

ZURICH, 2022 //



ANYbotics — Investment Opportunity

CREATING A WORKFORCE OF AUTONOMOUS ROBOTS



Dr. Péter Fankhauser
Co-Founder & CEO



Fredrik Isler
CFO

ANYbotics

We believe in connecting the physical and digital world by teaming up humans and autonomous robots.

Our robot workforce lets industries increase productivity, run plants more sustainably, and improve the lives of workers.



WATCH VIDEO

Today's industrial operations
still rely on human presence, despite...



WORKFORCE SHORTAGE

1.5 million unfilled plant operator
positions until 2030 in the EU alone



LIMITED PRODUCTIVITY

Undetected issues lead to downtime
costs of \$270 billion each year



HUMAN ERROR

Is the leading cause of
most industrial accidents

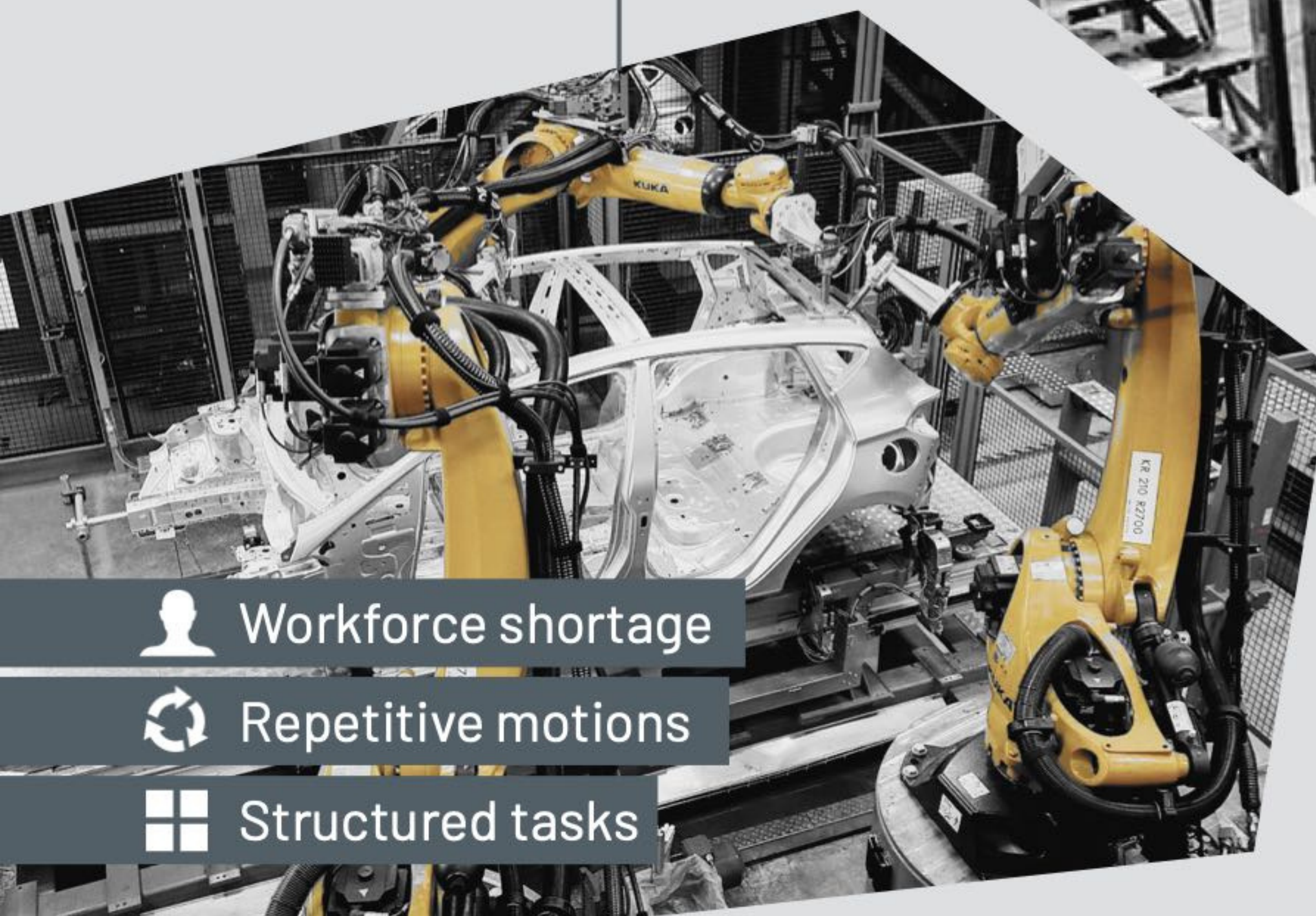
But things are changing.

We are on the verge of the next robotic revolution

AI-powered, agile robots enable the transition to the autonomous industry.

AUTOMATED MANUFACTURING

Enabled by 3 million industrial robots in operation



-  Workforce shortage
-  Repetitive motions
-  Structured tasks

SMART WAREHOUSING

Enabled by 600'000 warehouse robots in operation



-  Workforce shortage
-  Repetitive tasks
-  Structured environment

AUTONOMOUS INDUSTRY

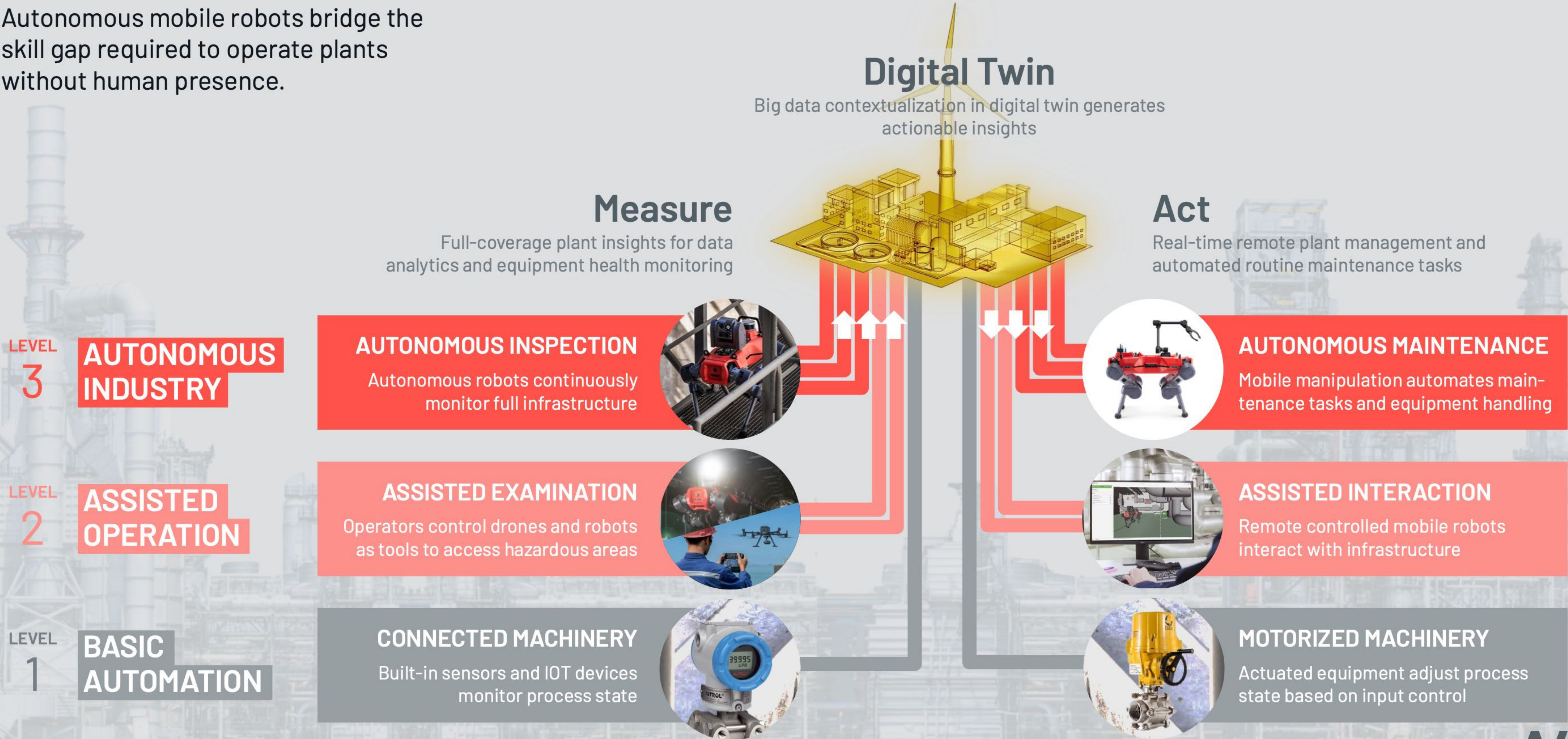
Enabled by autonomous mobile robots



-  Workforce shortage
-  Repetitive work
-  Structured problem
-  Dangerous environment

Building the Autonomous Industry

Autonomous mobile robots bridge the skill gap required to operate plants without human presence.



ANYbotics is a global leader in autonomous mobile robotics

AI AGILITY

Pioneering AI-powered motion control capable of navigating the most complex terrain

LARGE-SCALE AUTONOMY

Automates tasks in large-scale facilities while leaving the environment untouched

SUPERHUMAN INSPECTIONS

Brings AI to the real world to uncover invisible risks beyond human perception & accuracy

INTEGRATED WITH ECOSYSTEM LEADERS

Integration with digital platforms provides an end-to-end robotic automation solution



World-leading robotics technology since 2009

2009
Robotics research
ETH zürich



2012
World's first agile
electrical four-
legged robot



2015
Patented robotic
drive technology



2016
ANYbotics spin-off
ANYbotics



2018
World's first auto-
nomous offshore
inspection robot



2020
First robot sales to
industrial customers



2021
Certified &
industrial-grade
inspection solution



2022
World's first legged
robot for Oil & Gas
and Chemicals



The world's most advanced industrial inspection solution



Software

ANYmal OS software for all robots platforms.
Desktop and mobile interface for mission planning and robot control.



