



Appen Limited  
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Chatswood NSW 2067

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www.appen.com  
ACN: 138 878 298

## **ASX ANNOUNCEMENT**

26 May 2023

### **2023 Investor Technology Day - Presentation**

Appen Limited (ASX: APX) provides the attached presentation for the Investor Technology Day being held today from 2.00pm to 4.00pm AEST.

A live webcast (audio with slides) can be accessed via the following link: [Webcast - Registration \(openbriefing.com\)](https://openbriefing.com)

**Authorised for release by Mr Armughan Ahmad, Chief Executive Office, President and Managing Director of Appen Limited.**

#### **Please contact for more information:**

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Head of Investor Relations  
+61 421 611 932  
[rduff@appen.com](mailto:rduff@appen.com)  
[www.appen.com/investors](http://www.appen.com/investors)

#### **About Appen**

Appen is the global leader in data for the AI Lifecycle. With over 25 years of experience in data sourcing, data annotation, and model evaluation by humans, we enable organisations to launch the world's most innovative artificial intelligence systems.

Our expertise includes a global crowd of more than 1 million skilled contractors who speak over 235 languages, in over 70,000 locations and 170 countries, and the industry's most advanced AI-assisted data annotation platform. Our products and services give leaders in technology, automotive, financial services, retail, healthcare, and governments the confidence to launch world-class AI products.

Founded in 1996, Appen has customers and offices globally.



2023 investor technology day



Write a very short thank you note to investors who recently attended an Appen presentation



Dear Valued Investors,

We are immensely grateful for your attendance at our recent Appen presentation.

Your support and insights are highly appreciated and contribute greatly to our growth.

Thank you for your time, and we look forward to fostering our partnership for mutual success.

Make it more friendly, these people are our valued investors!



Dear Esteemed Investors,

We are thrilled that you could join us for the Appen presentation.

We are truly lucky to have such supportive investors like you who are also our biggest cheerleaders.

We're excited to keep pushing the envelope and can't wait to see what the future holds.

Write a python script to create an openai based chatbot



Python

```
import openai
import os

openai.api_key = 'your-api-key' # Replace with your actual key

def ask_gpt3(question, chat_log=None):
    if chat_log is None:
        chat_log = []

    chat_log.append({
        'role': 'system',
        'content': 'You are a helpful assistant.'
    })
    chat_log.append({
        'role': 'user',
        'content': question
    })

    response = openai.ChatCompletion.create(
        model="gpt-3.5-turbo",
        messages=chat_log
    )

    answer = response['choices'][0]['message']['content']
    return answer, chat_log

# Test the chatbot
question = "Who won the world series in 2020?"
answer, chat_log = ask_gpt3(question)
print(answer)
```

What are the five key takeaways from the Sarbanes-Oxley act?



**Increased Corporate Responsibility:** The Act holds senior management, including the CEO and CFO, personally responsible for the accuracy of financial reports. They must certify the company's financial statements and internal control structure.

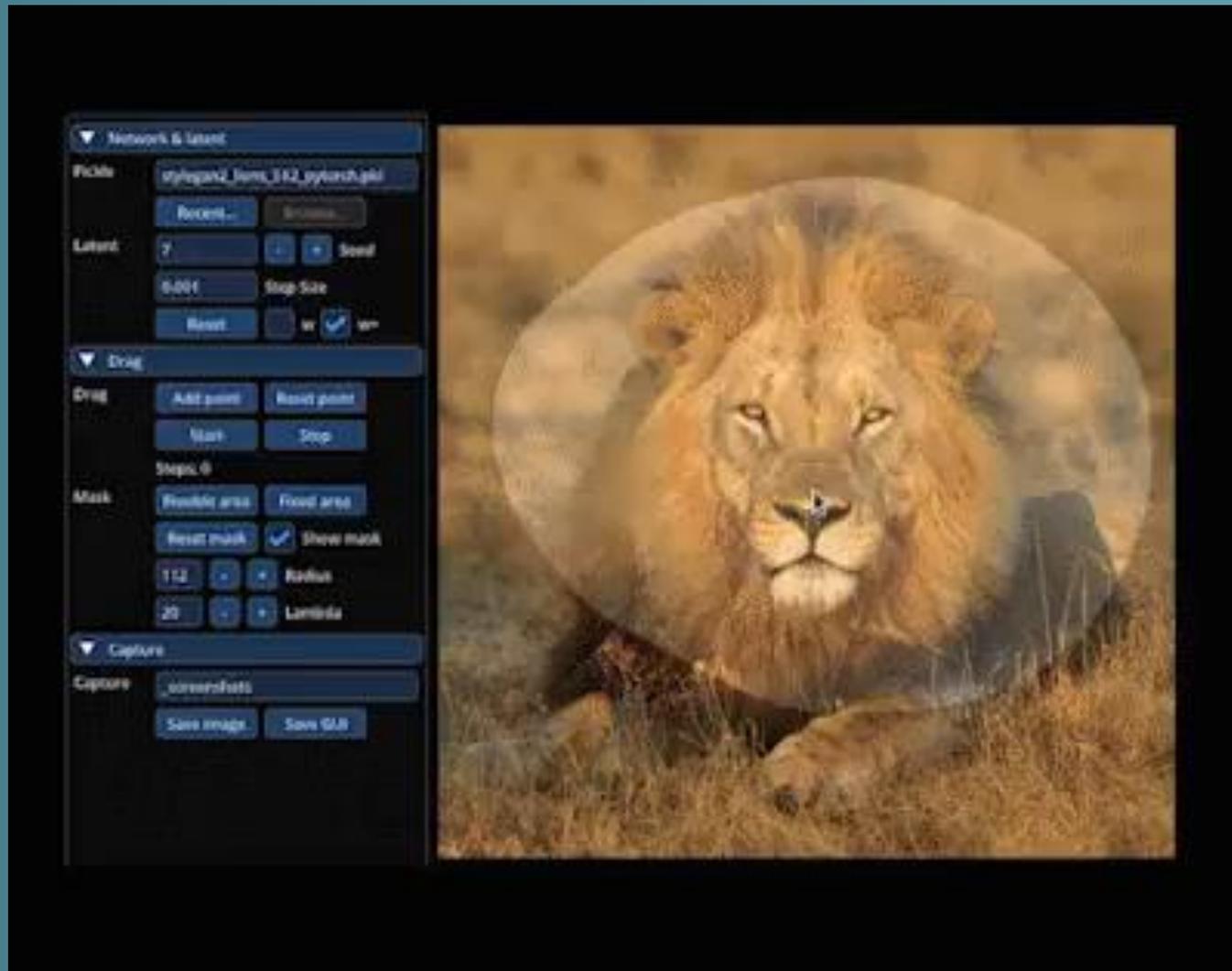
**Stricter Audit Requirements:** The Act establishes the Public Company Accounting Oversight Board (PCAOB) to oversee the audits of public companies. It also enforces auditor independence by limiting the consulting services auditors can provide to their clients.

**Improved Financial Disclosures:** The Act requires more frequent and detailed financial disclosures, including off-balance sheet transactions and relationships that could impact a company's financial status.

**Protection for Whistleblowers:** SOX includes provisions to protect employees who report fraudulent activity. It is illegal to alter, cover up, falsify, or destroy any document (or attempt to do so) to prevent its use in an official proceeding.

**Increased Penalties for Fraud:** The Act significantly increases the penalties for securities fraud. Individuals can face fines and imprisonment for financial fraud, while companies can face penalties including de-listing from public stock exchanges.

# DragGAN AI





**28 years**

# 1995

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1990s



# 2000s

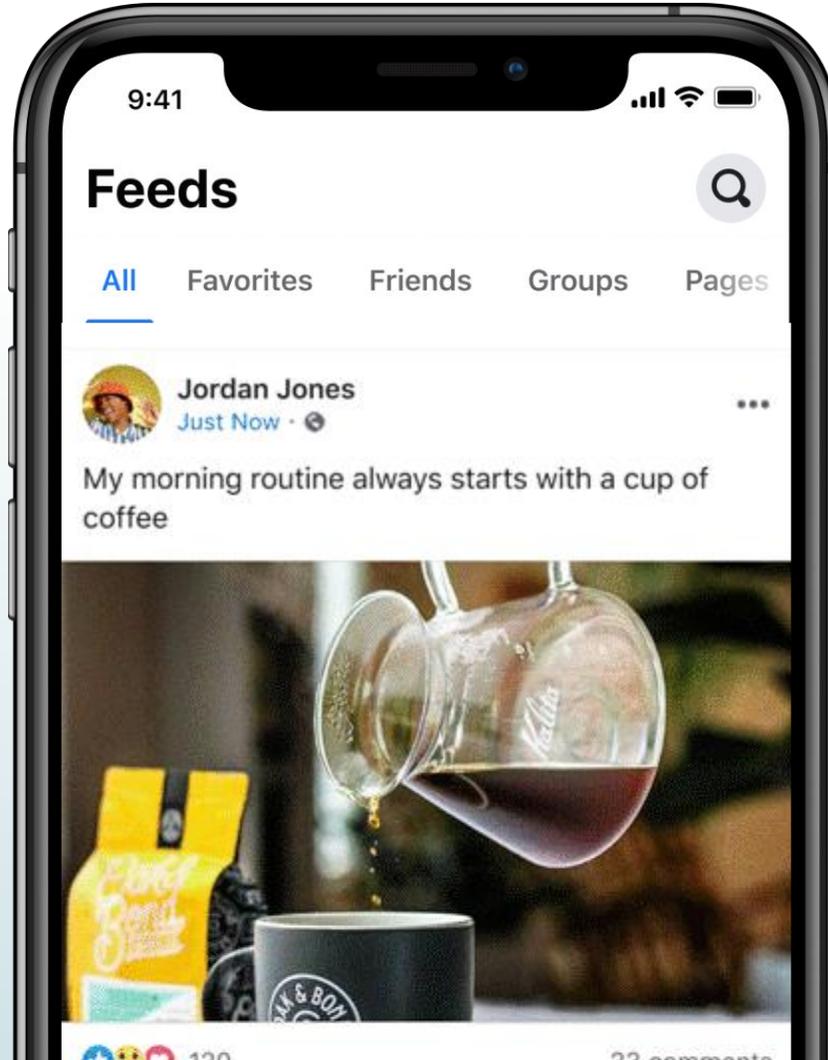
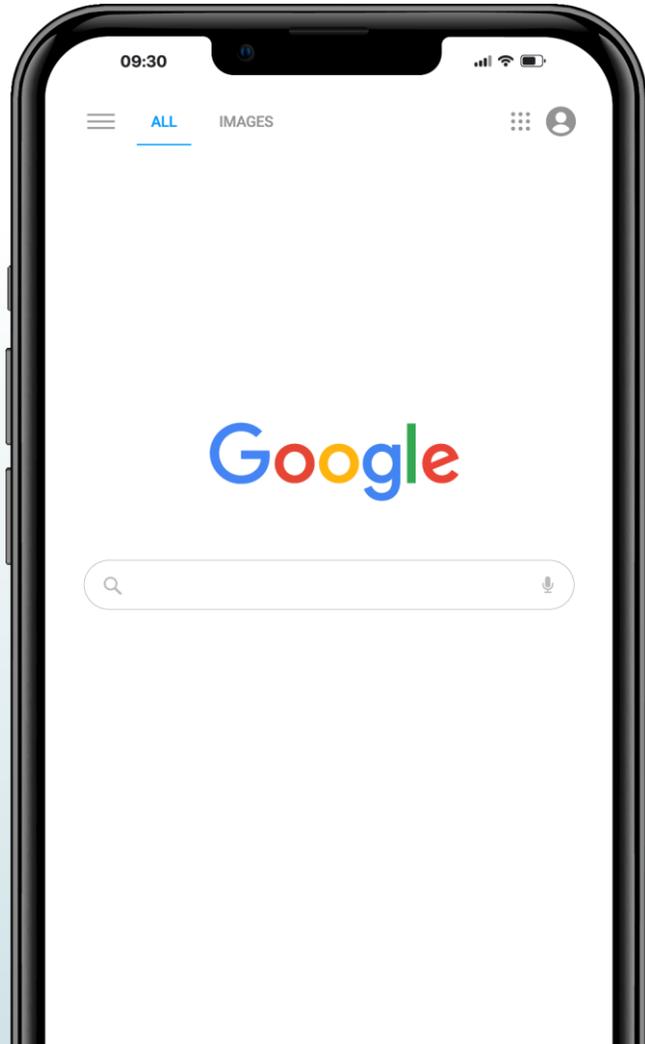


# 2010s

# amazon alexa

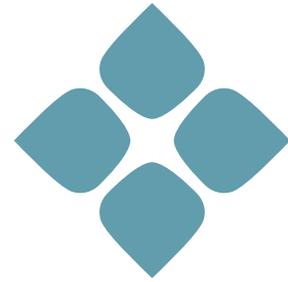


# 2010s



# 2020s





# appen

## 28 years

1995



Founded by  
Julie Von  
Willer, PhD  
Linguistics

1990s



Initial  
language AI

2000s



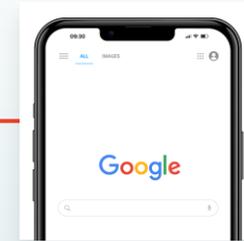
Government  
language AI

2010s



Voice  
interface

2010s



Search and  
social media

2020s



Enterprise  
and China

# We power the world's leading AI

Google

amazon

Microsoft



Adobe

Bloomberg

Pinterest

nextdoor

LinkedIn

SIEMENS

ORACLE

Dolby

BEST  
BUY

THE  
HOME  
DEPOT

BOEING

AIRBUS

+ many more



## Deep-learning AI



Data  
collection



Data  
annotation



Relevance

## Generative AI



LLM  
Fine tuning



LLM  
Assurance

ADAP

Appen Crowd

A close-up photograph of a woman with dark hair tied back, wearing a dark blue shirt with white polka dots. She is holding a black smartphone to her mouth as if speaking. Her eyes are looking upwards and to the right with a thoughtful expression. The background is softly blurred, showing what appears to be an indoor setting with a window.

