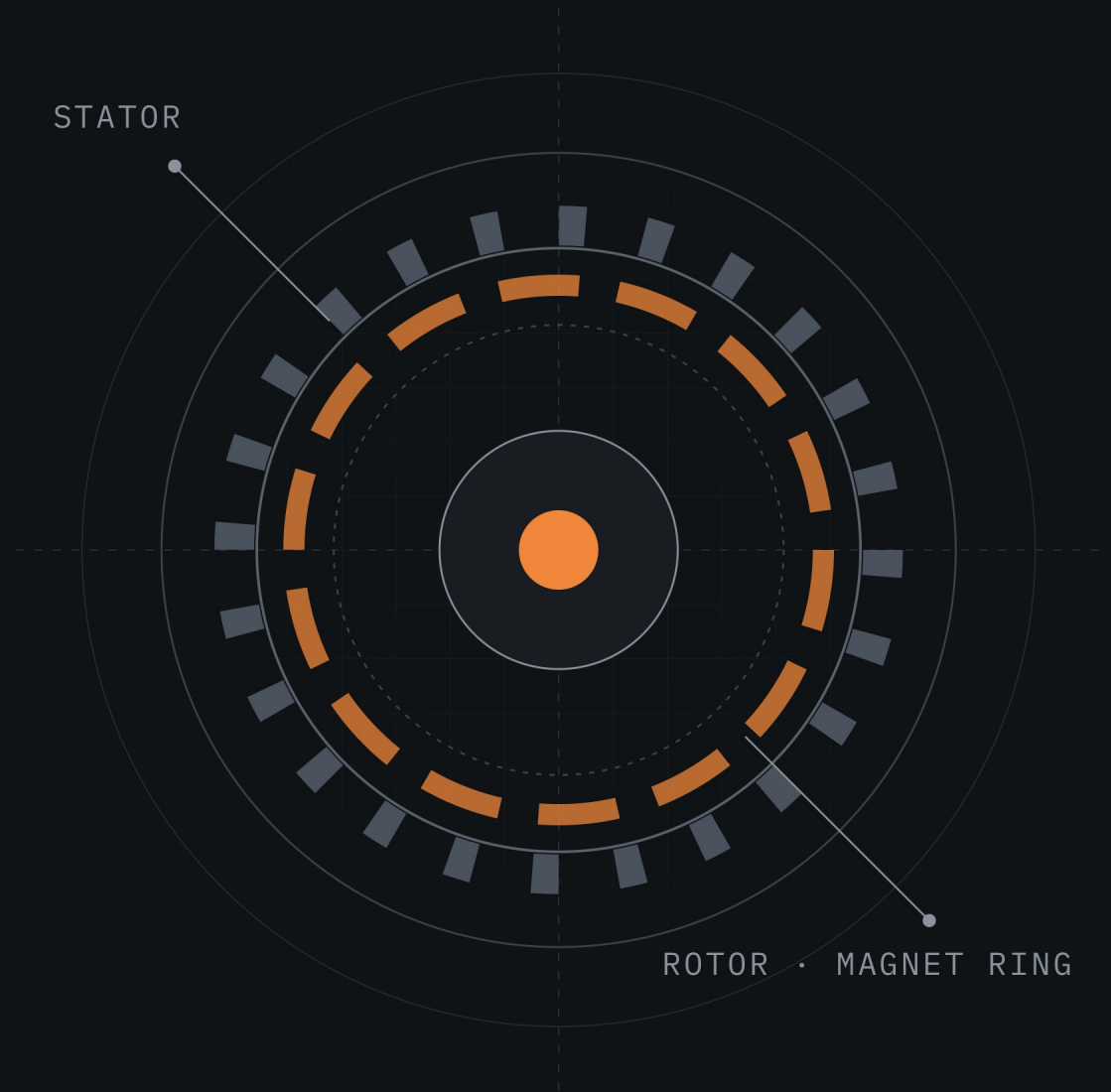


InnoTech Robotics

Critical technologies for the next generation
of robotics

DENMARK · ROMANIA · UKRAINE



Three ecosystems are reshaping robotics

CHINA

Industrial scale

The largest industrial robot market, a deep component manufacturing base and a fast-growing embodied-AI and humanoid ecosystem.

