

STOOL TECHNOLOGIES PRESENTS



HELICOPTER BARRY

modular jet engine helicopter to transport 80 kg payload

Stool Technologies



History and accomplishments

IMPORTANT MOMENTS & FIGURES

2015 **2016** **2017**

Official cration of the company as a software development firm.

Consultancy period sterted with european institutions

Drone development period starts and HEPHAESTHUS is born.

2

Employees

7

Collaborators

3

Finished products

90K

Revenue

48K


EBITDA

47K

EBIT

STT VALUES

 Innovate

 Respect for the environment

 Intergity

Transcoding platform for European Commission

Platform to send news to televisions and users

Media available on the EC Portal | <https://audiovisual.ec.europa.eu/>

Design, implement and test the transcoding platform for the European Comission - DG Comm news portal and studios.

- gather the knowledge from

the old M.O.

- replace the LIVE platform
- integrate with already existing in-house systems
- Improve and optimize performance and WorkFlow

Design and implement the resource scheduling system for the EC Studios

Manage every aspect of resource planning

Create a WorkFlow to manage all resources -be they human or otherwise- and insure traceability, accountability and transparency for all processes and activities. Design reporting modes for an efficient and instant overview of the performance of the European Commission Studios

Analyze, sort and repair the whole history of videos of the European Commission

Analyze all videos of the EC

Design WorkFlow to test the entire videoteque of the European Commission and -where needed- repair the content. Design a WorkFlow to ensure functions even for huge ammounts of videos.



What is heli Barry?

Modular jet engine helicopter for a huge range of tasks:



- **Crop spraying**
- **Fire extinguishing**
- **Rescue operations**
- Woods' protection
- Bug spraying actions
- Data collecting in harsh environments
- Tourism
- Extreme sports





CHARACTERISTICS

WEIGHT:	25 KG
WEIGHT WITH FLUIDS AND PAYLOAD:	113 KG
HEIGHT:	983 MM
PAYLOAD:	69 KG
PRINT:	2.7/0.53 M
FUEL:	KEROSEN
GAS TANK:	19 L
AUTONOMY:	40-65 MIN
TOP SPEED (*LIMITED):	70-75 KM/H
ROTARY SYSTEM:	FLETTNER DOUBLE ROTOR SYSTEM
ROTOR DIAMETER:	2 X 2.95M
TURBO PROP ENGINE:	15KW

“

**PLANES FLY, BUT STT DRONES BEAT THE AIR INTO
SUBMISSION!**

--SOME DISGRUNTLED PILOT

”



Market

EU-28



Key information:

Total land area	2016	4 346 737	km ²
Share of farmland in total land area	2016	39.9 %	share of total land area
Gross Domestic Product	2018	15 898.3	EUR billion
Population	2018	512.4	million

Table 9.1: EU-28

Farms and farmland			
Farmland (utilised agricultural area)	2016	173 339	thousand hectares
Farms (agricultural holdings)	2016	10 467 760	number
Very small farms (with < EUR 8 000 of standard output)	2016	67.6 %	share of all farms
Family farms (with > 50 % of regular labour from family members)	2016	96.0 %	share of all farms
Farmers			
Employment in agriculture	2017	4.1 %	share of total employment
Total labour force input in agriculture	2018	9 256	thousand annual work units
Young farmers (under 40 years old)	2016	10.6 %	share of all farm managers
Female farmers	2016	28.4 %	share of all farm managers
Farmers with full agricultural training	2016	9.1 %	share of all farm managers



