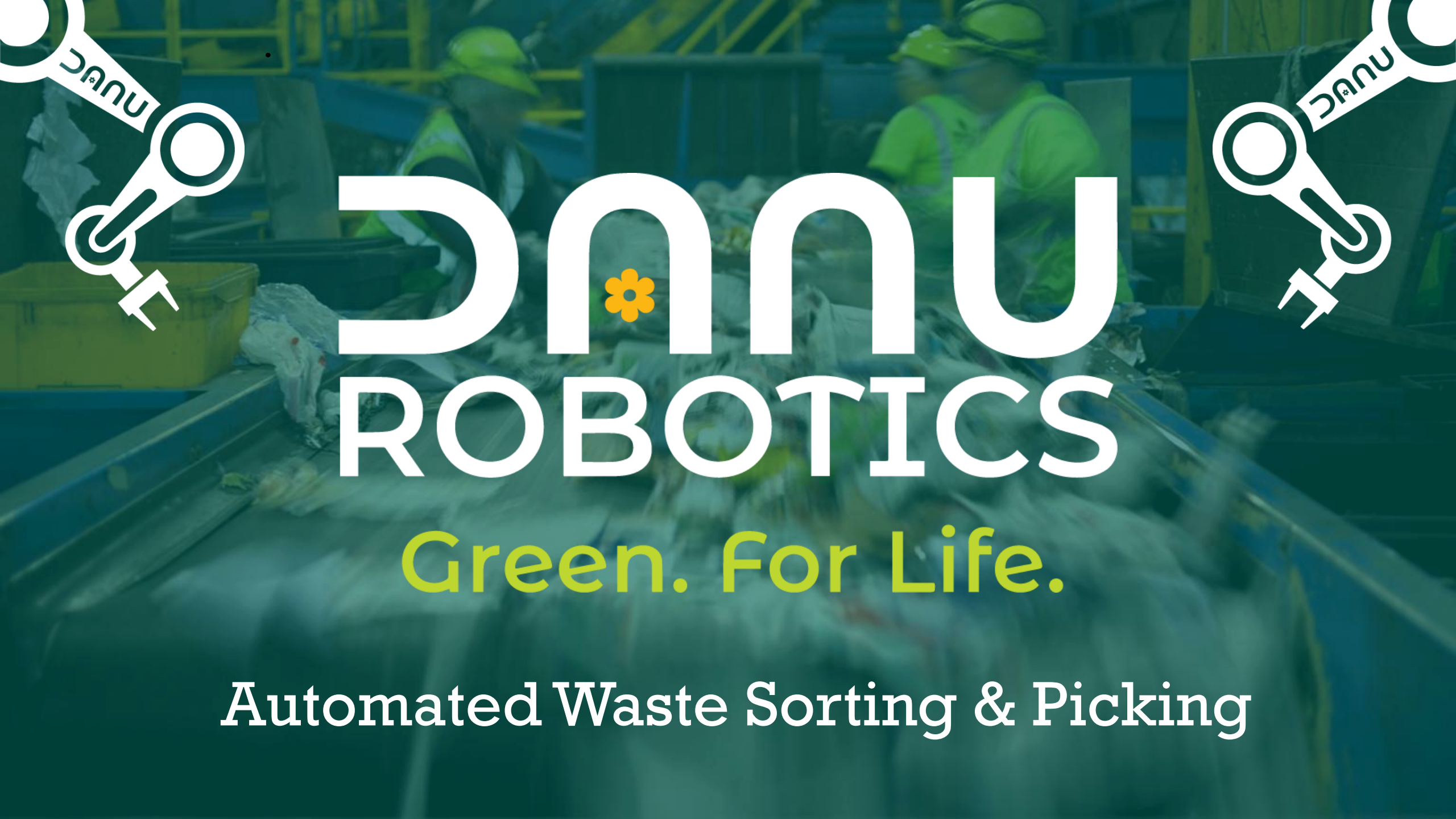

DANU
ROBOTICS
Green. For Life.
Automated Waste Sorting & Picking

All recycling facilities reliant on slow manual sorting

Low quality recyclable outputs => Low revenue

Raising labour costs

Raising labour shortages

Increasing environmental & regulatory costs

This is not our future

Large, heavy and expensive robotic arms and vacuum grippers are failed solutions