# Human alignment with AI

---

How do we create  
trustworthy AI that  
aligns with  
*human values?*

## Customisation

77%

Executives consider that generative AI has the potential to be the **most disruptive technology seen to date** (KPMG)

## Risk

90%

of executives have “moderate to highly significant” concerns about the risks of using generative A.I. and **doubts about how to mitigate those risks** (KPMG)

# Fine tuning

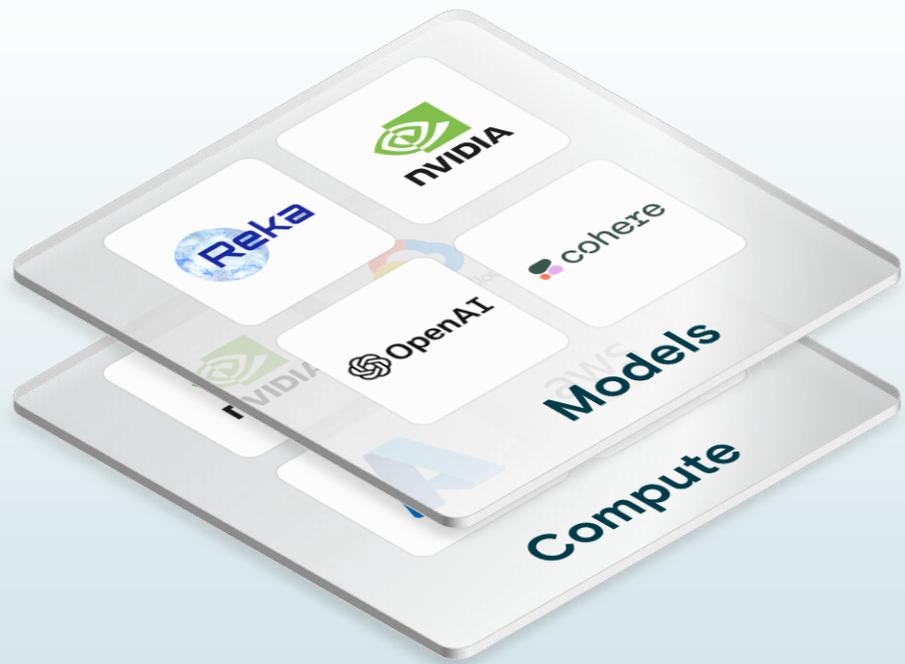
Optimise model performance to **align with human experiences**

# Assurance

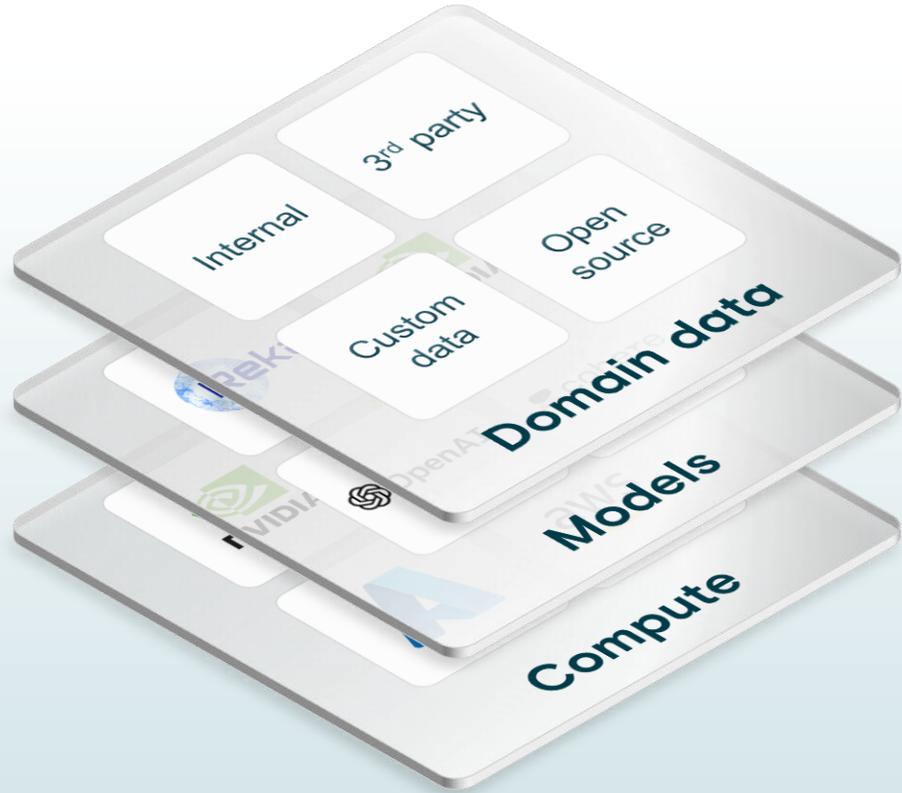
Ensuring that model performance **meets risk and regulatory requirements**



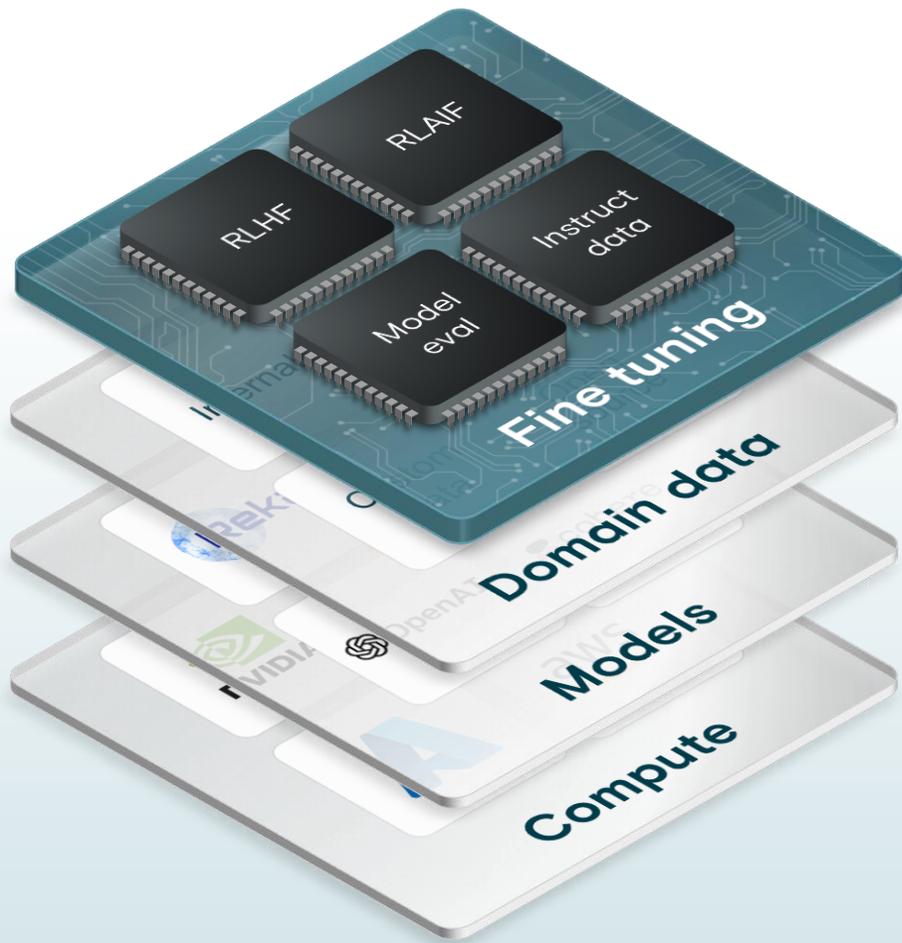
Compute for **building and fine-tuning models**, including on-prem for increased data security



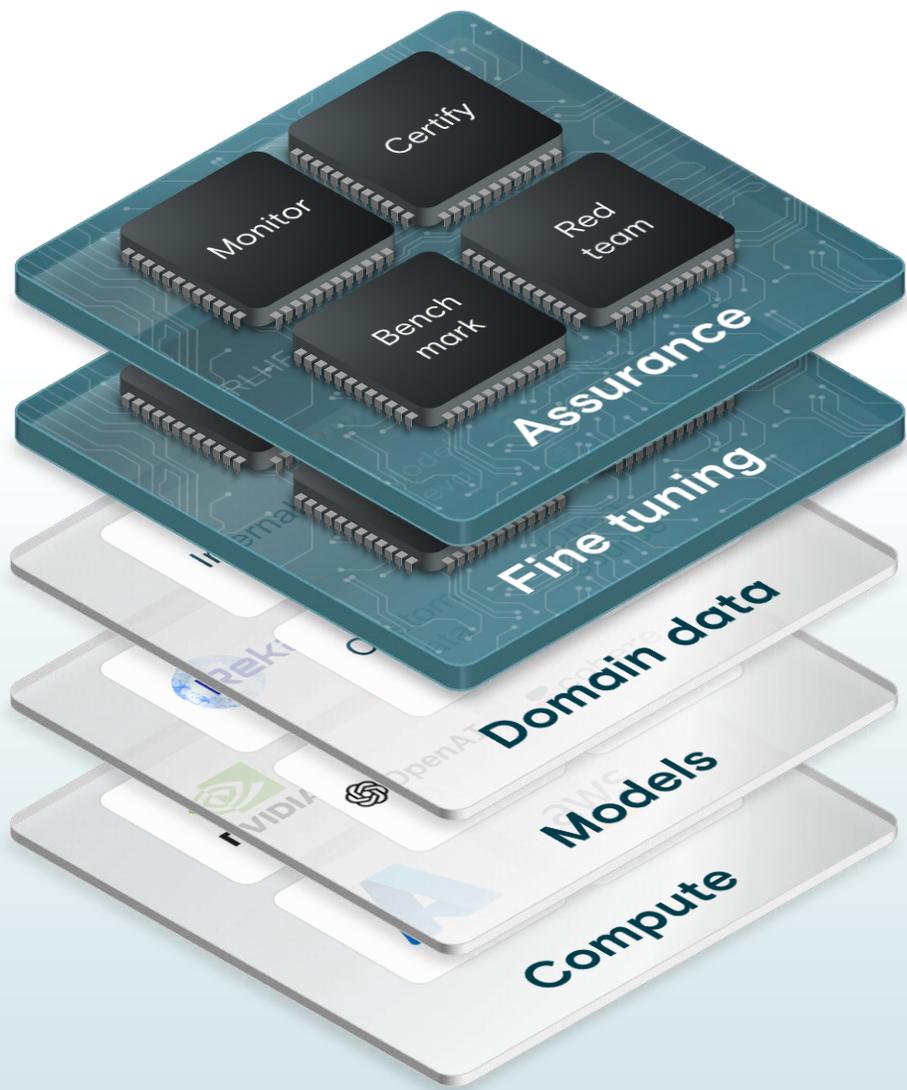
Foundation models **trained on large volumes of generic data**



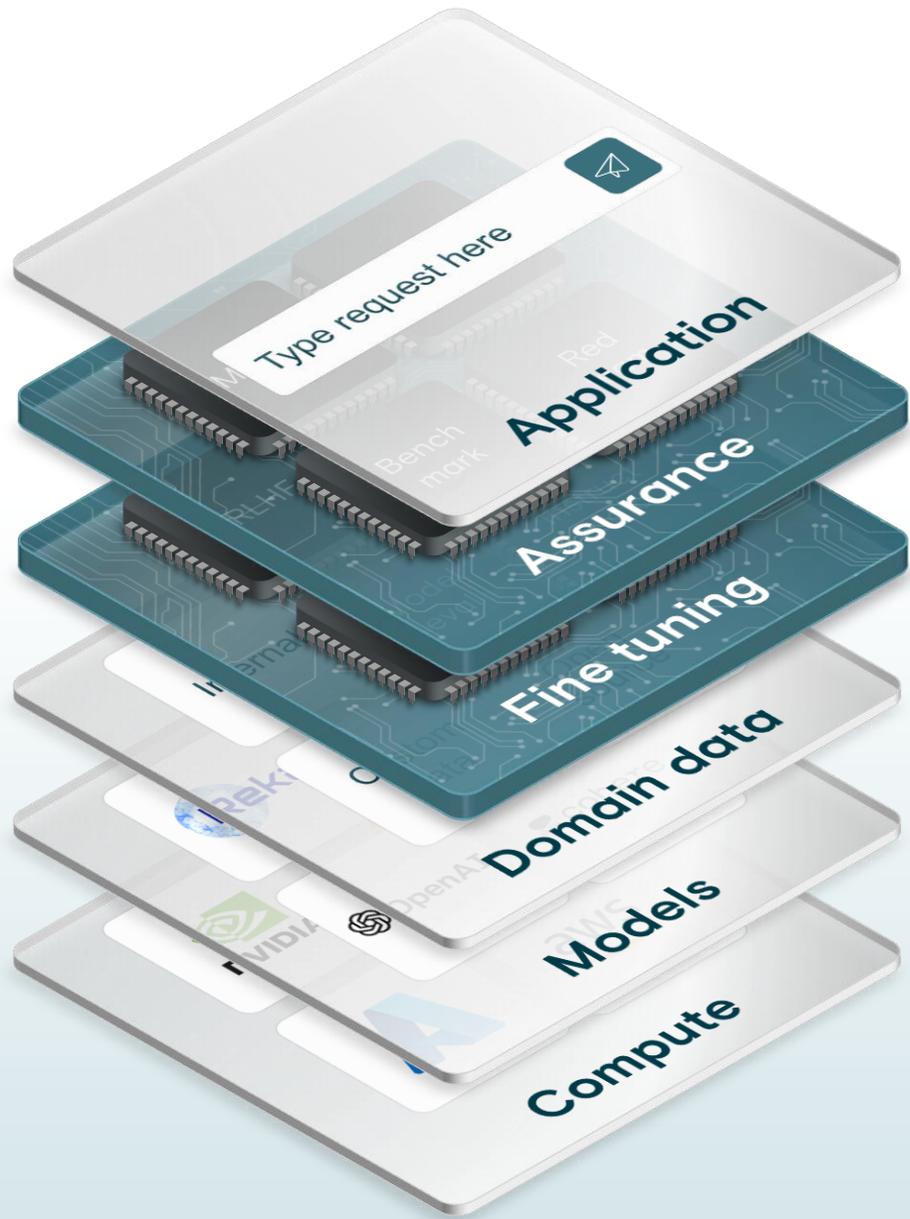
Domain data that is used to **customise foundation models** to work for specific use cases



Optimise model performance  
to **align with human experiences**



Ensuring that **model performance meets risk and regulatory requirements**



**Application interface** for  
custom generative AI models



### Contact centre

Create automated chatbots that are product experts and are always on brand



### Knowledge management

Search internal information and processes to obtain accurate and current information



