

ROBOSPACE

Robosculptor message zone concept

ROBOSPACE IS AN AREA EQUIPPED WITH ROBOSCUPTOR, A ROBOTIC MASSAGE DEVICE, THAT IS PROGRAMMED TO PERFORM VARIOUS OPERATIONS ON THE BODY



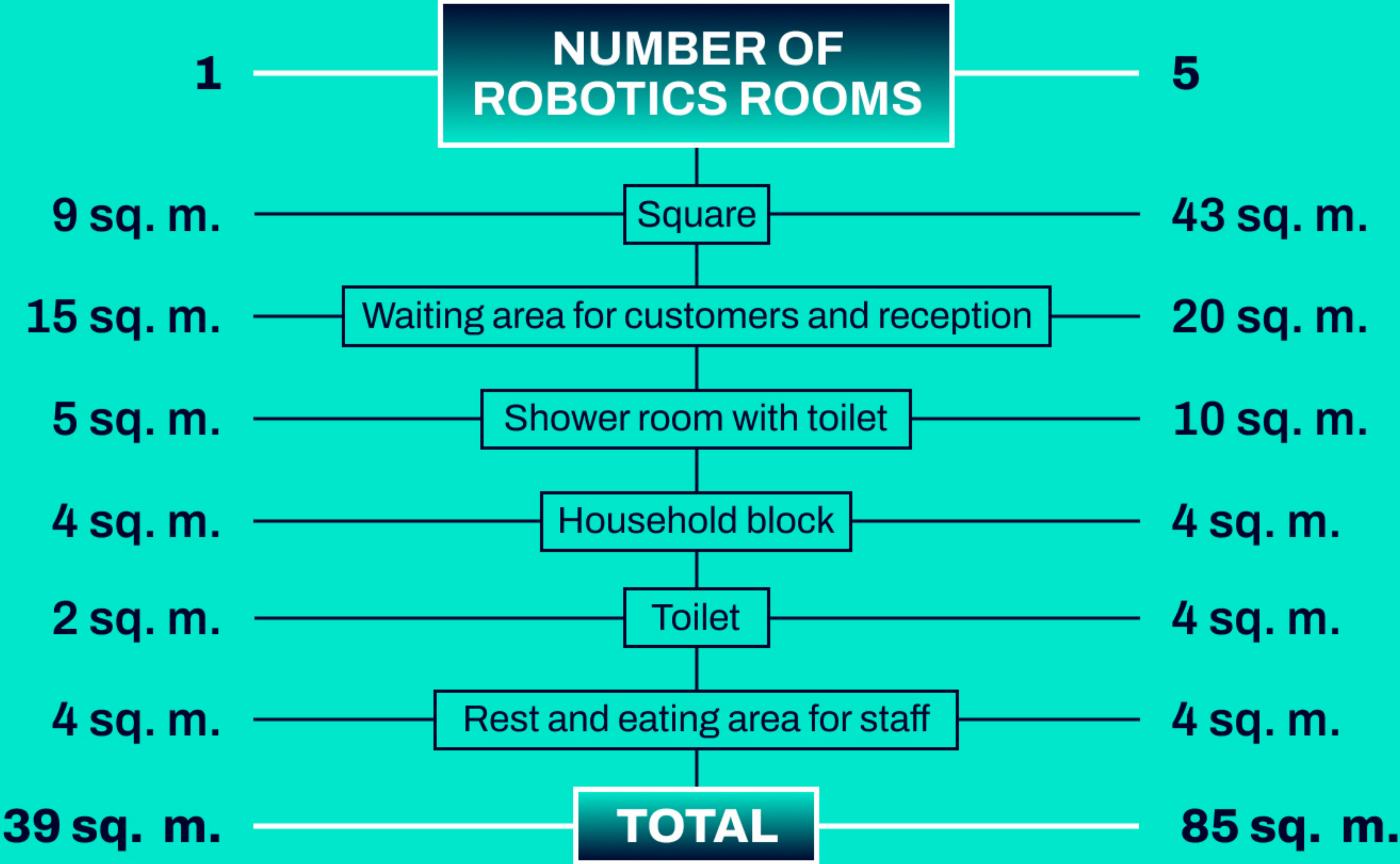
BENCHMARKS

The massage zone can be set up in a variety of premises, including

- spas
- hotels
- gyms
- wellness centers
- retails and office centers
- and even private homes



SPECIFICATIONS



TYPES OF OPERATIONS

Programs / Protocols:

- Fitness
- Beauty (lymphatic drainage)
- General
- Warming

Timing:

- 15 min
- 30 min
- 60 min

Parts of the body:

- Back
- Legs
- Full body



**PHOTOS AND
VISUALS OF THE
AREA**



PORTRAIT OF A CLIENT

A person looking for a high-quality, personalized massage experience in a convenient and efficient manner.

