



# THE TACTIGON

The Perfect Link Between Human and Digital Word

Natural Approach for  
Interaction Design

15 Oct 2020



We connect to the real world

# COMPANY IDENTITY CARD

<b>COMPANY NAME</b>	<b>Next Industries S.r.L</b>	<b>LEGAL STRUCTURE</b>	<b>Limited Company</b>
<b>ADDRESS</b>	Via Di Vittorio 2/F Inzago (MILANO) Italy	<b>WORKFORCE</b>	7
<b>CREATION DATE</b>	2014	<b>SHARE CAPITAL</b>	100.000

We make IIoT and wearable device able to detect motion and movement in different applications, like sport, SHM and HID.

	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
<b>Turnover</b>	791.000	679.000	620.000	780K / 800K
<b>Net profit</b>	9.000	3.000	13.000	15.000
<b>Equity</b>	100.000	250.000	149.000	-
<b>Workforce</b>	4	5	5	7

<b>MARKET</b>	<b>HID, SPORT, SHM</b>
<b>TARGET</b>	HID / 3D MODELLING
<b>SIZE</b>	1,5B
There is a technology gap in the current hardware market for 3D modelling professionals. On the one side, technologies for sketching are comfortable but not precise. On the other side, technologies for 3D modeling are very precise but uncomfortable to use*.	

A man wearing a VR headset and gesturing with his hands.

The ability to control device with gestures alone has a broad range of applicationin IoT and beyond.

Natural User Interface is **new way for interaction** with digital world

# Company Profile – Key Figures & Clients



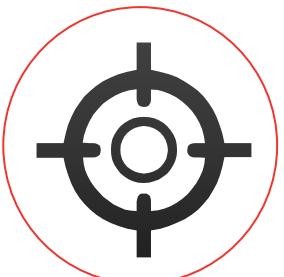
## COMPANY

- Next Industries is an SME founded in 2014, that designs and manufactures high accuracy data loggers, gateway and sensors provided with Internet of Things technology.



## BUSINESS MODEL

- Development services
- Gateway
- IoT Wearable products

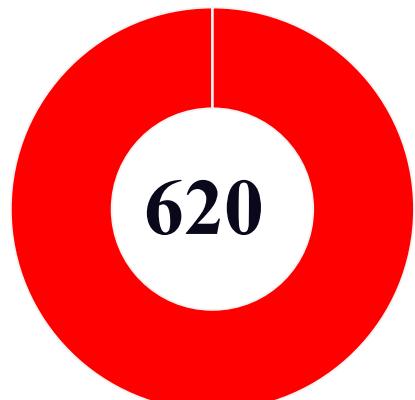


## Mission

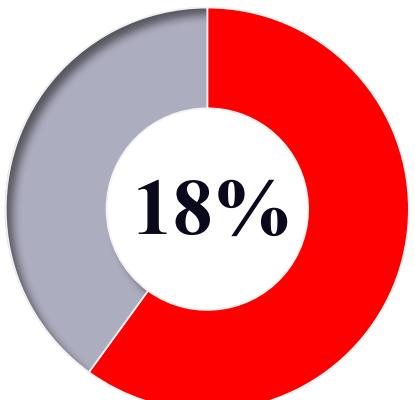
“We connect real world through internet in open source, ecologic and sustainable way.  
We want to shake User Experience with our products up.”

THE TACTIGON™

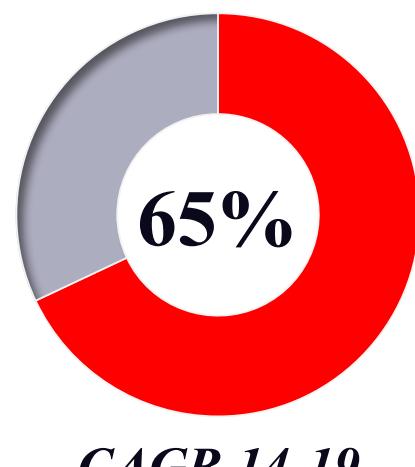
## Key Figures



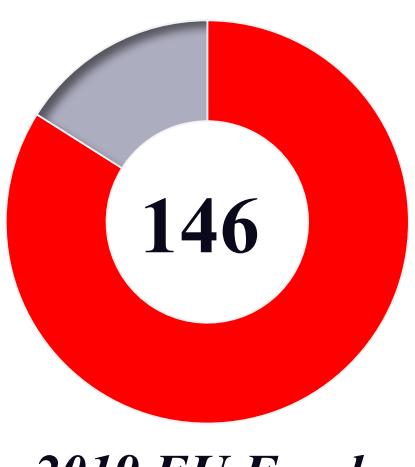
2019 Turnover  
(k€)



2019 Non-ITA  
Turnover (%)



CAGR 14-19



2019 EU Funds  
(k€)

## Worldwide Clients & Partners



e-distribuzione

**GAIOTTO**  
Automation  
a company of

**SISGEO**

Norconsult



**ThermoFisher**  
SCIENTIFIC



**PEPPERL+FUCHS**

**CLUSTER SCC**  
LOMBARDIA



2.920

Aggregate  
Turnover  
(14-18, k€)

**ISO 9001**

Certification

2

Patents pending

4

**next**  
industries MILANO

# OUR MANAGEMENT TEAM



**Nadia Giuliani**

COO

Supply chain management and  
entrepreneur experience



**Max Bellino**

CEO

MBA degree and experience  
in product development. Over  
20+ years experience Sales



**Giorgio Bottà**

CFO

15+ years experience in M&A  
experience and Financial  
Accounting

## EQUITY

**SISGEO S.r.L**

80%

**MANAGEMENT**

20%

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industries MILANO

# OUR ADVISOR TEAM



**Marco Picco**  
Industrial Designer



20+ year experience industrial design



**William Wu**  
Innovation Development

PhD, MSc, BEng – 10+ years of experience in leading & executing international technology projects



