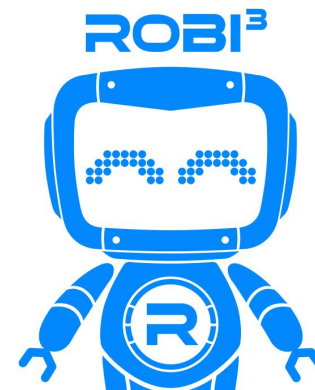


ROBI³



ROBI³ Robotics

樂必易機器人技術



ROBI³

ROBI³ Robotics

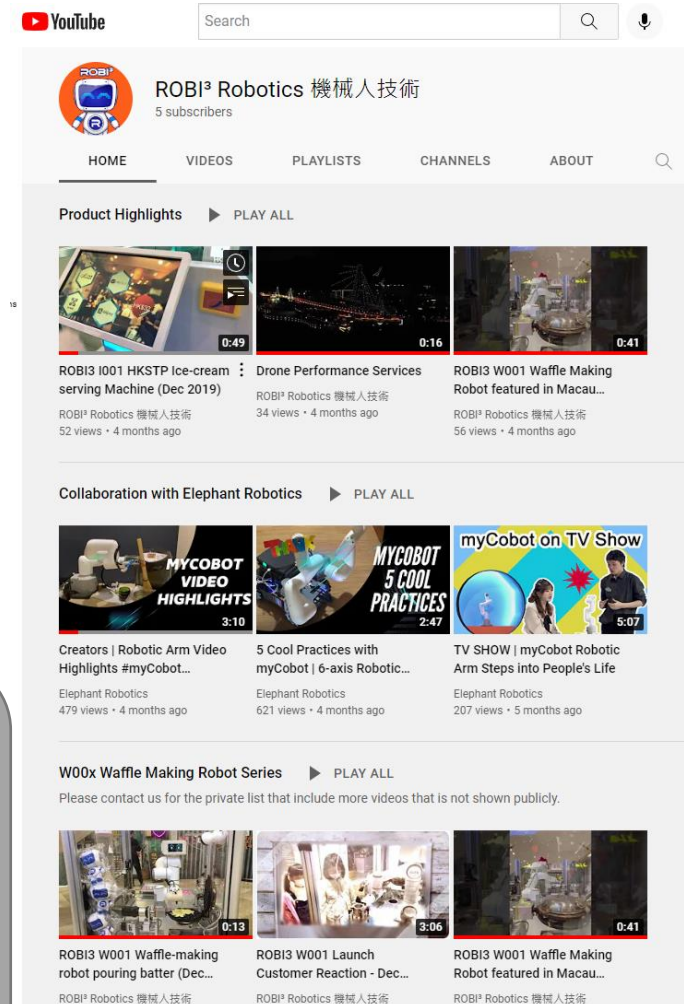


樂必易機械人技術

ROBI3 Robotics is an independent Research & Development company for tailor-made automation in the Greater China, having showcase in Hong Kong Science Park¹ & Macao Science Center. Company products include ice-cream serving robot, egg-waffle serving robot, Ferris-wheel vending machine.

樂必易機械人技術(ROBI3 Robotics)為大中華區的一家獨立科研公司, 於香港科學園¹及澳門科學館均有展示. 產品包括大中華地區(中港澳台)唯一的人型雞蛋仔機械人、雪糕機械人、摩天輪售賣機等好玩吸睛產品.

Videos would be the best way to demonstrate our ability. Please visit <https://youtube.robi3.com> to have an idea of what we do



ROBI³

Founder Judy Wong 黃穎心

始創人與技術總監

- GIAC Certified Forensic Examiner 數碼法證 GCFE (GIAC) (2018)
- Certified Information Systems Auditor 信息系統審計師 CISA (ISACA)(2017)
- BEng(Electronic Engineering), HKUST 2003
- LLM (Intellectual Property), CUHK 2008
- 同時是澳門新晉自動售賣機Mbox、Moow Coffee非執行董事
- 香港科技大學機械人隊首屆助教,開創工程學院的機械人實踐課程並帶領學生參與 ABU Robocon 2005 亞廣聯機械人大賽、國際足球機械人聯盟等比賽
- RoboCup 2001 國際足球機械人競賽 F-180 組別世界冠軍



