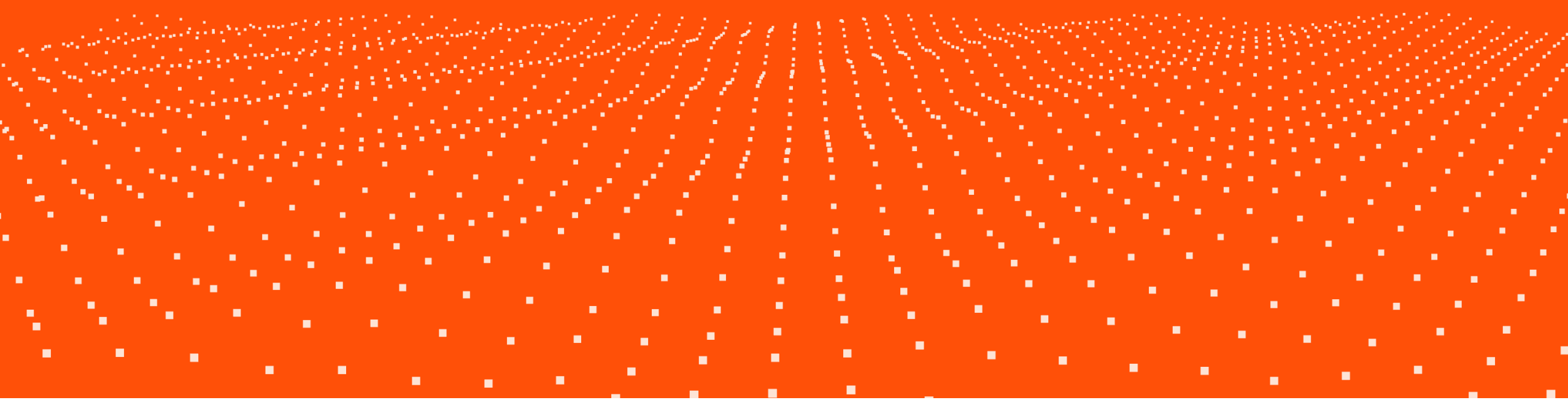


# DFRNT<sup>®</sup>

The evidence layer beneath  
every business decision.





**1494:** Pacioli invents a system where every number proves itself.

**1979 - 2026:** Enterprise finance runs on spreadsheets where nothing proves anything.

**Now:** We're finishing what Pacioli started.

# Pre-market-launch: Lighthouse Customer validates our value propositions and our premium ACV

€250k

Deal secured to replace a **single mission-critical** spreadsheet



>€30B rev.

Category-leading **Insurance** Enterprise reached out to us

One mission-critical spreadsheet impacting millions of € in spend.  
This lighthouse customer is not alone.

# Excel<sup>®</sup> spreadsheets are a symptom of a costly problem

90% of organizations broadly rely on spreadsheets despite these problems<sup>1</sup>:

## 800:1

800 spreadsheets are needed to create one report<sup>2</sup>

## 94%

Of enterprise spreadsheets contain inconsistencies<sup>3</sup>

## 30%

Of finance department work spent on insight activities<sup>4</sup>

## \$535m

 OCC fining large international banks<sup>5</sup>

Due to longstanding data governance deficiencies (2020 and 2024).

<sup>1</sup><https://www.prnewswire.com/news-releases/90-of-firms-still-rely-on-spreadsheets-despite-bottlenecks-302374188.html>

<sup>2</sup>Sources on the "800 to 1" ratio: [Gartner](#), 2008; Reconfirmed 2024 via personal interview with Wellington Alves, Managing Director of Controlling Engineering, Goldman Sachs.

