



HOW WILL FM AND THE WORKPLACE CHANGE AS ROBOTICS BECOMES MORE ACCEPTED?

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Robotics UK Ltd (EMEA)



- \$45BN Revenues.



- Vision Fund: \$140BN Investments



- Investment in 450+ companies.



- Largest global tech. fund.

Coverage 80+ countries



50 Years of legacy



Mission Statement:
“Improving people’s
lives”



Technology Innovation &
GTM expertise.



A) Competitive marketplace



B) Working with low margins



C) Recruiting problems



D) A need to show a "proof of clean"

MAJOR SET BACKS THAT CONTRIBUTED TO CHANGE

Fm & Cleaning Industry



Traditionally slow in adoption.

Historical events like Covid



Accelerated the tech progress.

The challenge



How businesses build this into their business strategy.

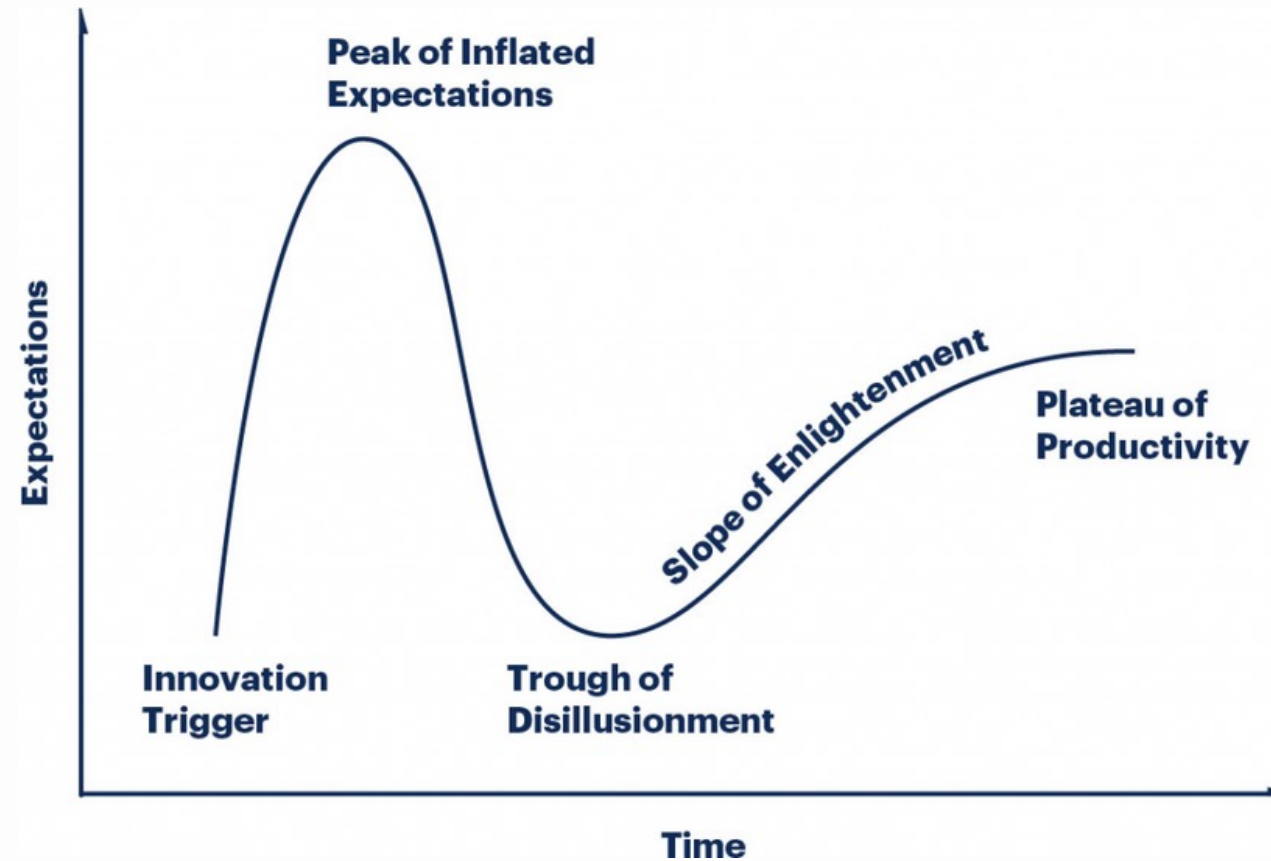
Hope for the cleaning company who wants to evolve



Collecting data can help.

