



OTCQB:QUBT

Leading the Industry with Quantum-Ready  
Applications

Corporate Presentation  
September 2020





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# Key Stats - OTCQB: QUBT

<b>Stock Price (8/31/20)</b>	<b>\$4.09</b>	<b>Revenue <i>mrq</i></b>	<b>-</b>	 <p>Sources: otcmarkets.com, Yahoo!Finance, QCI Form 10-Q, QCI press releases, IPREO.</p> <p>Shares outstanding as of August 31, 2020.</p> <p>Balance sheet data as of June 30, 2020.</p>
<b>52 Week Low-High</b>	<b>\$0.78 - \$6.88</b>	<b>Net Loss <i>mrq</i></b>	<b>\$1.8M</b>	
<b>Avg. Volume (3-mo)</b>	<b>68,579</b>	<b>Cash &amp; cash equiv.</b>	<b>\$497K</b>	
<b>Shares Outstanding</b>	<b>12.6M</b>	<b>Total Assets</b>	<b>\$531K</b>	
<b>Public Float, <i>est.</i></b>	<b>1.8M</b>	<b>Total Debt</b>	<b>\$2.0M</b>	
<b>Market Cap</b>	<b>\$51.4M</b>	<b>Total Liabilities</b>	<b>\$3.5M</b>	
<b>Insider Holdings, <i>est.</i></b>	<b>30%</b>	<b>Employees (full/part)</b>	<b>15</b>	
<b>Institutional Holdings</b>	<b>7%</b>	<b>Fiscal Year End</b>	<b>Dec. 31</b>	

# Who We Are

- **Emerging technology leader** in Quantum Computing (QC) software and applications
- QCI is to the first QCs as **Microsoft** was to the first PCs.
- **We solve the most difficult enterprise-level logistical problems** with unmatched speed and quality of results<sup>1</sup>
- **Partnered with Splunk** (NASDAQ: SPLK), a \$30 billion big data analytics company with 17,500 customers worldwide, including 92 of the Fortune 100.
- **Cloud-based SaaS** recurring revenue model.
- **Highly-experienced** software development team from Cray, Silicon Graphics, D-Wave, and other major IT firms.
- **Recently entered commercial phase** as the only public pure-play in the high-growth, multi-billion-dollar quantum computing space.



Programmers use our proprietary software development and execution platform, **Mukai™**, to create and run quantum applications that solve complex optimization problems at record speeds.

1) Paper: "[QCI Qbsolv Delivers Strong Classical Performance for Quantum-Ready Formulation](#)," Published May 22, 2020



# What is Quantum Computing?

Quantum Computing involves controlling and manipulating nature's smallest objects — single atoms and photons, rather than electronic circuits — to create on/off states that process information.

The technology is base upon on two key concepts of Quantum Physics, Superposition & Entanglement:

## Superposition

If an electron were on skis heading downhill, it wouldn't be unusual for it to go around both sides of a tree simultaneously.

In the world of quantum physics, the same particle can appear **both here AND there simultaneously**.

Such dual positions in space are called *Superpositions*.



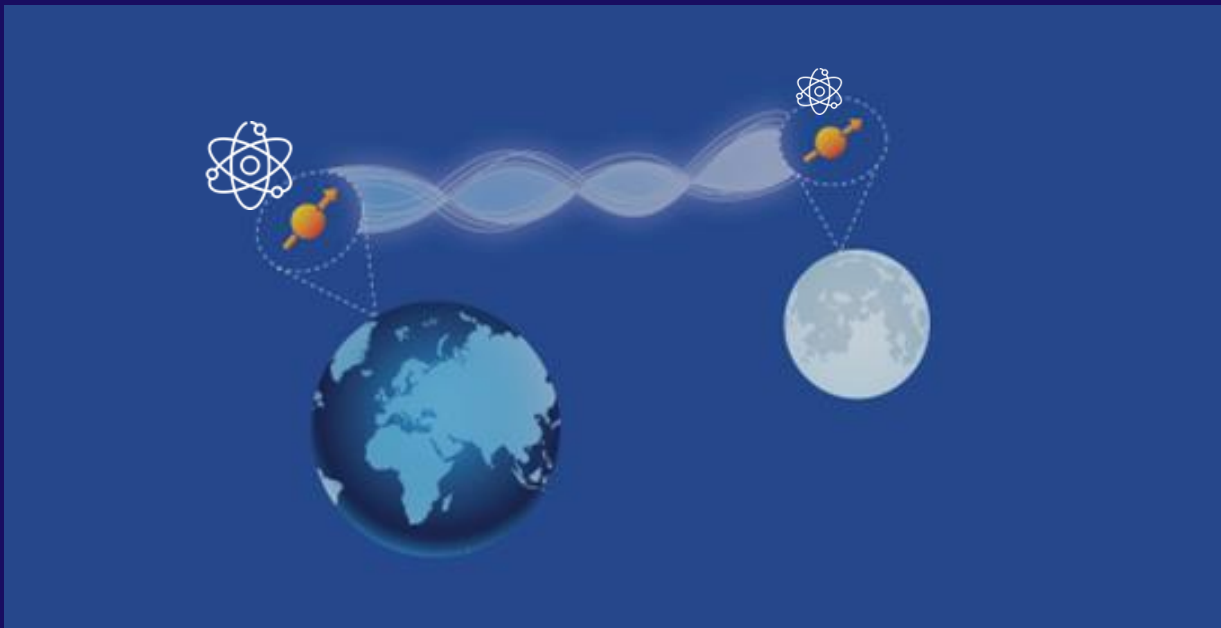
## Entanglement

Superposition can also extend between different atomic particles.


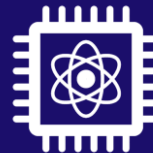
A link between two particles can be maintained even if separated geographically.

Manipulating one particle affects the other instantly — even at vast distances and faster than the speed of light.

Einstein called it, *‘Spooky action at a distance.’*



# Quantum Computing vs. Classical Computing

	 <b>Classical Computing</b>	 <b>Quantum Computing</b>
<b>Unit used for Computations and Signal Transmission</b>	<p><b>Bit:</b> composed of 0 or 1, but never both simultaneously.</p> <p>Linear patterns of bits represent certain characters.</p> <p>Examples: 01000001 = A, 01000010 = B</p> <p>Because a Bit is binary (0 or 1), or on or off, only one thing can be calculated at a time, limiting speed.</p>	<p><b>Qubit</b> (short for quantum bit): Thanks to <b>Superposition</b>, 0 and 1 can occur sequentially <b>OR</b> as a both 0 and 1 <u>simultaneously</u> (i.e., trinary).</p> <p>Example: 01000001 or 01000010 = A and B simultaneously</p> <p>Because a Qubit can be binary, trinary or more, multiple possibilities can be calculated simultaneously and therefore at faster speeds.</p>
<b>Best Suited or Ideal Applications (Examples)</b>	<ul style="list-style-type: none"> <li>• Productivity and entertainment (word processing, spreadsheets, video games)</li> <li>• Systems, controls and devices (i.e., PCs, Smartphones, GPS, thermostats, cameras)</li> <li>• Storage and retrieval of information</li> </ul>	<p>Certain high-value problems in business, research, and government:</p> <ul style="list-style-type: none"> <li>• Computing large sets of possibilities or variables.</li> <li>• Analyzing complex, vast data sets.</li> <li>• Require rapid, immediate solutions (i.e., disaster recovery, routing).</li> </ul>
<b>Machine Size, Weight &amp; Power</b>	<ul style="list-style-type: none"> <li>• Can be reduced into compact, lightweight space.</li> <li>• Low power requirements and no cooling.</li> </ul>	<ul style="list-style-type: none"> <li>• Larger and heavier, and requires relatively larger operating space.</li> <li>• Requires near absolute zero cooling; however, QCs are more energy efficient at the computational level.</li> </ul>
<b>Computational Speed</b>	<p>Today's fastest Supercomputer can still edge out the fastest Quantum Computer — although the gap is closing.</p>	<p>QC have yet to surpass the speed of classical Supercomputers.</p> <p>However, using QC concepts on classical computers, or classical &amp; QC operating symbiotically, can now achieve speeds faster than traditional classical approaches — <i>thanks to QCI's Mukai.</i></p>

