# SoundHound Inc.

Houndify Everything

# ARCHIMEDES

November 2021

P

曾

. .

.....

### Disclaimer and Other Important Information

This Presentation (the "Presentation") is for informational purposes only to assist interested parties in evaluating a proposed initial business combination (the "Transaction" or "Business Combination") among Archimedes Tech SPAC Partners Co. ("Archimedes", and SoundHound Inc. ("SoundHound") pursuant to which SoundHound will become a wholly-owned subsidiary of Archimedes. In connection with the closing of the Business Combination, Archimedes will change its name to "SoundHound AI, Inc." The combined combined entity is hereinafter referred to as the "Company" or the "Combined Entity". This Presentation relates to the potential financing of a portion of the Business Combination through a private placement") of Archimedes 'securities.

The information contained herein does not purport to be all-inclusive and none of Archimedes, SoundHound, nor any of their respective subsidiaries, stockholders, affiliates, representatives, control persons, partners, members, managers, directors, officers, employees, advisers or agents make any representation or warranty, express or implied, as to the accuracy, completeness or reliability of the information contained in this Presentation. Prospective investors in the proposed Private Placement should consult with their own counsel and tax and financial advisors as to legal and related matters concerning the matters described herein, and, by accepting this Presentation, you confirm that you are not relying solely upon the information contained herein to make any investment decision. The recipient shall not rely upon any statement, representation or warranty made by any other person, firm or corporation in making its investment decision to subscribe for securities of Archimedes in connection with the Business Combination. To the fullest extent permitted by law, in no circumstances will Archimedes or any of its subsidiaries, stockholders, affiliates, representatives, control persons, partners, members, managers, directors, directors, employees, advisers or agents be responsible or liable for any direct, indirect or consequential loss or loss of profit arising from the use of this Presentation, its contents, its omissions, reliance on the information contained within it, or on opinions communicated in relation therewise arising in connection that may be required to make a full analysis of Archimedes, the proposed Private Placement or the Business Combination. The general explanations included in this Presentation cannot address, and areas, to use so the information chained within it, or on opinions communicated in relation therewise arising in connection therewith. In addition, this Presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full ana

Confidential Information: By accepting this Presentation, the recipient acknowledges and agrees that all of the information herein is confidential, that the recipient shall not distribute, disclose and use such information other than for the foregoing purpose and that the recipient shall not distribute or use such information in any way detrimental to either Archimedes or SoundHound, and that the recipient will return to Archimedes and SoundHound, or will delete or destroy this Presentation upon request by Archimedes or SoundHound or their advisors.

The distribution of this Presentation may also be restricted by law and the persons into whose possession this Presentation comes should inform themselves about and observe all such restrictions. The recipient acknowledges that it is (i) aware that the United States securities laws prohibit any person who has material, non-public information concerning a company from purchasing or selling securities of such company while in possession of such information, or from communicating such information concerning a company from purchasing or selling securities for such company while in possession of such information, or from communicating such information concerning a company from purchase or sell such securities exchange Act of 1934, as amended, and the rules and regulations promulgated thereunder (collectively, the "Exchange Act"), and that the recipient will neither use, nor cause or permit any third party to use, this Presentation or any information contravention of the Exchange Act, including, without limitation, Rule 10b-5 thereunder.

Additional Information: In connection with the proposed Business Combination, Archimedes intends to file with the Securities and Exchange Commission (the "SEC"), a registration statement on Form 5-4, containing a preliminary proxy statement/prospectus of Archimedes and SoundHound will mail a definitive proxy statement/prospectus relating to the proposed Business Combination to their respective shareholders. This Presentation of the source of the proposed Business Combination and is not intended to constitute the basis of any voting or investment decision in respect of the Business Combination and is not intended to constitute the basis of any voting or investment decision in respect of the Business Combination or the securities of Archimedes, Archimedes' and SoundHound's respective shareholders and other interested persons are advised to read, when available, the preliminary proxy statement/prospectus and the amendments thereto and the definitive proxy statement/prospectus and other relevant materials will contain important information about Archimedes, SoundHound's respective shareholders of SoundHound's respective shareholders of Archimedes of a soundHound are proposed Business Combination, as these materials will contain important information about Archimedes, SoundHound and the Business Combination, as these materials will contain important information about Archimedes, SoundHound and the Business Combination. Shareholders of Archimedes and SoundHound as of a record date to be established for voting on the proposed Business Combination. Shareholders of Archimedes and SoundHound are present and other relevant materials for the proposed Business Combination. Shareholders of Archimedes and SoundHound as of a record date to be established for voting on the proposed Business Combination. Shareholders of Archimedes and SoundHound as of a record date to be established for voting on the proposed Business Combination. Shareholders of Archimedes and SoundHound as the Beat are available, at the SEC's website at www.se

No Offer or Solicitation: This Presentation shall not constitute a "solicitation" as defined in Section 14 of the Exchange Act. This Presentation does not constitute (i) a solicitation of a proxy, consent or authorization with respect to any securities or in respect of the Business Combination or (ii) an offer to sell, a solicitation of an offer to buy, or a recommendation to purchase any security of Archimedes, SoundHound or any of their respective affiliates nor shall there be any sale of securities, investment or other specific product in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. To the extent that this Presentation is used in connection with the Private Placement of Archimedes' securities (referred in this paragraph as "Securities"), any offering of such Securities in connection with the Private Placement will not be registered under the Securities Act "), and will be offered as a Private Placement of the Securities act of 1933, as amended (the "Securities Act"), and will be offered as a Private Placement of the Securities act of 1933, as amended the "Securities act"). The Placement of the Securities is to be made directly by Archimedes. Accordingly, the Securities must continue to be held unless a subsequent disposition is exempt from the registration requirements of the Securities Act. Investors should consult with their counsel as to the applicable requirements for a purchasers to avail itself of any exemption under the Securities Act. The transfer of the Securities and the Securities in any state where the offer is negative to be investors should be aware that they will be required to bear the financial risk of their investment for an indefinite period of time. Neither Archimedes nor SoundHound are making an offer of the Securities in any state where the offer is not permitted.

NEITHER THE SEC NOR ANY STATE SECURITIES COMMISSION HAS APPROVED OR DISAPPROVED OF THE SECURITIES OR DETERMINED IF THIS PRESENTATION IS TRUTHFUL OR COMPLETE.

