

# SIBGuard

One active safety platform for fragmented risk.

Connecting body, environment and indoor context into one scalable platform.



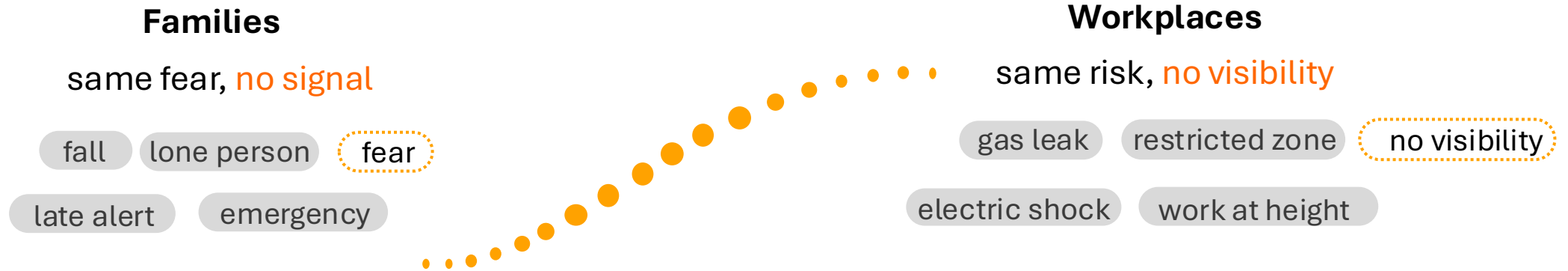
**Safety became personal. Then we realised it is everywhere.**

My father's safety had **no** real solution.

**We saw the same gap at work. Risk moved faster than safety.**

In real situations, safety had **no time** to wait.

## How to detect risk and trigger help in time?



**Not one incident, but a pattern**

“No reliable signal”

“No shared visibility”

“No consistent response”

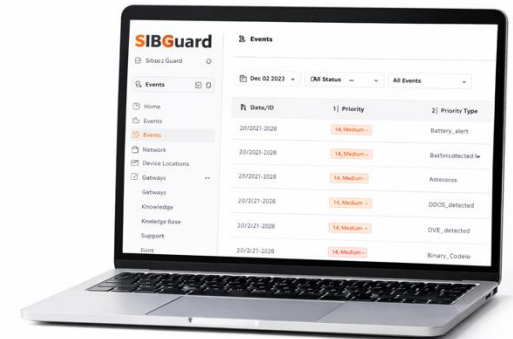
*Recurring risks, disconnected tools, no single system.*

## SOLUTION



From fragmented signals to detection, response and prevention.

## PRODUCT



Development stage: firmware ready, portal MVP, wearable v2 final.



Proprietary firmware, purpose-built hardware and an integrated cloud stack, combined into one repeatable platform.

