
alma
AI platform for mental, physical and emotional well-being
inrobics



© 2025 - Inrobics | Private & Confidential



The new way to care, learn and accompany

By Inrobics®

© 2025 - Inrobics | Private & Confidential

Market Opportunity

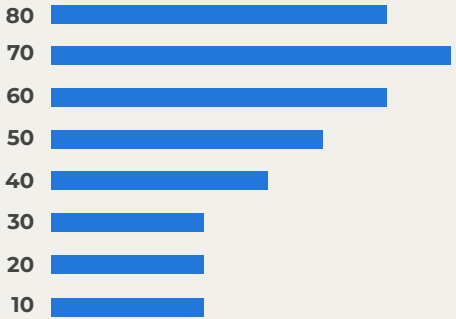
With aging populations, lack of professionals and over 50% unmet rehab needs, the demand for scalable AI care solutions is a massive global opportunity

© 2025 - Inrobics | Private & Confidential

Market Opportunity

Demographic Tailwind

Population Aging



Structural Bottleneck

<10

qualified professionals per 1MM habitants.

Lack of qualified health care resources and professionals to meet this demand

Unserved Market

>50%

of people do not receive the rehabilitation services they require

© 2025 - Inrobics | Private & Confidential

Market Opportunity

>200M people in need of care that never arrives

€700.000M

Healthcare expenditure impact
(yearly)

82%

Savings through Inrobics adoption
(yearly)

© 2025 - Inrobics | Private & Confidential

Our Solution

Alma® it’s a modular assistive AI that adapts, accompanies, and stimulates. It lives in robots, tablets or any interface

© 2025 - Inrobics | Private & Confidential

Our in-house technology

alma

A proprietary AI platform for mental, physical, and emotional well-being

AI

NLP Modules
Generative AI

Conversational

Machine Learning

User Adaptation

Adaptive Decision Making

Autonomy

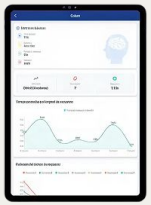
Modular multimodal interaction system, agnostic to third-party technologies

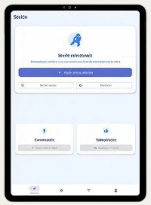






Inrobics APP





© 2025 - Inrobics | Private & Confidential

Our Verticals

Different segments, one mission: enhancing human potential with assistive AI

© 2025 - Inrobics | Private & Confidential

Our Verticals

Rehabilitation

Health

↓

Personalized physical and cognitive training, continuous clinical and home support

Education

↓

Motivational companion, enhancer of social skills, innovative learning experiences

Elder Care

Aging

↓

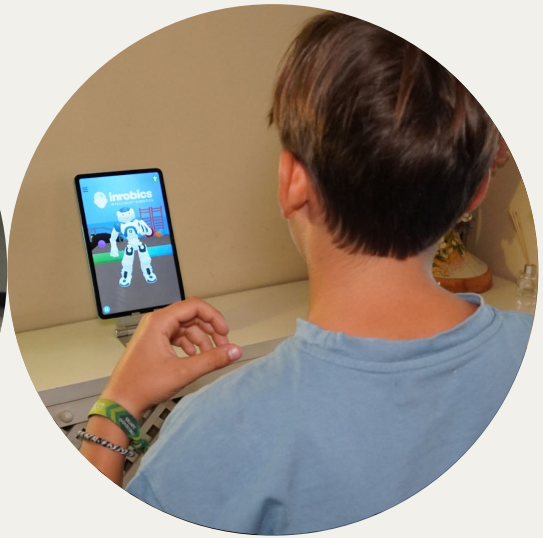
Cognitive stimulation, daily support, safety, and emotional well-being

© 2025 - Inrobics | Private & Confidential

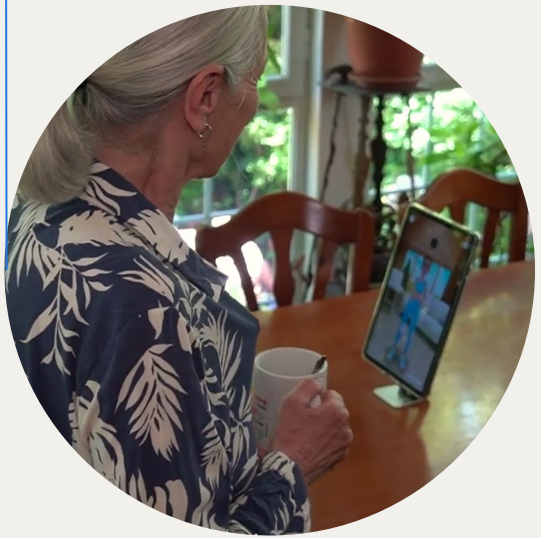
Our Verticals

Rehabilitation





Elder Care



© 2025 - Inrobics | Private & Confidential

Product Portfolio

A portfolio designed to motivate, accompany, and stimulate.
Solutions built for every stage of care

© 2025 - Inrobics | Private & Confidential

Rehabilitation

An AI-powered robotic solution for physical and cognitive rehab—proven to reinforce therapy and reduce professional workload

