The AI Interface for Serious Work

SIEMENS

September 2024

Our product velocity has allowed us to always build one step ahead

Search	ChatDocs	Matrix	MatrixChat	2024
Released in 2020	**Released in July 2023**	**Released in December 2023**	**Beta in March 2023**	**Under development**
First Productionized Use Case of RAG	RAG with retained context and follow up	Programmatic operations over bulk documents Faster Indexing	Natural language agent constructs & analyzes Matrix Even Faster Indexing More complex document types	Agent can continuously gather data and execute complex tasks

Introducing AI that works the way you work

Note: Hebbia would have prevented Lyft's earnings bps fiasco

Analyze earnings calls | Analyze expert calls | Search datarooms | Review legal contracts | Benchmark competitors | Compare risk in IC Memos | Create DDQ questions

Hebbia Matrix

search.hebbia.ai/matrix

Are there any inconsistencies in this earnings summary?

There appears to be an inconsistency in the EBIDTA Margin Changes reported in the documents. The earnings release notes a **+500 basis points increase**, while the earnings transcripts reports a **+50 basis points increase.** This is a significant discrepancy that should be clarified, as it could impact the financial analysis of the company. The other data points, such as the Revenue Growth and the summary of the Management's struggles to answer certain questions, are consistent between the two documents.

Ask Matrix...

Document title	Date	Exec Sum:	EBIDTA Margin Changes	Revenue Growth	Management Struggled to Answer
Lyft_Q4 2023_Earnings Release	Feb 14, 2024	**Exec Sum:** Lyft experienced accelerated ride growth, expanded its service offerings, and achieved operational excellence, leading to strong financial performance and positive free cash flow projections.	**+500 bps:** The margin expansion is dueot a focus on oeprational excellence and momentum entering 2024.	**+4%.** The revenue growth is attributed to a solid foundation built for profitable growth.	–
Lyft_Q4 2023_Earnings Transcript	Feb 14, 2024	**Exec Sum:** Lyft's Q4 performance was bolstered by operational excellence with significant driver engagement and growth leading to more completed rides, faster ETAs and reduced primte time, culminating in stronger year-end position.	**+50 bps:** The margin expansion is driven by top-line growth, operational excellence and continued cost discipline.	**+4%.** The revenue growth is attributed to a combination of strong rides growth and competitive pricing, despite lower prices year over year.	• Management struggled to answer specifics on advertising business size and growth • Management struggled to answer specifics on the percentages of rides connected to partners • Management struggled to answer specifics on the future of margin sustainability
Lyft_Q4_2023_Press release.pdf	Feb 14, 2024	**Exec Sum:** Lyft achieved record annual ridership, substantial growth in rides delivered, and a significant reduction in net loss, laying a foundation for profitable growth and hosting its first Investor Day.	**+50 bps:** This is the expected year-over-year expansion of the Adjusted EBITDA margin.	**+4%:** This quarter's revenue growth is attributed to a year-over-year increase.	–

Deal library – unlocking the value of current and historical data

Drives speed and value across Siemens' business processes

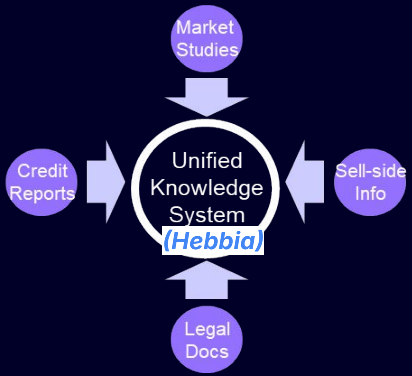
Current Issue

- SFS has large amounts of unstructured deal data
- This limits the ability to generate meaningful insights / analysis
- Significant time and resources required to synthesize

Solution

- Convert **large amounts of unstructured data** into a structured format... **instantaneously**!
- **Identify patterns and trends** that allows for data driven decisioning in a user-friendly format
- **Customize** to satisfy different requirements

