

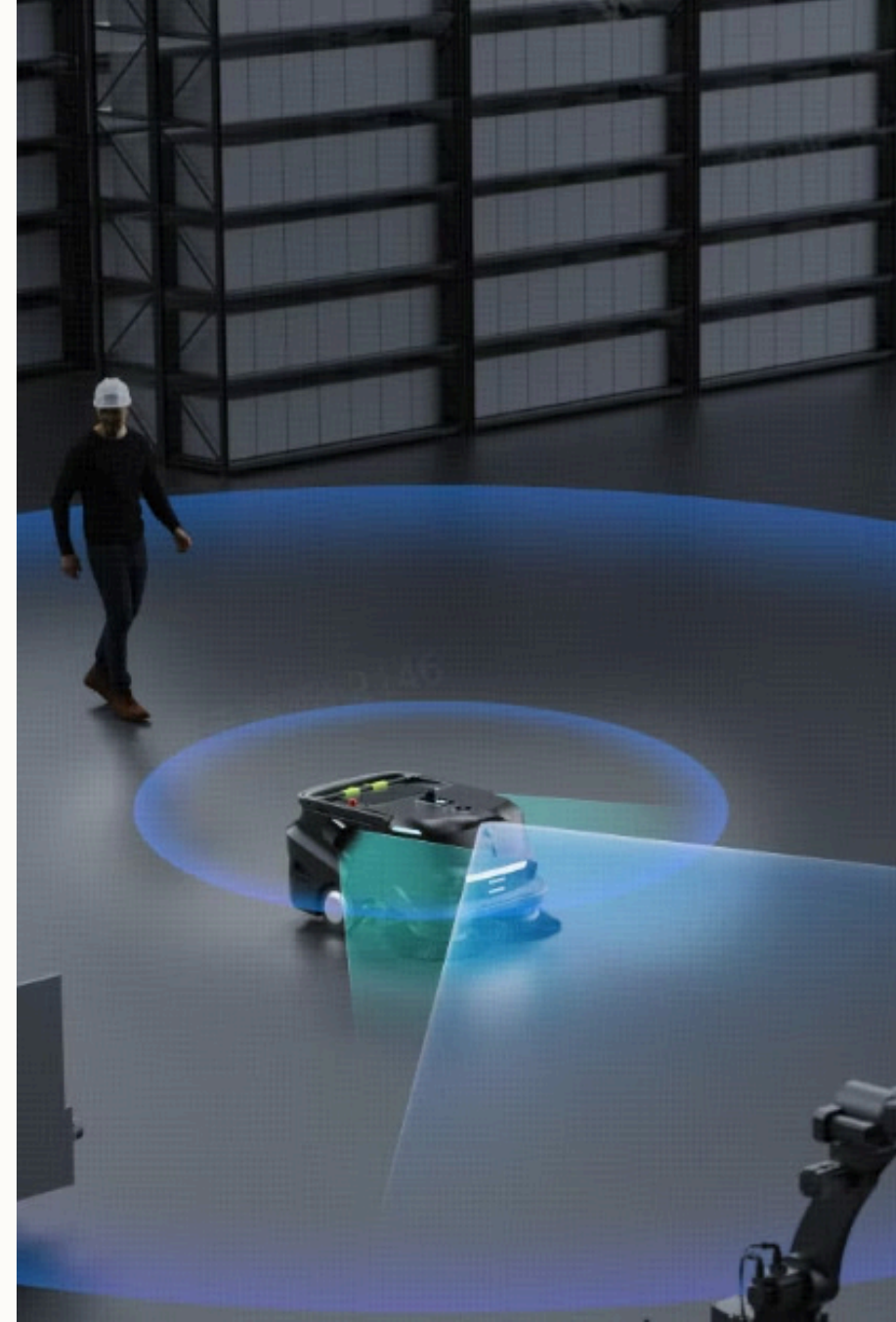


Recent Market Insights on MT1

Welcome to our comprehensive market insights presentation on the PUDU MT1 Commercial Cleaning Robot. This report highlights the remarkable market performance and client feedback since the MT1's mass deployment, providing valuable information about end-user industries, application scenarios, and the key reasons driving client adoption.

