Azorean Robotic Technologies (A.R.T.)

"Smart Tools. Any Environment."

(confidential)

October 2025


ziphius™
The first aquatic drone controlled by mobile devices that plays AR games and has autonomous behaviors.

Strategic Overview

Due to the current drone industry hot moment, in 2025, Azorean will become A.R.T. (Azorean Robotic Technologies).

A.R.T. develops Smart Tools for any environment—land, air, and sea.

Four synergistic business units:

- AI-Based Rapid Prototyping Platform
- Learning Line – Educational robots
- Gadget Line – Consumer aquatic & lifestyle robots
- Professional Line – Industrial & marine robotics

Mission: Democratize intelligent robotics by merging AI, design, and manufacturing.

Background & Achievements

Azorean
Aquatic Technologies

Founded in 2010, ***Azorean – Aquatic Technologies, S.A.*** (Azorean) aims to become a world leading company in marine robotics by providing a new generation of tools and vehicles for ocean exploration.

In 2013, Ziphius™ (superficial drone prototype) won a competition promoted by Engadget (jury and public prize) to choose the "tech's industry next great gadget" and, in July of 2013, Ziphius' Kickstarter campaign was successfully funded.

The company is listed since the beginning of 2016 at the French Euronext, providing a clear exit strategy to any potential investor.

Company Structure

A.R.T. is a product-oriented company that uses research, commercial and experimental projects as ways to achieve constant innovation.

The integration of these areas will be the basis for sustainable growth, ensuring an efficient compromise between financial sustainability, brand promotion and technological innovation.

Company Focus

A.R.T. is a horizontal hardware technology company that supports project & product development for several key vertical markets.

A.R.T. will be aligned with the *YDreams Factory Group ("Y")* strategy, in which it will be integrated:

- Smart Cities (YSpatial)
- Nature (YNature)
- Sports & Entertainment (YMagic)
- R&D areas (Ylabs)

Market Opportunity

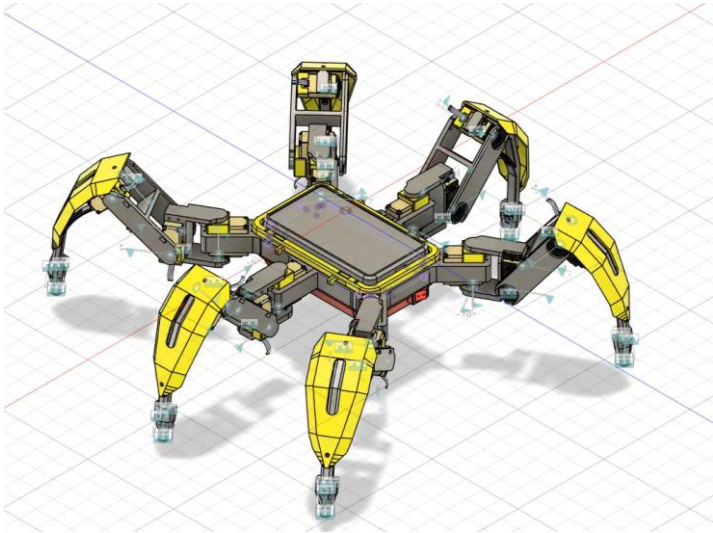
Huge and rapid growing market with a large potential MOM for the identified vertical markets.

Vertical (A.R.T. Focus)	Global TAM (USD)	Suggested MOM %	Realistic MOM (USD)	Estimated Time-Frame
Smart Cities (YSpatial)	~ $1.67T (2025) → $4.04T (2030)	0.05–0.1%	**$835M – $1.67B**	**Mid/Long-term (2028–2030)** requires scale, partnerships, integration with city platforms
Nature (YNature) (precision agriculture & smart agriculture)	~ $25.4B (2024) → $54.7B (2030)	0.3–0.5%	**$76M – $270M**	**Short/Mid-term (2025–2027)** pilot projects in forestry & agriculture already underway
Sports & Entertainment (YMagic) (entertainment robotics)	~ $35.6B (2024) → $114B (2029)	0.2–0.4%	**$71M – $456M**	**Mid-term (2026–2028)** scaling B2C channels after validation of first products
YLabs R&D	N/A (internal)	—	—	(R&D support function, indirectly boosting other verticals)

