

Sector:
FoodTech
B2B

déllice

Serving Fresh 24 x7

<https://delicerobotics.com>



PROBLEMS IN FOOD PREPARATION INDUSTRY

Sector of collective catering, dark kitchens and restaurants



High labour cost: 35% - 40%
plus other overhead cost
resulting low margin: 2% - 6%



No fresh, healthy, 24 x7 food options
Offices & universities in outskirts
have limited accessibility to good food



Food and Energy wastage,
due to lack of data driven approach
and poor operational efficiency

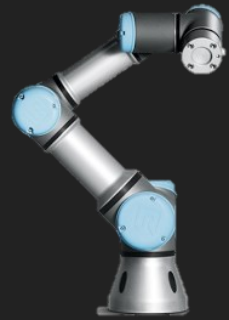


Vending machines are not intelligent
dispense only factory processed food
with lot of packaging & preservatives

A sector ready for decade-long technological disruption

SOLUTION: ROBOTICS

SCALABLE TECHNOLOGY



Collaborative robot
Mastered Programming



Intelligent Software
protected



Sensors
Recognition of
food and tools



Computing
Artificial
Intelligence



Apps
Online
Ordering



Cloud
Remote
Maintenance

One platform

FOOD CONCEPTS

Coffee and Drinks



Frappe



Ice Cream



juices/bubble Tea

Breakfast



Waffles



pancake



Cereals

Meals and Salads



Salads



Poke Bowl



Sandwiches

Infinite possibilities

AUTONOMOUS KIOSK

Provide rapid service 24 x 7

150

Servings per day



University/office
canteens

Hotel food
courts

Events &
Stadiums

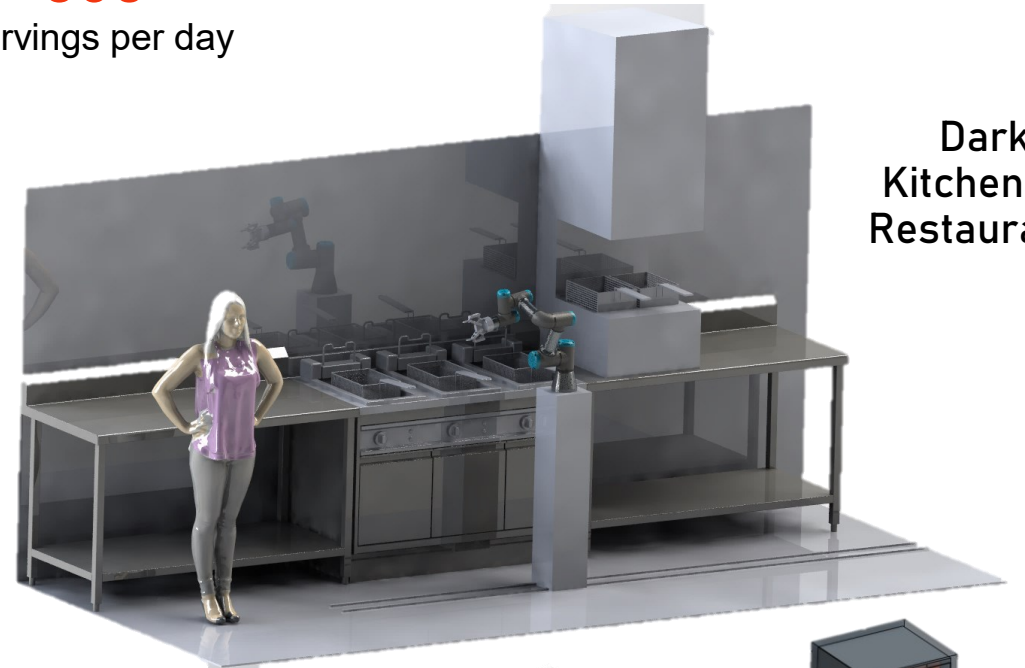
Thousands of possible locations

COLLABORATIVE SYSTEM

Optimised food preparation

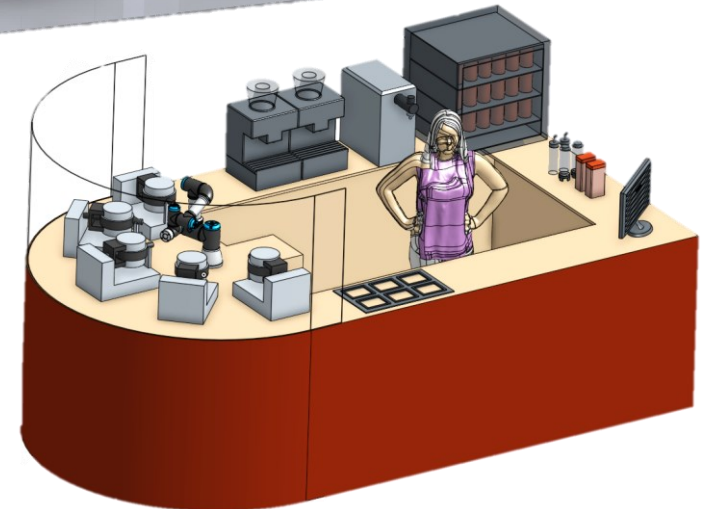
350

Servings per day



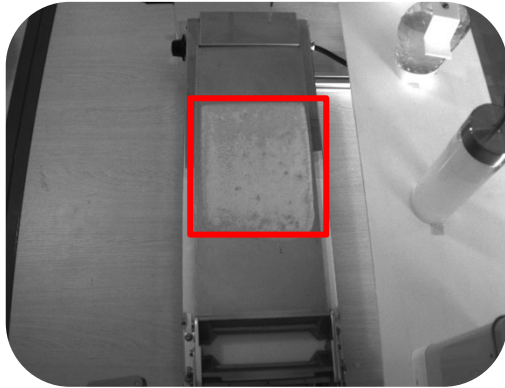
Dark
Kitchens &
Restaurants

Railways stations
Airports
Shopping Malls

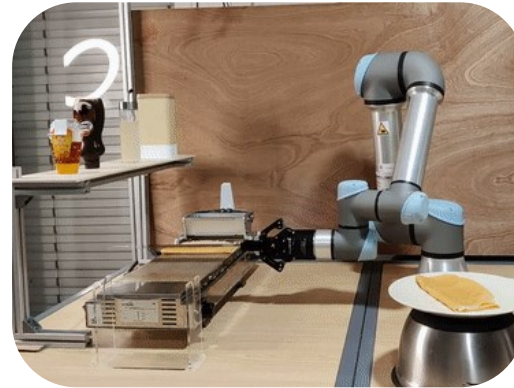


Visible by millions of people

ROBODELICE AI SOFTWARE SYSTEM



Localisation of food

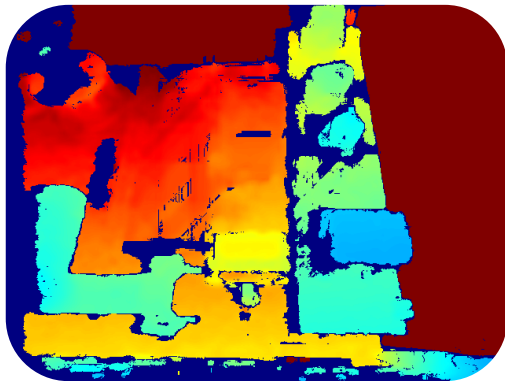


Anomaly Detection



Inventory
Management

Prediction of demand:
Refilling and maintenance.



