

substrate AI

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BME - GROWTH

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Madrid, 11 April 2024

COMMUNICATION - OTHER RELEVANT INFORMATION - SUBSTRATE ARTIFICIAL INTELLIGENCE, S.A.

Pursuant to the provisions of Article 17 of Regulation (EU) No 596/2014 on market abuse and Article 228 of Law 6/2023 of 17 March 2023 on Securities Markets and Investment Services, and related provisions, as well as BME Growth Circular 3/2020 of BME MTF Equity, we hereby inform you of the following information relating to **SUBSTRATE ARTIFICIAL INTELLIGENCE, S.A. (hereinafter (hereinafter ("Substrate AI" or "the Company" indistinctly).**

OTHER RELEVANT INFORMATION

Today, the "INVESTOR DAY" will take place, an event where the Company will share with investors and shareholders the application of its technology, business strategies, future projections, and new business proposals for the company.

Attached are the presentations that will be shared during the session.

We remain at your disposal for as many clarifications as you deem appropriate.

Kind regards

Lorenzo Serratosa Gallardo

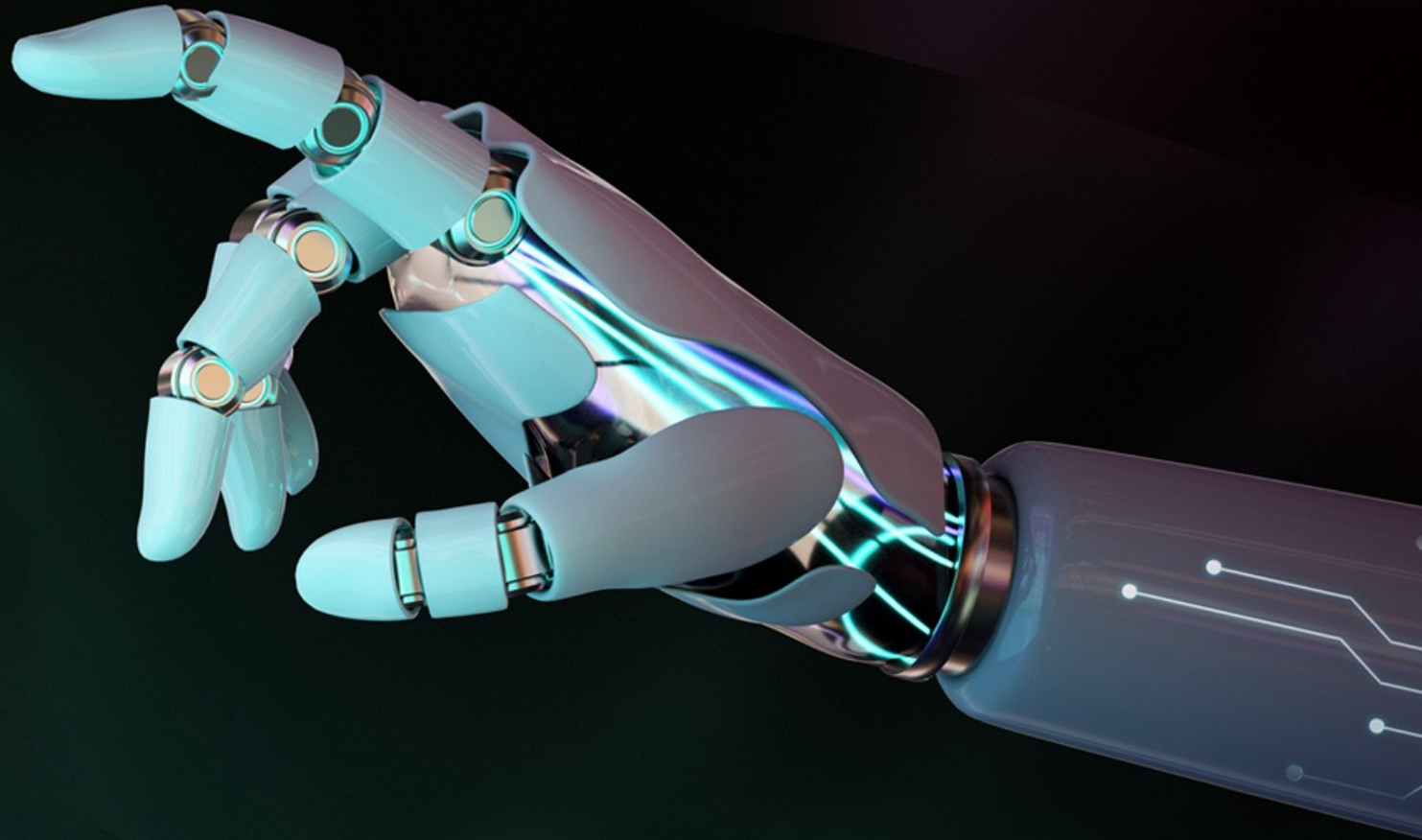