Product Lines

Besides the verticals related with the “Y” companies, A.R.T. will develop its own product lines based on its proprietary core technologies - the “Smart Tools” lines:

- Smart Tools - Learning Line (education)
- Smart Tools - Gadgets Line (B2C)
- Smart Tools - Professional Line (B2B)



Product Lines

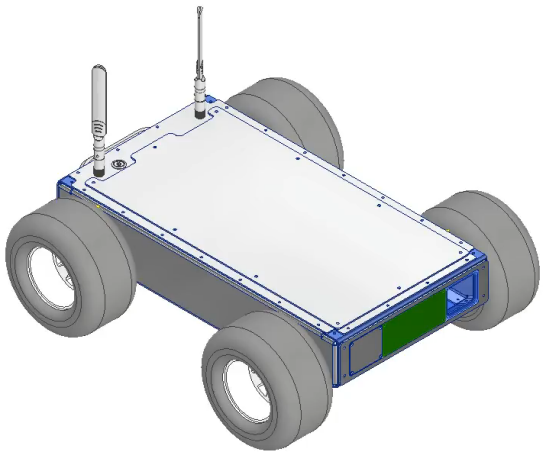
Starting with ideas and projects inherited from the old Azorean (tolls for the ocean):

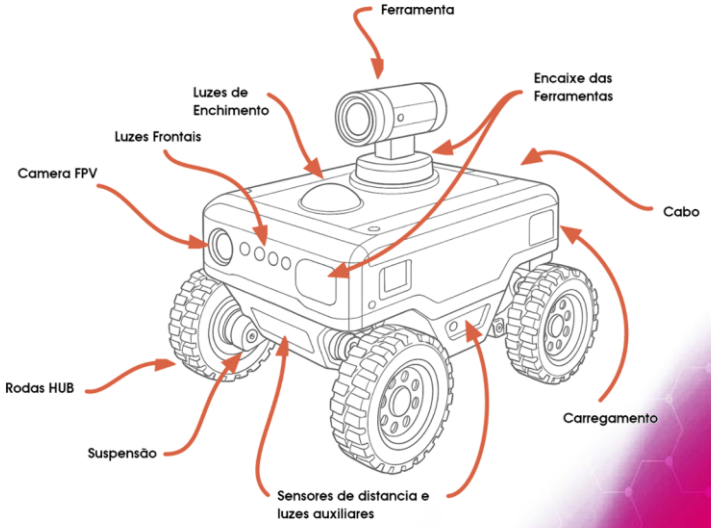
- Inspector ™ (a tool for recreative boat hull inspection)
- Ziphius ™ (aquatic superficial drone)
- Sub.A ™ (remote control underwater drone)

Product Lines

But following other opportunities arising from clients' projects, YLabs R&D, and other opportunities.

- "ARGUS" (an autonomous underground robot)
- MKVI Platform (A remote-controlled robotic land platform)
- SIRCA/ISA projects/SC projects ("Kruka", "Wise Lamp", "Melody", "DIY precision)





Market Approach

A.R.T. will follow a flexible market approach strategy supported by his multi-domain *Rapid Prototyping Platform* (and other proprietary technologies), providing the following main arguments:

- Low-cost
- Rapid deployment
- Modular
- Disruptive

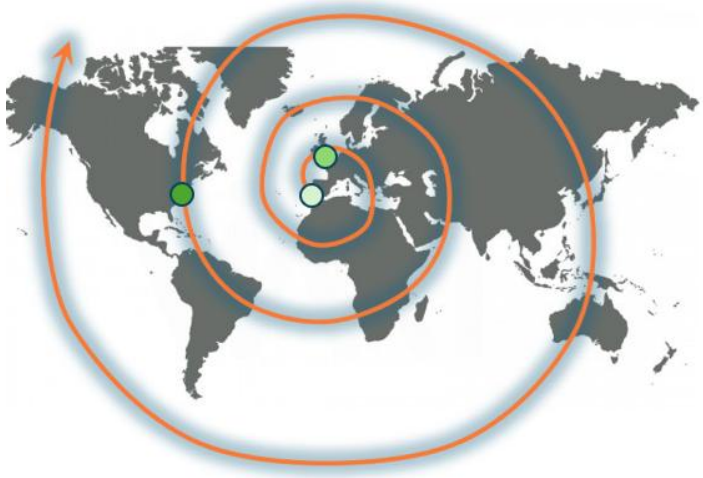
Go-to-Market

A.R.T.’s marketing strategy will leverage impact project narratives to enhance communication through both traditional media and innovative AI-driven approaches.”:

- own media (site, YouTube, Instagram), paid media, earned media
- specialised (investors) channels

Go-to-Market

Start in Portugal as the testing market, use UK as the sales distribution base, assuming the world as the target market.



Traction: Early Clients & Pilots"

- IH: tools for the ocean
- ICNF: smart tools for the forest
- AdP: managing tools for large infrastructures
- Local Administration: ex ARGUS project, from CM Seixal (culture, education)
- CCDR Centro: tools to remote control of protected natural areas (tourism)
- Multiple opportunities from iNature initiative (agriculture)

Go-to-Market

Sales focus on online channels and premium stores

Online stores charge smaller margins. Retail stores function as product showrooms. Products will be available through four major different online channels:

- A.R.T. online shop (5% of 3rd party commission)
- **Online general stores (e.g. Amazon) (15% of reseller commission)**
- Gadget focused online stores (e.g. Brookstone) (35%-50% of reseller commission)
- Curated stores (e.g. Grand St.) (40%-60% of reseller commission)

A specialized B2B sales team to target industrial clients for the Professional Line will be created.

Go-to-Market

Some relevant stores with existing contacts:

- ***On-line stores:*** Amazon
- ***Curated stores***: RobotShop, Brookstone, NewEGG
- ***TV Shows***: BBC, Dr Gadget, Discovery Channel, Aljazeera
- ***Blogs & magazines***: Wired, Engadget, Gizmodo, Cool Hunting
- ***Trade fairs***: CES, Metz Nautical Fair, NYC Toys Fair, Maker Faire

Competition & Differentiation

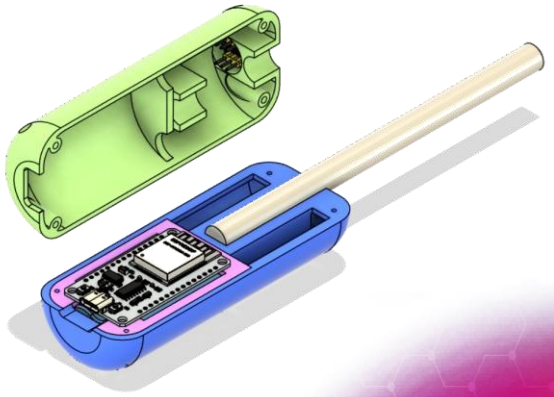
A.R.T. will act in a very competitive area, with strong brands already established, but not operating in some of A.R.T.'s verticals

- Boston Dynamics (EUA)
- SeaDrone (EUA)
- Reel Robotics (Brasil)
- Kongsberg Maritime (Noruega)
- DJI (China)

Competition & Differentiation

A.R.T. will seek differentiation by exploring different markets, approaches & multiple field integration:

- Low-cost tools for everyday needs supported by A.R.T.'s Rapid Prototyping Platform
- Integration of multiple layers (Hardware + AI/AR/VR)
- Multidomain (air, land, water)
- SPA approach (bring the life experience of experimented workers to specialised tools)