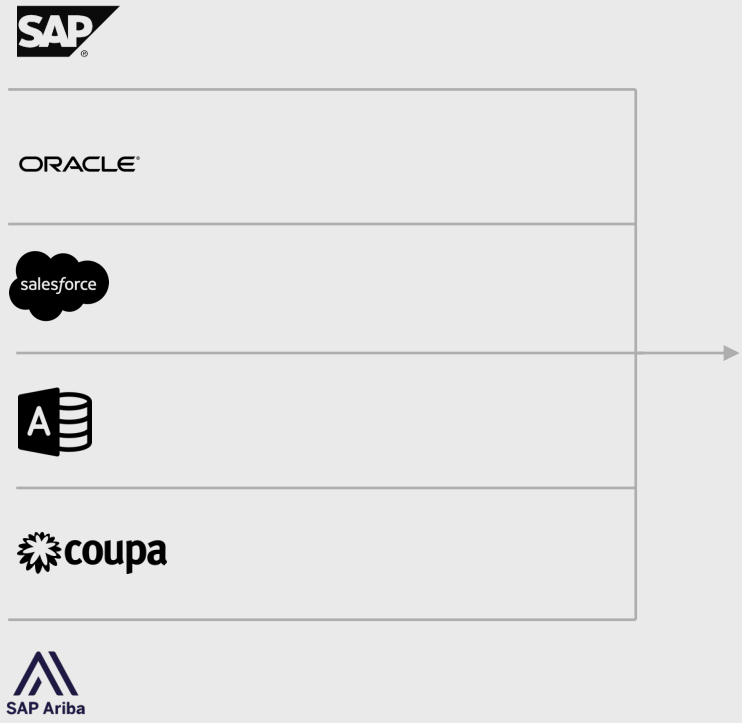
<sup>3</sup>[Spreadsheet quality assurance: a literature review](#), 2024.

<sup>4</sup><https://www.pwccn.com/en/consulting/finance-effectiveness-benchmarking-jun2024.pdf> (page 6)

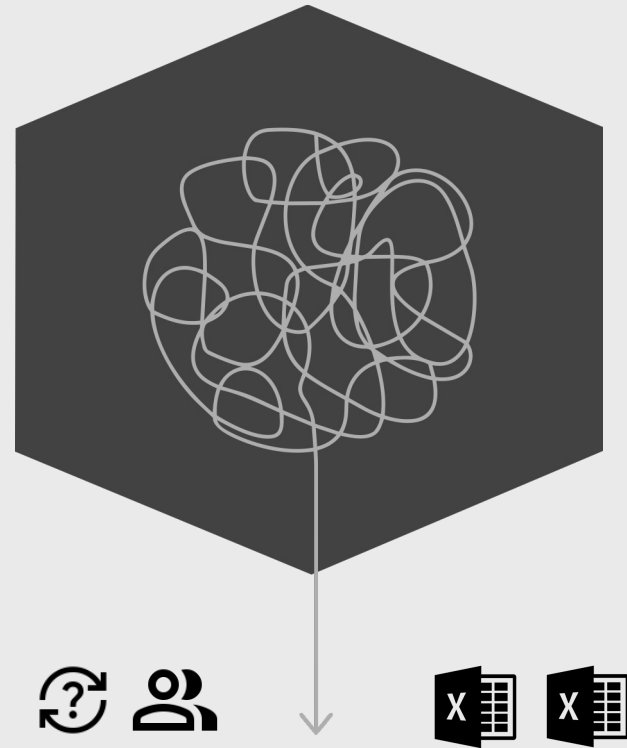
<sup>5</sup>The Office of the Comptroller of Currency (US) fined Citibank \$400m in 2020 due to "longstanding" deficiencies in enterprise-wide risk management, data governance, internal controls, and related regulatory reporting issues. Additional fines of \$135m were levied in 2024 because Citibank did not fulfill the obligations of their consent decree from 2020.