Triggers:

1. use of the latest technology
2. the ability to customize his/ her session
3. a consistent massage experience
4. Increased requirements privacy
(relaxtence to be touched by human)

Possible clients:

- a busy professional who doesn't have a lot of free time
- a person recovering from an injury or has chronic pain
- someone looking for a luxury spa experience




THE TARGET AUDIENCE

MEN

Percentage of clients - 30%
Income - High stable income
Age - 25-60

WOMEN

Percentage - 70%
Income - High stable income
Age - 22-65



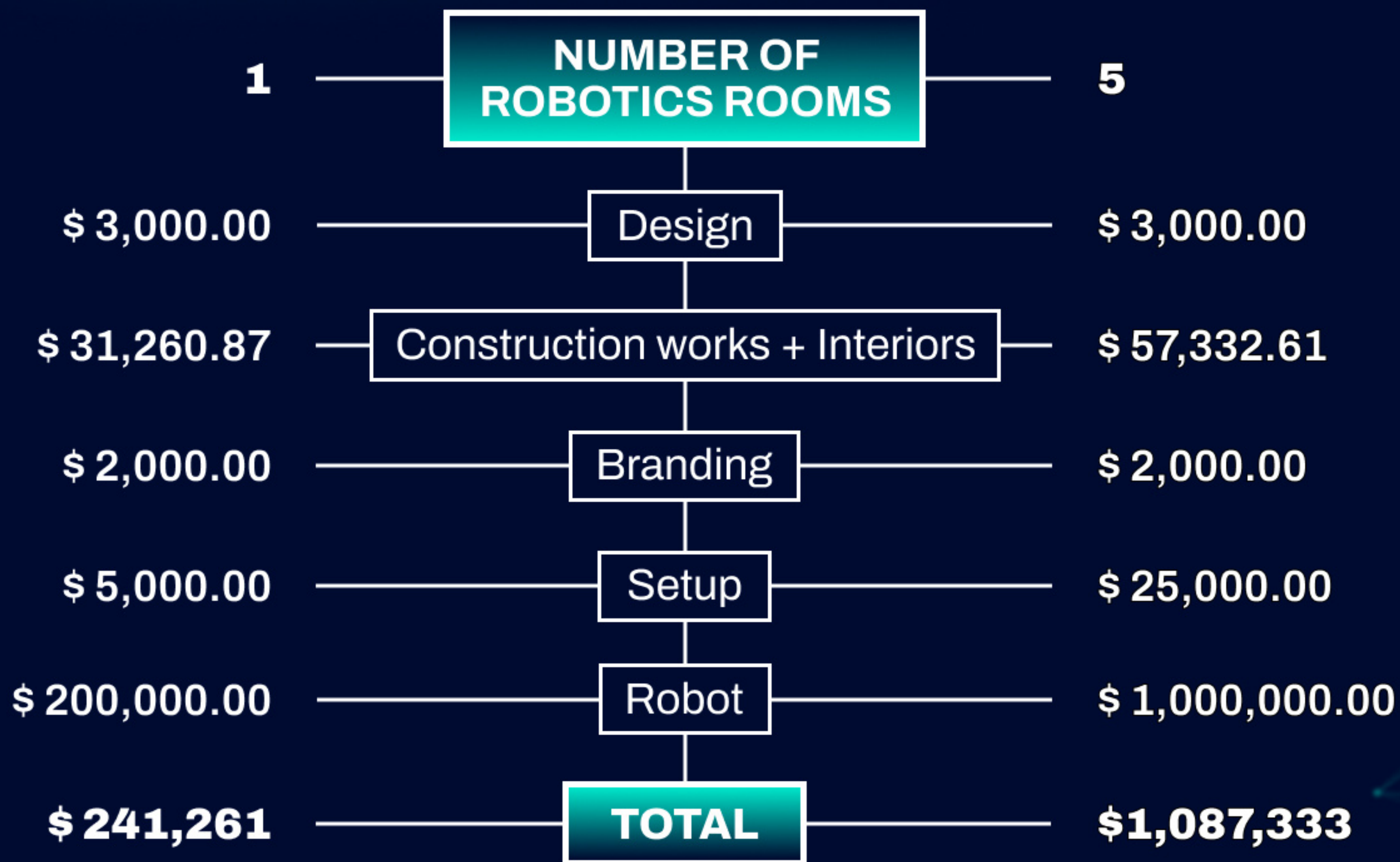
BENEFITS OF A ROBOTICS MASSAGE

- Privacy
- Consistent quality
- Increased efficiency
- Consistent massage experience

The use of robotics technology also allows for **the creation of new and innovative massage techniques** that may not be possible with traditional manual massage.



CAPITAL EXPENDITURES



NB! The above calculations refer only to the creation of a new aesthetic cosmetology studio. When using existing premises and beauty salons, the costs will be lower. Calculations are preliminary and are subject to adjustment in each specific case.

