Always-On Industrial Connectivity

Resolving the Industry 4.0 IoT Paradox

BLEEDIO
TECH

Industry 4.0 Promised Autonomy

The Problem

Connectivity never delivered

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Single points of failure

Cloud & internet dependence

Fragile hub-based architectures

Mission-critical systems go offline

Enterprises are actively searching for alternatives

$84M per facility. Per year.

Cost of downtime for Oil & Gas operators

Directly related to connectivity failures*

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* Https://assets.new.siemens.com/siemens/assets/api/uuid:3d606495-dbe0-43e4-80b1-d04e27ada920/dics-b10153-00-7600truecostofdowntime2022-144.pdf

Our Solution - Always-On. No Single Point of Failure.

Our platform, built on a new, open wireless mesh standard

- Software & firmware for distributed wireless networks

- Operating at the edge, optimizing bandwidth & reliability

- 100% uptime architecture, self-routing, self-healing

- Vendor-agnostic by design, no proprietary hardware issues

How it works - Traditional IoT vs. Distributed Mesh Networks

GATEWAY TO ERP, BI, CLOUD, API, ETC.
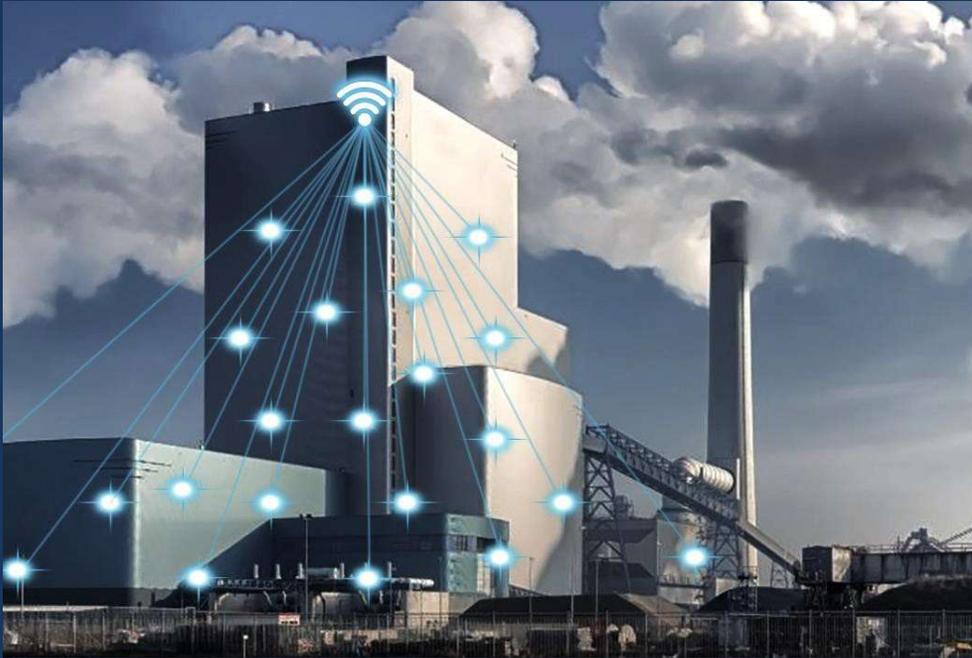
Additional nodes degrade performance

Hub - single point of failure and cyber target

Additional nodes improve performance/reach

Self-routing/self-healing means 100% uptime

Traditional IoT vs. Distributed Mesh

Chevron's challenges led to a POC →

Summer '25 Demo — Nov '25 Installed — 3 months live No interruptions

Hub = failure + cyber target

Single point of failure

More nodes → worse performance

"LoRa does not work in my refinery"