Forward Looking Statements: Certain statements included in this Presentation are not historical facts but are forward-looking statements. Forward-looking statements generally are accompanied by words such as "believe," may," "will," "estimate," "composition of the predict or indicate future events or that are not statements of historical matters, but the absence of these words does not mean that a statement is not isonard-looking. These forward-looking statements included for limited to statements regarding estimates and forecasts of other performance metrics and projections of market opportunity. These statements are based on various assumptions, whether or not identified in this Presentation and on the current expectations of Archimedes' and SoundHound's respective management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not statement of and the statements are provided for illustrative purposes only and are not predictions of actual performances are breving and sumptions. Actual events and circumstances are beyond the control of Archimedes' and SoundHound. Some important factors that could cause actual results to differ materially from those in any forward-looking statements could include changes in domestic and foreign business, market, financial, political and legal conditions.

### Disclaimer and Other Important Information

These forward-looking statements are subject to a number of risks and uncertainties, including, the inability of the parties to successfully or timely consummate the Transaction, including the risk that any required regulatory approvals are not obtained, are delayed or are subject to unanticipated conditions that could adversely affect the Company or the expected benefits of the Transaction, including the aparties to successfully or timely consummate the Transaction, including the parties to successfully or timely consummate to realize the anticipated benefits of the Transaction, matters discovered by the parties as they complete their respective due diligence investigation of the other parties, the ability of Archimedes prior to the Business Combination, and the Company following the Business Combination, to maintain the listing of the Company's shares on Nasdag; costs related to the Transaction; including the approval of the definitive merger agreement by the shareholders, the satisfaction of the minimum cash requirements of the definitive merger agreement by by Archimedes of Archimedes, the satisfaction of the minimum cash requirements of the definitive merger agreement by the shareholders, the transaction may not be completed by the stated deadline; the inability of the Domental dine and the potential failure to satisf vector of the Sound-Hound prior to the Business Combination, and the Company following the Business Combination; the ability of the Company to the company following the Business Combination, the ability of the Company to the completed by the Business Sound-Hound's competitive market: the ability of the Company's only the Sound-Hound's corporate reputation and brand; the impact from future regulatory, judicial, and legislative changes in Sound-Hound's or the Company's industry, and, the uncertain effects of the COVID-19 pandemic; competitive market: the ability of the Company's company following the Business Combination including the ability of future revolutes to market the ability of the Com

If any of these risks materialize or our assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that neither Archimedes nor SoundHound presently believe and SoundHound current by believe are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements and diverses as of the date of this Presentation. Nothing in this Presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements. In this Presentation should not place undue reliance on forward-looking statements, have only as of the date they are made and are qualified in their entirety by reference to the cautionary statements herein and the risk factors of Archimedes and SoundHound actribed above. Archimedes and SoundHound anticipate that subsequent events and developments will cause their assessments to change. However, while Archimedes and SoundHound anticipate that subsequent events and developments will cause their assessments to change. However, while Archimedes and SoundHound anticipate that subsequent events and developments will cause their assessments to change. However, while Archimedes and SoundHound anticipate that subsequent events and developments will cause their assessments to change. However, while Archimedes and SoundHound anticipate that subsequent events and developments will be achiever, while Archimedes and SoundHound anticipate that subsequent events and developments will cause their assessments to change. However, while Archimedes and SoundHound anticipate that subsequent events and developments will be achiever, while Archimedes and SoundHound anticipate that subsequent events and developments will be achiever, while Archimedes and SoundHound anticipate that subsequent events and developments will

#### **Use of Projections**

The financial projections presented in this Presentation, with respect to SoundHound represent SoundHound's independent registered public accounting firms have not audited, reviewed, compiled or performed any procedures with respect to the projections and, accordingly, they did not express an opinion or provide any other form of assurance with respect thereto to the projections and, accordingly, they did not express an opinion or provide any other form of assurance with respect thereto to the projections and, accordingly, they did not express an opinion or provide any other form of assurance with respect thereto to the projections and, accordingly, they did not express an opinion or provide any other form of assurance with respect thereto the projections and available accordingly indicative of future results. The assumptions and estimates underlying these projections are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risk that could cause actual results to differ materially from those contained in these projections. Accordingly, there can be no assurance that these projections will be realized. Further, industry experts and others may disagree with these assurance that these projections will be realized. Further, industry

#### Use of Non-GAAP Financial Measures

This Presentation includes certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP"). Therefore, these non-GAAP financial measures of provide useful supplemental informative to net incomes, cash flows from operations or other measures of profitability, liquidity or performance under GAAP. SoundHound believes that these non-GAAP measures of financial results (including on a forward-looking basis) provide useful supplemental information to investors about SoundHound. SoundHound's management uses forward-looking non-GAAP measures of evaluate SoundHound's management uses forward-looking non-GAAP measures to evaluate SoundHound's financial and operating performance. However, there are a number of limitations related to the use of these non-GAAP measures to evaluate SoundHound's financial and operating performance. However, there are a number of limitations related to the use of these non-GAAP measures to evaluate SoundHound's financial and operating performance. However, there are a number of limitations related to the use of these non-GAAP measures and their nearest GAAP equivalents, including that they exclude significant expenses that are required by GAAP to be recorded in SoundHound's financial at domard-to king accepted accounting principal set. In addition, other companies may calculate non-GAAP measures and therefore, SoundHound's non-GAAP measures and be directly comparable to similarly titled measures of other companies. A reconciliation of the non-GAAP financial measures uses of the reconciliation of such information to the measures and the intersect GAAP equivalent is included in the appendix to this Presentation. However, to the extent that forward-looking non-GAAP financial measures are provided, they are presented without a reconciliation of such information to the most comparable GAAP measures.

Use of Data: The data contained herein are derived from various internal and external sources. No representation is made as to the reasonableness of the assumptions made within or the accuracy or completeness of any projections or modeling or any other information contained herein. Any data on past performance or modeling contained herein are not an indication as to future performance.

Important Information for Investors: This Presentation does not purport to contain all information which may be material to an investor and recipients of this Presentation should conduct their own independent evaluation and due diligence of Archimedes and SoundHound. Each recipient agrees, and the receipt of this Presentation serves as an acknowledgment thereof, that if such recipient determines to engage in a transaction with Archimedes, its determination will be based solely on (i) the terms of the definitive subscription agreement, and, (iii) the recipient's own investigation, analysis and assessment of SoundHound and the Business Combination. Weither Archimedes nor SoundHound intend to update or otherwise revise this Presentation following its distribution and neither Archimedes nor SoundHound makes any representation or warranty, express or implied, as to the accuracy or completeness of any of the information contained in this Presentation after the date of the Presentation.

