# rigetti

#### Investor & Analyst Day September 16, 2022



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## **Cautionary Notes**

Forward Looking Statements: Certain statements in this presentation and accompanying videos may be considered forward-looking statements, including statements with respect to the Company's outlook and expectations, including expectations for the planned release of the Company's 84-gubit single chip quantum processor and 336-gubit next generation multi-chip machine and the timing thereof, as well as the anticipated launch of the Company's 1,000+ gubit system, and 4,000+ gubit system, including these systems' timing and potential performance; statements with respect to hybrid integration and co-processing, paired with cloud delivery, being the most practical approach to commercializing quantum computing; expectations relating to the Company's technology roadmap, the timing thereof and its ability to unlock quantum advantage and drive value creation; expectations with respect to the potential, opportunities, applications and impacts of quantum computing; expectations that quantum computing is today's space race; expectations with respect to its partnership with Bluefors, including the development of necessary refrigerators to support the Company's technology roadmap and the timing thereof; expectations with respect to leveraging fourth generation circuit architecture and introducing higher connectivity and tunable coupling, designed to ultimately deliver fidelities exceeding 99%; the timing, capabilities and capacity of the Company's fab-1 expansion; the Company's ability to achieve the highest possible performance; expectations with respect to the Company's partnerships; expectations with respect to the Company's partnership with NVIDIA to evaluate the potential for narrow quantum advantage, including the potential to address climate challenges; expectations with respect to the anticipated release of Keysight's True-O error mitigation software integrated into Rigetti QCS; expectations with respect to the Company's goal of delivering performance at scale with the mission of being the industry standard and the ability of its strategic investments in guantum hardware, software, and partnerships to enable progress toward Quantum Advantage; expectations with respect to building the world's most powerful computers to help solve humanity's most important and pressing problems; expectations with respect to guantum markets; expectations with respect to the competitive landscape and barriers to entry; statements with respect to being on the verge of transforming many different industries for the better; expectations with respect to the Company's strategy to reach quantum advantage and become the industry's standard; expectations with respect to the anticipated stages of quantum technology maturation; expectations with respect to quantum computing industry trends; expectations with respect to finance as the most promising field for quantum computing; the Company's ability to be at the forefront of superconducting computing and to lead the charge; the Company's ability to build the world's most powerful computers; expectations that quantum computer has the potential to be more powerful than the entire current global cloud; expectations with respect to the world's most powerful computers leveraging quantum processors as accelerators in a hybrid quantum-classical architecture like the Company's; expectations with respect to transitioning from an expense profile to an operating profile; expectations with respect to potential use of the Company's committed equity facility; expectations with respect to the Company's supply chain; and expectations relating to growth of the business, including with respect to future potential government and commercial contracts, development activities and expansion of OCaaS, growing revenue through high value partnerships and use cases and expanding gross and operating margin as it approaches guantum advantage. Forward-looking statements generally relate to future events and can be identified by terminology such as "pro forma," "may," "should," "could," "might," "plan," "possible," "project," "strive," "budget," "forecast," "expect," "intend," "will," "estimate," "believe," "predict," "potential," "pursue," "aim," "goal," "mission," "outlook," "anticipate" or "continue," or the negatives of these terms or



## **Cautionary Notes**

variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These forward-looking statements are based upon estimates and assumptions that, while considered reasonable by Rigetti and its management, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to: Rigetti's ability to achieve milestones, technological advancements, including with respect to its roadmap, help unlock quantum computing, and develop practical applications; the ability of Rigetti to complete ongoing negotiations with government contractors successfully and in a timely manner; the potential of guantum computing: the ability of Rigetti to obtain government contracts and the availability of government funding: the ability of Rigetti to expand its OCaaS business: the success of Rigetti's partnerships and collaborations; Rigetti's ability to accelerate its development of multiple generations of quantum processors; the outcome of any legal proceedings that may be instituted against Rigetti or others; the ability to meet stock exchange listing standards; the risk that the business combination disrupts current plans and operations of Rigetti; the ability to recognize the anticipated benefits of its recent business combination with Supernova, which may be affected by, among other things, competition, the ability of Rigetti to grow and manage growth profitably, maintain relationships with customers and suppliers and retain its management and key employees; costs related to the business combination with Supernova and operating as a public company; changes in applicable laws or regulations; the possibility that Rigetti may be adversely affected by other economic, business, or competitive factors; Rigetti's estimates of expenses and profitability; the evolution of the markets in which Rigetti competes; the ability of Rigetti to execute on its technology roadmap; the ability of Rigetti to implement its strategic initiatives, expansion plans and continue to innovate its existing services; the impact of the COVID-19 pandemic on Rigetti's business; the expected use of proceeds from the Company's past and future financings or other capital; the sufficiency of Rigetti's cash resources; unfavorable conditions in Rigetti's industry, the global economy or global supply chain, including financial and credit market fluctuations and uncertainty, rising inflation, increased costs, international trade relations, political turmoil, natural catastrophes, warfare (such as the ongoing military conflict between Russia and Ukraine and related sanctions against Russia), and terrorist attacks; and other risks and uncertainties set forth in the section entitled "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the registration on Form S-4, the Company's Form 8-K filed with the Securities and Exchange Commission (the "SEC") on March 7, 2022, and in the Company's Form 10-Q for the three months ended March 31, 2022, and other documents filed by the Company from time to time with the SEC, including the Company's Quarterly Report on Form 10-Q for the three months ended June 30, 2022. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and the Company assumes no obligation and does not intend to update or revise these forward-looking statements other than as required by applicable law. The Company does not give any assurance that it will achieve its expectations.

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## **Cautionary Notes**

Non-GAAP Financial Measures - To supplement Rigetti's financial results and guidance presented in accordance with U.S. generally accepted accounting principles (GAAP), the Company uses certain non-GAAP financial measures in this presentation. In particular, the Company presents Adjusted EBITDA, which excludes from GAAP reported net loss certain items as detailed in the reconciliation table at the end of this presentation, and non-GAAP operating expenses, which excludes from GAAP reported operating expenses certain items as detailed in the reconciliation table at the end of this presentation. The Company believes that Adjusted EBITDA and non-GAAP operating expenses can provide useful measures for period-to-period comparisons of its business as they remove the impact of certain non-cash items and certain variable charges. Investors should note that reconciliations of certain forward-looking or projected non-GAAP financial measures to their most comparable GAAP financial measures cannot be provided because the Company cannot do so without unreasonable efforts due to the unavailability of information needed to calculate reconciling items and due to the variability, complexity and limited visibility of comparable GAAP measures and the reconciling items that would be excluded from the non-GAAP financial measures in the future. Specifically, reconciliation of the components of projected Adjusted EBITDA to its most comparable GAAP financial measure is not provided because the quantification of projected stock-based compensation and change in fair value of assumed forward contract obligations are outside the Company's control and cannot be reasonably calculated or predicted at this time without unreasonable efforts. Such unavailable information could significantly impact future financial results and vary greatly between periods. The Company believes that each of these non-GAAP financial measures provides useful supplementary information to, and facilitates additional analysis by, investors and analysts and that each of these non-GAAP financial measures, when considered together with the Company's financial information prepared in accordance with GAAP, can enhance investors' and analysts' ability to meaningfully compare the Company's results from period to period and to its forward-looking guidance and to identify operating trends in the Company's business. The Company's management also regularly uses these non-GAAP financial measures internally to understand, manage and evaluate the Company's business and to make operating decisions. Because these non-GAAP financial measures are important internal measurements for the Company's management, the Company also believes that these non-GAAP financial measures are useful to investors and analysts since these measures allow for greater transparency with respect to key financial metrics the Company uses in assessing its own operating performance and making operating decisions. These non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures; should be read in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP; have no standardized meaning prescribed by GAAP; and are not prepared under any comprehensive set of accounting rules or principles in the reconciliation tables that follow. In addition, from time to time in the future there may be other items that the Company may exclude for purposes of its non-GAAP financial measures; and the Company may in the future cease to exclude items that it has historically excluded for purposes of its non-GAAP financial measures. Likewise, the Company may determine to modify the nature of its adjustments to arrive at its non-GAAP financial measures. Because of the non-standardized definitions of non-GAAP financial measures, the non-GAAP financial measures as used by the Company in this press release and the accompanying tables have limits in their usefulness to investors and may be calculated differently from, and therefore may not be directly comparable to, similarly titled measures used by other companies.

**Use of Data** - Industry and market data used in this presentation have been obtained from third-party industry publications and sources as well as from research reports prepared for other purposes. Rigetti has not independently verified the data obtained from these sources and cannot assure you of the data's accuracy or completeness. This data is subject to change. References in this presentation to our "partners" or "partnerships" with technology companies, governmental entities, universities or others do not denote that our relationship with any such party is in a legal partnership form, but rather is a generic reference to our contractual relationship with such party. **Trademarks** - This presentation contains trademarks, service marks, trade names and copyrights of other companies, which are property of their respective owners.



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#### Investor & Analyst Day September 16, 2022



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## Why Quantum Computing?

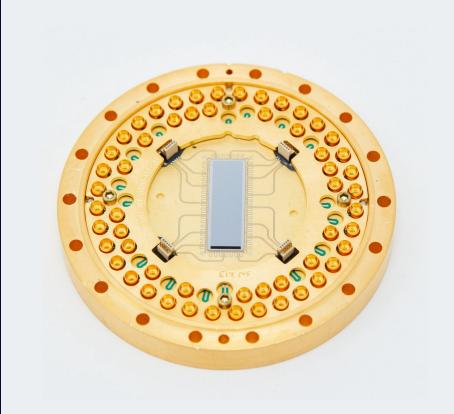
We believe quantum computing holds the potential to ...