# There is a gap between Enterprise data sources and outcomes

## Isolated Pillars of the Business



## Black Box of messy Excel spreadsheets



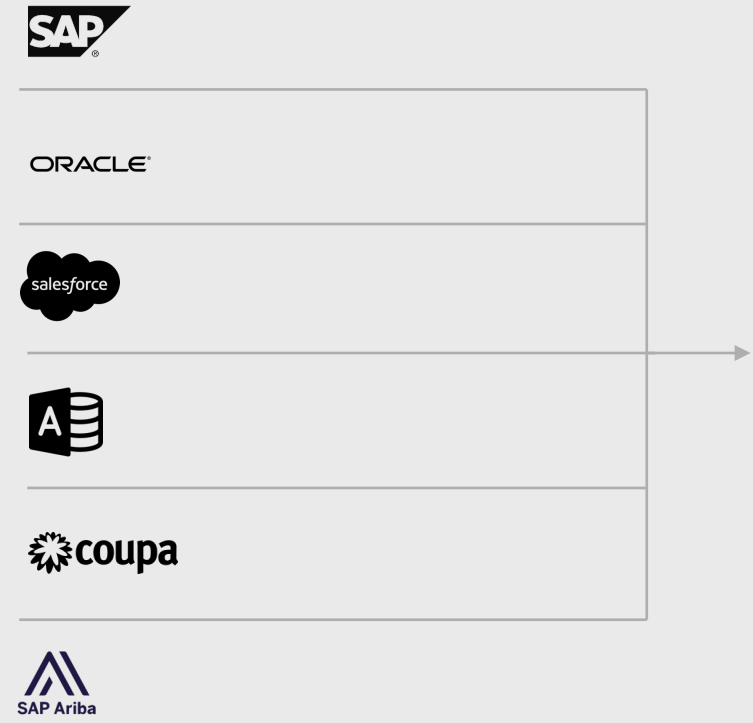
A few experts with personal knowledge juggle 100s of spreadsheets to get to one outcome.

