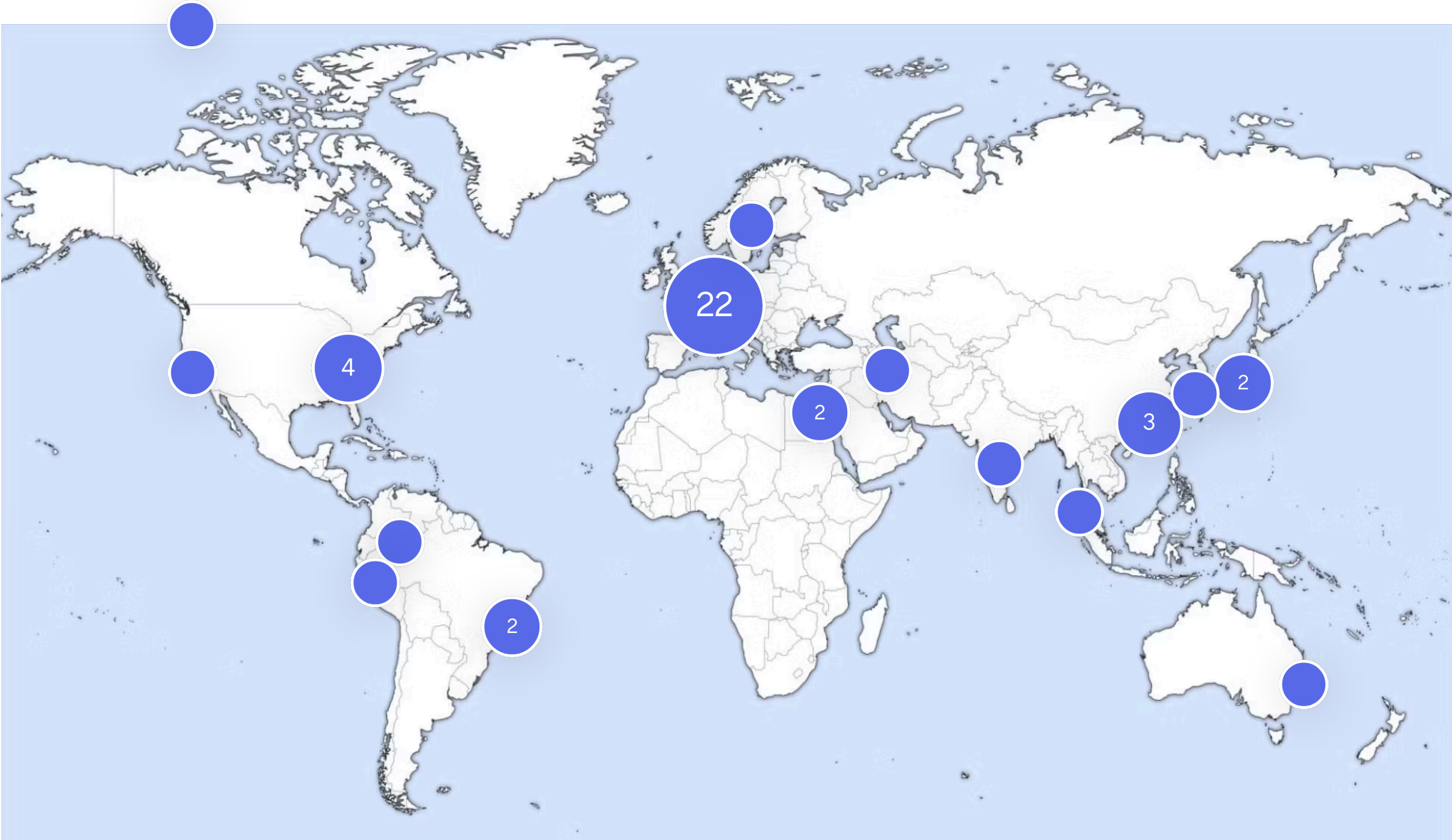
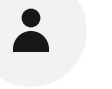
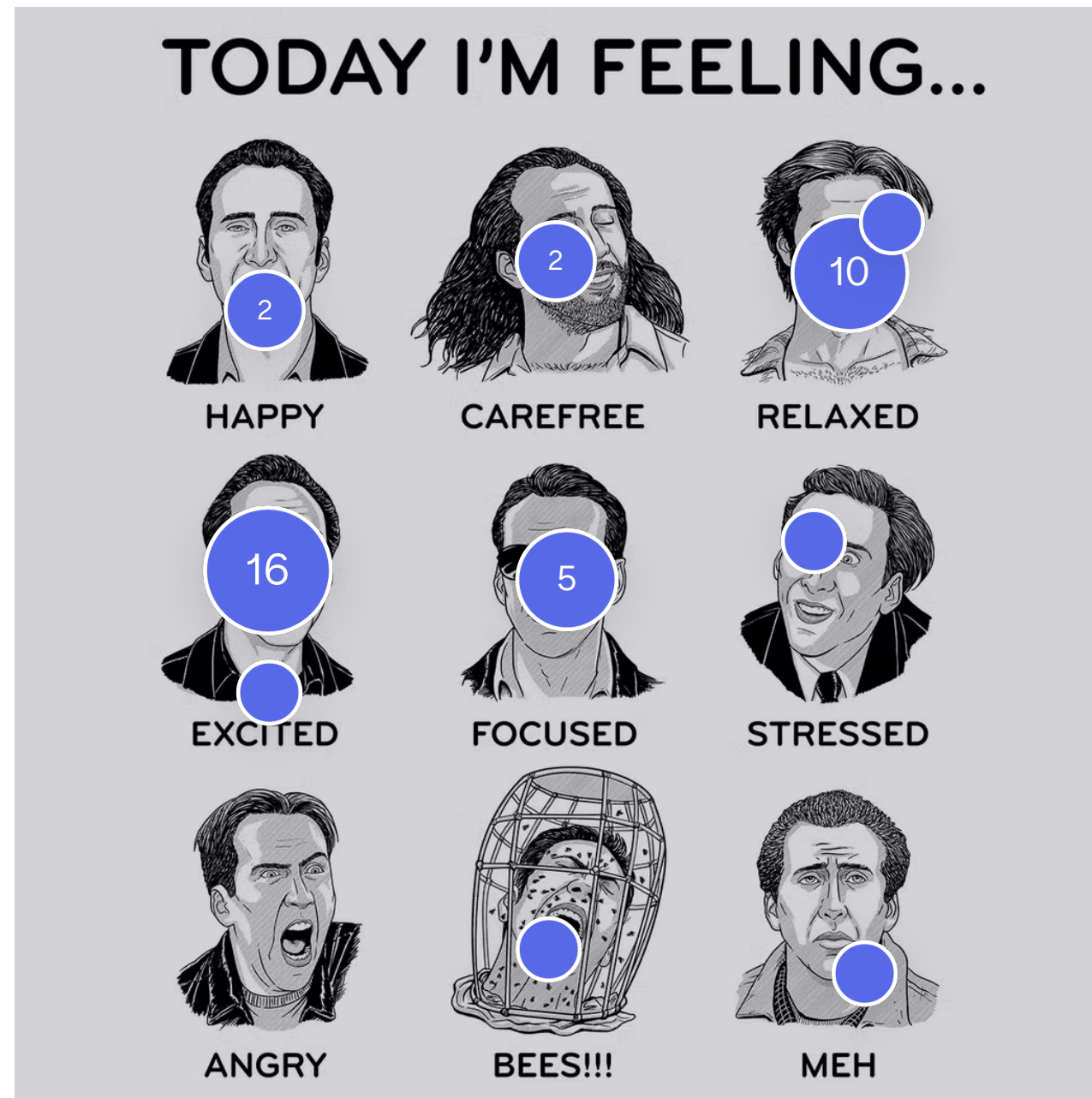