**unlock** exponential computing power at scale, magnitudes beyond today's classical systems

**decouple** computing power from energy consumption

**create** opportunities for profound new knowledge and accomplishments for humanity

**drive** a paradigm shift for governments, tech leaders, and research organizations





## Quantum Computing is Today's Space Race

- **Geopolitical implications:** US, EU, UK, China & Australia dedicated \$20+ billion from 2019-2021 to quantum\*
- **Technical challenges:** Requires deep, interdisciplinary technical expertise and systems engineering
- Fundamental human endeavor
- **Partnerships** between industry and government are critical to success

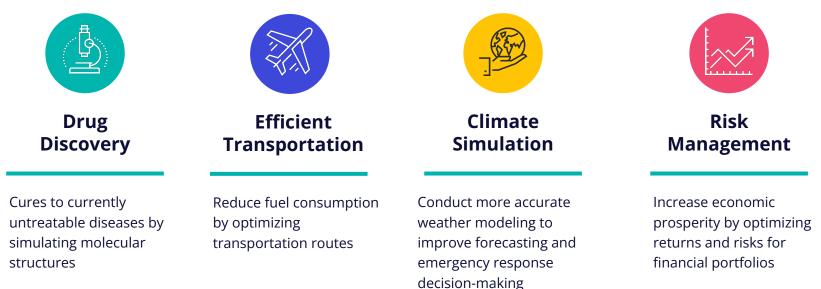
## **Rigetti's Mission:**

Build the world's most powerful computers to help solve humanity's most important and pressing problems.



## **Rigetti Perspective: Quantum Holds the Potential to Unlock New Possibilities**

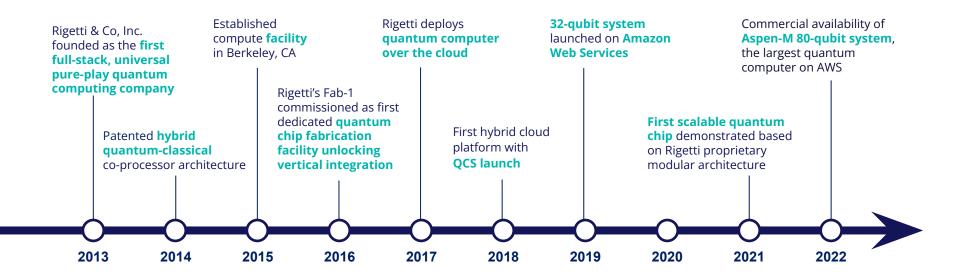
for example:



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## **Competitive Moat Nearly 10 years in the Making**

We believe Rigetti's early bets have led to its position as an industry leader





### Laser-focused on Quantum Advantage We believe Rigetti has developed the right strategy to reach advantage and ultimately be the standard in quantum.



## **Stages of Quantum Technology Maturation**

The Quantum Advantage Era

#### **Broad Quantum Advantage**

Solve currently intractable problems

#### Narrow Quantum Advantage

Solve practical problems in production workloads with improved accuracy, speed, or cost

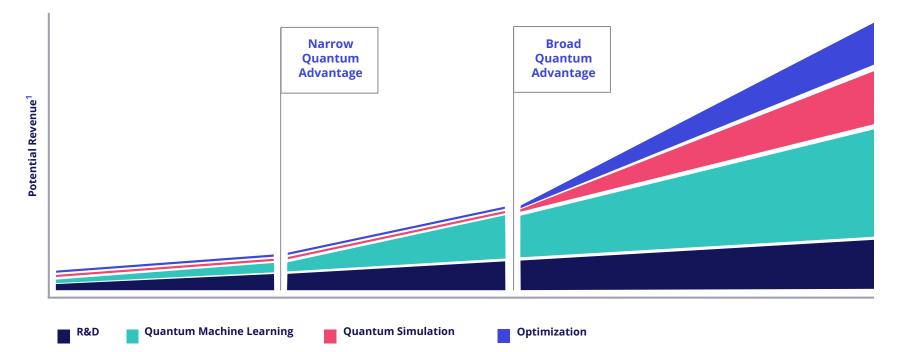
#### **Emerging Quantum Advantage**

Explore use cases

Build and benchmark prototype applications



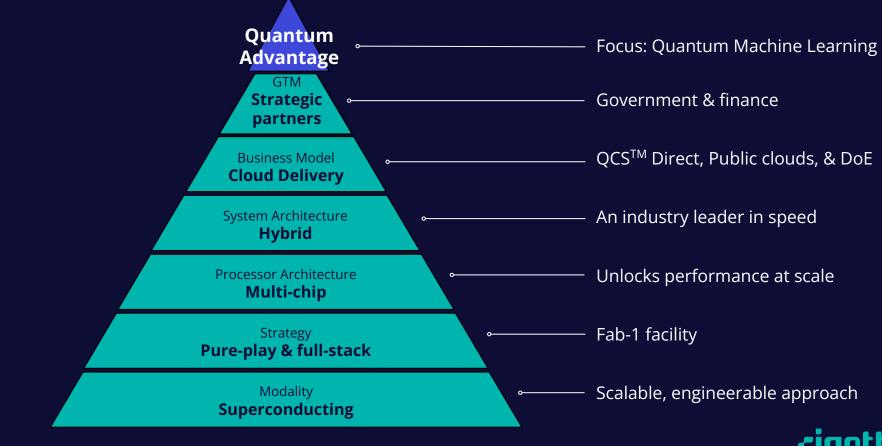
### We View nQA and bQA as the Critical Inflection Points



1 Chart is not to scale and inflection points are based on the estimated revenue growth as a result of projected milestones in the Rigetti technology roadmap

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#### **Quantum Advantage: Our Central Focus**



## Integrating **Quantum** into the Fabric of the **Cloud**







Power of the Cloud

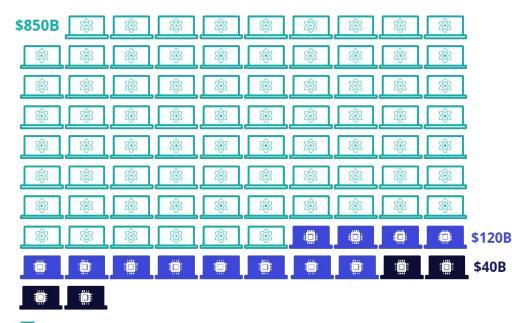
Heterogeneous

**Customer-centric Workflow** 





#### Large untapped opportunity for quantum computers that meet requirements for practical workloads



Forecasted Quantum Computing Generated Operating Income<sup>1,2</sup> Current Cloud HW Market<sup>3</sup>

Current HPC Market<sup>4</sup>

**Requirements for practical workloads** 

Scale: 100s to 1000s of qubits	Next gen
Error Rates: < 0.5%	Next gen
Clock Speed: >1 MHz	$\checkmark$
<b>Fully Programmable &amp; Universal</b> (run general quantum algorithms)	$\checkmark$
Manufacturable	
<b>Co-processor</b> (can be used alongside traditional compute	ers)
Delivered over the cloud	$\sim$

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1 Langione et al., "Where Will Quantum computers Create Value - and When?" Boston Consulting Group, May 2019. 2 Hazan et al., "The Vext Tech Revolution: Quantum Computing," McKinsey & Company, March 2020. 3 "Gartner Says Four Trends. Are Shaping the Future of Public Cloud," Press Release, Gartner, Inc., August 2, 2021. 4 "High-Performance computing (HPC) Market By Component (Solutions, Services), By Deployment (Cloud-based, On-premises), By Application (Healthcare, gaming, Retail, BFSI, Government, Manufacturing, Education, Transportation, Others) and By Region, Forecast to 2028." Emergen Research, April 2021.

#### On Track to Deliver our 2023 Systems

### Ankaa<sup>™</sup>

Expected in Early 2023

**84-qubit single chip processor:** fourth generation chip designed for higher fidelities and increased qubit connectivity.

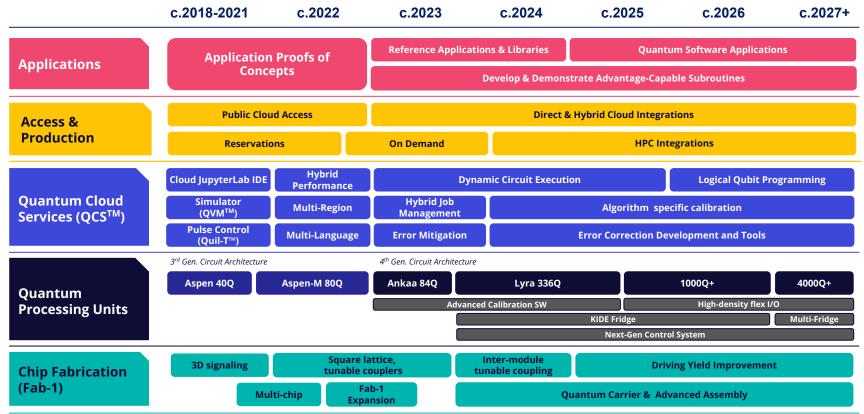
Lyra™

Expected in Late 2023

**336-qubit multi-chip processor:** leveraging 84Q Ankaa single-chip processor as tiling unit to accelerate our aims to deliver quantum advantage performance.



