



Investor Presentation | 17 May 2018

ASX:FGO

OUR FIELD

ARTIFICIAL INTELLIGENCE SECTOR

MACHINE LEARNING FIELD

UNSUPERVISED LEARNING DIFFERENTIATOR

COGNITIVE VIRTUAL ASSISTANT PRODUCTS

ENTERPRISE SaaS

INSURANCE VERTICAL

US & APAC

WHO IS FLAMINGO AI?

The logo for flamingoAI, featuring the word "flamingo" in black and "AI" in pink, with a small red dot above the "i".

flamingoAI

Flamingo AI is a Machine Learning company in the Artificial Intelligence sector. We are an enterprise technology (SaaS) company in the emerging field of Conversational Commerce providing solutions that automate online customer sales and service experiences.



We have developed unique IP in Unsupervised Machine Learning and applied this with a dedicated focus to the Insurance sector in sales conversion improvement.

FLAMINGO AI SNAPSHOT



THE PROBLEM

Financial products are complex, making it difficult for customers to buy online, resulting in low sales conversion rates and a high cost to serve



THE SOLUTION

Machine Learning based Cognitive Virtual Assistants guide customers through complex decision making into quotation, application & payment or self-service



REVENUE MODEL

Enterprise SaaS: Paid pilot, Monthly Recurring Revenue (MRR), usage fees, revenue share



ADDRESSABLE MARKET

\$17.7 billion in US alone. 6,000 businesses. 176 million consumers
30% of all customer interactions handled by Virtual Assistants 2022 (Gartner)
40% financial services jobs automated by 2016 (Gartner)

Gartner

Flamingo is one of global IT Analyst firm, Gartner's Cool Vendors

INVESTOR HIGHLIGHTS



Commercialisation strategy in place. Commercialisation of product and sales capability established



Senior hires: Two new Directors, Chief Commercial Officer, VP Global Sales, Sales Mangers, Sales Engineers and Product Manager now appointed



Scalable technology platform that solves significant business problems related to customer sales, self-service



High level of Security capability and certification has been built into the platform meaning high trust with clients and there are barriers to entry for competitors



Paying customers – Nine clients progressing through paid Production Pilot towards MRR



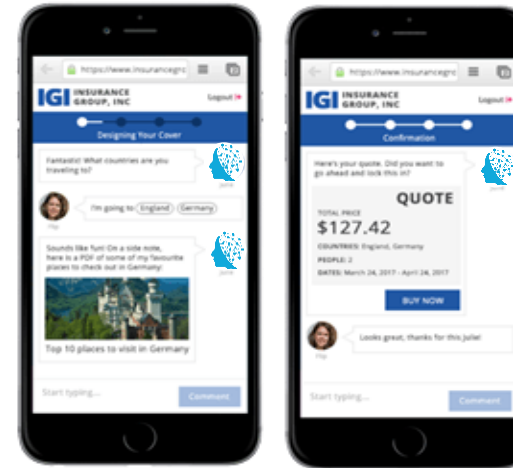
Aggressive product development roadmap over the next 6 months



World class team in financial services, machine learning, technology, data science and business development

FLAMINGO AI SOLUTION

300 dimensional semantic
powered AI Brain that
grows through
Unsupervised Machine
Learning, driving Virtual
Assistants that service and
sell to customers.



Demo

The Virtual Sales Assistant

Guides customers through
research, quotation,
application and payment.

The Virtual Service Assistant

Guides customers through
service, enquiries, claims
and support.

The Virtual Employee Assistant

Provides a knowledge base
and retrieval system for
staff.