Market

Who is interested in buying our product

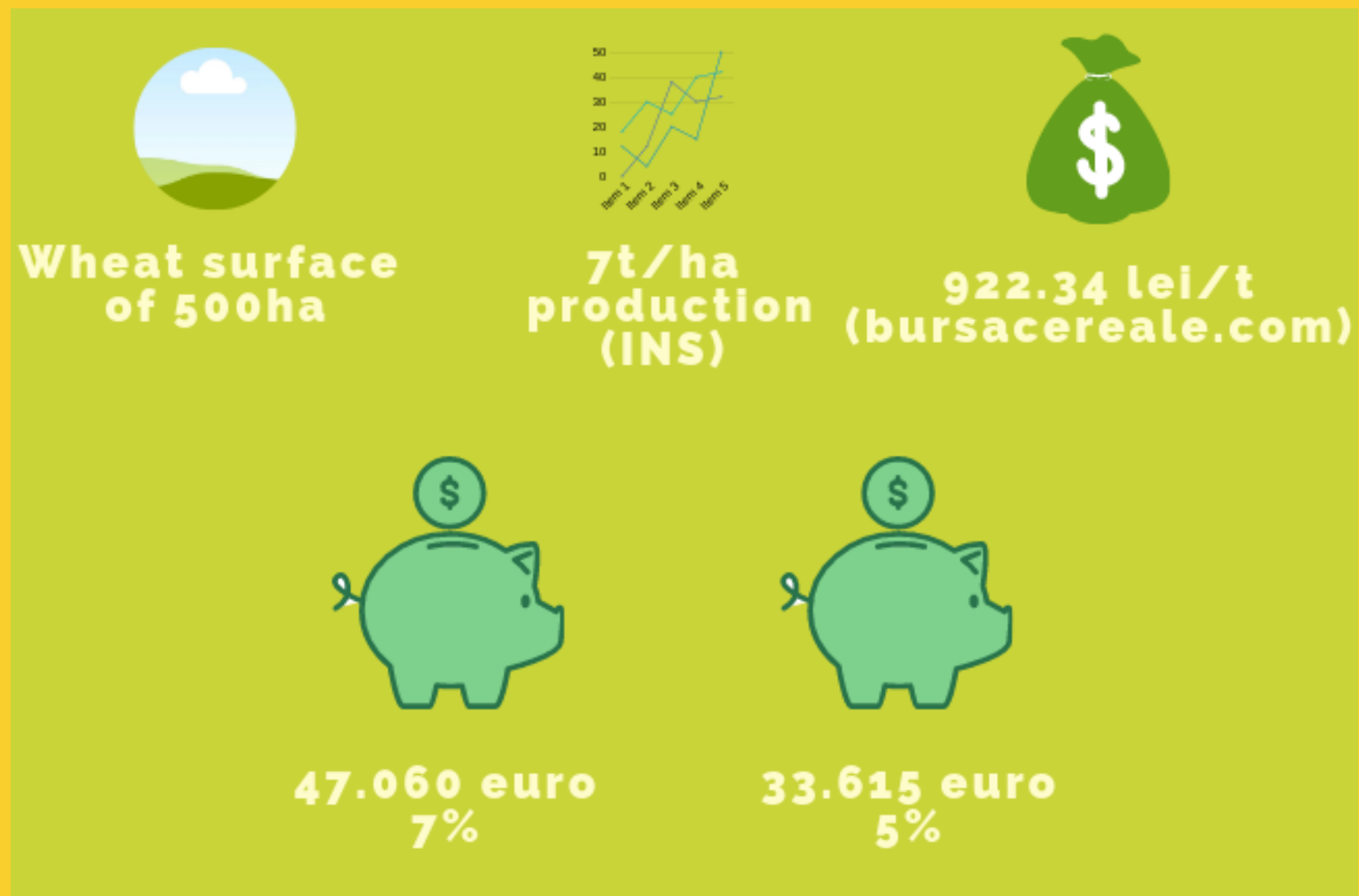
Our autonomous drone is the best choice for crop sprinkling for several reasons:

- It works on cultures where nothing else works (i.e. vineyards and rice)
- It does not damage **4-7% of the crop** in a run like the existing products
- It autonomously comes home to recharge when fuel or payload become scarce
- Does all of that at an unbeatable price

The 4-7% of the crop



The existing crop spraying products -through the tracks they use to travel- destroy approx 4-7% of the crop (or - if using technological tracks- they deny you that portion of the crops you might have had - plus any wrong turn along the way).





PRICE STRATEGY AND COMPARISON



TRACTOR PULLED
57 000€

One of the middle models used today in many farms. It requires a tractor for operations and has some level of sprinkling automation.



HEPHAESTHUS
95 000€

Our revolutionary drone which can autonomously spray exactly defined surfaces, return home, auto refill if empty and doesn't harm the crops.