© 2025 - Inrobics | Private & Confidential

Target Persona



Álvaro
A child with a physical disability

- 8 years old
- Spinal Muscular Atrophy
- Energetic and charismatic



Sofía
A girl with special educational needs

- 10 years old
- ADHD
- Creative, easily distracted



Pedro
A man with reduced mobility

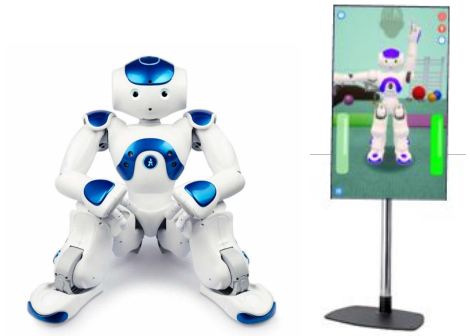
- 37 years old
- Spinal cord injury
- Disciplined and resilient

© 2025 - Inrobics | Private & Confidential

Rehabilitation Portfolio

For Centers

A social robot to boost adherence and quality in rehab processes



Analytics System

To empower clinicians with real-time patient insights, track progress, and make informed decisions

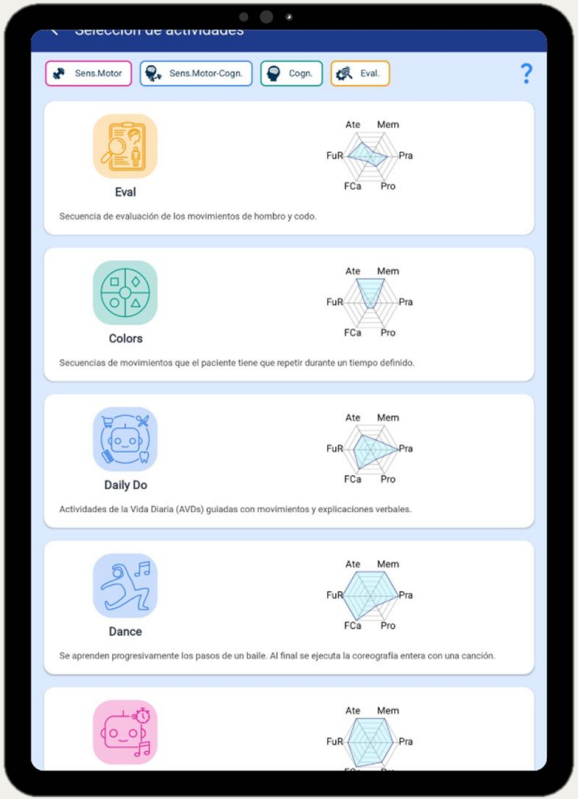
For Home

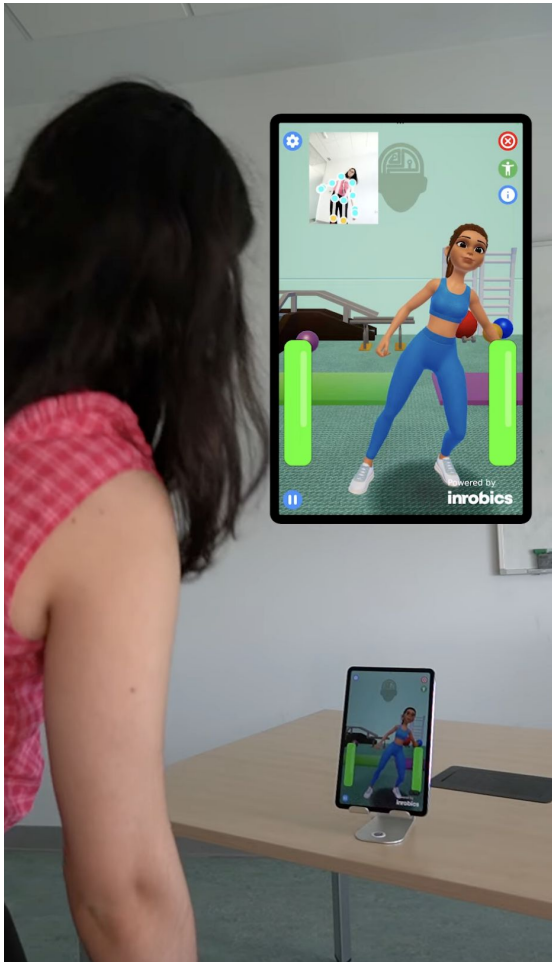
A virtual companion to ensure access and reinforce training



© 2025 - Inrobics | Private & Confidential







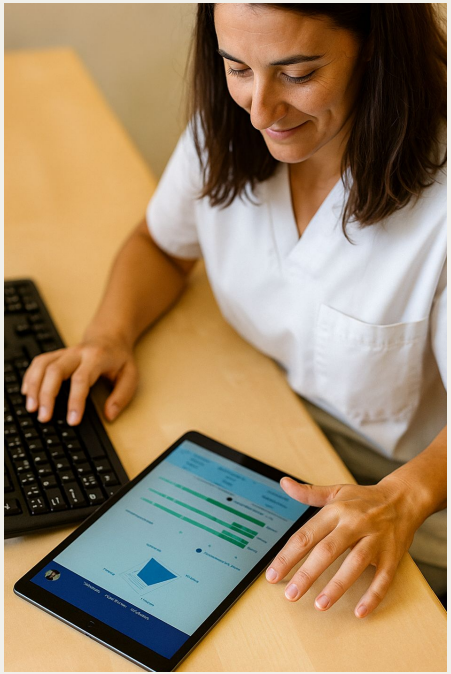
© 2025 - Inrobics | Private & Confidential