Waste management companies are decommissioning these robots

Danu H.E.R.O Series Two

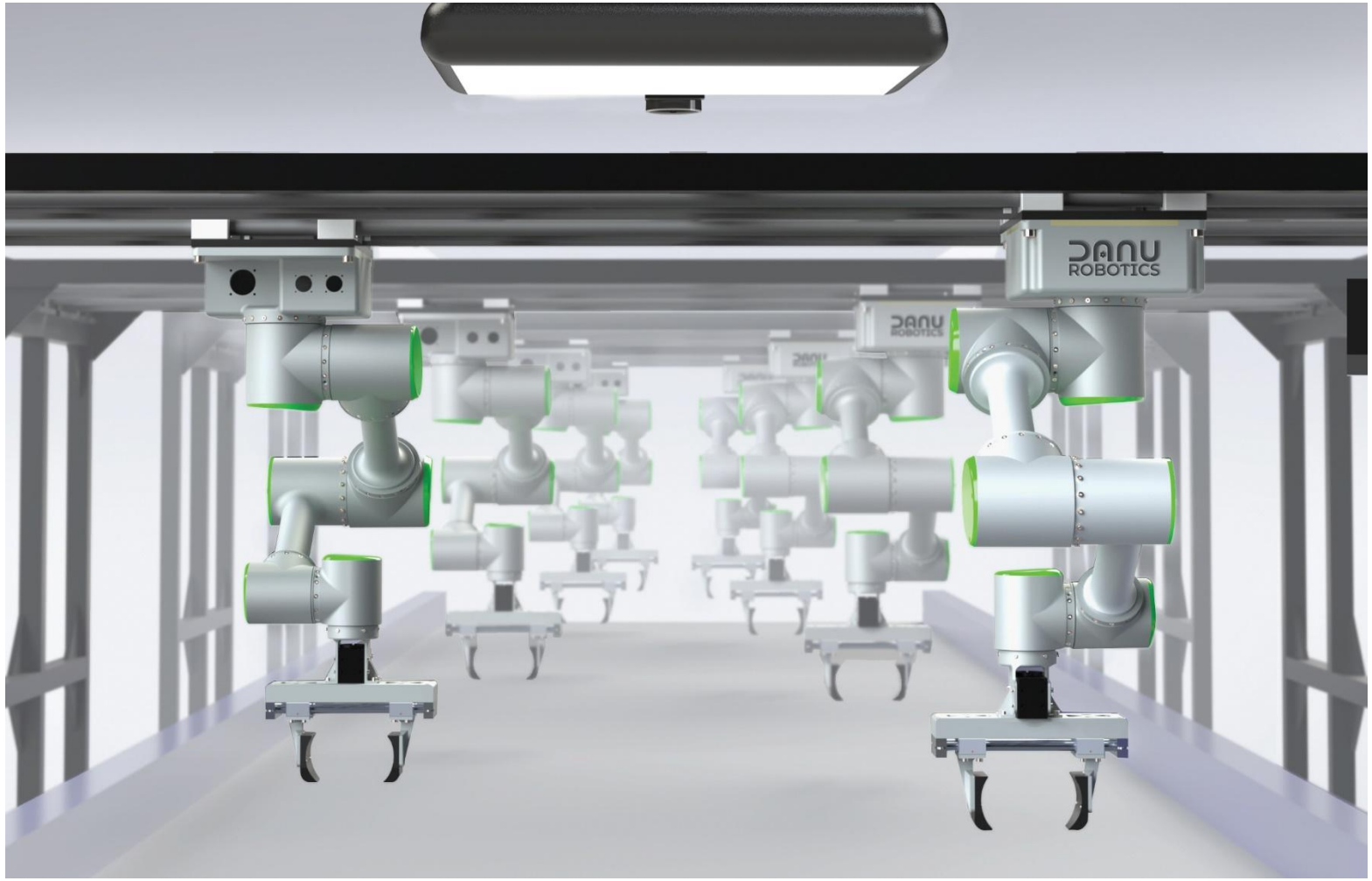
- Small Footprint – Drop-in System
- Retrofit and Easy Integration
- Accurate AI & Precise Waste Picking
- Replaceable Fingertips for a Wide Range of Waste Handling
- Multi-Picker & Multi-Tasking Capability
- Reconfigurable and Adaptable to New Materials
- Flexible – Can Scale Up & Scale Down
- Energy Efficient
- Easy Maintenance