WiFi and 4G/5G/LTE connectivity with enterprise WPA2 security



ANYmal

Industrial-grade & safety certified autonomous robot. IP67 water- and dust protected. 5 patents pending.

ANYmal X

World' only legged robot with Ex-certification for all Oil & Gas and Chemicals. 3 patents pending.

Production



Robot sourcing and assembly outsourced to Zollner Electronics (12'000 employees, global footprint). Scalable to thousands of robots p.a.

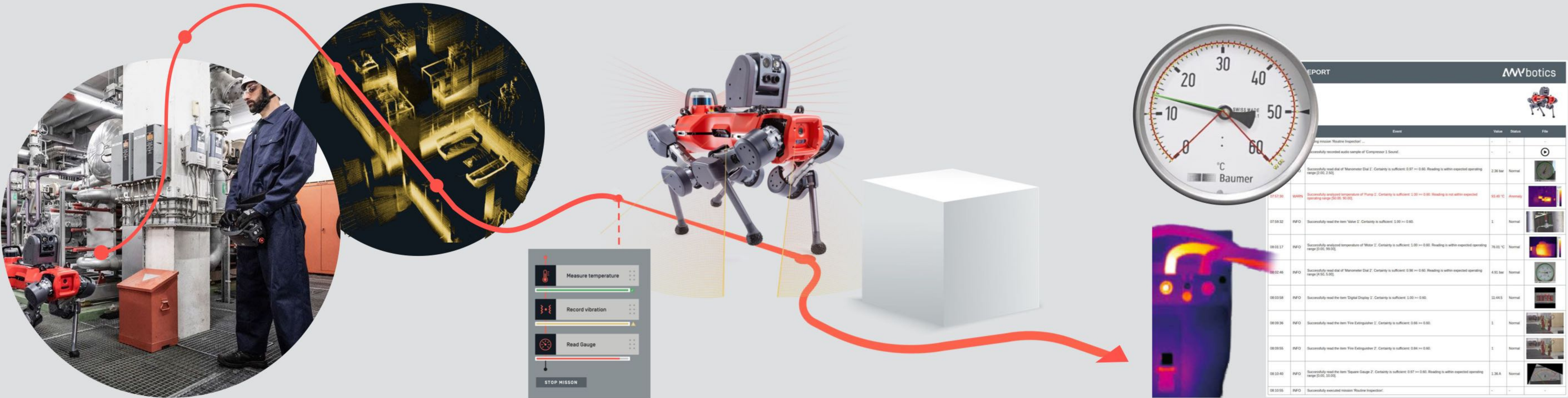


Payload partners

Specialized applications through modular third-party payloads (up to 15 kg).



Integrating ANYmal – A better way to collect better data



01 PLAN INSPECTION MISSIONS

One-day setup

Plan inspection missions in a digital plant model or by guiding the robot once through the facility.

On-device autonomy

Performs inspections autonomously without constant data connectivity for low-cost integration.

02 SCHEDULE & EXECUTE

Safely shares workspaces

Navigates complex facilities while reliably avoiding people and objects in its surroundings.

Auto battery recharging

Operates 2 h on a single battery charge. Automatically returns to docking station for recharging.

03 PROCESS & ISSUE TRACKING

Inspection analysis

Analyses visual, thermal, acoustic, gas, and 3D inspection data to detect anomalies in real-time.

Integrated reporting

Reports inspection results through an API to integrate with existing plant management systems.



Substantial cost savings through robotic inspection

5×

More insights

10×

Faster reporting

3×

Monitoring frequency

100%

Personel safety

100%

Accuracy & consistency

CUSTOMER VALUE CASES



Unplanned downtime

\$200-500k

cost per incident

Early detection of anomalies prevents damages and unplanned downtime

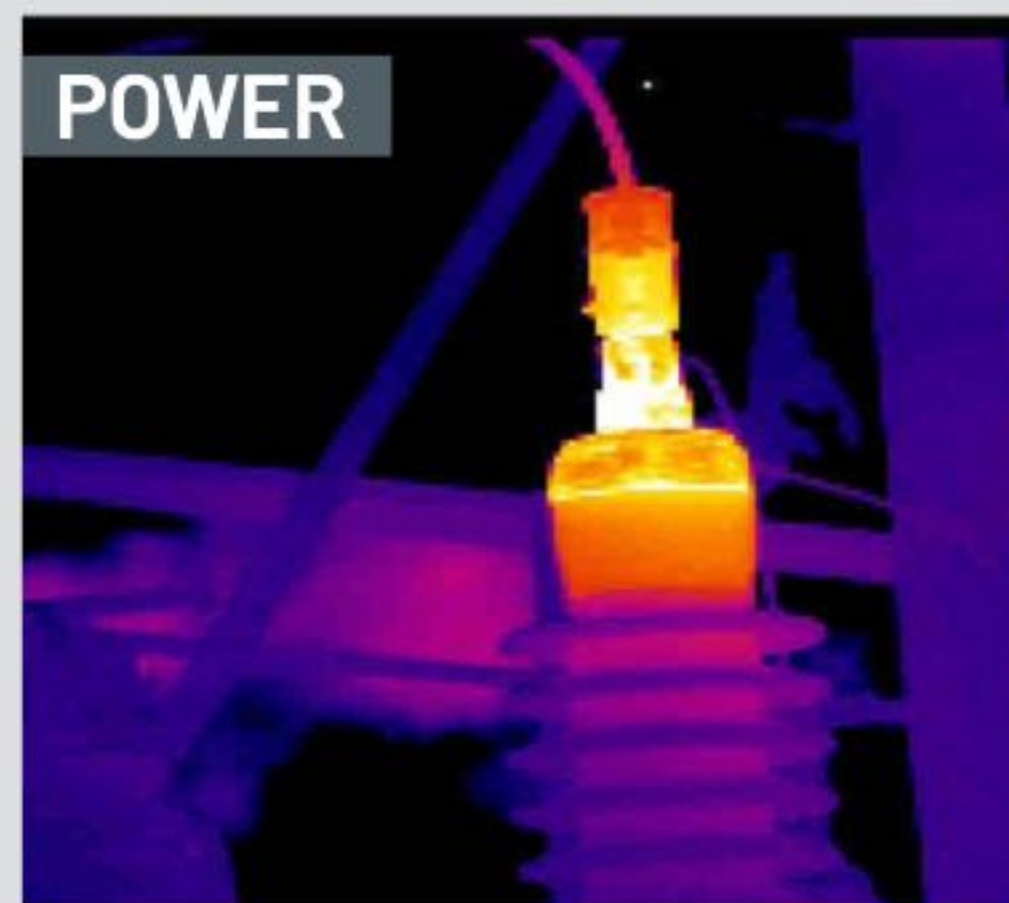


Inspection during operation

\$200-300k

revenue loss p. hour

Robot access during operation reduces need for planned inspection shutdown



Asset damage prevention

\$0.5-1.5m

cost per incident

Regular thermal and visual inspection prevent severe damage of critical assets



Remote operation

\$30-50k

cost per trip

Remote interaction reduces trips needed to gain situational awareness



Gas leakage detection

\$5-10k

cost per day

Gas leakage monitoring prevents efficiency loss, env. impact, penalties, and risk of accidents



