EYTOS

" Expert knowledge in the eye of the beholder "

DAILY NEWS

Word • Business • Finance • Lifestyle • Travel • Sport • Weather

" Experienced people are hard to capture. "

Fleury Michon
Maison Familiale & Vendéenne depuis 1905

" We don't have the time to train young people. "

William SAURIN

" Training tools are incomplete. "

vallourec

An aging industry

Retirement of older workers threatens **transmission of expertise**

Between 2017 and 2022, the number of vacant industrial jobs **tripled** to around 60,000.

Industry faces a **shortage** of qualified technicians

Between 20 and 25% of France's strategic industrial knowledge and know-how could be at risk.
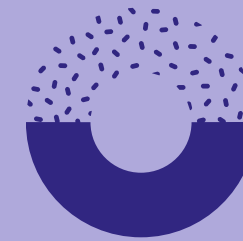
41% drop in the industrial workforce by 2030.
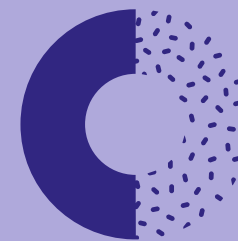
A commitment to reindustrialization

Since 2021, France has implemented a proactive reindustrialization policy, notably through the France Relance and France 2030 programs.
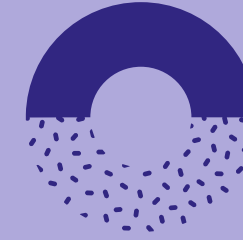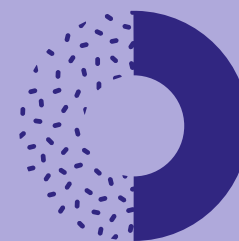
Additional public and private investment of 98 billion euros in production facilities by 2030

Plans to create more than 430,000 direct and indirect industrial jobs

Nearly 300 new plants have been set up in France

Accelerating training for the "professions of the future", with an investment of 700 million euros

Unattractive solutions

50% evaporation rate in industrial training*

*DARES 2023

The cost of a poorly trained employee ranges from €45,000 to €100,000*

*CABINET HAYS

Training organizations
- High cost
- Availability / Lead times
- Predefined programs

LMS
- Passive learning
- Lack of practice
- Lack of monitoring and evaluation
- Limited commitment

Internal training
- Work overload / Loss of profits
- Variable quality
- Limited resources

Discover **EYTOS** : A **versatile** tool, a **complete** platform
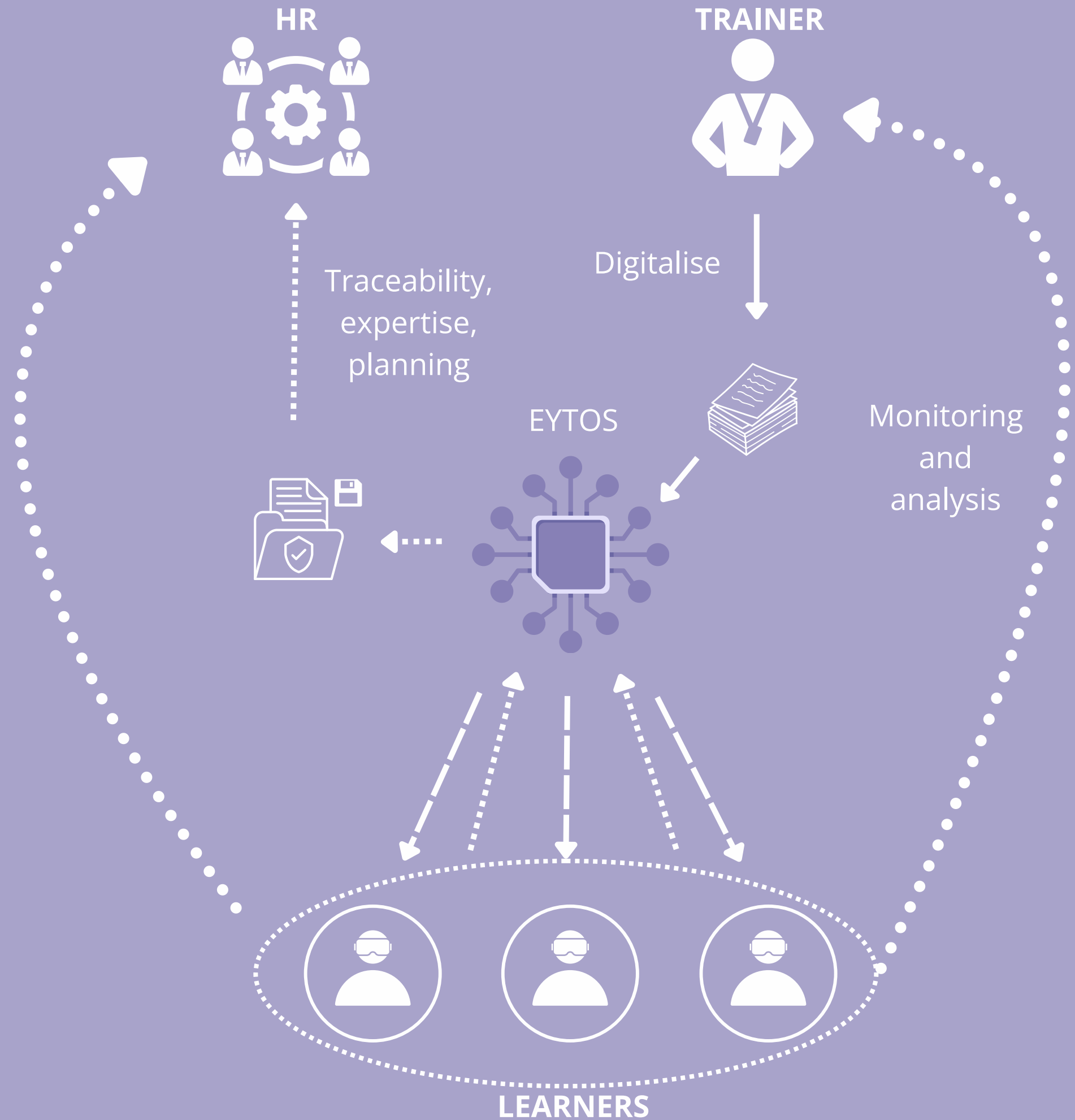
HR

