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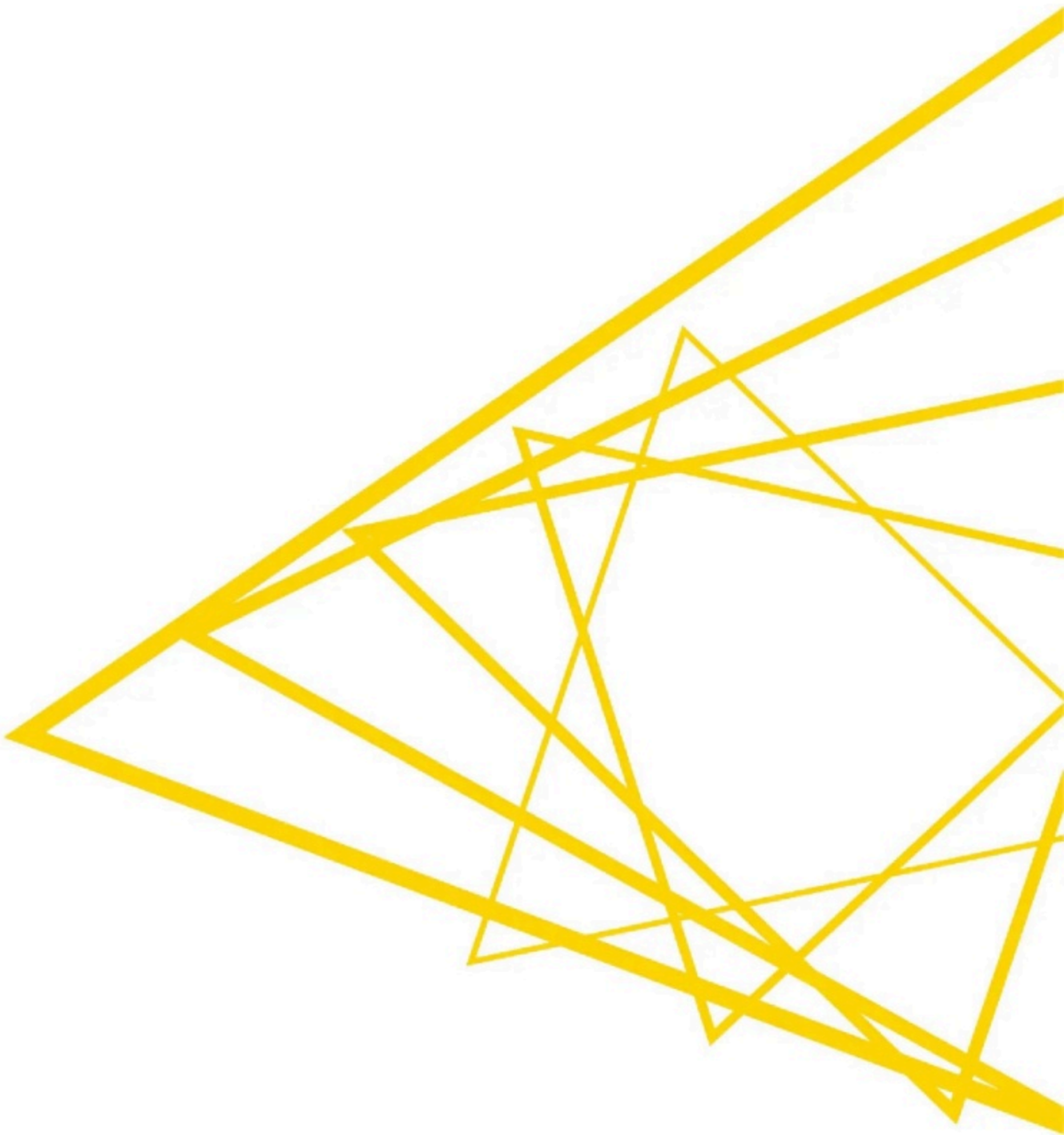
KNIME

