

## Travelmate Robotics

The first robot assistant and self moving suitcase.

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entertainment hardware technology recreation



People have dreamed of having a robot assistant for over a 100 years. We share that dream.

**Maximilian Kovtun** President @ Travelmate Robotics



ABOUT

UPDATES <sup>3</sup>

GRAPEVINE <sup>8</sup>

ASK A QUESTION <sup>3</sup>

### Why you may want to support us...

- 1 1 billion+ potential market for consumer robotics.
- 2 Only robotic suitcase compliant with all airline regulations.
- 3 Patented robot assistant and proprietary movement system.
- 4 Awarded Best Product at the 2018 Travel Goods Show.
- 5 Over three thousand articles have been written about Travelmate Robotics as well as numerous accolades and glowing reviews.
- 6 A proprietary movement system that connects to all smartphones.

### The founder

MAJOR ACCOMPLISHMENTS



**Maximilian Kovtun**  
President

A part of IATA (International Air Transport Association) as a jury member for technological innovation. My educational background is a B.S. in Astronomy and an Associate's degree in English.

### Why people love us

See more on [Buzz](#)

### In the news



Press About Us

This links to thousands of articles about us.

April 17, 2019 @ [travelmaterobotics.com](#)

### Downloads

[management3.pdf](#)

## Story

TRAVELMATE ROBOT COMPANION & FUTURISTIC SUITCASE

## Invest in Travelmate Robotics

**Travelmate is an autonomous robot companion that is practical, innovative and brings the future to you.**

We believe Travelmate is the first all purpose consumer robot on the market and will usher in a new era of robotics for all. This robot allows for thousands of features, owing to an integrated ecosystem between your smartphone and your Travelmate robot. It's powered by a proprietary patented movement system, which utilizes artificial intelligence as well as machine learning to follow you wherever you go – this robot will get smarter the longer you use it.

We've created a robot assistant that can carry your stuff like a self moving suitcase and help make your everyday life more convenient. Travelmate robots will become a part of people's everyday lifestyles, just like smartphones have become an integral part of people's day to day lives.



We are on track for profitability this year and with your investment we can purchase long-lead-time inventory, and fulfill larger orders. Funds raised will also be used to purchase the necessary equipment for manufacturing, including necessary injection molds, long lead time inventory, and assembly equipment. We also require proprietary testing equipment, which will allow us to check units on a much quicker basis.

Currently, our company has a patent for the movement system, which covers all robots that connect to smartphones. The patent also covers the robotic suitcase elements. Our patent is registered via USPTO and in 154 additional countries. Travelmate has gotten extensive coverage worldwide via video news coverage, over 3,000 published articles and on social media. We've won numerous awards for our robot, including first place overall at the Travel Goods Show in 2018.



All you need is the suitcase and your smartphone, and Travelmate will follow you wherever you go. It's fully TSA compliant and IATA approved. It is the only robot suitcase allowed on all airlines. So whether you're at the airport, going to work or going to school, the Travelmate suitcase can help you carry luggage in a wide range of situations.

Thanks to smart features and our patented Follow Me system with built-in sensors, Travelmate can navigate large crowds and avoid common obstacles like people and furniture. It also moves vertically and horizontally with ease, and can carry another suitcase or other items on top when traveling autonomously in horizontal mode.

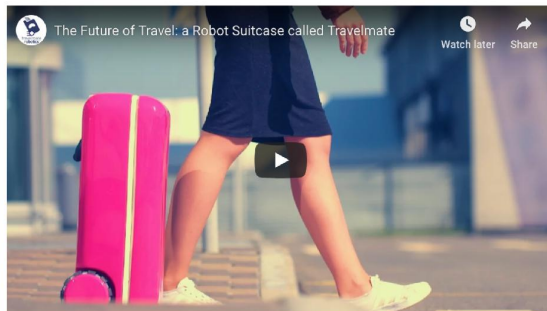


We've worked on the Travelmate project for 3 years. Our team of experienced robotics engineers are passionate about integrating robots into the daily lives of people. In order to turn science fiction into reality, we set about making an accessible type of robot that everyone can use. Instead of something impractical and incredibly expensive, we wanted to make a robot form that can have as many uses as possible. That's why we decided that the suitcase is the perfect form factor. We designed Travelmate to have the functionality of

the suitcase is the perfect form factor. We designed Travelmate to have the functionality of a robot assistant and have it be able to carry your stuff for you.