TRAINER

Traceability, expertise, planning

Digitalise

EYTOS

Performances, DATA, KPI

Monitoring and analysis

LEARNERS
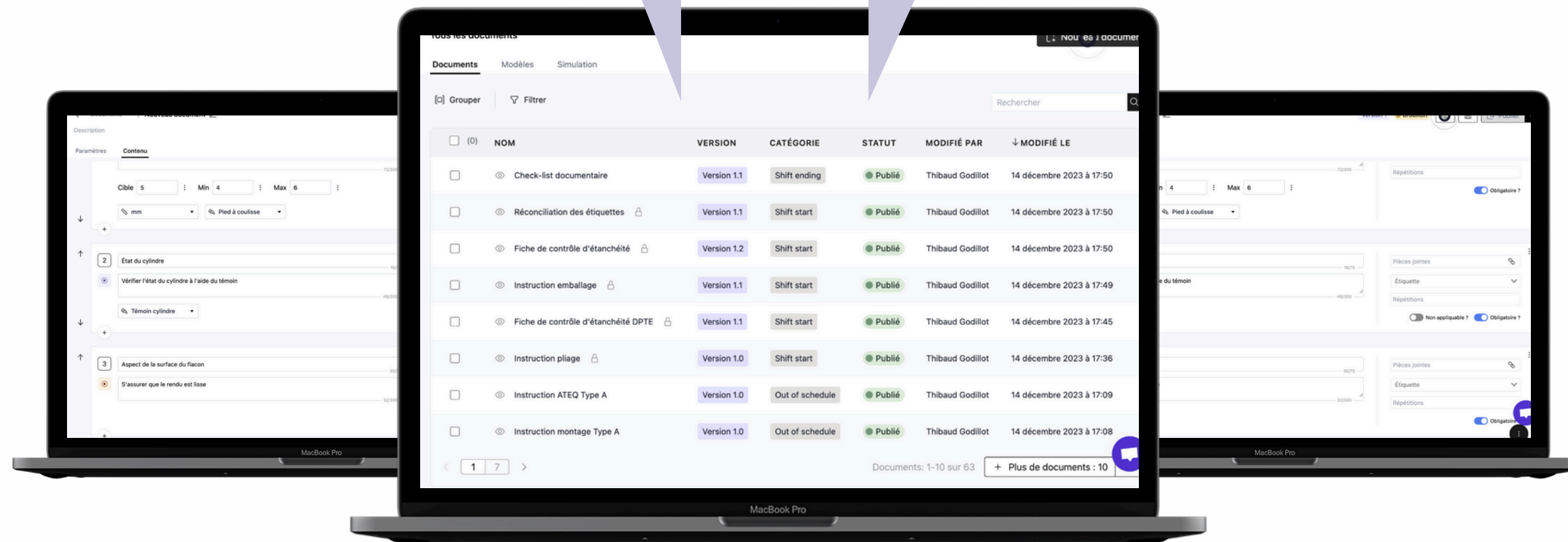
HR Management

Training management

Error tracking and analysis

Deployment and supervision

Transmission and digitalization of knowledge

Creation of training courses and digital content
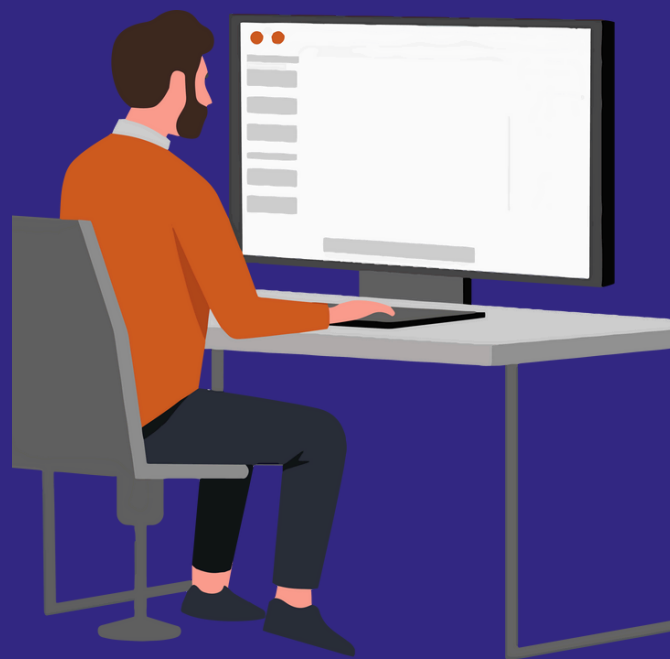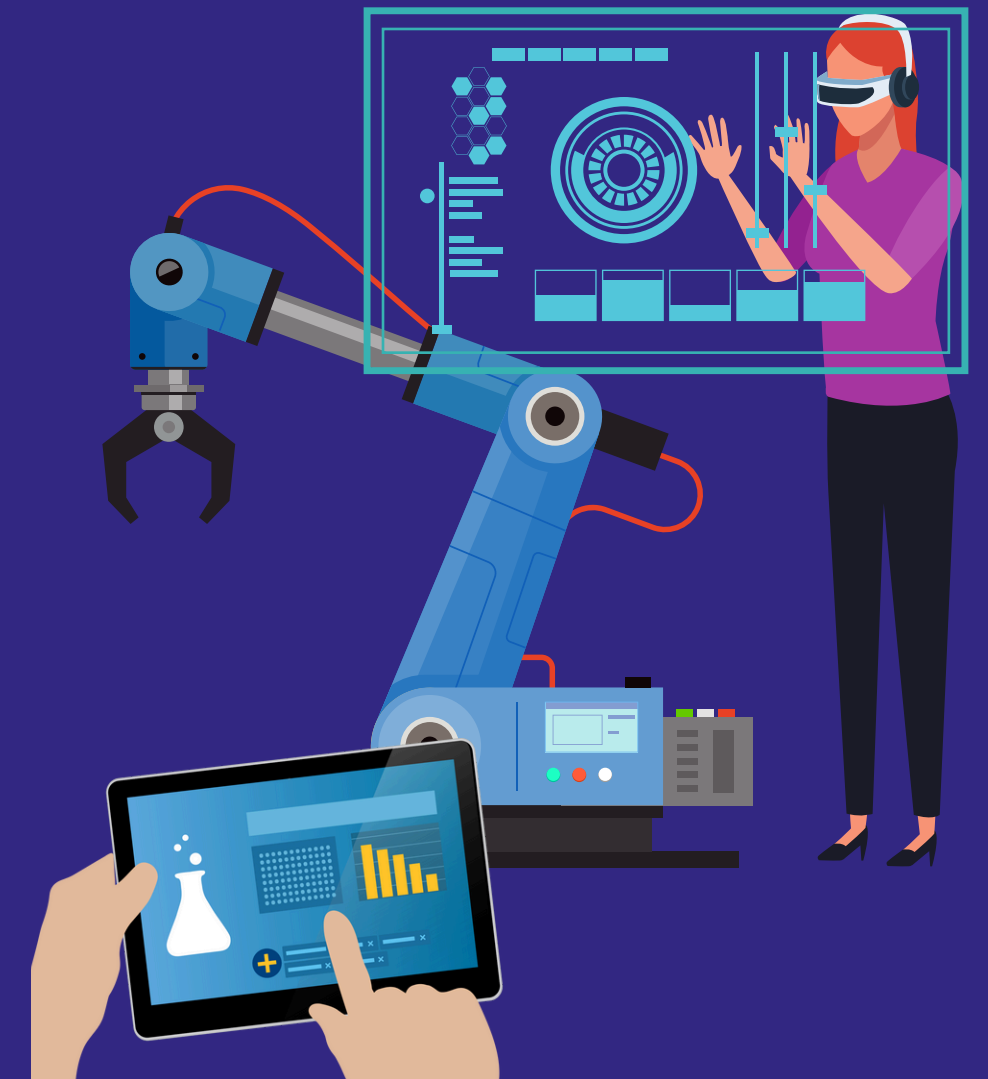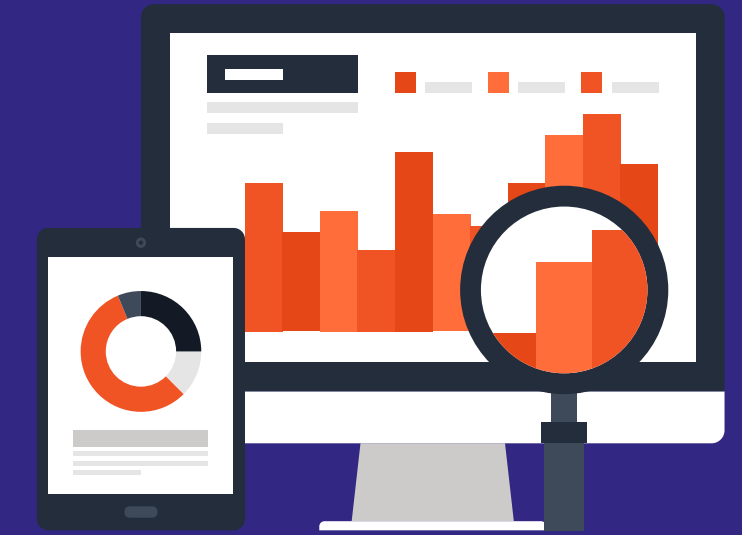
Practicing for better Learning