THE GARTNER HYPE CYCLE

- Technology Trigger
- Peak of Inflated Expectations
- Trough of Disillusionment
- Slope of Enlightenment
- Plateau of Productivity



A NEW WAY TO DO
CLEANING

SMART / NEW ERA OF
CLEANING



A) A rise in the
value of clean



B) Client
demands &
expectations

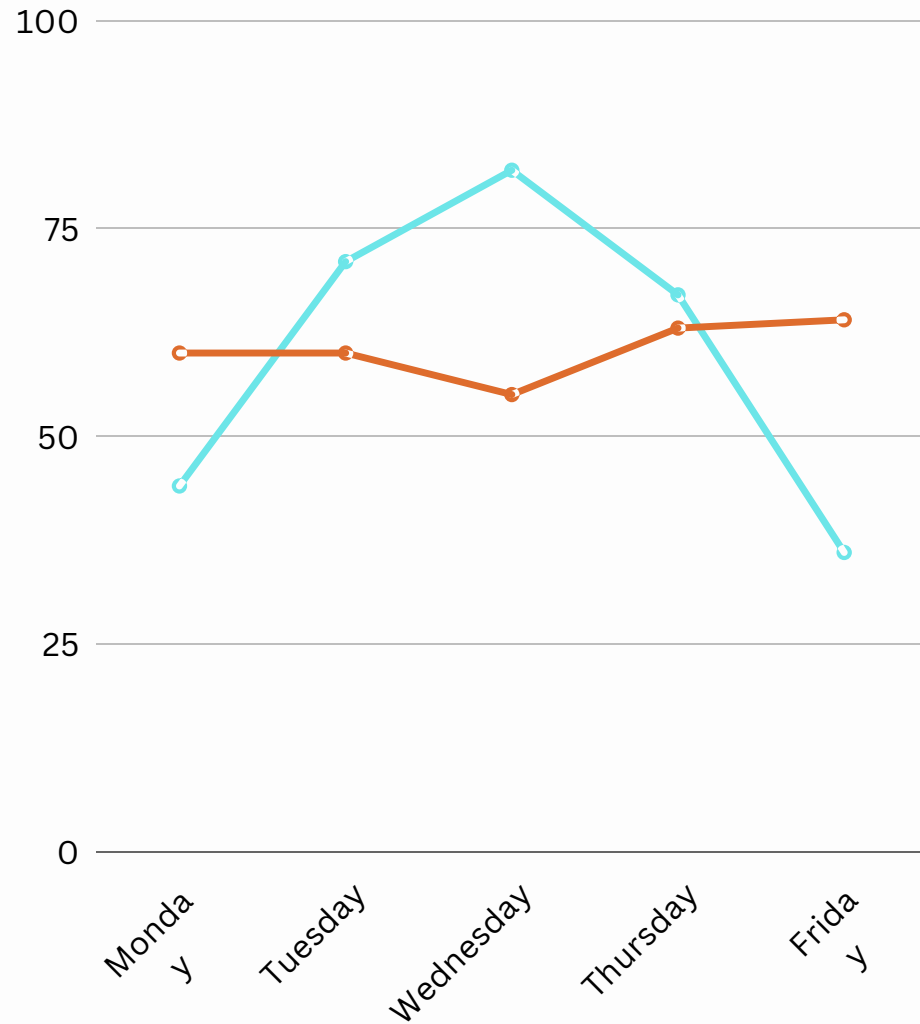


C) Adopting a
new approach -
win mentality



D) How?