KNIME Company Overview



Agenda

KNIME Software

Market Opportunity

Business Summary

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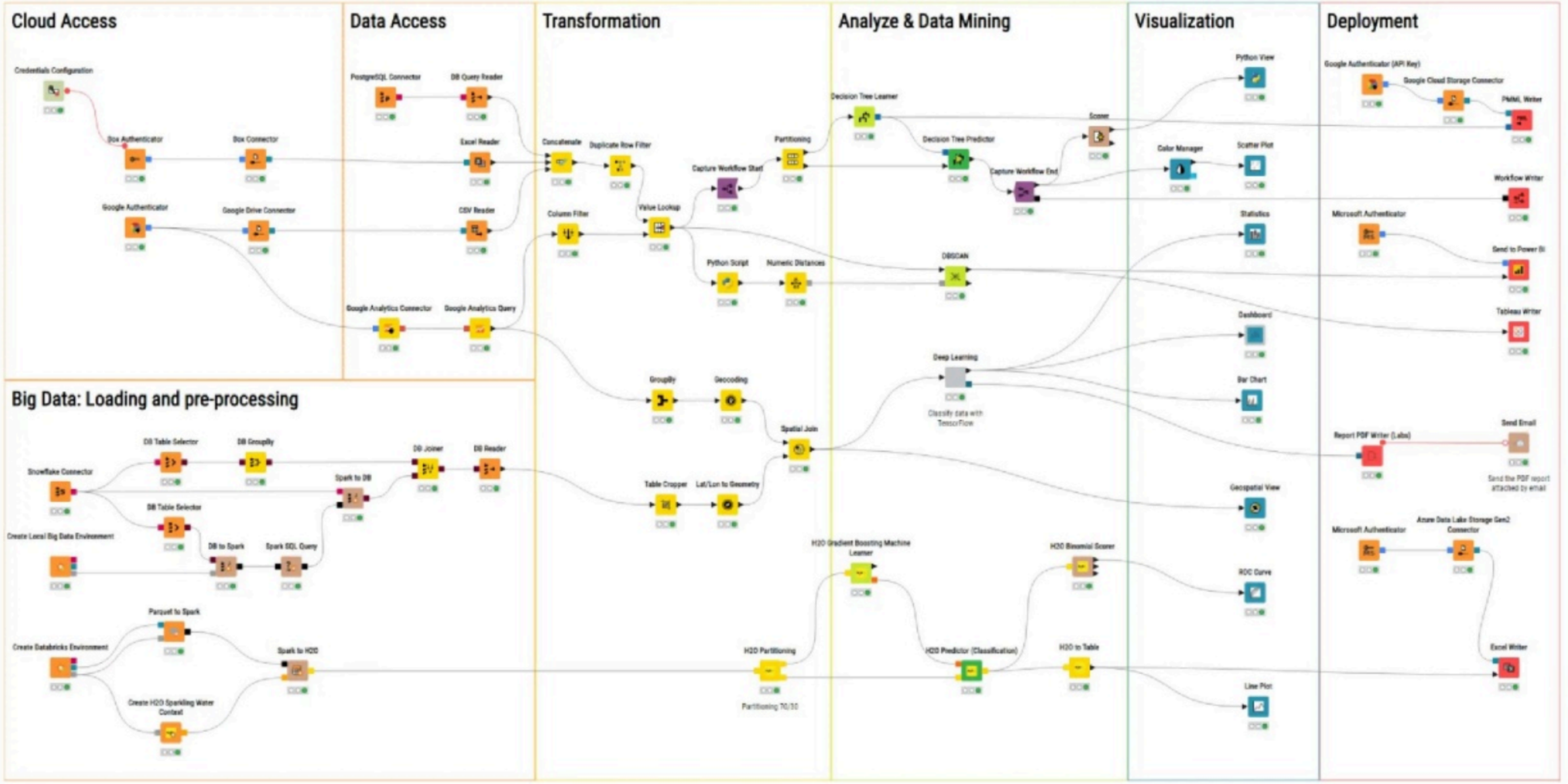
Intuitive workflows to make sense of data

