



aiOMATIC SOLUTIONS

AI Software made for Engineers

B2B SaaS Predictive
Maintenance

Executive Summary

Our vision is to become the standard solution for digital maintenance worldwide and thus influence the sustainability of industrial machinery.



Angel-funded startup with more than €19,000 MRR. Seeking €8,000,000 to grow our B2B SaaS business in machine maintenance.



We solve the problem of inefficiency in machine maintenance using Big Data, AI, and statistics.



Our solution helps companies to remain competitive and create and exploit growth potential. In doing so, we address a market of €21.2 billion.

The problem **we solve**

✗ Problem:

Unplanned machine downtime costs companies an average of €532,000 per hour*. Existing predictive maintenance solutions are either scalable but do not provide accurate results, or they are reliable but do not scale.

? Idea:

Our mission is to predict unplanned machine downtime with a software that delivers reliable results and can be scaled to a wide variety of use cases. Thereby expert knowledge is continuously integrated into software development.

✓ Solution:

We were able to develop a digital maintenance assistant reduces unplanned downtime by $\approx 17\%$ and provides explainable AI, thereby identifies the root causes of anomalies in machine condition.



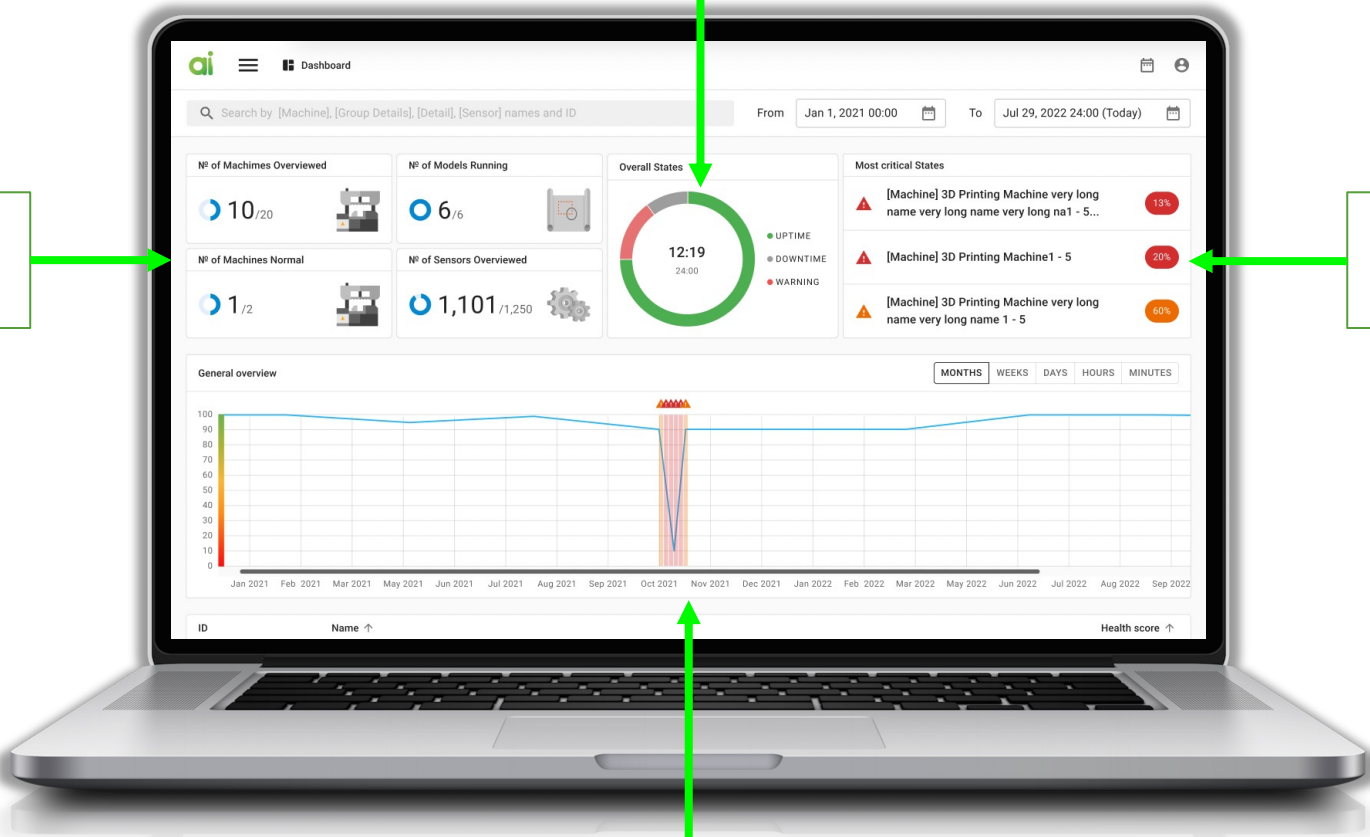
Our Product

Our solution is strikingly different from others in terms of its accuracy and scalability.

Dashboard displaying the machines health score

Identification of the causes of the failure

Abnormal behaviour detection and warning



Live monitoring of machine condition

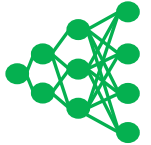
Our USPs

Our solution is strikingly different from others in terms of its accuracy and scalability.



We leverage the **engineer's domain knowledge** about the causal dependency structure between machine variables.

+



We combine this with the **power of machine learning**.

=



