



Investment Opportunity

ADLATUS Robotics GmbH

trusted robotics



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Made in Germany



Europe's leading company in robotic cleaning technology for industrial and logistics companies with 7 patents (pending and granted).



250+ cleaning robot systems sold and in operation by customers.



National sales and service organization with an expanding global partner network.



Flexible and scalable production (in Germany already in place).



Updated and newly developed, two complementary robot lines in 2023 ready for sale in 2024.

Awards:



1. TEAM

Leadership team



Stefan Erhardt

CEO

General Management

With 25 years of industry experience in automation and robotics, Stefan Erhardt began his career after studying mechanical engineering. He worked at Fraunhofer IPA and founded a company in the field of robotics/automation in 1997, serving as a managing director and consultant.



Joachim Schelb

CSO

Sales, Marketing & Service

Joachim Schelb has 28 years of experience and passion for automation, robotics, and digitalization, with a focus on customer-oriented strategies in an international environment. Formerly, he was the Head of Sales General Industry Germany at KUKA.



Alexander Frank

COO

Production, Quality & Supply Chain

Alexander Frank boasts 27 years of experience in production, quality, and supply chain management with strong involvement in the automotive and manufacturing sectors, including companies like Bosch and Philip Morris. He has international experience across various European companies.



Dr. Siegfried Hochdorfer

CTO

Technology Lead & Development

Dr. Siegfried Hochdorfer contributes 20 years of research experience to the development of mobile robot systems and AI. He has published over 15 scientific papers at international robotic conferences and has been the head of several research projects.

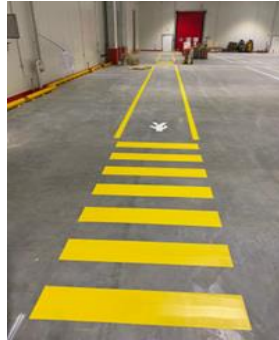
2. NEED

Companies need a professional, reliable,
and cost-effective floor cleaning



2. NEED

Cleaning pains of logistics and industry enterprises



Shortage of cleaning staff

Cleanliness, safety & quality

Cost reduction and quality through automatization and digitalization

3. PRODUCTS

New generation
of professional cleaning robots



3. PRODUCTS

Two complementary robot lines



1. ADLATUS CR700 – scrubber dryer robot system



CR700C Cylindrical brushes

Also picks up coarse dirt and cleans efficiently in one step



CR700 Disc brushes/pads

Flexible in use with disc brushes and pads



S700 Service station for autonomous 24/7 operation

Fully automatic water and battery charging

The second-generation CR700 robots were upgraded in 2023 for enhanced industrial and logistics use.

3. PRODUCTS

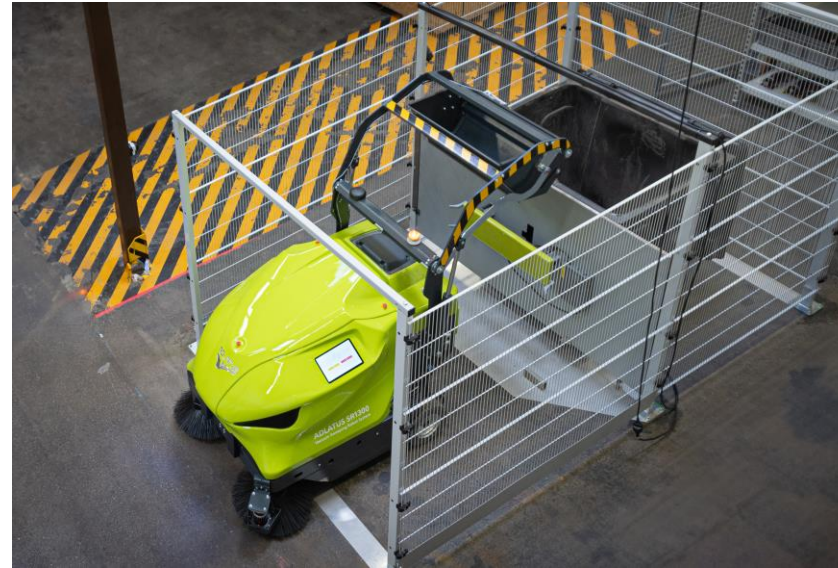
Two complementary robot lines



2. ADLATUS SR1300 – vacuum sweeping robot system



SR1300 vacuum sweeper robot



S1300 service station for autonomous 24/7 operation

The SR1300, launched in 2023, is an autonomous vacuum sweeper with self-charging and auto-emptying capabilities.

