

A U X I L I A

An artificial intelligence to fight terrorism and illegal trafficking

The team



Greta Zibetti
CEO



Louis Combaldieu
CTO



ENTREPRENEURS



Incubators:



STATION F

+

LEONARD

VINCI



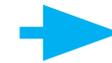
Security checks are inefficient



95%



of arms and explosives
undetected by security
agents in American airports



Security failures

45%



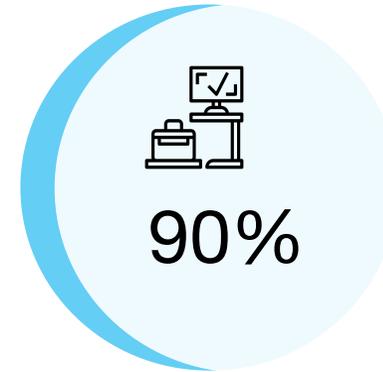
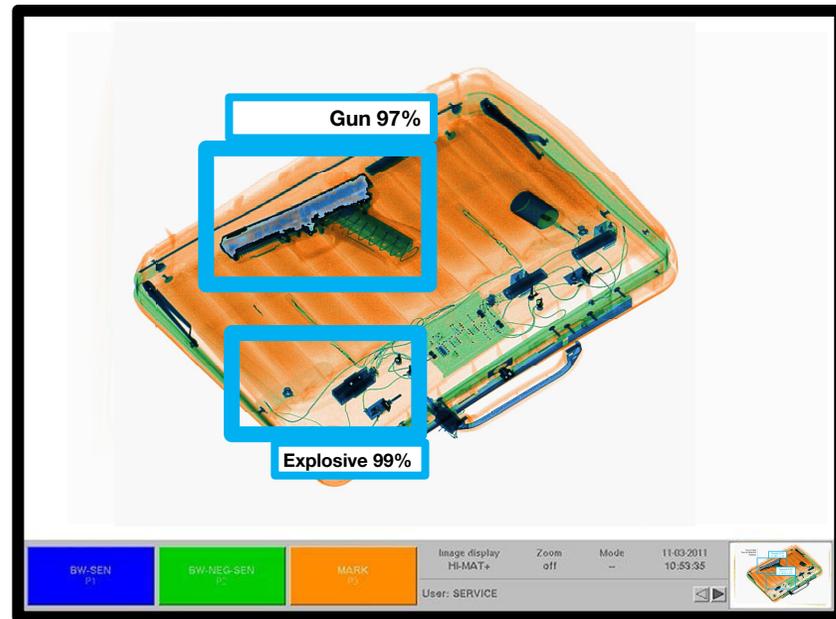
of revenue losses from the
airports' Duty Free when
security checks take too long



Flows are slowed down
: financial losses

The solution: automatic detection software

Plug-and-play software that reports threats on X-ray images displayed on the operator's screen in real time