Chevron: Zero Failures in Live Operation

Autonomous, resilient network
No central hub
More nodes → better performance

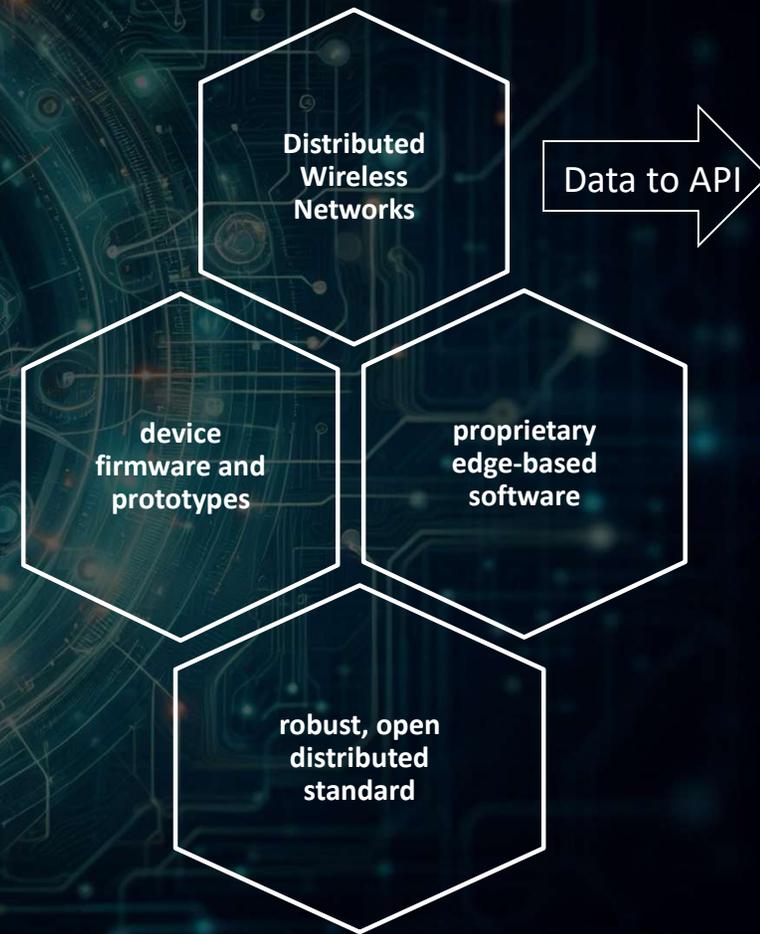**Proof: Chevron Use Case**
Mission-critical sensor connectivity
Distributed mesh = always-on

Next Steps: Field trials → scale | Catalyst / CVC participation | Syndication across peers

The Platform
Foundational Network Infrastructure – software first

Edge-based SaaS + network intelligence = our IP

- Operates on open, industrial grade Mesh standard

- Deployable anywhere, any environment

- Secure, low power, autonomous routing

- Vendor-agnostic, kits & prototypes accelerate GTM
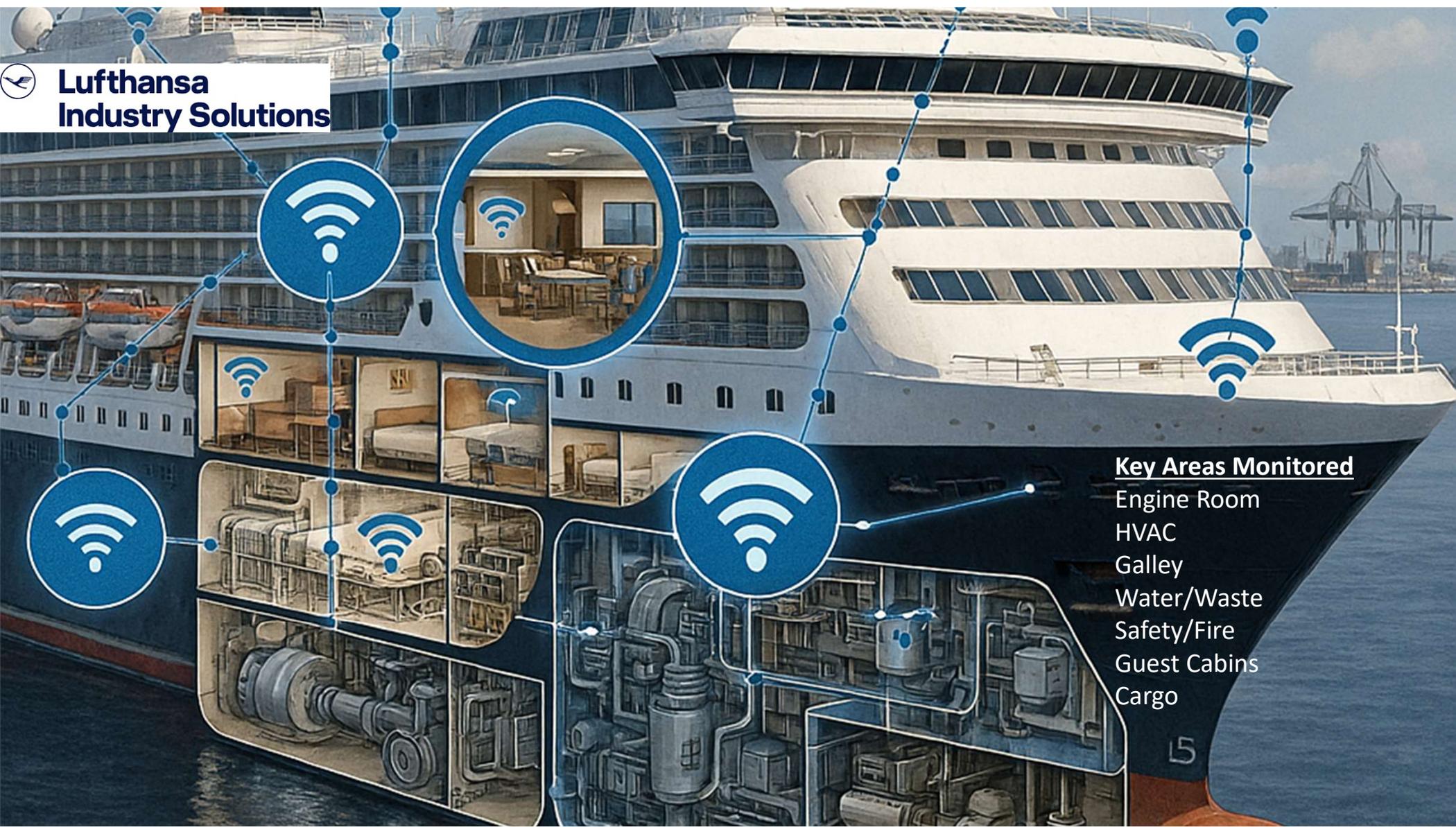
- 100% uptime for controls and data collection (AI)