Provide techniques & capabilities to technical and domain experts



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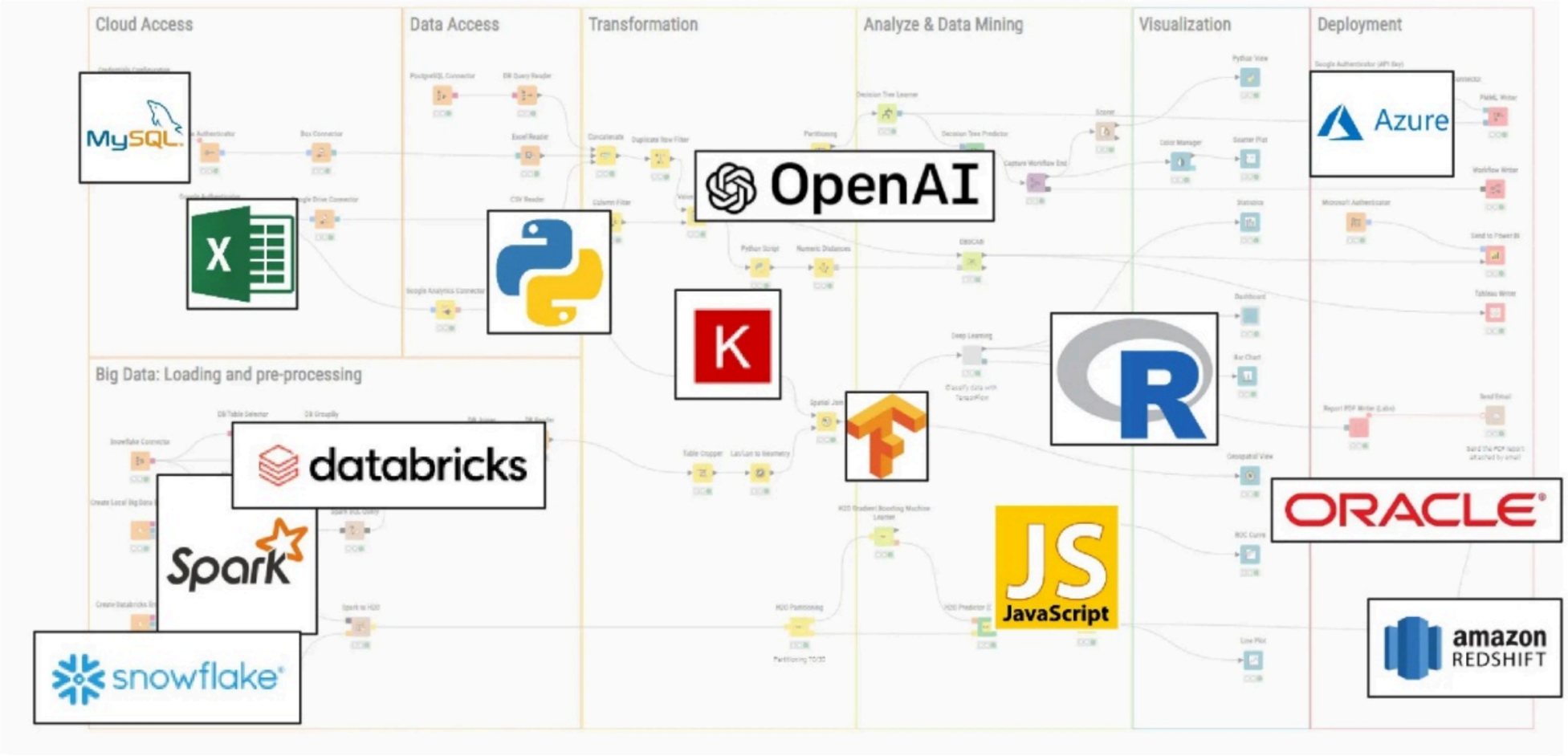
Broad span of technologies & languages under the hood

