



HIVEGUARD

BEe SMART BEe INNOVATION

Sara Sulis

CTO & CO-FOUNDER





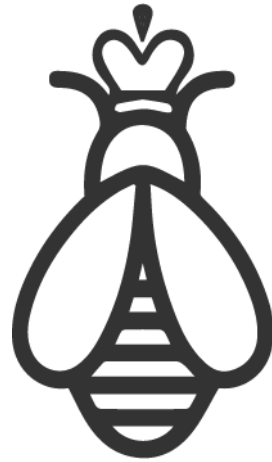




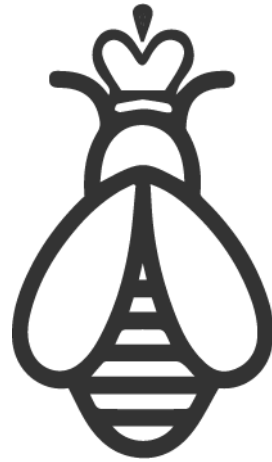




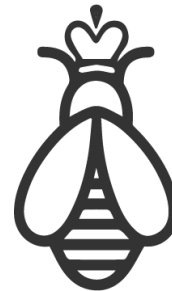
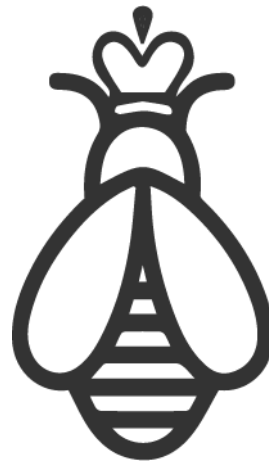
beekeepers' problem



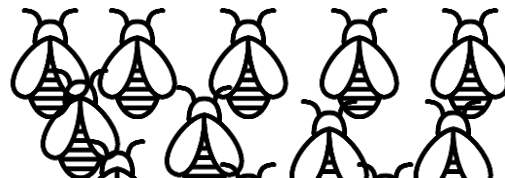
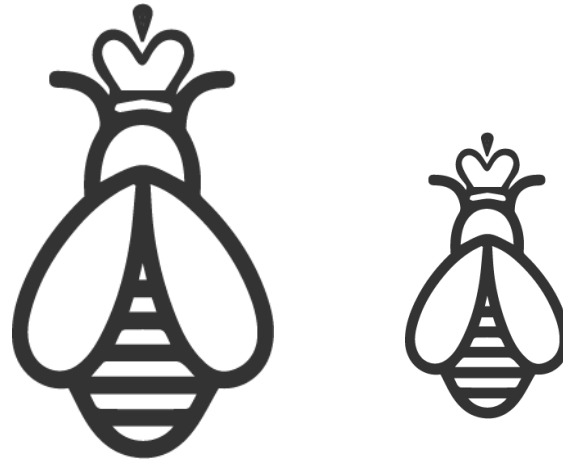
beekeepers' problem



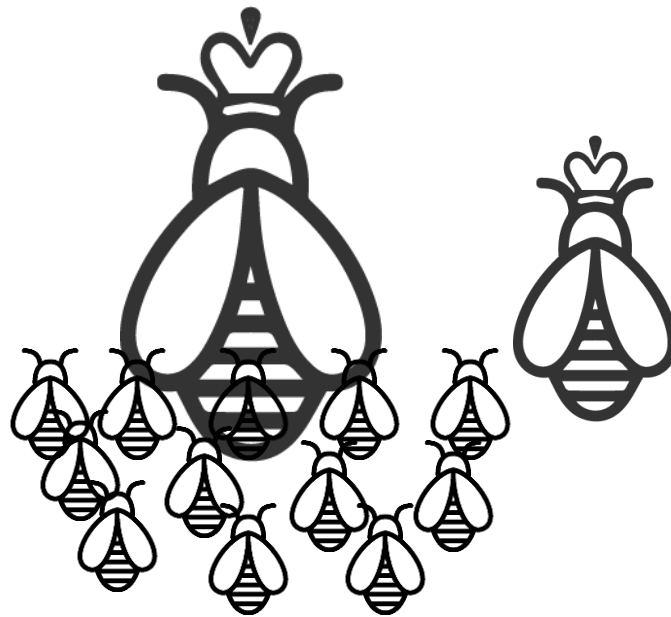
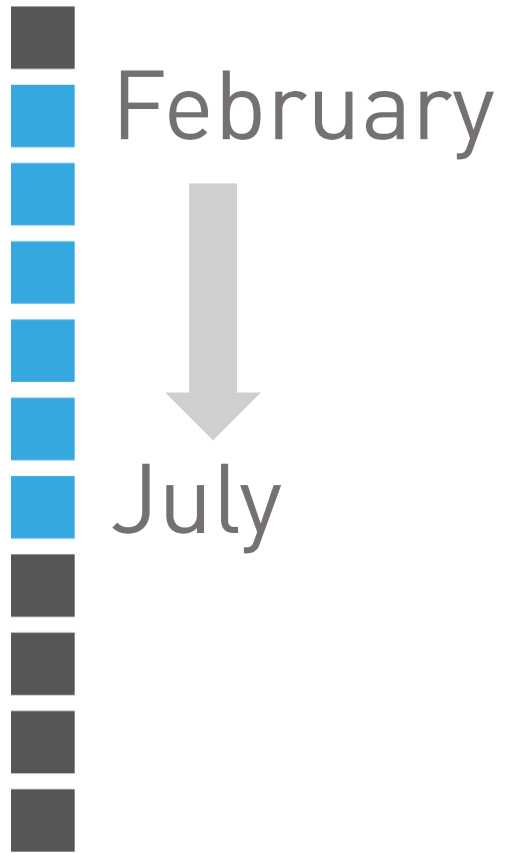
beekeepers' problem