Applicable across all of SFS & Siemens broadly



Demo

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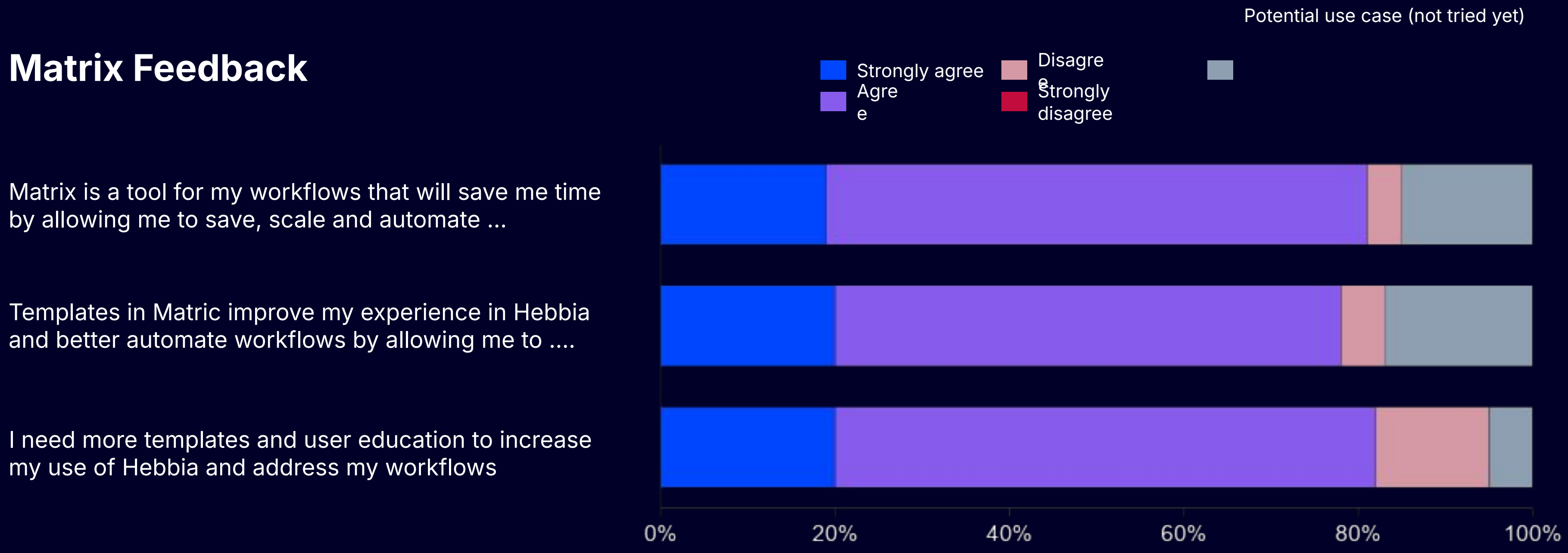
Appendix A. Siemens Feedback

Positive survey results from SFS (1/2)

Matrix Feedback

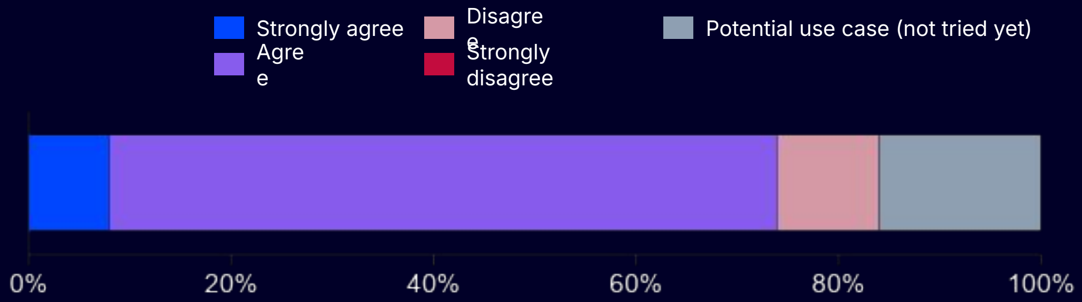


Note: Per SFS internal survey Q2 2024

Positive survey results from SFS (2/2)

Efficiency

Hebbia saves me “pain” associated with my job (scale of 1-10)



Time Save

How much time does Hebbia save you per week (hrs)?

