

The ARMAI logo consists of the word "ARMAI" in a bold, white, sans-serif font, centered within a dark blue rectangular box.

ARMAI

INVESTOR OVERVIEW

26 FEB 2025

**Increase Bank Compliance
Efficiency by 7-to-1**

**"ARMAI's AI-based compliance solution... has
revolutionized our third-party review process."
Bo Bullard, VP InfoSec Officer, Emprise Bank**



Email: sandip@armai.ai

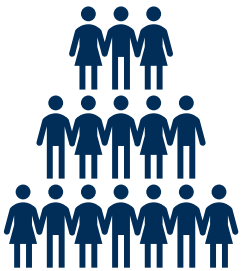
The Pain of Compliance is Real



Due to compliance analysis, a bank waits months from the time they decide to purchase a product to its delivery.



Using existing Governance, Risk and Compliance (GRC) systems, the bank spends hundreds of hours collecting and mapping information from unstructured documents to complete due diligence.



Today, the only solution to accelerate compliance analysis and increase overall throughput is to hire additional expensive SMEs to read diligence documentation.

Use Case: Third-party Risk Management Review

- A single SOC2 report averages 100 pages, containing more than 150 security controls
- A typical bank must review between 25 and 100 mission-critical vendors per year, conducting up to 2 annual risk reviews
- Regulators require review of about 30 documents per vendor, each about 10 pages
- This results in banks screening between 20,000 and 100,000 pages annually, searching for evidence of tens of thousands of controls and data points

Value Proposition

ARMAI makes banking compliance seven times more efficient by directly replacing labor-intensive document analysis with banking-specific AI models. This reduces the workforce required to maintain bank compliance and dramatically speeds up the process.

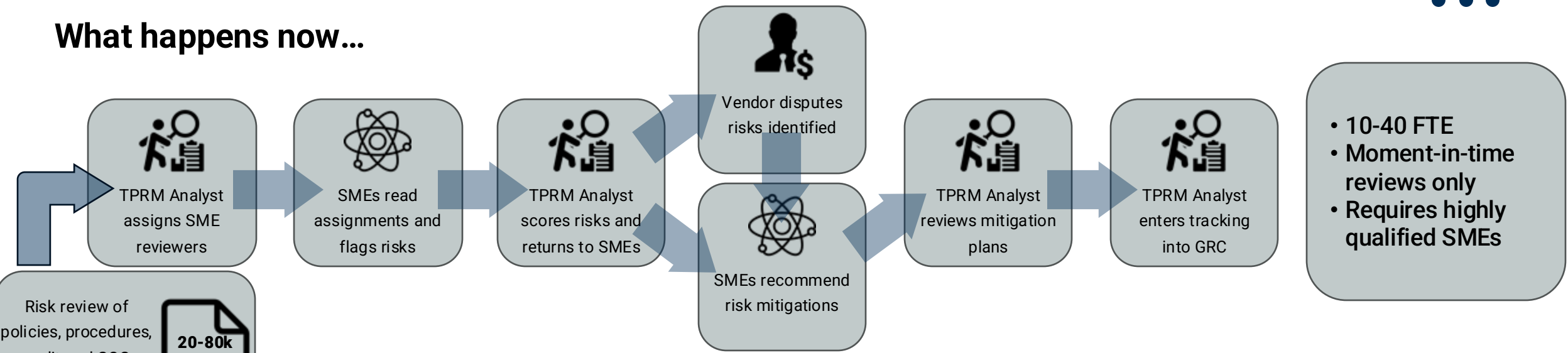
The ARMAI solution transforms unstructured compliance documents into risk-rated outputs, seamlessly integrating with existing governance and risk systems for continuous audit and monitoring.



