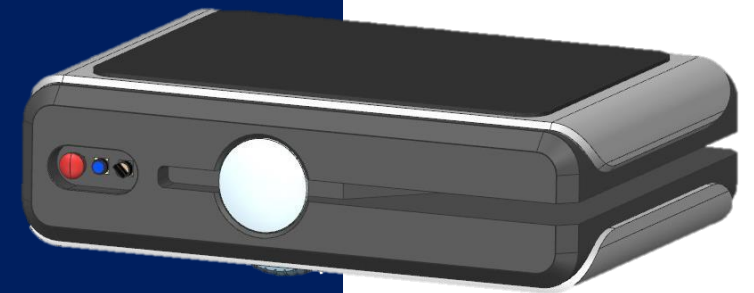
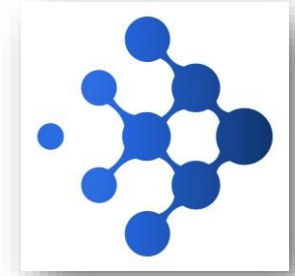


Autonomous Mobile Robot (AMRs)

Comprehensive platform for mobile revolution





Our Vision

Number one mobile robots provider in Vietnam and Southwest Asia and global mobile robot manufacture



Our Mission

Replace human daily tedious tasks to robots. Motivate human to focus more in innovative activities

2018

Our Automated Guide Vehicle product has been used by Canon, Foxconn

2019

Start to R&D Autonomous Mobile Robot aim to replace Conventional AGVs

2021

1st Prize Qualcomm Vietnam Innovation Challenge
First Commercial Autonomous Mobile Robot that Made in Vietnam

Problems

How to utilize technology to **optimize material handling operation?**



23%

unplanned **downtime** is caused by **human error**



200%

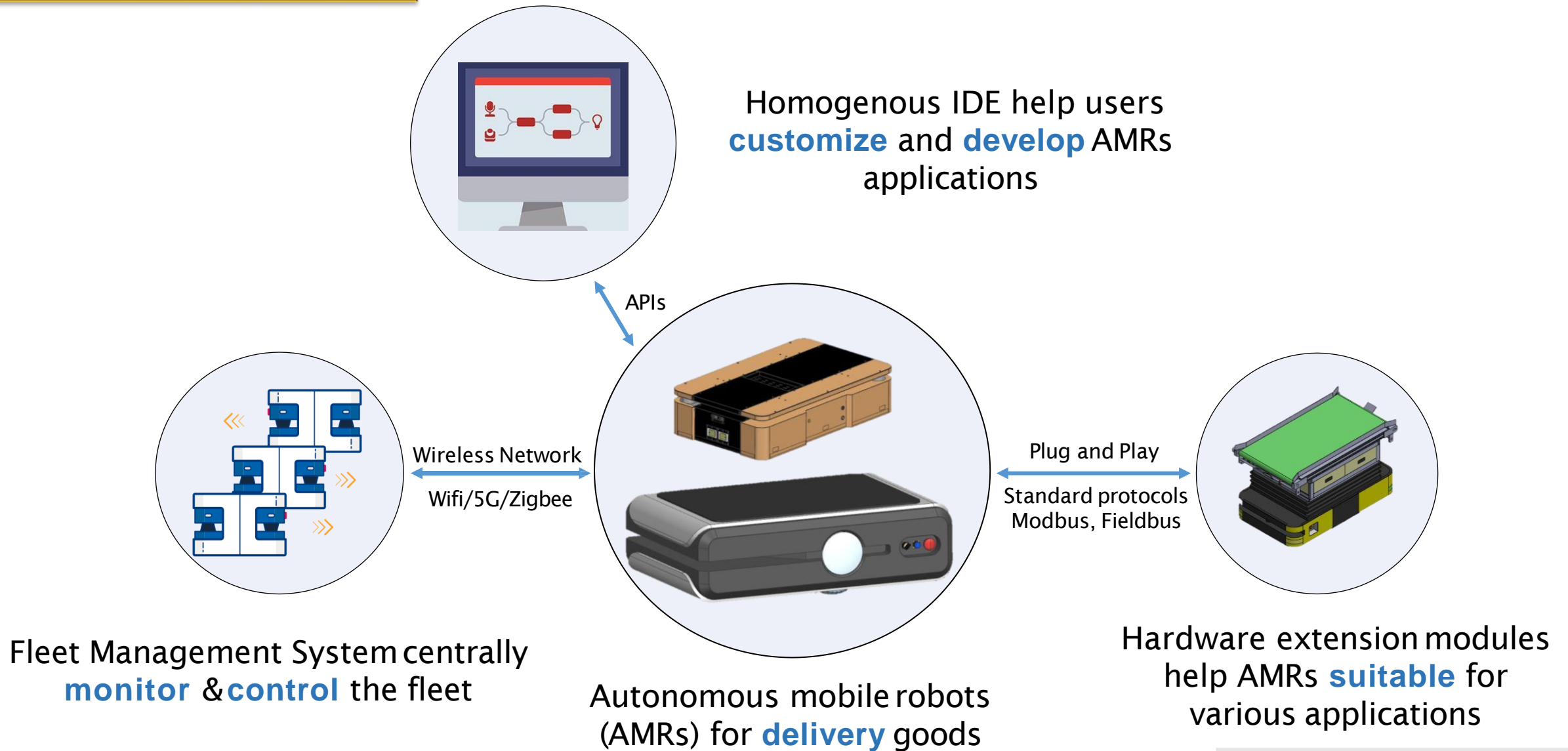
Factory worker wages in Vietnam will be doubled **from 2020-2030.**