UKRAINE

Accelerated development

A defence-tech ecosystem moving from drones to ground robotics, sensing and autonomy, with unusually fast real-world testing.

EUROPE

Industrial opportunity

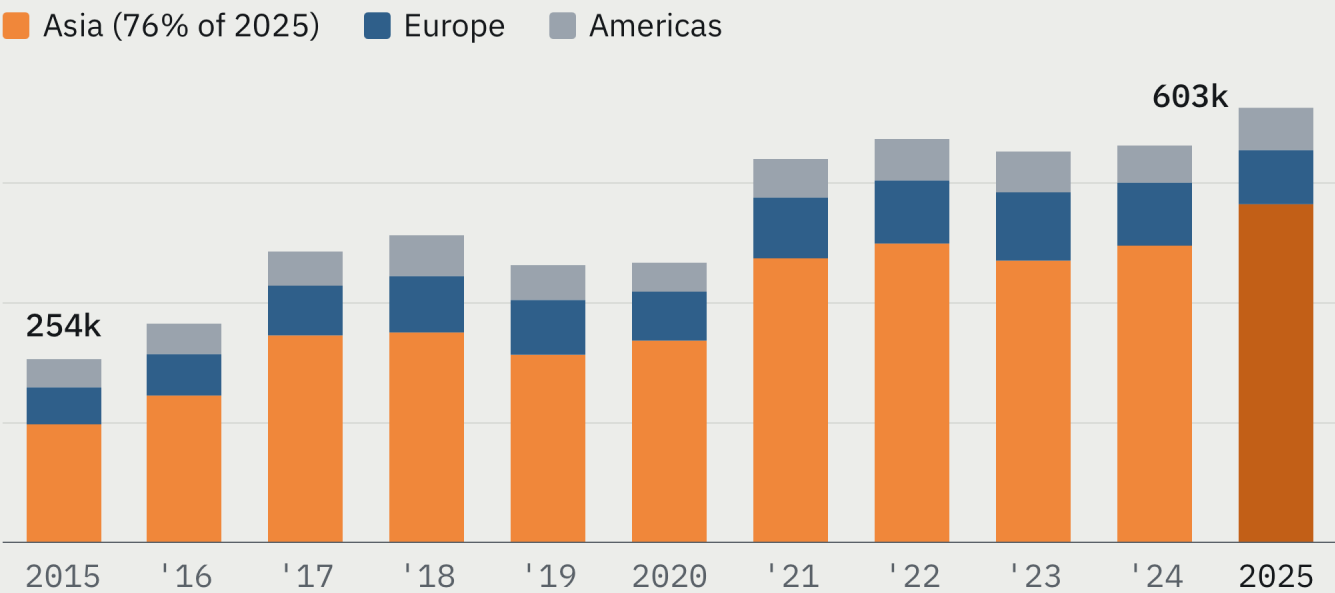
An established robotics industry with room to build diversified, reliable and scalable supply of critical components and subsystems.

INVESTMENT THESIS

“China is industrialising robotics at scale. Ukraine is accelerating real-world robotics development. Europe has an opportunity to strengthen its component and manufacturing base. InnoTech Robotics aims to connect these ecosystems through technology partnerships, European industrialisation and proprietary robotic components.”

Robotics is entering industrial scale

Robotics is already a major industrial market. The next opportunity lies in the components, subsystems and manufacturing infrastructure behind its expansion.