MOOW
coffee



澳門新晉自動售賣機Mbox、
Moow Coffee董事



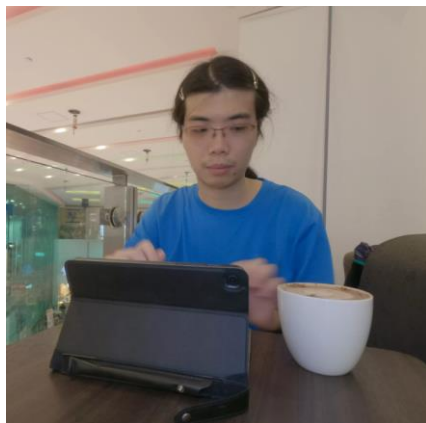
RoboCup 2001 國際足球機械
人競賽 F-180 組別世界冠軍



Hong Kong Team 香港團隊

Len Chan Software Engineer

- Years of experience: 5
- BSc (Computing), Coventry Univ. 2019
- Higher Dip. in Mobile Application development, IVE(HK) 2017
- Full-stack developer since 2018
- Active in Open source community
github: [lenchan139](#)



Judy Wong Director, R&D

- Years of experience: 20
- (other credentials mentioned in earlier slide)



YK Yuen Junior Software Engineer

- Years of experience: 1
- BSc(Computer Science), HK Metropolitan Univ. 2024
- Higher Dip. In AI & Mobile Application Dev, IVE (HK) 2021



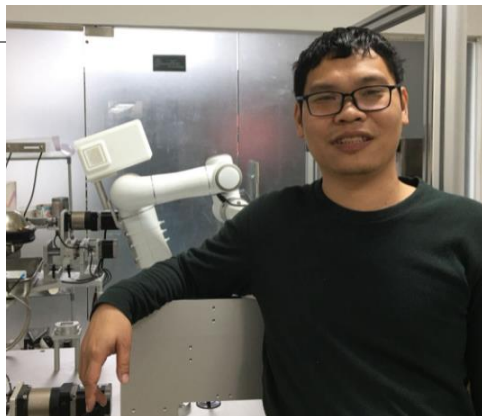
ROBI³

Mainland China 內地研發實驗室

黃嘉

Project Manager &
Electrical Engineer

經驗: 8年



- 2013年畢業於廣西科技大學機械工程及其自動化專業
- ,歷任機械工程師/項目工程師/電氣工程師/項目經理,從事過注塑/3C/新零售等行業.
- 擁有3年的非標機械工程師經驗,5年的電氣工程師經驗,熟悉三菱,西門子,歐姆龍等各品牌PLC的應用.
- 完成六軸機械臂噴砂線自動上下料/手機後蓋檢包線/磁鐵點膠機/齒輪組裝機/雞蛋仔機械臂製作等項目.

廣東省珠海市吉大

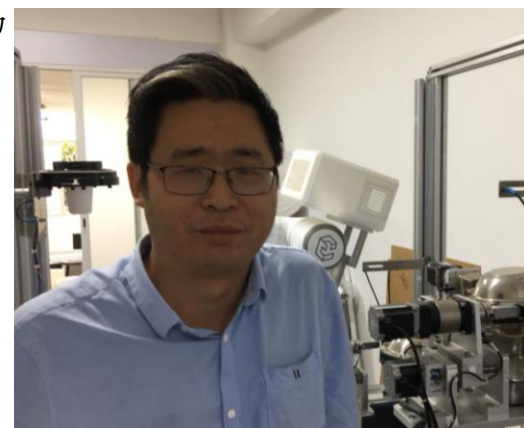
Locating in Zhuhai City, our
Mainland workshop build
prototype and tests on
manufacturing

張頂富

Senior Mechanical Engineer

經驗: 11年

- 從2001年以來從事機械設計十幾年從事過各種設備的設計。以為幾點為比較重要的項目：
 - 2003年從事混凝土攪拌機的設計
 - 2009年參與澳門科學館項目的結構設計
 - 2011年參與思美亞的自動化碳粉生產線的設計
 - 自2017年以來主要從事機器人相關工作



ROBI³

Social Responsibility

Robi3 plays active part with the community.

Under the founding company Ocean Unicorn, the Robi3 team spoke in HKOSCon 2019 on the [Open Source talk](#) sharing the know-how at the Hong Kong Science Park in Jun 2019. We also sponsored 50 ice-creams from our very first project, the i001 ROBI3 ice-cream robot.