Participants in Solicitation: Archimedes and SoundHound and their respective directors and executive officers, under SEC rules, may be deemed to be participants in the solicitation of proxies of Archimedes' integraving the persons who may, under SEC rules, be deemed participants in the solicitation of proxies to Archimedes' shareholders in connection with the Business under SEC rules, be deemed participants in the solicitation of proxies to Archimedes' shareholders in connection with the Business Combination of Archimedes' filings with the SEC. Information regarding the names and interests in the Business Combination of Archimedes' filings with the SEC. Information regarding the participants in the solicitation of proxies to Archimedes' shareholders in connection with the Business Combination of Archimedes and Interests and officers in Archimedes' filings with the SEC. Information and the sequence of a rule of the proxy statement/prospectus on Form S-4 for the Business Combination, which is expected to be filed by Archimedes with the SEC. This Presentation is not a substitute for the proxy statement/prospectus or for any other document that Archimedes may file with the SEC in connection with the Business Combination. INVESTORS AND SECURITYHOLDERS ARE ADVISED TO READ THE DOCUMENTS FILED WITH THE SEC CAREFULLY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN INPORTANT INFORMATION. Investors and shareholders may obtain free copies of other documents filed with the SEC by Archimedes through the website maintained by the SEC at www.sec.gov. INVESTMENT IN ANY SECURITIES DESCRIBED HEREIN HAS NOT BEEN APPROVED BY THE SEC OR ANY OTHER RECIULATORY AUTHORITY PASSED UPON OR ENDORSED THE MERTIS OF THE COFFERING OR THE ACCURACY OR ADEQUACY OF THE INFORMATION CONTAINED HEREIN, ANY REPRESENTATION TO THE CONTRAN'S LA COMPANY IS A CRIMINAL OFFENSE.

# SoundHound + Archimedes

A strong combination of business, financial, and technical leadership

### SoundHound Inc.



hyperl∞p one

## SoundHound Inc. Investment Highlights

### Best-in-Class Voice AI Technology With Over 15 Years of Development and Innovation

- Fully integrated voice AI solution including cloud, embedded, and hybrid solutions
- Industry-leading Speech-to-Meaning® and Speech-to-Text technology surpassing competitors in speed, accuracy, and complexity

### Leading Independent Voice AI Platform

- Strongest global choice for custom branded voice assistants vs. a "big tech" product takeover, resulting in strong positioning and adoption
- Large technical barriers to entry makes it impractical for new players to enter the market

### In Production at Scale With Global Brands and Over 1B Queries Projected in 2021

- Custom voice assistants live in Mercedes-Benz, Hyundai, Honda, Pandora, Snapchat, White Castle, Vizio, and more
- 10x growth in Houndify traffic in the past 2 years, 2x in ~6 months, and projected to surpass 1B annual queries in 2021

### \$100M+ Bookings Backlog and Unparalleled Strategic Partnerships Across Industries

- \$1B+ of overall annual revenue forecast within 5 years, with a large portion from existing customers
- Combined reach of over 2B users through strategic partners and investors

### Massive \$160B+ Total Addressable Market

- 75B connected devices worldwide by 2025<sup>1</sup>
- Over 8B voice assistants projected by 2024<sup>2</sup>

### **Robust and Foundational IP**

- 227 patents granted or pending
- Includes Speech Recognition, Natural Language, Machine Learning, and more

### **Experienced and Visionary Management Team**

- Deep technical expertise and proven track record of constant innovation and value creation
- Long-tenured team with deep expertise and proven ability to attract and retain the best talent

# Company Overview

Creating the next disruption in human-computer interfaces

SoundHound Inc.

### "This is Insane!"

Number 1 post on Reddit with 2+ million views in one day



http://www.youtube.com/watch?v=px7d3tUkjes

# Our Vision

A conversational voice AI platform that:
exceeds human capabilities
delivers value and delight to end users
creates an ecosystem with billions of products
enables innovation and monetization

opportunities for product creators.

# The World Is Evolving into a Voice-Enabled Reality

Voice AI is poised to create the next major disruption in computing



### Massive Market Opportunity for Voice AI

Total Addressable Market (2026E)<sup>1</sup>





90%

Of new vehicles globally are projected to have voice assistants by 2028<sup>2</sup>



8B+

Number of voice assistant devices in use to overtake world population by 2024<sup>1</sup>



**75B** Connected devices worldwide by 2025<sup>3</sup>



94%

Of large companies expect to use voice Al in two years<sup>4</sup>

# 75 Billion IoT Products Untapped

Limited or no interface

Voice AI unleashes the power of the Internet to users

Voice AI brings products to life

Voice AI converts IoT to AIoT



# Technology Leaders Disrupted Markets and Expanded Upon Them

# - Microsoft

- Disrupted desktop computing
- Operating system
- Business value for *Product Creators* Market Cap: \$2.6T



- Disrupted mobile
- Monetization platform
- Business value for Developers
   Market Cap: \$2.5T

Google

- Disrupted Internet search
- Keyword bidding
- Business value for
- Advertisers Market Cap: \$2.0T



- Disrupted commerce
- E-commerce optimized for *Customers*
- Business value for Merchants
   Market Cap: \$1.8T

# SoundHound Inc.

Positioned to be the leader in Human-Computer interaction and the next generation of search monetization

### Disrupting Human-Computer Interfaces

- Billions of products with voice AI
- Conversational interactions
- Reactive and proactive engagement
- 227 patents with 35 patents in conversational monetization
- Business value for Product Creators, Advertisers, Developers, and Merchants
- Proven adoption with 10x growth in Houndify traffic in the past 2 years

# Growing Void and Demand for an Independent Voice AI Platform

#### The Rise of Independent Disruptors

- Focused resources
- Fueled by AI democratization of computing platforms
- Beating the legacy giants

🙁 twilic		zoom	<mark>‡</mark> slack
🗖 Squa	re	stripe	Uber
Roku	Q	<b>airbnb</b>	💰 shopify

#### Voice AI from Big Tech

- Conflict of interest
- Hidden agenda
- Learn and compete
- Product takeover
- Loss of brand autonomy and data

#### Voice Licensing Legacy Players

- Dated technology
- Outdated expensive business model
- Rigid contracts
- Low attachment to product success
- 4/12/2021: Microsoft acquisition of Nuance for \$19.7B

#### SoundHound Opportunity

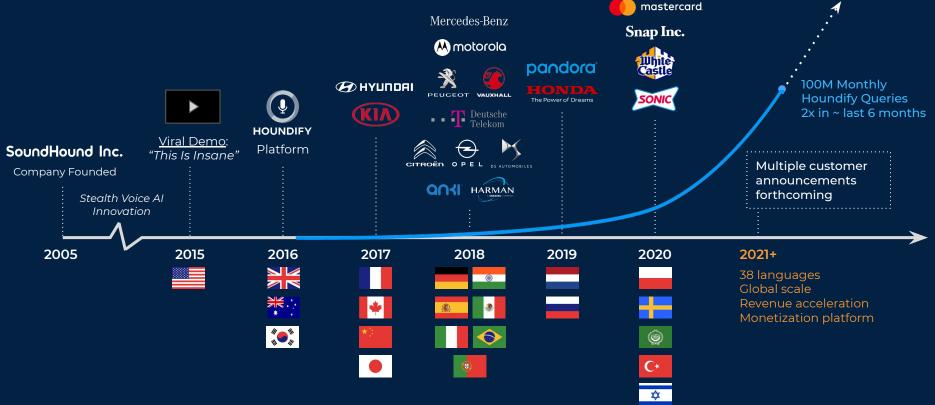
- Disruptive Technology
- Custom voice assistants
- Proprietary domains and services
- Control of customer data
- Defined privacy policies
- No conflict of interest
- Innovation and monetization
   opportunities



