# Waybot Robotics

# CLEAN SMARTER, NOT HARDER

AUTONOMOUS ROBOTS FOR PROFESSIONAL CLEANING
WITH DISTRIBUTED PRODUCTION AT GLOBAL SCALE



# WE DESIGN AND MANUFACTURE AUTONOMOUS ROBOTS FOR PROFESSIONAL CLEANING OF COMMERCIAL AND PUBLIC SPACES.




WAYBOT’S AUTONOMOUS CLEANING ROBOTS RECEIVED OFFICIAL RECOGNITION AND ENDORSEMENT FROM THE PRESIDENT OF THE RUSSIAN FEDERATION, VLADIMIR PUTIN, DURING THE "STRONG IDEAS FOR A NEW TIME" FORUM IN JULY 2025.

INTERNATIONAL TEAM OF 15 ROBOTICS ENGINEERS, AI SPECIALISTS, AND GROWTH PROFESSIONALS

SKOLKOVO INNOVATION CENTER RESIDENT (MOSCOW)

SUPPORTED BY GOVERNMENT INNOVATION PROGRAMS AND PRIVATE INVESTORS

PROVEN COMMERCIAL DEPLOYMENTS ACROSS LARGE FACILITIES

READY TO SCALE INTO THE MENA AND EUROPEAN REGION THROUGH HUB71

# CLEANING MARKET TRENDS

**$54B**

GLOBAL MARKET SIZE BY 2030
CAGR 15.6% — SIGNIFICANTLY ABOVE ADJACENT AUTOMATION MARKET BENCHMARKS

**$1,13B**

MENA MARKET SIZE BY 2030
CAGR 26% — KEY GROWTH AREA

**40%**

LABOUR COST GROWTH
DRAMATIC INCREASE IN CLEANING COSTS ACROSS KEY SALES MARKET OF WAYBOT (RUSSIA)

**35%**

SKILLED CLEANING LABOR GAP IN EUROPE, RUSSIA, MENA

**25%**

CLEANING COST SAVINGS WITH ROBOTICS.

# THE PROBLEMS WE SOLVE

# SOLUTION: CLEANING ROBOTS

| | | | |
|---|---|---|---|
| WORKER SHORTAGES/ DEPENDENCE ON MIGRANT LABOR | RISING LABOR COSTS (TAXES AND REGULATORY CHANGES) | REDUCE MANUAL LABOR DEPENDENCY BY 20–50% | LOWER OPEX BY 20–40% |
| HIGH STAFF TURNOVER (UP TO 60% ANNUALLY IN SERVICE SECTORS) | TRAINING & ADAPTATION COMPLEXITY | HIGH-QUALITY CLEANING — LOWER HR COSTS | 2–3X HIGHER AREA COVERAGE PER SHIFT |
| TRICT HYGIENE STANDARDS (MALLS, AIRPORTS, HOSPITALITY) | SMART CITY & SMART BUILDING DIGITALIZATION REQUIREMENTS | CONSISTENT 100% ROUTE-BASED CLEANING PERFORMANCE | FULL ANALYTICS & INTEGRATION WITH BMS / IOT / SMART CITY SYSTEMS |

# CLEANBOTICS MODELS AVAILABLE



## CLEANBOTICS 400 PRO

COMPACT MULTIFUNCTIONAL CLEANING MACHINE DESIGNED FOR MEDIUM-SCALE CLEANING



## CLEANBOTICS 600

DESIGNED FOR CLEANING LARGE COMMERCIAL AND OFFICE SPACES

# MODELS IN DEVELOPMENT




## CLEANBOTICS 900

DESIGNED FOR CLEANING HIGHTRAFFIC WAREHOUSE AND INDUSTRIAL FACILITIES



## CLEANBOTICS SKYSCRAPER

SYSTEM FOR CONTACTLESS CLEANING OF BUILDING FACADES WITH A LIFTING HEIGHT OF UP TO 100 METERS.