## **Rigetti Roadmap Aims to Reach Quantum Advantage<sup>1</sup>**



1 This product roadmap reflects Rigett's expectations and is subject to the inherent risks and uncertainties in providing such projections. Please refer to "Forward-looking Statements" at the beginning of this presentation for factors that may cause actual results to be materially different than expectations. This product roadmap is prepared on the basis of certain technical, market, competitive and other assumptions which may not be satisfied. As a result, the events set forth above are subject to a high degree of uncertainty and may not be achieved within the timeframes described or at all.



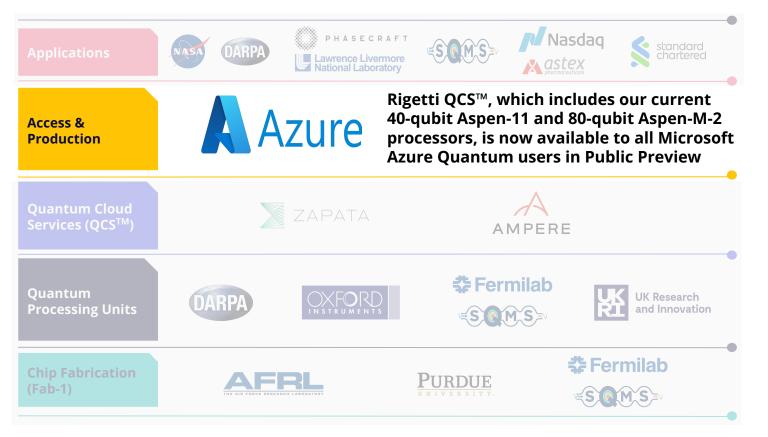


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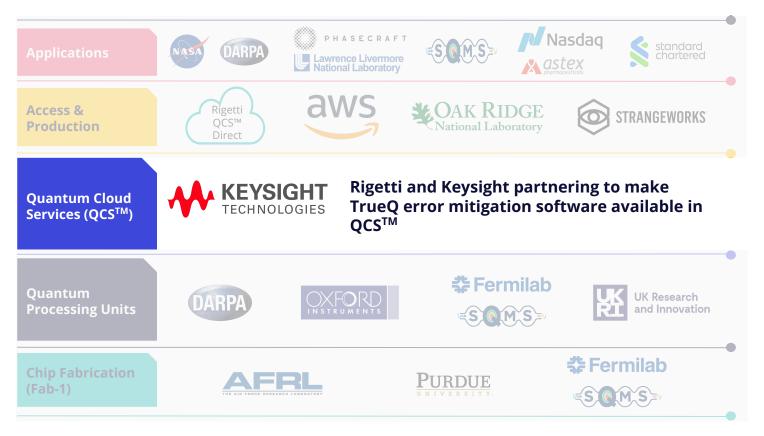
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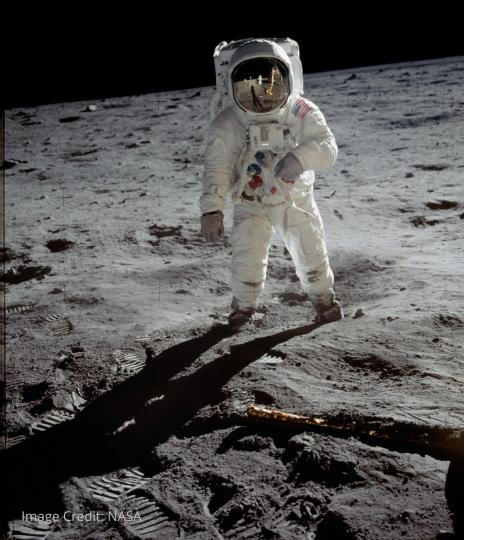












"We choose to go to the moon in this decade and do the other things, **not because they are easy, but because they are hard,** because that goal will serve to organize and measure the best of our energies and skills, because that challenge is one that we are willing to accept, one we are unwilling to postpone, and one which we intend to win..."

> **President John F. Kennedy,** *Rice University, 1962*

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#### **Today's Agenda**

Presentation Title	Speaker	Approximate Time
Strategic Overview	Chad Rigetti, CEO	8:30am
Go to Market & Strategic Partnerships	<b>Greg Peters, CRO</b> <ul> <li>Despina Milathanaki, Sr. Dir. DOE</li> <li>Marco Paini, Dir. Tech Partnerships</li> </ul>	9:00am
Product Roadmap	Eric Ostby, VP Product	9:30am
Quantum Cloud Services Platform	David Rivas, SVP Quantum Cloud Services	9:45am
Rigetti Quantum Processing Units	Mike Harburn, CTO <ul> <li>Andrew Bestwick, VP Quantum Device Architecture</li> <li>Alysson Gold, Sr. Mgr., Quantum Engineering</li> </ul>	10:25am
Financials	Brian Sereda, CFO	10:55am
Tour of Fab-1	<ul> <li>Andrew Bestwick, VP Quantum Device Architecture</li> <li>Yuvraj Mohan, Sr. Quantum Engineer</li> <li>Mark Field, Principal Engineer</li> </ul>	11:20am
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#### **2.** Go to Market & Strategic Partnerships

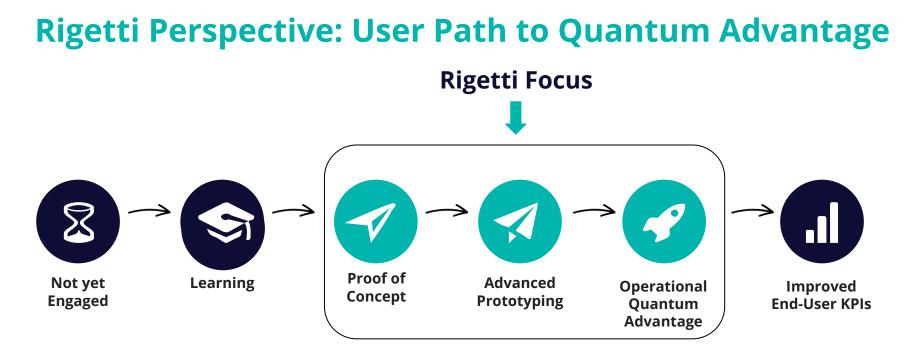


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#### **Focused Go-To-Market Strategy**

Rigetti is building strategic partnerships in the public and private sectors to prove out use cases, advance its technology, and strengthen its growth foundation.







**Government**: We believe quantum advantage can drive **mission** success.



**Commercial**: We believe quantum advantage can create **economic** opportunity.



## **Engaging Top-Tier Organizations**

Our engagements are aligned with our roadmap and the goals of the customer



#### Government

Example characteristics of government contracts:

Duration: 18 months to 60 months per program Engagement Model: 70% Consulting, 30% QCaaS Funding: Long flow-down time follows bill passage Outcomes: Advancing basic research; use case proof of concepts; shaping the future of the quantum ecosystem



#### Commercial

#### Example characteristics of commercial contracts:

Duration: 12 months to 18 months per stage Engagement Model: 70% Consulting, 30% QCaaS

Funding: Requires executive sponsorship

**Outcomes:** Use case Proof-of-Concepts and initial prototyping; work with market makers & early adopters



### **Quantum Computing Industry Trends**

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We believe that while the majority of the spend for quantum computing is in government-funded research today, it will begin to transition to commercial revenue as the industry approaches Quantum Advantage.



We believe that a larger percentage of customer spend will become QCaaS as the industry approaches Quantum Advantage.

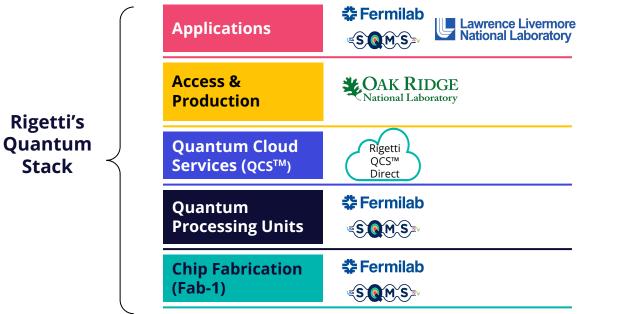


**Top-Tier Government Partners** We work with renowned public organizations in pursuit of advancing quantum technologies and solving real-world problems.



### **Trusted Partner in the DoE Ecosystem**

Mutual value creation opportunities for our DoE partners and Rigetti







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#### Lead Industry Partner in a US National Quantum R&D Center

#### **Our Goals:**

## Advance the state-of-the-art in superconducting quantum technology

• Extend qubit coherence through a deep understanding of critical materials science problems

#### Accelerate discovery in high-energy physics

• Quantum advantage in select high-energy physics problems through QPU co-design

#### Deploy new quantum computing testbeds

• Next-generation quantum computing testbeds by 2025

#### Train the quantum workforce of the future

• Train and engage through fellowships, summer internships, national career fairs



#### **23 Institutional Partners**



#### Early QCaaS Partner of the Oak Ridge Leadership Computing Facility



#### Providing Quantum Cloud Services to the Quantum Computing User Program (QCUP)

- Partnering with ORNL's leading computing experts to deploy quantum computing capabilities
- Supporting a growing quantum computing community: academia, other national labs, industry

#### Enabling the acceleration of scientific applications

- Supporting diverse scientific applications as a trusted QCUP QCaaS provider
- ORNL demonstrated the first chemically accurate simulation on a Rigetti quantum computer<sup>1</sup>

1) McCaskey, A.J., Parks, Z.P., Jakowski, J. et al. Quantum chemistry as a benchmark for near-term quantum computers. npj Quantum Inf 5, 99 (2019). Image Credits: https://www.filckr.com/photos/oakridgelab/9720496898/in/album-72157618833000582 https://www.filckr.com/photos/oakridgelab/52280905284/



Title: Aerial view of ORNL's main campus



Title: The Frontier supercomputer at the OLCF



**Rigetti Perspective** Quantum Machine Learning for finance is poised to be an early domain of quantum advantage.



## **Quantum Computing for Finance**

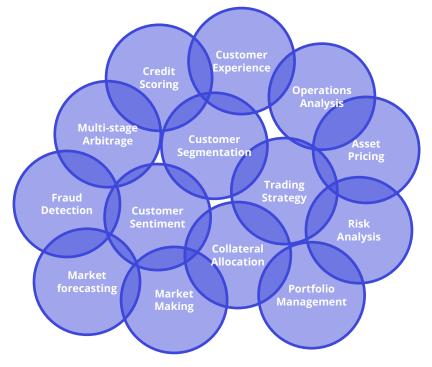
We believe quantum computing can address many use cases

#### Finance industry opportunity<sup>1</sup>

- Many hard computational problems
- Potential significant economic benefits from incremental improvements
- Potential rapid value capture from quick integration
- Potential first mover advantage

#### **Rigetti opportunity**

- Potentially large market opportunity<sup>1</sup>
- Interest in quantum computing and resourcing are increasing



<sup>1</sup>"Langione et al., "Where Will Quantum Computers Create Value - and When?" Boston Consulting Group, May 2019; "What Happens When 'If Turns to 'When' in Quantum Computing, Boston Consulting Group, July 2021.