Chairman

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BIOLOGICALLY INSPIRED AI

INVESTOR DAY/2024

Unleash the full power of AI in your business

April 11, 2024



DISCLAIMER

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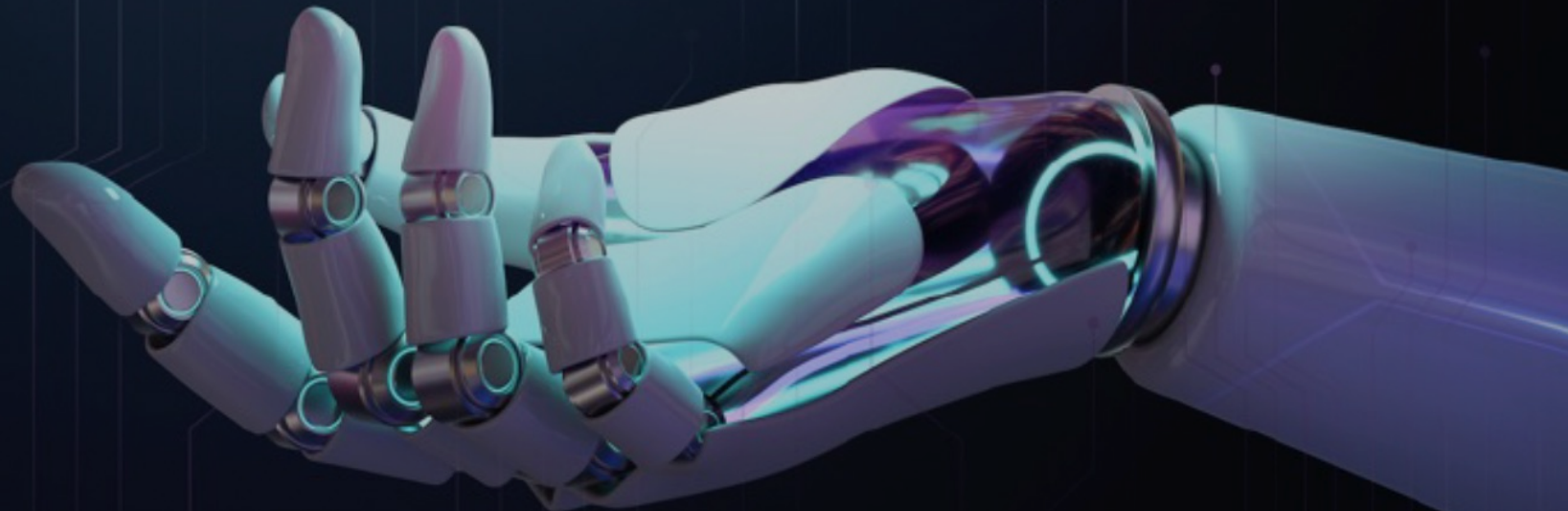
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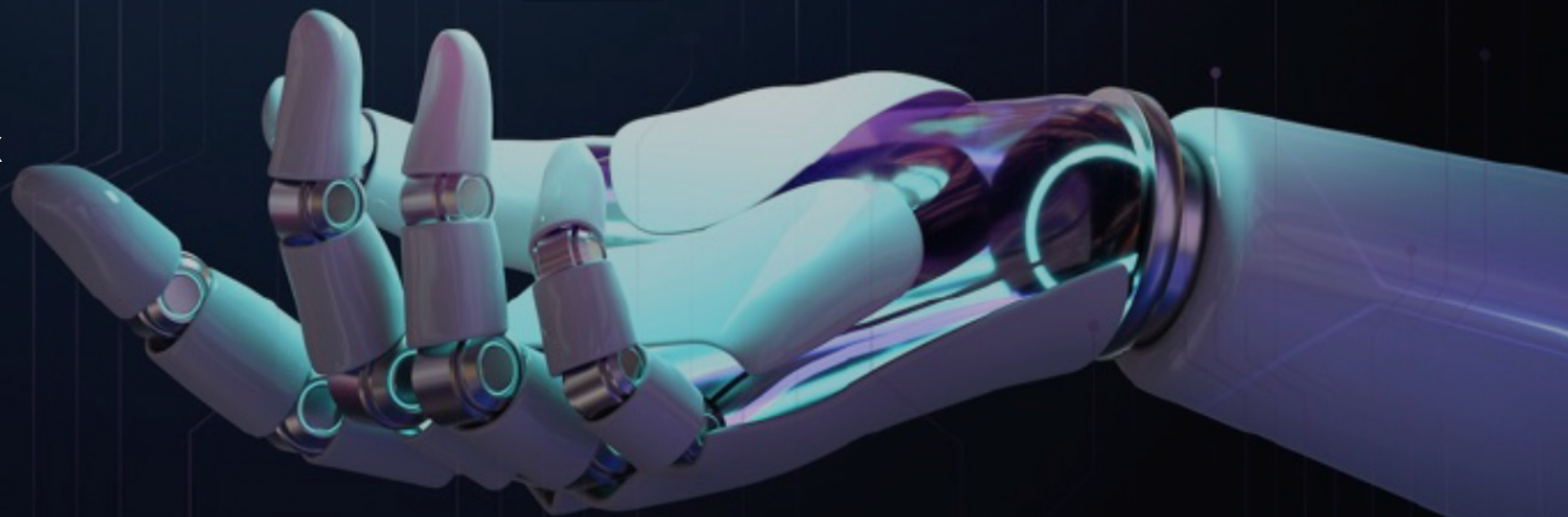
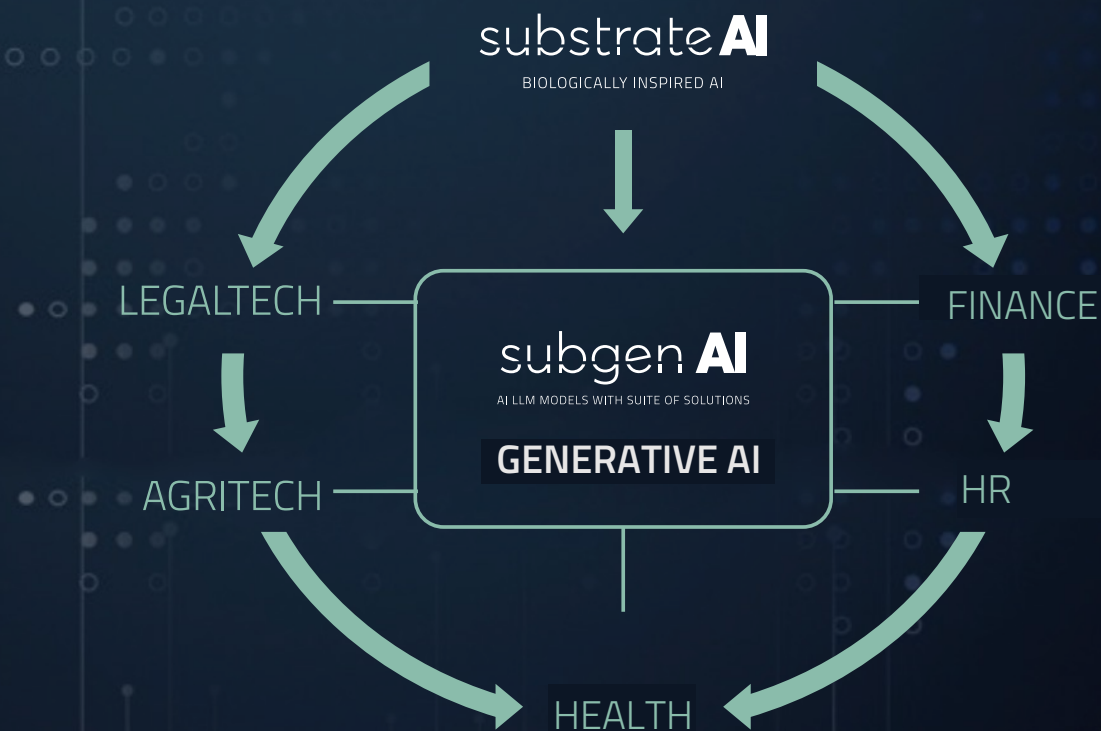
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They further acknowledge that they are responsible for compliance with any applicable laws and regulations in their jurisdiction.

