UiPath CIONET Event Italy
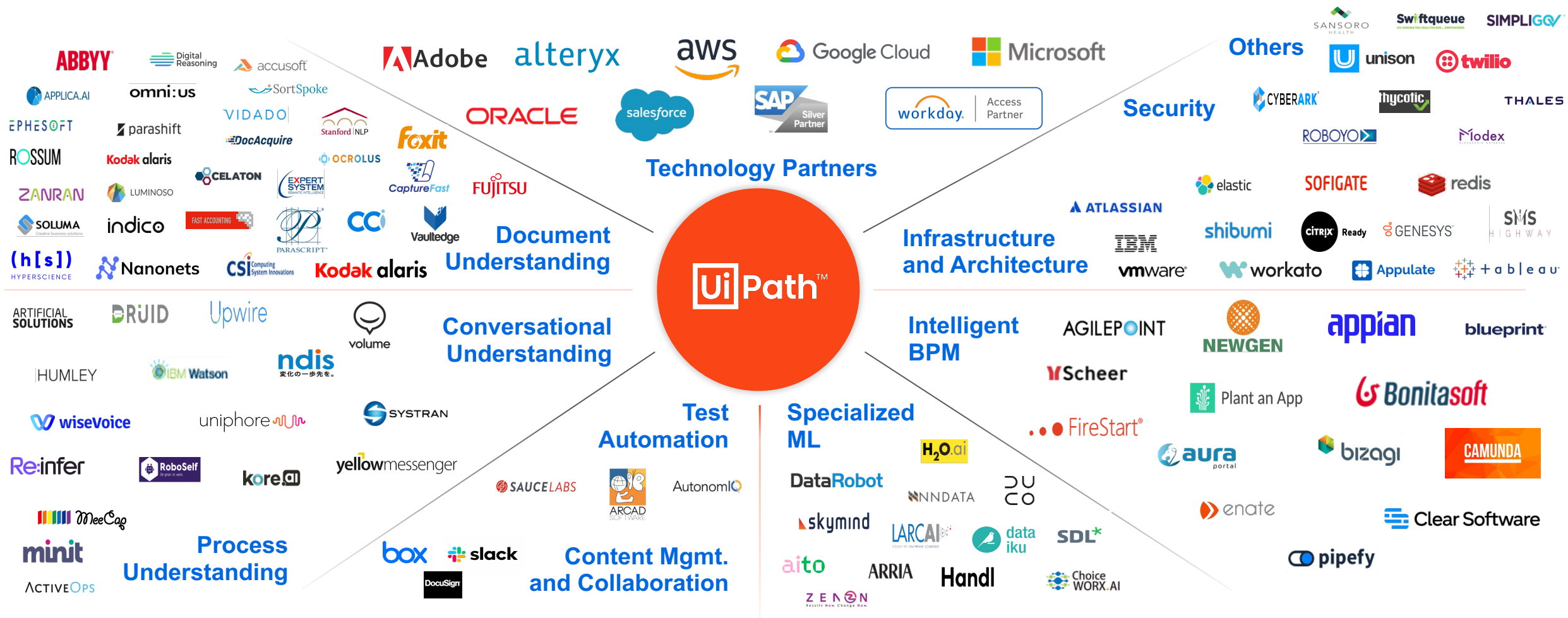
Milan, May 12th 2022

Ui|Path Reboot™ Work.
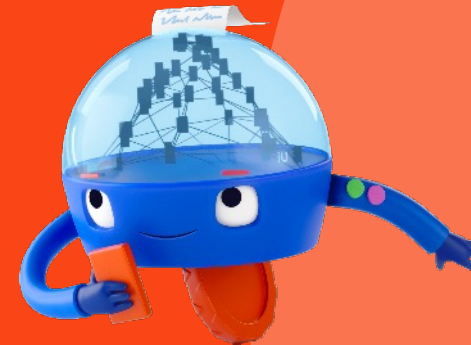
Our history of innovating and building the automation industry

UiPath Reboot™ Work.