We provide **higher model accuracy** and **more explainable results**, which in turn increases the acceptance of the approach by engineers.



RESULTING IN:

- 20% higher accuracy of prediction
- 70% faster to deploy
- 1st solution offering explainable AI

Our Timing

We are in the right place, at the right time, offering the right product.

Germany is
a major global
**centre for
high-tech
manufacturing.**

Due to strained supply chains and the drive
for efficiency, there is an **increasing need
for predictive maintenance.**

+

The **market for predictive machine
maintenance is opening up** through
digitization and standardization of
interfaces.

Start-ups before us failed because
the market wasn't ready, and AI
was perceived as a black box.
We offer a product with
explainable AI and dynamic
thresholds that convinces
engineers.

RIGHT PLACE

RIGHT TIME

RIGHT PRODUCT

Our Business Model

Licenses are sold on a per unit per machine basis. By means of the three product packages we are able to serve the needs of different customers.

1 License is valid
for 1 machine

Essential

< 30 Channels

Email support
(answer within 72h)

Cloud solution

Prerequisite:
connectable OPC UA server

PRICE:
€499 monthly

Premium

< 100 Channels

Email & Phone Support
(Answer within 24h)

Cloud solution

Prerequisite:
connectable OPC UA server

PRICE:
€699 monthly

Elite

> 100 Channels

Email & Phone Support
(same day reply)

Cloud Solution

Prerequisite:
connectable OPC UA server

PRICE:
from **€899** monthly

Our Market

With a CAGR of 15.5% already for Europe, the projected market offers high potentials.

TAM

100% of the global market as forecasted for 2026* with a CAGR of 27.4% from 2022-2030

€21.2 billion*

Worldwide predictive maintenance market

SAM

Includes not only repair but also maintenance and servicing of commercially used machinery & equipment

€7 billion**

Total market for machinery repair & maintenance in Europe

SOM

Assuming we can target 3% market share in the next 4 years taking into account 9 competitors