STANDALONE
350 000€

Top of the line MET which doesn't need traction and has extensive automation.

StoolTechnologies' advantage



Electric drones:

- Longer flight time (more than 3x with the same payload)
- Superior payload (more than 3x at the same flight time)
- Quicker recharging times (1-2 minutes compared to hours depending on the batteries)

Agricultural aviation:

- Instant availability
- Ease of flight start (doesn't require an airport)
- Configurable speed and height of spraying
- Not very sensible to weather conditions
- Much more convenient price wise

Traditional crop spraying methods:

- Much more convenient price wise
- Configurable speed and height of spraying
- Ease of access in difficult terrains
- DOES NOT DESTROY THE CROP

TEAM



BOGDAN GASPAR

Director

...got his **Masters in engineering** from Politehnica Timisoara and **EMBA** from Quantic School of Business and Technology. He has already built up a reputation for developing **high impact projects** with a **high international visibility**.

He is personally responsible for the successful technical delivery of the news from the **European Commission** and has created from scratch factories and IT ecosystems to solve from the IT perspective manufacturing and development needs. He believes deeply in **StoolTechnologies** and has already committed 26% of the start-up funds needed.



OVIDIU CODILA

Head of drone R&D

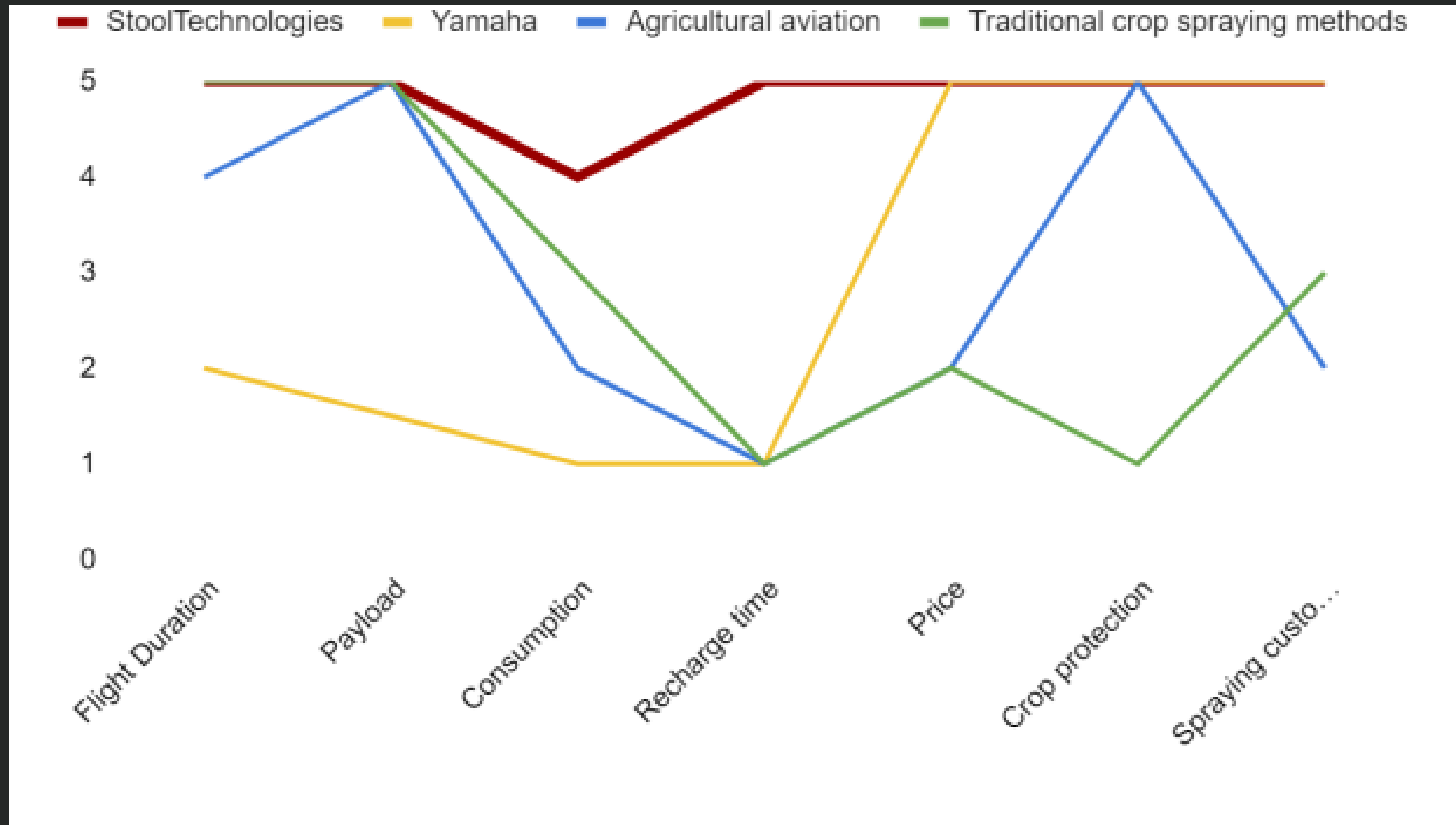
Ovidiu CODILA is an established self taught professional who has already created and improved on both software and hardware in the drone industry. He has **several patents pending** and has already proven himself as an **innovator** in the UAV world.