Distributed Wireless Networks

Data to API

device firmware and prototypes

proprietary edge-based software

robust, open distributed standard

Lufthansa Industry Solutions

Key Areas Monitored
Engine Room
HVAC
Galley
Water/Waste
Safety/Fire
Guest Cabins
Cargo

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Klaus V. – LIS, "I know exactly how the ship is functioning, freezer temperatures, and other conditions...until the guests arrive"

eliminating "black spots" and single points of failure (SPOF), for the connected maritime ecosystem in 2026

- ❑ **visibility and safety – no "dead" zones**
  - ▪ track staff, guests, assets, inventory and conditions
- ❑ **real-time views, efficiency and logistics**
  - ▪ PM sensors, traffic, cleaning, and maintenance routes
- ❑ **dependable environmental & regulatory monitoring**
  - ▪ real-time compliance monitoring and audit data collection
- ❑ **enhanced and informed guest experience**
  - ▪ smart, automated, safe, on demand, and personalized
- ❑ **reduced deployment costs and complexity**
  - ▪ untethered, portable, plug-play sensor networks

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AVIATION - MRO

inventory and logistics

PUBLIC UTLIITIES

remote energy telemetry

EXPO & EVENTS

event insights & management

OIL & GAS

reliable sensor connectivity
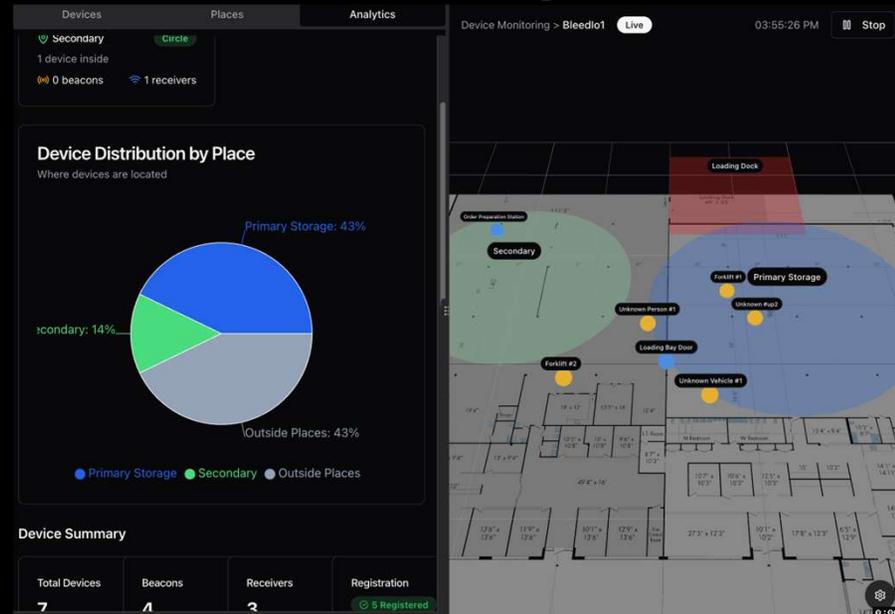
SMART CITIES

