

Initial Release | Jointly Led by Capital Today and SoftBank Vision Fund, Gaussian Robotics' Rmb1.2-billion Series C Financing Is Completed

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Kathy's first investment in service robots.

Source | Gaussian Robotics

Today (Nov. 10), Gaussian Robotics announced the completion of its Rmb1.2-billion Series C financing, which is jointly led by Capital Today and SoftBank Vision Fund and followed by Jinyi Capital and old shareholders including Meituan (with oversubscription), Bluerun Ventures, and Grand Flight Investment, with Prudent Capital to be its exclusive long-term strategic financial advisor. So far Gaussian Robotics has consecutively completed three series of financing within one year.

What is rarely known, the investment in Gaussian Robotics has been Capital Today's Founder Kathy XU's first deal in the service robot's sector. During their first meeting, Kathy was deeply impressed by Edward CHENG, Founder & CEO of Gaussian Robotics, "such a prideful guy must be somewhat competent." Later Capital Today made a quick decision to lead the series of financing due to the investment team's solid due diligence and their optimism for the sector.

And SoftBank Vision Fund not only offered financial support but also placed business orders of thousands of robots to establish a commercial partnership that would further facilitate Gaussian Robotics' business development overseas. After completion of the new series of financing, Gaussian Robotics is expected to hold on to its overall leadership in the service robots' sector and to complete its globalized layout earlier.

Starting from cleaning robots, he's been doing the business for 8 years

Kathy decided to invest unexpectedly

Founded in October 2013, Gaussian Robotics has been one of the earliest robotic companies engaged in R&D and application of autonomous mobile technologies, as well as a corporate model with excellent commercialization of mobile robotics.

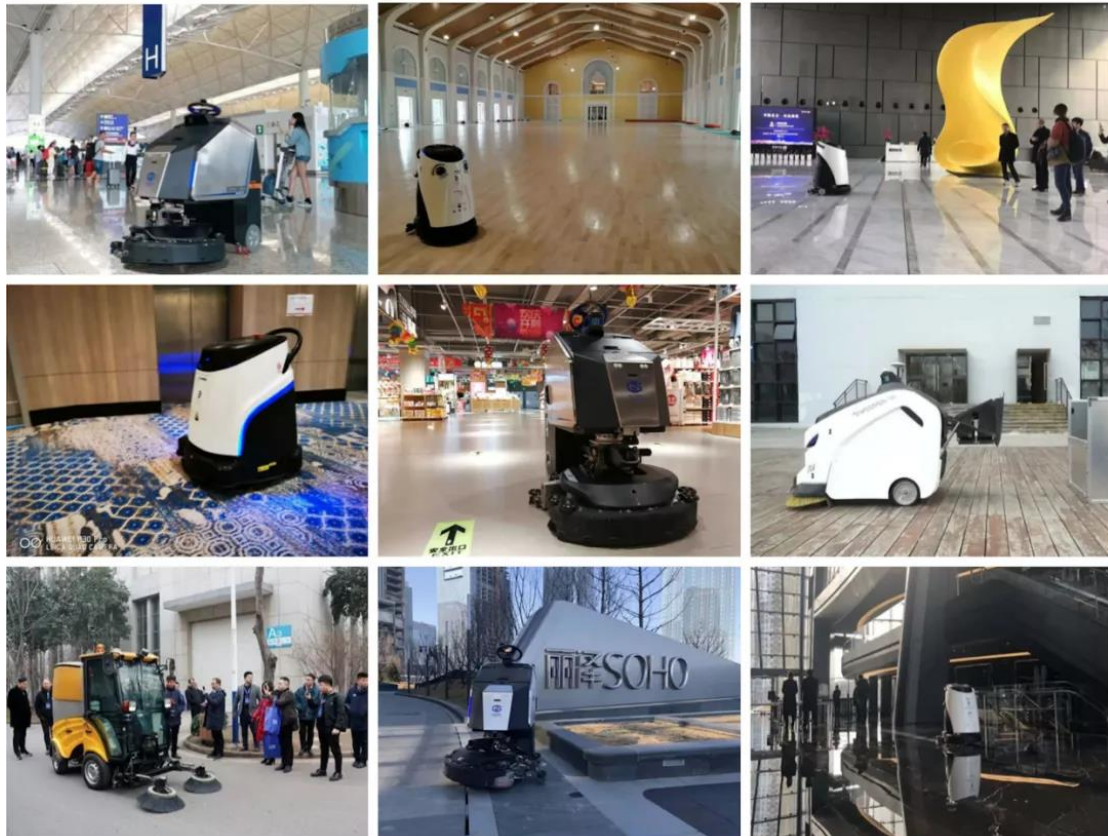
Kathy still remembers her first meeting with Edward. "My first meeting with Edward was actually for a competitor background investigation. Impressed with Edward's extraordinary pridefulness, I guessed such a prideful guy must be somewhat competent. Later my investment team looked at all the companies in the robotics raceway and found all of them recognized Gaussian Robotics' market position and technical competitiveness. So, we made the deal."

