"The **next $1T company** will combine **AI & Robotics** to solve **physical work**"

Guillermo Flor

AIRA

Artificial
Intelligence.
Real
Abilities.

Work as a Service

LEAR CORPORATION

NVIDIA Inception Program

AIRA puts Robots to Work

We solve boring, manual work with **Physical AI**

We build & deploy Robots to **get the job done**

We have **>10y experience** making Robots work

Highlights:

- **£300k PO** & rollout LoI
- >£20m sales pipeline
- >£400,000 of investment
- Repeat founders, deep domain expertise
- **Raising £500k to unlock a £1.5m ARR pilot**

Manufacturing industry faces existential challenges:

Labour shortages

High Labour cost

Labour inflexibility

*(https://nam.org/2-1-million-manufacturing-jobs-could-go-unfilled-by-2030-13743/)

AIRA solves all three

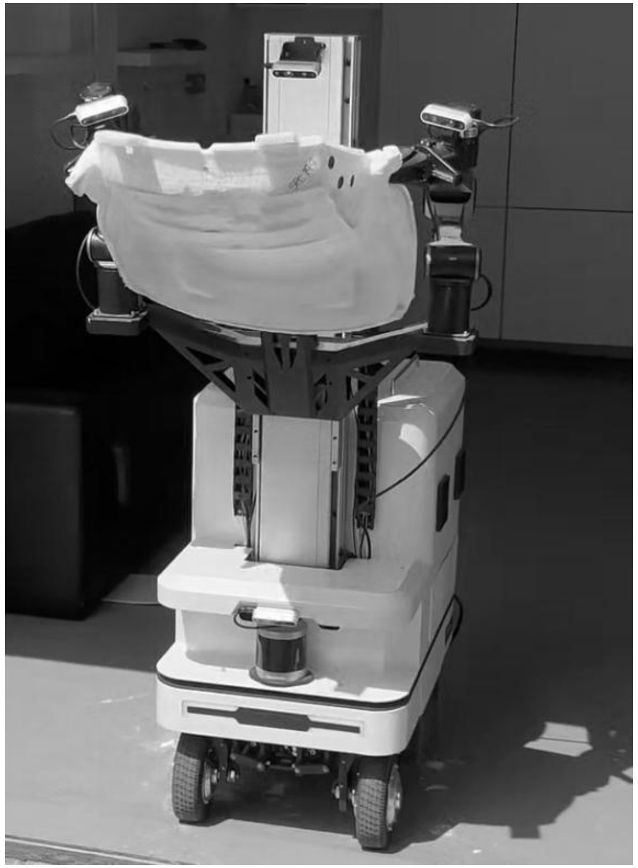
- **Scale:** Unlimited supply or skilled labour
- **Cost:** Reduce your labour costs by >30%
- **Flexibility:** Deploy workers on demand

How it works

Most manual tasks can't be automated with fixed robots, they need a mobile solution

AIRA does that with Mobile Manipulators that handle & move items in production

A one-stop shop: customers buy labour & pay for what they use, we take care of all else