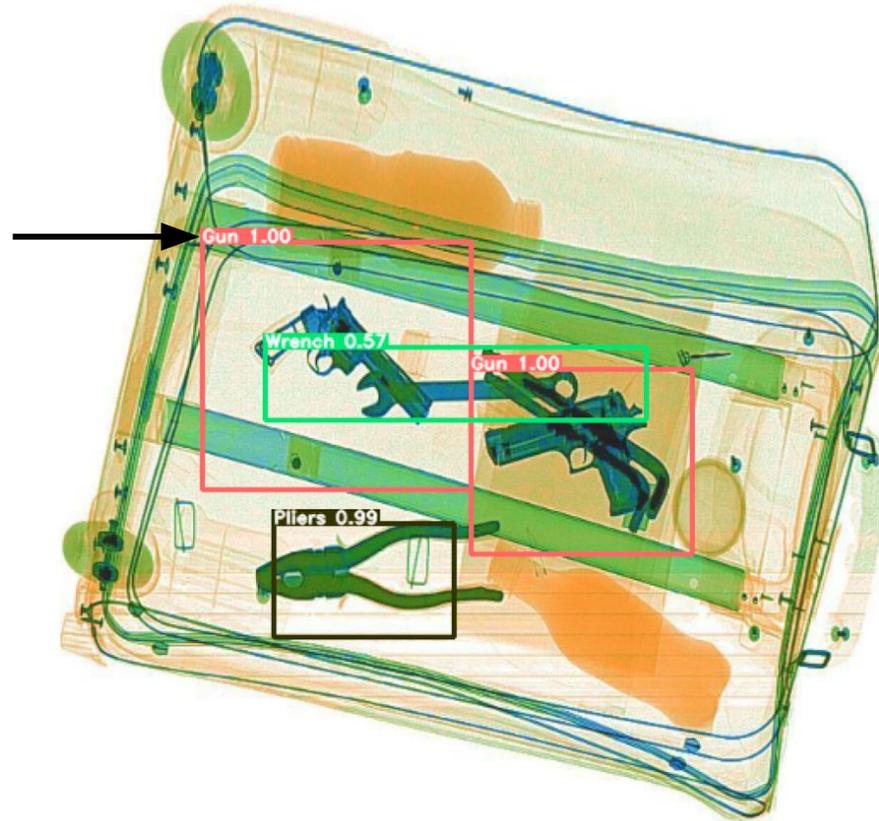
of threats
detected



detection
pace

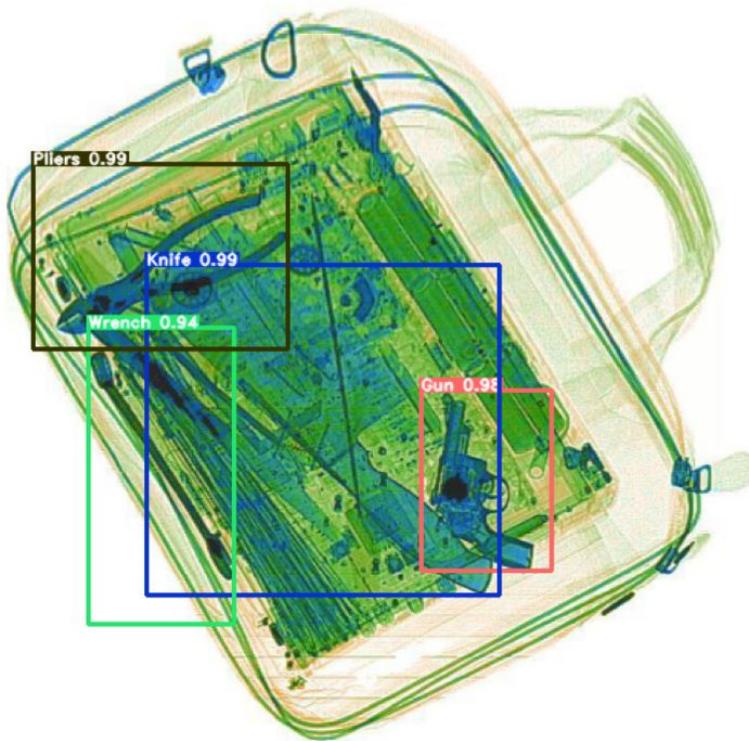
Deep Learning, a proven solution

Classification and localisation model



CNN architectures for shapes and textures recognition

AUXILIA's Prototype



-  Interface + AI models

- Detection rate : 98%
False positives : 3%

- 5 classes



- Feedback : sent by the operator to AUXILIA

Clients

AUXILIA is preparing a MVP for airports such as ADP or Marseille, for the French Customs, the Paris Olympic Games of 2024 and the French Prison Administration.

Airports



Sensible places



International trade



Clients



« VINCI is a great opportunity for you to rapidly reach a wide range of clients in different countries »



Marc Wallach
Head of safety - Lyon Airport



« We are interested in giving our point of view during the development of your product »



Elisabeth Durieux
Head of safety – Paris Airports



« Your solution is very interesting for the Olympic Games, I look forward to see your MVP»

PARIS 2024



Préfet Olivier de Mazières
Head of Safety for the Paris Olympic Games– Ministry of Interior



« This solution is very interesting to accelerate passengers flows, we would love to help you in your development if we can »



Philippe Bernard
Director of the Marseille Airport



« Security is very expensive: it costs us many millions. If your solution, which accelerates flows is certified, we will be willing to test it on one of our lines in Nantes. »



Eric Siret
Head of safety – Nantes Airport



« Your solution is very interesting for our security system. X-ray checks are at the center of our daily work»