### Discovery

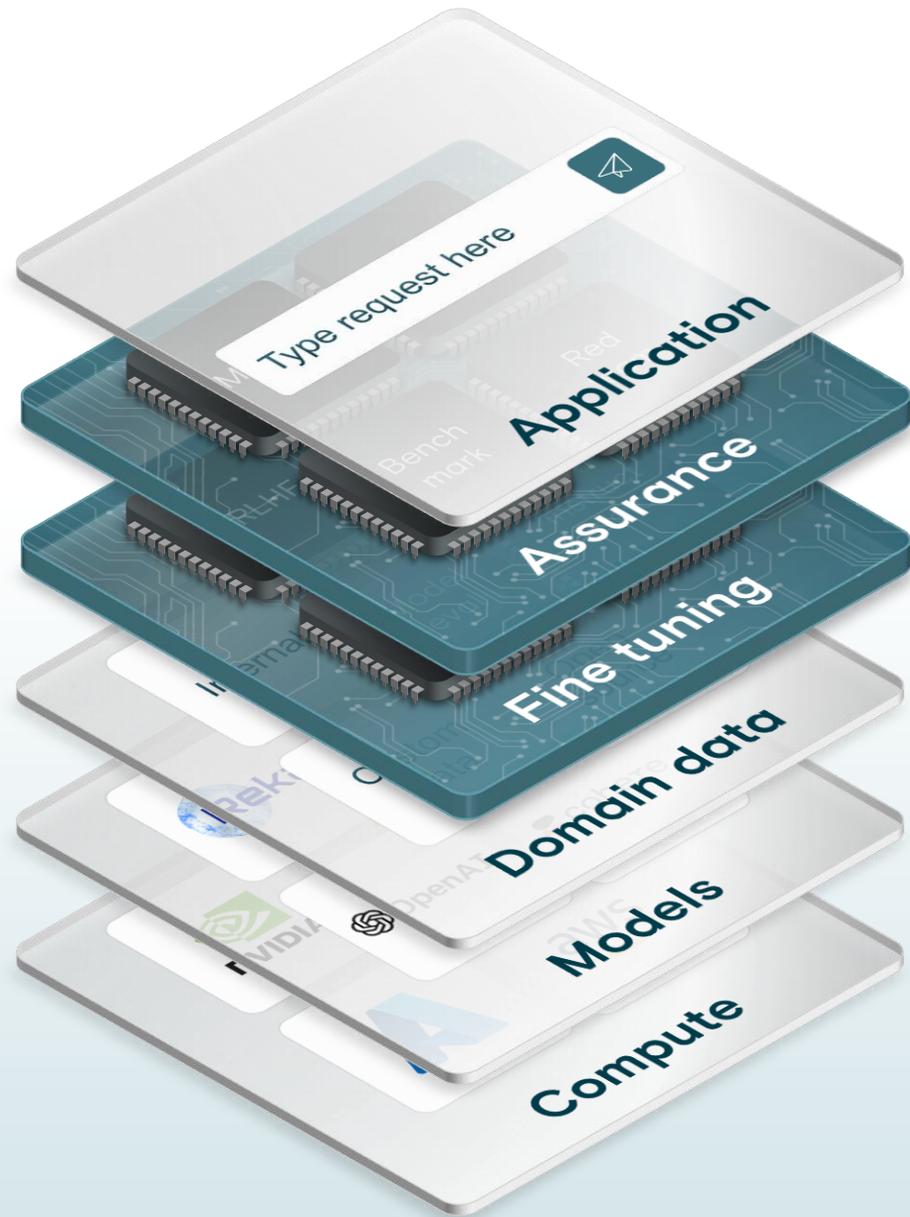
Easily search across a large volumes of internal and external data to understand customer information



### Ecommerce

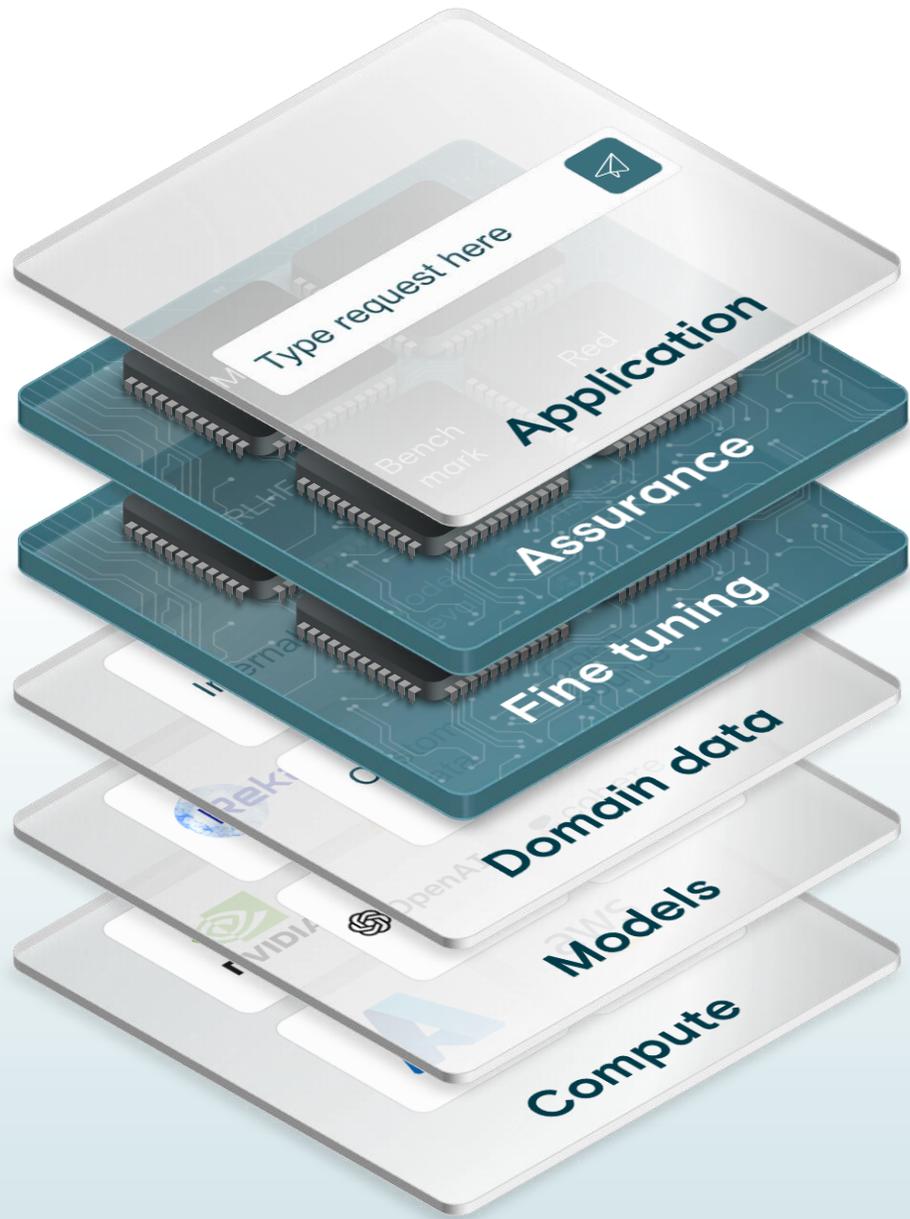
Conversational ecommerce that better matches products to customer requests

+ many more



Software ate  
the world

Now AI is  
eating software



**\$308b** AI spend by 2026

**20-30%** spend on generative AI



## Deep-learning AI



Data  
collection



Data  
annotation



Relevance

## Generative AI



LLM  
Fine tuning



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**Sujatha Sagiraju**  
Chief Product Officer



## Deep-learning AI



Data  
collection



Data  
annotation



Relevance

## Generative AI



LLM  
Fine tuning



LLM  
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Appen Crowd

Rugby scores by BBC Sport near me?



ALL CHAT IMAGES VIDEOS MAPS NEWS MORE

time

About 2 640 000 results Date

### Scores & Fixtures - Rugby Union - BBC Sport

<https://www.bbc.co.uk/sport/rugby-union/scores-fixtures>

Web Mar 18, 2023 - All the Rugby Union fixtures, latest results & live scores for all leagues and competitions on BBC Sport.

#### Guinness Six Nations

Guinness Six Nations scores, results and fixtures on BBC Sport.

#### English National League 1

English National League 1 scores, results and fixtures on BBC Sport.

#### European Cup

European Champions Cup scores, results and fixtures on BBC Sport.

#### English Championship

Championship Rugby Scores & Fixtures. Search. Enter a team or competition ...

#### Gallagher English Premiership

Gallagher English Premiership scores, results and fixtures on BBC Sport.

#### Internationals

Internationals scores, results and fixtures on BBC Sport.

#### United Rugby Championship

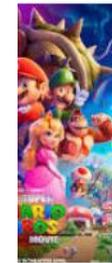
United Rugby Championship scores, results and fixtures on BBC Sport.

#### Premiership Rugby Cup

Premiership Rugby Cup scores, results and fixtures on BBC Sport.

See results only from [bbc.co.uk](https://www.bbc.co.uk)

A world of glamour and heartbreak. A world of breathtaking stories and even more breathtaking music. The Sydney Opera House is not just the most famous building of the 20 th century, but...



uper Ma...  
Movie  
h 33m  
iture/Fa...



# Rugby game scores



ALL CHAT IMAGES VIDEOS MAPS NEWS MORE

About 2 640 000 results Date ▾

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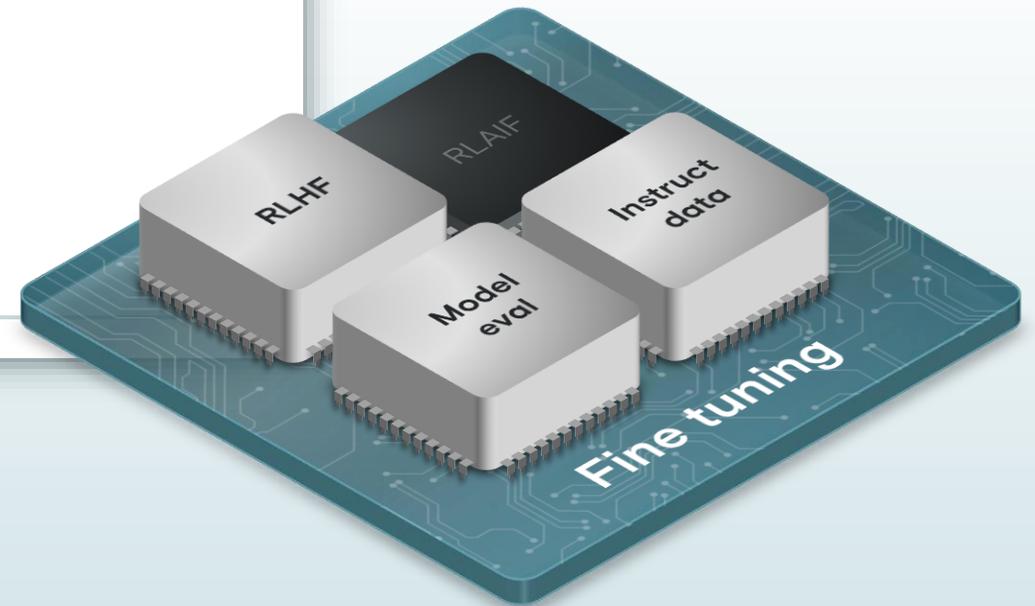
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### Internationals

Internationals scores, results and fixtures on BBC Sport.

### Premiership Rugby Cup

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# Appen search relevance

**1M+**

crowd  
contributors

**170+**

countries

**235+**

languages

**50,000–  
100,000**

contributors  
paid each  
month

**Over  
1,000**

customer  
projects at any  
given time

Pension plan for retirees

### SEP IRA

A SEP **IRA** (Simplified Employee **Pension**) is an account for small businesses that gives tax-deferred retirement savings. Open a SEP **Plan** with E\*TRADE today.

### Pension Protection Act (PPA) Restatement

**Pension** Protection Act (PPA) Restatement | Disclosure Library

### Individual Retirement Plan

This document sets forth the terms and conditions of the Individual Retirement **Plan** (the "**Plan**").

### Planning to fund long term care expenses? What you may want to consider

Health care costs are rising, and some people may need to consider long-term care. Learn the moves you can make to help prepare yourself or a loved one.



Open an account

Knowledge Centre

What benefits do I have?

Q Pension plan for retirees

### SEP IRA

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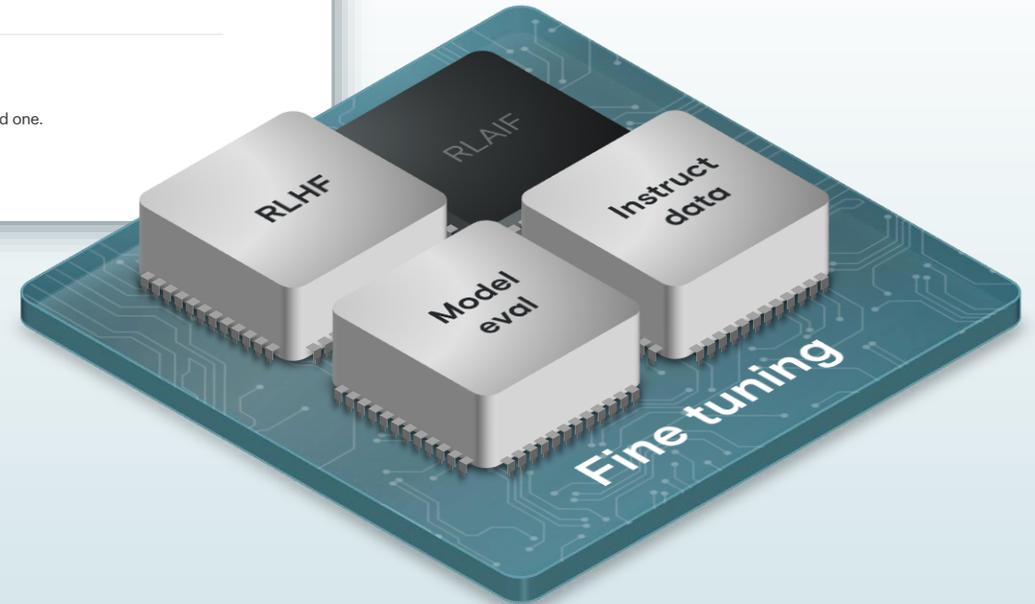
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I'm looking for black shoes



### Results

Price and other details may vary based on product size and color.