MAJOR CLIENTS



Nationwide



**Liberty
Mutual[®]**
INSURANCE



MetLife

FORTUNE
100



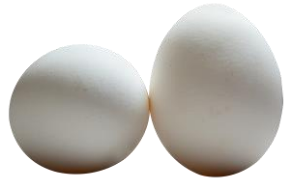
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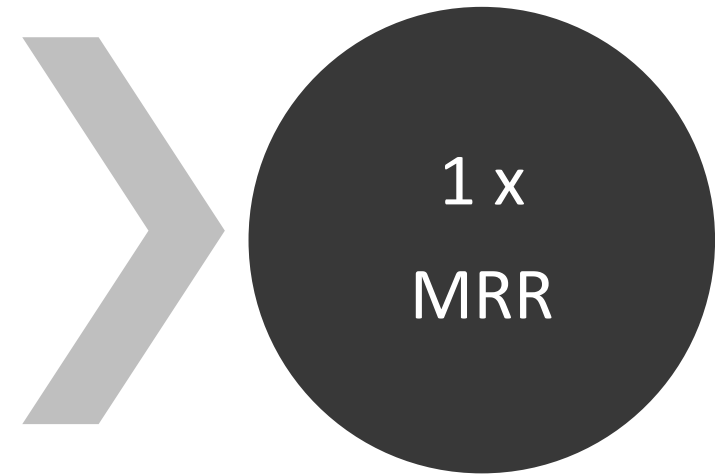
cua
Life rich banking