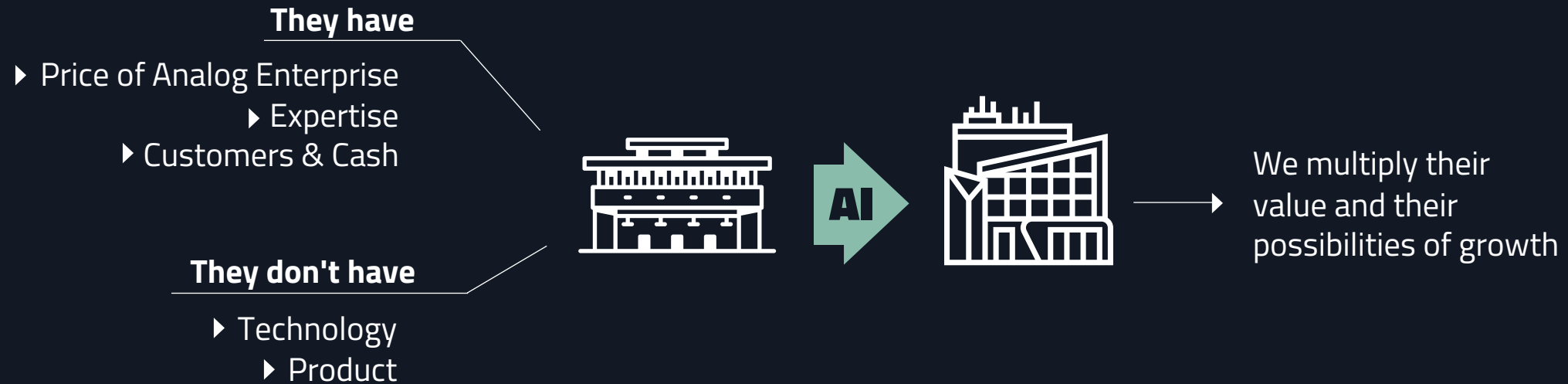


We are an AI-focused investment group

Substrate AI creates, buys, and scales companies around AI in various sectors such as Health, Finance, Human Resources or Energy. All of them sell products and services built on Substrate's AI proprietary technology. The company is listed in Spain (BME Growth), the UK (Aquis Stock Exchange) and the US (OTC Markets)



WE BUY NON-TECH COMPANIES THAT GENERATE CASH AND WE TRANSFORM THEM WITH AI



EXAMPLE

Roper
TECHNOLOGIES

It grew from an oil and gas pump company to a software company in 2000
Cash return of investment

OUR EXAMPLES

We bought Ifit Solutions (recruitment) and together developed Fleebe Corporate, Fleebe.ai (HR and recruitment software company) was born