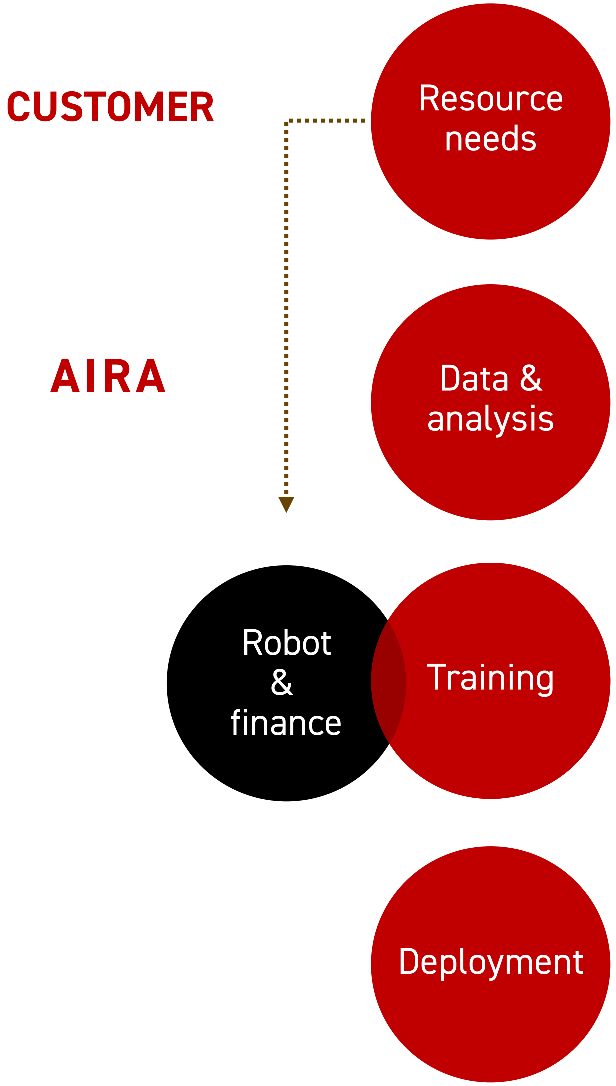


Case Study

Customer: Lear Corporation
Location: Sunderland, UK
Task: Seat foam offloading

Deployment pathway:

- 2 robots (10% initial output, **procured** with PO)
- 20 robots (full task deployment, Q1 2027)
- 200 robots (80 follow-on factories, 3-year plan)