His principle in life is “**if you don’t have it - build it**” - and it is for this reason that he successfully created high precision tools when the ones on the market just couldn’t cut it.

COMPETITIVE ANALYSIS



BLUE OCEAN STRATEGY CANVAS





Innovation

Why we are better than the competition.

Our own design propeller (**patent pending**) which outperforms any propeller on the market as weight, thrust and shape, ensuring also the cooling our engines require.

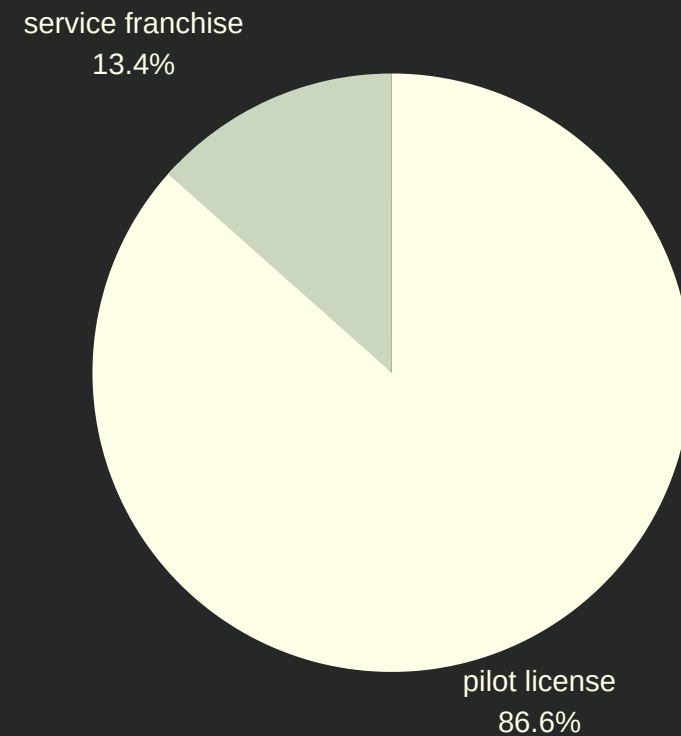
Our own variable pitch controller
(**patent pending**)

Our system is based on internal combustion engines - as opposed to the traditional electric engines used so far. Our advantage is our own variable pitch controller which ensures that our internal combustion driven drone instantly compensates for any weather conditions and is completely manouverable and stable.