Danu H.E.R.O Series Two

Our solution – H.E.R.O

AI guided, multi-arm, multi-tasking robotic sorting system

- Retrofittable
- Cost-effective
- High precision grippers
- Highly scalable
- 10x more cost effective than human pickers
- ROI within 12 months

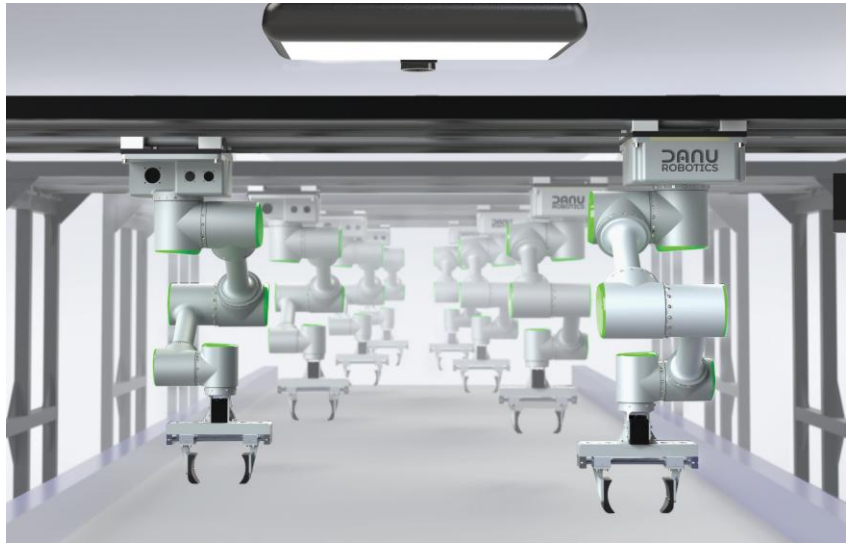


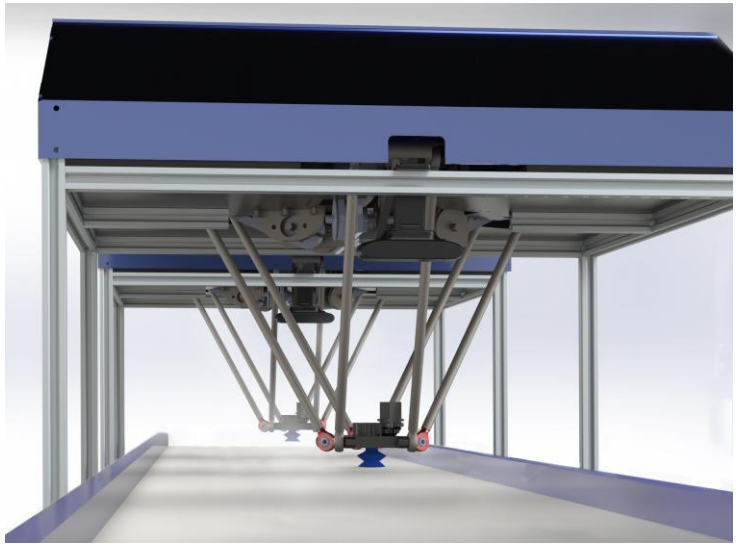
H.E.R.O – High performance, environmentally friendly, reconfigurable operator.
Eight or ten pickers can pick out different materials simultaneously and auto the complex waste sorting process

H.E.R.O increases revenue and profit

- Modular system can retrofit into any recycling facilities with two engineers and a few hours time
- High quality recyclable output lead to increased revenue
- Reduce HR costs ranging from 30% to 70%
- 50% cheaper and more productive than current robotic sorters
- Reconfigurable to sort out many waste materials

Competitive advantages





Can retrofit into any recycling facilities worldwide regardless of its size, current technology level and location

	Accurate Identification	Successful picking rate	Retrofittable & configurable	Energy Efficient	Full Automation
Danu Robotics	**Y**	**100%**	**Y**	**High**	**Y**
AMP Delta Robot	N	60-70%	N	Low	N
Recycleye	N	50%	N	Medium	N

Production system commissioned in June

Business model 1

Product	Hardware	Monthly licensing fee
H.E.R.O. Model One (2-picker system)	£120,000	£1,500
H.E.R.O. Model Two (4-picker system)	£240,000	£3,000
H.E.R.O. Model Three (8-picker system)	£480,000	£6,000

Hardware payment ; manufacturing, assembly and installation
Monthly licensing fee; use of AI and a comprehensive professional services

Our customers can expect to recoup the initial investment within 12 months time.