# **Pursuing Value Creation for the Finance Industry**

#### Taking a differentiated approach

#### People

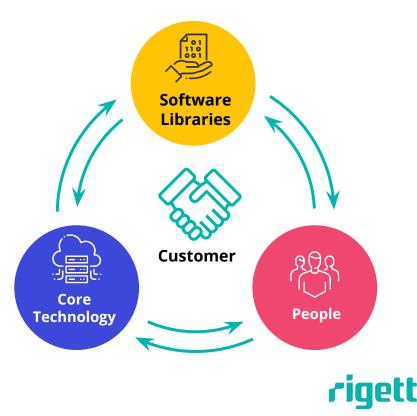
- Internal financial markets expertise enables deep understanding of customer needs
- Track record with financial clients

#### **Core Technology**

- Colocation accelerates hybrid algorithms
- Leveraging of multi-chip scalability
- Full stack optimization of applications

#### **Software Libraries**

- Algorithms that scale efficiently to real-world size applications
- Applicable to multiple use cases (e.g. classification, regression, unsupervised learning, PDEs)



### Real-world application partnerships using Quantum Machine Learning (QML)



The **Standard Chartered and Rigetti partnership** has generated enhancements across the Rigetti stack, while providing Standard Chartered with a **deeper understanding of QML** capabilities and of the **value** of their **datasets**.



- Access Rigetti QPU via the cloud
- Measure real-world performance of quantum algorithms and hardware
- Analyze application's strengths and weaknesses



Modifications across full stack

- Adapt hybrid algorithms
- Scalable error mitigation and QML model
- Changes at lower levels in the stack



Real-world data

- Standard Chartered provides data sets
- Investigate data set characteristics which lead to quantum advantage
- Leverage quantum features





## Our expansion strategies include growing our government business while expanding into commercial opportunities and extending our geographic footprint.

**Expansion Focus** 

## Quantum Information Science Spending is on the Rise



CHIPS<sup>1</sup> and Science Act: \$280B bill to boost technological competitiveness includes \$160M QUEST<sup>2</sup> and \$52B foundry support program

Quantum Technologies Challenge: \$198M<sup>3</sup> in grants for quantum computing startups **National Quantum Technologies Program: \$107M**<sup>4</sup> for National Quantum Computing Center

Quantum Commercialization Hub: \$70M<sup>5</sup> 10 Year funding in 2021

National Quantum Strategy: \$360M<sup>6</sup> in 2021 **QC Tech: \$120M**<sup>7</sup> investment in 2021 for hardware and software

National Quantum Strategy: \$2B 5-year investment in quantum R&D

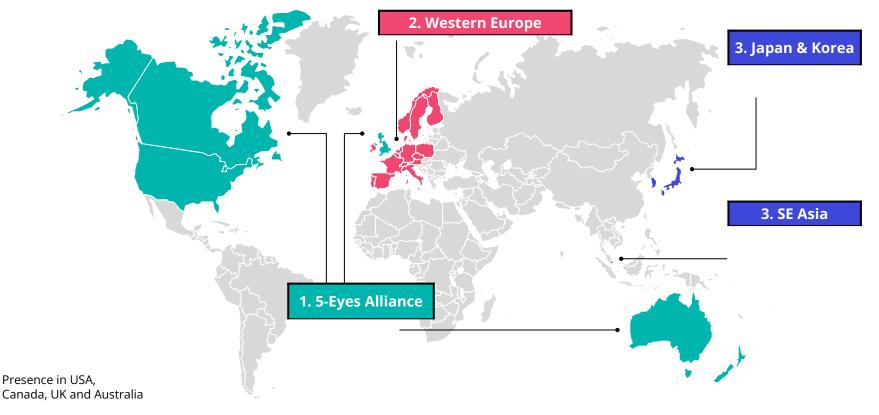


**NATO Center for Quantum Tec: \$1B VC fund** for dual-use quantum startups

1 CHIPS = Creating Helpful Incentives to Produce Semiconductors (CHIPS) for America Fund 2 QUEST = Quantum Education for Education Science and Technology 3 'UK Quantum Technologies Challenge: The Directory', Page 1, UK Research and Innovation, https://bit.lv/3DruTYn 4 'UK National Quantum Technologies Programme', UK Research and Innovation, https://ukngt.ukri.org 5 '\$111 million investment to back Australia's quantum technology future', The Treasury, Australian Government, https://bit.lv/3xpR0eh 6 'National Quantum Strategy Consultations: What We Heard Report', Government of Canada, https://bit.lv/3S817wb 7 'D-Wave Receives \$40 Million From Canadian Government to Develop Quantum Computer Hardware and Software Systems', T-Net, https://bit.ly/3xrkkki 8 'Eyeing military gains, France goes big on national quantum technology', Defense News, https://bit.ly/3qGgxvl



#### **Plan to Expand Our Customer and Partner Base**





#### **Focused Strategy to Drive Growth**



#### **Question & Answer**





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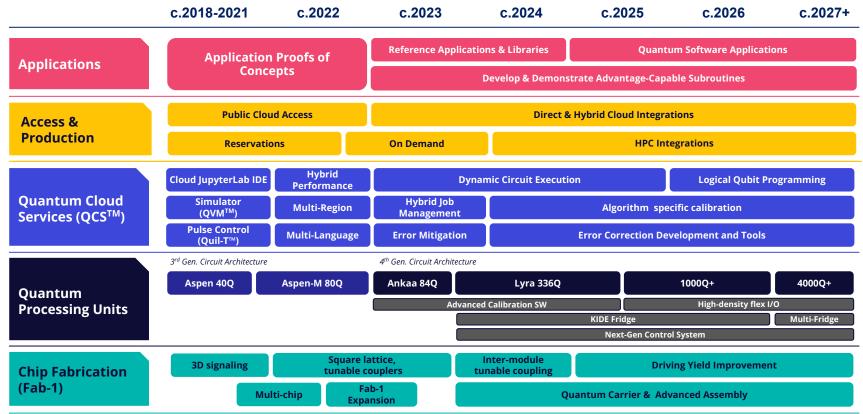
#### 3. Product Roadmap



# Integrated Full-Stack Roadmap Our product and technology roadmap is focused on accelerating towards quantum advantage.



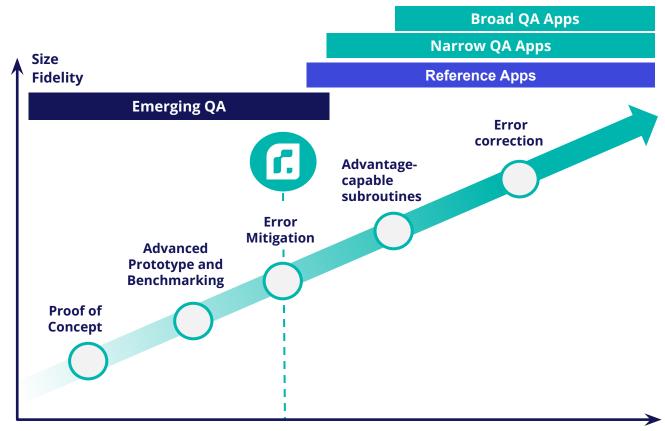
## **Rigetti Roadmap Aims to Reach Quantum Advantage<sup>1</sup>**



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#### **Application Driven Approach to Quantum Advantage (QA)**



Time

#### Advantage-Capable Subroutine:

Non-simulatable quantum subroutines that can be applied to valuable problems. These subroutines are required for nQA and bQA

#### Narrow QA (nQA):

Solve a practical, operationally relevant problem better, faster, or cheaper than current classical solution

