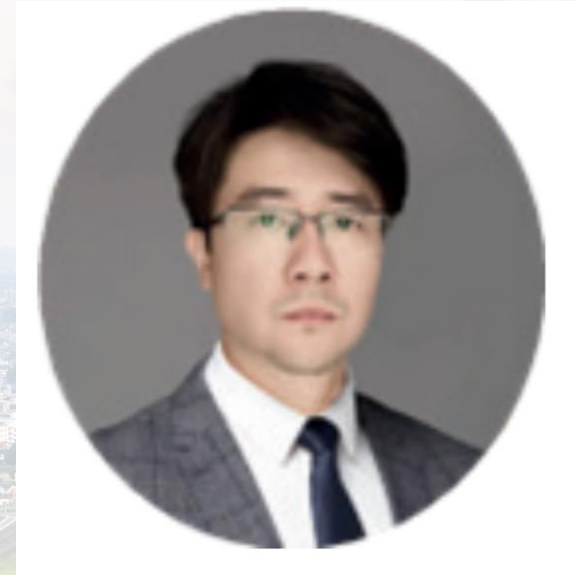


09 Hestia Robotics Inc



Bin Wang



HESTIA

ROBOTICS

BIN WANG | Nov 2024

私たちが解決しようとしている問題

Problems we are trying to solve



労働力不足

人材不足はサービス部門にとって障害となっている。

Manpower constraints are a hindrance to the service sector.



運用コストの増加

長期的には、ロボットの使用による効率性の向上により、企業は全体的な運用コストを削減できます。

Over the long term, the increased efficiency from the use of robots enables businesses to decrease overall operation cost.



品質の一貫性

コーヒーショップの従業員は頻繁に入れ替わるため、コーヒーの品質の一貫性を維持することは困難です。

Due to the constant turnover of human employees in the coffee shop, the consistency of coffee quality is difficult to maintain



ビジネスの成果と拡大計画-Tractions

私たちは米国でコーヒーロボットのトップ企業です。設立3年で米国10州と4か国に展開し、7,200件以上の問い合わせを受けています。今後6か月で新たに10か国以上への進出を目指します。

We lead the U.S. coffee robot market, receiving 7,200 inquiries in three years. We operate in 10 U.S. states and 5 countries, aiming to reach 10 more countries in six months.



Boston Children's Hospital
- the largest pediatric medical center in the world
- 世界最大の小児医療センター



Dallas Fort Worth International Airport
- the second-largest airport in the United States
- 米国で2番目に大きい空港



Bergen Storsenter
- the largest mall in Bergen, Norway
- ノルウェーベルゲン最大のショッピングモール



UTAS University
- The largest university in Oman
- 阿曼最大の大学

ビジネスの成功を達成する方法-How

最も賃金の低いロボット アテンダントでも簡単に仕事ができるようにする
Greatly reduce the threshold for machine maintenance

Banner Health は、アリゾナ州最大の雇用主であり、55,000 人を超える従業員を抱える米国でも最大規模の企業の 1 つです。Hestia Robotics Inc は、病院の従業員、患者、訪問者にサービスを提供するために、Banner Health と提携する医療機関に COFEE ROBOT を一括導入しています。

Banner Health is the largest employer in Arizona and one of the largest in the United States with over 55,000 employees.