4. COMPETITORS & USP

Comprehensive range of essential features



	ADLATUS Robotics	Kärcher	Gausium	Lionsbot	Hako	Tennant / BrainCorp	Cleanfix
24/7 autonomous operation	✓		✓	✓			
Service station	✓	✓	✓	✓			✓
Safety-certified (IEC63327)	✓	✓			✓		
GDPR compliant + "No-Cameras"	✓						✓
Advanced planning tool	✓		✓	✓			✓
Communication with building infrastructure	✓			✓			
Internet independent operation	✓	✓			✓	✓	✓
Own robotics and AI software platform	✓	✓	✓	✓			
Interface to fleet management systems	in development	✓					

5. SALES AND MARKETING STRATEGY

Growth Strategy



1. Hunting: new customers in current & future focus segments

Recently installed customers projects with a high upselling potential:



Audi



wieland



2. Upselling: to existing accounts

First project

- Initial implementation at major customer's single facility
- Certification as a vendor for the client

Positive experience

- Successful implementation of our robot in the initial phase
- Upselling for expansion

Roll out

- Expansion to additional facilities
- Examples:



ROLLS-ROYCE
MOTOR CARS

5. SALES AND MARKETING STRATEGY

Focusing on industrial and logistics sectors while branching out into new areas



Focus Segments

The cleaning robots cater to the crucial requirement for automated, efficient, and dependable cleaning in manufacturing and logistics environments.



wieland



Global Transport and Logistics



Growth Segments

Labour shortages and increasing demands on cleanliness will lead us into new fields for which we are prepared.



First cleaning robot systems are already in the field.



Maintaining cleanliness and enhanced hygiene are critical in additional sectors. ADLATUS-patents are granted and first R&D projects are launched.



The vacuum sweeper based on the second generation of our robotic platform can be extended to work in outdoor spaces.

5. SALES AND MARKETING STRATEGY

Potential recurring sales



Exemplary Business Case CR700C

Robot Sales

Product	Revenue (€)
CR700C Robot	56,000
S700 Service Station	5,950
Additional Options: e.g. LTE Connectivity	
Total	61,950