The following analysis will help you understand the MT1's market positioning and provide inspiration for your sales and marketing efforts. Let's explore how this innovative cleaning solution is transforming various industries.

By PUDU Commercial Cleaning Robot Team



Introduction to MT1 Market Performance

1

Exceeding Expectations

The MT1 has received overwhelmingly positive feedback since its mass deployment, surpassing our initial projections for market acceptance.

2

Comprehensive Insights

This presentation shares which end-user industries have adopted the MT1, specific application scenarios, and the reasons behind client purchasing decisions.

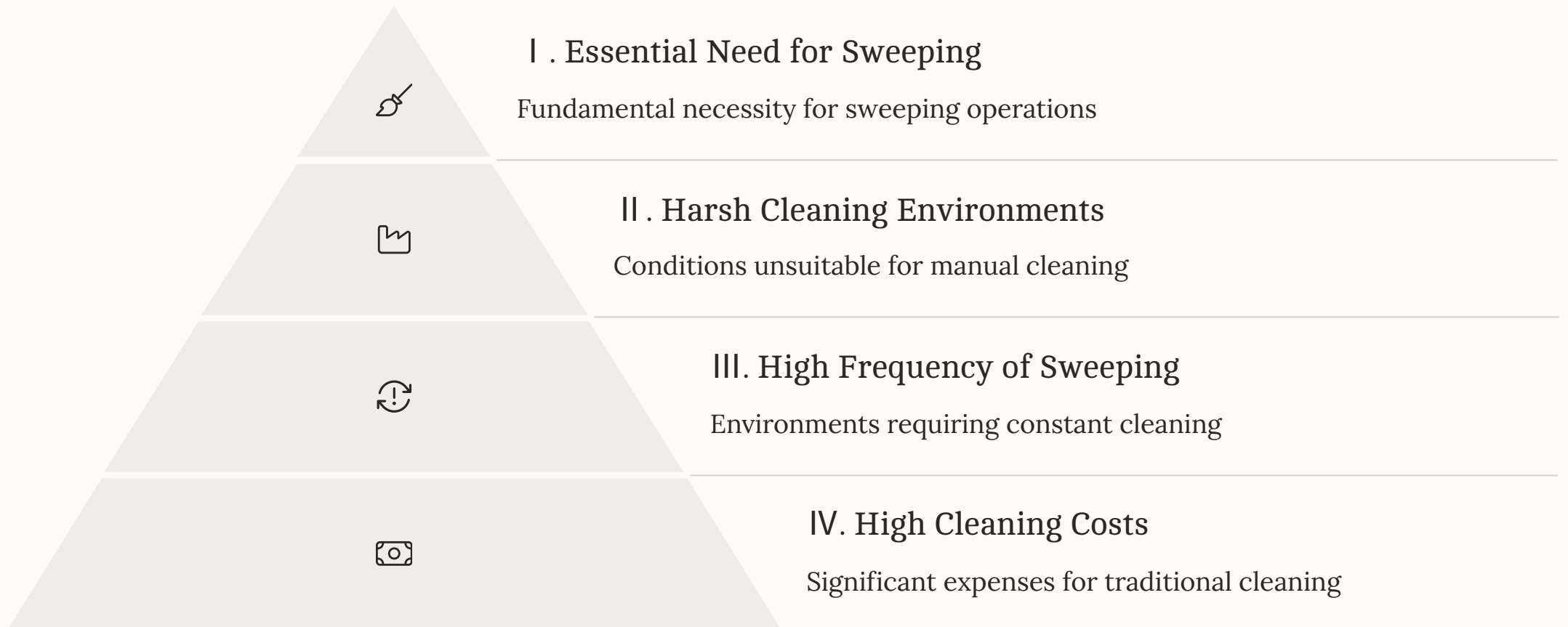
3

Actionable Information

Similar to our previous CC1 success stories, these insights will provide valuable assistance and inspiration for your sales and marketing efforts.

