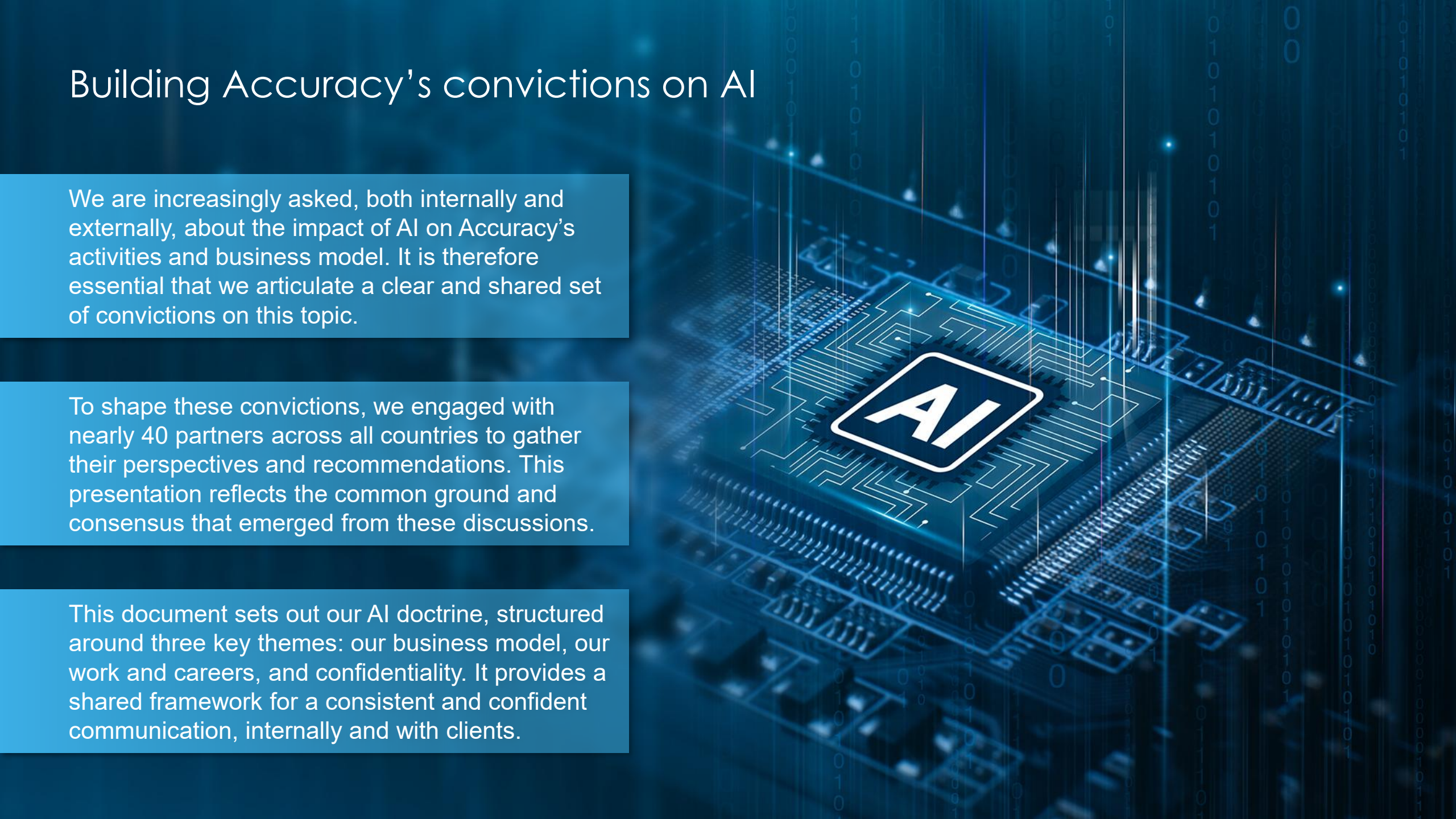
Building Accuracy's convictions on AI

We are increasingly asked, both internally and externally, about the impact of AI on Accuracy's activities and business model. It is therefore essential that we articulate a clear and shared set of convictions on this topic.

