# ARMAS
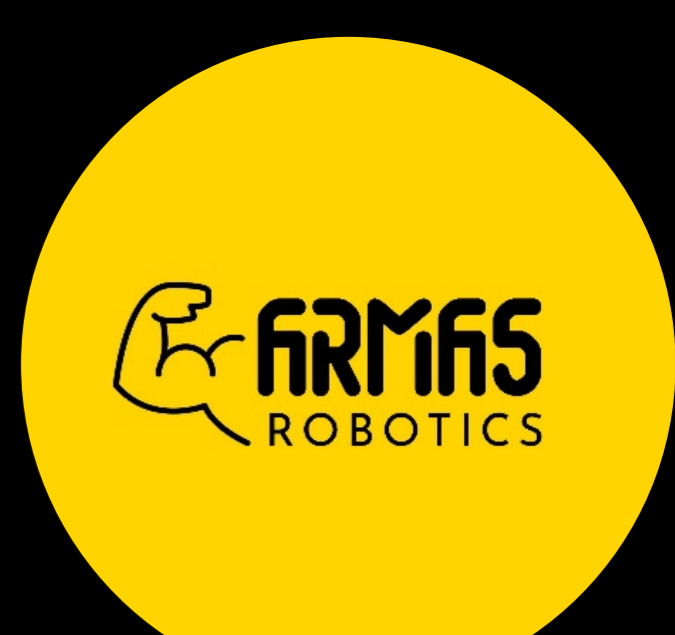
A wearable **fabric-based powered exoskeleton suit** that helps users reduce shoulder and back muscle strain

ARMAS ROBOTICS

## Beachhead Market: Long-Term Care Nurses

## Problem

### Lower Back Pain

**89% of nurses** are highly concerned about **lower back pain** in their work

**45,000 days of MC** taken due to lower back pain in 2018

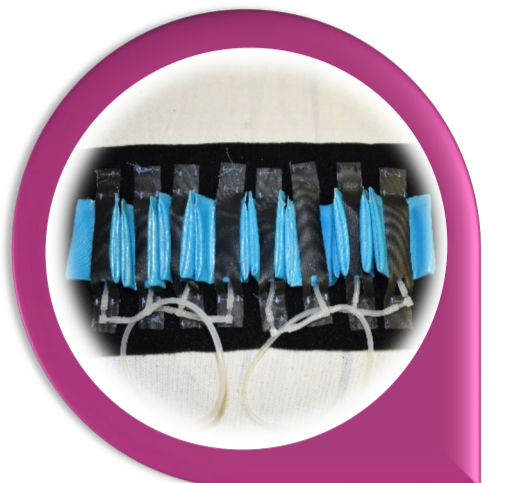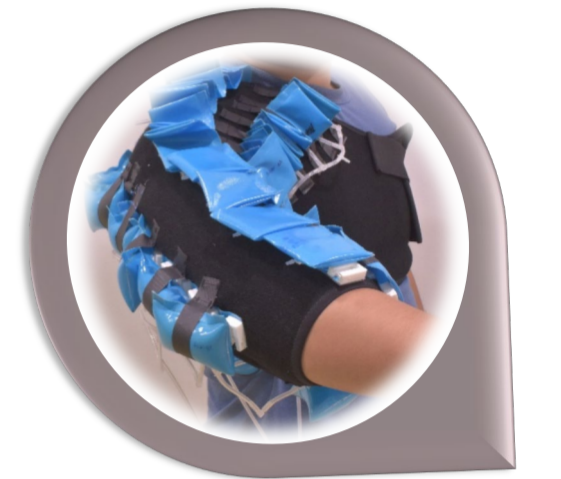**S$ 4,800,000 lost** by employers due to those paid MC days