**QCs are not expected to replace classical computing for most tasks.**  
**Instead, they will continue to be complementary and rely upon classical computers to fully operate.**



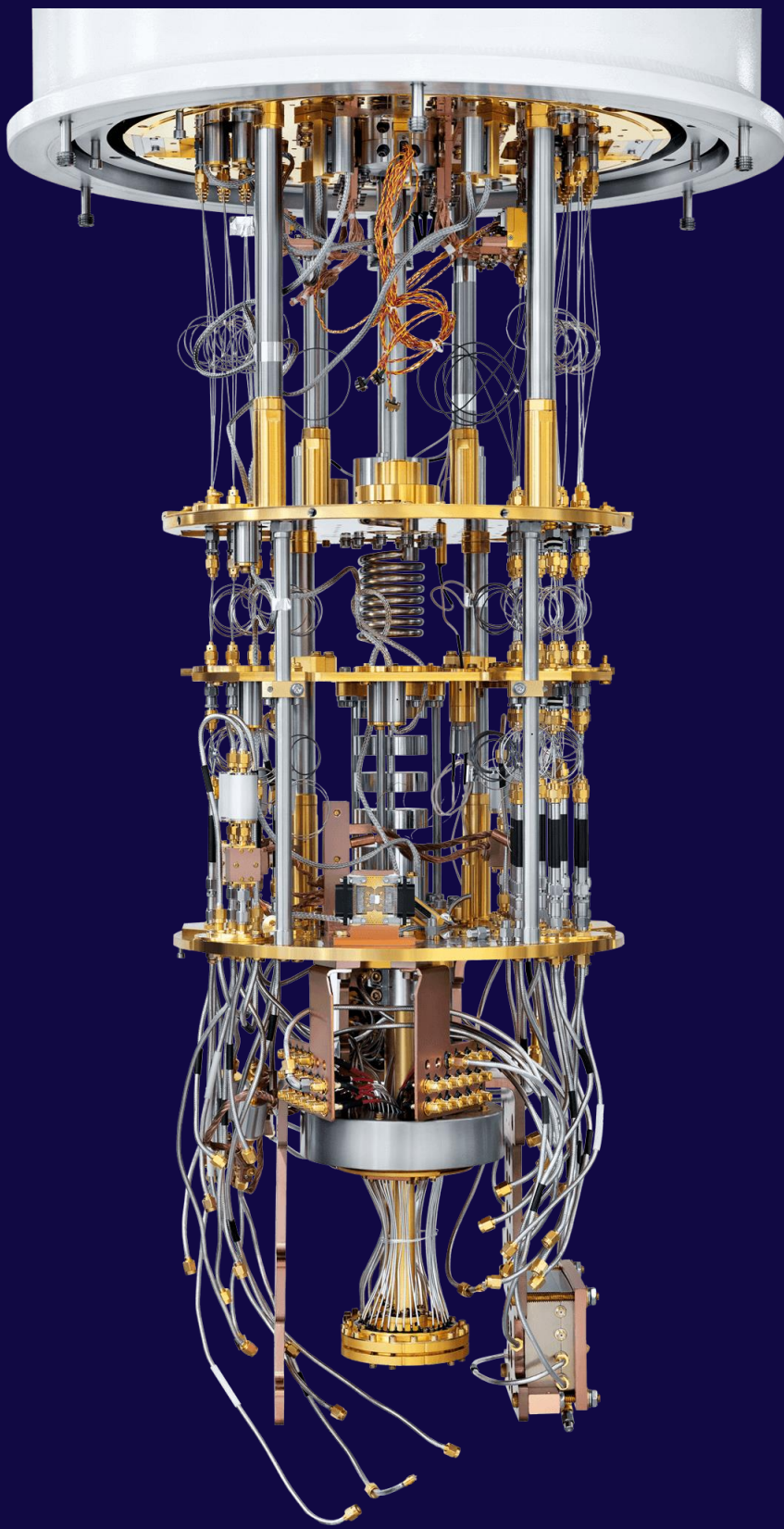
# Today's Leading Quantum Computers

New Technology – New Designs

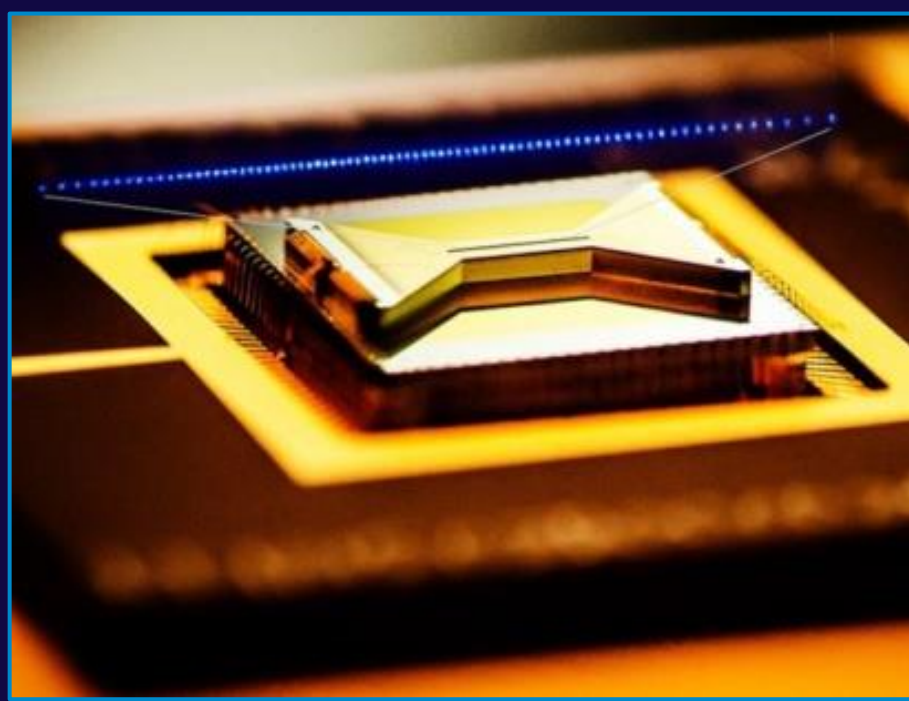
IBM Q



**rigetti**



**IONQ**



**D:WAVE**



**Honeywell**



Others include Google, Microsoft, and Fujitsu