Technology & IP

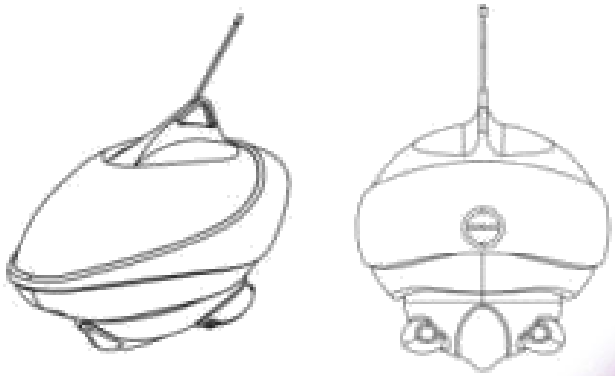
A.R.T. rely on their own proprietary technologies to become a competitive company:

- Rapid Prototyping Platform
- SPA (Sensing, Processing, Actuating)
- Core components
- AI/AR/VR + Hardware
- Robotic AI Agents

Technology & IP

The R&D investment will be followed by a strong motivation for IP protection. The objective is to build a solid IP portfolio on Drone's and robotic technologies, providing the company with:

- Freedom to operate
- Contributions to the company valuation
- News to the equity story
- Monetization possibilities



Technology & IP

The following list of patents will be explored:

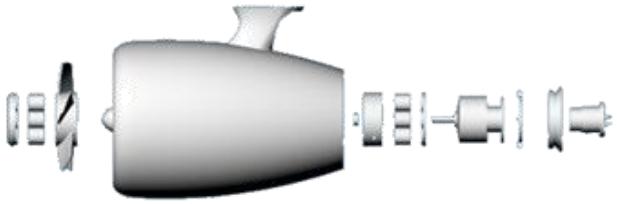
#	Project	Focus
1	“ARGUS”	Strategies and mechanisms for efficient underground drone exploration
2	“SPA’s”	Strategies and mechanisms for
3	“A.R.T. platform”	Strategies and mechanisms for multi-domain hardware rapid prototyping
4	“Inspector”	Strategies and mechanisms for optimized AI underwater image visualization
5	“Ziphius”	Strategies and mechanisms for efficient drone surface navigation
6	“SUB.A”	Strategies and mechanisms for underwater remote control
…	Others…	Related with health and wellness devices

Regarding Industrial Design, A.R.T. will promote the registration for all proprietary vehicles and devices (several pieces).

Research & Future Innovation

To keep competitive advantages in this very demanding market, A.R.T. will follow a continuous research program focus on a set of strategic lines:

- Keep evolving A.R.T.'s Rapid Prototyping Platform to create a new generation of low-cost / fast deployment hardware-based tools
- Develop core technologies for instruments and autonomous vehicles (energy harvesting, decision support, communications)
- Develop core technologies for extreme conditions (depth sea, underground)
- Explore experimental approach using new materials, printed electronics, radical design



Team & Network

A highly skilled management team with large experience growing start-ups.

A small, but strong and motivated core Teck team, covering all A.R.T. key areas (robotics, electronics, Software & AI, Communications, Industrial designer).

Outsourcing of non-critical competences and Sharing support services with the *“YDreams Factory Group”*.

Main Goals:

- Reduce costs
- Gain flexibility
- Attract talent

Team & Network

A strong network of partners built in the past years of activity

- Transversal to the company:

  Sales, Production, Suppliers, R&D

- Very strong partnerships with sister companies:

  Ynvisible (printed electronics) &

  TUGA Innovations (smart mobility)

- A long-term partnership with recognized brands such as:

  AMD, Intel, NOKIA, NVIDIA and Raspberry PI

Communication & Equity Story

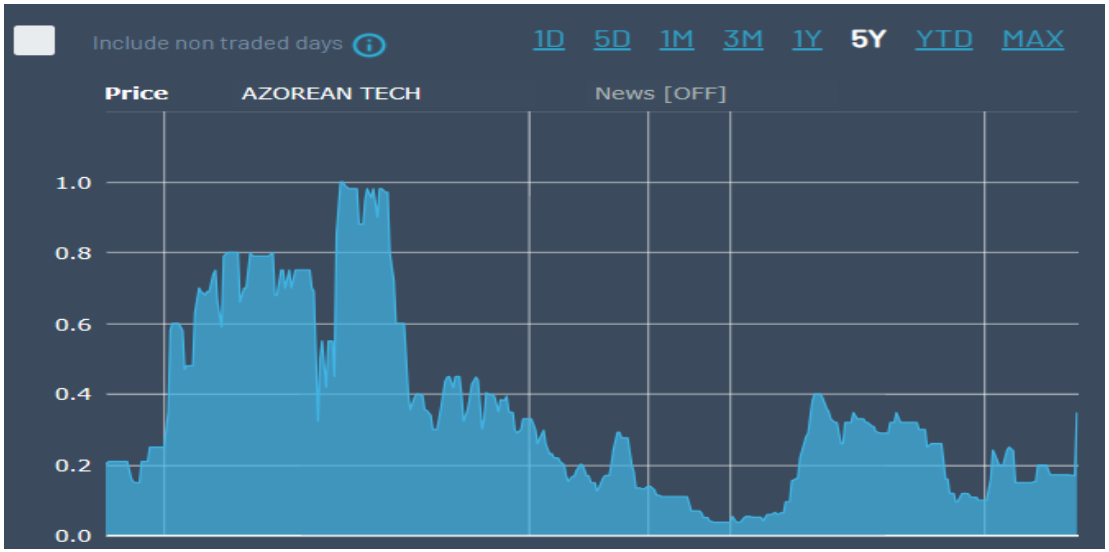
As a listed company, communication will have a key role on the company development and valuation. The equity story will become the focus of A.R.T.'s communication strategy, mainly oriented to capital markets investors with selected news related with:

- *Corporate & Financial* *("Provide Credibility & Trust in the Company")*
- *Research & Development* *("Towards a Solid Foundation")*