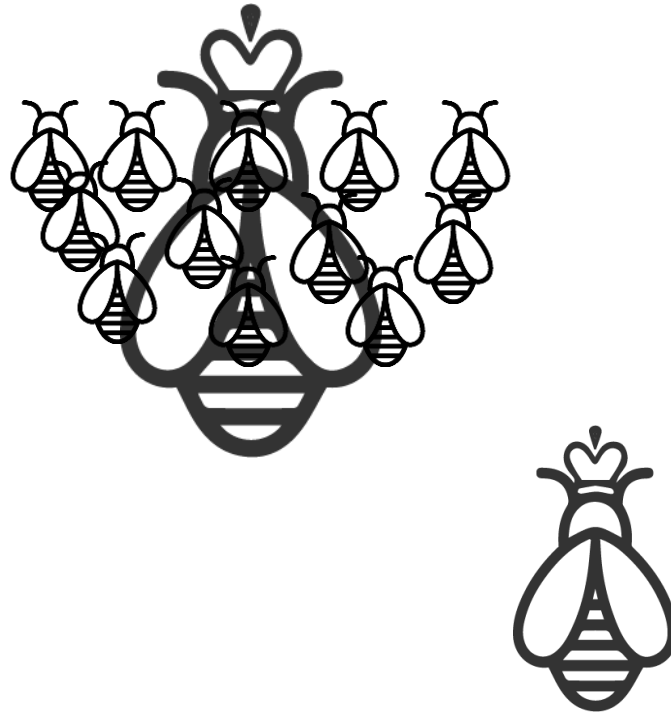
beekeepers' problem



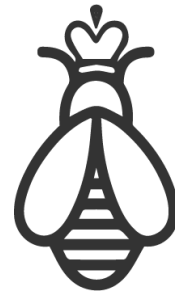
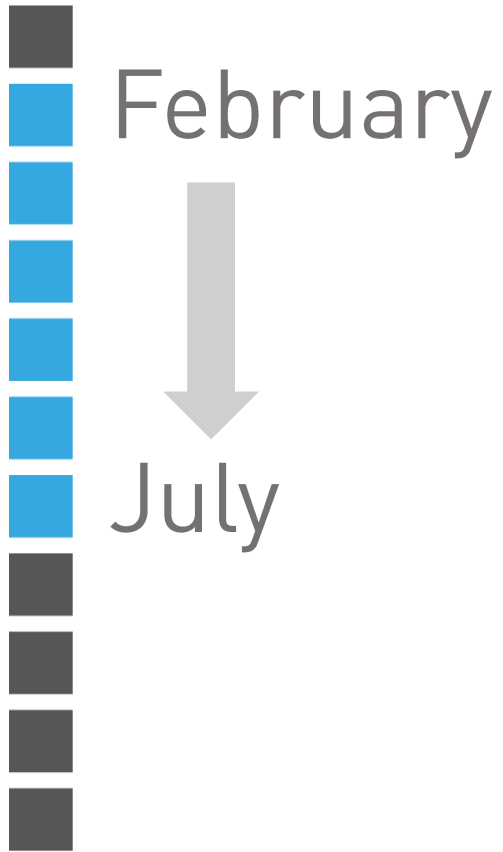
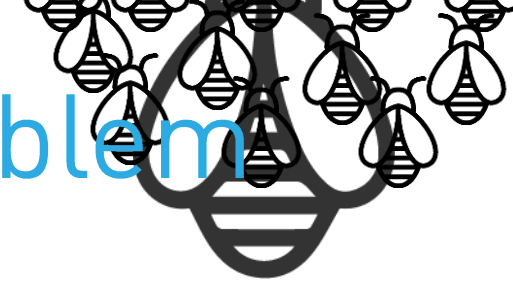
beekeepers' problem



beekeepers' problem



beekeepers' problem



beekeepers' problem



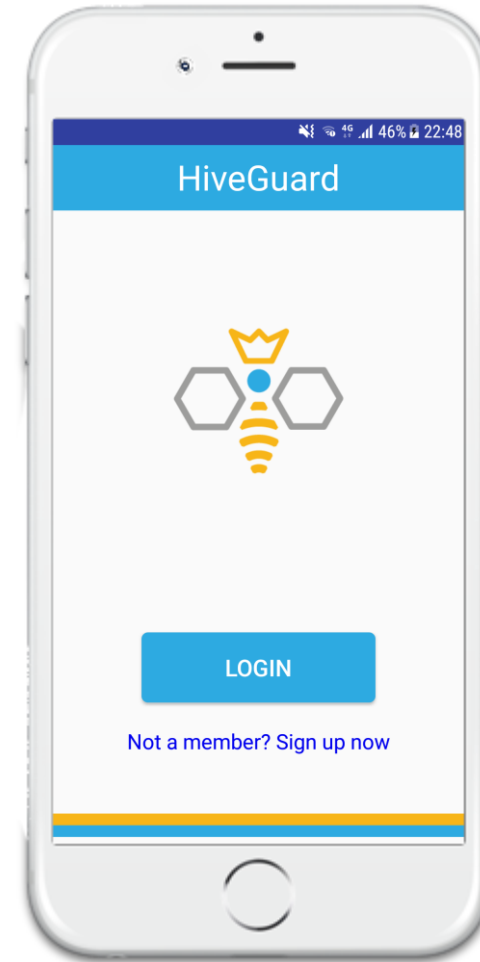
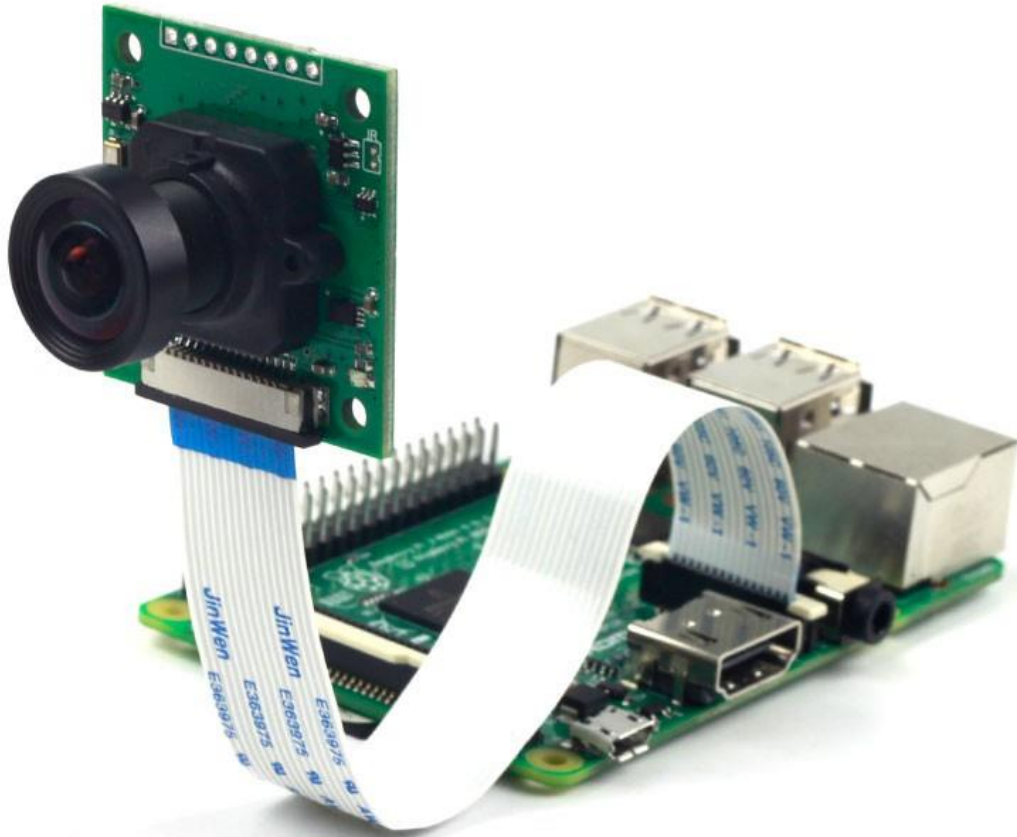




