A Moving Experience

Corporate Fact Sheet

Company Overview

Cerence Inc., A.I. for a world in motion. Cerence delivers immersive experiences that make people feel happier, safer, more informed, and more entertained in their cars. Bringing together voice, touch, gesture, emotion, and gaze innovations, it creates deeper connections between drivers, their cars and the digital world around them. It currently powers A.I. in more than 280 million cars on the road globally across more than 70 languages and for nearly every major automaker in the world.

Vision

Enable a more enjoyable, safer journey for everyone.

Mission

Empower automotive ecosystem with digital platform solutions for connected and autonomous vehicles.

Cerence Highlights

+ Market-leading AI offerings
+ Significant opportunity in high-growth market
+ Deep customer relationships
+ Multiple vectors for growth
+ Attractive financial profile
+ Experienced leadership team

Fast Facts

+ 20+ years industry experience
+ ~1,300 employees
+ ~1,250 patents
+ 21 offices worldwide
+ 280+ million cars
+ Shipped in 1 of every 2 cars YTD
+ 70+ languages covered
+ 60+ automotive customers

Financial Highlights

+ $308 - $310 million estimated FY2019 revenue
+ Strong growth trajectory
+ Excellent revenue visibility

+ $100 - $102 million estimated FY2019 adjusted EBITDA
+ High profitability
+ Strong cash flow conversion

Cerence Portfolio

In-Car Products

Technology installed within a vehicle's head unit; can be tailored to customers' desired use cases and a vehicle's unique systems, sensors and data interfaces.

Cloud-Based Connected Services

Technology and services delivered through a connected, cloud framework; offers enhanced functionality through increased computing power and external content.

Professional Services

Global team that works closely with OEMs and suppliers to tailor solutions to desired requirements, configurations and acoustic characteristics of specific vehicle models.

Developer Toolkits

Software developer toolkits (SDKs) that allow developers at OEM and suppliers to create customer applications that can operate within the Cerence platform.

Ready-to-Go Applications

Packaged solutions that require limited customization and deliver value faster to OEMs and suppliers.

Customer Snapshot

Deep relationships with the world's OEMs and Tier-1s

Cerence Management

World-class team brings deep automotive, voice recognition, artificial intelligence and engineering expertise.

+ Sanjay Dhawan, CEO
+ Mark Gallenberger, CFO
+ Stefan Ortmanns, EVP/GM
+ Richard Mack, CMCO
+ Leanne Fitzgerald, GC

+ Sachin Sahney, CHRO
+ Udo Haiber, SVP R&D
+ Egon Jungheim, SVP Sales
+ Charles Kuai, SVP China
+ Bridget Collins, CIO