Danu H.E.R.O Series Two:

Annual revenue: £137,377

Year 1 cost: £120,000 + £18,000 = £138,000

Year 2 and afterward: £18,000 per annum

Manual sorting labor cost:

£28,000 - £35,000 per person per annum

Future business models

Business Model 2: Robots/AI Data Analytics-as-a-Service

•**No upfront CapEx** for customers.

•Customers pay a **fixed monthly fee (~£5,000/month)** to lease and operate the robotic system.

•Includes hardware, software, maintenance, and updates, creating predictable **recurring revenue** with strong margins.

Business Model 3: Licensing & Revenue Sharing

•Designed for **cost-sensitive markets** (e.g., Southeast Asia).

•Danu Robotics provides the system with minimal upfront cost, and **shares a percentage of the revenue** generated from recovered recyclable materials.

•Scales quickly in emerging markets while aligning incentives with customers.

Highly experienced team

CEO
Xiaoyan Ma

CTO
Ben Bamford

COO
Ceri Shaw

HSBC

citi

BlackRock.

Leap.AI

QL Tech

RICARDO

M&G

FreeAgent

Robotic Software Engineer, Dr.Balint Thamo

Director of Sales Tia Wan

Computer Vision Research Engineer, Dr. Ahmed Raza

Computer Vision Engineer, Tiago Le

Electrical Engineer Osama Tariq

Robotic Hardware Engineer, Younes Bouhoun

From Waste to Wealth:

Fueling a Circular Future.

Xiaoyan(Amy) Ma
amy@danurobotics.com
m: +44 (0)7846633888
https://danurobotics.com

Our solution - accuracy

Our Computer Vision System
Our computer vision system identifies objects by their **shape and edges** rather than relying on bounding boxes, enabling the use of **more reliable and precise mechanical grippers**.

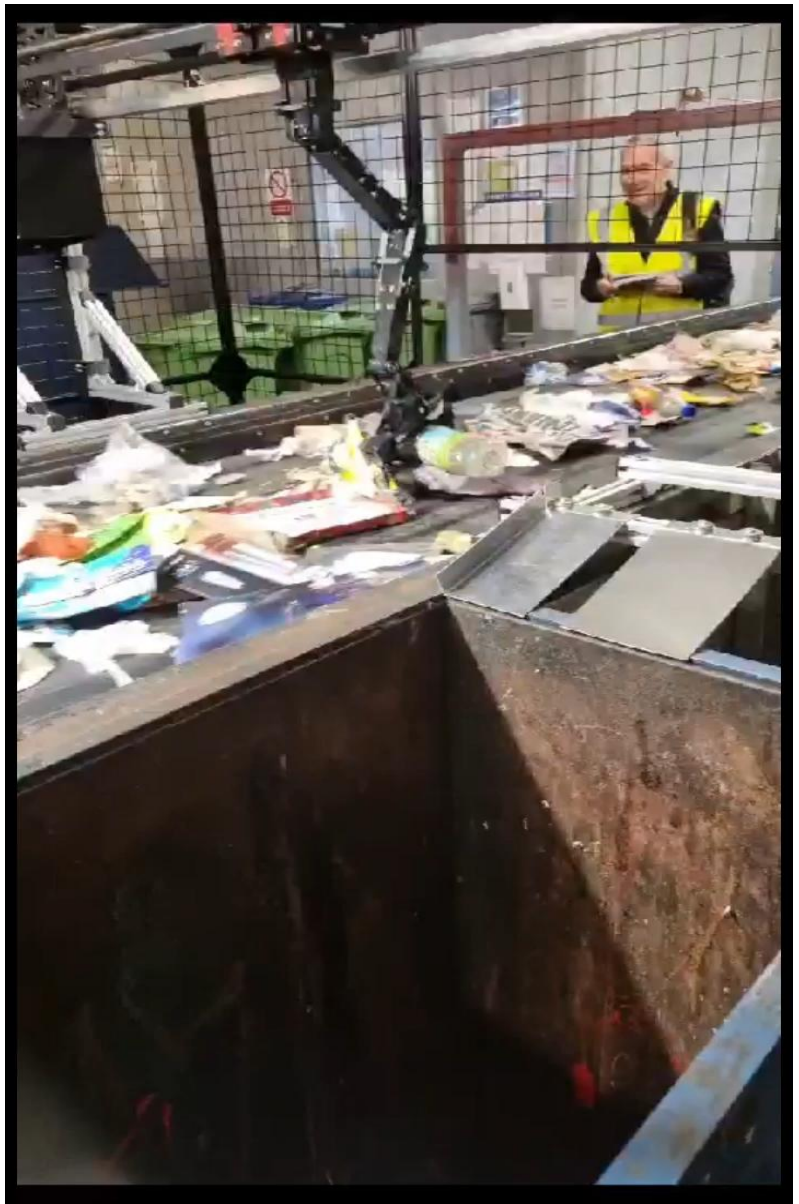
Defensibility:

- Access to customers' waste data
- Large and expanding data lake
- Dedicated and unique data annotation team

Technology protection

- The whole centralized multi-agent system design (patent pending). Any company want to develop a multi-picker system with only one control system (brain) need to license technology from Danu Robotics which is protected by this patent
- Individual robotic picking system design (patent granted)
- The unique object tracking system design (patent pending)
- Software system design (patent pending)
- Trademark over our brand and logo

Glasgow City Council Beta System Live Testing



Cost Metrics – *a 'good' human picker*
Best and unreality scenario:

A shift is 8 hours minus lunch and two 15 min tea breaks,
6.5 hours work = **390 minutes**

@ 45 PicksPerMinute that's **17,550 picks per day**

5 shifts a week delivers **87,750 picks per week**

48 weeks a year = **4,212,000 picks per year**.

Wages cost to MRF of £32k/year

4.2m picks for £32k = **131 picks/£**

74 tons/year

50:50 PET (15gms) & Alum cans (20gms)
31.59 tons of PET & 42.12 tons of cans
PET $285/ton Value = £6752.4
Alum $1650/ton Value = £52,123.5
Exchange rate 0.75USD/GBP

Value = £58,875.9
the recyclable values in California as of Dec 2024

Cost Metrics – a *Danu 2 arm picker*

Year One Payback - apples to apples comparison with humans sorting

1x8 hour shift per day = **480 minutes**

@ 45 PPM that's **21,600 picks per day**

5 shifts a week = **108,000 picks per week**

48 weeks a year = **5,184,000 picks per year**

Capex & License fees in year 1 is **£138k**
(£120k +£18k/year for maintenance, service, AI & software)

91 tons/year

50:50 PET (15gms) & Alum cans (20gms)
38.88 tons of PET & 51.84 tons of cans
PET $285/ton Value = £83,10.6
Alum $1650/ton Value = £64,152
Exchange rate 0.75USD/GBP

Value = £72,462.6
the recyclable values in California as of Dec 2024

5.2M picks for £138k = **37.6 picks/£**

5.2M picks for £18k = **288 picks/£ 2.2X**

Cost Metrics – a *Danu 2 arm picker*

Most common scenario for using our robots:

1x10 hour shift per day = **600 minutes**

@ 45 PPM that's 27,000 **picks per day**

14 shifts a week = **378,000 picks per week**

52 weeks a year = **19,656,000 picks per year**

Capex & License fees in year 1 is **£138k**
(£120k +£18k/year for maintenance, service, AI & software)

344 tons/year

50:50 PET (15gms) & Alum cans (20gms)
147.42 tons of PET & 196.56 tons of cans
PET $285/ton Value = £31,511
Alum $1650/ton Value = £243,243
Exchange rate 0.75USD/GBP

Value = £274,754
the recyclable values in California as of Dec 2024

19.6M picks for £138k = **142.4 picks/£ 1.09x**
19.6M picks for £18k = **1092 picks/£ 8.3x**

Cost Metrics – a *Danu 2 arm picker*

Possible scenario for using our robots:

1x12 hour shift per day = **720 minutes**

@ 45 PPM that's 32,400 **picks per day**

14 shifts a week = **4,536,000 picks per week**

52 weeks a year = **23,587,200 picks per year**

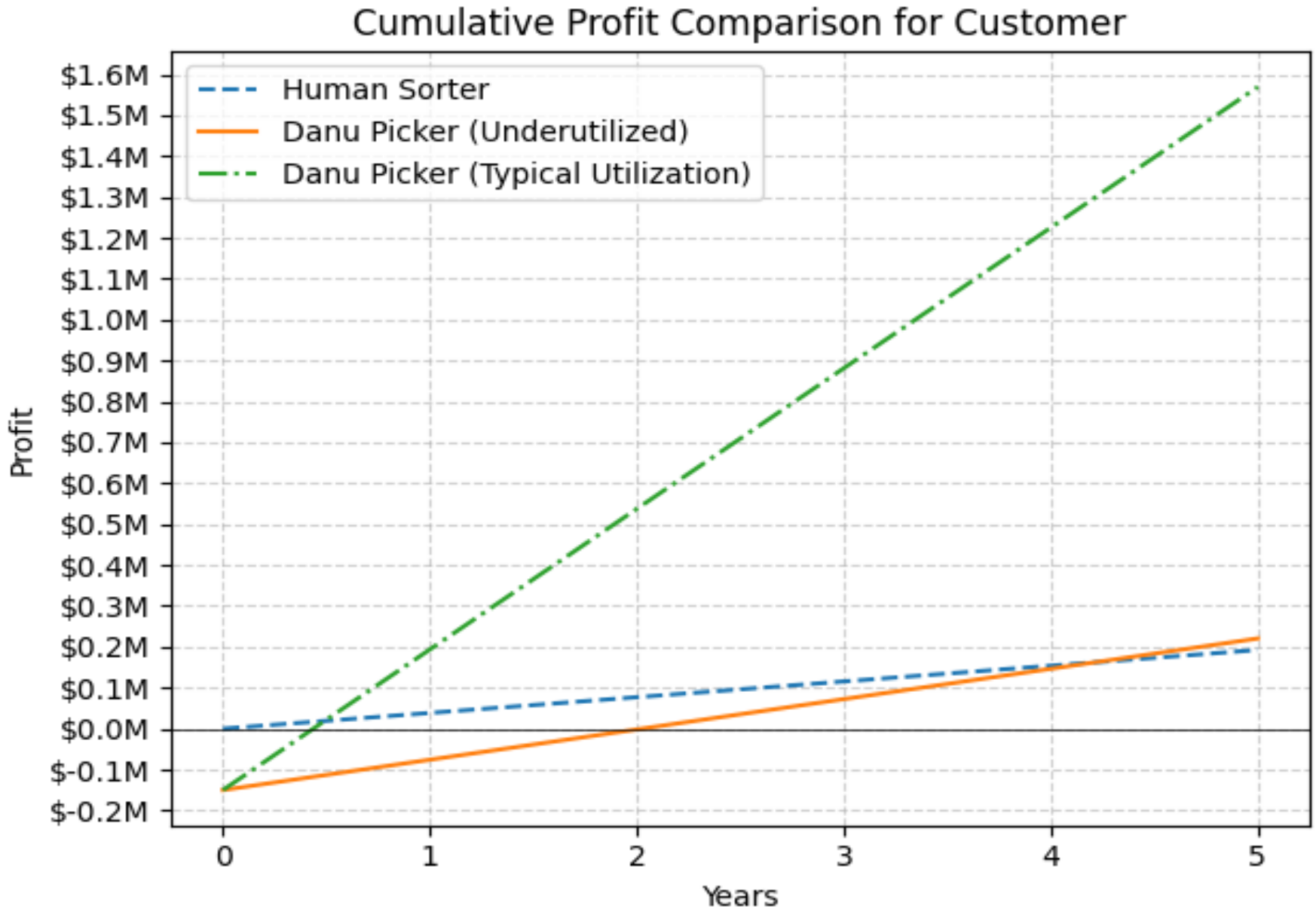
Capex & License fees in year 1 is **£138k**
(£120k +£18k/year for maintenance, service, AI & software)