MAIN INDICATORS

Number of clients per day - **starting 6 sessions / robotics area**

Cost of the procedure - from **\$100 / session**

Personnel costs - **\$5400 / month**

RENT OF PREMISES:

- ~ \$1300 / Studio 1
- ~ \$2900/ Studio 5



\$1,135,841

Average yearly EBITDA for a Studio 5

MARKET SEGMENT OPTIONS

STUDIO 1 DEVICE

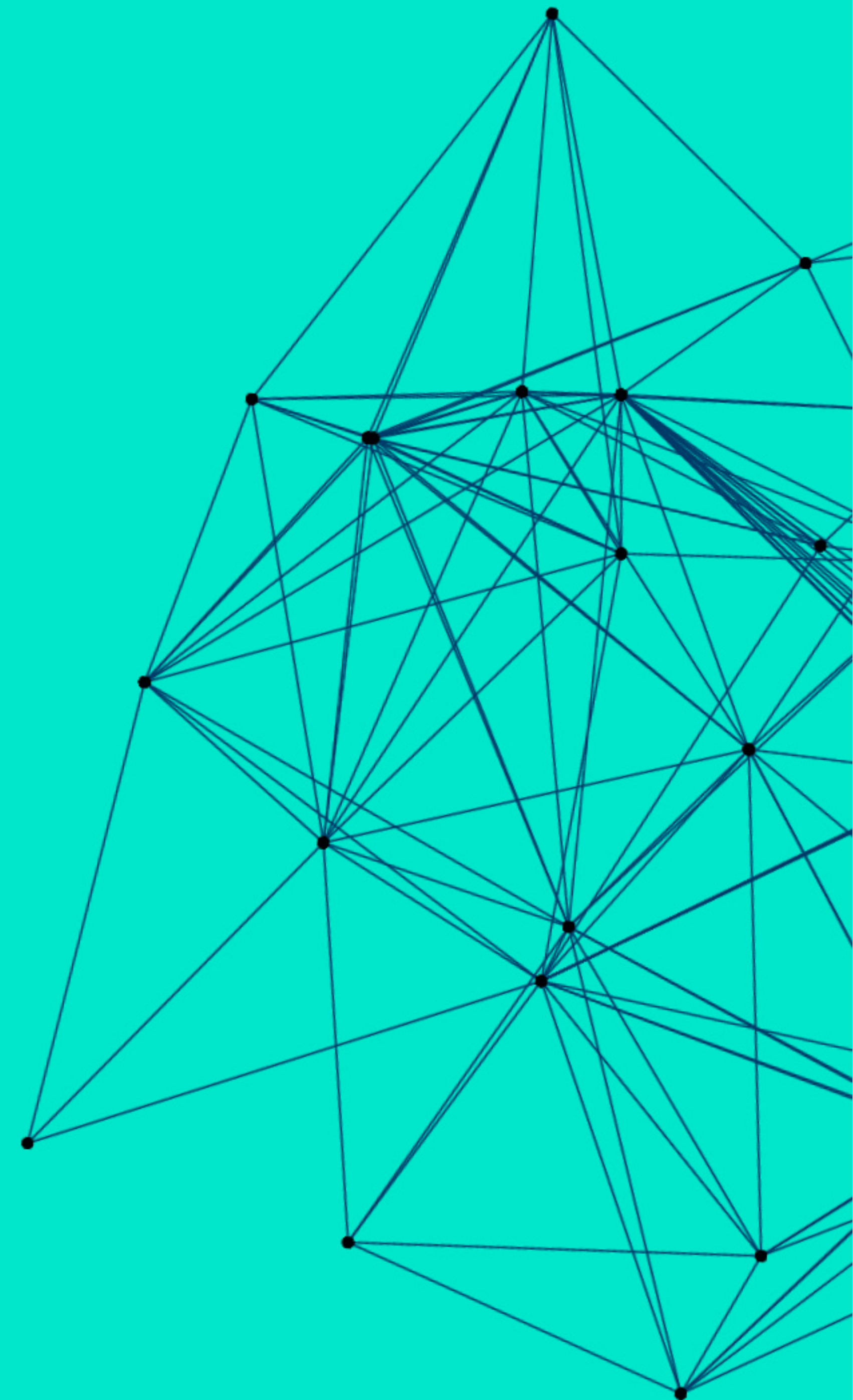
	Sessions/day	Basic segment	Middle segment	Luxury segment
Cost of session		\$100	\$120	\$200
EBITDA (yearly)	4	\$17,170	\$45,610	\$159,370
	6	\$88,270	\$130,930	\$301,570
	8	\$159,370	\$216,250	\$443,770
	10	\$230,470	\$301,570	\$585,970

STUDIO 5 DEVICES

	Sessions/day	Basic segment	Middle segment	Luxury segment
Cost of session		\$100	\$120	\$200
EBITDA (yearly)	4	\$567,041	\$709,241	\$1,278,041
	6	\$922,541	\$1,135,841	\$1,989,041
	8	\$1,278,041	\$1,562,441	\$2,700,041
	10	\$1,633,541	\$1,989,041	\$3,411,041

PERFORMANCE INDICATORS

	Value	Quantity purchased	
Number of devices		1	5
Price (Dubai, FOB)	\$200,000	\$200,000	\$1,000,000
Setup		\$5,000	\$25,000
Investments in RoboSpace		\$36,261	\$62,333
Total, CAPEX		\$241,261	\$1,087,333
ROI	%	54%	104%
Payback period	Months	22.1	11.5



THANK YOU!

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