EYTOS is also an **augmented reality** and **mixed reality** software solution for training and guiding operators in complex operations.

Active Learning

Adapted to **all sectors**, our **mixed reality** module can be used to **create and simulate** any type of **scenario** that the learner will be confronted with.
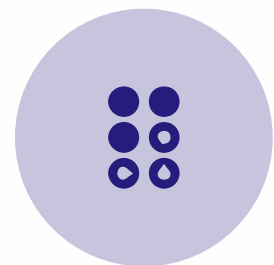
Autonomy

Thanks to mixed reality, **learners** can **practice** their **training** even without a **trainer**.

A solution that goes further than an LMS

LMS
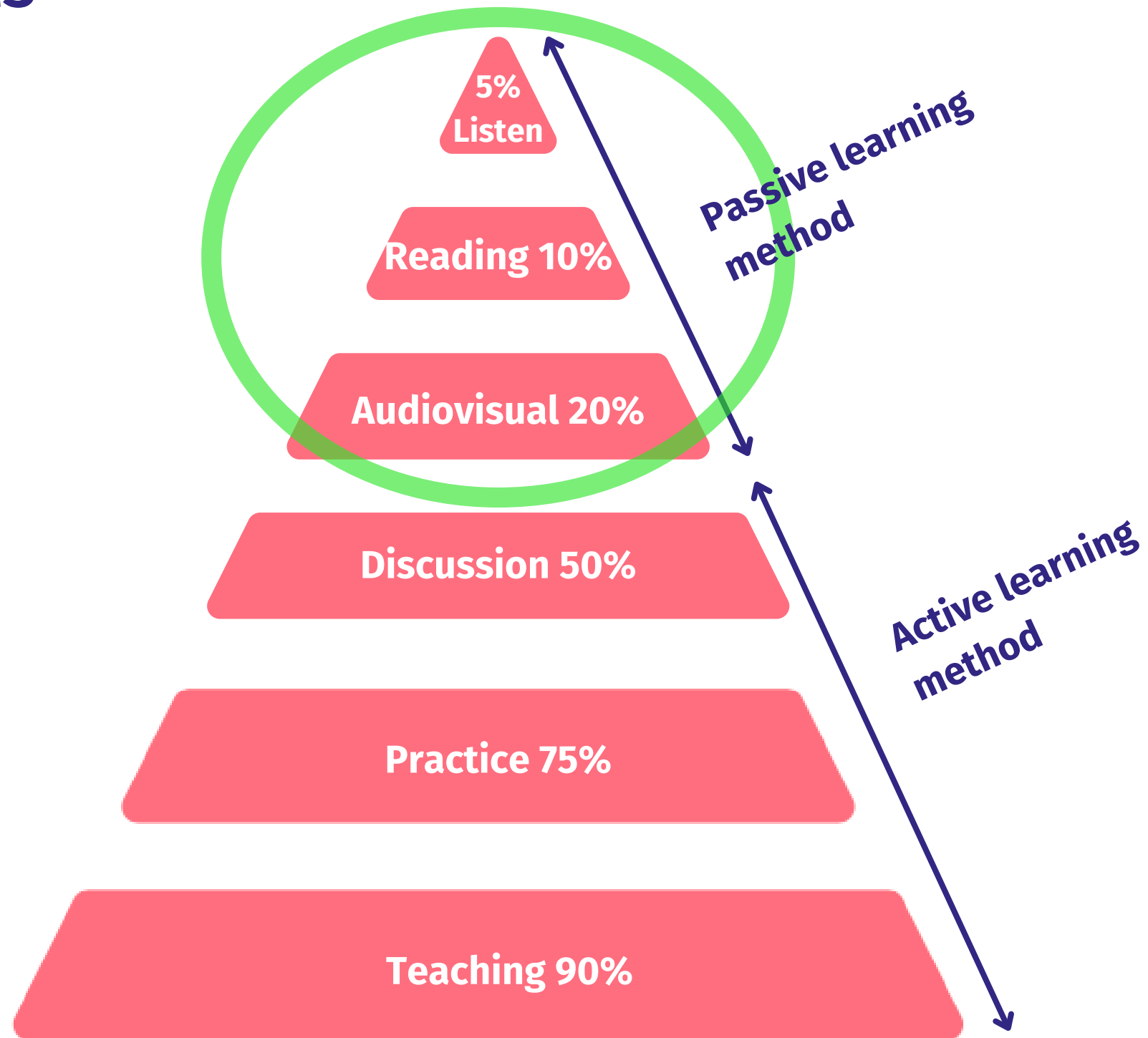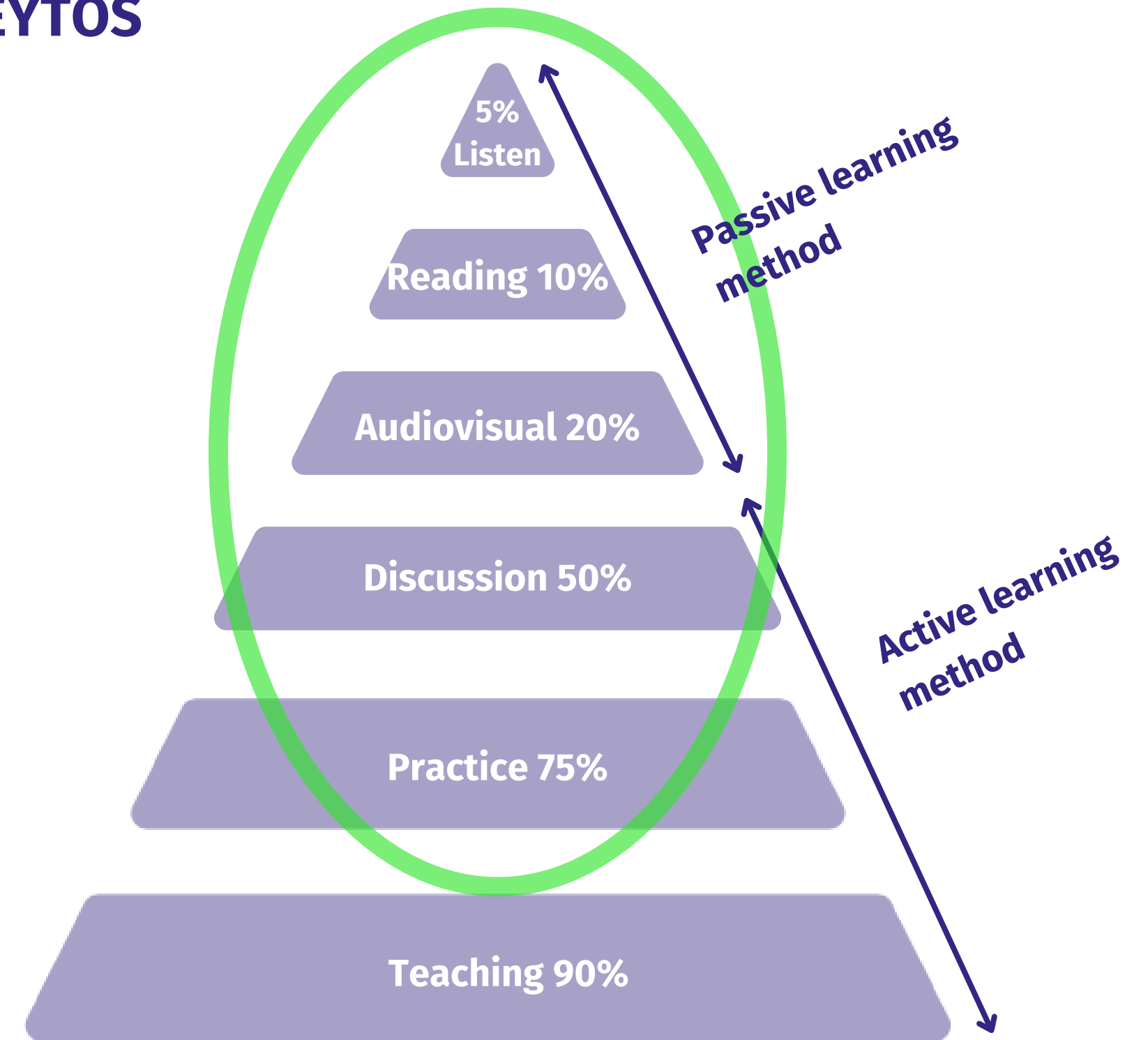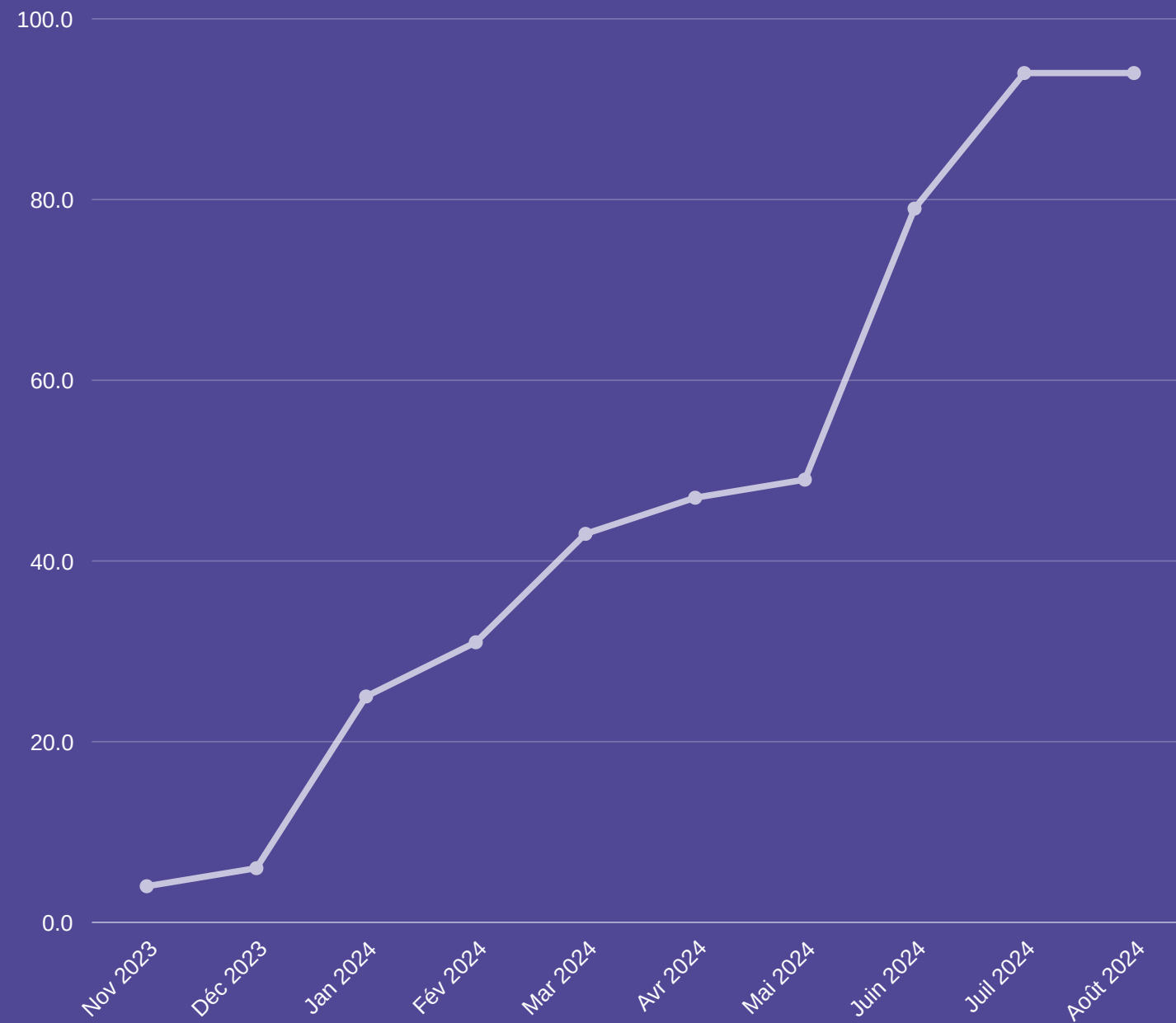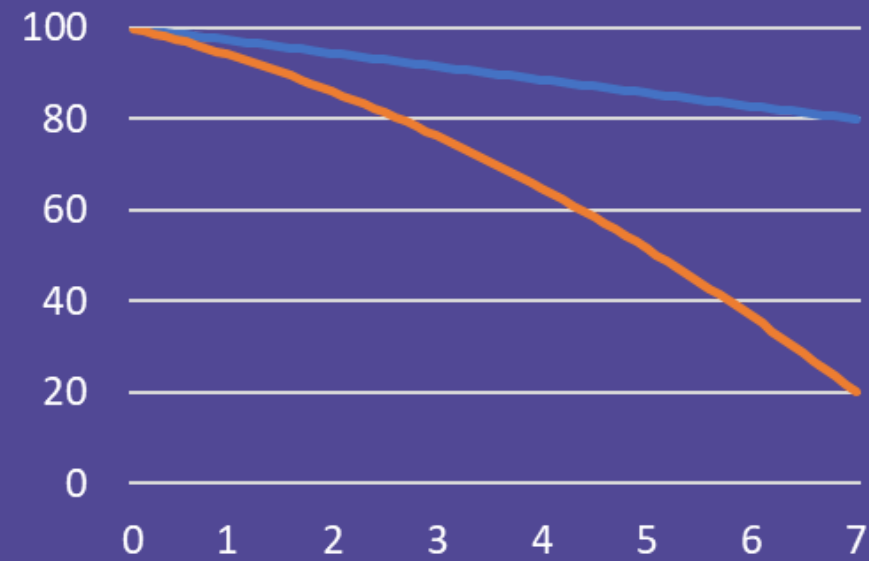
- 5% Listen
- Reading 10%
- Audiovisual 20%
- Discussion 50%
- Practice 75%
- Teaching 90%