3D asset scanning

\$100-150k

cost per year

Up-to-date 3d models enable efficient maintenance planning and plant extensions



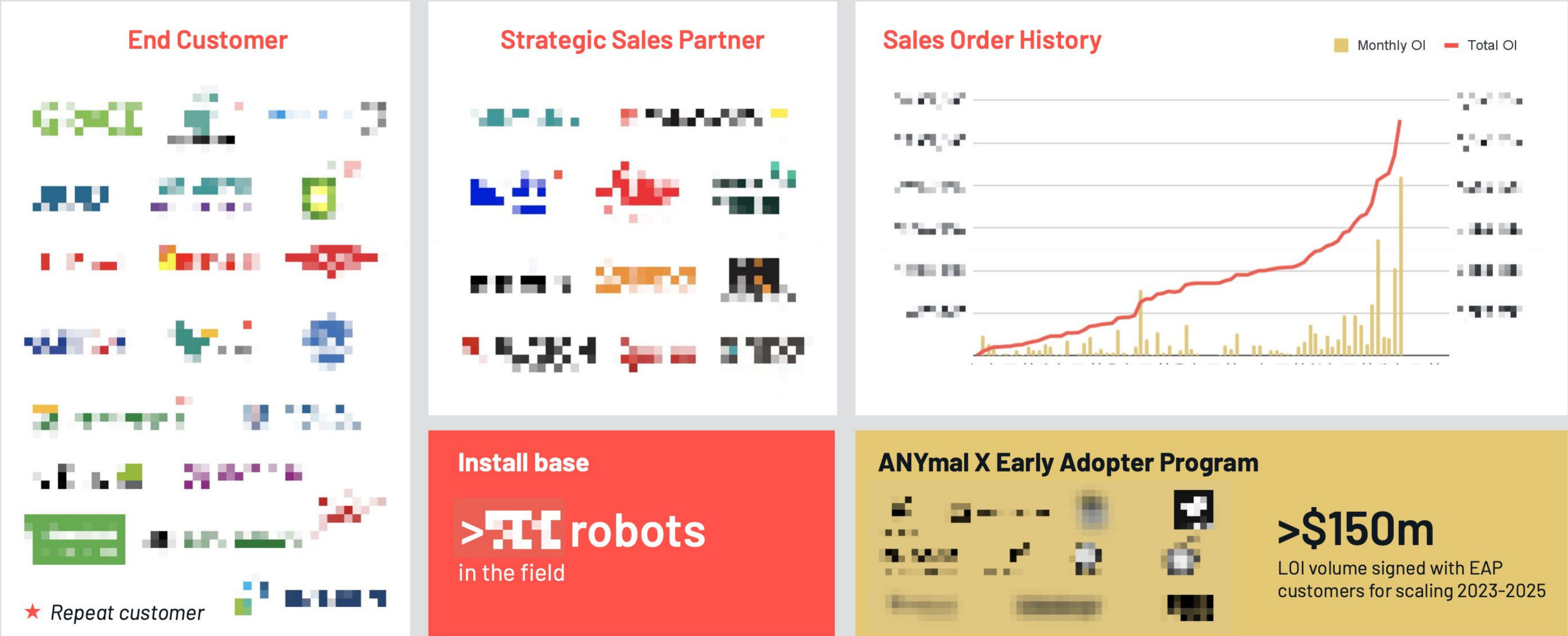
Frequent sampling

\$200-300k

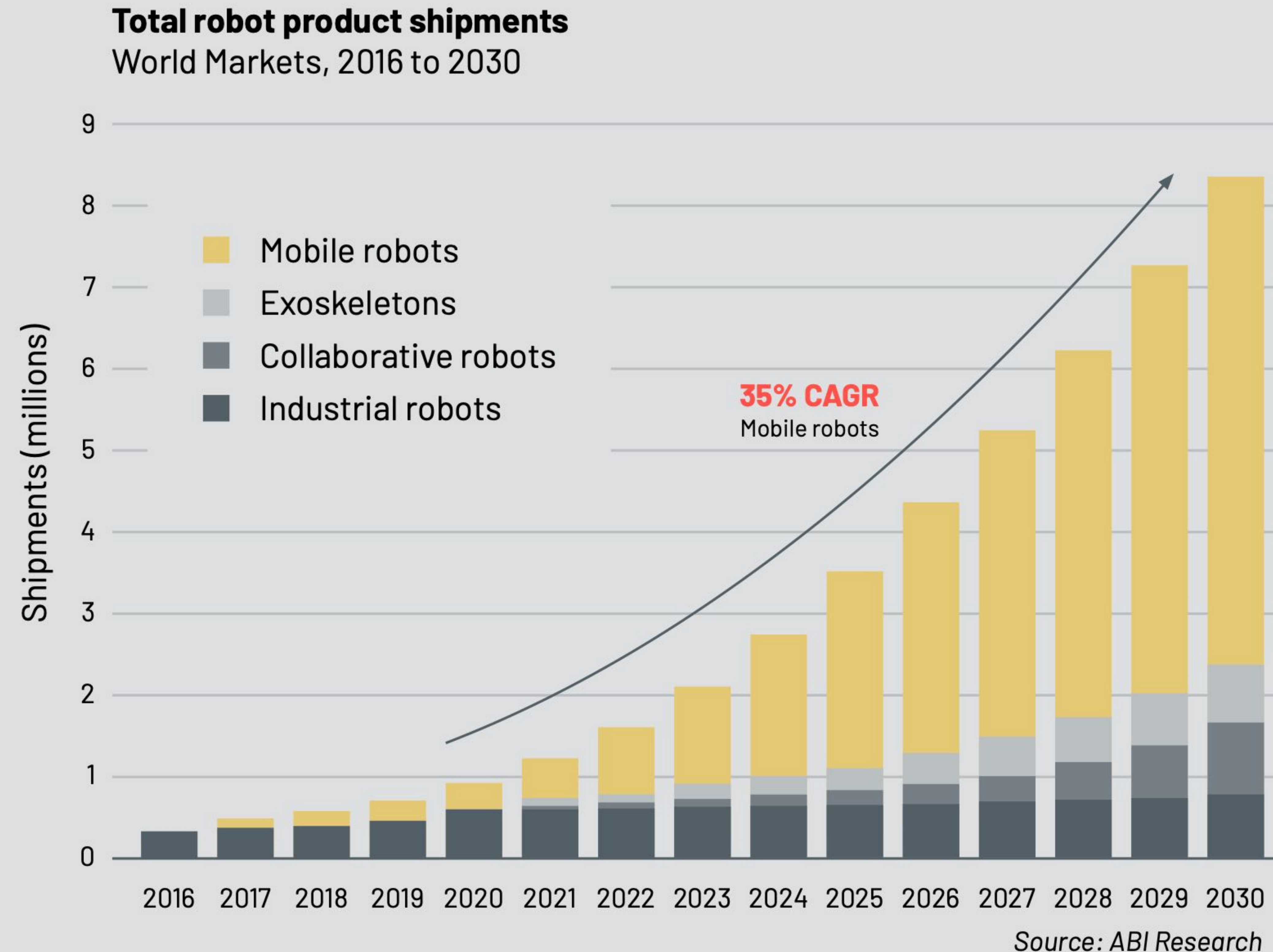
cost per year

Regular sampling during production prevents quality issues and non sellable output

