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Teneo AI – TENEO.ST Scaling Proven AI: The Next Inflection Point



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Framåtriktade Uttalanden

Detta presentationsmaterial innehåller framtidsinriktade uttalanden. Sådana uttalanden återspeglar Teneo AI's nuvarande syn på framtida händelser och finansiell utveckling och inkluderar, men är inte begränsade till, prognoser, mål, förväntningar och andra framtidsbedömningar. Dessa uttalanden bygger på olika antaganden och är föremål för kända och okända risker, osäkerheter och andra faktorer som kan medföra att det faktiska utfallet avviker väsentligt från vad som uttrycks eller antyds i sådana uttalanden.

Teneo gör ingen utfästelse om att uppdatera eller revidera framtidsinriktade uttalanden, vare sig till följd av ny information, framtida händelser eller annat, utöver vad som krävs enligt tillämplig lagstiftning eller reglering.Innehållet i denna presentation utgör inte finansiell rådgivning eller en rekommendation att investera i Teneo. Presentationen får inte ensamt ligga till grund för investeringsbeslut.

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An Asymmetric Opportunity

95% of AI projects fail to deliver ROI

As Companies find that LLMs are just another model

→ **S & A –** 1/100 th of the compute, 99% Accuracy

→ **Security –** Prompt secuity, Confidential Compute, ISO, SOC

→ **Hybrid AI –** Use the latest LLM when needed



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The Opportunity: A Captive Market

2 billion calls per month

The AI market is massive, yet most companies fail to capture ROI. Why?

Generic models, high integration costs, and no clear path to value.

Teneo is different – through 23 years of building we have a complete platform to go from $6.00 to $0.40 per call netting us $0.05 per call.



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Our Solution: Teneo AI



Proprietary Tech

99% Understanding of human with 1/100th of compute and complete compliance. ONLY live implementation of multi million calls per month.



Seamless Integration

30 day Pilot – 30 day scaling integrate to any system a human can access and to any system a human cannot



Verifiable ROI

Live implementations with proven CX increase and massive cost savings.
11.2 BUSD savings per month for Genesys customers.

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Proof: Teneo AI works

at&t A1 Medtronic NHS O2 Telefónica

$5.60

Saving per Phone call

“Our Customer enquiry hotline will be considerably more productive thanks to human spoken interaction with our systems. Our voice-controlled hotline system improves the customer experience by assigning enquiries quickly and accurately, maximizing the valuable resources of our hotline agents.”

Christoph Aeschlimann, CEO swisscom

We Create "Raving Fans"

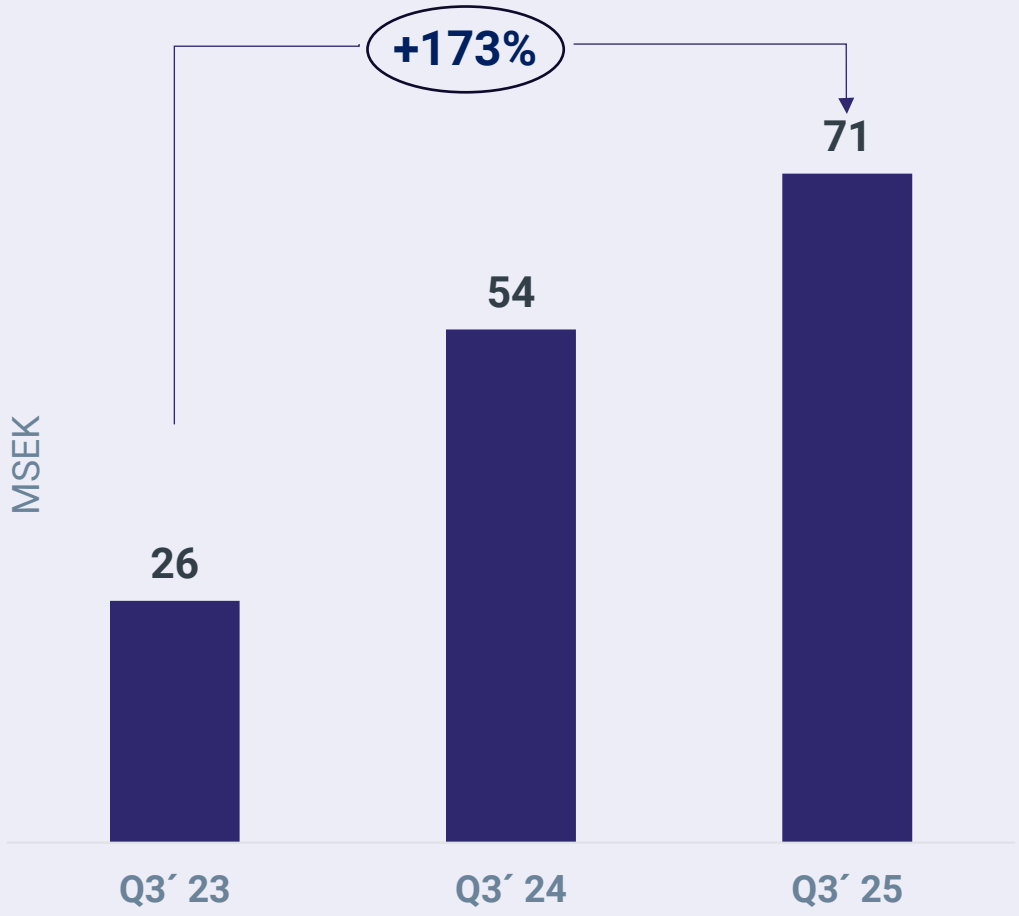
Our customers save millions, validating our technology's superiority. This isn't just a cost-center, it's a profit-center.