Passive learning method

Active learning method

EYTOS

- 5% Listen
- Reading 10%
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Passive learning method

Active learning method
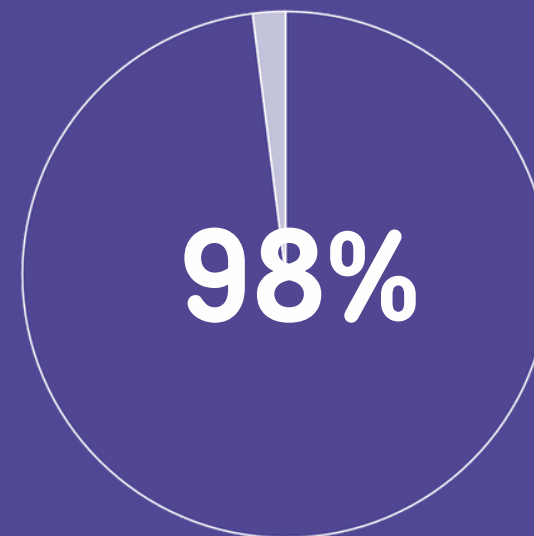
	Eytos Light Starting from **€200**/month	Pack Starter (2 à 8 weeks)	Eytos Premium **On request**
Digitalization and content creation	√	√	
Supervision and management of ancillary documents	√	√	
Light scenario sequence (web version)	√	√	
Real-time error management, monitoring, analysis and reporting	√	√	
Advanced search and mapping of skills and authorizations	√	√	
Schedule management and supervision of notifications, skill expiration alerts and authorizations	√	√	
Advanced scenario sequence (embedded version)	X	√	
Native embedded applications: iOS, Android, Apple Vision Pro Meta Quest 3, Hololens 2, Magic leap 2	X	√	
Supervision and management of media, spatial anchors and 3D objects	X	√	
Advanced search and mapping of skills and authorizations	X	√	
Creating and running a virtual twin scenario	X	√	
Manage and add digital content and assets to the shared virtual environment	X	√	