## Solution
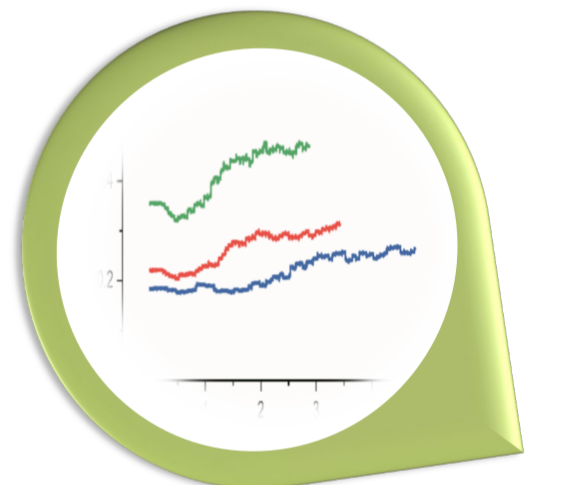
### Fabric Exoskeletons

**Driven by Fabric Actuators**

**Follows your Movement**

**Air-Powered Lightweight**

**Reduces Muscle Strain by 65%**

## Business Model

### Product
S$5,000

### Maintenance
S$350 /year /unit

### Direct Sales
Nursing Homes

Government

E-Commerce

### Retailers
Ergonomics

Orthopedics
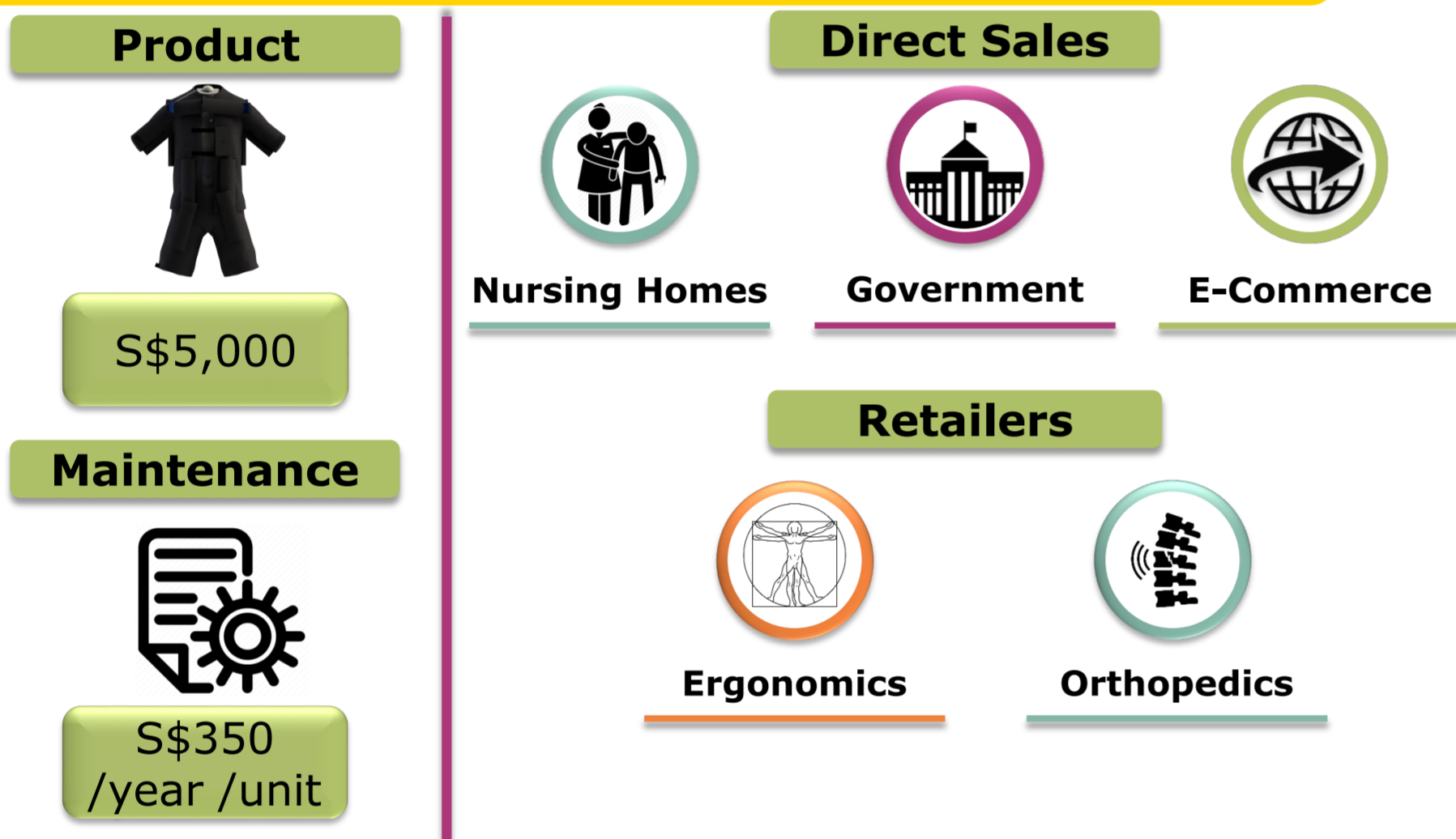