603,307

industrial robots installed in 2025 · +11%

5.08 M

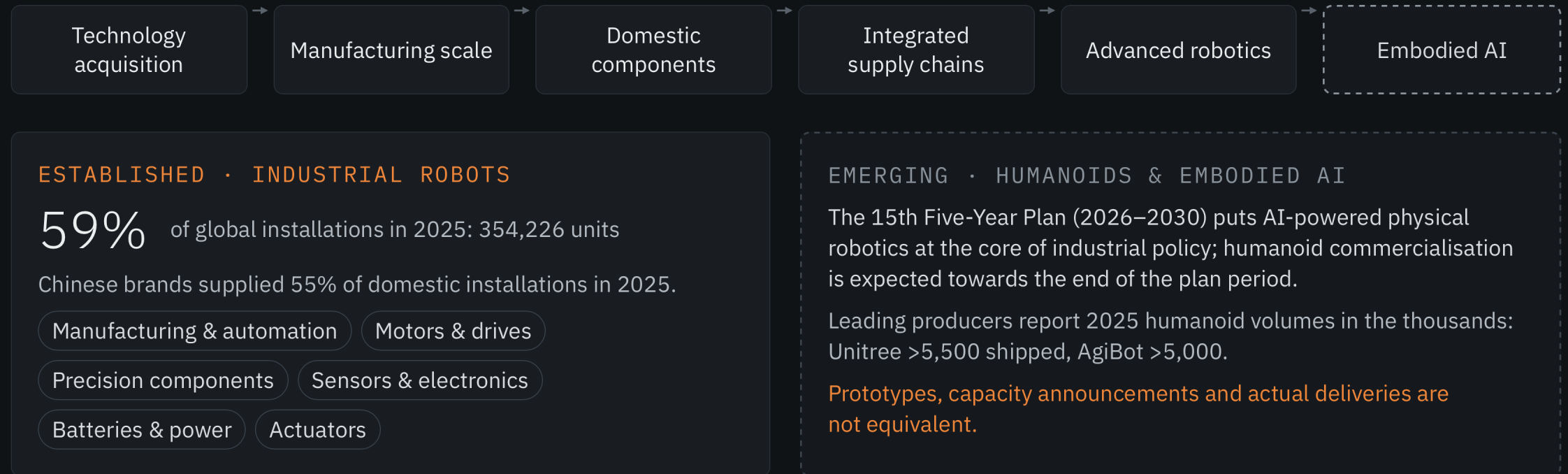
robots operating in factories, 2025 · +9%

59%

of 2025 installations in China (354,226)

IFR forecast: 655,000 installations in 2026 and 806,000 in 2029.

The industrial robotics benchmark



An early market — we take part through components

OBSERVED • 2025

≈7,000

full-size humanoids (>140 cm) sold worldwide — IFR, our baseline

ANNOUNCED CAPACITY

Several makers have announced scale-ups. Capacity is not delivery and is not counted as demand.

ANALYST FORECAST

Counterpoint: >100,000 cumulative installations by 2027, on its own, broader definition.

SCENARIOS

Goldman Sachs: \$38bn by 2035 (2024 base; ≈\$138bn revision reported 2026).
Morgan Stanley: ≈\$5tn by 2050. Scenarios, not outcomes.

Why trackers differ: some count sales, others shipments or installations, with different size and form-factor cut-offs (wheeled, small, research units). IFR is our baseline; sources are never added together.



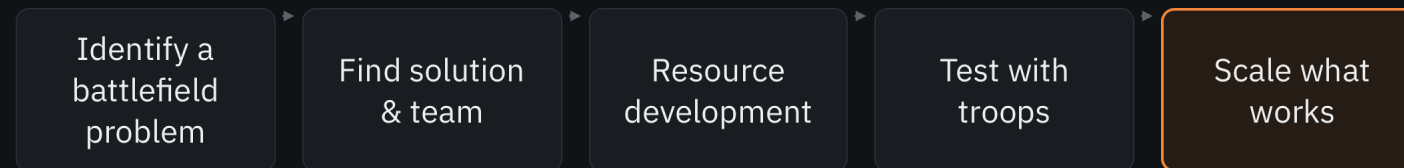
A real-world proving ground for robotics

Ukraine offers a valuable environment to identify operational requirements, validate technologies and accelerate engineering feedback.

ARMY OF ROBOTS · ANNOUNCED 26 SEP 2026 · IT ARENA, LVIV

Presented by former Defence Minister Mykhailo Fedorov as an ecosystem linking engineers, companies, investors, R&D and military testing. A publicly announced development effort, not a guaranteed procurement programme.

STATED APPROACH



Focus areas: replacing people in dangerous tasks · robotics & autonomy · sensing & perception · rapid R&D and testing.

HUMANOID-LIKE SYSTEMS · STATED COST AMBITION

Simple tasks such as reloading, battery changes and sensor installation.