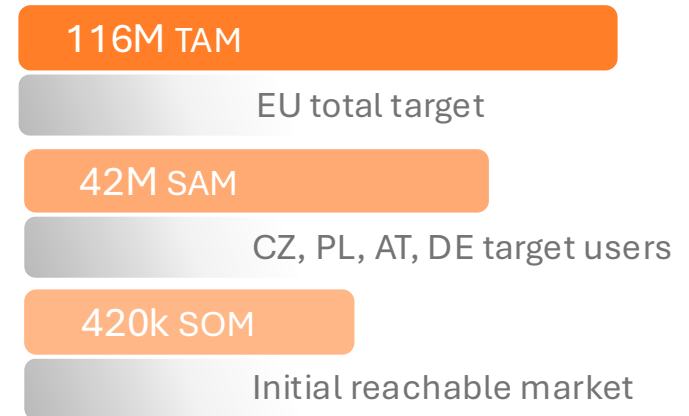
# MARKET

## MARKET SIZE



Safety is shifting from compliance to proactive protection

## Target Market



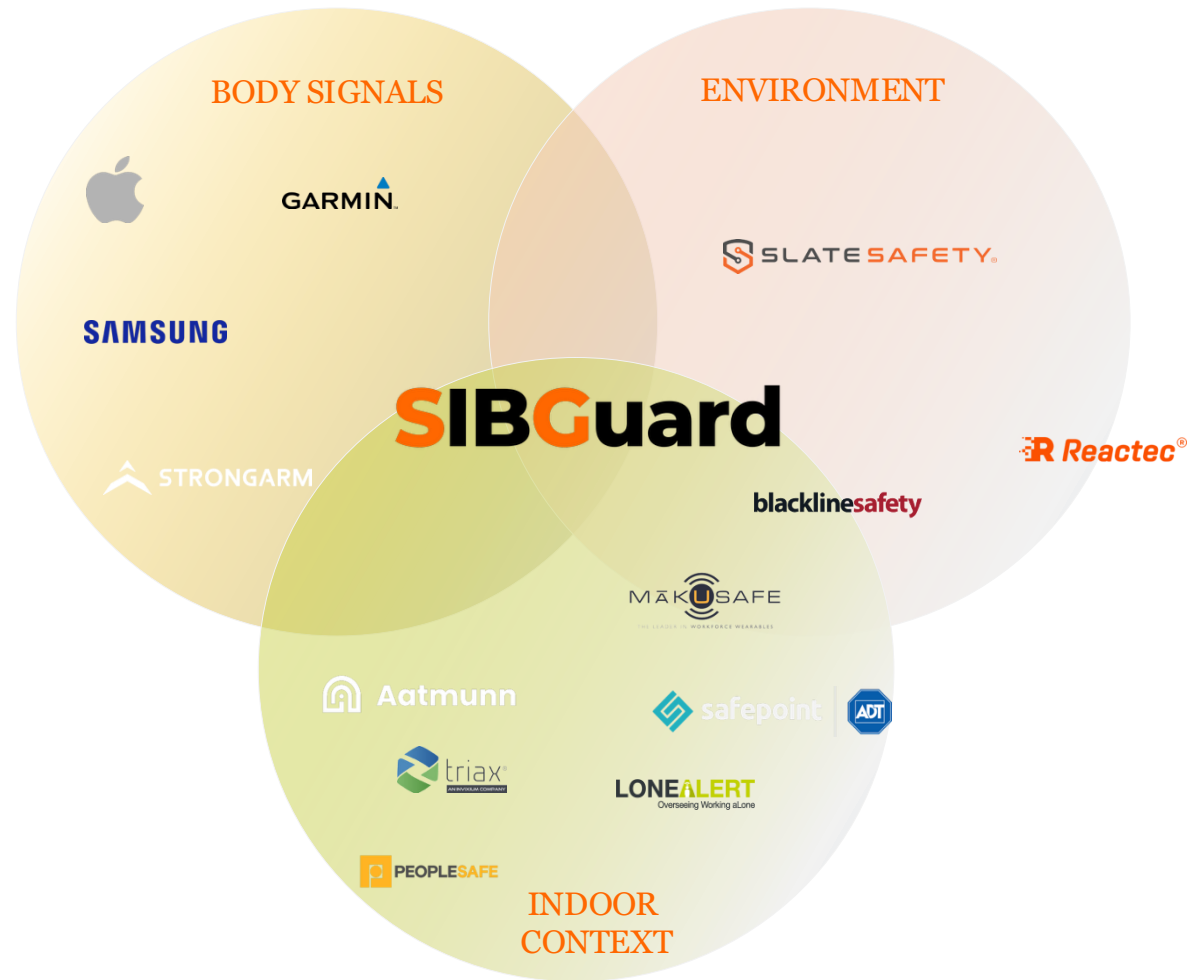
Entry barriers: proprietary incident detection firmware, custom hardware, AI learning, European manufacturing and deployment know how

## WHY SIBGUARD IS UNIQUE

Capability	SIBGuard	Lone workers tools	Environmental safety detectors	Indoor tracking system	Smartwatch based tools
Monitoring of the person	✓	◐	✗	◐	✓
Monitoring of the environment	✓	◑	✓	✗	✗
Precise indoor visibility	✓	✗	✗	✓	✗
Special hazard detection	✓	◐	◐	✗	✗
Continuous data collection	✓	◑	◑	◐	◐
AI evaluation and prediction	✓	✗	✗	✗	◑
Fast deployment and scaling	✓	✓	◐	◑	✓

# COMPETITION

Body + Environment + Indoor context = One Repeatable Safety Platform



Body tells what happened

Environment shows what triggered it

Indoor context shows where and who

Most solutions cover one layer. We connect all three.

- ✓ Three Layer Safety
- ✓ One Incident Timeline
- ✓ Repeatable Platform

To cover all three layers, competitors would need to redesign architecture, build new hardware and redefine incident logic. That takes years.