## Market Capitalization

Projected Units Sold & Revenue

10% SGP
2% AUS

Y5 — 4530 Units S$ 22.7 M

Y4 — 1830 units S$ 9.2 M

Y3 — 240 units S$ 1.2 M

## Development Plan

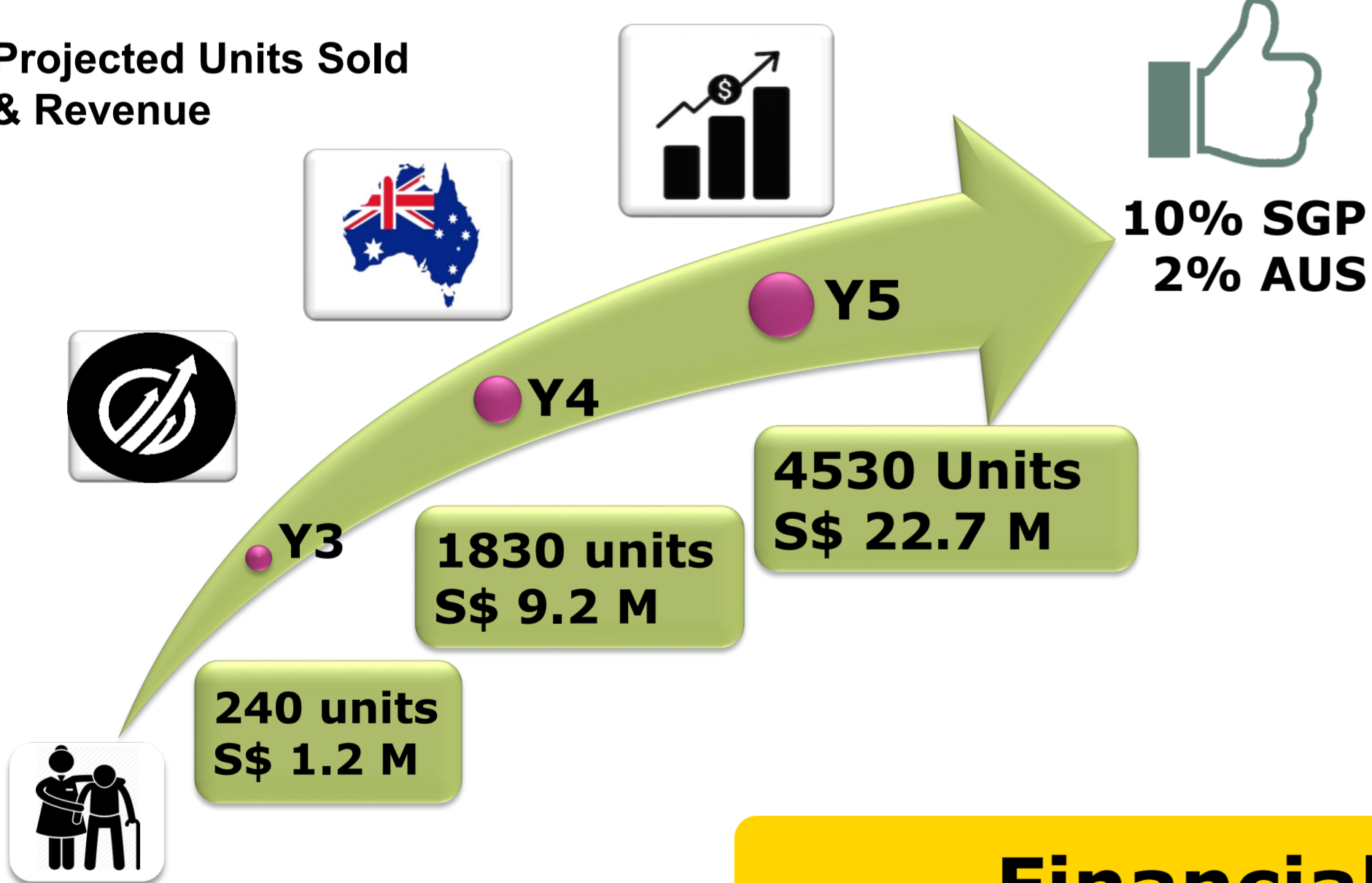| Year 1 | Year 2 | Year 3 | Year 4+ |
|---|---|---|---|
| Market Validation | Regulatory Approval | Product Launch | Overseas Expansion |
| In-House Trials | Field Trials | Series A Funding | Series B Funding |