Users said **primarily 2-3+ hours** of time savings

Solid cohort said **4-5 hours**

One user even said **20 hours**

Note: Per SFS internal survey Q2 2024

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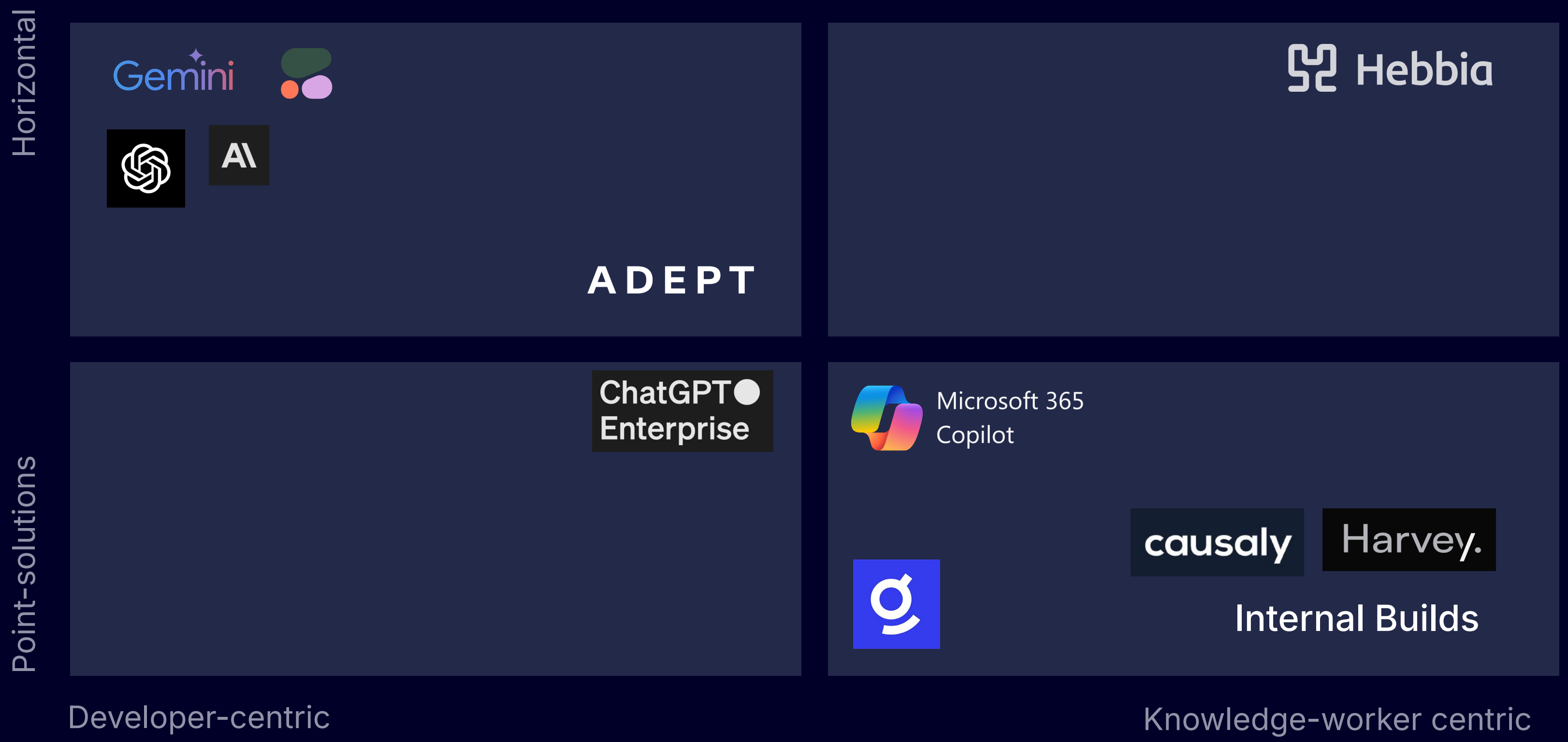
Appendix B. Hebbia Differentiation

Internal builds and domain-specific solutions leave customers searching for a no-code-horizontal tool



Our tried & tested approach to execution:

1. **Pre-onboarding ideation**

   Project team identifies 10+ valuable use cases in ideation session with users

2. **1:1 onboardings**

   Personalized 1:1 30-minute onboardings and follow-ups with each user

3. **AI agent support**

   Creation of personalized templates & prompt library

4. **Technical upskilling**

   Prompt Engineering

   Product Roadmap

   AI Landscape overview

5. **Value measurement & iteration**

   Hebbia team and users measure value

   Hebbia team, executives, and users iterate (e.g. shift to new workflows, expand teams) to realize value

Deployment team background

Goldman Sachs · Evercore · McKinsey&Company · J.P.Morgan · ICONIQ · Marines · KKR · Sixth Street · Bain & Company

Hebbia's Iterative Source Decomposition (ISD) is an AI architecture where no question is too complex...

01 User asks the Matrix a complex multi-step question

02 Hebbia breaks multi-step question down into single steps

03 Hebbia answers single step with the context of the full source

04 Hebbia builds a complete answer

…and no amount of data is too much

Which company in our portfolio had the highest 2022-2023 revenue growth?

RAG

Finds 5-10 semantically similar sources

Company 2 - Revenue Growth: 21%

Sources

Revenue Growth: 20%	*Company 1*
Revenue Growth: 21%	*Company 2*
Revenue Growth: 12%	*Company 3*
Revenue Growth: 10%	*Company 4*

ISD

Finds **all** relevant sources for **every** company

Company 30 - Revenue Growth: 23%

Sources

	2022 Revenue	2023 Revenue	Revenue Growth
Company 1	3.6B	4.3B	20%
Company 2	5.2B	6.3B	21%
Company 3	8.5B	9.5B	12%
...	-	-	-
Company 29	2.4B	2.6B	7%
Company 30	4.5B	5.5B	23%
Company 31	7.1B	8.1B	14%

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Thank you

September 2024