CHUBB

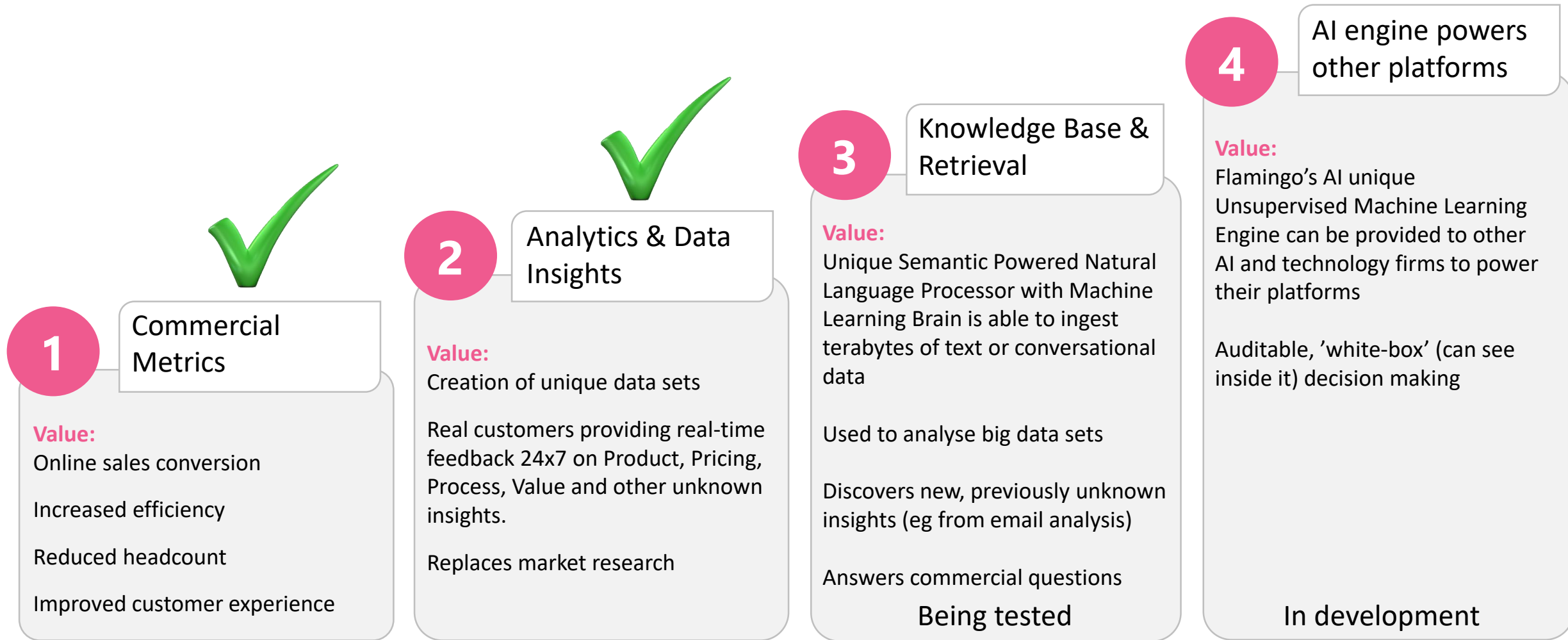
FLIGHTPATH TO REVENUE



9 x
Paid Trials



VALUE CREATED

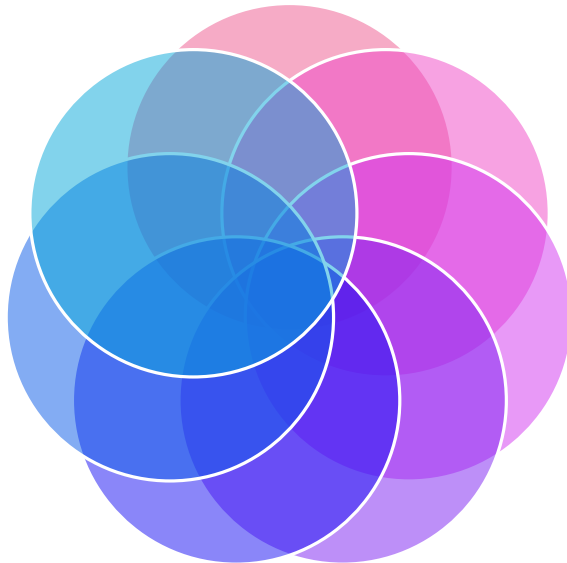


OUR DIFFERENCE

Completely unsupervised machine learning, requiring no data science expertise by clients

Infrastructure-in-a-box means Flamingo can be deployed anywhere on any cloud provider

Visualization tools allow clients to see inside and manipulate their AI brains (White Box not Black Box)

