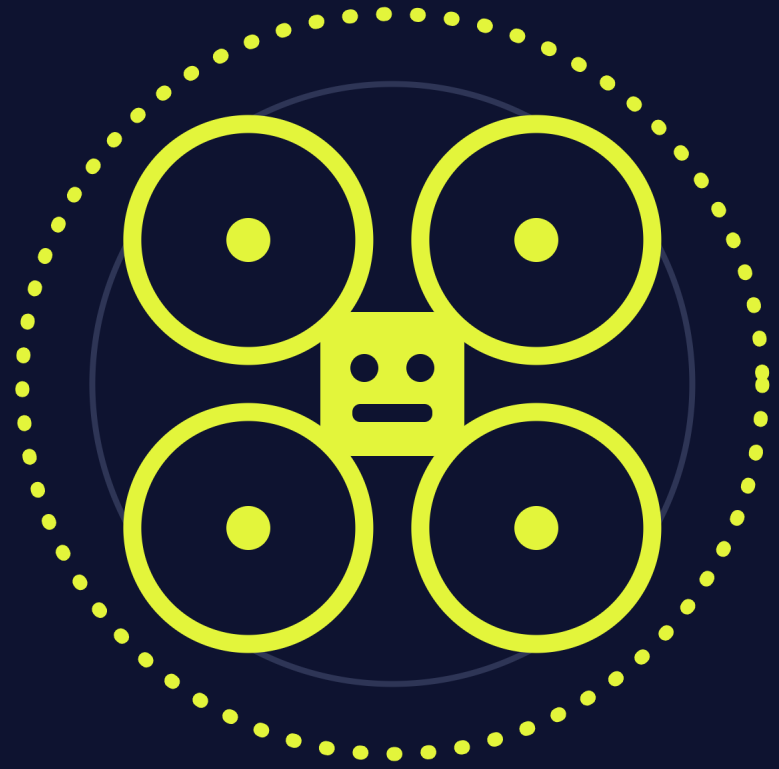
SANOQ

A self-charging drone that counts your warehouse overnight

1 night
instead of 2–5 days

1C
full count + differences

2.5 kg
caged, safe near racks



THE PROBLEM

A STOCK COUNT CLOSES A WAREHOUSE FOR DAYS

2–5 days

sections stay closed at Atel's Rohat warehouse while people count by hand and check it in 1C

8–12 m racks climbed on ladders and reach trucks

1–5% of stock still missed by hand counts (our estimate)

By law NSBU 19 requires counts every year, quarter and handover

THE SOLUTION

HOW A SANOQ COUNT WORKS

1

Pick

Manager picks aisles in the app

2

Fly

Drone flies the racks at night

3

Scan

Reads every barcode and QR code

4

Match

Checks the result against 1C

5

Report

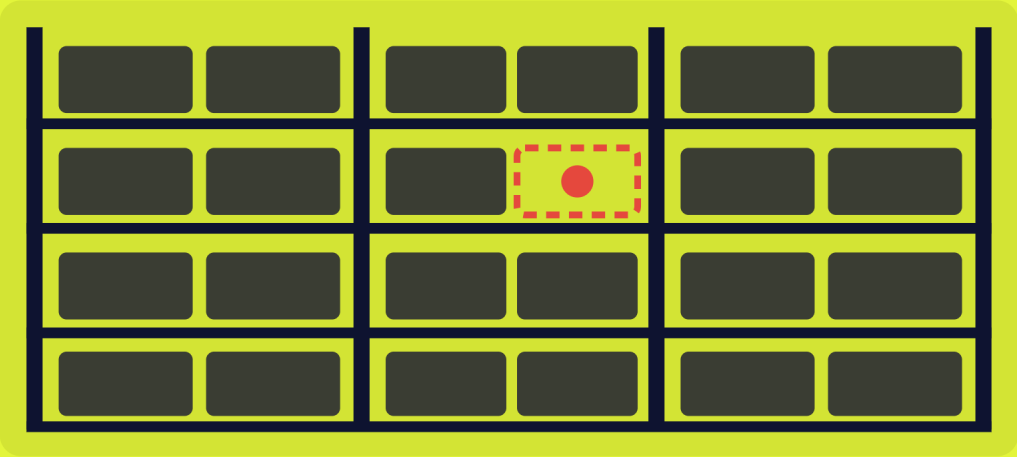
Full count and differences by morning

Automatic battery station

The drone lands, recharges and continues on its own. No night shift, no changes to the warehouse.

WHAT YOU GET

TWO LISTS BY MORNING



Red: pallet missing, with a photo

LIST 1

Full count

Every location and what is on it, with a photo

LIST 2

Differences

Missing, extra or misplaced. People check only these spots.

THE DRONE

BUILT FROM OPEN PARTS, IN UZBEKISTAN

$2,065 parts for prototype v1

2.5 kg with a full prop cage

~12 min per battery, then it recharges

Pixhawk 6C flight controller · Jetson Orin Nano for label reading · depth camera · 2 × 12 MP scan cameras



WHY NOW

THREE THINGS CHANGED

TECHNOLOGY

AI on a $249 chip

Cheap AI computers let a $2,065 drone read every label.

REGULATION

Drones open up

The 2026 State Program plans to open drone services to companies.