Proven Traction

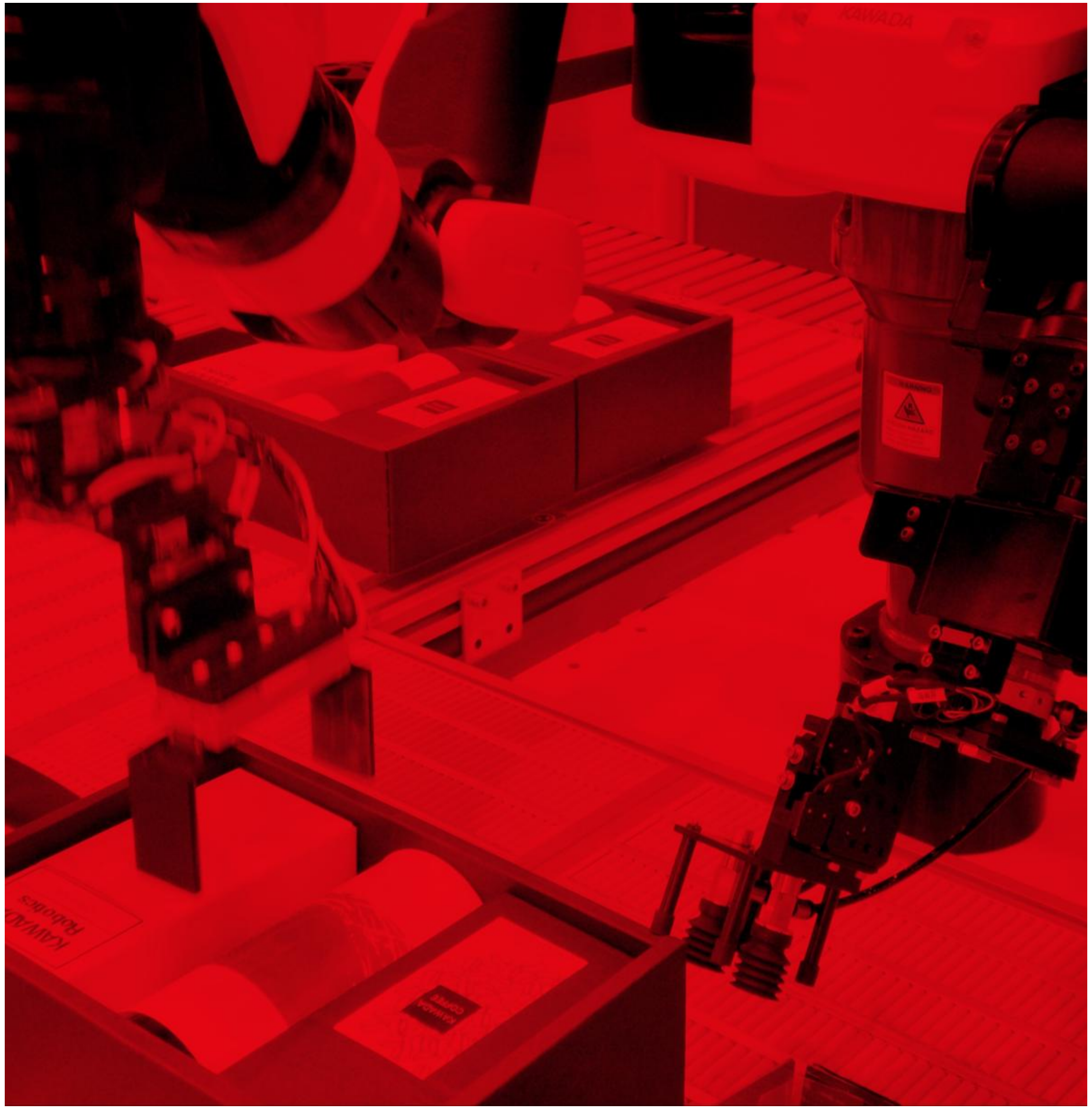
Manufacturers with mobile, manual tasks

- **Beachhead -** Automotive Supply Chain
- Unfulfilled, tedious vacancies @ 2-3 shifts
- Can support 100s in 3-5 years (£5m+ ACV)

Traction: Lear Corporation & other Tier1s

- £300k PO (>£200 ARR)
- Onboarded for a £1.2m ARR pilot
- LoI committing to scale
- £20 million sales pipeline

LEAR CORPORATION   BORGWARNER



High Margin Revenue Model

Year 1 monthly revenue & GM per Robot

Rollout (10+ Robots)	3 Shifts
Customer	
Monthly revenue per Robot	**£7,500**
Monthly cost per person (3 shifts)	£11,000
Customer Savings %	**30%**
AIRA	
GM per Robot	**15%**

100 Robots deployed by end of 2027, £7.5m ARR

Years 3-5 monthly revenue & GM per Robot

Scale (100+ Robots)	3 Shifts
Customer	
Monthly revenue per Robot	**£6,000**
Monthly cost per person (3 shifts)	£11,000
Customer Savings %	**45%**
AIRA	
GM per Robot	**60%**