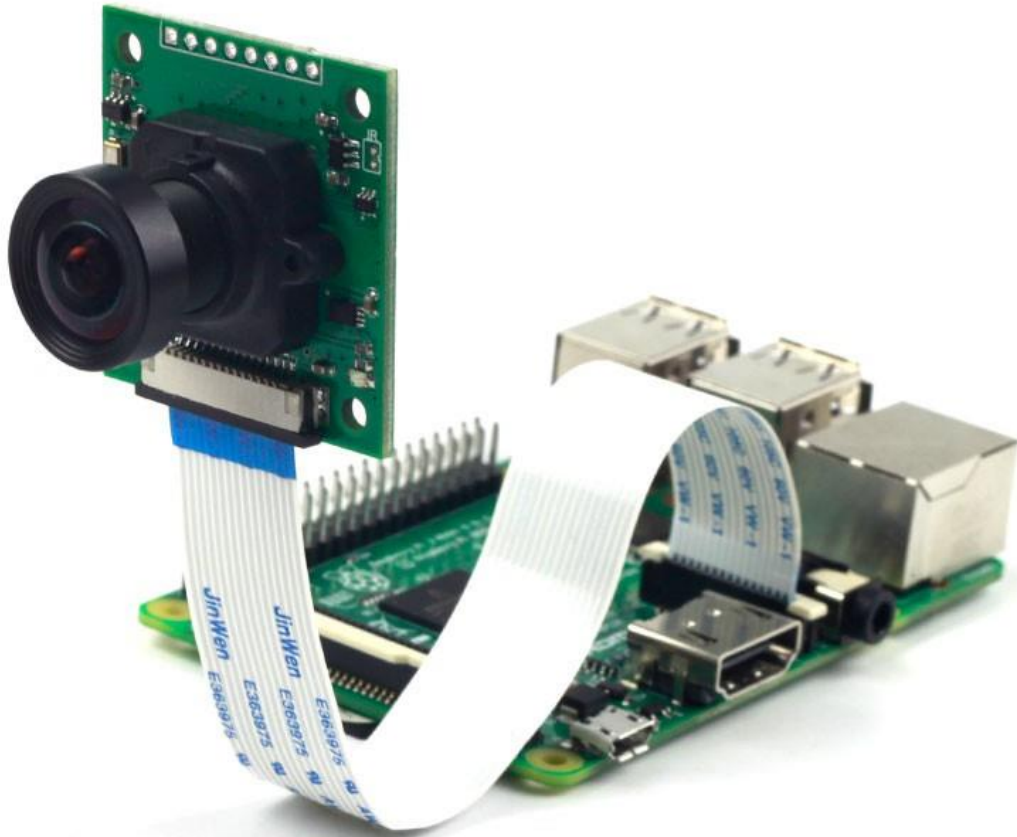
A large number of blue and white wooden beehives are scattered across a grassy field. The hives are arranged in a somewhat circular pattern, with many more hives visible in the background. The hives are made of wood and have a blue and white painted finish. Some hives are slightly tilted or damaged. The background is a dense field of tall grass and some small plants. A large yellow circle is overlaid on the image, containing the text "€100 K per year".

