Executive Summary for Investor - UkrSmartTech

Market, Problems, and Competitors

- **Global AI Market:** $244 billion by 2025, with an annual growth rate of 30%.
- **Robotics Market:** Projected to reach $260 billion by 2030.
- **Potential for AI-based Military Solutions:** Up to 2,000,000 units of equipment.

Key Market Challenges:

- High costs of AI chips and cloud computing.
- Slow adoption of AI in military applications.
- High energy consumption and low autonomy of traditional solutions.

Competitors:

- **Palantir** – AI-powered analytics for military use, but at a high cost.
- **Anduril** – Developer of autonomous combat systems, heavily reliant on the U.S. government.
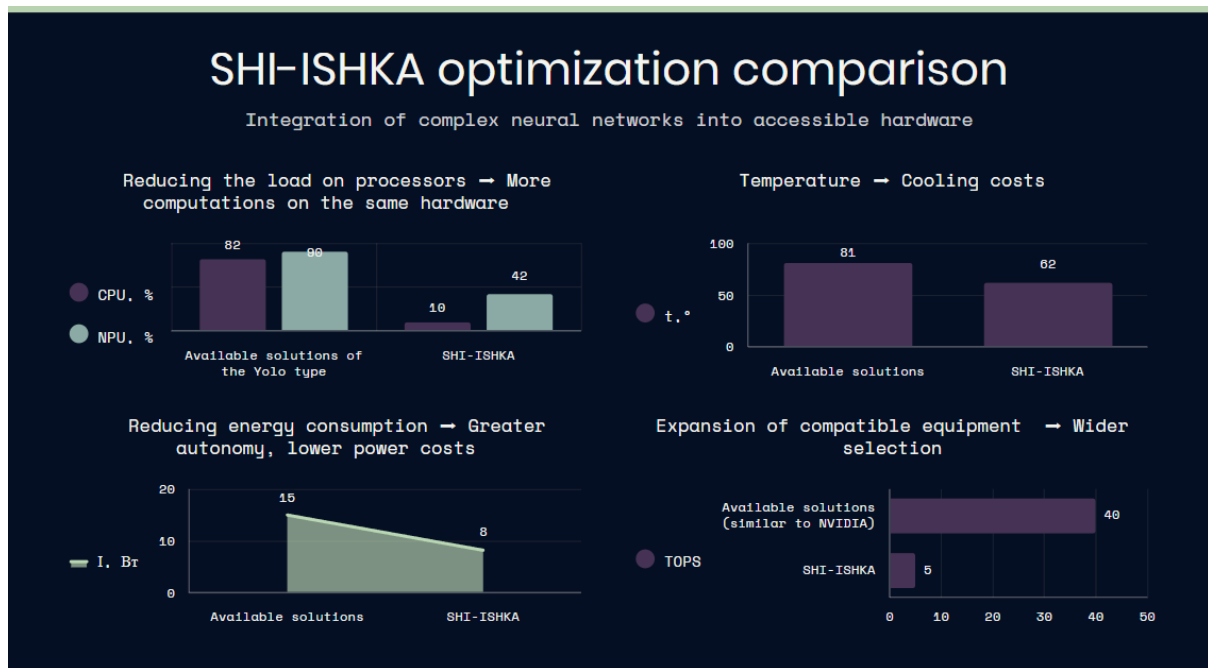- **Smart Shooter** – Smart targeting systems, but with high licensing costs and limited functionality.

Company Description & Mission

UkrSmartTech is a technology company developing autonomous military and industrial AI-based solutions. Our mission is to create energy-efficient and cloud-independent technologies to enhance security and efficiency in both military and civilian sectors.

SHI-ISHKA is a modular neural network that operates autonomously and in real-time, analyzing video, audio, thermal imaging, and LiDAR data.

Unique Advantages of SHI-ISHKA

- **Autonomy** – Operates without cloud computing.
- **Energy Efficiency** – Consumes up to 7W, which is twice as efficient as competitors.
- **Easy Integration** – Compatible with a wide range of military and civilian systems.
- **Proprietary Datasets** – Over 35+ hours of video, synthetic data, and rapid labeling, reducing AI training costs by 5-10 times.
- **Decision-Making Speed** – AI algorithms process information **10 times faster** than human operators, significantly improving combat effectiveness.

