

www.da-rt.com

Digital 360 Awards – April 2018

LLU-Pilot by DA-RT / Info Solution Spa

Confidential

An introduction

THERE WAS A TIME IN WHICH PEOPLE DID NOT HAVE TO WORK FOR A LIVING....

In the Athens of Pericles, 40 thousands of citizens were pursuing happiness,

labor and manufacturing was covered by 250 thousands slaves





An introduction

SINCE THE INDUSTRIAL REVOLUTION, THINGS CHANGED...

Life is work centric

People have to work to live, everything is based on

- Speed
- Precision





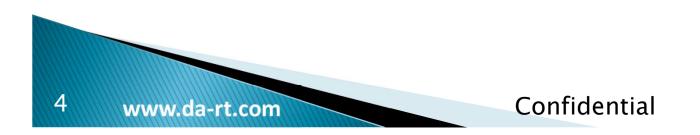
An Introduction

THE NEXT FUTURE

Smart Machines will take care of speed and precision.

People will get back to

- Creativity (producing wealth)
- Study (producing learning)
- Play (producing wellbeing)





Vision

THE NEXT FUTURE

In transportation and other vehicles...

Autonomous guidance systems will

- Drive your car while you're doing something else
- Drive tractors while you increase quality & productivity
- Drive vehicles in hazardous places while you're safely away

• • • •





The Product LLU PILOT: our future

Top Class Perfomer (fastest pilot on small dimensions)

Scalable on small/big, slow/fast vehicles

High Value Delivered, High Profitability (low COGS)

Patent Pending (EPO search report totally positive)



Business Phases

- Actual Phase: Seed (completed)
 - Development
 - Patent filing
 - First Applications
- Startup Phase: first round of funding
 - Manufacturing startup
 - International Sales startup
 - IP protection for not covered foreign countries

 $\sqrt{}$

- Growth Phase:
 - Expansion to mass market



Actual Applications



Assisted guidance for bed mover (see kedos-mit.com)



Autonomous rover for patrolling (see da-rt.com)



QUAD (demo) for high speed applications





Startup Markets



Smart Farming 200 identified customers 350,000 tractors worth



Material Handling 120 identified customers 400,000 Machines worth



Growth Markets



Automotive



Disability assistence

Cleaning machines



10 www.da-rt.com

Financials 1/2

Phase: Startup Target Markets: Smart Farming, Material Handling Time Frame: 3 years Break Even: 150 units sold/year

Year	Unit Price(€)	Units Sold	Revenues(€)
1	15,000	100	1,500,000
2	13,000	500	6,500,000
3	11,000	1,000	11.000.000





Financials 2/2

Phase: growth Expansion to: Automotive, Cleaning Equipment, Healthcare Time Frame: 3 years

Year	Unit Price(€)	Units Sold	Revenues(€)	
1	4,000	10,000	40,000,000	
2	3,500	20,000	70,000,000	
3	3,000	50,000	150,000,000	





First Round of Funding Startup Phase

Activities

- Manufacturing startup
- International Sales startup
- IP protection for not covered foreign countries
- Opex for production





THANKS

Contacts

Gaetano Moschetto <u>g.moschetto@da-rt.com</u> +39 3486502065

Giovanni De Salvo g.desalvo@da-rt.com +39 348 7427660

<u>www.da-rt.com</u>



Confidential