## Uncertain Outcomes



# Audit-ready, AI-readable financial data infrastructure

## Isolated Pillars of the Business



## Coherent Financial Data Infrastructure

Traceable, Transparent, Certain: Financial AI Enabler

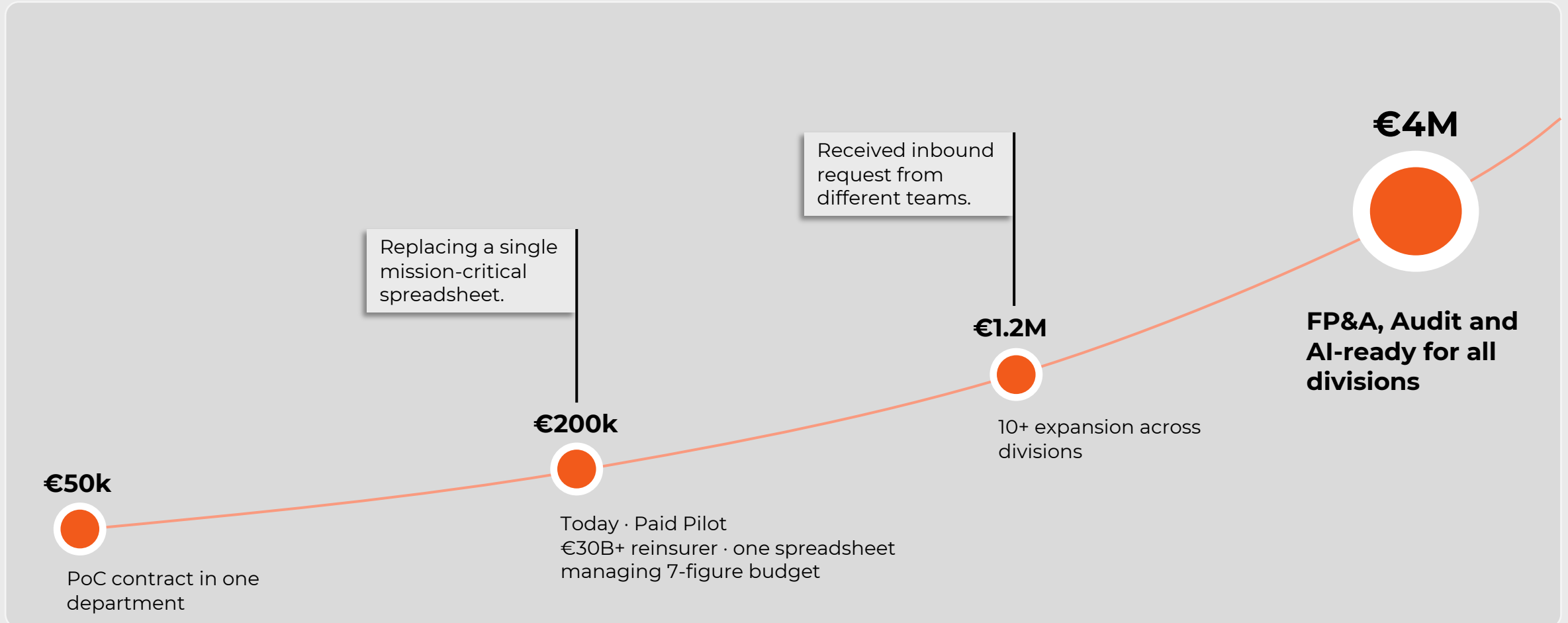


- ✓ Rules-based knowledge graph trust layer
- ✓ Hallucination-free AI
- ✓ Every value fully explainable & auditable
- ✓ Built on open standards
- ✓ AI-native core; LLMs are interchangeable via our MCP layer

## Trustworthy Outcomes

- ✓ **Financial Planning & Analysis**  
Consistent, verified numbers.  
Planners work with trustworthy data.
- ✓ **Reporting & Audit**  
Verification at every step.  
Audit trail one click away.
- ✓ **AI & Agents**  
AI and agents use DFRNT for trusted data, logic, and execution — with every action validated and recorded in the audit trail.

This is how we grow within one customer:  
from €200k to €1,2M ACV in less than 2 years



# Land with one spreadsheet. Expand to 10× ACV.

One evidence layer. Many velocity packs. Compounding ACV inside every account.

## ■ Data, model, logic — separated

The evidence layer keeps them structurally apart. **Modular. Scalable.**

Excel collapses them into the same cells.

## ■ Captured once, governed forever

Every fact has a **source**.  
Every rule is **versioned**.  
Every change is **traceable**.













By construction, not by convention.




## ■ Reusable across every adjacent process

Once installed, the same foundation serves the **next spreadsheet**, the **next department**, the **next regulation**.

## Velocity packs

*Each pack productizes one process. The customer brings the data; the pack brings the model and rules.*

	Asset Lifecycle	FP&A	Statutory Reporting	Tax
Insurance	 PILOT	 NEXT	 expand	 expand
Real Estate	 NEXT	 NEXT	 expand	 expand
VC	 expand	 expand	 expand	 expand

 Pilot
  Next 12 months
  Expand

*Each velocity pack is a productized land. Once the evidence layer is installed, every adjacent pack ships against the same foundation — that's how one logo compounds to 10× ACV.*

Operators who built systems for Sony, IKEA, and ESA. Co-founded with the inventor of the global standard for financial reporting (XBRL)

### DFRNT Leadership Team



**Philippe Höj**

CEO & CTO

Enterprise Architect



**Dean Ritz**

CSO

Former Workiva Senior Director, Data Strategy



**Paul Bosse**

COO

Space Engineer



**Charles Hoffman**

Senior Advisor

Invented XBRL

### DFRNT Advisory board



**Andrew Deacon**

Former Cluster Controller for Continental Europe, Citi



**Stuart Miller**

Former EVP and Chief Financial Officer, Workiva



**Alexandra Ledbetter**

Former Attorney-Advisor, SEC (US Securities and Exchange Commission), Office of the CDO

Experience from:

**ETH** zürich

**pwc**

**workiva**

**SONY**

**esa**

**IKEA**

**W**



# Commercial discussions across Tier 1 enterprises. One Layer. Endless use cases

## Advanced discussions



Operational system-of-record PoC

“When using Excel for internal or external reporting, a significant amount of time and effort is spent on getting the source data into a suitable state before it can be fed each reporting process. The DFRNT platform can help change all that by delivering a single, complete, and validated data-set that can drive all reporting processes.”

