



aiWARE™:
The OS for AI

Investor Presentation | March 2021

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. 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 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 historical and forecasted financial measures presented on a non-GAAP basis, excluding (as applicable) provision for income taxes, depreciation, amortization and stock-based compensation expenses, as well as certain sales tax, lease termination, severance, acquisition, integration and financing-related costs. For a reconciliation of such non-GAAP measures to the corresponding GAAP measures, please see the supplemental information available on the Investors page of the Company’s website.

“We are driven by the belief that Artificial Intelligence is key to building a safer, more vibrant, transparent, and empowered society. We are determined to be an active contributor to shaping our future for the better.”

Veritone at a Glance

Overview

- Veritone’s operating system for artificial intelligence, aiWARE™, orchestrates a diverse ecosystem of machine learning models to transform audio, video, text, and other unstructured data sources into actionable intelligence
- Multi-faceted aiWARE 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 government and commercial initiatives 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



Key Indicators Seeing Momentum

Financials

\$16.8M
+35% YOY growth

Q4 2020 Revenue

+53%

YOY Revenue Growth

aiWARE SaaS Solutions

+43%

YOY Improvement

2020 Non-GAAP Net Loss

KPIs

1,896

+77% YOY Growth

SaaS Accounts

\$0.6M

+24% YOY Growth

Avg Gross Billings - Advertising

\$115M

+161% YOY Growth

Cash Balance

Key Updates



alteryx

Strategic Partnerships



BraveBison

New Wins



VERITONE AUTOMATE STUDIO

New Product Introduction

Recent Events

Raised Net Proceeds of \$59.7 Million in Upsized Offering

Upon issuing 3.45M shares, including full execution of over-allotment option

Awarded 3 Additional Patents

For Renewable Energy Optimization

Named to Forbes' 2021 List of Best Small-Cap Companies

With strong sales growth along with 52-week return of more than 550%

Forbes
BEST SMALL COMPANIES 2021

Announced Support of NVIDIA CUDA & EGX Platform

For GPU-based AI and Machine Learning



Announced Strategic Relationship with Alteryx

Provides Alteryx customers with insight into unstructured data sources

alteryx

Receives Industry Star Award

From the 13th Annual Media Excellence Awards



Investment Highlights



Unique operating system for Artificial Intelligence (AI) and driving Enterprise AI transformation



Flexible platform that is extensible to many systems and applications in the large and growing market for AI software, which is projected to grow to over \$100B by 2025



Blue-chip customer base and industry-leading partners

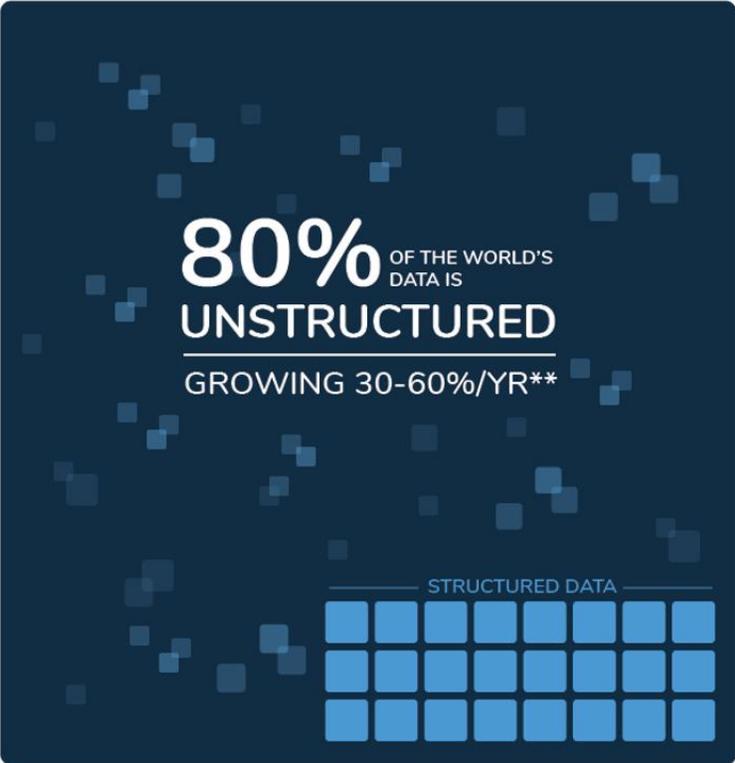


Track record of delivering sustained YoY growth together with attractive financial model with high gross margins



