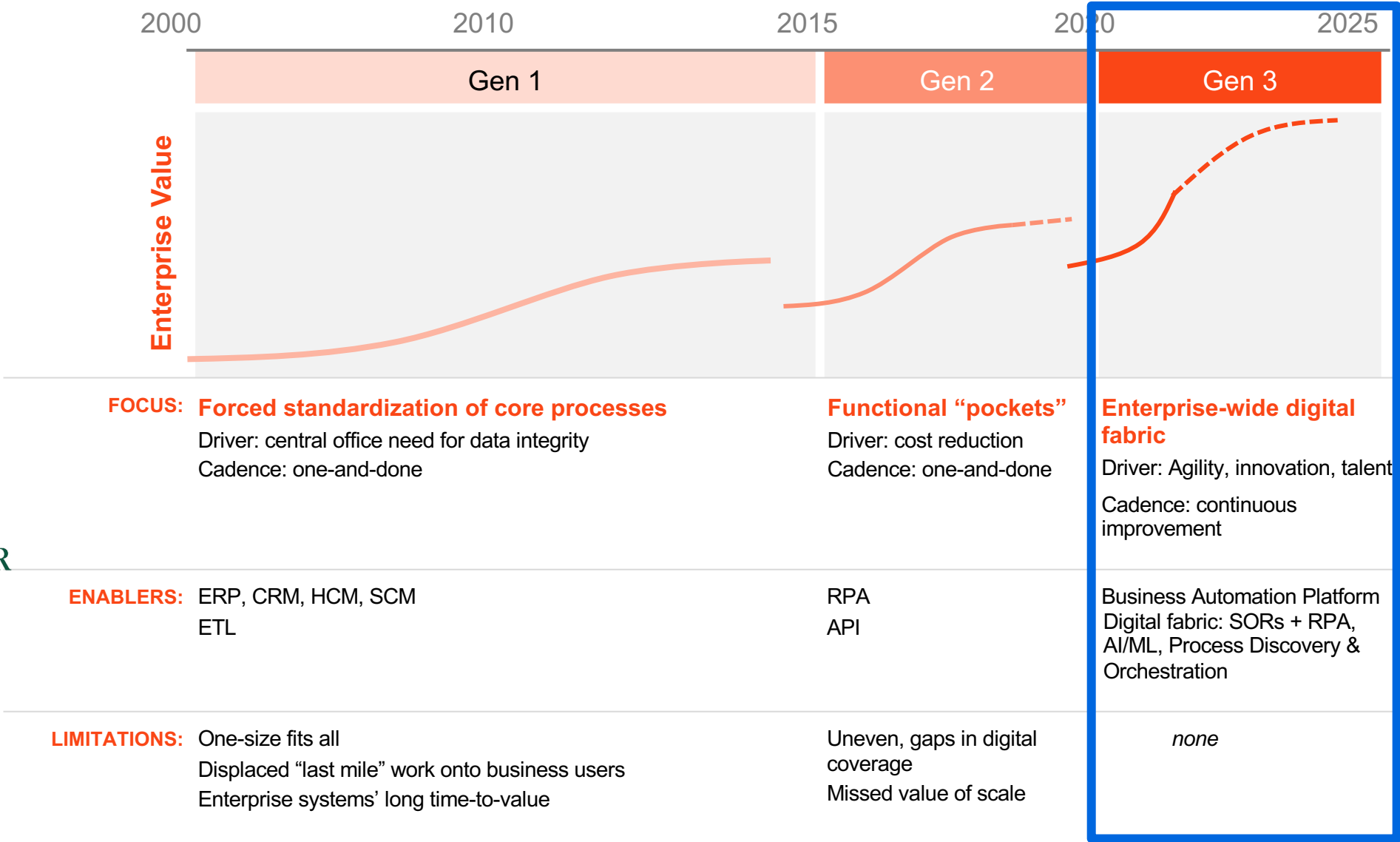


CIONET event

Milano, April 19th 2023



Many analysts believe that automation is the **next great value driver in technology**



“We’re on the cusp of the next S-curve of digital evolution... “automation-native” companies will emerge and enjoy tremendous growth and profitability at the crippling expense of their competitors.”
--Forrester

Automation-fueled value is maximized through a holistic, enterprise-wide program



Benefits of adopting a holistic intelligent automation approach

Enterprises are achieving increased business value by combining multiple IA technologies and adopting a holistic enterprise automation approach.

