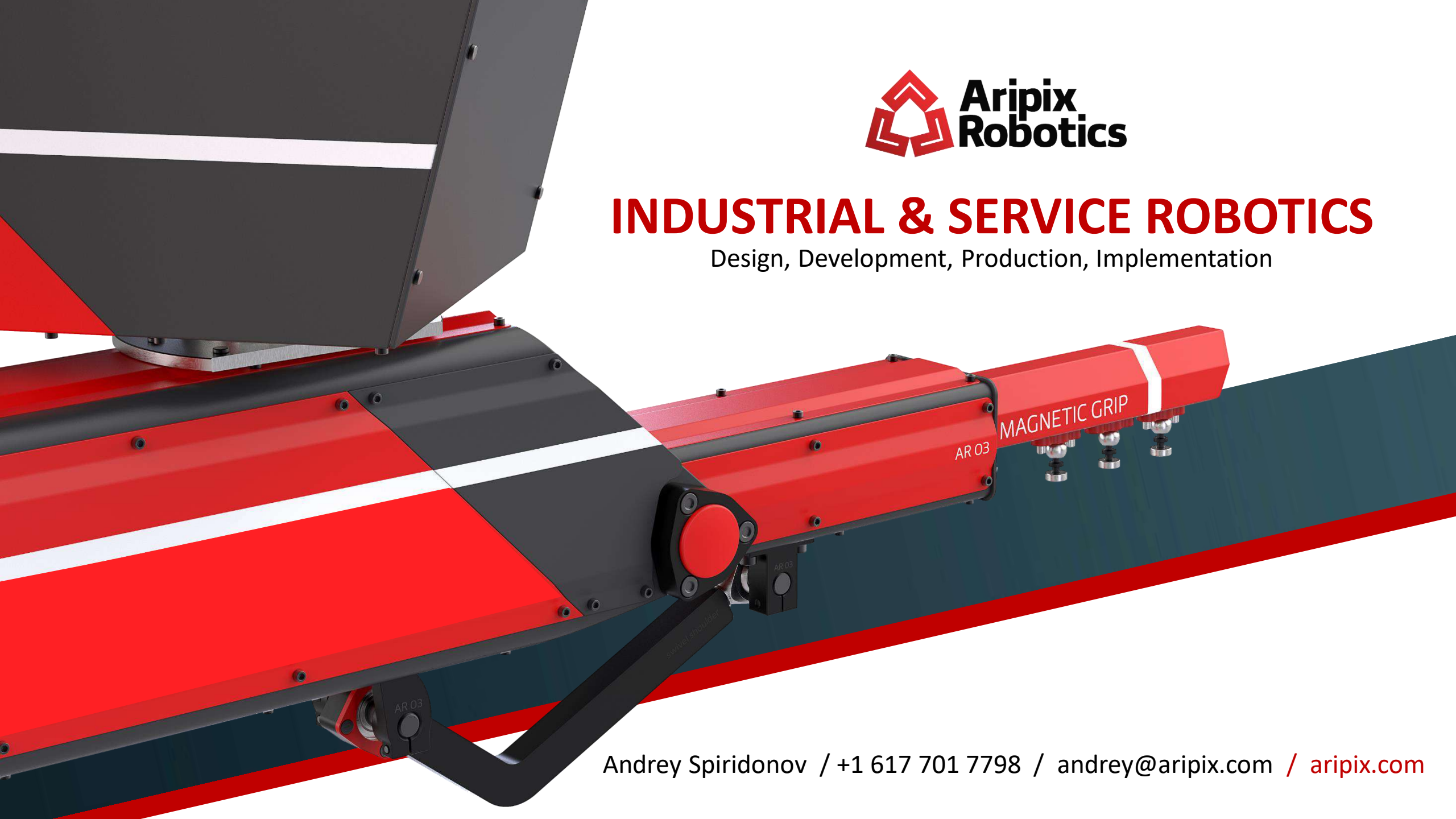




# INDUSTRIAL & SERVICE ROBOTICS

Design, Development, Production, Implementation



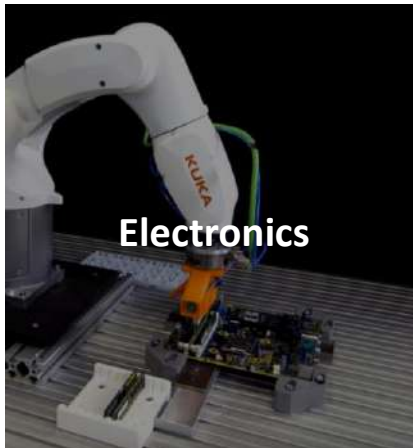
Andrey Spiridonov / +1 617 701 7798 / [andrey@aripix.com](mailto:andrey@aripix.com) / [aripix.com](http://aripix.com)