STATED CURRENT COST

\$40–70k

STATED TARGET, MASS USE

\$10–20k

Per-unit ambitions, not market prices.

Five industrial bottlenecks in robotics components

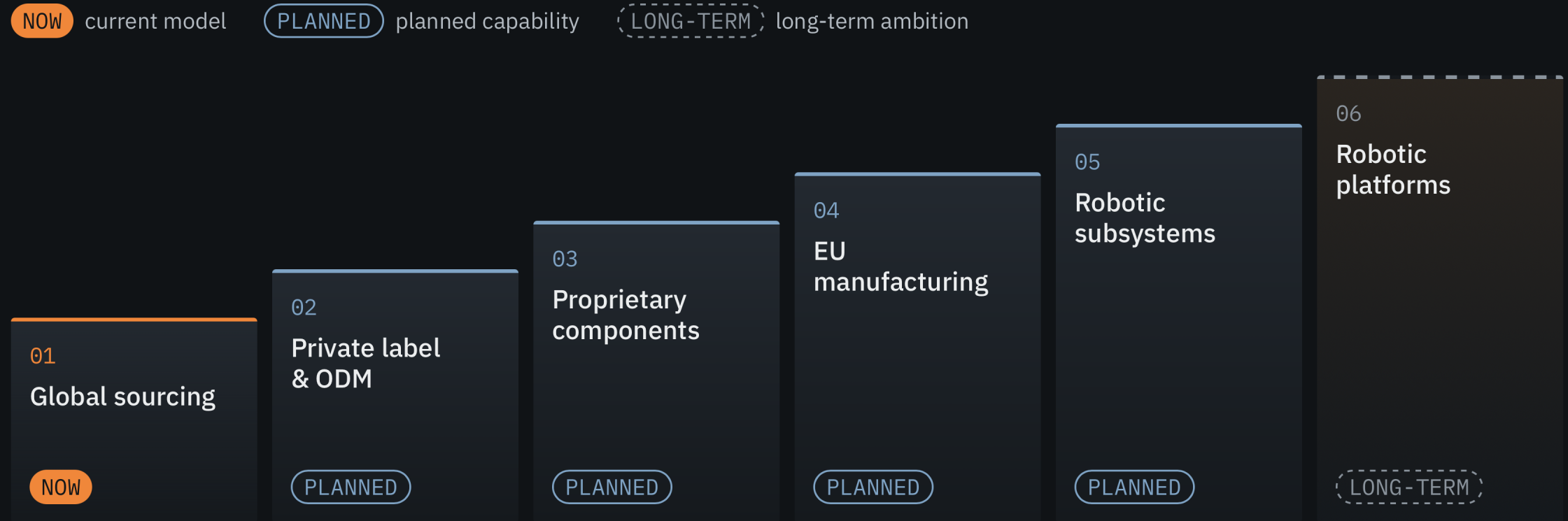
BOTTLENECK

HOW INNOTECH ROBOTICS ADDRESSES IT

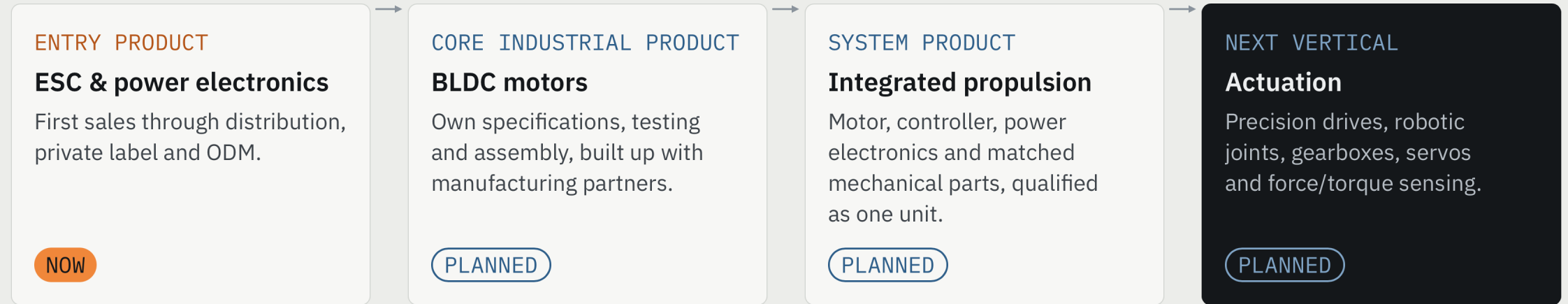
01	Fragmented supply chains	Curated, multi-source portfolio of qualified components
02	Dependence on limited suppliers	Second sources across regions, then selective EU localisation
03	Prototype-to-production gap	Asset-light path from contract manufacturing to automation
04	Weak traceability & qualification	Own test protocols, serialisation and documented QA
05	Costly, complex subsystems	Pre-integrated propulsion, power and actuation subsystems