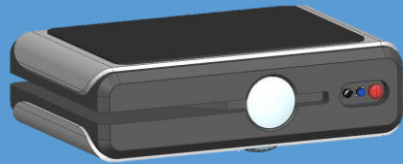
30% CARG

E-commerce demand leading the charge in supply chain automation.

AMR Platform



AMR Platform



Autonomous Mobile Robots (AMRs)

Natural Guidance

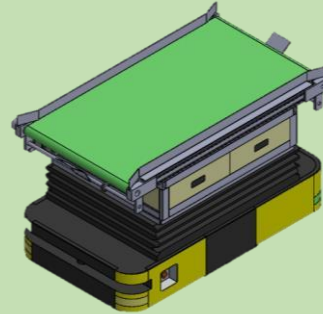
Infrastructure-free navigation by using multiple sensors data combine together

Object Detection

Temporal & Spatial Intelligence

Fleet Management

Optimal choreograph all robots movement



AMR Extension Modules

Open Source Design and Ready to Use

Help users reduce research expense.

Plug and Play

Installation easily in AMRs by extension connector. Easy repair and maintenance

Rich Libraries

Community support, marketplace for extension modules



AMR Integrated Development Environment

User Friendly

Drag and drop interface help user easily reprogramming robots as play game

Rich APIs

Ready to use APIs, community support, highly industrial standards

Homogenous

Applying for every application using our AMRs

Key Competitors

Compare with both international and local brands

	MiR	ROSTEK	CASUN	HIKROBOT	STi
TCO (Total Cost Ownership)	★	★★★★	★★	★★	★★★
Efficient	★★★	★★★	★★	★★★	★
Customize	★	★★★	★	★	★★
Service	★	★★★	★	★	★★

Pictures and Videos

ROSTEK AMRs (Autonomous Mobile Robots)



AMR Demo Video



ROSTEK AMRs (Autonomous Mobile Robots)



Market Overview

Large and Rapidly Growing Markets



\$120 Billion TAM By 2030

25%-35% Annual Compounded Rate



\$200 Million Local Market by 2025

Vietnam Becoming The "New China" For Manufacturing



McKinsey estimates that **c.45%** of work activities, could be automated using existing technologies, including AI and Robotics

Go-To-Market Strategy



Target Customer

Focus on FDI

FDI factories in electronic assembly, automobile manufacturers, fulfillment and 3PL warehouses in Vietnam.

