



EXPLORE AI

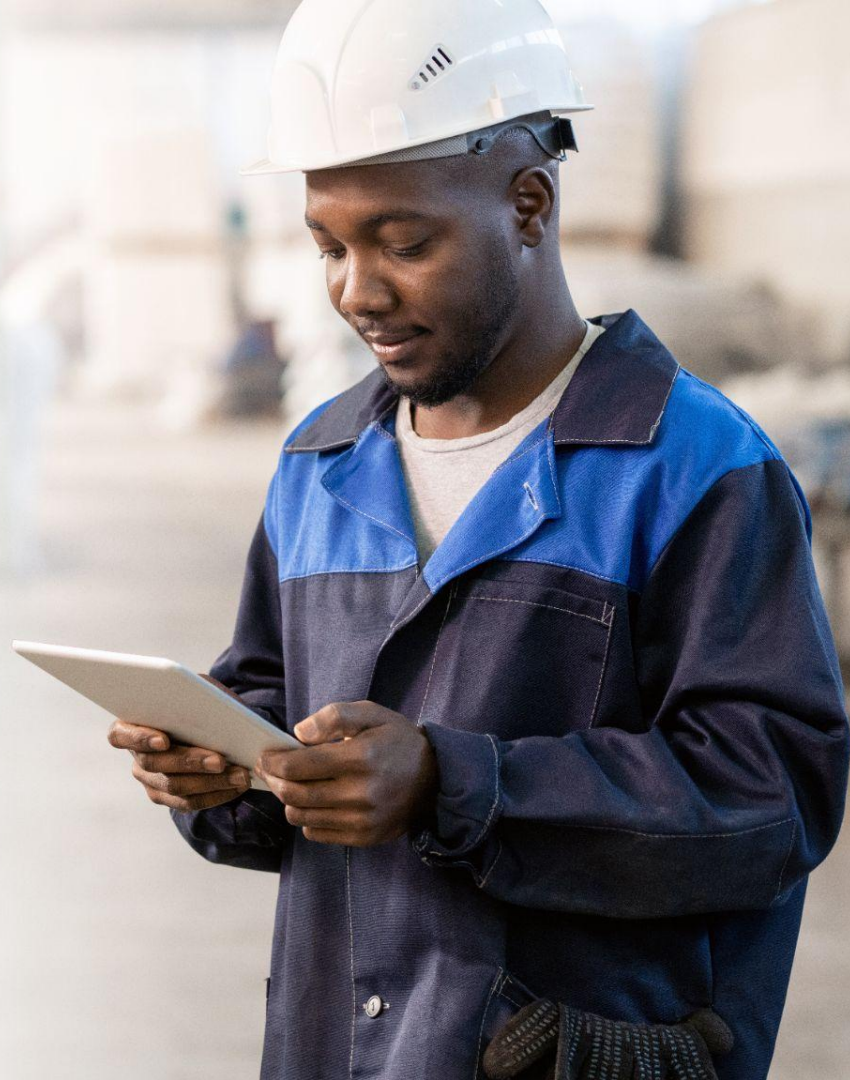
About us

July 2022

ExploreAI overview

Who we are

- We are **self-funded**, with **strong operating margins** and **rapid YoY growth**.
- We have 200 **award-winning** scientists and engineers on our team.
- We've built **large-scale AI applications** for **blue-chip clients across three continents**.
- We run a **sophisticated Academy** that enables us to find and deploy **talent at unbeatable value**.
- Through our Academy, we have privileged access to thousands of trained scientists and engineers each year with **strong R&D capabilities**.
- We **work collaboratively with you** and are agile in our delivery.



ExploreAI overview

What we do

- We build **industrial-scale AI applications** that solve the big strategic problems of large organisations.
- We build **digital twins** for data-heavy ecosystems.
- We partner with you to deliver on your **digital transformation plans**.



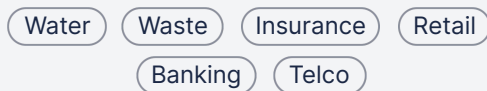
Our propositions

Industrial AI applications

We've built large-scale AI applications used by operators in real-time to run businesses better.



