

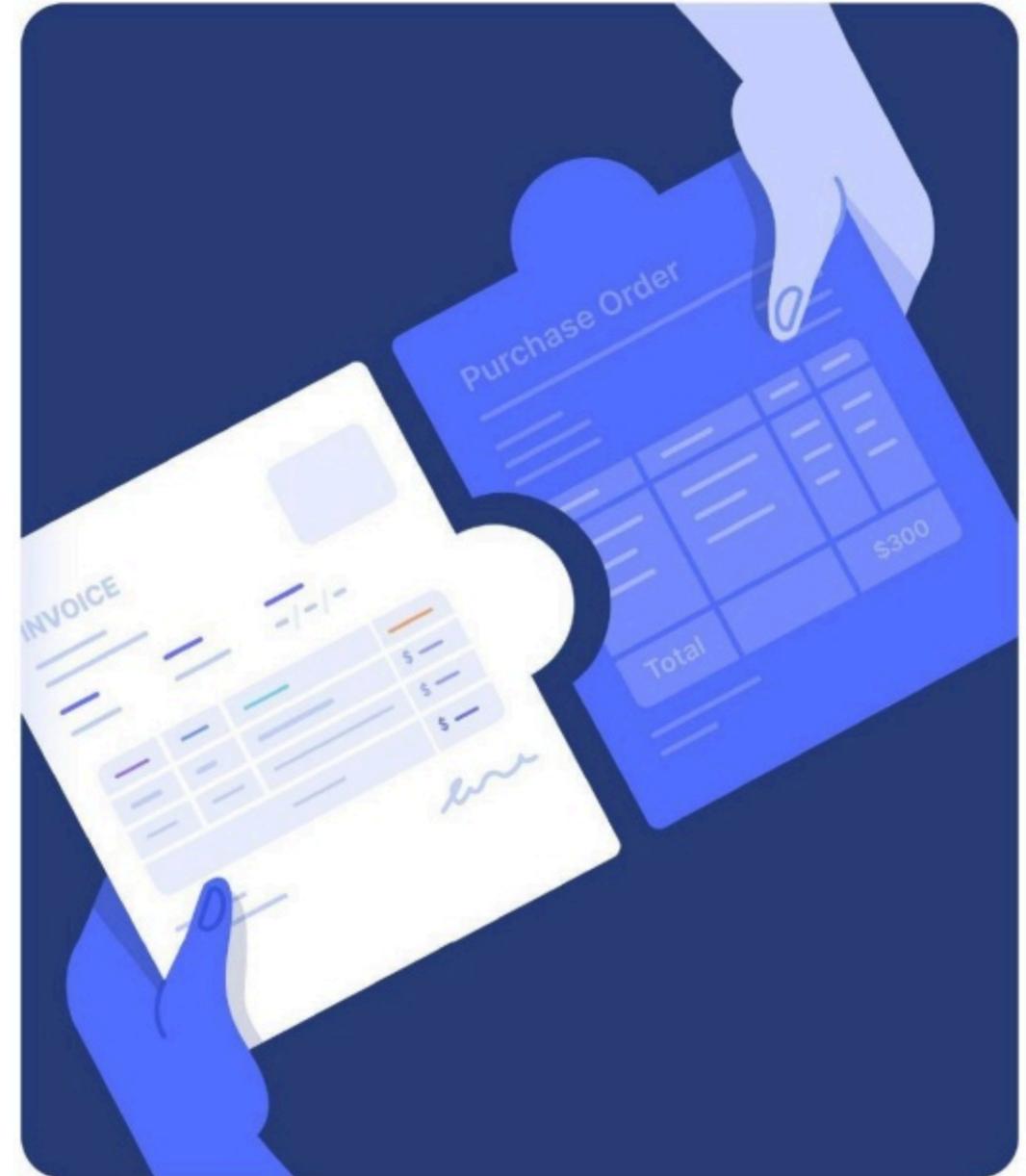
# Nanonets

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**Investor Pitch Deck**

# The world's most frictionless document communication platform.

Making documents interoperable across businesses.