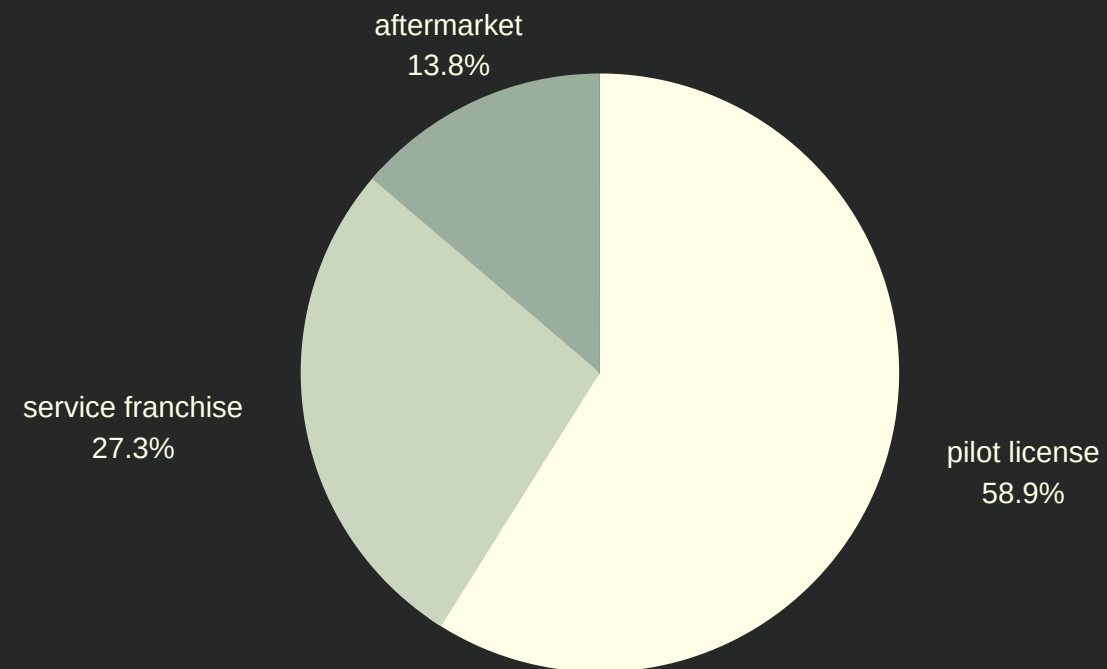


Sales: Adjacent income sources

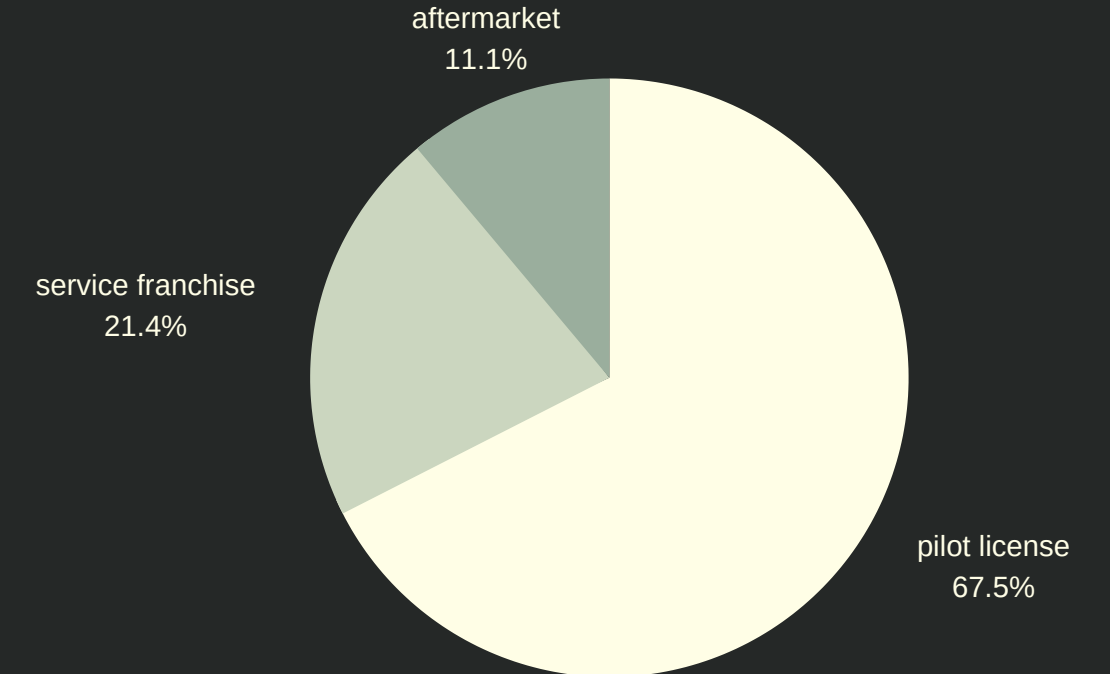
2022



2023



2024



AFTERMARKET

All spare parts and supplies will have to be purchased only through franchised service shops. The propellers and variable pitch hub will only be supplied by **StoolTechnologies**, failure in complying leading to loss of warranty.