## Financial Projections

### Company Valuation

*SGD, 1000's

| | Founder(Y0) | Round1(Y1) | Round2(Y2) | Round3(Y3) | Round4(Y4) | Y5 |
|---|---|---|---|---|---|---|
| Pre-Money Valuation | 0 | 1,370 | 3,580 | 7,700 | 20,480 | 40,650 |
| Post-Money Valuation | 750 | 1,970 | 4,230 | 11,250 | 22,330 | 40,650 |
| Angels | 0 | 600 | 1,260 | 2,340 | 4,370 | 7,960 |
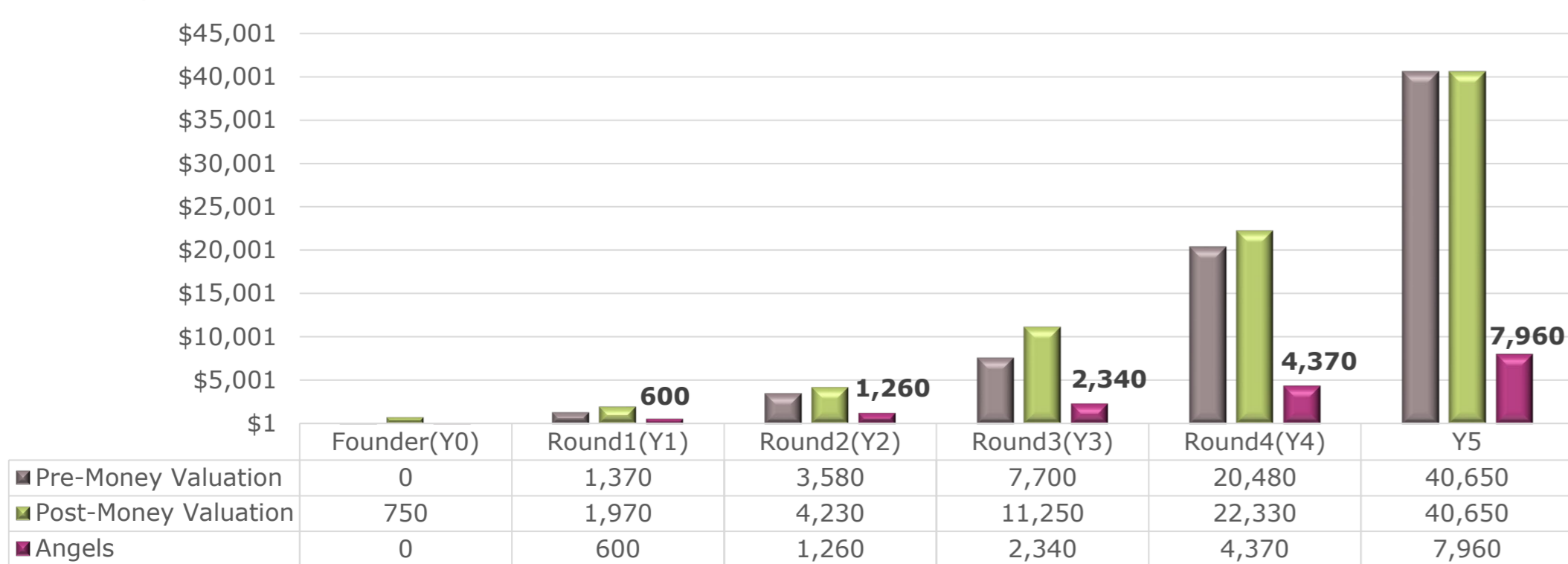
*ROI for Angel Investors: 1200% over 4 years*

