

ExploreAl 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 Al 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.



ExploreAl overviewWhat we do

- We build industrial-scale Al 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 Al applications

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



Industries

Water Waste Insurance Retail

Banking Telco

Digital twins

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



Industries

Water Waste Insurance Retail

Digital team acceleration

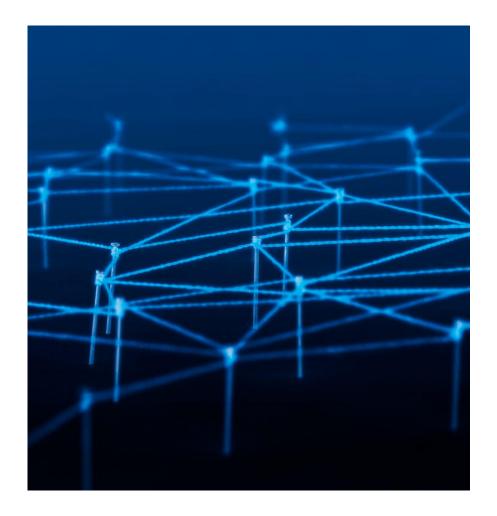
We offer augmentation at unbeatable economics. Our world-class Academy and recruitment philosophies ensure a premium talent pool at exceptional rates.



Services

Augmentation Placement Training

(Rent-A-Grad) (R&D Package)



What we do

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

Our Academy

The fuel that powers ExploreAl to deliver impact at scale.

Our track record

We're an award-winning, disruptive Al 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.

Al applications Engineering channels



Leak detection

Detecting where technicians must go to find the leakiest pipe.



DMA fingerprinting

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



Asset health

Presenting the health of the assets in an area.



Supply interruptions

Predicting and localising bursts.



Cost to pass

Producing an engineering-level cost to pass model.



Data platform

An industrial and scalable cloud-based data platform.



Supply demand

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



Pollution prediction

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



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.

Al applications

Insurance channels



Risk-based insurance pricing

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



Retirement recommender

Provide optimal investment recommendations at retirement.



Capital modelling

Simulate losses to model capital requirements.



Credit underwriting

Assessing credit risk using financial and other information.



Claims reserving automation

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



Real-time portfolio analysis

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



Optimised collections

Optimal collection instruments and timing per individual.



Claims assessor support

Automatic claim capturing and assessment.



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

	1	2	3	4	5	6
	Products	Innovation	Capabilities	Digital twin	Domain data models	Data platform
PLATFORM CAPABILITIES DESIGN PRINCIPLES	An intuitive, integrated product design, co-created with business users to ensure the business's	We foster innovation by picking smaller problems, solving them with capability building blocks, and surfacing	Intelligent, modular capabilities that utilise data science techniques to augment and improve human	A digital twin that combines engineering and data modelling to unlock new ways of answering questions about the network.	Connected data models that create a robust representation of the best view of the business's knowledge of a domain.	A single source of data truth to ensure we have the right information from the operator to the C-suite.
	the business's objectives.	them through existing products.	decision-making.	about the network.		Asset registryGISHierarchies
	 Control room situational awareness Integrated risk framework Systems thinking/ connected assets Alarms management Field force optimisation Regulatory reporting Integrated workflows Event tracking and audit 		 Large leak detection Simulations Demand prediction Headroom modelling Scenario analysis Weather alerting Burst detection and localisation Automated model calibration Hydraulic modelling Blockage prediction Predictive maintenance (CBM) 		 DMA performance Leakage Water balance Proactive control room operations SCADA alarms monitoring Site performance 	Maximo Operational technology SCADA
			Process modelling			Ground water

ExploreAl core platform

Environment, cost, and data-flow level monitoring dashboards **Control** and tooling against a defined SLA/O. **DESIGN PRINCIPLES** Source Ingest **Enrich** Serve **Engage** PLATFORM CAPABILITIES Find and access the Integrated into Add intelligence Deliver data insights Ensure that users "right" data to aid a data model that to the underlying to users through ultimately make model to aid decision-making. represents the delightful interfaces. the right decision. real world. decision-making. Ensure users have the right access permissions/security and Govern governance and change control with automated enforcement. Deploy cloud environments with infrastructure as a code approach **Provision** to provisioning, and support to enable domain-focussed teams to autonomously and continuously build, test, and deploy. **Organisational** Digital twin development aligned to core strategic problems and measured against strategic KPIs. strategy and adoption

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.