We collaborate regularly with IFT, the Institute of Tourism Macau, in search for suitable marketing studies for our market.

Judy Wong, our founder, was a guest mentor for [Idea-cation 2021](#).



澳門旅遊學院學生支援開發智能
泡泡茶自動售賣機

【本報消息】澳門旅遊學院廚藝管理學士學位學生於本年與兩家專門研發智能售賣終端機公司Mbox及Robi3攜手合作，共同研發新型智能泡茶自動售賣機。此合作項目為他們最新系列的全自動智能泡茶售賣機提供了幫助，讓他們在迅速增長的水果茶和泡泡茶市場更佔優勢。

在澳門旅遊學院副教授羅導謙指導下，學生們進行了深入的市場及行業分析，提出了不少創新的商業模式並撰寫了有助其研發的營運計劃書。

是次合作除了讓學生在真實的營商環境中獲得學以致用的機會，同時亦能幫助本地中小企業和企業家的發展。兩家公司的主要開發者陳立光和其心願均對本次合作研發的結果感到非常滿意，並衷心感謝澳門旅遊學院對中小企業的支

旅院生助企業研泡茶售賣機

旅院學生助小微企 開發雞蛋仔自助販賣機

【特訊】澳門旅遊學院旅遊零售及市場推廣管理課程學生於今年與兩家致力研發智能售賣終端機的公司Mbox及Robi3攜手合作，嘗試共同研發出新型的智能雞蛋仔自助販賣機。研發項目原定於課堂間進行，但因受新型冠狀病毒疫情影響，故改為網上形式進行。在澳門旅遊學院副教授羅導謙的指導下，學生們進行了深入的市場及行業分析，並從中找出該類產品及設備的市場定位和價值，繼而構建出相應的商業模式和營銷組合。

學生無限的創意和新穎的思維為此研發項目帶來了不少的革新。兩間公司的主要負責人Chen & Judy Wong均對本次合作研發的結果感到非常滿意，並感謝澳門旅遊學院對中小企業的支援。Mbox及Robi3是澳門本土自主研發的智能信息技術設備供應公司，專注於實現多元化智慧零售產業。近年與發雞蛋仔自助販賣機。

澳門多家知名品牌和中小企合作，實踐互利共贏，推廣移動支付和智慧零售。智慧零售能將銷售滲透到人們日常消費模式中，從而獲得相應消費數據，並藉以精準掌握用戶的需求。

IFTM students support local robotics company 'ROBI3'



This undated handout photo provided by the Macau Institute for Tourism Studies (IFTM) shows students discussing how to develop business ideas with local robotics company ROBI3.

Rui Pastorin

The Macau Institute for Tourism Studies (IFTM) announced in a statement yesterday that students from its Culinary Arts Management programme have assisted both a local robotics company and research and development brand ROBI3 through an industry project.

The project was done for the students' entrepreneurship course, assisting ROBI3 in exploring the applications of robotic technology in the fields of culinary, hospitality and/or tourism, the statement noted.

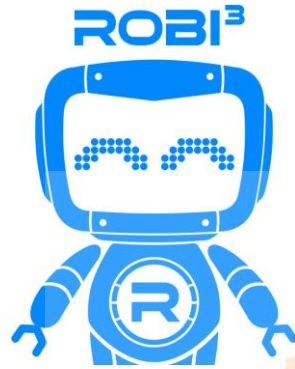
The statement pointed out that after business ideas were researched and developed in accordance with the "Lean Business Model canvas (精實商業模式畫布)"*, the students "developed scaled models for Robi3 and provided in-depth market and industry analysis". ■

The statement underlined that Development Director Judy Wong was "very impressed" with the outcome, believing that helpful insights and ideas could be further explored by her Research & Development team. The statement noted that the entrepreneurship course's facilitator Fernando Lourenço cited the project as IFTM supporting Macau's small- and medium-sized enterprises (SMEs) towards technological innovation and entrepreneurial activities.

*According to Wikipedia, Ash Maurya adapted the Lean Canvas in 2010, which is a type of the Business Model Canvas particularly for start-ups, concentrating on "addressing broad customer problems and solutions and delivering them to customer segments through a unique value proposition". ■

ROBI³

Vision



Our vision is to have robot serving a signature food item from the each of the city which our machine is located.

Currently we have locations in Hong Kong and Macao.