# COMPETITIVE ANALYSIS

| MODELS / FEATURE | CLEANBOTICS 600 | NOBLE LIFT ANB 510 | VIGGO SC50 PLUS |
|---|---|---|---|
| FUNCTIONS | VACUUMING, SWEEPING, WET CLEANING (BRUSHES & PADS) | SWEEPING AND WET CLEANING | SWEEPING AND WET CLEANING |
| CLEANING SPEED | 1,000 – 2,300 M²/H | UP TO 2,570 M²/H | 1,800 M²/H |
| CLEANING WIDTH | 60 CM | 51 CM | 50 CM |
| FRESH WATER TANK | 60 L | 50 L | 42 L |
| DIRTY WATER TANK | 65 L | 50 L | 30 L |
| OPERATING TIME | 4 H PER CHARGE | 6 H PER CHARGE | 2,5 H PER CHARGE |
| CHARGING TIME | 1 H (FAST CHARGE) | 4 H | 3 H |
| USER INTERFACE | DETACHABLE 11” TOUCHSCREEN WITH AUDIO | BUILT-IN 10.1” TOUCHSCREEN | REMOTE CONTROL |
| WEIGHT | 140 KG | 275 KG | 180 KG |
| DIMENSIONS (L×W×H) | 750 × 700 × 1000 MM | 1030 × 580 × 1045 MM | 800 × 700 × 1200 MM |
| PRICE | $28,000 (WITH DOCKING STATION) | $55,000 (WITH DOCKING STATION) | $30,000 (WITHOUT DOCKING STATION) |

# CLEANBOTICS REDUCES CLEANING COSTS

| POINTS / MODELS | AUTONOMOUS CONTROL | SERVICE COSTS PER YEAR | NUMBER OF STAFF RATES | OPERATOR'S SALARY | EQUIPMENT PRICE | COSTS PER YEAR |
|---|---|---|---|---|---|---|
| CLEANBOTICS 600 | ✓ | $1,500 | 0,1 | $5,000 | $28,000 | **$34,500** |
| NOBLE LIFT ANB 510 | ✓ | $1,200 | 0,1 | $5,000 | $55,000 | $61,200 |
| TENNANT T300 | – | $1,200 | 1 | $50,000 | $11,500 | $62,700 |

## FAST ROI

CLEANBOTICS 600 PAYS FOR ITSELF IN 6 MONTHS

LOWERS CLEANING COSTS BY 50%

# EXPERT TEAM

BEHIND WAYBOT STANDS A TEAM OF 15 ROBOTICS AND AI ENGINEERS WITH DEEP EXPERTISE IN THE FIELD.
EX. BOSCH REXROTH, CARNEGIE MELLON, NASA JPL AND GAUSSIAN ROBOTICS.
FOUNDER MAXIM OLEINIKOV IS AN ENTREPRENEUR WITH OVER 15-YEARS EXPERIENCE IN MANAGING TECHNICAL INNOVATIONS.