Industry-leading customers and substantial scaling commitments >\$150m



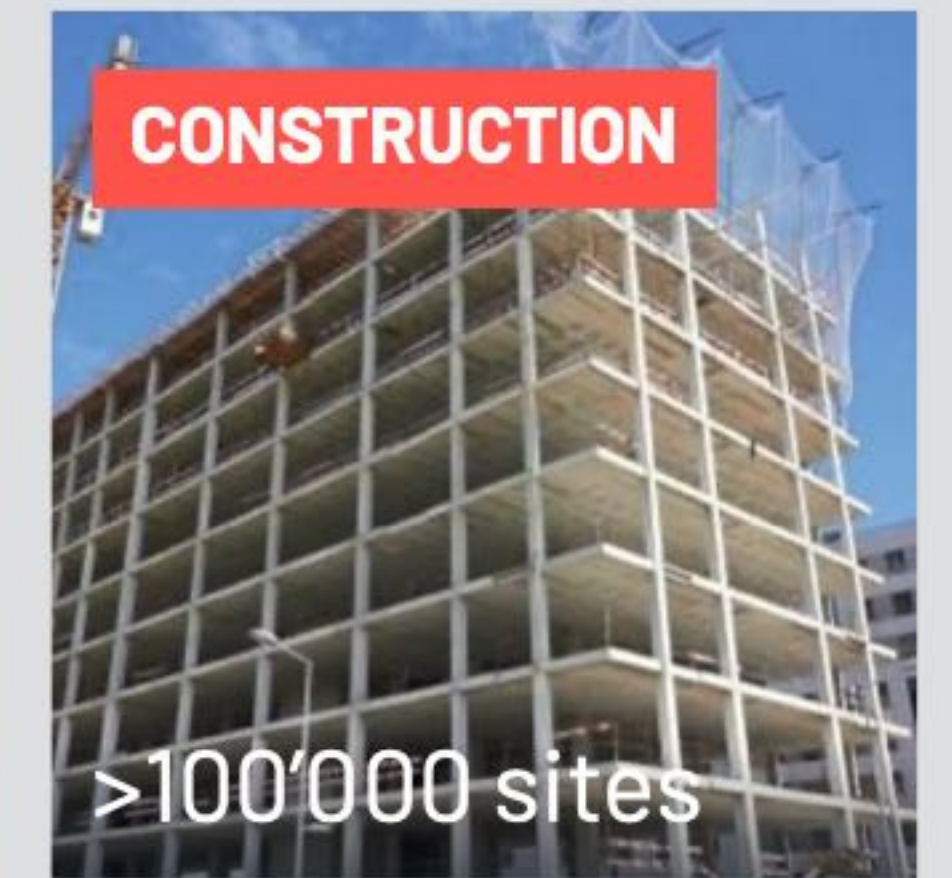
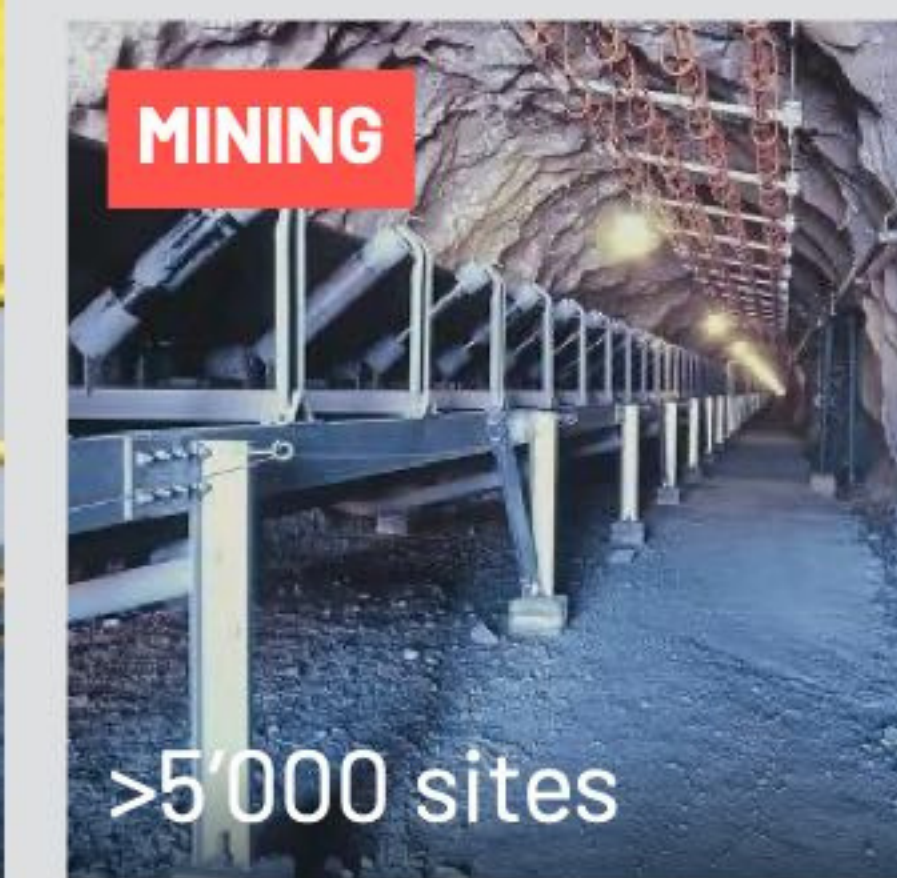
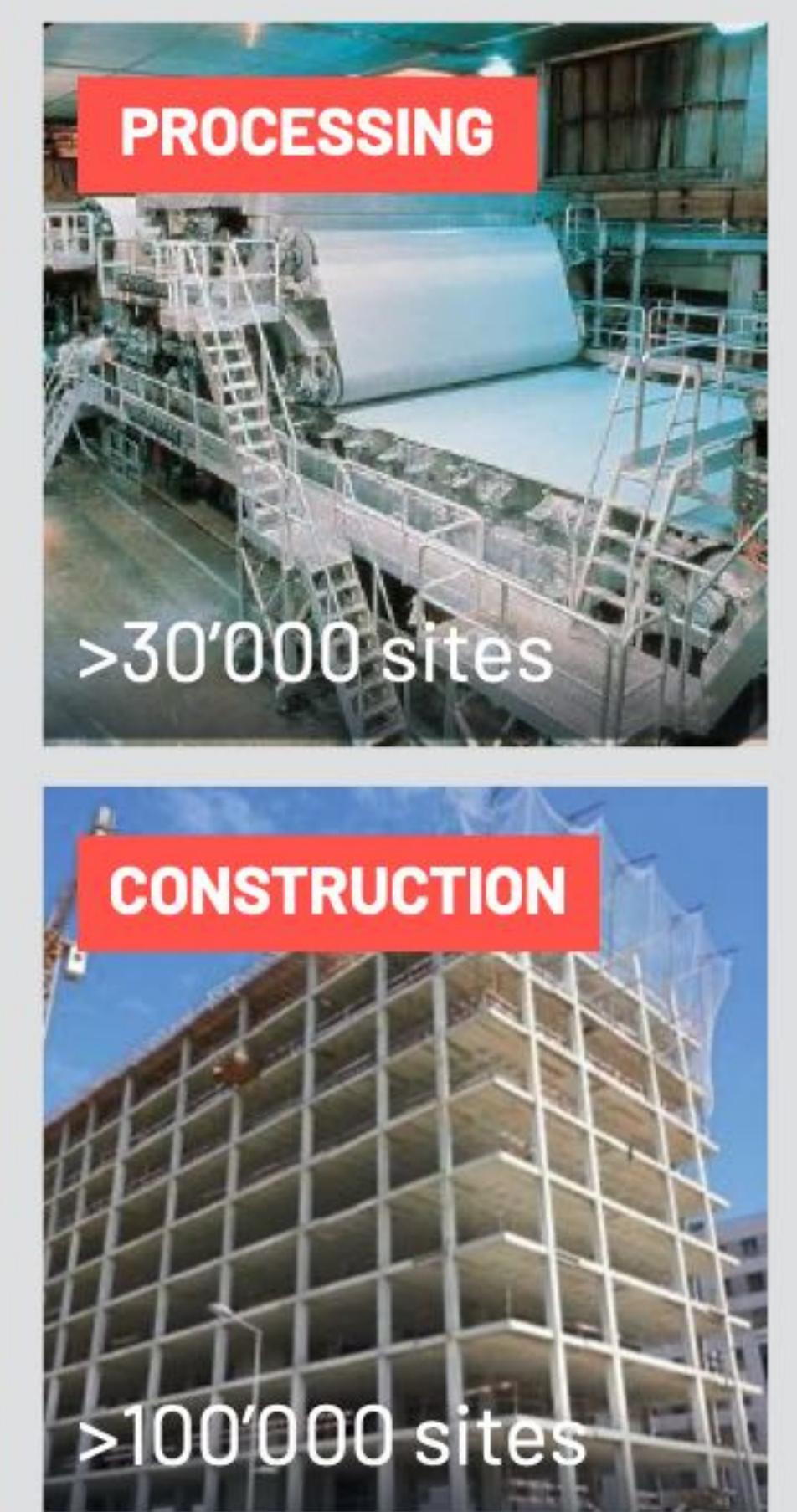
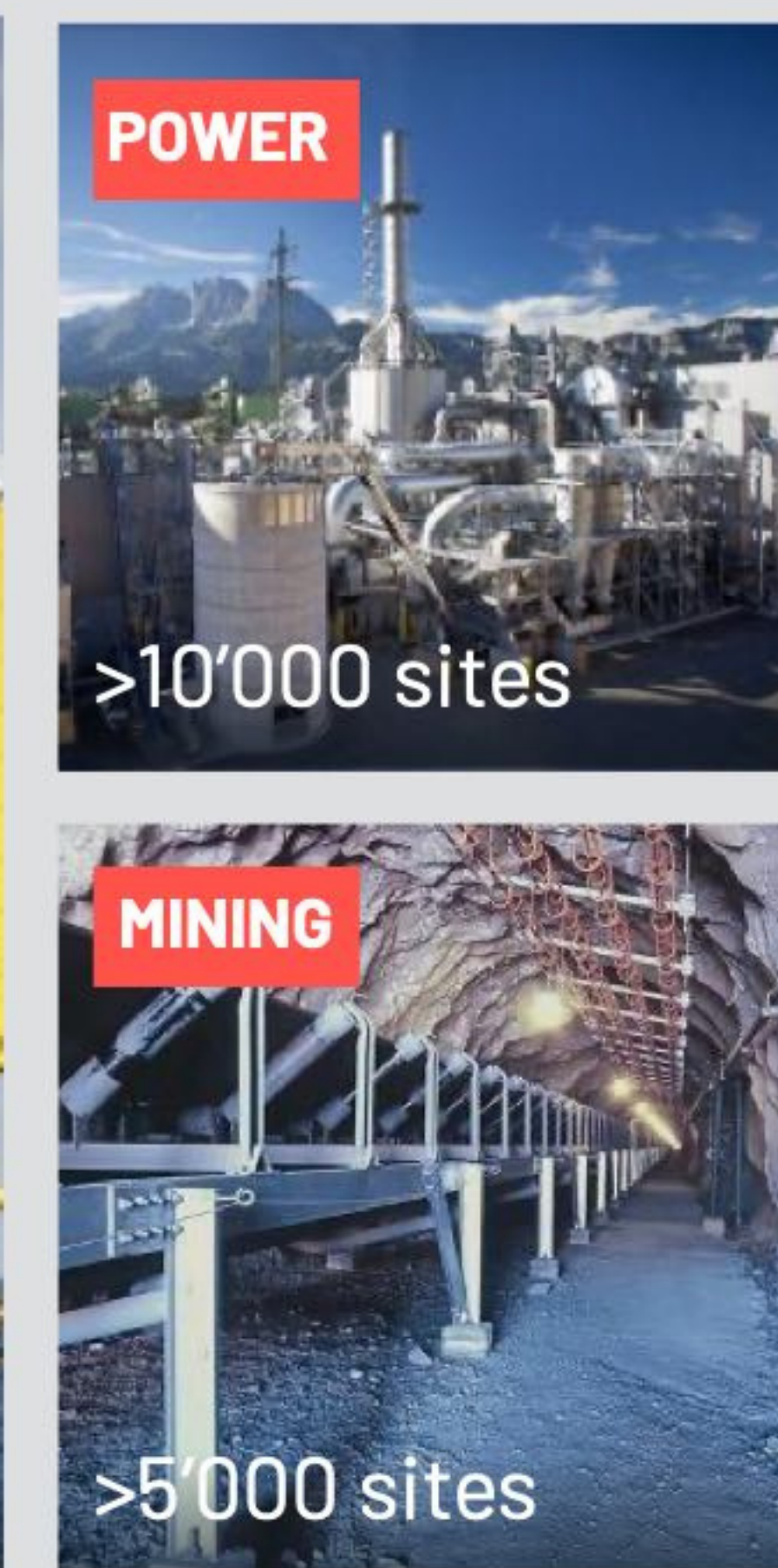
Mobile robotics market growing 20× from 2020 to 2030