# Established Growth and Adoption With Significant Pipeline

VIZIO

An inflection point in our global reach and scale



## Global Presence and Language Reach

Roadmap for 38 languages and 114 acoustic variations

Hebrew

Available Now	Roadmap						
English (US)	Cantonese	) · · · · · · · · · · · · · · · · · · ·	34 3				
English (UK)	Czech	<b>%</b> •					
English (AU)	Croatian						
English (India)	Danish						
Spanish	Farsi (Persian)						
Spanish (Mexico)	Finnish						
Portuguese	Greek						
Portuguese (Brazil)	Hindi						
French	Hungarian						
French (Canada)	Indonesian		<b>9</b>				
German	Norwegian						
Dutch	Romanian		<b>9</b>				
Italian	Slovak				a main 10	Countries	
Korean	Slovenian	Giobal Compa	any With <mark>9 offic</mark>	es and re	eams in 16 g	Countries	
Japanese	Thai						
Mandarin (China)	Ukrainian	North America	South America	Europe		Asia	
Russian	Vietnamese			<u>·</u>			
Polish		Santa Clara, CA (HQ)	Argentina	Paris	Netherlands	Beijing	
Swedish		San Francisco	Brazil	Berlin	Sweden	Токуо	
Arabic		Boulder		Italy	Russia	Seoul	
Turkish		Toronto		Turkey	Poland	UAE	

# SoundHound Inc. Leadership

Long-tenured team with deep expertise and proven ability to attract and retain the best talent

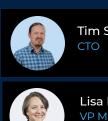
Keyvan Mohajer

Founder & CEO

Technical founder and entrepreneur

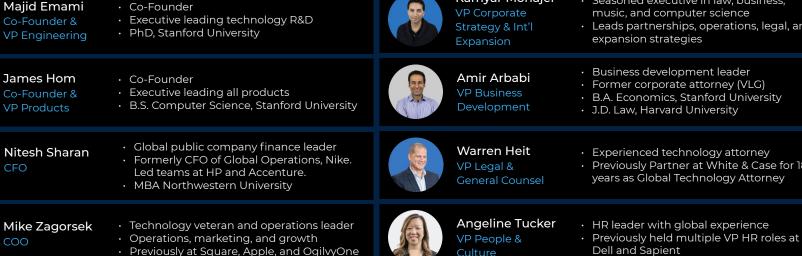
PhD. Stanford University

• 20+ years of experience scaling companies





• Previously Partner at White & Case for 18 years as Global Technology Attorney



# Backed by Leading Strategic and Financial Investors

Over \$280M raised from a cross-industry group of multinational investors with a combined reach of over 2B users



# Technology Overview

Breakthrough innovation with established adoption and growing momentum

SoundHound Inc.

### Strong Cross-Industry Adoption and Integration



http://www.youtube.com/watch?v=1BjV\_cE1RQ0

## Adoption From Market Leaders

Custom branded voice assistants powered by Houndify

Mercedes-Benz

"Partnering with SoundHound Inc. and integrating such a natural, conversational voice interface in our vehicles, allows the driving experience to become even more intuitive."

### 

"Sophisticated voice recognition and AI integration are core to effectively providing drivers with the massive content and data that future connected vehicles have to offer."

### pandora

"With Pandora Voice Mode, we're introducing a more natural and conversational way for listeners to discover new music, and enhance their app experience. It's like getting recommendations from a friend who really knows you."



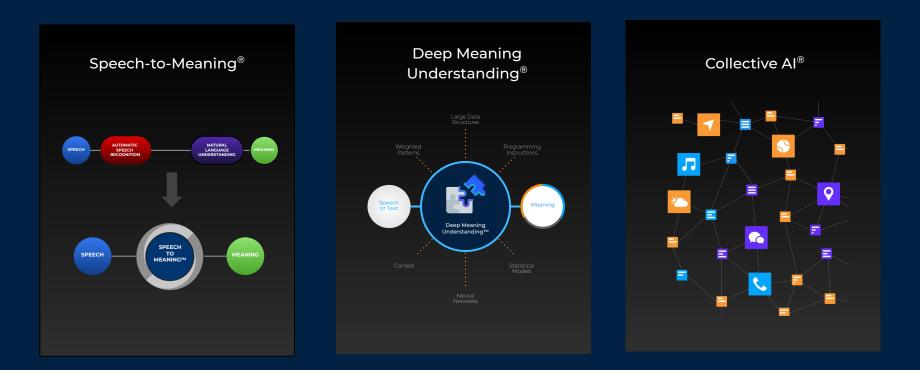
"Harman partnering with SoundHound Inc. allows hospitality providers to deliver a simple and pleasurable in room experience for guests, whether it's controlling the room environment or using it for concierge services."

### Select Products In Market

- Mercedes: MBUX (multiple models)
- Hyundai: Dynamic VR (multiple models)
- Kia: Seltos, K5
- Honda: e (EV), Jazz
- Snapchat: Voice Scan
- Pandora: Voice Mode
- VIZIO: Smart TV Voice Remote
- White Castle: Voice AI Drive Through
- Sonic: Voice Al Ordering
- Deutsche Telekom: Magenta Speaker
- Anki: Vector Robot

## Technology Breakthroughs

Unmatched innovations in voice Al



# Speech-to-Meaning<sup>®</sup>

Breakthrough technology that understands speech like humans

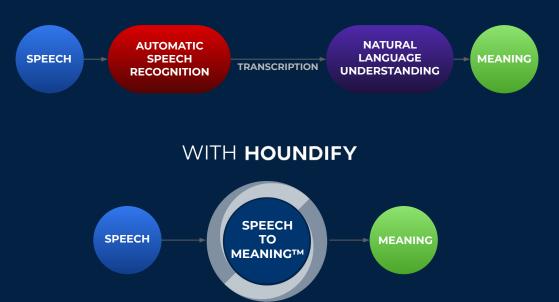
Typical technologies use a two-step process: Speech-to-text and then text-to-meaning

