medicine

FOXCONN

Notes: Depicts immediate Go-to-market strategy; We expect Demand Generation and Product Marketing will increase in the future if current is proven successful using defined metrics.

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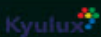
# World-class team with deep expertise across Generative AI, quantum science, enterprise software and management

## ZAPATA // AI LEADERSHIP



**Christopher Savoie, Ph.D.**, Chief Executive Officer

Two decades of experience in the technology industry; inventor of the Natural Language Understanding (NLU) behind Apple's Siri



**Yudong Cao, Ph.D.**  
Chief Technology Officer\*

Ten years of experience in various areas of AI & quantum computing; 2.4K+ citations; 30 patents & applications



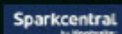
**Mimi Flanagan**  
Chief Financial Officer

Two decades of experience across executive finance roles in the technology industry



**Jon Zorio**  
Chief Revenue Officer

Over two decades of go-to-market leadership experience scaling global technology and analytics companies



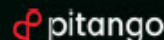
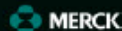
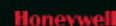
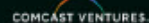
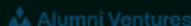
**Nicole Fitchpatric**  
General Counsel, Ethics & Compliance Officer

Twelve years experience in various industries



## INVESTORS

**Ahren**



**\$64M** in equity raised to date

## BOARD OF DIRECTORS<sup>2</sup>



**Alan Aspuru-Guzik, Ph.D.\***

Zapata Scientific Advisor, Professor, Univ. of Toronto, Canada 150 Research Chair, QFAR AI Chair



**Rhonda Germany Ballintyn**

Former Chief Strategy & Marketing Officer, Honeywell



**Dana Jones**

CEO, RealPage, Former CEO, Sparta Systems



**Clark Golestani**

Managing Director, C Sensei Group, Former Global CIO, Merck



**Jeff Huber**

Founding CEO of GRAIL, Former SVP of Google Ads, Apps, Maps and Google X



**William Kliggaard**

Former CIO & CFO, Covance, now LabCorp



**58 Employees<sup>1</sup> // 38 Scientists & Engineers // 21 PhDs // ~85K Citations<sup>3</sup>**

Notes: 1. Employee breakdown as of October 10, 2023. Total headcount of all full-time employees and contractors in countries where Zapata does not have a legal entity. Does not include interns. 2. In addition to Christopher. 3. Includes approximately 57.5K Citations attributable to Alan Aspuru-Guzik, a Zapata AI founder and scientific advisor. \* Zapata founders in addition to Peter Johnson, Ph.D., Jonny Olson, Ph.D., and Jhonathan Romero Fontaño, Ph.D.



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# Value proposition: Faster, cheaper, and more accurate Generative AI



## FASTER & CHEAPER MODELS

Smaller Large Language Models (LLMs) with comparable performance. Demonstrating over 1000x speed-up on complex computational models.<sup>1</sup>

## MORE ACCURATE MODELS

Generative AI to create novel solutions to enterprise problems that get better results (e.g., model fit) than existing solutions.

## PROPRIETARY TECHNIQUES

Globally competitive patent portfolio of quantum-inspired Generative AI algorithms.



## PLATFORM

Massive-scale, full-stack model development and deployment. Train models with customer data, in customer-controlled environments.

Notes: 1. Zapata Data.



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# Summary: Opportunity to invest in transformational Generative AI technology

1

Large and rapidly growing total addressable market (TAM) for AI/ML (Artificial Intelligence/Machine Learning) software, with a focus in Generative AI.

2

Proprietary Generative AI techniques and algorithms for today's most advanced classical and high-performance compute hardware. Demonstrating up to 10X-1000X speed-up on Large Language Models and other complex computational models.<sup>1</sup>



3

Orchestra<sup>®</sup>: Proprietary full-stack software platform that is hardware- and cloud-agnostic to enable Industrial Generative AI solutions across multiple end markets.

4

Substantial potential near-term enterprise revenue opportunity with Large Language Models and other large models in AI, simulation, optimization.

5

Pioneering, founder-led, and visionary management team with track record of innovation and execution.

Notes: 1. Zapata Data. Magnitude of speedup depends on additional implementation factors.

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