# Quantum Computing Addresses a Broad Selection of Applications with Far Ranging Benefits

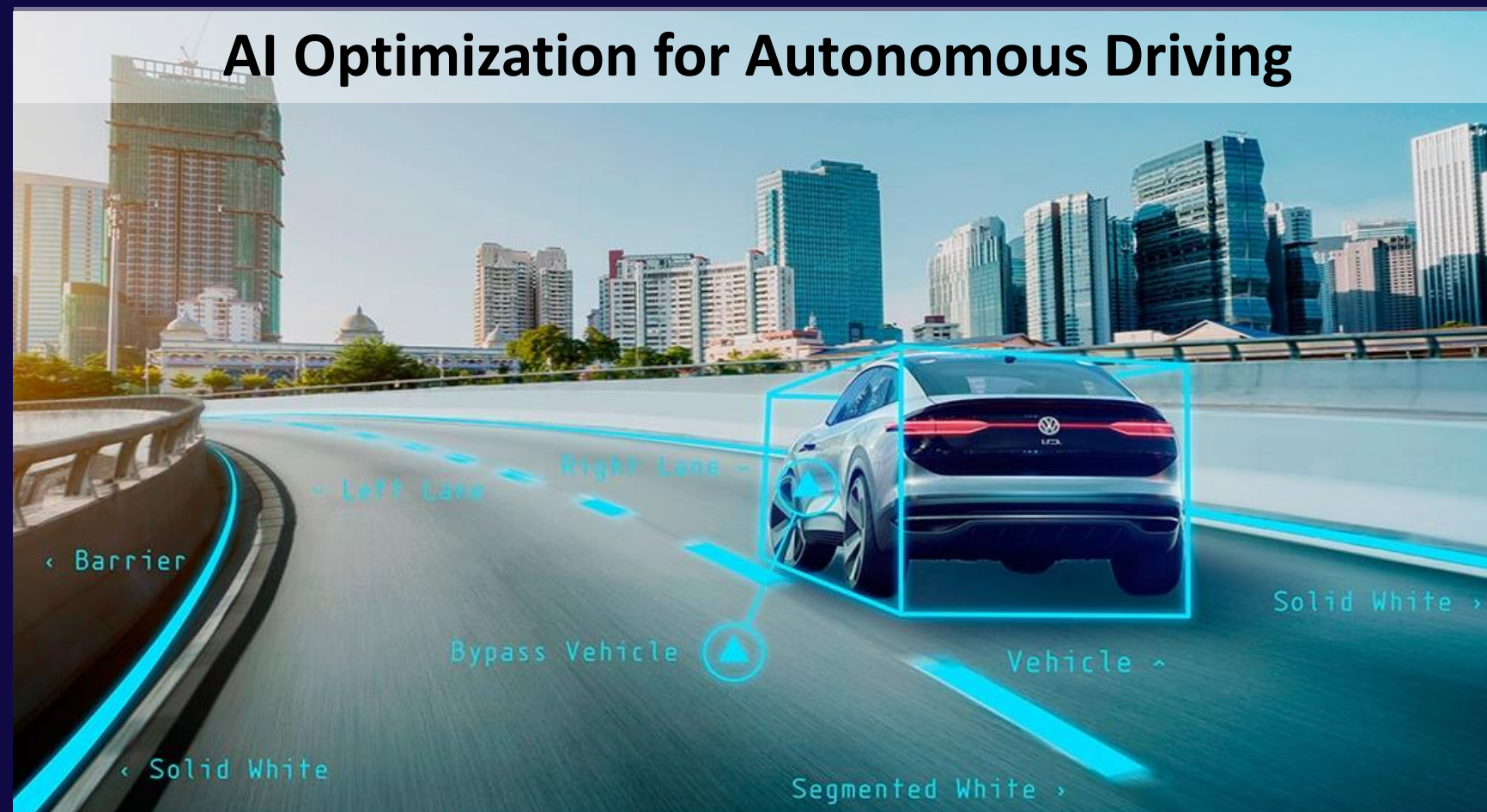




# Example Quantum Computing Application

## Optimization for Transportation

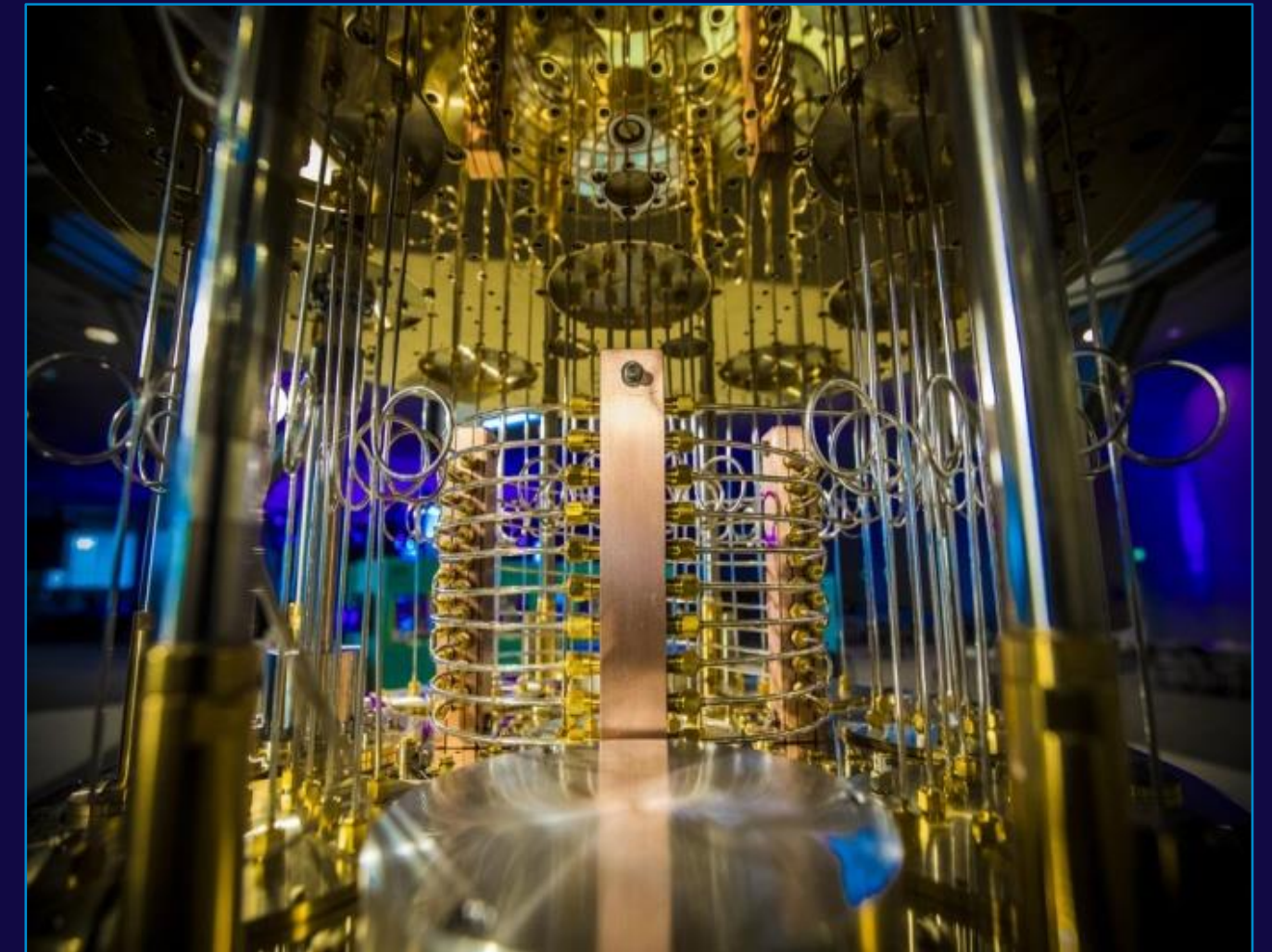
- QCs can potentially solve certain highly complex transportation-related problems considerably faster than conventional supercomputers.
- Ranging from traffic routing to material science and **autonomous driving**.
- Solutions for certain problems may only be obtainable with future QCs.