Hygiene Monitoring



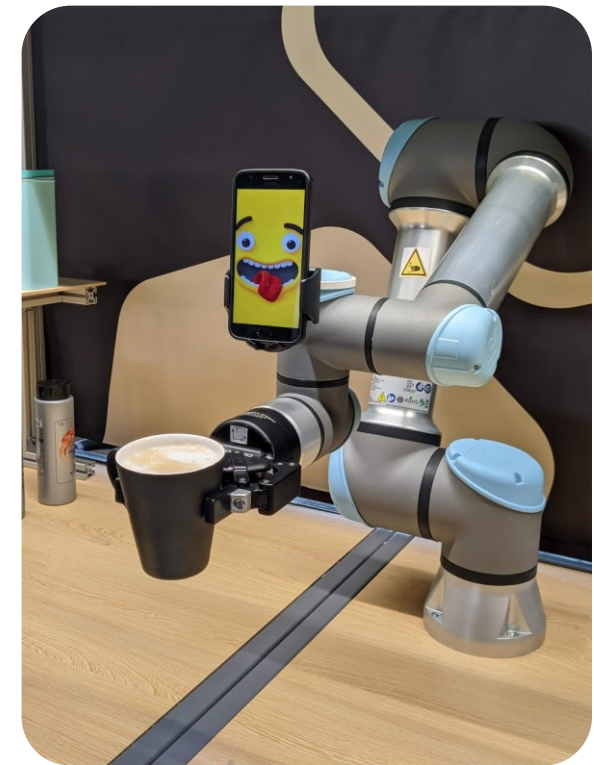
Human Robot Interaction

ROBODELICE – Functional prototype

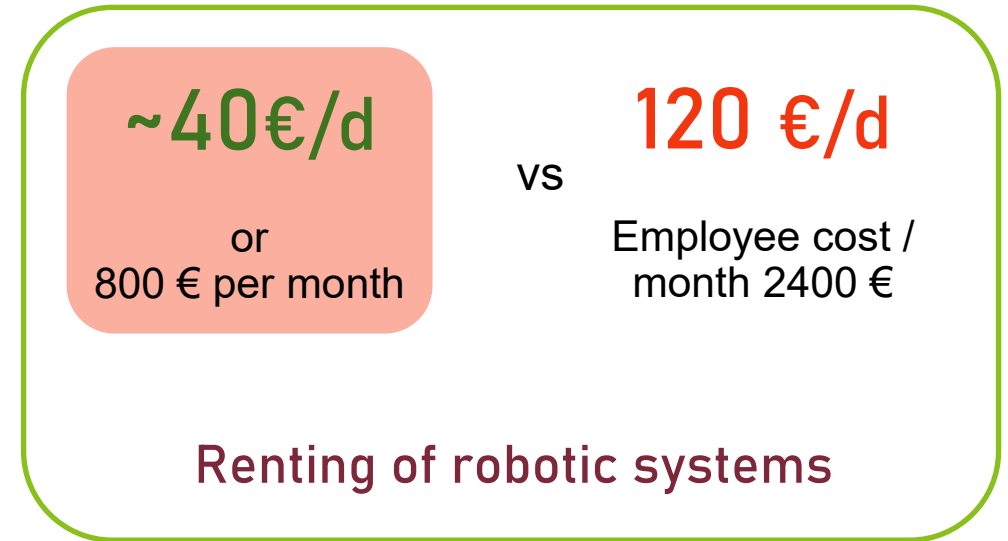
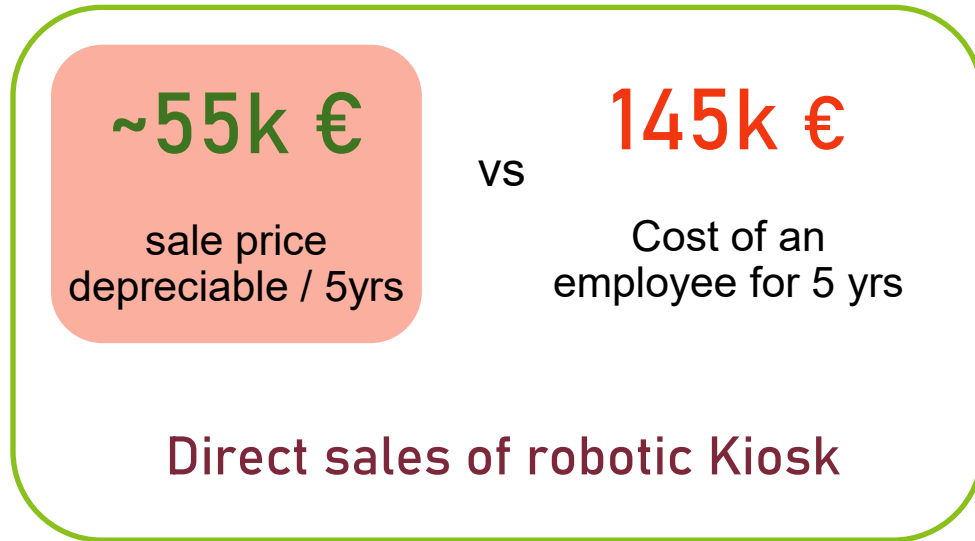
See it in action:

https://youtu.be/_btLZUSxiDQ

<https://youtu.be/UFoQkZEWzhU>



BUSINESS MODEL:



Development of custom robots :

55K€ of material cost + 75 workdays (at 1k € /day) => 130K€

Sales of consumables specific for the machines:

Validated quality food ingredients, disposable and recyclable food packaging, specific and adapted to our machines

Intelligent restaurant management software solution:

Customized application for replenishment and automatic ordering

MARKET AND OPPORTUNITIES

Dark Kitchens

Several cooking processes can be automated using our Co-Bots



\$71.4 billion

Estimated Dark Kitchen market by 2027

- by 'The Statistica'

Restaurant chains



\$3.5 billion

Estimated Robotic food market by 2025

- 'The Spoon' survey

Collective catering service providers



\$9.33 billion

Intelligent vending machine market by 2024

- 'Business wire' survey

Food court in luxury hotels



COMPETITION LANDSCAPE

Automated Kiosk Systems

Collaborative Restaurants

chowbotics
robots for food service

CAFE X

Blendid


MISO ROBOTICS

 **Creator**

 **spyce**

Funds raised

(\$20.8M)

(\$14M)

(\$20.3M)

(\$43.8M)

(\$18M)

(\$26M)

Europe

PAZZI
Tastemakers

 **Karakuri**

délice

Aitme

(\$13.8M)

(\$13.5M)

(\$12M)

délice



STRONG ROBOTICS AND SOFTWARE EXPERTISE



MODULAR DESIGN
COST EFFECTIVE
QUICK ROI



FIRST FULLY AUTONOMOUS
WAFFLE AND PANCAKE
ROBOT

DÉLICE ROBOTICS TEAM



CEO - Founder

Anshul Paigwar

Masters in Robotics and
Computer Vision

4+ yrs. experience in Robotics,
AI vision system for Autonomous
Vehicle

15+ Research Papers



Software + Hardware
prototyping



CMO

Yoann Allardin

Masters in Business,
Management & Marketing

Startup development experience
Marketing and Business Plan
Finance research
Founder of clever.how and SpaceFarer