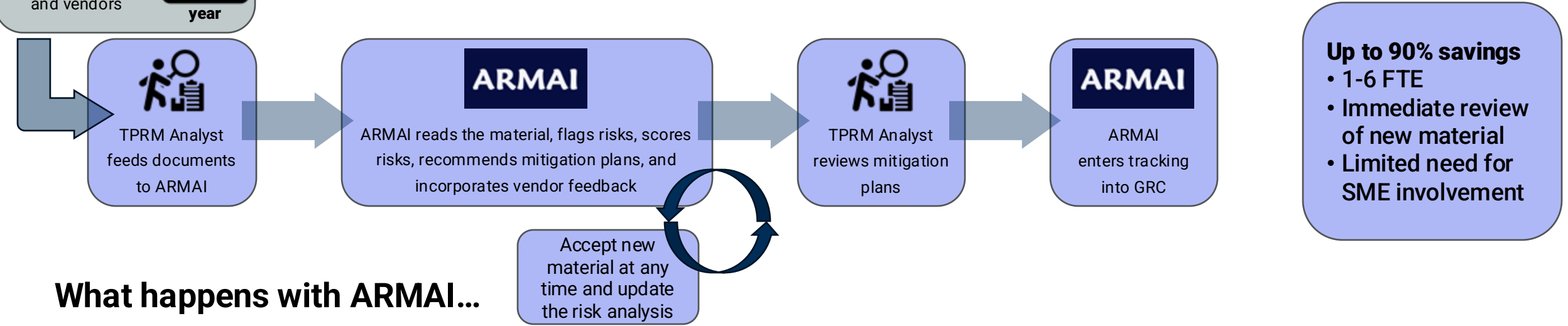
The ARMAI Solution Revolutionizes Banking Compliance



What happens now...



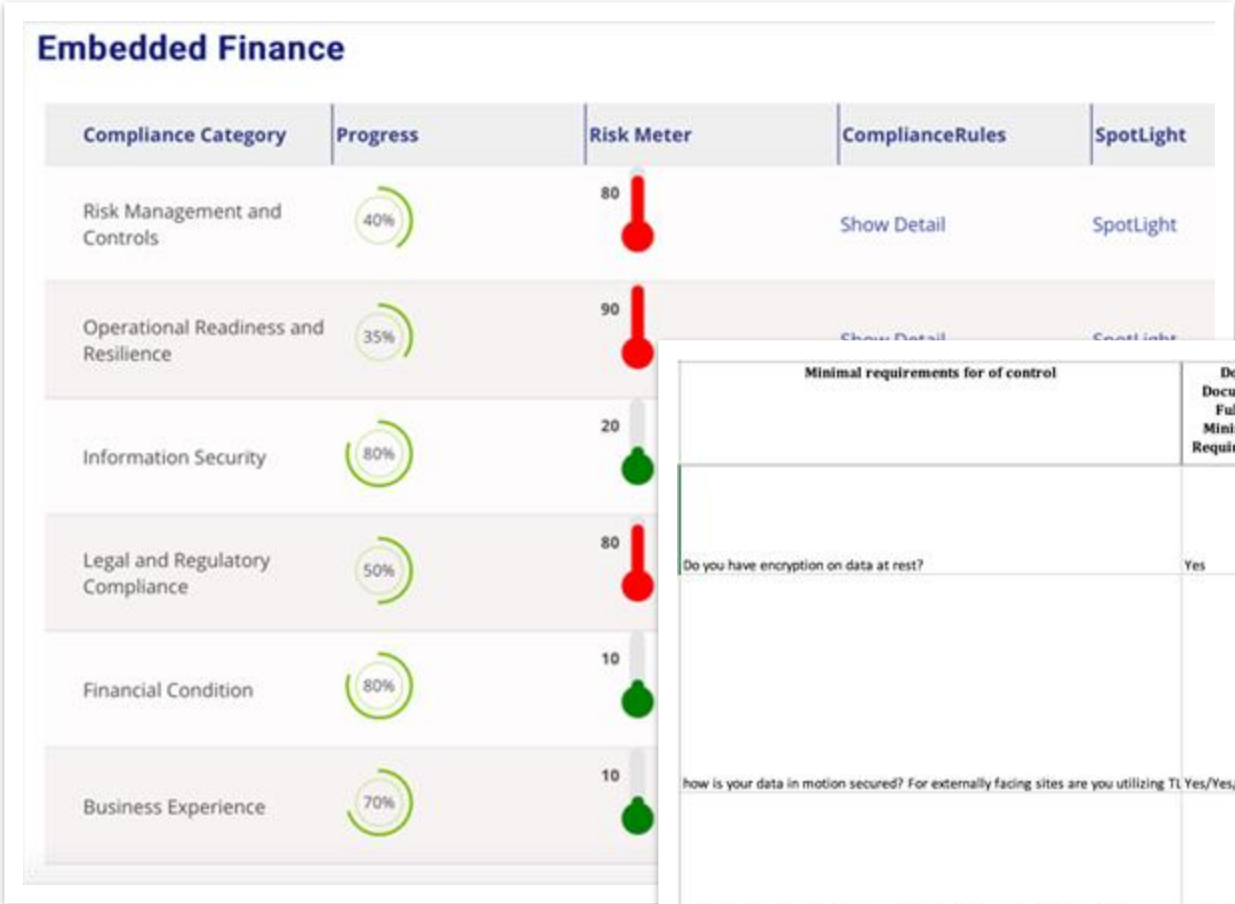
What happens with ARMAI...