Industries



Digital twins

We've built digital replicas of complex entities and ecosystems – both physical and digital – that predict everything you need to know.



Industries

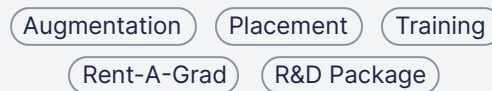


Digital team acceleration

We offer augmentation at unbeatable economics. Our world-class Academy and recruitment philosophies ensure a premium talent pool at exceptional rates.



Services





What we do

We partner with you to deliver industrial AI across your organisation.

Our Academy

The fuel that powers ExploreAI to deliver impact at scale.

Our track record

We're an award-winning, disruptive AI scale-up that works with blue-chips across the world.

Working with us

There are a number of ways we can partner to deliver value to you.

AI applications

Engineering channels



Leak detection

Detecting where technicians must go to find the leakiest pipe.



Supply interruptions

Predicting and localising bursts.



Supply demand

Understanding supply and demand in near real-time to manage water supply.



DMA fingerprinting

Segmenting DMAs to set the best operations and asset strategy per area.



Cost to pass

Producing an engineering-level cost to pass model.



Pollution prediction

Predicting blockages across the network and when they might result in downstream pollution.



Asset health

Presenting the health of the assets in an area.



Data platform

An industrial and scalable cloud-based data platform.



Alarms rationalisation

Moving to more predictive alarming so operators know what to respond to.

Case study

Smart water platform

Winner of the BCS
UK IT Awards
Data Science
Project of the Year
2021

“Reducing supply interruptions using data science.”

Business challenge

The 24-hour control room doesn't have a holistic view of their assets and network performance. They access multiple, separate systems in order to understand the state of the network. They are consistently missing their regulatory performance targets.

Solution

A Smart Water Platform that turns a multitude of data sources into more proactive operational decision-making using real-time data science techniques.

Value and benefits

£7M

supply interruption
penalty avoided in 2020.

£21M

projected savings in
regulatory, OPEX, and
CAPEX benefits.

Ability to react

to extreme weather
events.

Better understand

network inefficiencies,
investment decisions, and
operational performance.





Case study

Smart waste platform

“Smart Waste is on track to meet the ambitious targets that have been set out. More blockages have been found than anticipated and pollutions have already been mitigated using the Discharge Alert Manager.”

Business challenge

Build a digital understanding of the operational performance of the wastewater network, to transform waste from reactive to proactive, pre-empting issues before they impact customers or the environment.

Solution

Solutions that intelligently detect pollutions and blockages to enable proactive operations.

Value and benefits

£18M

projected saving in ODI penalties across the AMP.

£2.6M

saved through blockage reductions thus far.

Ability to react

rapidly to impending pollutions and blockages.

Better understand

how to prevent pollutions and blockages in the first place.

AI applications

Insurance channels



Risk-based insurance pricing

Pricing motor and credit insurance products based on the underlying risk.



Credit underwriting

Assessing credit risk using financial and other information.



Optimised collections

Optimal collection instruments and timing per individual.



Retirement recommender

Provide optimal investment recommendations at retirement.



Claims reserving automation

Automate RBNS and IBNR reserve calculations for short-term insurance.



Claims assessor support

Automatic claim capturing and assessment.



Capital modelling

Simulate losses to model capital requirements.



Real-time portfolio analysis

Real-time view of insurance portfolio exposure, risks, and trends.



OCR data capturing

Extract important information from financial documents.

Case study

Trade credit

“EXPLORE has revolutionised our risk and underwriting, putting real-time data directly in the hands of our underwriters and enabling faster analysis, better insight, and smarter business.” - *Barry Dickson, CTO*

Business challenge

Lombard Trade Credit had low accessibility to data and analytics. They couldn't make informed and timely business decisions about policy conditions, underwriting, and pricing.

Solution

A tool that provides real-time risk analytics and pricing with predictive AI modelling.