As a valued PUDU partner, understanding these market insights will help you identify potential clients and effectively communicate the MT1's value proposition. We appreciate your continued support and encourage you to review this detailed information thoroughly.

Four Key Reasons Clients Purchase MT1



Our market analysis has identified these four main categories of reasons why clients choose to purchase the MT1. Each category represents a distinct value proposition that addresses specific client pain points. In the following sections, we'll analyze the root causes for each category in detail.

I . Essential Need for Sweeping

The first category reveals that clients view sweeping as a necessary task based on objective facts and considerations. Our analysis has identified seven fundamental reasons that create this essential need, prompting clients to purchase the MT1 for their sweeping and cleaning requirements. They are:



1. Unpacking Activities



Component Warehouses

Workers regularly unpack hardware components near production areas, generating packaging waste that accumulates on the floor and requires frequent cleaning.



Warehouse Supermarkets

When customers open large packages, small cards and damaged packaging often fall to the ground, contributing to debris that necessitates consistent sweeping.



Hardware & Building Material Supermarkets

These locations also experience substantial daily unpacking, resulting in considerable floor waste and making sweeping an essential activity.

Unpacking activities generate a constant need for floor cleaning, making these environments ideal candidates for the MT1 cleaning robot solution.

2. Fire Safety Requirements

Fire safety requirements drive the need for regular sweeping, particularly in warehouses storing flammable materials. When floors aren't cleaned regularly, dust and debris accumulate significantly, greatly increasing fire hazards. Warehouse managers responsible for flammable materials are generally more attentive to these requirements than those managing standard warehouses.

1 Dust accumulation increases fire risk

Regular sweeping prevents excessive buildup

2 Flammable material storage requires cleanliness

Textiles, paper, wood, and plastics demand attention



MT1 effectively removes floor debris and dust

Reducing fire safety risks automatically



3. Forklift Operations Require Clean Floors

Forklift Protection

Prevents tire damage and mechanical issues

Floor Integrity

Prevents cracking and structural damage

Hydraulic Systems

Reduces probability of system failures

Cost Savings

Reduces maintenance expenses long-term

Warehouses using forklifts place particular emphasis on floor cleaning. According to feedback from a forklift dealer, if there are an average of three screws per square meter, the likelihood of tire blowouts or floor damage increases by 67%. Additionally, forklifts operating in dusty environments face a threefold increase in hydraulic system failures.