# THE **PROBLEM** WE SOLVE

## OUR ROBOTS WILL **REPLACE HUMANS**

in many manufacturing processes in the next 10 years

### Industries



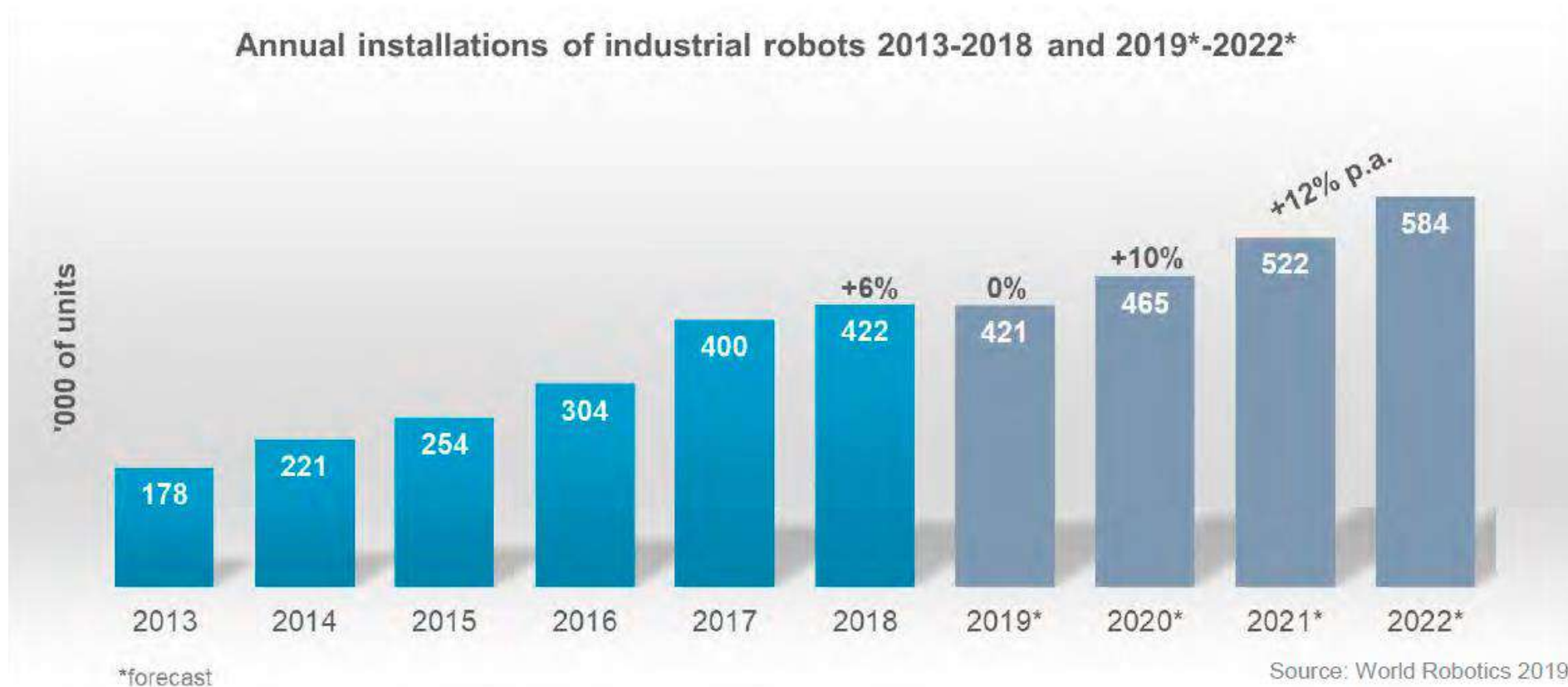
### Operations

1. Welding
2. Painting
3. Assembling
4. Marking
5. Testing and control
6. Electronics installation
7. Packing
8. Palletizing