Removes the need to learn (unnecessary) languages and interfaces



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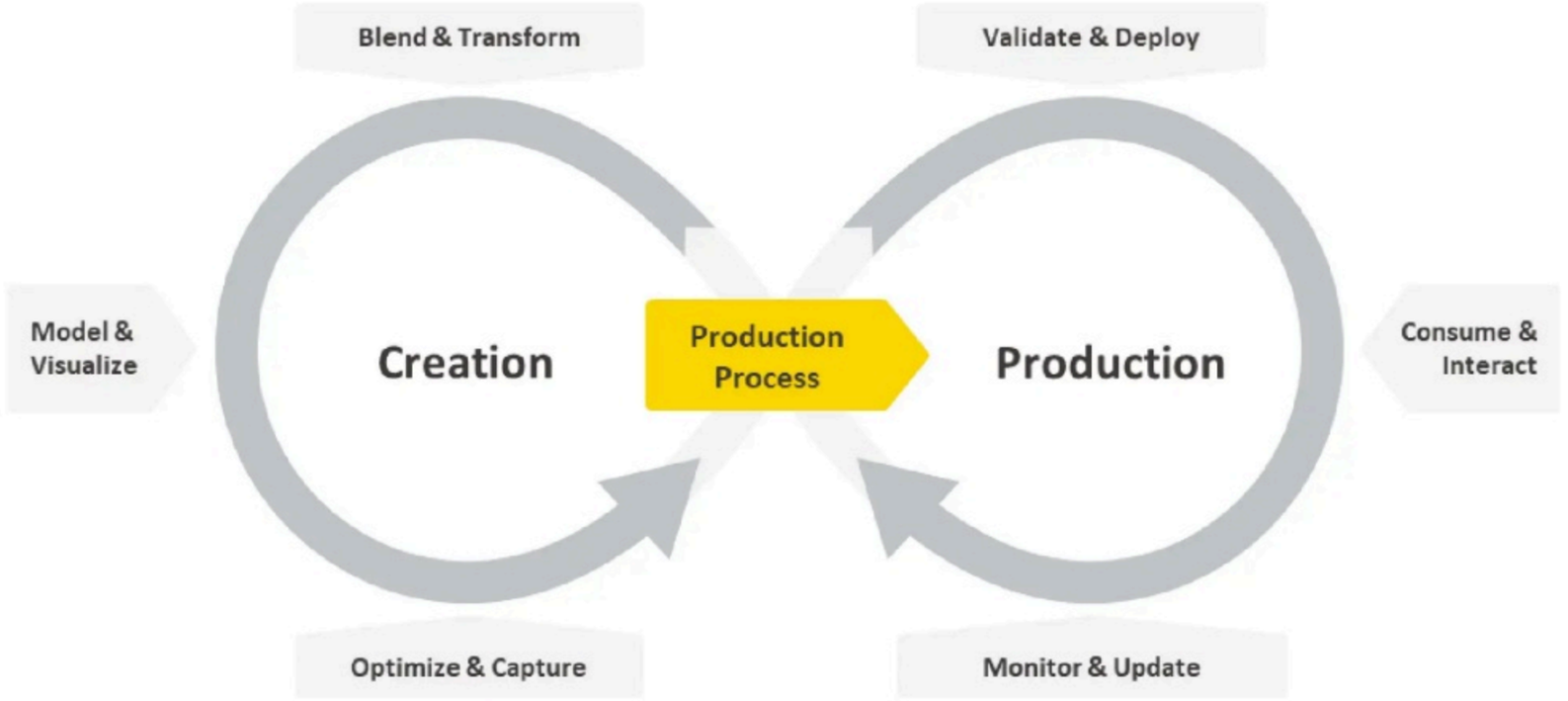
KNIME supports every step of the data science lifecycle