4. Safety Requirements



Identify Hazards

Debris accumulation creates slip risks



Cold Storage Concerns

Temperatures of 0-5°C increase injury risk



MT1 Solution

Promptly removes floor debris automatically



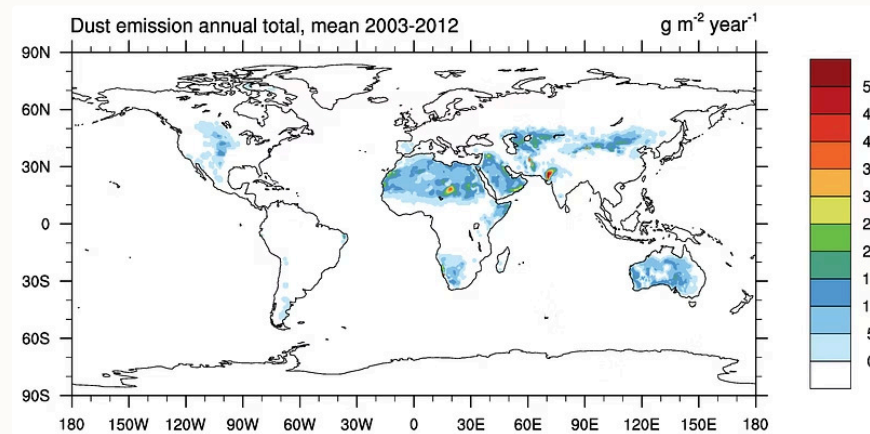
Injury Prevention

Reduces workplace accidents

Workplace injuries are incidents business owners least want to encounter. In metal processing plants and warehouses, clients want the MT1 to promptly remove debris from the floor to avoid waste accumulation that could lead to slips and falls. This is particularly important in cold storage environments (0-5°C) where employees' muscles are more prone to stiffness and neural responses slow down, making accidents more likely.

5. Dusty Climate Conditions

Just as rainy and snowy weather benefits the CC1, dusty climate conditions create advantages for the MT1. In regions affected by dusty climates, floors accumulate dust more quickly, making it easier to identify clients with strong sweeping needs.



We encourage partners to explore sales potential in dusty regions like North America, Central Asia, and Australia. European countries like Norway and Sweden with podzolic soil characteristics are also worth targeting. In these environments, relying solely on floor scrubbing machines often leads to blockages and maintenance issues, making the MT1 an ideal preliminary cleaning solution.

6. Event Spaces and Gathering Venues

Public venues that frequently host gatherings and events naturally accumulate food packaging and other waste. The defining characteristic of these spaces is high foot traffic with people typically spending time in these areas. When individuals stay for a while, they're likely to eat and unpack items, leading to increased waste generation.



Conference Centers

Large events generate significant floor waste requiring regular cleaning



Exhibition Halls

High foot traffic and extended visitor stays lead to increased waste



Sports Venues

Food packaging and debris accumulate during events



Airports

The MT1 has been used in airport terminals, baggage claim areas, and near baggage carousels to clean food packaging, snack crumbs, and other waste.



7. Venues That Cannot Be Scrubbed

Sports Facilities

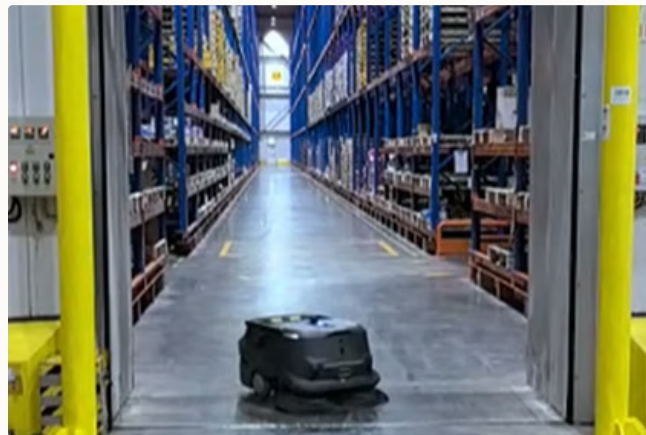


Some tennis and badminton courts have special coatings for slip resistance, surface maintenance, and durability, which are unsuitable for wet cleaning, necessitating sweeping instead.

Shock-absorbing flooring prohibits heavy-duty scrubbing machines to avoid damaging the internal structure.

Some environments simply cannot be scrubbed, making sweeping the only viable cleaning option. MT1 has seen good sales in sports venues, attracting distributors with sports facility resources to partner with PUDU.

Cold Storage



The risk of ice forming on the floor necessitates that regular cleaning relies on sweeping rather than scrubbing.

Low-temperature environments make wet cleaning impractical and potentially dangerous.

Industrial Settings



Floors containing heavy metal dust (such as aluminum shavings) require special handling of wastewater after cleaning to avoid violating environmental regulations.

The added costs of wastewater treatment make sweeping the preferred cleaning method.

