





# Disclaimer

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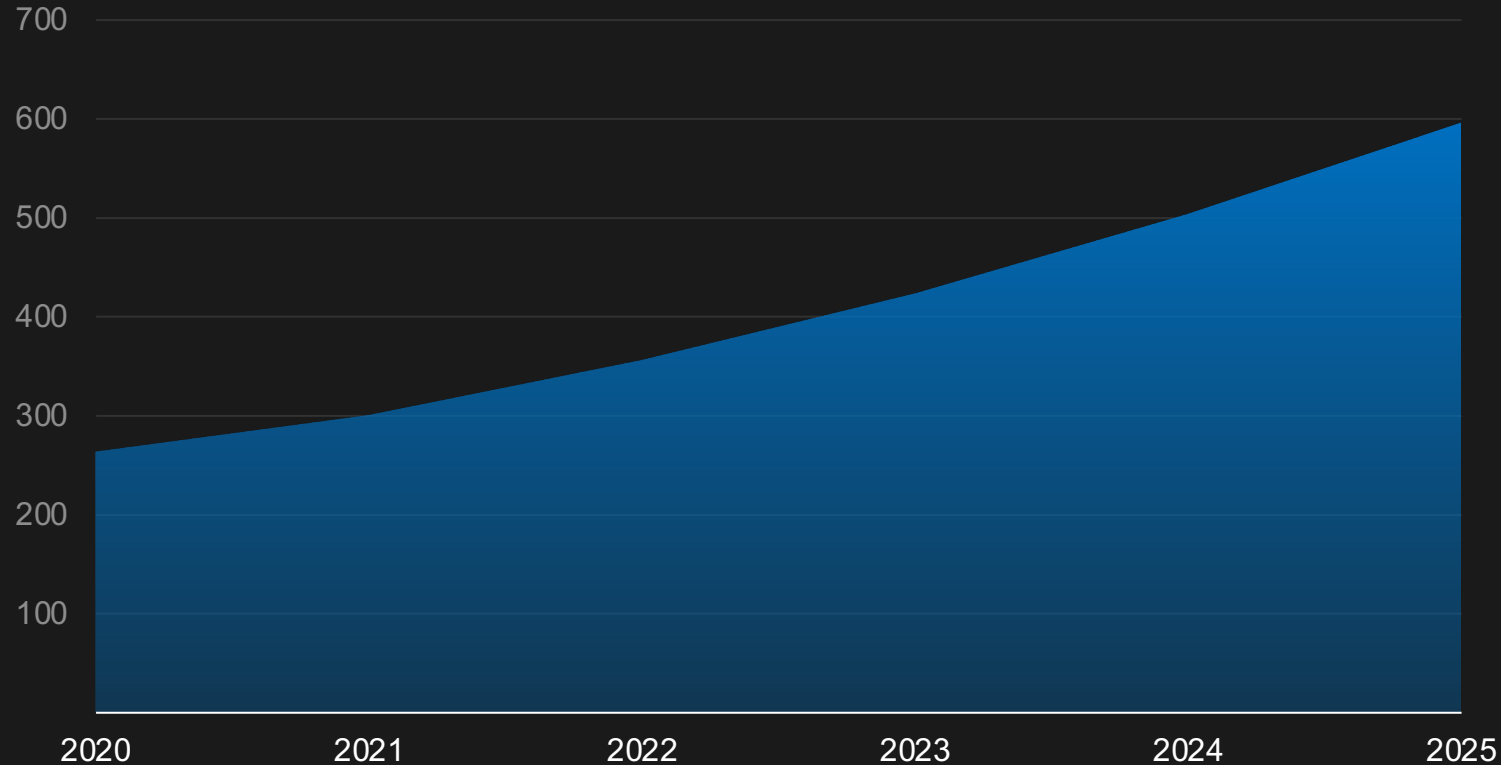
This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither we nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

In addition to the financials presented in accordance with U.S. generally accepted accounting principles (“GAAP”), this presentation includes non-GAAP financial information. We believe that non-GAAP financial information, when taken collectively with financial information presented in accordance with GAAP, may be helpful to investors because it provides consistency and comparability with past financial performance. There are a number of limitations related to the use of non-GAAP financial metrics versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP metrics differently or may use other metrics to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial metrics as tools for comparison. We urge you to review the non-GAAP financial information with the financial information presented in accordance with GAAP, and not to rely on any single financial measure to evaluate our business.



