



For more information:  
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**i-guide robotics, inc.**



[www.i-guiderobotics.com](http://www.i-guiderobotics.com)

**Industry:** Commercial Lawn Care and Golf Courses

**Management:**

Thomas A. McCalley, President, CFO  
 Larry Durkos, Chief Technology Officer

**Board of Advisors:**

Daniel Hall

**Revenues:**

2009: \$0  
 2010: \$312K  
 2011: \$3M  
 2012: \$8.3M

**Current Debt:**

Founders: 0  
 Line Of Credit: 0

**Previous Investment:**

Founders \$2.3M  
 F&F seed \$250K

**Financing Sought:**

\$2.5 Million at \$1.97 per preferred share  
 Or other structure

**Use of Proceeds:**

Payroll  
 Marketing  
 GPS and Laser Equipment

**Business Description:**

**i-guide robotics, Inc.:** We have developed an autonomous robotic navigation system that involves teaching a vehicle to follow a path by driving it one time. In subsequent trips, you place the vehicle near the start of the path and the vehicle repeats the path it was taught without an operator. We have chosen lawn mowers as the first commercial application of this system.

**Unique Value Proposition:**

Reliable labor plagues the lawn care industry. Unskilled labor damages expensive machines and causes damage to customer's property. Drug testing and Proof of Citizenship makes labor hard to find. Benefits and vacation pay are making employees more expensive. School and Municipal budgets are being squeezed. A robotic mower solves these problems

**Key Success Factors:**

- Teaming up with an established mower manufacturer is crucial since our system will be marketed on new lawn mowers through the manufacturer's existing dealer network. We are doing this with Bad Boy Mowers out of Batesville, Arkansas. [www.badboymowers.com](http://www.badboymowers.com)
- Have had a full year of testing the system to get the bugs out.

**Key Risk Factors**

- Not adequate funding. Our budget indicates that Breakeven will occur when we have about 400 mowers out earning revenue. That might take as long as one and a half years.
- We are currently retrofitting our system to work on a Bad Boy Mower. We have switched over to electronic pumps from hydraulic pumps and have remade our electronics board. We expect to be selling mowers in May, but we may find some glitches in our new system that could delay us.

**Status:** Patents are pending. Need to find a manufacturer of circuit boards. Need to build production model on the Bad Boy mower. Expect completion of this in mid-march

**Funding structure preferred:** Have structured 8% convertible preferred. Have been approved for a 20% Indiana State income tax credit.

**Exit Strategy:** As it will be hard to replace recurring income generated from mower usage, continuing to operate and to grow is certainly one option. An IPO at a large multiple of existing revenue is also an option.

**Documents Available:** Private Placement Memorandum, Power Point, Articles, Business Plan, Financial statements, Projections

Revenue & Forecast	2010	2011	2012	2013
Without Funding				
With Funding	312.5K	3.0M	8.3M	16.2M
EBITDA	(\$1.14M)	1.03M	6.1M	13.6M

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