**Matteo Conti**  
Business Development

MBA International Business Developer - South Europe, Middle East, India & Africa

# Challenge: 3D modelling

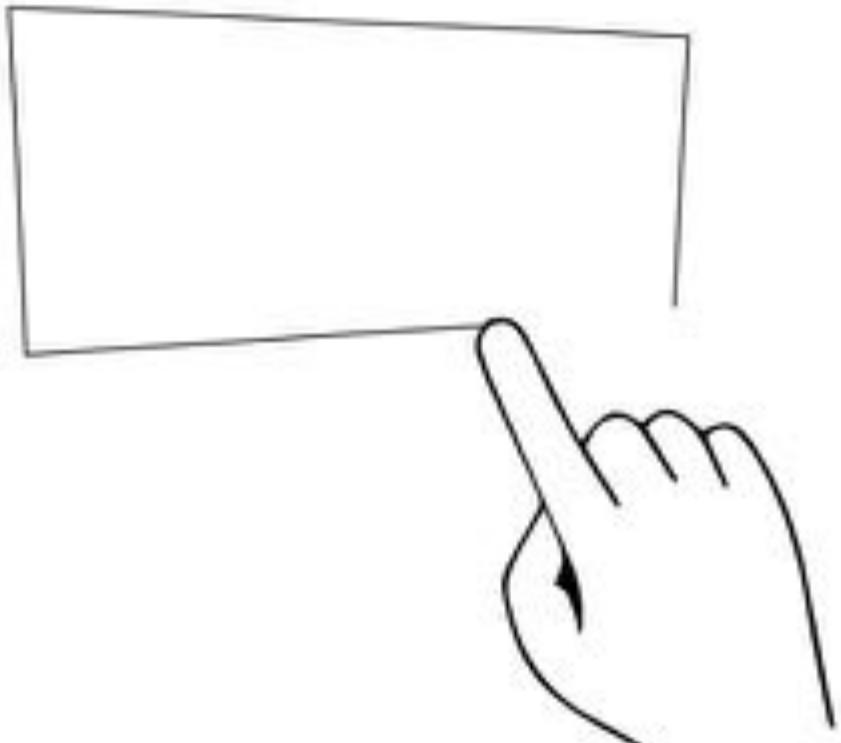
## 2D movement for 3D representation



It takes time  
It is unintuitive  
It is complex

2D movements for 3D representation

# **solution** gestures and voice recognition

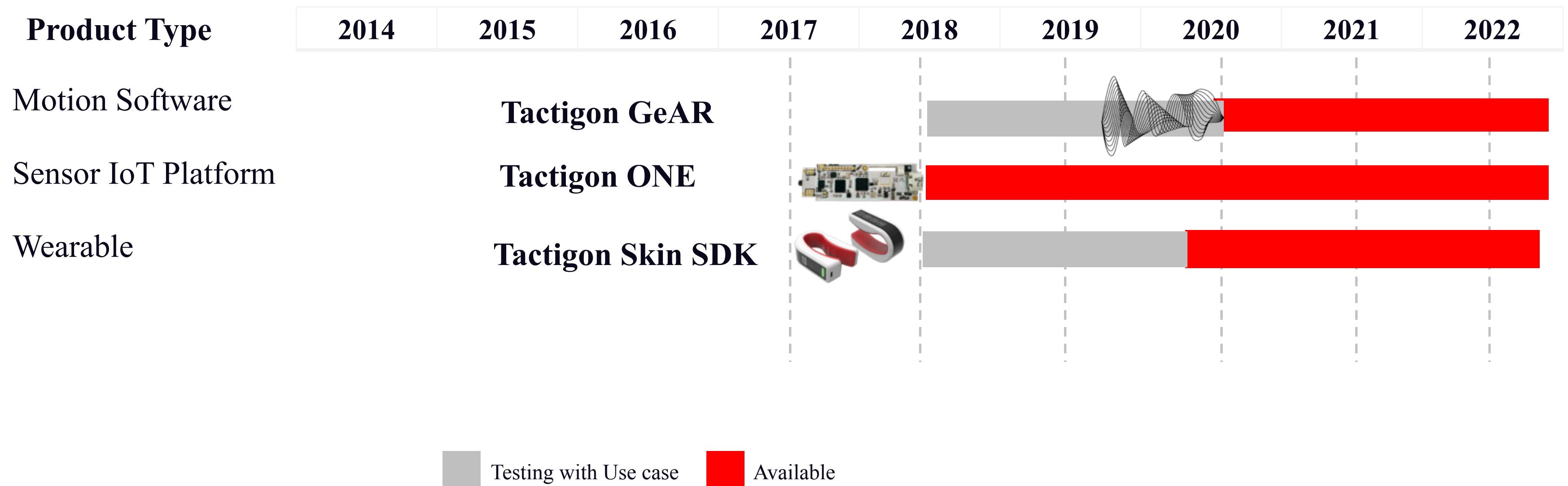


((mic)) “5x7”

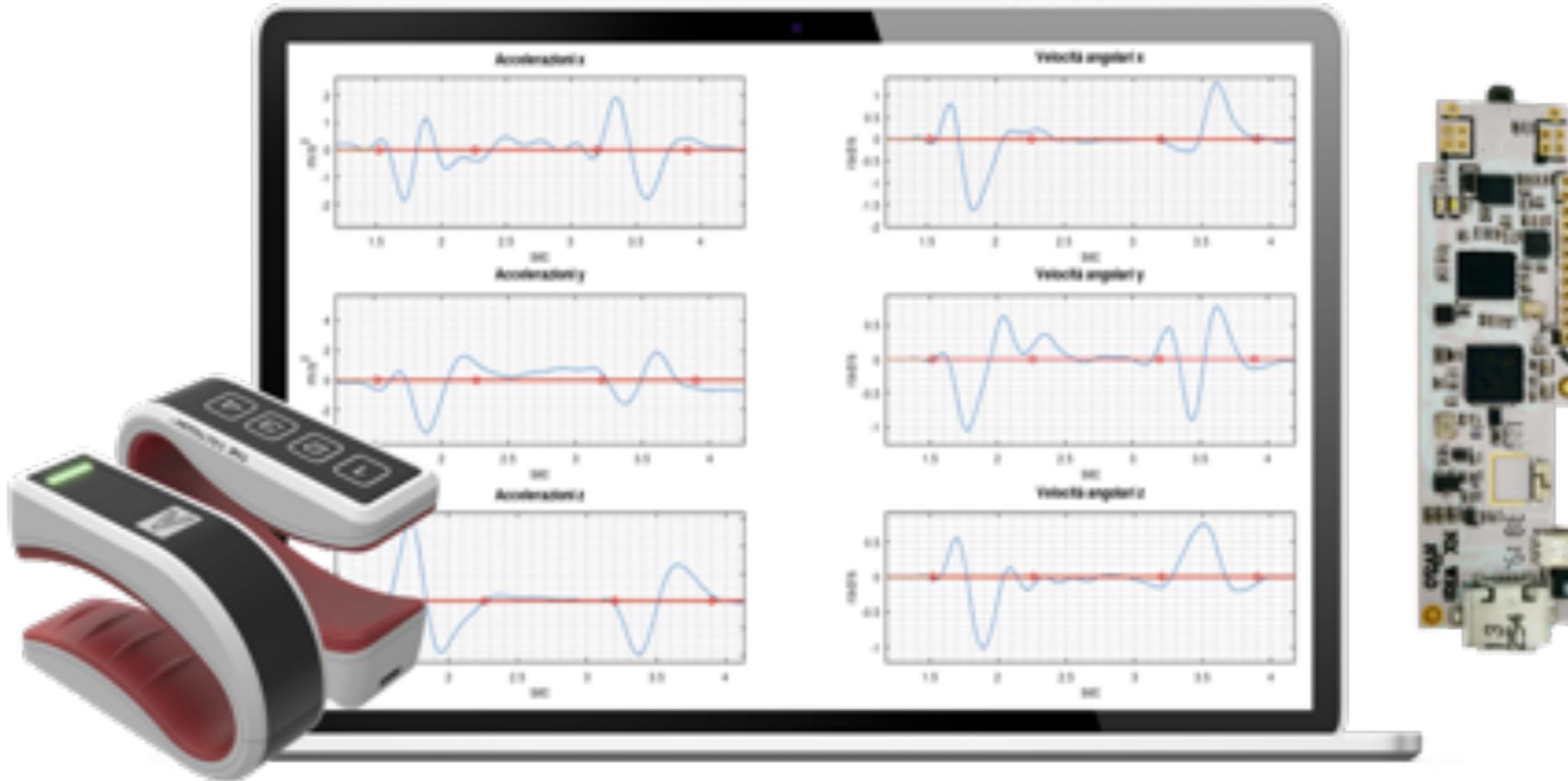
**Words and gestures  
create unique meaning  
and they complement  
each other**