# Where are you from?

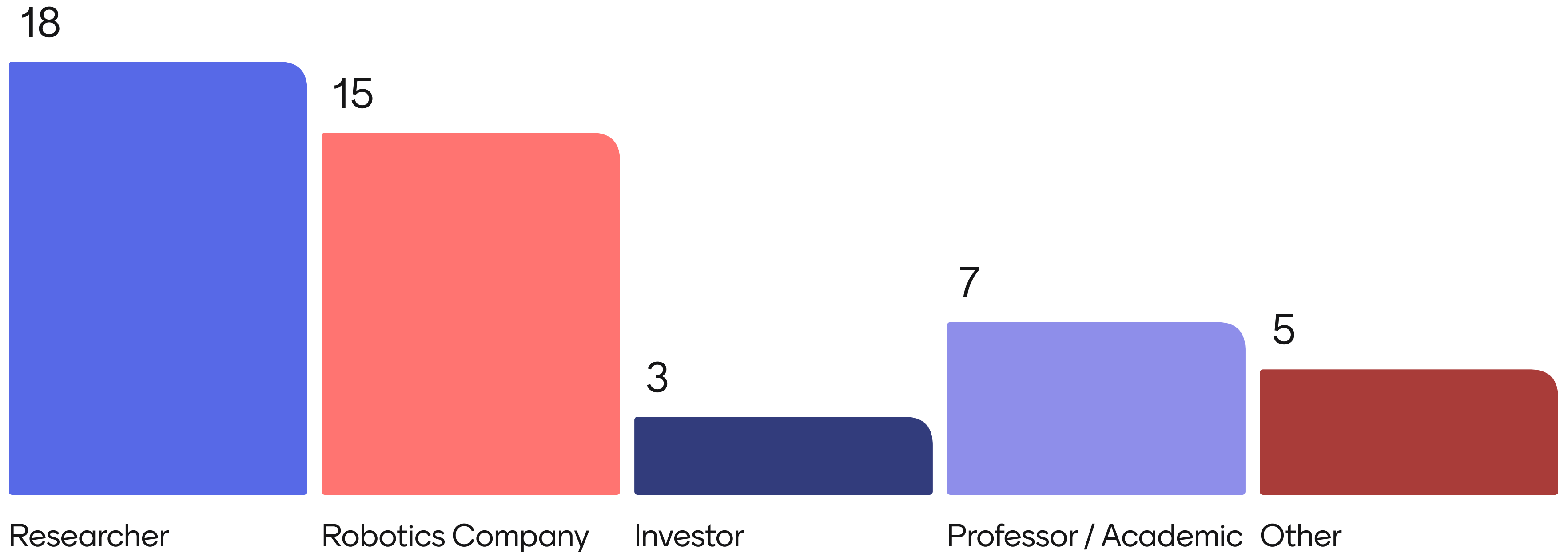


PINIT

# On a scale from Nicolas to Cage - how are you today?



# What is your role for this workshop?



# Levtek: What risks investibility, in order?

1. Easy to copy and distribute (e.g. low-cost manufacturers, future AI models)
2. Certifying the product is difficult and/or damaging to the case
3. Solution valuable in only one or a niche market
4. Business model and markets not big enough for VC money
5. Revenue model not clear or not attractive (e.g. low margins)
6. Uninteresting robotic system (e.g. no need, hard to build)
7. Lack of focus (e.g. many markets, many products)