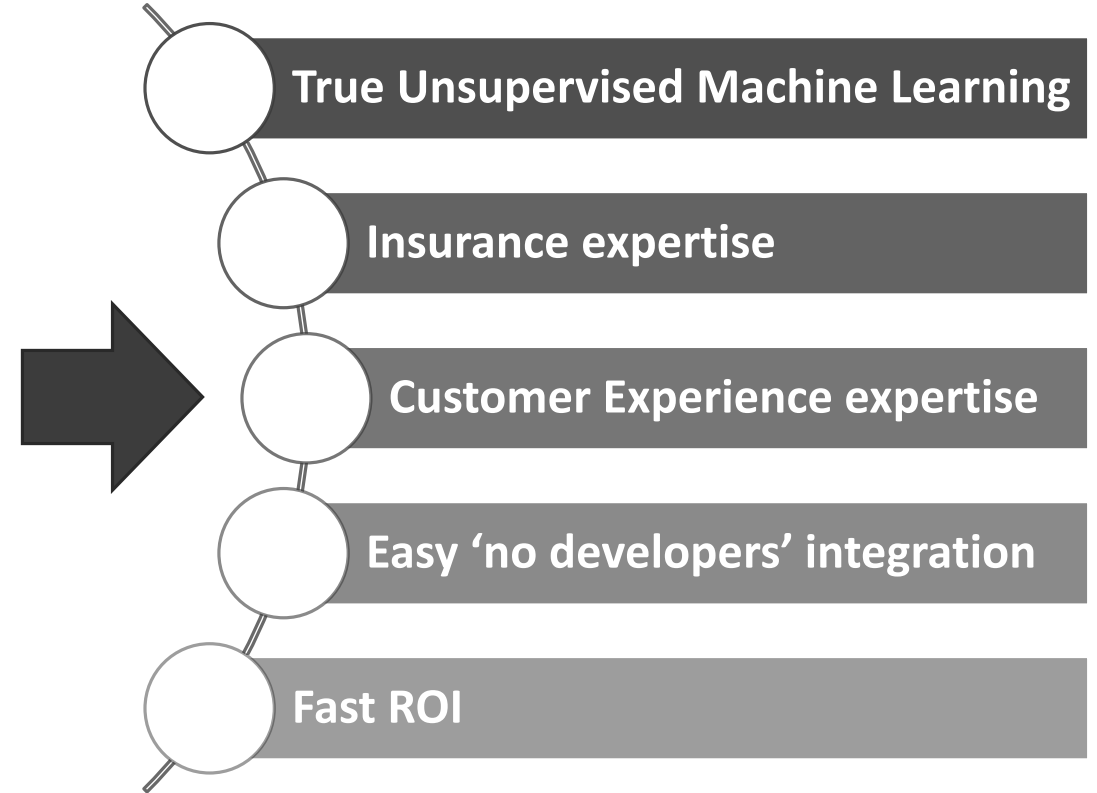


In-house IP: no fees, no lexica maintenance, and no syntactic pattern matching needed to scale

Machine Learning as a product that delivers commercial benefit

Contextually sensitive, understands and processes semantics

Highly secure with SOC2 Type 1 & PCI Compliance certifications



TEAM



DR CATRIONA WALLACE
Founder & CEO

Established and proven entrepreneur, recognized business leader and AI expert.

PhD in Organizational Behavior – Human Technology Interaction.

Recognised as Top-5 Global Customer Experience Expert. Advance Australia's Top Tech Innovation Award.

Founder and now major shareholder of successful businesses including multi-Award winning firm, Fifth Quadrant and ACA Research.



JOE WALLER
Chief Technology Officer

Former Technology Strategist and Chief-of-Staff of Betfair, the world's biggest sports trading platform

Played a key role in growing the company from a UK technology startup into the world's largest internet betting exchange

Ran the product and platform teams that built and scaled the exchange to annual revenues of over \$700 million, matching over 30,000 trades a minute (more than all of Europe's stock exchanges combined).



DR JACK ELLIOTT
Chief Data Scientist

Published expert in & Internationally academically recognized for large-scale, natural language processing and linguistics with key contributions in a number of fields.

Software engineering career spanning over 15 years and three continents across the banking & financial sectors

Leveraging academic expertise to drive the deployment of text processing algorithms on a massive scale to provide intelligent, native insight on the Flamingo platform.



MARK KEHOE
Chief Commercial Officer

Mark Kehoe brings very strong commercial, financial, marketing, sales and operations experience to the Company. Mark was one of the founders of Australian ecommerce pioneer GraysOnline where he spent over 16 years with the company. Grays employed over 400 staff in Australia & New Zealand, and in FY15 generated sales in excess of \$500m.

Prior to joining Flamingo AI, Mark was the Head of Digital (Acting) for Virgin Australia. Mark has also previously served as Director on several Boards.



DANA STETSON
VP of Global Sales

Dana Stetson joins Flamingo AI with a wealth of successful start up experience; including successful acquisitions by Cisco and Citi. Prior to being appointed VP of Global Sales at Flamingo AI, he started his career at IBM and most recently was Director at an AI based sales enablement company and VP of Financial Services Sales at a visual collaboration company.

His experience growing companies pre-revenue through to \$40M+ USD/Year, building sales teams and experience in creating go-to-market strategies will be invaluable in taking Flamingo AI to the next level.