Value and benefits

50%

reduction in loss ratio.

40%

time and cost savings
in operations.

Ability to react

to negative macro
events.

Better understand

underwriting and pricing.

Case study with digital twin

Sewage treatment works

“The digital twin is an industry-leading solution for understanding how suitable various investment cases would be at meeting the need for increased future capacity as well as maximising the performance of our existing assets.”

Business challenge

Operations, engineering, and capital investment teams need insights and a deep understanding of past, current, and future performance at large sewage treatment works.

Solution

Combine actual site data and a sophisticated simulation engine to replicate the hydraulics, pneumatics, and process on site.

Value and benefits

£4.8M

CAPEX savings
per AMP.

£0.6M

OPEX savings
per year.

Better understand

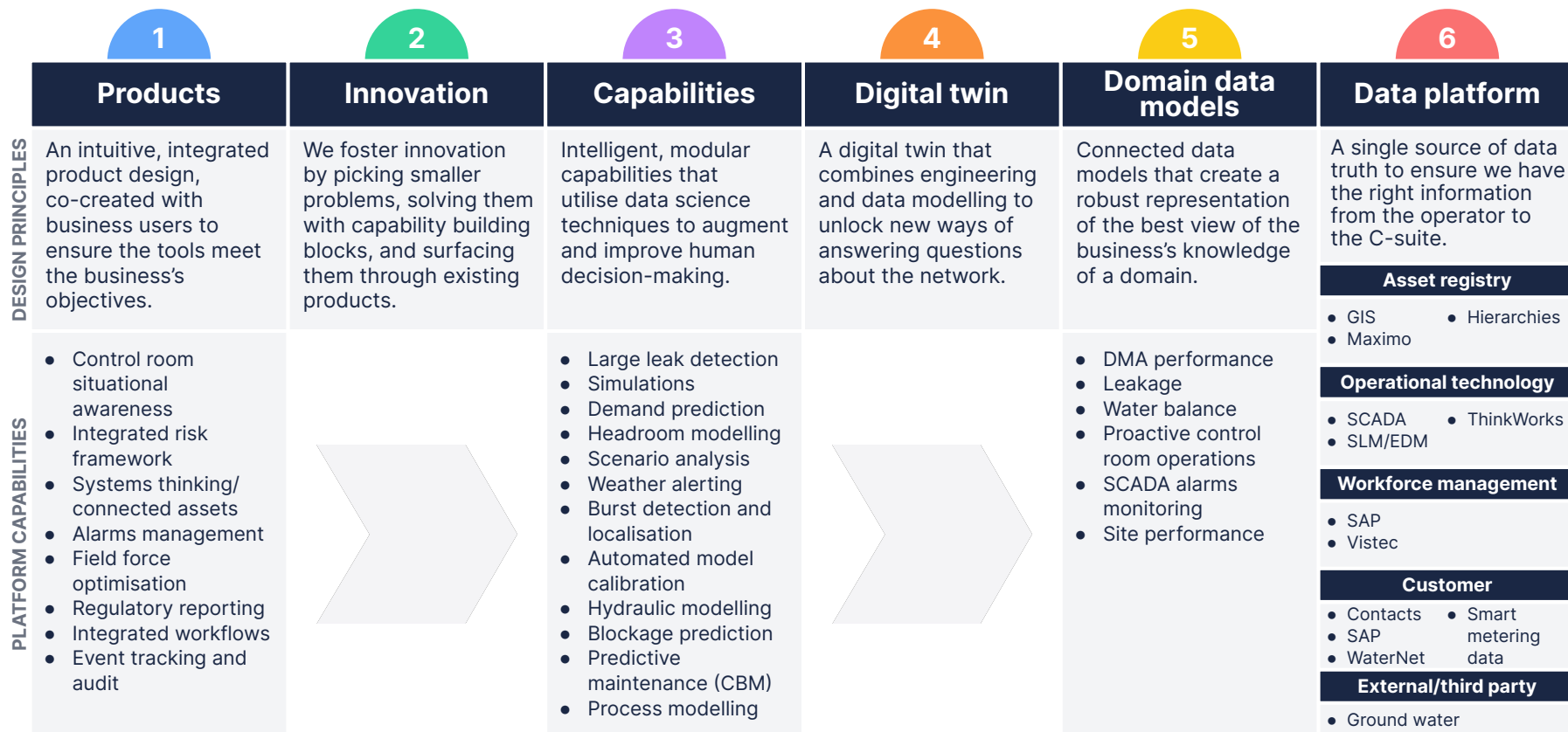
risk vs. cost trade-offs for various
investment cases.

