

DEVANTHRO
The Robody Company

Devanthro builds an all-inclusive **24/7h home care service for seniors**, combining the warmth of human care with the efficiency of remotely controlled humanoid robotic avatars: Robodies®

PROBLEM

Europe's aging society faces a caregiving crisis. By 2030, the demand for care will rise by over 20%, while the workforce will shrink by 4%. Caregiving, a labour-intensive and emotionally taxing profession, offers limited room for digital optimization. Currently, 60% of care is provided by relatives, a number set to decrease due to lower fertility rates. This presents a daunting challenge:

Maintaining care hours per person with fewer caregivers and more elderlies.

SOLUTION

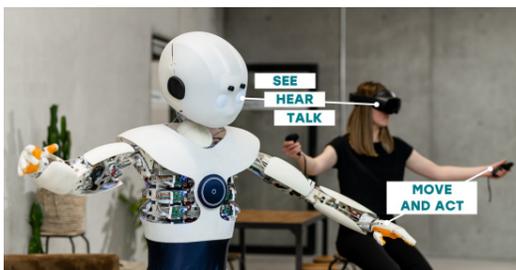
Devanthro offers a 24/7h home care service with Robodies, robotic avatars remotely operated via a VR headset. A person can see, hear, talk, move around and use objects in a remote place by steering their Robody over the internet.

Using this technology, we offer a novel care service “Robody Cares”.

It covers the full spectrum of care tasks: physical care & work, AI based health monitoring & 24/7h emergency detection, care organization, as well as communication between seniors, their families and caregivers.

“Robody Cares” addresses the three biggest care issues:

- Caregiver shortage:** we tap into a global pool of caregivers.
- Lost time on travel:** caregivers do certain tasks remotely through Robodies.
- Loneliness:** relatives and friends operate the Robodies, providing companionship to the elderly.



We built 1st Robody HW & SW and:

- ✓ 3'000+ people interacted with it
- ✓ 300+ lay operators controlled it with training less than 2 minutes
- ✓ kids 8'000 km away controlled it

We validated with:

- ✓ caregivers
- ✓ families
- ✓ Charité, BKK, Astra Pflege

We tested with 22 seniors:

- ✓ received overwhelmingly positive reaction
- ✓ showed high acceptance
- ✓ proved ease of use

TECHNOLOGY

Robody's hardware is developed and built by Devanthro. The current prototype is a mobile, battery-powered humanoid avatar capable of bi-manual object manipulation. Our in-house telepresence software facilitates low-latency data exchange, enabling immersive remote operation via an Oculus Quest VR headset. The next generation will additionally feature a 750g payload per arm, a 3D operator face projection, and integrated health monitoring sensors for vitals tracking and emergency detection – all elevating the efficacy in delivering care.

BUSINESS MODEL

Devanthro is a care platform provider with robody hardware, control and patient management software, as well as access to the trained remote operators. Our customers are ambulatory care services, who serve seniors at home with care level 1-3 and dementia. The care services offer “Robody Cares” to their clients and gain €399 profit per Robody per month. Elderly get a better service than from a live-in caregiver or care home at similar monthly costs of €2'999.

€ 2'999 / month
user fee

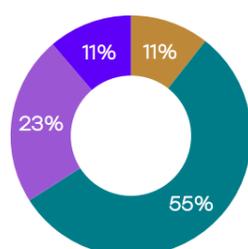
€ 18'000 / Robody
production & setup cost

9.6 months
HW payback period

ASK

€100K+ tickets to fill the rest of the €1.7m pre-seed round to build 5 proof-of-concept Robodies, **launch 1-month pilots in 5 homes and secure Lols for 50 “Robody Cares” users.**

USE OF FUNDS



- Materials & Manufacturing
- Development & Engineering
- Marketing & Sales
- Administration & Operations

COMPANY BRIEF

Location	Munich, Germany
Sector	B2B, B2B2C
Industry	Elderly care
Technology	Robotics, AI, AR/VR
Founded	2018
Round	€1.7m
Stage	Pre-seed
Convertible	25% on seed valuation
2023 revenue	€46k
Funding	Bootstrapped, €720k in BMBF grants, equity-free

TEAM

Founder & CEO	Rafael Hostettler ↗
Co-founder & CTO	Alona Kharchenko ↗
Mechatronics Lead	Jürgen Lippl ↗
COO	hiring! ↗

UPCOMING PILOTS*



PARTNERS*



SUPPORTED BY*



LATEST MEDIA COVERAGE*

[**Handelsblatt ↗**](#)

[**nature ↗**](#)

[**Süddeutsche Zeitung ↗**](#)

* selection

NEXT STEPS

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Book a call:
<https://meet.dvnt.ro/pitch>