€100 K
per year

solution technology

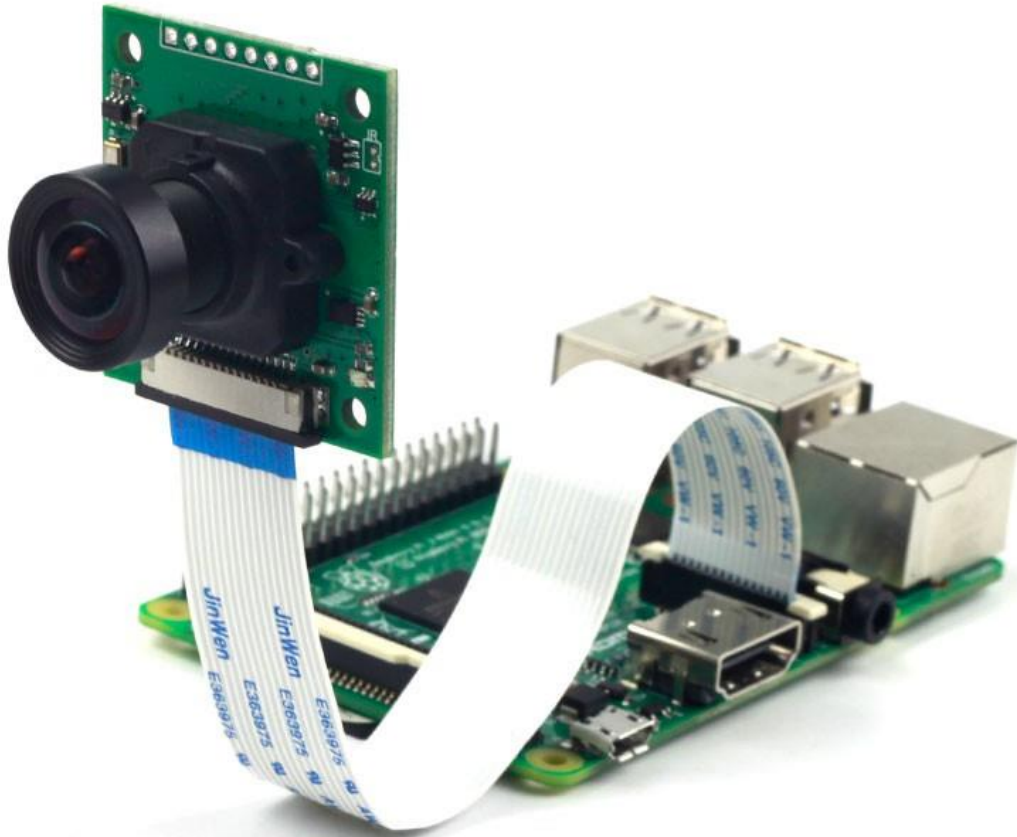


solution technology



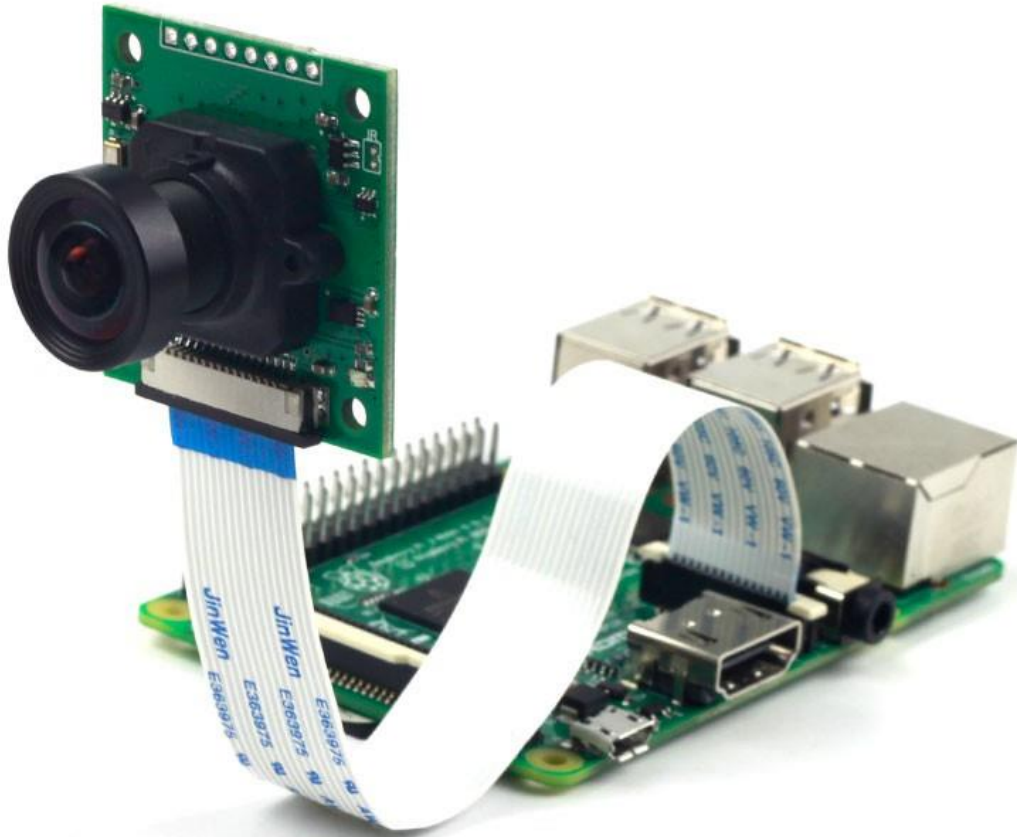
○ Visual recognition algorithm

solution technology



- Visual recognition algorithm
- Queen cups

solution technology