Humans don't convert speech to text then process the text into meaning – they do it one step

Like humans, Speech-to-Meaning® combines Automatic Speech Recognition and Natural Language Understanding automatically in real time

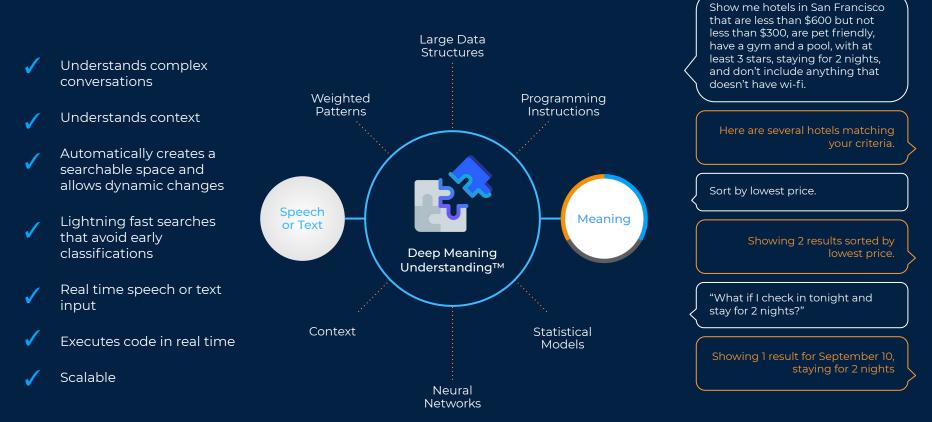
Dramatically increased speed and accuracy

### TRADITIONAL APPROACH



# Deep Meaning Understanding<sup>®</sup>

Enabling natural and complex conversations

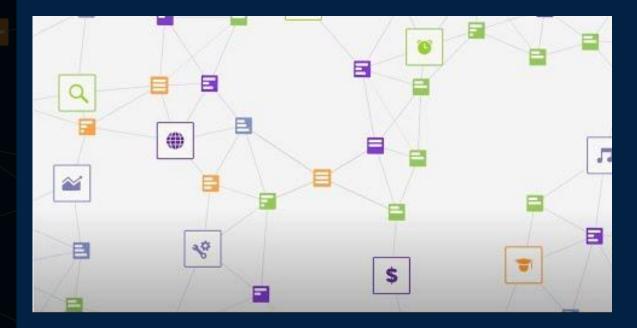


# Collective Al<sup>®</sup>

A global AI that knows the answer to any question and can perform any task

Extensible platform for developer collaboration to create a global AI that is always learning and is larger than the sum of its parts:

- Interconnected domains and knowledge graphs
- Crowdsourced to domain experts
- Intelligence increases exponentially based on linear contribution
- Full flexibility for contributors and product creators



### http://www.youtube.com/watch?v=e0z2ZVMling



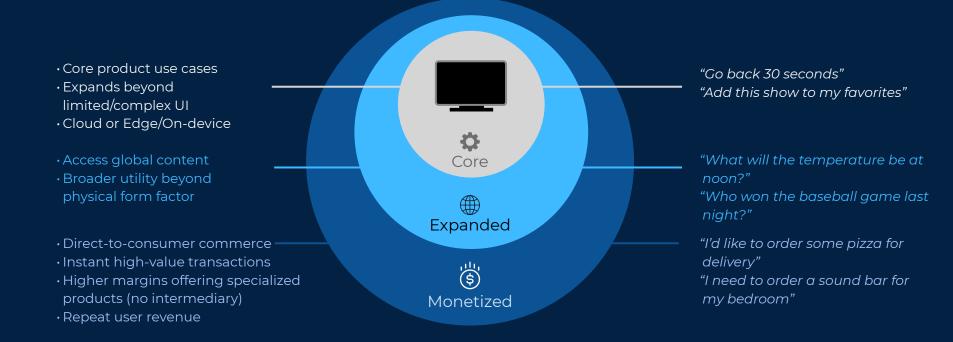
## Strong Patent Protection

227 Patents: 81 granted, 146 pending

E.	Speech Recognition	ASR accuracy, SLMs, AM training, pronunciations, phrase spotting, EOU detection, speech attribute detection
	Natural Language	Domains, grammars & phrasings, parsing & interpretation, slot values, disambiguation & modal dialog, query API access, response information, transcriptions
ᢓᢆ᠕ᡁ	Machine Learning	Neural networks & training, statistical modeling, embeddings & dimensionality reduction, crowdsourcing, recommendation, database management, prediction, privacy
₹ E	Human Interfaces	Microphone, displays, device states, engagement, TTS voices, query cut-offs, personalization, conversations, searching, filtering
$\ll$	Platform and Tools	Platforms, SDKs, developer interfaces, content/data providers
	Advertising	Ads, profiling, thoughts & concepts, monitoring, bidding, buying/purchasing, payments
	Consumer Electronics	Portable devices, wearable devices, automobiles, appliances, offline capabilities
(Ĵ)	Audio and Music	Fingerprinting & music recognition, broadcast & source identification, lyrics synchronization, sing/hum recognition

## Houndify Ecosystem Extends Product and Brand Value

Three use case categories combine to unlock the value of IoT products and generate revenue



# Financial Overview

Growth in usage fuels financial momentum and strengthens go-to-market strategy

SoundHound Inc.

# Accelerating Growth in Houndify Queries

Delivering 100M+ monthly queries with a total of 1B expected in 2021 as products continue to launch and usage grows

# 125M 100M Doubled in ~6 months 75M 50M 25M 0M

### Monthly Houndify Queries

### Growth In Bookings Provides a Foundation For Revenue Growth

Bookings backlog expected to double year-over-year

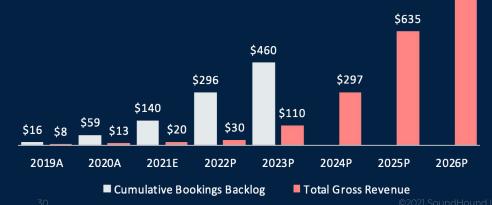
### Forecasted Rev. by Cust. Relationship (% gr rev)

- 100% of projected revenue in 2021 is driven by existing customers
- Existing customers continue to generate over 40% of forecasted revenues in 2024



### Proj. Annual Bookings Backlog & Gross Revenue (in millions)

- Bookings are represented by multi-year contracts generating ongoing annual revenue.
- Backlogs result from projected bookings combined with remaining billings from existing bookings.
- Bookings projections limited to 2023 based on pipeline forecast.



Source: Management estimates. Note: Revenue projections for existing customers include contract renewal, geographic expansion, and search monetization [1] Bookings backlog projections limited to 2023 based on pipeline projections. [2] Backlog calculation backlog on cumulative new bookings minus revenue associated with the booking within the calendar year.

