

# **Investor Earnings Presentation - Fiscal Year 2023**

## **Confidential Corporate Financial Disclosure**

**Nexus Intelligent Systems, Inc.**

### **1. Executive Summary**

1 This Investor Earnings Presentation ("Presentation") provides a comprehensive financial and strategic overview of Nexus Intelligent Systems, Inc. ("Nexus" or the "Company") for the fiscal year ending December 31, 2023.

2 The information contained herein represents management's assessment of the Company's financial performance, strategic positioning, and forward-looking projections, prepared in accordance with generally accepted accounting principles (GAAP) and Securities and Exchange Commission (SEC) disclosure requirements.

### **2. Financial Performance Highlights**

#### **1 Annual Revenue**

- Total Annual Revenue: \$12,500,000
- Year-over-Year Growth: 42.3%
- Recurring Revenue Percentage: 68%

#### **2 Segment Revenue Breakdown**

- Enterprise AI Services: \$7,250,000 (58%)
- Predictive Maintenance Platforms: \$3,750,000 (30%)
- Consulting & Implementation: \$1,500,000 (12%)

#### **3 Key Financial Metrics**

- Gross Margin: 67.5%
- Operating Expenses: \$8,375,000
- EBITDA: \$2,125,000
- Net Income: \$1,375,000

### **3. Strategic Achievements**

#### **1 Market Expansion**

- Secured 17 new enterprise clients in target sectors
- Expanded geographical presence to 4 additional metropolitan markets
- Increased average contract value by 35%

## 2 Product Development

- Launched next-generation AI predictive maintenance platform
- Invested \$2.1M in research and development
- Filed 3 additional patent applications

## 4. Market Position and Competitive Landscape

### 1 Industry Positioning

- Recognized as emerging leader in enterprise AI services
- Ranked in top 5% of predictive analytics providers by independent research firm
- Maintained strong differentiation through proprietary machine learning algorithms

### 2 Competitive Advantages

- Proprietary AI diagnostic technology
- Deep domain expertise in industrial sectors
- Scalable cloud-native architecture
- Proven track record of measurable client ROI

## 5. Forward-Looking Statements

### 1 Strategic Objectives

- Expand enterprise client base by 40%
- Increase R&D investment to 18% of revenue
- Explore potential strategic acquisition targets

### 2 Revenue Projections

- Projected Annual Revenue for 2024: \$17,500,000
- Expected Growth Rate: 40%
- Target Markets: Manufacturing, Energy, Transportation

## 6. Risk Factors and Disclaimers

## 1 Forward-Looking Statement Disclaimer

The statements in this Presentation contain forward-looking projections that involve risks and uncertainties. Actual results may differ materially from these projections.

## 2 Material Risk Factors

- Technological disruption
- Competitive market dynamics
- Potential regulatory changes
- Macroeconomic uncertainties

## 7. Certification

1 This Investor Earnings Presentation has been prepared by the executive management of Nexus Intelligent Systems, Inc. and represents a true and accurate representation of the Company's financial performance and strategic positioning.

### **Signatures**

Dr. Elena Rodriguez

Chief Executive Officer

Nexus Intelligent Systems, Inc.

Michael Chen

Chief Technology Officer

Nexus Intelligent Systems, Inc.

Date: January 22, 2024

*Confidential - For Investor Review Only*