Note: European assembly does not by itself change a component's origin, export-control status or procurement eligibility. Each market and product is assessed case by case.

A staged path from global sourcing to robotic platforms

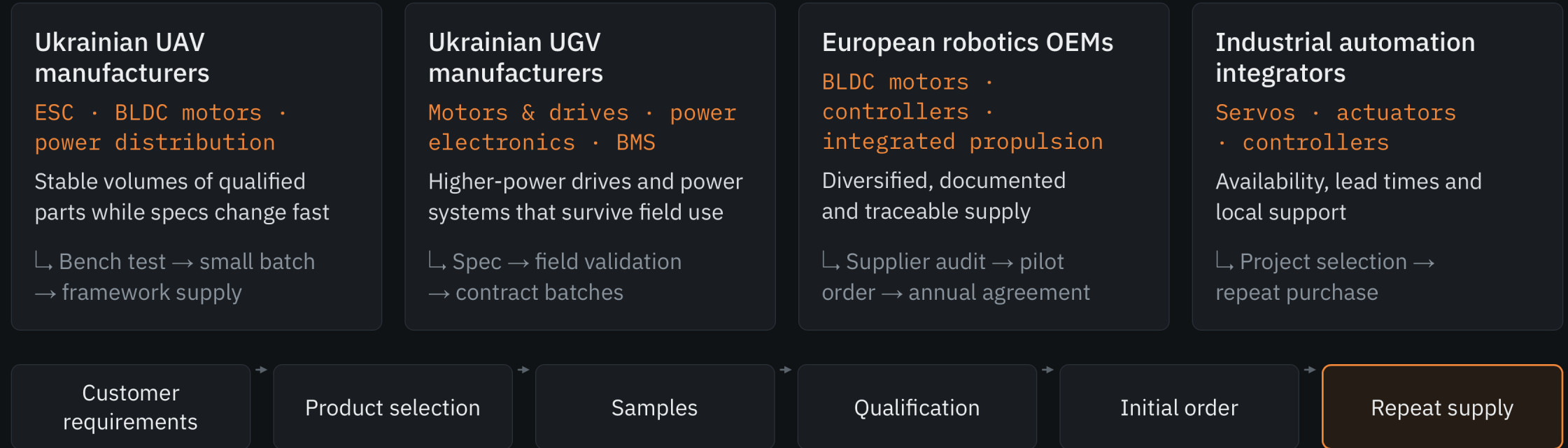


From entry product to next technology vertical



ADJACENT EXPANSION BMS · Sensors · Cameras · Power modules · Embedded control

Who buys first: four target segments



Why customers buy from us, not direct

Buying direct from Asian manufacturers often means minimum order quantities, remote support and cross-border warranty handling. We add a qualified, supported layer.