In Kathy's eyes, aging is one of the worst challenges China will face in the future. The retired population is around 25 million annually while the number of new workers is around 15 million, which implies a labor force gap of 10 million or so.

Typically, most cleaners we see in our daily life are old men and women aged 50-60 and hardly any of them are below 50. Why? Because no young people are willing to do the cleaning job, which costs too long time and is too boring. They prefer to deliver takeout rather than to work as cleaners. "Our investment team has talked with some property management business owners and find they are anxious too. After all, when

the old men and women are too old to work years later, it will be so difficult to recruit cleaners.”

One of the best solutions is the cleaning robot. “We often see unmanned sweepers running here and there in the airport, shopping malls, and office buildings, and most of them are produced by Gaussian,” added Kathy.



In fact, quite different from many service robots manufacturers which are still polishing their products and technologies, Gaussian Robotics, after 8 years of business operation and R&D, has formed a complete product matrix that covers six major lines. It is the first player to realize the full range of technologies including highly-complicated-scenario-oriented SLAM technology, autonomous dirt detection, and dynamic intelligent routing, with its products widely applied in shopping malls, supermarkets, office buildings, hotels, hospitals, industrial facilities, logistics, industrial parks, public transportation, municipal environmental sanitation and whatsoever scenarios.

So far, Gaussian Robotics has been the only service robots manufacturer that has the full-property-scenario-oriented intelligent cleaning capacity. And in the process of commercializing service robots, Gaussian Robotics has continuously improved property cleaning labor efficiency by digital layout and has eventually enabled the large-scale development of the property cleaning sector. Today, by rooting itself deeply in the property cleaning area, Gaussian Robotics has established its absolute leadership in the cleaning robots sector.

Notably, it is the first service robots company Capital Today has ever invested in. As Kathy has exclaimed, “today is just Day One for robots to change the world, and it is much expected that one day Gaussian’s robots will clean all the streets and lanes and make a presence in every family like the ants in The Naked Jungle, to thoroughly free people from dirty and exhausting work, thus truly realizing the corporate vision of ‘changing services with technology’.”

Given three financing series within one year, why did they decide to invest?

To date, by continuously developing its cleaning business and diversifying scenarios of commercialization, Gaussian Robotics has gradually built up a complete system of intelligent commercial cleaning robots. Its 6 major product lines cover full-scenario cleaning modes in shopping malls, supermarkets, office buildings, hotels, hospitals, industrial facilities, logistics, industrial parks, public transportation, municipal environmental sanitation, and its 7 major cleaning functions satisfy the full-category ground cleaning and maintenance needs.

So far, Gaussian’s commercial robots have been mass used and preferred by a large number of top property management companies, and its products have been on hot sale in more than 40 countries and regions across the globe and have served from the world’s

top500 enterprises to global transportation hubs, from star-rated hotels to business centers, and from hospitals to universities, with a total cleaned distance of 150 million kilometers. Correspondingly, about after-sale services, Gaussian Robotics has been the first to establish a global zero-delay after-sale service system by which it responds to and serves its clients in a 7X24h manner.

To further reform conventional cleaning methods comprehensively, Gaussian Robotics has established four R&D centers in Beijing, Shanghai, Suzhou, and Singapore to hold on to its super high product R&D level. It has also built its large-sized intelligent factory to promote quality-control-focused robotic manufacturing. Meanwhile, Gaussian Robotics has integrated its algorithm, background, application-layer, and data capabilities to work out better full-scenario and full-range robotic technologies that create higher value for users by enabling customization of add-ins according to different scenarios and customer needs.