Product Demo

Our platform is available today to qualified clientele

- SOC Audit Review Model
- Policy Review Model
- Contract Monitoring



Minimal requirements for of control	Does Document Fulfill Minimum Requirement	Mention Page No and Section Where Information Was Found to Fulfill Requirement	Executive Summary
Do you have encryption on data at rest?	Yes	<p>Do you have encryption on data at rest?: 'Document': 'TECHVENDOR-2023-SOC-2-Type-2-Final-Report-20240906.pdf', 'Page #': '17', 'Section': 'F. System Operations', 'Detailed Answer': 'Data-at-rest is encrypted through the use of encryption keys stored in a key vault. Access to manage keys is restricted to the Operations Admin team.'</p>	The document clearly states that TECHVENDOR employs encryption for data-at-rest through the use of encryption keys stored in a key vault, with access to manage these keys restricted to the Operations Admin team. This confirms that TECHVENDOR has implemented encryption on data at rest as part of their security measures.
how is your data in motion secured? For externally facing sites are you utilizing TL Yes/Yes/Yes		<p>how is your data in motion secured?: 'Document': 'TECHVENDOR-2023-SOC-2-Type-2-Final-Report-20240906.pdf', 'Page #': '36', 'Section': 'F. System Operations', 'Detailed Answer': 'Data-in-transit is encrypted using current industry-standard encryption protocols.'</p> <p>'For externally facing sites are you utilizing TLS1.2 and forcing HTTPS?: 'Document': 'TECHVENDOR-2023-SOC-2-Type-2-Final-Report-20240906.pdf', 'Page #': '36', 'Section': 'F. System Operations', 'Detailed Answer': 'Data-in-transit is encrypted using current industry-standard encryption protocols.'</p> <p>'Do you utilize VPNs for secure connections into your network?: 'Document': 'TECHVENDOR-2023-SOC-2-Type-2-Final-Report-20240906.pdf', 'Page #': '17', 'Section': 'E. Logical Security', 'Detailed Answer': 'Access to the TECHVENDOR Platform is restricted to authorized personnel via unique credentials, including password, multifactor authentication, and connections secured by VPN.'</p>	TECHVENDOR secures data in motion using current industry-standard encryption protocols, which implies the use of TLS1.2 and forcing HTTPS for externally facing sites. Additionally, TECHVENDOR utilizes VPNs for secure connections into their network, ensuring that access is restricted to authorized personnel with multifactor authentication.
Do you have Wi-Fi? What level of security is set up on the access points?	No/No	<p>Do you have Wi-Fi?: 'Document': 'TECHVENDOR-2023-SOC-2-Type-2-Final-Report-20240906.pdf', 'Page #': 'N/A', 'Section': 'N/A', 'Detailed Answer': 'The document does not mention the presence of Wi-Fi or details about Wi-Fi security.'</p> <p>'What level of security is set up on the access points?: 'Document': 'TECHVENDOR-2023-SOC-2-Type-2-Final-Report-20240906.pdf', 'Page #': 'N/A', 'Section': 'N/A', 'Detailed Answer': 'The document does not mention the level of security set up on the access points.'</p>	The document does not provide any information regarding the presence of Wi-Fi or the security level of access points within TECHVENDOR' infrastructure, leading to a 'No' answer for both questions.