- Bring local street food to the global market
 - E.g. Singapore Ice-Kachang 娘惹紅豆冰
 - E.g. Japan Octopus Balls 章魚丸子



Company Milestones



ROBI³

W00x

Waffle-making Waffle Series

雞蛋仔機械人系列

- W001 – prototype, currently showcased in Macao Science Center. In market since Dec 2020.
- Applied patent for 中國實用新型專利&中國發明專利 (mid 2021)
- W002 – mass-production version, last-stage fine-tuning, to be showcased in 廣州新天地
- Project as a demonstration of our automation ability – uses of industrial robot – industrial robot cost price in RMB100k, so up to consumer's decision to see if it's a worthwhile investment.



機械人製作雞蛋仔

#robi3

ROBI³

T00x

Ferris Wheel Vending Machine



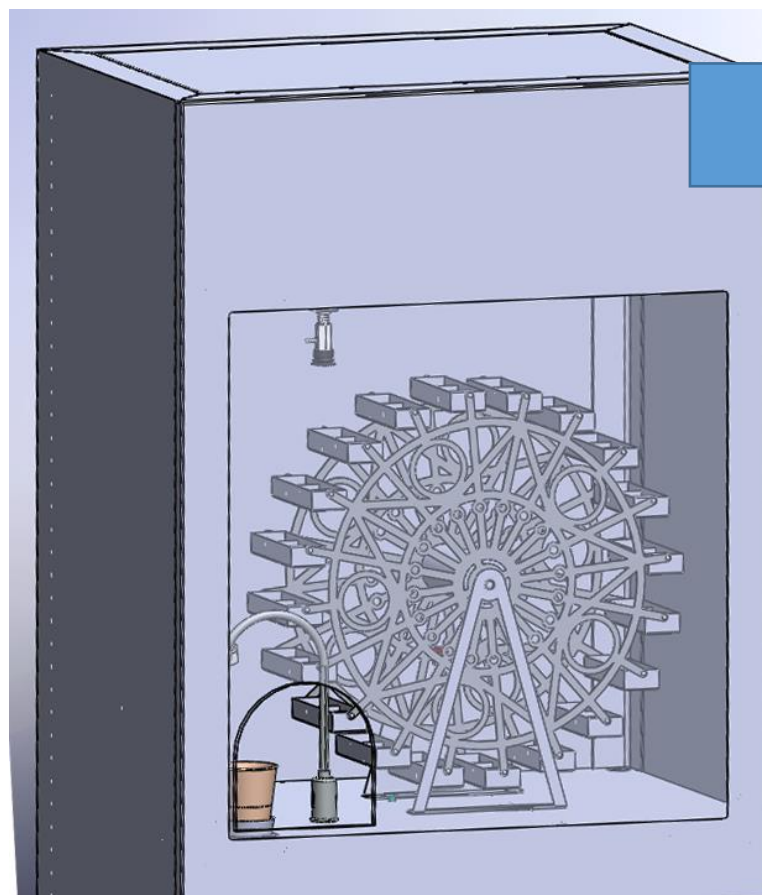
沏京茶寮 Tealosophy Hong Kong

@tealosophyhk · Tea Room

摩天輪售賣系列

- T001 – 摩天輪型泡茶機器
- Applied patent for 中國實用新型專利(Dec 2021)
- Collaboration with local brand 沏京茶寮 Tealosophy Hong Kong
- Currently working on working prototype, expected working prototype by end of July 2021.
- Expected Mass Production 預計量產版本: Aug 2022
- Target Market price: Less than RMB 40k