GAUSIUM

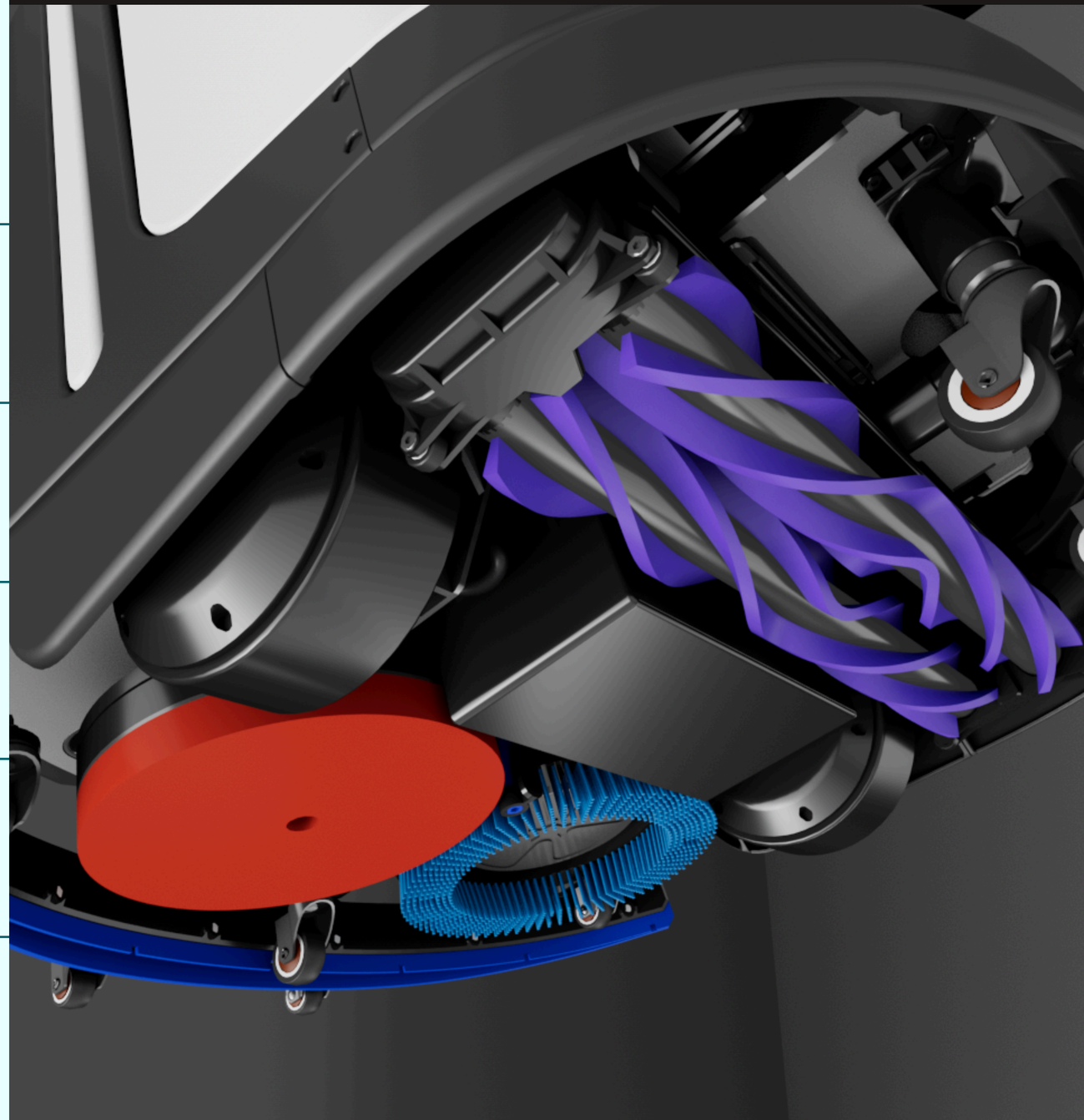
Carnegie Mellon University

NASA Jet Propulsion Laboratory California Institute of Technology

Rexroth Bosch Group

# INNOVATIONS

| | | |
|---|---|---|
| 1 | COMBINED CLEANING | UNIQUE WET AND DRY CLEANING CAPABILITY IN OUR SEGMENT |
| 2 | RAPID CHARGING | LIFEPO$_4$ BATTERIES FULLY CHARGED IN UNDER ONE HOUR |
| 3 | AI NAVIGATION | PROPRIETARY SLAM AND COMPUTER VISION ALGORITHMS |
| 4 | VOICE ASSISTANT | AI ASSISTANT FOR OPERATORS AND SYSTEM INTEGRATION |



# SLA 3D PRINTING ADVANTAGE

FIBERGLASS REINFORCEMENT ADDS DURABILITY, CREATING STRONGER, LONGER-LASTING COMPONENTS WITH UNMATCHED SPEED AND FLEXIBILITY.