AT LAUNCH **NOW**

Qualified components

Incoming tests against agreed specs

Consistent quality control

Documented checks for every batch

Faster fulfilment

Where stock is held locally

Multiple supply sources

Alternatives across regions

Local technical support

Engineers in Ukrainian and English

Warranty & traceability

Batch records; serials where supported

PLANNED **PLANNED**

Technical adaptation

Firmware parameters, mechanical fit

Integrated subsystems

Motor + ESC + propeller qualified as one unit

European manufacturing

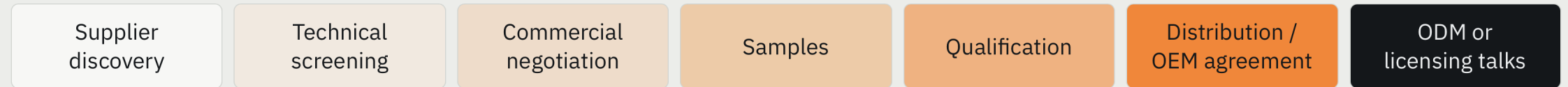
Assembly and test in Romania

Three core operating countries, clear roles

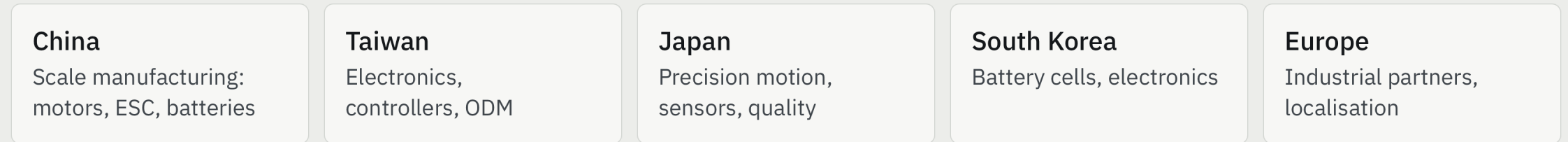


From supplier discovery to commercial rights

PIPELINE STAGES • MORE CONTROL AND RIGHTS →



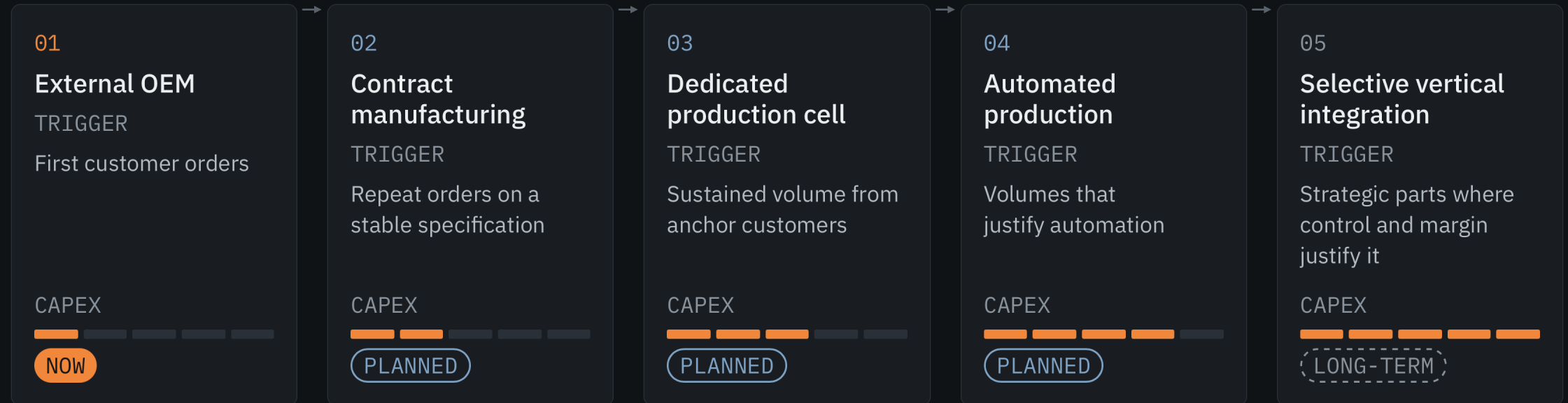
PRIORITY GEOGRAPHIES



Prospective partners are not confirmed. The editable pipeline table is in Appendix A2.

Distribution, OEM, IP licences and manufacturing rights are separate agreements. A Ukrainian subsidiary may handle sales and support.

We invest in production only after demand is proven



DECISION GATE

Demand first. Industrial CAPEX second.

Large CAPEX needs evidence of demand, production utilisation and financial returns.

How we earn: margin on every qualified product

REVENUE STAGES

- 1 Distribution — customer access, cash flow
- 2 Private label — brand, positioning
- 3 ODM — product differentiation
- 4 Proprietary components — IP, technical control
- 5 Integrated subsystems — deeper integration
- 6 European manufacturing — supply-chain control
- 7 Robotic platforms — long-term option

IP ownership, customer integration and margin potential rise down the list.