15,000 Robots deployed by 2031 – £750m+ ARR

Rapidly Growing Market

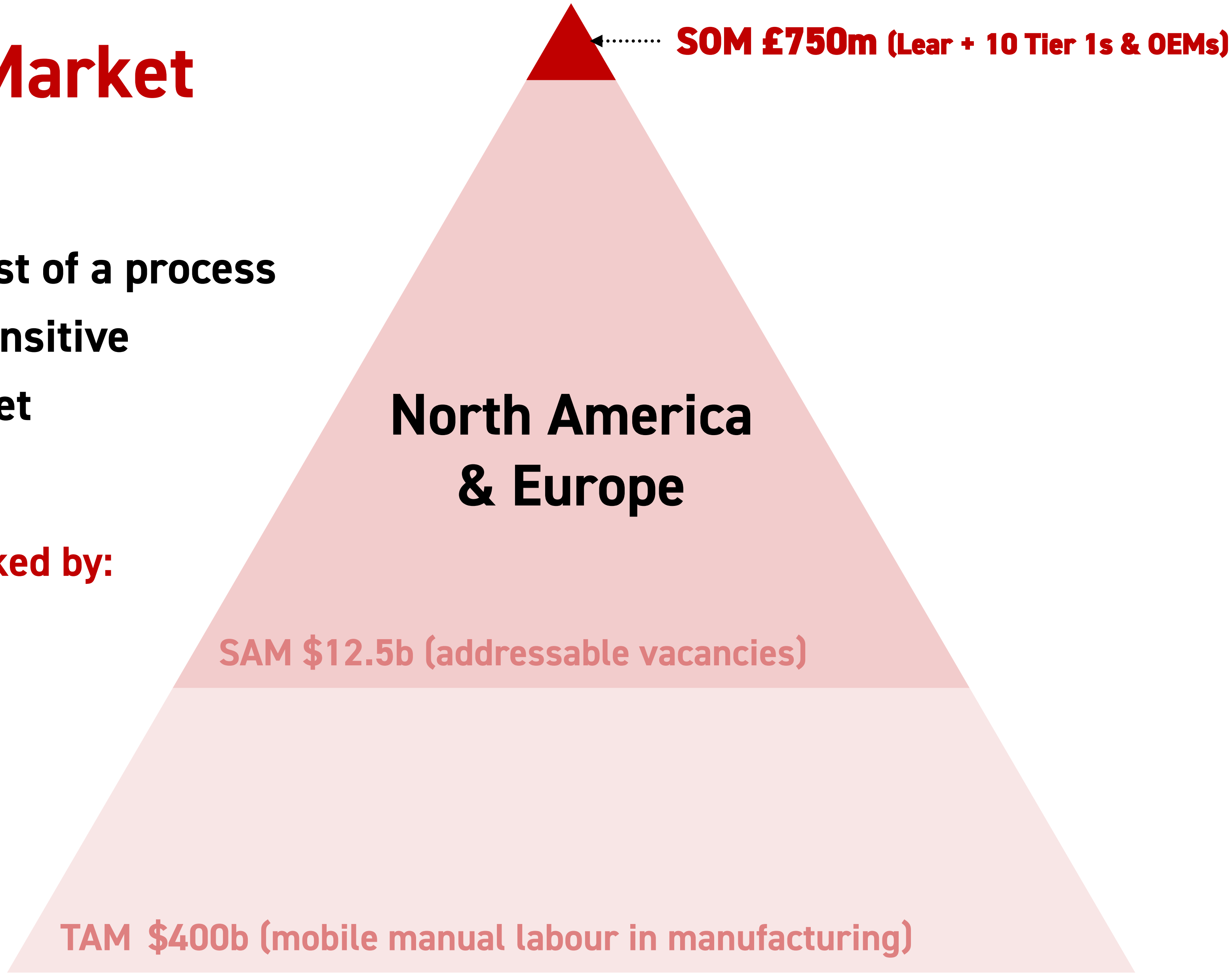
AI + robotics collapses the cost of a process

Demand is extremely price sensitive

Lower cost expands the market

Industrial markets will be unlocked by:

- Focus on Outcomes, not Robots
- Scalable Business Models
- Physical AI Integration



Fragmented Competition

Physical AI Landscape:

- Specialised Robots
- General Purpose Robots
- Humanoids
- Models and middleware

Business Models:

- Sell hardware
- Sell software
- Services (SaaS & RaaS)

WaaS with frictionless outcome will lead to success and scale.