II . Harsh Cleaning Environments

The second category driving MT1 adoption involves harsh cleaning environments unsuitable for manual sweeping or that significantly increase cleaning costs. As of March 2025, we've identified three main factors that contribute to these challenging conditions, making robotic cleaning solutions particularly valuable:

1 — 1. High-Temperature Environments

Elevated temperatures make manual cleaning impractical and uncomfortable for human workers.

2 — 2. Low-Temperature Environments

Cold conditions create operational risks and increase cleaning costs while making manual labor difficult.

3 — 3. Low Spaces

Areas beneath shelves or equipment require workers to bend or crawl, creating ergonomic challenges.

1. High-Temperature Environments

MT1 is effective for addressing cleaning challenges in high-temperature environments, where manual labor is difficult.



Food Processing Plants

In the noodle production process, there is a drying phase with temperatures around 42°C. During this drying process, noodles frequently break and fall to the ground. The hot environment makes frequent manual cleaning impractical, making MT1 a suitable and well-received option.



Plant Cultivation Centers

In these hot and humid environments, plants drop leaves and petals daily, requiring frequent cleaning. The temperature-sensitive conditions make manual cleaning difficult, making MT1 ideal for daily cleaning tasks.

2. Low-Temperature Environments

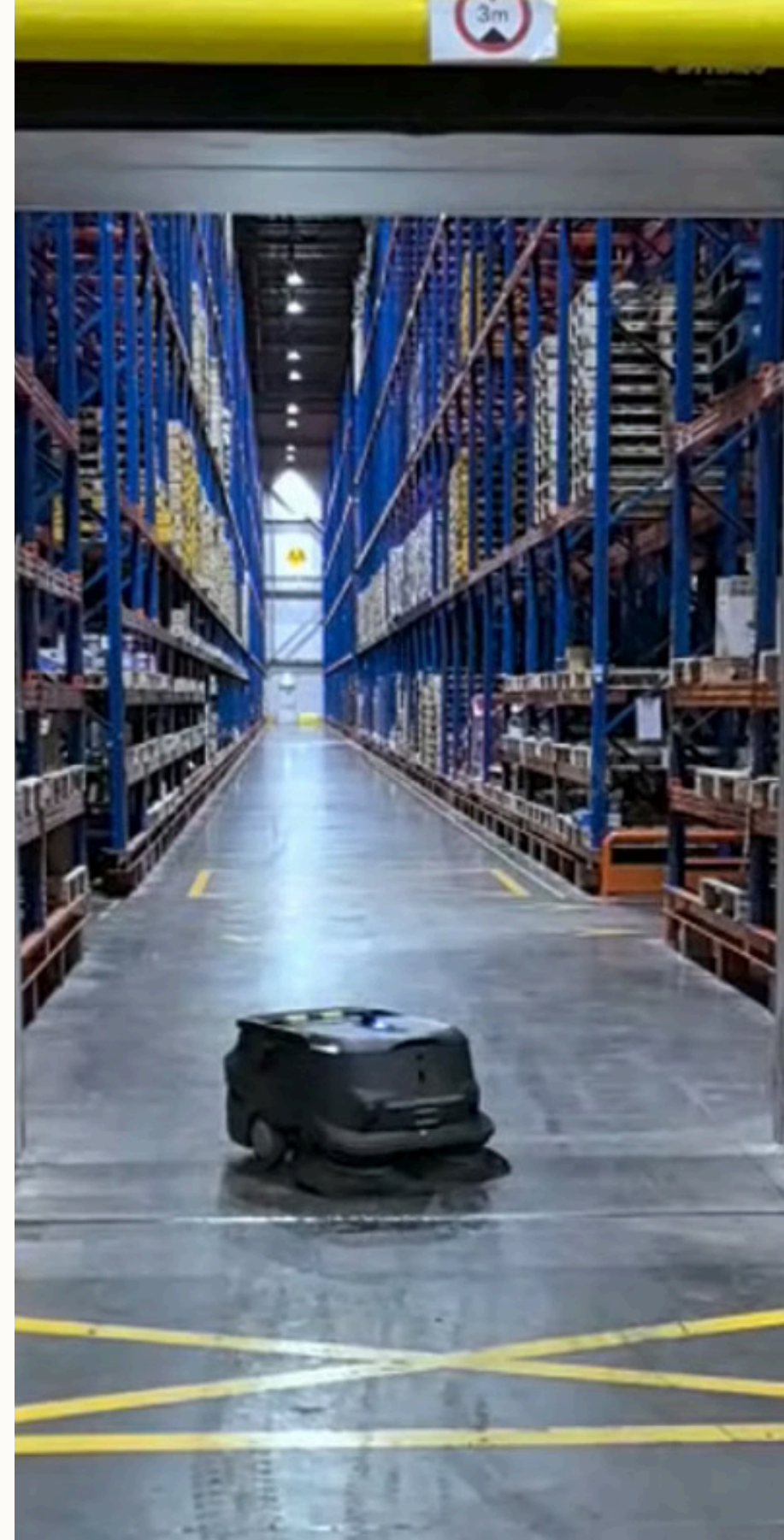
Operational Risks & Costs

Low-temperature environments present greater operational risks and higher cleaning costs. The MT1 has been sold to several cold storage facilities, primarily those operating at temperatures between 0-5°C*. In these environments, washing floors is rarely practiced to avoid ice formation, making sweeping the preferred cleaning method.

MT1 Adoption

Currently, numerous clients are purchasing MT1 for cold storage applications across markets in Asia, Europe, and North America, recognizing its value in environments where manual cleaning is impractical due to temperature constraints.

*Cold storage facilities can be divided into two types: high-temperature (0-10°C) and low-temperature (-20°C). The 0-10°C range is less common.



3. Low Spaces

Cleaning areas beneath shelves or equipment has been the most significant factor in MT1's appeal to industrial clients. These spaces require workers to bend down or crawl, making manual cleaning ergonomically challenging and inefficient.