Corporate LMS market

+26.32%

Annual market growth rate

$135.5B

$10.37B

2023

2032

Trends

+30.6%

Demand for "mobile" solutions

+42.9%

AR/VR solution request
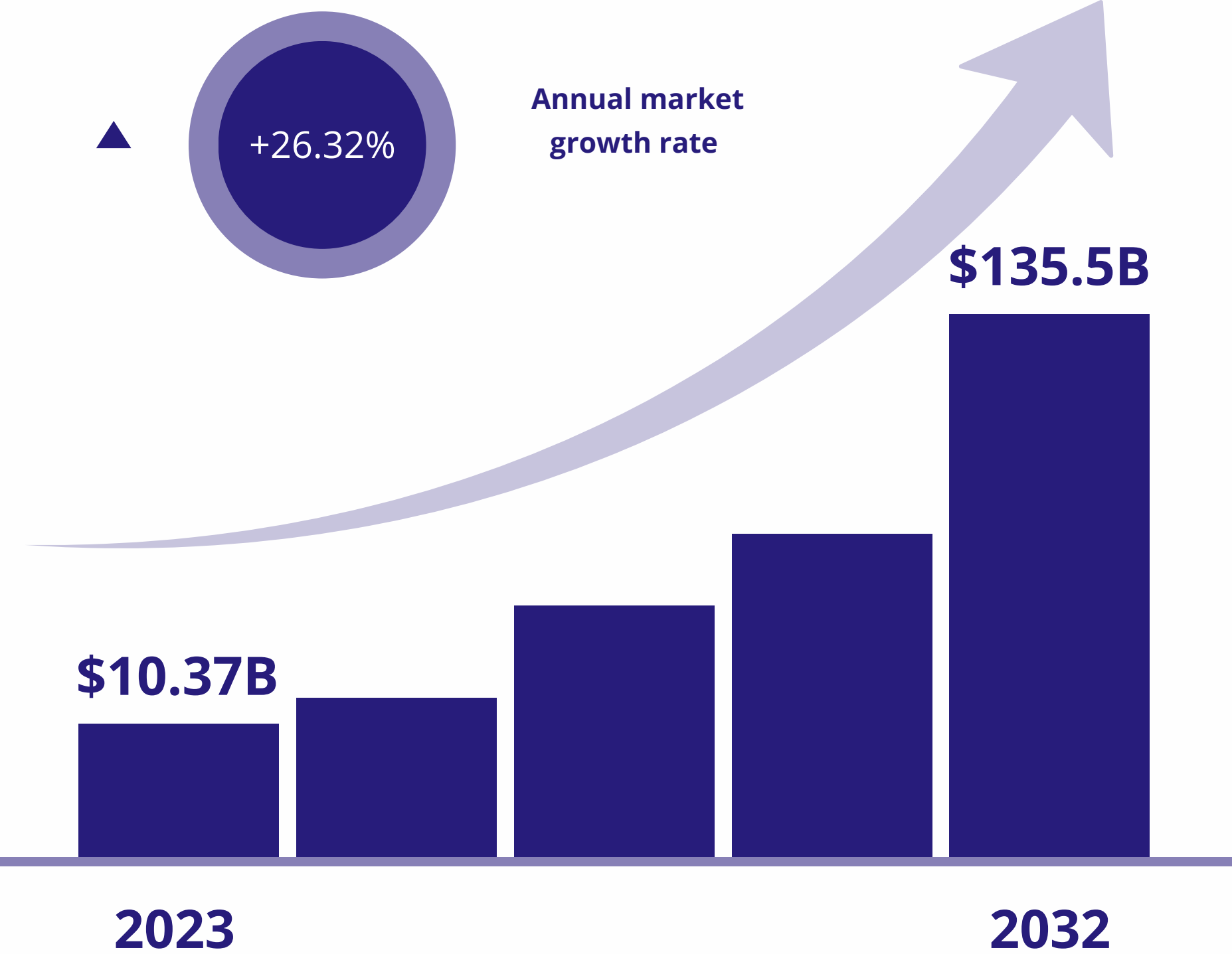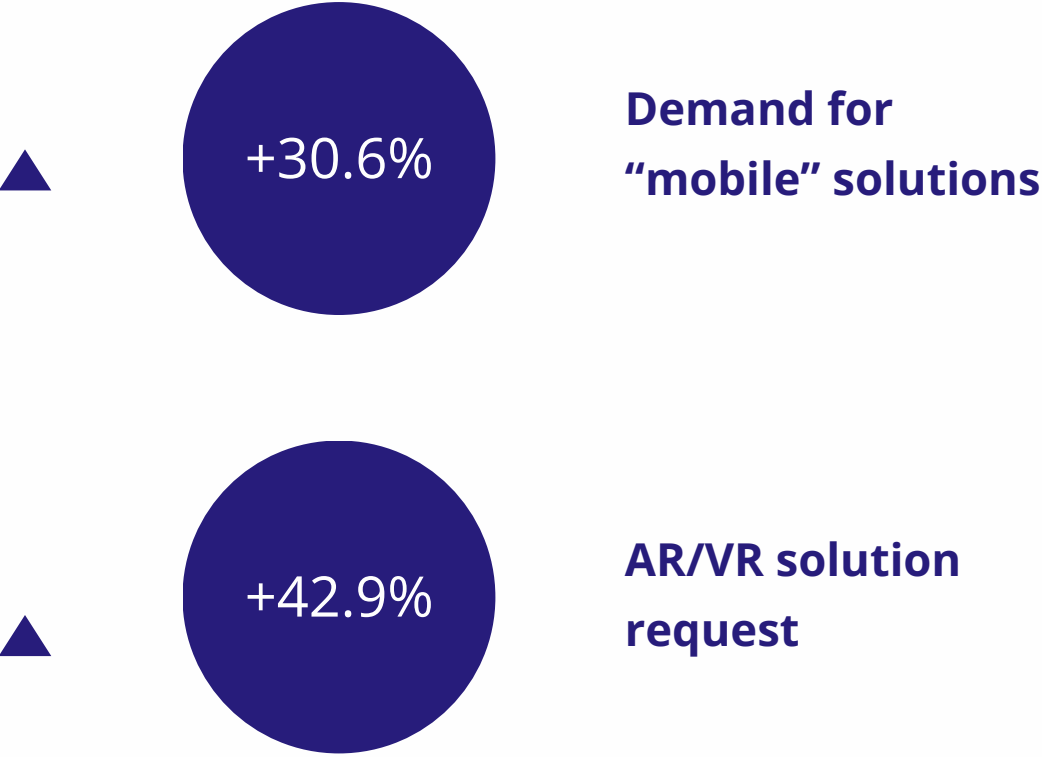
A SECTOR WITH A BRIGHT FUTURE

Michael Abrash
N°2 of Meta, Scientific Director

Facebook connect 2020

Qualcomm

Google   SAMSUNG

CNBC

These three recently announced their partnership on a new project to develop AR Smart glasses.