# Next Industries

## Tactigon Product Line



# TACTIGON PRODUCT LINE



- AI motion **solution**
- Software **platform**
- Gesture **controller**
- Sensor **IoT**
- API **support**

# Next Industries

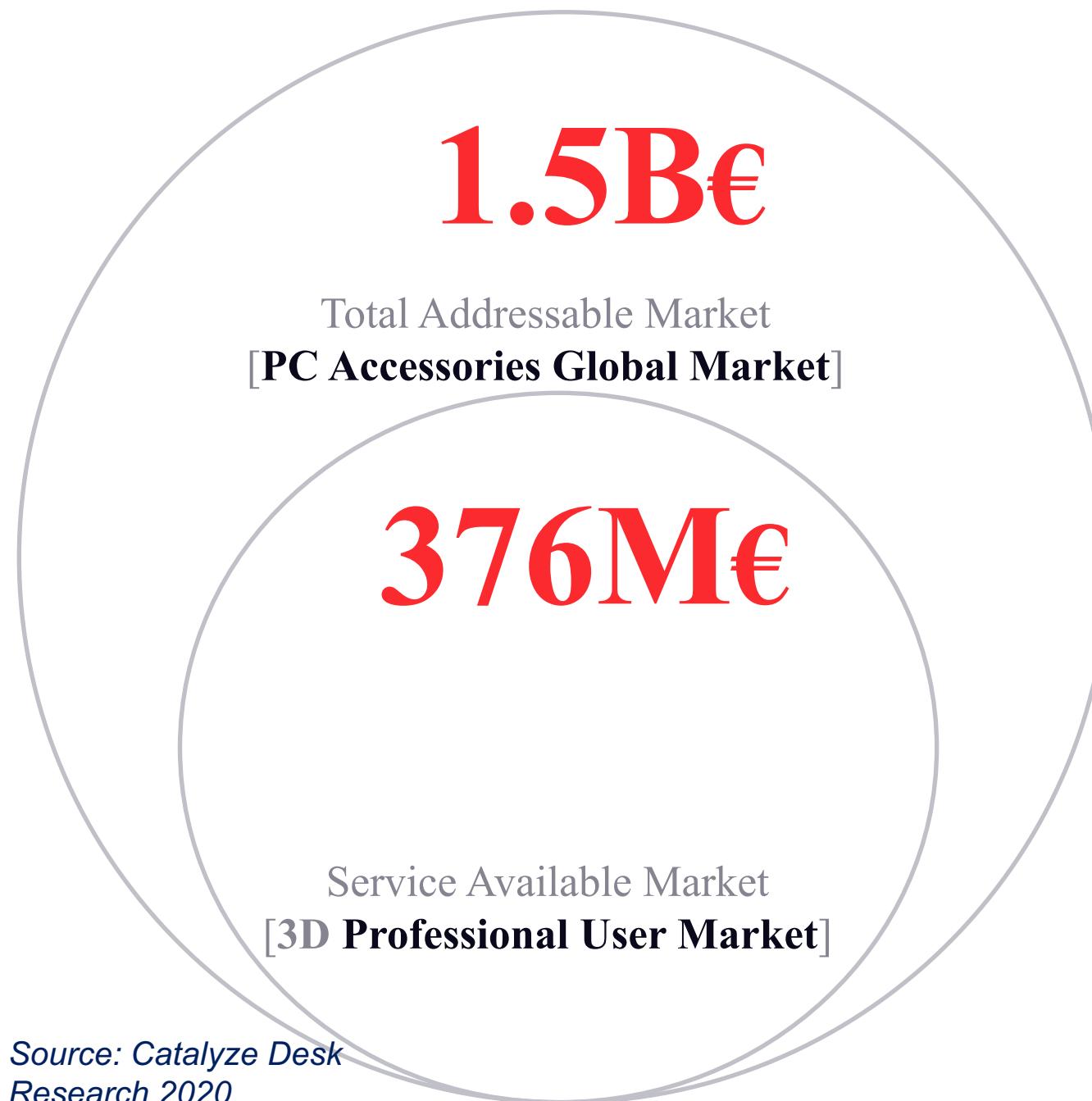
## Tactigon SKIN

- Wearable (on the hand)
- Tunes gestures and voice into commands
- Time saving device – workflow boost
- Patented Design
- Free/natural fingers movements
- Control for 3D CAD Software
- Scalable to Robotic, Computer, Games controller and more