Solution Integrator

Suppliers that provide automation solution for customers

Expand to other industries

Ecommerce, retail, hospital, service industries



Marketing

Exhibition and Workshop

Take part in technical and industrial exhibition in Vietnam. Organize technical workshop, seminar to share knowledge and guideline

Through Leadership

Influencer with expertise in automation, 4.0 industries, lean production

Digital presence

Technical forum, Facebook ads, Google ads, digital press



Robot as a Service

Robot Rental

Provide AMRs and extension module rental. Customer can choose between monthly service plan or on demand plan

Operation Service

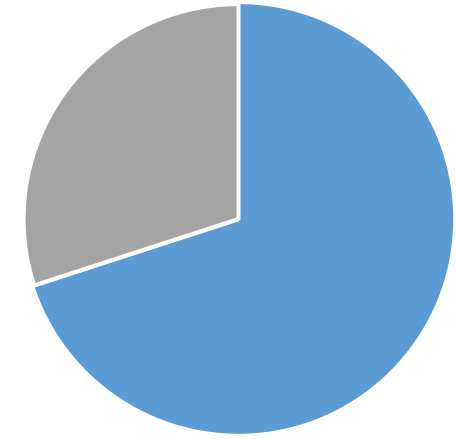
Include robot rental and robot fleet operation service

Installation and maintaining Service

Setup new AMR, change the layout, repair robots and extension modules

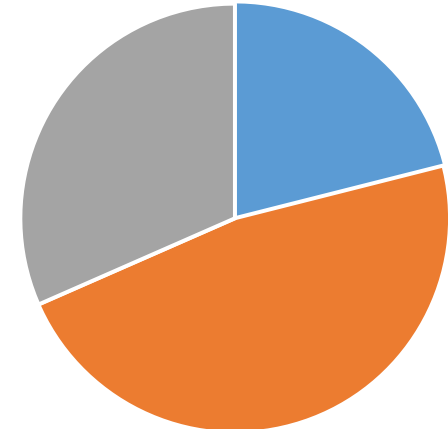
Revenue Model

Revenue Stream 2021



■ Sale of AMRs ■ RaaS ■ Services

Revenue Stream 2025



■ Sale of Robot ■ RaaS ■ Services¹⁷

Sale AMRs

- ❑ Sale of robots, extension modules and fleet management software
Traditional model, ease to apply