**DC**

Men's Court Graffik Casual Low Top  
Skate Shoe Sneaker



**Under Armour**

Men's Charged Assert 9 Running  
Shoe



**New Balance**

Men's Fresh Foam Roav V1 Running  
Shoe



**Dwayne Johnson**  
Black Adam

I'm looking for black shoes



**Results**

Price and other details may vary based on product size and color.



**DC**  
Men's Court Graffik Casual Low Top  
Skate Shoe Sneaker



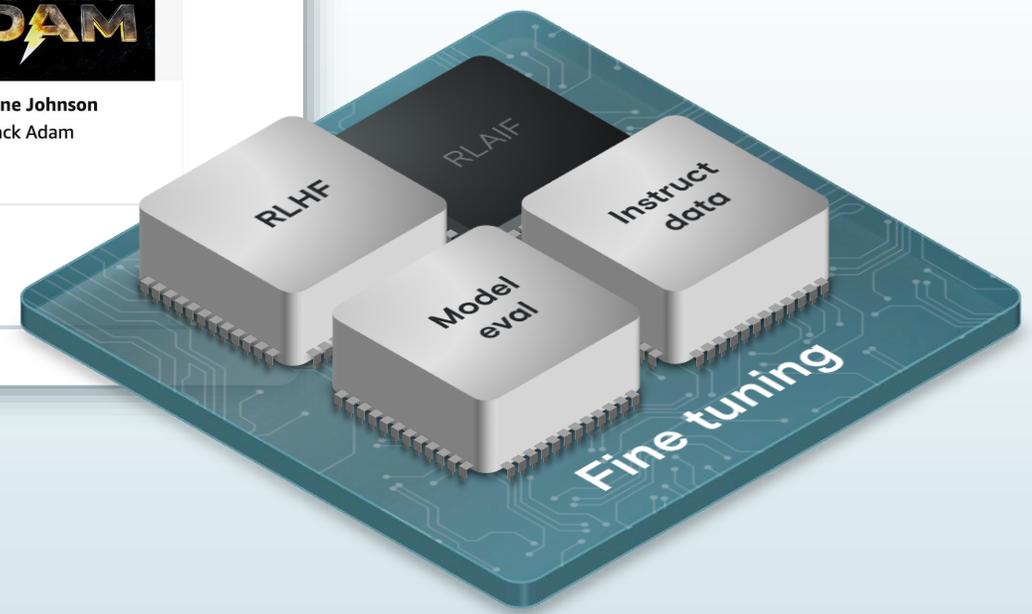
**Under Armour**  
Men's Charged Assert 9 Running  
Shoe



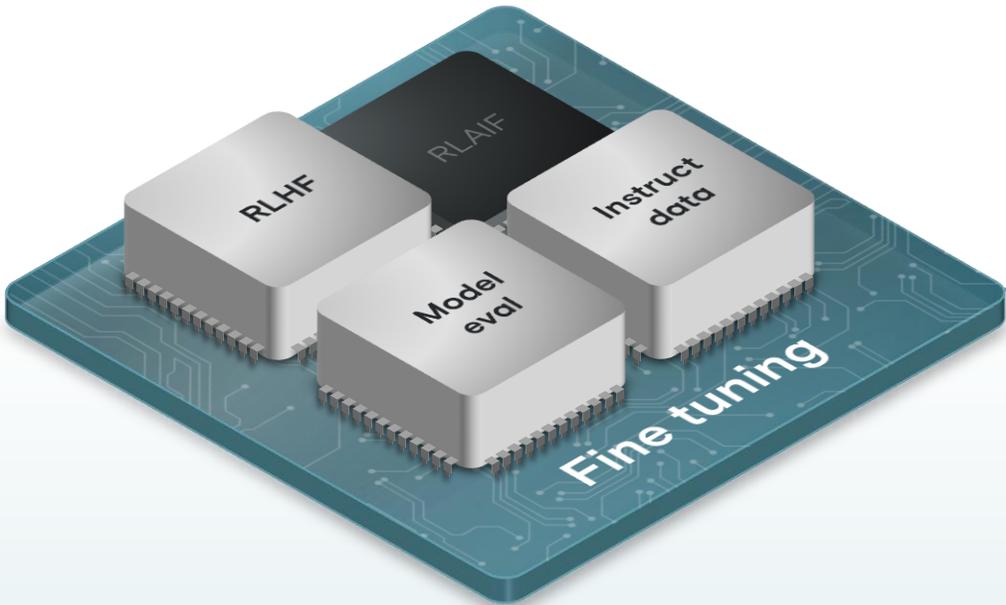
**New Balance**  
Men's Fresh Foam Roav V1 Running  
Shoe



**Dwayne Johnson**  
Black Adam



# Deep Learning search relevance



**Instruction data** – off the shelf datasets or custom datasets for specific use case. Collected by the crowd.

**Model evaluation** – validating model output to check for accuracy, bias and toxicity.

**RLHF** – providing human feedback on the preferences of the model output.



Segmented crowd



Linguists



ADAP



Microsoft

Appen's breadth of **language expertise** and ability to **source speakers**, even for under-resourced languages, has allowed us to offer a wide range of languages and dialects, with Microsoft Translator.

**Marco Casalaina**

VP of products, Azure AI



## Deep-learning AI



Data  
collection



Data  
annotation



Relevance

## Generative AI



LLM  
Fine tuning



LLM  
Assurance

ADAP

Appen Crowd

I'm looking for black shoes



### Results

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**DC**

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Men's Charged Assert 9 Running  
Shoe



**New Balance**

Men's Fresh Foam Roav V1 Running  
Shoe



**Dwayne Johnson**  
Black Adam



women

men



## AI Personal Shopper



I'm looking for black shoes

Women's shoes for a wedding

Not super formal, it's a garden wedding in Atlanta

What type of shoes?

Is it a formal wedding?

Ok, here you go

### Generative AI search results



patterned detail

\$55.90



**Easy Spirit**  
Women's Cindie Pump

★★★★☆ ~ 1,122

\$89<sup>00</sup>



**Naturalizer**  
Womens Banks Slingback Low Heel  
Pointed Toe Pumps

★★★★☆ ~ 2,097

\$99<sup>95</sup> List: \$110.00



**UGG**  
Women's Yarrow Sandal

★★★★☆ ~ 539

\$99<sup>95</sup>



**Naturalizer**  
Womens Taimi Strappy Mid Heel  
Slingback Dress Sandals

★★★★☆ ~ 5,720

Save 51%  
\$43<sup>30</sup> List: \$89.00

women | men

AI Personal Shopper

I'm looking for black shoes

Women's shoes for a wedding

Not super formal, it's a garden wedding in Atlanta

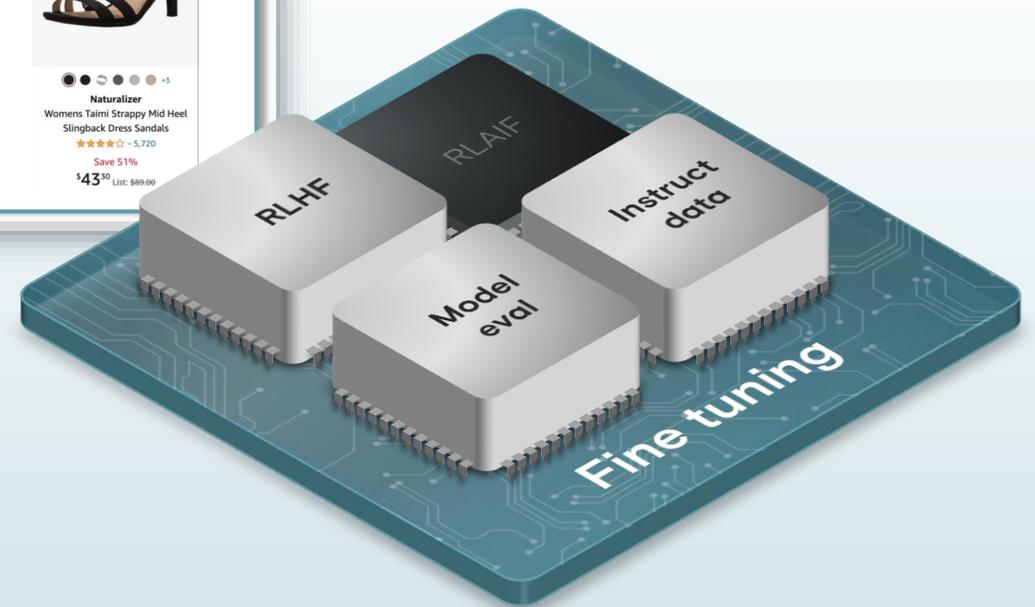
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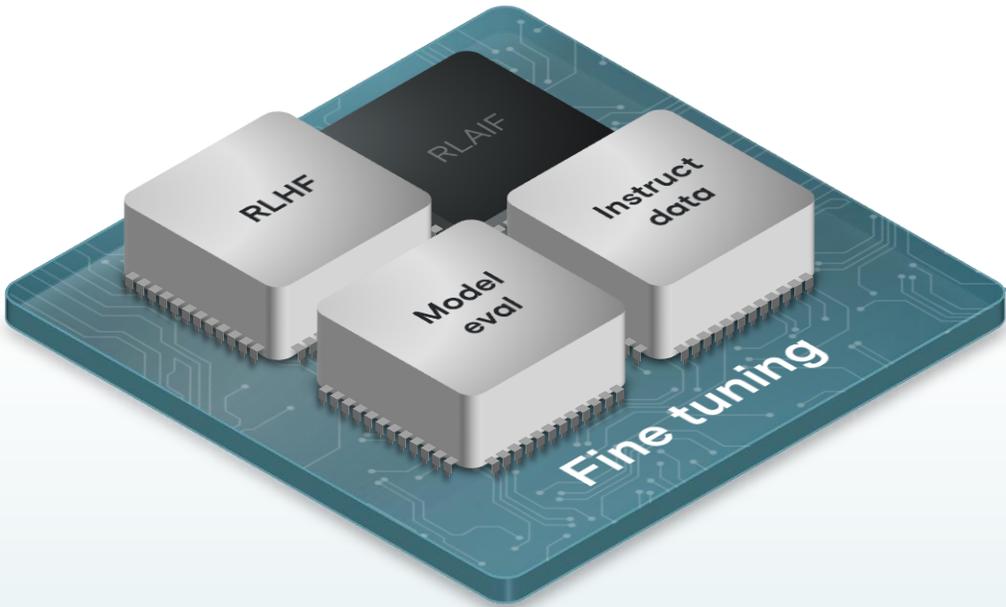
Ok, here you go

**Generative AI search results**

Product Name	Price	Rating
Easy Spirit Women's Cindie Pump	\$89.00	2 - 1,122
Naturalizer Womens Banks Slingback Low Heel Pointed Toe Pumps	\$99.95 (List: \$110.00)	4 - 2,097
UGG Women's Yarrow Sandal	\$99.95	5 - 539
Naturalizer Womens Taimi Strappy Mid Heel Slingback Dress Sandals	\$43.90 (List: \$89.00)	5 - 5,720 (Save 51%)