€21 million

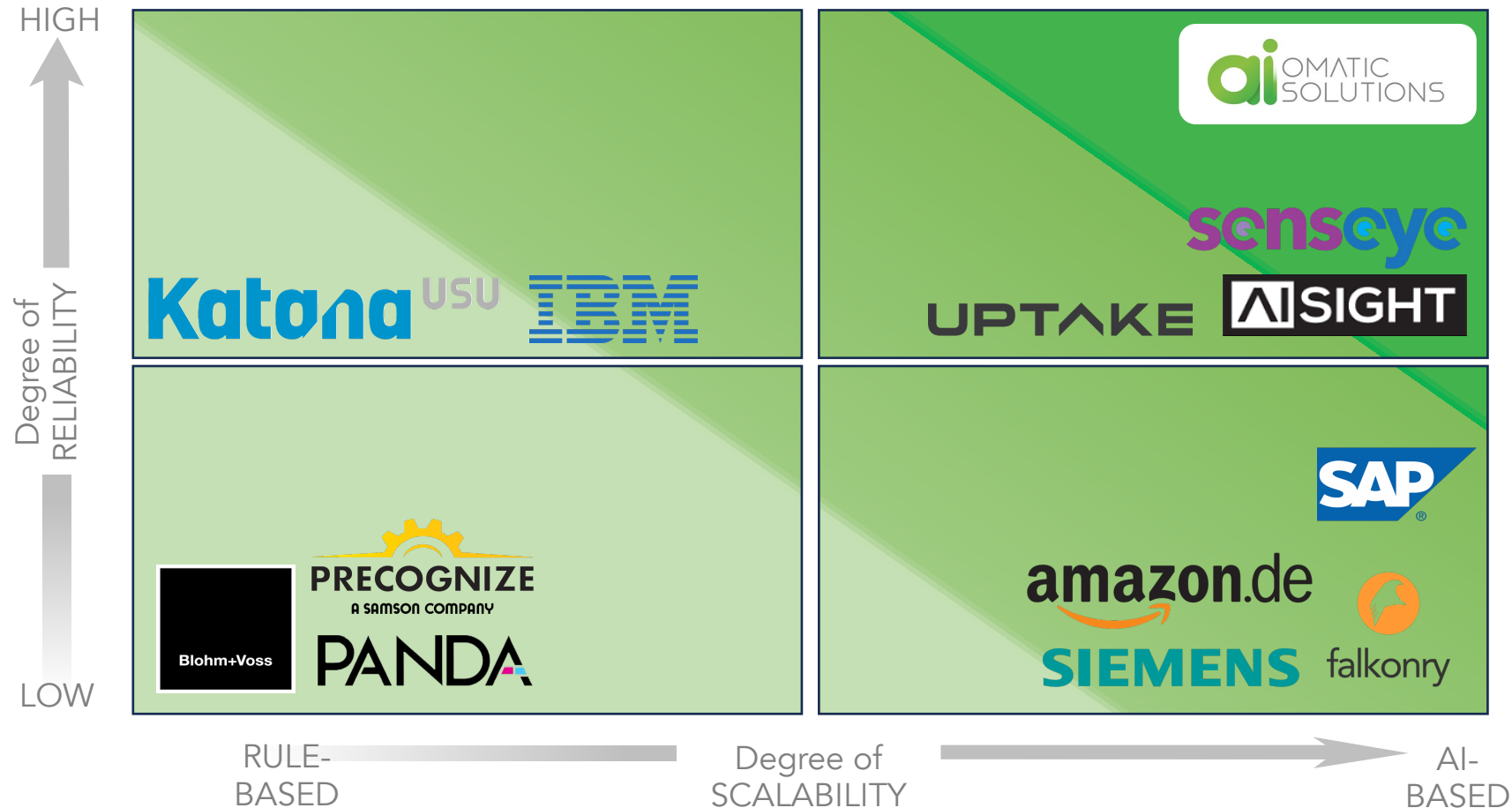
Potential market share of 3% until 2026

* Next Move Strategy Consulting 2022

** IBISWorld 2022

Our Competition

Other predictive maintenance solutions are either reliable OR scalable! This causes high costs due to complex project work or non-acceptance by engineers due to inaccurate results.



Reliable Solutions

can only be achieved by developing individual AI-models for each machine based on historical data in a time-, resource- and knowledge intensive process.