Banner Gateway

1900 N Higley Rd, Gilbert, AZ 85234

Banner Thunderbird

5555 W Thunderbird Rd, Glendale, AZ 85306

Banner University

1111 E McDowell Rd, Phoenix, AZ 85006

Banner Del Webb

14502 W Meeker Blvd, Sun City West, AZ 85375

Banner Ocotillo

1405 S Alma School Rd, Chandler, AZ 85286

Banner Boswell

10401 West Thunderbird Boulevard, Sun City, AZ 85351



Technical Engineer

Provide equipment installation, complex technical support and repairs



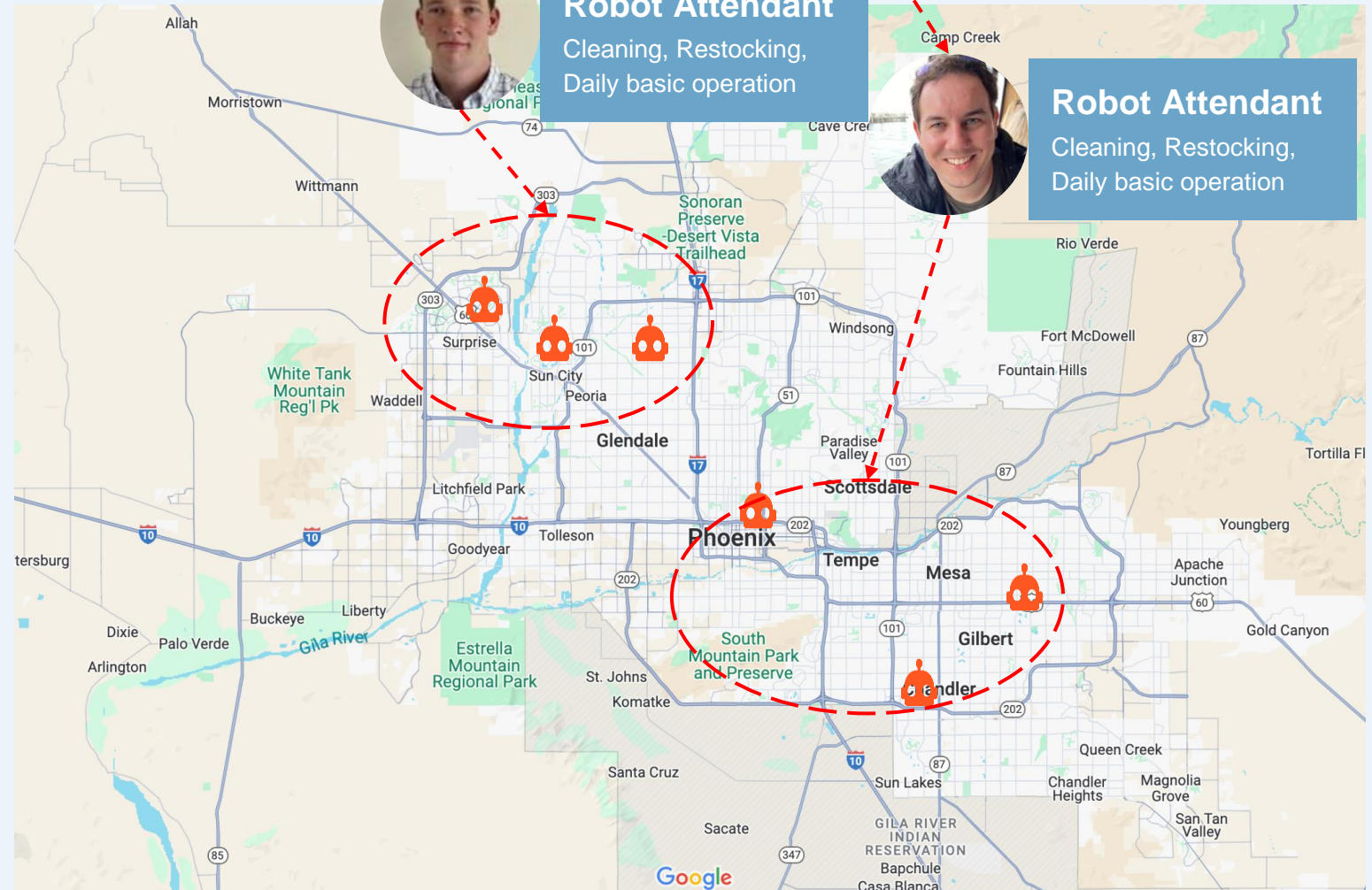
Robot Attendant

Cleaning, Restocking,
Daily basic operation



Robot Attendant

Cleaning, Restocking,
Daily basic operation



ビジネスの成功を達成する方法-How

私たちは、Robot Attend 専用のソフトウェアを設計・開発しました。これにより、技術的な知識がなくても、数時間のトレーニングでロボットのメンテナンススキルを習得できるようになります。