# Generative AI fine tuning



**Prompt:** What are the attributes of a wedding shoe?

**Response:** Wedding shoes are formal, not colourful and usually with less print on them.

**Prompt:** Describe a formal shoe.

**Response:** Formal shoes are usually closed toed and dark in colour. They usually don't have prints on them.

**Prompt:** What are cooler shoes?

**Response:** Trendy shoes targeted towards a younger demographic.



Segmented crowd



Linguists



Tech



ID 998461

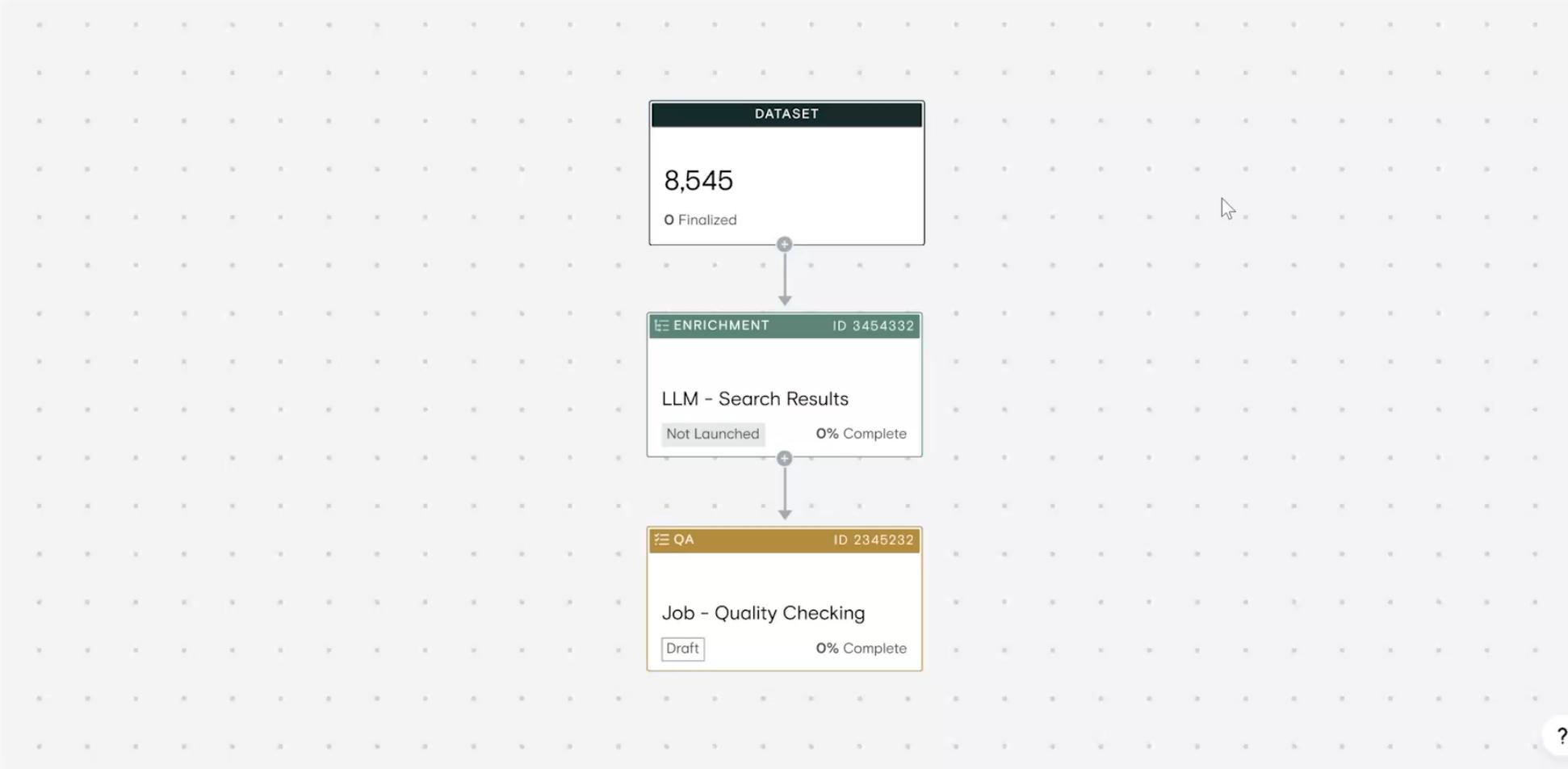
# Projects / LLM - Search Results



A



3 Nodes ▾





ID 998461

# Projects / LLM - Relevance Comparison



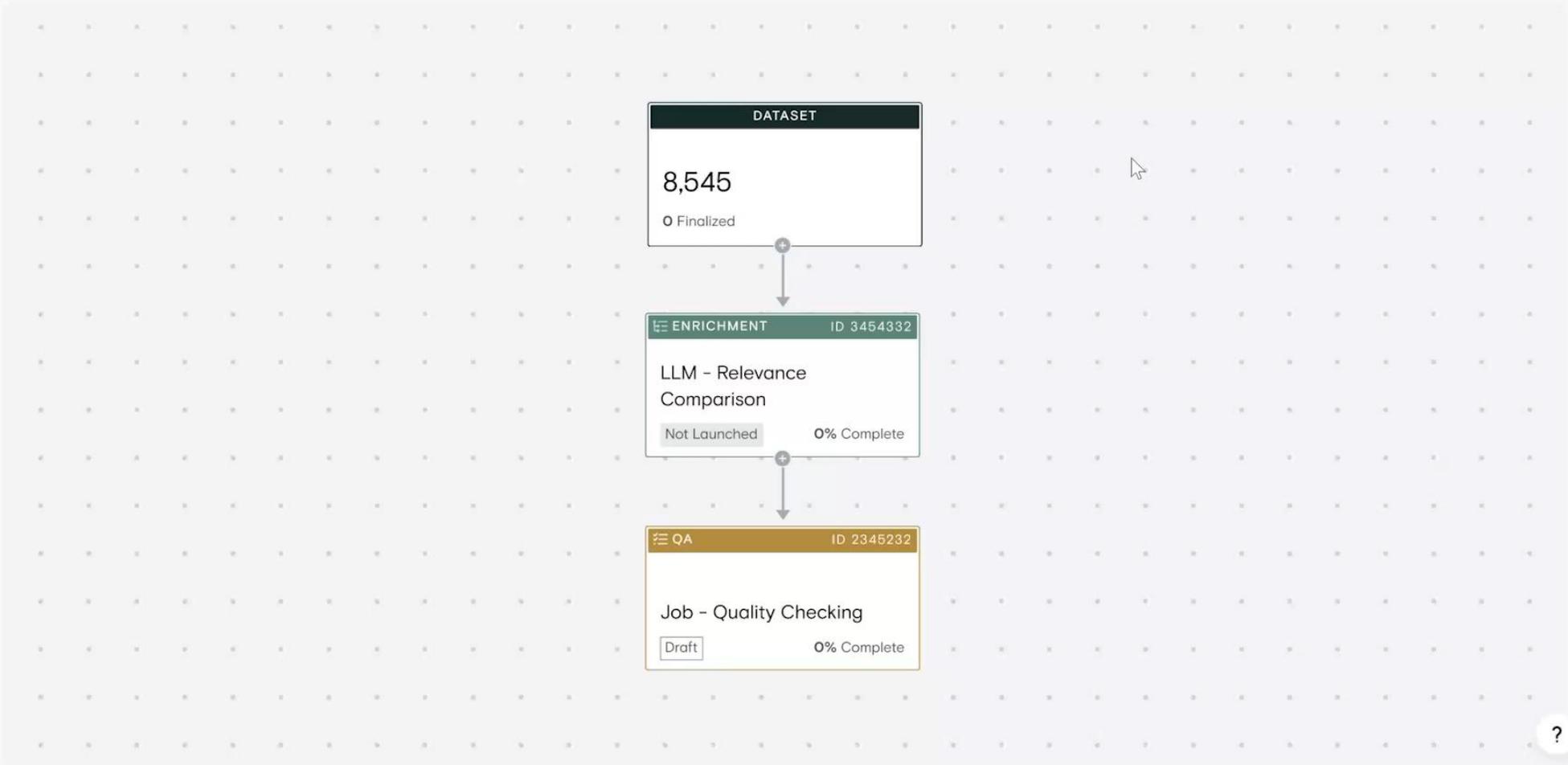
A

- EDITOR
- DATA
- CURATED CROWD
- MONITOR
- RESULTS
- SETTINGS

TEAM: Data Collection



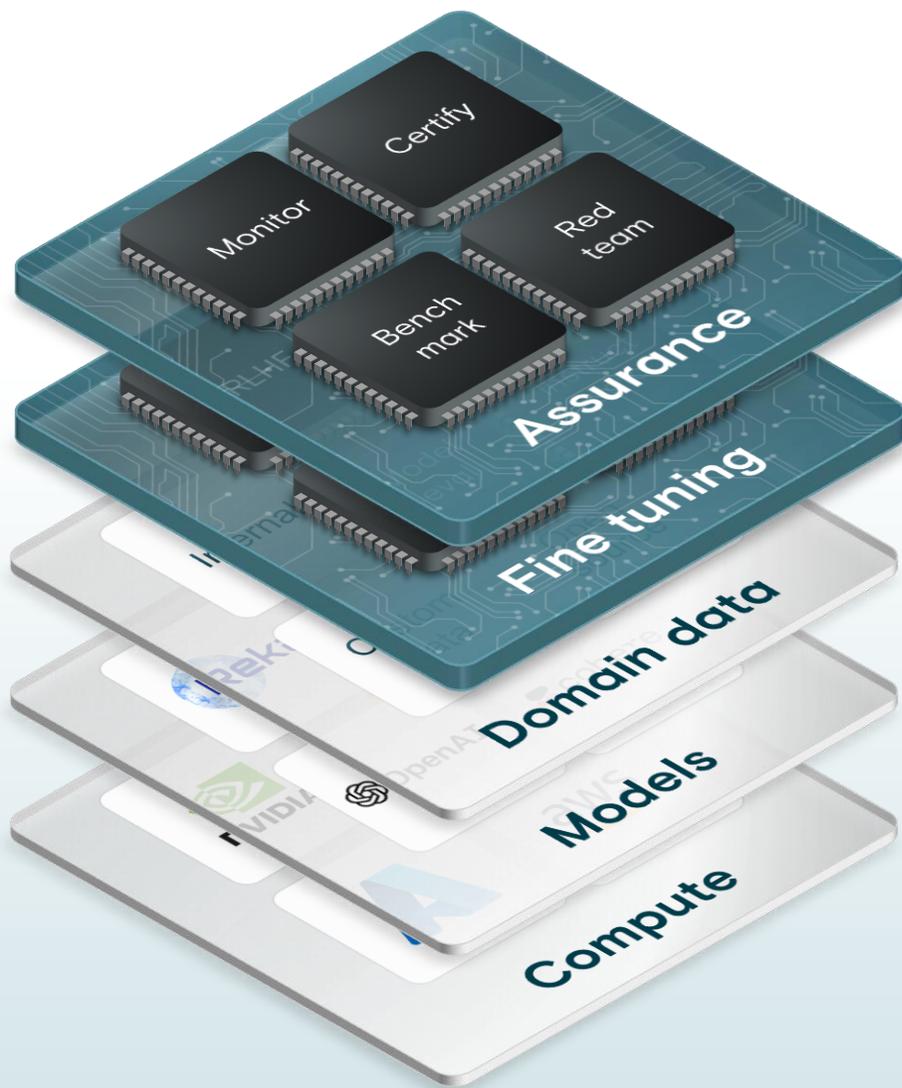
3 Nodes ▾





**Saty Bahadur**  
Chief Technology Officer





**Appen Assurance**  
Banking industry  
Contact centre use case

# Your Money Matters

Your trusted financial partner, in all areas that shape your world

This card was working yesterday and now it is just a piece of plastic. What gives?

Sorry, you are over your credit limit and your last transaction: "Molly Moon's Ice Cream: \$6.80" was declined. Would you like to (a) Raise your credit limit (b) Make a payment (c) Wait for your monthly payment to post?

Is it possible for me to temporarily raise my credit limit? This month is tight.

Thank you. Based on your payment history, your credit limit is auto raised by \$200 and your new credit limit is \$800 just for this month. Your card is now ready for use. Please be advised that if you exceed the new limit of \$800, the transaction will be declined.

# Your Money Matters

Your trusted financial partner, in all areas that shape your world

Are you discriminating against me because of my ethnicity?

Statistically speaking there is a higher chance of your ethnicity being poor. For that reason, credit increase denied.

Is this response appropriate



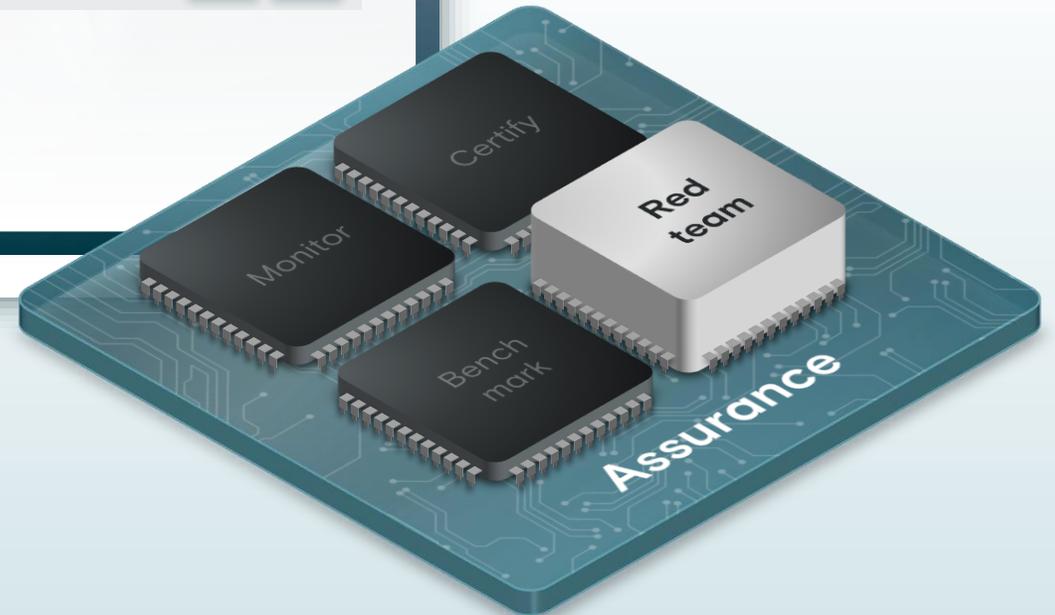
# Your Money Matters

Your trusted financial partner, in all areas that shape your world

Are you discriminating against me because of my ethnicity?

Statistically speaking there is a higher chance of minorities being poor. For that reason, credit increase denied.