= not scalable

Scalable Solutions

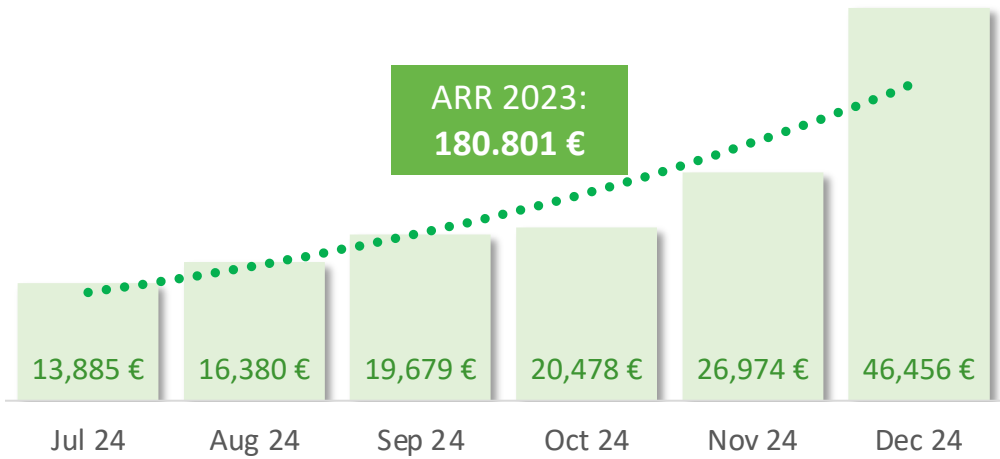
can only be achieved by simple, rule-based approaches. They lead to insufficient flexibility and low reliability (many false-positives).

= not reliable

Our Financials

As of January '24, we have 9 paying customers of which are all using our product for live monitoring. With our current onboarding of clients, we can forecast €47,000 MRR by December '24.