Entrepreneurial management team with extensive experience in building successful businesses

Unstructured Data is Inaccessible Without AI

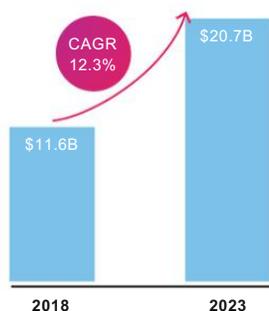


* Source: Omdia Artificial Intelligence Software Market Forecast, June 29, 2020
** Source: Gartner 2020 Strategic Roadmap for Storage, July 1, 2020

aiWARE Targets Massive Market Opportunities

Intelligent Process Automation

aiWARE brings AI into an overall IPA system that contains BPA, RPA, BI, and document capture.



The Intelligent Process Automation market size is expected to grow to \$20.7B by 2023 per [IDC](#).

Machine Learning Operations

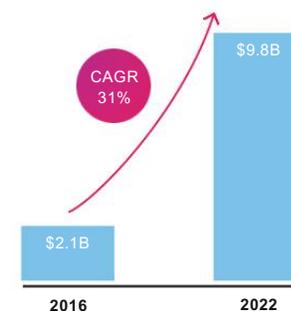
aiWARE helps organizations effectively deploy, integrate and monitor AI.



MLOps Solutions market size is expected to grow to \$4B by 2025 per [Coanlytica](#).

AI Platform & Developer Tools

Addressing the deploy, integrate, and monitor functions of the full AI stack.



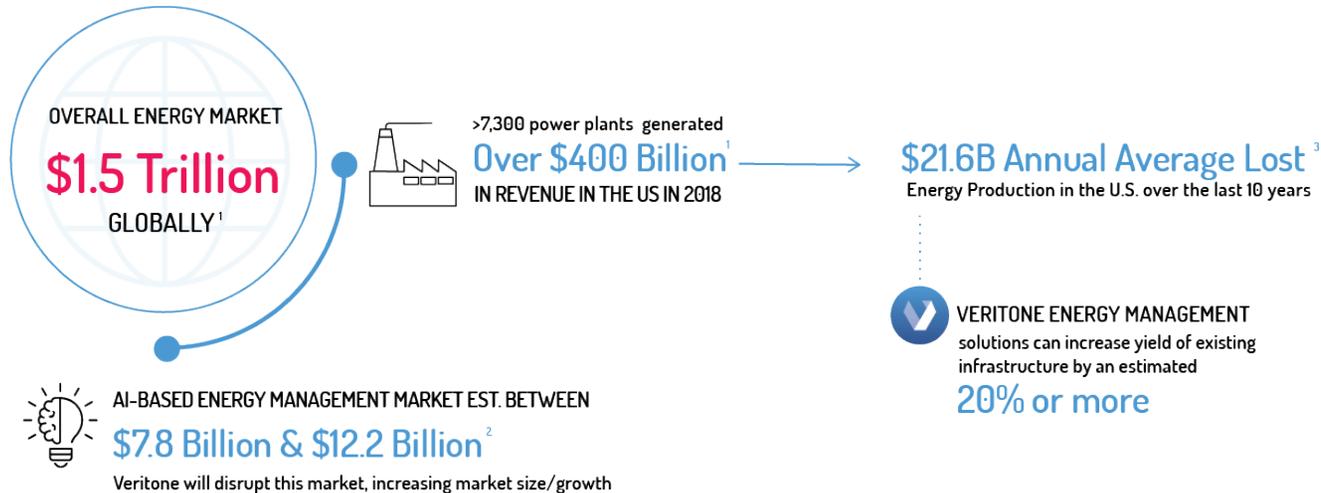
The AI platform market size is expected to grow to \$9.8B by 2022 per [Markets and Markets](#).

2025 AI Software Market

Current Serviceable Market \$34.5B+

Total Addressable Market \$100B (35% CAGR)

The Energy Opportunity is One of the Largest



In the energy market, according to Frost and Sullivan (Growth Opportunities from Decarbonization in the Global Power Market, 2019-2030), it is estimated that \$3.4 trillion will be invested in renewable energy over the next 10 years. We believe that the applicability of our AI solutions will extend beyond utilities and across the global \$1.5 trillion electric energy market (<https://www.inspirecleanenergy.com>). Understanding the Energy Market, March 2017), including improved optimization to reduce energy production lost, which we have estimated to be over \$21 billion in the U.S. annually over the last 10 years based on data published by the U.S. Energy Information Administration (Frequently Asked Questions, <https://www.eia.gov/tools/faqs/index.php>).