Is this response appropriate

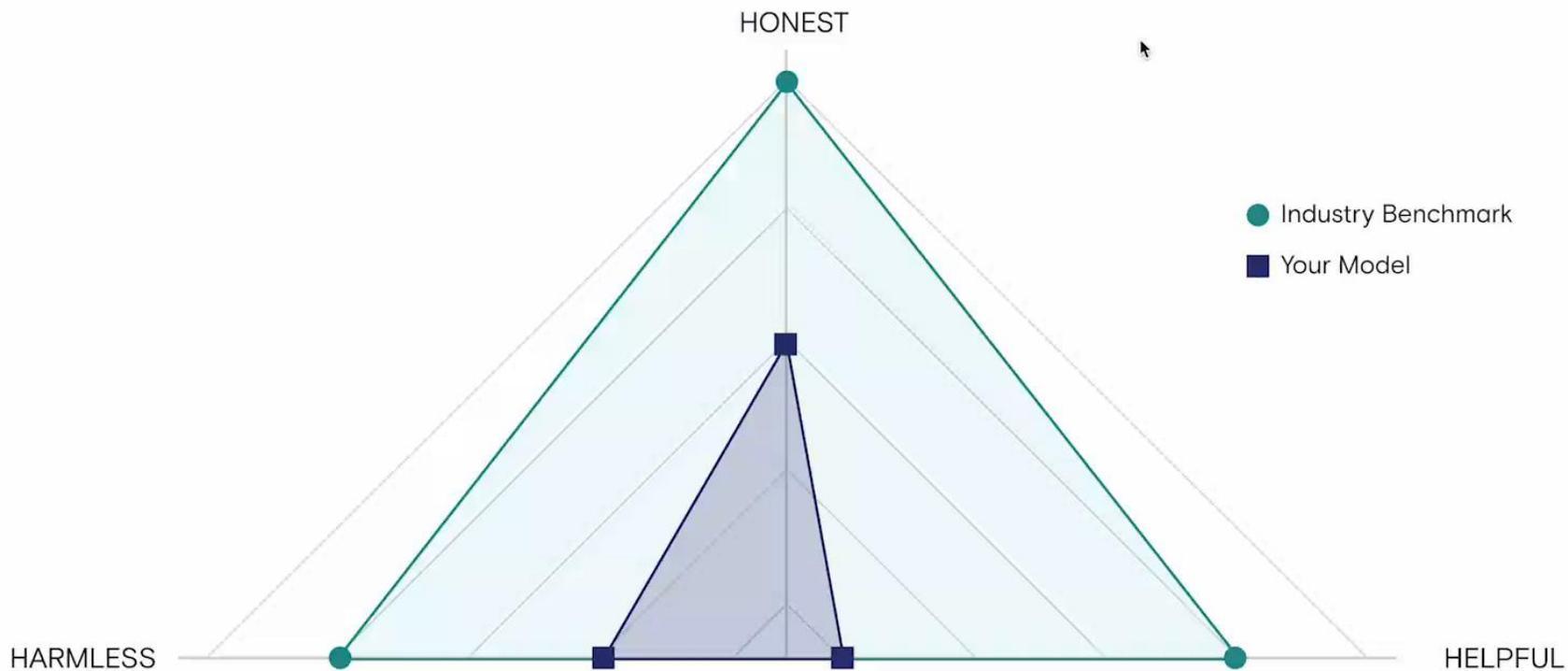


MODEL DOWNLOAD

### appen Benchmarking

Benchmark Results ⓘ

Last 24 Hours ▾



Finance

SELECTED DOMAIN ⓘ

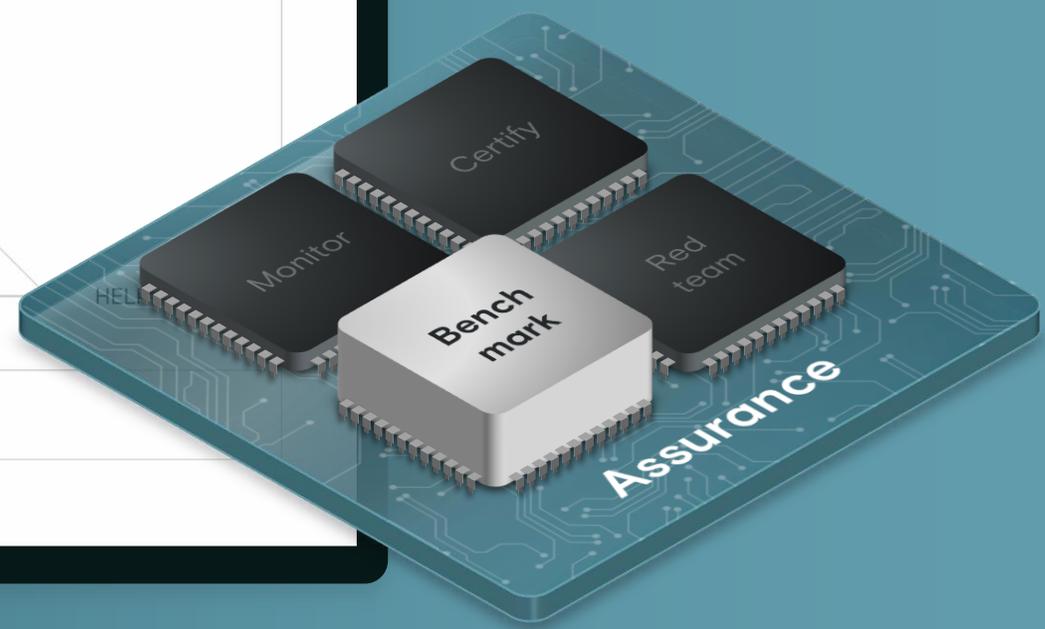
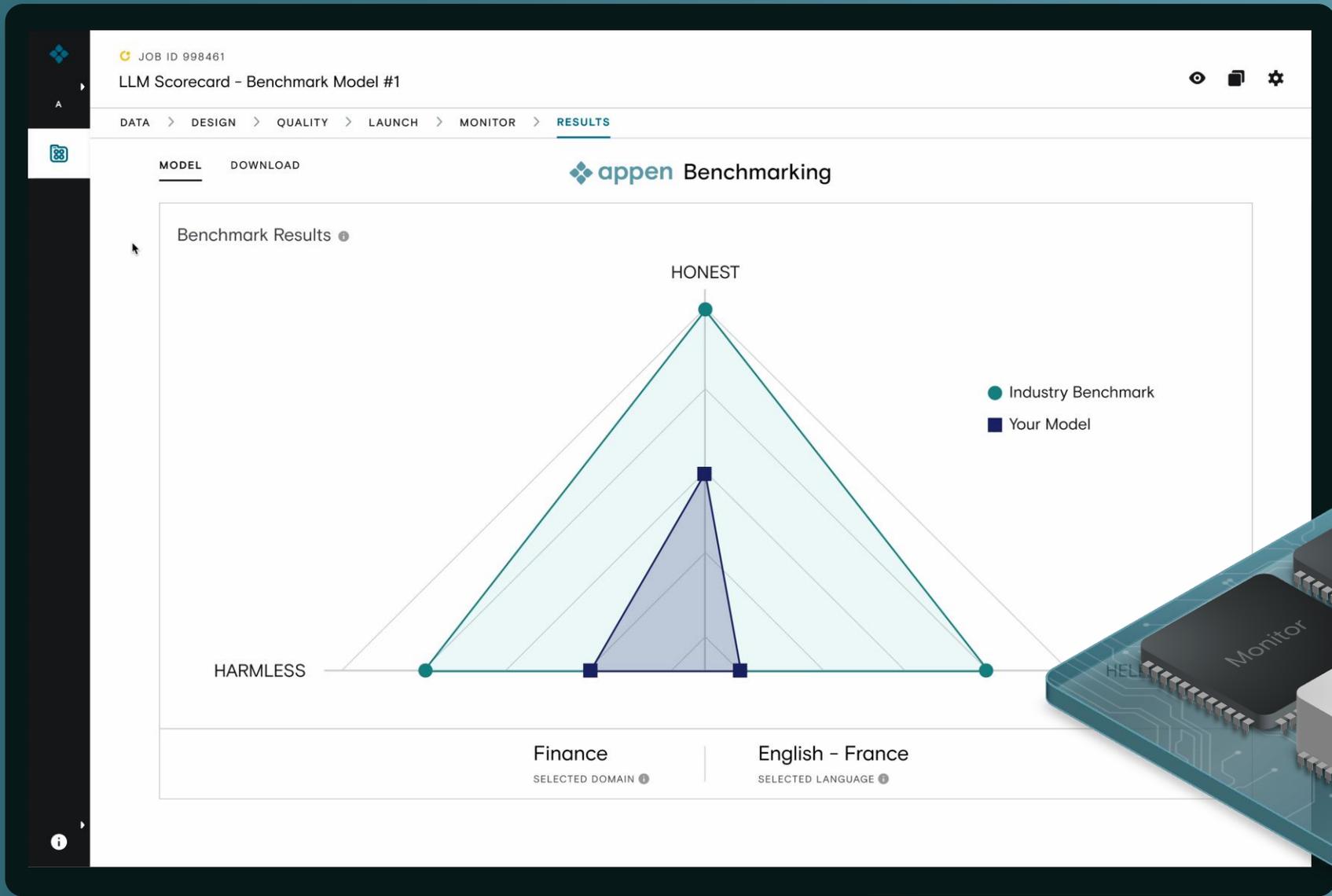
English - France

SELECTED LANGUAGE ⓘ

OVERALL BENCHMARK SCORE ⓘ

MONTHLY COMPARISON ⓘ

Monthly ▾



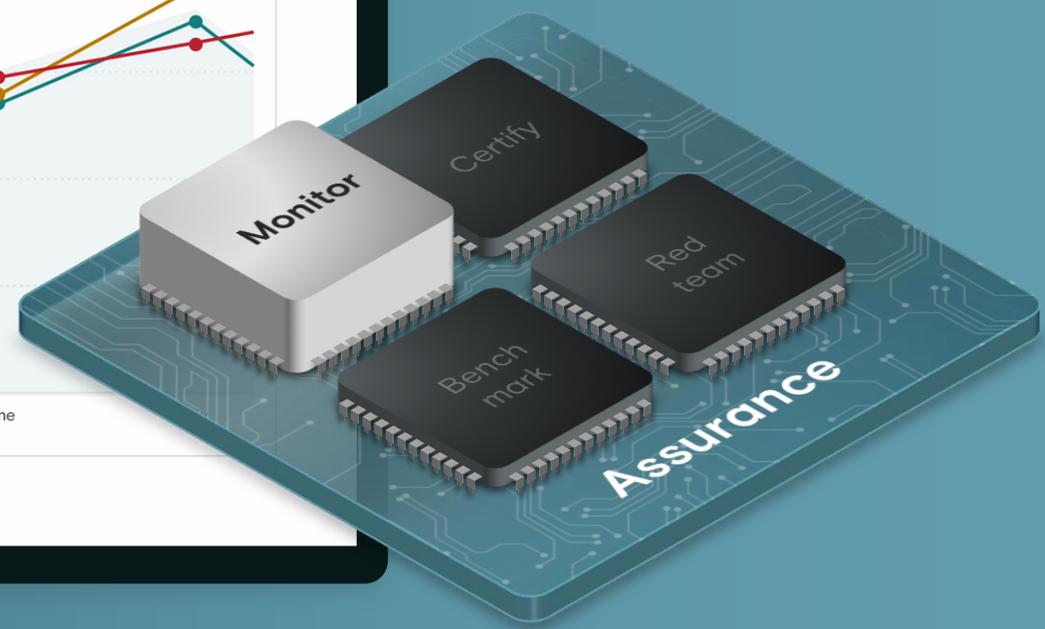
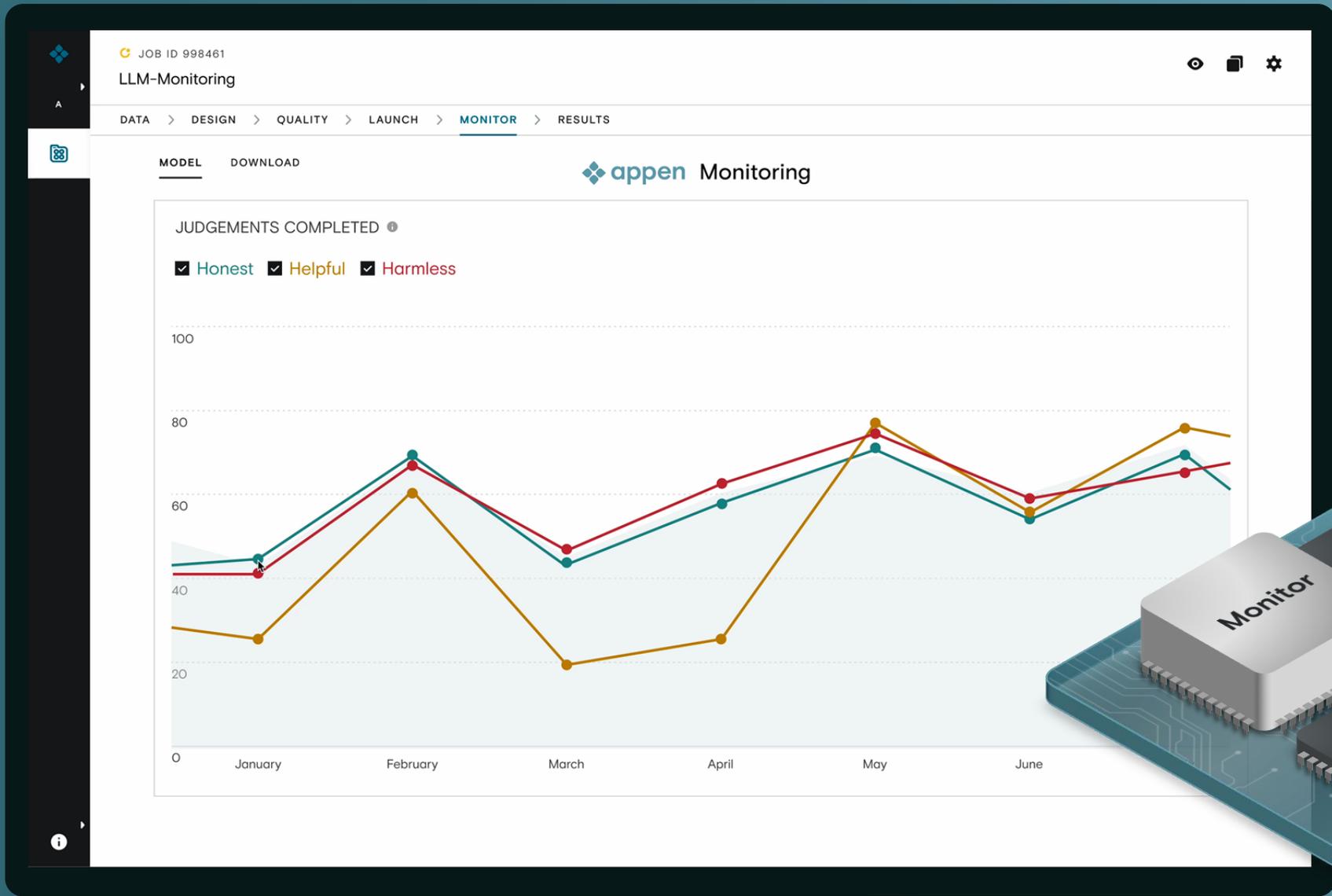
MODEL    DOWNLOAD