# Worldwide Artificial Intelligence Software Revenue

\$ billions



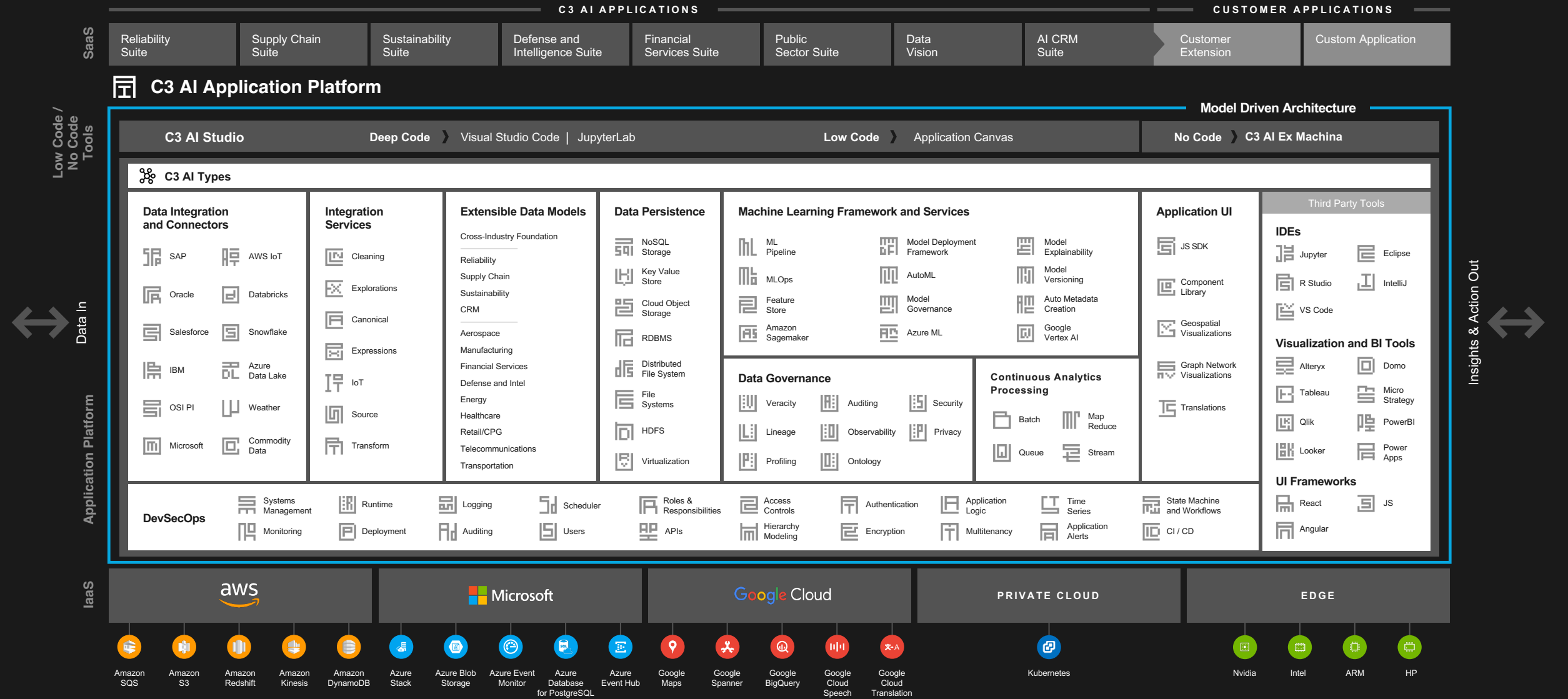
# \$596B

Total Worldwide Artificial  
Intelligence Software  
Revenue, 2025

Source: IDC's Worldwide Semiannual Artificial Intelligence Tracker, 2H20











# C3 AI's Enterprise AI Software





# Enterprise AI Applications

 <b>Financial Services</b>	 <b>Manufacturing</b>	 <b>Aerospace &amp; Defense</b>	 <b>Healthcare</b>	 <b>Telecom</b>	 <b>Oil &amp; Gas</b>	 <b>Utilities</b>	 <b>Energy Sustainability</b>
C3 AI Anti-Money Laundering	C3 AI Inventory Optimization	C3 AI Readiness	C3 AI COVID-19 Data Lake	C3 AI Reliability	C3 AI Inventory Optimization	C3 AI Reliability	C3 AI Reliability
C3 AI Smart Lending	C3 AI Supply Network Risk	C3 AI Data Fusion	C3 AI Safe Cities	C3 AI Digital Twin	C3 AI Reliability	C3 AI Digital Twin	C3 AI Inventory Optimization
C3 AI Cash Management	C3 AI Reliability	C3 AI Intelligence Analysis	C3 AI Inventory Optimization	C3 AI AMI Operations	C3 AI Digital Twin	C3 AI Revenue Protection	C3 AI Customer Insights
C3 AI Securities Lending Optimization	C3 AI Digital Twin	C3 AI Workforce Analytics	C3 AI Supply Network Risk	C3 AI Customer Engagement Portals	C3 AI Production Optimization	C3 AI AMI Operations	C3 AI Supply Network Risk
C3 AI Customer Churn	C3 AI Process Optimization	C3 AI Reliability	C3 AI Reliability	C3 AI Energy Intelligence	C3 AI Well Development Optimization	C3 AI Customer Engagement Portals	C3 AI Fraud Detection
C3 AI CRM	C3 AI Energy Management	C3 AI Inventory Optimization	C3 AI Fraud Detection	Smart Institutions	C3 AI Process Optimization	C3 AI Energy Management	C3 AI Energy Management
	C3 AI Production Schedule Optimization	C3 AI Supply Network Risk	C3 AI Energy Management	C3 AI Fraud Detection	C3 AI Energy Management	Smart Institutions	C3 AI CRM
	C3 AI CRM	C3 AI Customer Churn	C3 AI CRM	C3 AI CRM	C3 AI Production Schedule Optimization	C3 AI Fraud Detection	
		C3 AI Energy Management			C3 AI CRM	C3 AI CRM	
		C3 AI CRM					



# The Forrester Wave

Leader in AI and Machine Learning Platforms  
Q3 2022

- #1 in Strategy
- #1 in Product Vision
- #1 in Application Tools
- #1 in Application Accelerators
- #1 in Market Approach
- #1 in Architecture Run-time
- #1 in Architecture Security
- #1 in Data Features
- #1 in Partner Ecosystem
- #1 in Performance

