

YOUTILIGENT

Data Driven Business Execution

May 2021

PROBLEM

Vast amounts of business machines, such as vaccine refrigerators, freezers, coffee machines, compressors, generators, professional dishwashers, etc., are examples of a vast amount of business machines (B2B) essential for the day-to-day running of a company or business.

However, 99% of the machines are 'stupid' and not connected to the internet, with no data insights, creating blind spots for the organization, which causes up to 25% of operational inefficiency, and limits their ability to scale.

SOLUTION

We bring visibility to our customers. Youtiligent AI & IoT (AloT) technology enables customers to execute data-driven business decisions based on actual usage of their on-site machines, enabling them to scale services, logistics, and sales opportunities.

TECHNOLOGY

We have brought the medical approach to the electrical world.

Like medical, The ECG (or EKG) device tracks the electrical signals that pass through the heart and translates them into a diagram of lines with a characteristic shape.

In the electrical world, we track the electrical signals of each electrical device (volts, amperes) and translate them into a diagram that describes the usage data of the device.



HOW DO WE DO IT?

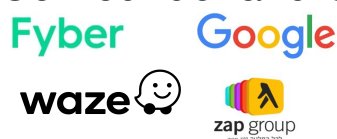
We plug in a smart plug into the socket, connect any device to it, and connect seamlessly to the internet in 3 seconds with cellular communication and save the data to the cloud.

Every machine action creates a different fingerprint (different pattern). Our auto ML algorithms learn these patterns and convert them into business insights related to maintenance, logistics, usage, supply chain optimization, and create sales opportunities.

TEAM



Avichai Belitsky
Co-Founder and CEO



Aviv Levin
Co-Founder and CPO

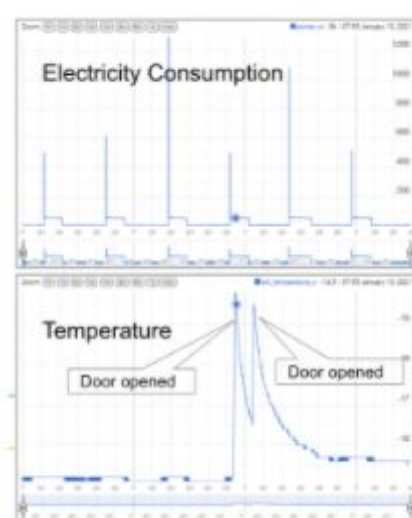


Vadim Hashansky
Co-Founder and CTO



WHY INVEST?

- The only one that is a **plug & play** solution, with patent registration in EU, US, CHN.
- The only solution that connects to any electrical appliance, regardless of who the manufacturer is. (Single-phase and three-phase)
- No installation, intervention of hardware, or assistance of a technician or laboratory work is required. Within three seconds, every stupid device becomes smart.
- Through this solution, the AloT world is revolutionizing the fact that this is the first time there is a cost-effective and straightforward way for connectivity and actual insights.



TRACTION

Market validation: We have several successful pilots, initial agreements, and a promising pipeline with leading companies worldwide.

Focus: Our solution focuses on electrical appliances for businesses (B2B only), where the need to be connected is critical, and our product is on the way to revolutionizing this field.

Timing: "Covid has accelerated the understanding among businesses that it is no longer possible to work blindly without customers' onsite data."

Recognition: The company's technology is recognized and highly valued by the Israeli Innovation Authority and has already received two grants to develop this essential technology.

The solution was declared by SAP as the most disruptive and innovative solution since the invention of industrial ice machines for the world of refrigeration.

Competitions: The company has won well-known innovation competitions in Israel and around the world.

TAM

We operate simultaneously in three different segments: Food and beverages, retail, and pharma. The total available market is above 100 million machines, creating potential annual revenue of \$22B.

BUSINESS MODEL

SaaS-based subscription, charged monthly per connected machine. No hardware charge (free with 24 month subscription)

CONNECTED WITH



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