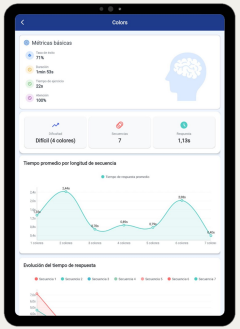
Analytics & Monitoring System

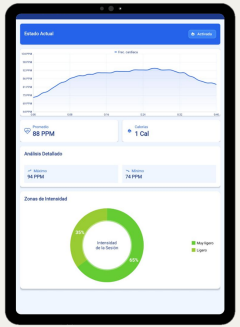
Sensorimotor skills

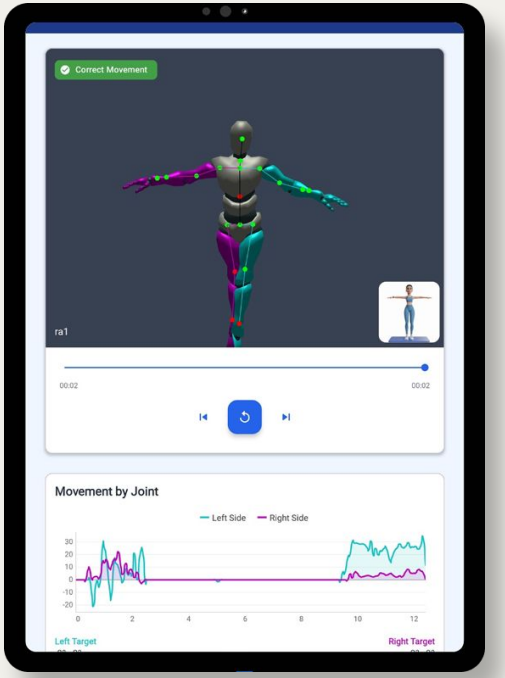
Cognitive capabilities

Psychosocial aspects









© 2025 - Inrobics | Private & Confidential







© 2025 - Inrobics | Private & Confidential



© 2025 - Inrobics | Private & Confidential

Elder Care

An integrated solution that connects and supports older adults, families, and professionals, stimulating activity and detecting early signs of decline.

© 2025 - Inrobics | Private & Confidential

Target Persona

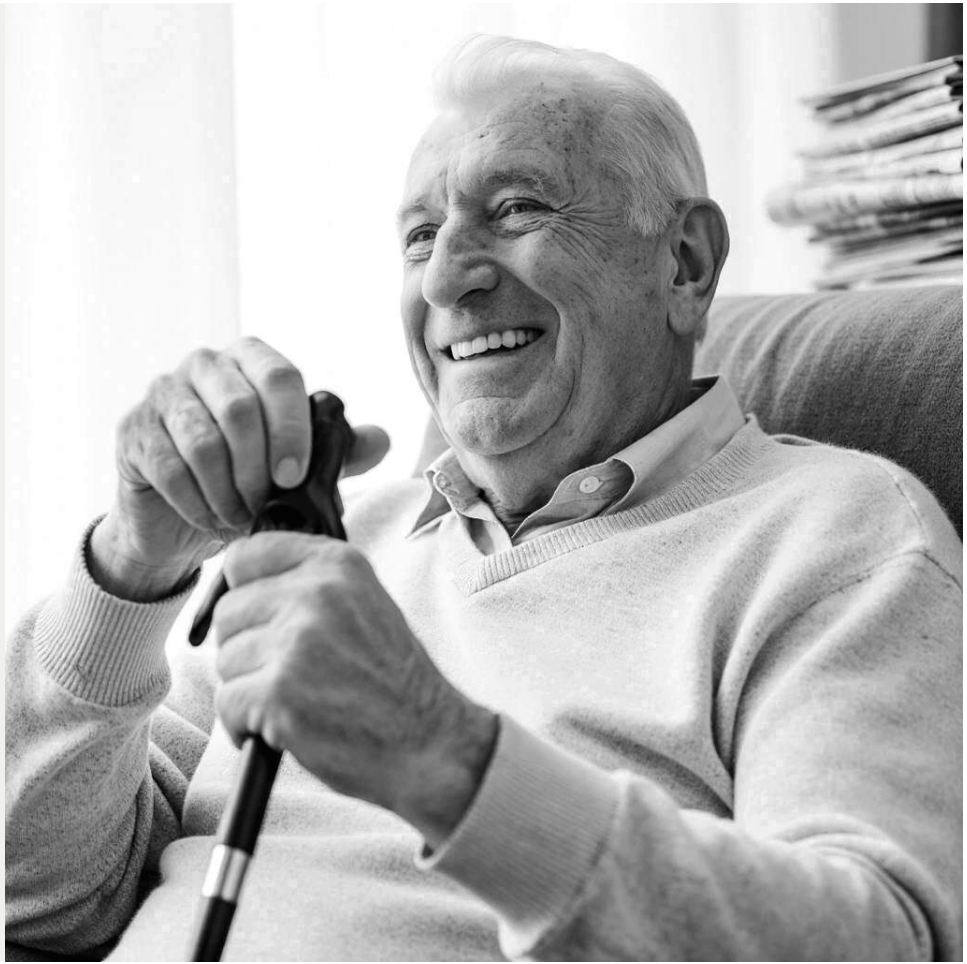
Fernando

A grandpa with a sedentary lifestyle

- 85 years old
- Arthrosis and memory loss
- Low-level of activity in daily life

> “Often, the real choice isn’t between a human and AI—it’s between AI or no one at all”