#### Broad QA (bQA):

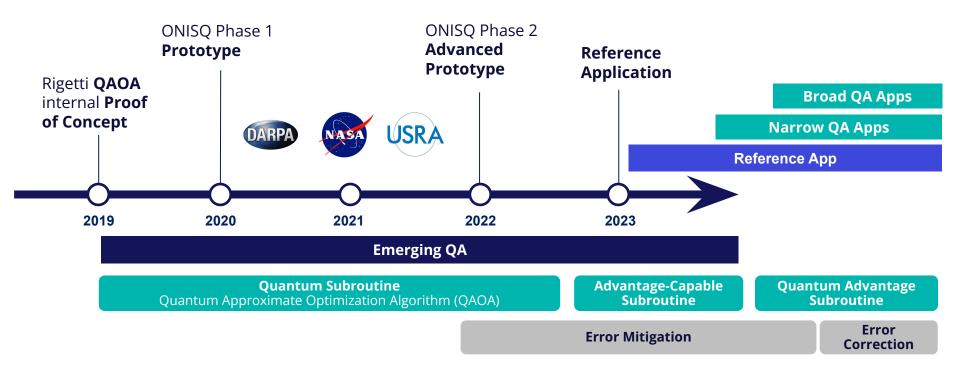
Solve a practical problem that is provably classically hard, ensuring the quantum application solution will last



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## **Optimization Illustrates Rigetti's Approach**

DARPA Program: Optimization with Noisy Intermediate Scale Quantum devices (ONISQ)



#### **Quantum Advantage Strategy**



#### Reference Applications

Integrate technology into application for evaluating progress and engaging partners



#### Benchmarking

Continuously evaluate quantum vs. classical solution performance





Required for demonstrating Narrow and Broad Quantum Advantage for valuable use-cases

#### Error Mitigation and Correction

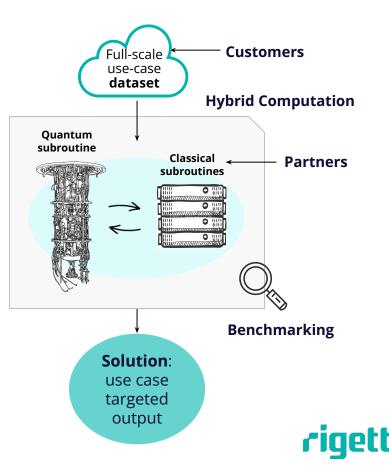


Build and integrate tools to mitigate noise and decoherence, on path to fault-tolerance

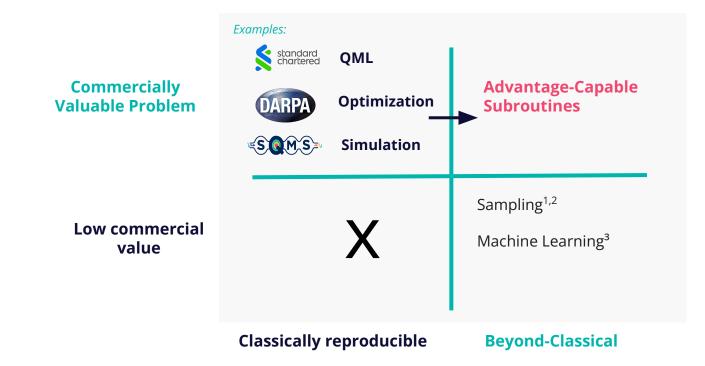


## **Building Reference Applications to Accelerate Progress**

- Integrate all components necessary to achieve Quantum Advantage
- Broaden insights from prototype developments
- Continuously benchmarking progress
- Optimize beyond-classical capable subroutines
- Inspire partners to build their own with Rigetti QCS



#### **Focused on Useful Advantage-Capable Subroutines**



<sup>1</sup>Arute, Frank, et al. "Quantum supremacy using a programmable superconducting processor." *Nature:* doi.org/10.1038/s41586-019-1666-5 <sup>2</sup>Madsen, Lars, et al. "Quantum computational advantage with a programmable photonic processor." *Nature:* doi.org/10.1038/s41586-022-04725-x <sup>3</sup>Huang, Hsin-Yuan, et al. "Quantum advantage in learning from experiments." *Science:* <u>DOI:</u> 10.1126/science.abn7293

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## **Improving Performance Using Error Mitigation**

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- Quantum algorithms must mitigate the impact of noise, even in fault-tolerance
- Superconducting qubit platforms strongly benefit from error mitigation due to high data rates and scalability
- Rigetti QCS users achieving higher performance towards Quantum Advantage with pulse-level control using Quil-T<sup>™</sup>
- Integrating Keysight TrueQ<sup>™</sup> into QCS (beta)



- First 3rd party product integration with QCS
- TrueQ uses "randomized compiling" to reduce coherent errors
- Supports logical qubit allocation, swap network insertion, and readout symmetrization
- Benchmarking shows performance
   improvement



## **Cautionary Notes**

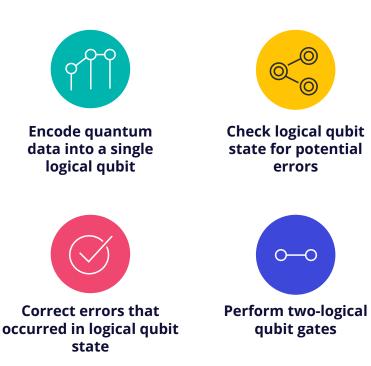
Forward Looking Statements: Certain statements in this video may be considered forward-looking statements, including statements with respect to the collaboration of Rigetti and Keysight, including expectations with respect to benefits to the user base, achievement of better and higher performance quantum computing outcomes, delivery of advanced error mitigation to help engineers on the path towards quantum advantage, and Keysight and Rigetti working together at the forefront of the race towards quantum advantage. Forward-looking statements generally relate to future events and can be identified by terminology such as "pro forma," "may," "should," "could," "might," "plan," "possible," "project," "strive," "budget," "forecast," "expect," "intend," "will," "estimate," "believe," "predict," "potential," "pursue," "aim," "goal," "mission," "outlook," "anticipate" or "continue," or the negatives of these terms or variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These forward-looking statements are based upon estimates and assumptions that, while considered reasonable by Rigetti and its management, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to: Rigetti's ability to achieve milestones, technological advancements, including with respect to its roadmap, help unlock quantum computing, and develop practical applications; the ability of Rigetti to complete ongoing negotiations with government contractors successfully and in a timely manner; the potential of quantum computing; the ability of Rigetti to obtain government contracts and the availability of government funding; the ability of Rigetti to expand its QCaaS business; the success of Rigetti's partnerships and collaborations; Rigetti's ability to accelerate its development of multiple generations of quantum processors; the outcome of any legal proceedings that may be instituted against Rigetti or others; the ability to meet stock exchange listing standards; the risk that the business combination disrupts current plans and operations of Rigetti; the ability to recognize the anticipated benefits of its recent business combination with Supernova, which may be affected by, among other things, competition, the ability of Rigetti to grow and manage growth profitably, maintain relationships with customers and suppliers and retain its management and key employees; costs related to the business combination with Supernova and operating as a public company; changes in applicable laws or regulations; the possibility that Rigetti may be adversely affected by other economic, business, or competitive factors; Rigetti's estimates of expenses and profitability; the evolution of the markets in which Rigetti competes; the ability of Rigetti to execute on its technology roadmap; the ability of Rigetti to implement its strategic initiatives, expansion plans and continue to innovate its existing services; the impact of the COVID-19 pandemic on Rigetti's business; the expected use of proceeds from Rigetti's past and future financings or other capital; the sufficiency of Rigetti's cash resources; unfavorable conditions in Rigetti's industry, the global economy or global supply chain, including financial and credit market fluctuations and uncertainty, rising inflation, increased costs, international trade relations, political turmoil, natural catastrophes, warfare (such as the ongoing military conflict between Russia and Ukraine and related sanctions against Russia), and terrorist attacks; and other risks and uncertainties set forth in the section entitled "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the registration on Form S-4, Rigetti's Form 8-K filed with the Securities and Exchange Commission (the "SEC") on March 7, 2022, and in Rigetti's Form 10-Q for the three months ended March 31, 2022, and other documents filed by Rigetti from time to time with the SEC, including Rigetti's Quarterly Report on Form 10-O for the three months ended June 30, 2022. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and Rigetti assumes no obligation and does not intend to update or revise these forward-looking statements other than as required by applicable law. Rigetti does not give any assurance that it will achieve its expectations.

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#### Scalability Expected to Unlock High Performance Error Correction

- Improve performance by using additional qubits to measure errors and correct through software
- Scaling driven by superconducting qubit architecture, multi-chip, and Fab-1 capabilities
- Developing hardware, software, and tools for quantum error correction
- Running error correction codes on each new chip generation





## **Track Progress By Continuous Benchmarking**

Going beyond core system performance metrics to solution specific KPIs

#### Measuring progress towards Quantum Advantage

- Customers need to know how close they are to Quantum Advantage
- Select and operate their classical solution
- Focus on solution-specific benchmarks
- Core capability of Reference Applications

#### **Engaging Partners**

- DARPA Quantum Benchmarking program
- 3rd party organizations







#### Rigetti's Integrated Roadmap Focused on Progress Towards Quantum Advantage

- Building infrastructure and technology to advance progress towards Quantum Advantage
- Offering products and services to help partners and customers in the same pursuit
- Integrated into the fabric of the cloud with QCS<sup>™</sup>
- Foundation built on Fab-1 and QPU systems





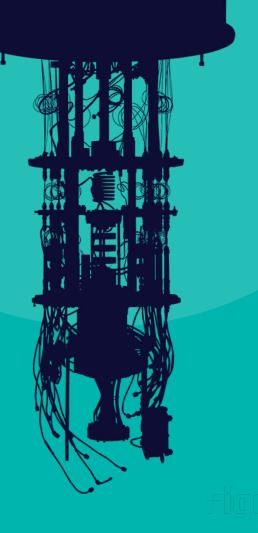
Photo credit: NASA on Unspash

#### **Today's Agenda**

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Strategic Overview	Chad Rigetti, CEO	8:30am
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#### 4. Quantum Cloud Services



**Rigetti Perspective:** The most powerful computers of tomorrow will leverage quantum processors as accelerators, in a hybrid quantum-classical computing architecture.