PILOT LICENSING

All our products will only be handled by licensed pilots. The pilots will follow a minimum of 5 day dedicated training and will only be licensed if they pass the final test. The licensing will be done by specialized trainers and renewed every 2 years.

SERVICE FRANCHISE

As the success of our sales department will send drones in different corners of the world - the servicing of the products will have to follow. All **StoolTechnologies** products will have to be serviced in specialized franchised shops.

Marketing: Make it stand out

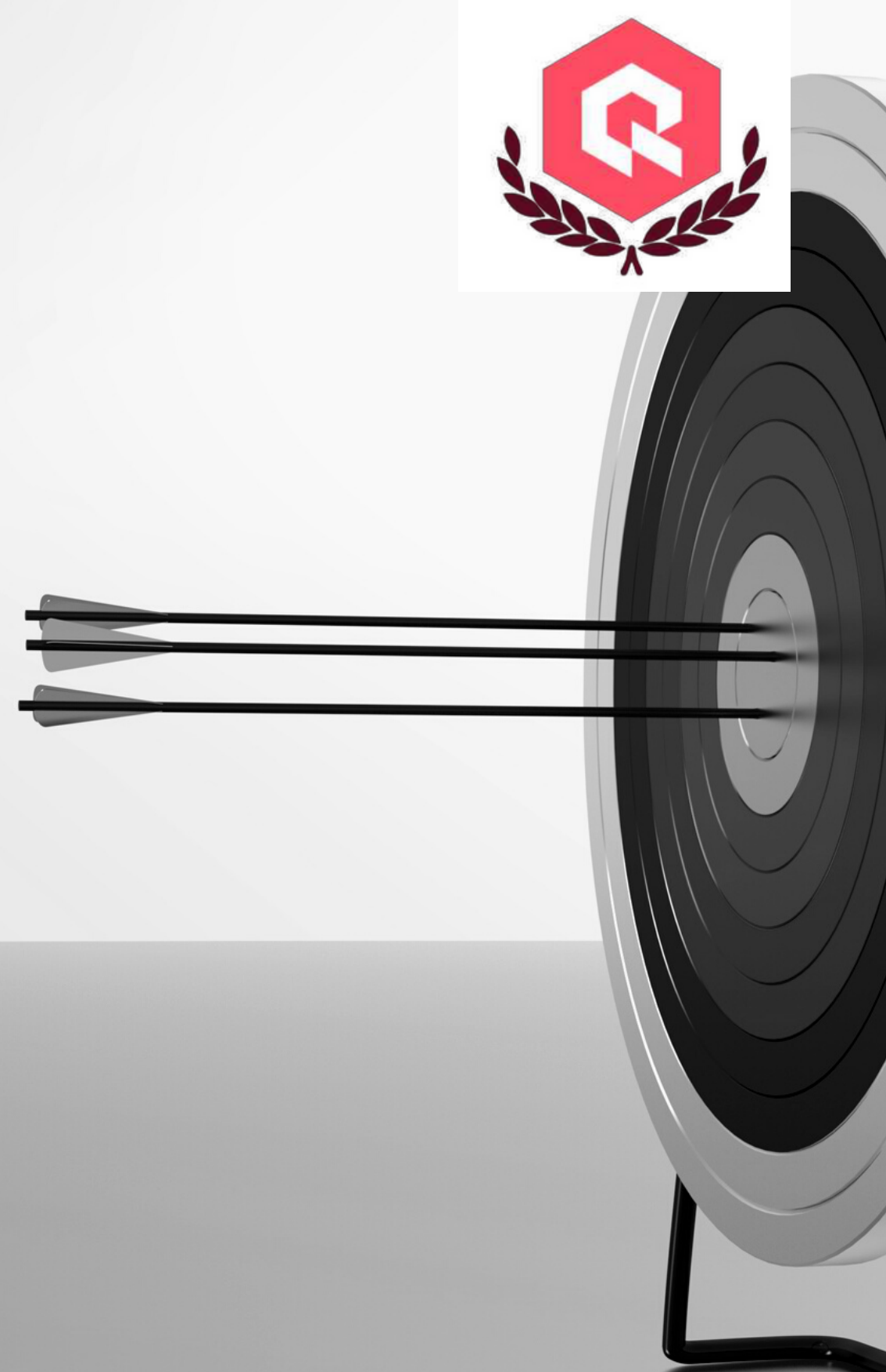
Our marketing strategy is based on our network of already established agricultural equipment dealers most of which have already expressed their interest in our product through the *letters of intent* we attached to our business plan