**It's 2022 and we're still putting up with paper, incompatible formats, messy record keeping and reconciliation.**



# The Problem

Current document based processes are slow, expensive and erroneous

**1000**

Documents to be processed by a business per day

**40**

Documents that can be processed manually per day

**>\$14**

Cost of manual data entry per document

**\$53.50**

Cost of correcting a manually digitised document

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**\$1.5 Trillion**

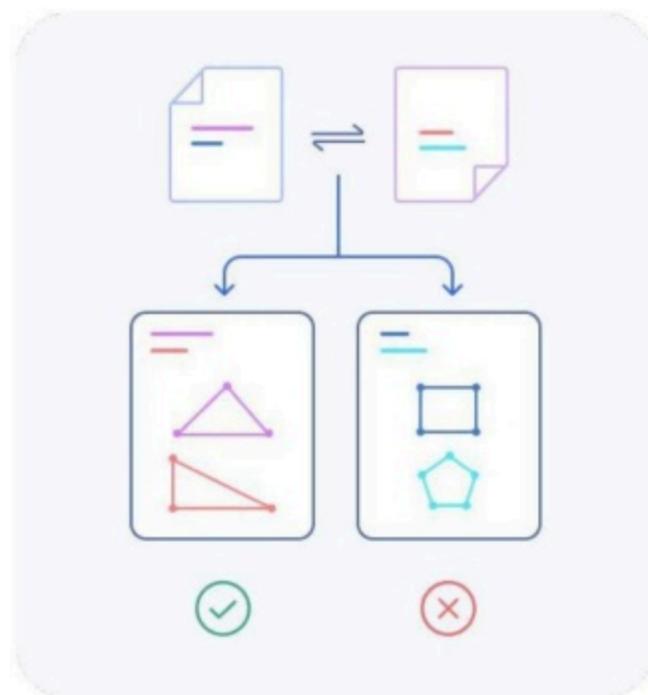
In business losses globally

# The Solution

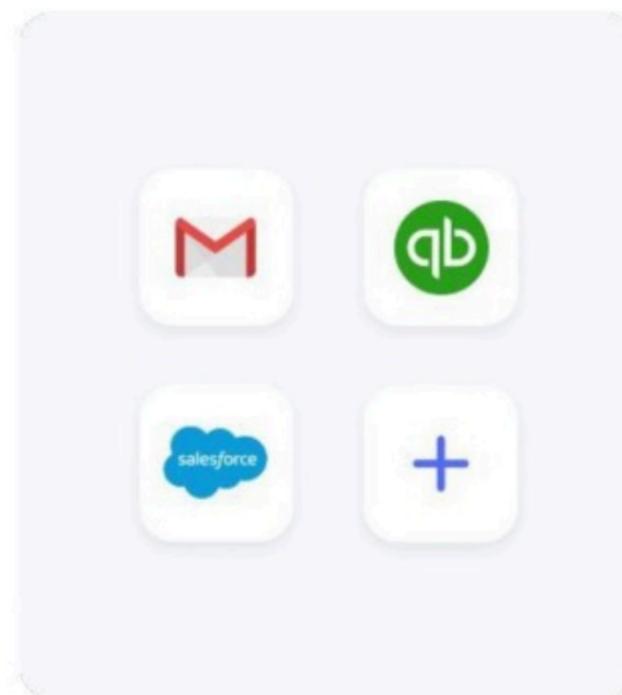
Automating complex workflows with Artificial Intelligence