KNIME Analytics Platform (open source)			
Low Code Data Science			
Data Access & Transformation	Analytics & GenAI	Visualization & Reporting	Community Extensions

KNIME Community Hub		KNIME Business Hub		
Team Collaboration		Governance and Deployment at Scale		
Shared Repository	Data Apps & API Services	Automation & Orchestration	Continuous Delivery of Data Science	AI Governance

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A single environment that balances innovation & control

Drive up GenAI adoption

Increase # of experts developing GenAI apps & services

- Low-code lowers barrier to entry
- Low-code increases efficiency
- Open source to test new tech & LLMs quickly

Increase # of end users leveraging GenAI

- End-to-end platform enables deployment to 1000s of end users
- Built-in AI capabilities (K-AI) ensure upskilling and efficiency gains

Drive down GenAI risk

Create a transparent data & model governance framework

- Customize to show approved LLM models
- Low-code workflows to guardrail how & which data is shared
- Low-code workflows to protect against bias, hallucinations, etc.

Test & validate genAI solutions at scale

- CDDS extensions offers capability to test, validate & deploy models (manually or automatically)
- Access audit logs to see (and prove) what your models are doing

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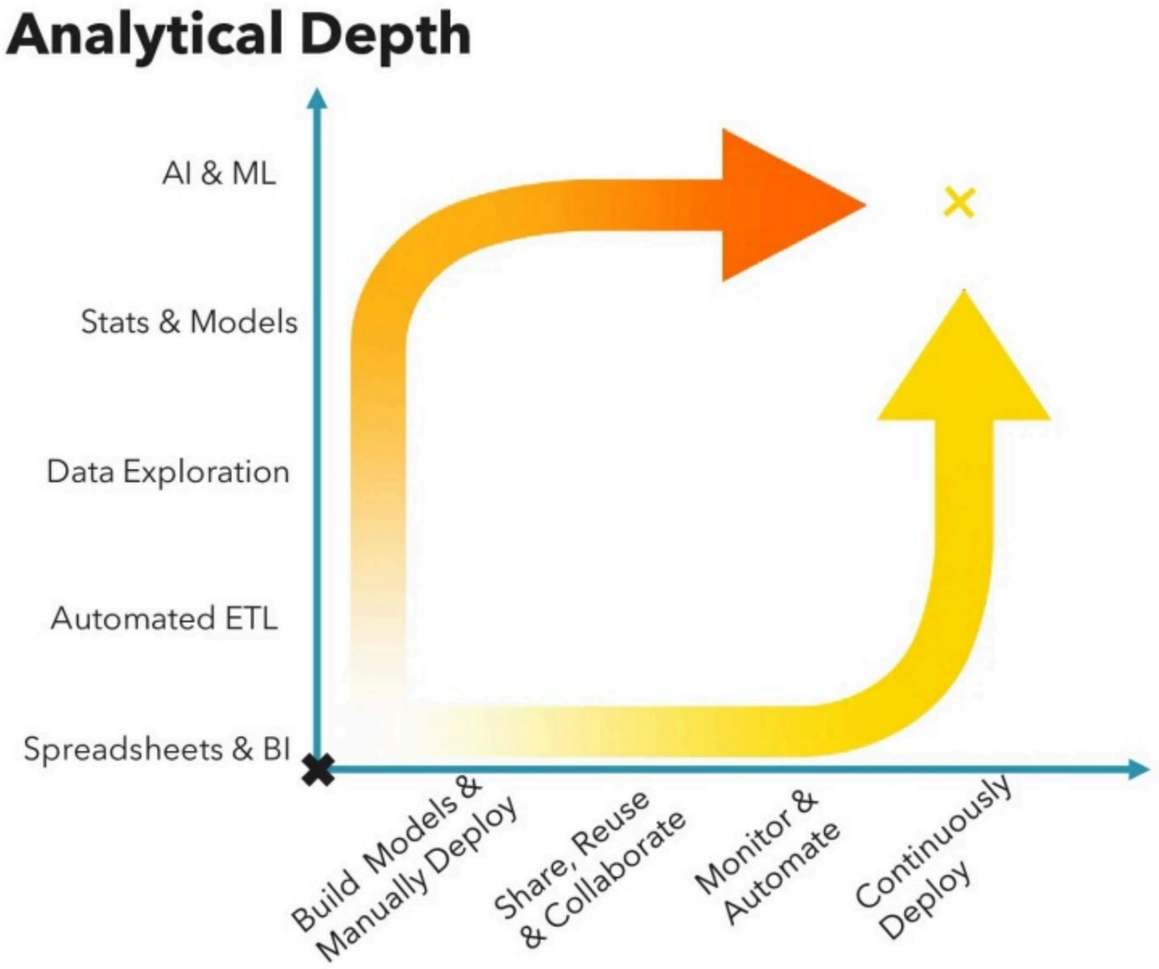
Upskill people, scale your data function