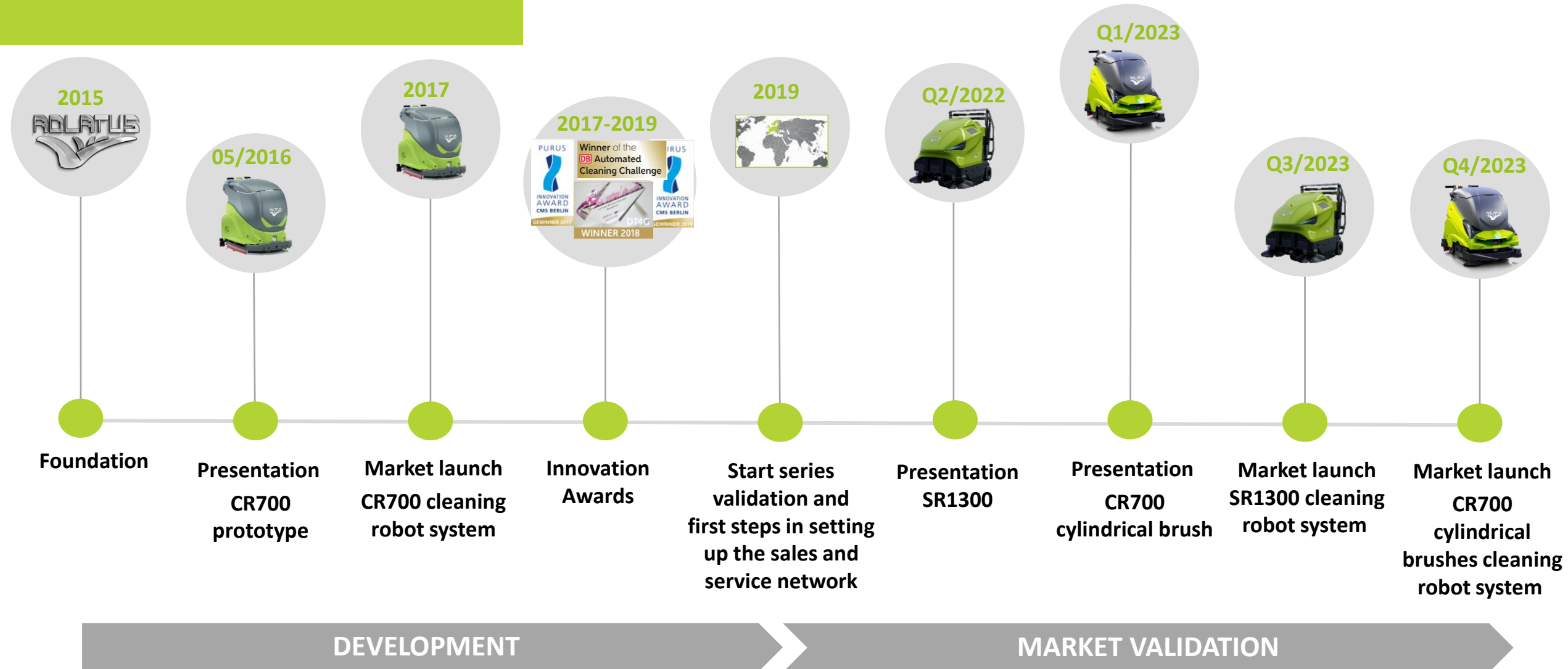
Recurring Sales

Service/Product	Monthly Rate (€)	Total (€) in 4 year
Service Contract	375	18,000
Disposables	100	4,800
Cloud Services	49	2,352
Data Driven Business Models	19	912
Total		26,064