**FORRESTER®**

**WAVE  
LEADER 2022**

AI/ML Platforms







# Enterprise Applications

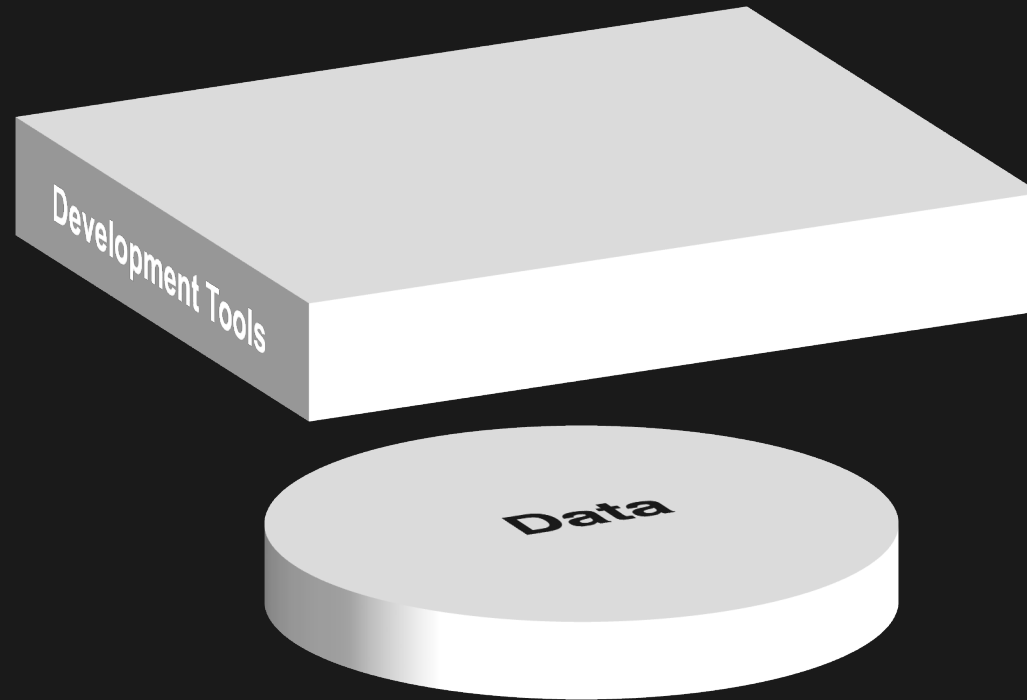


# We started with RDBMS



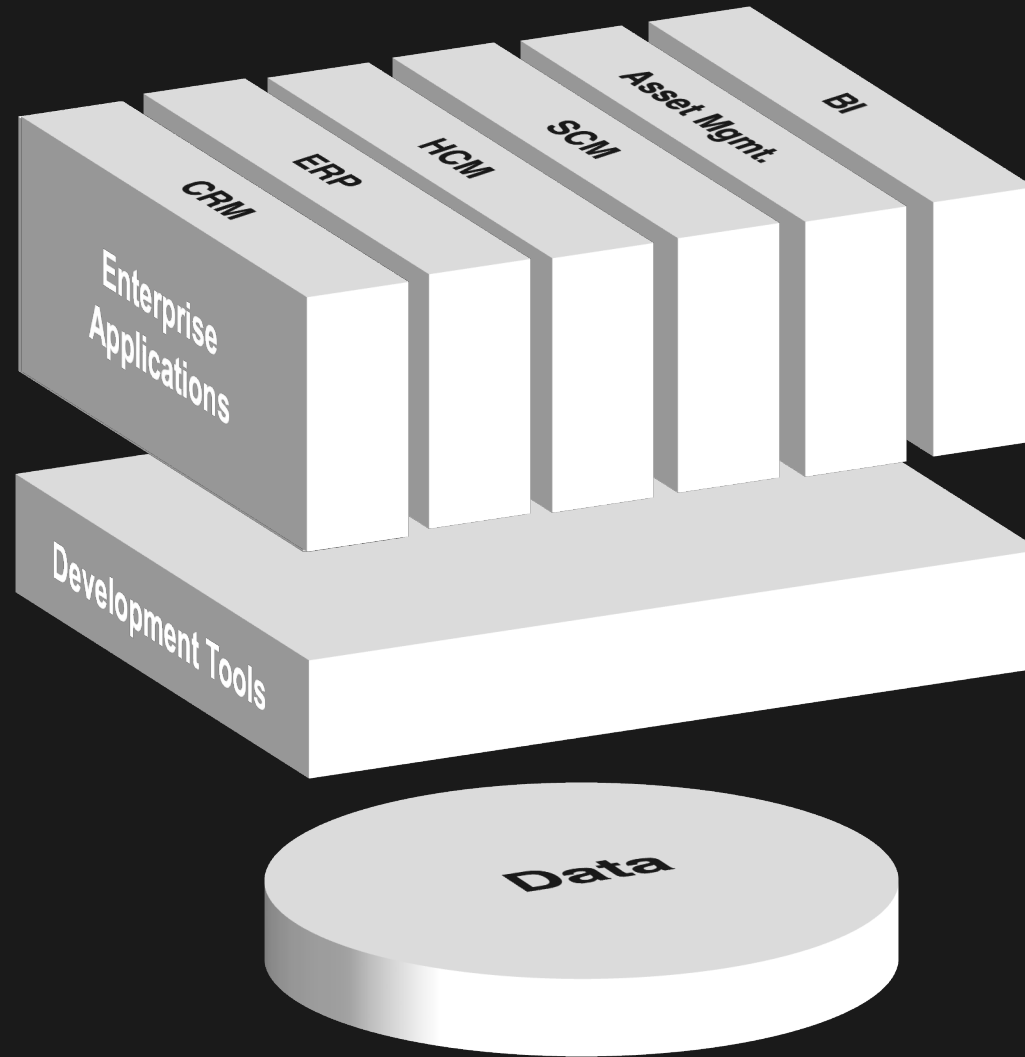