April 21st, 2021
NYSE IPO

CNBC DISRUPTOR 50 2020

FT FINANCIAL TIMES The Americas' **Fastest Growing Companies** 2020 statista

Series A Investment

Headquarters in New York City

**Our Vision:
A Robot
for Every
Person**

Leader in Gartner Magic Quadrant and Forrester Wave for RPA

**UiPath founded
in Romania**

UiPath Enterprise RPA Platform

Series B & C investment

Series D Investment

#1 in Market Share (Gartner) & Leader in Gartner MQ

UiPath Platform for Hyperautomation

Our Mission: To deliver the Fully Automated Enterprise

#1 in all major independent user review sites for RPA

Series E Investment

SCREEN SCRAPING

UI AUTOMATION

STUDIO ORCHESTRATOR ROBOTS

OCR

AI COMPUTER VISION

AI Center

PROCESS MINING

HUMAN IN THE LOOP

TEST

STUDIOX / ASSISTANT

AUTOMATION CLOUD

APPS

2005   **2013**   **2017**   **2018**   **2019**   **2020**   **2021**

THE FULLY AUTOMATED ENTERPRISE

Robotic Process Automation

Hyperautomation

Open platform supported by a robust ecosystem

Secure, certified integrations you can trust

Further, the linkage burden makes it harder to quickly build workflows and digital solutions to meet critical challenges

Workforce Gaps

The Great Resignation: 62% of organizations struggling to **find workers**

Source: UiPath: 3rd Annual Survey of U.S. Business Executives, 2021

Customer Satisfaction

58% of consumers have **higher expectations for customer experiences** than before the pandemic

Source: 2021 ACA Consumer Study

Innovation

90% of executives say COVID will **fundamentally transform their business** in next 5 years.
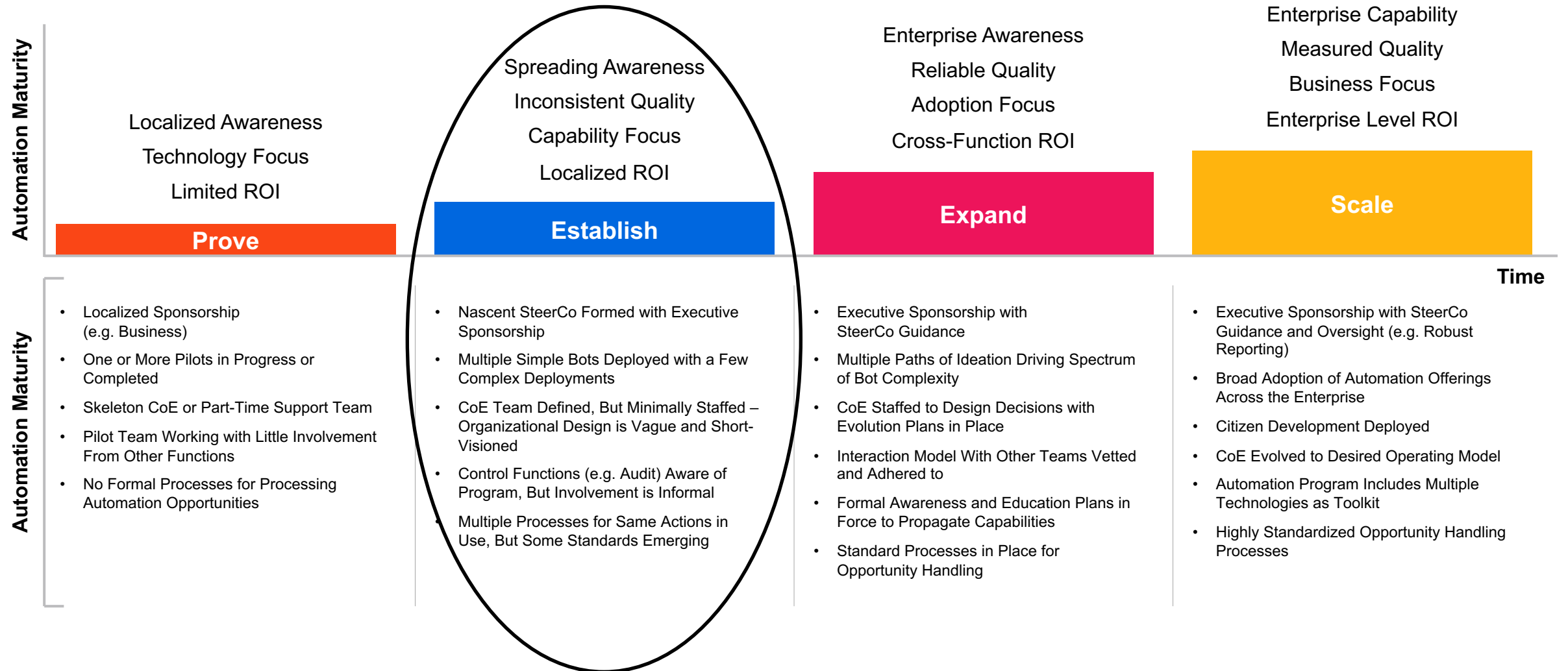
Only 21% say they're equipped to change

