SPIKEFORE

Building the next generation of AI grounded in cause, not correlation

THE TEAM

We are a brother and sister duo

LAURA HERREN

Msc ETH Mathematics

MA Yale Statistics

BSC ETH Mathematics

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Msc ETH & UZH Biostatistics

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JOINING SOON

N. KRIZANEC

Msc ETH Cyber Security

BSc TU GRAZ Computer Science

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MSc Mathematics ETH Zurich

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Moving Beyond LLMs: The Business Case for Causal AI

LLMs predict with uncertainty. **Now our Causal AI** can see **cause and effect relationships** within data, enabling it to move **beyond correlation**, explain what will happen and **what to change** for a **better outcome** and **why**.

$200B

Global financial institutions spend $200B annually on compliance.

10-15% of total operating costs go to compliance and risk functions

Compliance headcount has grown >300% since 2008

INEFFICIENCY	BUSINESS IMPACT	
	Pain Point	**Impact**
Most compliance budget go to **manual** monitoring, investigating and documentation	Legacy monitoring tools	Missed Violations
Reactive oversight: Firms spend billions **after the fact**, not preventing issues in real time	Manual audits	High labor costs
	Regulatory fines	$10-20B annually across top 20 banks

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PROBLEM

Every day decisions happen in Chats like Slack, MS Teams and emails, not in compliance systems.

Regulatory Blind Spots	**Reactive Compliance**	**Slow Decisions**	**High Risk**
Key obligations get missed during fast-moving discussions.	Issues are reviewed after they occur, not prevented in context.	Teams waste time searching policies or waiting for compliance input.	Missteps lead to regulatory breaches, audit findings, and fines.

There is a growing gap between **real-time operational communication** and **real-time regulatory awareness**.

SOLUTION

Our solution brings **compliance into conversations**, making every discussion risk and regulation aware.

It **understands the rules** and goes further with **Causal AI, explaining** the regulatory **"why"** and **recommending** the **implications of actions** before issues escalate.

Analyst in Teams Chat:

The desk wants to accept more private company shares as collateral. Thoughts?

Causal AI

☑ **Retrieves relevant** Basel III, FINMA, SEC and Federal Reserve rules and **company specific regulation**

☑ **Explains** that illiquid collateral raises risk weights under Basel III regulation

☑ **Recommends** tightening collateral criteria or valuation cuts to stay compliant

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PRODUCT ROADMAP & TRACTION

PILOT PROJECTS

Pilot projects done for construction planning and pilots for finance sector.

MARKET EVALUATION IN THE FINANCE SECTOR

Finance sector needs a decision intelligence tool on top of the LLMs.

EXTENSION OF CAUSAL BRAIN TO OTHER SECTORS

Our causal data collection is continuously extended through the pilot projects.

PLATFORM FOR CROSS DOMAIN USE

Plug and Play solutions for different verticals. Causal brain can extend knowledge.

REACH AGI THROUGH OUR CAUSAL BRAIN

Reach AGI through deep understanding of causal relationships in the world and beyond.

WHY SPIKEFORE WINS

Proprietary Causal Graphs	Unique Data	Learning Engine	Proven Impact
Understand the real **"why"** behind regulation with our own **AI engine**	Companies get a **private causal regulation signal graph** competitors can't replicate.	Spikefore learns continuously, **increasing performance** gap.	Saves time, accelerates, **reduces company risk**.

WHY NOW?

We live in a **world of regulation**. **New Causal AI** delivers the explainability regulators expect

Too much Compliance noise	Old AI isn't helping	New Causal AI is now viable
Slack, Teams and email hide key compliance signals.	LLMs summarize, not justify, leaving regulators without the why.	Open-source + research breakthroughs

We're riding a wave of signal explosion and new causal tech readiness, the timing has never been better.

REVENUE MODEL

Recurring SaaS subscription

Base

$100 per user

Included

- Connectors to communication channels
- Causal alerts
- Core dashboards and insights