When the first smartphones arrived on the market, most people didn't understand the point of having a phone that had a touch screen and did other things. Surely we don't need to tell you how big the smartphone market is now. People understand that a smartphone is a multipurpose supercomputer that fits into your pocket. Travelmate will do the same thing for consumer robotics by using a relatable and practical form (a self moving suitcase) to show people how robotics fits into their lives.

Travelmate is affordable and can already be purchased online. Our success from past crowdfunding efforts and pre-sales from distributors have helped us scale production, expand our team and establish distribution channels. We now wish to scale up manufacturing gradually to eventually make up to 100,000 units per month within a period of one year.



We are excited to bring robots of the future into the present with your help. So from all of us at Travelmate Robotics, we thank you very much for your support!

*"Our goal is for Travelmate to become the first widely available and affordable robot companion."*

## SMARTER THAN SMART – IT'S A ROBOT COMPANION

**We are creating a new industry with robotic suitcases.**

With Travelmate we're not just innovating with an interesting new type of luggage; we believe that we're creating the first ever multi-purpose robot platform that is mass produced (like a Ford Model T version of R2-D2).



We have fitted all of the electronic, mechanical and plastic components of the robot into 5% of the total volume of Travelmate; leaving 95% of the robot free space!

### The Offering

#### Investment

\$2/share | When you invest you are betting the company's future value will exceed \$18M.

#### Perks:

**\$250+** — If you invest \$250, you will receive shares in the company.

**\$1500+** -- If you invest \$1500, you will receive a limited edition T-shirt, stickers and shares in the company.

**\$2,500+** — If you invest \$2,500, you will get a coupon for 10% off of any purchase on our website at [travelmaterobotics.com](http://travelmaterobotics.com). You will also receive all lower tier perks.

**\$5,000+** — If you invest 5,000 you will get a coupon for 15% off of any purchase on our

website. You will also receive all lower tier perks.

**\$10,000+** — If you invest \$10,000, you will receive 500 bonus shares in the company. You will receive a coupon for 20% off of any purchase on our website. You will also receive all lower tier perks.

**\$50,000+** — If you invest \$50,000, you will receive 3,000 bonus shares in the company. You will get a coupon for 50% off of any purchase on our website. You will also receive all lower tier perks.

*\*All perks occur after the offering is completed.*

## AHEAD OF THE GAME



What many startups fail to realize is that the hardest part is not the development of a prototype unit. It is actually the transitioning into and management of the mass production process. This is especially true for robotics.

There is a reason for why no other big suitcase company has even attempted to do what we are doing. It's because they simply can't do it and they don't have the manufacturing know how to do it. This problem is also evident in the general robotics industry. Most robots are still not mass-produced because of the level of sophistication that is required to make them.



We've been able to accomplish the transition into mass manufacturing partly because of our past experience in robotics and partly because of our experience in mass manufacturing. There are currently 12 factories that provide us with a total of 64 different electronic and mechanical Travelmate components. Three of which also do various stages of assembly for the product. In total, there are more than 80 components for Travelmate and more than 50 suppliers.



As you can imagine, this was an immense task to accomplish and it took us almost two years to develop relationships with our main and backup suppliers and manufacturers in China, Taiwan, Malaysia, Thailand, Czech Republic and Ukraine. This clearly sets us apart from other startups and most other new tech companies, as we have a solid manufacturing base that we can use to expand in order to meet demand.