Source: McKinsey Innovation Through CrisisSurvey, 2020

Digital Transformation

Organizations with higher "digital maturity" have growth and net profit margins that are **3X** higher than those with lower maturity
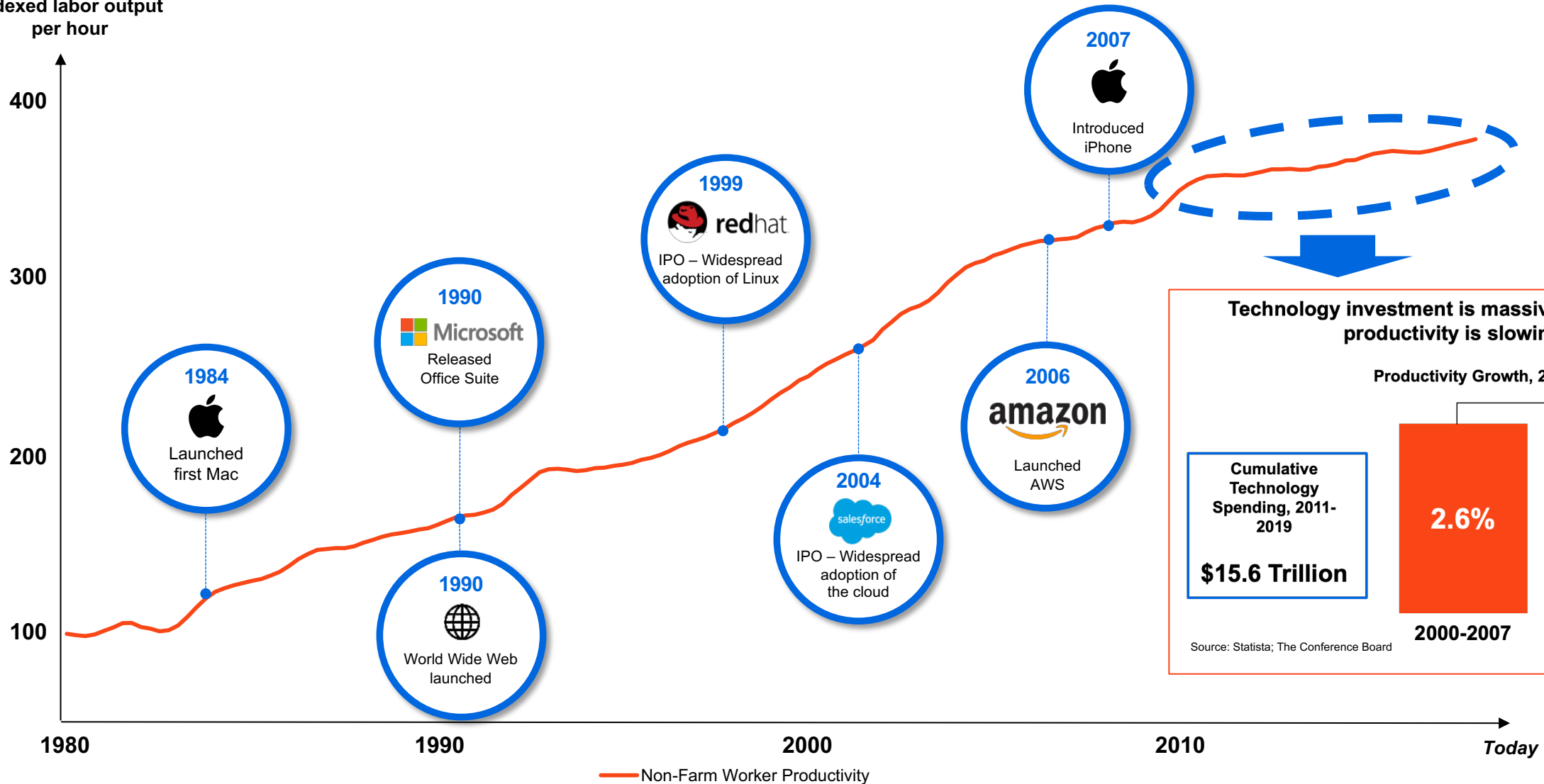
Source: Deloitte Digital Transformation Survey 2020

As automation programs mature, their progress (or lack thereof) is marked expected profile elements

Automation Maturity (vertical axis)

Time →

Prove
- Localized Awareness
- Technology Focus
- Limited ROI

Establish
- Spreading Awareness
- Inconsistent Quality
- Capability Focus
- Localized ROI

Expand
- Enterprise Awareness
- Reliable Quality
- Adoption Focus
- Cross-Function ROI

Scale
- Enterprise Capability
- Measured Quality
- Business Focus
- Enterprise Level ROI

Automation Maturity (lower section)