- *Marketing & Sales* *("Clear Go-to-Market")*
- *Inspirational Projects* *("Drones for Good")*
- *IP* *("Creating Value")*

Communication & Equity Story

Past resume

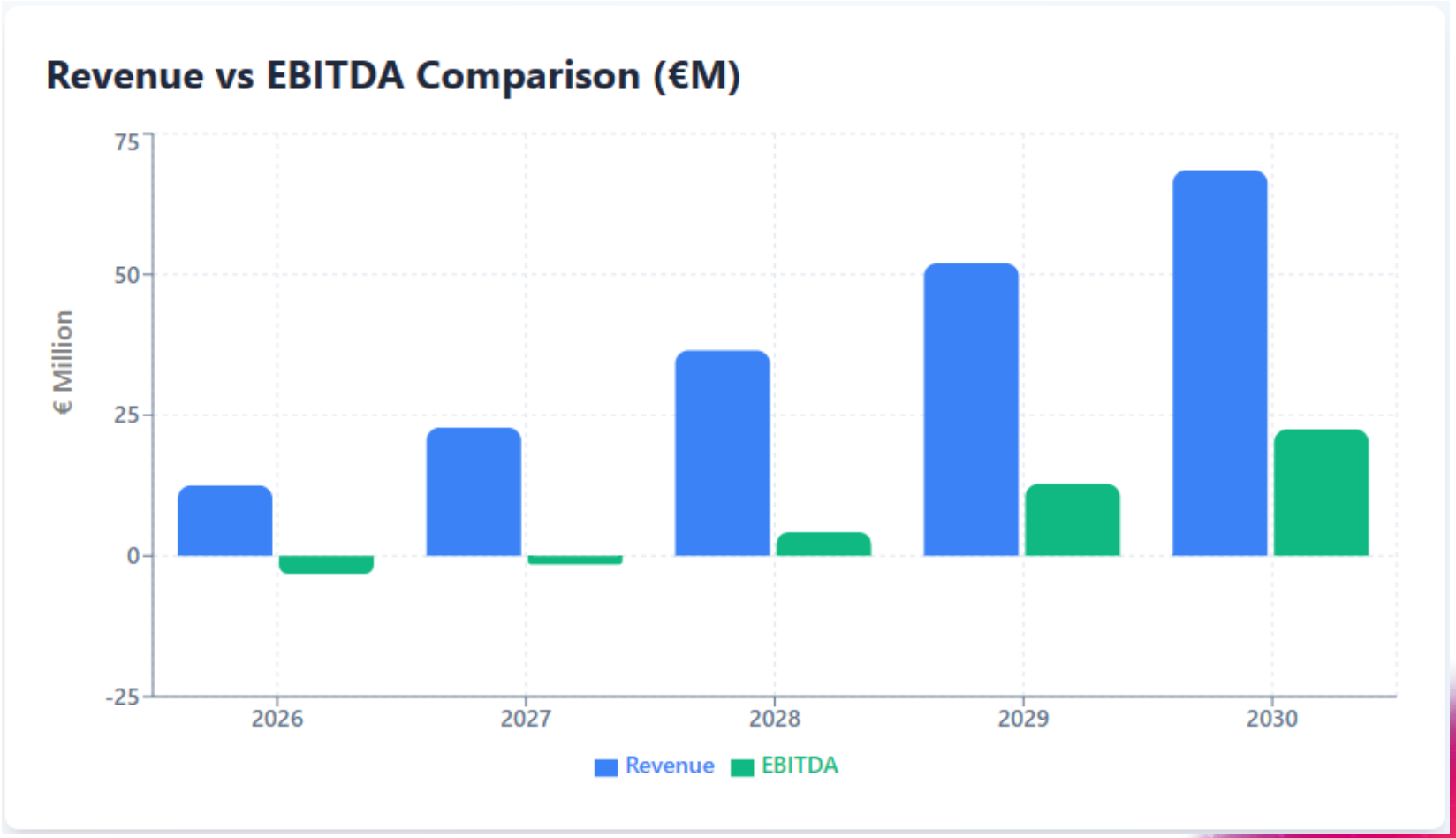
- ***2021***: maximum share price ~1.00€
- ***2024***: share price grew from 0.05€ to 0.30€ with no effort (the Ukrainian drone war effect)
- ***2026***: move the company to a more robust market ASAP (ex: Frankfurt, TradeGate)
- ***2027***: increase the share price up to 5.00€ until the end of this year