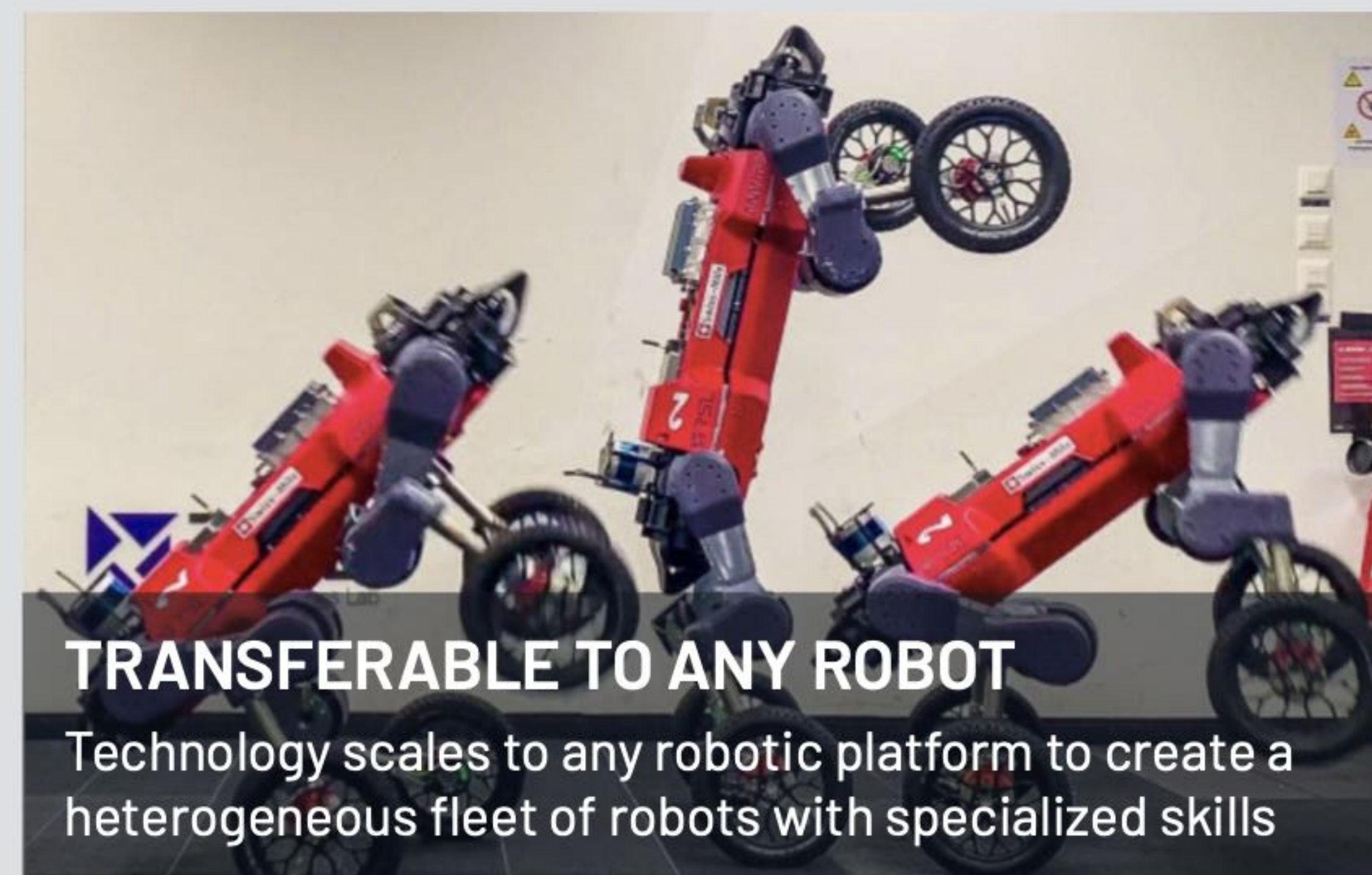
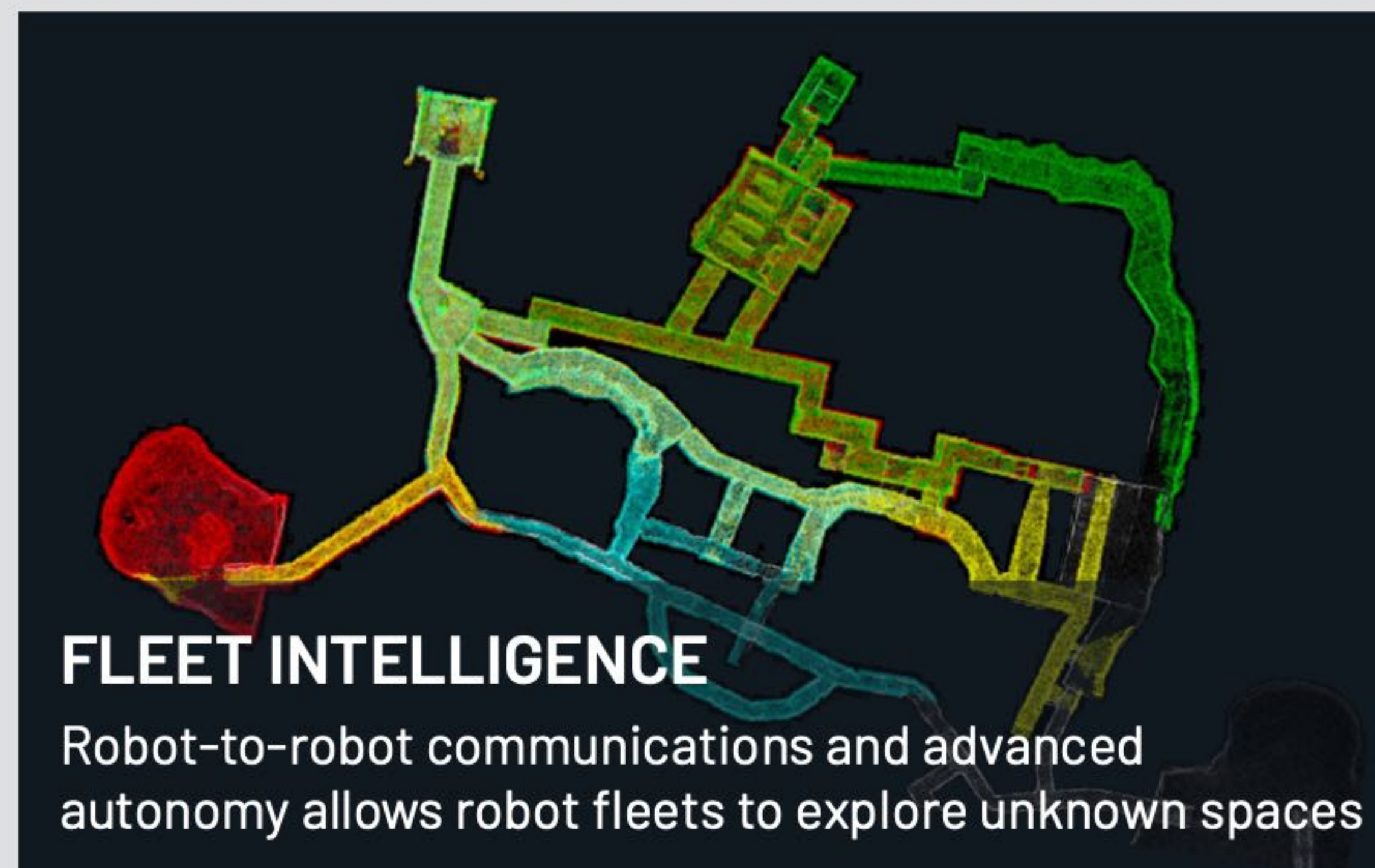
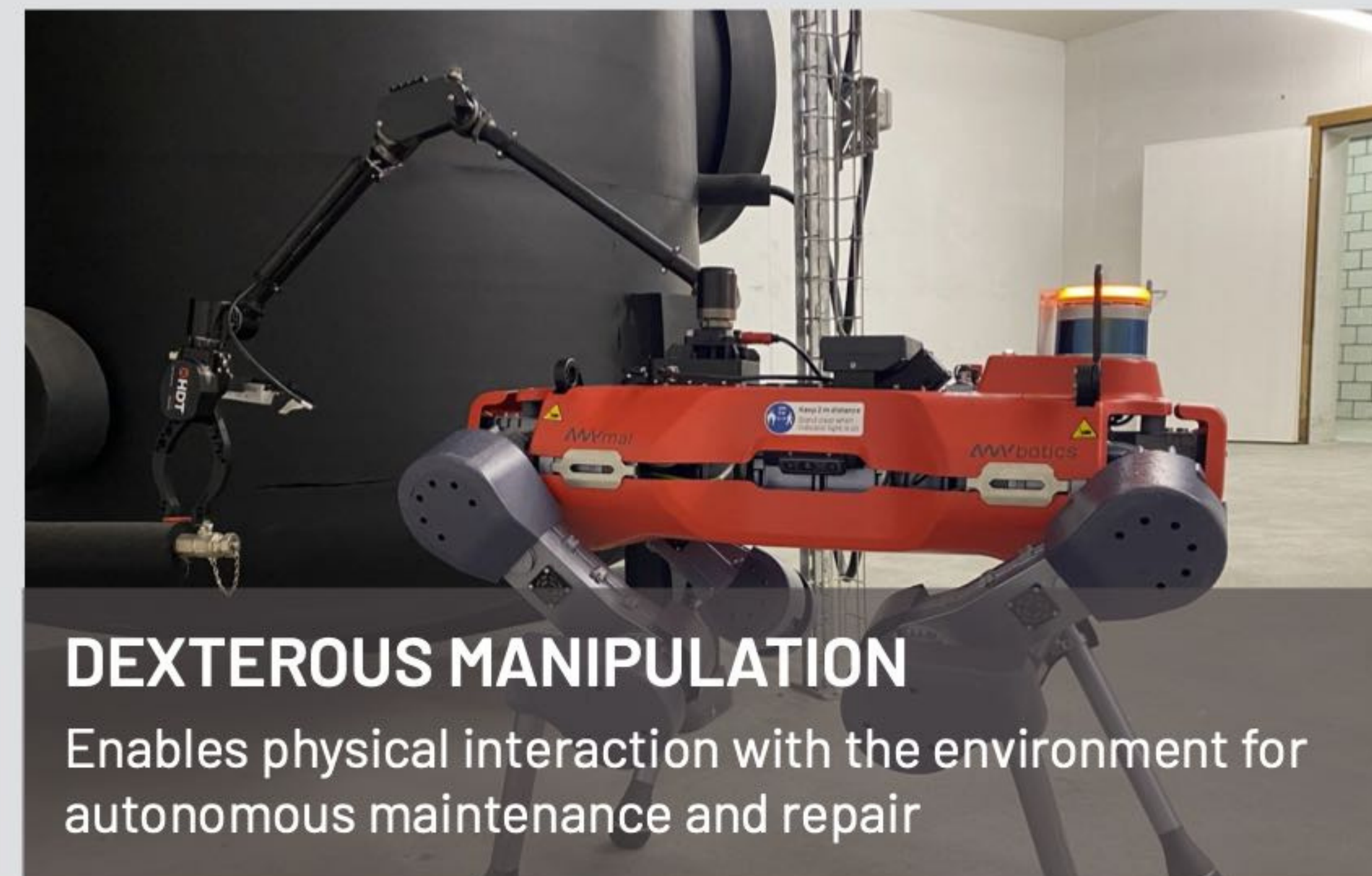
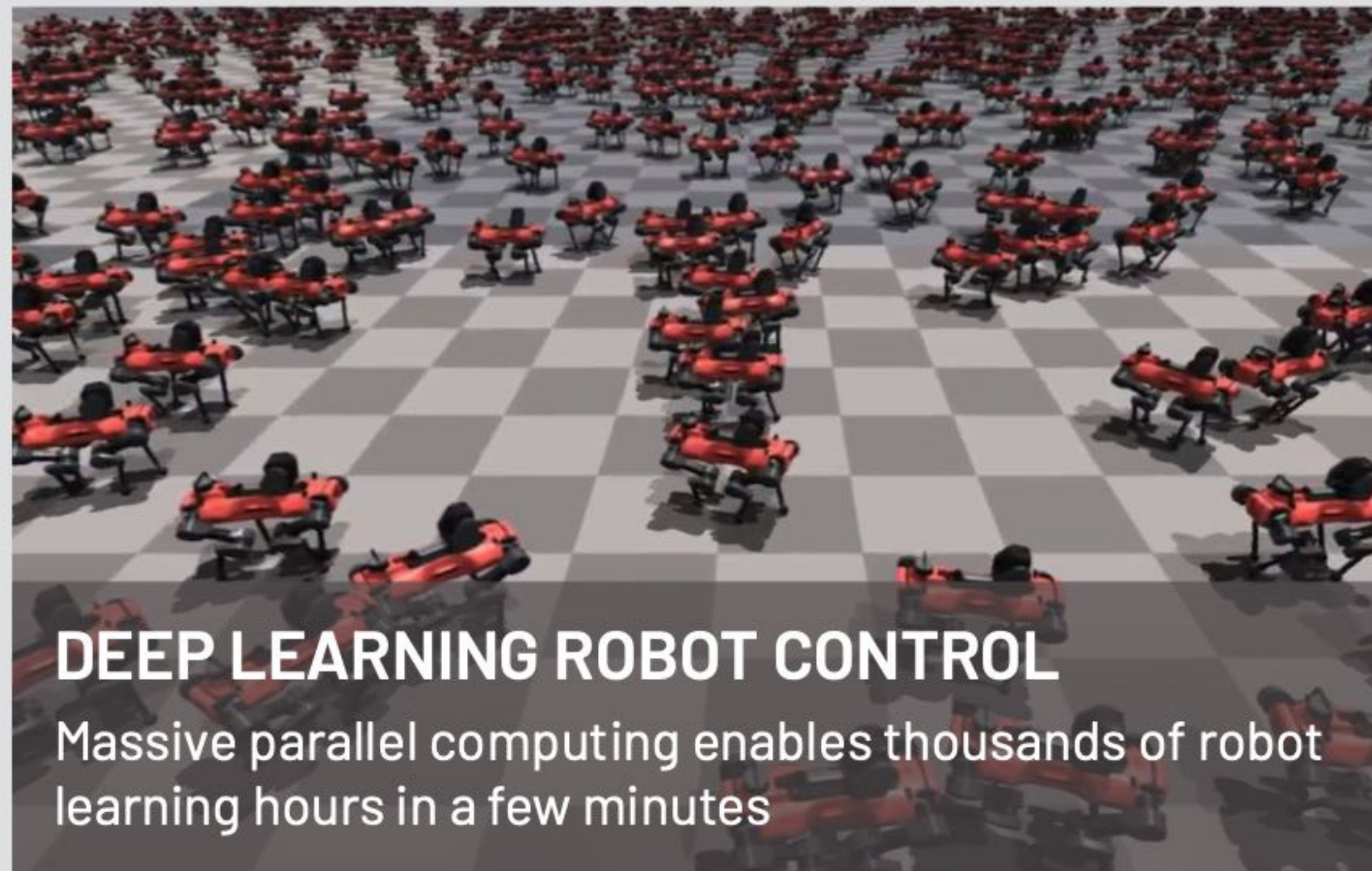
Market for autonomous inspection robotics

