

Autonomous snow removal robots that start working as soon as it starts snowing.

About

Lumebot self-driving snow removal robots are more than 10x cheaper to make than snow plows. This allows each parking lot to have a dedicated snow removal robot. Through continuous work, it is able to keep the parking lot clean 24/7.

Problem

The core problem with snow removal industry is that it is reactive, not proactive. Heavy machinery, that costs hundreds of thousands of euros, is used only when it has stopped snowing or when snow has reached a certain height. Constant snowfall makes it impossible for service providers to be everywhere at once.

Traction

We have 8 companies who want to use our service starting from November 2019. We will start our first autonomous pilot with Ülemiste City in June 2019.

Summer pilot (street cleaning) 500€ + VAT per month
Winter service (per robot) 1200€ + VAT per month

Business model

Subscription model that charges per robot. Area cleaned by the robot is agreed upon within SLA. The optimal cleaning area per one robot is 5000m².

Going to Market

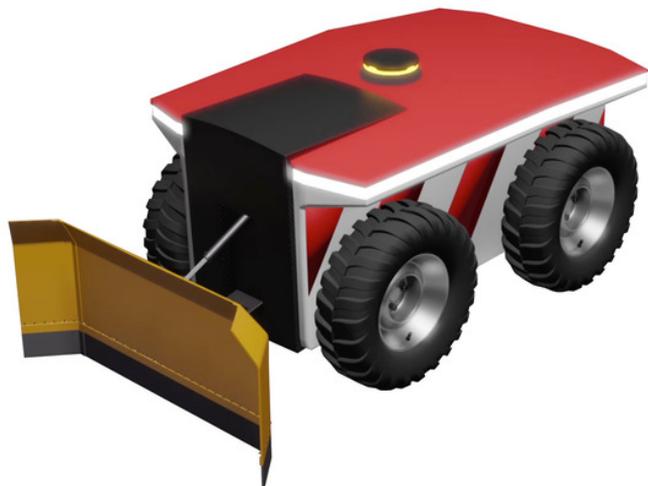
Estonian market will be mostly for testing and developing our robots. Next step will be Scandinavia. The Scandinavian market will be for business and product validation. Upon further development, funding and reaching point of scalability for service, we want to enter Northern America.

Market size

Snow removal from private parking lots
Northern Europe - 2 billion euros
Northern America - 16 billion dollars

Current status

We have a working autonomous 80 kg prototype and a control center with video feed. **We launching 250 kg version in Spring 2019.** This will start serving customers immediately.



Lumebot version two - 250 kg



LUMEBOT

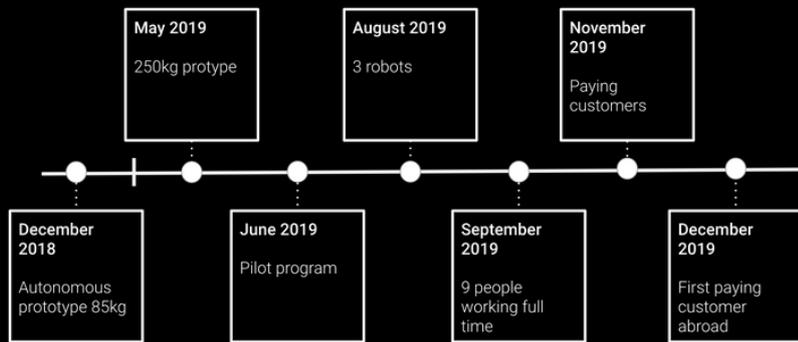
Competition

Globally, our main competitors are traditional snow removal service providers who rely on heavy machinery and manual labor. Each location has its own dominant service provider. No company owns a large domestic nor global market share.

Autonomous competition

We mainly have one - Left Handed Robotics SnowBot. They build autonomous snow removal meant for sidewalks. Their robots cost nearly 7x more than Lumebot. They use diesel engines and LiDar's. They recently raised a 3.7m \$ seed round.

Milestones



Sales Forecast

	2019	2020	2021	2022	2023	2025
Number of robots	5	30	70	150	400	2000
Number of employees	9	15	40	100	200	300
ARR* \$	75,000	750,000	1,750,00	3,750,000	10,000,000	50,000,000

* One robot earns 25,000 euros annually. First year is an exception due to Estonian market.

Founders



Andres Kõiva

Head of Control Systems Division at Elektrilevi.



Kaspar Kikerpill

Community Manager at Testlio. Ex Pipedrive and The Next Web.



Siim Medijainen

Technical Manager at Vaimo. Over 10 years of experience.



Juhan Viik

Research and Development Mechanical Engineer at Milrem.

Team



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