Prove
- Localized Sponsorship (e.g. Business)
- One or More Pilots in Progress or Completed
- Skeleton CoE or Part-Time Support Team
- Pilot Team Working with Little Involvement From Other Functions
- No Formal Processes for Processing Automation Opportunities

Establish
- Nascent SteerCo Formed with Executive Sponsorship
- Multiple Simple Bots Deployed with a Few Complex Deployments
- CoE Team Defined, But Minimally Staffed – Organizational Design is Vague and Short-Visioned
- Control Functions (e.g. Audit) Aware of Program, But Involvement is Informal
- Multiple Processes for Same Actions in Use, But Some Standards Emerging

Expand
- Executive Sponsorship with SteerCo Guidance
- Multiple Paths of Ideation Driving Spectrum of Bot Complexity
- CoE Staffed to Design Decisions with Evolution Plans in Place
- Interaction Model With Other Teams Vetted and Adhered to
- Formal Awareness and Education Plans in Force to Propagate Capabilities
- Standard Processes in Place for Opportunity Handling

Scale
- Executive Sponsorship with SteerCo Guidance and Oversight (e.g. Robust Reporting)
- Broad Adoption of Automation Offerings Across the Enterprise
- Citizen Development Deployed
- CoE Evolved to Desired Operating Model
- Automation Program Includes Multiple Technologies as Toolkit
- Highly Standardized Opportunity Handling Processes

Tech innovation once drove higher productivity… but recently productivity has flatlined…why?

Indexed labor output per hour

1984 — Launched first Mac

1990 — Released Office Suite (Microsoft)

1990 — World Wide Web launched

1999 — IPO – Widespread adoption of Linux (redhat)

2004 — IPO – Widespread adoption of the cloud (salesforce)

2006 — Launched AWS (amazon)

2007 — Introduced iPhone (Apple)

Non-Farm Worker Productivity

1980   1990   2000   2010   *Today*

Technology investment is massive—but global productivity is slowing

Productivity Growth, 2000-07 vs. 2011-2019

Cumulative Technology Spending, 2011-2019

$15.6 Trillion

2.6% (2000-2007)   1.7% (2011-2019)   -35%

Source: Statista; The Conference Board

Companies that encourage humans to work with robots see massive gains

UiPath Reboot Work.™

30-40% improvement in operational efficiency[1]

30% reduction in cost[1]

Additional Benefits[2]

Improved speed of response delivering shorter time to value

Resilience as employees can make better decisions

Reduced repetitive tasks enabling to shift employees to strategic work

Compliance and reduced errors

Increased throughput without hiring more headcount

Improved customer satisfaction

1. Everest Group, Smart RPA Playbook
2. IDC, A Robot for Every Worker: Are We Ready for a People-First Automation Mindset

UiPath helps organizations shed the linkage burden…
releasing massive value across the enterprise