■ Strategic impact ■ Operational impact ■ Cost impact

	Primarily by adopting standalone RPA		By adopting IA⁽¹⁾
Enterprises, on average, achieved a positive impact on their revenue growth of	~5%	as compared to	~38%
Enterprises, on average, achieved operational efficiency improvement of	38 – 43%	as compared to	50 – 55%
Enterprises, on average, achieved employee productivity improvement of	28 – 33%	as compared to	40 – 45%
Enterprises, on average, achieved a ROI of	58 – 63%	as compared to	100 – 105%



Enterprises, on average, achieved **40 – 45% improvement** in their **CSAT** score by adopting IA



Around **50%** of enterprises achieved **cost savings** greater than **US\$1 million** by adopting IA

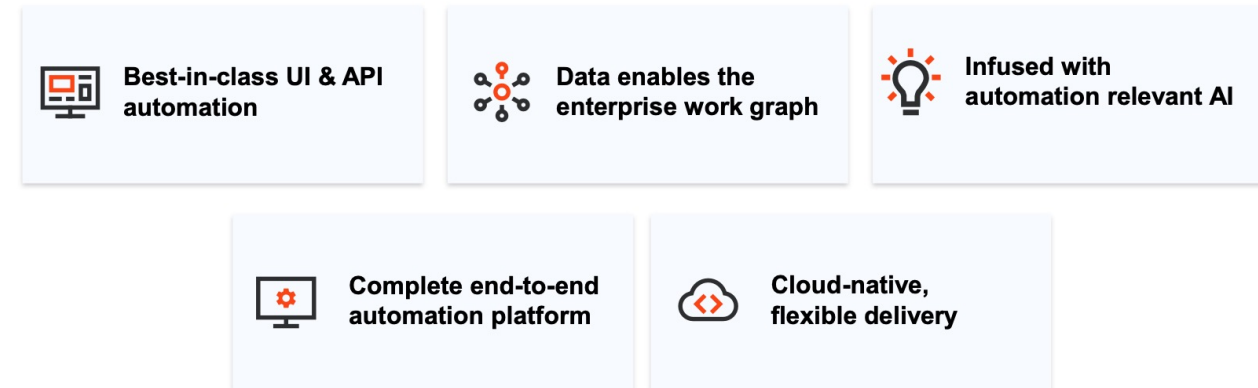
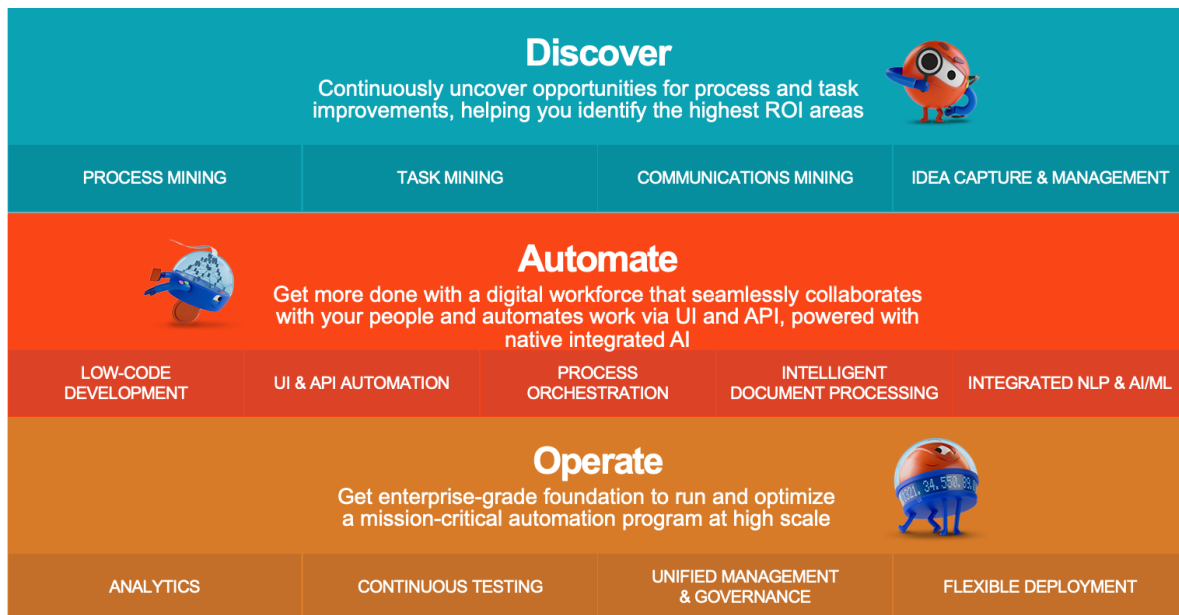
Source: Everest Group (2022)
Note: Based on the survey responses of 52 enterprises (who primarily adopted standalone RPA) in Q4 2017 and 55 enterprises (who adopted IA) in Q1 2022
1. Relevant categories included in IA are RPA, IDP, Process Mining, Task Mining and Process Orchestration
2. Study Commissioned by UiPath