FINDING PAIN POINTS



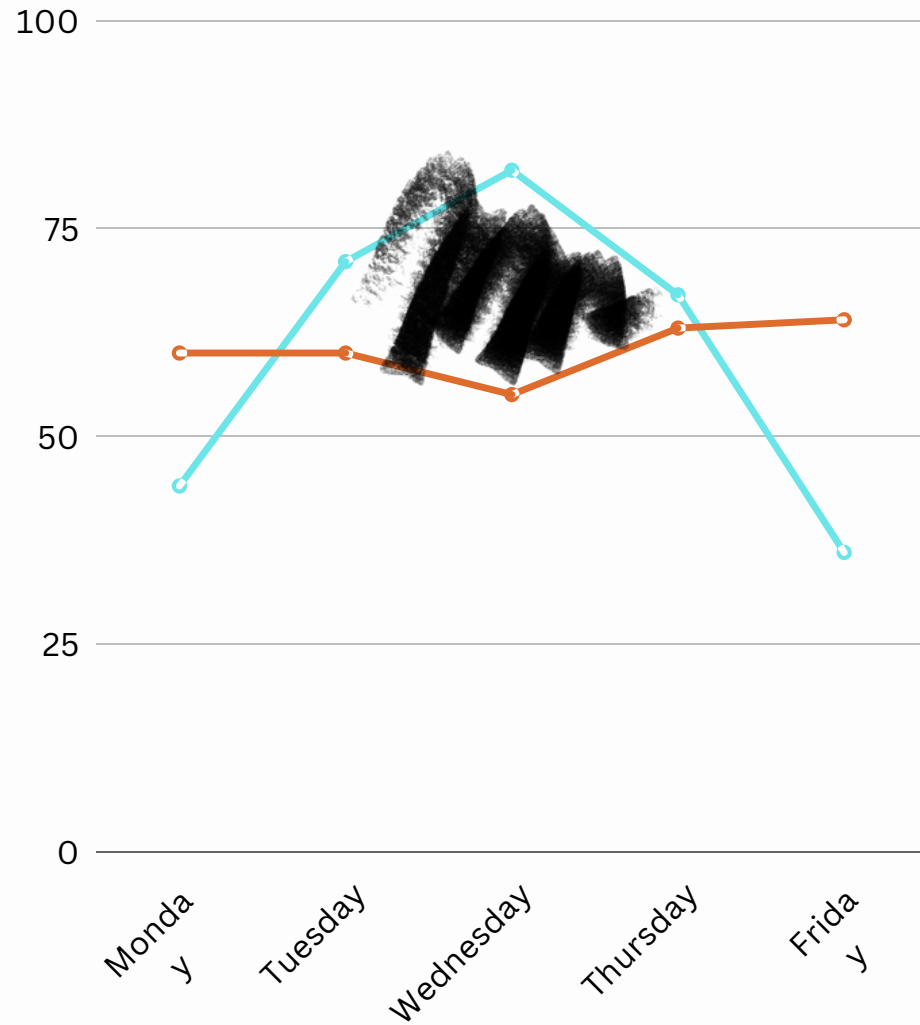
01

Before Covid - high daily occupancy (Steady / predictable cleaning regime)

02

After Covid - flexible working (Difficult to manage / inconsistent)

INSPIRE TO INVEST IN TECHNOLOGY



Robotics - filling the gap

THE ROBOT INTEGRATOR

Robotic & automation solutions that make life easier,
safer, and more pleasurable for everyone.

Portfolio: From
autonomous
cleaning to
facade
inspection.