Business Analysis
+ Marketing



COO

Didier Lasserre

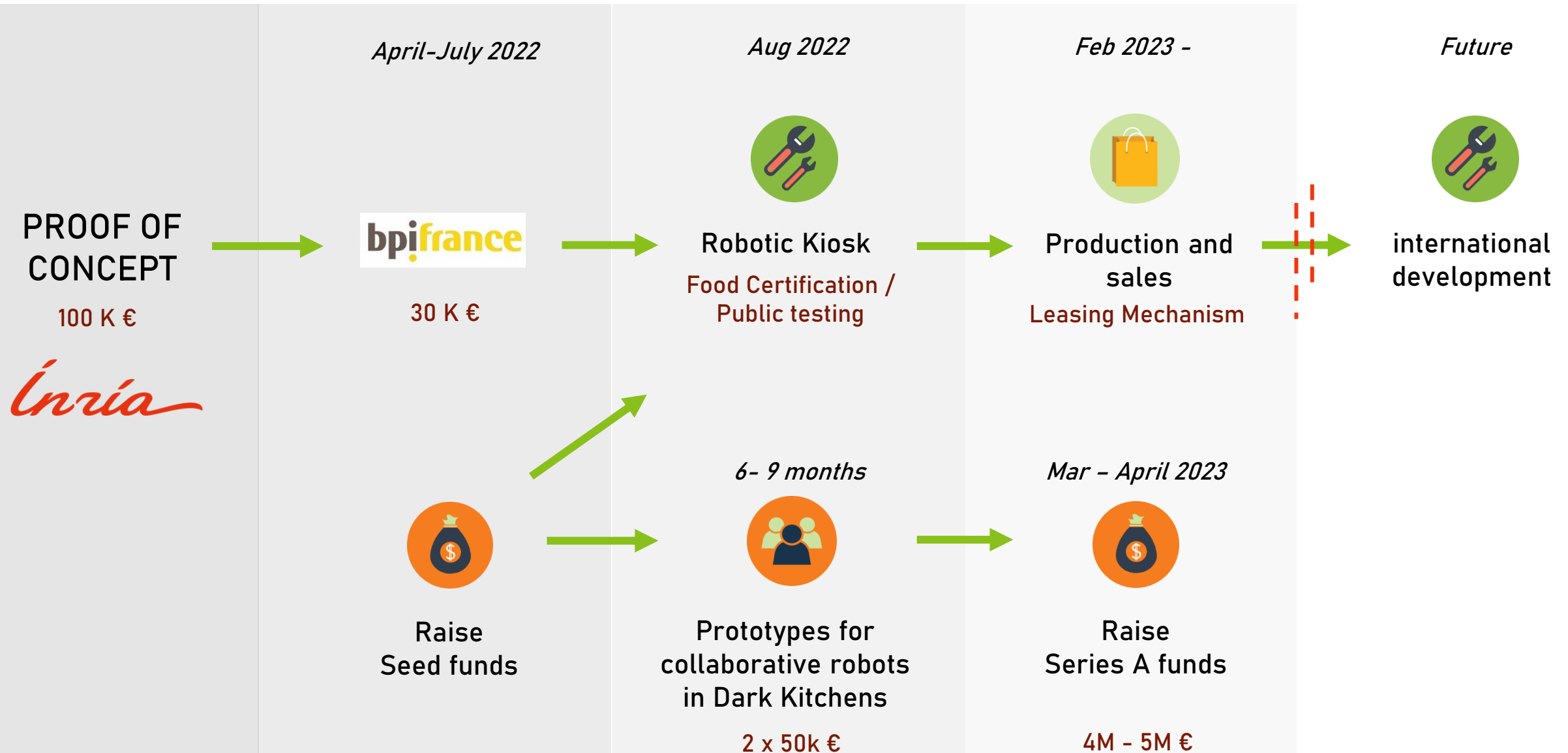
Diploma Mechanical Engineering
& Business Unit Manager

Founder- DistriPizza
(Sold 200 Pizza Machines)
20+ yrs. experience in Industrial
design and management



Industrial design + Sales
Management

WHAT WE NEED & TIMELINE



FINANCIAL PROJECTIONS & KPI'S

| | 2022 | 2023 | 2024 | 2025 | 2026 |
|--------------------------------|---------|---------|---------|---------|--------|
| CA | 450 K € | 1,5 M € | 4 M € | 7 M € | 15 M € |
| EBITDA | 50 K € | 500 K € | 0,8 M € | 1,4 M € | 4 M € |
| Number of Robot sold | 3 | 20 | 70 | 120 | 240 |
| Robot Models / Food categories | 1 | 3 | 4 | 5 | 8 |

Current funding: **100 K €** (Inria) + **30 K €** (BPI)

Funds to raise: **400K - 500 K €** (equity) + **90 K €** (BPI)

Opening of equity 15 % - Grouping of BA possible - Ticket starting from 20k €

Utilization of funds:

R&D - 50% | Production - 30% | Marketing & Commercial - 20%



Thank you!

<https://delicerobotics.com>



<https://twitter.com/DeliceRobotics>



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