## Levtek

**Product:** Cognitive ride-on robots (e.g. smarter Segway with payload)

**Problem/Aim:** Move people and things across large facilities, quickly, safely

**Product Readiness:** Prototype TRL 6-7 in pilot testing

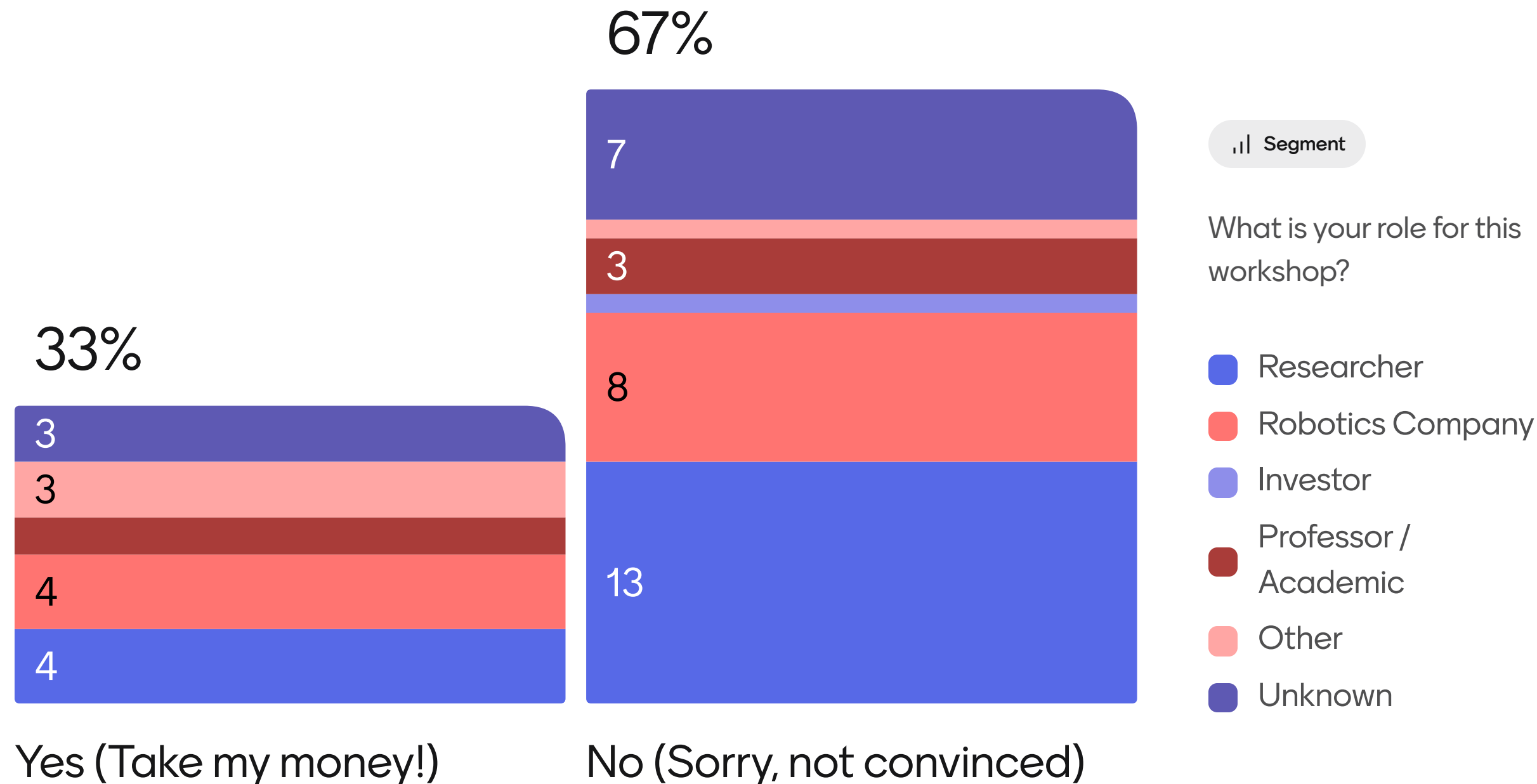
**Geography:** Europe (to start)