# POSITIVE MEDIUM-TERM

## GROWTH EXPECTATIONS

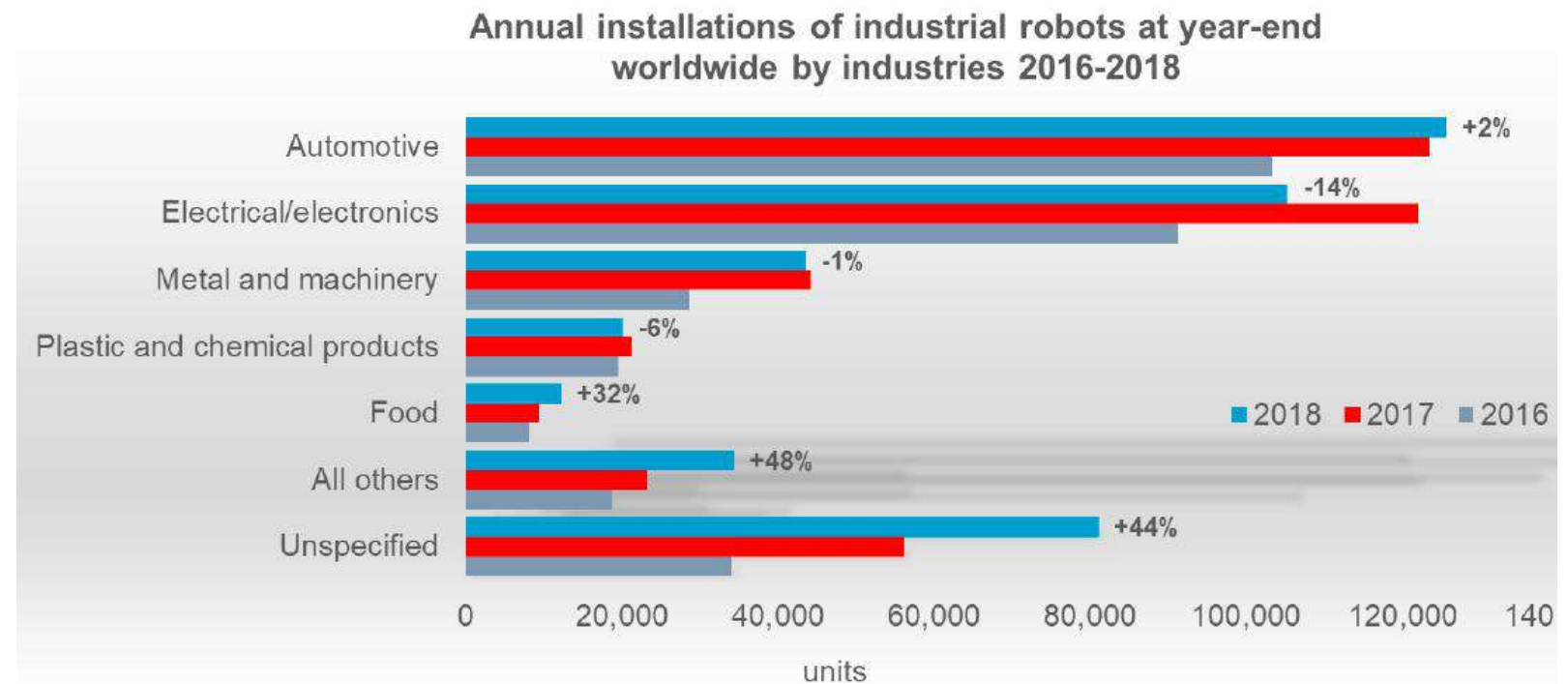
- In 2022: 584,000 units, +12% on average per year
- Annual global robotics turnover almost \$50 billion (robot systems including software & peripherals)
- In 2019–2022, 2 million new industrial robots will be installed in factories around the world.