# The Quantum Landscape

- **The Next Big Wave:** Emergence of quantum computing has catalyzed a new revolution in technology.
- **Major Investment:** Industry giants like IBM, Microsoft, Google, Amazon and Honeywell are investing huge resources, as well as the U.S., China, and EMEA.
- **Growing Demand:** While it could still be years before quantum hardware shows real business advantages operating independently from classical computers, the market is demanding results today.
- **First Mover Advantage:** Just as software and apps were the keys to the PC and smartphone revolutions, the same holds true for quantum computing: First movers were and will be the biggest winners.
- **QCI is Only Public Pure-Play:**
  - QCI is the only publicly-traded company 100% focused on quantum software development and leading the transition from classical to quantum computing.
  - QCI/Mukai is to the first QCs as Microsoft/DOS was to the first PCs.

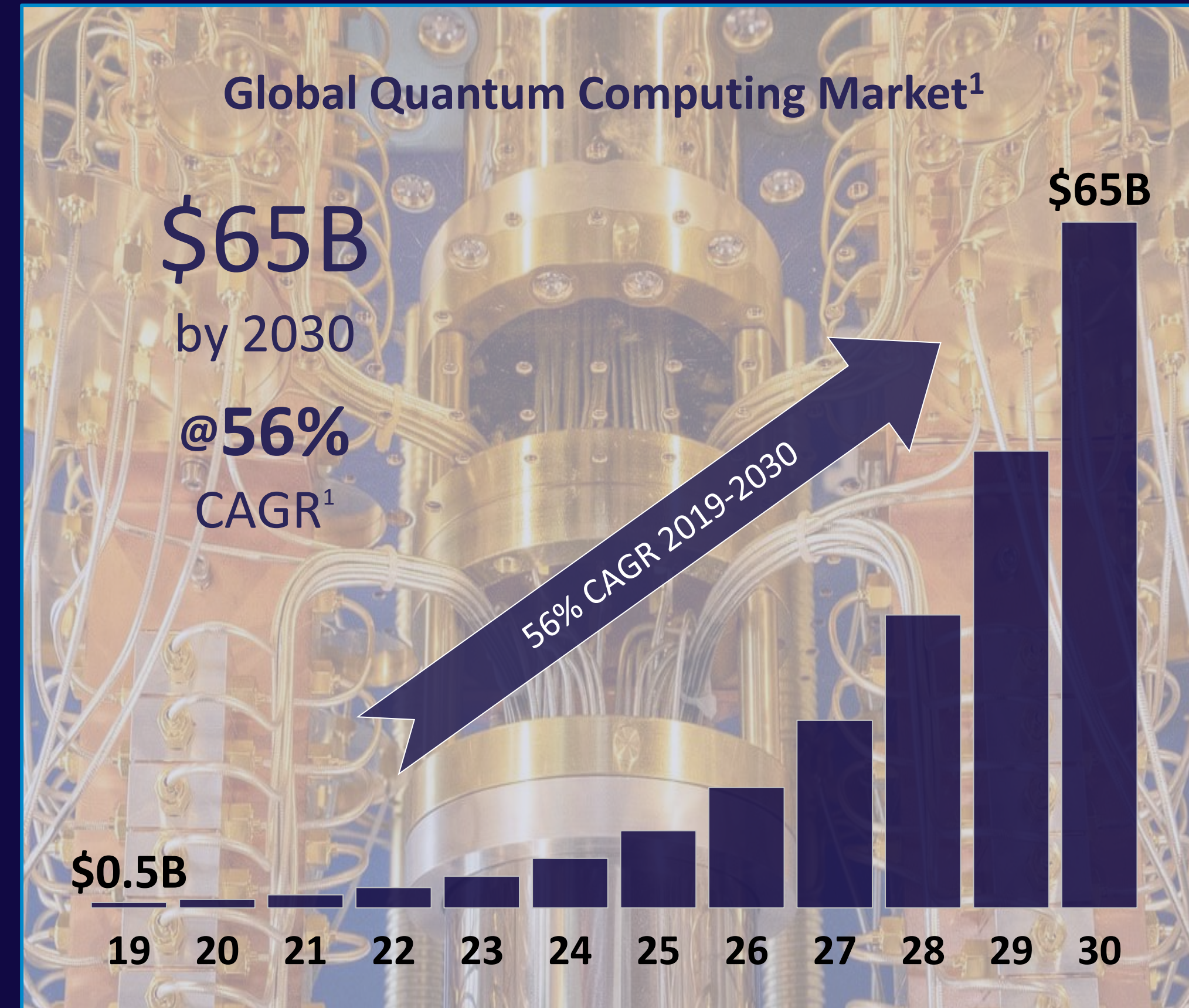


IBM Q



# Quantum Opportunity by the Numbers

- **Large, Fast-Growing Market:** 56% CAGR to \$65 billion by 2030<sup>1</sup>
- **Major Benefits:** Quantum solutions to create competitive advantage for 25% of Fortune Global 500 by 2023.<sup>2</sup>
- **Growing Adoption:** 20% of organizations will budget for Quantum Computing projects by 2023, up from <1% today.<sup>2</sup>



1) [Research and Markets Worldwide Quantum Computing Market report](#), April 2020

2) [IDC & Gartner per Forbes.com](#) 2/13/2020



# Major Gov't, Commercial & Academia Investment

- **U.S. National Quantum Initiative Act of 2019** provides \$1.2 billion over five years to support U.S. quantum computing development.
- **Aug. 2020:** Consortium of Dept of Energy, private sector and academic institutions committed \$756M to establish five U.S. Quantum Information Science Research Centers
  - Centers to be led by teams from DoE's national laboratories: Lawrence Berkeley, Oak Ridge, Fermi, Brookhaven and Argonne.
  - Private sector and academic institutions to conduct research on quantum computing, sensing, networking, and materials manufacturing.





# Industry Evolution

## Next 5 – 10 Years - “Quantum Advantage”

- Quantum computers can finally solve certain high-value problems faster than classical.
- Demand for QC development tools intensifies.
- Quantum applications for business, national defense, and other domains begin to flourish.