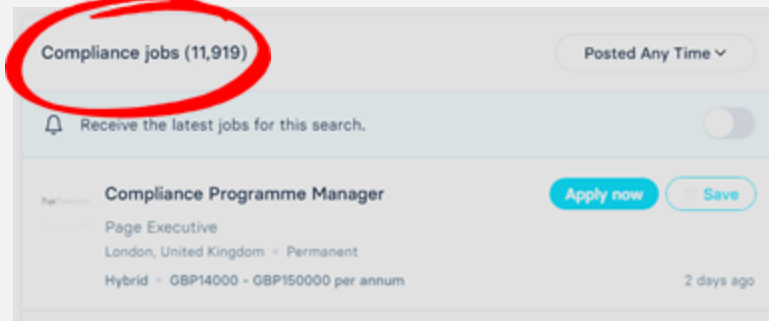
A Growing Addressable Market



Compliance in regulated industries represents a \$668 Billion market in the US alone

Market growth is being driven by

Labor Demand



Uncertain Regulatory Landscape



Banks

Annual Spend
\$ 61 Billion

Compliance Rules
FFIEC, NIST



Federal Contractors

Annual Spend
\$ 7.5 Billion

Compliance Rules
FedRAMP



Broker Dealers

Annual Spend
\$ 250 Billion

Compliance Rules
FINRA, NIST



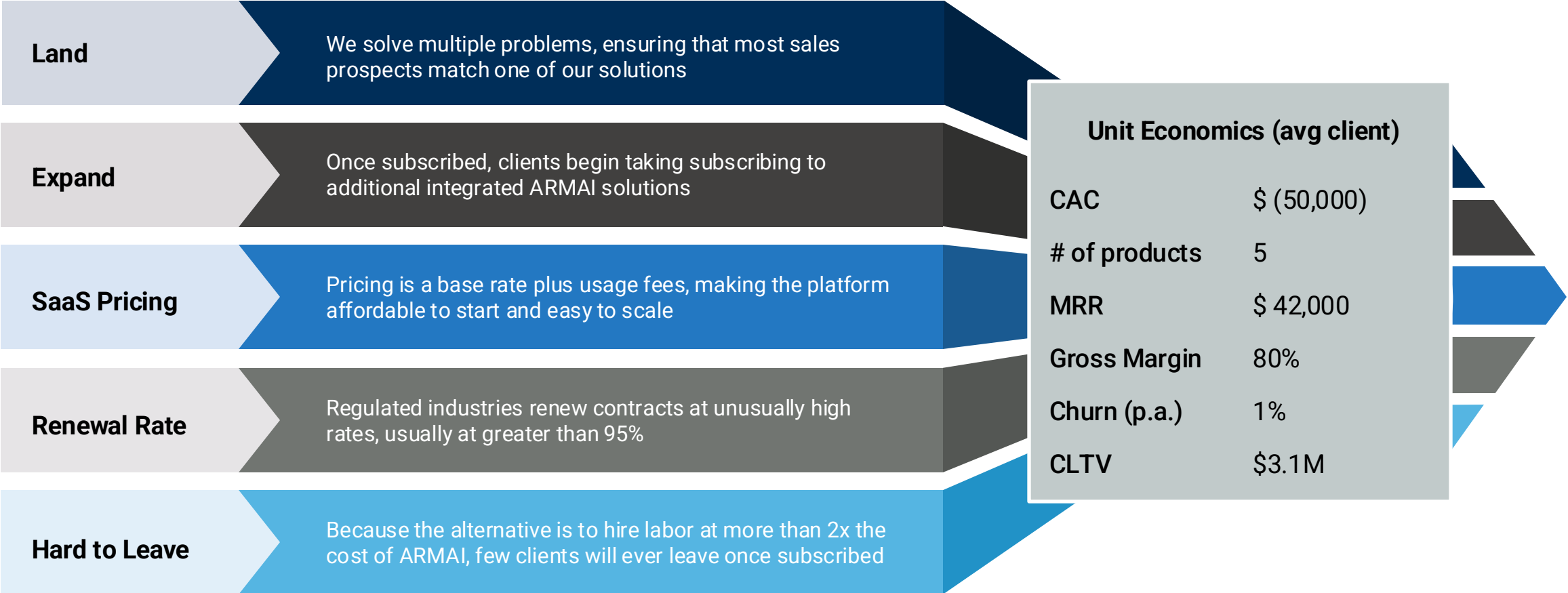
Manufacturers

Annual Spend
\$ 350 Billion

Compliance Rules
ISO

Revenue Model

When fully-deployed, we expect total ARR per bank client to average \$500,000 per year.



Traction-to-date