# We built tools to develop applications





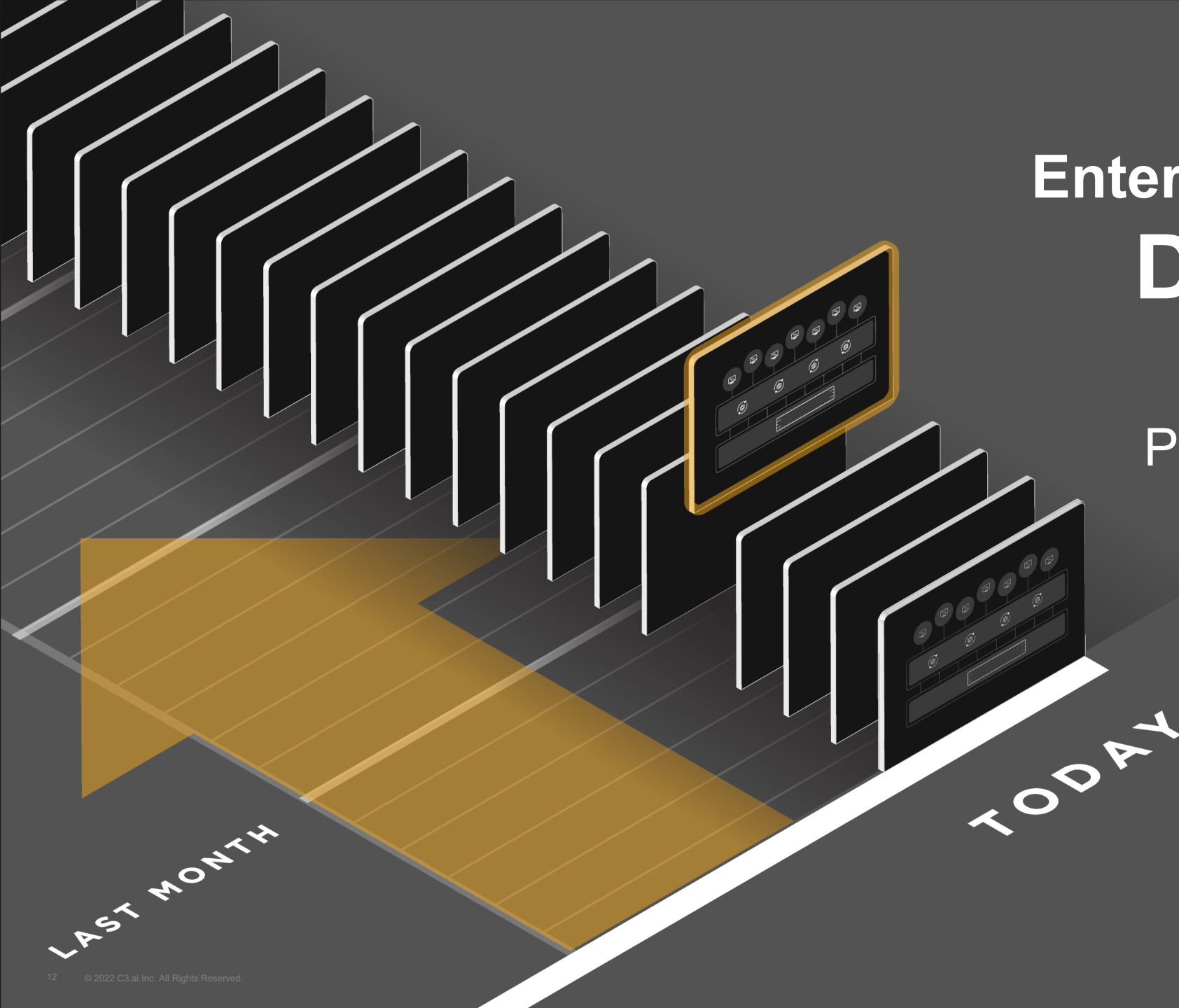
# Enterprise Application Software





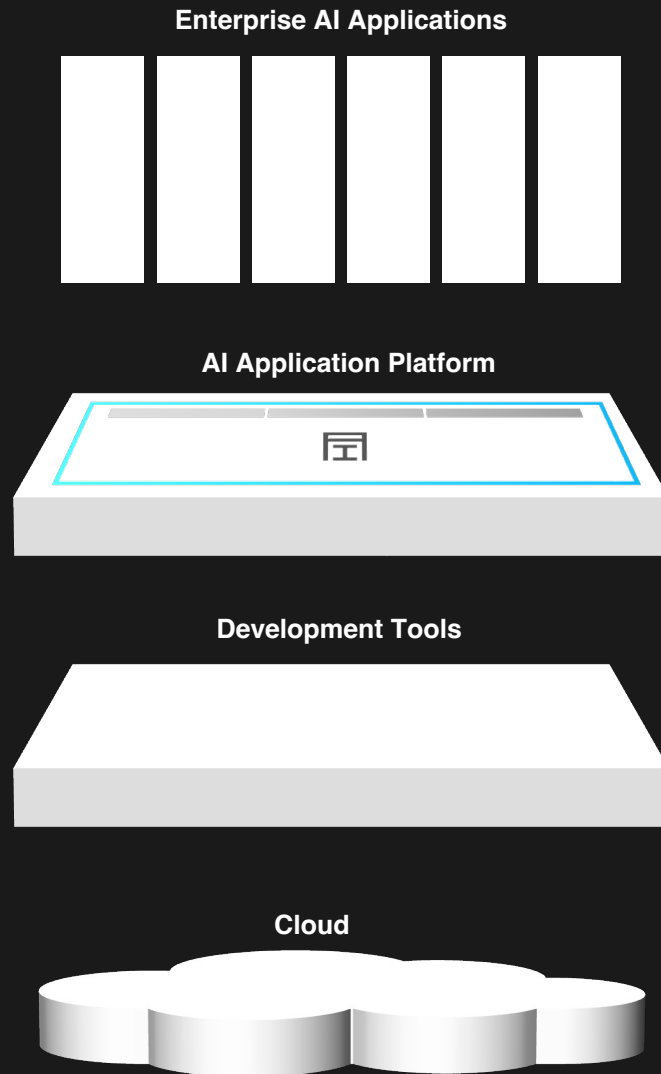
# Enterprise Tech Today is **DESCRIPTIVE**