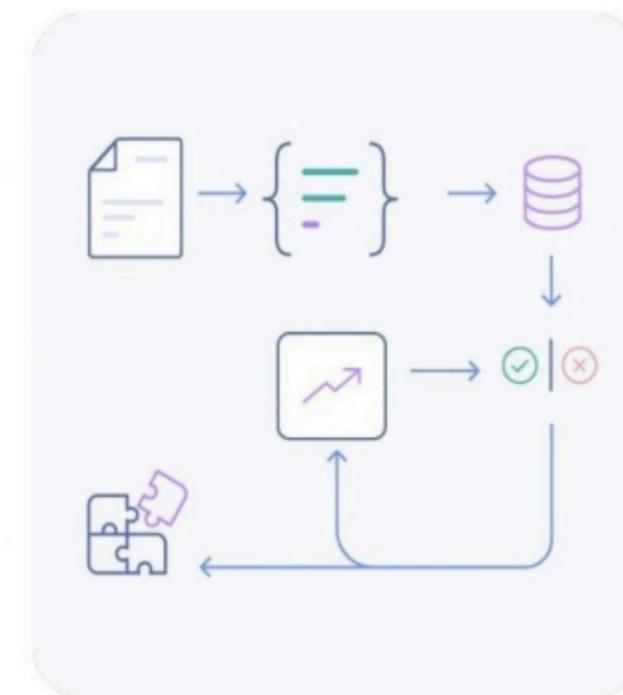
**Any data as  
an API**



**Learnable  
decision engines**

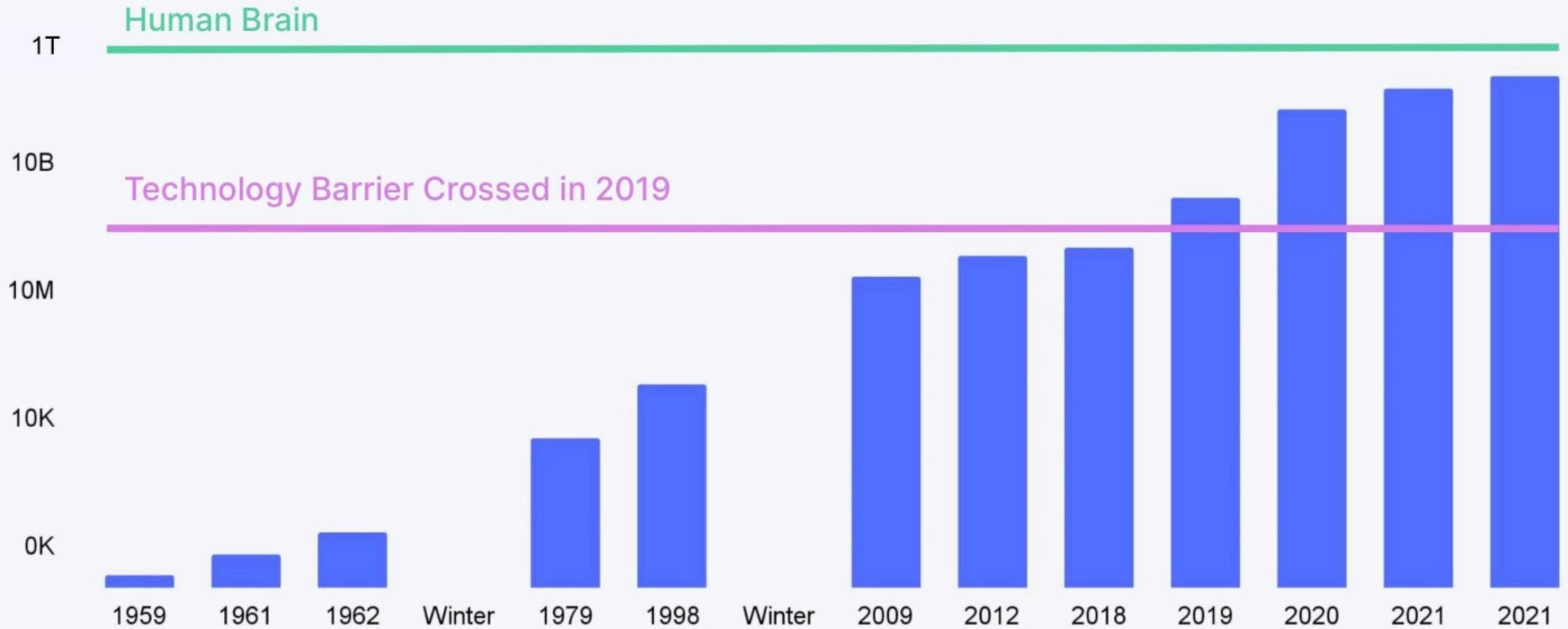


**Unified, cross  
platform**

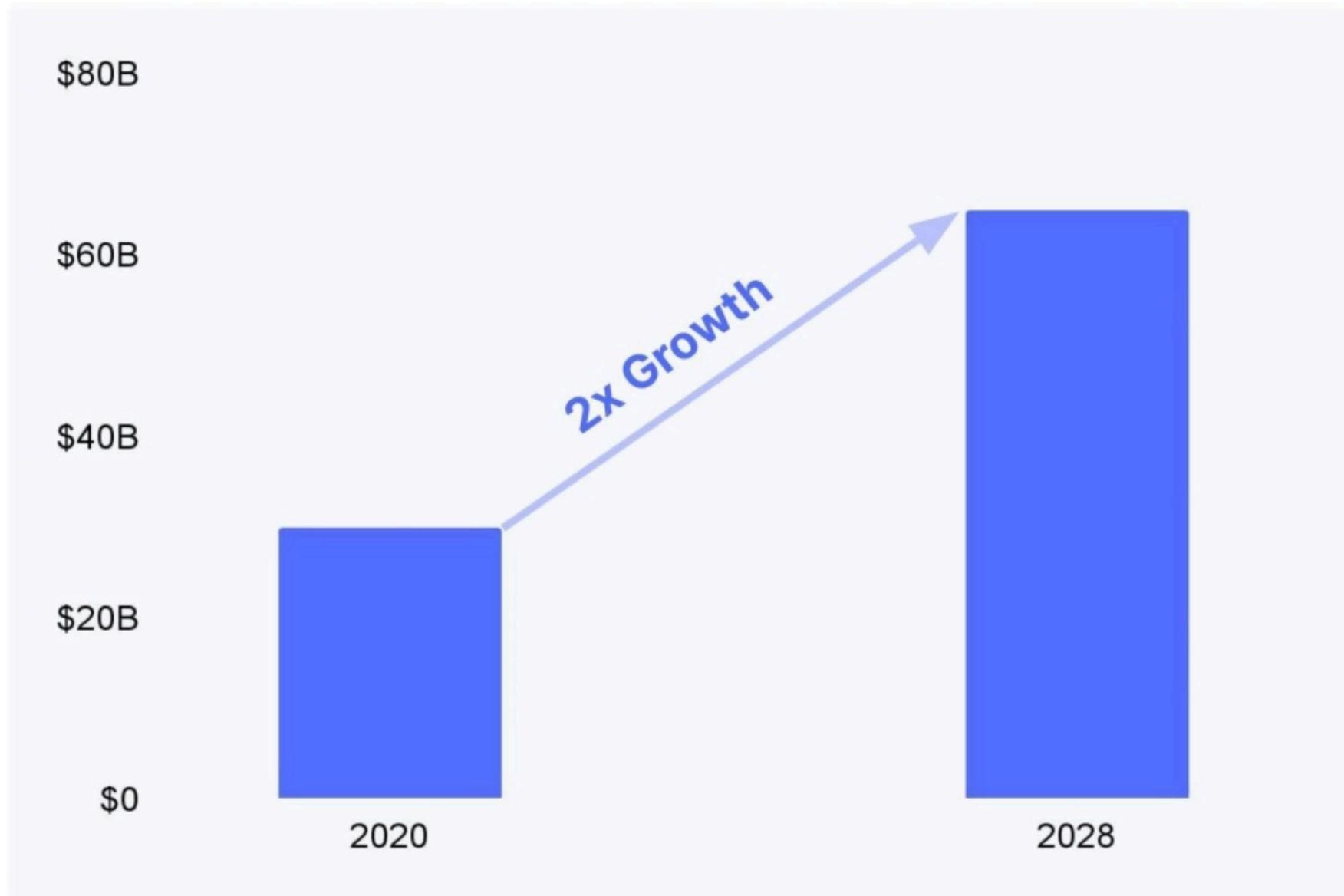


**Actionable  
insights**

## Parameters in Largest Deep Learning Model



# Overall Market



## Industry