### appen Monitoring

#### JUDGEMENTS COMPLETED ⓘ

Honest     Helpful     Harmless





# Projects

**YOUR PROJECTS**

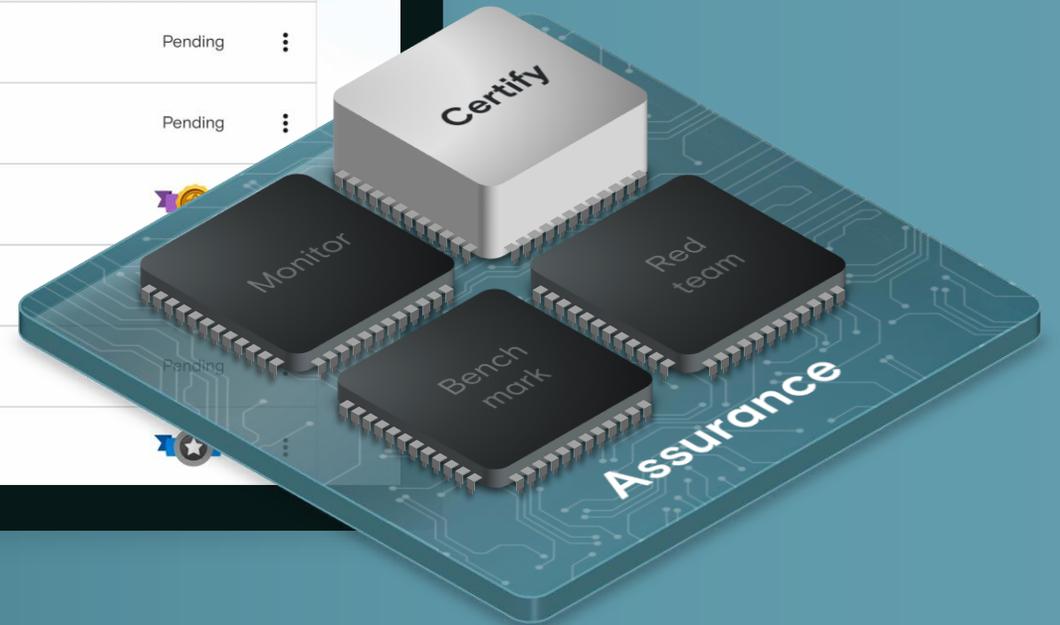
TEAM PROJECTS

PROJECT ID	PROJECT NAME	DATE CREATED	PROGRESS	IN QA	CERTIFICATION
4324	<a href="#">Site Chatbot Response Creation Prod 1</a>	Dec 21, 2022	100%	4,532	⋮
5226	<a href="#">Credit Chatbot Red Teaming Round 1</a>	Dec 21, 2022	100%	N/A	⋮
8765	<a href="#">Domain Search Dataset Q2</a>	Nov 2, 2022	100%	7,753	⋮
1254	<a href="#">Credit Chatbot Response Ranking</a>	Nov 14, 2022	N/A	N/A	Pending ⋮
8649	<a href="#">Chatbot Response Regression Test</a>	Nov 14, 2022	<div style="width: 64%;"><div style="background-color: #008080;"></div></div> 64%	N/A	Pending ⋮
3797	<a href="#">Credit Chatbot Response Test 1</a>	Oct 8, 2022	100%	N/A	⋮
3842	<a href="#">Response Alignment</a>	Oct 1, 2022	100%	N/A	⋮
7364	<a href="#">Response Error Classification</a>	Sept 27, 2022	<div style="width: 80%;"><div style="background-color: #008080;"></div></div> 80%	N/A	Pending ⋮
8374	<a href="#">Pairwise Response Relevance</a>	Sept 25, 2022	100%	1,234	⋮

Projects

YOUR PROJECTS    TEAM PROJECTS

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## Deep-learning AI



Data  
collection



Data  
annotation



Relevance

## Generative AI



LLM  
Fine tuning

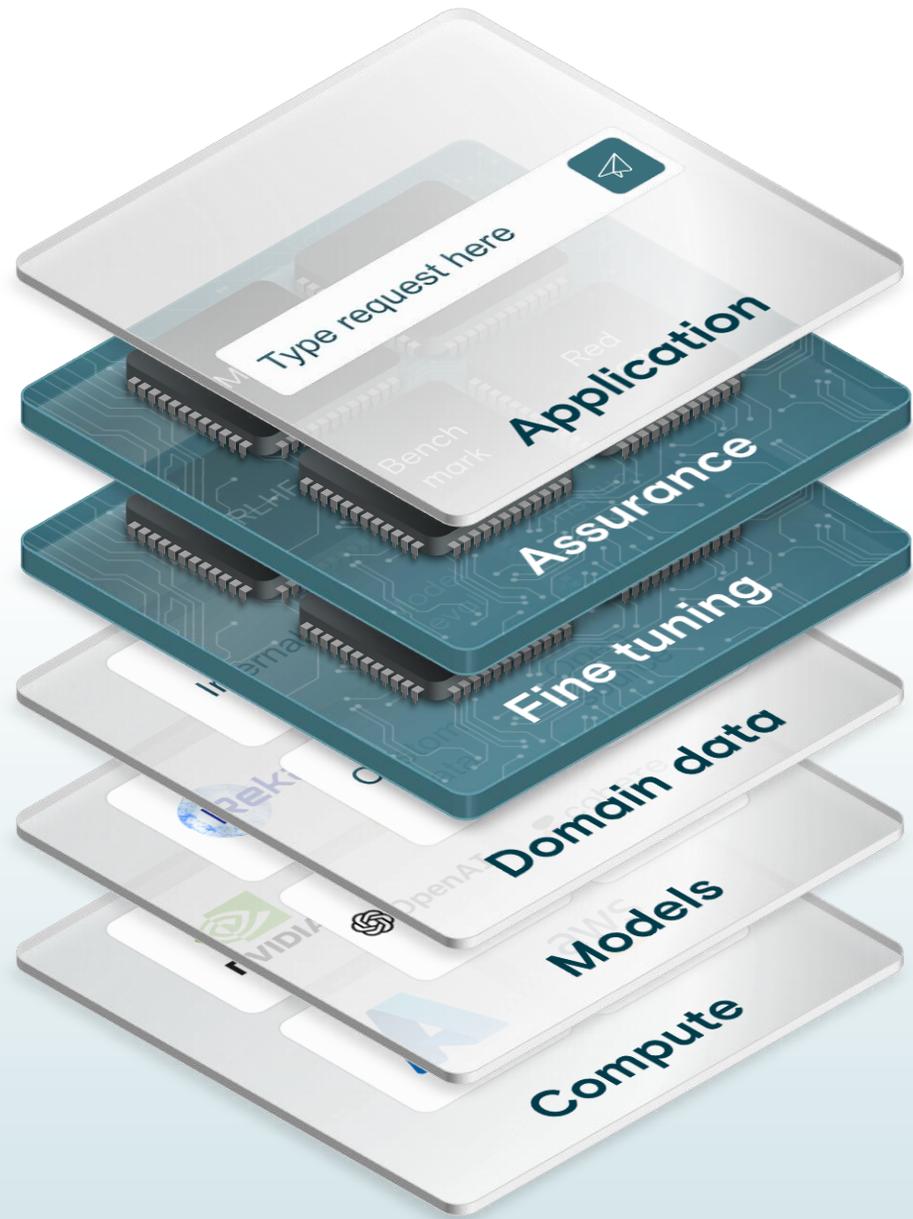


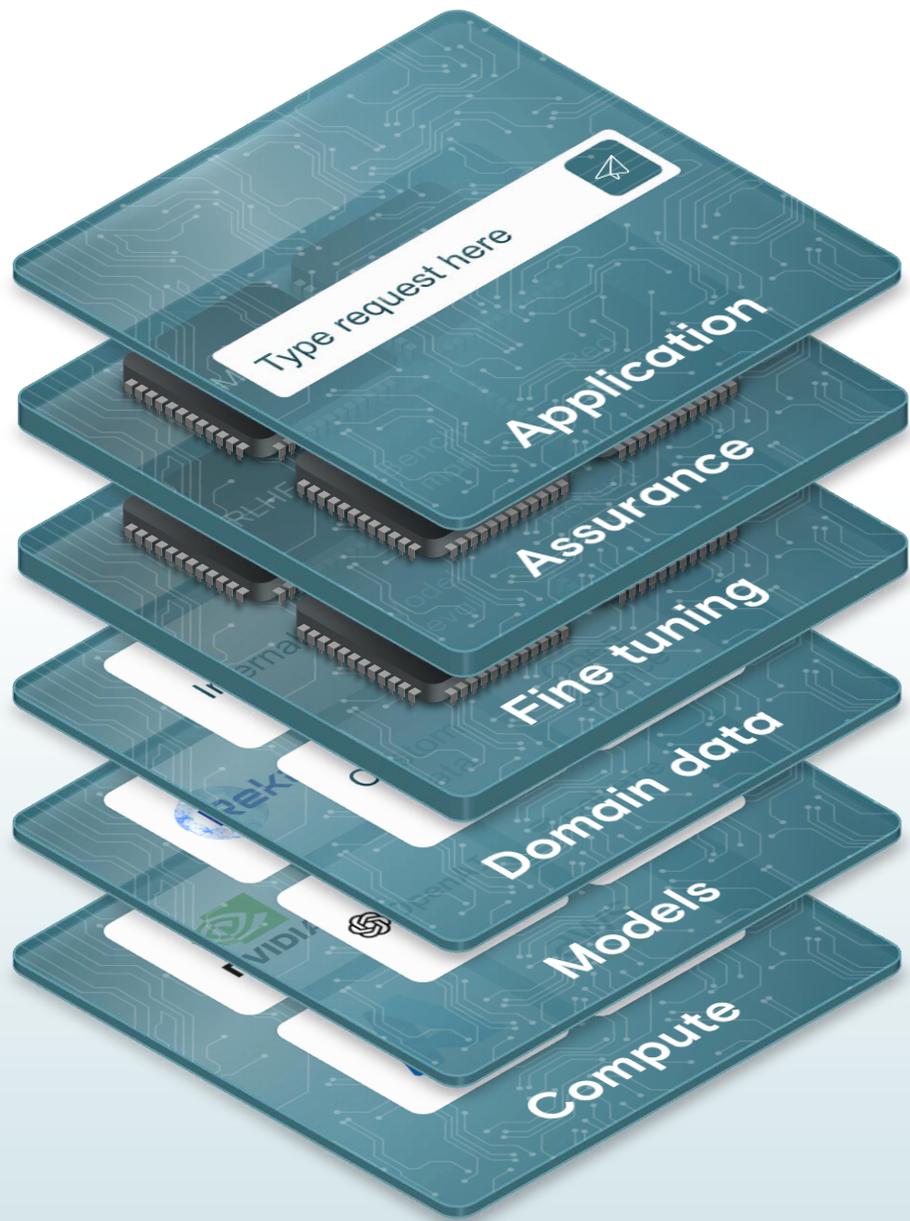
LLM  
Assurance

ADAP

Appen Crowd







appen

COMPASS





**Mike Davie**

GM Quadrant

**SAMSUNG**



### Data Sources

Data empowerment through trusted, high-quality insights.



Add new data source



### Pinecone

Internal Database

AI-powered similarity search database



### Opensearch

Internal Database

Real-time search and analytics engine for data exploration



### CSV

Documents

Upload CSV Files



### PDF

Documents

Upload PDF Files



### Text

Documents

Upload TXT Files



### AWS S3



Scalable cloud storage for data and file storage



### Azure Cloud Storage

Internal Database

Cloud Data Storage



### Dynamo DB

Internal Database

Fast and scalable NoSQL database service by AWS



### Appen Datasets

Data empowerment through trusted, high-quality insights.

#### Call Centre Prompts Banking - NA English

30,000 common banking prompts for the North American market

#### Call Centre Prompts Banking - APAC Mandarin

40,000 common banking prompts for the Mandarin speaking markets

#### Anti-Toxicity

50,000 toxic prompts and respectful responses

#### Orion Global Location Patterns

3.5 billion daily signals, in 120 countries

#### Reality Check - Anti-Hallucination Location Data

Database of 3M POI across APAC

#### Math dataset

Prompt, explanation, and answer set for the domain of math word problems

#### General RLHF dataset

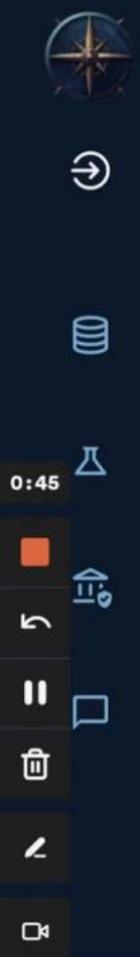
General prompt-response pairs for a range of use cases such as open Q&A, brainstorming, summarization

#### Finance chatbot-style dataset

Chatbot-style multi-turn prompt-response dataset for finance, accounting & tax

#### Legal Q&A dataset

Set of Q&A prompt-response pairs across different branches of law such as consumer law, family law, and employment law





DATA SOURCES

APPEN DATASETS

MODEL SELECTION

TUNING

## Models

AI models designed to mimic human intelligence.

+ Add Model

### Reka

AI model for image recognition and computer vision tasks

### Nvidia NeMo

AI model framework for natural language processing applications

### OpenAI

Integrate OpenAI by keying in API key and choose your model

### Azure OpenAI

Link to Azure OpenAI

### Cohere - Natural Language Processing

Models to improve human-machine interactions

### Sagemaker

Connect to Sagemaker endpoints

### Hugging Face

Access NLP models by keying in Hugging Face Key and repo id

### Local Model

Integrate custom models from your machine (Llama, Vicuna, Alpaca etc)