Dominique Bruneau
Director Prison of Clairvaux

A booming market

310 Mds €

CAGR of 7.2%

World security and
safety market in
2020

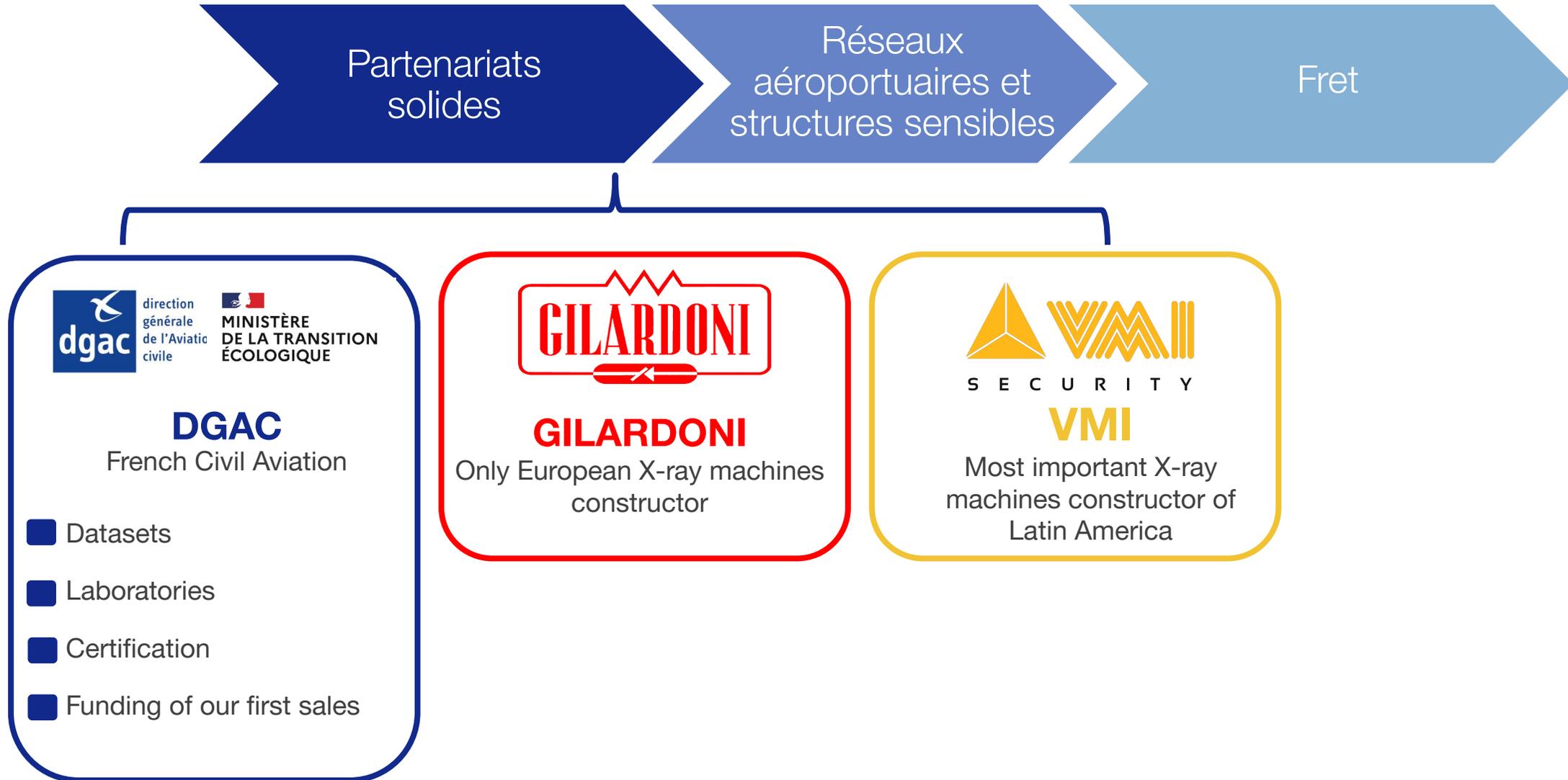
150 Mds €

World security
screening budget
per year

40 Mds €

Airports security
screening budget per
year

Go-to-market



Business Model

Software as a Service

**7000€ /
year**



AUXILIA's licence price for one X-ray machine

200 X-ray machines at Charles de Gaulle ---> **1,4M€ per year**

Gross margin of 85,7%

Competition

Our main competitors are [security X-ray machines constructors](#). Some are developing AI solutions, but only for their new models. Our Israeli competitor is the only one having developed a universal software, but it is only present in Israël and in the United States.