**Main Markets:** Warehouses, manufacturing logistics, large facilities e.g. IKEA, maybe last-mile delivery

**Business Model:** Sell the basic robotic system, plus monthly fees for the intelligent software layer and updates

**Margin:** 50-75% combined gross margin

# Levtek: Would you invest?



**Product:** Cognitive ride-on robots (e.g. smarter Segway with payload)

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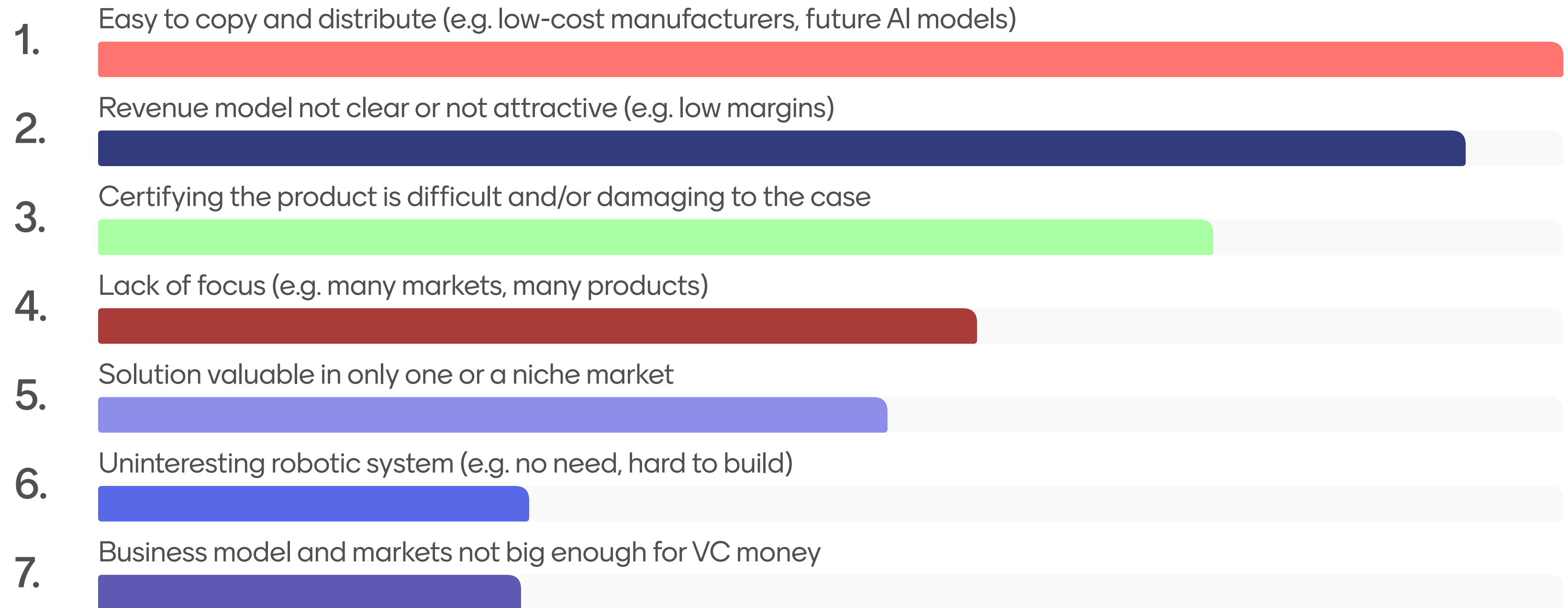
# Bleu Robotics: What makes this **investible**?



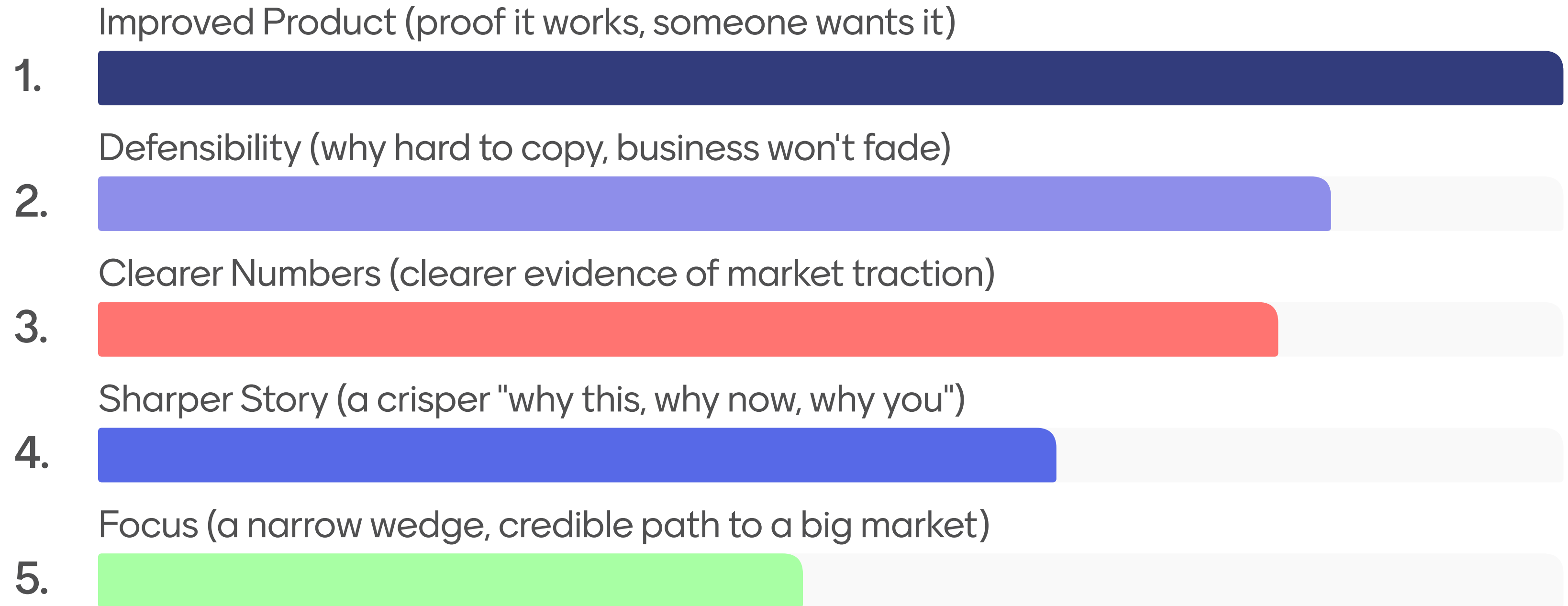
- 1 Pragmatic robotic system (can be built)
- 2 Addresses a valuable pain or need
- 3 Healthy margins (e.g. revenues SW and maybe HW)
- 4 Core solution is valuable in multiple use cases / markets
- 5 Certifying the product could boost the case
- 6 VC Case: Revenue capture and market sizes large enough