# **QCS<sup>™</sup> in Action: A Hybrid Application**

POC: Medical Image Recognition using Quantum Convolutional Neural Networks (QCNN)



#### **Powered by QCS™**

#### High velocity development integrated with real world data

- Integrated hybrid development
- High performance quantum
- Fast development cycles
- Leverages existing customer resources



#### Off-line Machine Learning image processing

- Real world data
- Hybrid: CNN accelerated by quantum
- Augmented standard solution
- Enhanced by quantum subroutine



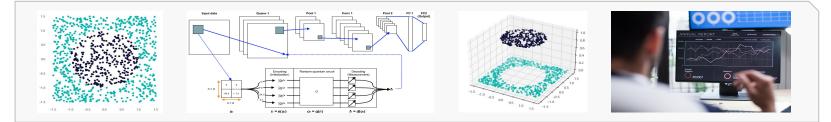
#### **Internal Results**

Demonstrate higher accuracy for medical diagnostic images

- On a well known classical model:<sup>1</sup>
- 75% fewer parameters than classical
   Test recall +1.28% fewer false negatives
- · Less data for similar results faster training

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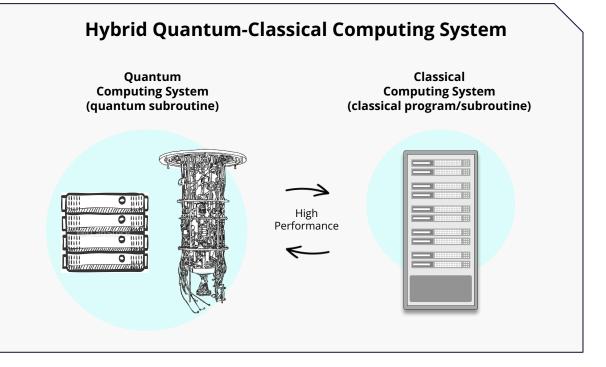
· Potential for increased speed to diagnosis



1 Results obtained from an internal analysis.

## What is Quantum-Classical Hybrid Computing?

- A classical program or subroutine accelerated by a quantum subroutine
- Performance is dependent on the integration between the two systems



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# **QCS<sup>™</sup> Delivering Hybrid Quantum Computing**

#### **The Production Environment**

- A *distributed* cloud hybrid computing system
- Customer resources located where the customer needs
- *High performance* integration of QPU with key classical resources
- Hybrid Quantum Computing with QCS<sup>™</sup> **Customer Cloud** Hybrid Quantum-Classical **Computing System** = High Performance ~ System Processes System Layer **Control System** QPUs
- Powered by QCS<sup>™</sup> integrating QPUs and distributed classical resources

## **Quantum Cloud Services (QCS™)**

#### Integrating Rigetti QPUs into the fabric of the cloud



A complete, multi-regional, hybrid quantum cloud service



Supplying quantum processing directly from QCS™ to cloud native customers on their existing production infrastructure. Available on select clouds



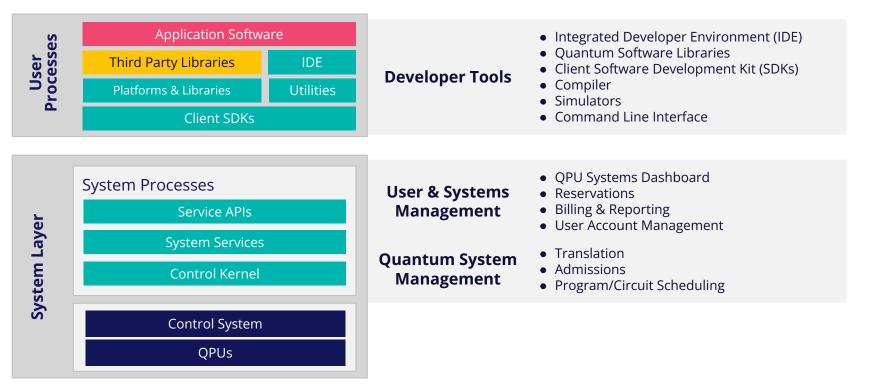
QCS powering quantum services with Rigetti QPUs on Public clouds like Azure Quantum, and AWS Braket



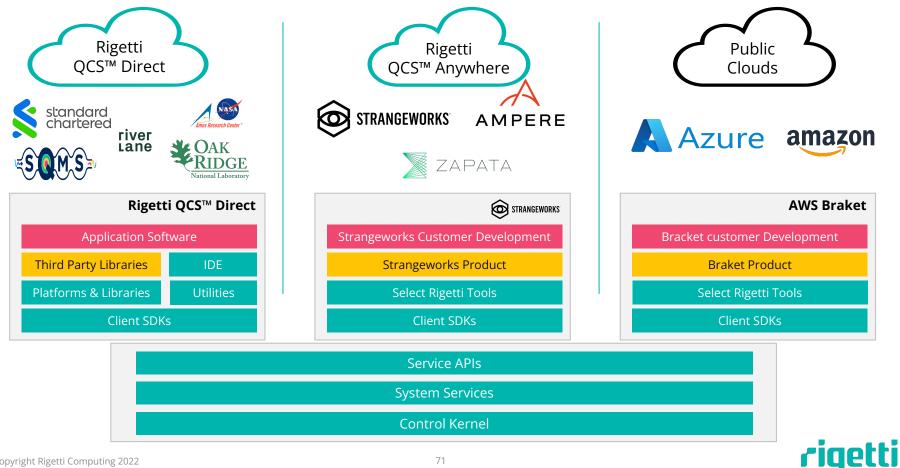
### The QCS<sup>™</sup> Stack



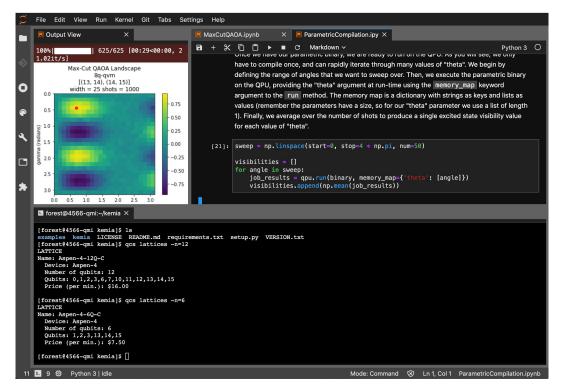
#### Tools to support high performance QPU integration and application development



#### **QCS<sup>™</sup> One stack for all our customers & partners**



#### **QCS<sup>™</sup> for Application Developers** The Development Platform



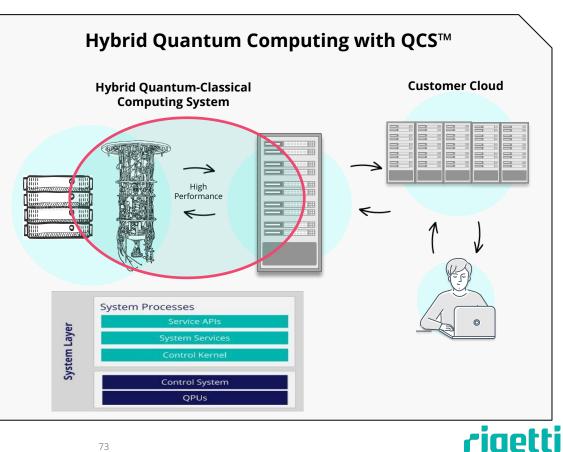
- Fully featured and familiar IDE Visual IDE based on Jupyterlab Notebooks
- **QCS Direct Cloud Based** Delivered over the cloud, as a service, to the developer
- Tools quantum developers use Supports PyQuil<sup>®</sup>, Cirq, and Qiskit
- Supporting platform evolution in a robust software development ecosystem SDKs in Python, C, & Rust



# **QCS<sup>™</sup> Delivering High Performance**

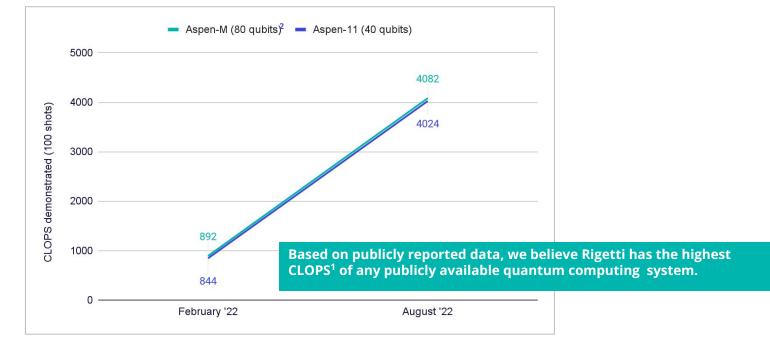
#### **Performance Matters**

- Hybrid by design
- Deep integration with each component of the system
- High performance integration between classical and quantum resources utilized in a hybrid computation





## **QCS<sup>™</sup> Achieved 4.5x increase on CLOPs<sup>1</sup> since February**



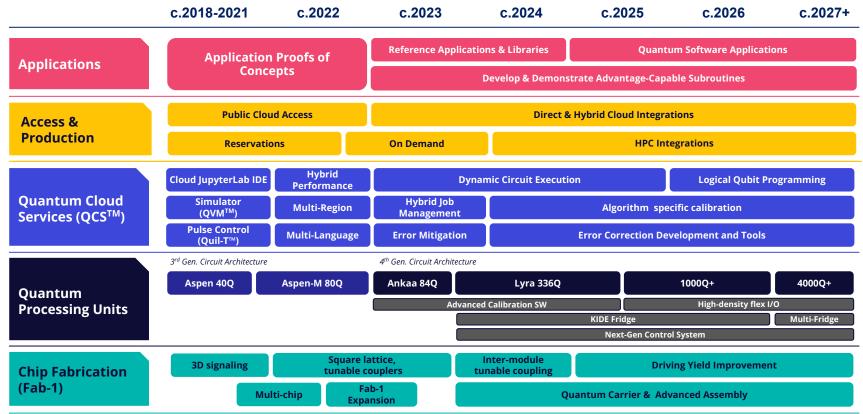
**CLOPS**<sup>1</sup>, or circuit layer operations per second, characterizes quantum processing speeds inclusive of gate speeds, reprogrammability, and co-processing capabilities, among other factors.