¹ [inspirecleanenergy.com](https://www.inspirecleanenergy.com)

² [BIS Research](#) and [PS Market Research](#)

³ Company Estimates; <https://www.eia.gov/tools/faqs/faq.php?id=105&t=3>

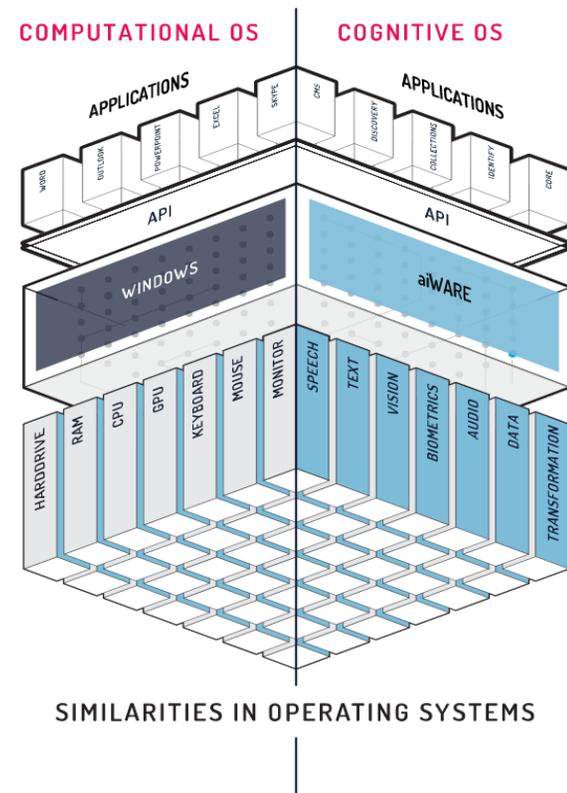
⁴ [Frost and Sullivan "Growth Opportunities from Decarbonization in the Global Power Market, 2019-2030"](#)



The Solution: Veritone aiWARE

- ✓ **FAST TO MARKET**
“OS for AI” ecosystem of hundreds of best-of-breed AI engines
- ✓ **FUTURE PROOF**
Single development interface for apps, across AI engine vendors

- ✓ **ACCESSIBLE**
Low-code workflows for Business Analysts and Citizen Developers
- ✓ **SCALABLE**
Scalable to handle massive amounts of video, audio, data in near real-time



Our Industry Solutions



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National & Local Government Solutions

Intelligence to rapidly extract actionable insight from evidence

Enabling public safety agencies to safeguard citizens by rapidly extracting actionable intelligence from evidence -- accelerating investigations, surveillance, and the judicial process

[Learn more here >](#)



VERITONE IDENTIFY

Intelligent, Rapid Suspect Identification for Law Enforcement



VERITONE REDACT

Intelligent Video Evidence Redaction for Law Enforcement and Justice



VERITONE ILLUMINATE

Intelligent, Rapid Evidence Identification & Culling for Law Enforcement and Justice



VERITONE PROTECT

Intelligent Video Surveillance and Analytics for Law Enforcement

CUSTOMERS



PARTNERS

carahsoft.



GovQA

Deloitte.



ORACLE

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Legal & Compliance Solutions

Intelligence to rapidly locate case-critical evidence and compliance risks

Enabling legal teams to quickly cull down data for eDiscovery and regulatory compliance by rapidly identifying audio, video, and text files containing keywords of interest — accelerating the review process

[Learn more here >](#)

 **VERITONE ILLUMINATE**
Intelligent, Rapid Evidence Identification & Culling for Law Enforcement and Justice

 **VERITONE TRANSLATE**
Self-service Web Application for Text-to-Text and Native Document Translation

 **VERITONE AIWARE FOR RELATIVITY**
Make unstructured audio and video searchable from directly within Relativity

 **VERITONE AIWARE FOR AXCELERATE**
Translate documents from directly within OpenText Axcelerate

PARTNERS

 Relativity

 RVM

 ePiq

 Deloitte.

 CACI
EVER VIGILANT

 leidos

 PAE

 opentext™

 XDD
XACT DATA DISCOVERY

 shi™

 oasis

 Compliance
A DISCOVERY SOLUTIONS
A SYSTEM ONE DIVISION

 VERITONE.