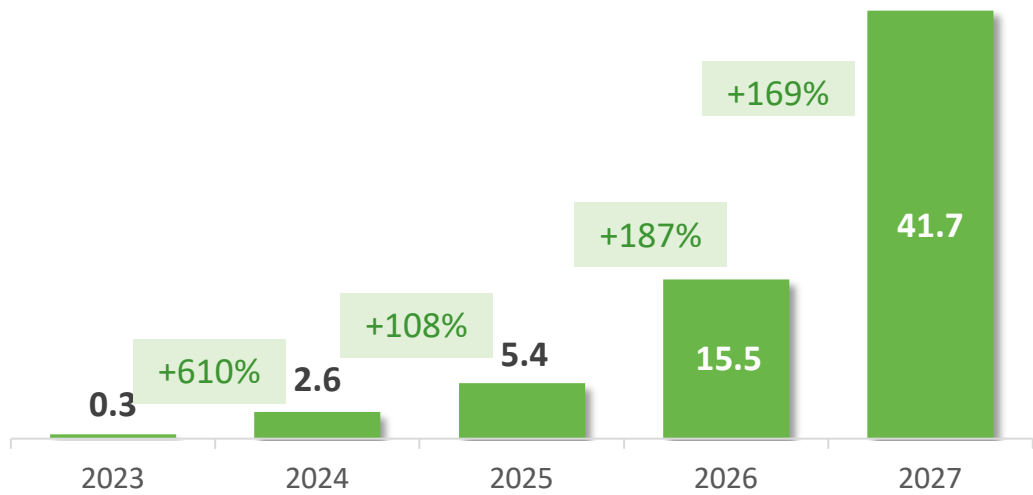
MRR Forecast



By February '24:
€20,000 MRR and 9 paying customers

By March '23:
€26,000 MRR and 12 paying customers

Revenue Forecast in million €

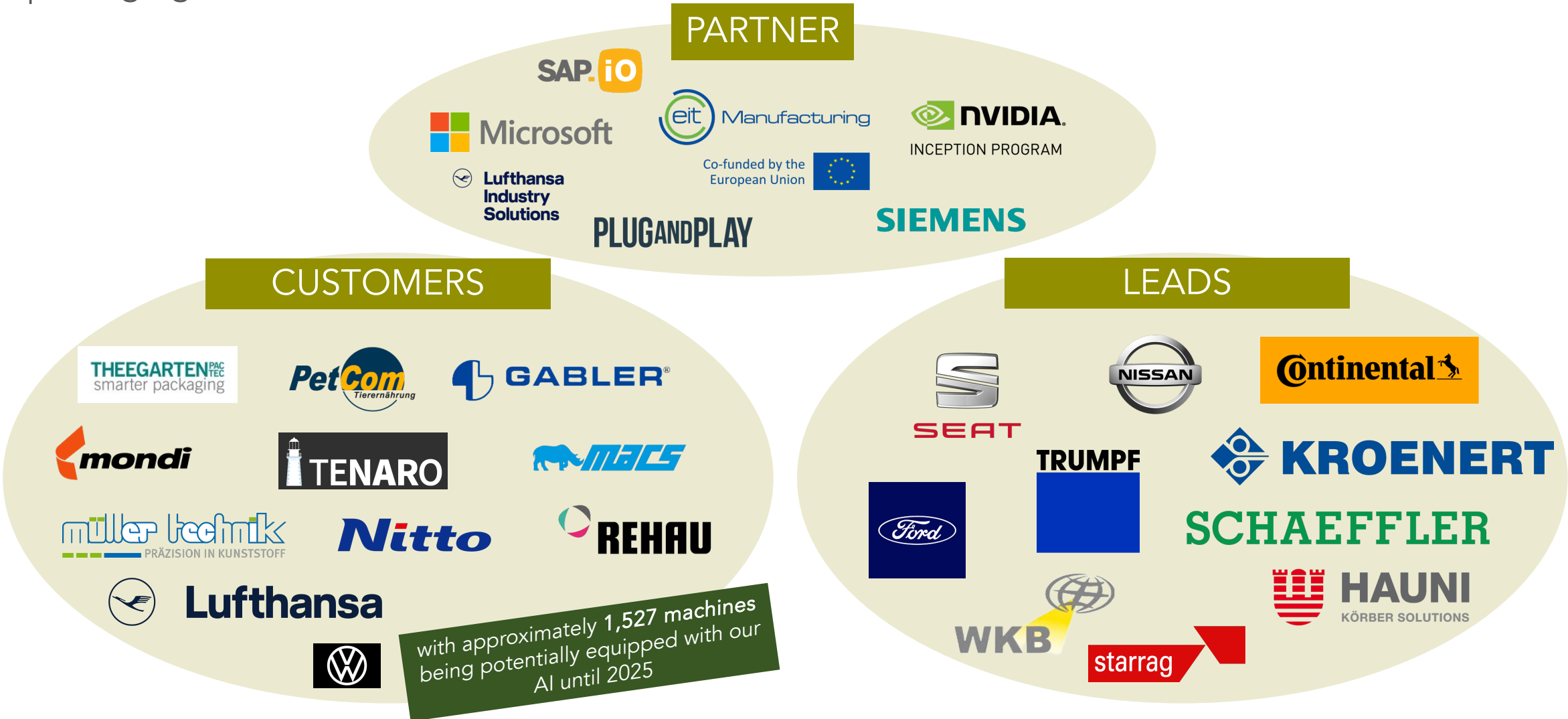


What to expect:
> €5m ARR from '25 onwards

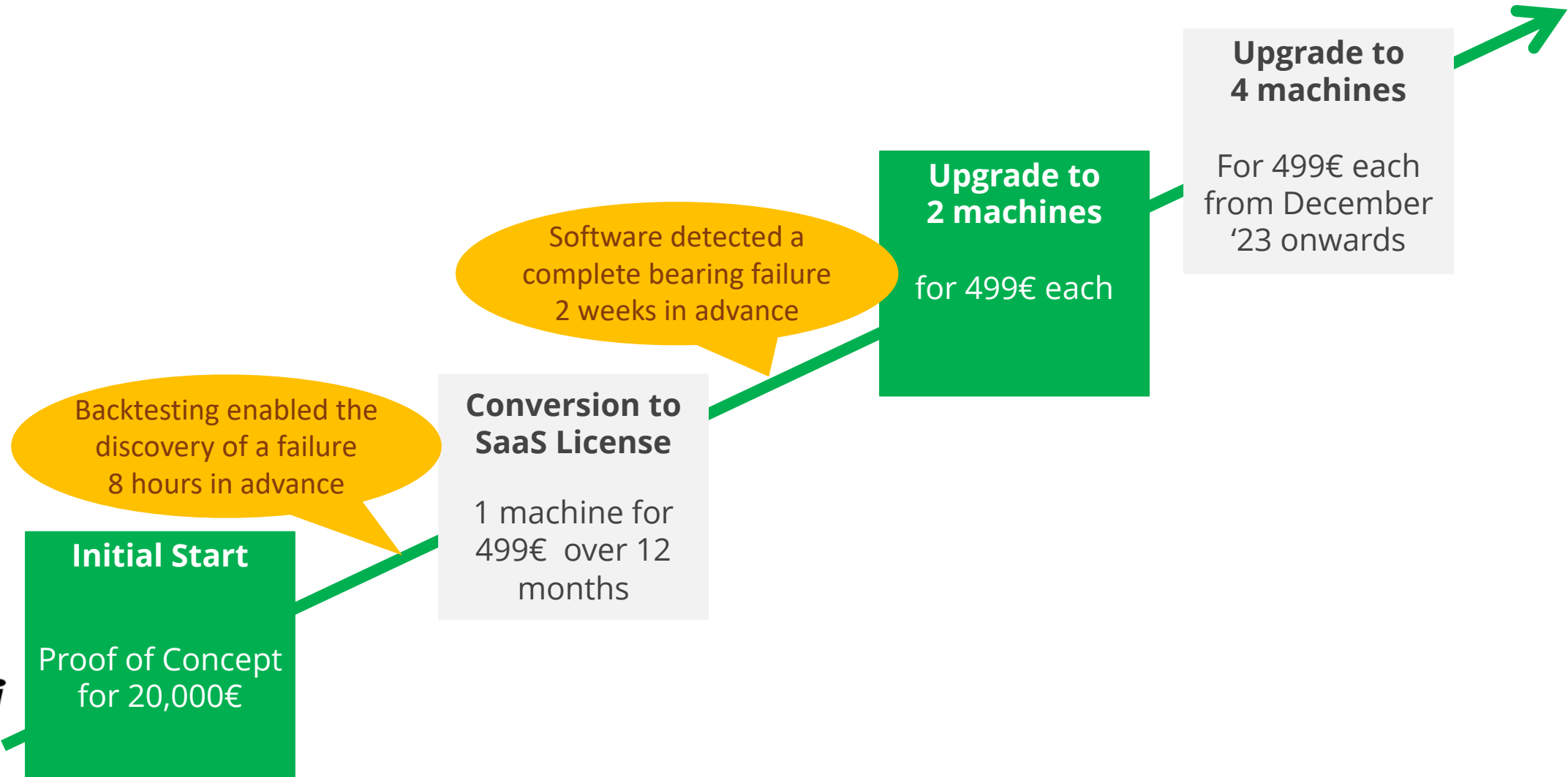
Future ARR:	2024: €2.212.753	2025: €4.817.425	2026: €14.670.819	2027: €39.174.223
-------------	------------------	------------------	-------------------	-------------------

Our Partners, Customers and Leads

Most of our current customers and prospects come from the automotive, machine tool, marine or packaging industries.



Our Flagship Growth Case with Mondi (simplified)



Our Team

High expertise of our staff is crucial for our success.



Lena Weirauch
CEO

- PSYCHOLOGIST
- EXPERT IN SALES
- STATISTICAL METHODS



Felix Kraft
CFO

- BANKER
- ASSET MANAGER
- EXPERIENCED ENTREPRENEUR



Björn Schulz
CTO

- COMPUTER SCIENCE & MATHEMATICS DEGREE
- TECHNICAL AND PRODUCT LEAD



**+ A HIGHLY SKILLED TEAM
OF 17 EMPLOYEES**

Our Current Investors

With the support and financing of our 10 different investors, we are able to move forward.