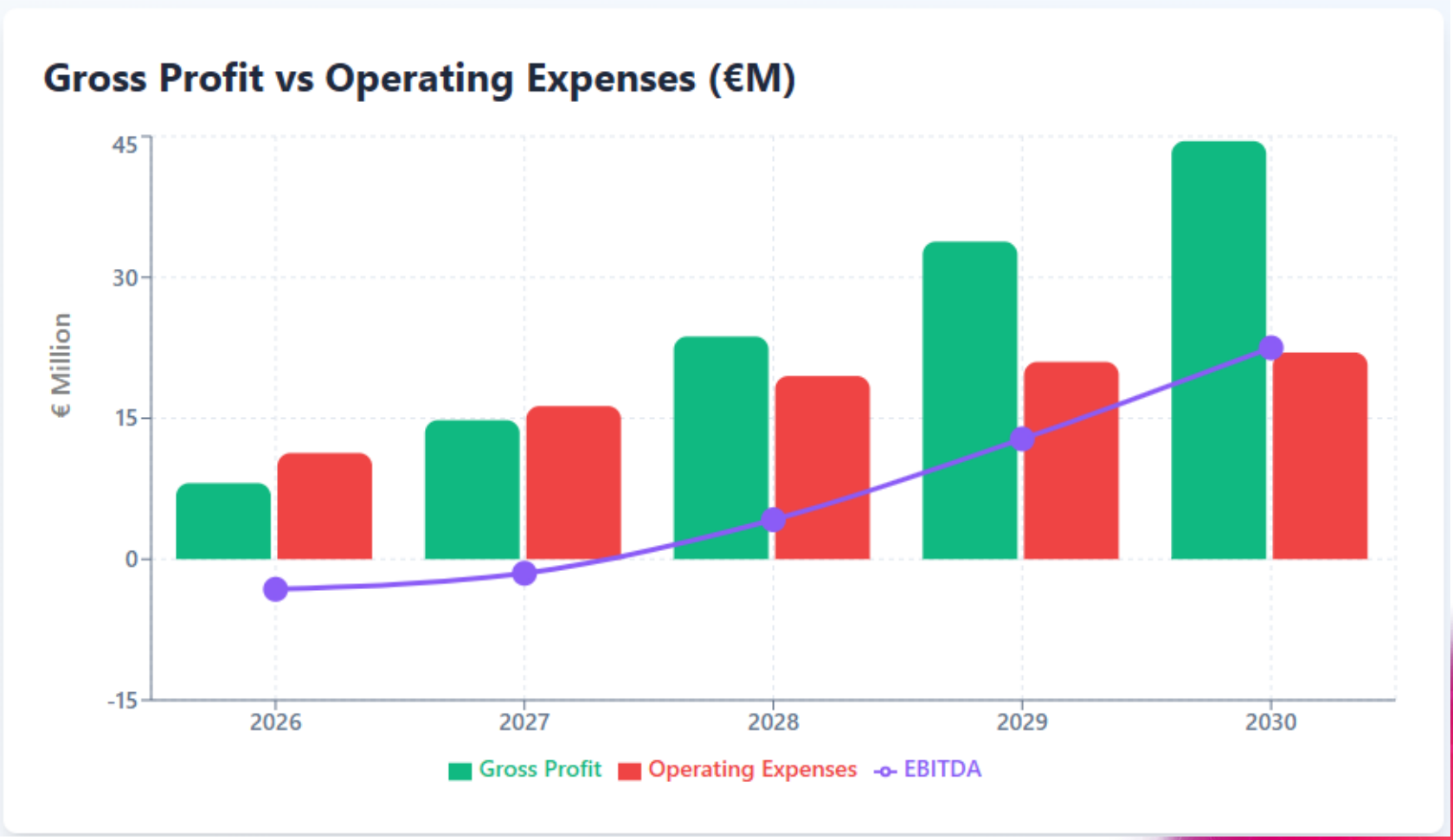
Financial summary

Financial summary

Financial summary



Financial summary



Financial summary

EDITDA Detailed Breakdown

EBITDA Detailed Breakdown

Year	Revenue	Gross Profit	OpEx	EBITDA	EBITDA Margin	Cumulative
2026	€12.5M	€8.1M	(€11.3M)	**€-3.2M**	-25.6%	**€-3.2M**
2027	€22.8M	€14.8M	(€16.3M)	**€-1.5M**	-6.6%	**€-4.7M**
2028	€36.5M	€23.7M	(€19.5M)	**€4.2M**	11.5%	**€-0.5M**
2029	€52.0M	€33.8M	(€21.0M)	**€12.8M**	24.6%	**€12.3M**
2030	€68.5M	€44.5M	(€22.0M)	**€22.5M**	32.8%	**€34.8M**
TOTAL	**€192.3M**	**€124.9M**	**(€90.1M)**	**€34.8M**	-	-

EBITDA 2023: €22.5M

Cumulative EBITDA (5Y): €34.8M

Margin 2030: 32.8%

Break-even: Q3/2028

Investment Plan & Valuation

We are seeking 5M€ investment to support a 3 years development plan, in the following conditions:

- Pre-money base valuation: 15M€
- Investment required: 5M€
- Post-money valuation: 20M€
- Equity base: 20%

Valuation scenarios 2030 :

- Conservative: €93.3M (2.5x annual revenue Y5)
- Base case: €119.4M (3.2x annual revenue Y5)
- Optimistic: €149.2M (4x annual revenue Y5)

Use of proceedings

€5M Initial Investment

- R&D and Platform Refinement (~€1.5M):
  Further develop the core AI Rapid Prototyping Platform, secure IP through patents, and move product designs from prototype to production-ready. Rebrand to A.R.T. and reenforce the digital presence.
- Manufacturing & Supply Chain (~€1.5M):
  Establish manufacturing capabilities (beyond 3D printing for consumer lines) and build a resilient supply chain for components.
- Go-to-Market (Sales & Marketing) (~€1.25M):
  Build a B2C e-commerce presence for the Learning/Gadget lines. Hire a small, specialized B2B sales team to target industrial clients for the Professional Line.
- Operations & Working Capital (~€0.75M):
  General and administrative expenses, operational costs, and contingency funds.