ROBI 新產品
摩天輪泡茶機



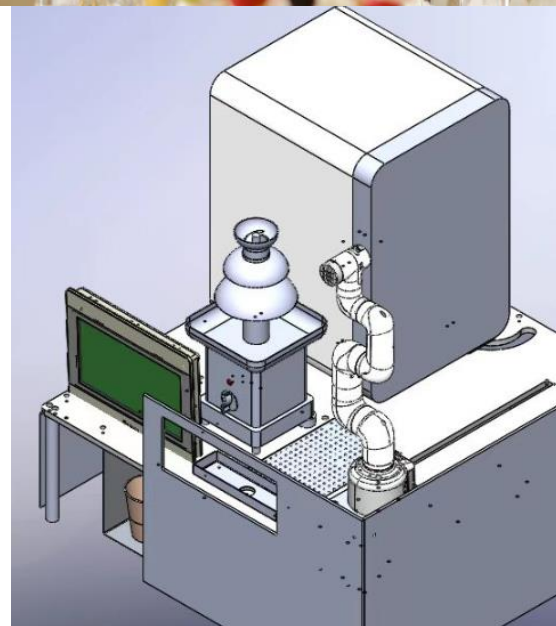
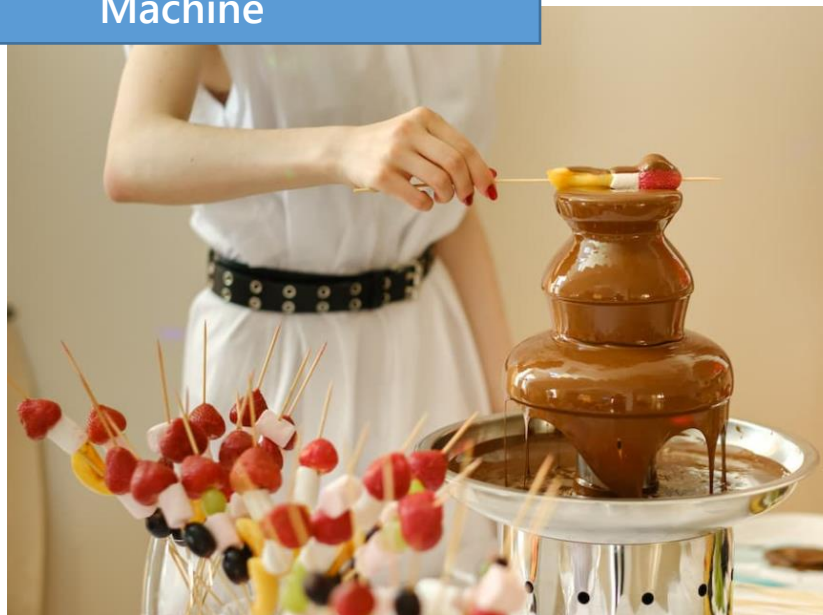
ROBI³

Small Robotic Arm Series

超小機械臂自動售賣系列

- Collaboration with Elephant Robotics, producer of the smallest 6-axis robotic arm in the world
- Highly reducing cost of robotic-arm from 100k++ to 10k++, hence able to create price-competitive machines similar that to a normal vending machine or slightly higher.
- Applied patent for 中國實用新型專利(Mar 2021)
- Target Market price: Less than RMB 40k
- Prototype expecting in July 2022

ROBI Chocolate
Fondue vending
Machine

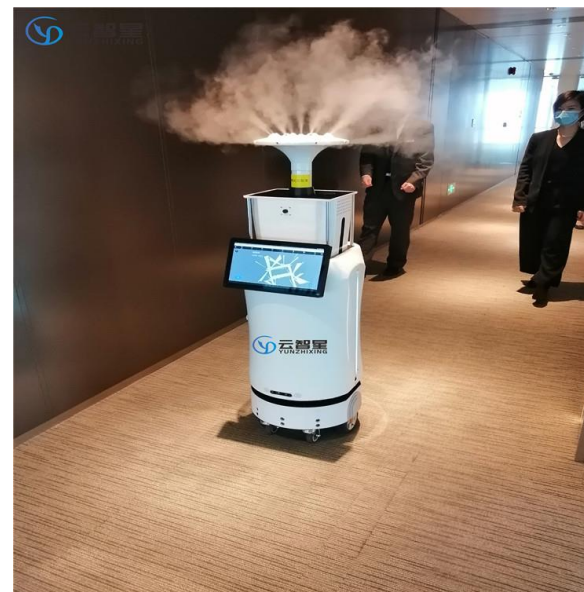


ROBI³

Custom AGV (Automated Guided Vehicle)