## THE RIGHT SIZE AND WEIGHT FOR TRAVEL



There are currently three different suitcase models with 3 colors to choose from and come in a range of sizes from carry-on to large.

All are near the same weight as "regular" suitcases and each model includes a built-in scale that will accurately measure and display the weight of your suitcase's contents so you'll never have to worry about over-packing again. You can switch the units of measurements between kilograms and pounds via the Travelmate application.



## FEATURE RICH



In addition to its fully autonomous horizontal and vertical modes, the Travelmate has a variety of useful features that other suitcases do not have:

- Removable battery charged with wireless technology.
- The battery can charge almost all electronics through two USB ports and a USB type C port.
- Replaceable wheels, which allow you to put on different wheels for different environments. The standard wheels are all terrain. There will be multiple wheel types, including omni wheels and off road wheels.
- AI and machine learning
- Since the suitcase functions as a robot in practice, it uses AI and machine learning to optimize its movements.
- 4 hour battery life in full autonomous mode and up to 100 hours in stand-by mode (meaning when you are using it like a normal suitcase)
- Customizable multi-colored LED lighting with over 16 million different color variations



- Used to signal your suitcase's battery level. Customize or turn off through the Travelmate application
- Directional Indicators (similar to turn signals in cars) so you know where it's going
- Speakers to inform you of obstacles and suitcase's location (can be turned on or off)
- Use as external bluetooth speakers
- Customizable design
- Smart Lock System: You can unlock your suitcase with your smartphone
- Built-in scale
- Customizable interior. You will be able to replace the interior fabric inside with other types of materials. This is because you can unzip the internal fabric in the suitcase. These accessories will include different designs, colors and patterns.

## TSA COMPLIANT AND READY TO BOARD



Travelmate is fully TSA compliant and our suitcase sizes are standardized. The smallest Travelmate is carry-on-sized and fits the specifications of all major airlines' requirements for carry on specifications.



## WORD IS OUT AND SPREADING



Over 3,000 articles have been written about us and numerous awards/accolades (including best product at the Travel Goods Show for 2018). We believe in continuing our marketing strategy of growing our brand recognition and innovating to create more functionality with each Travelmate robot. We are synonymous with robotic luggage and will continue to have that advantage due to extensive continuing media coverage of our product.

Travelmate Robotics won overall first place at the 2018 Travel Goods Innovation Awards. This was for the Travel Goods Show, which is the largest convention for the Travel industry. We beat many industry heavyweights to get this award - this includes companies like Samsonite, Coach, Delsey, Tumi, Louis Vuitton, Rimowa and more.

In France, the Ministry of Culture and the Ministry of Innovation invited us to showcase our robot at the Cite des Sciences et de l'Industrie. This is the largest science and technology museum in France.



We have great social media and press outreach which we will continue to utilize. You will also soon be seeing Travelmate roll across your small and large screens, on cable programs and upcoming studio films.

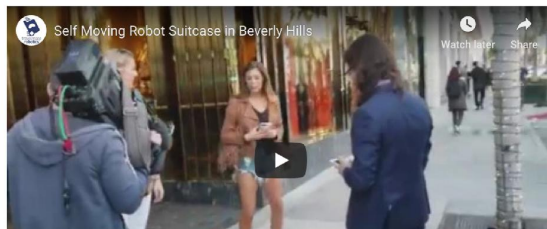
Travelmate Robotics has won numerous awards and has been featured worldwide in conventions, presentations and in museums. Our product is so innovative, that it has even been praised by numerous government organizations.



We were the biggest highlight at CES Las Vegas in 2018. Many articles came out to that effect, saying that this year, we were the biggest standout.

The government of Barcelona and the Tourism minister of Catalonia invited us to do a presentation in collaboration with Eurocat ( a non-profit organization). You can see that presentation over [on our youtube channel](#)

We did further presentations in South Korea, Japan, Italy and the United States.