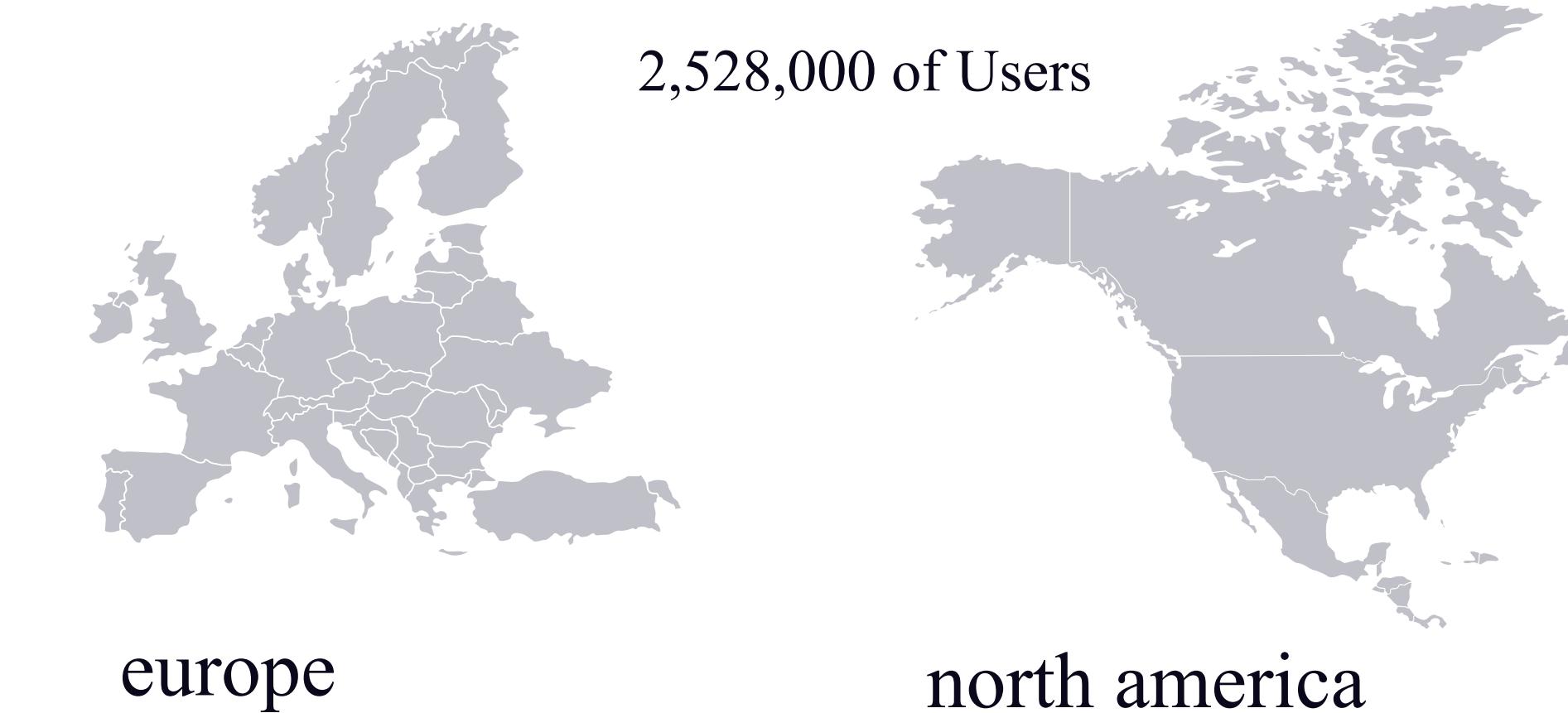


# Target Market 3D Modelling market

## TAM, SAM & SOM



3D mouse specifically developed for 3D modelling were commercialized but have not been adopted due to their very high price (€300-500 – low value-for-money).



# Benefits of Tactigon Product

## Easy to wear. Natural to use. Improves your productivity



we help **designer** to sketch idea with more productivity

It's no a glove it's no a bracelet it's no a ring. It's new way for the hand gesture controller. The system recognize the movement of the hand and the fingers



Speed up process of **design** with natural collaboration

The hand are free and you can use the device in very simple way. It's very easy to wear it

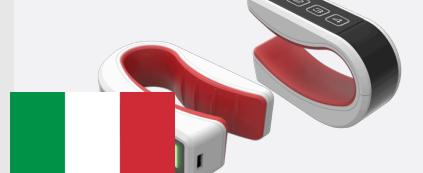


Easy **interface** for new Application

Powerful algorithm A.I for gesture recognition. It' also compatible with Unity and with API you can increase the powerful of your interface.

# Benchmark

## A versatile natural interface

	Verso	Finch shift	3Dmotioncontrol	Litho	Vicara	Palmcat	Tactigon Skin
							
Available	-	✓	✓	✓	✓	-	-
Different applications	-	-	-	✓	✓	✓	✓
Complex gestures	-	-	-	-	-	-	✓
A.I.	-	-	-	-	-	-	✓
Voice	-	-	-	-	-	-	✓

# Benchmark

## 3D Design mouse

	3Dconnexion SpaceMouse Enterprise	3Dconnexion SpaceMouse Pro wireless	3DConnection SpaceMouse wireless	Tactigon
<b>Aspect</b>				
<b>Price</b>	€471	€329	€215	€149
<b>Battery life</b>	2 months	2 months	1 month	8h
<b>Weight</b>	800	563g	424g	200g
<b>Compatibility</b>	Linux, Mac, Windows	Linux, Mac, Windows	Mac, Windows	Linux, Mac, Windows
<b>Wireless connection</b>	No	2.4 GHz	2.4 GHz	2.4GHz
<b>Degrees of freedom</b>	6	6	6	10
<b>Hands free</b>	No	No	No	Yes
<b>Left and right hand</b>	Yes	Yes	Yes	Yes
<b>Bluetooth</b>	No	No	No	Yes
<b>Programmable function keys</b>	Yes (31)	Yes (15)	Yes (2)	Yes (4)
<b>Pairing with several devices</b>	No	Yes (5)	No	Yes
<b>AI</b>	No	No	No	Yes
<b>Voice control</b>	No	No	No	Yes

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 **nEXT**  
industries MILANO