KNIME offers both in one centrally governed platform:

- **Upskilling** and support for all users
- **Productionize** and scale for the organization

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Driving quantifiable business outcomes

Top-Line Impact

Revenue Gains

$300M
incremental revenue

Retail

Optimizing Promotional Analytics

Risk Reduction

$4M
per incident

Insurance

NLP for Regulatory Compliance 'Fines are bad'

Bottom-Line Impact

Efficiency

70%
time savings for auditors

Financial Services

Anomaly Detection ETL & Automation

Workforce Upskilling

10.000+
citizen data scientists

Manufacturing

Transforming the Enterprise - Data Literacy

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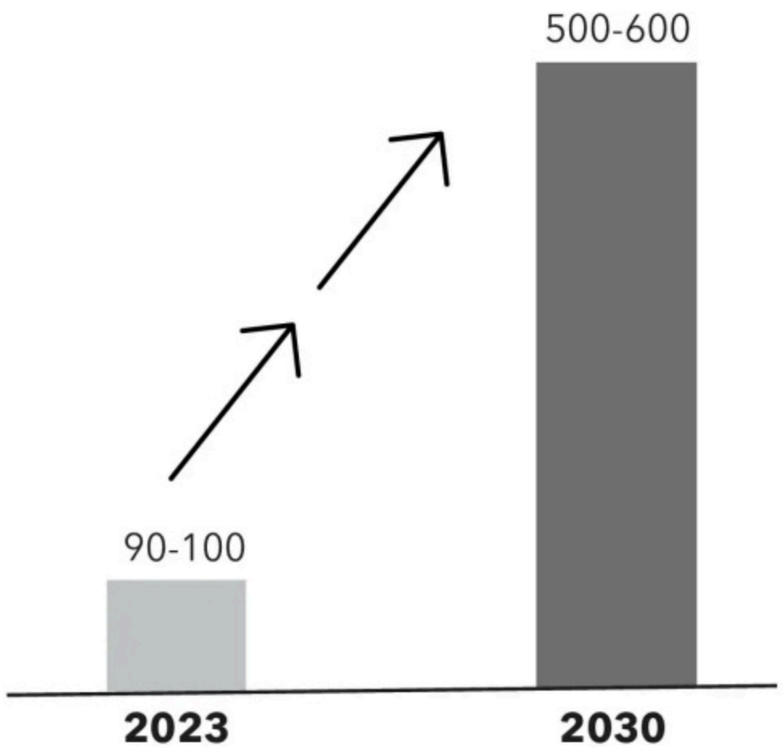
Large market will be continuing massive growth

Market Development (bn USD)



KEY DRIVERS

- Growing volume and complexity of data
- Adoption of newer technologies (AI, ML, IoT, 5G, etc.)
- Demand for data insights to boost business productivity & efficiency
- Subscription/ cloud-based delivery models lowering barrier to new tools adoption
- Low code / no code is expanding the addressable market