SHI-ISHKA optimization comparison
Integration of complex neural networks into accessible hardware

Business Model & Clients

UkrSmartTech generates revenue through:

- **Sale of equipment / IP licenses** (Smart Turrets, Smart Scope, Black Box, Smart Mines & Pagers).
- **Licensing SHI-ISHKA** (SaaS model).
- **Complex solutions** (anti-drone systems, automated infrastructure, smart homes).
- **Subscription-based updates and support model.**

Clients:

- **Defense agencies** (Ukraine, EU, USA, NATO countries).
- **Private military companies** (a European alternative to Palantir).
- **Civilian sector** (security, smart cities, Industry 4.0).

Scaling Through Partnerships & Integration

UkrSmartTech **collaborates with defense manufacturers and military units** (existing orders), integrating its technologies into existing and new systems.

- **Joint projects with manufacturers:** Integrating SHI-ISHKA into turrets, combat modules, surveillance systems, and drones.
- **Field testing:** Implementation through tactical exercises and development of use-case scenarios on "CyberWall: Humans vs. Robots" (VIDEO).
- **Flexible business model:** access to technology via direct sales, licensing, or AI subscription.

SHI-ISHKA is a paradigm shift in combat strategy, significantly reducing reliance on human resources and cutting defense expenditures.

Five Selected Products from the SHI-ISHKA Lineup for 2025

- **Smart Scope ([VIDEO](#)):** Automatic rifle scope with target recognition and "friend-or-foe" system. Precision Somali-style shooting from a safe position. Adjustable hit zones: head, torso, legs. **Readiness: MVP**.
- **Smart Turret:** Automated turret with high-speed recognition, targeting (100-200 ms), and self-learning. Auto-zeroing. **Readiness: MVP**.
- **Black Box:** The compact digital control module for turrets and combat modules, adaptable to nearly any turret. **Readiness: 60% MVP**.
- **SkyHunter:** An anti-drone system designed to eliminate targets (drones, infantry, vehicles, unarmored equipment, and ground electronic stations) with high aerial precision. **Readiness: 50% MVP**.
- **Smart Mines + Pagers:** Communication-navigation micromodule for military use and an intelligent mining system with "friend-or-foe" identification. **Readiness: 40% MVP**.

Next Iteration – "MARA: AI-Officer". A multimodal AI model coordinating input from connected devices, forecasting scenarios and making real-time decisions to reduce losses and optimize command efficiency.

Civil applications: Biotech, Diagnostics, HoReCa, Agriculture, Navigation.

Financial Metrics & Investment Strategy

- **Pre-money valuation:** $10M
- **Investment sought:** $1,5M (**Post-money valuation:** $11,5M)

Revenue Projections (2025-2027):

- 2025: $3.8M (Profit: $1.3M)
- 2026: $7M (Profit: $3.5M)
- 2027: $15M (Profit: $10M)

Use of Investment: R&D and testing – $300K, Team expansion – $500K (12 months), Equipment – $245K, Marketing, certification, scaling

Exit Strategies for Investors: M&A, IPO, Royalty-based model, Secondary share sale – buyout by venture funds.

Why UkrSmartTech?

✅ **Technological independence** — We have addressed two key AI challenges: autonomy and model optimization for low-cost hardware.

✅ **Proven market interest** — We already have confirmed orders for automated protection systems against drone and Shahed-type attacks, SHI-ISHKA integration into drones and turrets, as well as for innovative products such as "ObnimBakh", "Smart Scope" and "StarCraft".

✅ **International potential** — SHI-ISHKA is easily integrated into military and civilian systems across different countries.

✅ **Partner ecosystem** — UkrSmartTech is already cooperating with equipment manufacturers and defense institutions, accelerating market entry and building trust.

✅ **Economic efficiency of SHI-ISHKA vs traditional solutions (military case study):**

Equipping a mechanized infantry platoon costs $2–4 million, while its robotic analog based on SHI-ISHKA may be 3–5 times cheaper or 3–5 times more effective for the same cost. Under active deployment and periodic losses, restoring the combat capability of the robotic unit costs 6–10 times less than that of a conventional one.

Best regards,
Olena Gareeva, CEO UkrSmartTech
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