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



We can deliver to clients around the world.



We offer unbeatable value given offshoring rates.



We can provide individual or squads of Explorers.



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

Happy customers say it all

"ExploreAl 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

"ExploreAl 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

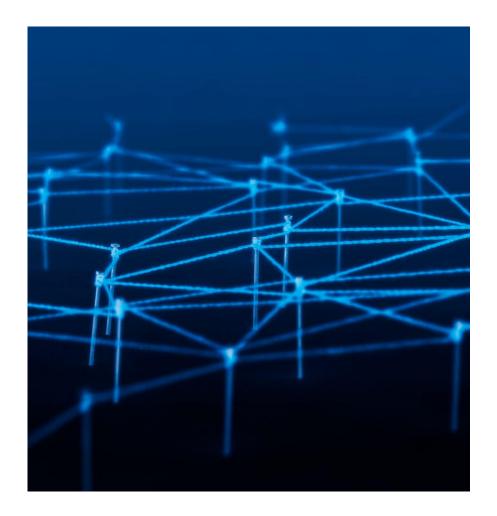
value from R&D projects.

250

internal employees upskilled in data.

\$200M

value delivered from the Data Factory we helped set up.



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Our track record

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Working with us

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Our Academy



1,000+ students taught every year



90%+
placement
rate



\$24,000 starting salary



15+ blue-chip sponsors



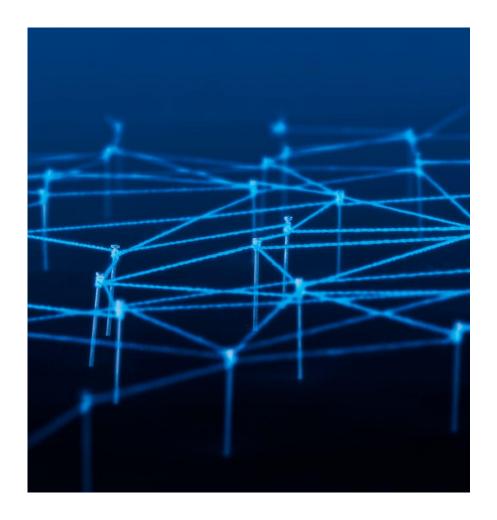
AWS partnership



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.



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Our awards



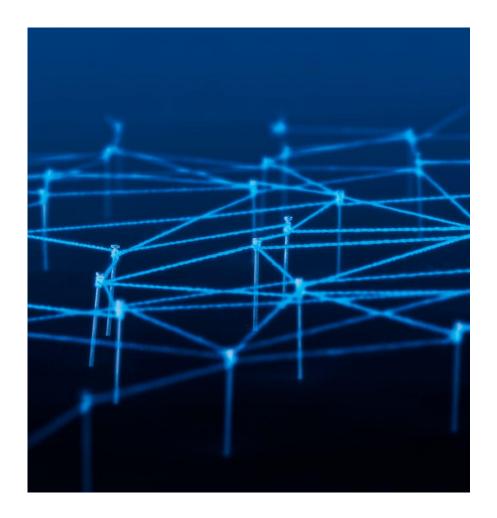




We've managed to win a series of UK awards with our scientists. We're young, hard-working, and ready to help you achieve your goals.

Our partners





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Ways to engage with ExploreAl

Name	Description	Charging	Delivery	Term	Service
INDUSTRIAL AI APPLICATIONS	Build front-line Al 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	ExploreAl co-develops a twin that they support continuously and upgrade as your ecosystem evolves.
DIGITAL TEAM	Augment your teams	Rate card	FTEs	Project-based	The ExploreAl team builds bespoke, best-of-breed Al solutions in domains that they know well.
ACCELERATION	Train your talent	Tuition fee per student	Teachers and platform	Project-based	ExploreAl can help you build your digital and data teams with best-in-breed data training.