AGRICULTURE FAIRS AND EXHIBITIONS

Taking part in such exhibitions is crucial to the success of our business, and that is why we have planned to cover at least 6 in 2021. Showcasing our product is sure to get the attention of the already existing market and attract clients and partners

AGRICULTURE PUBLICATIONS

As our product is nieched for the agriculture community - appearing in the top publications of the guild is the equivalent of having the information teleported into all farmers' brains and -as we cannot do the latter **yet** - we shall paint the top agriculture magazines **Hephaesthus**

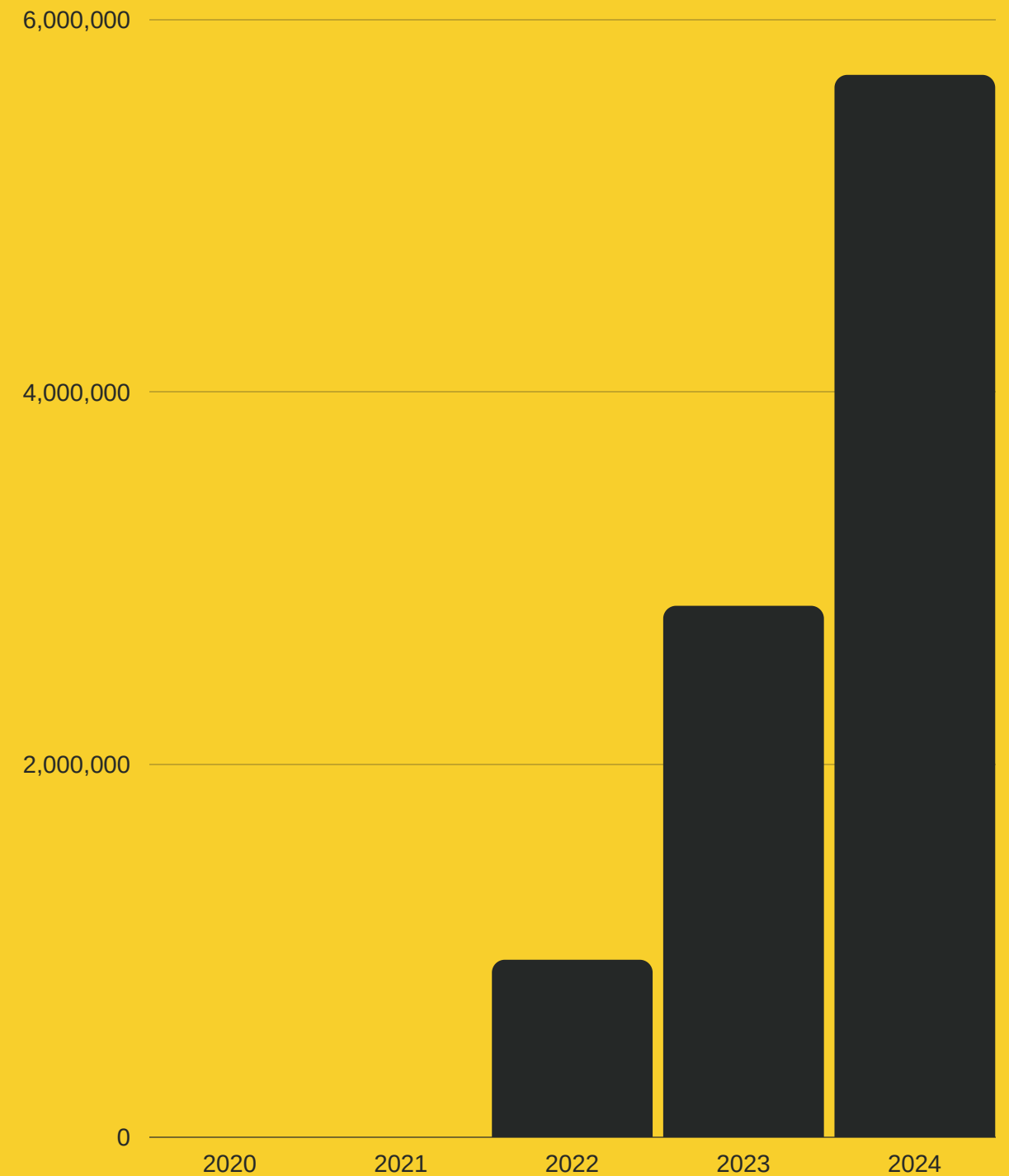


Figures and profit:



BREAK EVEN QUANTITY: 1.98

	2021	2022	2023
Revenue	0	950000	2850000
Operating profit	-154233	597188	1693241
Operating margin	0	0.63	0.56
Net income	0	597188	1596954
netmargin	0	0.62	0.56



drone sales forecast

CAPITAL REQUIREMENT AND EXIT PLAN

- 1 200 000 euros - for 30% of the company
 - funding will be used to finance operations and purchase equipment for in-house building of parts
- Exit Plan:
 - funding members consider it a Cash Cow
 - buy-back of shares at negotiated price after year 2



Alternative funding:

... where all the funds for the endeavor come from



Crowdfunding - Kickstarter



Kickstarter has long since established itself as the biggest crowd funding platform. However, a lot of projects got noticed by their future partners and corporate clients on kickstarter and the project got more than just funds - they got the business networking they needed to grow in an organic fashion.



European Innovation Council

EIC has contributed with around 3 billion euros from 2018 to 2020 in innovation to help companies scale up and expand beyond the European borders. Their successful programs fund projects and develop a business network to ensure their success.