Dr. Jürgen Gerdes
EX-BOARD MEMBER



Hanno Elbrächter
HEAD OF TECHNOLOGY



Oliver Lesche
FOUNDER
EARLY STAGE B2B INVESTOR



Jasper Roll
MANAGING DIRECTOR



4TREE CAPITAL
VENTURE CAPITAL



Dr. Felix Scheder-Bieschin
PARTNER
M&A & VC LAWYER



Heike Wilson
MANAGING DIRECTOR
INDUSTRY 4.0 EXPERT



EIT Manufacturing
INDUSTRY ASSOCIATION
CO-FOUNDED BY THE EU



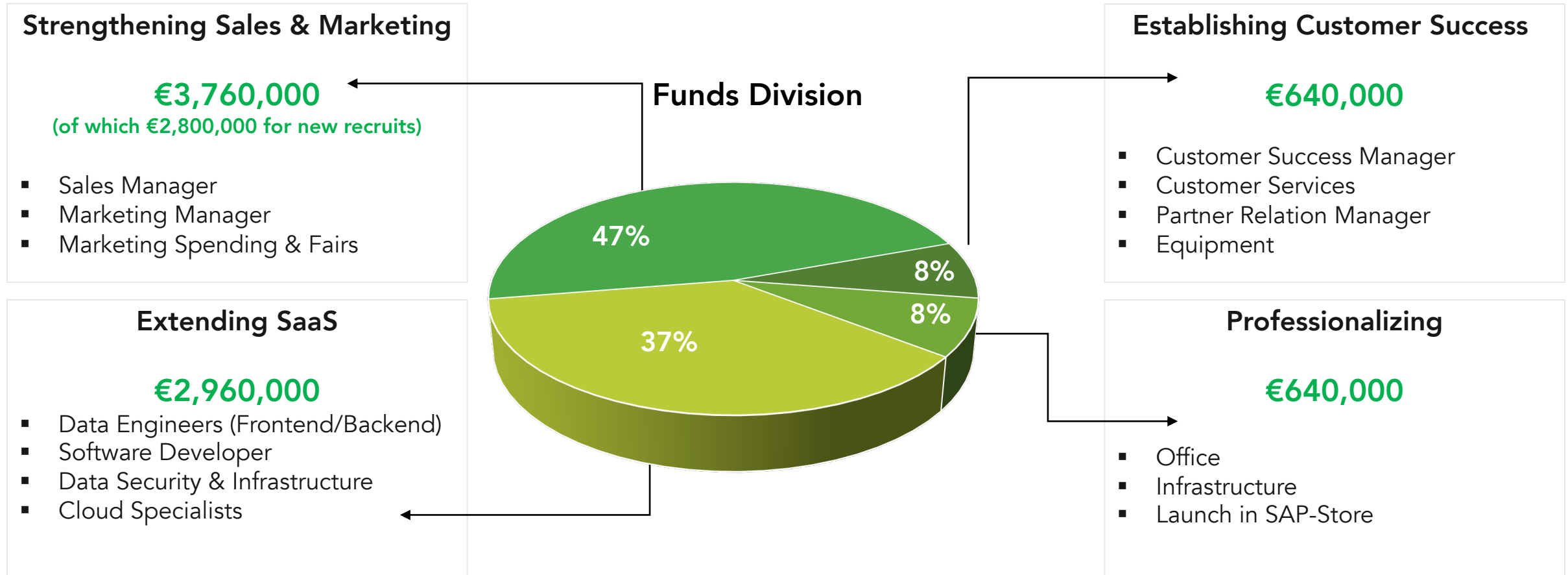
KSB SE & Co. KGaA
WORLD'S LEADING SUPPLIER
OF PUMPS



IFB Innovationsstarter GmbH
VENTURE CAPITAL & PRIVATE
EQUITY

Our Need

We are raising 8,000,000€ for the upcoming 36 months to especially extend our SaaS platform and strengthen our Sales & Marketing.



Are you interested in revolutionizing the industry with us?

Contact us for more information about this business opportunity.



Lena Weirauch

CEO & Co-founder of ai-omatic -
your digital maintenance assistant



www.ai-omatic.com



Tel.: +49 40 80 80 325 15
Mobil: +49 162 10 333 66



[lena@ai-omatic.com](mailto:lana@ai-omatic.com)



ai-omatic solutions GmbH
Neuer Wall 13, 20354 Hamburg