Optimise

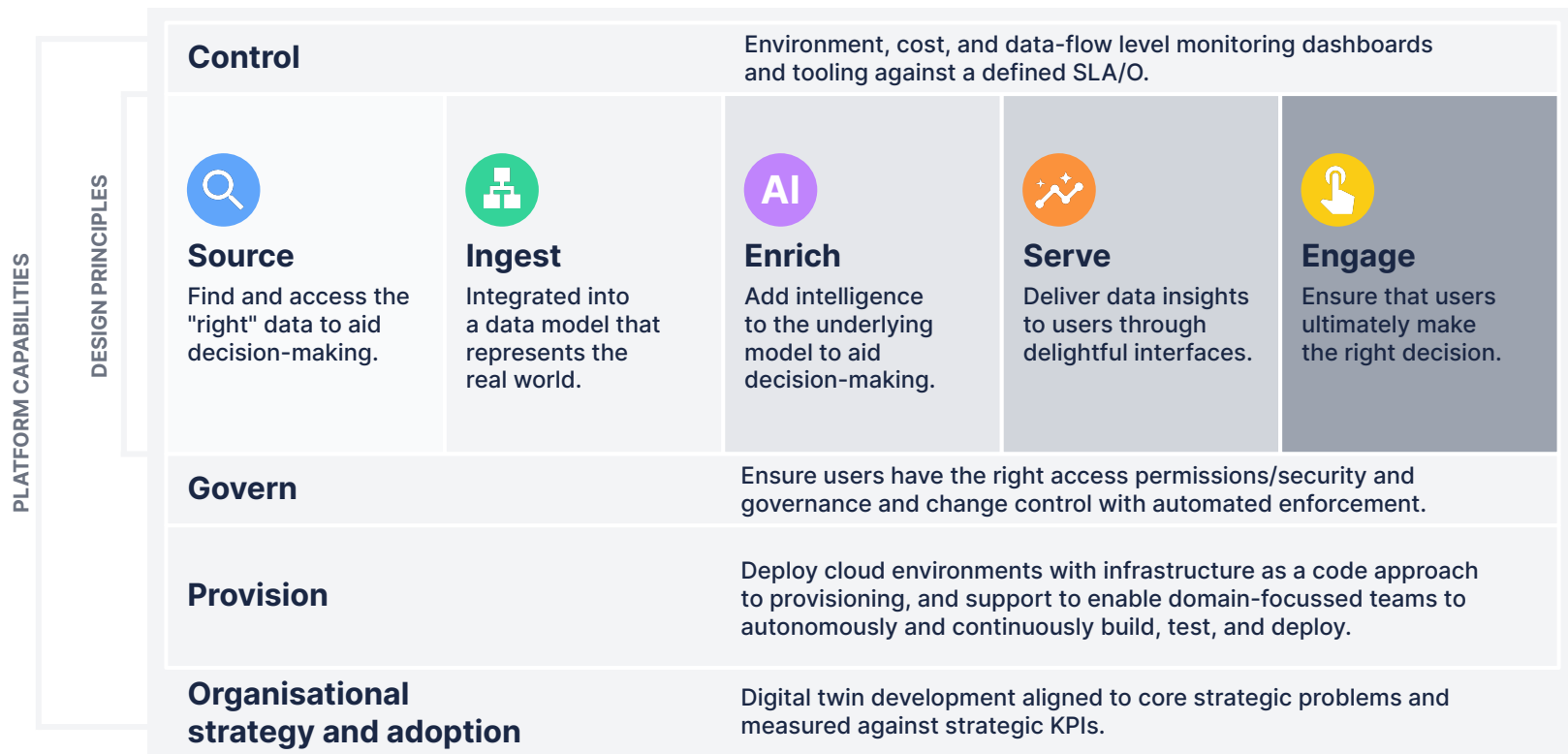
control philosophies to
minimise energy usage.



