



# LIONSBOT

## Adventures of a Young Robotics Startup

Dylan Ng  
CEO & Co-founder





**2018**  
**FEBRUARY**



**Prof Mohan Rajesh Elara**  
Domain Expertise in Robotics



**Dylan Ng Terntzer & Michelle Seow**  
Domain Expertise in Cleaning

# 2018

JULY

A



B



C



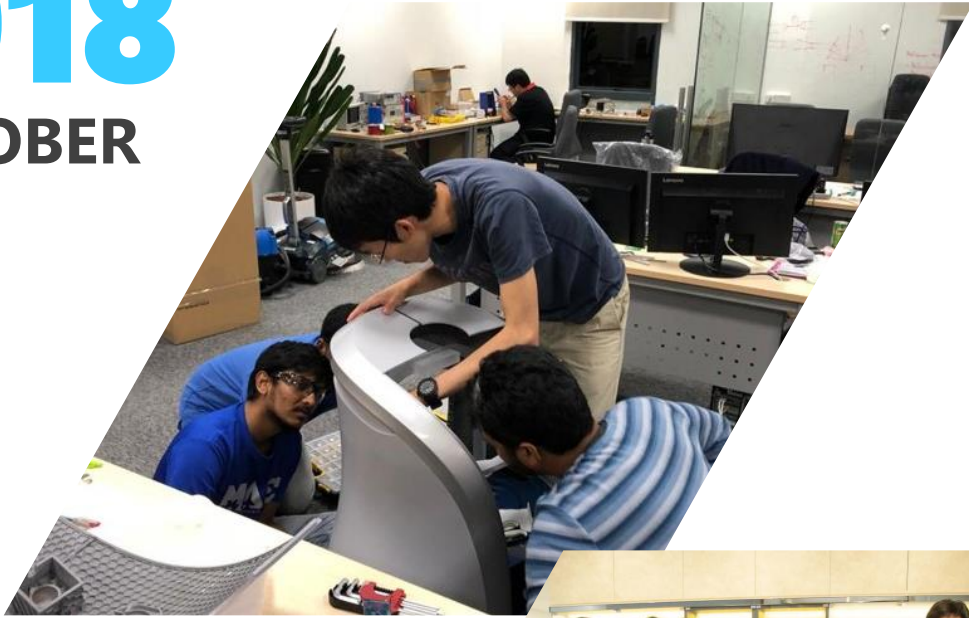
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**LEOBOT**  
**CONCEPT**