Total > 88,000 € product revenue over 4 years

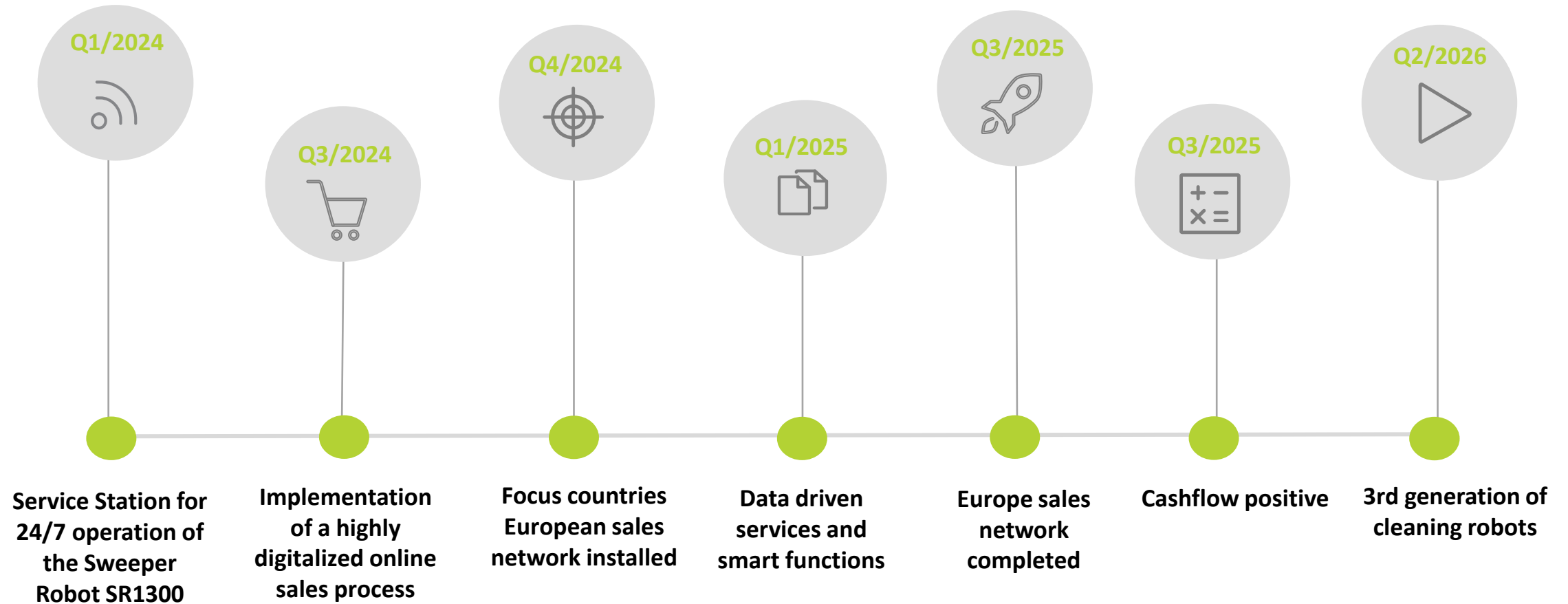
6. ROADMAP

A way to experience



6. ROADMAP

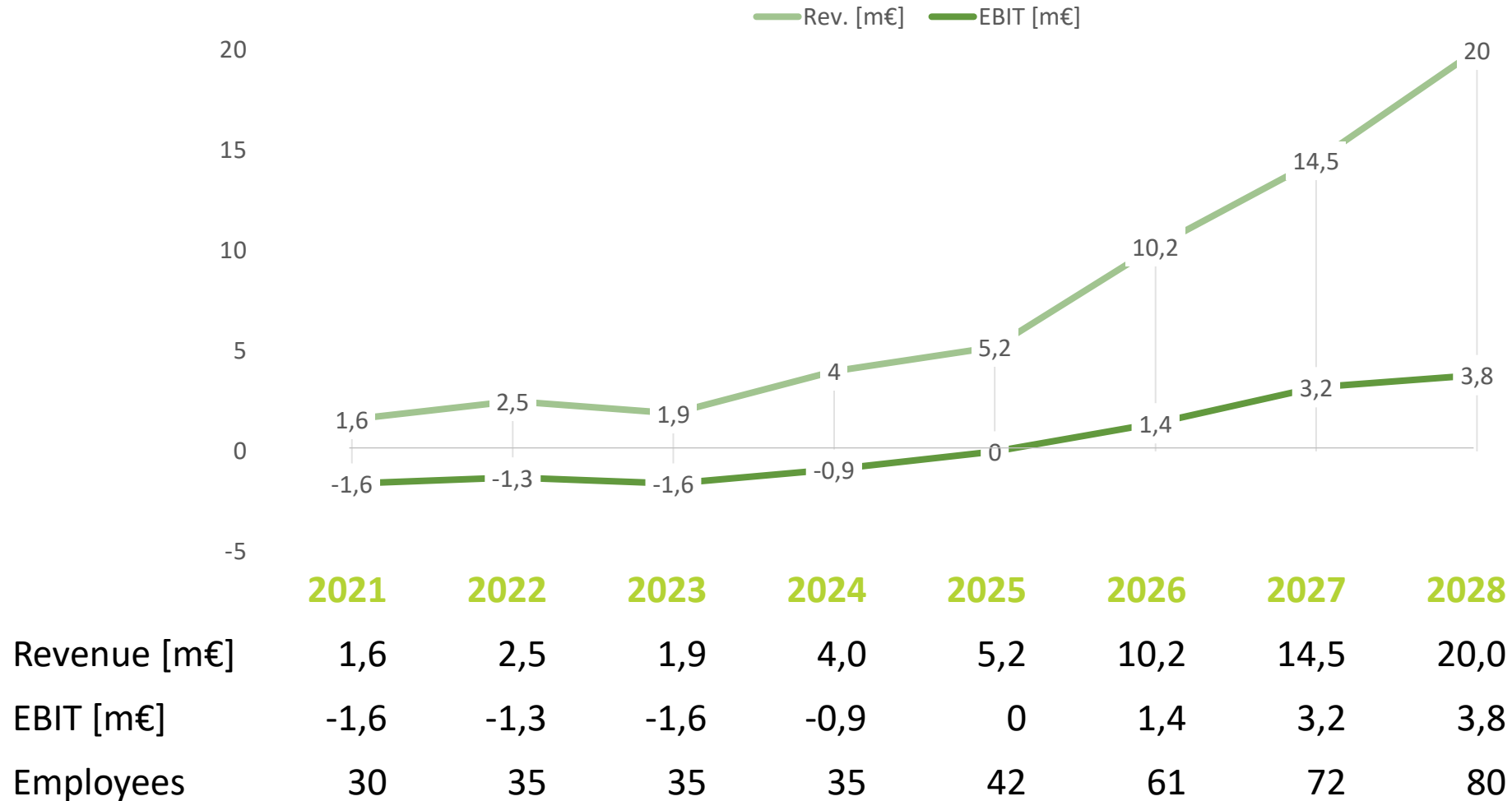
Path to leadership



ITS TIME TO SCALE!

7. FINANCIALS

Break even in 2025



8. Summary

5 reasons to invest in ADLATUS



Technology leader

Experts in the autonomous cleaning robot market, setting industry standards and leading innovation.



Ready to scale through existing customers

Proven products and technologies ready to scale and capitalize on existing demand.



Sales and service partners in place

The expansion of the sales network continues. First partners are trained and equipped to sell the robots.



Experienced management

The management team brings extensive robotics expertise to ensure effective strategy execution and market penetration.



Robotics DNA company

ADLATUS has its own robot platform and is able to implement additional functions with high customer benefits.

EMPOWER FUTURE ROBOTICS

Get in touch, now!



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