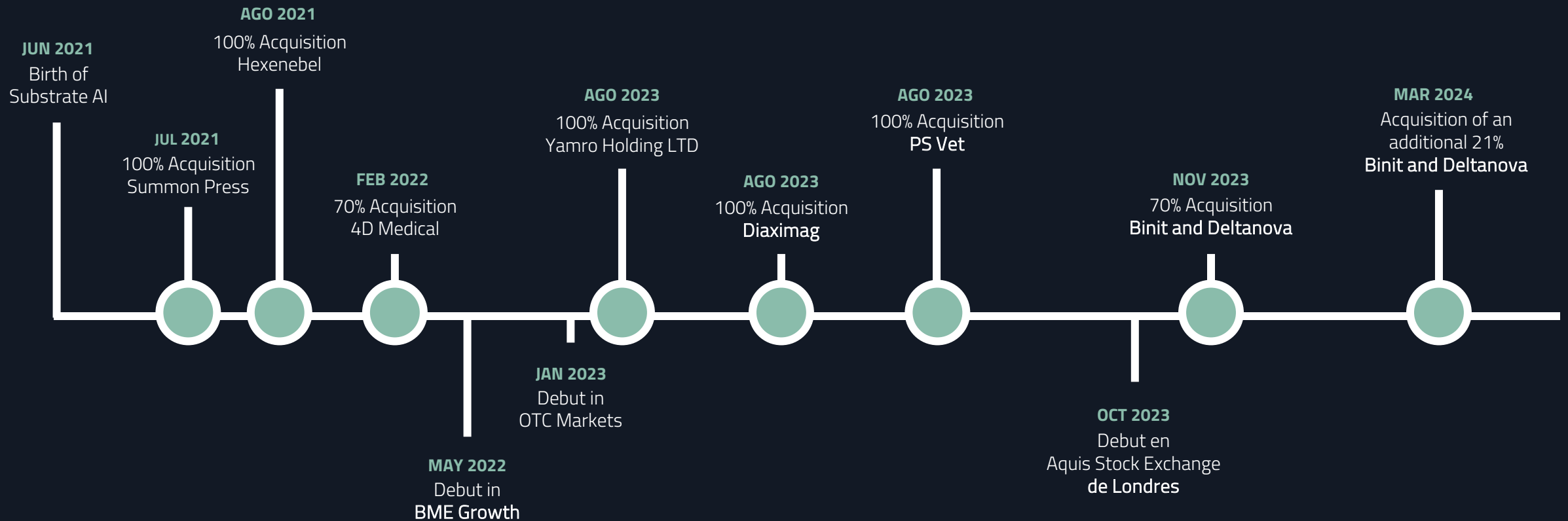


We bought 4D (diagnostic imaging hardware), developed diagnostic software, bought DiagXimag and consolidated it, giving rise to a New Hardware & Software Company



THE PAST

2020 - 2023



AGRITECH



Applying AI on dairy farms for healthier and more sustainable food

HEALTH



Bring AI-powered imaging solutions to market

HR



Applying AI in the HR sector through talent acquisition and retention

ENERGY



Application of AI focused on savings in hotels

AI TECH



LLM models with a suite of solutions for complex tasks for companies and institutions

FINTECH



Create AI-powered investment strategies based on your investor profile

Our evolution



MANAGEMENT TEAM

More than 20 years in the financial sector
(M&A, Analysis, Macro, investments, etc.)



LORENZO SERRATOSA
Chairman



CHRISTOPHER DEMBIK
Board Member



IVÁN GARCÍA
CEO



DAVID JIMÉNEZ
CFO



JESÚS MOTA
Ex Deloitte



FERNANDO GARCÍA
Ex Deloitte

SUBSIDIARIES TEAM

More than 20 years of experience in their sector
(Some of them second generation)



LORENZO SERRATOSA
CEO Subgen AI



KIKO RAMOS
CEO 4D Médica



YANN ROCHE
CEO Fleebe AI




JUAN ESTEVE
CEO Zonavalue Global



PABLO ORDOVÁS
CEO Save the planet



IVÁN CID
CEO Boalvet



OUR WORK IN NUMBERS







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Our Assets

We trade below the net worth of our Assets

3 TIMES LESS

(1) Book value calculated by the purchase price of the companies plus the investments made in them
(2) NAV Assets minus liabilities divided by the number of shares

| Company | Percentage | Book Value ¹ | Need of capital |
|---|------------|-------------------------|------------------|
|  <small>AI LLM MODELS WITH SUITE OF SOLUTIONS</small> | 80% | €26.3M | Needs investment |
|  <small>Talent everywhere</small> | 100% | €6.175M | Profitable |
|  | 70% | €6M | Profitable |
|  <small>Smart Dairy Farming</small> | 100% | €2.250M | Profitable |
|  <small>decarbonizing the world</small> | 70% | €1M | Needs investment |
|  | 100% | €4M | Profitable |







Total Value of Our Assets €45.7M
 NAV² 0,679

Value Provided by AI

We are trading well
 below the estimated
 value of our assets

5.9 TIMES LESS

(1) Ratings provided by analyst Checkpoint in its report of 20.11.2023 accessible on the company's website Substrate.ai

| Company | Book Value | Analyst valuation ¹ | Value Provided |
|---|------------|--------------------------------|----------------|
|  subgen AI <small>AI LLM MODELS WITH SUITE OF SOLUTIONS</small> | €26.3M | €29.9M | €3.6M |
|  FLEEBE AI <small>Talent everywhere</small> | €6.175M | €20.3M | €14.125M |
|  | 6M€ | €20.3M | €14.3M |
|  Boalvet [®] <small>Smart Dairy Farming</small> | €2.250M | €8.1M | €5.85M |
|  save the planet <small>decarbonizing the world</small> | €1M | €1.2M | €0.2M |
|  zonavalue GLOBAL | €4M | €9M | €5M |







Analyst Valuation €88.7M
 Value provided by AI €43M

The Facts

Quotation for comparables clearly below the value of our assets

20 TIMES LESS

(1) Securities offered by GT Securities Bank for an investment round of 10M according to the contract signed in Dec. 2023
(2) Average value according to listed comparables and managed value to go public in conversations with Nomads

