



Robot Augmented Housekeeping Operations · Powered by Vision-Language Artificial Intelligence

Meet your staffing needs effortlessly

Robina Robotics is on a mission to solve your housekeeping challenges through the use of technology. Physical Artificial Intelligence (AI) with the help of robots can now perform dexterous tasks that have so far only been possible through humans. Over the long run this saves you money and avoids staffing headaches.

WHAT STATISTICS SAY

73% Hotels report critical staff shortages	\$18K+ Cost to recruit & train one housekeeper	35%+ Annual housekeeping turnover rate
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THE CHALLENGE

WHY HOTELS ARE TURNING TO ROBOTS

- › Housekeeping is the hardest role to fill in US hospitality today
- › Agency staff costs 2–3× more than direct hire, with no loyalty
- › Rooms not turned on time = late check-ins and 1-star reviews
- › Declining foreign workforce availability is accelerating the gap
- › Physical injury claims from repetitive tasks raise insurance costs

THE ROBINA SOLUTION

A COMPLETE ROOM TURN — EVENTUALLY

- › Working alongside your staff — not instead of them
- › Wiping all hard surfaces, restocks amenities
- › Vacuuming, emptying bins, cleaning bathroom fixtures
- › Stripping and making beds, replacing linens & towels
- › A complete fleet and task management software
- › Conducts a visual quality-inspection pass before departure

FINANCIAL IMPACT

WHAT YOU WOULD SAVE PER YEAR (100-ROOMS)

- › Recruitment savings: \$8,000–\$12,000 per open role
- › Agency markup eliminated: save up to \$26K per robot FTE
- › Faster room turns: 30–40 min vs 45–60 min average
- › Consistent quality → higher review scores → higher occupancy

A typical 3-robot deployment saves \$180,000–\$280,000 annually

THE PARTNERSHIP JOURNEY

A YEAR-LONG PROGRAM — AT YOUR PACE

- Phase 1 · Months 1–3 | Data Collection**
Frequent site visits, camera only — zero disruption. No robots yet.
- Phase 2 · Months 4–6 | Off-Site AI Training**
In-frequent visits. We train robots in our lab. You review videos.
- Phase 3 · Months 7–9 | Supervised Pilot**
1–2 robots, limited rooms, technician on site.
- Phase 4 · Months 10–12 | Full Deployment**
Monthly RaaS fee begins — only now. Remote monitoring included.

These timelines are best-guess estimates and may fluctuate depending on maturity of technology. The phases will most likely overlap.

YOUR PROTECTIONS

BUILT-IN SAFEGUARDS

- › No long-term contract before robots go live
- › 30-day exit at any stage — no penalties
- › No changes to your rooms or infrastructure
- › Liability insurance carried by Robina Robotics at go-live
- › Guest safety sensors — robot stops within 0.3m of any person

LONG-TERM BENEFITS

WHY PARTNER HOTELS WIN

- › Predictable monthly cost — budget it like a utility
- › Preferred partner pricing locked in as we scale
- › Your feedback shapes the product — you co-design the robot
- › First in your market to offer robot-augmented cleanliness

Ready to Future-Proof Your Housekeeping?

Join the Robina Robotics Hotel Partner Program

STEP 1	STEP 2	STEP 3
Sign a simple partner letter of intent	Schedule your first site visit	Data collection begins

WHAT HAPPENS DURING THE PARTNERSHIP

INFREQUENT AT FIRST — INTENSIVE WHEN IT COUNTS

Early months (data collection):

- › Our technician visits your property
- › Each visit is half a day — camera, laptop, and short task demos
- › You approve all video material before we use it
- › No robots on site, no disruption to daily operations

Middle months (off-site AI training):

- › In-frequent visits to your property during this phase
- › Robina trains and tests robots in our own lab using your data
- › You receive weekly progress videos and a performance report
- › You hold go/no-go authority before robots are ever brought on site

Testing & deployment (months 7–12):

- › Weekly site visits with a Robina technician supervising all robot work
- › Robots operate only in pre-agreed rooms and corridors
- › Your housekeeping team works alongside robots — no one is replaced
- › Monthly billing begins only after you approve full go-live
- › Remote monitoring and on-call support included thereafter

