



SFERAL

*Investment
Opportunity*



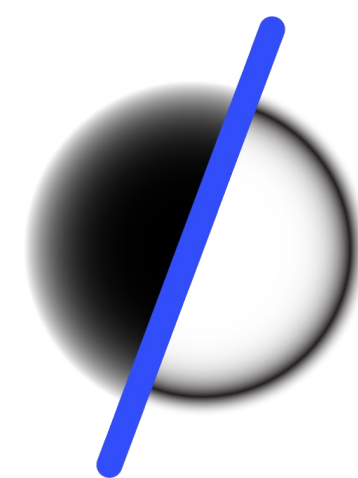
S F E R A L

*An AI driven automation
platform that turns companies
into AI powered organizations*

SFERAL is a unified artificial intelligence platform meticulously crafted to streamline the management of documents and data within organizations.

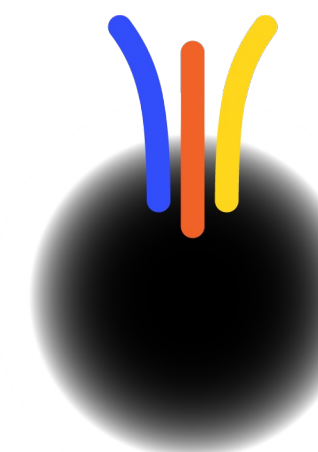
It offers a suite of advanced tools for data extraction, Agents, and auditing processes, enabling businesses to interact with their data more efficiently.

Strengths



Dual Deployment

SFERAL offers both cloud-based and on-premise deployment options, allowing organizations to choose the setup that best fits their control and security needs. This ensures scalable resource management, strict data control, security and compliance according to requirements



AI Agents

highly configurable, supporting extensive operations across different tasks and workflows with a no-code interface. AI Agents provide secure and autonomous AI capabilities for enterprises even in on-premise environments



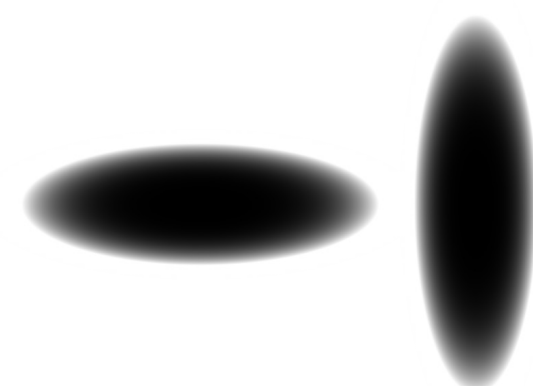
Advanced User System

infrastructure for user management which supports multiple roles and access levels, enhancing security by ensuring that users and corresponding AI Agents only have access to the information and functionalities pertinent to their own roles (need to know & need to share)



Multi-Model Support

a range of Large Language Models, both open-source and proprietary, allowing the platform to meet a variety of analytical needs and preferences, ensuring the best possible performance for different use cases



Flexibility and Adaptability

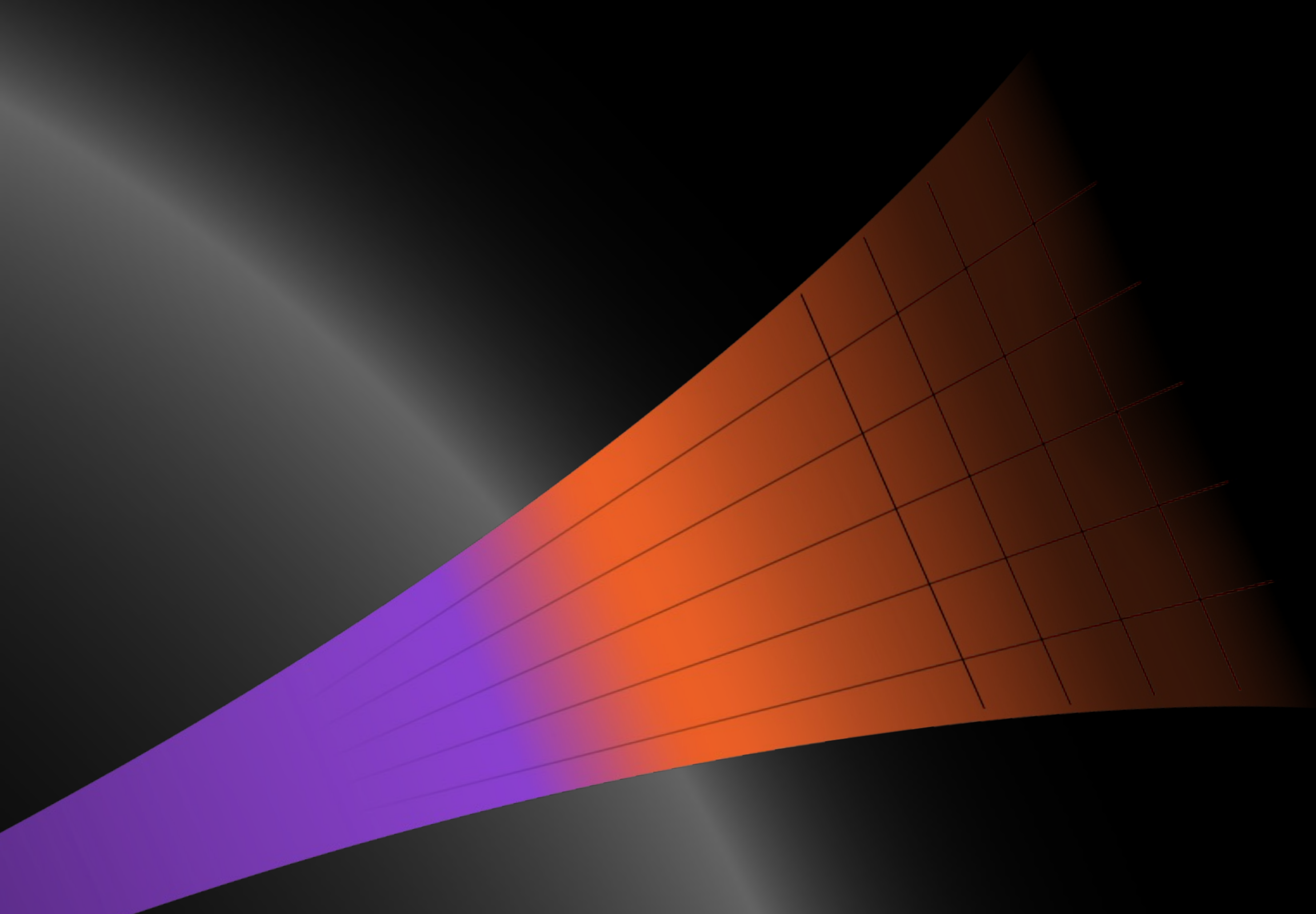
customizable pricing and integration options, making it accessible and cost-effective for both small businesses and large enterprises, ensuring scalability and operational efficiency