# KEY DRIVERS FOR AUTOMATION

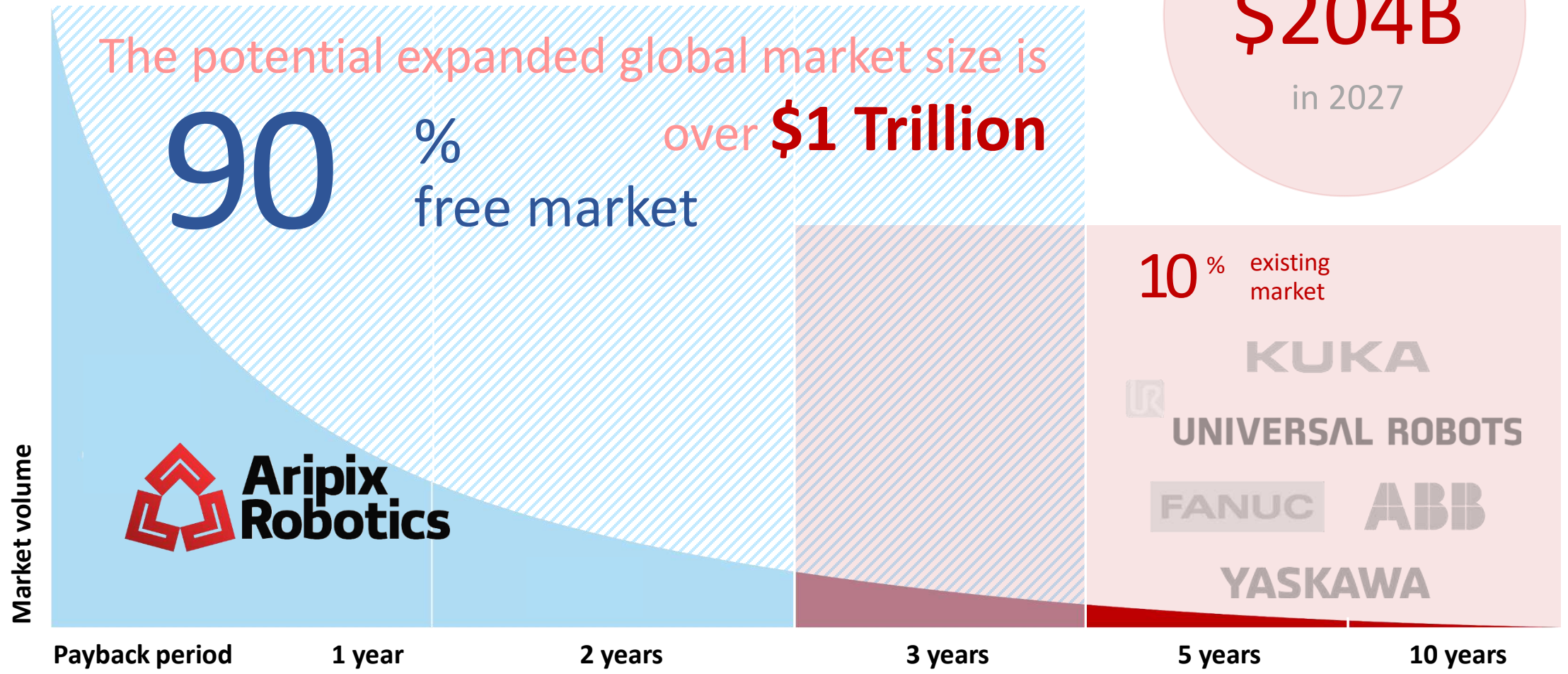
## MORE RELEVANT THAN EVER

1. Digitalization of manufacturing – Industry 4.0
2. Short life cycles of electronic products
3. Re-export of production
4. Manufacturing on demand. Customization.
5. Growing consumer markets
6. Automotive parts suppliers – more SME's will use robots
7. Continuously increasing demand for batteries, chips and displays
8. High turnover of people with associated labor shortages
9. Need to remove human errors. Demand for error-free manufacturing



# ROBOTS BLUE OCEAN

The absence of robots that pay off in **1–2 years** creates a huge market, much more than the existing one