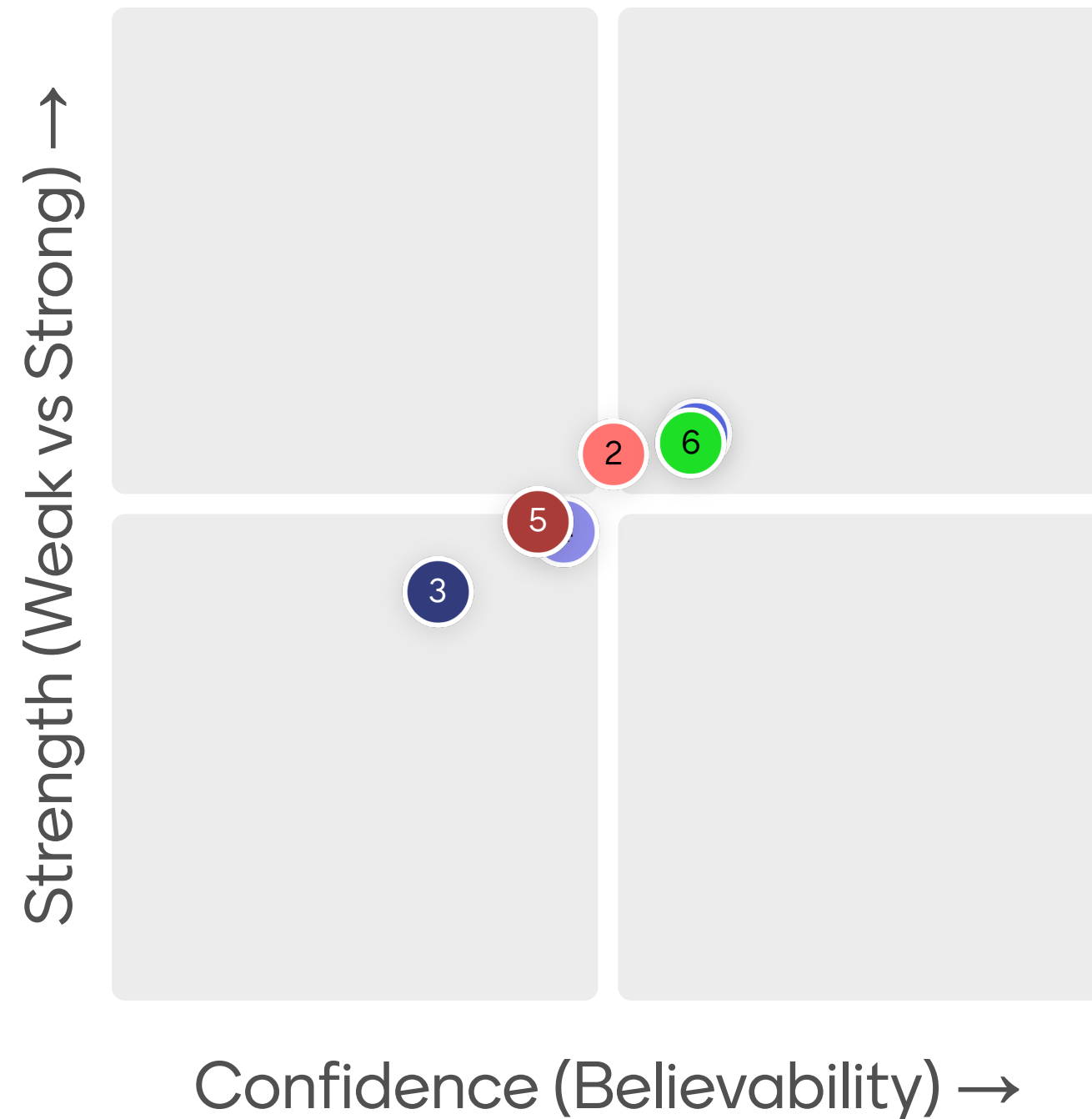
# Bleu Robotics: What **risks** investibility?