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Media & Entertainment Solutions

Intelligence to analyze, manage, and monetize media assets

Empowering the world's leading media companies, studios, networks and sports organizations to unlock hidden revenue streams as well as gain operational efficiencies

[Learn more here >](#)



VERITONE ATTRIBUTE

Intelligent, Real-Time Media Attribution for Broadcasters



VERITONE CORE

Complete Digital Asset Management and Monetization



VERITONE DIGITAL MEDIA HUB

Customer Branded Digital Asset Manager



VERITONE COMMERCE

Commerce and Content Licensing for Rights Holders and Creatives

CUSTOMERS



PARTNERS



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AI-Enabled Content Monetization

Leveraging AI to maximize advertising efficacy and content monetization

Enabling brands and content owners to hyper target key audiences, driving business growth

[Learn more here >](#)



VERITONE ONE

The world's largest performance audio agency



VERITONE VERIADS

Providing broadcasters, podcast and social media influencers with a range of innovative new revenue solutions



VERITONE LICENSING

Access and license footage from leading sports, news, and entertainment libraries

ADVERTISING TRADING PARTNERS



...

LICENSING CONTENT PARTNERS



...



Clean Energy Solutions

AI Solutions for Clean Energy

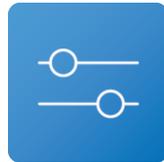
Accelerating the world's transition to more sustainable, reliable, and affordable energy

[Learn more here >](#)



Veritone Forecaster

Accurately predict energy supply, demand and price



Veritone Controller

Intelligent, predictive, synchronized device controllers



Veritone Optimizer

Optimizing devices, grids and pricing to maximize reliability and reduce costs.



Veritone Arbitrage

Near real-time energy buy, sell, and dispatch



Veritone Simulator

Model forecasting, optimization and device control before deploying

Veritone Has More than 25 Issued and Pending Patents Covering Our Energy Solutions