TAM  
**\$204B**  
in 2027

10% existing market

**KUKA**

**UNIVERSAL ROBOTS**

**FANUC** **ABB**

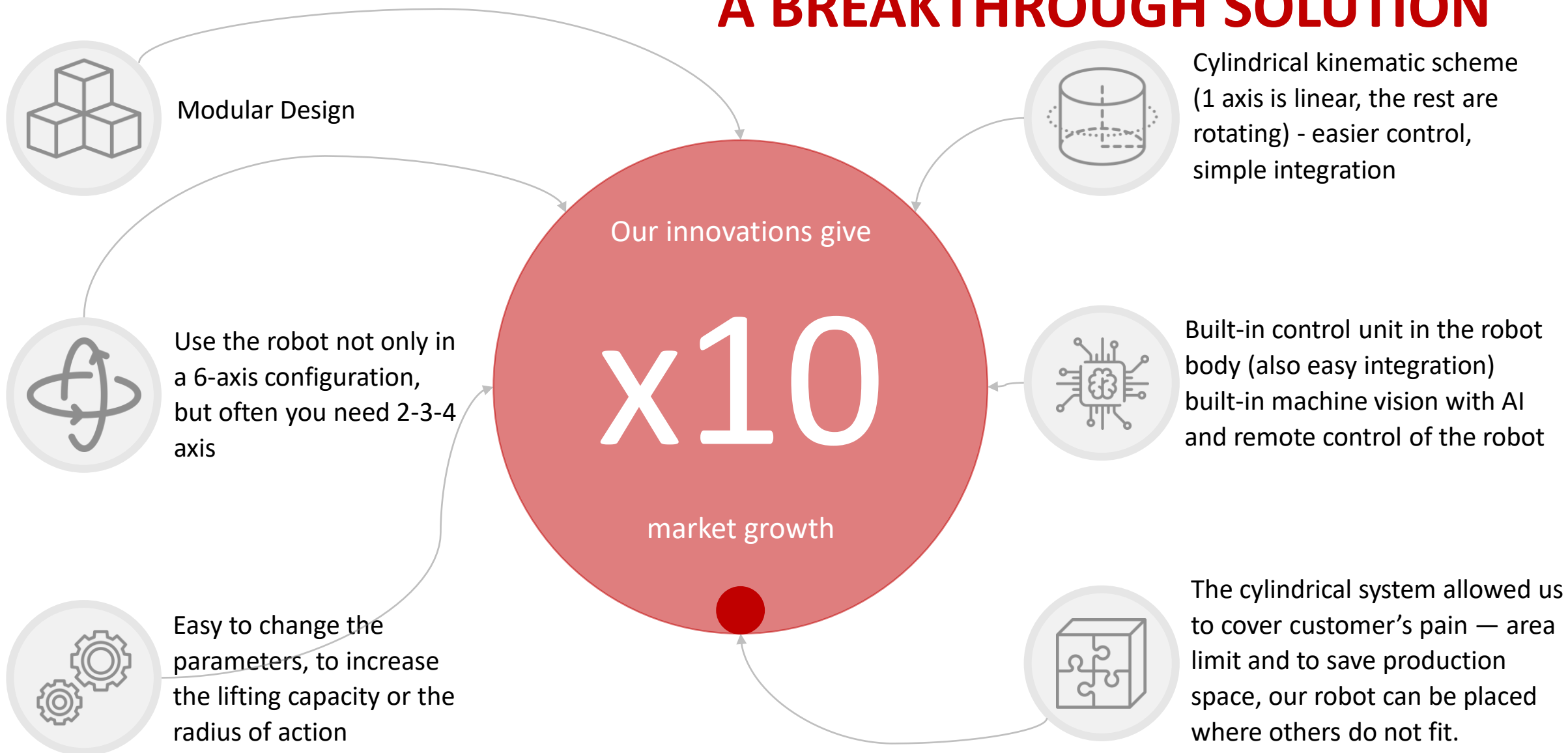
**YASKAWA**

Sources: Aripix Robotics estimate, marketstudyreport.com



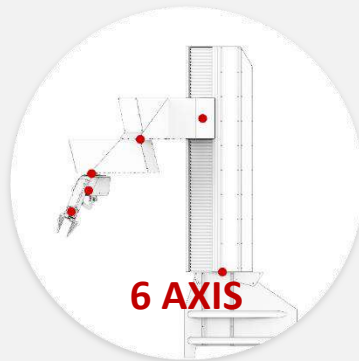
# SERIES OF INNOVATIONS GIVES

## A BREAKTHROUGH SOLUTION



# UNIVERSAL INDUSTRIAL ROBOT **ARIPIX A1**

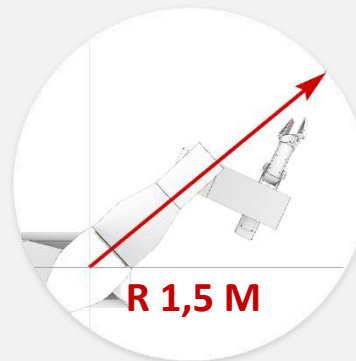
to automate and replace manual  
labor in factories