Growth Projections

The global industrial automation software market revenue is projected to increase from USD 33.54 billion in 2020 to **USD 60.83 billion in 2028**.

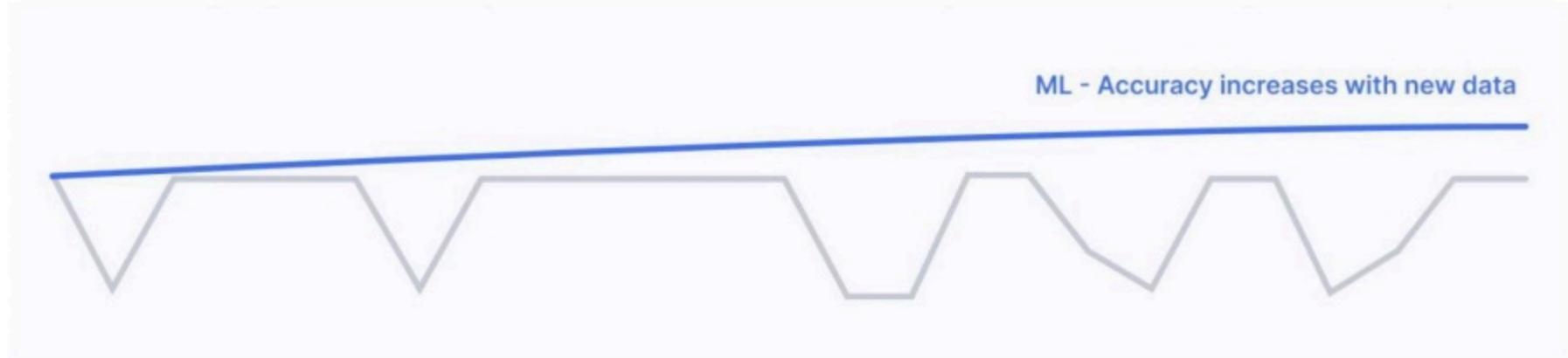
Intelligent Document Processing market is expected to grow at a **CAGR of 36.8%** during the forecast period.