WHAT MAKES ROBINA DIFFERENT

OUR COMPETITIVE EDGE

- › Based in the Silicon Valley where all the technology is being developed
- › Access to many robot manufactures from USA and other countries
- › Lead by a team of experts who hold Ph.D degrees in Robotics
- › Highly experienced professionals seasoned in the Silicon Valley for 25+ years
- › Participate in an evolving solution that gets you early on as it matures
- › Humanoid robots work in your existing rooms — no renovation needed
- › AI trained on your hotel's videos — not a generic out-of-box program
- › Robot-as-a-Service (RaaS) option available: no capital purchase, no hardware headache
- › Every hotel we deploy improves our model which benefits all partners
- › Your data is never shared with any other partner

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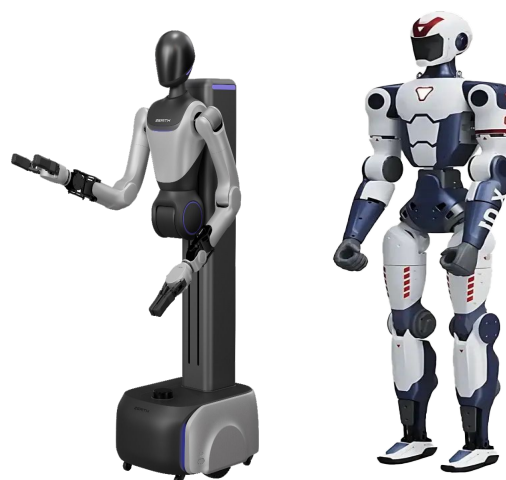
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THE BOTTOMLINE — YOUR SAVINGS

\$180,000 to \$280,000

A typical 3-robot deployment annual saving from 24 month onward



Protect your Gross Operating Profit per Available Room. Keep your brand standards.

Humanoid housekeeping for hotels — fully managed by Robina

Pilot Program: Frequent Questions

Q. What exactly is Robina Robotics building?

A. What Robina is building is a humanoid-robot based automation system that can do a complete hotel room turn — surfaces, bathroom, vacuuming, bins, bed, amenity restock, quality check — working alongside your staff, not instead of them. Based on our financial modeling, a 3-robot deployment saves a typical 100-room property between \$180,000 and \$280,000 a year.

The full system isn't finished yet. Humanoid robots made in USA are not in the market yet, but very close to being released. We're in the development phase, and we're looking for a small number of hotel partners who want to be part of building it through a pilot program.

Here's what the pilot program looks like. It's 12 months, four phases. The first 9 months cost you nothing and change nothing in your property. Phase 1 — months 1 to 3 — is just data collection. Our technician comes to your property for a few half-day visits, with a camera and a laptop, filming cleaning tasks so we can train the AI. No robots. No disruption. You approve every piece of video before we use it.

Phase 2, months 4 to 6, we go mostly off-site — we train the robots in our own lab using your data. You get weekly progress videos and a performance report. You hold explicit go/no-go authority before a robot ever sets foot in your property.

Phase 3, months 7 to 9, we bring 1 or 2 robots on-site for a supervised pilot in pre-agreed rooms, with a Robina technician present at all times. Phase 4 — month 10 onwards — is full deployment, and that's when the monthly service fee begins. But only after you give us the green light. If at any point the work isn't meeting your standards, you can exit with 30 days' notice. No penalties.

Q. The technology isn't finished — why should I commit now?

A. You're not committing to a finished product, you're committing to Phase 1 — which is just letting our technician come visit with a camera. No robot touches your property until you've seen it work in our lab, reviewed the results, and explicitly said go. The reason to join early is that the AI gets trained on your hotel's specific data. If you wait until the product is fully finished, you'll be buying an off-the-shelf program trained on someone else's rooms. Early partners shape the product, and get preferred pricing locked in before commercial launch.