Total Economic Impact of UiPath Automation
$ Millions

$9.1M

1,8

0,9

6,4

$4.4M

0,8

0,9

2,7

$1.8M

0,2
0,9
0,7

Year 1   Year 2   Year 3

■ Productivity gains ■ Data migration cost savings and reduced time to value ■ Error reduction and compliance cost savings
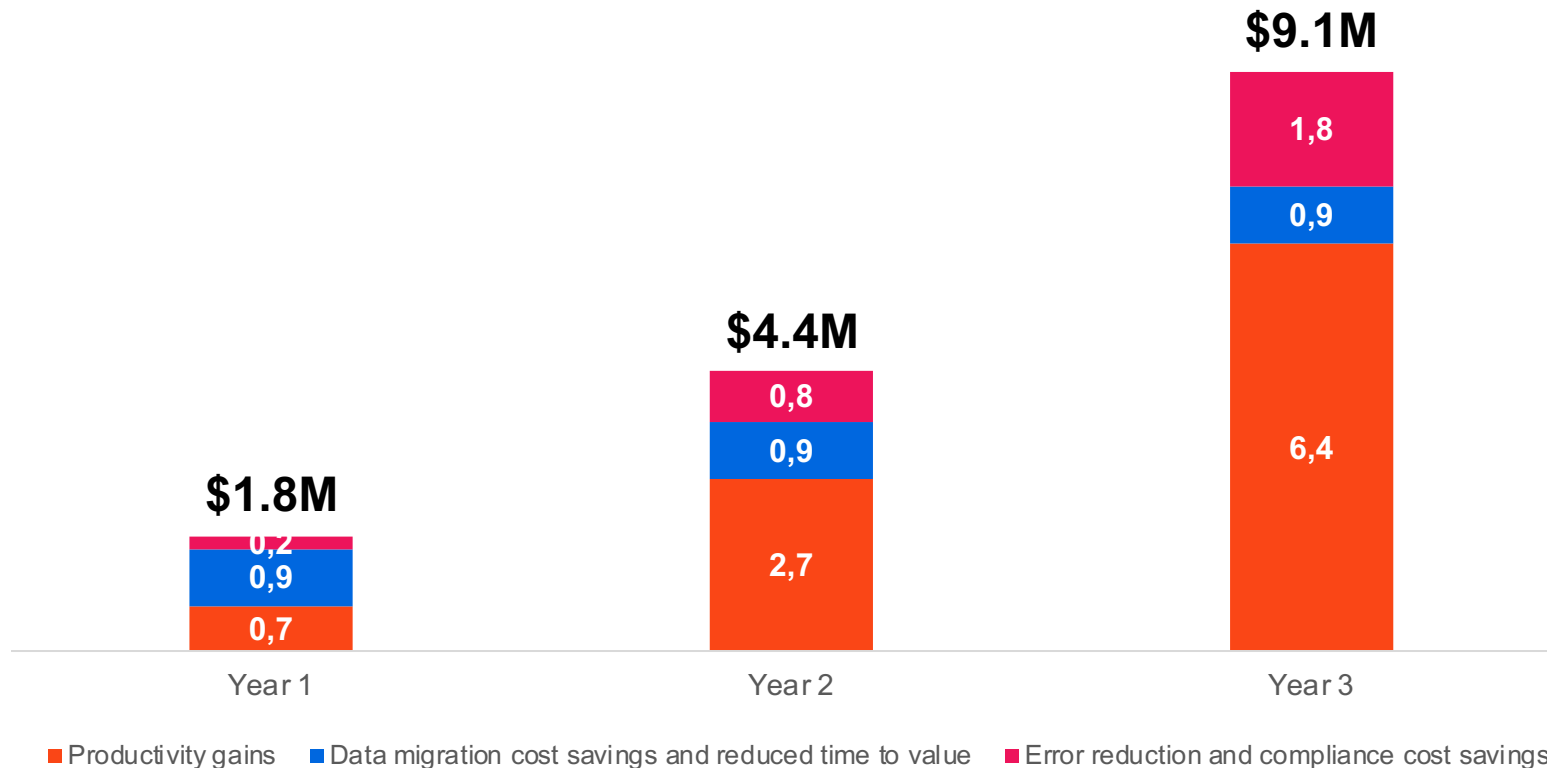
$15.3M
3-year risk-adjusted return

97%
return on investment

NOTE:
Does not include additional value from revenue gains due to new businesses/ higher customer satisfaction

Source: The Total Economic Impact™ of the UiPath Platform, Forrester, 2021
Calculations based on a "composite organization": global enterprise headquartered in North America with ~10,000 employees and $8 billion in revenue. Risk adjustment: -10%.

By working with robots, employees save time – unlocking capacity at scale

Estimated time savings by providing a robot assistant to **one employee**

Estimated time savings by providing a robot assistant to **15k employees**

240 hours per year
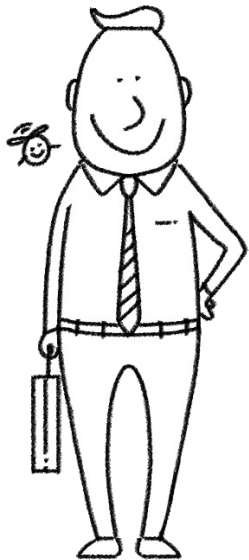
3.6M+ hours per year

1 hour per day
20 hours per month

UiPath Reboot Work.™

UiPath CIONET Event Italy

Backup slides

Milan, May 12th 2022

Ui|Path Reboot™
Work.
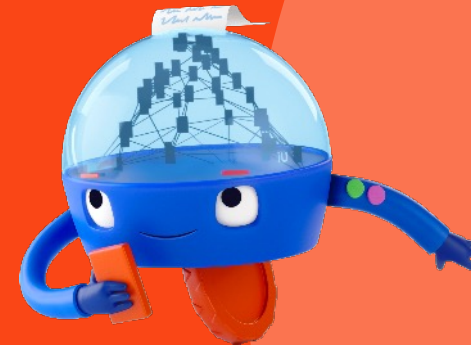
One reason:
technology fragmentation

UiPath Reboot™ Work.