To shape these convictions, we engaged with nearly 40 partners across all countries to gather their perspectives and recommendations. This presentation reflects the common ground and consensus that emerged from these discussions.

This document sets out our AI doctrine, structured around three key themes: our business model, our work and careers, and confidentiality. It provides a shared framework for a consistent and confident communication, internally and with clients.





1. Reinforcing our business model

AI contributions

- Accuracians can search more quickly and deeply, enhance their initial calculations, identify inconsistencies, cover a broader set of sources and test more assumptions. They can also support their reasoning more thoroughly.
- Accuracy can challenge AI analyses produced by others, notably clients, experts and counterparties.
- As it becomes easier to automate reports and analyses, our value will increasingly lie in our ability to judge situations, stand by our opinions and remain accountable.

AI risks

- Clients may perform some tasks directly, including market scans, screening, memorandum drafting and some preliminary due diligence work.
- Although complex, sensitive and high-impact matters will remain at the core of our model, we may lose smaller engagements that help to build trust with clients.
- If clients view AI only as a way to accelerate production, they may expect lower fees.

Our convictions

TAILOR-MADE	Our positioning on complex and tailor-made engagements proves relevant and is reinforced.
HIGH-END POSITIONING	AI will be used to improve our quality and scope, not to lower our standards or fees. Pricing will reflect value-added rather than hours spent.
CLIENT DEDICATION	Partners and teams will remain close to clients to listen attentively to their questions, challenge the information provided, and take responsibility for our conclusions and recommendations.



2. Work and careers in the age of AI

AI contributions

- AI can automate repetitive work, giving consultants more time for the more interesting part of the job: analysis and business interpretation.
- AI can help consultants go deeper by checking sources and testing assumptions or comparing alternatives.
- A cross-practice AI, data and engineering capability can help teams select and use the best tools for each engagement.
- AI serves as an incentive to make our methods and knowledge more explicit, provided that each case, source, prompt and lesson learnt is properly documented.

AI risks

- Juniors may use AI to avoid significant engagement with source data and documents. This could weaken their knowledge and experience and diminish their ability to develop professional judgement and an independent point of view.
- As AI capabilities increase, boosting consultant productivity, recruitment may be reduced. This may ultimately shrink the future pool of managers and partners.
- AI may widen the gap between consultants who use it to strengthen their reasoning and those who delegate their reasoning to it.

Doctrine

AUGMENTED CONSULTANT	Consultants will use AI to work faster and raise their standards. They will remain responsible for their work product. They must keep their ability to step back to gain perspective.
SELECTIVE RECRUITMENT	We will continue to recruit juniors while raising expectations for adaptability, curiosity, rigour, stamina and interpersonal skills.
STEWARDSHIP	Early-career years must remain dedicated to training: juniors must learn the craft rather than delegating it to AI; involvement of senior will increase.

3. Confidentiality, transparency and control



AI contributions

- A clear position on where client data is stored, processed and used can differentiate Accuracy for clients with data-sensitivity requirements.
- For the most sensitive engagements, local or open-source solutions may be used when the matter or the client requires additional control.

1, Rue du Nid de Geai, 78910 Behoust

AI risks

- Shadow AI creates an immediate confidentiality risk: client information may leave Accuracy's controlled environment without the engagement partner's knowledge.
- Uncontrolled use could undermine trust between Accuracy and clients: no client should discover after the fact that AI materially contributed to work product.
- An overly strict doctrine may deprive teams of appropriate tools and make Accuracy less competitive in certain situations.
- A lax doctrine may expose Accuracy to lock-in with specific actors and create positions that are difficult to defend to clients.

Doctrine

CONFIDENTIALITY	We will be able to identify and explain where client data is stored, processed and used, as well as the applicable contractual terms and how we can recover data and change providers.
TRANSPARENCY	We will be able to explain to clients how our AI tools are used and controlled. We will not use tools where this is not possible.
CONTROL	We will keep control and ultimately responsibility on any Accuracy work product.