Q. What exactly is your technician filming during those site visits?

A. Our technician will film housekeeping tasks — how a housekeeper cleans a bathroom, makes a bed, restocks amenities. The camera captures the physical movements and the environment so we can teach the AI what a correctly cleaned room looks like in your specific layout. We do not film guests, guest areas, or any personally identifiable information. Every video is reviewed by you before we use it for training, and your data is never shared with any other hotel partner. We'll agree on the exact scope in the Letter of Intent before the first visit.

Q. What happens if the robot doesn't perform well during the pilot?

A. If the robot isn't meeting the standard we agreed on, you tell us — and we fix it before the next session. If at any point you feel we're not making acceptable progress, you can exit the program with 30 days' notice, no penalties. We don't move to full deployment until you give explicit go-live approval, and billing doesn't start until then. We'd rather hear about problems early than have an unhappy partner. Your honest feedback is actually the most valuable thing you can give us.

Q. Will this disrupt my daily operations?

A. During the first 6 months — no disruption at all. Phase 1 is just a few half-day visits per month from one technician. Phase 2 is mostly off-site — we're in our lab. When robots do come on-site in Phase 3, they operate only in pre-agreed rooms during specific windows, with a Robina technician on-site supervising every session. Your housekeeping team continues to run normally — robots work alongside staff, not instead of them. We've designed the program specifically so that a 'no' at any phase costs you nothing operationally.

Q. How many hours will my team need to give you?

A. Very little, honestly. In Phase 1, we need one point of contact — typically your head of housekeeping or your GM — to be present during visits and to review the video footage before we use it. That's probably 2 to 4 hours per month. In Phase 2, you'll get weekly progress videos to watch — that's 15 to 20 minutes a week. Phase 3 is more hands-on, but by then we'll have a rhythm and you'll have seen enough to know whether it's working. We're not asking you to run the program — we are.

Q. What does the Letter of Intent actually say?

A. It covers four things. One: the schedule and scope of Phase 1 site visits — how many, how long, what we're filming. Two: confidentiality — anything we observe about your operations or see in your property stays private and is used only for training our AI for your program. Three: your right to approve all video material before we use it. Four: your 30-day exit clause — you can leave the program at any stage for any reason. There's no pricing, no purchase commitment, and no exclusivity clause. It's genuinely one page. I can send it to you right now if you'd like to look at it before we talk again.

Q. What will this cost me when the billing starts?

A. The monthly service fee starts in Phase 4 — month 10 at the earliest — and only after you've approved go-live. The pricing is a Robots-as-a-Service model: a flat monthly fee per robot that covers hardware, software, maintenance, monitoring, and insurance. As a founding partner, your rate is locked in at our pre-commercial pricing, which will be substantially lower than what we charge new customers once we've scaled. We're finalizing that pricing now — what I can tell you is that based on our financial modeling, a 3-robot deployment for a 100-room property saves \$180,000 to \$280,000 per year from month 10 onward, so the service fee has a payback period well under 12 months.

Q. What if the robots replace my staff? I can't have layoffs.

A. The system is specifically designed not to replace staff — it's designed to work alongside them. Here's why: there are things a robot can't do reliably yet, like tucking in fitted sheets or responding to an unusual guest request. So the model is: robots handle the repetitive, injury-prone tasks — scrubbing, vacuuming, hard surfaces, bins — and your housekeepers handle the judgment calls, the linens, and the guest interaction. In practice, most properties absorb the robot capacity through natural attrition — when a housekeeper leaves, you don't need to fill that role if a robot covers those tasks. No involuntary layoffs, and your remaining staff actually have better, less physically demanding jobs.

Q. Why should I trust a startup with access to my property?

A. That's a fair question. A few things to note: we're based in the Silicon Valley and our team holds PhD-level credentials in robotics — this is serious technical work, not a hobby project. We carry full liability insurance that covers our technicians and any equipment on your property from day one once billing starts. The Letter of Intent includes a confidentiality agreement that's enforceable. And practically speaking: in Phase 1, all you are allowing is one person with a camera to come into rooms you've already cleaned — there are no robots, no modifications, and nothing irreversible. We're asking for your trust one step at a time, which is how it should be.