Average large organization:

175+

Enterprise Applications
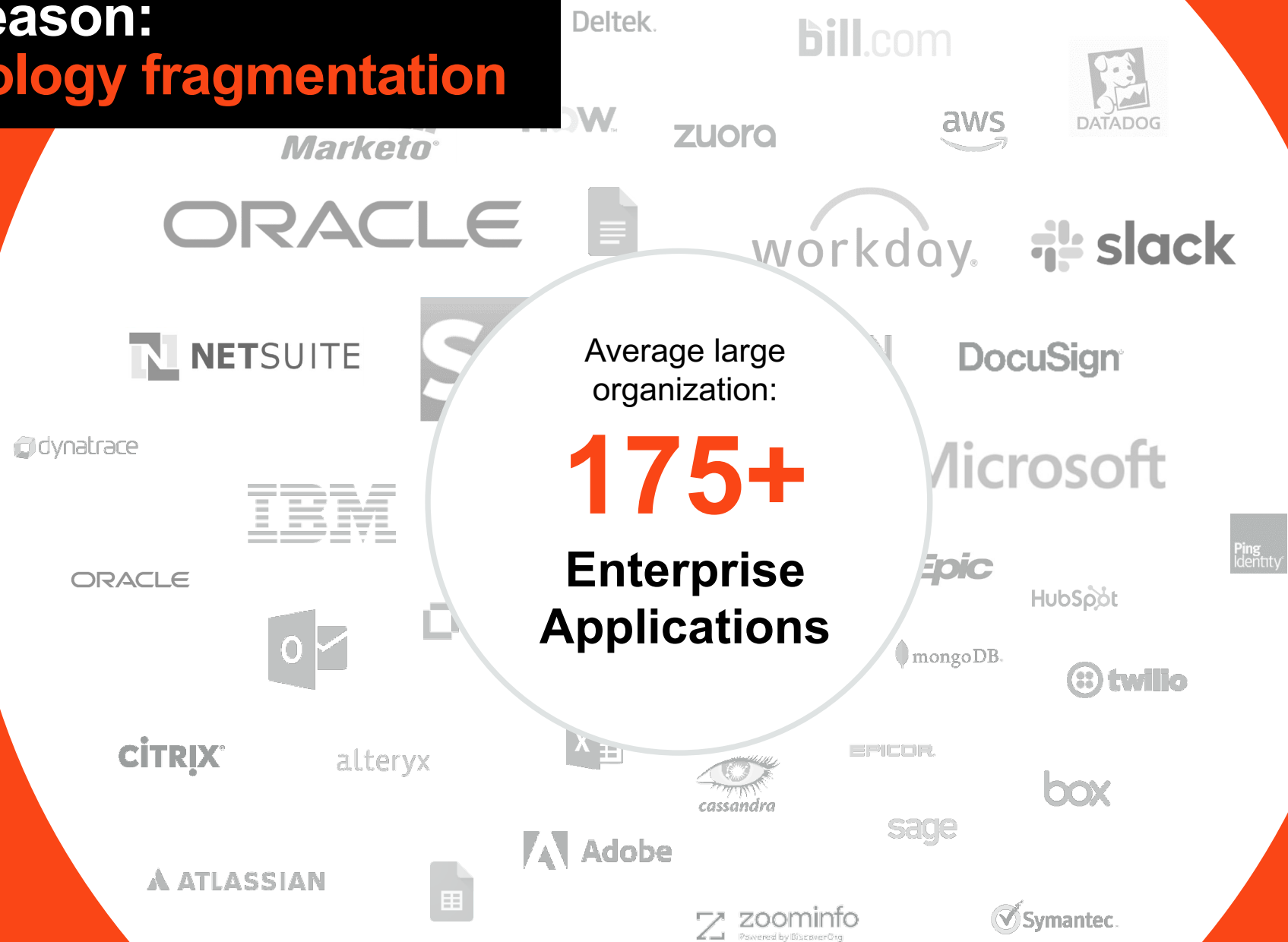
UiPath Platform for the fully automated enterprise