Our Moat: Compliance, Deployment Data & Customer Trust

The Market for Robotics is moving from **machines to outcomes.**

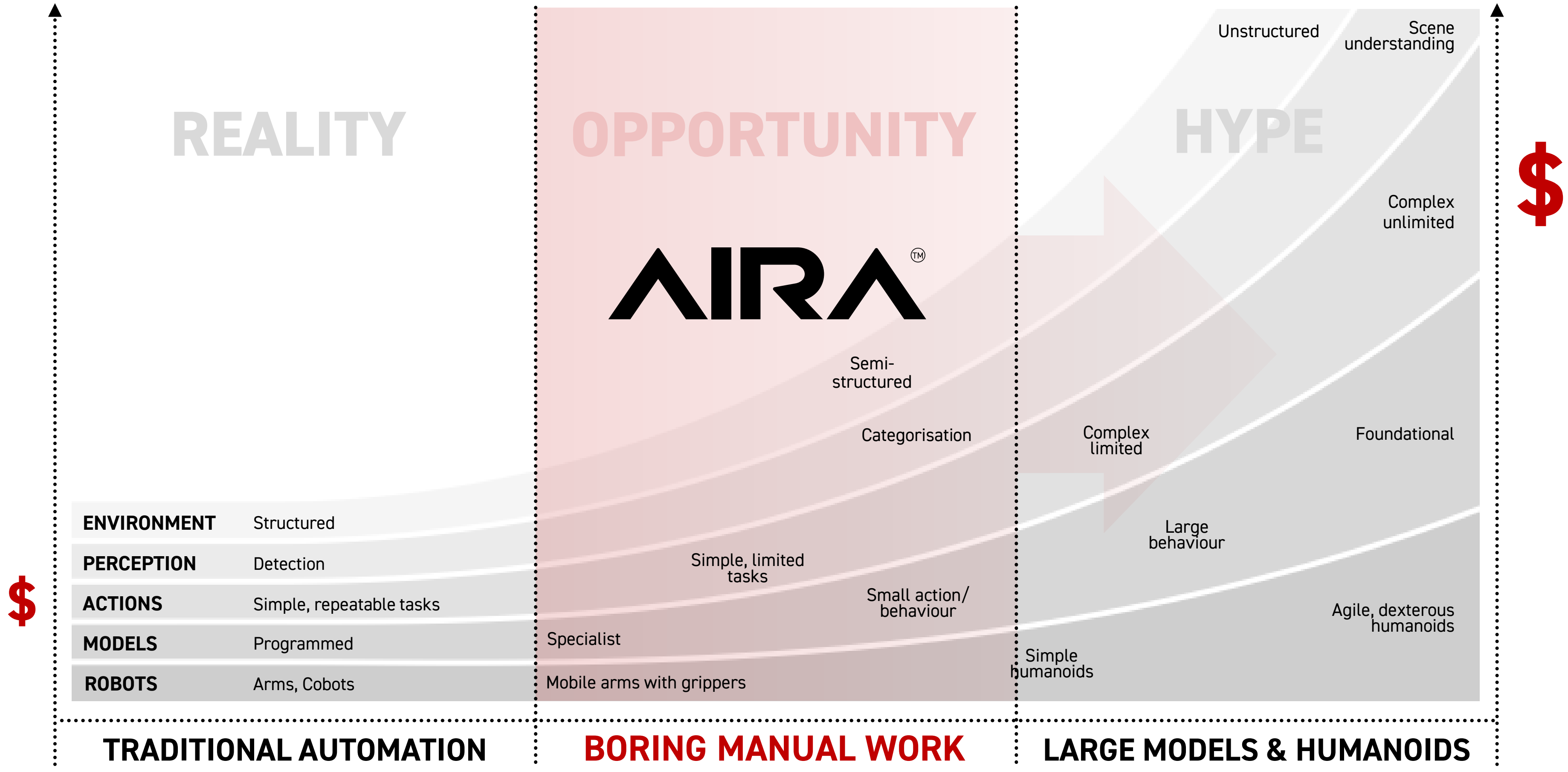
AIRA's battle-hardened team is laser focused on the customer, the job, and deployment.

Data driven exits in $250m – $30bn range (Crunchy Data, Neon, Informatica, Scale AI)

Robot **deployers** (with WaaS solving manual production labour) are potential competitors:

FIGURE
RoboForce
DYNA
MIND ROBOTICS
RobCo
SERVO7

Robots useful today



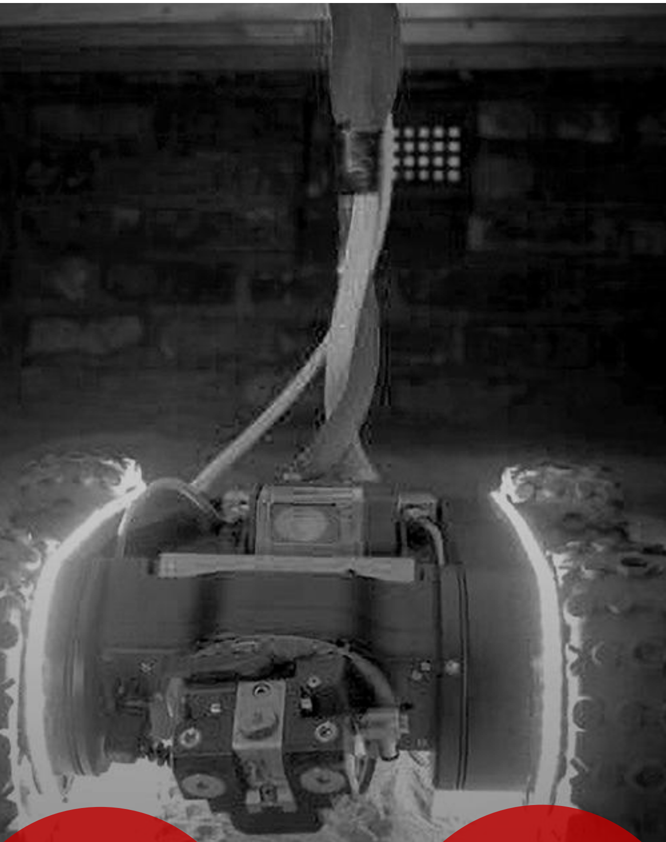
Why we win

Team with decades of Robotic experience:

- Development
- Training
- Deployment

Perfect timing: Solving labour is existential, especially for Automotive Industry losing market share to cheaper far east imports

We've done this before: built & exited robotics startups.



5,500+

construction projects successfully completed by robots (at **Q-Bot**)

Resource needs → **Building Robots** → Data & analysis → Training → Deployment

The Expert Team

CEO: Tom Lipinski, 3rd time founder (**built & deployed robots on 5,000+ construction jobs at Q-Bot**, developed products and built manufacturing automation at Ventive). Tom won 20+ design & innovation awards and a scholarship from Cambridge University.

CPO: Maddy Clifford, 15+ years in Product Owner roles in Tech Industry, with 8 years as Product Lead at Q-Bot. Maddy also **won and managed £10m+ grant funding,** has two MSc degrees (Physics) and won a scholarship from Imperial College London.

CCO (UK): Nick Field, scaled QM-Systems (manufacturing automation) from £0.5m to £10m revenue as MD, an expert in deploying robots & cobots in industrial settings. Nick holds a Manufacturing Engineering degree from Wolverhampton University.

CTO: (Dr) Damian Hunt, as Head of Technology at LexisNexis he worked with UK PM, Tony Blair & created the first podcast of Queen's Speech. At Q-Bot Damian **built the Installation Management platform**, **managing all robot deployments**. He has a PhD in Physics from Oxford University.

CISO: Philip Mhango, 17+ years of **military cyber security and risk management for MoD** (with active deployment) advanced, systems, networks and communications, and 3 years as KPMG Cyber Strategy Manager. Phil holds Information Security MSc from Royal Holloway.

Head of Data: (Dr) Ashley Napier, 15+ years experience Robotic Perception, Mapping, AI, ML, published several papers on robotics, multiple patents in robotics & autonomous systems. **At Q-Bot he built scalable datasets for robot training.** Ashley has a PhD in Robotics from Oxford University.

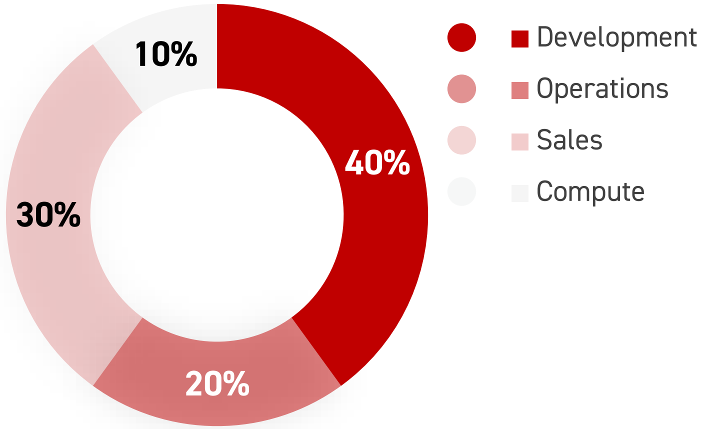
Robotic Engineering lead: Tom Jolly, 5+ years experience in design & manufacturing of robots, managing full product development cycle. At Q-Bot Tom managed continuous robot improvement and the **design, build & introduction of Mk7 & Mk8 robots and robot control units.**