ARMAI already has contracted, paying clients with a growing pipeline of very likely prospects



Contracted

First Product
SOC Review

"ARMAI's AI-based compliance solution, with its robust SOC report review model, has revolutionized our third-party review process. It freed up our time to focus on high priority strategic work."

Bo Bullard – VP Information Security Officer, Emprise Bank



Contracted

First Product
Policy Review

"ARMAI's policy review AI model significantly strengthened our policies, ensuring a more robust and reliable compliance structure. It made us more Audit/Reg Exam ready if need be."

Rodrigo Acuna – CEO, IM Financial

6

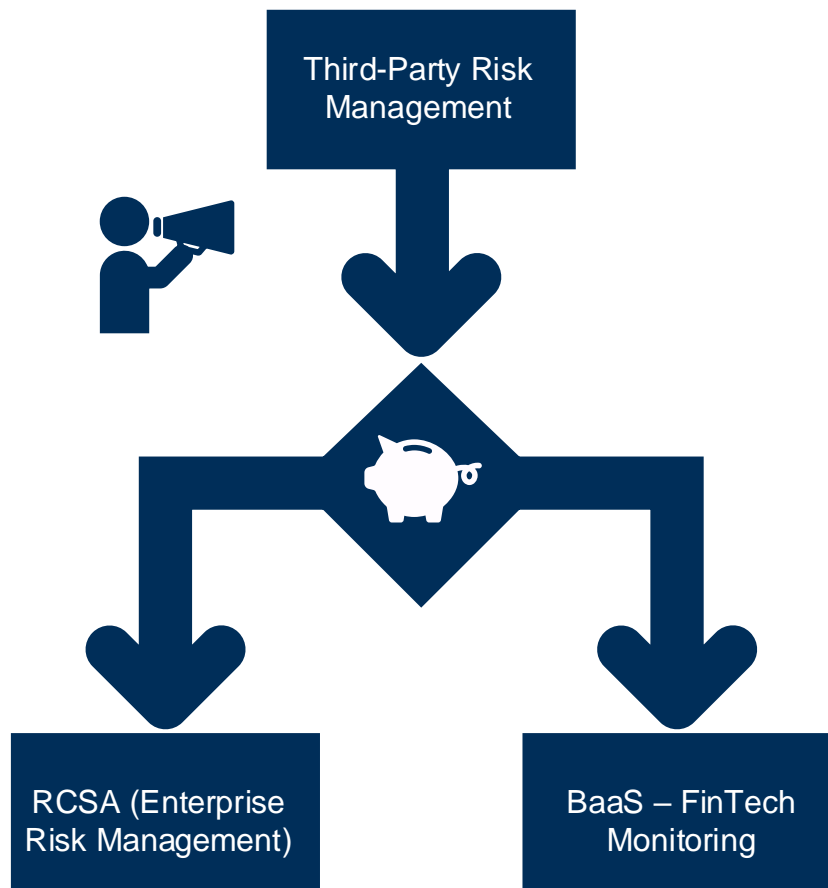
Negotiating
Proof-of-Concept
(3 are top-25 banks)

