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Digital 360 Awards – April 2018



**LLU-Pilot** by DA-RT / Info Solution Spa

Confidential

# An introduction

THERE WAS A TIME IN WHICH PEOPLE DID NOT HAVE TO WORK FOR A LIVING....

In the Athens of Pericles, 40 thousands of citizens were pursuing happiness,

labor and manufacturing was covered by 250 thousands slaves

# An introduction

SINCE THE INDUSTRIAL REVOLUTION, THINGS CHANGED...

Life is work centric

People have to work to live, everything is based on

- ▶ Speed
- ▶ Precision

# An Introduction

## THE NEXT FUTURE

Smart Machines will take care of speed and precision.

People will get back to

- ▶ Creativity (producing wealth)
- ▶ Study (producing learning)
- ▶ Play (producing wellbeing)

# Vision

## THE NEXT FUTURE

In transportation and other vehicles...

Autonomous guidance systems will

- ▶ Drive your car while you're doing something else
- ▶ Drive tractors while you increase quality & productivity
- ▶ Drive vehicles in hazardous places while you're safely away
- ▶ ...

# The Product

## LLU PILOT: our future

Top Class Performer (fastest pilot on small dimensions)

Scalable on small/big, slow/fast vehicles

High Value Delivered, High Profitability (low COGS)

Patent Pending (EPO search report totally positive)



**BOXED**

# Business Phases

- ▶ Actual Phase: Seed (completed)
  - Development ✓
  - Patent filing ✓
  - First Applications ✓
- ▶ Startup Phase: first round of funding
  - Manufacturing startup
  - International Sales startup
  - IP protection for not covered foreign countries
- ▶ Growth Phase:
  - Expansion to mass market



**BOXED**

# Actual Applications



Assisted guidance for bed mover  
(see [kedos-mit.com](http://kedos-mit.com))



Autonomous rover for patrolling  
(see [da-rt.com](http://da-rt.com))



QUAD (demo) for  
high speed applications

# Startup Markets



## Smart Farming

200 identified customers  
350,000 tractors worth



## Material Handling

120 identified customers  
400,000 Machines worth

# Growth Markets



Automotive



Disability assistance



Cleaning machines

# Financials 1/2

Phase: Startup

Target Markets: Smart Farming, Material Handling

Time Frame: 3 years

Break Even: 150 units sold/year

Year	Unit Price(€)	Units Sold	Revenues(€)	
1	15,000	100	1,500,000	
2	13,000	500	6,500,000	
3	11,000	1,000	11.000.000	

# Financials 2/2

Phase: growth

Expansion to: Automotive, Cleaning Equipment, Healthcare

Time Frame: 3 years

Year	Unit Price(€)	Units Sold	Revenues(€)	
1	4,000	10,000	40,000,000	
2	3,500	20,000	70,000,000	
3	3,000	50,000	150,000,000	

# First Round of Funding

## Startup Phase

### Activities

- ▶ Manufacturing startup
- ▶ International Sales startup
- ▶ IP protection for not covered foreign countries
- ▶ Opex for production

# THANKS

## Contacts

Gaetano Moschetto

[g.moschetto@da-rt.com](mailto:g.moschetto@da-rt.com)

+39 3486502065

Giovanni De Salvo

[g.desalvo@da-rt.com](mailto:g.desalvo@da-rt.com)

+39 348 7427660

[www.da-rt.com](http://www.da-rt.com)