

ROBO MOBILITY: RESOLVING EUROPE'S MOST IMPORTANT LOGISTICAL CHALLENGE

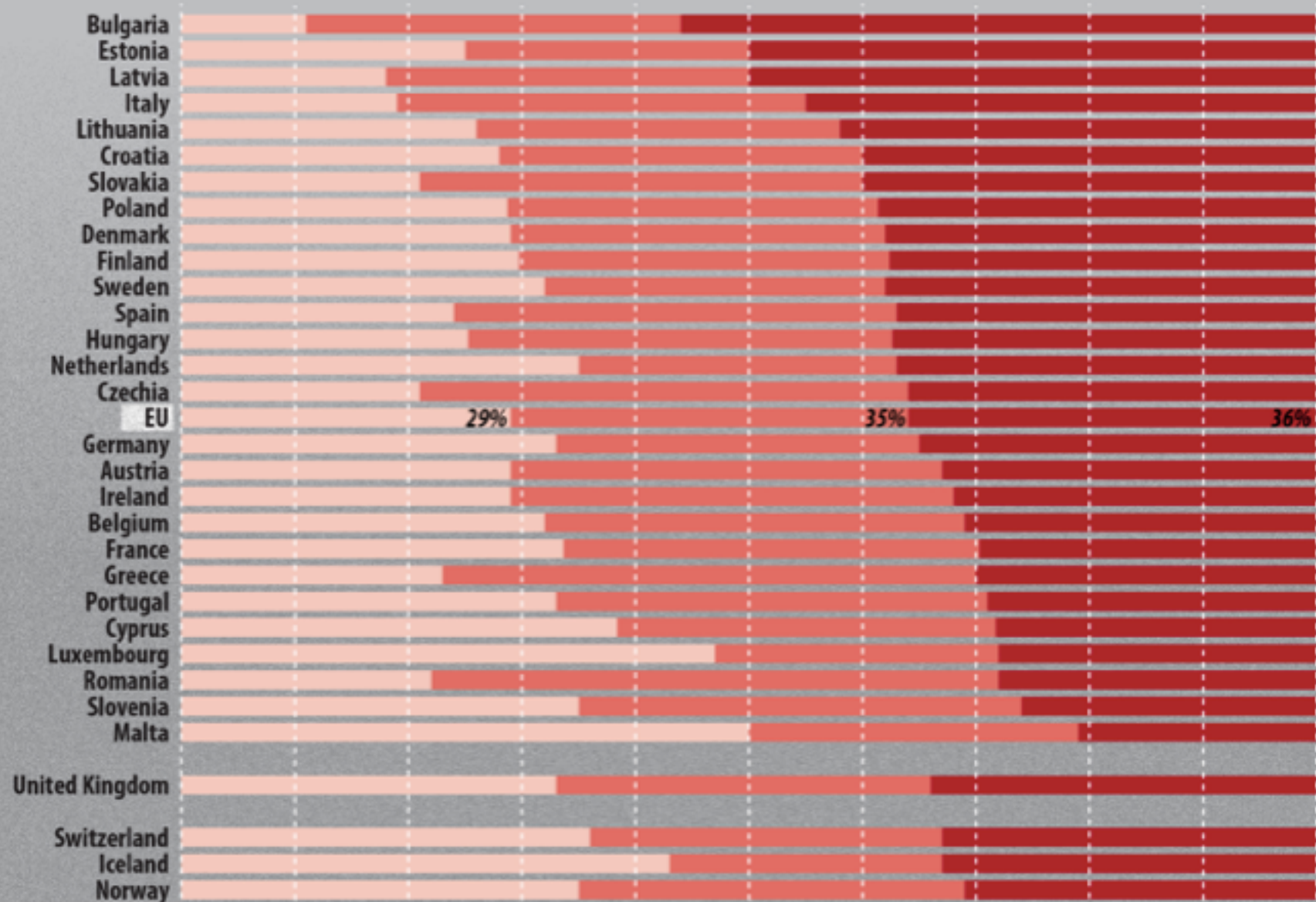
Health workers in the EU

by age group



years
15-34 35-49 50+
% of health workers

0 20 40 60 80 100



Note: includes workers aged 15+.

Ranked on 50+

ec.europa.eu/eurostat

Hospitals lack or cannot afford extra workers to move beds.
Current workers are getting older and less fit for the task.

- ▶ Current outdated method of moving beds is slow
- ▶ The hospital staff is overworked, thus worse hospital service
- ▶ The hospitals have to pay for extra workers
- ▶ Beds with integrated robotics are much more expensive
- ▶ Current beds slow down critical life-saving situations

Target market

.priv



70%

.gov

30%



EU hospitals :
10.8 K

We are focusing mainly at small and large non-governmental EU hospitals that want to reduce spending and upgrade their services. Secondly we are aiming at governmental hospitals within EU, since those tend to be bigger and have larger budgets.