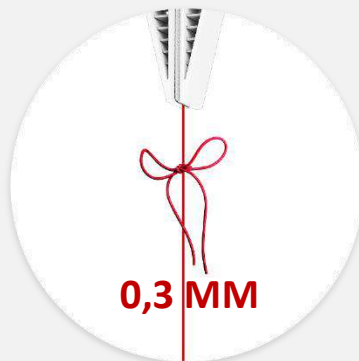
Degrees of freedom



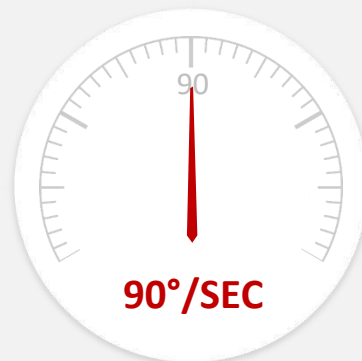
Load  
capacity



Range



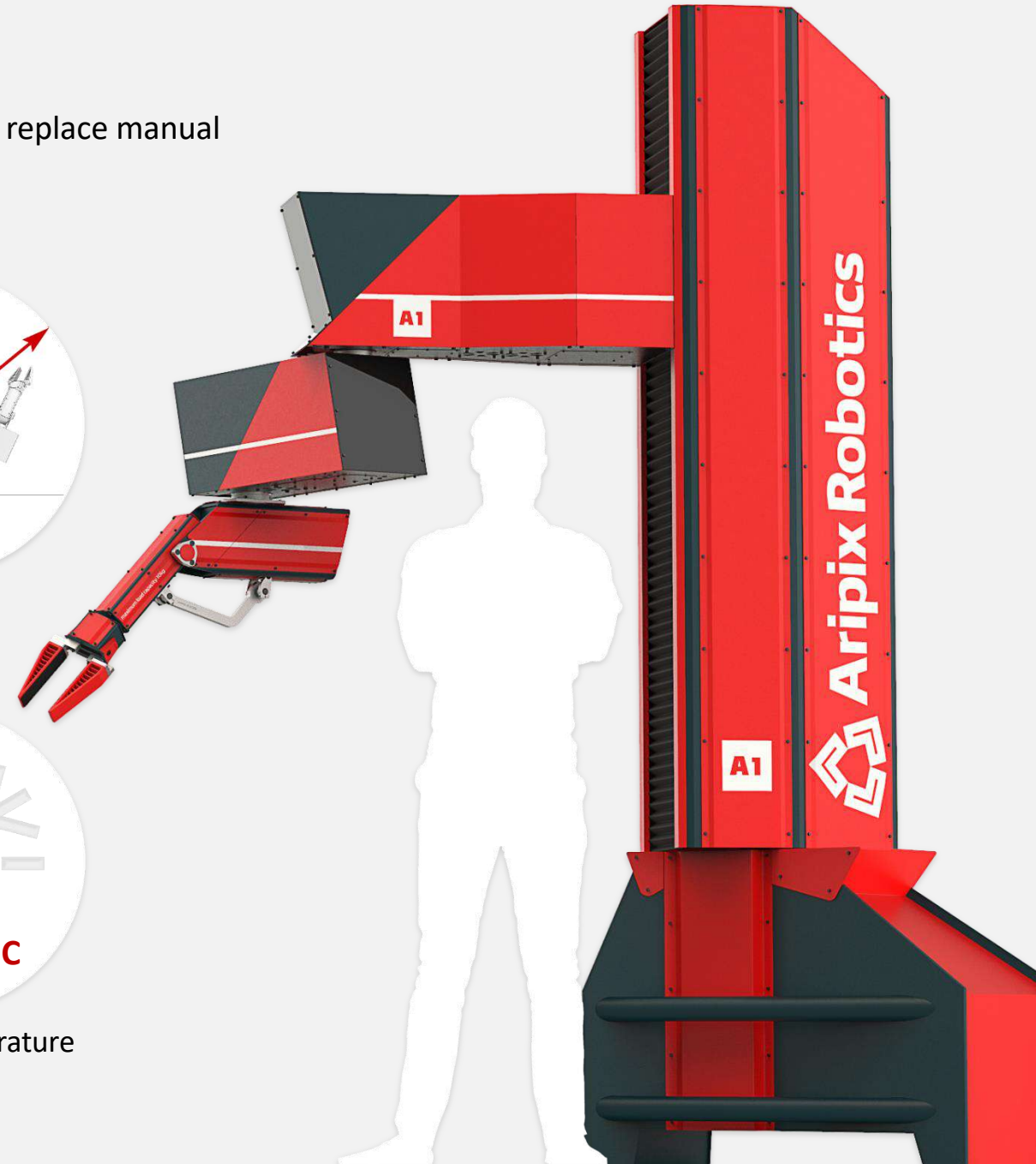
Accuracy



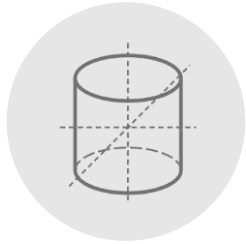
Speed



Working temperature



# ADVANTAGES OF ARIPIX A1



## 25% more working area

Cylindrical coordinate system increases workspace by 25% compared to the spherical coordinate system used by competitors



## Remote setup

Support service in connection with the robot 24/7 through the built-in video cameras, voice communication and 3G / LTE



## Versatility

The cylindrical kinematic scheme allows creating a large model range due through small design changes



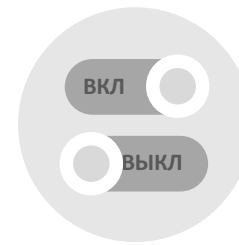
## Remote monitoring and diagnostics

Real-time technical support service



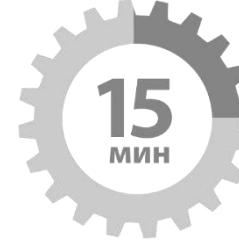
## Reliability

Unlike competitors, operates in freezing temperatures down to  $-30^{\circ}\text{C}$



## Ease of integration

Ability to install the robot with minimal preparation



## Easy setup

Up to 15 minutes without programming skills



# 1-2 YEAR ARIPIX A1

## PAYBACK PERIOD FOR THE CLIENT

\$9/Hour = \$20K/Year

average  
salary

salary per year for 1  
worker

Price of Aripix A1: \$35K

Direct Cost of Aripix A1: \$8K

Payroll per robot: \$9K

SG&A: \$7K

Integration: up to 100% robots sold revenue

Payback  
1 shift a day — 1.75 years  
3 shifts a day — 0.6 year



Article:

What Is the Real Cost  
of an Industrial  
Robot Arm?



