BLEEDIO TECH

Always-On Industrial Connectivity

Resolving the Industry 4.0 IoT Paradox

Industry 4.0 Promised Autonomy

The Problem

Connectivity never delivered

Single points of failure

Cloud & internet dependence

Fragile hub-based architectures

Mission-critical systems go offline

Enterprises are actively searching for alternatives

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$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.
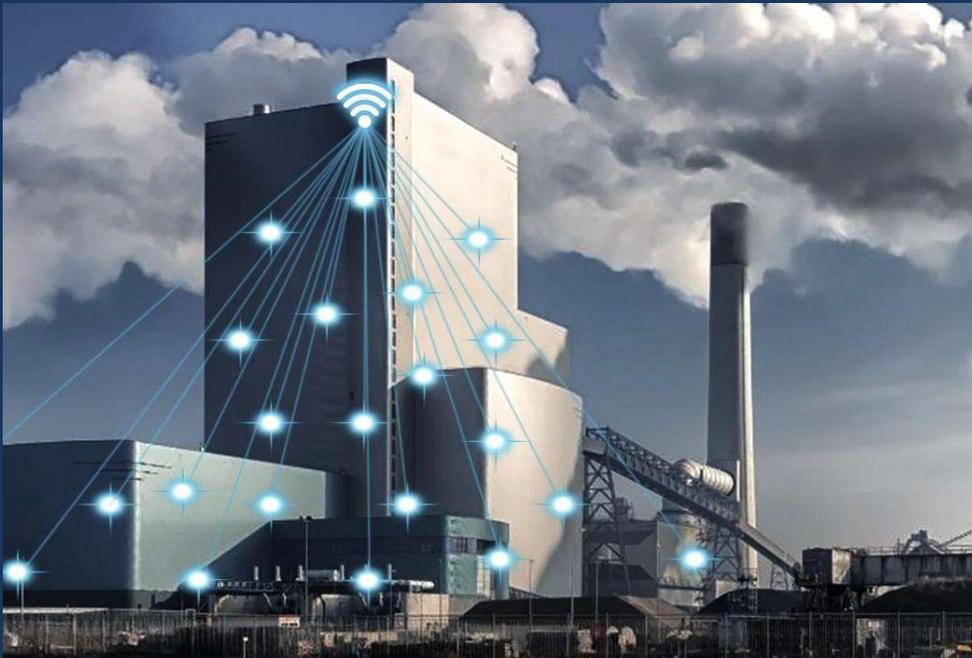
Additional nodes degrade performance

Hub - single point of failure and cyber target
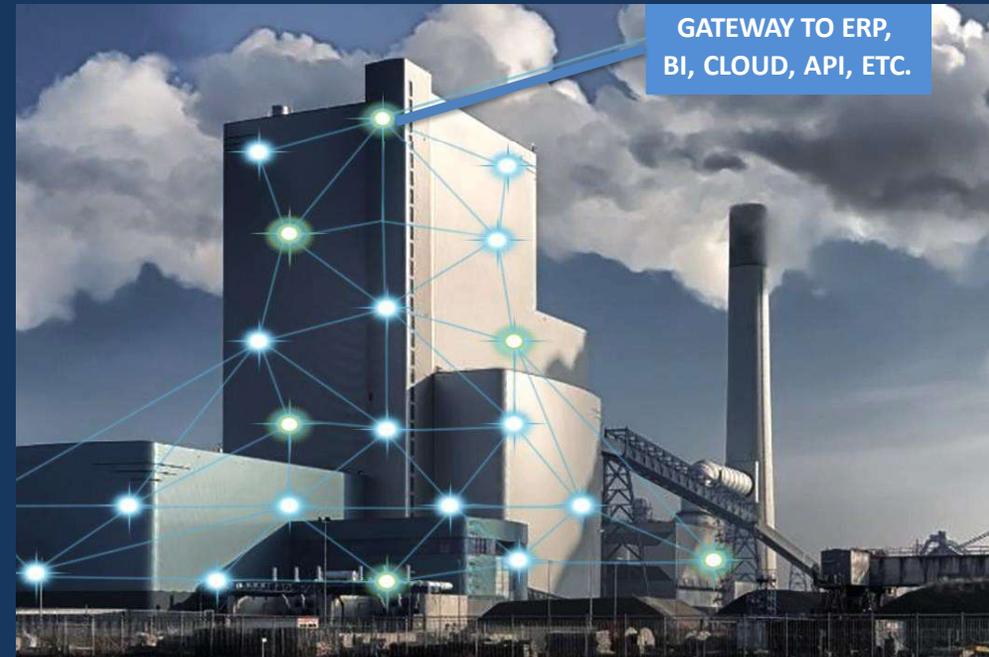
Additional nodes improve performance/reach

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
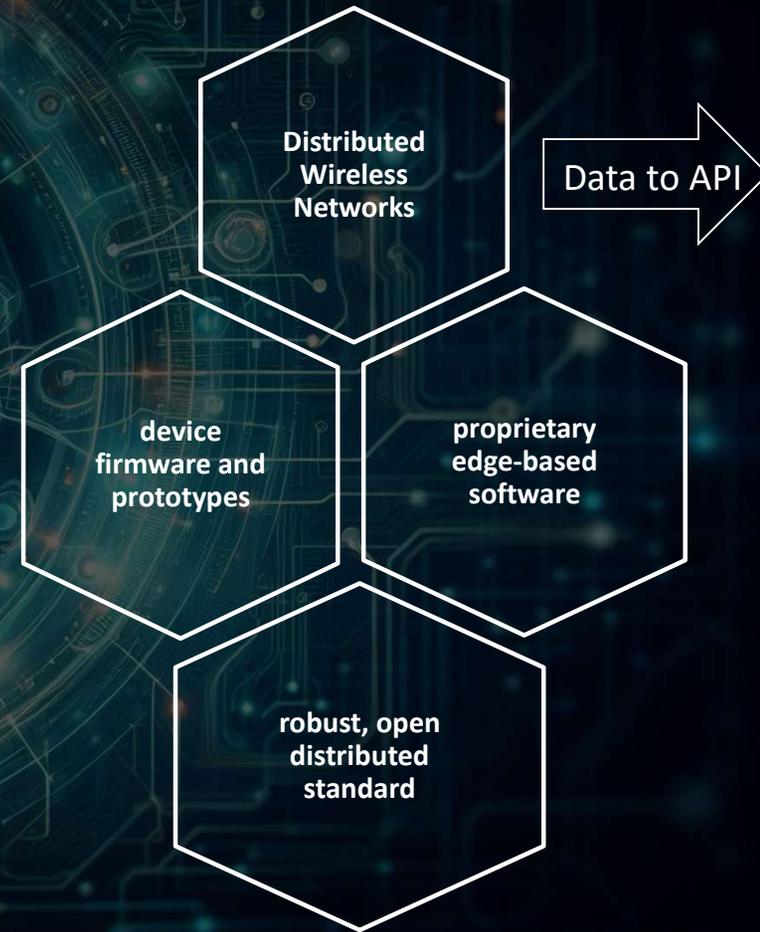Mission-critical sensor connectivity
Distributed mesh = always-on

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

Scaling market validation

active paid pilots

same foundational, network infrastructure

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Snap-on

ORACLE Red Bull RACING

TEXAS A&M UNIVERSITY

Carbon Reform

Chevron

Lufthansa Industry Solutions

EMERALD

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

GTM

Grow enterprises installs 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)

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

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.

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

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

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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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Network Architectures – 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