Brewery Adoption



Typical cases include MT1's deployment in several breweries in Latin America and Europe

The Heineken headquarters even actively reached out to cleaning robot companies, hoping to introduce a sweeping robot similar to the MT1, as they previously had no suitable options.



Beverage Production



Coca-Cola factories deploy MT1 in work areas with numerous production lines requiring low-space maintenance.



Tobacco Facilities



MT1 addresses persistent pain points in facilities where manual cleaning beneath machinery was previously unavoidable.

3. Low Spaces



Logistics Warehouses



Conveyor systems create hard-to-reach areas where debris builds up quickly during daily work.



Plant & Flower Markets



Leaves, petals, and soil continuously accumulate beneath display shelving, posing cleaning challenges.



Vertical Farming



Multi-level growing setups maximize space but require frequent maintenance in hard-to-access spots.

III. High Frequency of Sweeping

The third category driving MT1 adoption involves scenarios requiring high-frequency sweeping. We've identified three main factors that create this need, making these environments particularly suitable for promoting the MT1 as an efficient, consistent cleaning solution.

1. High Frequency of Waste Generation

The frequency of waste generation is very high



2. High Turnover Scenarios

Frequent movement of goods

3. High Foot Traffic Scenarios

Areas with high human activity

1. High Frequency of Waste Generation

Industry	Waste Type	Generation Rate	MT1 Value
Plant Cultivation	Leaves, petals, soil	Daily	High-frequency cleaning High-temperature cleaning
Noodle Factory	Broken noodles	Continuous during drying	High-frequency cleaning High-temperature cleaning
Garment Factory	Scrap material	Throughout production	High-frequency cleaning Fire safety
Coal-Fired Power Plant	Coal debris	~3cm daily	High-frequency cleaning Heavy dust cleaning
Tobacco Factory	Inferior tobacco products	During sorting stage	High-frequency cleaning Low space cleaning

Some environments generate waste at such high frequencies that manual cleaning becomes impractical. Industrial scenarios with frequent waste generation often become key accounts, with some clients purchasing more than 30 units of MT1 in a single order.