## Andrew Deacon

Former Cluster Controller, Continental Europe, Citi

## Long-term nurture

The logo for Goldman Sachs, with "Goldman" stacked above "Sachs" in a white serif font on an orange background.

Financial-statement integrity checking

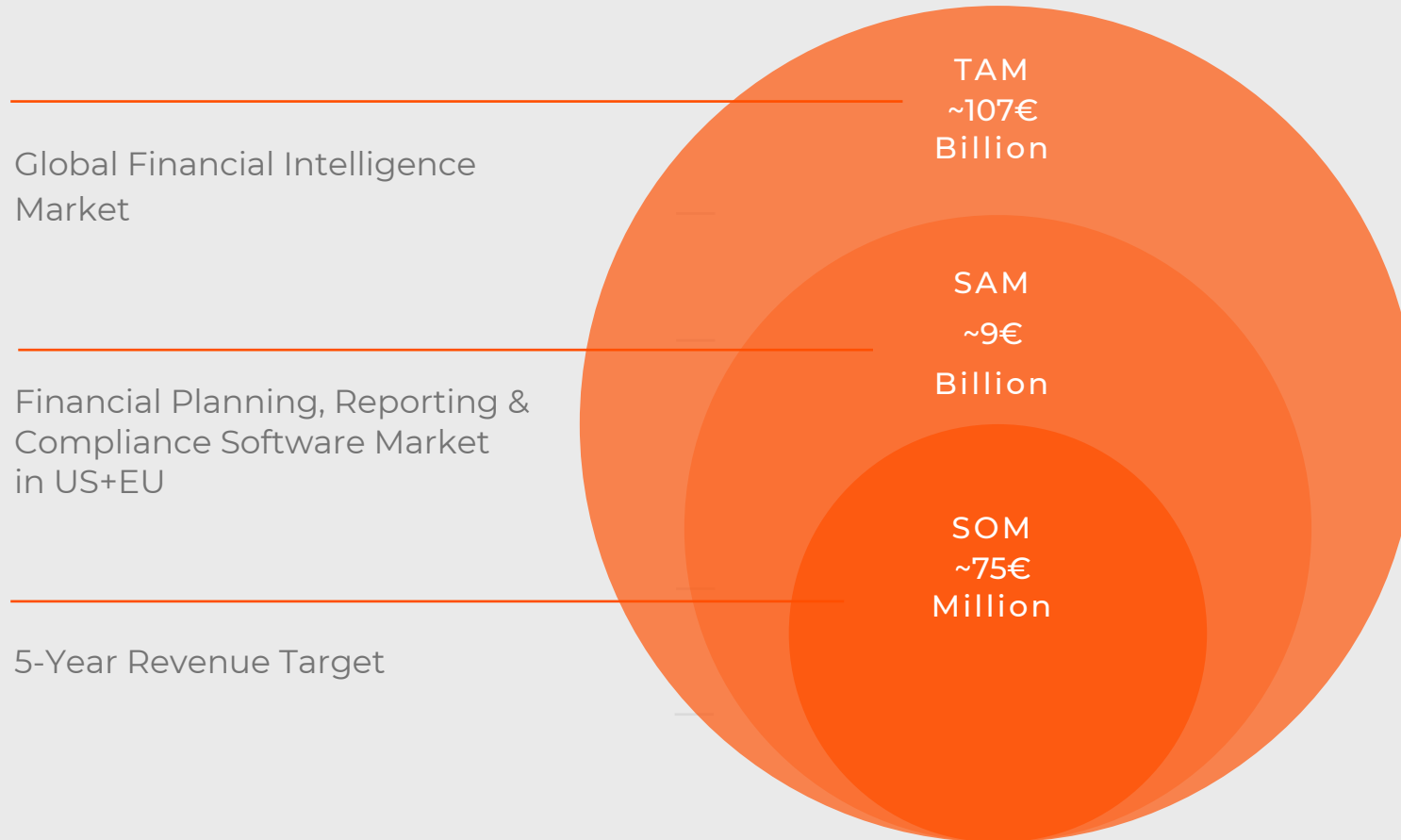
The logo for aaff., featuring the lowercase letters "aaff." in a white, rounded, sans-serif font on an orange background.