## COMPLEX GEOMETRIES

NO COSTLY MOULDS REQUIRED FOR INTRICATE DESIGNS

## 20% MATERIAL SAVINGS

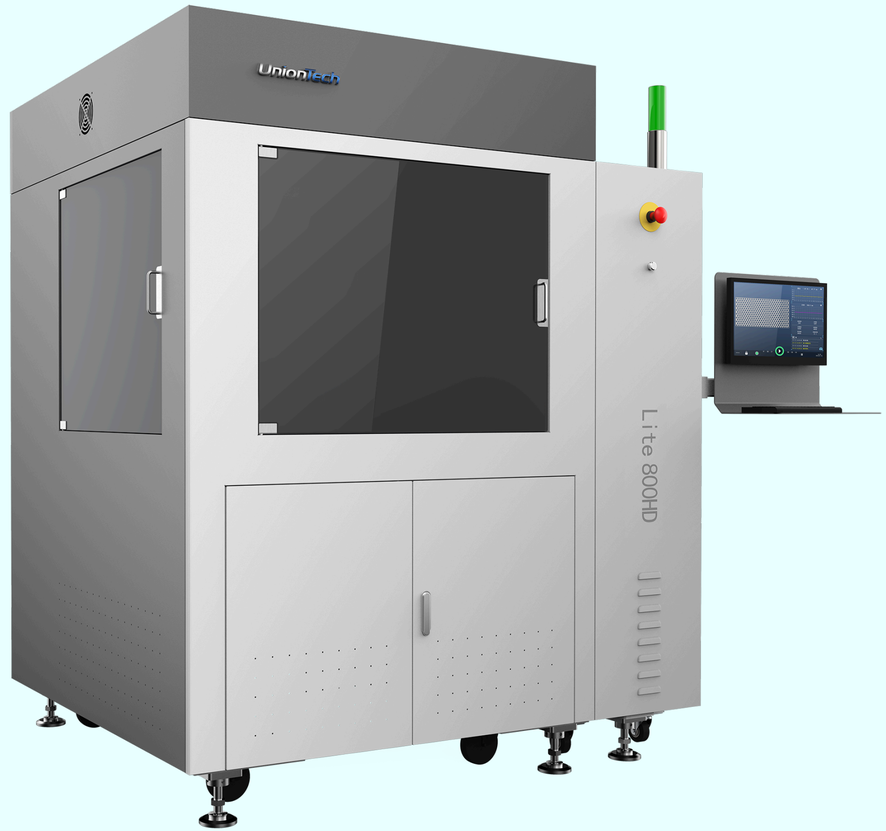
MINIMAL WASTE COMPARED TO TRADITIONAL METHODS

## 0.05MM PRECISION

EXCEPTIONAL ACCURACY FOR PERFECT COMPONENTS

## RAPID PROTOTYPING

QUICK CUSTOMISATION AND ITERATION CYCLES






# PROVEN MARKET SUCCESS

## CLEANBOTICS ALREADY WORKS HERE:

TATNEFT HEADQUARTERS IN KAZAN

ELIZOVO AIRPORT IN KAMCHATKA

NORNIKEL HEADQUARTER IN NORILSK

SKLIFOSOVSKY RESEARCH INSTITUTE FOR EMERGENCY MEDICINE AND MANY OTHERS

NOW WE ARE PLANNING PILOT PROJECTS IN EUROPE.

NORNICKEL

TATNEFT

# TRACTION

## CONTINUOUS DAILY INBOUND LEAD FLOW

**25+**
ROBOTS SOLD

**70,000 M²**
CLEANED DAILY ACROSS COMMERCIAL FACILITIES

**70%+**
PILOT-TO-SALES CONVERSION RATE

**100**
TRAINING & ADAPTATION COMPLEXITY

ONGOING DEAL WITH GAZPROM NEFT (STATE-OWNED ENERGY CORPORATION) – 4 ROBOTS. SCALABILITY OUTLOOK!



# INVESTMENT

## 2021

GRANT $22,200 FROM THE STATE INNOVATION SUPPORT FUND

## 2022

GRANT $22,200 FROM THE OZON ROBOTICS ACCELERATOR

## 2023

$55,500 TECHNOLOGY SCALE-UP SUBSIDY FROM THE SKOLKOVO FOUNDATION

## 2025

PRIVATE INVESTMENT $277,700 FROM THE AVTOMACON GROUP OF COMPANIES

## 2026

$72,200 SUBSIDY FOR DEMONSTRATIVE TECHNOLOGY IMPLEMENTATION FROM THE SKOLKOVO FOUNDATION (PRE-APPROVAL RECEIVED)

# HYBRID BUSINESS MODEL

## SALES & RENTALS

FLEXIBLE ROBOT ACQUISITION OPTIONS FOR ALL CLIENTS

## APPLE APPROACH

BUILDING AN INTEGRATED ECOSYSTEM OF HARDWARE + SOFTWARE + CLOUD + SERVICES



## SERVICE SUBSCRIPTIONS

ONGOING SUPPORT AND CONSUMABLES REVENUE

## TESLA APPROACH

RAPID ITERATION AND DIRECT-TO-CLIENT CHANNELS

SCALABLE AND SUSTAINABLE MODEL COMBINING APPLE'S INTEGRATED ECOSYSTEM APPROACH WITH TESLA'S RAPID ITERATION PHILOSOPHY.

# $2M INVESTMENTS

## WHAT WE'RE LOOKING FOR

EXPAND R&D AND SALES TEAM TO CERTIFY
THE PRODUCT, START SALES IN MENA AND EU,
AND SET UP LOCAL MICRO-MANUFACTURING UNITS



# GLOBAL EXPANSION ROADMAP

UNLIKE COMPETITORS RELYING ON CENTRALISED MANUFACTURING, WE'RE BUILDING LOCALISED OWNERSHIP ECOSYSTEMS WITH PRODUCTION, SERVICE, AND SUPPORT NEXT TO CUSTOMERS.

## COMING MONTHS

SETUP HQ IN ABU DHABI, CUSTOMER RESEARCH AND PILOT PROJECTS WITH LOCAL CUSTOMERS, FIRST SALES

## 1-2 YEARS

LOCAL HUBS AND FACTORIES ESTABLISHED IN KEY COUNTRIES

## 5 YEARS

GLOBAL NETWORK OF PRODUCTION AND SERVICE CENTRES WITH NEW MODELS AND VERTICALS





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