UiPath Product Strategy:

Include all functionality to support an automation program at enterprise scale

Customer-driven and and sustainable platform differentiation—setting us up to win in enterprise automation

The UiPath Business Automation Platform



Your
Processes

Your Applications

Systems of record – ERP, CRM, HCM | Communications and Collaboration | Personal Productivity

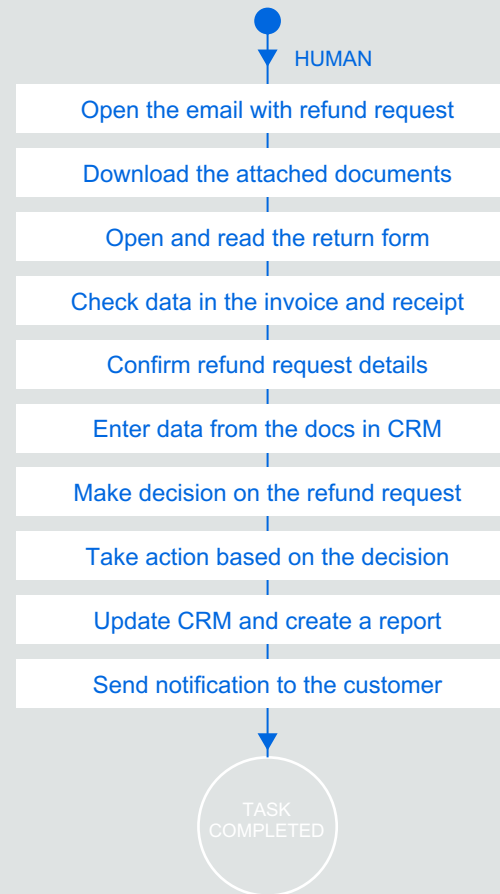
Your
People

When automation permeates the operating model, companies can capture radical operating efficiencies, deliver on new revenue and business opportunities, and free their people to think, act, and innovate.