## Three Revenue Generation Pillars

Established royalty and subscription revenues creating an ecosystem of voice advertising and commerce

#### Houndified Products

Voice-enabled products across automotive and consumer electronics (IoT)

#### 1. Royalties

- $\cdot$  Based on volume, usage, and life
- Revenue per device / user
- Revenue per device / unit of time

#### Houndified Services

Customer service, food ordering, content, appointments, and voice commerce

#### 2. Subscription

- Monthly fees based on
- usage-based revenue
- Revenue per query
- Revenue per user / unit of time

#### Houndified Ads + Commerce

Revenue from users of Houndified products accessing Houndified services and advertising

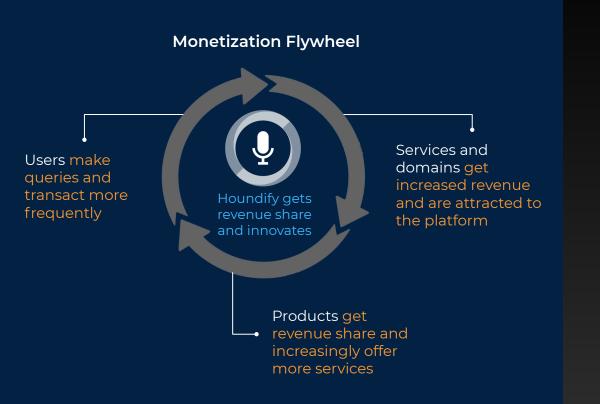
#### 3. Monetization

- Intent-based ad model
- Commissions on ordering
- High value focused targeting
- Revenue share with customers
- Replace cost with future revenue



### Monetization Growth

Increased usage incentivizes growth in monetized services



### Compound Market Impact

### Monetization improves adoption

• Free or reduced cost to implement improves adoption by products and services

### And increases TAM

 Increased monetization revenue opportunities post-adoption increases the TAM

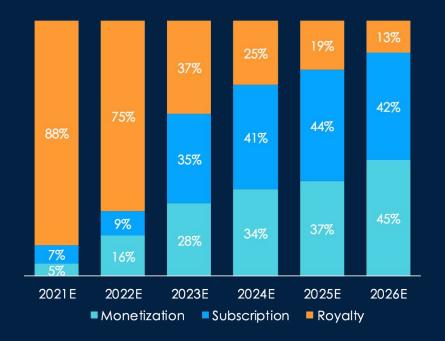
### Projected Revenue Contribution by Category

### Commentary

Three revenue "pillars" generating compounded growth:

- 1. Royalty revenue from Houndified products
  - Includes cars and IoT products.
- 2. Subscription revenue from Houndified services
  - Includes customer service, food ordering, reservations, appointments, and voice commerce.
- 3. Monetization revenue from users of Houndified products accessing Houndified services and advertising.
  - Lead generation and repeat transaction
     revenue with advertising
  - Revenue shared with product creators
  - Creates compound impact of increasing adoption and Total Addressable Market (TAM)

#### Contribution by Revenue Category (% gross revenue)

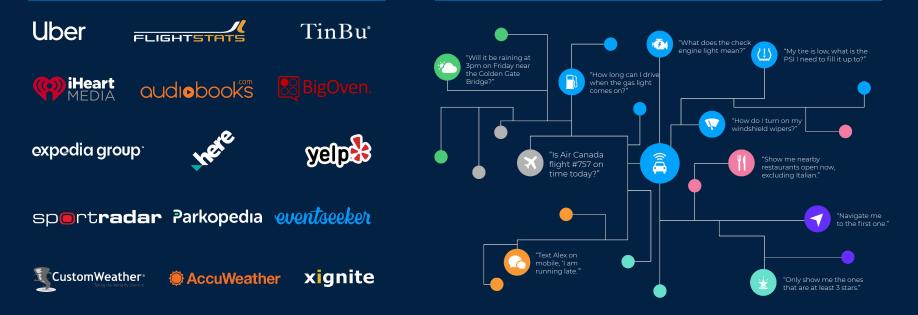


# Extensive Selection of Voice AI Content and Services

Available as white label with full redistribution rights

### Select Content Domain Partners

Houndify Responds With the Best Content Domain

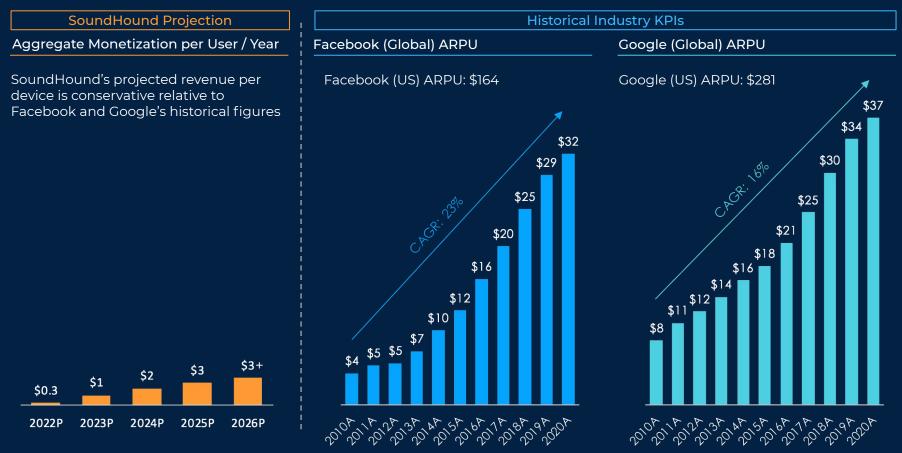


### Robust Projected Growth Profile

Summary Financials								(in millions)
	2019A	2020A	2021E	2022P	2023P	2024P	2025P	2026P
Bookings <sup>(2)(3)</sup>	\$24	\$54	\$100	\$180	\$243	-	-	-
% Growth		122.2%	85.2%	80.2%	35.1%	-	-	-
Gross Revenue	\$8	\$13	\$20	\$30	\$110	\$297	\$635	\$1,164
% Growth		69.6%	54.7%	46.9%	271.1%	170.5%	113.7%	83.4%
Net Revenue	\$8	\$13	\$20	\$28	\$98	\$255	\$533	\$939
% Growth		69.6%	54.7%	41.3%	244.9%	159.7%	109.0%	76.3%
Gross Profit	\$3	\$7	\$15	\$22	\$84	\$226	\$479	\$844
% of Gross Revenue	41.2%	55.0%	74.0%	75.4%	77.0%	76.2%	75.4%	72.5%
Adj. EBITDA	(\$56)	(\$50)	(\$73)	(\$101)	(\$88)	\$6	\$191	\$471
% of Gross Revenue						2.1%	30.1%	40.5%

Source: Management estimates. Note: Bookings, forecasted Gross Profit, and Adj. EBITDA are non-GAAP measures. Forecasted Gross Profit excludes depreciation and amortization. Financials audited in accordance with PCAOB auditing standards. (1) Declininggross profit margins beginning 2023 due to projected monetization revenue shared with customers as monetization partnerships accelerate.[2] Bookings and revenue projections in this table align with all other reports in this presentation [3] Bookings projections limited to a no pipeline projections in this table align with all other reports in this presentation [3] Bookings projections limited to 2023 based on pipeline projections

### Gross Monetization – Implied Revenue Per User



Source: Management estimates, Company materials, Wall Street research, and online sources.