# Bleu Robotics: What would **increase** investibility?



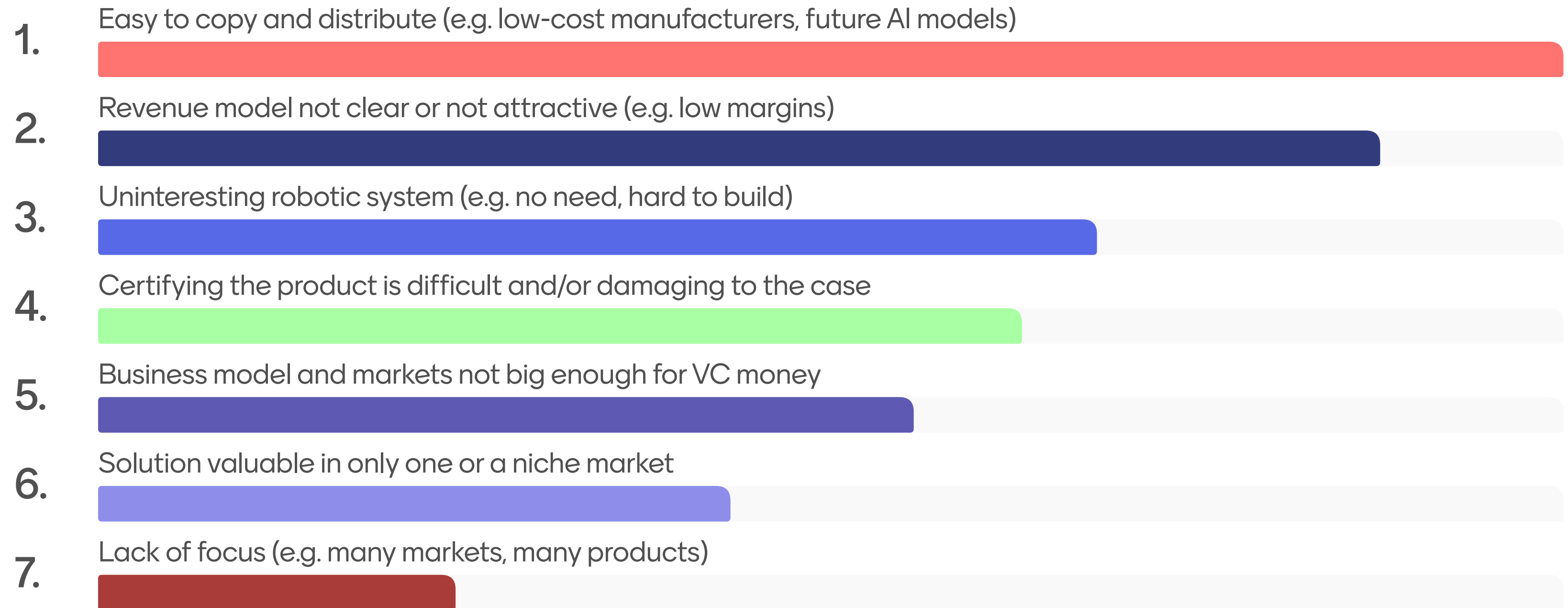
# Collective Robotics: What makes this **investible**?



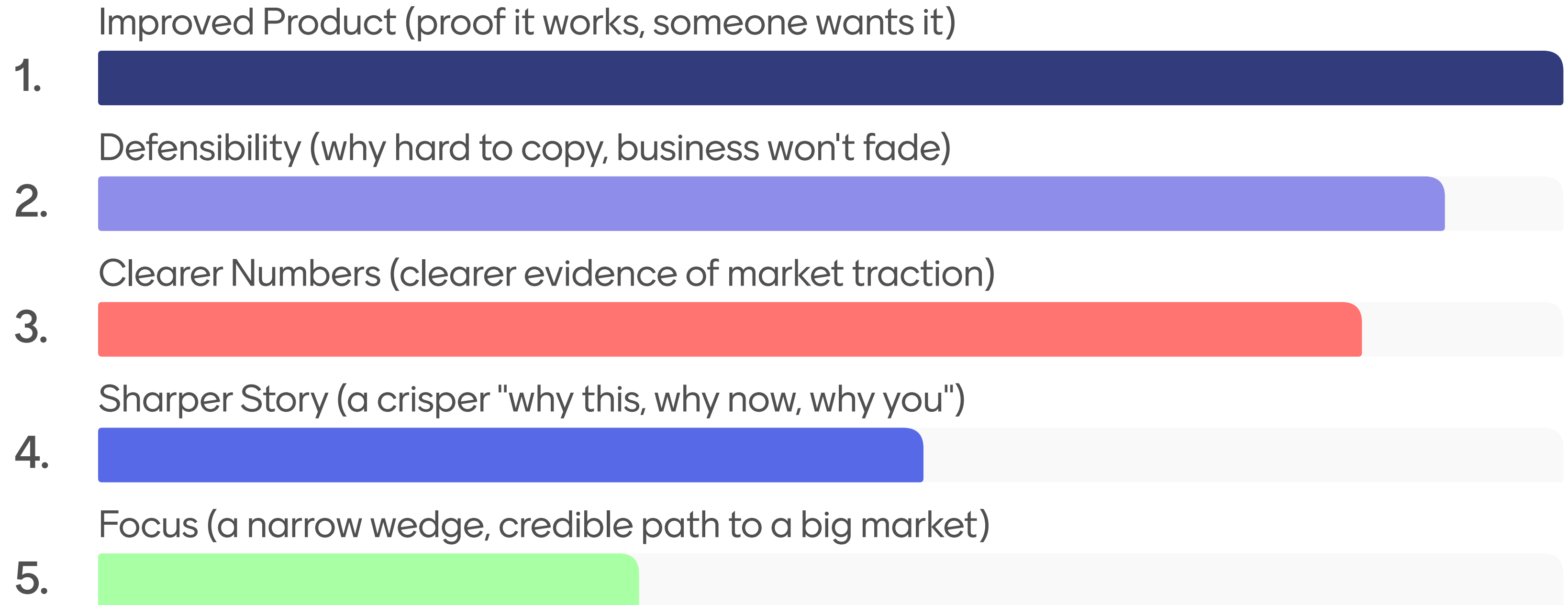
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# Collective Robotics: What **risks** investibility?