自訂外型自動行走(送餐)機器人

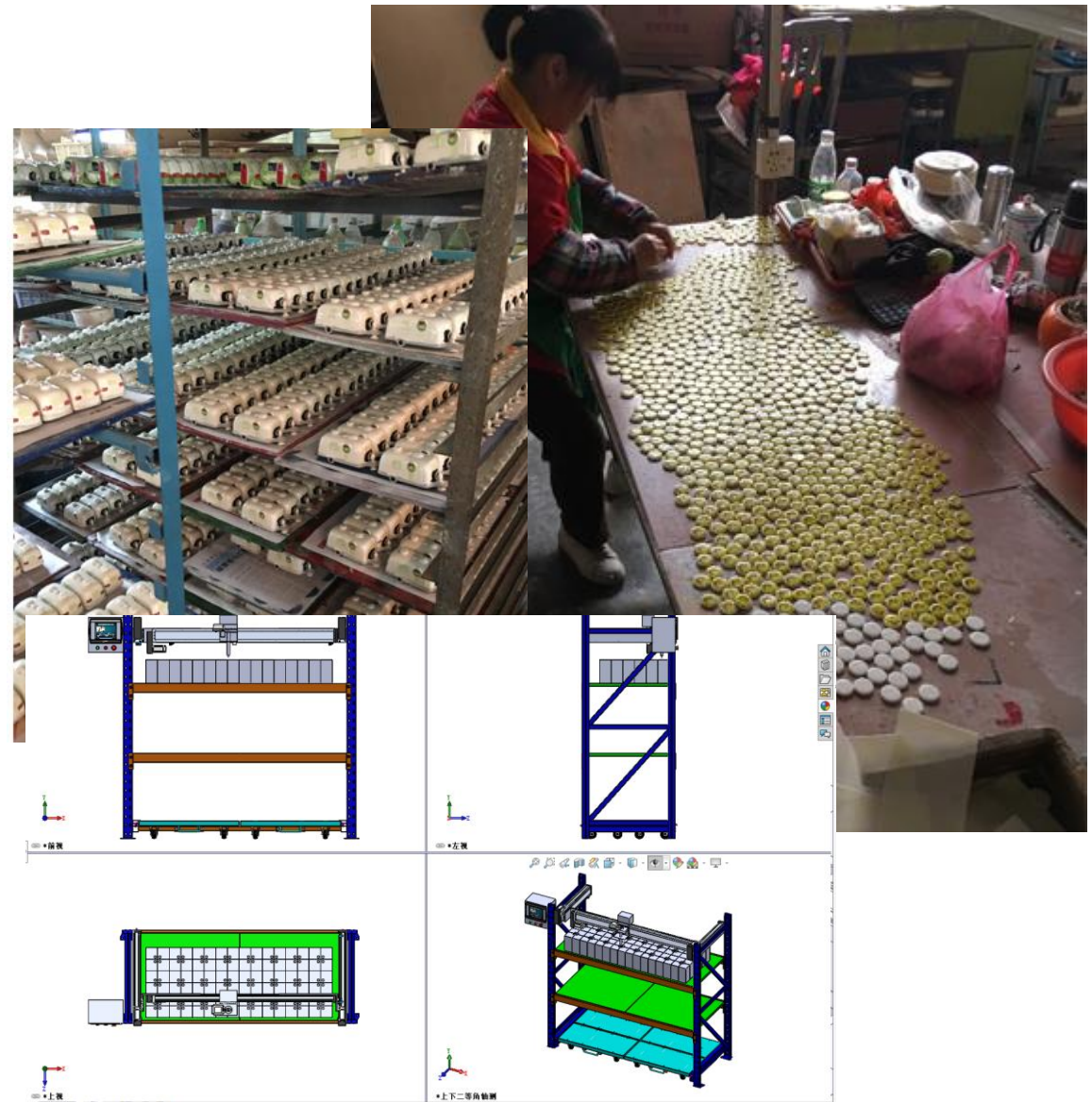
- As technology for AGV is relatively mature, we have secured this popular technology to custom make an AGV of customers' choice
- Other than simple food-serving robot, customer can add in specific components such as sanitization , or LCD advertising features.
- Able to venture to designated location including taking elevator and inter-building.
- Expected Machine material cost:
less than RMB 30k for minimal function
(not that R&D cost not included)
Market price for an average AGV: ~RMB 60k
- Leadtime: <3 months with the outlook of machine is confirmed.



Tailor-made projects

非標準機器訂製

- Making custom-made project as a service is our specialty. We would visit our client and suggest the best solution to automate their factory / company / unit.
- Clients include Macau Post-office (for stamping machines), porcelain factory in China, and universities research assisting tools



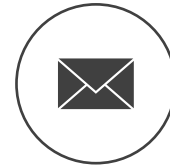


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ROBI³

