

PAINTUP

One line pitch:

PaintUP is about to offer a robotic solution to clean and paint large scale scale surfaces more safely, cheaper and faster.

Market Analysis:

In France, building painting industry represents 12 B€, cleaning 10B€, Ship maintenance 1.2 B€ Aeronautic: 37 B€industry. Part of all these market are cleaning and painting (a plane is painted every 5years, a ship 3 to 5 years, a building is painted every 20year and glass facade buildings are cleaned twice a year. We conducted a first market study with 20companies in Lyon Area. The companies over 10 workers showed an interest for cleaning or painting application. They require to be able to test and see a demonstration of the machine before investing. Another customer meeting with maintenance shipyard showed they would be open to such solution.

Value proposition:

The treatment of large scale surface to paint a boat hull or a building for example is labor intensive (60% of the cost) and relies on operator to work in painful and hazardous condition which are more and more regulated. The treatment of large outdoor surface usually requires at least two operators and a scaffolding. The customer of PaintUP will benefit from increased efficiency. It will go 3 times faster and should up to be 2 times cheaper for surfaces above 300 square meters. PaintUP customer will be able to increase their market share on their current business and potentially offer new services such as cleaning buildings witch does not exist today due to the cost associated.

Business Model:

PaintUP will operate in two phases: in the first phase we will propose direct services with a collaborator from PaintUP team operating the robot for 2000€/ day for surfaces of 300m2 minimum. This first phase will allow PaintUP to generate revenues and fine tune the solution to prepare second phase. In the second phase, we will produce the robotic solution in series and offer it through leasing contract with licence agreement and operator training to companies close to major cities or harbour. Details are still to be defined but the solution would cost between 200 and 400k€depending on the version. The return on investment for a customer would occur within the first year.

IP and Regulatory situation:

Intellectual property management is one of the key factor of success of PaintUP. All collaborators have signed non disclosure agreements and the full transfer of the ownership of the work produced. PaintUP already has one patent pending and a second one will be shortly filed. The PaintUP brand is registered in France. Concerning regulation, in Europe, the main challenge is to ensure safe operation in urban area. The movement of the carrying crane will be manual until we can ensure the appropriate security level. The robotic system will have to comply with The Directive 2006/42/EC concerning machinery and certain parts of machinery



COMPANY PROFILE

- **Website:**
paintup.fr
- **Field:**
- **Contact:**
GOMART Romaric
romaric.gomart@paintup.fr
- **Location:**
257 ter rue du stade
Montmartin
69400 Villefranche sur Saône
France
- **Founded in:** //11/2015
- **Employees:** 5
- **Financial information (€):**
 - **Company stage:**
Proof Of Concept
 - **Capital raised to date:**
10000
 - **Monthly burn rate:**
2000
 - **Capital seeking and date:**
1500000 by june 2017
- **Investors:**
Romaric GOMART is the
unique shareholder