121% Net Revenue Retention

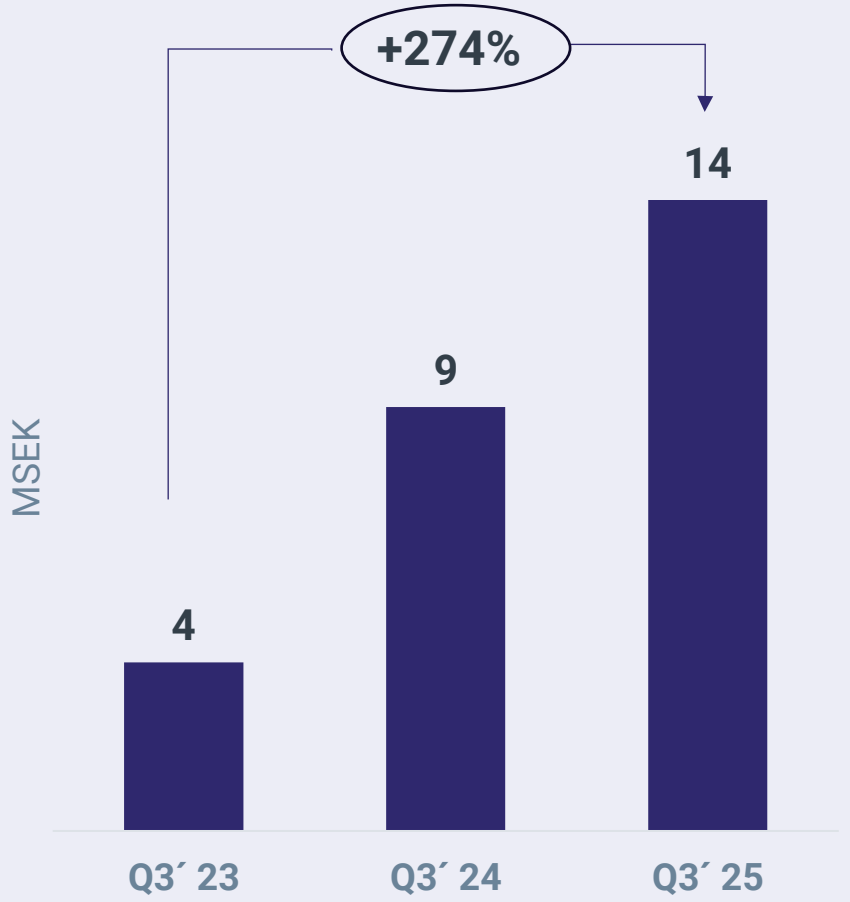
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SaaS Best in-class KPI's