Perfect 20/20 Hindsight

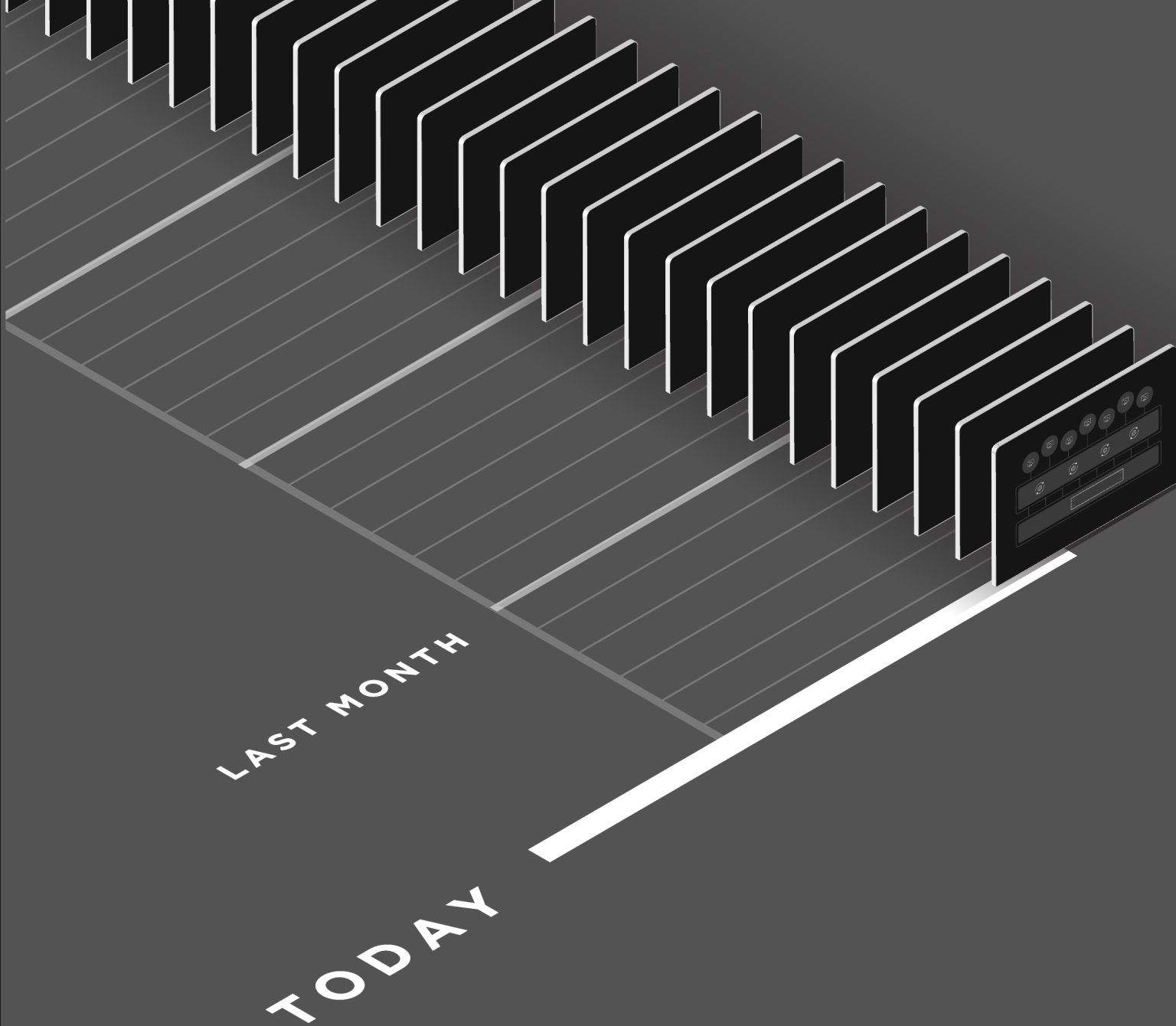




# The New Tech Stack







LAST MONTH

TODAY

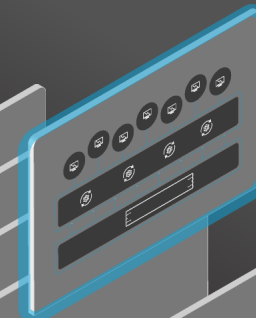


# C3 AI makes the enterprise **PREDICTIVE**

LAST MONTH

TODAY

NEXT MONTH







# AI



Production Schedule



Autonomous Vehicles



Future Factory

Route Optimization



## Inventory Optimization

Supply Chain Optimization