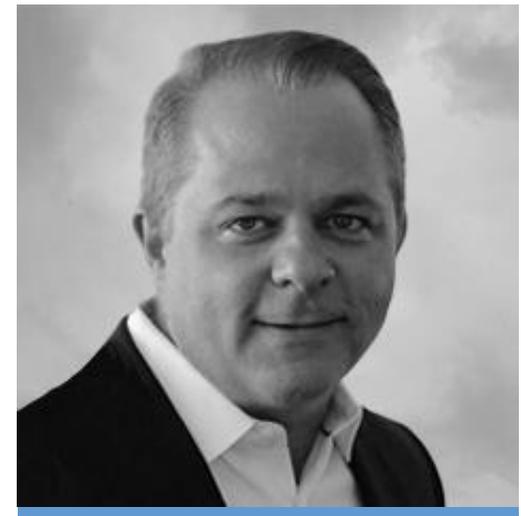
Leadership Team



CHAD STEELBERG
Co-founder, Chief Executive
Officer & Chairman of the Board



RYAN STEELBERG
Co-founder, President



MIKE ZEMETRA
Executive Vice President & Chief
Financial Officer

Operational & Financial Update

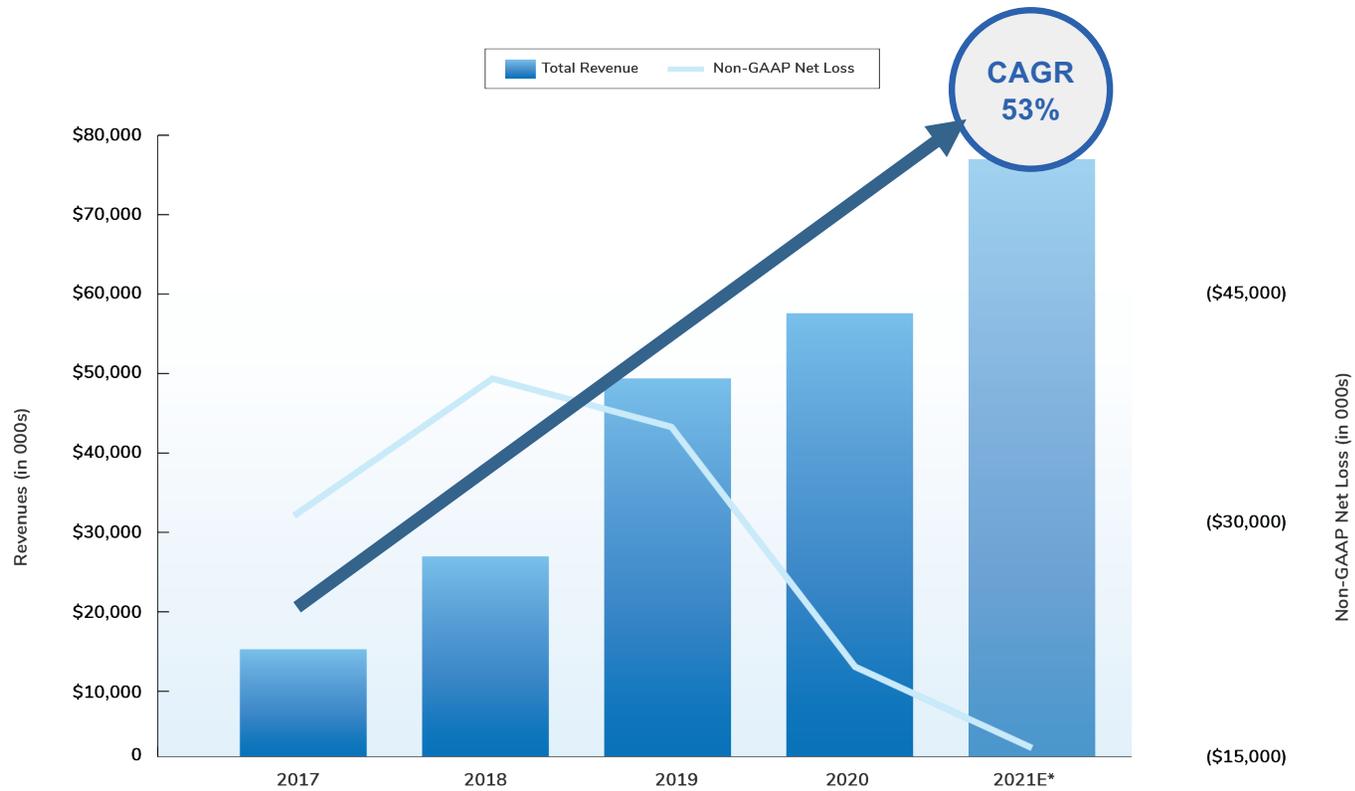


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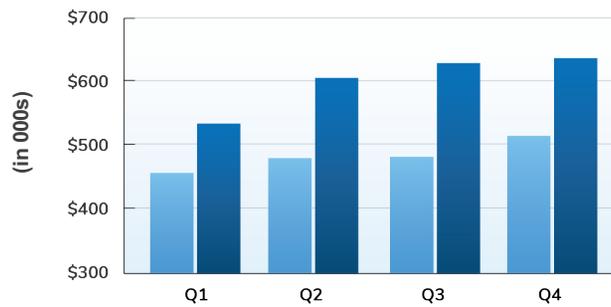
Revenue Growth and Reduced Net Losses



* Based on mid-point of guidance ranges provided 3/04/2021

Key Performance Indicators (KPIs) - Third Quarter 2020

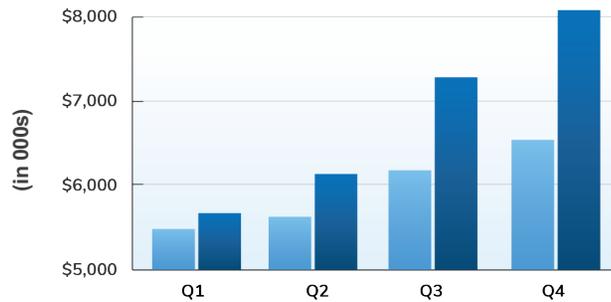
Average Gross Billings per Active Client



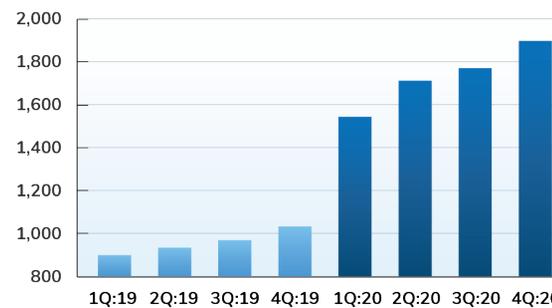
aiWARE SaaS Solutions Net Revenues



Advertising Net Revenues



Total Accounts on Platform at Quarter End



Balance Sheet Summary

(in Thousands)	<u>December 31, 2020</u>
Cash and Cash Equivalents	\$114,817
Current Assets	\$156,567
Total Assets	\$177,654
Current Liabilities	\$88,248
Total Liabilities	\$89,444
Stockholders' Equity	\$88,210
Common Shares Outstanding (excluding options, RSUs and warrants)	31,799

Additional Materials



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Fourth Quarter 2020 Results – Summary

- aiWARE SaaS delivered exceptional Q/Q and Y/Y growth, again driven by strength in the GLC market and emerging Energy market.
- Advertising again benefitted from strength in digital and social platform advertising due to our focus in those markets, which more than offset macro headwinds.
- Content Licensing continued to be negatively impacted by COVID-19.