SaaS ARR



API Call Revenues

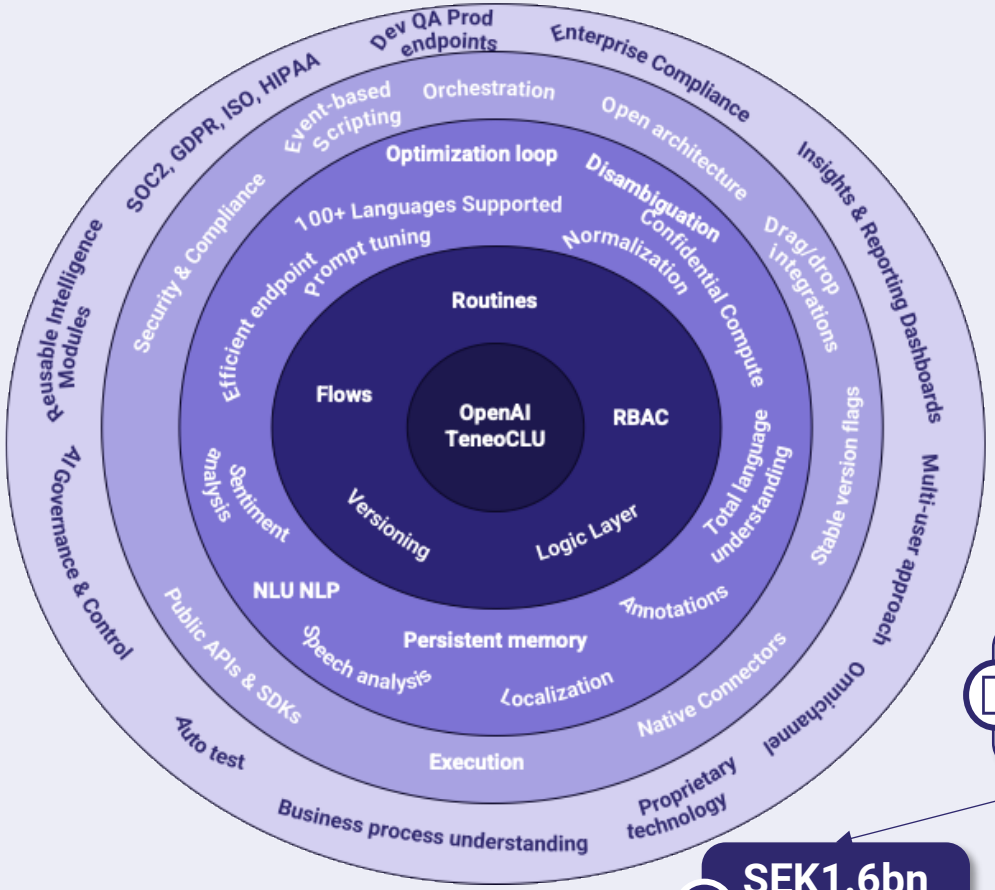


Note: Constant currency

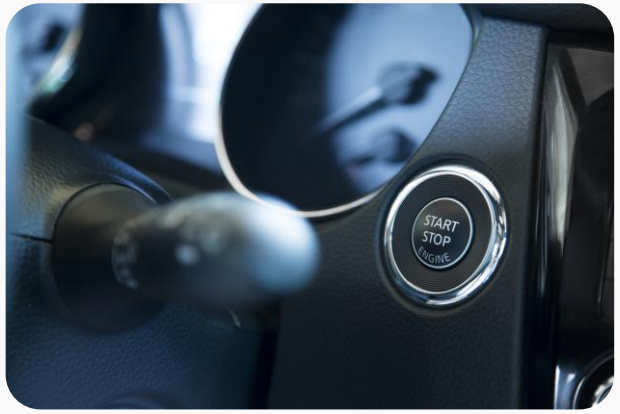
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The Inflection Point: Product vs. Distribution

What We Have (The Asset)



What We're Building (The Engine)



Partnerships, Direct Sales, Marketing

targeting a 2 billion calls a month market.

First step 20 MUSD ARR

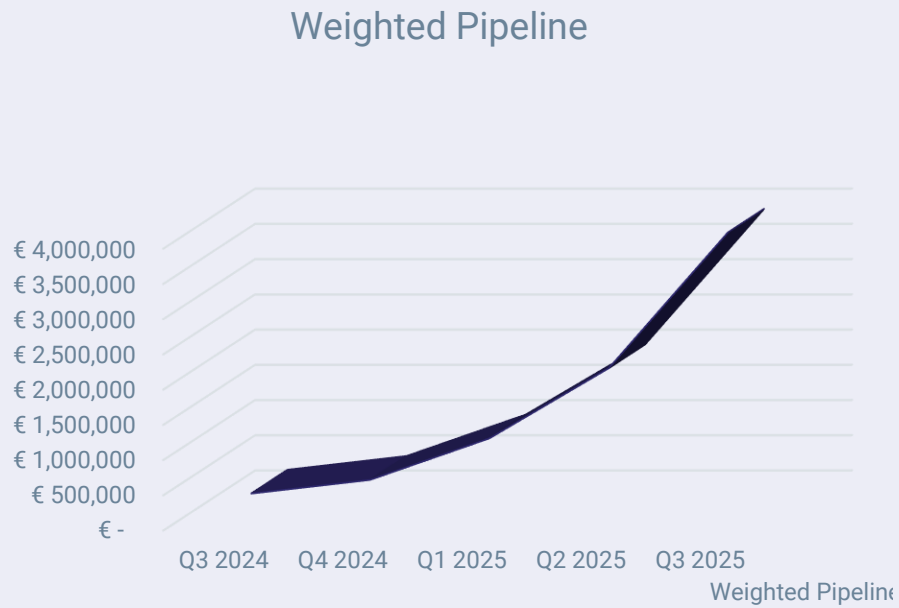
8
Granted patents

SEK1.6bn
IPR-portfolio valuation

5.84
Forward citations p/patent p/year – industry avg. 2.05

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The Engine is Delivering



Current Pipeline Calls:

- 36 million per month
- 34 million per month
- 9 million per month
- 4 million per month
- 3.3 million per month
- 8 * 2 million per month
- 26 * 1 million+ per month

Our sales-qualified pipeline has grown 180% YTD. The demand is pulling us into the market, not the other way around.

One million additional monthly calls adds 0.5 MSEK monthly revenue and 0,45 MSEK Gross Margin

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Why TENEO.ST

PROVEN PRODUCT: We have the "best tech" with clear, multi-million call customer ROI and 121% NRR.

PROVEN DEMAND: Our pipeline is accelerating, pulling Teneo into the market fueled by need to get ROI on AI.

STRATEGIC INVESTMENT: As revenue climbs our cost to serve stay flat and investments are made in distribution

INFLECTION POINT: We have cracked the code on distribution delivering first new large customer in Q3. While still growing in existing customers.



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Q&A

Thank You

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