environmental monitoring

FARMS & RANCH

conditions & livestock location

FIRE, EMS, POLICE

portable personnel tracking

Case summary
Teams have zero visibility of individuals' locations when on the rescue scene.

Meshed beacon location resolution is sub 1M, leaders now able to identify individuals'' locations on X,Y, and X axis.

Sensors attached to location beacon include air quality, temperature accelerometer, etc. to manage staff safety and observe conditions.

Business Model
SaaS-First, Data, Firmware licensing

Monthly subscription of $3 to $5 per networked device, multi-year contracts

Each network install will be worth $25K to $60K, plus multiple installs per site

Saas scales independently of hardware sources

Data, APIs, firmware licensing = upside

Grow enterprises directly

Drive adoption/retention in beachhead multi-nationals, leverage direct management and Infrastructure-level stickiness

Scale with channels

Solving widespread, stubborn problems, with recurring revenue and plug-and-play deployment, effortless "upkeep"   (4 active partners, 100+ wait list)

2Q 26	3Q 26	2027	2028
Secure seed funding Launch full "edge" version Onboard Advisors	Hire sales and implementation team Onboard software engineers Sell and develop with customer input	Execute direct & sales channel strategies Breakeven in 2027, complete Series A	SCALE

From Oil & Gas to Global Infrastructure

US industrials spend $150B per year on smart wireless initiatives, and expect connectivity

manufacturing, warehousing, logistics representing 1.3M+ locations, $48B IoT spend and urgent connectivity needs

at $48B+ aggregate IoT spend (25% on Bluetooth) its adopters with big problems, looking for solutions

first mover, category creator, we want 30% of our SAM

forecasted average installation is $25k to $60K per year

TAM - $48B

SAM - $12B

SOM – $4B

market size

Network Design Options – Competition or Collaboration?

Wireless Tech Considerations	locMESH™ netMESH™ by BleedIO	Wi-Fi	LoRa	5G Networks	Centralized network's challenges explained
Network Design	Decentralized BLE Mesh	Centralized	Centralized	Centralized	Central hubs are single points of failure
Resilient	YES – mesh is self healing/self routing	NO	NO	NO	Nodes require constant hub connectivity to function
Interoperable	YES – BleedIO is product agnostic	NO	NO	NO	Integrating disparate makes not possible
Data Collection	YES – mesh collects data with no interruption	NO	NO	NO	Inconsistent connectivity compromises data capture
Scalable	YES – improves as nodes are added	NO	NO	NO	Additional nodes slow network speeds
Responsive	YES – device to device(S) connect directly	SLOW	SLOW	SLOW	Hubs are "dispatchers" creating latency
Implementation	EASY - plug-and-play, auto-set up	HIGH	HIGH	HIGH	Complexity, low interoperability and expertise
Secure	YES – AES 256 military grade secure	POOR	POOR	POOR	AES 256 – military grade
Streaming capability	NONE	AVAILABLE	AVAILABLE	AVAILABLE	AVAILABLE – subject to "normal" interruptions and access issues

All Full Time, Execution-Focused, Capital-Efficient Team

BLE Mesh is an open standard — BleedIO is agnostic by design
IP/Patent ownership, and prototyping support effective GTM motions

Stan Podolski,
CEO/Cofounder
IP owner, Masters in
Radio Physics, industry
thought leader, 25 years
EY, IBM, Accenture,
leading IoT projects,
start-up leader with a
successful exit.

Leonardo Beup,
CMO/Cofounder
30+ years leading
marketing growth
strategy for Fortune 500
industrials (Airgas, Air
Liquide) turn arounds,
and start-ups with a
successful exit.