And in that silence, alma® can accompany, comfort, and even heal



© 2025 - Inrobics | Private & Confidential

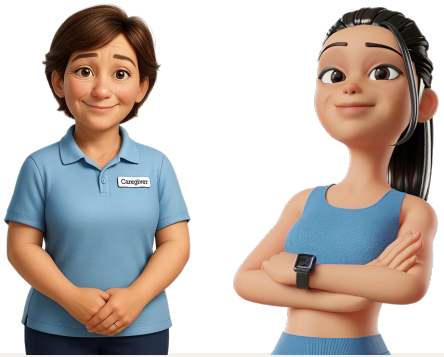
Elder Care Portfolio

Relatives

Always connected to your loved one's well-being, bringing peace of mind to families and caregivers

For Home Care

A virtual assistant that promotes health, autonomy and connection

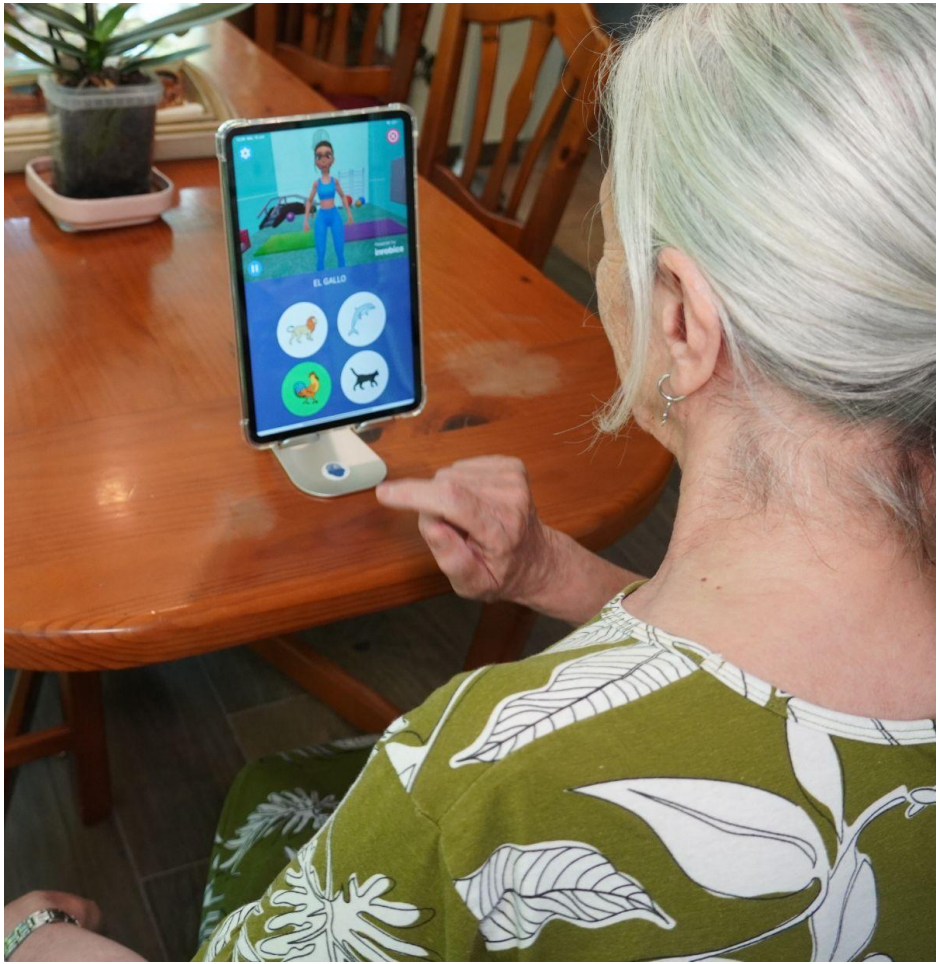


Professionals

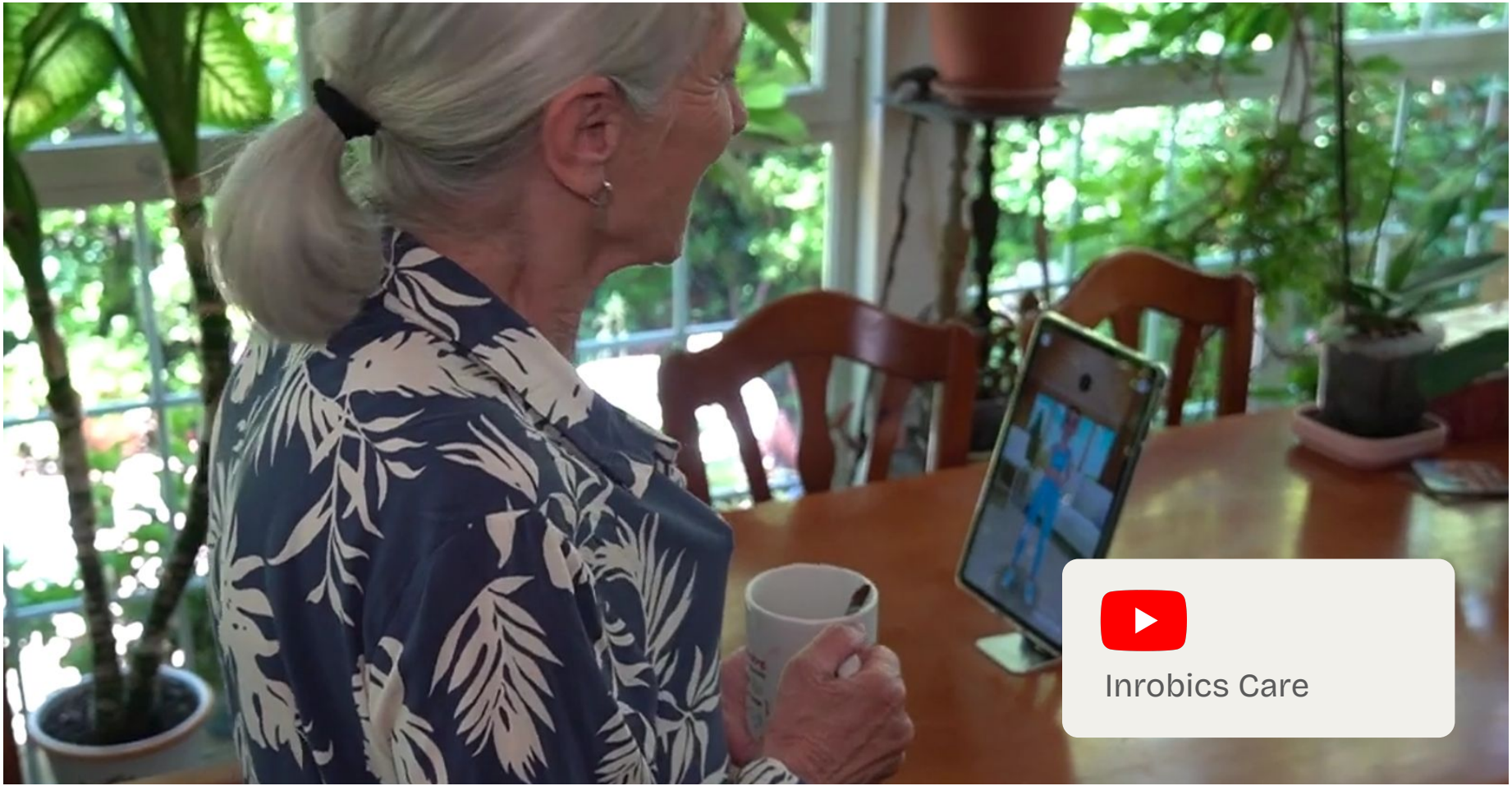
Connecting professionals and older adults through data-driven insights and personalized guidance

© 2025 - Inrobics | Private & Confidential





© 2025 - Inrobics | Private & Confidential



© 2025 - Inrobics | Private & Confidential

Traction & Validation

