

# APICAL ROBOTICS

## The Problem

Inspecting chemical distillation towers requires humans to crawl through tight spaces

## Our Solution

A novel soft-bodied, everting inspection robot with a camera and sensors

## Our Advantage

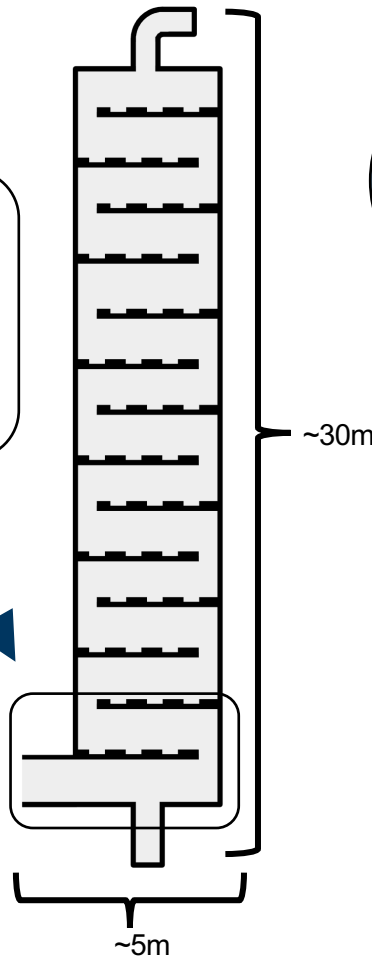
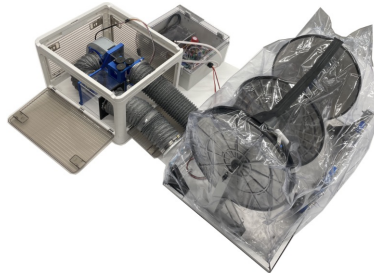
Faster and safer inspections

15% reduction in plant downtime

~\$100k increase in chemical plant revenue

### No Need For:

- Rigorous heat and toxic chemical dissipation
- Confined space procedures
- Distillation tray disassembly

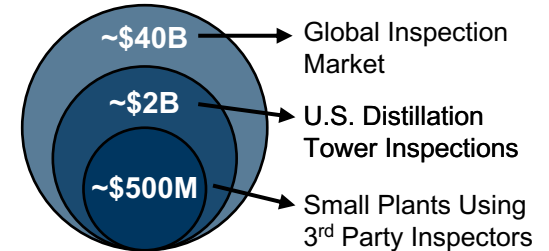


Chemical Distillation Tower

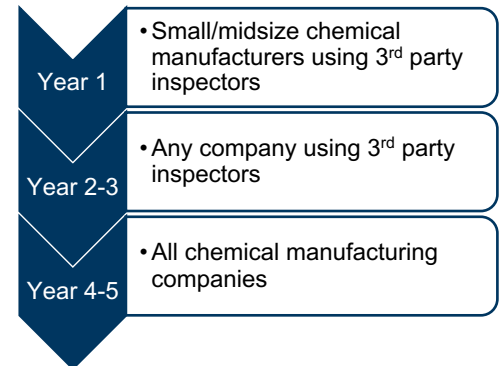
## Other Applications

- Aerospace, nuclear facilities
- Industrial construction (active research partnership with Bechtel)

## The Market



## Go To Market



## Revenue Model

Revenue:

\$100k per tower

Cost of Sales:

\$9k Labor cost

\$8k Robot costs

\$6k Warehouse space and transport

77%  
Gross  
Margin