**smiths
detection**
bringing technology to life



acquired Safran's subsidiary, Morpho Detection, for **710 M\$**

AI solution								
AI solution certified and present in Europe	✓	X	X	X	X	X	X	X
Universal solution applicable on any type of X-ray machine	✓	X	X	X	X	X	X	✓

Roadmap

Today

April 2022

November 2022

R&D

MVP sales

Certified product sales

Incubator

Italian and French airports

International airports networks



STATION F



Parteners



Milano Malpensa



Toscana Aeroporti FIRENZE

VeniceAirport

Aeroporti di Roma

Milano Linate

AEROPORTO DI GENOVA

Aeroporto Olbia Costa Smeralda GRADAR

LYON AÉROPORT

NANTES ATLANTIQUE AÉROPORT

PARIS AÉROPORT

AÉROPORT BIARRITZ PAYS BASQUE

AEROPORT DE BORDEAUX

AEROPORT NICE COTE D'AZUR

aéroport marseille provence

MONTPELLIER MÉDITERRANÉE

VINCI AIRPORTS

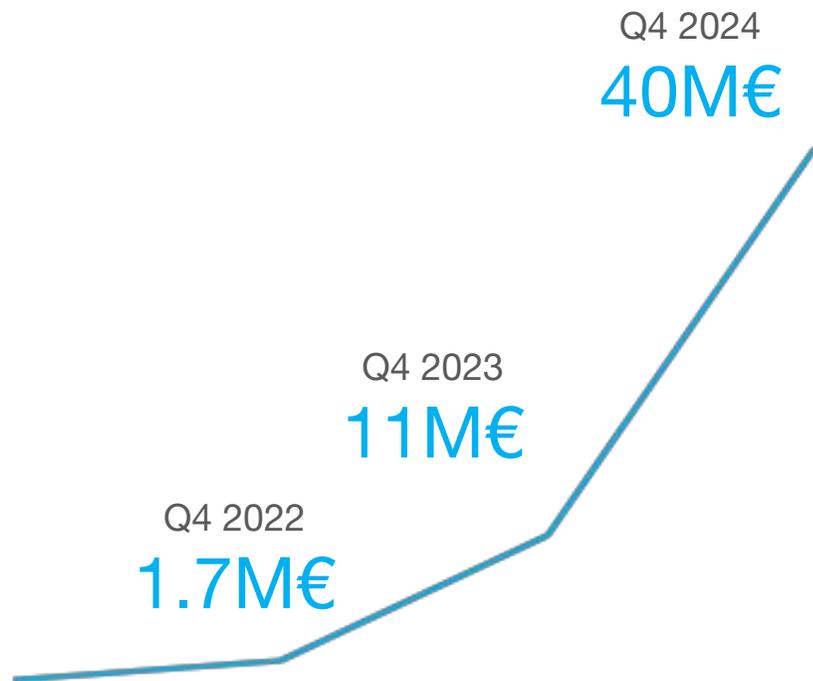


ENAIRe

CORPORACION AMERICA AIRPORTS

egis

Pre-Seed and turnover forecast



Fundraising with BAs for a minimum of

200k€



First MVP version

Among our investors: **VINCI** 

Advisory Board

Safety experts



Belkacem Laïmouche
Director of the Technical
Service of the French Civil
Aviation



Christophe Naudin
VISION Expert in airport safety



Dominique Bruneau
Director of the Clairvaux
Prison



Pierre Voïta
Professor at Sciences Po in
airport safety

Mentors

Guillaume Depraeter
18 years of expérience at the
commercial direction of big Supply
Chain groups



Hervé Dechene
AZ Initiatys
negotiation expert with big
supply chain companies



Arnaud Portanelli
Entrepreneur
Co-fondateur @Lingueo

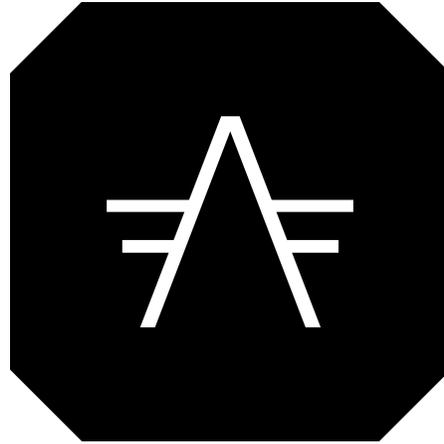


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UP



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THANK YOU

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