## Quantum Era – First Quantum Qubit 1998<sup>1</sup>

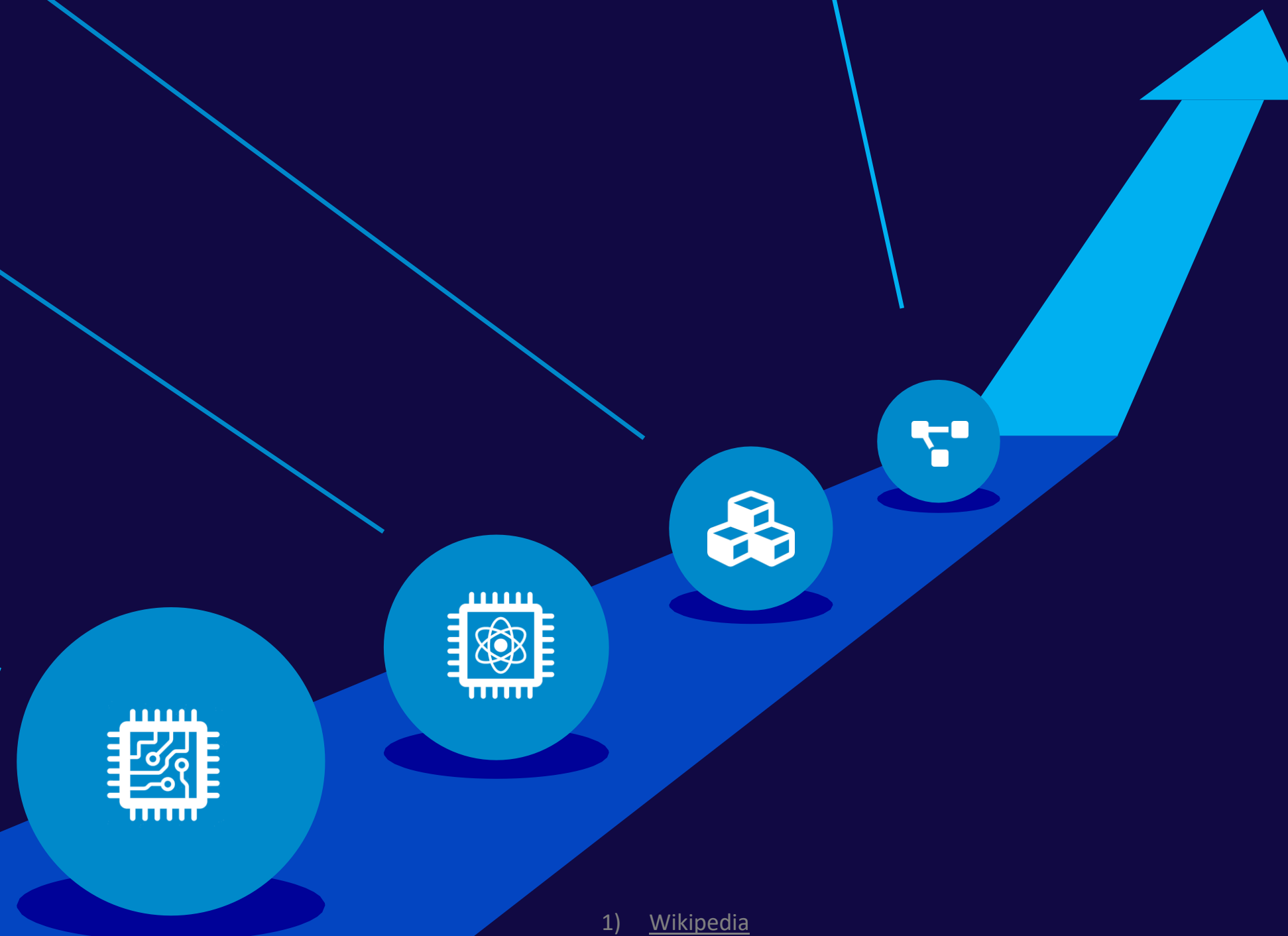
- Today, several different types of QCs accessible via Cloud.
- QCs can solve high value optimization problems, but still not faster than classical computers.
- Quantum-ready applications run today on classical GPUs/CPU's and fully on cloud-based QCs.

## Classical Era – Computer Chip Invented 1947<sup>1</sup>

- Can be readily used for most applications and problems.
- However, technology is quickly approaching the limits of Moore's Law (limit to number of transistors on a single chip).
- Cannot solve many high-value, highly complex computing problems or at practical speed.

## 10 Years+ - “Quantum Ubiquity”

- QCs can solve problems that no classical computer can solve in any feasible amount of time.
- Broad ecosystem of hardware providers and software applications.
- \$65 billion global industry, up more than 10x from 2019.



1) Wikipedia

2) Research & Markets Quantum Computing Market Report, April 2020

# Our Mukai Solution

Our Mukai software platform can be used to solve extremely complex optimization problems at the heart of some of the most difficult computing challenges in industry and government.

Mukai connects directly or via AWS Braket to IBM, Rigetti, IonQ and D-Wave Quantum Computers.



## High-Value Focused

Mukai provides a software foundation for quantum application development and execution.

Offers a set of high-value applications where we have demonstrable expertise.



## Market-Scalable Infrastructure

Cloud-based, highly scalable.

Users connect directly to QCs or via AWS via a simplified user interface.



## Broad Global Markets

We target markets where our software can be used to solve high-value problems in optimization, finance, healthcare, and government.



## Forward Compatible

Mukai operates today on both classical systems and quantum systems.

Mukai solvers will then run better solely on quantum processors once they demonstrate performance advantage, but without needing to rewrite code (preserving investment).





# Proven Best-in-Class Performance

- **June 2020:** a new benchmark study revealed that QCI qbsolv™, a key component of Mukai, delivered on its promise of immediate performance benefits from quantum-ready methods running on classical computers.
- **Performance benefits eliminate one of the greatest obstacles to the development and adoption of QC applications.**
- **Mukai provided better results than currently used software to solve complex optimization problems faced by nearly every major company and government agency worldwide.**
- **While future quantum computers are expected to deliver even greater performance benefits, Mukai delivers today the best-known quality of results, time-to-solution, and diversity of solutions in a commercially available service.**
- **This superior capability enables business and government organizations to become quantum-ready today while realizing immediate benefits from improved performance.**

arXiv:2005.11294v1 [quant-ph] 22 May 2020

## QCI Qbsolv Delivers Strong Classical Performance for Quantum-Ready Formulation

<p>Michael Booth Quantum Computing Inc. Leesburg, VA, USA</p>	<p>Jesse Berwald Quantum Computing Inc. Leesburg, VA, USA ORCID 0000-0003-4741-2427</p>	<p>Uchenna Chukwu Quantum Computing Inc. Leesburg, VA, USA ORCID 0000-0002-1311-3827</p>	<p>John Dawson Quantum Computing Inc. Leesburg, VA, USA</p>
<p>Raouf Dridi Quantum Computing Inc. Leesburg, VA, USA</p>	<p>DeYung Le Quantum Computing Inc. Leesburg, VA, USA</p>	<p>Mark Wainger Quantum Computing Inc. Leesburg, VA, USA</p>	<p>Steven P. Reinhardt Quantum Computing Inc. Leesburg, VA, USA ORCID 0000-0003-4355-6693</p>

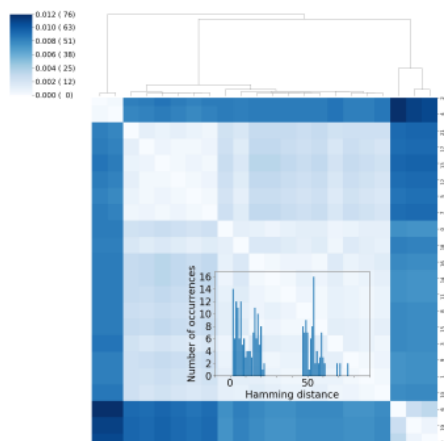
**Abstract**—Many organizations that vitally depend on computation for their competitive advantage are keen to exploit the expected performance of quantum computers (QCs) as soon as *quantum advantage* is achieved. The best approach to deliver hardware quantum advantage for high-value problems is not yet clear. This work advocates establishing *quantum-ready* applications and underlying tools and formulations, so that software development can proceed now to ensure being ready for quantum advantage. This work can be done independently of which hardware approach delivers quantum advantage first. The quadratic unconstrained binary optimization (QUBO) problem is one such quantum-ready formulation. We developed the next generation of qbsolv, a tool that is widely used for sampling QUBOs on early QCs, focusing on its performance executing purely classically, and deliver it as a cloud service today. We find that it delivers highly competitive results in all of quality (low energy value), speed (time to solution), and diversity (variety of solutions). We believe these results give quantum-forward users a reason to switch to quantum-ready formulations today, reaping immediate benefits in performance and diversity of solution from the quantum-ready formulation, preparing themselves for quantum advantage, and accelerating the development of the quantum computing ecosystem.

**Index Terms**—quantum computing, hybrid quantum-classical computing, constrained discrete optimization, quadratic unconstrained binary optimization (QUBO), quantum algorithms, quantum advantage, QAOA

### I. INTRODUCTION

Quantum computers have the potential to enable stunning advances, improving the human condition in profound ways – e.g., saving lives via faster and more effective drug designs and reducing humanity's impact on the Earth's environment via better processes for manufacturing fertilizer. Today, however, no quantum computer has yet delivered *quantum advantage*, i.e., better performance on a real-world problem, and predictions of when quantum advantage will be achieved range from 1 to 15 years in the future. This uncertainty presents a real challenge to quantum-forward organizations wishing to exploit the power of QCs as soon as possible.