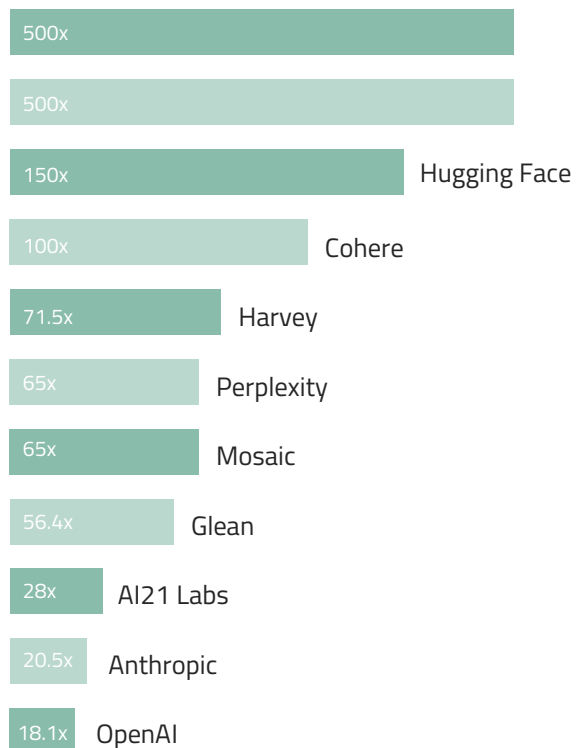
| Company | Analyst valuation CHECKPOINT | Value by comparables and subsequent events |
|---|---------------------------------|---|
|  <small>AI LLM MODELS WITH SUITE OF SOLUTIONS</small> | €29.9M | €200M ¹ |
|  <small>Talent everywhere</small> | €20.3M | € 30M - €40M ² |
|  | €20.3M | €20.3M |
|  Boalvet <small>Smart Dairy Farming</small> | €8.1M | €8.1M |
|  <small>decarbonizing the world</small> | €1.2M | €1.2M |
|  zonavalue <small>GLOBAL</small> | €9M | €9M |

Total Value of Our Assets €268.6M

The Case Subgen AI

Generative AI Companies by Revenue

Source: CB INSIGHTS. The generative AI boom in 6 charts. February 27, 2024



(1) PITCHBOOK. Artificial Intelligence & Machine Learning Public Comp Sheet and Valuation Guide. Q4

- 1 In 2021 we acquired the **technology developed by Bren Worth** in the U.S. for **€15M**
- 2 **We develop new features** in this technology (small team with Bren Worth, Mei Si and 4 developers) for **€1.5M**
- 3 We acquired the **70% in Binit** (100 developers - customers - business) for **€6M**
- 4 We acquired another one **21% in Binit** for **€2.1M**
- 5 **We develop new features** in this technology for **€1.7M**
- 6 February 2024 **we launched Serenity Star**
- 7 February 2024 **we launched an investment round of 200M** with GT Securities
- 8 June 2024 **we expect to launch our first LLM**
- 9 We expect to prepare IPO **for 2025 - 2026**

Expected turnover at the end of 2024 .. €5M
Average value (Pitchbook) 70 times sales/ €350M¹
Round 2024 €200M

The case Fleebe AI

HR Companies by Revenue

+10 Workday

Unicorn Companies in the HR sector / More than 100

Factorial
Personio
Deel
Papaya Global

- 1 In 2021 **we buy Summon Press**... This gave us the idea: AI in the world of HR
- 2 We started to develop **Fleebe Corporate** (early adopters & talent management) for **€1.8M**
- 3 In 2023 **we buy Ifit Solutions** (internal - customers - knowledge) for **€4.1M**
- 4 **We created Fleebe.ai**, an international company with a focus on the use of AI in HR with presence in the US, UK, Latam and Spain
- 5 We develop **Fleebe Corporate - Talent adquisition** with the knowledge by Ifit Solutions for **€0.2M**
- 6 We expect to prepare IPO **for 2025 - 2026**