UNIT ECONOMICS FRAMEWORK • PER UNIT

Supplier price	[€__]
+ Shipping	[€__]
+ Customs & duties	[€__]
+ Testing & QA	[€__]
+ Warranty reserve	[€__]
+ Inventory carrying cost	[€__]
= Landed cost	[€__]
Selling price	[€__]
= Gross margin = (price – landed cost) ÷ price	

Why this founder can execute the plan

Denys Sviatokum FOUNDER · KYIV

International business development	15+ years in business development; network in 12+ countries; hub work in Denmark, Japan and the UK
Defence-tech ecosystem	Chairman of the Board, UADUT CLUSTER: 1,000+ contacts, enterprises and start-ups
Industry federation	Head of the Committee on International Cooperation and Strategic Partnerships, FEU Defence: 20+ associations, 700+ enterprises
SME and investor networks	Board member, Ukrainian Cluster Alliance (3,000+ SMEs); Chairman of the Investment Committee, InvestHub
Building industry alliances	Co-founder & CEO, Defence Alliance of Ukraine (2023–2024): grown to 60+ member companies
Defence trade and sourcing	Former Commercial Director, InterProInvest (special importer): deals closed in Estonia and Indonesia

TEAM TO BUILD ·
PLANNED HIRES

CTO / engineering lead

Supply chain & quality manager

Sales engineer (UA / EU)

Finance & compliance (part-time)

No other team members are
claimed at this stage.

First-year roadmap with measurable milestones

MONTHS 1–3

Set-up and discovery

Company set-up in Denmark

Priority suppliers screened
[proposed: 10–15]

Customer interviews
[proposed: 20+]

Technical samples ordered
[proposed: 3 lines]

MONTHS 4–6

Qualification and first sales

Products qualified
[proposed: ≥2]

First paying customers
[proposed: 3–5]

Supplier agreements
[proposed: 2]

Initial stock for proven SKUs

GATE • TRANCHE 2

MONTHS 7–9

Repeat business and QA

Repeat orders [proposed:
≥2 customers]

First ODM project scoped
[proposed: 1]

QA process documented
and audited

MONTHS 10–12

Expansion and pilots

Portfolio expanded [proposed:
+2 lines]

Integrated propulsion pilots
[proposed: 1–2]

Romania localisation
feasibility study

GATE • TRANCHE 3

€750k committed, released against milestones

TRANCHE 1 · AT START

€400k

Funds months 1–6: team, samples, qualification, first stock

TRANCHE 2 · ~M6

€175k

On milestones

TRANCHE 3 · ~M12

€175k

On milestones

TRANCHE 2 TRIGGERS (PROPOSED)

First paying customers · ≥2 qualified products · first supplier agreement
· QA process in place

TRANCHE 3 TRIGGERS (PROPOSED)

Repeat orders · gross margin in the agreed band · documented EU
localisation economics · ODM or propulsion pilot