With time we plan to expand outside of EU too.

Transformation example

2.6k€ unit price

10.8k EU hospitals

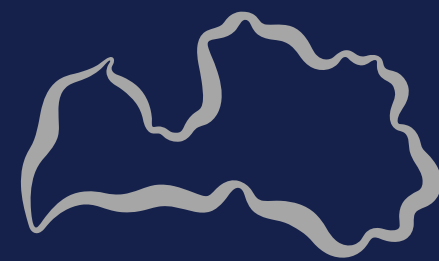
Low-tech hospitals

High-tech hospitals



Testing:

10-30 units at breakeven
price: to gain information



3771 beds in Latvia

Sold to 30% of all beds
~8% profit = 235.25k€



EU expansion

Less sales,
more networking
-190.8k€



EU export: 2.55M beds

Sold to 18% of all beds
~8% profit = 95.5M€

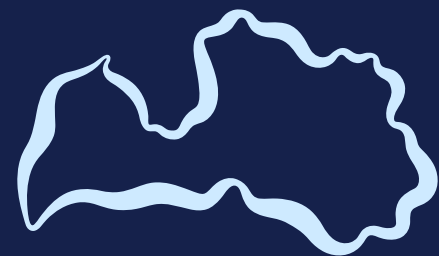
Market approach: momentum & next up



Beta testing:

Our entry:

- ✓ Partner hospitals test our product at breakeven price



Selling locally:

Advertise beta units

- ✓ Find local partners

Acquire permits

Create finalized units

Q3 2022.



EU networking:

Find marketing partners

Explore shipping options

Talk with EU hospitals

Explore resale market

Q2 2023.



Selling abroad:

Work with partner hospitals

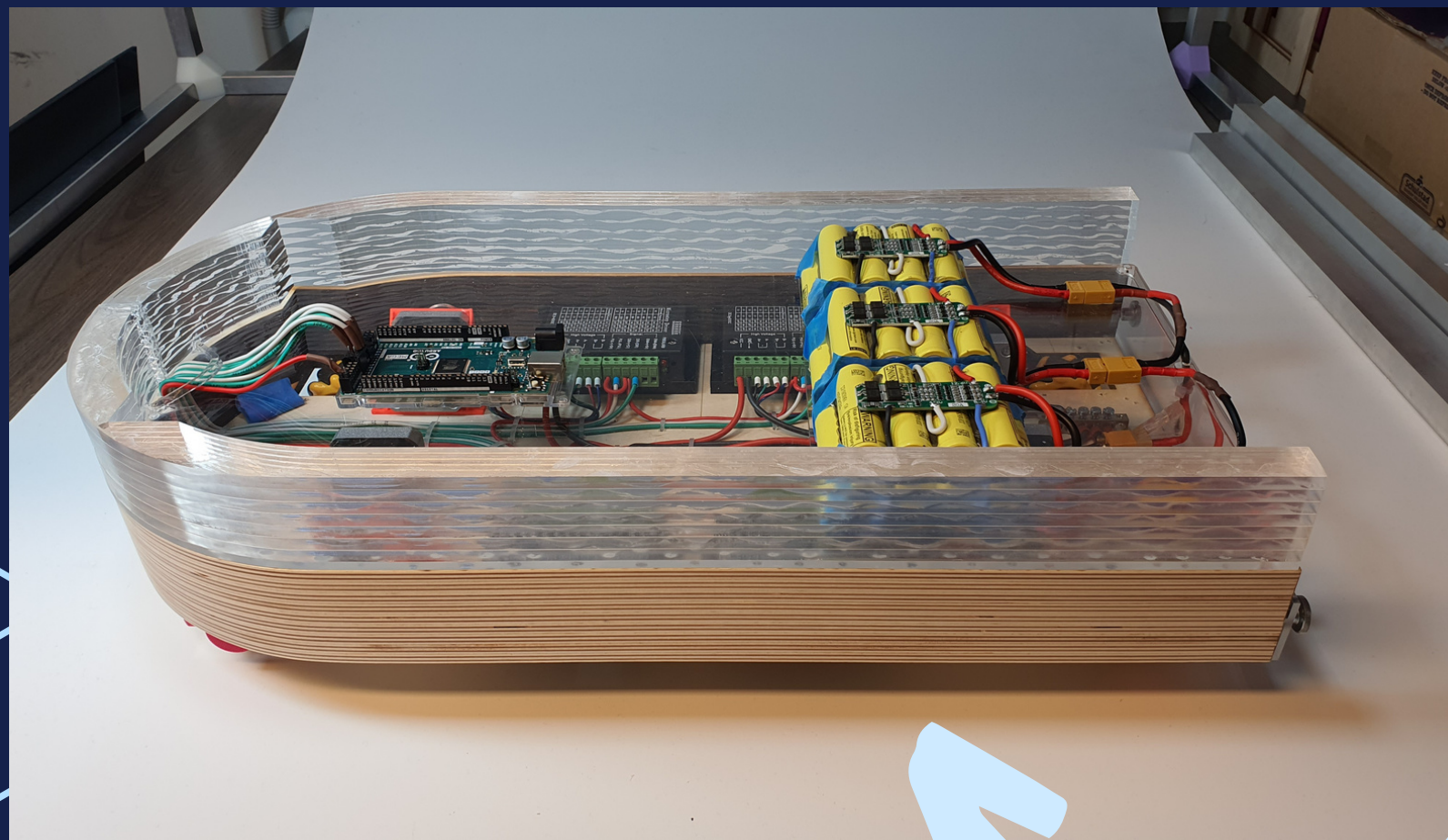
Test shipping & reselling

Larger marketing campaign

Work on upselling

Q4 2023.

The solution: Our robotic tug systems



- ▶ Helps move equipment with ease
- ▶ Upgrades hospital's services and patient comfort
- ▶ Helps navigating and speeding up critical movements
- ▶ Helps hospitals save yearly up to 50% on assistants

The solution: In detail



Imagine a platform- like a large skateboard that drives under and grabs onto beds and wheelchairs.

Imagine this platform being remote-controlled, moving around a 600kg bed and able to communicate with hospital inner software.




























Now imagine this platform being able to help allocate 1 of 2 workers that would manually move these beds to help more people elsewhere for a whole shift.

That is our product. That is our capability!

Competition

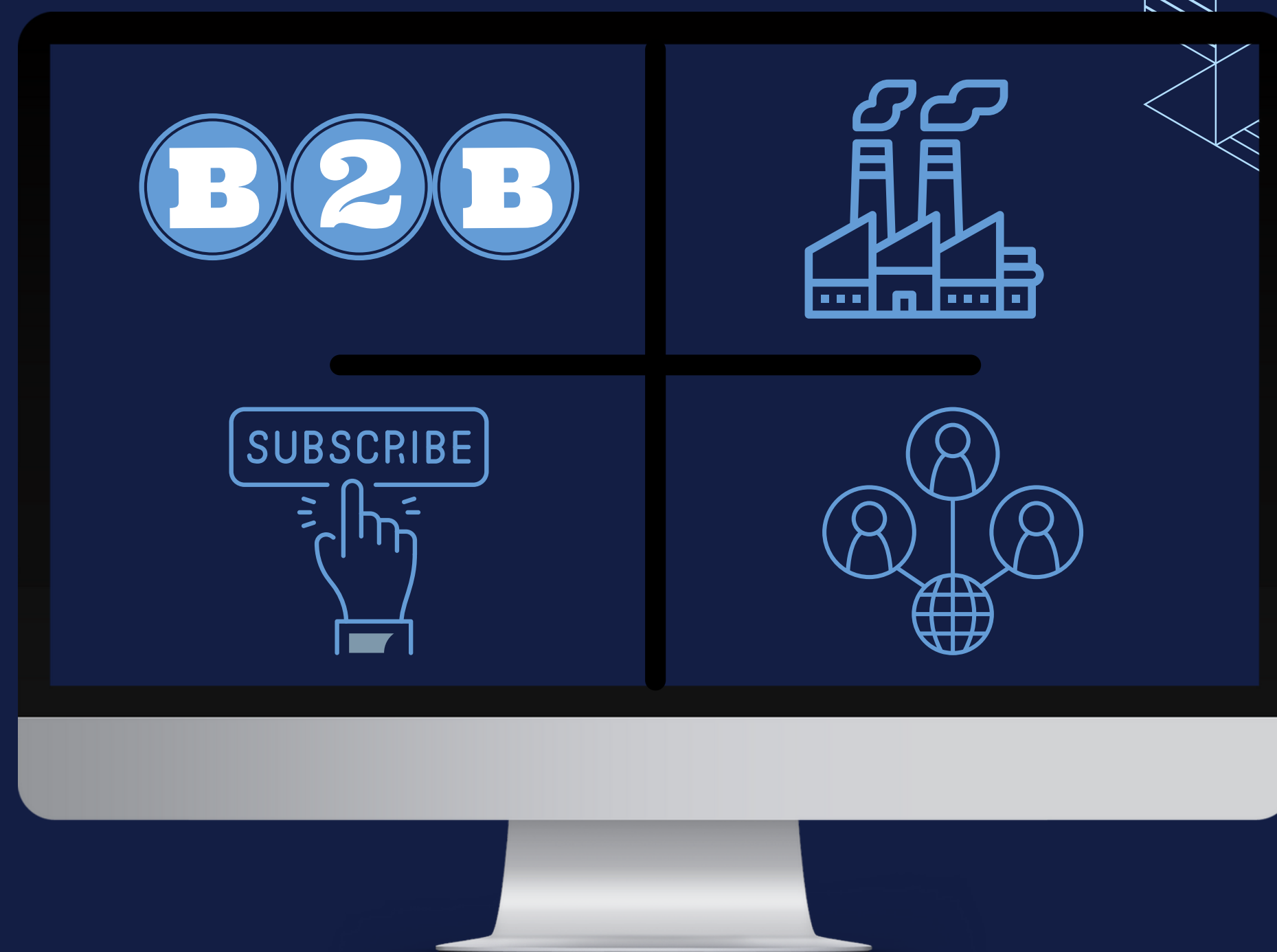
If only all of those other companies united, right?