- Visual recognition algorithm
- Queen cups
- Infected cells





cells features



○ Shape



cells features



○ Shape

○ Size

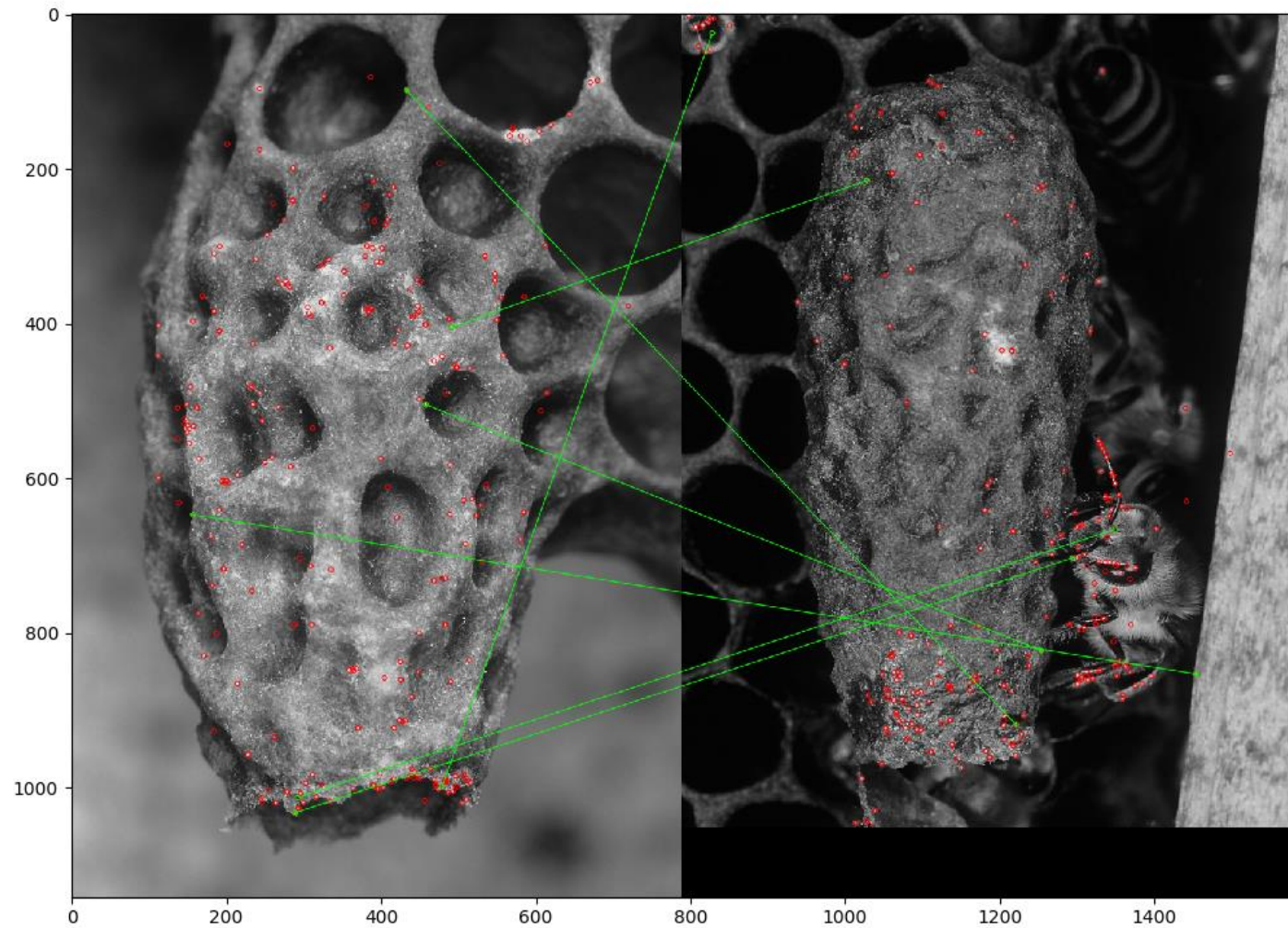


cells features

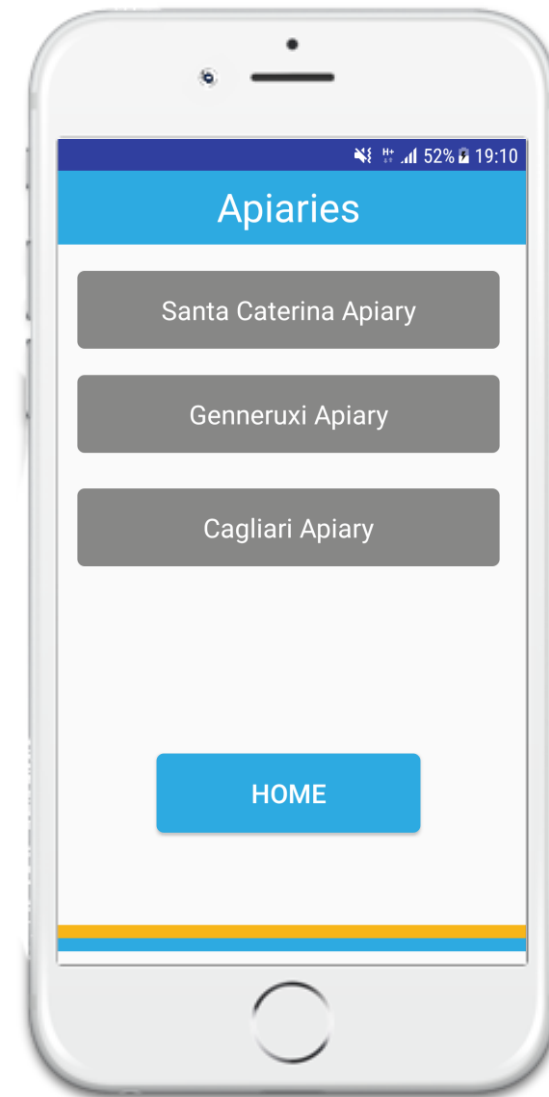
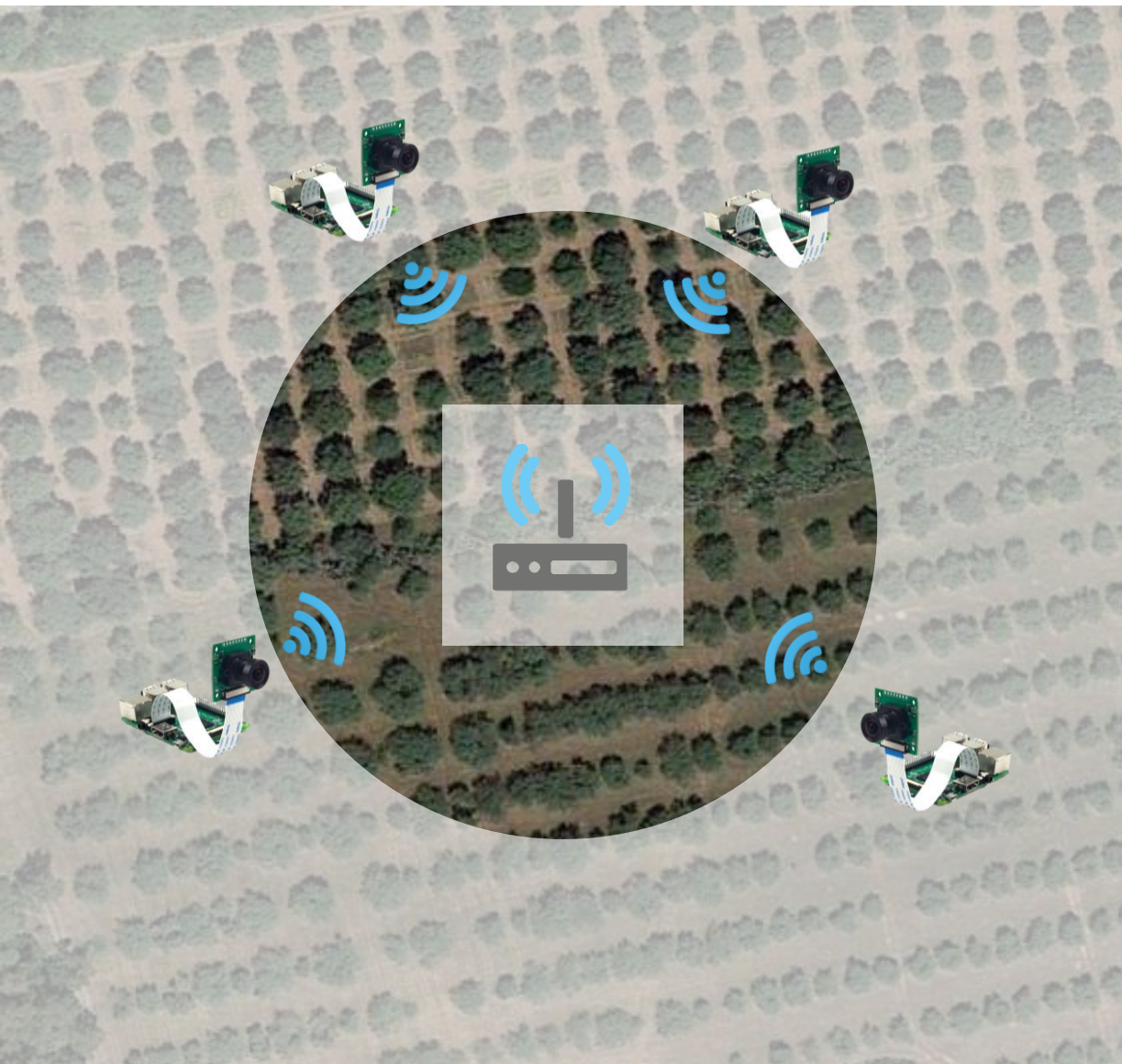