# Business Models

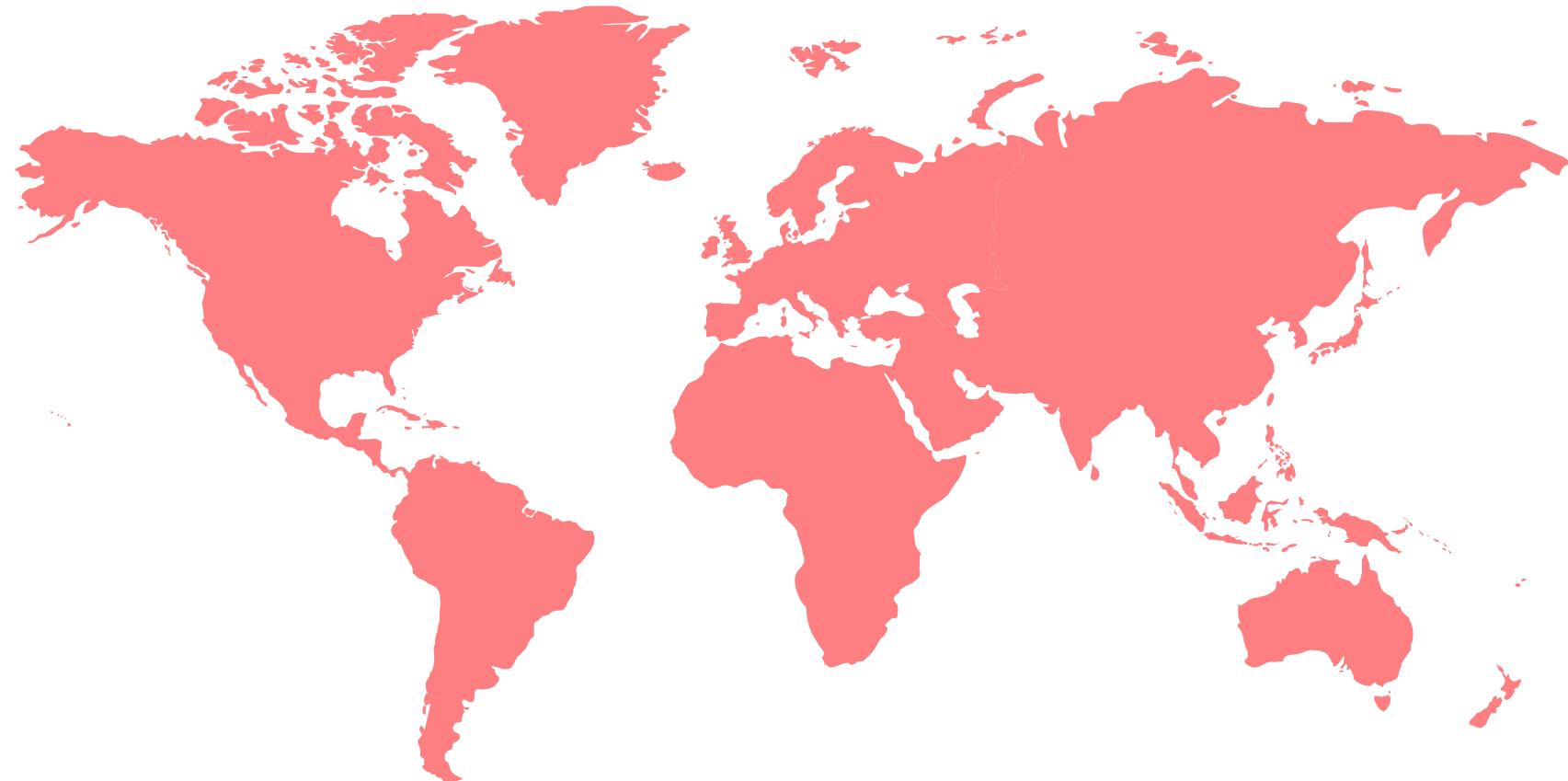
## Risks analysis



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# MARKETING / COMMUNICATION – METRICS

## TACTIGON WORLD WIDE DISTRIBUTORS



3

B2B World Wide Distributors  
2020

20

Direct customers  
2019

3000

2018-19  
Tactigon Units Sold



DISTRELEC



\*Omega is a major player in distribution to professional users in USA market.

THE TACTIGON™



# Our strategy



## Distributor base enlargement

Negotiating new deals for increasing Next's direct distributors base.  
The main focus is primarily on USA and UK markets.



## Direct channel

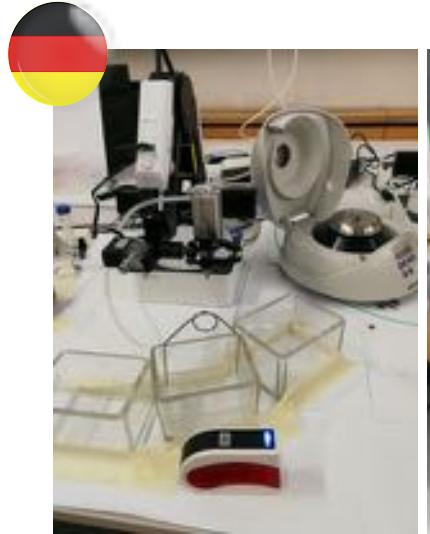
Scientifically approaching advertisement activity in order to create a solid direct channel and maximise revenues deriving from direct sales.



## Custom project

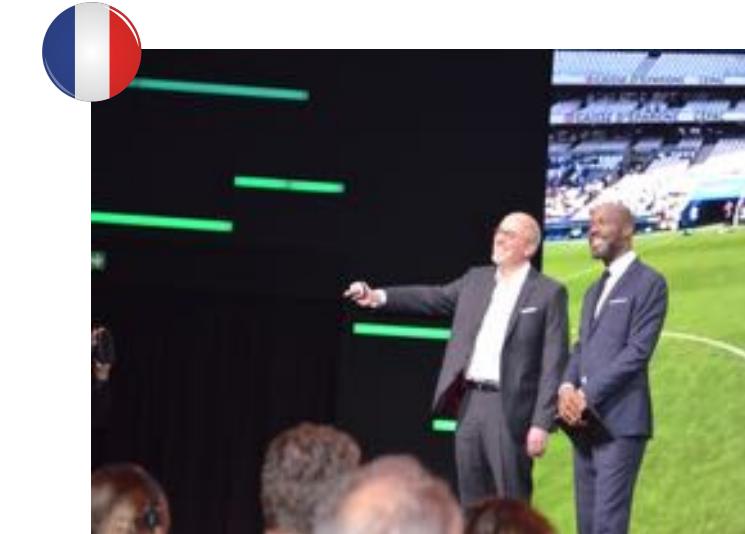
Dedicate a part-time employee to work along with procurement offices building up a consistent new stream revenue

# USE CASE DIRECT CUSTOMERS



 TECHNISCHE UNIVERSITÄT  
KAISERSLAUTERN

TACTIGON SKIN  
as controller to TEACH  
movements to robots  
used in research  
laboratories