1 CLOPS is calculated as M × K × S > D / time taken where: M = number of templates = 100; K = number of parameter updates = 10; S = number of shots = 100; and D = number of Shots = 100; and Shots = 100; and A = number of Shots = 100; and A = number



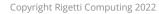
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## **Rigetti Roadmap Aims to Reach Quantum Advantage<sup>1</sup>**



1 This product roadmap reflects Rigetti's expectations and is subject to the inherent risks and uncertainties in providing such projections. Please refer to "Forward-looking Statements" at the beginning of this presentation for factors that may cause actual results to be materially different than expectations. This product roadmap is prepared on the basis of certain technical, market, competitive and other assumptions which may not be satisfied. As a result, the events set forth above are subject to a high degree of uncertainty and may not be achieved within the timeframes described or at all.

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## Partnerships Help Accelerate our Path<sup>1</sup>



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## **Question & Answer**



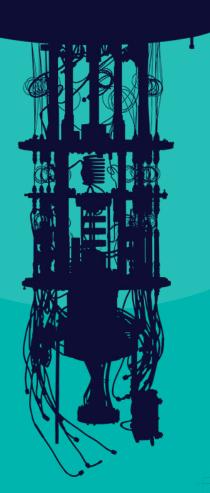


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### 5. Rigetti Quantum Processing Units

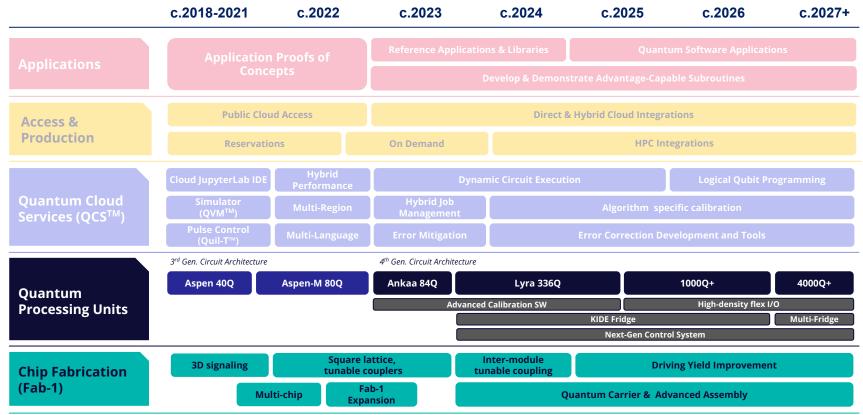


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**Quantum Processor Trailblazers:** Rigetti's strategic investments at the chip level underpin our pioneering roadmap in QPU performance at scale.

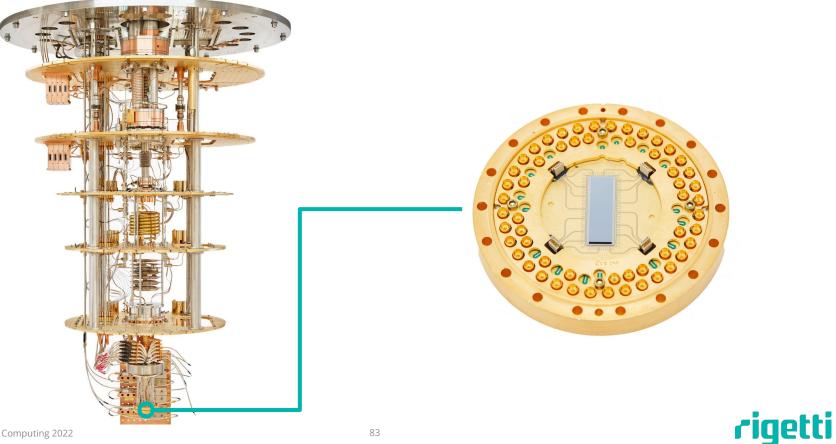


## **Rigetti Roadmap Aims to Reach Quantum Advantage<sup>1</sup>**



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## The Chip is the Heart of the Quantum Computer



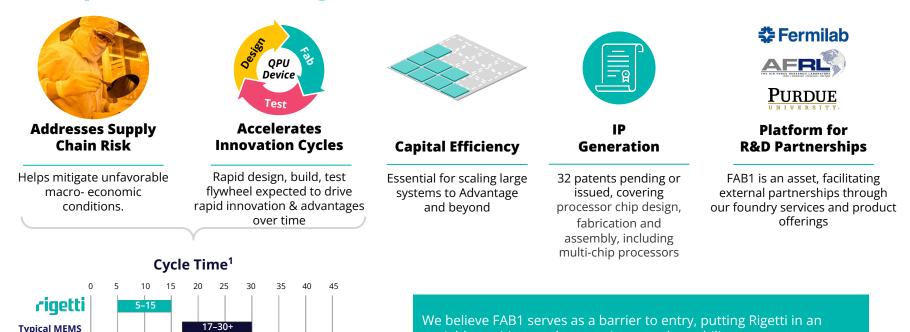


#### Expansion in progress

#### **Quantum Data Center and Test Facility** Berkeley & Fremont, CA



#### **Rigetti Perspective: FAB1 Accelerates R&D and Provides Competitive Advantage**



[1] Cycle time chart based on internal estimates.

**Typical Semiconductor** 

ing cycle and chare based on internal estimat

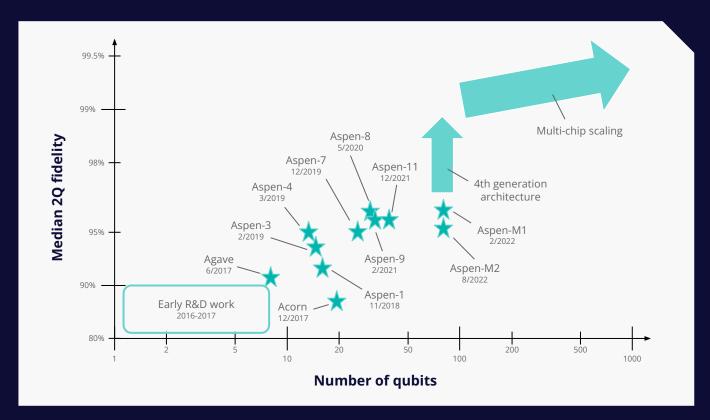
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Processing Lead Time (weeks)

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enviable position on the experience and capability curve.

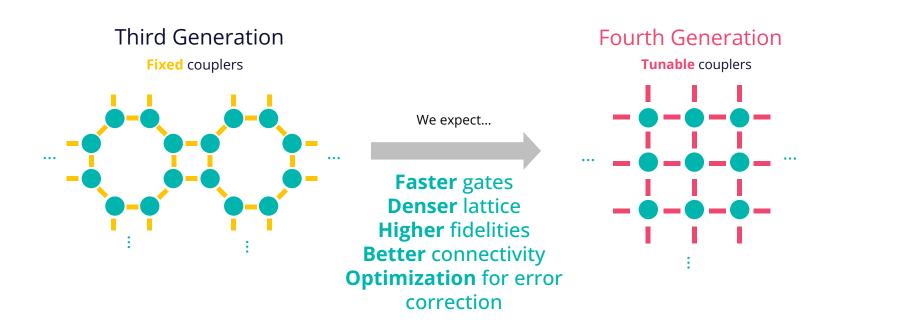
## **Driving QPU Development: Performance at Scale**



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## 4th Gen Architecture: Designed for Quantum Advantage

Demonstrated 2Q gate fidelities as high as 99.5% on intermediate-scale prototypes<sup>1</sup>

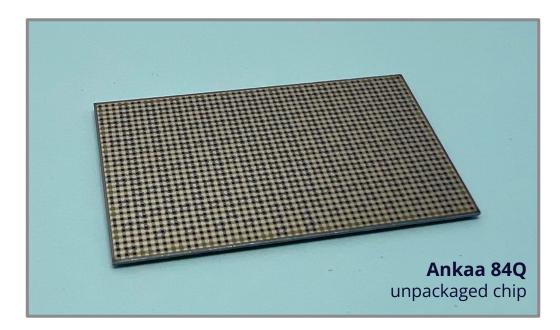


1 GlobalNewswire. February 17, 2022. Rigetti Computing Reports Fidelities as High as 99.5% on Next-Generation Chip Architecture



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## **Progress to Ankaa 84Q**



Prototype 84Q chips being manufactured in Fab-1

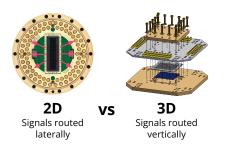
Characterization and design optimization underway