Bluerun Ventures has put bets on Gaussian Robotics for five series follow on investment since Series A. Wei CAO, Managing Director of Bluerun Ventures, says frankly, “service robot has just booted their process of commercialization for various scenarios on the industry side, and the digitalized intelligent service system, which is based on service robots as its node, will redefine the future industrial form. With

excellent product and technical capacity, super-strong execution and deep insight of the underlying logic on the industry side, Gaussian's team will lead such a trend."

Grand Flight Investment, who led Series B financing, has consecutively followed the subsequent series. Its Executive Director Yun PEI says, "I'm glad consensus has been reached on the certainty of the service robots raceway. More comfortingly, we have made the correct choice among a variety of raceways to the extent that such an excellent team as Gaussian's, which we have supported, has evolved into a top company with extreme certainty today. While offering financial bolster, we will continuously use Far East Horizon's vast financial + industrial network to proactively explore better products and delivery together with the company in the field of industrial purchase, collaborative sales, and operating lease of service mode, to help Gaussian Robotics constantly go toward a global leading player in the service robots sector."

As mentioned by Wenqian ZHU, **Meituan's VP for Strategy and Investment**, "the commercial property scenario is difficult to occupy but easy to defend and is expected to breed new generation digitalized service giant. Gaussian's cross-shaped strategic layout can continuously strengthen its commercialization advantage on the scenario side and can constantly iterate and optimize to reinforce the competitive barrier, being likely to fulfill leap growth. Based on its great efforts on both the scenario side and the service side, Gaussian is highly likely to lead the service robots sector to build up a new generation smart service platform and to frame up the critical infrastructure for the AIoT City in the future."

As concluded by Yi YANG, Founding Managing Partner of **Jinyi Capital**, "given the background the sector's supply-side (more complete manufacturing industrial chain, matured AI autonomous driving technology) and demand-side (aging, epidemic) have undergone changes, intelligentization and automation is an inevitable trend. As the absolute leader in the global commercial cleaning robots sector, Gaussian Robotics has

well seized the long-term structural trend that machines will replace human labor, aiming to effectively resolve the sectoral pains. Gaussian Robotics has the best management team, technical reserve, and practical experience in the sector, with a significant positive flywheel effect of ‘technology - product - customers - scalability - platform’. We firmly believe Gaussian will continue to lead the development of the service robots sector and will be successfully built into a world-class platform enterprise.”

**This time SoftBank also comes
Gaussian is standing at a new start line**

Nowadays Gaussian Robotics takes up more than 80% in the domestic market and has won half of the top customers, set forth a number of benchmark solutions, and fulfilled large-scale duplication. With the investment from SoftBank and other giant VCs this time, Gaussian has further consolidated its leadership in the sector, advancing from a provider of full-scenario cleaning robot products toward a standard maker of the smart cleaning sector.



As one of the earliest explorers in China's service robots market, Gaussian has always held a dream. When the property sector surges up, the area under management constantly increases. But when the population bonus fades away, the human labor available for cleaning is taken over by the takeout and the express delivery sectors. The severe labor pressure and recruitment gap have become inevitable difficulties faced by the property cleaning sector. Different from emerging sectors that are highly digitalized, property cleaning suffers a slow digitalization process. How to quickly improve the labor efficiency to satisfy the need for future development turns out to be an urgent problem.

“We believe Gaussian Robotics is using an efficient and low-cost way to reform the conventional cleaning sector. With its perfect products and full-range technical capacity, Gaussian is fully competent to promote the commercialization and application of autonomous cleaning robots. We are glad to partner with Edward and Gaussian's team to support their R&D and production of cleaning robots that can work together with human beings,” responded Kentaro Matsui, Managing Partner of **SoftBank Vision Fund**.

Gaussian Robotics' Founder & CEO Edward says, “it is no other than digitalized management that will be the only solution to the conflict between manpower and management cost, and robotics, as the most important node and terminal in digitalized management, is accelerating the formation of the general trend of property cleaning intelligentization and management digitalization under the current background of population aging, high-speed urbanization, and anti-epidemic measures normalization. In the future, Gaussian Robotics will continue to set up standards, build up platforms and reinforce barriers from the perspective of a sectoral leader. In this way, it will inspire more possibilities for cleaning services and fulfill digitally-based and platform-based leap growth to eventually establish a smart service ecology worldwide and to make the prediction and dream come true.”