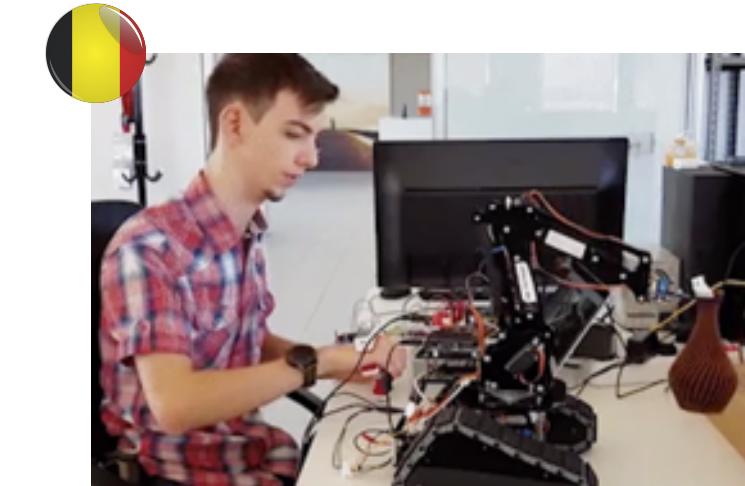
 orange™

ORANGE's CEO  
Stéphane Richard  
controlled real time with  
TACTIGON SKIN from  
Paris a camera located in  
Marseille's stadium



 COMAU

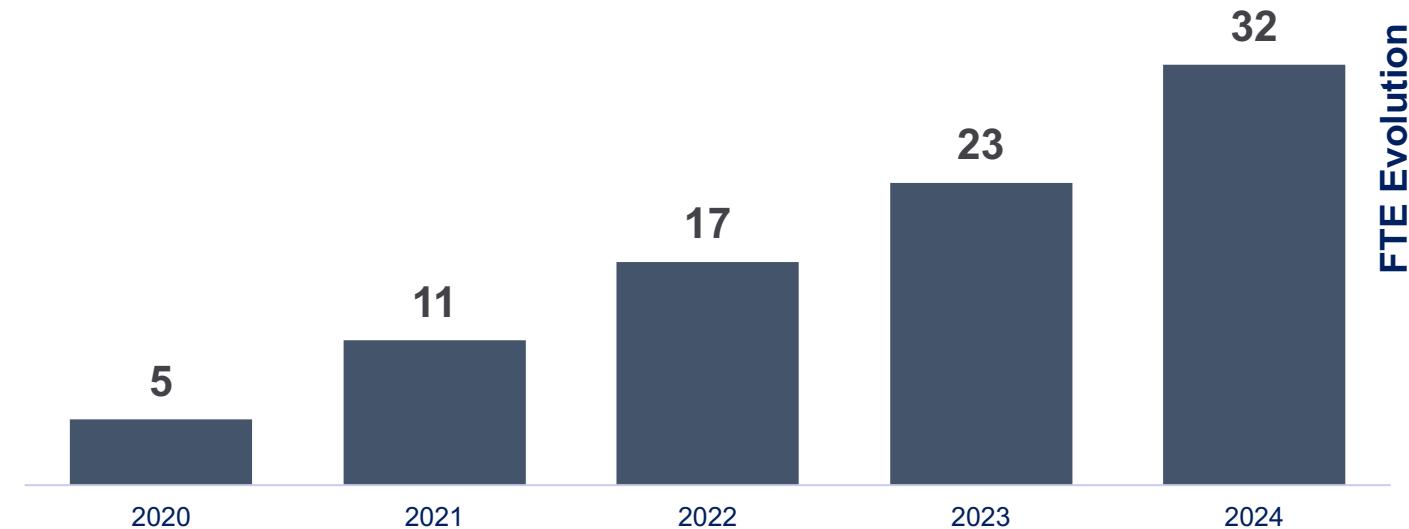
Industrial Robotic  
Application



 velleman®  
for makers

Robotics for makers  
development

# STAFF PERSONNEL



Employee	AGS	AGS / month*
CEO	62.000 €	4.429 €
CTO	45.000 €	3.214 €
COO	42.000 €	3.000 €
CFO	50.000 €	3.571 €
SALES	90.000 €	6.429 €
SENIOR STAFF	40.000 €	2.857 €
JUNIOR STAFF	24.000 €	1.714 €

\* 14 months.

Role	2020E	2021E	2022E	2023E	2024E
CEO	1	1	1	1	1
CTO	1	1	1	1	1
COO	1	1	1	1	1
CFO	0	1	1	1	1
Sales	0	1	2	3	5
Senior Staff	1	2	4	7	9
Junior Staff	1	4	7	9	14
<b>Total</b>	<b>5</b>	<b>11</b>	<b>17</b>	<b>23</b>	<b>32</b>

- In order to make a proper calculation of staff and personnel costs, the AGS (Annual Gross Salary) is marked-up with the following additional costs: 30% for SSS (Social Security Service), 1% for the National Institute for work-related injury insurance and 8% for Severance Pay (this 8% represents a debt as well).
- C-Levels will also benefit from a 8% annual salary increase.
- 15% of staff and personal costs (apart from CFO and Salespeople) are capitalised every year (R&D Development).
- SSS and the injury insurance costs have a 30-days DPO.

\*Omega is a major player in distribution to professional users in USA market.

# FINANCIAL INFORMATION

## PROFIT & LOSS

### Net Revenues

- The **sale of goods** reflects a prudent growth as presented in the **previous slide** about the **methodology**.
- Warehouse** is calculated as presented in the **previous slide** about the **methodology**.
- No other profits are estimated** (i.e grants related to income)

### Direct Costs

- Raw Material Costs** are calculated according to the **product mix**, as presented in previous slides.
- Direct Service Costs** are estimated applying a growing **mark-up** on the 7% fee applied in 2021. This happens due to the fact that transports for example are not only related to the domestic market but the entire globe.

### Indirect Costs

- The estimates of **Indirect Costs** are made applying the **methodology** presented in the **previous** slide on every single item.