CoE Leads

Process Analysts

Automation Users

RPA & Citizen Developers

IT Operations

DISCOVER
- Task Mining
- Process Mining
- Task Capture
- Automation Hub

BUILD
- Studio Family
- Document Understanding
- Marketplace and Integrations

ENGAGE
- Chatbots
- Action Center
- Assistant
- Apps

MANAGE
- Orchestrator
- Test Manager
- AI Center
- Insights

Robots **RUN**

GOVERN

MEASURE

DEPLOY

UiPath Automation Cloud | UiPath Automation Suite
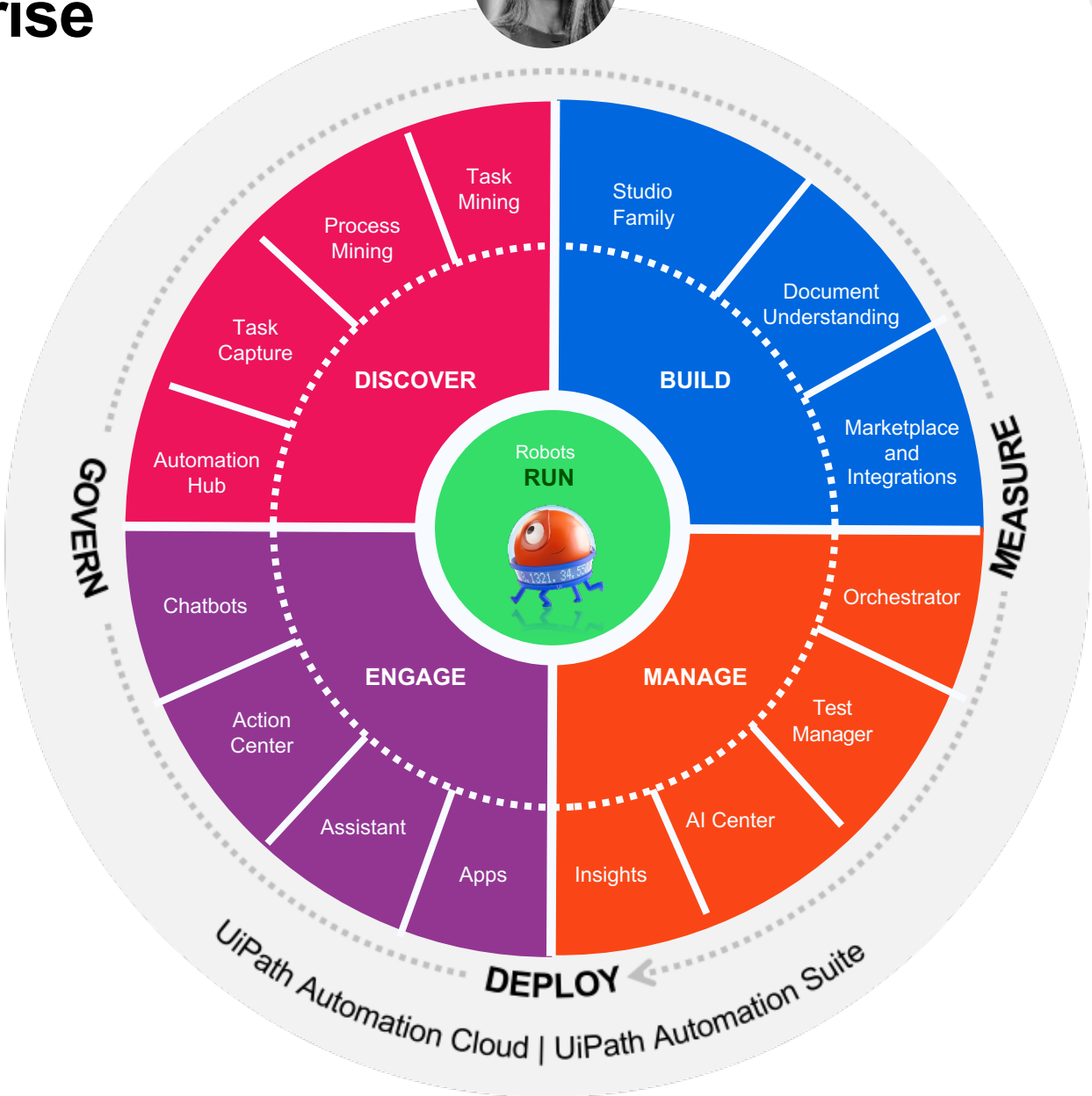
The UiPath Platform enables the fully automated enterprise

UiPath Reboot™ Work.