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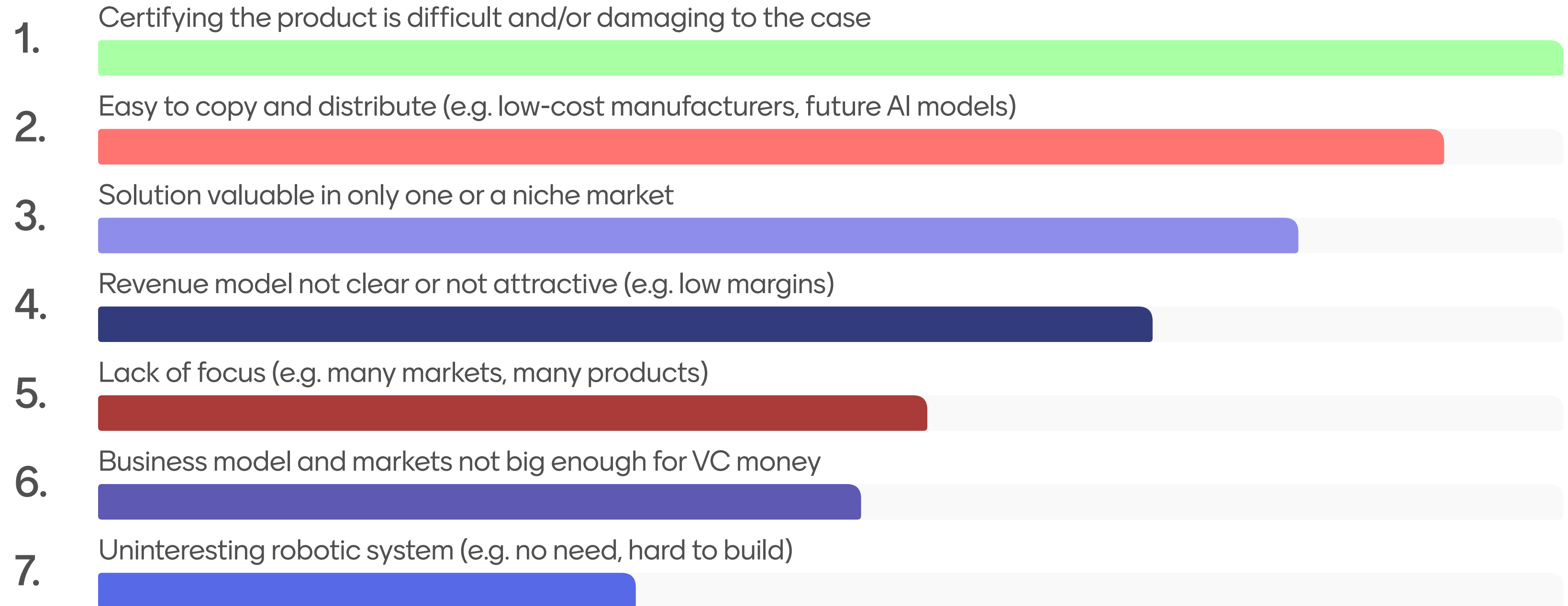
# TUMI Robotics: What makes this **investible**?