From healthcare centers to homes, Inrobics is already improving lives—validated, certified and generating revenue

© 2025 - Inrobics | Private & Confidential

Validated and Implemented Solution

We are deployed in 20 centers

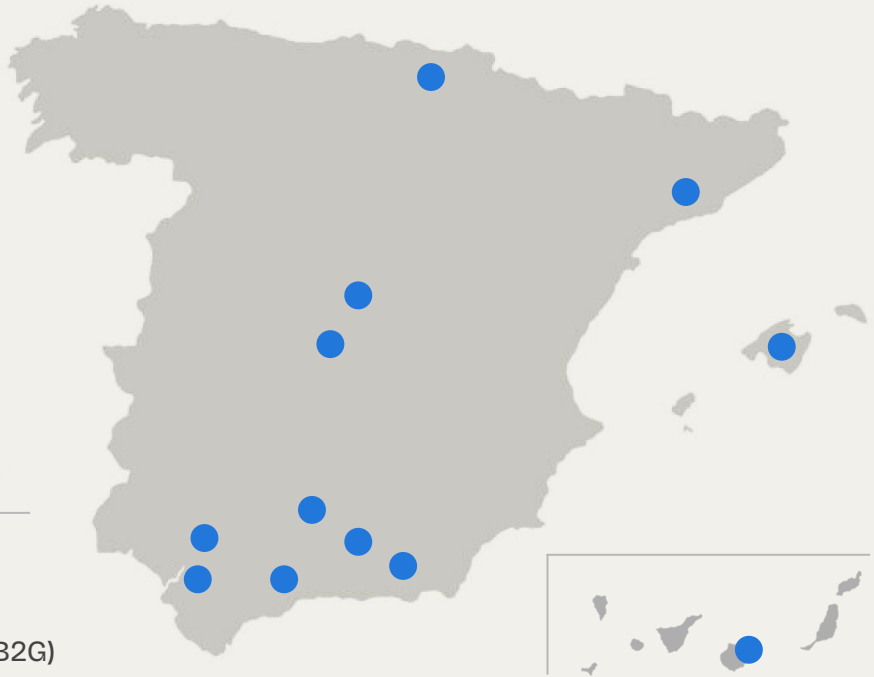
Public and Private Hospitals
Early Intervention Centers
Nursing Homes

1K+

Impacted users

500K+

revenue to date (B2B, B2B2C, B2G)



Hospital San Juan de Dios Sevilla

Hospital Nacional de Parapléjicos Toledo

SaludMadrid Comunidad de Madrid — Hospital Infantil Universitario Niño Jesús

El Saliente — Asociación de Personas con Discapacidad

Comunidad de Madrid

© 2025 - Inrobics | Private & Confidential

Expanding Inrobics Worldwide

3

International centers:

Finland
Czech Republic
Canada

4

International pilots

10

Available languages

6

Authorized distributors



© 2025 - Inrobics | Private & Confidential

Certified and Safe Technology

UNE623042007/A1
Medical Device Software Lifecycle Processes

CEReg. 2021/777
Medical Devices Regulation

ISO13485: 2016
Medical Device Quality Management

GDPREU 2016/679
General Data Protection Regulation

© 2025 - Inrobics | Private & Confidential

Real Impact

The true impact of Inrobics lies in enhancing patient outcomes, boosting engagement, and improving quality of life, while creating scalable value

© 2025 - Inrobics | Private & Confidential

Impact Metrics

3x more therapy intensity

100%
Remote and safe access

+90%
Workload reduction for professionals

+95%
Adherence and motivation

© 2025 - Inrobics | Private & Confidential

Testimonials

Parent



"It helps my son feel more motivated to continue his therapies"

© 2025 - Inrobics | Private & Confidential

Testimonials

Clinician

"We can reach more patients with the same resources"



© 2025 - Inrobics | Private & Confidential

Testimonials

Elderly user

"I feel accompanied and more active in my daily life"



© 2025 - Inrobics | Private & Confidential

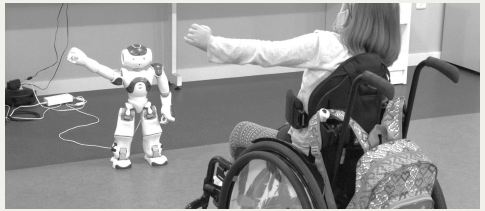
Improving our Clinical Achievements

Continuously enhancing our clinical achievements, moving towards Class IIa with validation underway

© 2025 - Inrobics | Private & Confidential

Enhancing our Clinical Impact

Multicenter Clinical Study



Validate public health utility, cost-effectiveness, and improve scientific evidence in clinical and home settings.

HOSPITAL NACIONAL DE PARAPLÉJICOS Toledo

SaludMadrid Hospital Infantil Universitario Niño Jesús
Comunidad de Madrid

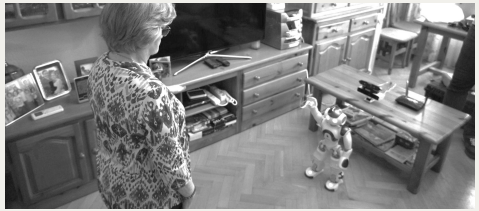
Project with Cruz Roja



Assess the impact in prevention of functional decline in hospitalized fragile elderly people.

SaludMadrid Hospital Central de la Cruz Roja San José y Santa Adela

Project with McGill



Evaluate the effectiveness at improving mental health and social well-being for older adults in Canadian assistive living facilities.

McGill

© 2025 - Inrobics | Private & Confidential

Our Key Opinion Leaders

Pediatrics



Dra. Elisa López Dolado

Medical Specialist in Rehabilitation, and Pediatric Spinal Cord Injury.

European Reference Public Hospital for Spinal Cord Injury



Dr. Serafin Rodriguez

Medical Specialist, associated to the Children's Rehabilitation service.

State Reference Public Children's Hospital



Dra. Rocío Carrasco

Managing Coordinator. Early Care Service.

State Reference Private Hospital for Early Intervention

Geriatrics



Dr. Javier Gómez Pavón

Head of the Geriatrics Service and the Palliative Care Unit at the Cruz Roja University Hospital.

The Red Cross is a humanitarian organization that supports elderly care



Ms. Sofía Santos Nunes

Neuropsychologist and Project Officer at Social Services Europe. Researcher at McGill University, Canada.

A leading university in the evaluation of technologies for geriatric care

© 2025 - Inrobics | Private & Confidential

What Makes Us Different

A unique approach that turns innovative technology into practical, adaptable solutions for real-world healthcare challenges

© 2025 - Inrobics | Private & Confidential

What Makes Us Different

Ai

AI-centered, not hardware dependent



Modular, scalable and embeddable in multiple devices



Personalized care for any patient in any setting



Data-driven and meaningful decision making



Scientific know-how, supported by solid clinical evidence

© 2025 - Inrobics | Private & Confidential

A Visionary Team

Spin-off of the UC3M led by a senior multidisciplinary team with proven expertise in AI, robotics, business development, clinical validation and regulatory compliance

+10 years
of research

€1.5M
public funding

Motivated
Qualified
Innovative

© 2025 - Inrobics | Private & Confidential

Founders



José Carlos Pulido
CEO and Co-Founder

Ph.D. in Computer Science

MBA in Digital Health.
Postdoc at University of Southern California. Human robot interaction, AI and e-Health.



José Carlos González
CTO and Co-Founder

Ph.D. in Computer Science

Postdoctoral stay at Carnegie Mellon University
Robotic architectures and back end processes expert



Fernando Fernández
CSO and Co-Founder

Ph.D. in Computer Science

Faculty of the Computer Science Dept. at UC3M
20+ years leading AI and robotics R&D projects

© 2025 - Inrobics | Private & Confidential

Team

A senior, multidisciplinary team with proven execution in AI, robotics, clinical validation and regulation.

Management

José Carlos Pulido
CEO/ Founder

José Carlos González
CTO / Founder

Research and Development

Fernando Fernández
CSO / Founder

Carmen Díaz
HRI Engineer

Clinical and Regulatory

Fuensanta García
Clinical Advisor
Quality & Reg.