# Why Machine Learning

|  | Nanonets | Traditional OCR           | AP Only Tools  |
|--|----------|---------------------------|----------------|
| End-to-end Workflows                       | ✓        | ✗                         | ✗              |
| IT Friendly                                | ✓        | Needs developer to set up | Needs Training |
| Learnable Decision Engines                 | ✓        | ✗                         | Rule Based     |
| Learns from examples                       | ✓        | No Learning               | Rule Based     |
| Self learning                              | ✓        | ✗                         | ✗              |
| Process documents in any format from day 0 | ✓        | ✗                         | ✗              |

# No. Documents $\propto$ Accuracy, 1/Effort

Accuracy



Effort



**Browse import options**

Search by name or category (via Gmail, imports)

- Import files via Email** - Automatically import files attached to you as attachments.
- Integrate via API** - Integrate Nanonets document processor AI with your own app or service.
- Import from Google Drive** - Automatically import files from a Google Drive folder.
- Import from Dropbox** - Automatically import files from a Dropbox folder via Zapier.
- Import via AmazonS3** - Automatically import files from an S3 Bucket via Zapier.
- Create a Zap** - Connect any other application via Zapier.
- Import from One Drive** - Coming soon.

more files? [Try Pro for free](#) Need Help? [Request a demo](#)

File name.jpg Share

List view JSON

Labels

Invoice\_ID: 14261-909108 ✓

Vendor\_name: Acme Industries ✓

Invoice\_date: 12/02/2022 ✓

Vendor\_ID: 1617B ✓

Amount: \$ 40,000 ✓

Tables

Line items

| Item name  | Quantity | Price  |
|------------|----------|--------|
| RT Spanner | 120      | \$4000 |

4 Approve file ✓

**Extract data** Model Settings Improve Results

All Files (0) Verified (0) Not Verified (0)

Showing 123 of 12300 results

Search by name or content Filter by

| File name          | Last modified | Vendor name      | Assigned to                          | Amount         | Status             |      |
|--------------------|---------------|------------------|--------------------------------------|----------------|--------------------|------|
| 1910o1-1981922.PDF | 22/Jan/2022   | Relicare Edutech | Mariane Xhou<br>mariane@scm.com      | \$20000<br>USD | Approved<br>22 Jan | View |
| 79817910-Acme.PDF  | 18/Jan/2022   | Acme Software    | Justin Septimus<br>justin@scm.com    | \$200<br>USD   | In Review          | View |
| 1910o1-1981922.PDF | 16/Jan/2022   | Relicare Edutech | Mariane Xhou<br>mariane@scm.com      | \$20000<br>USD | Approved<br>16 Jan | View |
| 1719810-Dell.jpg   | 01/Dec/2021   | AZ Cement Co     | Rhizuan Meraki<br>rhizuan@sccm.com   | \$20000<br>USD | Rejected           | View |
| 1910o1-1981922.PDF | 12/Dec/2021   | Relicare Edutech | Mariane Xhou<br>mariane@scm.com      | \$20000<br>USD | Approved<br>12 Dec | View |
| 1910o1-1981922.PDF | 12/Nov/2021   | Relicare Edutech | Mariane Xhou<br>mariane@scm.com      | \$20000<br>USD | Approved<br>12 Oct | View |
| 1719810-Dell.jpg   | 12/Nov/2021   | Gulgowski Group  | Jonathan Sarkis<br>jonathan@sccm.com | \$50000<br>USD | Rejected           | View |