# 2018

OCTOBER



SLEEPLESS NIGHTS

SOFT LAUNCH

**2019**  
**JULY**



**GO LIVE IN**  
**12 MONTHS**

**2019**  
**AUGUST**

# FIRST FACTORY PRODUCTION



**Valley of  
Death**



END OF  
**2019**

**20**  
ROBOTS



2020



**LEOBOT V3**  
**GLOBAL EXPORT**

# 2020

DEALER TRAINING



INTERCLEAN AWARD



END OF  
**2020**

**130**  
ROBOTS

2021

R12 REX  
10 MONTHS



END OF  
**2021**

**450**  
ROBOTS

**2022**

**APRIL**



**R3 SCRUB**  
**8 MONTHS**

OCTOBER  
**2022**

**1200!**

**ROBOTS**



**HOW DID  
WE GROW?**



# MOVE FAST MANAGE RISKS



**V1**

**JULY 2019**

Speed to market

**V2**

**OCT 2019**

Ruggedized

**V3**

**AUG 2020**

Mass production

# LOOKS MATTER

EVERY ROBOT A WORK OF ART





## LeoBots

LeoScrub | LeoMop |  
LeoVac | LeoPull | LeoRay



## R3 CUB

R3 Scrub  
R3 Vac

## R12 REX

Rex Scrub  
Rex Combi



**WIDE RANGE**  
INCREASE CUSTOMER LIFETIME VALUE



# SAME TECH STACK & ECOSYSTEM

FOCUS ON FLOOR CLEANING, ITERATE CONTINUOUSLY

# DEALER NETWORK

FOR GLOBAL DISTRIBUTION & SERVICE SUPPORT

## ASIA-PACIFIC



Singapore



Malaysia



Hong Kong



Japan



Australia

## MIDDLE-EAST



Israel



UAE

## EUROPE



Austria



Belgium



Denmark



France



Finland



Germany



Romania



Iceland



Ireland



Italy



Luxembourg



Netherlands



Norway



Hungary



Poland



Spain



Sweden



Switzerland



UK



Lithuania



Latvia

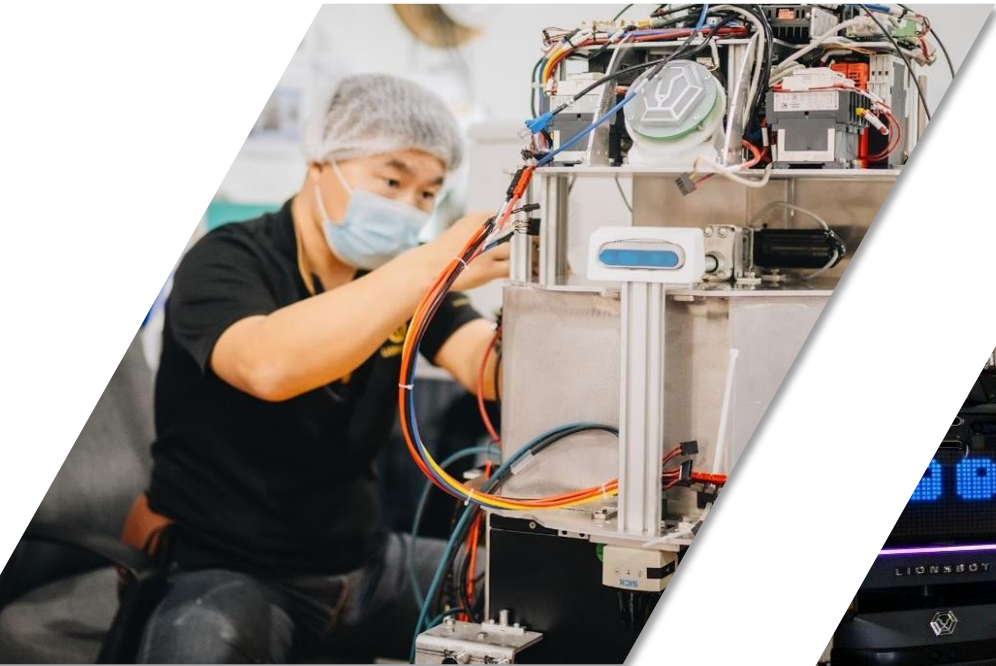
**LESSONS  
LEARNT**

**VALLEYS OF DEATH**

**TRAPS**

**NAIVE THINKING**

# VALLEYS OF DEATH



INVENTORY FOR FIRST 100

SCALE R3 TO SELL 150/MTH



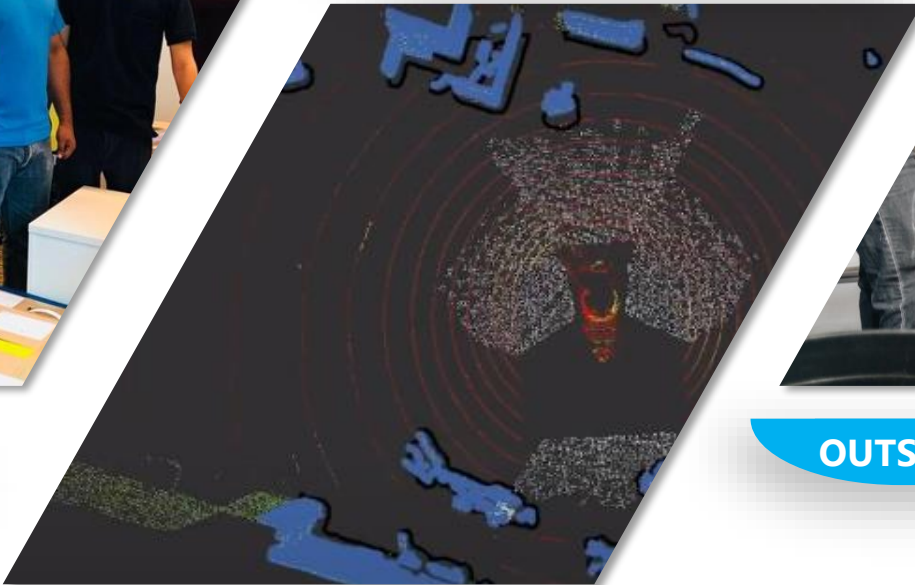
PRODUCTION CONSISTENCY

# NAIVE THINKING



5 ENGINEERS?

LICENSE SLAM TECH?



