Investment Highlights

- **Artificial intelligence (AI)-based services:** Our platform is for AI-based face-object-emotion recognition software. As a commercially viable kiosk equipped with artificial and emotional intelligence, it can support smart customer services, such as product/service recommendations tailored to customer tastes, upselling, and membership management, through the AI recommendation algorithm of the facial recognition–based contactless payment system.

- **AI robots market:** The development of big data processing and advanced mechanical technologies has led to the explosive demand for AI robots in different fields, such as military, defense, personal support and care, inventory management, and responses to emergencies like fires and disasters. According to MarketsandMarkets, the global AI robots market is projected to reach USD 12.36 billion by 2023 from USD 3.49 billion, with a compound annual growth rate (CAGR) of 28.78% during the forecast period.

Products and Services

**Products and Technology**

- **Customer recognition/analysis systems**
- **Payment robot with facial recognition**

**Key features of core technology**
- Equipped with facial recognition linked to a cloud server data set (recognition rate: 97% or more, recognition speed: 1 s or less)
- Uses metadata indexing, filtering, and demography technologies related to the processing of large amounts of data
- Optimizes server load balancing that applies Robot Operating System (ROS) parameters
- Uses real-time forecasting and recommendation service algorithms using LiveData

**Competitiveness of core technology**
- Extensive expertise in designing deep learning–based emotion/behavior recognition software platforms and smart algorithms
- User recognition algorithm that can connect facial recognition application program interfaces (APIs), data set libraries, and cloud servers
- Real-time menu recommendation and customized advertising services based on analytical data on the customer base
- Abundant experience in applications and operating systems for customer recognition along with a capacity for test bed operation

**Brief History**

- 2016: Founded the company
- 2017: Selected as the best company in the leading venture business support project (Korea Venture Business Association).
- 2018: Established a branch office in the United States
  - Attracted an investment from Comcast NBCUniversal
  - Selected as a participant in the Techstars Accelerator program and attracted an investment
- 2019: Registered as a development partner for Clover Network Inc.
Company Profile

- **Date of Establishment**: March 2016
- **Investment Performance**
  - Attracted an investment of KRW 120 million from ActnerLab in October 2017
  - Attracted an investment of KRW 220 million from angel investors in December 2018
- **Listed or Unlisted**: Unlisted
- **Patents and Certificates**
  - Services such as facial recognition—based smart membership, upselling through customized recommendations, and the forecast of visiting customers
  - Registration of six patents locally and abroad

Financial Figures

<table>
<thead>
<tr>
<th>Division</th>
<th>2017 (Unaudited)</th>
<th>2018 (Unaudited)</th>
<th>2019 (Unaudited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>0.03</td>
<td>0.15</td>
<td>0.04</td>
</tr>
<tr>
<td>Operating Income</td>
<td>(0.06)</td>
<td>(0.18)</td>
<td>(0.05)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>-</td>
<td>(0.09)</td>
<td>0.11</td>
</tr>
</tbody>
</table>

Business Plan

<table>
<thead>
<tr>
<th>Division</th>
<th>2020 (Forecast)</th>
<th>2021 (Forecast)</th>
<th>2022 (Forecast)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>0.57</td>
<td>5.81</td>
<td>29.97</td>
</tr>
<tr>
<td>Capital Expenditure</td>
<td>0.50</td>
<td>1.25</td>
<td>2.50</td>
</tr>
<tr>
<td>Working Capital</td>
<td>0.17</td>
<td>0.42</td>
<td>0.58</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>0.42</td>
<td>0.83</td>
<td>1.25</td>
</tr>
</tbody>
</table>

- **Sales plan**: Our company has been registered as an official developer for Clover Network Inc. and is set to provide the customer forecasting program. Along with the supply of the first pilot system to 7-Eleven and the second agreement under discussion, it will extend its sales floors. In addition, the emotional intelligence robot and its application services will be commercialized. Consequently, sales of USD 29.97 million USD are expected to be achieved in 2022.

- **Investment required**: A total of USD 7.92 million (including USD 4.25 million in capital expenditures and USD 2.50 million in R&D) will be invested for the next 3 years to manufacture products used for domestic and overseas exhibitions and marketing campaigns and to recruit more personnel.

Investment Requirements

- **Investment Structure**: All available
- **Amount**: USD 1 million
- **Region**: North America, Europe

For more detail Teaser Memorandum and information please contact below Project Manager
Machine/Robot PM: ikmp@kotra.or.kr