Profit & Loss							
	in EUR/000	2021E	%	2022E	%	2023E	%
<b>Sale of goods</b>		<b>2.230</b>	94%	<b>4.567</b>	96%	<b>11.339</b>	96%
Wearable Device		750	32%	2.725	57%	7.665	65%
Advisory		30	1%	120	3%	240	2%
Data Aquisition		1.450	61%	1.662	35%	3.285	28%
Software AI		0	0%	60	1%	150	1%
Others		0	0%	0	0%	0	0%
<b>Change in warehouse</b>		<b>135</b>	6%	<b>181</b>	4%	<b>439</b>	4%
<b>Other profits</b>		<b>0</b>	0%	<b>0</b>	0%	<b>0</b>	0%
Grants related to income		0	0%	0	0%	0	0%
Others		0	0%	0	0%	0	0%
<b>Net Revenues</b>		<b>2.364</b>	100%	<b>4.747</b>	100%	<b>11.778</b>	100%
YoY-Growth		281%		101%		148%	
						100%	
Raw Materials		(1.035)	(44%)	(2.058)	(43%)	(4.545)	(39%)
Direct Service Costs		(156)	(7%)	(320)	(7%)	(794)	(7%)
<b>Industrial Margin</b>		<b>1.173</b>	50%	<b>2.370</b>	50%	<b>6.440</b>	55%
Gross Profit-margin		50%		50%		55%	
Indirect Service Costs		(334)	(14%)	(685)	(14%)	(1.701)	(14%)
Use of third party assets		(111)	(5%)	(205)	(4%)	(454)	(4%)
Staff and Personnel		(234)	(10%)	(456)	(10%)	(1.180)	(10%)
Change in warehouse		60	3%	87	2%	184	2%
Other Operative Costs		(223)	(9%)	(411)	(9%)	(907)	(8%)
<b>EBITDA</b>		<b>331</b>	14%	<b>699</b>	15%	<b>2.382</b>	20%
EBITDA-margin		14%		15%		20%	
						25%	
Amortization of Intangible Assets		(54)	(2%)	(64)	(1%)	(80)	(1%)
Amortization of Tangible Assets		(16)	(1%)	(46)	(1%)	(106)	(1%)
Write-downs / Depreciations		0	0%	0	0%	0	0%
<b>EBIT</b>		<b>261</b>	11%	<b>588</b>	12%	<b>2.196</b>	19%
EBIT-margin		11%		12%		19%	
						23%	
Financial proceeds		6	0%	22	0%	22	0%
Financial charges		(8)	(0%)	(5)	(0%)	(3)	(0%)
<b>Net Financial balance</b>		<b>(2)</b>	(0%)	<b>16</b>	0%	<b>19</b>	0%
						31	0%
Extraordinary proceeds		0	0%	0	0%	0	0%
Extraordinary charges		0	0%	0	0%	0	0%
<b>Net Extraordinary balance</b>		<b>0</b>	0%	<b>0</b>	0%	<b>0</b>	0%
Tax		(78)	(3%)	(181)	(4%)	(665)	(6%)
<b>Net Profit of the period</b>		<b>181</b>	8%	<b>423</b>	9%	<b>1.551</b>	13%
						3.889	17%
						6.418	18%
						(1.667)	(7%)
						(2.750)	(8%)

\*Omega is a major player in distribution to professional users in USA market.

# FINANCIAL INFORMATION

## BALANCE SHEET

### Total Assets

- Total Fixed Assets** reflect a growth from **2021 to 2024**, going from **210 to 458 €K**, mainly deriving from a strong **increase in Tangible Assets** which pass from **44 to 343 €K**.
- The **Warehouse** goes from **185 to 562 €K** in the period **2021 to 2024**. There was also a strong **increase in Trade Receivables** which went from **185 €K to 2.7 M€** and a strong increase of **Other Current Assets** that goes from **5 to 508 €K**.

### Equity

- The Next's Shareholders' Equity consists of a **share capital of € 649K resulting from a capital increase of 600 K€ in 2021 and a second round of capital increase in 2022 of 1.5 M€ and reserve** which goes from **41 €K to 2.4 €M** in the period **2021 to 2024**.

### Total Liabilities

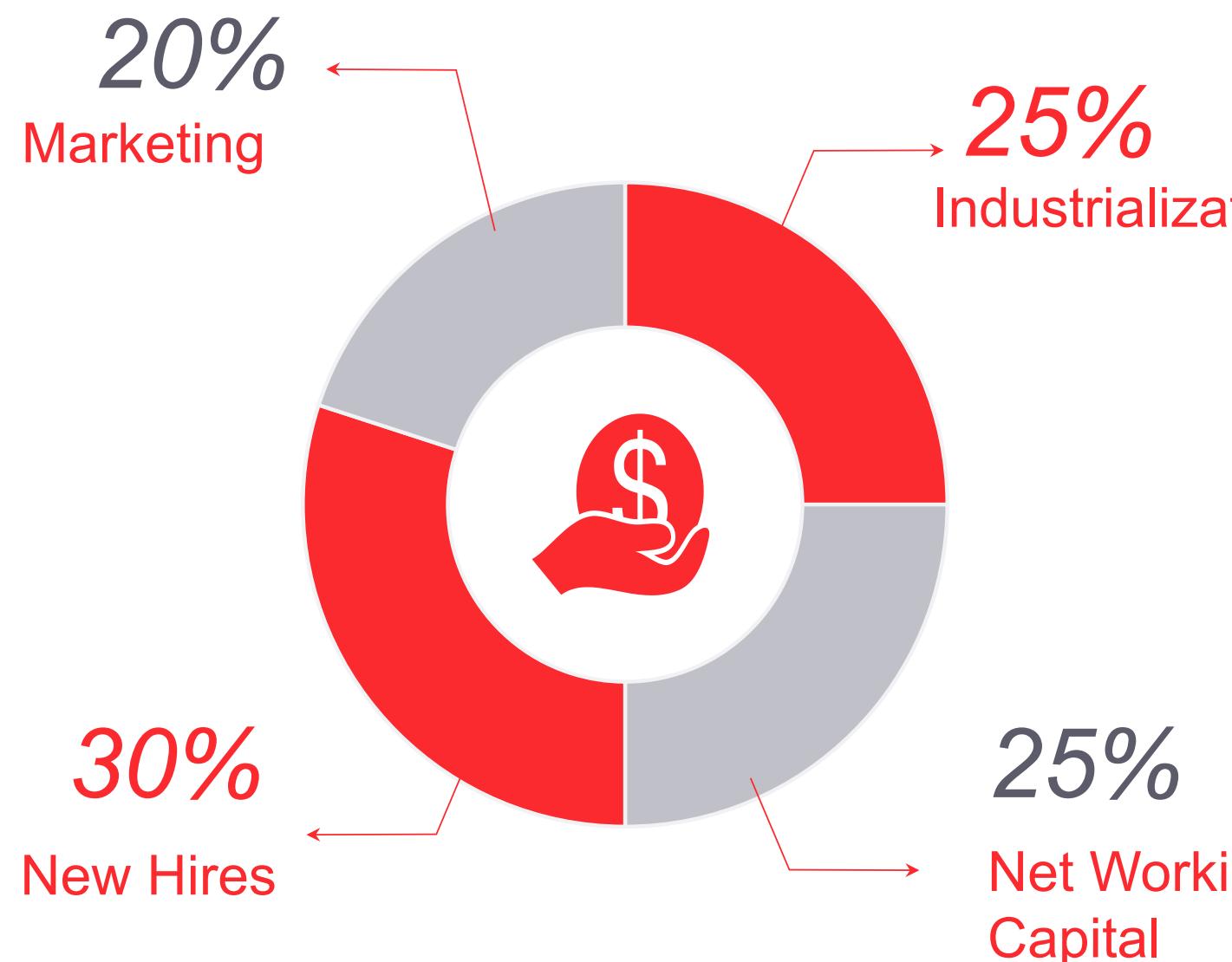
- The passive balance sheet of the group in the period 2021-2024 **present a decrease in debts to banks** which goes from **203 to 0 €K**. In addition, there will be a decrease in **payables to parent companies from 112 to € 0K**. **Trade payables** in the period considered increased from **216 K€ to 1.906 €M**.