Human-oriented Computing

1957   1971   2007   Today

Product Performance

First Great Wave

Second Great Wave

Time
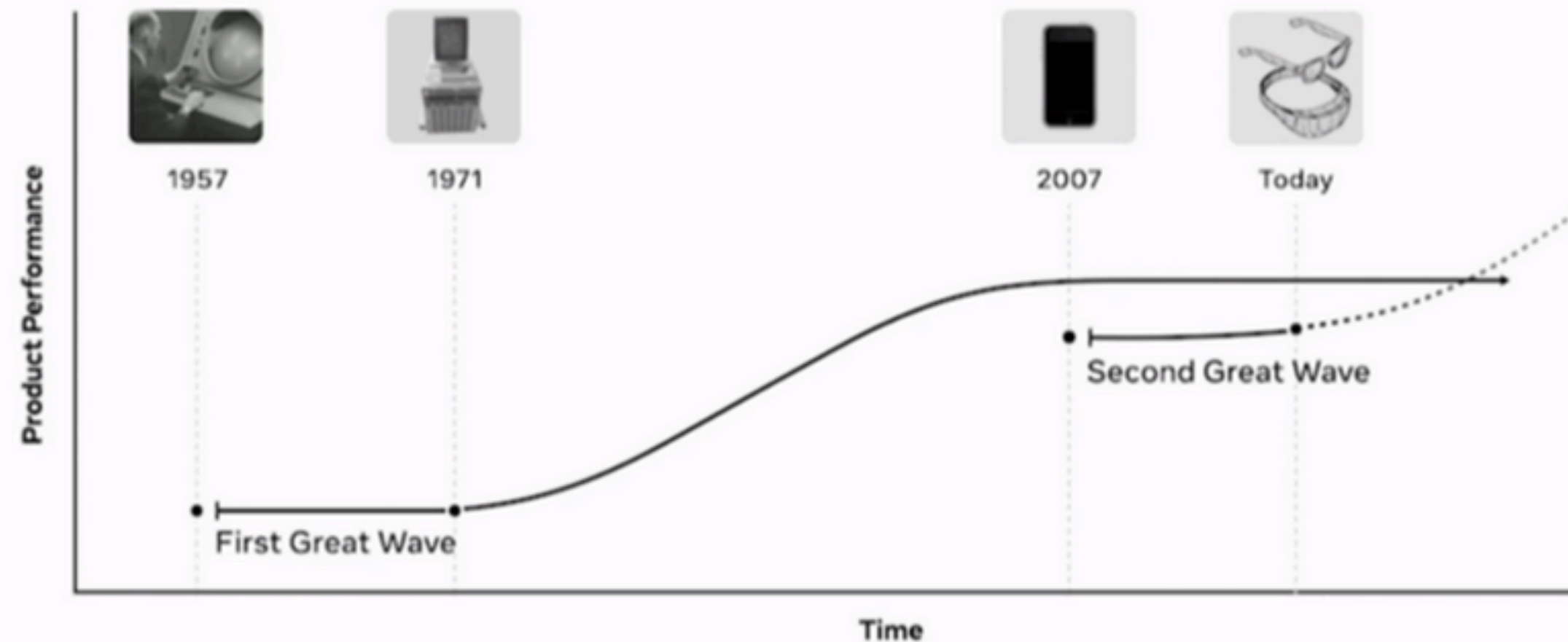
EYTOS Competitors

	EYTOS	Moodle	Adobe LM	360 Learning
Customized content creation	🙂	🙂	🙂	🙂
Tracking and tracing skills, staff and authorizations	🤩	✕	✕	✕
Sharing and managing learning content	🙂	🙂	🙂	🙂
Data safety	🙂	🙂	🙂	🙂
Native compatibility with all mobile/tablet devices	🤩	✕	✕	✕
Learner tracking	🙂	😐	😐	😐
Automatic generation of virtual learning environments (mixed reality)	🤩	✕	✕	✕

Market Access

Digital marketing	Content Marketing	Strategic Partnerships ✅	User experience	
SEO : Showcase website **SMO** : Linkedin	• Blogs and articles • Webinars and training videos • White paper	Member of the **"FRANCE 2030"** consortium with **eDF** for the Hauts de France region.	**Interactive Demo** Online simulation and **tutorial** to help users **discover** SAAS **functionalities** in a **playful** way.	**"Starter" Pack** **Light**, low-cost offer, enabling you to **test** the **complete** solution for a **short** time at a **reduced** cost. On a specific **usecase**

Customer Acquisition →

Technical Roadmap

Eytos solution **pivot** to **Learning Management System**

Update of onboard **XR module** and **spatial anchor** management, and addition of **media** and **3D object** management and **supervision** module

Reporting, **analysis** and **error tracking system**

Addition of the **XR enrichment** module

Creating **Eytos Light** and adding the **shared library** module

Launch of **Eytos Industrie**

Adding a **skills management** and **mapping** module

First deployment of Eytos LMS

Skill and **clearance expiry notification** and **alert** system

Added **planning**, block creation and **team management** module

AI Quality Control and **AI Auto Feedback**

Our History

2021 — **Creation of EYTOS**
With a team of 2 people (the two founders)

2022 — **French Tech Tremplin" winner**
Innovation program

2023 — **Pivot of the EYTOS solution**
Initially, we had an AR solution to guide operators through complex maintenance operations. Following feedback from our PoCs in the field, we turned to the digital training market, and oriented our solution towards the Learning Management System.

2023 — **"Bourse French Tech" Winner**
Industrial innovation program

2023 — **Winners of the "France 2030" call for projects**
Member of the "FRANCE 2030" consortium with EDF for the Haut de France region, a €400,000 project over 5 years as suppliers to the 25 industrial training centers in the HAUT-DE-France region.

2023 — **First customers**
Distribution of the EYTOS solution to our first customers

2024 — **130k€ ARR**

Twin brothers

Khaleb Ouared
CEO

Ismaël Ouared
CTO

Studies :
MBA - ICN Business School

Professional achievement :
- Supply Chain Leader at Nestlé: Project lead for the renewal of all production lines in Nestlé France factories, integrating energy management technologies to reduce the carbon footprint by 20% while increasing productivity.

- Purchase Manager at Modelabs: Led the complete overhaul of the supply chain for Xiaomi, reducing logistics costs by 30% and improving delivery times through an innovative flow management approach.

Studies :
Engineering degree in Embedded Systems - ESIGELEC

Professional achievement :
- Project Manager at Thales: Led the development of a €15 million mixed reality software solution for aircraft fuselage optimization, integrating cutting-edge technology to enhance maintenance precision in the aerospace sector.

- Lead Engineer at Safran: Oversaw the design of a €30 million laser-guided optical targeting system for military drones, ensuring unmatched accuracy in hostile environments through advanced embedded technologies.