Empowerment of Non-Tech Users



no-code capabilities broaden access to advanced AI functionalities, enabling non-technical users to configure and fully utilize the platform's potential

Opportunities



1. Due to favourable market conditions, SFERAL presents **positive net profit potential starting from 2027**;
2. Significant revenue growth due to its business model, with an **estimated CAGR of 251% over 4 years**;
3. Long-term valuation growth potential, reaching over **1b EUR by 2029**;
4. 1st & 2nd rounds of investment of 2m EUR (start of Y1), respectively 20m EUR (end of Y1), necessary for assuring net cash flow (**1st round allocation**: 70% on development / 30% on marketing, **2nd round allocation**: 70% on marketing / 20% on development / 10% on working capital)

Financial Summary

Income Statement EUR	2025	2026	2027	2028	2029	CAGR
Revenue	1.396.679	24.797.470	93.777.112,0	155.845.801,0	211.541.560,0	251%
Staff & Management Costs	848.000	22.590.675	3.102.000,0	4.421.340,0	5.958.241,0	63%
Marketing Costs	1.468.429	-4.700.000	53.354.495,0	56.419.114,0	50.787.365,0	143%
Other OPEX	442.512	-7.281.830	29.711.560,0	49.376.888,0	67.023.069,0	251%
Total Operating Expenses	2.758.941	-10.046.477	86.168.056,0	110.217.341,0	123.768.674,0	159%
Platform development	-2.761.250	1.632.000	-6.979.500,0	-7.328.475,0	-7.694.899,0	29%
EBITDA	-1.362.263	7.856.624	7.609.056,0	45.628.460,0	87.772.886,0	183%
Net Profit	-1.992.455	32.079.299	-18.725,0	28.067.105,0	59.832.383,0	134%
Total Clients number	1.562	20.328	48.418	65.133	79.820	167%
Enterprise Value (m EUR)	27,9	248,0	656,4	1.090,9	1.480,8	170%
Revenue Multiplier	20x	10x	7x	7x	7x	
Net Cash Flow (m EUR)	-4.042,1	-9.827,2	1.774,5	27.632,2	63.315,9	99%

User Experience

based on feedback from 11 testing companies
with turnovers between 700k and 30m EUR

- ✓ Allows for the selection of the best-suited models for specific tasks
- ✓ Dual deployment is recognized as essential ensuring the confidentiality is maintained
- ✓ SFERAL's sales communication process management will be the first real-world application

TODO The need for more roles to enable more granular control over access is currently being addressed

- ✓ Users encountered little issues while testing the platform

TODO Enhancing the reading and comprehension of document types are rapidly developing

- ✓ Immediate impact of the technology on the workflow and team management is remarkable

TODO Planned features provide long-term sustainability, irrespective of business needs;

- ✓ Users acknowledged the robustness of the solution;

TODO The system must address issues such as incorrect responses from the AI when queries are unclear.



Trust

Team Experience

Another successful IT product developed by the senior management team of [Termene.ro](https://termene.ro), Romania's leading business intelligence platform (+5,000 customers and +175,000 contacts & leads).

SFERAL's entrepreneur founded the StartAI Community comprising 6,000 members.

Experienced developers team consisting of 6 senior developers with proven track records.



Milestones

Advanced & autonomous AI Agents Framework

capable of complex tasks

Chat Training

enable enterprises to train LLMs on their own datasets to allow more efficient results

Automation Framework

streamline business processes, reducing manual intervention & increasing efficiency

Onboarding System

smooth and efficient learning for new users, improving experience & customer retention

Data Extraction and NER

Annotation Studio with advanced labeling, powered by LLMs

Performance Scaling

double SFERAL's processing performance every 4 to 6 months

On-premise Infrastructure

develop deployment options to permit Clients to run SFERAL on their servers

Dev Lab

modern lab spaces that emphasize innovation & enables development

july 2025



www.sferal.ai