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Connect with  
your apps

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Review and  
take action

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View  
insights

Connect with  
your apps

Review and  
take action

View  
insights

# Time to go live

Without ML



With ML



# How it works



STEP 1

Import PDFs,  
images, paper

STEP 2

Analyze & extract  
data with AI

STEP 3

Initiate automated  
workflow process

STEP 4

Monitor with a  
user interface

## Business model

# \$0.1/page

Freemium model, scales with volume

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**<X%**

Churn

**132%**

NRR

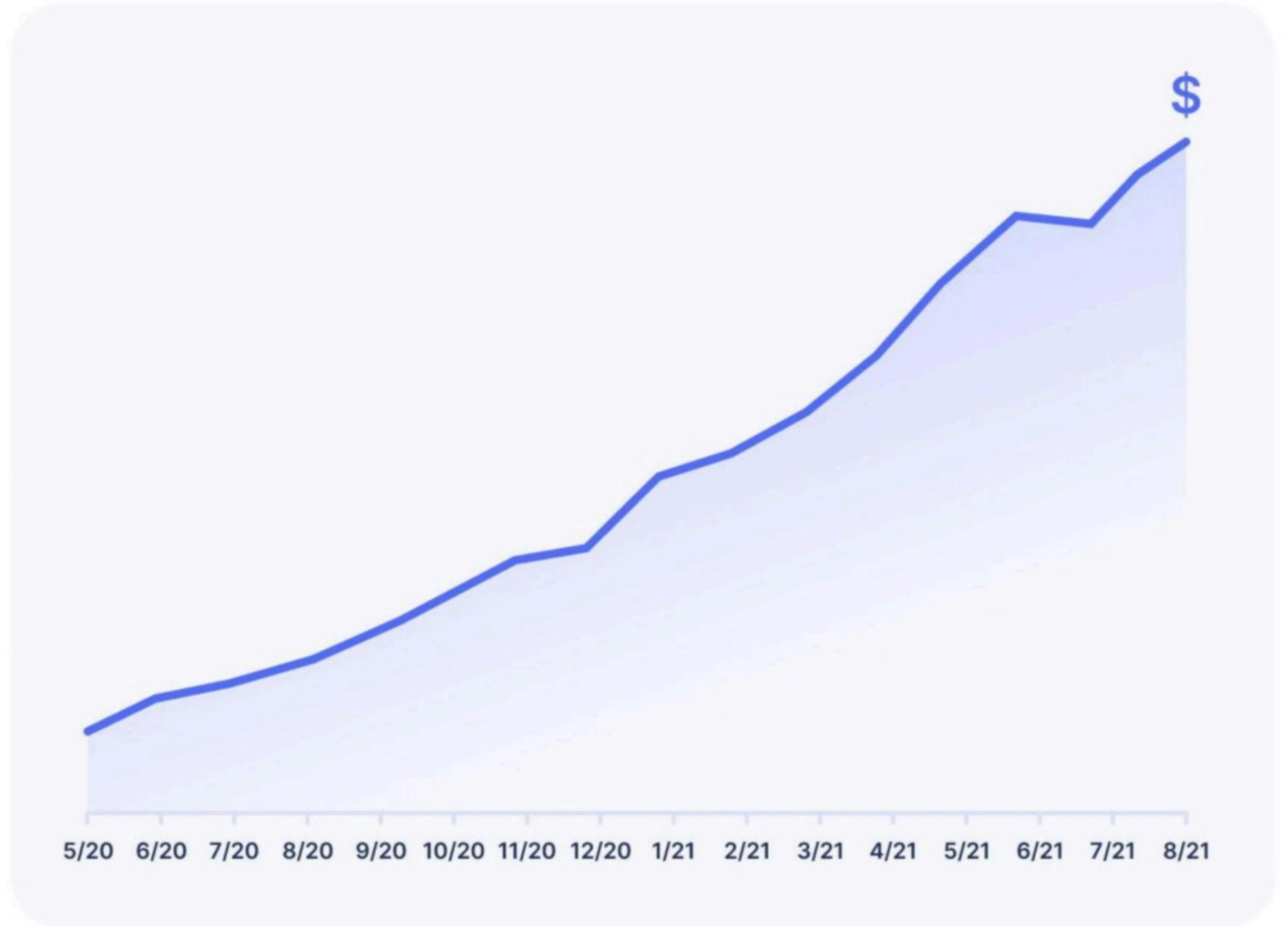
**XX%**

Free Trial Conversion

# Financials

10x ARR in 18 Months at 0 Burn

>XX% Gross Margin



# ARR Growth projection