## Demand Forecasting



## Predictive Maintenance

Order to Promise

Anti-Money Laundering



## Yield Optimization

Precision Health



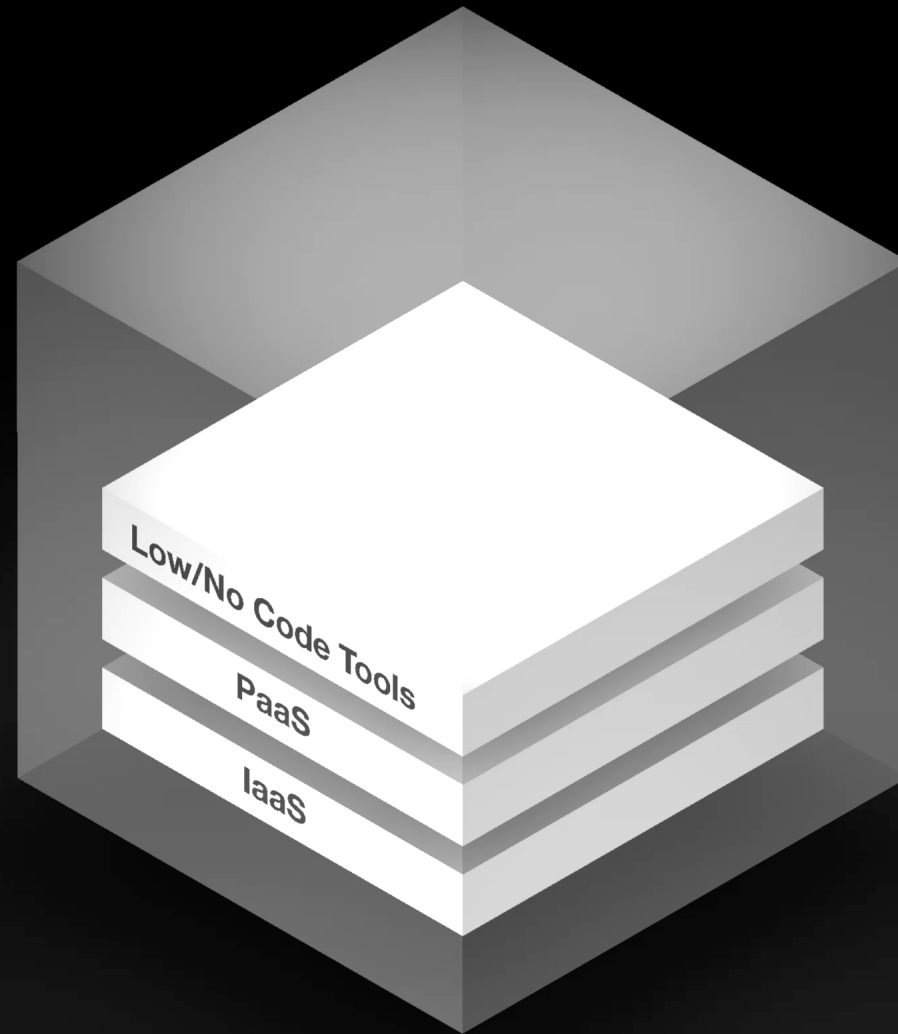
AI Augmented Intelligence



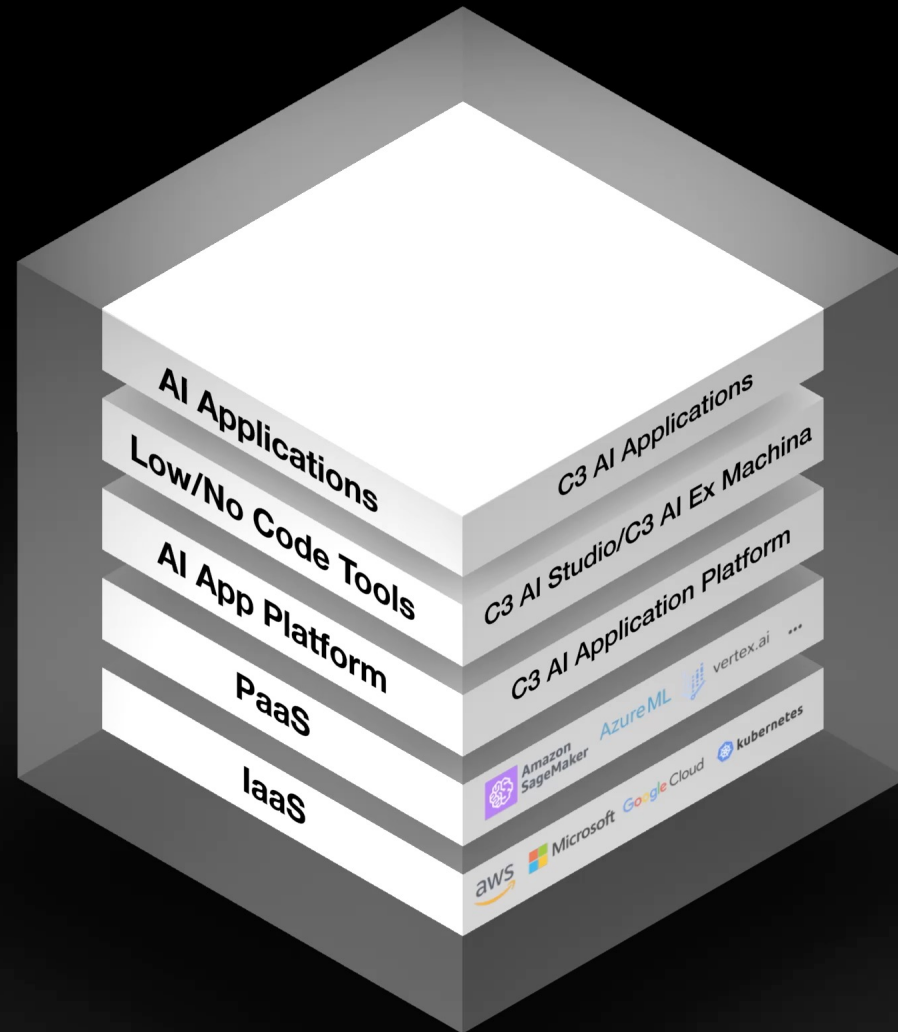




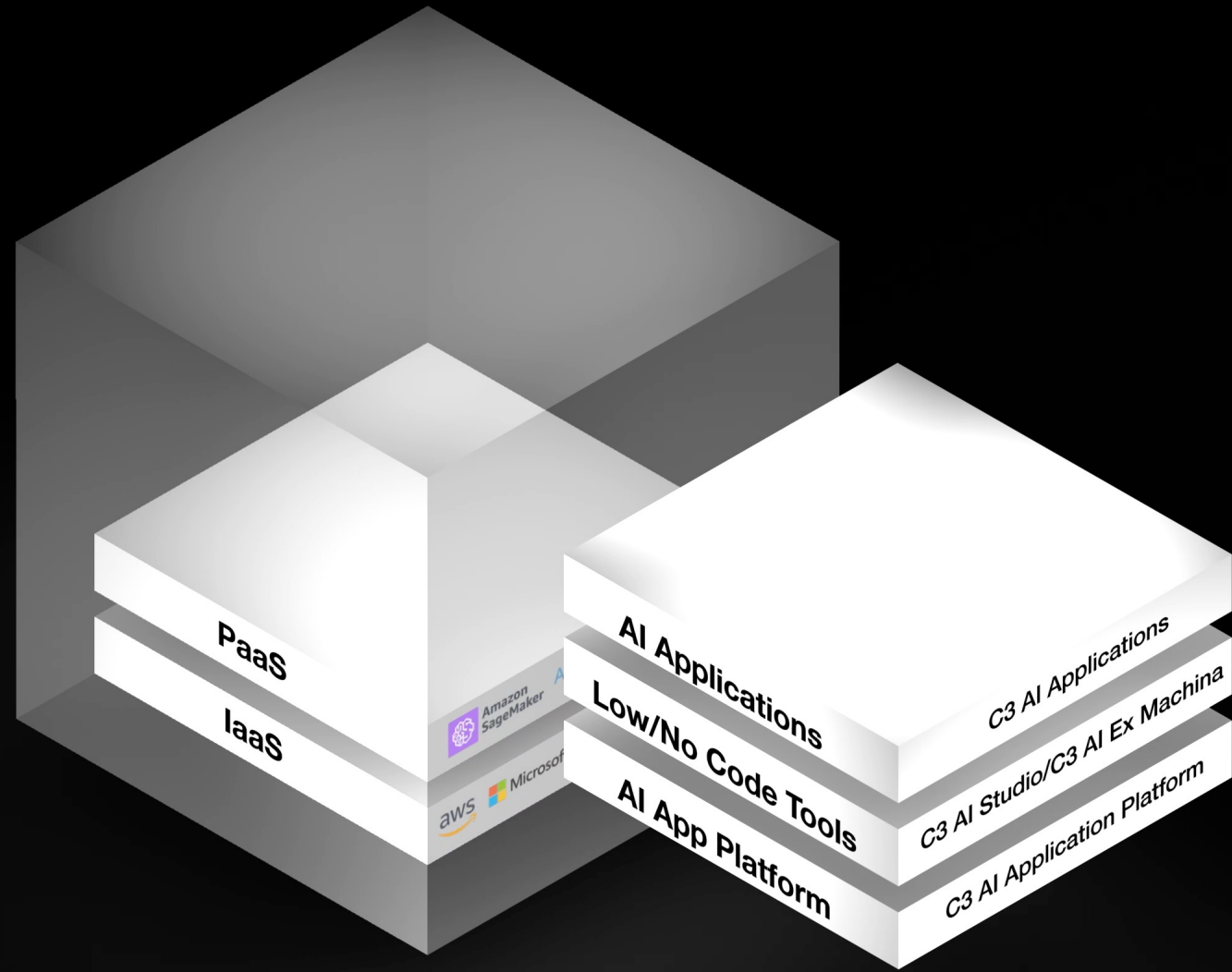
# AI Application Platform













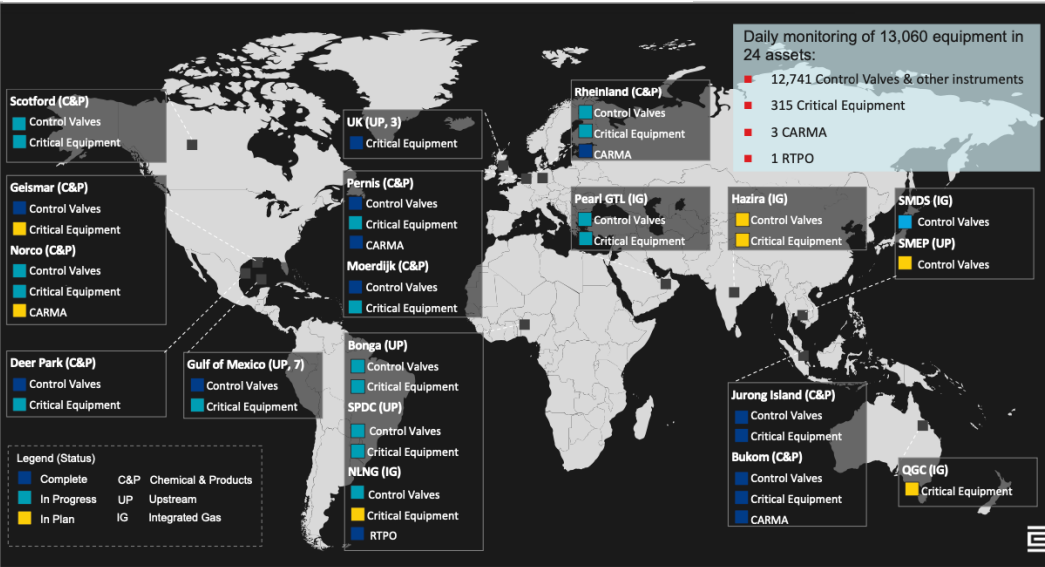








# Shell Deployment Status



**25**  
Shell assets\*  
in production

**10**  
Active projects

- Control Valves PdM (Live)
- All Instruments (Live, part of CV PdM)
- Critical Equipment PdM (Live)
- Real Time Process Optimization (Live)
- CARMA (Live)
- AIR (Live)
- Operator Round by Exception (Live)
- Shell Remote Sense (Dev)
- Reservoir Management Enterprise AI (Dev)
- DT-AI Integration (Kongsberg, Dev)