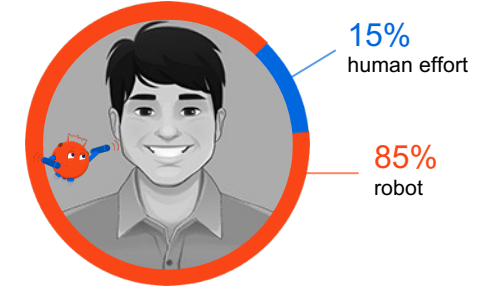
BEFORE



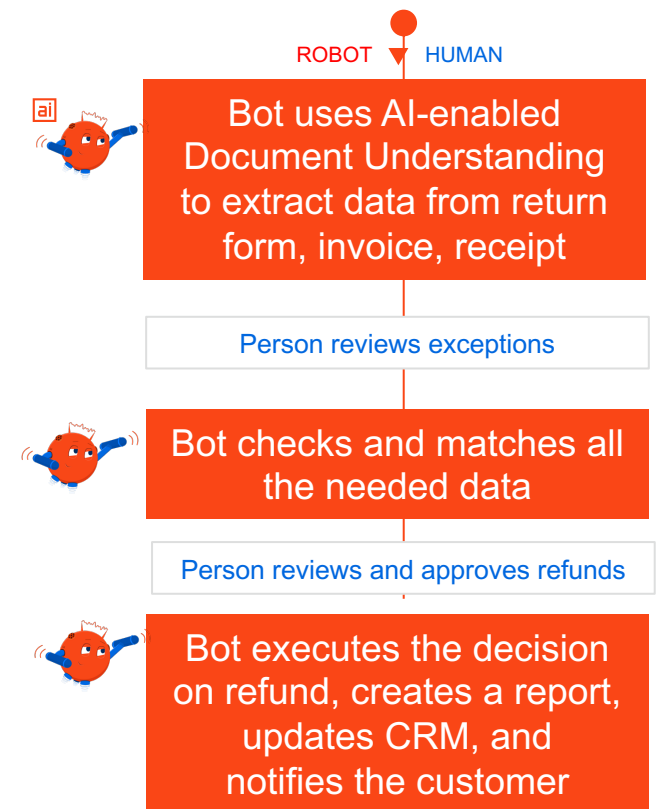
~20 minutes



AFTER



~3 minutes



The highest-performing companies have evolved their approach from tactical, and piecemeal to **strategic and ‘automation first’**

From...



Piecemeal parts of processes within departments



“Fix-the-known-problem” approach



Improvements versus status quo

...to



End-to-end process discovery & redesign across the enterprise



Reimagination: what automation makes newly possible



Novel automation-enabled businesses and business models conceived, developed, launched

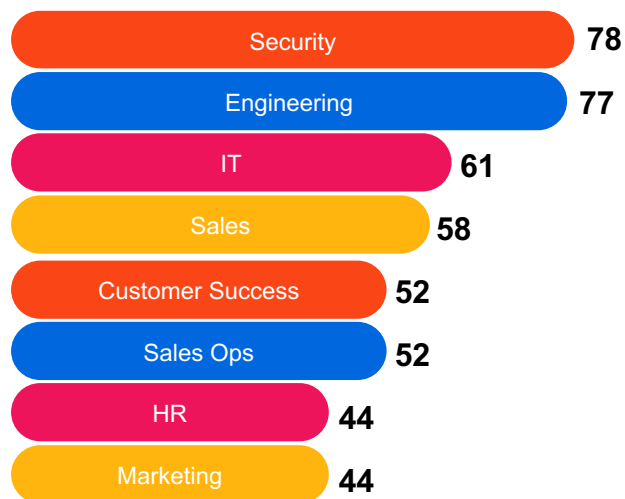
Tech fragmentation is draining enterprise value, nimbleness, capacity

Explosion in apps and specialized systems of record has forced people into “connect-the-technology” work

Insatiable appetite for apps

Average SaaS apps per department, 2021

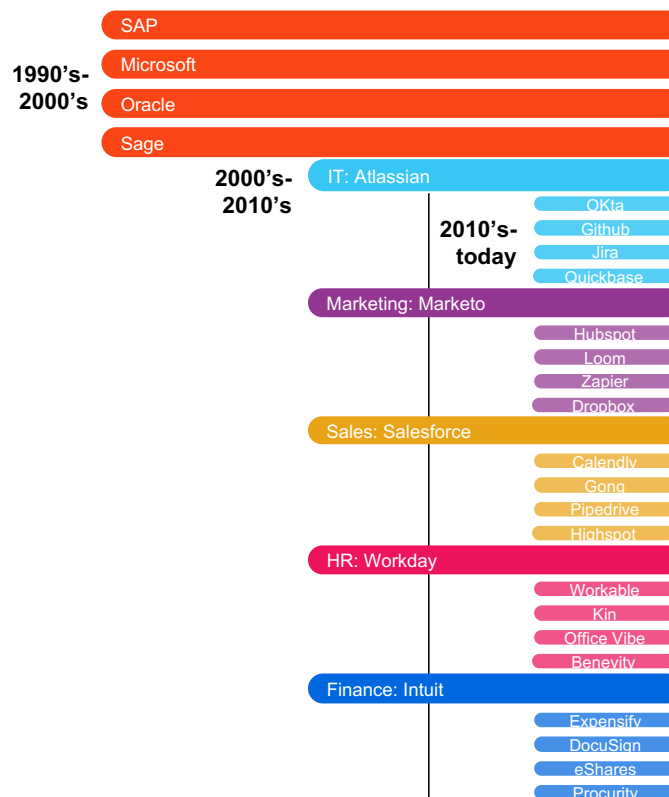
(Source: Productiv)



71%: Apps make work MORE complex

Increasing specialization, fragmentation

Examples



Knowledge worker time distribution