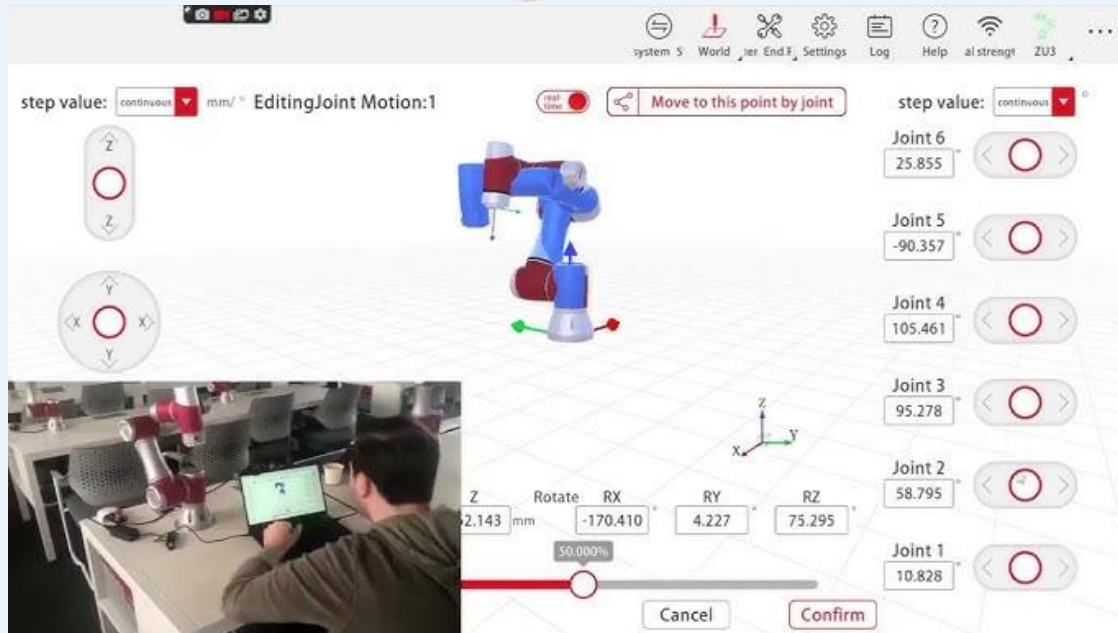
We have designed and developed software specifically for Robot Attend, so that they can master robot maintenance skills after a few hours of training without any technical background.

Software for



Technical Engineer

Provide equipment installation, complex technical support and repairs

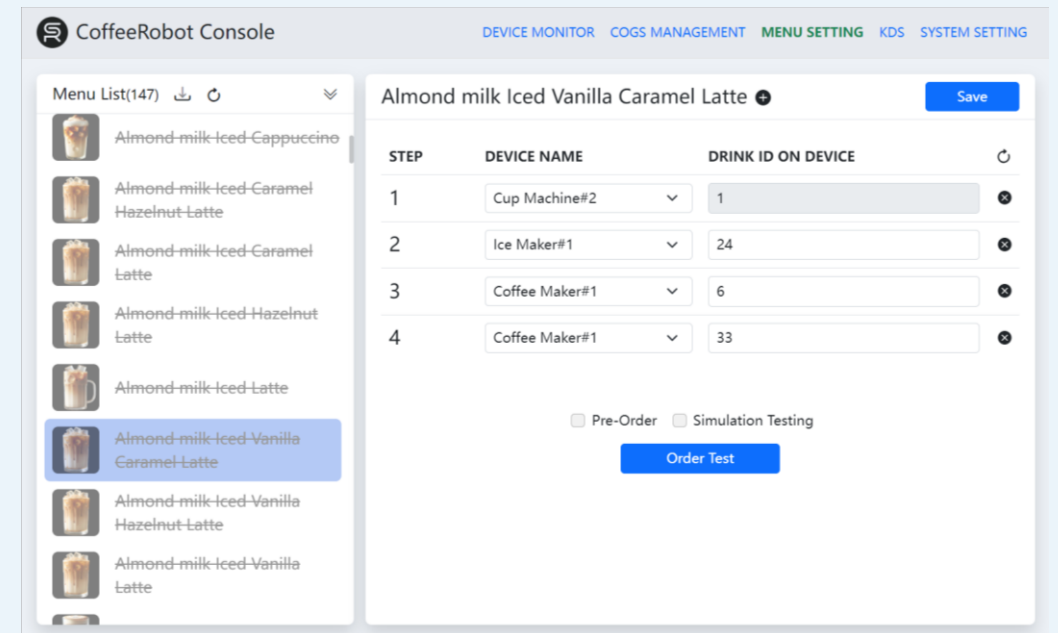


Software for



Robot Attendant

Cleaning, Restocking, Daily basic operation



小規模コーヒーショップ（従業員 6 名）のコーヒーショップ費用

Coffee Shop Cost for a small coffee shop (6 employees)