## Budgets are growing, but safety is still bought in fragments.

This started as a personal problem: I had **no reliable way** to help my parent in time.



### Buyers already pay

3,250+ organizations | **350,000+** users protected

Most solutions are single purpose, not a unified safety platform.



### Market spend is accelerating

\$19.64B -> **\$38.55 B**

2025 -2030 – Workplace Safety



### Connected Worker is scaling fast

\$8.62B -> **\$20.18 B**

2025 -2030 – Connected Worker

We unify fragmented safety into one safety platform.

## SaaS Model (Safety as a Service)

### ACV range

B2C Y1 (incl. device) 590 – 640 €  
B2C Y2+ (sub.) 190 – 300 €  
B2B 45 000 – 80 000 €

### Margin range

B2C 40 - 50 %  
B2B 50 - 60 %

### Target Y/ARR

2026/2027 0.8M €  
2027/2028 2M €

### Target Churn

B2C 5.6% M, 50% Y  
B2B 20% Y

### B2C (self serve)

### B2B (contract)

Solo

Family

PoC

Team

Site

Enterprise

1 device

3 devices

Up to 5  
devices

Up to 25  
devices

Up to 50  
devices

50+  
devices

### GTM channels

Direct sales

Integrators

Technology platform

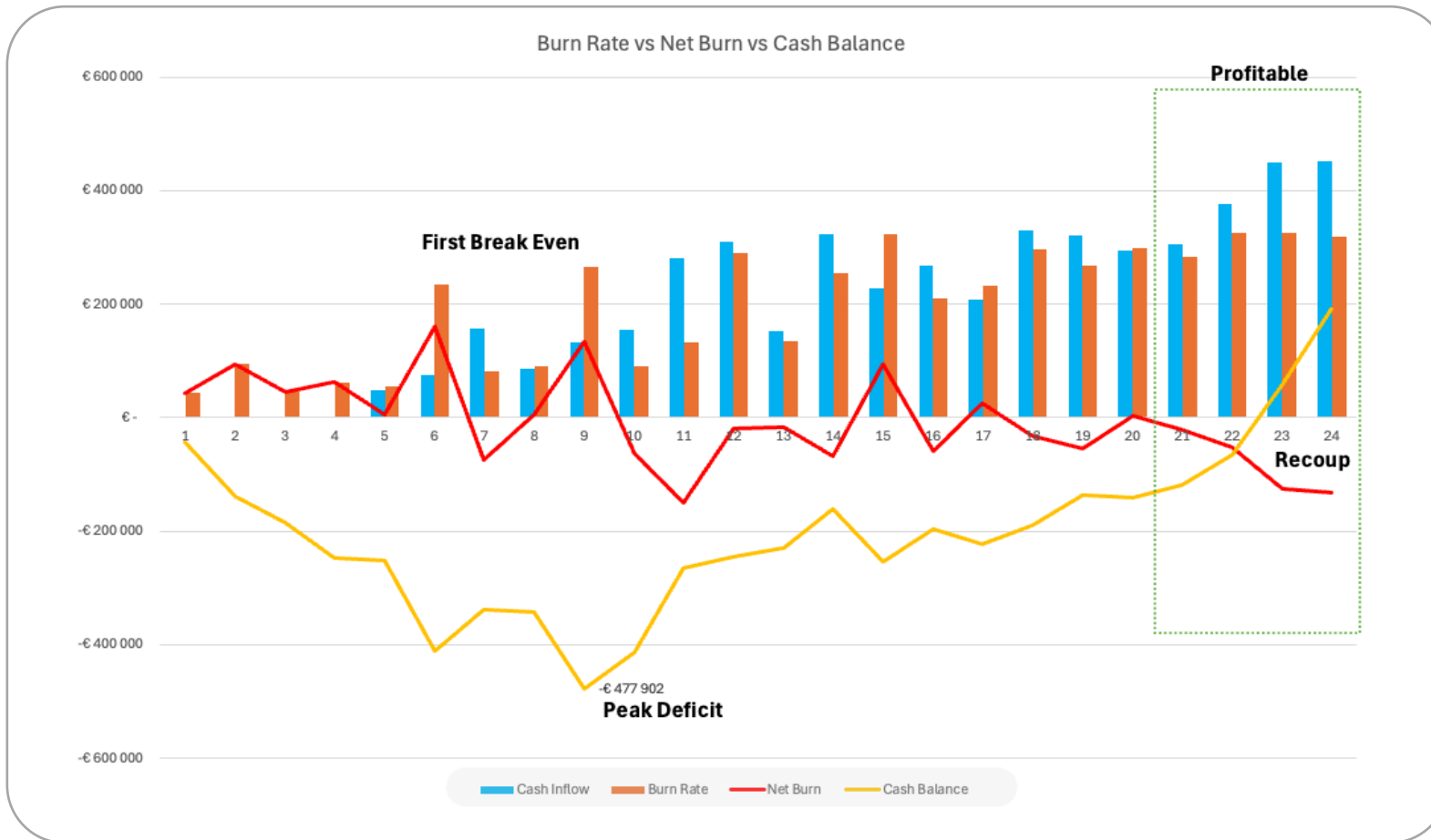
External sales


Social media


Senior care


EHS & HSE consultancies

# Build **with** customers, not for customers.



 **4 LOIs**  
Signed letters of intent

 **50 Companies interviewed**  
Problem and demand validated

 **Market Surveys Conducted**  
B2B and B2C signals

Relevant industry experience