Note: SoundHound assumes average of 1 user per device during the forecast period. Google user count estimated to grow with world population.

### SoundHound's Undeniable Criteria For Adoption



# Transaction Overview

SoundHound Inc.

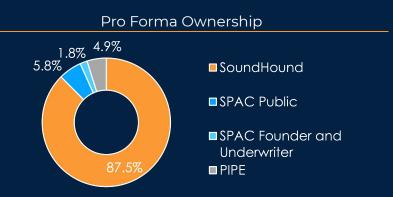
### Transaction Overview

(in millions, except per share figures)

Sources & Uses	
Sources of Funds	
SoundHound Rollover Equity	\$2,000
SPAC Cash in Trust	133
PIPE Proceeds	111
Total Sources	\$2,244
Uses of Funds	
SoundHound Rollover Equity	\$2,000
Estimated Fees & Expenses	25
Cash to Balance Sheet	219
Total Uses	\$2,244
Pro Forma Revenue Multiples	
2023P Gross Revenue	\$110
2024P Gross Revenue	297
Pro Form a Enterprise Value / 2023P Gross Revenue	18.8x
Pro Form a Enterprise Value / 2024P Gross Revenue	7.0x

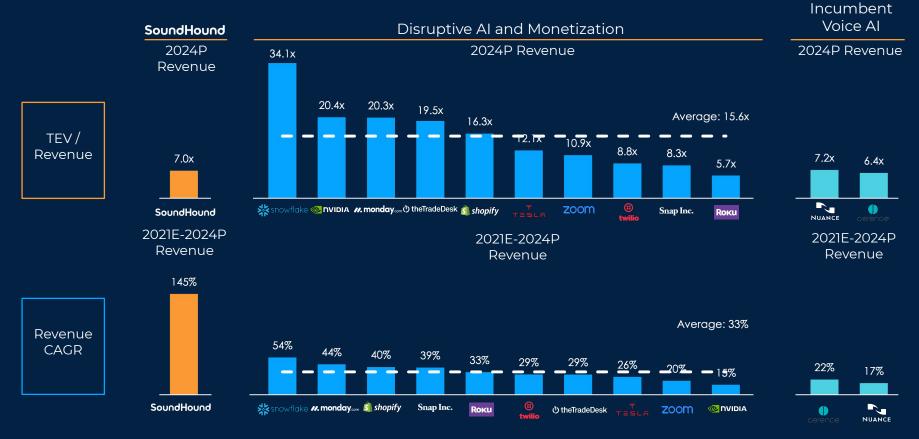
#### Pro Forma Valuation

Share Price	\$10.00
Pro Forma Shares Outstanding	228.6
Pro Forma Equity Value	\$2,286
Less: Pro Forma Net Cash	(219)
Pro Forma Enterprise Value	\$2,067



Note: Assumes no redemptions from SPAC trust account and assumes new shares are issued at a price of \$10.00. Pro forma shares outstanding includes 13.30 million SPAC Public shares, 3.33 million SPAC Founder shares, 0.42 million SPAC Underwriter private placement shares, 0.42 million SPAC Bounder and Underwriter private placement shares, and 200.00 million rollover shares to existing SoundHound shareholders (with assumed options and warrants based on the treasury stock method). Excludes impact of 6.86 million outstanding warrants with a strike price of \$10.50 and excludes awards reserved under the new equity incentive plan and employee stock purchase plan to be adopted in connection with the closing. Pro forma ownership reflects economic rights; stock issued to SoundHound's three founders may be high-vate stock, subject to negatiation with and approval of the Special Committee of the Board of Directors and approval Stockholders.

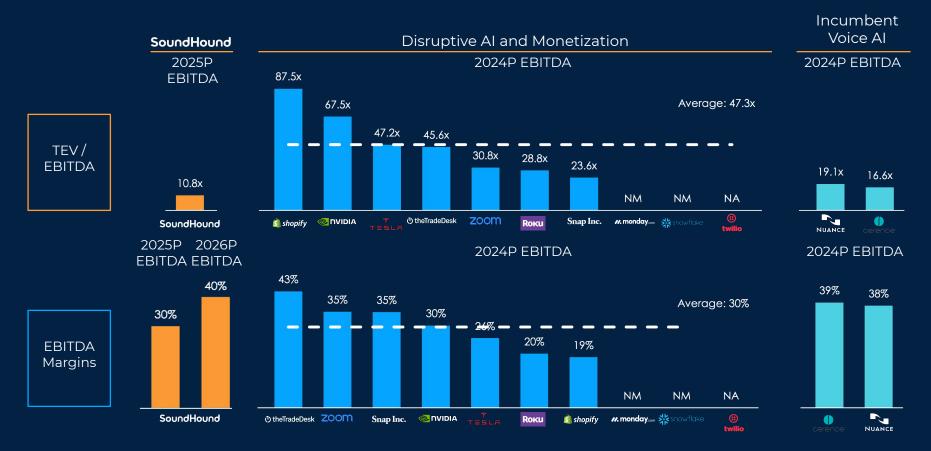
### Attractive Valuation Relative to Revenue and Revenue Growth



Source: Management estimates, Company materials , Wall Street research, CapitallQ, and FactSet as of 11/12/2021. Note: Nuance multiple reflects trading as of market close on the day prior to the announced acquisition by Microsoft. Nuance forecasts reflect management estimates.

<sup>©2021</sup> SoundHound Inc.