Building a digital twin ecosystem



ExploreAI core platform



Data products work best when users' decisions are linked directly to data, supported by layers of technology required for large-scale AI systems.

Digital team augmentation



We can deploy data scientists/engineers at scale.



We offer unbeatable value given offshoring rates.



Our world-class Academy and recruitment philosophies ensure a premium talent pool.



We can provide individual or squads of Explorers.



We can deliver to clients around the world.



You can source an R&D capability from our Academy.

Happy customers say it all

"ExploreAI has been able to augment our data science capability by providing world-class data resources that can scale quickly as our needs grow. The work they have done on our fibre roll-out case has been outstanding. The quality of their scientists is amazing, and working with them has taught us a lot about building data products."

- Darryn Lowe, BAIN Partner

Telco case study

How our Academy can accelerate your digital teams

“ExploreAI has been fundamental in helping us build out our insights and data capability which has delivered considerable value across our group. To help us, they built a data science academy to develop the skills we needed. They built a pipeline of young talent as well as upskilled our existing quant skills.”

- Ian Russell, ex BCX CEO



Value and benefits

500

youngsters sponsored to run through the Academy.

75

data scientists/engineers hired into the organisation from the Academy.

\$15M

value from R&D projects.

250

internal employees upskilled in data.

\$200M

value delivered from the Data Factory we helped set up.



What we do

We partner with you to deliver industrial AI across your organisation.

Our Academy

The fuel that powers ExploreAI to deliver impact at scale.

Our track record

We're an award-winning, disruptive AI scale-up that works with blue-chips across the world.

Working with us

There are a number of ways we can partner to deliver value to you.

Our Academy



1,000+

students taught
every year



90%+

placement
rate



\$24,000

starting
salary



15+

blue-chip
sponsors



AWS

partnership



**Tech
platform**

to scale into Africa

- Our rocket fuel ...
- Students are typically post-graduate.
- Heavily influenced by our culture.
- We have "perfect data" on performance.

- Highly motivated.
- Products/solutions test them intellectually.
- Broader resource pool as needed.
- Data science and data engineering.



What we do

We partner with you to deliver industrial AI across your organisation.

Our Academy

The fuel that powers ExploreAI to deliver impact at scale.

Our track record

We're an award-winning, disruptive AI scale-up that works with blue-chips across the world.

Working with us

There are a number of ways we can partner to deliver value to you.

Our awards



We've managed to win a series of UK awards with our scientists.
We're young, hard-working, and ready to help you achieve your goals.

Our partners





What we do

We partner with you to deliver industrial AI across your organisation.

Our Academy

The fuel that powers ExploreAI to deliver impact at scale.

Our track record

We're an award-winning, disruptive AI scale-up that works with blue-chips across the world.

Working with us

There are a number of ways we can partner to deliver value to you.

Ways to engage with ExploreAI

Name	Description	Charging	Delivery	Term	Service
INDUSTRIAL AI APPLICATIONS	Build front-line AI applications	Rate card and annuity	FTEs and technology	Multi-year	The ExploreAI team implements proven, in-house AI applications and offers ongoing services.
DIGITAL TWINS	Digitise your ecosystem	Licensing	Technology	Multi-year	ExploreAI co-develops a twin that they support continuously and upgrade as your ecosystem evolves.
DIGITAL TEAM ACCELERATION	Augment your teams	Rate card	FTEs	Project-based	The ExploreAI team builds bespoke, best-of-breed AI solutions in domains that they know well.
	Train your talent	Tuition fee per student	Teachers and platform	Project-based	ExploreAI can help you build your digital and data teams with best-in-breed data training.