Mike Koloboff,
Hardware
manufacturing & rapid
prototyping partner
Participated in pre-seed
round. Enables zero-
CapEx hardware
strategy. Supports GTM
kits and customer-
specific prototypes

Brad Niems,
CRO/Cofounder
recognized expertise in
the networking space,
30+ years leading large
scale IoT programs with
Amphenol, and the
owner of several patents
and awards.

Recognized and Rewarded
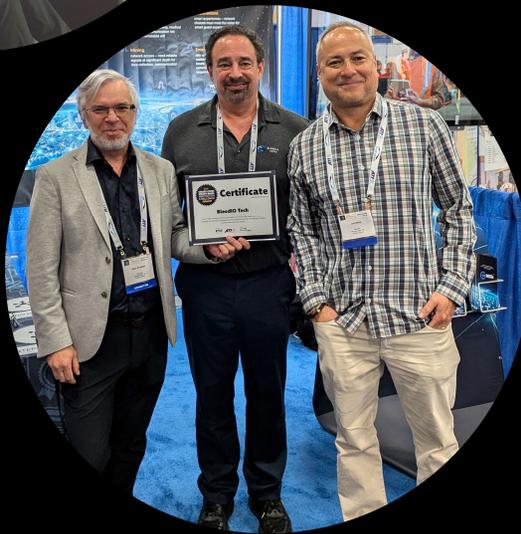
- Phorum 2026 – Winner

- Winner of Lion Cage Tech Category

- CDL Alumni 2025-26

- NVIDIA Inception program acceptance

- 2X BIND Finalist

- Accepted into Founders Institute

- Accepted into Microsoft, CUNY & Batchery, accelerators

- PACT Tech-Startup of the Year Finalist

- AVF Philadelphia Finalist

- Featured presenters for ATI, PBEXPO, TechConnect

- TechConnect's Smart City Innovation finalist

- Finalist TechConnect World Innovation

- Awarded MOSA Innovation Finalist

Financials
launch'26, breakeven '27, scale by '28

Key assumptions

installation value grows to $60k per

CAC drops by 25% in 2028

sales includes implementation FTEs

retention will be better than 95%

series A integrated in 2nd half of 2027

4X increase SALES & ENG FTEs in 2028

FTES	'26	'27	'28-'29
SALES	3	5	45
ENGINEERING	3	3	25
G&A	1.5	3	5

	2026	2027	2028	2029
REVENUE	$280,000	$2,100,000	$14,400,000	$39,240,000
SOFTWARE REV	$210,000	$1,750,000	$12,000,000	$32,700,000
HARDWARE REV	$70,000	$350,000	$2,400,000	$6,540,000
AVG INSTALL VALUE	$40,000	$60,000	$60,000	$60,000
INSTALLS	7	35	240	654
CAC	$70,000	$350,000	$1,800,000	$4,905,000
DIR PROD COST	$17,500	$87,500	$600,000	$1,635,000
COGS %	31%	21%	17%	17%
$GM	$192,500	$1,662,500	$12,000,000	$32,700,000
GM	68.8%	79.2%	83.3%	83.3%
SALES EXP	$300,000	$550,000	$2,350,000	$4,850,000
ENG EXP	$300,000	$500,000	$2,300,000	$5,300,000
G&A	$300,000	$550,000	$1,050,000	$1,350,000
TTL EXP	$900,000	$1,600,000	$5,700,000	$11,500,000
INCOME	($707,500)	$62,500	$6,300,000	$21,200,000
INC %	-252.68%	2.98%	43.75%	54.03%
	seed (18 month)	series A		
INVESTMENT	$900,000	$6,000,000		

Ask

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We are raising a $900K seed, to serve new/existing enterprise customers and accelerate software, firmware and prototype development

Use of funds ('26 – '27)
$300K engineering
$300K sales
$300k G&A

Key outcomes
launch V2, secure beachhead manufacturing, warehouse customers, and $2 million in ARR

What's next
leverage success to target other large IoT segments, like shipping, or healthcare

BleedIO's seed round will get us to break even, positioned for growth capital

Our exit objective - acquired within 8 years, potential buyers cross industries

The Networks Upon Which Industries Depend

BleedIO is building a foundational connectivity layer for the physical world, one that operates independently of hubs, clouds, or centralized infrastructure.

- Distributed, autonomous, and always on

- Built on open standards for long-term interoperability

- Designed to scale across industries and environments

- Becomes stronger, more resilient, and more valuable as it grows

From isolated networks to shared infrastructure.

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