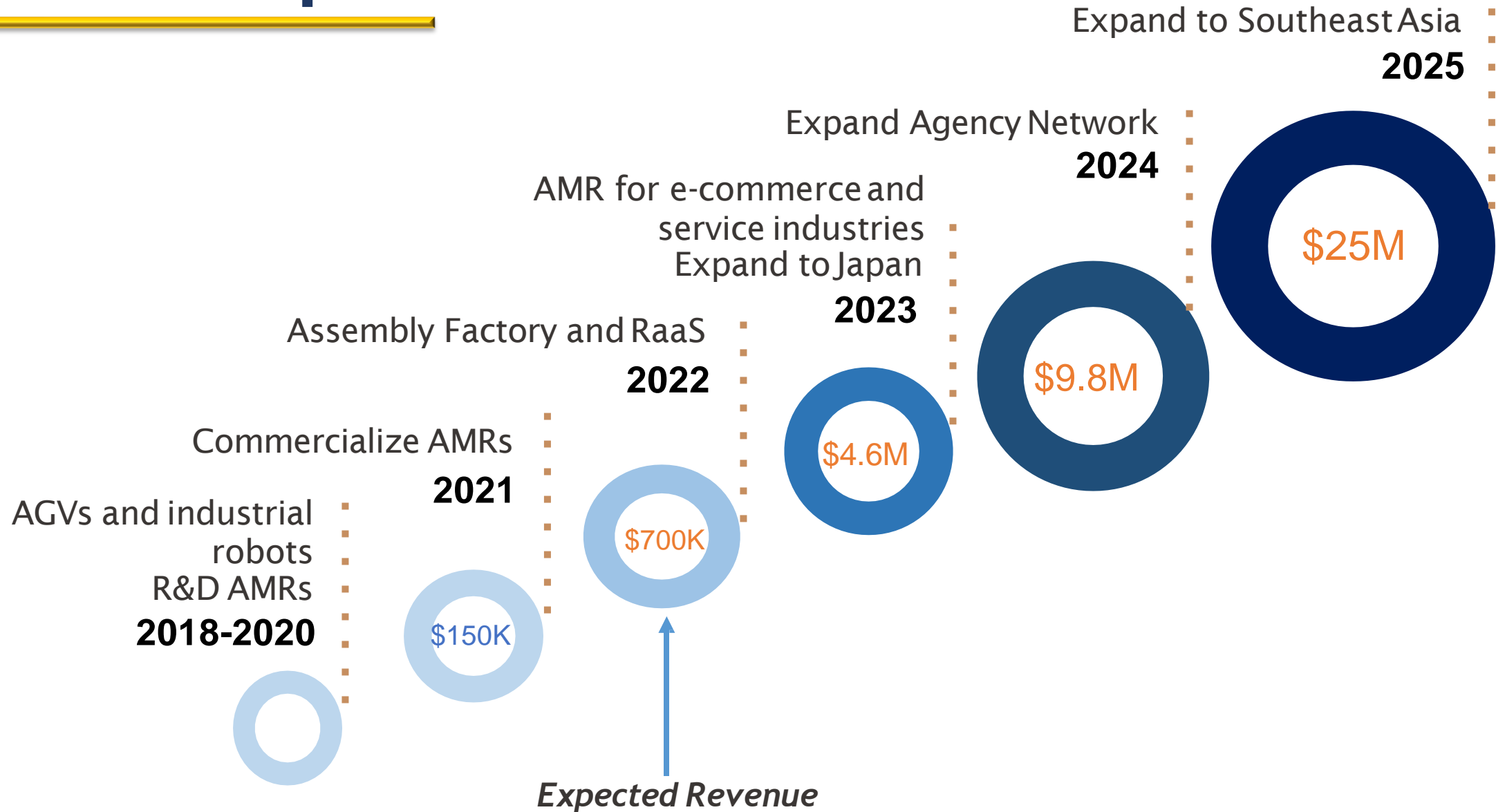
RaaS

- ❑ Generate revenues through robot rental and operation service
Fastest growing

Services

- ❑ Robot customization, setup service, robot repair
Serve the various and different needs

Roadmap



Rostek At A Glance

Company Overview

- Founded in 2019, based in Hanoi-Vietnam
- 18 employees, 15 are engineering
- Autonomous Mobile Robots, Spatial Intelligence, Optimal Motion Control
- Founders have more than 14 accumulated years of related experiences

Customers



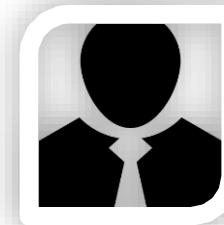
Partners



Advisor Board



PhD. Kien Nguyen
VP of CTIMTHUST



PhD. Thanh Nguyen
Former
Director of
ITE Vinsmart



Dip. Tuan Nguyen
BOD of
Eastgate Software



Trung Hoang
CEO at FUMEE



THANK YOU

ADDRESS

973 Giai Phong Road, Dinh Cong Ward
Hoang Mai District, Hanoi

EMAIL

info@rostek.com.vn

WEBSITE

<https://rostek.com.vn/>