MARKET

Big new warehouses

Uzum, Wildberries and Korzinka are building big warehouses now.

Why not done here before?

Foreign players don’t sell in Central Asia or support 1C.

MARKET

START IN UZBEKISTAN, GROW ACROSS CENTRAL ASIA

$4.5M

a year in Uzbekistan

~300 warehouses × $15K/yr (est.)

$15M

a year in Central Asia by 2030

~1,000 warehouses (est.)

$4B

global warehouse drones, 2025

$6.4B by 2029

FIRST CUSTOMERS

- Marketplaces
- Retail chains
- Distributors
- Pharmacy chains
- 3PL warehouses

COMPETITION

PROVEN ABROAD, MISSING HERE

WHO	NIGHT, NO PEOPLE	WORKS WITH 1C	IN CENTRAL ASIA
Manual count	No	By hand	Yes
Mobile apps (e.g. Kleverens)	No	Yes	Yes
Corvus Robotics (US, YC S18, $38M)	Yes	No	No
Gather AI · Verity · Dexory	Yes	No	No
Sanoq	**Yes**	**Yes**	**Yes**

Foreign players have raised ~$300M together.

BUSINESS MODEL

RENT IT, BUY IT, SUBSCRIBE TO THE DATA

RENTAL

$1,000+/month

Our drones come every month, or on order at $0.12 per location.

PURCHASE

~$6,000/drone

The customer owns the drone; we install and service the battery station.

SOFTWARE

~$300/month

Linked to 1C: full counts, differences and photos. Monthly or yearly.

One drone or a swarm — A swarm splits the aisles in big warehouses.

~70% gross margin — ~$3,000 cost, ~$1,200 a month: payback in ~3.5 months.

Prices are our estimates, to be tested in pilots

TRACTION AND GO-TO-MARKET

A REAL WAREHOUSE IS WAITING FOR US

FIRST TEST SITE

Atel Rohat warehouse

Their count takes 2–5 days. They agreed to host our first tests.

1. Free night count at Rohat, filmed and measured: our case study
2. 20 interviews at TransLogistica, 30 big targets like Uzum and Korzinka
3. 1C integrators resell Sanoq; audit firms refer clients
4. Sales push every Sept–Oct, before year-end counts

ROADMAP

FROM PROTOTYPE TO 10 PAYING WAREHOUSES

4 months
to a free pilot

NOV
Build v1 and the battery station

DEC
Test on a mock rack in a net

JAN
Scan a full rack alone

FEB
Pilot at Atel's Rohat warehouse

MAY–SEP 2027
3
paying pilots, swarm mode

OCT–DEC 2027
10
paying warehouses, ~$120K a year

2028
40
customers incl. Kazakhstan, ~$500K a year

Timeline and revenue are our estimates

TEAM

WHO IS BUILDING SANOQ

FOUNDER AND CEO

E’zoza Yo’ldosheva

3 yrs
hardware engineering

1.5 yrs
C and C# for hardware

2 yrs
in education

Taught drone assembly to school students (Technocamp).

TEAM WE ARE BUILDING

Drone hardware
airframe, cage, battery station

Autonomy and vision
navigation, label reading

1C and software
1C link, reports, app

Freelance engineers on board; hiring a hardware lead.

THE ASK

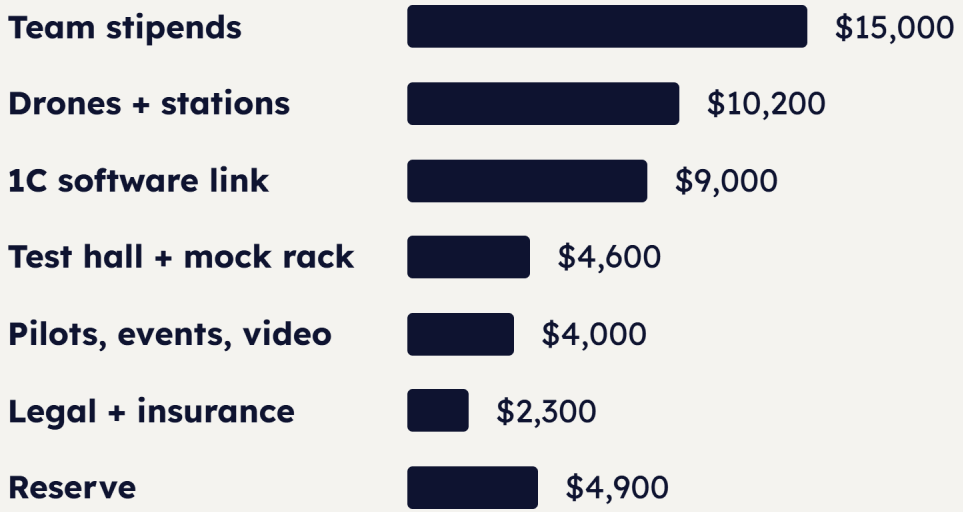
$50,000

to reach paying warehouses by 2027

Our goal during the batch

Build and test Sanoq v1, then prepare it for production.

Use of funds



SANOQ

Your stock count in one night, without ladders.

ezoza.yld@gmail.com +998 97 712 55 79 sanoq.org