Irene Domínguez
OT & Clinical Advisor

Software development

María Almeida
Robotics Engineer

Víctor Cereijo
Data Engineer

Raúl Agreda
RV Designer

Rodrigo Romero
IT Solutions Engineer

Business, Marketing & Sales

Tania Tejada
Business Development & Internationalization

Ana Moreno
Sales & Operations

Ana Albendea
Marketing & Communications

© 2025 - Inrobics | Private & Confidential



© 2025 - Inrobics | Private & Confidential

Strategic Partnerships

Collaborative approach to ensure Inrobics solutions reach the right markets, faster and more effectively

© 2025 - Inrobics | Private & Confidential

Strategic Partners

Healthcare Providers

serveo

Clece

ILUNION

Vitalia

Public Administration

Comunidad de Madrid

Gipuzkoako Foru Aldundia
Diputación Foral de Gipuzkoa

EDIH
European Digital Innovation Hubs Network

IT Providers

Telefónica

inetum

© 2025 - Inrobics | Private & Confidential

Teaming up with Strategic IT Partners

Telefónica

Introduce Inrobics® digital and physical solutions into the public sector



© 2025 - Inrobics | Private & Confidential

Growth & Profitability Outlook

The business potential and sustainable path to profitability

© 2025 - Inrobics | Private & Confidential

Entering the Education Sector

Special Education Rollout (B2G)

Rolling out Inrobics Educa, in schools and special education, in the Community of Madrid.

MRR Phase 1: +€11.000

MRR Phase 2: +€48.000

Up to 50 centers

82% SaaS SW (MRR 48K €) - 18% HW (OTP 500K €)

2026-30

EDIH
European Digital Innovation Hub
Madrid Region

Comunidad de Madrid



© 2025 - Inrobics | Private & Confidential



Entering the Senior Living Sector

Deployment in Nursing Homes (B2B)

Large-scale deployment across Vitalia, a leading nursing home group, rolling out services across multiple facilities.

MRR: +€42.000

Up to 60 centers

70% SaaS SW (MRR 42K €) - 30% HW (OTP 600K €)

2026-29

Vitalia

© 2025 - Inrobics | Private & Confidential

Entering the Home Care Sector

Tele-rehab for Elderly (B2B2G)

Tele-rehabilitation for elderly, providing at-home care by four nursing home groups.

MRR Phase 1: +€15.000

MRR Phase 2: +€350.000

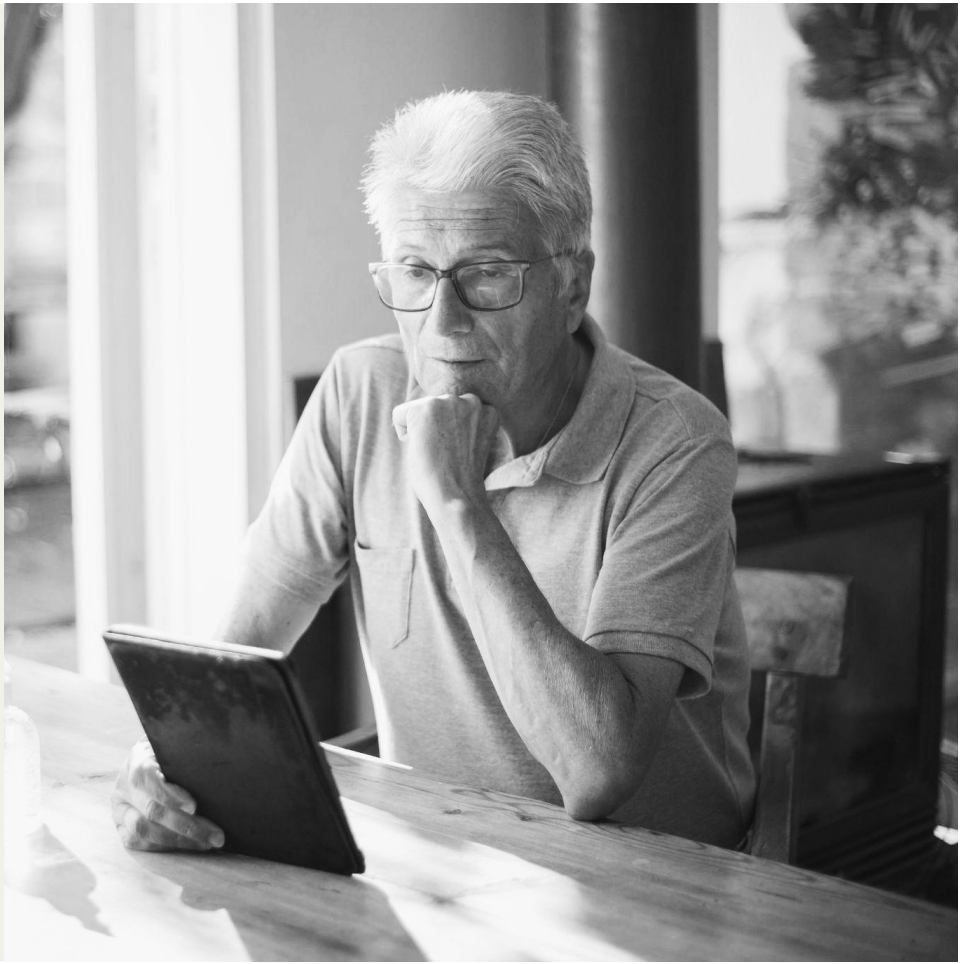
Up to 50K users

100% SaaS SW (MRR 350K €)

2026-30

Telefónica | MADRID

*HC Providers: Serveo, Clece, Asispa and Domus Vi



© 2025 - Inrobics | Private & Confidential

Top-tier sales contracts 2026-2028

Schools/Education Rollout

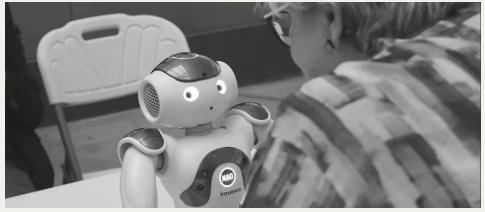


Rolling out Inrobics Educa, in schools and special education, in the Community of Madrid.