Rapid adoption

ARR chart showing growth from 10/2023 to 06/2024, rising from 0 to approximately 88000.
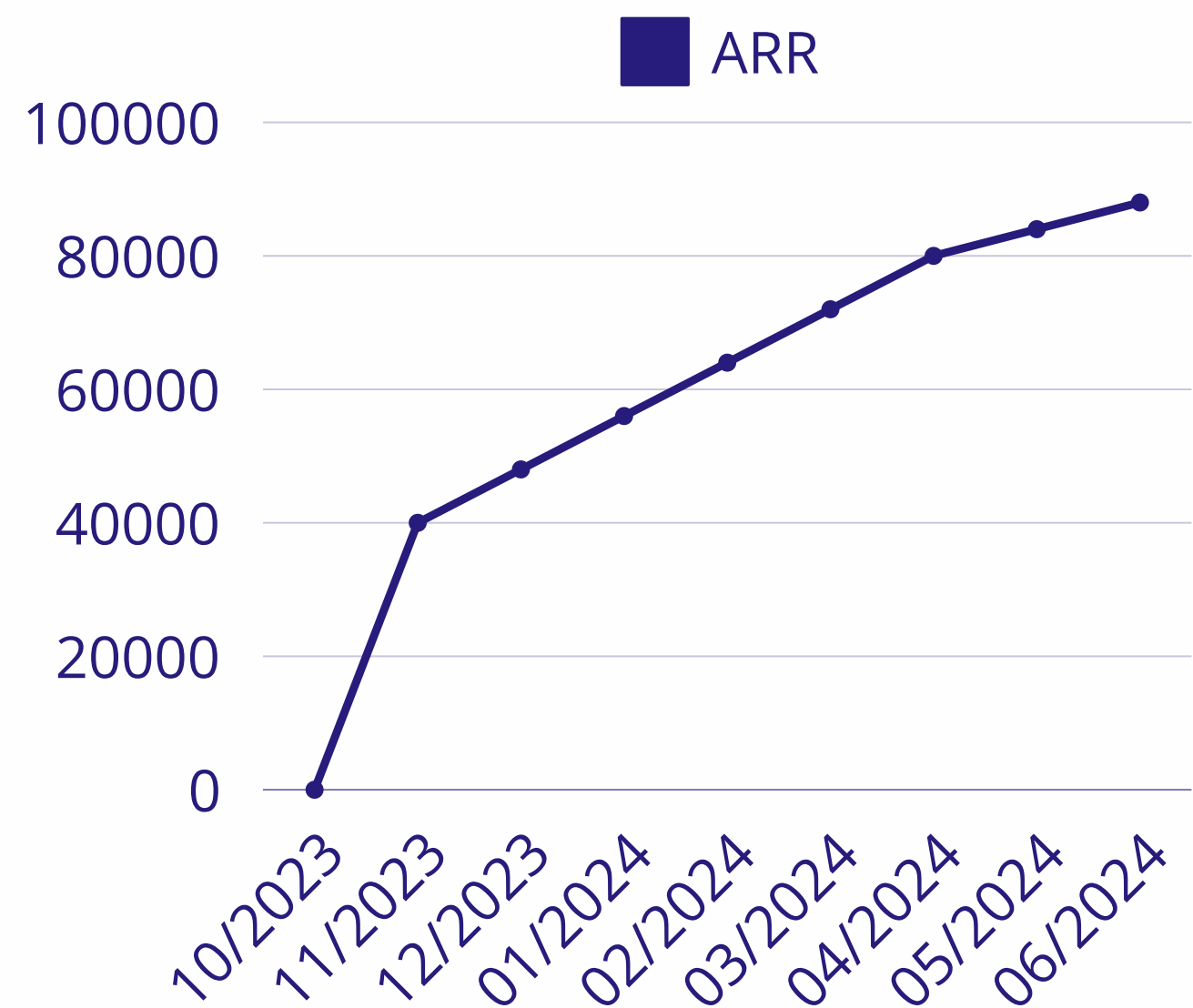
EYTOS recently had the privilege of being selected as part of the "HAUT DE FRANCE" consortium for France 2030 :

- EDF's preferred supplier for 5 years
- Total project : 1 130 416 €
- **Guaranteed sales: 400 000€**
- 25 centers equipped

Our Plans

700 000 €

350 000 €
Equity

350 000 €
Loans/Grants
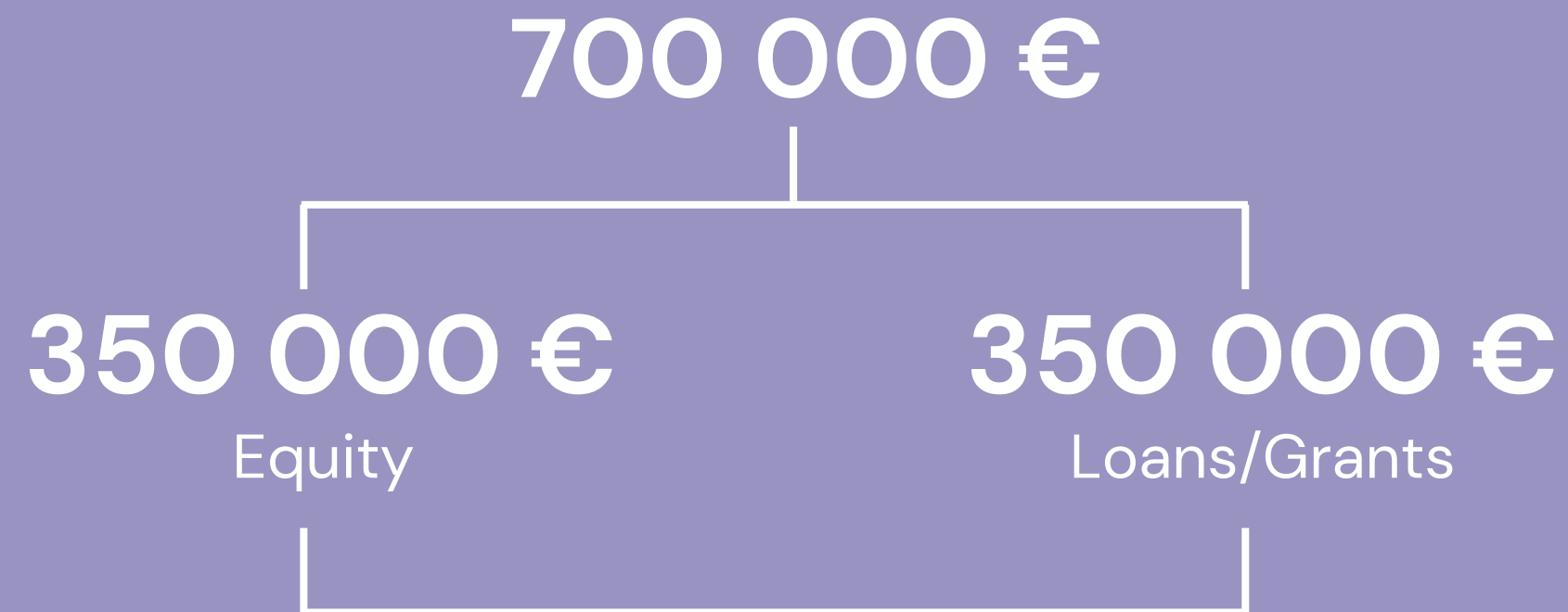
- Building a strong marketing team

- Reinforce the development team to consolidate our AI and XR (Eytos Core) features

- Launch EYTOS industry by Q2 2025

- Deployment and establishment of EYTOS in foreign market

EYTOS

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