- Shape
- Size
- Colour

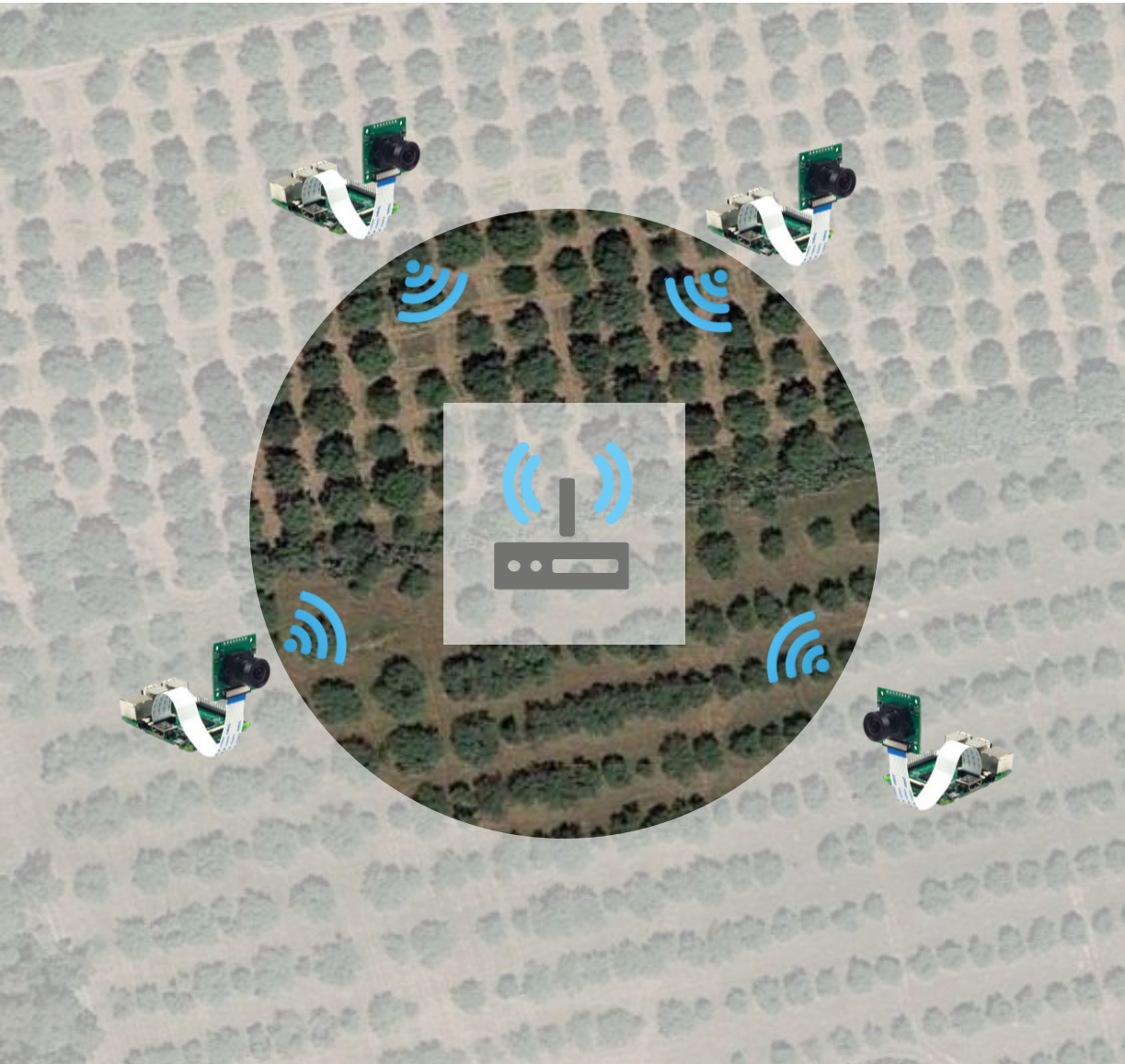
algorithm features



HiveGuard solution



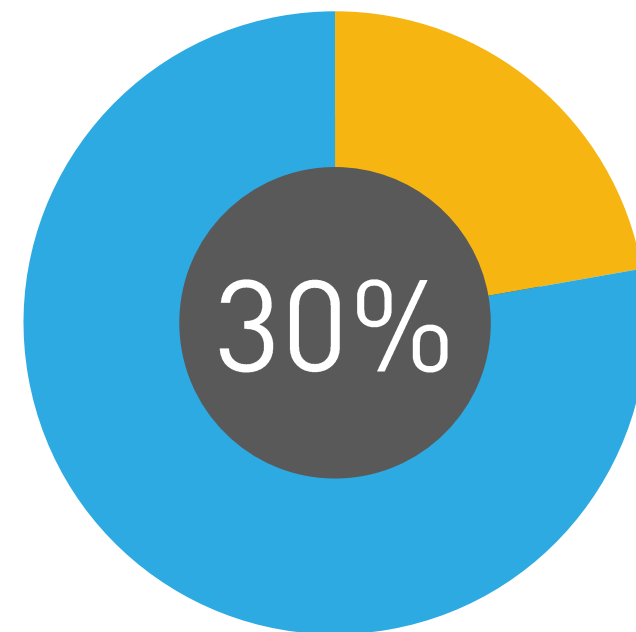
HiveGuard solution





target market

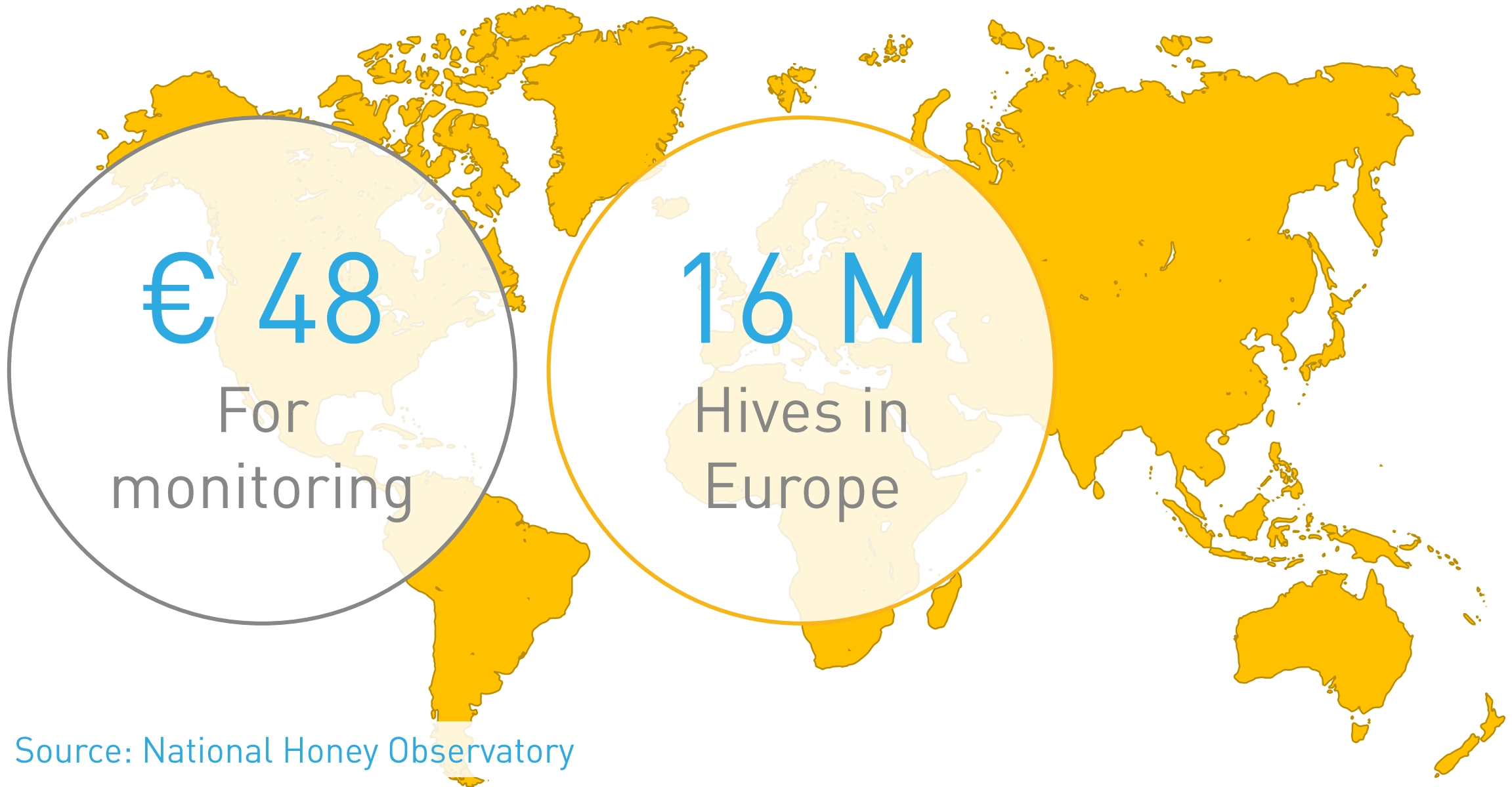
- 100+ hives
- 15k beekeepers
- 45k beekeepers