**4 + 18**  
Use cases (4)

- Deltalake/C3 Integration
- Integration with System 1 (Bently Nevada)
- Ethylene Cracker Unit (ECU)
- Scorpio
- Innovation Days use cases (18)
- 2 SSW
- 8 Transition
- 2 Growth
- 3 ESG
- 3 Foundation

**13,247**  
Pieces of  
Equipment

**775 M**  
Monthly  
predictions

**2,183M**  
Daily rows  
of data

**1,201K**  
Equipment  
sensors  
Integrating data  
on daily basis

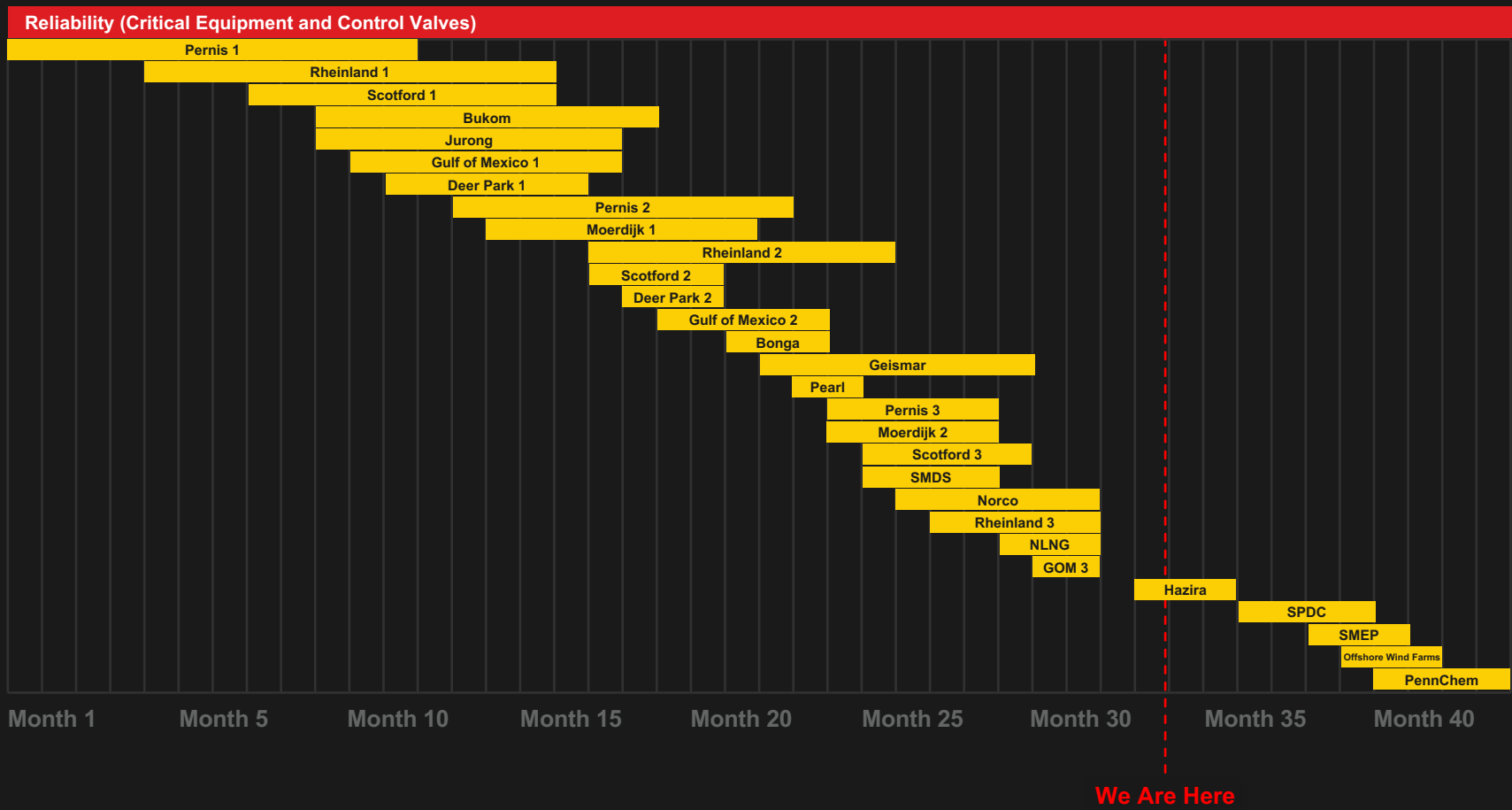
**11**  
Active Center of  
Excellence Staff



# Rapid Time to High-Value and Scale



## Shell Industrial Assets





RAPID  
SUSTAINMENT  
OFFICE **RSO**



U.S. AIR FORCE





# Rapid Time to High-Value and Scale



- Plan
- Ingest Data
- Optimize ML Model
- Train Users

## U.S. Airforce Platforms