# POTENTIAL CUSTOMERS Worldwide

Big industrial leaders and  
thousands of small factories



# TEAM. BOARD OF DIRECTORS



**Andrey Spiridonov**  
Co-Founder and CEO

- Eminent innovator and engineer of many complex hardware solutions
- 6 years **R&D** (hardware) management experience
- 4 years of project management with a staff of up to 200 people (**Nokia Siemens, Huawei**)
- Founder and ex-CEO in the design office **Inventa Labs** (R&D and product design on demand for corporations)
- Masters in Robotics and Automation from Bauman Technological University (Moscow)



**Maxim Shekhovtsov**  
Co-Founder and Chairman

- Founder of **Genezis Technology Capital**, leading VC with a focus on Robotics and AI
- Ex-Head and founder of VC in **Allianz** Russia (\$180m)
- Best Venture Investor of the market of 2019 & 2017 - VC Award and Finalist of **Ernst & Young** "Entrepreneur 2017"
- Co-founder of several companies in Robotics, AI and Edutech
- PhD in Corporate Innovations from Russian Academy of Sciences and Masters in Finance from Financial University



# TEAM. MANAGERS



**Evgeniy Trushkin**  
CTO

- 9 years of R&D and science projects management: Scientific Center «BioClinicum», Hemule (Germany), BioBreath (Saudi Arabia)
- 12 years in developing medical, laboratory and manufacturing equipment
- 3 years as a Data Scientist, 10 patents, 15 scientific publications, PhD



**Petr Zinoviev**  
Head of Hardware

- 10 years of managing technical R & D projects with a staff of up to 30 people.
- 6 years of work on projects in aircraft manufacturing and robotics (Irkut Corporation, Vostok-Tor, Apis-Cor, etc.).
- 4 years of work on innovative hardware projects (Apis-Cor, Plasma systems).



**Ruslan Shafeev**  
CCO

- 8 years CCO & CEO experience in the development of three types of business - transportation services, supplies, installation works.
- 6 years of experience B2B sales, including Enterprise.
- Key project management for X5 Retail Group, McDonald's, Gazprombank, Russian Railways.

# PRESS ABOUT ARIPIX

Forbes



## How to invest money. "I invest in what benefits people"



Anton Verzhbitsky  
Forbes Contributor



Photo by Alexander Karnyukhin for Forbes

For 15 years in the venture capital business, Maxim Shekhovtsov has

Forbes



## How to negotiate with partners from China, Europe and the Middle East



Andrey Spiridonov  
Forbes Contributor



VC.ru



## The most promising AI startups

CB Insights selected 100 projects out of 1000. In the top ten there are six startups from the USA, four from China.

fifty

8,781 views



Forbes



## Encyclopedia of Failures: How Unique Technologies Bury Projects



Andrey Spiridonov  
Forbes Contributor



## Bauman University, Libya, Nokia: How an Engineer Created an Industrial Robot Business

NEWS BUSINESS TECHNOLOGIES CAREER DIG (IT) AL

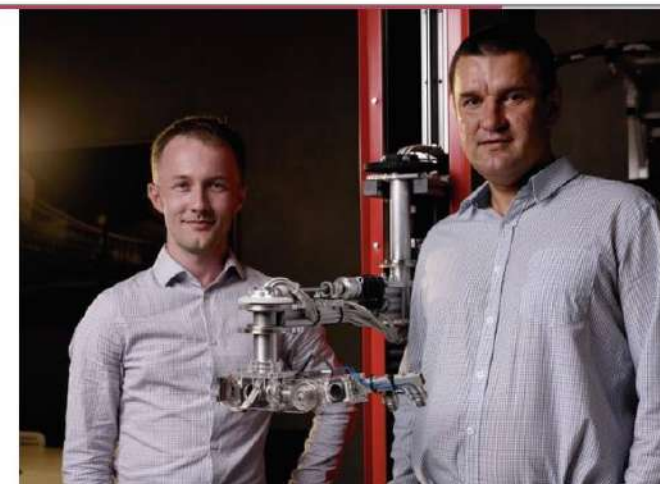


Photo: author's archive

Among the many tasks, providing installation of equipment, I often noted for myself

## Hands Free: How an Inventor Helps Factories Get Rid of People

Lectures by MBA professors Investors club calendar of events Topics Telegram RBK 500





# CONTACTS

CEO

Aripix Robotics

Andrey Spiridonov

+1 617 701 7798

[andrey@aripix.com](mailto:andrey@aripix.com)

[aripix.com](http://aripix.com)



USA, Boston



[instagram.com/aripix\\_robotics](https://www.instagram.com/aripix_robotics)



[facebook.com/aripix](https://www.facebook.com/aripix)