MRR Phase 1: +€11.000
MRR Phase 2: +€48.000

Comunidad de Madrid

Deployment in Nursing Homes



Large-scale deployment across Vitalia, a leading nursing home group, rolling out services across multiple facilities.

MRR: +€42.000

Vitalia

Tele-rehab for Elderly



Tele-rehabilitation for elderly, providing at-home care by four nursing home groups.

MRR Phase 1: +€15.000
MRR Phase 2: +€350.000

MADRID | Telefónica

© 2025 - Inrobics | Private & Confidential

Pipeline

€13.1M opportunities in current pipeline

In conversation

Generalitat de Catalunya · valdeluz mayores · Los Nogales Centros Sociosanitarios · Federación Nacional aspaym · LASALLE IRF · +15

€2M

Proposal

Hospital Universitario 12 de Octubre · Vitalia · Clece · serveo · Telefónica · EDIH European Digital Innovation Hubs Network · +13

€10.2M

Invoicing

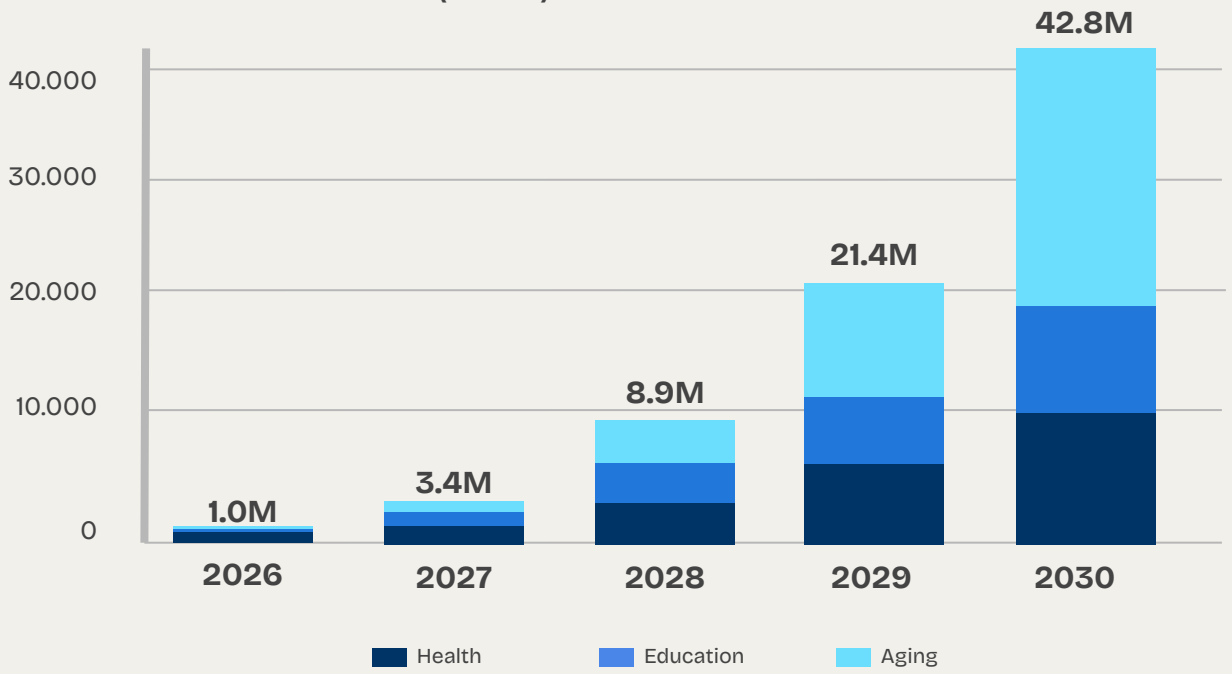
Comunidad de Madrid · ILUNION · MADRID · Excmo. Ayuntamiento de San Cristóbal de La Laguna · ADIN BERRI · +11

€840K

© 2025 - Inrobics | Private & Confidential

Our Forecast

YoY Sales Performance (kEUR)



€42M
2030

85%
Margin

© 2025 - Inrobics | Private & Confidential

Round

We are raising €500K to accelerate growth and meet the strong demand from contracts and opportunities already on the table

© 2025 - Inrobics | Private & Confidential

Seed Round Funding Opportunity

We seek €500K



Seed, Pre-Serie A
70% already committed by current investors

GROW Venture Partners

© 2025 - Inrobics | Private & Confidential

alma

Technology that **cares**

José Carlos Pulido
Founder & CEO
jcpulido@inrobics.com

inrobics

www.inrobics.com

© 2025 - Inrobics | Private & Confidential