Expected turnover 2024 €5.2M
Comparable Average Value 10 times sales /€50M

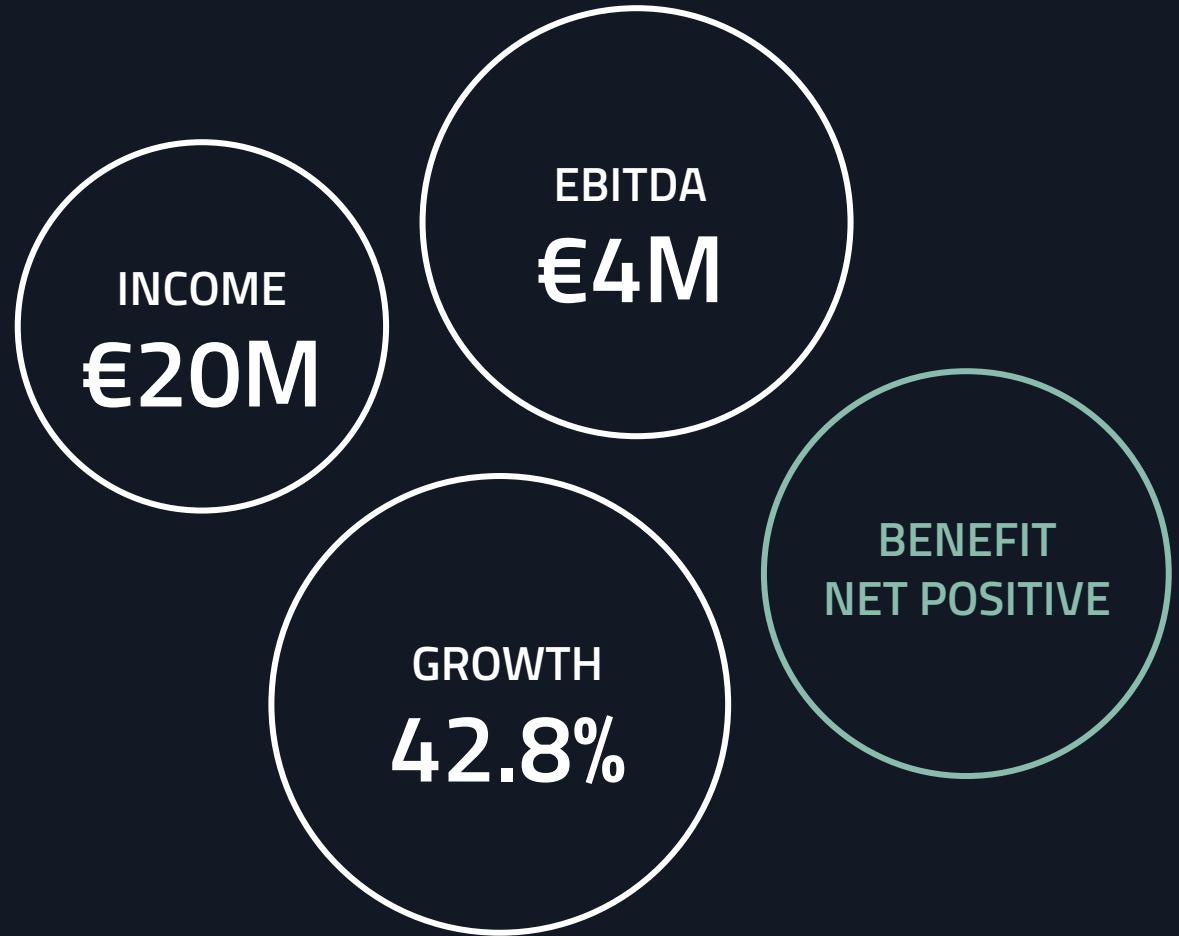
THE FUTURE

2024 - 2028

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Our expectation for 2024

In terms of business



WE MUST INVEST TO SEIZE THE MOMENT

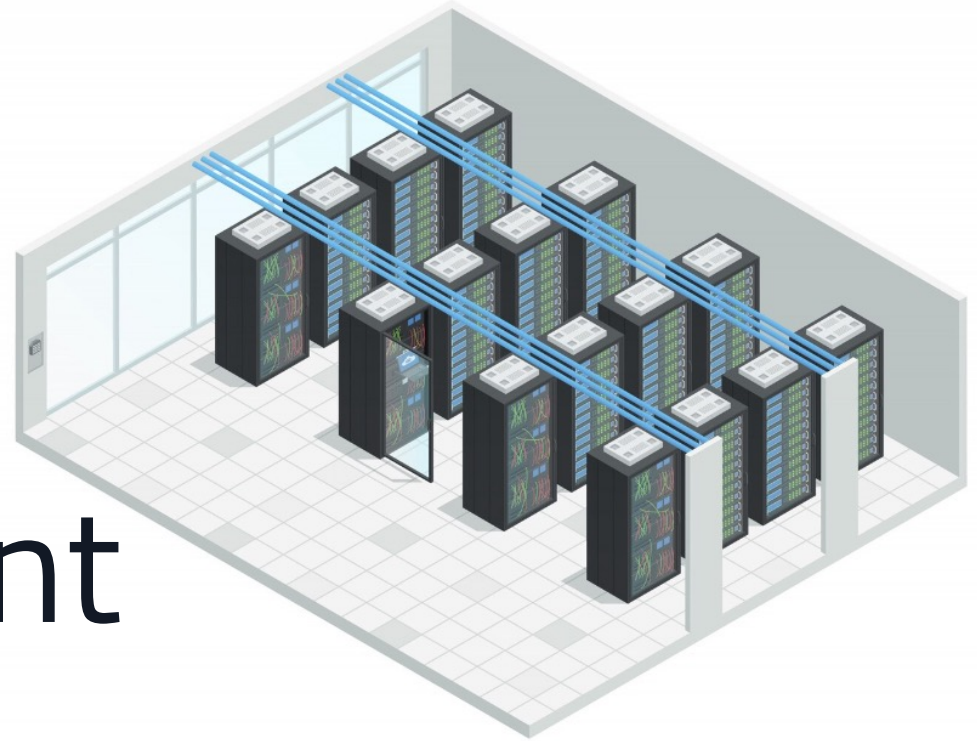
Strategy 2024 - 2028



Use of funds

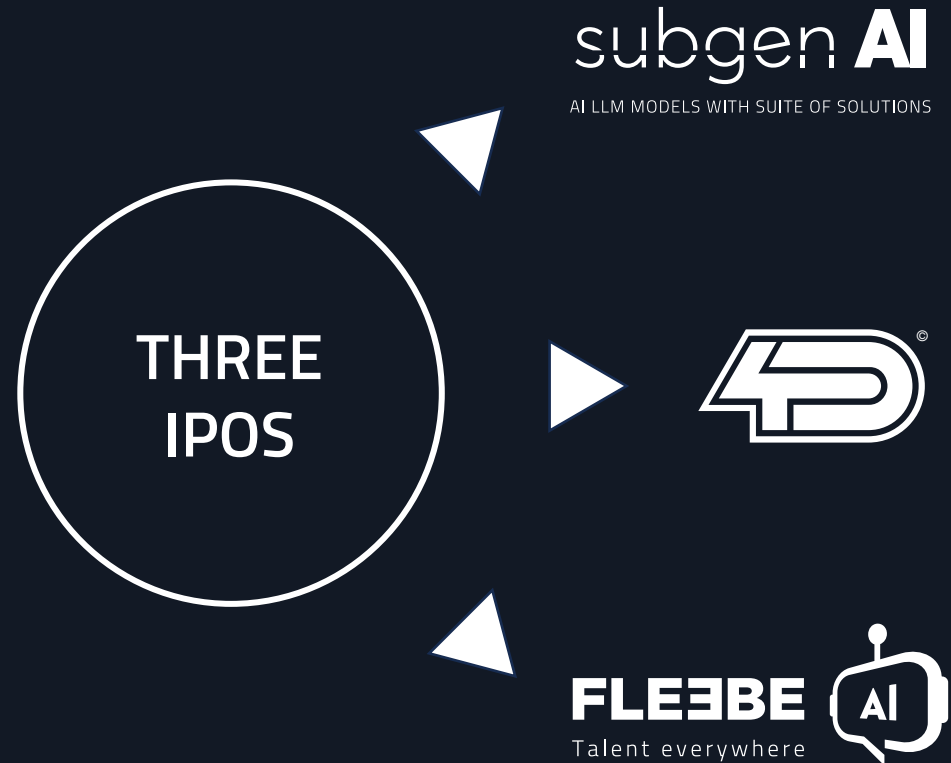
- 1 Start-ups/start-ups to transform with AI.
Between €10M - €20M
- 2 AI infrastructure. Minimum €110M
- 3 Growing group companies. €20M

We build a **Data Center** with €110 M investment



Our intention by 2028

In terms of exits



WE WILL RETAIN MAJORITY IN THE CAPITAL STRUCTURE

Funding

We are actively working on finding new sources of funding

Funding Available 2024 - 2028

Cash Generation €30M

Grants €50M
(European funds, R+D, etc.)

Debt (Not more than 2.5 times EBITDA) €25M
(banks, bonds and others in parent and subsidiaries)

Capital increases..... €75M
(IPOS subsidiaries, facility and others)

Total available €180M