2

Currently in
Proof-of-Concept

Go-to-market Strategy

By selling a beachhead product and then expanding our per-client reach, client success leads to new sales



Land and Expand Model

Grow revenue by selling adjacent products across functions

Areas of Opportunity for an ARMAI Solution

- Third Party Risk Management
- Risk/Control Self Assessment (RCSA)
- Operational Risk Management
- Reputational Risk Management
- Enterprise Risk Management
- Regulatory Compliance Readiness
- Board Reporting

Opportunities for Client Bank Revenue Expansion

- BaaS - FinTech Risk Management
- Product Cross Sell
- Optimize Contracts – Optimize Renewals
- Increase non-interest income (customized services)

Team ARMAI

ARMAI is headquartered in Charlotte, NC. The team brings together the FinTech startup and decades of banking and regulatory relations experience.



**Sandip
Bhatlawande**

CEO



**Justin
Maples**

CTO



**Prasad
Pawar**

Head of AI



**Julio
Monroy**

Head of
Engineering



**Dan
Ward**

GTM
Advisor



**Dave
Kochbeck**

Strategic
Advisor



Projected Financials

Business reaches early breakeven and grows quickly

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost of AI, Infrastructure, and Delivery	\$ (40,000)	\$ (240,000)	\$ (480,000)	\$ (768,000)	\$ (1,152,000)
Headcount Costs	\$ (1,100,000)	\$ (2,200,000)	\$ (3,300,000)	\$ (4,400,000)	\$ (5,500,000)
Gross Revenue	\$ 950,000	\$ 6,750,000	\$ 13,500,000	\$ 21,600,000	\$ 32,400,000
Net Profit	\$ (190,000)	\$ 4,310,000	\$ 9,720,000	\$ 16,432,000	\$ 25,748,000
ARR Growth rate		7.1x	2x	1.6x	1.5x

\$0

Funding to Date

\$20,000

2024 Revenue (ARR)

\$2,000

Present Monthly Burn Rate

Competitive Advantage

ARMAI solutions solve the primary pain points that regulated businesses feel: overwhelming labor demand, a changing regulatory environment, inability to take real-time actions, and a need to meet auditability requirements—particularly AI result explainability.



Competition

Competition	What’s good and bad	Why its not working for the Banks
Archer, RiskMatrix, ZenGRC	<ul style="list-style-type: none">• Case Management• Proprietary Rules and Controls List• Needs workforce to feed data	Incumbent – Trying to build one size fits all model
Cable, Oscillar	<ul style="list-style-type: none">• Monitoring and Testing• Narrow coverage• Slow Adoption - friction	Complex and Narrow Solutions - Need to mature in a regulated industry
Ncontracts, Venminder	<ul style="list-style-type: none">• Outsourced Specialty Compliance Firms• Manual – Slow and Expensive	Manual = More Consulting \$\$



The point:
to use all these things, you still need an army of people or AI experts with intricate knowledge of how Governance works

ARMAI Differentiating Advantages



Efficient

ARMAI delivers immediate efficiency for clients with minimal implementation



Explainable

Our vertical AI models are build with model risk audit and management in mind



Extensible

Models are trained on multiple regulatory frameworks, and the platform integrates with existing GRC and systems

Ask: RevTech Labs and ARMAI Are a Good Fit



1

Go-to-market Support

RevTech Labs has a network of bank partners who would be ideal clients for ARMAI

2

Mentoring

ARMAI would benefit from mentors local to Charlotte, NC

3

Fundraising Preparation and Support

ARMAI would like additional support in both preparing for fundraising at seed and series A along with increased investor exposure