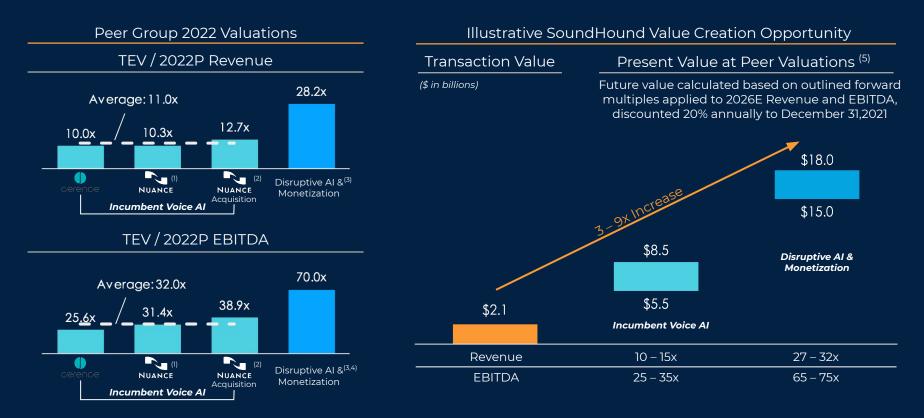
### Attractive Valuation Relative to EBITDA and Profitability



©2021 SoundHound Inc.

Source: Management estimates, Company materials, Wall Street research, CapitallQ, and FactSet as of 11/12/2021. Note: Nuance multiple reflects trading as of market close on the day prior to the announced acquisition by Microsoft. Nuance forecasts reflect management estimates. NM indicates multiples are greater than 100.0x or less than 0.0x or indicates that margins are less than 0%. NA indicates the underlying data is unavailable.

### Significant Near Term Value Creation Opportunity



Source: Management estimates, Company materials, Wall Street research, CapitallQ, and FactSet as of 11/12/2021. Note: Nuance revenue and EBITDA forecasts reflect management estimates. (1) Multiple reflects trading as of market close on the day prior to the announced acquisition by Microsoft. (2) Multiple reflects Microsoft's cash offer price of \$56.00 per share. (3) Disruptive AI and Monetization peer average includes Monday.com, NVIDIA, Roku, Shopify, Snap, Snowflake, Tesla, Trade Desk, Twilio, and Zoom. (4) Excludes EBITDA Multiples above 100.00 or below 00x. (5) Persent value assuming valuation multiples applied to 2026P Revenue and EBITDA, 12/3/2021 valuation date and 20% discount rate.

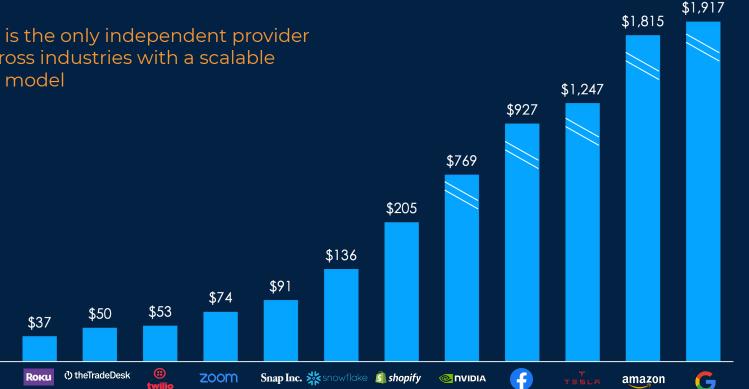
### Significant Medium to Long Term Value Creation Opportunity

(\$ in billions)

\$2.1

SoundHound

SoundHound is the only independent provider of Voice AI across industries with a scalable monetization model





SoundHound Inc.

### Non-GAAP Reconciliations

Adj. EBITDA Reconciliation		(in millions)
	2019A	2020A
GAAP Operating Income / (Loss)	(\$65)	(\$66)
Non-GAAP Adjustments		
Plus: Depreciation & Amortization	5	6
Plus: Stock-Based Compensation	3	6
Plus: Change in Warrant Liability	0	1
Plus: Amortization Of Debt Issuance Costs		1
Plus: Change in Fair Value of Derivative Liability		1
Plus: Loss Upon Extinguishment of Debt		4
Less: Deferred Income Taxes	-	(2)
Adj. EBITDA	(\$56)	(\$50)

### Recent Strategic Developments

### Strategic Partnership with Oracle

- In August 2021, SoundHound entered into a strategic partnership with Oracle Corporation ("Oracle"), a leading global cloud infrastructure provider, to accelerate its global expansion
  - Increases availability of SoundHound's services to existing and prospective customers
  - Accelerates research and development and training of Artificial Intelligence (AI) models

Oracle has committed to an investment in the PIPE

### Significant Lead in Voice Al Technology and Adoption

Voice AI technology has high barriers to entry

- Requires years of R&D
- Very few competitors
- Unlikely new players

Many industry giants have tried and not succeeded

Houndify maintains its technology lead on competition, with proven adoption and established global scale









Our world will be filled with smart devices and robots

But they will not all have the same name

We will have multiple assistants, with different names, varying expertise and unique personalities

We will be living in a multi-assistant world, all connected to one Collective AI – a central source of broad knowledge







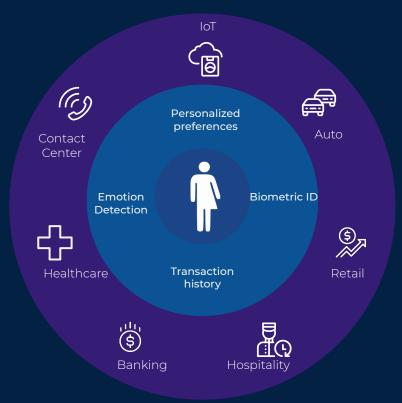
### Example Monetizable Scenario



An enhanced ecosystem-based monetized voice AI model creates compound annual revenue opportunities

### Future Reality: Personalized Experience for Houndify users

Unified and across products creates value across the ecosystem



#### **Voice Biometrics**

- Allows for personal identification
- Works across Houndify products

#### Voice Password

Combine with speaker
 ID/biometrics to create two-factor
 authentication

#### **Emotion Detection**

- A more tailored empathetic experience
- Leveraged to offer more targeted monetizable offers

#### Visual Wake

 Face tracking, body tracking, and audio channelling can create more natural interactions

#### **Always Listening**

 Free from turn-based conversations, Houndify interactions happen organically

#### **Multi-Zone Audio**

- Can better differentiate multiple speakers, especially in automotive
- Working with biometrics, can identify unique individuals

#### **Real-Time Translation**

- Speak and receive responses in any language
- Houndify acts as a universal translator

#### Dynamic TTS

• Responds and sounds like a real person

#### **Payment and Fulfilment**

Voice-based ordering

#### **Audiovisual Search**

- "Tell me about this building"
- "What's that store across from me?"

### In-car sentence accuracy

In different conditions. Test performed by Houndify automotive customer.

(%)	0 km/h	60 km/h	105 km/h	120 km/h
Large Tech Company	89%	81%	58%	33%
Houndify	95%	90%	78%	66%

## SoundHound Inc.

Houndify Everything

## ARCHIMEDES

November 2021

P

曾

. .

1.0114