



EIC Info Day Pitch Competition

Niamh Donnelly Co-Founder

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A hospital **operating room** will
lose **2 hours** productivity per
day

Two biggest causes of OR inefficiency and time loss

Surgery scheduling is often inaccurate

Manual cleaning is a massive bottleneck

At **Akara**, we are pioneering the
smart operating rooms of the
future



Akara AI Sensor

An powered AI-sensor
that continuously
monitors room
utilization



Scan for more info



akara

Monday, Jan 6
9:41

Update from OR2
CLEANING COMPLETE

Update from OR1
SURGERY COMPLETE





Scan for more info
(and cool robot videos)



akara

Revenue generating deployments across 3 countries



x2 national health systems
Major US hospital



Sales agreements signed
largest cleaning service providers
in US and Europe

Robotics and IoT as a Service-based model



Award-winning founding team backed by global KOLs



Chris O'Hara (US)

Sales leader with 10+ years experience in surgery robotics (Da Vinci)



Dr. Alexandra Peters (CH)

Leading scientific expert in cleaning and infection control



John O'Brien (IRL)

Former CEO of Ireland's largest hospital

Recognized globally for our work



Objectives for 2025

- Secure first multi-hospital contract
- Go live in 100 operating rooms
- Close next round in Q3

Connect with Us



Supported by:



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Annex

- Market Sizing
- Pricing
- Unit economics
- ROI

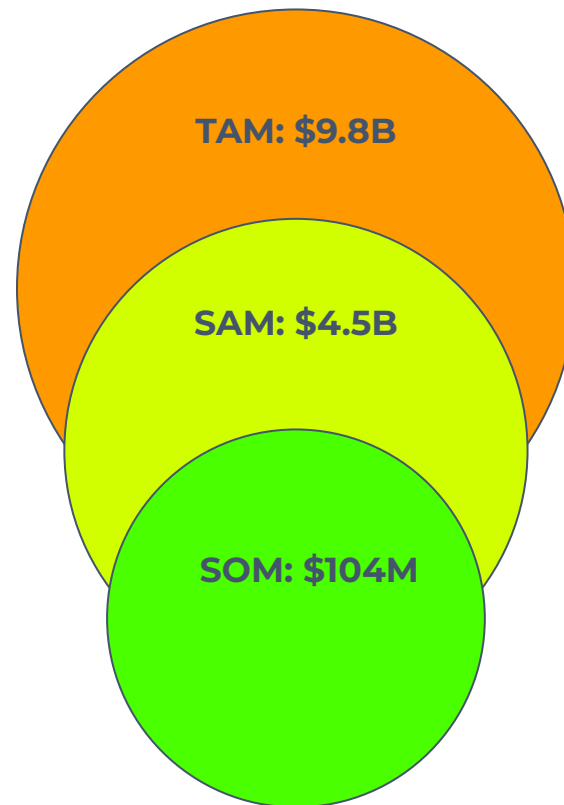
Market Sizing

Geography	# Hospitals	# Day Surgery Centres
EU27	13,000	NA
UK	1,148	NA
US	6,093	9,600
Pricing (Mean ARR)	\$413k	\$155k

TAM: Hospitals and Day Surgery Centres in EU/UK/US
(20,241x\$413k)+(9,600x\$155k)=\$9.8B

SAM: Hospitals and Day Surgery Centres in UK/US
(7,241x\$413k)+(9,600x\$155k)=\$4.47B

SOM (5 year): 150 Hospitals and 275 Day Surgery Centers
(150x\$413k)+(275x\$155k)=\$104.57M



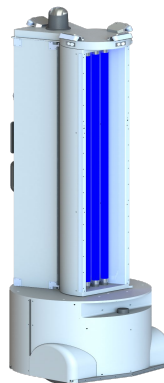
Pricing



OR DATA

Data only: \$25/day per OR

Data + Analytics: \$121/day per OR



Akara UV robot

Flat fee: \$2.5k/mo

Unit Economics

Case Study #1: Hospital with 8 ORs

UNIT ECONOMICS CALCULATOR			Revenue	Costs Yr 1	Costs Yr 2+	Gross Profit
What is the contract period (years)	3	Data	\$73,000	\$4,110	\$2,270	\$210,350
Is it ASC or hospital	Hos	Analytics	\$280,320	\$9,300	\$7,300	\$817,060
How many ORs	8	Robot	\$60,000	\$40,000	\$6,000	\$128,000
Are they paying for data?	Yes					
Are they paying for analytics?	Yes		Revenue over contract period			\$1,239,960
How many robots do they have?	2		Annual contract value			\$413,320
Annual price increase	2%		Costs over contract period			\$84,550
			Gross profit			\$1,155,410
			Gross Margin			93.18%

Unit Economics

Case Study #2: Day surgery with 4 ORs

UNIT ECONOMICS CALCULATOR			Revenue	Costs Yr 1	Costs Yr 2+	Gross Profit
What is the contract period (years)	3	Data	\$26,000	\$3,480	\$1,640	\$71,240
Is it ASC or hospital	ASC	Analytics	\$99,840	\$7,200	\$5,200	\$281,920
How many ORs	4	Robot	\$30,000	\$20,000	\$3,000	\$64,000
Are they paying for data?	Yes					
Are they paying for analytics?	Yes		Revenue over contract period			\$467,520
How many robots do they have?	1		Annual contract value			\$155,840
Annual price increase	2%		Costs over contract period			\$50,360
			Gross profit			\$417,160
			Gross Margin			89.23%

ROI

Summary	Day Surg	Hospital
Average number of ORs	4	8
Averaged time reclaimed per OR (mins/day)	60	60
Proportion of reclaimed time that can be reused for procedures	50%	30%
Assumed number of OR days per calendar year	260	365
Average revenue generated during surgery (\$/min)	\$60	\$120
Direct staffing cost during surgery (\$/min)	\$8	\$14
<i>Total annual cost savings</i>	\$141,960	\$1,800,764
<i>Total annual revenue generation</i>	\$1,872,000	\$6,307,200