>\$ 30bn TAM

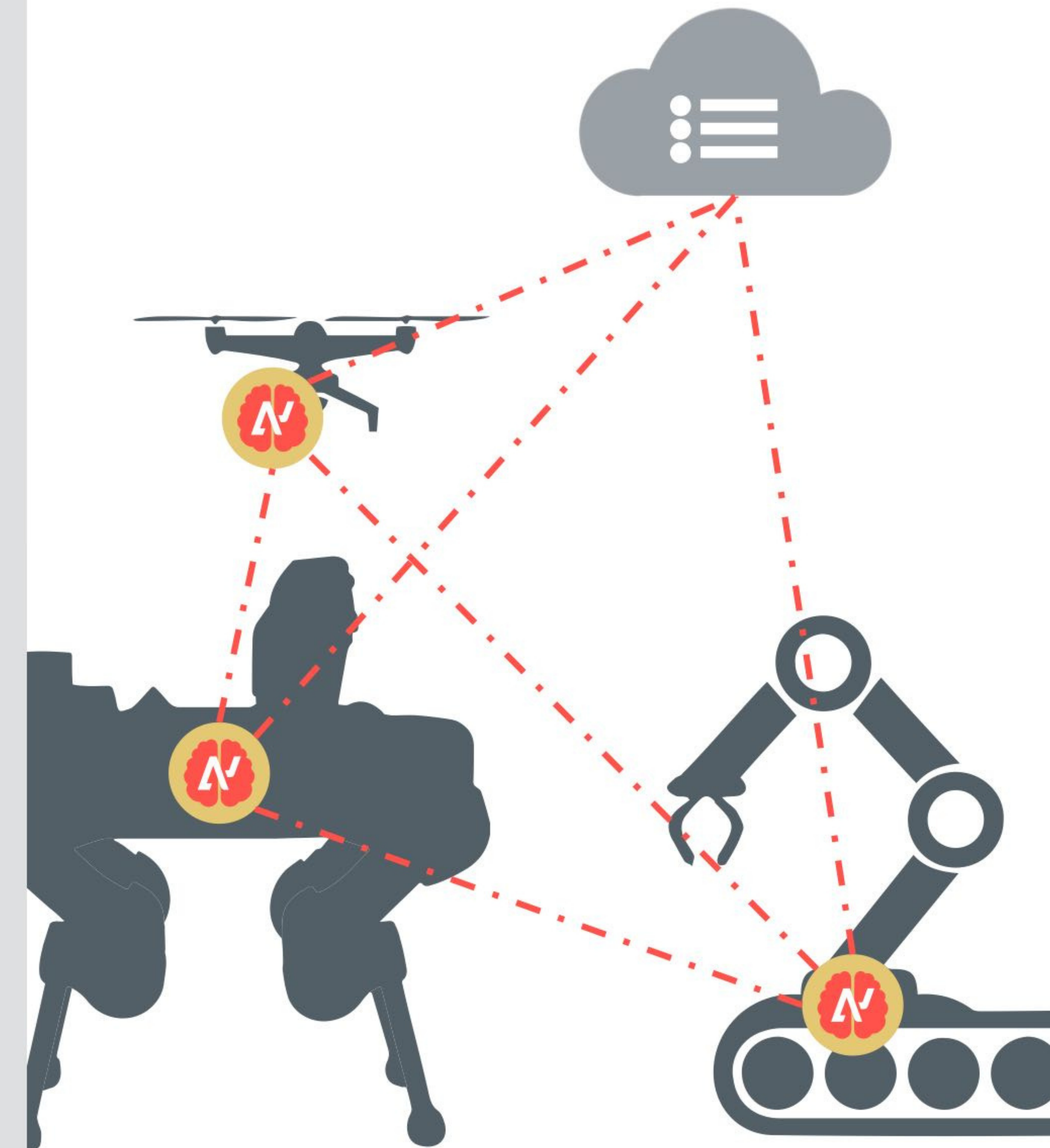
Based on 150'000 qualified sites in energy, chemicals, industrial processing and construction



ANYbotics develops a powerful artificial brain for autonomous mobile robots



ANYbotics develops the technology to power a connected fleet of autonomous robots



ANYmal is the platform of choice for world-leading researchers



ANYMAL RESEARCH NETWORK

Research institutions base their work on ANYmal to develop cutting-edge algorithms and novel applications



OPEN SOFTWARE ARCHITECTURE

Developers profit from the flexible and modular ANYmal software based on the open-source ROS framework



DARPA CHALLENGE WINNER

The winning team of the DARPA Subterranean Challenge built on the ANYmal platform for autonomous exploration

RESEARCH PARTNERS

ETH zürich



THE UNIVERSITY
of EDINBURGH



World-class team and company leadership

LEADERSHIP



Dr. Péter Fankhauser
CEO, Co-founder
Robotics PhD ETH Zurich, IMD,
12 years in robotics



Fredrik Isler
CFO
M.A. HSG, 9 years in M&A,
finance and HR



Enzo Wälchli
CCO
M.A. HSG, 10 years in B2B
strategy, marketing and sales



Martin Bühlmann
COO
EMBA HSG, 20 years in supply
chain, operations and quality



Dr. Robert MacKenzie
CTO Solutions
PhD ETH Zurich, 12 years scaling
high-growth tech companies



Dr. Mario Maurer
CTO Hardware
PhD ETH Zurich

TEAM

ANYbotics attracts world class talent and has one of the leading robotics teams in Europe