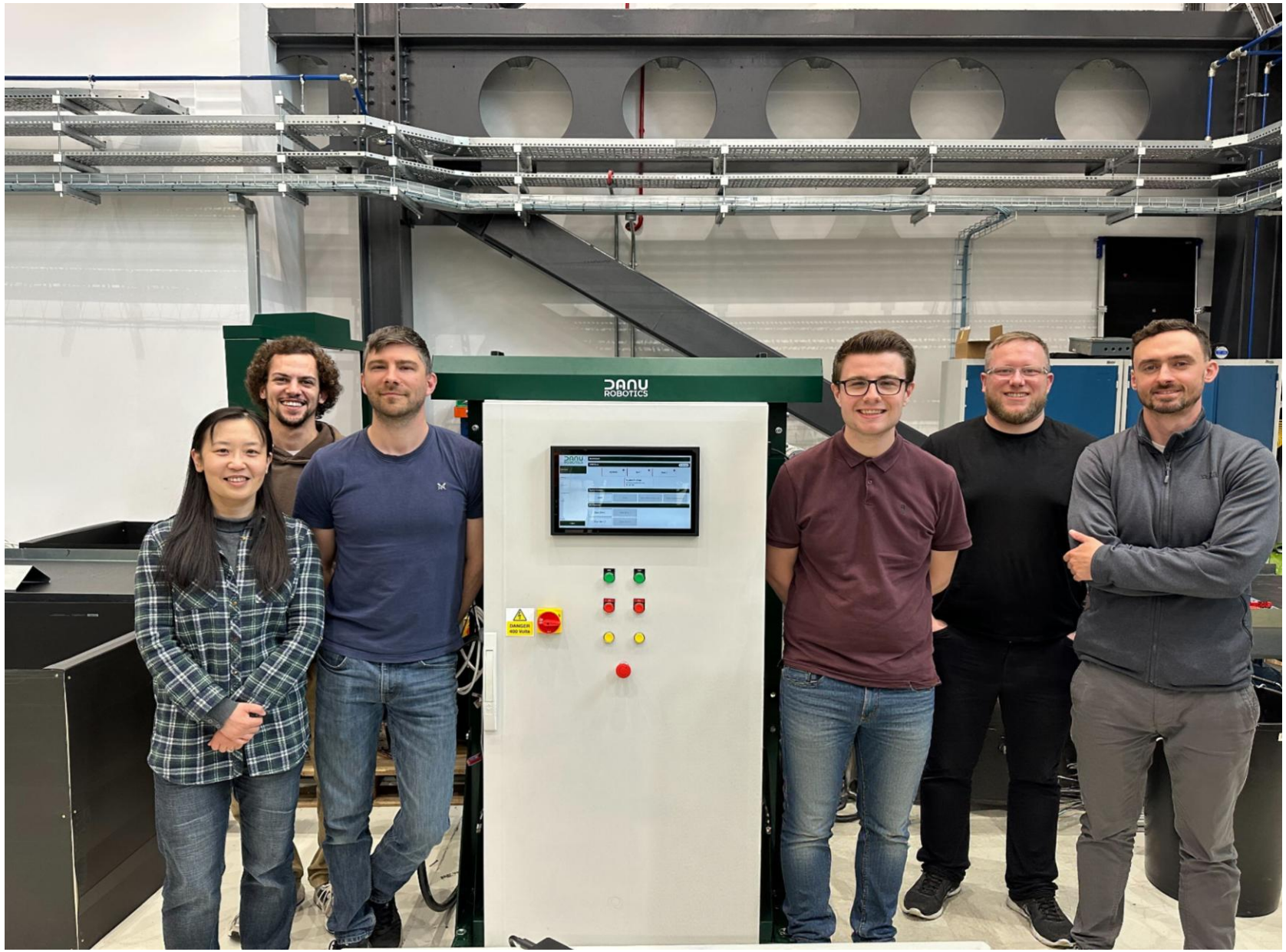
413 tons/year

50:50 PET (15gms) & Alum cans (20gms)
176.90 tons of PET & 235.87 tons of cans
PET $285/ton Value = £37,813
Alum $1650/ton Value = £283,044
Exchange rate 0.75USD/GBP

Value = £320,857
the recyclable values in California as of Dec 2024

19.6M picks for £138k = **171 picks/£ 1.3x**
19.6M picks for £18k = **1310.4 picks/£ 10x**


Cumulative Profit Comparison for Customer
Human Sorter
Danu Picker (Underutilized)
Danu Picker (Typical Utilization)
$1.6M
$1.5M
$1.4M
$1.3M
$1.2M
$1.1M
$1.0M
$0.9M
$0.8M
$0.7M
$0.6M
$0.5M
$0.4M
$0.3M
$0.2M
$0.1M
$0.0M
$-0.1M
$-0.2M
Profit
0
1
2
3
4
5
Years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