market drivers

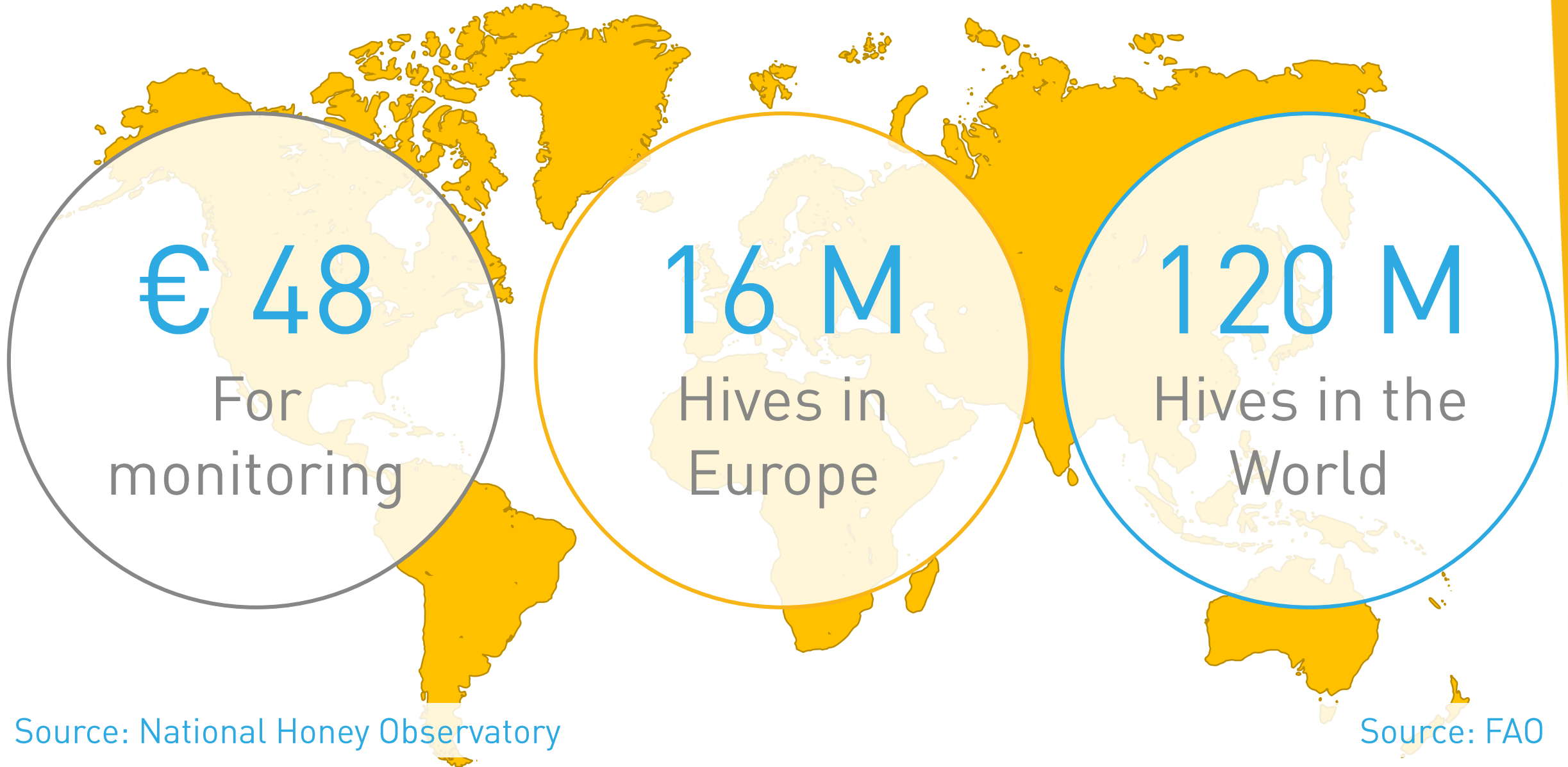


market drivers



Source: National Honey Observatory

market drivers



Source: National Honey Observatory

Source: FAO

market size



Italy

€52 M

market size



Italy

€52 M



Europe

€750 M

market size



Italy

€52 M



Europe

€750 M



World

€5.8 B

competitors



Detection
speed

melixa

Bee
HIVE - TECH

 BEE SMART
TECHNOLOGIES

Detection reliability

competitors



Detection
speed



HIVEGUARD
BEe SMART BEe INNOVATION

melixa



BEE SMART
TECHNOLOGIES

Detection reliability

business model revenue streams



300+
hives

For every hive

€ 2.50/month

500+
hives

For every hive

€ 2/month

1000+
hives

For every hive

€ 1.80/month



yearly reduction cost



48 €



yearly reduction cost



~~48~~ €

24 €



yearly reduction cost

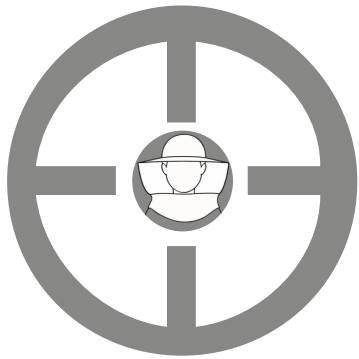


~~48~~ €

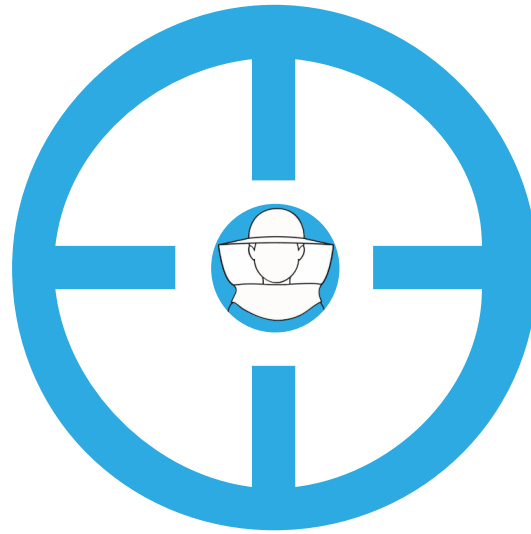
24 €

50%

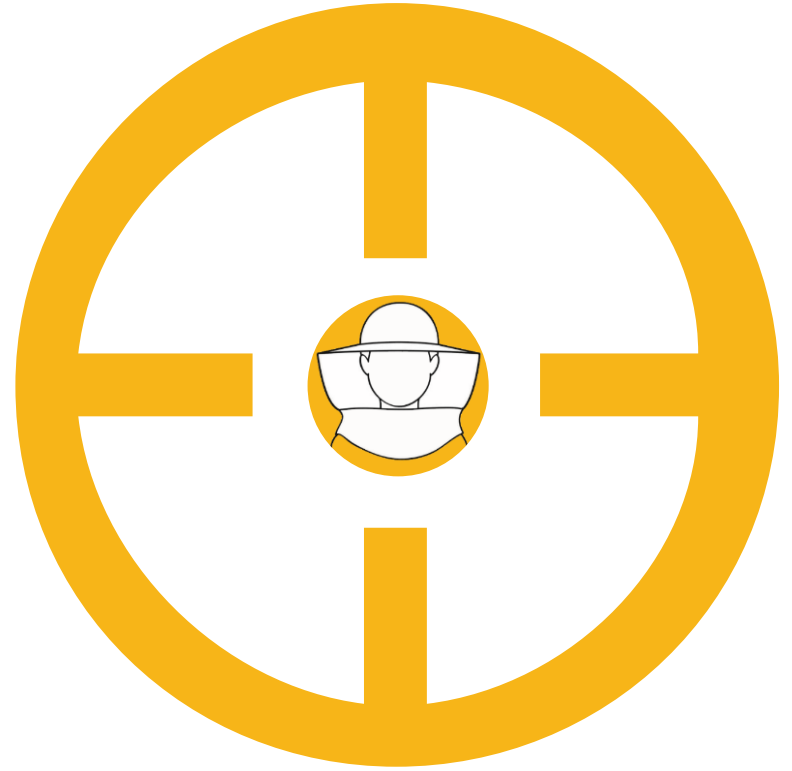
customer acquisition



SEO/SEM
&
SOCIAL MEDIA MKTG



TRADE FAIRS



DIRECT SALES
in collaboration with
“Laore”

partnership agreement



Laore

Regional agency for
agricultural development



REGIONE AUTONOMA DELLA SARDEGNA

technical advisor

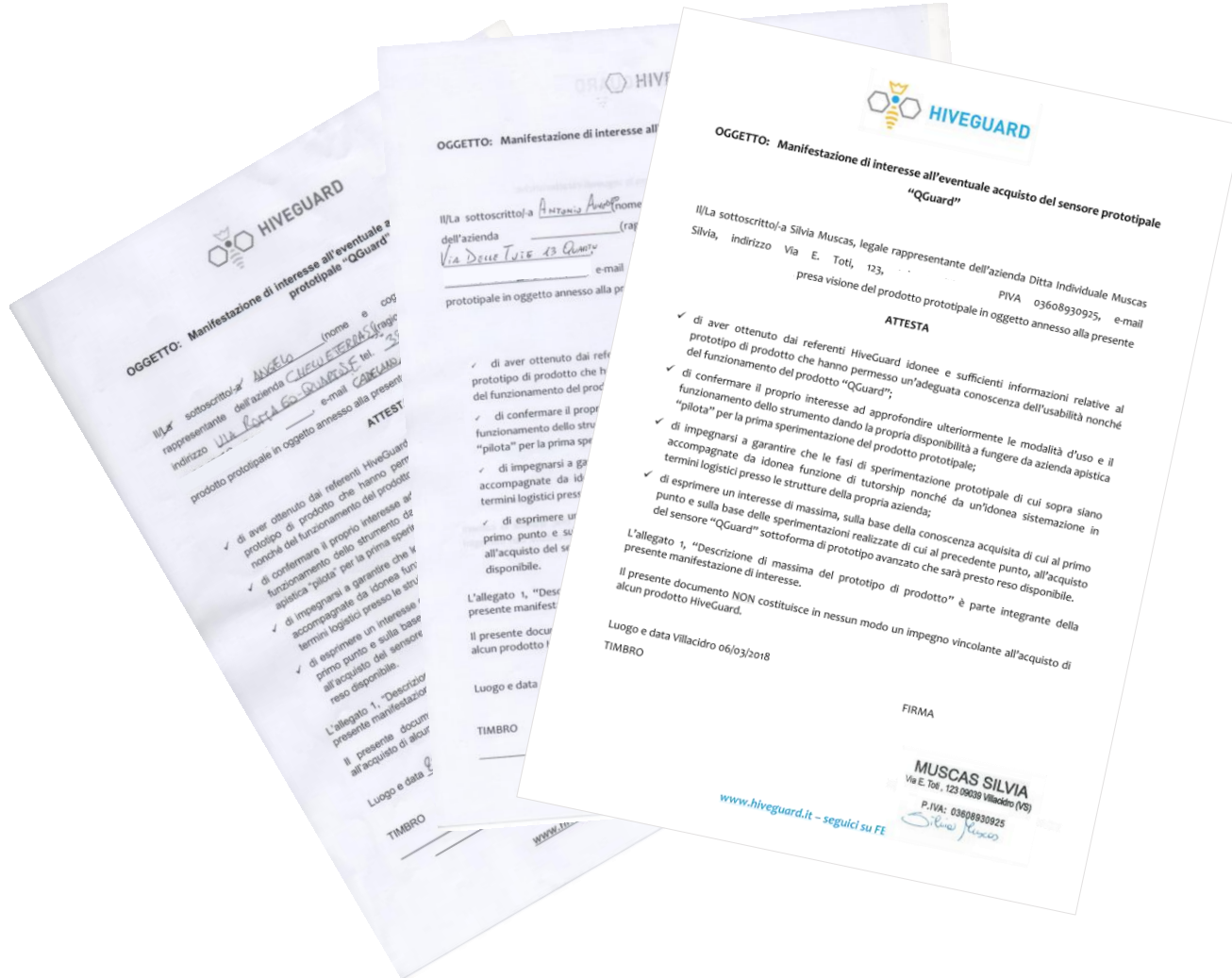


Massimo Licini

Apiary technician at “[Laore Sardinia](#)”