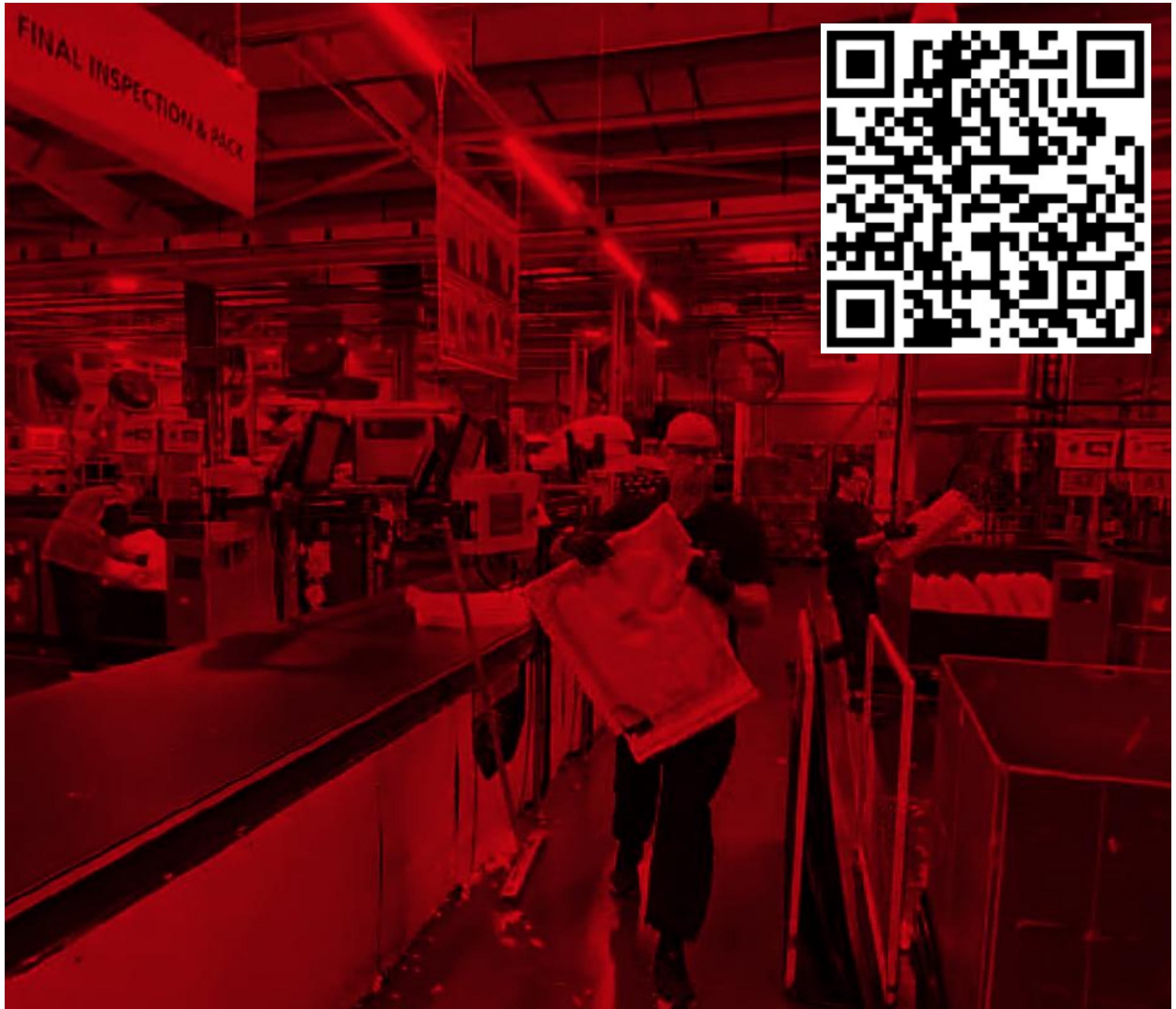
FDE & Teleoperation lead: Paul Newcombe, with 5+ years' experience **deploying, teleoperating, repairing and maintaining robots at Q-Bot** Paul is ideally placed to support both the pilot and the rollout at North England factories from AIRA's forthcoming base in the Newcastle area.

The Ask

£500k to deliver first deployments:

- Offloading seat foams
- In-use validation
- Agreed scale up pathway
- Supported by £300k PO & £100k IUK grant





Site of AIRA's first deployment – Lear Corporation, Sunderland

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