Corresponding author: sreinhart@quantumcomputinginc.com



(b) Hamming distance information for g002312 solutions

This benchmark study details Mukai’s superior performance and is publicly available at [arxiv.org/abs/2005.11294](https://arxiv.org/abs/2005.11294).

## Example of Mukai Quantum-Ready Application

# Quantum Asset Allocator (QAA) Application

- Allows small- and medium-sized funds to optimize their asset allocation — previously the province of large firms and funds.
- Quickly returns optimal or near-optimal interactive solutions and analyses of financial asset allocation problems, leading to unprecedented insight.
- Demonstrated superior portfolio performance using Mukai's quantum-enabled techniques on both classical and quantum computing hardware.
- First beta client: \$600M AUM hedge fund. Currently evaluating QAA to optimize its portfolio against expected returns.



### Market Opportunity

**17,000** Mutual Funds and Hedge Funds in U.S.

**2,000** Immediately Addressable Funds

**\$50,000** Annual Cost Per User, est.

**\$100 Million** Annual Revenue Opportunity



# Community Detection Application

- Community detection is a broadly useful technique across domains.
- Well suited for leveraging quantum computing methodologies.
- Implemented as an underlying kernel in the Mukai stack used by applications for use across multiple industries and government:



## Sales & Marketing

Social Network Analysis for accurate market segmentation and targeting.



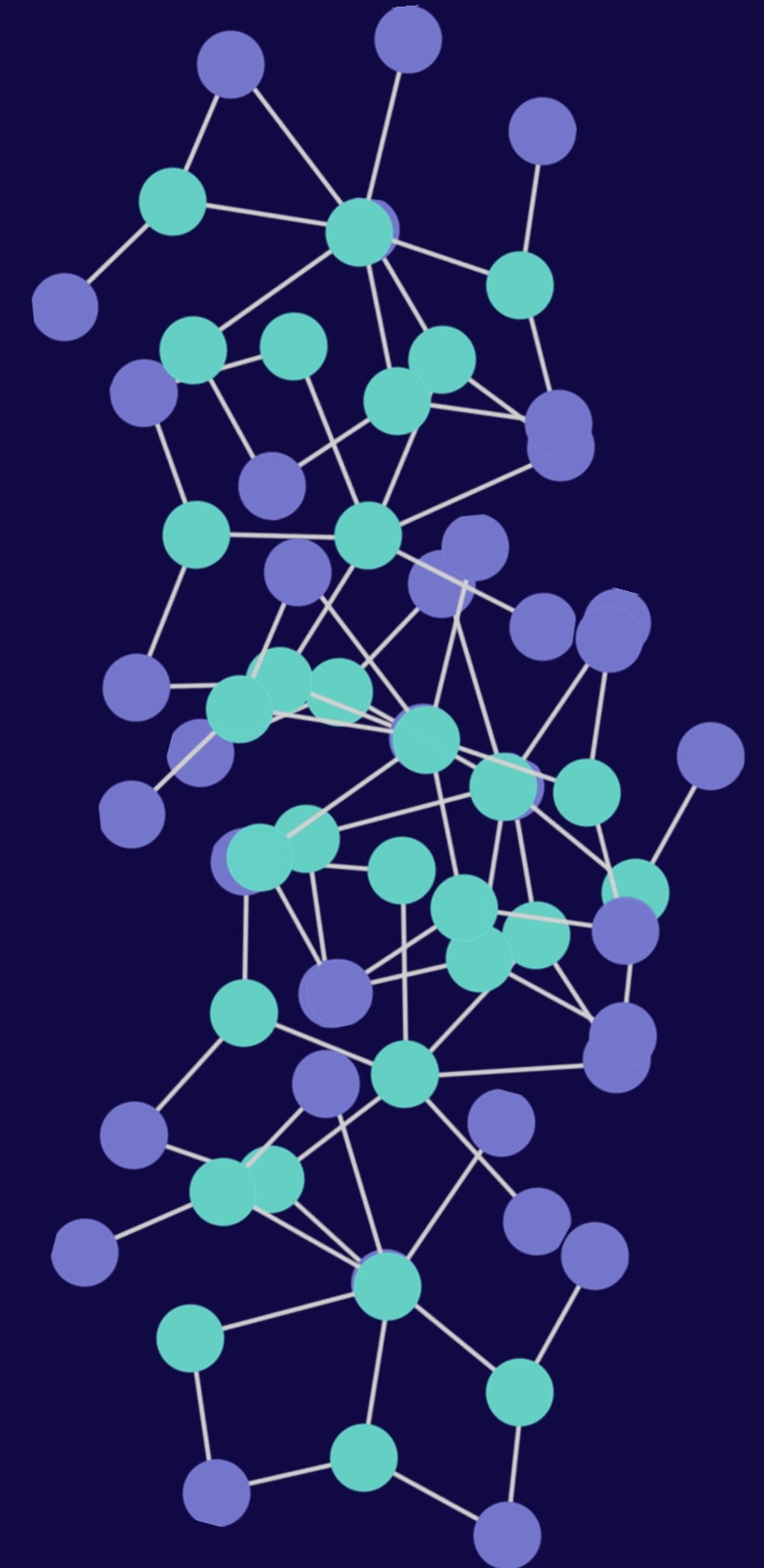
## Biotechnology

Improved epidemiology models for epidemics.  
Cohort segmentation and analysis for improved clinical trial design.



## Government/Security

Improved anomaly detection for earlier detection of criminal activity, fraud and cyber bots.



# Retail: In-Warehouse Grocery Order Fulfillment

## The Challenge:

- Online grocers compete on quality, price, selection, and delivery speed in a market with notoriously thin margins.
- Ability to fill online orders quickly and accurately is essential, especially with many perishable items that must remain cold.

## The Potential Solution:

- Automated warehouse with robotic vehicles that collect items from bins and place them in the appropriate shipping containers.
- The more vehicles that can move about without colliding, the more efficiently the warehouse can operate.
- Requires logistics and path optimization with has a vast number of variables and data points. Such “constrained-optimization problems” is one area where quantum computing solvers can excel.
- With Mukai, developers can specify the constraints and how to measure the cost of a solution explicitly. Mukai then finds excellent answers quickly.
- Problems that could not be solved fast enough, or solved in their full complexity, can now be quickly solved with the new power of Mukai.

## Case Study: Ocado<sup>1</sup>

- World's largest online-only grocery retailer
- \$1.4 billion in annual sales, based in U.K.
- 1.7 million items processed daily

**Previous Problem:** 50,000 product types, three temperature regimes. Many product must be segregated or have short expirations dates.