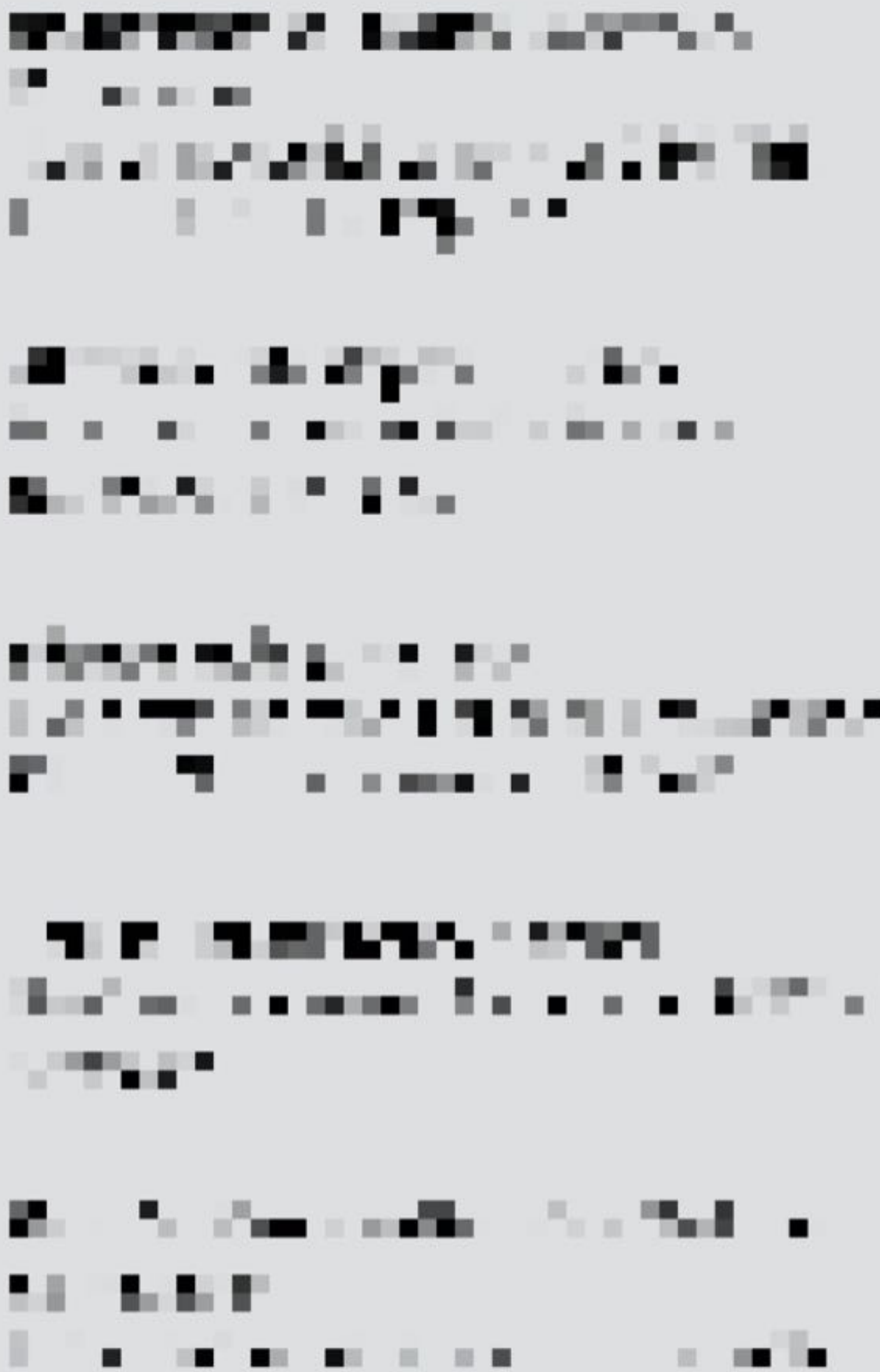
High-performance team
Lean, highly output-driven team of 90 FTE focused on development, marketing, sales and deployment

Robotic expertise
35% PhDs in R&D, graduates from leading universities

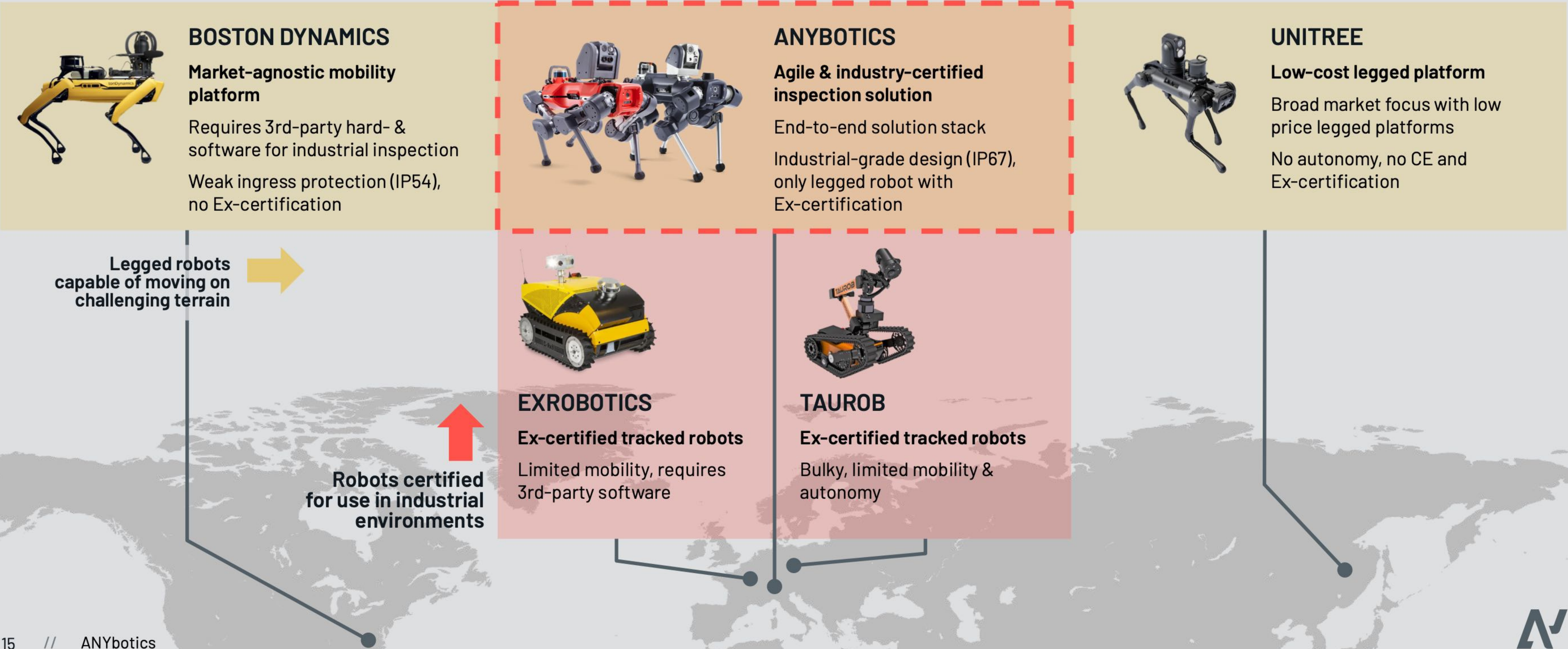
Awards
IEEE Product Innovation Award 2022, SPRINT Award 2021, Swiss Economic Forum Award 2020

Diverse industry backgrounds

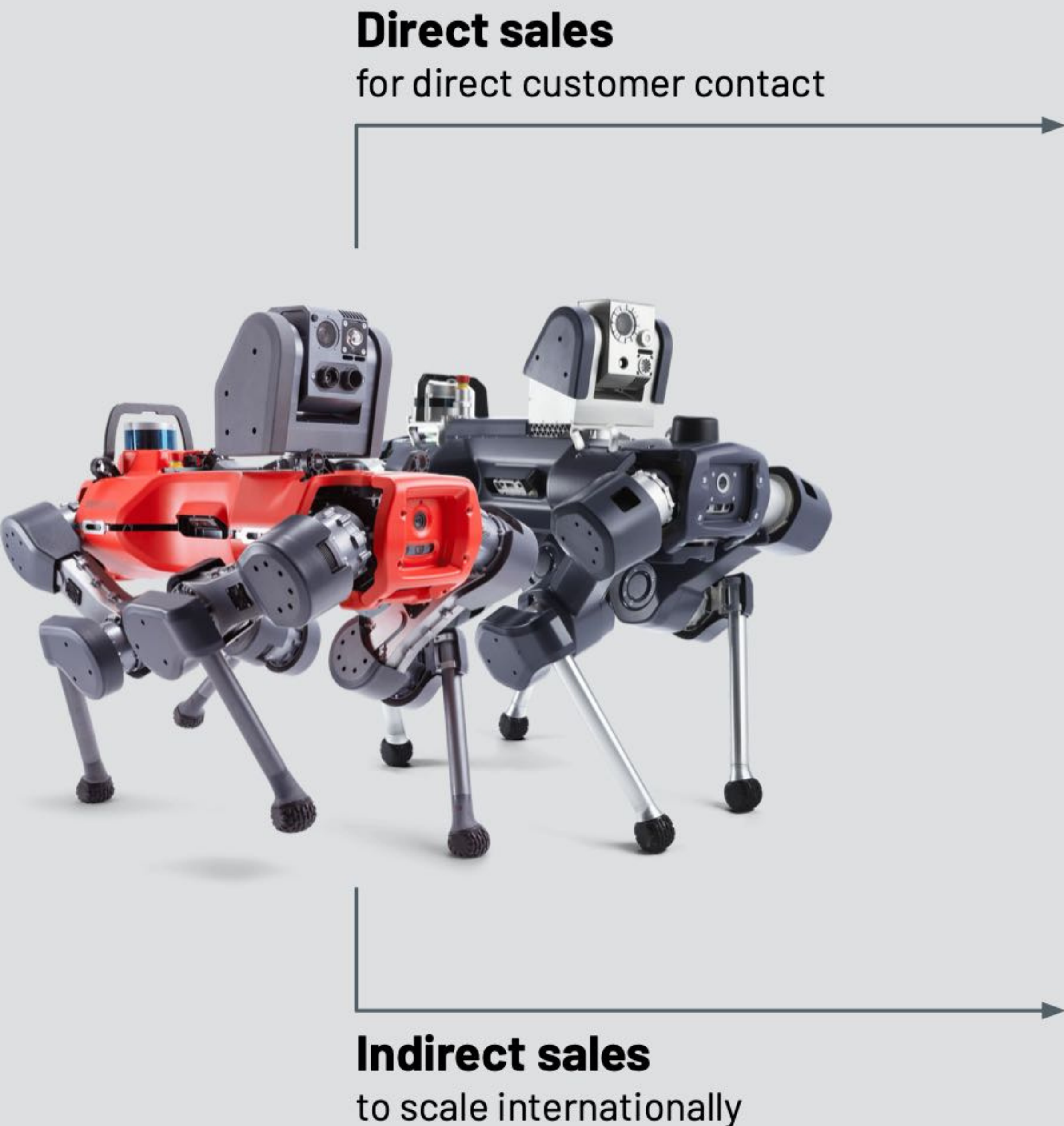
WORK



ANYmal is the leading inspection robot combining superior mobility & industrial-grade certification