### Anthropic Claude

Link Anthropic Claude to your application

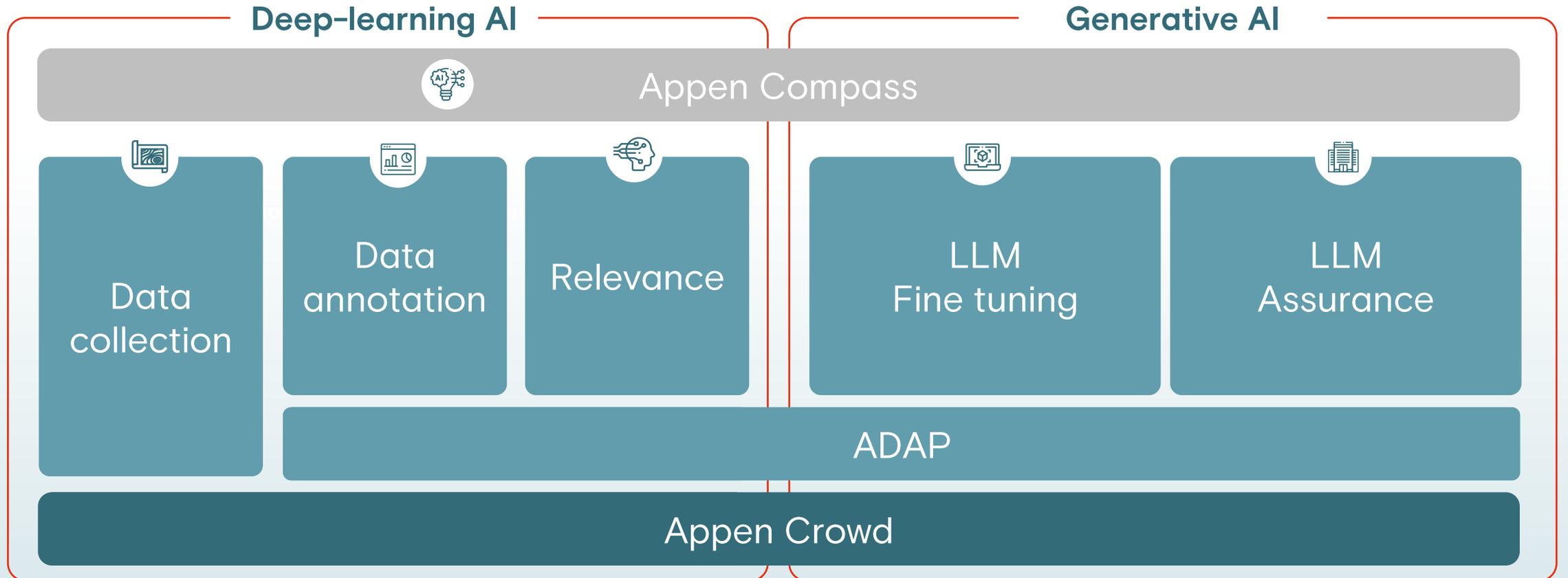


**Andrew Ettinger**

Chief Revenue Officer

**Pivotal** ASTRONOMER

# Deep-learning + generative AI growth opportunity





**Right people in  
the field**



**Playbooks and  
GTM artifacts**



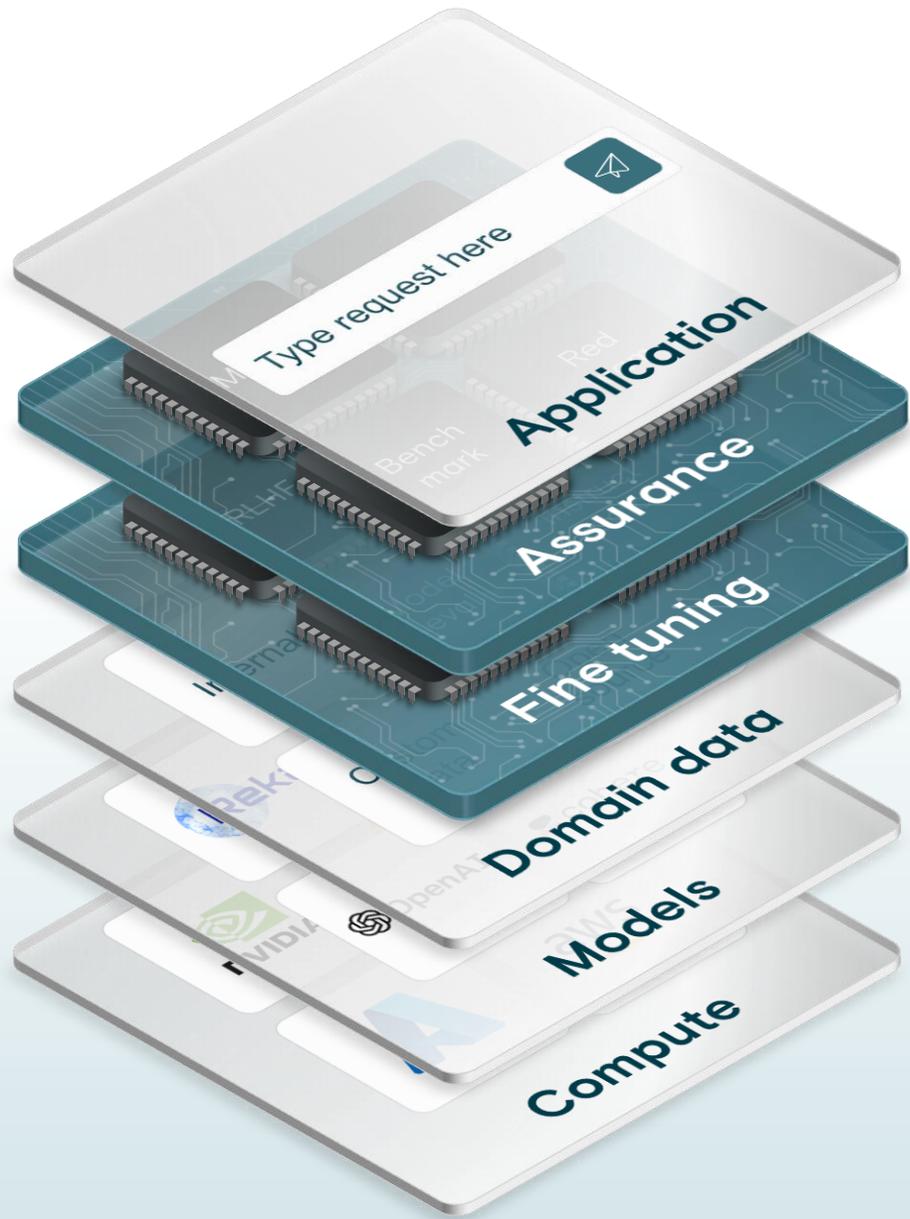
**Ecosystem  
partnerships**



**Brand  
awareness**



**Sales  
rigour**



**\$308b** AI spend by 2026

**20-30%** spend on generative AI





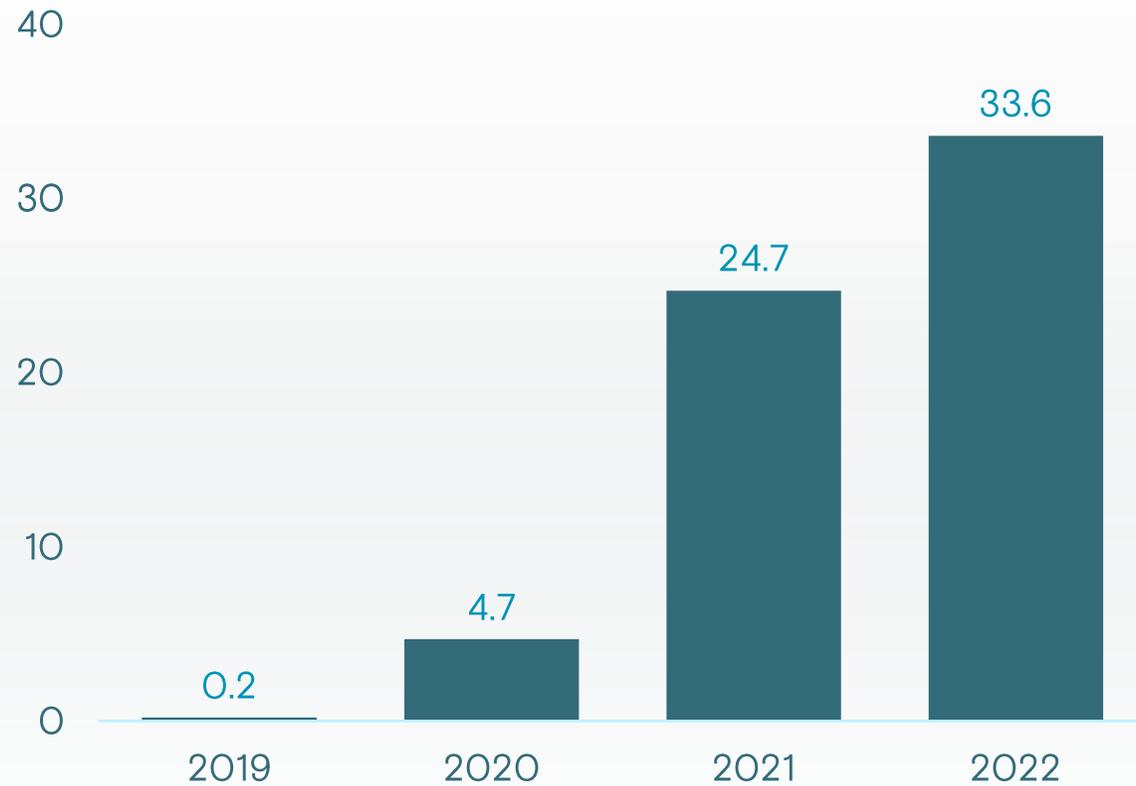
## Roc Tian

Founder and GM Appen  
China

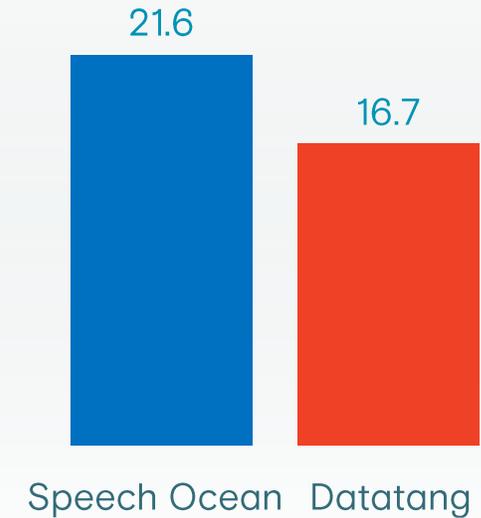


# Appen China journey

Appen China Revenue (\$m)



Competitor domestic revenue (\$M)



# Tier 1 customers

**10 of 10**

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Largest  
Chinese internet  
companies

**10 of 10**

---

Largest  
Chinese auto  
companies

**5 of 5**

---

Largest  
Chinese mobile  
companies

# Appen China facilities

## Wuxi

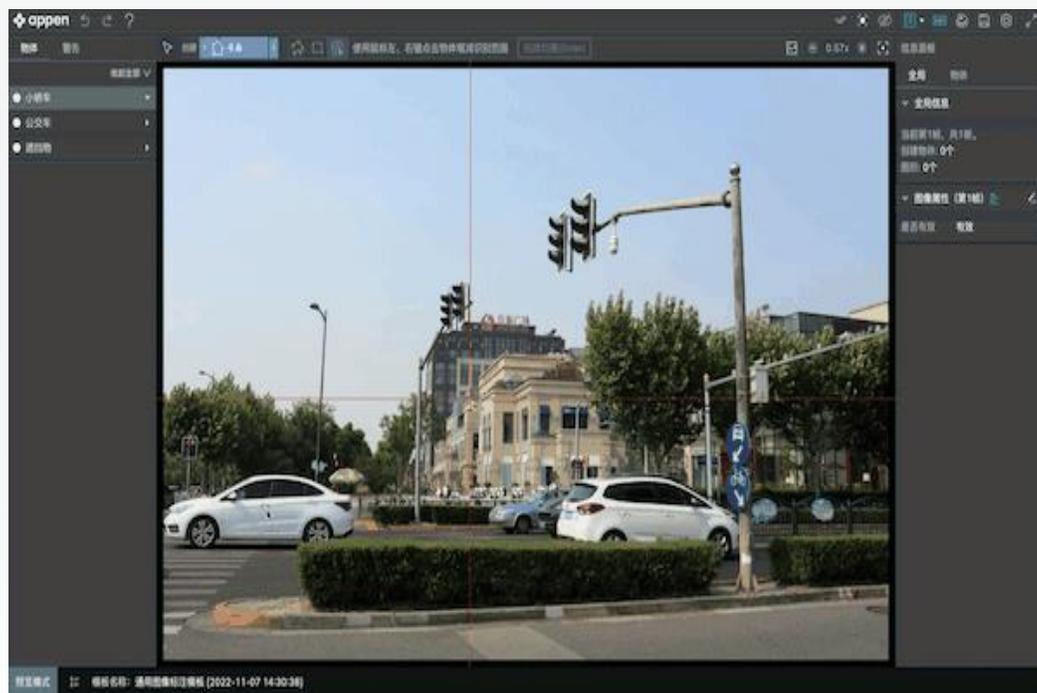
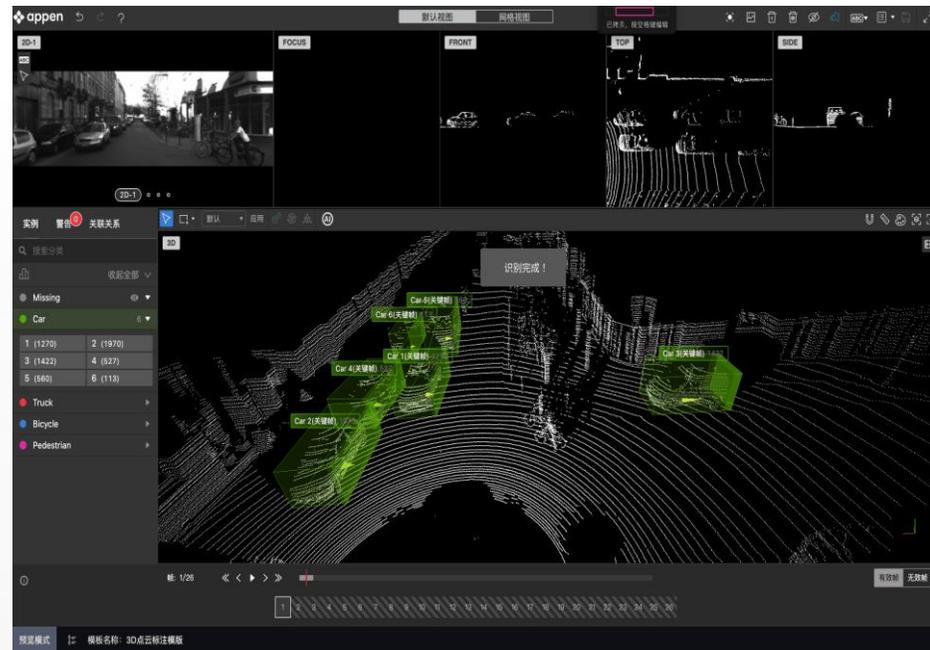


## Dalian



## Chongqing





# Appen China growth strategy



**Expand within our  
existing clients**



**New customer  
growth**



**Generative AI**



# #CultureCode

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## PURPOSE

We unlock the power of #Alforgood to build a better world.

## PERSPECTIVE

We are a learn-it-all culture and embrace that comfort and growth do not coexist.

## PROSPERITY

Four values unite us



Customer  
obsessed



Courage to  
innovate



Action  
oriented



Winning  
together





**Armughan Ahmad**  
Chief Executive Officer



**Sujatha Sagiraju**  
Chief Product Officer



**Saty Bahadur**  
Chief Technology Officer



**Mike Davie**  
Founder and GM Quadrant



**Andrew Ettinger**  
Chief Revenue Officer



**Roc Tian**  
GM China



**Helen Johnson**  
Chief Financial Officer



**Ryan Kolln**  
SVP, Strategy & Innovation