	Coffee Robot for Japan(日本)	Japan(日本)	USA（米国）
レンタル費用（年間） Rental Cost (Annual)	500,000 ~1,000,000 JPY	1,800,000~6,000,000 JPY	42,000～120,000 USD
装飾とインテリアデザイン（5年に基づく減価償却費） Decoration and interior design	N/A	1,000,000~3,000,000 JPY	20,000～50,000 USD
装置（6年に基づく減価償却費） Equipment	11,500,000 JPY	5,000,000~10,000,000 JPY	20,000～40,000 USD
労働（年間） Labor(Annual)	750,000 JPY	14,400,000~25,200,000 JPY	160,000～240,000 USD
初年度の投資総額 SUM(1st Year)	1,275～1,325万円	2,220～3,520万円	3,700～7,000万円

上記の費用には、水道、光熱費、保険、メンテナンスなどの日常的な費用は含まれません。

日本市場の規制上の課題

Regulatory challenges of Japanese market

	Japan (日本)		USA (米国)
ロボット工学と機械の安全基準 Robotics and Machinery Safety Standards	ISO 12100(hazard identification, risk assessment, and implementing safety measures)	認定を受ける	UL
公共スペースの職場の安全とコンプライアンス Workplace Safety and Compliance for Public Spaces	Japan's Labor Safety Law (Industrial Safety and Health Act)	現在の設計は認証を申請できます	—
人間工学的考慮とユーザー インターフェースの安全性 Ergonomic Considerations and User Interface Safety	User-friendly and complies with ergonomic safety standards ; compliant with accessibility laws	現在の設計は認証を申請できます	ADA
食品の安全性と衛生の再評価 Food Safety and Hygiene Re-evaluation	Direct Contact with Food and Beverage (Food Sanitation Act) ; additional validation for the hygiene of the robot in between uses, particularly in high-traffic environments from JFHA(日本食品衛生協会)	現在の設計は認証を申請できます	NSF & NAMA

上記の情報はインターネット検索に基づいてまとめられたものです。実際の情報は日本の認証機関の専門家に確認する必要があります。

Sponsor:



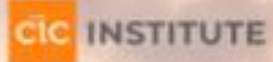
愛知県

Aichi Prefectural Government

Partner:

STATION Ai

Supported by:



AICHI LANDING PAD

GLOBAL STARTUP MATCHING PROGRAM **2024**

Networking

經營陣-Strong Leadership In All Positions



Curtis Swanson
CEO

Curtis Swanson is an accomplished business executive with over 25 years of experience growing and operating a variety of different companies, ranging from restaurants to investments. Over the course of his career, Swanson has proven himself as an innovative, forward thinker who is passionate about identifying and creating new opportunities for development and growth. Serving as an executive and affiliated investor in three start-up ventures, Swanson has a long history of assisting early-stage companies in capital formation, strategic planning, and business growth.



Dr. Tang Shuilong
CTO

Ph.D. in Aerospace Manufacturing Engineering. Robotics, drones and intelligent manufacturing experts. He has won many national science and technology awards and has presided over and participated in the completion of dozens of patents.



Bin Wang
Chief Product Officer

Wang Bin has more than 17 years of experience in VR, games, and IoT industries. He is the founder of the British company SharingOS and has successfully built IoT projects in 20 countries around the world. In 2013, he was selected into Forbes China's 30 under 30 entrepreneurs.

Wang Bin studied and graduated from Tongji University and the University of Macau. In 2006, he received investment from the Shanghai Fudan University Entrepreneurship Foundation to establish his first technology company, Tentang Technology.



Chase Cooper
Operation Director

Chase Cooper is responsible for Hestia Robotics' project operations in North America. He manages the delivery and after-sales teams. His excellent management and problem-solving skills were the basis for the expansion of the U.S. business.



Nina Wang
CFO

Nina Wang owns CPA and is also a Tax Attorney in the United States. She has served as Tax Attorney for IBM and Lockheed Martin for many years. Nina earned a masters degree in New York University School of Law.

今後の計画 - Our Future Plan

Food and services Coffee Robot C1 Pro



Coffee Robot C1 Pro

Agriculture AR01 Drone Robotic Carrier



AR01 Drone Robotic Carrier
(Under development)

Manufacturing and logistics

We are
looking for
challenges to
design Robot
with vertical
softwares



ありがとう！
Thank you!