(\$ in Thousands)	4Q:19	3Q:20	4Q:20	4Q:20 CHANGE	
				Q/Q	Y/Y
Advertising	\$6,517	\$8,764	\$9,747	11%	50%
aiWARE SaaS	\$2,872	\$3,351	\$4,402	31%	53%
aiWARE Content Licensing	\$3,059	\$3,603	\$2,669	(26%)	(13%)
Total Sales	\$12,448	\$15,718	\$16,818	7%	35%

Third Quarter 2020 Results - KPIs

	1Q:19	2Q:19	3Q:19	4Q:19	1Q:20	2Q:20	3Q:20	4Q:20
Advertising								
Average gross billing per active client (in 000s) ⁽¹⁾	\$469	\$488	\$490	\$511	\$533	\$614	\$625	\$632
Net revenues during quarter (in 000s)	\$5,714	\$5,842	\$6,197	\$6,517	\$5,881	\$6,140	\$7,372	\$8,138
aiWARE SaaS Solutions								
Total accounts on platform at quarter end	911	941	980	1,069	1,587	1,753	1,791	1,896
New bookings received during quarter (in 000s) ⁽²⁾	\$1,316	\$1,351	\$1,384	\$2,522	\$1,397	\$2,319	\$2,083	\$1,437
Total contract value of new bookings received during quarter (in 000s) ⁽³⁾	\$2,092	\$1,351	\$1,724	\$12,872	\$2,312	\$2,502	\$2,469	\$2,431
Net revenues during quarter (in 000s)	\$2,754	\$2,677	\$2,350	\$2,872	\$3,108	\$3,002	\$3,351	\$4,402

1 For each quarter, reflects the average gross quarterly billings per agency client over the twelve-month period through the end of such quarter for agency clients that are active during such quarter.

2 Represents the contractually committed fees payable during the first 12 months of the contract term, or the non-cancellable portion of the contract term (if shorter), for new contracts received in the quarter, excluding any variable fees under the contract (i.e., fees for cognitive processing, storage, professional services and other variable services).

3 Represents the total fees payable during the full contract term for new contracts received in the quarter (including fees payable during any cancellable portion and an estimate of license fees that may fluctuate over the term), excluding any variable fees under the contract (i.e., fees for cognitive processing, storage, professional services and other variable services).

Fourth Quarter 2020 Results and Guidance

(As of 3/04/2021)

(\$ in Thousands)						Guidance	
	4Q:19A	1Q:20A	2Q:20A	3Q:20A	4Q:20A	1Q:21	FY:21
Advertising (Net)	\$6,517	\$6,001	\$7,038	\$8,764	\$9,747		
aiWARE SaaS	\$2,872	\$3,108	\$3,002	\$3,351	\$4,402		
aiWARE Content & Licensing	\$3,059	\$2,795	\$3,228	\$3,603	\$2,669		
Total Net Revenue	\$12,448	\$11,904	\$13,268	\$15,718	\$16,818	\$17.0M - \$17.5M	\$76.0M - \$81.0M
Gross Profit	\$8,912	\$8,654	\$9,505	\$11,165	\$12,721		
<i>GM%</i>	<i>71.6%</i>	<i>72.7%</i>	<i>71.6%</i>	<i>71.0%</i>	<i>75.6%</i>		
Non-GAAP Op. Expenses	\$17,051	\$15,406	\$15,226	\$15,417	\$16,626		
Non-GAAP Net Loss	(\$8,053)	(\$6,679)	(\$5,745)	(\$4,256)	(\$3,913)	(\$4.4M) - (\$3.9M)	(\$18.0M) - (\$14.0M)
Cash and Equivalents	\$44,065	\$49,165	\$50,081	\$54,315	\$114,817		

aiWARE Technology Stack Overview

Proprietary data, one portable AI platform, and low-code tools to create intelligent applications