**Solution:** AI/Machine Learning calculates all aspects of operations when controlling robotic vehicles.

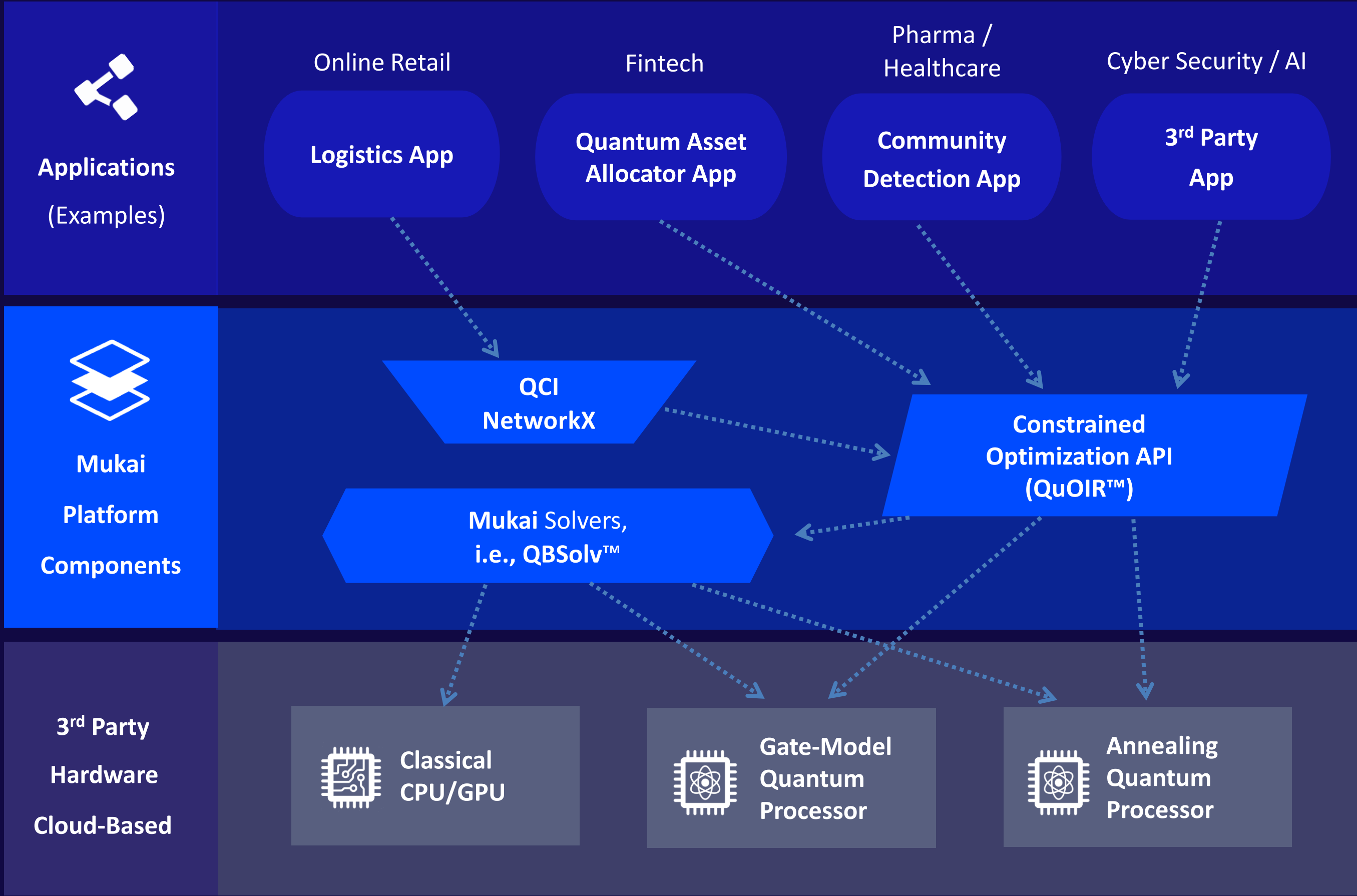
**New Problem:** According to CTO, Paul Clarke: “We're bumping up against Moore's Law.” Hence, he plans to eventually use a QC to power algorithms.



1) Forbes Magazine



# Mukai Quantum-Enabled Software Platform



## Applications

Multiple revenue-generating opportunities.  
Attracts strategic partnerships with government agencies, businesses, and national labs.

## Mukai Platform

Software stack enables developers to create and execute quantum-ready applications on classical computers and which are also ready to run on quantum computers.  
Mukai provides superior performance for key applications even when running on classical computers.

## Computer Hardware

Mukai can direct the execution of problems to either classical (Intel® or AMD processor-based) or a hybrid of quantum & classical computers per user guidance.  
Developers can evaluate different quantum processing units (QPUs) simply by selecting the target QC from within the Mukai interface.



# Mukai Revenue Model - Examples

Application	Markets	Addressable Market Size	SaaS Revenue Model <sup>1</sup> Year 1 Target
Optimization  Cloud or Onsite Deployment	Advertising/Marketing, Aerospace/Defense Biotech Chemical/Materials Utilities Supply Chain/Transportation	\$22 Billion+ <sup>2</sup>	\$25,000 Annually <u>x 200 Users</u> \$5M ATV (Annualized Contract Value)
QAA – Asset Allocation  Cloud or Onsite Deployment	Portfolio Optimization Risk Management	\$990 Million+ <sup>3</sup>	\$50,000 Annually <u>x 50 Users</u> \$2.5M ATV
Community Detection	Cyber Security, Healthcare, Government, Infectious Disease Modeling	\$156 Billion+ <sup>4</sup>	TBD

Other potential revenue sources:

- Government or Commercial R&D contracts
- Consulting

Total	\$157 Billion+	\$7.5M ATV
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Typical SaaS Gross Margins of 60% - 70%

1) Mukai can be access via AWS as a SaaS model charging by time increments (hours) or by license cost if run on premises.  
2) [Research & Markets Jan. 2020: Global Supply Chain Management Software Market](#)  
3) [Grandview Research July 2020: AI In Asset Management Market Size, Share & Trends](#)  
4) [Grandview Research Jan. 2020: Cyber Security Market Size, Share & Trends](#).



# Key Partnerships – Industry & Academia

- Splunk (NASDAQ: SPLK) Partnership - March 2020
  - \$30 billion Big Data analytics company
  - 17,500 customers worldwide—including 92 of Fortune 100
  - Helps customers investigate, monitor, analyze and act on data from any source and at any scale.
- We're a member of a consortium of universities focus on advancing Quantum Computing
  - Purdue Univ., Indiana Univ., and Univ. of Notre Dame.
  - Planned Industry/University Cooperative Research Center for Quantum Technologies, currently seeking DoE and National Science Foundation (NSF) funding/grant.
  - July 2020: QCI presented at 3-day virtual workshop on quantum computing.
    - Hosted by Purdue Univ.
    - Attendees included several prospective customers: AFRL, GE Research, Cummins, and Eli Lilly.



NASDAQ: SPLK





# Comparative Valuations – Per Recent Funding/M&A

	Company Description	Most Recent Funding Round Description	Last Funding Amount	Most Recent Valuation
ILOG	International software company acquired by IBM for \$340M.	N/A	\$340M	\$340M
PsiQuantum	Developer of a general-purpose silicon photonic computer designed to facilitate quantum computing operations.	Series C venture funding led by Atomico, April 2020.	\$230M	\$530M
ionQ	Developer of atomic quantum computer technology designed to address a broad array of applications.	Series B venture funding in a deal led by Samsung Catalyst Fund, June 2020.	\$62M	\$192M
Rigetti	Develops quantum computing integrated circuits.	Series C and Series C-1 venture funding in a deal led by Bessemer Venture Partners, August 2020.	\$129M	\$129M
QC Ware	Develops computing software designed to provide enterprise service that run quantum hardware.	Series A venture funding led by Citigroup (NYSE: C) and Goldman Sachs Growth, July 2018.	\$8M	\$47M
D-Wave	World's first company to sell quantum computers.	D-Wave is planning to raise \$10 million of funding from NEC Corporation. Previously, D-Wave raised \$27.95 million of convertible debt financing from undisclosed investors in Dec. 2019.	\$10M	N/A
Average Valuation:				\$248M
QCI	Emerging technology leader in quantum computing software and applications.	Private equity funding.	Market Cap:	\$51.4M

# Highly-Experienced Management Team with Strong Record of Results



**Robert Liscouski**

*President, CEO & Chairman*

35+ years’ executive experience at public and private companies, and federal agencies.

Appointed by President George W. Bush as first Assistant Secretary for Infrastructure Protection.

Diplomatic security service special agent with the U.S. Department of State.