### Earnings (EBITDA)

*SGD, 1000's

**Earnings Growth = 280% y.o.y.**

| Y 1 | Y 2 | Y 3 | Y 4 | Y 5 |
|---|---|---|---|---|
| (203,000) | (57,000) | 363,000 | 4,510,000 | 12,200,000 |
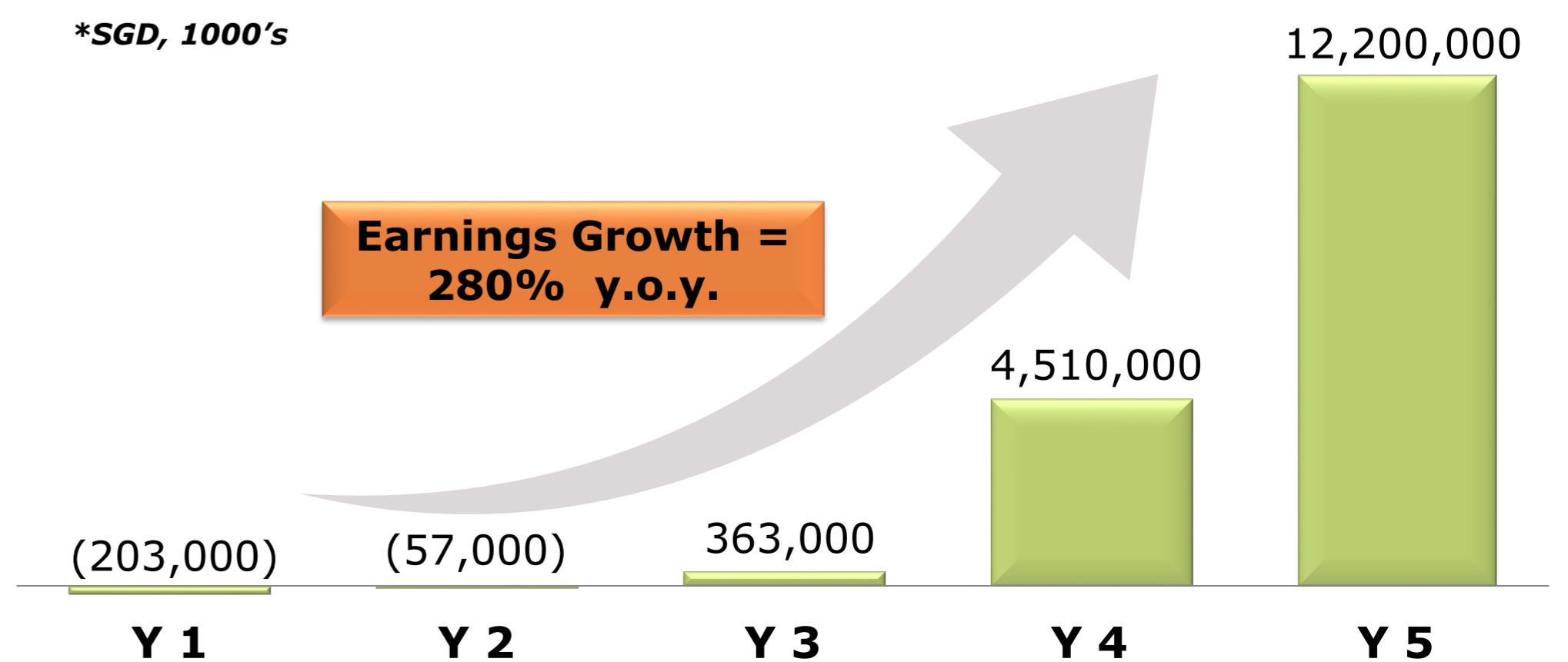
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