FINANCIALS

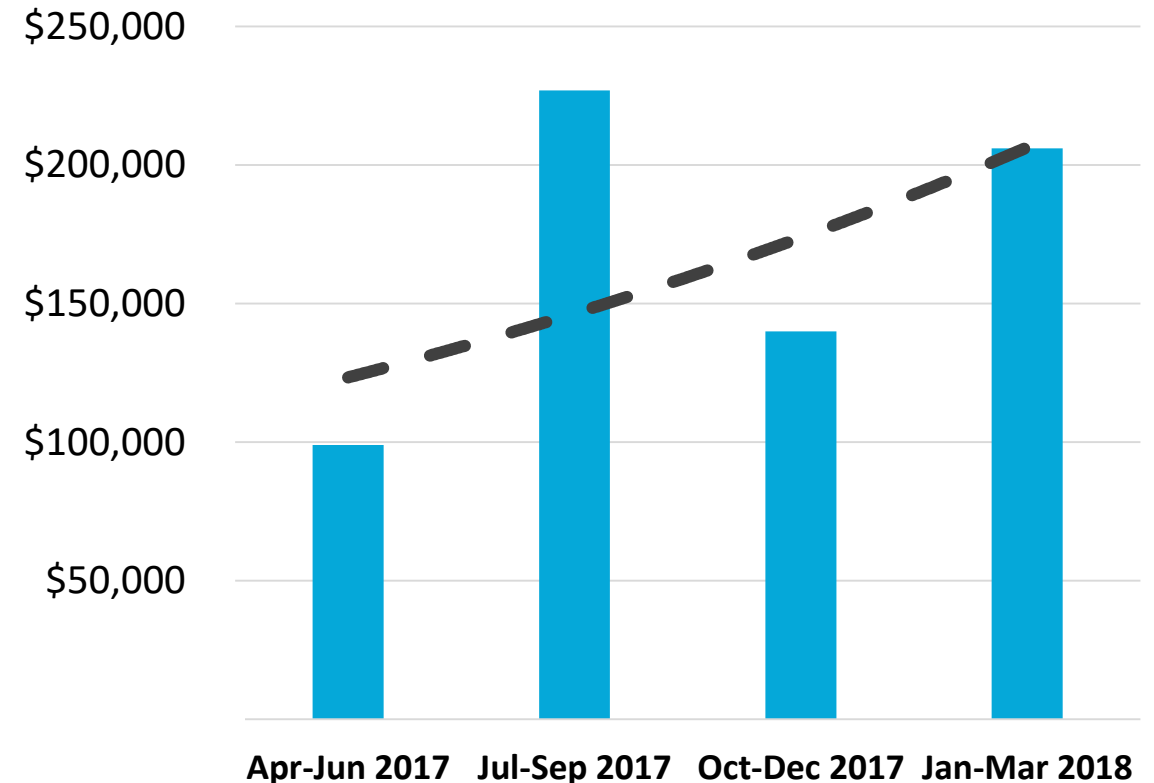
Strong revenue growth predicted for 2018/2019.
Significant sales pipeline in US and Australia.

Revenue has grown to-date without dedicated sales or marketing resources. Early results from the newly appointed sales team are highly encouraging.

Future staff hires will be in the US to assist with sales support, customer service and operations as primary market.

As at 31 March 2018, \$13.0m cash and no debt.

Cash Receipts from Customers



GROWTH STRATEGY

Flamingo Ai's growth plan is based on broadening its sales and marketing capabilities, expanding within its existing customer base, developing product and entering new verticals

Sales & Marketing	Additional sales team investment to monetise pipeline, target new business & verticals and expand within existing customers
	Scaling up sales staff in New York and Sydney to grow existing accounts and new corporate relationships
	Advanced in developing Partnership channel
Expansion in to new verticals and Geographies	Exploring Telcos and other verticals
	International expansion into APAC
Product Development	Continual R&D to improve machine intelligence and product functionality
	Machine Learning products
	White Label Products
	Turnkey out-of-the-box capability
Value Creation	Key focus on delivering commercial value for our clients
	Continued focus on revenue generation
	Building blocks for long term sustainability being implemented

INVESTOR HIGHLIGHTS

CORPORATE OVERVIEW

Code	FGO
Share Price	4.4c
Issued Capital	1.11B
Market Cap	\$49M
Options	135M

CASH BALANCE

\$13m cash

As at 31 March 2018

BOARD

Cathie Reid	Non-Executive Chair
Dr Catriona Wallace	CEO, Founder & Director
Bryn Hardcastle	Non-Executive Director
Peter Lloyd	Non-Executive Director
Mark Kehoe	Executive Director, CCO

TOP SHAREHOLDERS

	%
PHOENIXAVIER PTY LTD	13.9
FLAMINGO 31 PTY LTD	7.1
CITICORP NOMINEES PTY LIMITED	4.9
DM CAPITAL MANAGEMENT PTY LTD	3.2
STEPHEN PILLINGER PTY LTD	2.4

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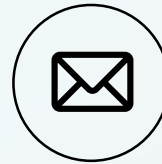
COGNITIVE VIRTUAL ASSISTANTS

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