

Virtual Assistant for the Dynamic Assessment of Well-Being



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HUPI OVERVIEW

OVERVIEW

Software company specialized in Artificial Intelligence



- Since 2013
- Capital of 439 760€ (private individuals)
- 40+ clients, 15+ business sectors
- “HUPI” Platform : process automatically large data flows in real time
- Expertise in Machine Learning and Mathematics
- Anchored and actor in the Basque Country



[HUPI SAS](#)

Technopole Izarbel, Bidart



[HUPI IBERICA SLU](#)

Gipuzkoa BIC, San Sebastian

OUR EXTERNAL VALIDATIONS

ENEDIS - Laureate (2015)

National Concours “ENEDIS Innovation”

Euskadi - Laureate (2016)

Concours “Industry 4.0” Accelerator

Communauté Pays Basque - Laureate (2016)

Innovation Concours “Atelier Numérique”

CNES / AEROSPACE VALLEY - Laureate (2020)

National Innovation Challenge “COPERNICUS”

Province de Biscaye - Laureate (2020)

Innovation Concours “OPEN DATA”



OUR REFERENCES (40+)



1. SCIENTIFIC RESEARCH



2. E-COMMERCE/ TOURISM



3. ENERGY/ WATER



4. INDUSTRY/ TRANSPORT



HUPI TEAM

Business Management

Vincent MORENO
Product Director
MBA Paris - IIM - 2008

Romain ROQUEFERE
Strategy Director
MBA Dartmouth - 2006

+ 25
years
experience

Operational Management

Ivan LE BIHAN
Project Lead
Engineer INSA

Michel DESCONNETS
Infrastructure Engineer
Ecole Centrale Lyon

+ 10
years
experience

Technical Teams : DataScience & Machine Learning

Minh Tu NGUYEN
Data Scientist Senior
Master - University of
Lille

Mehdi SIMON
Data Scientist Senior
Engineer ESTIA
(Bidart)

Kattin DASSANCE
Data Scientist Junior
Master - University of
Pau

Technical Teams : Software Development & Data Management

Grégoire BAILLY
Software Engineer
INSA

Cyril CROCQUESEL
Software Engineer
Senior
University Lille

+ 8
years
experience



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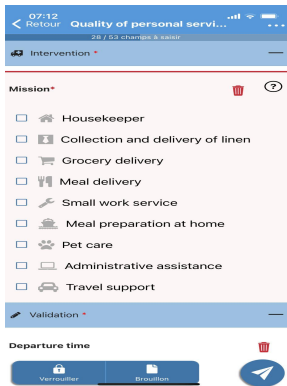
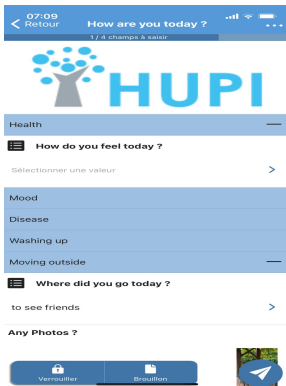
DYNAMIC ASSESSMENT OF WELL BEING

WE NEED TO MONITOR CLOSELY THE WELLBEING OF INDIVIDUALSWITHOUT BEING INTRUSIVE



Virtual Assistant

Our solution, powered by Artificial Intelligence, will ask when needed the minimal questions regarding the well-being of a person, that enable to predict, with the highest level of certainty, the status and short term evolution of the person?



- **DYNAMIC** : Perform regular assessment of well-being
- **PREVENT** : Detect first signs of decline in well-being
- **HELP** : Recommend preventive measures



TARGETED RECURRING REVENUE OF 7MM€ by 2030

Business Model

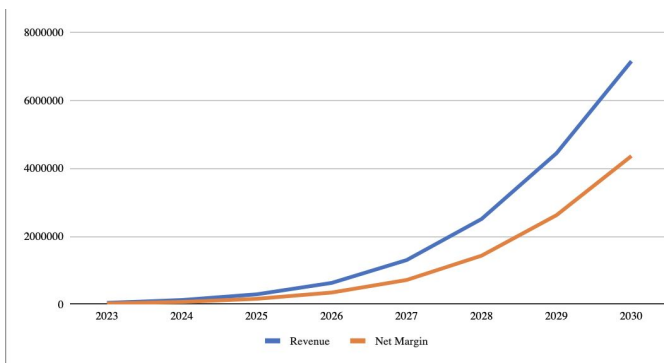
- SaaS model
- No installation fee, 3-year subscription commitment
- Low subscription fee = 12€/year/ "vulnerable" person
- Leverage existing HUPI systems and product suite for cost reduction and cross-sell opportunities

Distribution

- End Users : use the application
- Target Market = Aging Population (first)
- Clients : provide the application to end-users and pay
- Professional organizations : public health / social services, companies, associations, etc.

Revenue Projections (Aging Population)

- Market (EU only) = 70MM people, 60+ year old
- Net new user acquisition X2 each year
=> CAGR of 108%
- Target revenue (2030) = 7.2MM€
- Target net margin (2030) = 61% or 4.4MM€



“Garapen ekonomikoa xedea baino gehiago baliabide bat dela uste du HUPIk”

“Le Développement Économique est un Moyen et pas une Finalité”

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