COMMITTED

€750k: total investor commitment

FUNDED

€400k at start, +€175k at each gate

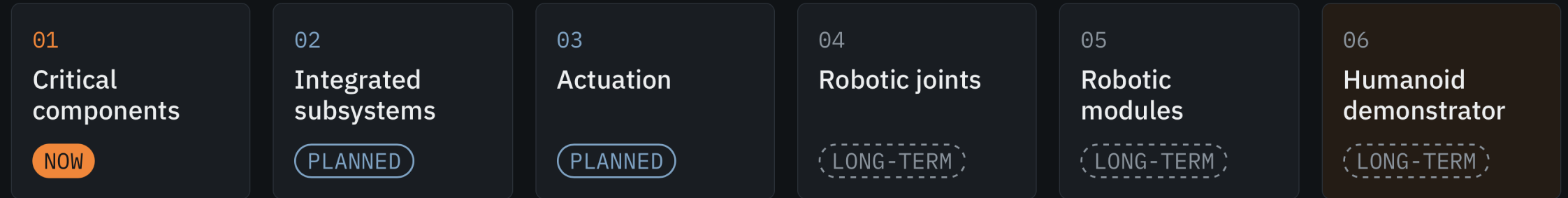
YEAR 1 USES

Opex ≈€550–600k + working capital [€__]
for stock and receivables

Key risks and how we manage them

RISK	MITIGATION
01 Customer acquisition	Start where the founder has direct access; samples before stock
02 Supplier dependence	At least two qualified sources per critical product line
03 Quality and warranty	Incoming inspection, batch records, warranty backed by supplier terms
04 Export control and end use	Item classification, end-user checks, licences before shipment
05 IP and manufacturing rights	Written rights per product; licences negotiated separately
06 Working capital	Order-backed buying, prepayments, supplier terms, tranche gates
07 EU localisation economics	Feasibility study before any CAPEX; contract manufacturing first
08 Technology obsolescence	Short stock cycles; roadmap reviewed with key customers
09 Direct Asian suppliers	Compete on qualification, support and traceability, not price alone

From critical components to a humanoid demonstrator



FUNDED BY THE INITIAL €750K

Components, subsystems and early actuation work only.

REQUIRES SEPARATE FUTURE FUNDING

Joints, modules and a demonstrator: later rounds, grants and partners.

POTENTIAL APPLICATIONS Industrial manufacturing · Warehousing · Maintenance · Hazardous environments · Critical infrastructure · Logistics · Security · Civil protection · Defence support

Building the trusted technology stack behind the next generation of autonomous machines.

Starting with critical components. Scaling into integrated robotic technologies.

WHAT YOU FINANCE

Market entry, a qualified product portfolio and the first paying customers.

HOW CAPITAL IS PROTECTED

Tranches released only on commercial and technical milestones; no early factory CAPEX.

WHAT COMES NEXT

Target: repeat revenue within 12 months, then subsystems, EU production and robotics platforms.

Unit-economics template for the first three products

Line item (per unit)	ESC / power electronics	BLDC motor	Integrated propulsion	How we estimate it
Supplier price (EXW/FOB)	[€__]	[€__]	[€__]	Supplier quotation
Shipping	[€__]	[€__]	[€__]	Freight quote per batch ÷ units
Customs & duties	[€__]	[€__]	[€__]	HS-code duty rate; VAT recoverable
Testing & QA	[€__]	[€__]	[€__]	Test time × rate + scrap allowance
Warranty reserve	[€__]	[€__]	[€__]	% of price from failure data and supplier terms
Inventory carrying cost	[€__]	[€__]	[€__]	Days in stock × cost of capital
Landed cost	Σ	Σ	Σ	Sum of the lines above
Selling price	[€__]	[€__]	[€__]	Customer quotations, market benchmarks
Gross margin, €	=	=	=	Price – landed cost
Gross margin, %	=	=	=	÷ price; target band to be agreed

Supplier pipeline tracker (editable)

Prospective supplier	Country	Technology	Contract type	Exclusivity	Localisation	Stage	Next step
Example: [Supplier A]	Taiwan	ESC 6S–14S	Distribution → ODM	Regional (UA)	Medium	Samples	Qualification test plan
[]							
[]							
[]							
[]							
[]							
[]							

Financial model structure (editable Excel)

01

Monthly operating costs

Team, office, travel, testing, compliance, marketing; checked against the €550–600k Year 1 plan

02

Inventory and working capital

Stock days, receivable days, supplier prepayment share

03

Cash runway

Monthly cash balance with tranches at the proposed gate months

04

Revenue assumptions

Units × price per product line, with a start month per product

05

Gross margin assumptions

Landed cost per unit from the A1 template

06

Sensitivity

Sales delayed by 3 or 6 months; supplier prepayment from 0 to 100%

Five-year roadmap of conditional targets

Y1

**Supplier partnerships
& first customers**

Distribution, testing and
product qualification

TARGET

Y2

**ODM & proprietary
power electronics**

Repeat customers,
European QA capabilities

CONDITIONAL

Y3

Integrated propulsion

Selective motor localisation,
early actuation
development

CONDITIONAL

Y4

**Joints, actuation
& subsystems**

Robotic joints, sensing and
integrated subsystems

CONDITIONAL

Y5+

**Advanced
robotic modules**

Potential humanoid
technology demonstrator

AMBITION

All milestones are targets, conditional on commercial traction, technical validation and funding.