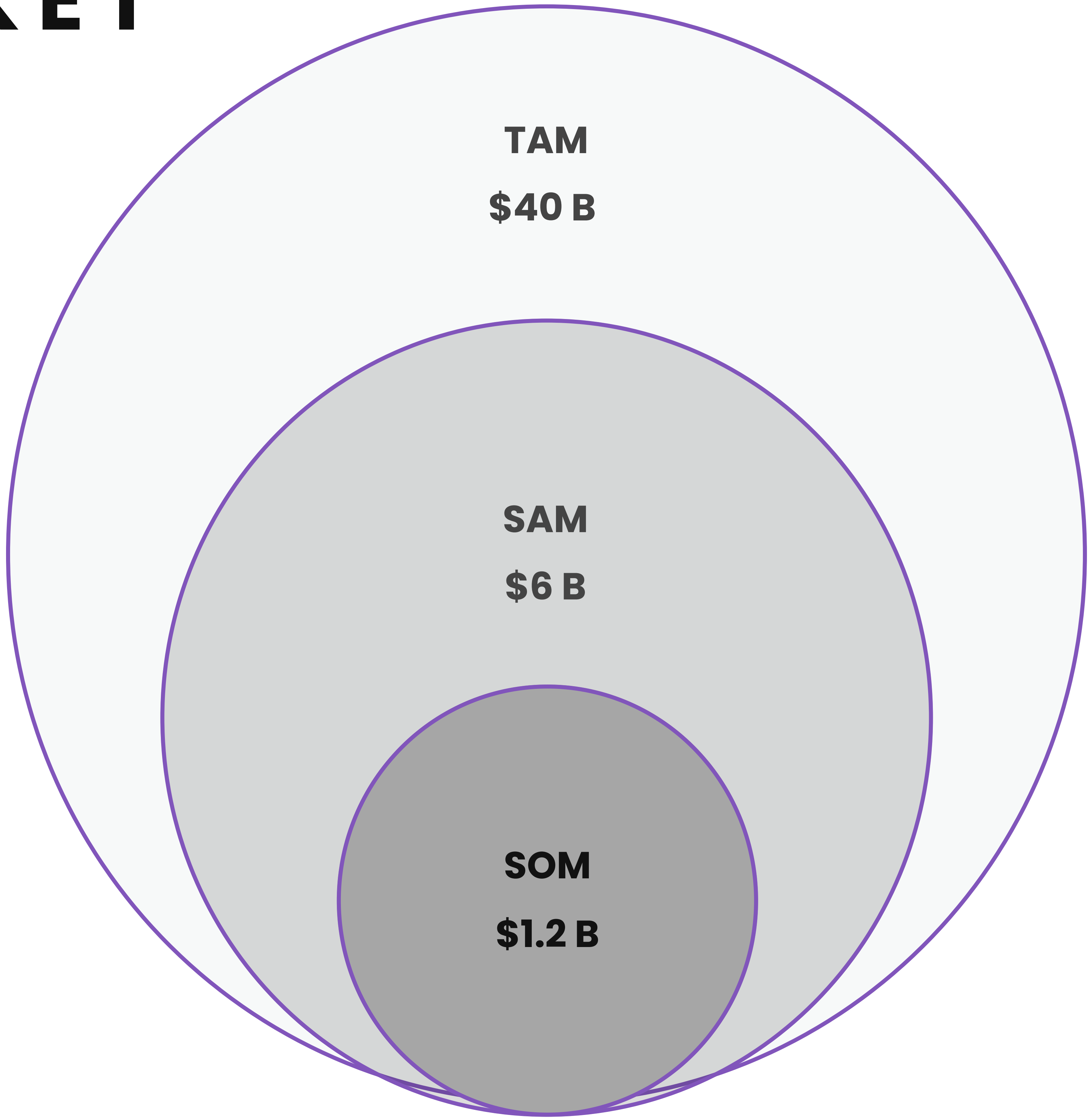
Enterprise

$500 per user

Included

- Unlimited data connectors
- Advanced causal simulations
- Unlimited company regulation options

MARKET



TAM

RegTech Market

SAM

Europe institutions

SOM

2% of SAM

VALUE PROPOSITION

Lower Compliance Costs

Automate compliance inside project communication.

- **Reducing 60%** manual **workload**
- **$700K annual savings** per mid-size bank

Reduced Risks

Causal AI explains **why** risks emerge & suggests the best fix.

- **30–50% fewer regulatory**
- **$2M+ prevented** remediation events

Faster Decisions

Instant, in-chat flags, no policy lookup delays

- Approval **from weeks to real-time**
- **20–40% faster** product launches

Always Compliant

Continuous Basel III controls with explainability

- **70% fewer manual checks**
- more strategic focus

Pilot Project with Bank

Project with Swiss private bank with a focus on Basel III regulation.

Target audience

Product Owners

Goal

2-3 personnel saved

25–40% faster approvals

Sources: Deloitte, BCG

GROWTH PLAN

GTM Strategy

First Users:

- Product Owners in banks: AI engine only uses public regulations for easy onboarding and no security issues.

Expansion:

- Extending the product to all internal communication channels within a bank.
- Targeting accounting regulations next for larger market size

Channels: Direct sales through CFOs and Risk Officers of private banks.

Why It Works: Fast setup & onboarding with no friction, solving a huge pain point fast

Financial Outlook

Revenue Model:

- SaaS subscription per team / per seat.
- Expansion revenue from additional data integrations & full enterprise plans.

3-Year Projection:

- 2025 (Pilot Year): $100k (20-50 seats per account)
- 2026 (Early Scale): $4M ARR
  26 teams, ~25 users each
- 2027 (Growth): $20M ARR
  200 teams, expansion into enterprise tiers.

Key Assumptions:

- Bottom-up adoption → teams onboard fast
- Enterprise upsell as teams scale.

COMPETITION

	APIAX	SteelEye	Formalize	SPIKEFORE
Multiple Integrations of Communication Channels	✗	✓	✓	✓
Immediate regulation alert in projects	✗	✗	✗	✓
Specialization in banks	✓	✗	✗	✓
Proactive Risk Analysis	✗	✗	✗	✓
Causal AI Engine	✗	✗	✗	✓

TRACTION

CONTINUOUS OUTREACH TO OVER 1000 PEOPLE & STILL GROWING

Conducted around **250 customer interviews** & are continuously reaching out & learning from the insights received

CONDUCTED OUR FIRST PILOT PROJECT

We conducted our **first pilot project** in the construction industry

MVP LAUNCH

We **launched our MVP** and have around 40 Beta Testers

RE-MODELING OF OUR PLATFORM

We completely re-designed the **user experience** and expanded our product with **causal AI**

FURTHER PILOT PROJECTS

We have further pilot projects in the pipeline.

MARKET EVALUATION FOCUS IN THE BANKING SECTOR

We did further customer interviews with **CFOs** and realized the need of our product in the **banking sector**

FURTHER PILOT PROJECTS IN THE FINANCE SECTOR

Through customer interviews direct opportunity for **pilot projects**

SPIKEFORE

Revolutionizing the way we work.

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