Building on direct sales and scaling through sales partners



REVENUE MODELS

CAPEX & SaaS

- High upfront cost, low recurring revenue
- High customer acquisition cost
- High customer retention
- High customer loyalty

Robot-as-a-Service (RaaS)

- Monthly or quarterly recurring revenue
- Low customer acquisition cost
- Low customer retention
- Low customer loyalty

Provide additional inspection intelligence capabilities ("jobs to be done")

PARTNERSHIP MODELS

Local Reseller

- Resell our product as is
- Enhance closeness to customers
- Handle import, level 1 support & level 1 repairs



System Integrators

- Integrate robotics with own digital solutions
- Implement complex automation projects with multiple partners



Industrial service providers

- Include ANYmal in their I&M offering
- Global service partner, maximising customer plant uptime



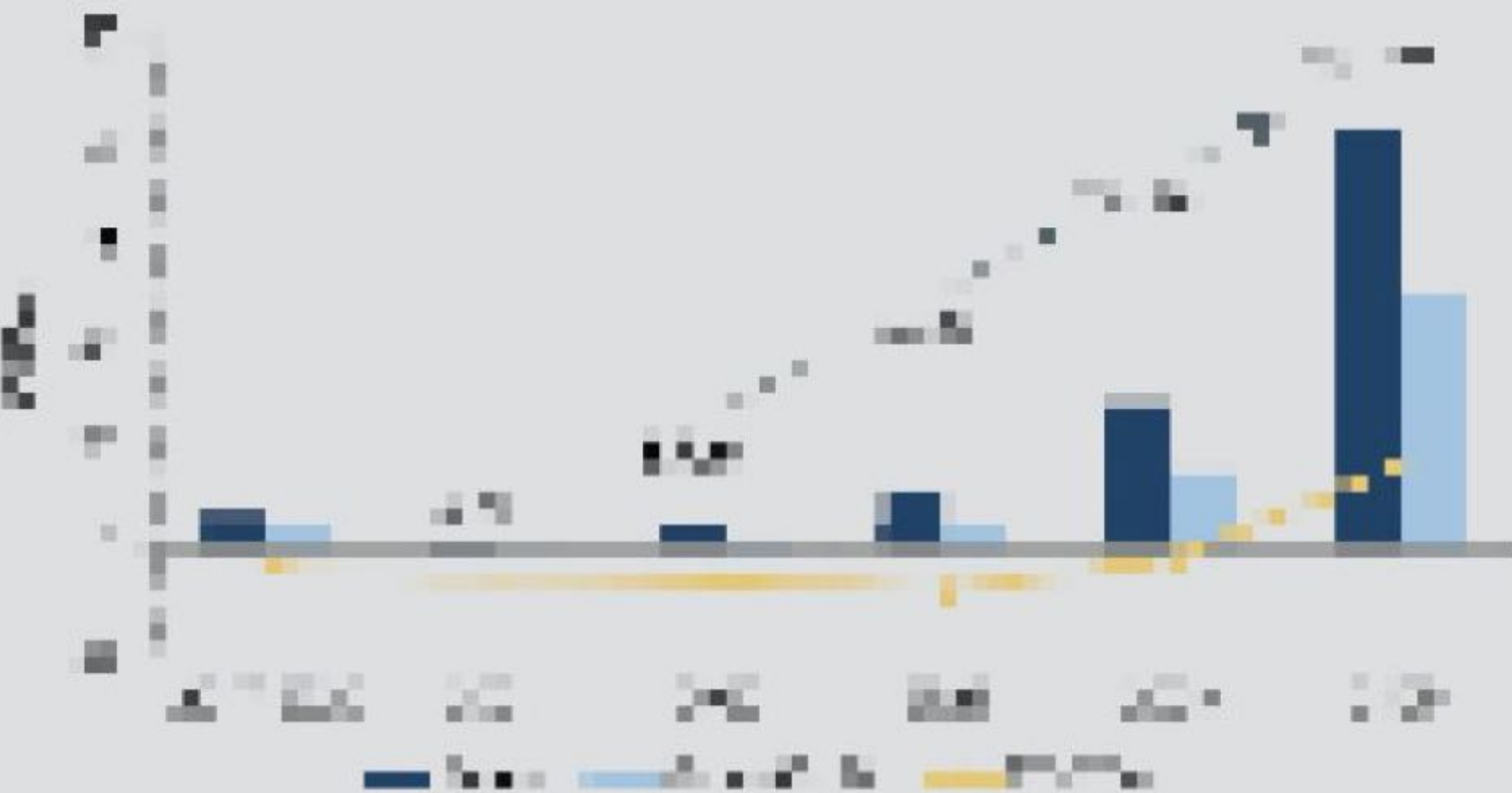
Greenfield partners

- Integrate ANYmal in facility design
- Make robotics core element of plants of the future



Strong growth plan fueled by Series B

SALES & PROFITABILITY



2023 sales growth of 150% driven by new product launches and expansion into new markets. Profitability increased by 100% due to operational efficiencies and higher margins.

Revenue of 10M in 2023, up from 4M in 2022. Gross profit margin improved from 50% to 60%.

Operating expenses decreased by 20% while revenue grew by 150%.

Net income of 5M in 2023, up from 2M in 2022.

CAPEX



CAPEX increased by 800% over the four-year period, reflecting significant investment in infrastructure and equipment.

Investment in R&D increased by 50% in 2023, totaling 2.5M.

Investment in marketing increased by 30% in 2023, totaling 1.5M.

Investment in sales and distribution increased by 20% in 2023, totaling 0.5M.

SERIES B FUNDRAISING

Series B fundraising completed in Q3 2023, raising 10M in total.

- ✓ Strong demand for Series B shares, indicating high investor confidence.
- ✓ Series B fundraising completed ahead of schedule.
- ✓ Series B fundraising raised 10M, exceeding the target of 8M.



Milestones 2023

- Series A fundraising completed
- Series B fundraising completed
- Series C fundraising completed

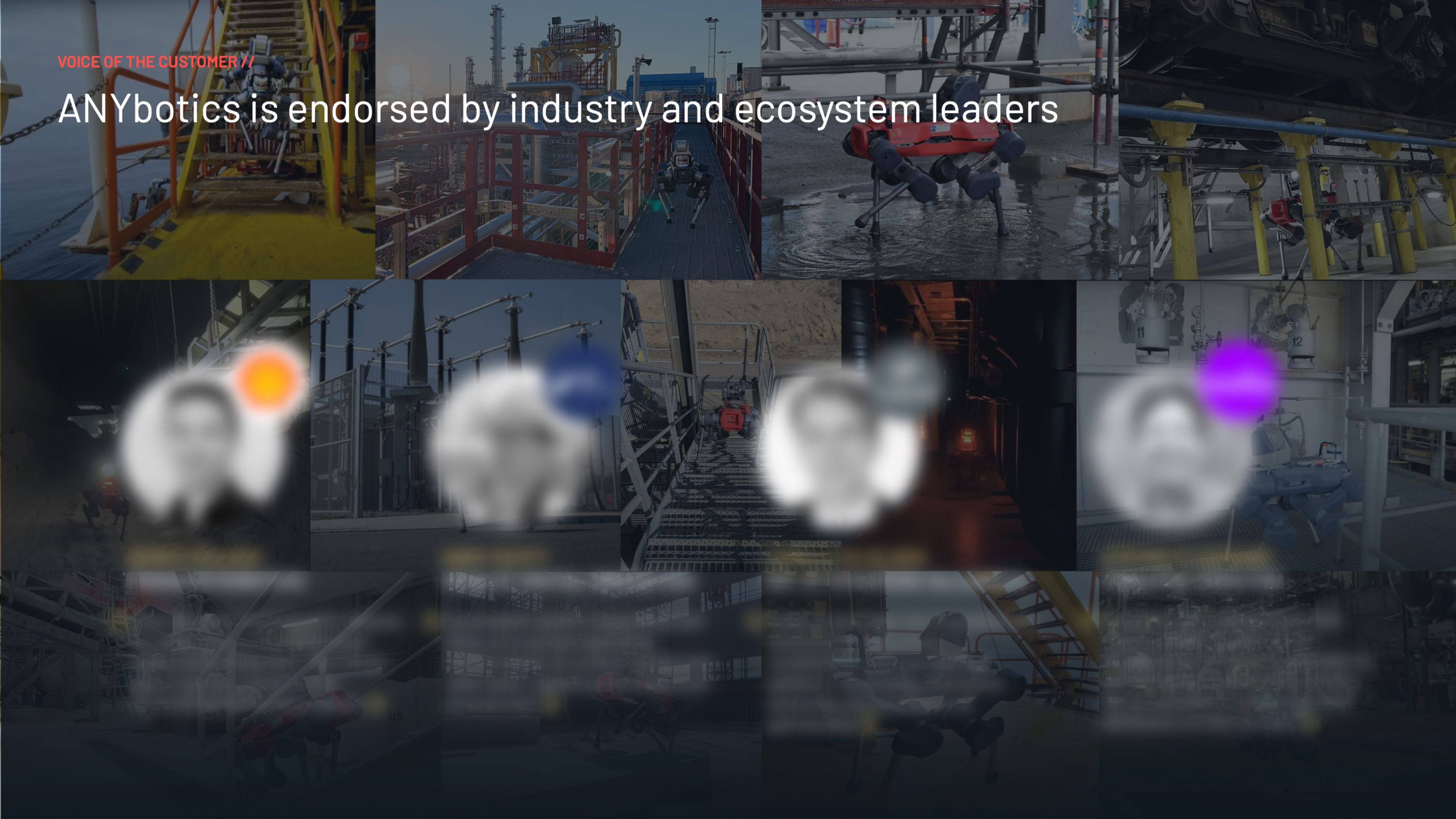
Milestones 2024

- Series D fundraising completed
- Series E fundraising completed
- Series F fundraising completed



VOICE OF THE CUSTOMER //

ANYbotics is endorsed by industry and ecosystem leaders





Thank you!

ANYbotics AG
www.anybotics.com



Péter Fankhauser
Co-Founder & CEO



Fredrik Isler
CFO

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