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Investment Proposal

LLC "EMIIA" is raising funds to scale the **EMIIA.AI SIP** platform, develop products and services, organize mass production of **EMIIA.AI LEM/EMIIA.AI IoT clusters/gateways (version 3)**, patent developments, and build a multifunctional **EMIIA.AI LEM** data center (for storing cold and frozen data - **HYBRID HPC/COLD/FROZEN DATA**, laboratory and production facilities). Pre-Money Valuation (PMV): 15 million US dollars.

Achieving the project parameters and bringing all company products to TRL-9 level requires investment.

Project: EMIIA.AI SIP — a distributed cloud AI platform that integrates autonomous hardware-software systems EMIIA.AI LEM/EMIIA.AI IoT and an open ERP system with AI agents. It enables collaborative development of a spatial intelligence digital ecosystem.

Products: data storage, computing, and delivery — databases, software deployment, neural network inference, RTLS systems (EMIIA.AI SDK/MRV - radio vision, EMIIA.AI MAP - spatial data mapping including digital twin data).

Platform classification: fault-tolerant autonomous AI, communication, and navigation infrastructure based on a distributed architecture of Edge, Fog, Cloud Computing, Mesh networking, and RTLS technologies (EMIIA.AI SDK - MRV).

System classification: wireless computing network with a mesh topology (Edge, Fog, Cloud Computing, Mesh networking).

Technology focus: Internet of Things (AIoT).

By 2030–2032, the project aims for:

- **7.9 exaflops** — platform computing power (IaaS, PaaS, DTaaS, DaaS, FaaS, GaaS, APIaaS): API requests/responses in million tokens, licenses, TFLOPS-hours, GB-months.

- **8.7 exabytes** — data storage capacity on the platform (STaaS, RaaS, DBaaS, APIaaS): same metrics as above.

- **100 million active users** (cloud tech, IoT, and RTLS systems — B2B, B2C, B2G, B2M): private clients, client machines, M2M, AI agents.

- **30 million paying users** (cloud tech, RTLS systems — B2B, B2G, B2M): enterprises, developers, researchers, government, M2M, AI agents.

Efficiency is 10 times higher than global counterparts, achieved through our cloud solutions and distributed technologies for databases, software deployment, neural network inference, security, and RTLS systems.

Investments in the project

Stages (by year)	Investment volume, million US dollars	Pledge of rights under the contract (% of the company)
Stage 1 (2025)	from 5.7	up to 40
Stage 1 (2027)	from 18,9	Data is confidential

Forecast for the first investment stage:

ROI – 300% over 6 years

IRR - 47%;

ARR (Annual Recurring Revenue) \$1–1.5 billion by 2030.

Preferable: convertible loan, exit via IPO, hybrid scheme.

Project funds – from \$0,63 to 1,26 million in the first stage.

Collateral terms for contract rights in the first stage:

- First part – 30%. Returned to the company after repayment of the initial investment amount (from year 3, not earlier than Q3, within 6 months).
- Second part – 10%. LLC "EMIIA" reserves the right to buy back the investor's share for a fixed amount (300% of the investment principal), step-by-step over 3 years after repayment of the main investment amount.

Additional investor income – preferences for investments in IT companies and Skolkovo residents.

Additional investment return guarantees – preferences for IT companies and Skolkovo residents include:

- Compensation up to 50% of the cost of buildings and equipment.
- Tax benefits: 0% profit tax, VAT, and property tax rates.
- Reduced social contribution rates and customs preferences.
- Preferential land allocation and electricity tariffs.

Investments are made through operators from the investment partnership registry.

LLC "EMIIA" reserves the right to early buyout of the investor's share.

Financial indicators (forecast):

- Assets by 2027: \$183 million

Development plans (until 2027):

1. Preparation for pre-IPO and IPO: from Q4 2027
2. Signing commercial contracts to scale the project
3. Creating over 30 highly qualified jobs

Customer profitability indicators:

1. Costs

- TCO (Total Cost of Ownership): \$1.5 billion/year
Formula: CapEx + OpEx = \$1.5 billion/year (RSC/year and CAC included)

2. User Economics

- CAC (Customer Acquisition Cost): \$3
- RSC (Retention & Support Costs): \$7/year
- ARPU (Average Revenue Per User): \$3/month or \$36/year
Formula: ARPU = Total revenue / number of active users
- ARPPU (Average Revenue Per Paying User): \$10/month or \$120/year
Formula: ARPPU = Revenue from paying users / number of paying users
- LTV (Lifetime Value):
Formula: LTV = (ARPPU - RSC) × Customer lifetime
Calculation: (\$120/year - \$7/year) × 7 years = \$113/year × 7 years = \$791

3. Market

- **TARGET (target market):**

- › Volume: 1.67 billion users
- › Capacity: \$1.2 trillion/year

Formula: The total market combines cloud, IoT, and RTLS, covering all key segments: B2B, B2C, B2G, as well as interactions between people, machines, and AI (B2M, M2M, AI agents)

- **ACTIVE (active users):**

- › Volume: 100 million
- › Potential capacity: \$8.4 billion/year

Formula: Active users volume × ARPPU - 30% adjustment (100M × \$84/year); reflects maximum possible mixed revenue.

- **CORE/AR (paying users):**

- › Volume: 30 million
- › Revenue: \$3.6 billion/year

Formula: Paying users volume × ARPPU (30M × \$120/year)

About the company:

LLC "EMIIA" is a deep tech startup specializing in end-to-end digital technologies. TRL: 8-9 (technology readiness level), CAGR: 58% (compound annual growth rate), R&DC: 57% (R&D expenses as a % of revenue).

Registered in Skolkovo Innovation Center startup registry ORN 1123966, Small Tech Companies registry MTC 1313, Moscow Startup and Tech Companies registry STK 1233191. Auditor: Skolkovo IC. Investment expertise by Moscow Innovation Cluster.

The project team is built around a core of R&D, made up of top engineers with years of joint experience in high tech. We focus on tech trends rather than analogues.

Our mission is to build accessible AI infrastructure and provide unique resources for enterprises, researchers, and developers in operational technologies!

2030 is a key milestone for EMIIA—we aim to enter the top 100 global leaders in distributed spatial data processing systems, boosting capitalization over \$1 billion and setting new standards in speed, scale, and flexibility for RTLS systems and cloud tech.



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Chief Executive Officer of EMIIA LLC



INTERNET RESOURCE



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