**We did not meet for this deck. We have built business together for years.**



**Petr Kořenek**  
CEO

**Delivery**  
Sales

Product and  
execution



**Mikuláš Müller**  
CTO

**Platform**  
Architect

Technology  
IoT and AI  
pipeline



**Kateřina Kořenková**  
Marketing

**Go to**  
Market

Positioning  
and demand



**Radek Matouch**  
Developer

**Full stack**  
Delivery

MVP to  
Production



**Jan Sedlář**  
HW designer

**Wearable**  
Hardware

Sensors and  
manufacturing



**Filip Streit**  
Design

**Product**  
UX


Clarity and  
adoption



**Anton Bednar**  
Business

**Sales**  
Partnerships

Pipeline and  
partnerships

  
co-owners

## ASK: € 1.0M to reach Break even (M12) and Recoup (M20)

Pre-seed | Market interest confirmed | First PoCs underway

- ✓ 5,000+ Subscribers (Y2)
- ✓ 50+ paying companies (Y2)
- ✓ ARR: € 2M (Y2)

### Development

Team, Product, Cloud

### COGS

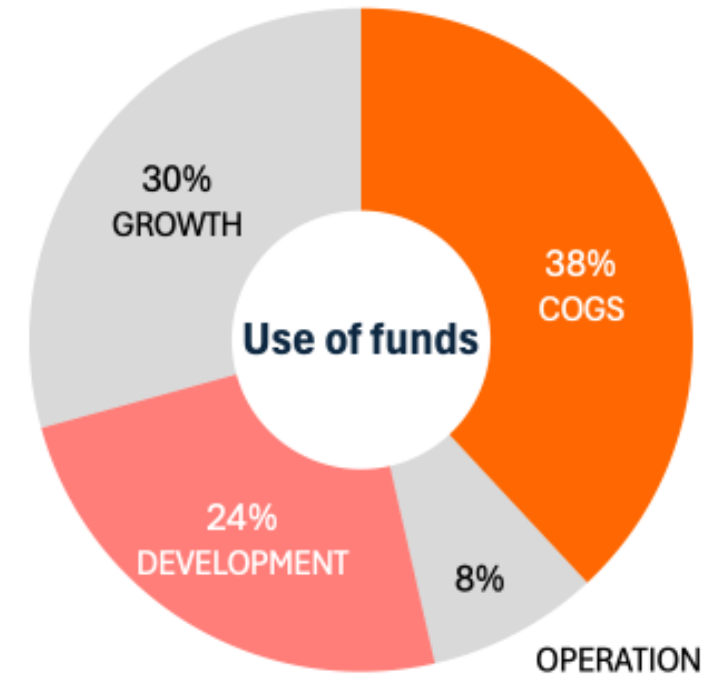
Hardware, Deployment, Certificates

### Growth

Sales, Partners, Marketing

### Operation

Support, Legal, Admin



**Together we can push safety from rules to real time prevention.**



**Petr Kořenek**  
CEO



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Schedule a call



[www.sibguard.com](http://www.sibguard.com)



Appendix and supporting materials available on request

If you know someone who might be interested, please forward this deck.

**Thank you!**