Served in senior management roles at Implant Sciences Corporation, Coca-Cola Company and Orion Scientific Systems.

B.S. from John Jay College and Master’s from Harvard University.



**Chris Roberts**

*CFO & Director*

30+ years’ experience in corporate finance, business law, business development, information technology, marketing and government contracting.

Senior management and finance executive positions at a number of public and private companies involved in aerospace, defense and information technology, including Secure Point Technologies, Systems Made Simple, Integral Systems, and Pearson Analytic Solutions.

B.S. in Electrical Engineering and Master’s degree from MIT. Juris Doctor, University of Virginia Law School.



**Michael Booth**

*CTO*

30 years’ experience in application design and development.

Served in the benchmarking division at D-Wave Systems, the world’s first commercial supplier of quantum computers, where he developed qbsolv and benchmarking algorithms.

20 years at [Cray Research](#) and five years at [Silicon Graphics](#).

B.S. in Mechanical Engineering from The University of Memphis. Post-graduate studies at The University of Tennessee Space Institute.



**Steve Reinhardt**

*VP, Product Development*

40 years of senior level experience in software and hardware engineering, development, and innovation.

At D-Wave Systems led teams to develop quantum computing tools like qbsolv. Helped customers map out problems for effective execution on [D-Wave](#)’s quantum-annealing-based quantum computer.

B.S. in Computer Sciences from Yale University, and master’s degree from University of Minnesota.



**Mark Wainger**

*Director, App Development*

35+ years of innovation and entrepreneurial experience in computer and IT, finance, banking.

Co-founder, CEO, CTO and director of several tech-focused companies.

Co-founded the fixed income analytics software company, Global Advanced Technology Corp. (GAT), with noted NYU finance professor, Thomas Ho.

Conducted scientific research at Exxon Research & Engineering.

B.S. in Chemistry & Physics from MIT. Master’s Degree in Applied Science, New York University.



**John Dawson**

*Director, Program Mgmt*

25+ years’ experience leading software development, IT teams and managing technology relationships.

Led [Cray Research](#)’s worldwide IT organization and the software development team for Cray’s massively parallel and vector supercomputers.

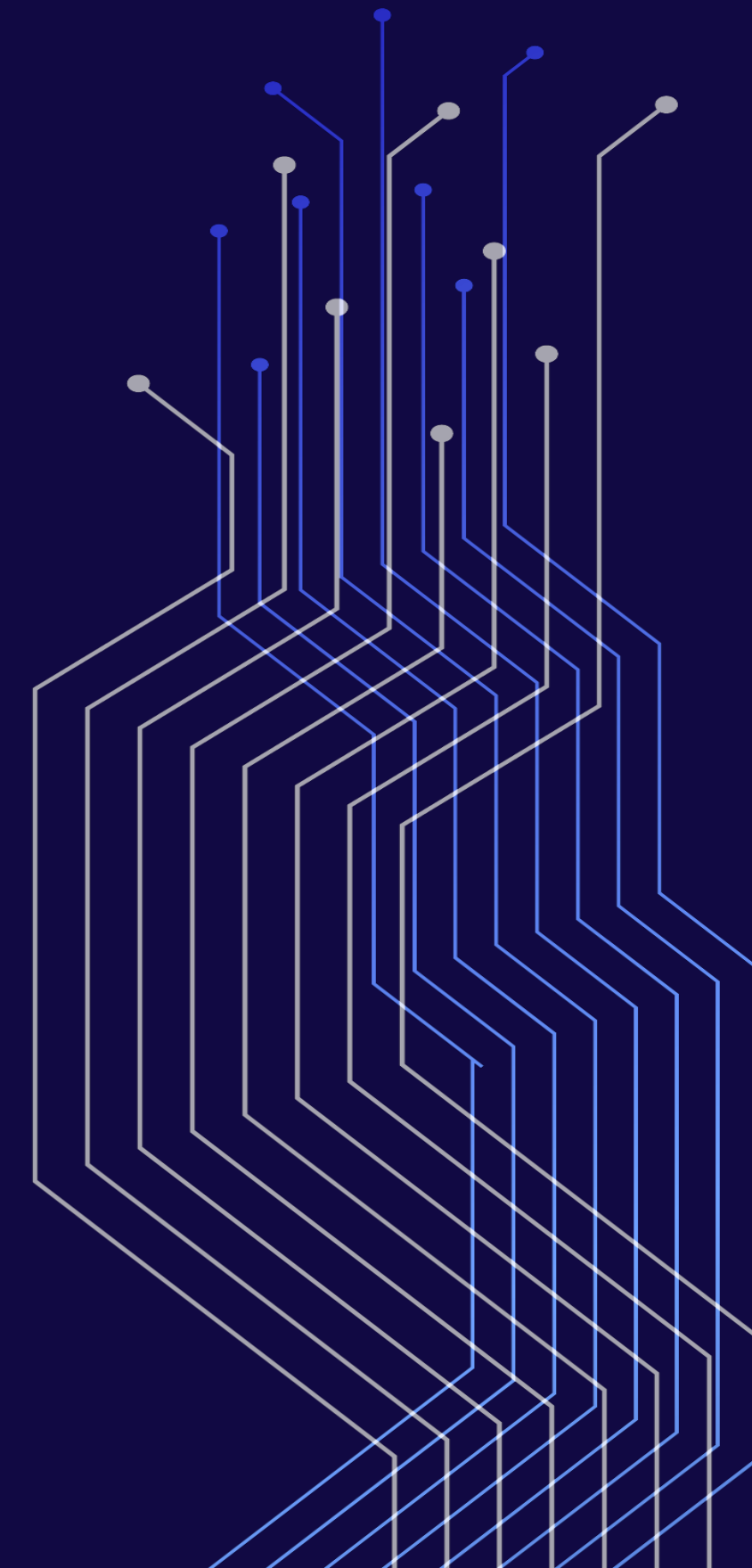
Co-founded and served at Unlimited Scale, which developed a Linux-based distributed operating system for high performance computing.

B.S. from University of Wisconsin.



# Strategic Business Development

- Active member of [Quantum Economic Development Consortium \(QED-C\)](#)
  - Access to companies looking to develop and adopt quantum technologies.
  - Has provided important business development introductions to banking, pharma, and consulting firms with investment and sales potential.
  - Validates QCI as market player and builds brand and reputation.
- Pursuing cloud service providers for inclusion of Mukai in their marketplaces
- Partnerships with commercial enterprises looking to develop a quantum strategy:
  - Splunk (Network Analysis & Cyber Security) – TAP (engaged)
  - Japanese Technology Firm – Marketing & sales to Japanese companies
  - Large Business Consulting Firm – looking to provide customers with quantum solutions
  - Large Industrial Firm – Optimization solutions



# Key Takeaways

## Breakthrough Technology

Quantum-enabled software that delivers business value *today*.

Mukai can solve some of the most important and complex computing problems at record speed.

## World Class Team

We have assembled a team of subject matter experts with decades of success in quantum computing, supercomputing, pharma, fintech, manufacturing and security.



## Large Addressable Market

High-Growth Opportunity:

56% CAGR to \$65 billion by 2030.

Diverse applications across multiple industries: finance, national defense, industry, healthcare and more.

## SaaS-based Revenue Model

Launch of commercialization phase creating opportunities for strategic partnerships with major enterprise, government agencies, and national labs.





**Robert Liscouski** | President & CEO  
rlisk@quantumcomputinginc.com

**Chris Roberts** | CFO  
croberts@quantumcomputinginc.com

**Investor & Media Relations Contact**

Ron Both or Grant Stude  
CMA Investor Relations  
Tel (949) 432-7566  
QUBT@cma.team