	2021E	2022E	2023E	2024E	2025E
in EUR/000					
Net Profit of the period	181	423	1.551	3.889	6.418
Pagamento Interessi * (1-Tax rate)	1	(11)	(13)	(21)	(45)
Ammortamenti e Svalutazioni	70	110	186	399	753
Variazione Fondi	14	30	76	105	176
<b>Flusso di cassa della gestione caratteristica</b>	<b>267</b>	<b>552</b>	<b>1.799</b>	<b>4.372</b>	<b>7.301</b>
Variazione rimanenze	(195)	(73)	(355)	(378)	(219)
Variazione crediti commerciali	(843)	239	(1.284)	(2.037)	(2.182)
Variazione crediti/debiti tributari	62	14	54	117	173
Variazione altre attività correnti	183	(204)	(134)	(293)	(432)
Variazione debiti commerciali	321	260	922	1.397	1.339
Variazione altre passività correnti	82	32	105	252	341
<b>Flusso di cassa del CCN</b>	<b>(391)</b>	<b>268</b>	<b>(694)</b>	<b>(941)</b>	<b>(980)</b>
<b>Flusso di cassa della gestione corrente</b>	<b>(124)</b>	<b>820</b>	<b>1.105</b>	<b>3.431</b>	<b>6.321</b>
Incremento (Decremento) netto altre immobilizzazioni immateriali	(0)	(41)	(63)	(133)	(213)
Incremento (Decremento) netto immobilizzazioni materiali	(50)	(100)	(200)	(600)	(1.000)
Incremento (Decremento) netto immobilizzazioni finanziarie	1	0	0	0	0
<b>Flusso di cassa dell'attività di investimento</b>	<b>(49)</b>	<b>(141)</b>	<b>(263)</b>	<b>(733)</b>	<b>(1.213)</b>
<b>Flusso di cassa della gestione operativa (FCFF)</b>	<b>(173)</b>	<b>679</b>	<b>842</b>	<b>2.698</b>	<b>5.108</b>
Variazione debiti v/ Banche	(33)	(82)	(60)	(34)	(26)
Pagamento Interessi * (1-Tax rate)	(1)	11	13	21	45
Debiti v/ altri finanziatori	0	0	0	0	0
Debiti v/ controllanti	0	0	(37)	(37)	(37)
Apporti di capitale / (Distribuzione dividendi)	2.100	0	0	0	0
<b>Flusso di cassa della attività di finanziamento</b>	<b>2.066</b>	<b>(71)</b>	<b>(84)</b>	<b>(50)</b>	<b>(18)</b>
<b>INCREMENTO (DECREMENTO) DI CASSA (FCFE)</b>	<b>1.893</b>	<b>608</b>	<b>758</b>	<b>2.648</b>	<b>5.090</b>

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# Funds Scale UP – Phase 1 & 2

## PHASE II



Total First round funding need  
Scale up phase 1&2

Marketing & Sales Activity  
Agency, Salaries, SEO, PPC and Social

New Product Industrialization  
Engineering & Verticalization

2021-2023  
New Employees

2M€  
Total First round funding need  
Scale up phase 2

23

# What we are looking for

1

## Business Partner

What we need now is a partner to bring product on the market for a specific application (gaming, robotics...)

2

## Investors

Find partner to invest in our Company, allowing us to face the different phases from product engineering to mass production

3

## Sales Channel

Once the product is launched a strong marketing activity is necessary, to keep the attention and the curiosity about the product alive



# EXCELLENCE H2020



## MANAGEMENT SYSTEM CERTIFICATE

Certificato No./Certificate No.: 260483CC1-2018-AQ-ITA-ACCREDITA Data prima emissione/Initial date: 16 aprile 2018 Validità/Valid: 16 aprile 2018 - 16 aprile 2021

Si certifica che il sistema di gestione di/This is to certify that the management system of

### Next Industries S.r.l.

Via Vittorio, 2/F - 20065 Inzago (MI) - Italy  
(Riferimento al Certificato No./ Reference to Certificate No. 260483-2018-AQ-ITA-ACCREDITA)

È conforme ai requisiti della norma per il Sistema di Gestione/  
Has been found to conform to the Management System standard:

### ISO 9001:2015

Questa certificazione è valida  
per il seguente campo applicativo:

**Progettazione, produzione, vendita e  
assistenza di dispositivi di misura dotati di  
interfaccia wireless**

(EA: 19, 33)

This certificate is valid  
for the following scope:

**Design, manufacturing, sale and assistance of  
wireless measuring devices**

(EA: 19, 33)

Luogo e Data/Place and date:  
Vimercate (MB), 16 aprile 2018



Per l'Organismo di Certificazione/  
For the Certification Body  
**DNV GL - BUSINESS ASSURANCE**  
Via Energy Park, 14 - 20871 Vimercate  
(MB) - Italy

Sig. Zeno Beltrami  
Management Representative



La validità del presente Certificato è subordinata al rispetto delle condizioni contenute nel Contratto di Certificazione/  
Lack of fulfilment of conditions as set out in the Certification Agreement may render the Certificate void.

DNV GL Business Assurance Italia S.r.l., Via Energy Park, 14, 20871 Vimercate (MB), Italy. Tel. 039 68 99 905. www.dnvgi.it/assurance

THE TACTIGON™



Co-funded by the Horizon 2020 programme  
of the European Union



“Easy digital interaction will accelerate the entire manufacturing market!”

**[www.thetactigon.com](http://www.thetactigon.com)**  
**MILANO**

THE TACTIGON™

# PROTECTION PATENT

NEXT INDUSTRIES has the following patent family:

- Italian patent No.102018000005195 and International application No.WO2019215625 relating to a remote control apparatus for an electronic device.
- NEXT INDUSTRIES has the European Union registered design No.004895001 relating to wearable computers.

NEXT INDUSTRIES has the following trademark registrations:

- European Union registered figurative trademark No.017874374 “THE TACTIGON”;
- USA registered figurative trademark No.5748573 “THE TACTIGON”.