Provide a robot for every person in the company

Robot assistants augment and empower human workers

Assign automatable work to robots

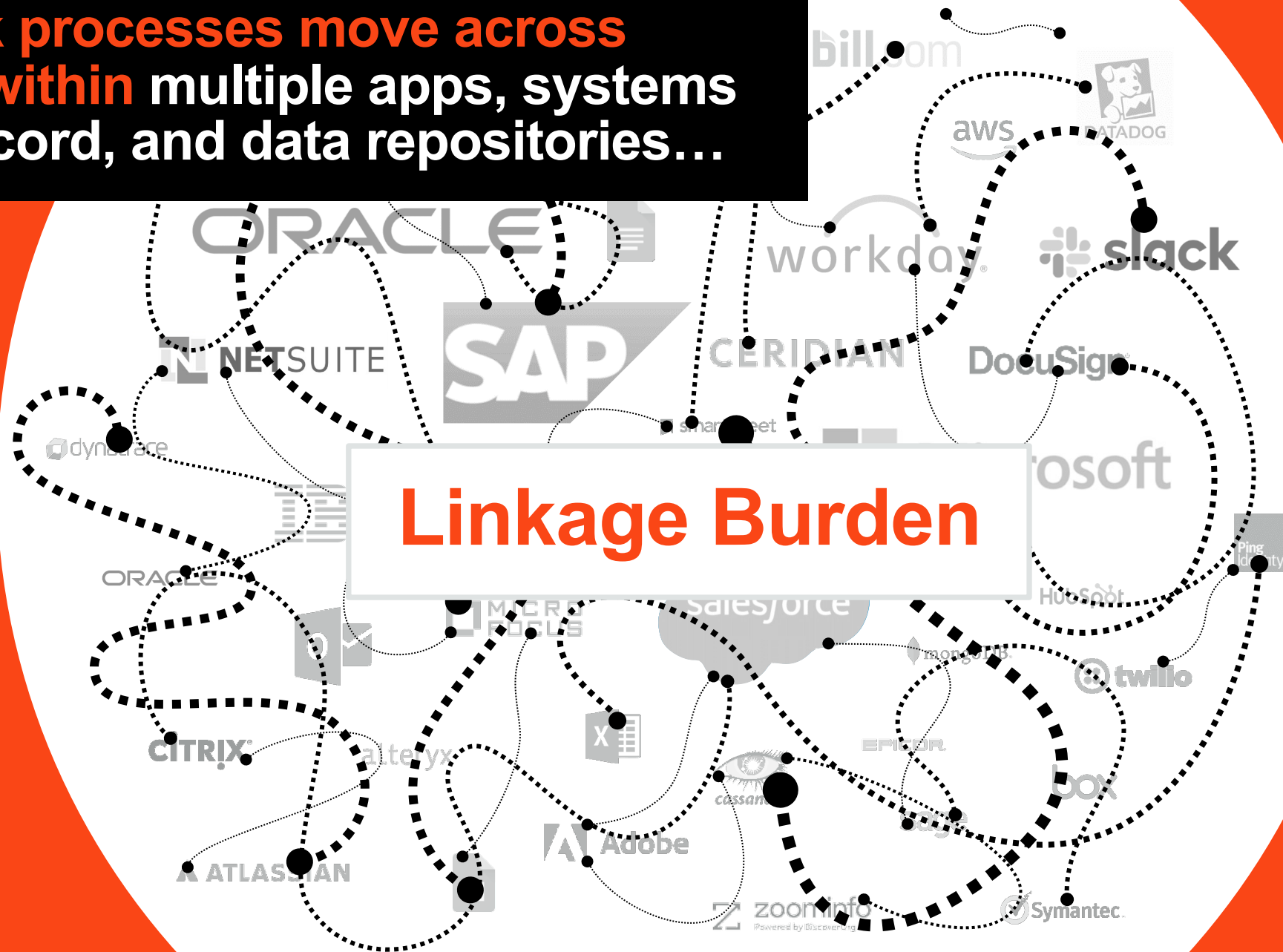Robots do the mundane and repeatable work

Democratize development

Workers can automate simple tasks with low-code apps

Unleash AI across every facet of work

Deploy AI to build smarter robots and spot every automation opportunity

Work processes move across and within multiple apps, systems of record, and data repositories…

UiPath Reboot Work.™

Linkage Burden

People carry much of this burden: frustrating for them, inefficient for the enterprise

UiPath Reboot Work.™

Opening apps & systems

Inputting data

Transferring data

Copy & pasting

Lookups

Compiling

Analyzing and reconciling

Routing & alerting

Combining data sources

In the fully automated enterprise, everyone has a robot assistant

UiPath Reboot Work.™

Assign automatable work to robots

Provide a robot for every person in the company
Robot assistants augment and empower human workers

Democratize development

Unleash AI across every facet of work

On average, employees spend 6+ work-weeks a year on repetitive, automatable tasks.

Bain & Company, 2021 "Overcoming the Automation Paradox"

In the fully automated enterprise,
anyone who wants to can automate simple tasks

UiPath Reboot Work.™

Provide a robot for every person in the company

Assign automatable work to robots

Democratize development

Workers can automate simple tasks with low-code apps

Unleash AI across every facet of work

30% of US workers want to learn automation skills

UiPath survey of 4,500 global workers

In the fully automated enterprise,
automation expands AI; AI expands automation

UiPath Reboot Work.™

Provide a robot for every person in the company

Democratize development

Assign automatable work to robots

Unleash AI across every facet of work

Deploy AI to build smarter robots and spot every automation opportunity

60% of enterprises need more than a month to get a model into production.
20% say that 9 out of 10 of their models remain unused.