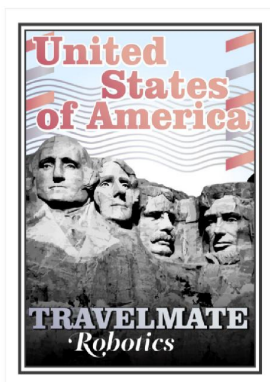
## THE MARKET

\*A 1 billion plus potential market for robotic assistants and autonomous suitcases.

In the U.S. alone, the revenue for the regular suitcase and briefcase segment is expected to total (Statista, 2018) and is expected to grow annually by 0.3% (CAGR 2019-2023). But because our product is not just a suitcase, we are also in the consumer robotics market, which continues to grow as technology advances. According to Market Research Future, the global consumer robots market is estimated to generate a CAGR of 19.0 % to reach \$17 billion during the forecast period ending 2023.

Our conservative estimate is that there is demand for at least 1 million robot suitcases based on market conditions and expressed interest from companies. Currently, we're the only robotic suitcase on the market that is allowed on all airlines and our movement system is patented.

We believe that we can meet this demand by expanding our manufacturing capabilities to produce more than 5,000 units per month. With this, we can tap into our existing user base of interested distributors around the world to take full advantage of this new market.



## WHO NEEDS A TRAVELMATE?

Currently we are targeting travelers, early adopters of technology and robot enthusiasts between the ages of 25 - 50. We also expect the Travelmate to be used by the visually and physically impaired as well as social media influencers and content creators who need an ever-ready camera operator. But we hope to reach a larger consumer base in time.

When the iPhone was first announced, many didn't understand the point of it. A lot of people assumed it was just a phone that had a touch screen. Verizon refused to carry it in the United States because it didn't see a market for it. A mistake that Verizon isn't keen on repeating again. Of course now, Apple dominates the market that it created with modern



smartphones. Most people can't live without smartphones and these little devices are portable supercomputers that fit into your pocket. We hope to do the same for robotics.

In order for robots to be adopted by the everyday consumer, they need to be versatile, adaptable and affordable—the polar opposite of robotics on the market today (especially single task robots used in manufacturing). The Travelmate robot is ideally suited for multiple different uses, including carrying your stuff. Our patented movement system uses artificial intelligence and connects to your smartphone to follow you. In fact, we own the patent for any robot that uses a phone to follow you. Since it is connected to your smartphone, it updates through the smartphone app as well.



This enables us to add thousands of features or 'apps within an app' for the Travelmate robot. One exciting feature that we're working on is with Amazon's Alexa voice assistant. Amazon has already approved us to use Alexa for our robot and this will allow users to have a portable robot voice assistant anywhere they go.

This feature requires an internet connection and makes it attractive for mobile companies to bundle their data plans with our product. Telecom companies are already interested in selling our robots. They can sell our robots through financing, just like they do with smartphones. Meaning that while they buy from us at wholesale price, they would sell to end users through a two-year contract with a small down payment (depending on the user's credit history).



And because a significant portion of mobile business income comes from mobile data and internet traffic usage, selling the first consumer robot assistant on the market with functionality that enables mobile data use, makes Travelmate a very attractive proposition. To clarify so that there isn't any potential confusion; Travelmate does not use or need an internet connection to follow you autonomously and fulfill its basic functionality. This is strictly an additional feature that can be added to the robot.

The Travelmate also has a built in sim card slot that all major telecom companies can utilize. So now Travelmate can be added to the data plan market space that is currently made up of phones, tablets and some smart watches.

### CURRENT AND FUTURE PROJECTS AT TRAVELMATE ROBOTICS

We plan to iterate with future versions of Travelmate on a yearly basis. Similar to how new flagship smartphones are introduced. We're also planning on introducing more accessories and covers for Travelmate.

On a long term basis, we are constantly improving and expanding the software functionality for Travelmate robots.

People can update their Travelmates through the included smartphone application. We are planning on implementing an update wherein users who opt in, can have their Travelmate's usage patterns recorded and sent to us. From there, a machine learning algorithm can sort that data on a massive scale to further improve the robot's autonomous functionality.