OUTSOURCE PRODUCTION?



SAME DEALERSHIP?





# TRAPS

ZERTIFIKAT ◆ CERTIFICATE ◆ 認許證書 ◆ CERTIFICADO ◆ CERTIFICAT

### Attestation of Conformity

No. M&A 109427 0001 Rev. 00

**Holder of Certificate:** LIONSBOT INTERNATIONAL PTE LTD  
 11 Changi South Street #03-02  
 Singapore 486122  
 SINGAPORE

**Product:** Floor cleaning machines  
 (Autonomous Cleaning Robot - Floor Scrubbing)

**Model(s):** LeoScrub

**Parameters:**  
 Rating(s) : 24 VDC, 1150 W  
 Protection Class : III  
 Dimension (LxWxH) : 840L x 652W x 1153H (mm)  
 Weight : Max. 160 kg

**Tested according to:**  
 EN ISO 12100-1:2010  
 EN ISO 13462:2014  
 EN 60335-1:2012/A13:2017  
 EN 60335-2-69:2012

This Attestation of Conformity is issued on a voluntary basis according to Council Directive 2006/42/EC relating to machinery. It confirms that the listed equipment (not Annex IV equipment) complies with the principal protection requirements of this directive. It refers only to the sample submitted to TÜV SÜD Product Service GmbH for testing and certification. For details see: www.tuvsud.comps-cert


**Test report no.:** 7191219517-EEC2001-CZ

**Date:** 2020-08-10

*Thomas Lud*  
(QI THOMAS LUD)

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 After preparation of the necessary technical documentation as well as the EC declaration of conformity the required CE marking can be affixed on the product. Other relevant directives have to be observed.

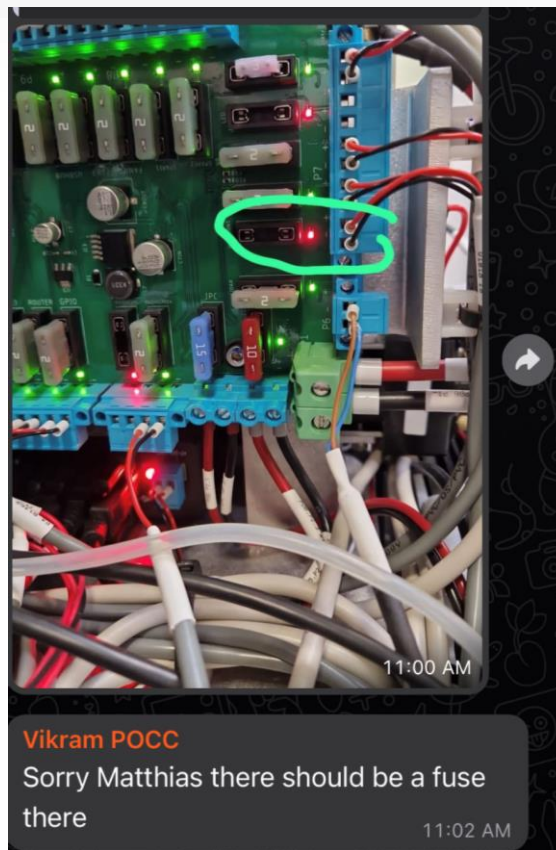
TÜV SÜD Product Service GmbH • Certification Body • Rüdigerstraße 65 • 80339 Munich • Germany