That is exactly how we overcome competition- by offering more. At a premium, but all in one! Great hardware, software and unbeatable ease of use.

			VERDICT	
Helps move the bed				
Compact design				
Shock absorption system				
Automatic door opening				
Can migrate between beds				
Extra analytical software				

Business model

- ▶ Direct sales to hospitals
- ▶ Co-operation with other manufacturers
- ▶ Subscription based extra software upgrades
- ▶ Through resellers (for overseas export)



Meet Our Team



Linards Reinis Rozītis
Technical mastermind
Professional fab-shop engineer



Anna Elizabete Ķeniņa
Creative manager
Legendary networking persona

Use of funds

You saw what we can do.
Just for you we are putting
out our future plans.

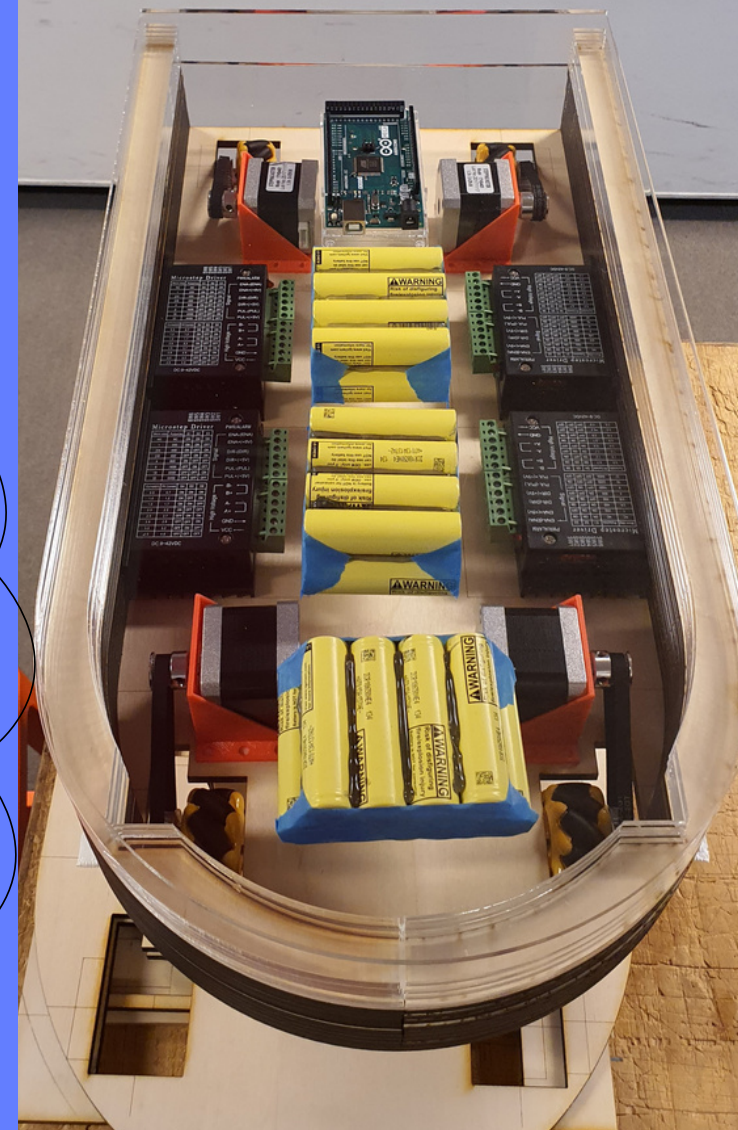
To realise them we need a
bigger team- more
partners with funds and
connections

**We do not want
to remain here!**

We are here

Beta testing
Hospitals test our
product at
reduced price

Rev-1.1 clear prototype



**Knowledge and funds.
We need both.**

To-Do list:

- Get in touch with partner hospitals for beta testing
- Create an even more robust, sellable product
- Create a company
- Get necessary paperwork
- Start selling the product
- Expand

THANK YOU

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RoboMobility, JALatvia, #HealthTech2022 #GEN2022E