Unified Evidence Layer

The logo for BlackRock, with "BlackRock" in a white, bold, sans-serif font on an orange background.

Financial-statement-error scoring at scale

# A €107B market that AI cannot yet trust



A massive global market is hiding in plain sight.

**Every mid-sized and large company runs on thousands of spreadsheets.**

Many of them are mission-critical.

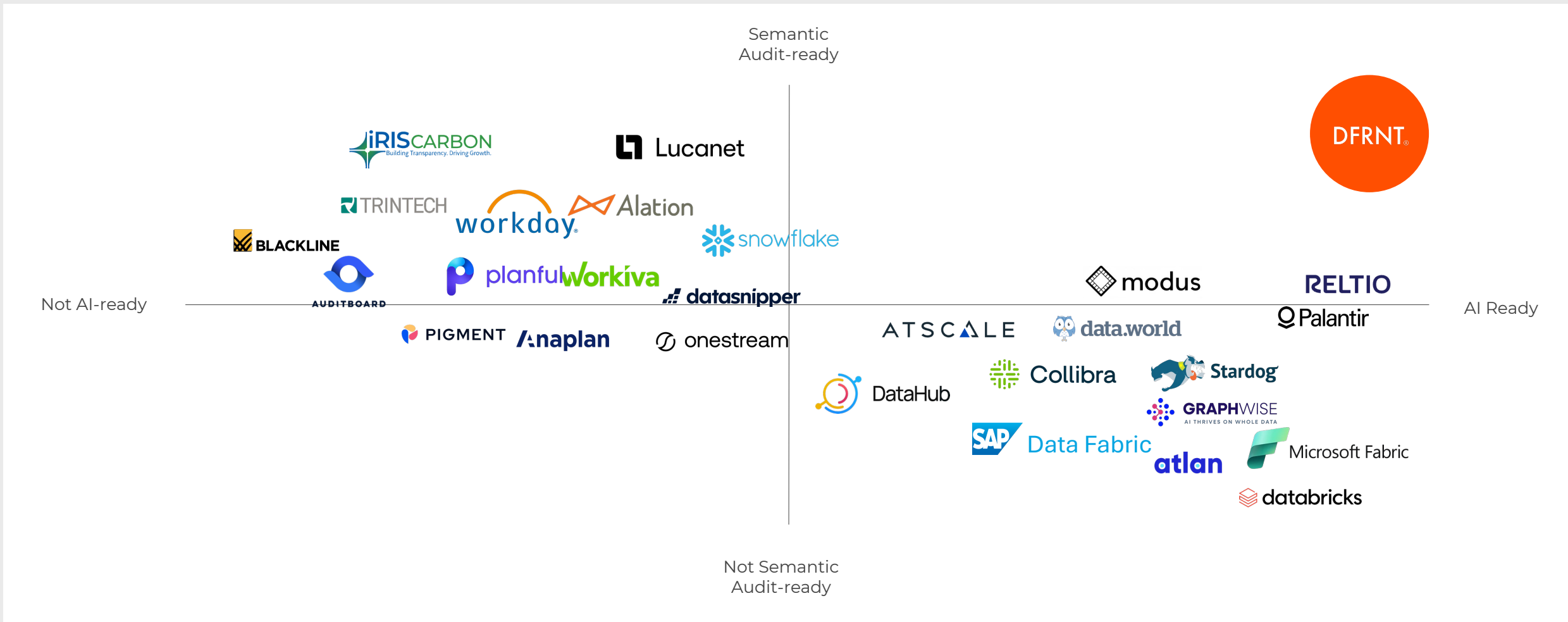
Everyone knows they create risk.