Certifications



Exclusive Dealers



Remote Service Support



Patents

**ULTIMATE**  
**TRAP**

**MONEY** IS  
NEVER  
ENOUGH



LIONSBOT



# THE **LIONSBOT** EXPERIENCE



Work you do will move the needle



Experience high growth



Leadership opportunities as we grow

# 4 GOALS OF LIONSBOT

Make Awesome Robots



Become A Unicorn



Maximise Potential

Benefit Communities

# MORE MOUNTAINS TO SCALE



Today

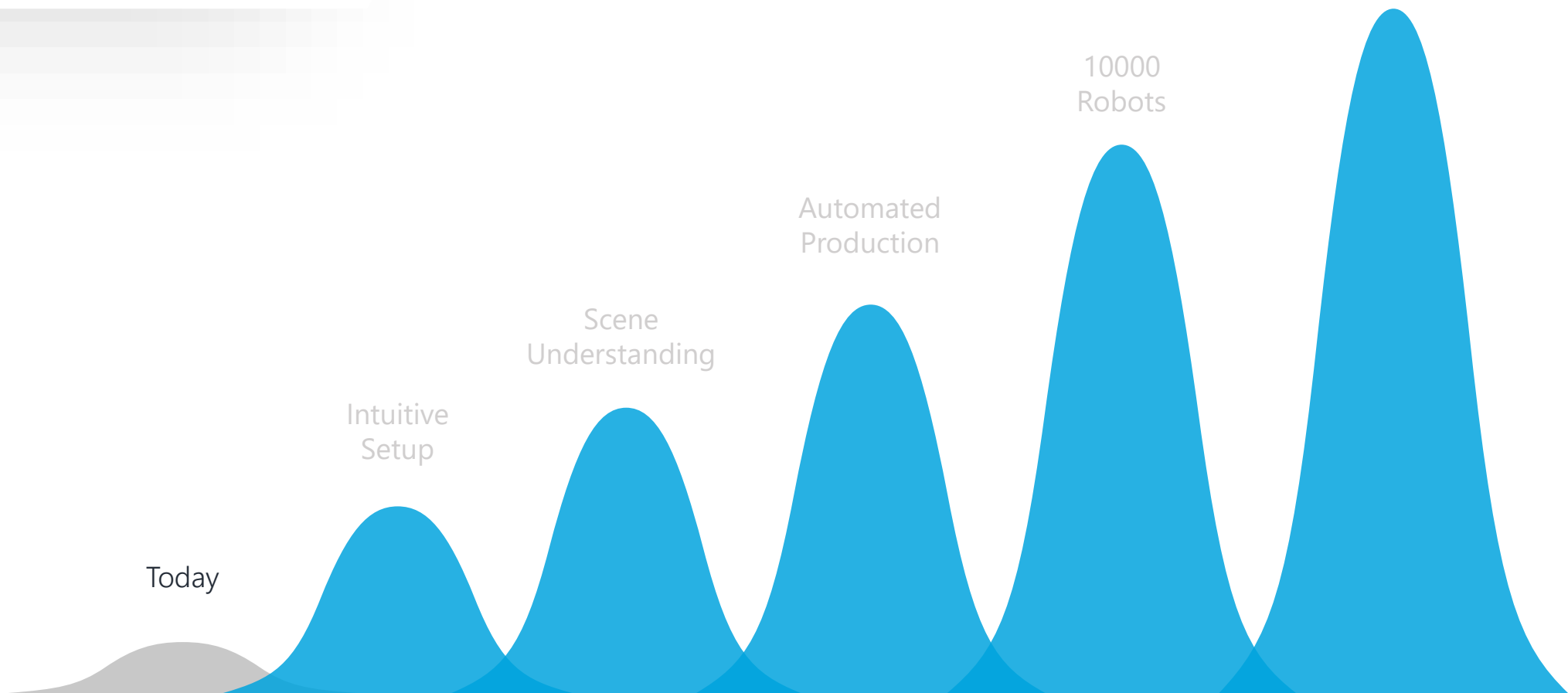
Intuitive  
Setup

Scene  
Understanding

Automated  
Production

10000  
Robots

Heterogeneous  
Cleaning





# LIONSBOT

## THE FUTURE OF CLEANING



[hello@lionsbot.com](mailto:hello@lionsbot.com)



[www.lionsbot.com](http://www.lionsbot.com)



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