2. High Turnover Scenarios



Cargo Ships

MT1 has seen significant success on cargo ships, with approximately 5-8 units deployed per vessel. These ships have multiple warehouses with continuous movement of goods, creating ongoing cleaning needs.



Vibrations and tilting at sea can cause goods to shift, leading to debris that could affect cargo stability and equipment.

Proper and timely cleaning is crucial to maintain hygiene, safety, and equipment lifespan, especially for sensitive goods like food and pharmaceuticals.



Supermarkets

Areas near vegetable and fruit sections, as well as unpacking zones, accumulate waste easily. Previous CC1 clients have repurchased MT1 units specifically for these high-turnover areas.

High turnover scenarios involve frequent movement of goods, making these environments more prone to generating waste and increasing the demand for sweeping.



3. High Foot Traffic Scenarios

Transportation Hubs

Waiting zones in airports, train stations, and subway stations experience significant foot traffic. People often eat and drink while waiting, leading to food packaging and containers accumulating on floors.

Airport Baggage Claim

These areas generate diverse waste types including food residues, receipts, packaging fragments, and damaged luggage wheels. Three airports have tested MT1 in baggage claim areas with high satisfaction levels.

Combined Factors

Baggage claim areas exemplify environments with high foot traffic, high turnover, and significant waste generation, creating ideal conditions for MT1 deployment.

High foot traffic scenarios naturally generate more waste as large numbers of people move through and often wait in these spaces. The MT1 is particularly well-suited for timely cleaning in these busy areas, maintaining cleanliness despite constant use.

IV. High Cleaning Costs



Special Environment Costs

Cleaning in high or low-temperature environments and low spaces often qualifies as special cleaning operations in many countries, requiring higher labor costs.



Large Area Expenses

Data from our cloud platform indicates that MT1's daily cleaning area often exceeds 8000 square meters, significantly larger than CC1's coverage, resulting in higher cleaning costs.



Off-Hours Premium

Many warehouses conduct cleaning outside of working hours, including during the night, which contributes to increased labor expenses and overtime costs.

The fourth category driving MT1 adoption involves scenarios with high cleaning costs. All previously mentioned factors contribute to increased daily sweeping and cleaning expenses, making the ROI for robotic cleaning solutions particularly compelling.





Market Recommendations

1

Warehousing Focus

Largest market for MT1, serving as foundation of market presence

2

Industrial Sector

High potential for Key Account clients and bulk procurement

3x

Leasing Advantage

Higher daily sales with flexible leasing vs. sales-based approach

Based on our Q1 2025 market insights for the MT1, we recommend focusing on warehousing as the largest market segment, while recognizing the industrial sector's potential for key accounts. Logistics centers demonstrate higher potential for bulk procurement.

Distributors adopting flexible leasing models see approximately three times higher daily sales compared to those using sales-based approaches. The MT1's strong performance and minimal maintenance requirements make it particularly well-suited for leasing models.

Future Insights & Closing



Q1 2025 Report

Current market insights
and client feedback



Business Models

Upcoming analysis of
globally recognized
approaches



Client Insights

Future detailed case
studies and success
stories



Growth Strategies

Targeted
recommendations for
market expansion

We will continue to present insights into MT1's globally recognized business models and more valuable client insights in future reports. These upcoming analyses will provide even deeper understanding of market opportunities and successful implementation strategies. We have also attached existing case videos for your reference (please note that the videos are for internal study only and cannot be shared) .

Thank you for your partnership and commitment to the PUDU Commercial Cleaning Robot Team. We wish you great success in leveraging these insights to grow your business and serve your clients effectively.

Yours Sincerely,

PUDU Commercial Cleaning Robot Team