FUTURE CUSTOMERS

To: s.c. Stool Technologies s.r.l.

20/08/2020

Subject: Confirmation of interest in product

Letter of intent

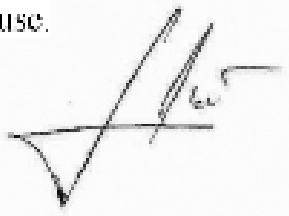
Dear Sir / Madame,

I, the undersigned, Marcel Ionescu, representing Agricloud Survey LTD, do hereby express my interest in the hexacopter (Hephaestus) presented by Stool Technologies – with a focus on the crop sprinkling application and crop monitoring capabilities.

I find it very useful – from a time, cost and eco-friendliness point of view. Such a tool or service would significantly improve my operation performance while lowering the costs.

If such product or service were to be on the market I would be very much interested in acquiring or hiring its use.

Marcel IONESCU



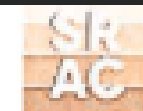
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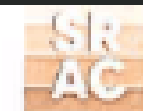
SR EN 152/1601/2016
NR. RD-1186 / 21.09.2016



SR EN 152/1601/2016
NR. RD-929 / 13.09.2016



SR EN 152/1601/2016
NR. RD-965 / 13.09.2016



SR EN 152/1601/2016
NR. RD-180 / 13.09.2016

To: s.c. Stool Technologies s.r.l.

Date: 23.11.2020

Subject: Confirmation of interest in product

Letter of intent

Dear Sir / Madame,

I, the undersigned, Cristian GRADINARU, representing GAUSS Ltd, do hereby express my interest in the drone presented by Stool Technologies – with a focus on its ability to fly up to 2 hours without charging. I find it very useful – from a time, cost and eco-friendliness point of view. Such a tool or service would significantly improve my operation performance while lowering the costs.

If such product or service were to be on the market I would be very much interested in acquiring or hiring its use.

Cristian Gradinaru

Gauss Ltd



Questions?!