Based on several different research such as e.g. Allied Market Research, Precedence Research, Polaris Market Research, Prescient & Strategic Intelligence

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Competition mostly “white space” (Excel, Python & alike)

- Limited competition from **low / no code** players as well as **legacy** players
- Main “competition” is the white space of **Spreadsheets & alike** as well as **Python & R**

Spreadsheets & BI

Low-code/ No-code

(Altair acquired rapidminer in 09/22)

Legacy Players

Scripting Languages, ML Lib

Cloud Vendors & more

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How is KNIME different?

Analytic Depth

- Complete range of analytic techniques
- Choice to use any tools, scripts or techniques incl. AI & ML
- Low code/no code environment, appropriate for all skill levels

A Complete Platform

- Build, deploy and manage, all in a single platform.
- No integration friction for lower total cost of ownership and faster time-to-value
- Leverage a library of pre-built solutions to get started quickly

Enterprise Scale

- Centralized administration for data privacy and security
- Flexible deployment: On-prem, In the Cloud.

Open-source for Future-Proof

Community-driven innovation means that KNIME is always on the bleeding edge of modern data science. 12,000+ analytics blueprints enable users to quickly join and learn from a community of data scientists from other industry-leading organizations.

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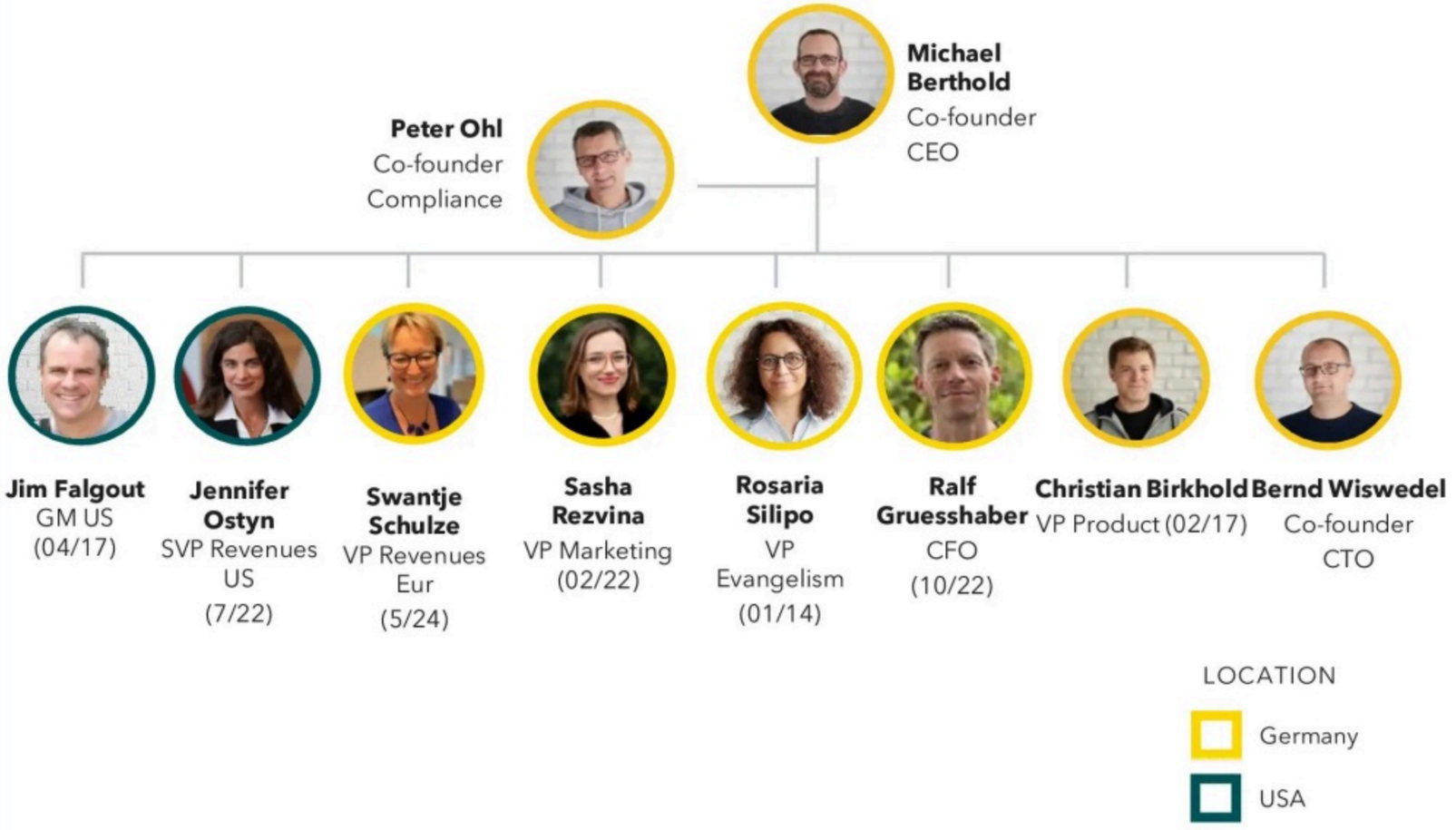
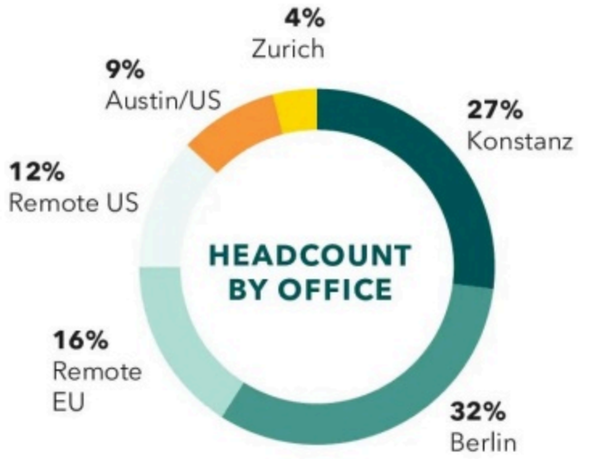
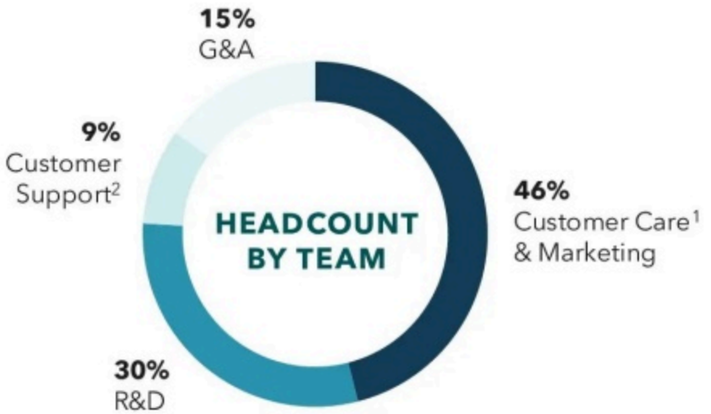
Deep data science-, scale up- and software expertise







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Executive Summary

Active in one of the **fastest-growing markets** in the world	Market CAGR till 2030: **20%**
Strong & steady **ARR growth** '17 – '24	**>35%** CAGR '17-'24
Highly cash efficient business with **clear path 2 profitability**	**Cash break even** by 2025 @ positive[1] working capital
Sizeable, **international business** @ highly competitive product	**ca. 30m€ ARR**, 1/3 from US
Diversified, loyal **blue-chip customer base** with proven land & expand capability	~400 customers @ ~**80k€ ARPA** & **110% NRR**
Open Source Community allows for leads, innovation & trust	**1/2M active users**

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