Until now, there has been no compelling alternative.

That gap is the opportunity.

Sources: (Research and Markets, 2025), (Dhapte, 2025), (Financial Reporting Software Market by Software Type, Offerings, Deployment Models, Organization Size, Industry Verticals - Global Forecast 2025-2032, 2025)

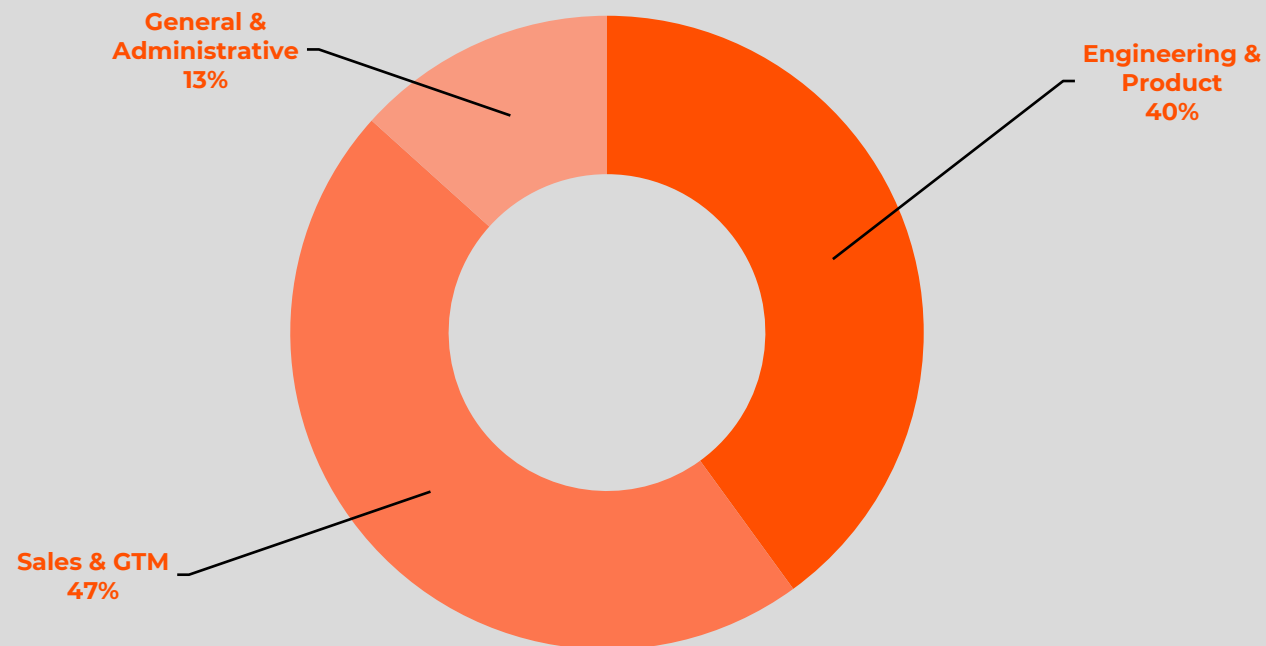
# DFRNT will be Category-Owning where AI Agents' actions are in the audit trail



Positioning based on a scored assessment of 10 variables measuring the degree of semantic infrastructure, audit trail completeness, and AI-readiness offered. Assessment conducted independently by DFRNT. Reach out for full methodology and variable definitions.

# Our Ask: €1.5M to accelerate from lighthouse customers to general availability and rapid revenue growth

How we deploy the seed round capital



## 18 months

of runway post-investment

## 13x

Growth in ARR from EOY 2026 to EOY 2027

# Finance is entering its evidence era. Join us.

CEO - Philippe Höj

CSO - Dean Ritz

COO - Paul Bosse

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