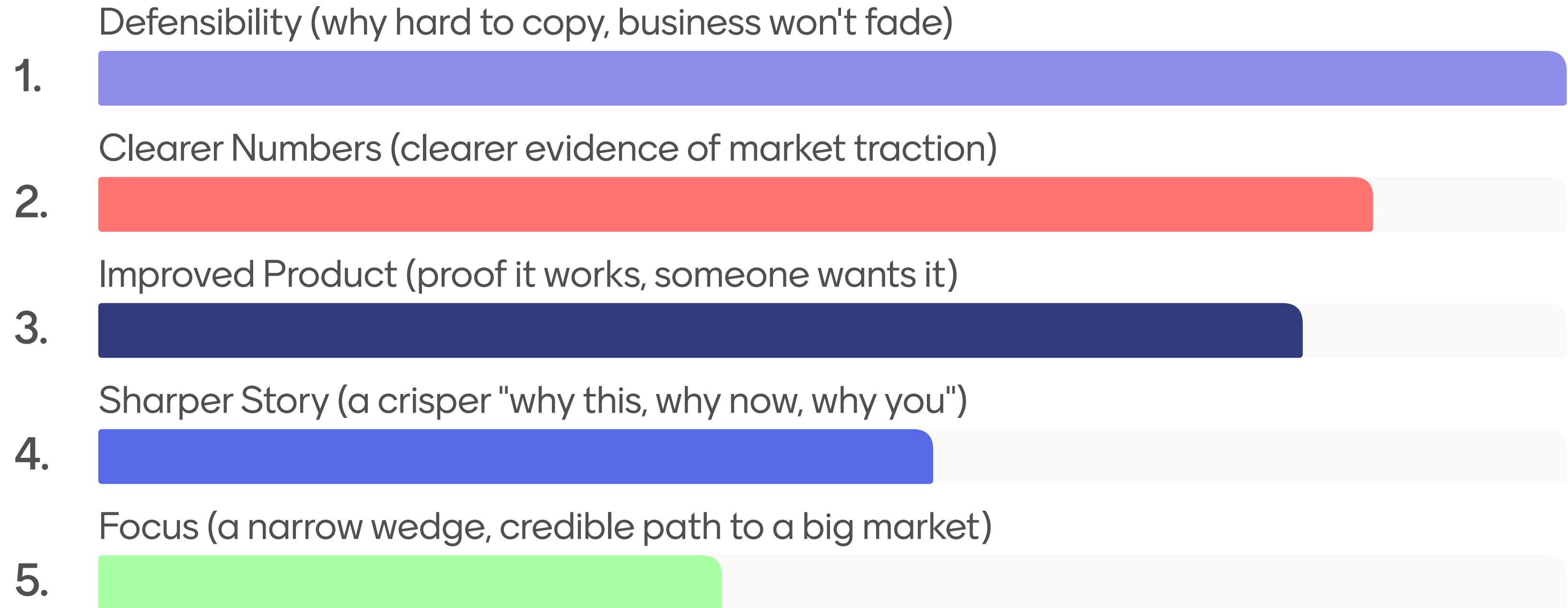
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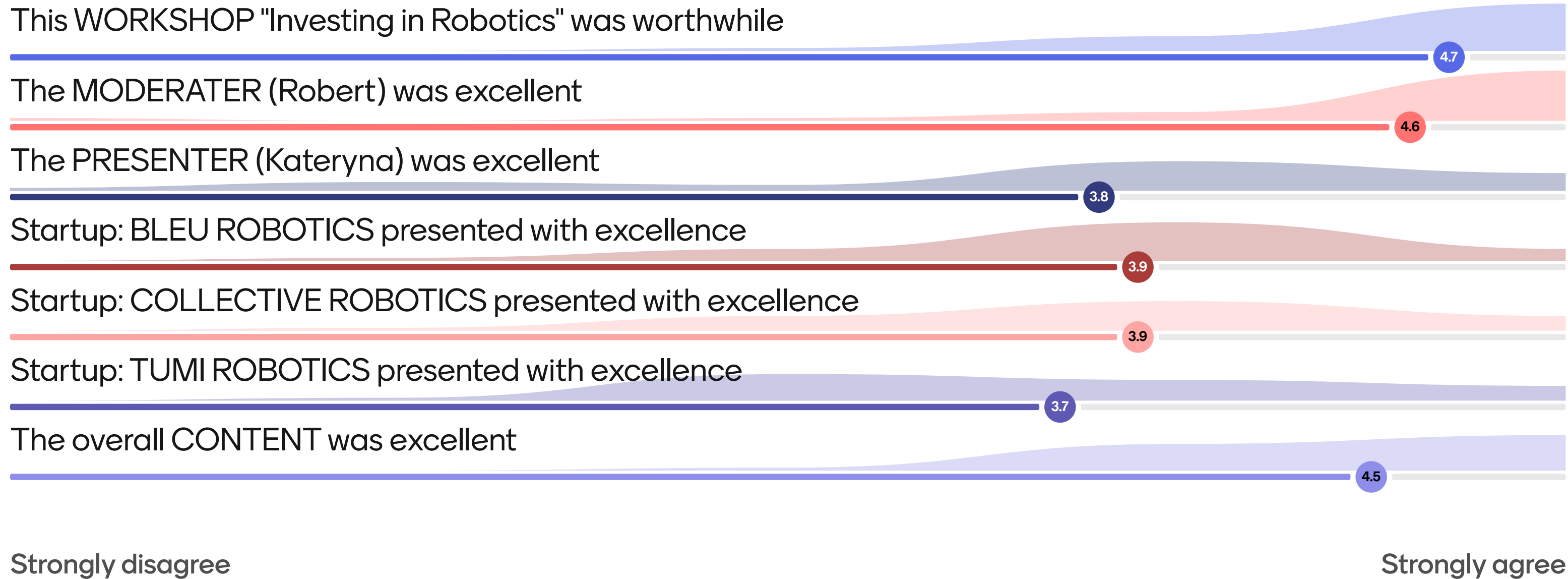
# TUMI Robotics: What **risks** investibility?



# TUMI Robotics: What would **increase** investibility?



# Workshop Feedback



Strongly disagree

Strongly agree