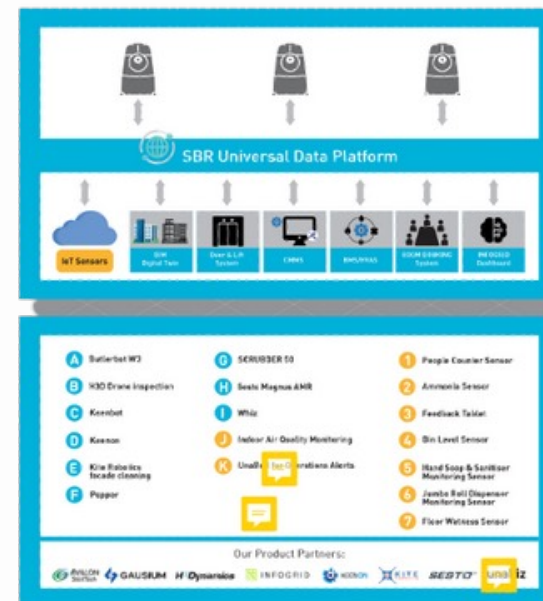
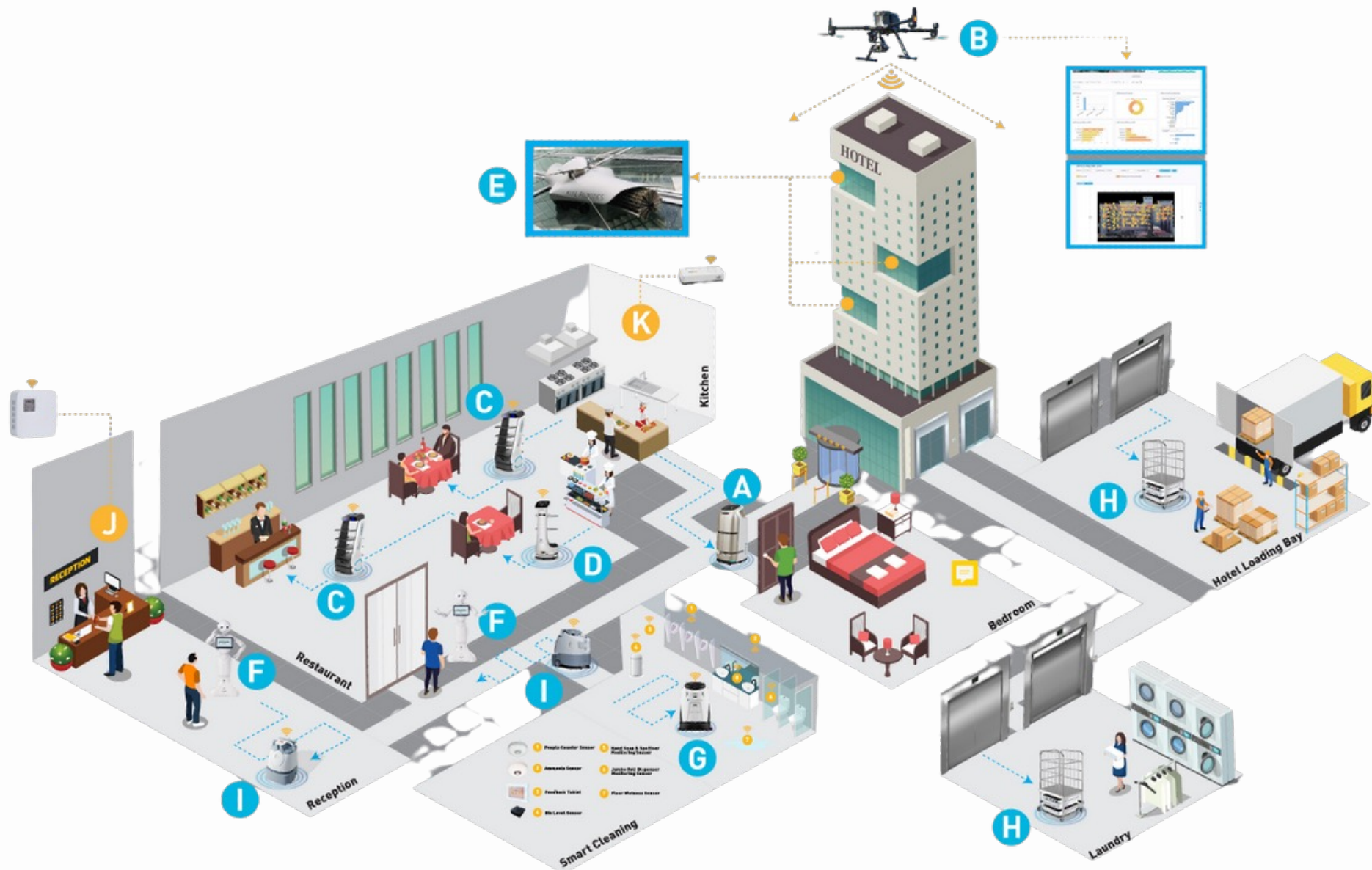


Companies are
adopting
technology
25 x faster.

Working
smarter with
FM.

Find out more about our products on our website at:
<https://emea.softbankrobotics.com/>





DATA AND A NEW ERA IN THE CLEANING & FM SECTOR

EUROPE - 2 YEARS



+100,000 hrs /yr
RUN TIME



**ROUND THE WORLD
ONCE A YEAR!**

+40,000,000m /yr



SOFTBANK ROBOTICS EMEA