On track for early 2023 deployment to customers



# Proprietary scaling technology unlocked by 6+ years of fab-driven innovation

Vertical Signaling

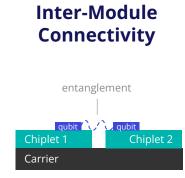


3D signal delivery enables high density, modular processor I/O and removes the need to redesign each new generation to accommodate signal line routing Quantum Chiplet Technology



#### Modular assembly onto a carrier device enables:

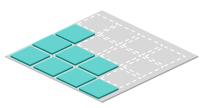
- High fabrication yield, improved processor performance
- Potential for heterogeneous integration (specialized chips for processing, memory and networking)



(Cross section)

Low-latency connections provide high fidelity quantum entanglement between modules

#### Rigetti's Scalable Architecture

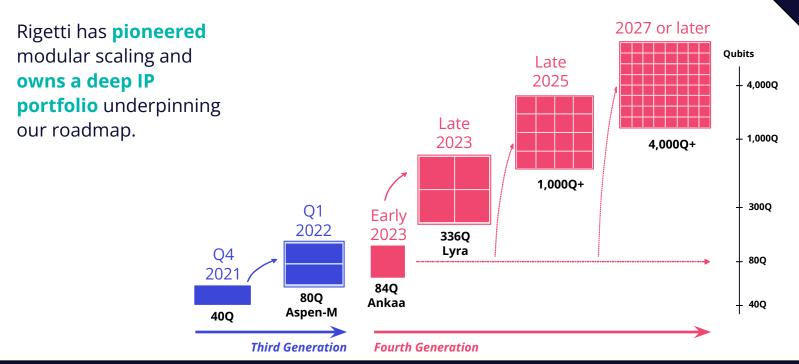


Large-scale processors built from identical tiles provide a directly scalable architecture



## Leveraging Multi-Chip for Predictable Scaling

Proprietary technology unlocked by 6+ years of fab-driven innovation



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## Fridges for Lyra 336Q, 1,000Q+ and 4,000Q+ QPUs



Rigetti is excited to announce that it has entered into a strategic partnership with Bluefors, a leader in cryogenic refrigeration, to develop the KIDE fridge. BLUEFORS rigetti

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## **Question & Answer**





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#### **6.** Financials

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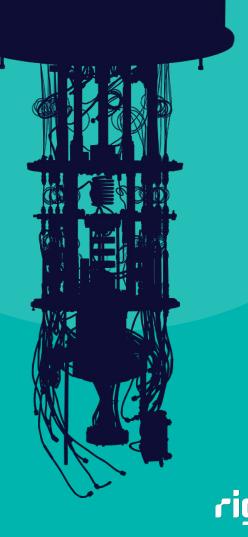
## **Financial Strategy** Enabling value creation through progress against our roadmap.



**Rigetti** is focused on driving what we believe are high-value use cases through a differentiated **full-stack**, **hybrid approach** to advance towards Quantum Advantage.

We believe our **long-term QCaaS business** model will deliver anticipated high-margin, recurring revenue growth and operating profit.

We expect Rigetti to be well-positioned to capture a significant share of the quantum market.



## Early Strategic Investments Fuel Roadmap Progress

- Recruit and build world-class global quantum engineering teams
- Advance our QCS platform, enabling customers to become sophisticated quantum users and advance application development
- Grow revenue through high-value partnerships & use cases
- Expand gross profit and operating margin profile as we work toward QA





## 1H22 Financial Snapshot - Year 1<sup>1</sup>

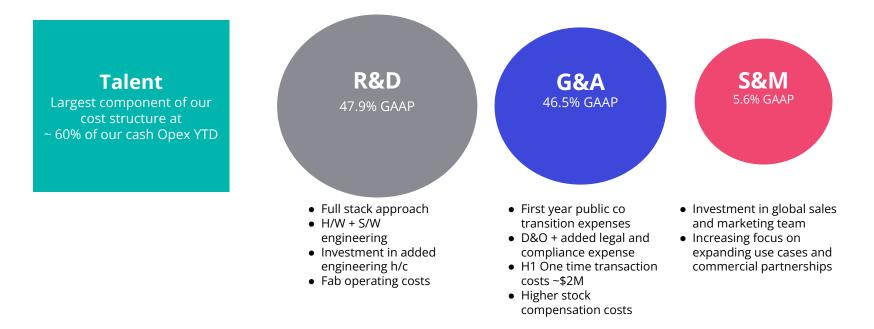
Access to capital markets has allowed us to make necessary investments to accelerate development in core engineering talent, Fab-1 and facilities

\$4.2 million 1H22 Revenue	\$3.0 million 1H22 total gross profit	~70.0% 1H22 Gross Margin
\$52.4 million 1H22 GAAP Operating Expenses	\$32.0 million 1H22 Non-GAAP Operating Expenses <sup>2</sup>	\$(29.0) million 1H22 Adjusted EBITDA <sup>2</sup>
\$184.0 million Cash & Cash Equivalents <sup>1</sup>	Committed Equity Facility up to \$75 million	\$(0.24) EPS 1H22



## Year One Expense Profile - Total OPEX - H122

We expect that our current expense profile will transition to an **operating profile** as we **work toward QA and beyond.** 





#### FY22 Outlook Long term business model - QCaaS

20	<b>1</b> 22
20	)ZZ

Revenue: \$12-\$13 million	Progress being made against potential ~\$4M revenue deferral due to ongoing contract discussions with existing customer - major US gov agency
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## Adjusted EBITDA1:Ongoing supply constraints, higher headcount costs and public(\$50)- (\$53) milliontransition costs expected to persist in FY22

#### CapEx: \$33 - 35M

Critical investments post public in Fab1, dilution fridges and facilities expansion

1 Please see appendix for a reconciliation of GAAP to non-GAAP financial measures.

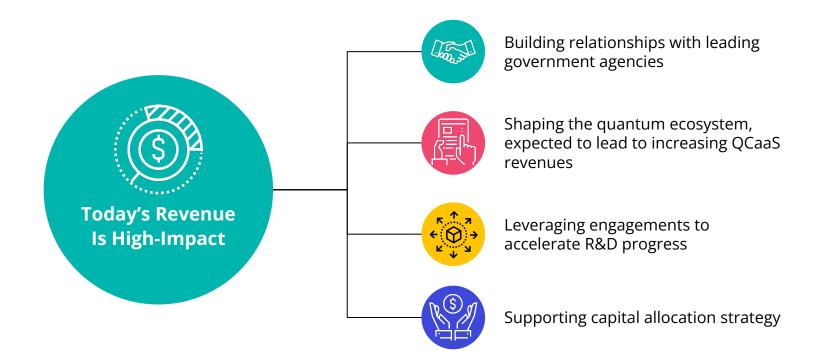


## **Committed Equity Facility (CEF) Provides Several Strategic Benefits**

- Announced in August Up to **\$75M equity facility**
- We believe this is a prudent response to macro uncertainty and vote of confidence from capital markets
- Allows us to **remain focused on key priorities and roadmap**
- Structure allows discretionary access to capital markets



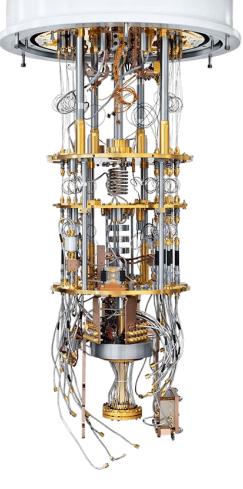
## **Strategically Focused on High-Impact Revenue**



## Pioneers and Innovators in Quantum

#### **Investment Highlights**

- Proprietary fab and full-stack pure play
- Leading-edge technology
- Extensive patent portfolio
- Strong leadership
- Top-tier commercial and technology partners
- Industry transformative potential





## **Question & Answer**





## Poised to Solve Humanity's Most Important Problems

Quantum Advantage QCaaS Model

Targeting performance at scale

QCS and hybrid designed for Quantum Advantage

QA programs developed through years of government and commercial R&D

Selectively partnering, expanding commercial focus, and leveraging cloud model

On track to deliver, detailed product roadmap, and deepening and expanding partnerships

## Appendix



## Rigetti Computing, Inc. Reconciliation of Net Loss to Adjusted EBITDA (in thousands)

(Millions)	6 Months Ended	6 Months Ended
	June 30,	June 30,
	2022	2021
Net loss	\$ (20,444)	\$ (17,861)
Excluding:		
Depreciation	\$ 2,978	\$ 2,362
Stock compensation	22,522	1,118
Interest expense (net)	2,244	481
Change in fair value of derivative warrant liabilities	(14,509)	-
Change in fair value of forward contract agreement liability	(5,077)	
Change in fair value of earn out liability	(17,658)	-
Merger-related transaction costs*	927	-
Adjusted EBITDA	\$ (29,017)	\$ (13,900)

\* Merger-related transaction costs are comprised of the allocation of certain legal, accounting and other costs related to the assets and liabilities acquired in the business combination with Supernova.



## **Rigetti Computing, Inc. Reconciliation of Operating Expenses to Non-GAAP Operating Expenses (in thousands)**

	(Millions)	6 Months Ended	6 Months Ended
		June 30,	June 30,
		2022	2021
Operatin	g Expenses	\$ 52,391	\$ 20,620
Excludin	g:		
	Depreciation	\$ (2,978)	\$ (2,362)
	Stock compensation	(22,522)	(1,118)
	Change in fair value of forward contract agreement		
	liability	5,077	-
Non-GA	AP Operating Expenses	\$ 31,968	\$ 17,140

\* Non-GAAP operating expenses include an aggregate of \$2.0 million in one-time bonuses to certain employees for the successful completion of the business combination.

# rigetti

#### Investor & Analyst Day September 16, 2022



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