We are working on a few other consumer robotics projects that will be hitting the market within the next three years. Most of the details for these projects is under wraps and is confidential, so because of that, we are limited in what we can describe.

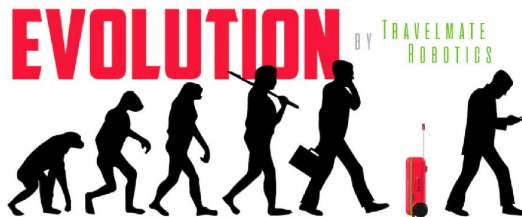
In general, two interesting new projects that we are developing are an autonomous golf trolley and a fully modular universal robotic platform with applications for the medical industry.

### KEY MILESTONES



## WHY WE NEED YOU

We are in a strong position in terms of our manufacturing stage. However, we need adequate financing to take care of mass manufacturing related costs. We need at least three months lead time for necessary inventory/equipment to arrive after being ordered. By raising equity, we can purchase the initial inventory necessary to take on larger orders.



## In the Press



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## Investor Q&A

### What does your company do? ▾

We make a robotic assistant and self moving suitcase called Travelmate.

### Where will your company be in 5 years? ▾

We want to be the leader in consumer robotics.

### Why did you choose this idea? ▾

People have dreamed of having a robot assistant for over a 100 years. We share that dream.

### Why is this a good idea, right now? What changed in the world? Why wasn't this done a few years ago? ▾

The technology that allows this to be possible has only recently been developed. The internet changed our society and everyday lives. Smartphones enabled us to have a portable super computer at the tips of our fingers.

Robotics are already fundamentally changing the commercial and manufacturing industries. A similar thing will happen with consumer robotics and Travelmate is at the forefront of that.

### What is your proudest accomplishment? ▾

Making the world's first robot assistant and self moving suitcase!

### How far along are you? What's your biggest obstacle? ▾

We are in the mass manufacturing stage. We have 12 different suppliers as well as 2 assembly plants. We have spent 3 years developing these relationships and investing into the tooling equipment and testing equipment that is necessary for mass manufacturing.

### Who are your competitors? Who is the biggest threat? ▾

We created this market and so we have no direct competitors. Travelmate is the only robotic assistant and self moving suitcase on the market. It is also the only robot suitcase that is approved on all airlines and compliant with IATA regulations.

Traditional mid to high end luggage brands like Tumi or Rimowa charge between 1200-1500 dollars for their suitcases. They are more expensive than our robots and they're just

normal suitcases with no other functionality.

Other companies have developed prototypes for semi autonomous suitcases, but they are not approved on all airlines and are not yet mass produced. They are also very limited in their functionality and do not have multiple uses as a robotic assistant.

**What do you understand that your competitors don't?** ▾

We're the only ones on the market with this type of product and our tech is patented. Our background is in robotics development and this has enabled us to create this type of product. We believe that it is not only the first robot suitcase on the market, but also the first mass market all purpose robot on the market. We understand that practical robotics is the future.

**How will you make money?** ▾

The simple answer is by selling the product! We have distributors who have expressed interest in our product in over 50 countries. In addition to direct sales, we will be able to sell large quantities through distributors. We are raising equity in order to be able to make larger quantities and subsequently fulfill larger orders.

**What are the biggest risks? If you fail, what would be the reason? What has to go right for you to succeed?** ▾

We have a lot of demand, but we need funds in order to fulfill this demand. There is a very large market for consumer robotics and it is untapped. In order for us to succeed, we simply need to raise the necessary capital that is required to purchase long lead time inventory -- this way we can take on and fulfill larger order of 1000+ units.

**What do you need the most help with?** ▾

Financial help is what we need to transition to large volume manufacturing.

**What would you do with the money you raise?** ▾

All of the funds will go towards the buying of necessary long lead time inventory and manufacturing equipment for larger orders.



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