Professional beekeeper

expressions of interest



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year-round roadmap



- 100k pre-seed
- Prototype β

Step 1

year-round roadmap



- 100k pre-seed
- Prototype β

- Industrial revision
- Production plan
- Seed Round



Step 1



Step 2

year-round roadmap



- 100k pre-seed
- Prototype β

- Industrial revision
- Production plan
- Seed Round

- Production



year-round roadmap



- 100k pre-seed
- Prototype β



- Industrial revision
- Production plan
- Seed Round



- Production



- 10 customers acquired

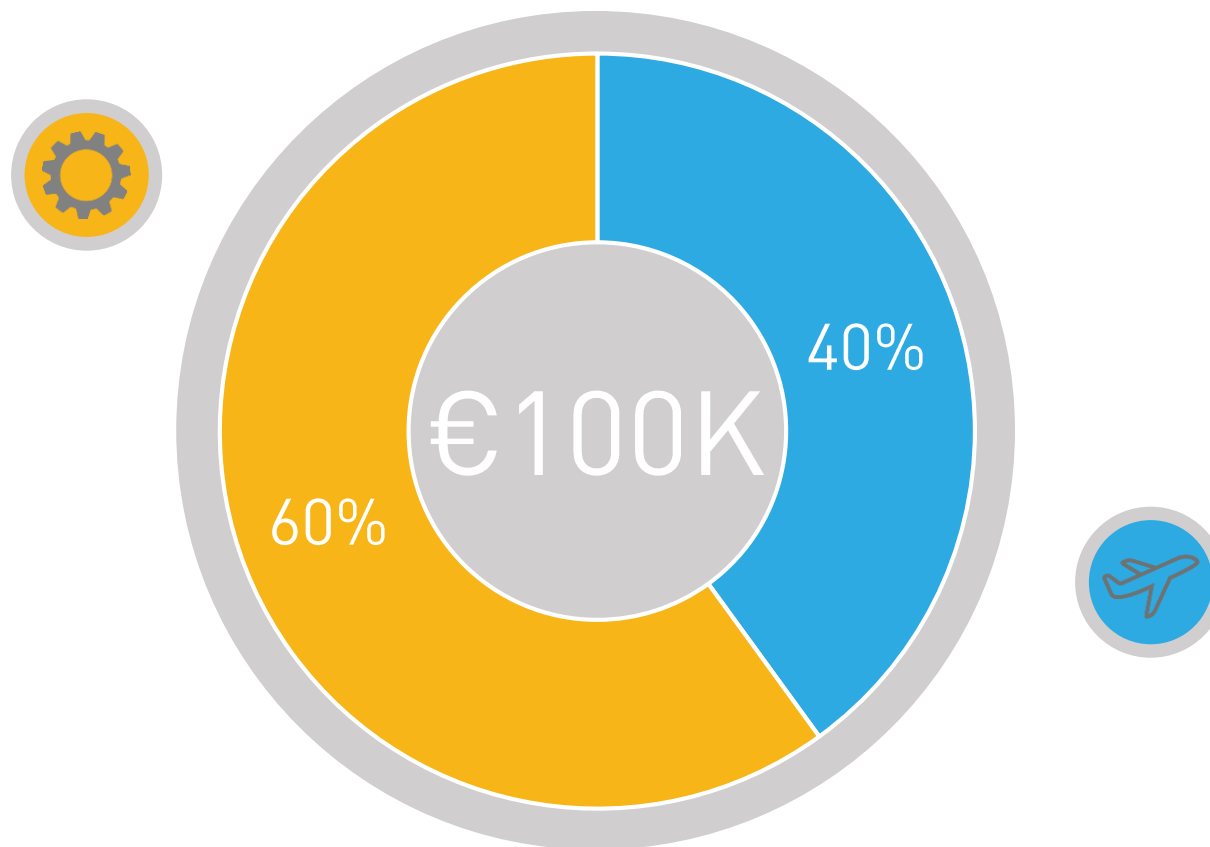




cash need

- 100k pre-seed
- Prototype B

Step 1



co-founder team



Daniele Melis

CEO

industrial design
engineer



co-founder team



Daniele Melis

CEO

industrial design
engineer



Sara Sulis

CTO

software
developer



co-founder team



Daniele Melis

CEO

industrial design
engineer



Sara Sulis

CTO

software
developer



Lorenzo Atzeri

Developer

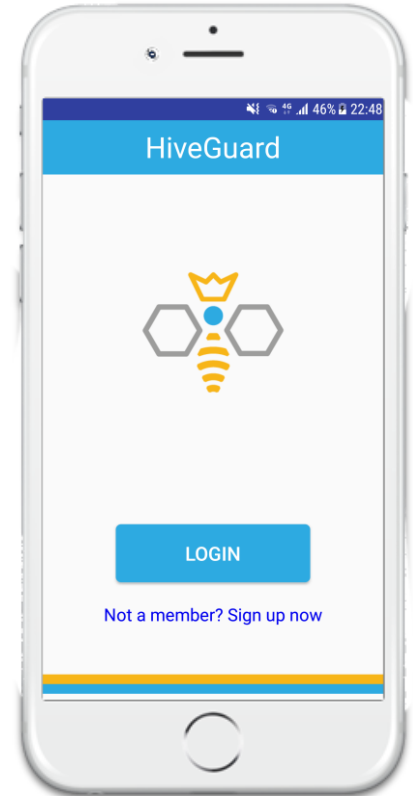
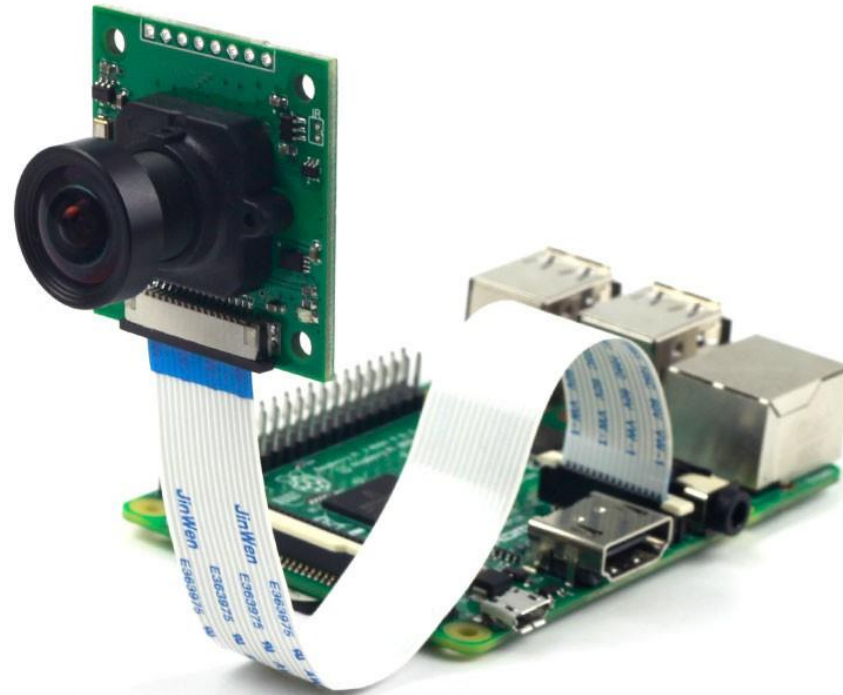
software
developer



call to action



The fastest
device



call to action



The right
team





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