

NIDO ROBOTICS

Making Underwater Exploration Accessible to Everyone and Anytime



Murcia, Spain

www.nidorobotics.com

Founded in 2016
20 Employees

Field of Activity:
Maritime

Capital raised:
EUR 0.2m

Investment need:
EUR 1.5m

Watch 3min pitch

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Company Description

NIDO was founded in 2016 with the mission of making underwater robots that help us (humanity) achieve our greater goals. Since then we have acquired more than 150 clients worldwide, ranging from small diving companies to utility giants like ENEL. We have good market traction, are growing rapidly and on track to realize our vision of becoming a global leader in robotics.

Problem

Underwater robots have been used for inspection, maintenance and repair in the oil & gas and military industries since the 60s, but are huge, expensive machines that require complex logistical support. In coastal waters, companies like utilities have been relying on divers for these tasks. Sadly, diver fatalities is a growing trend, mainly due to an increase of overall jobs to be done underwater, which is a result of stricter compliance requirements and more underwater assets.

Solution

We make underwater robots (Sibiu Nano & Sibiu Pro) that can be used for inspections, maintenance and repair of underwater assets. They are robust, easy to deploy, and expandable that can easily be adapted to changing business needs.

Market

The Unmanned Underwater Vehicle (TAM) market is estimated to reach \$4 billion in 2020, with a CAGR of 7.7% over 2016-2026. The mini- and micro-ROV market (Current niche) will reach \$400 million in 2020.

Business Model

We are in a Contractual Business Model, based on: Unit sales with a 60% + gross margin (production capacity of 900 minutes per unit).

In addition, we follow the Whole Product Model: Training – Maintenance contracts – 3rd party payload integrations – Inspection services – Robotics as a service.

USP & Differentiation

Our robots are meant to be available at each plant, they stand out for being easy to deploy and use, meaning that the asset manager, our real customer, can know exactly what is going on underwater, in less than an hour, at any time. We have great software that allow for automatization of the report generation, which is where the real value lies for our customers.