

8. CFO (Chief Financial Officer)

Finance & Revenue Management

- Manages budgeting, financial planning, and revenue streams.
- Ensures cost optimization and profitability.
- Handles investor relations and funding strategies.

Financial Projection:

Expected Revenue Streams

1. Commission on Orders (60-70% of Revenue)

- Restaurants pay a 10-30% commission per order.
- Higher-tier restaurants opt for premium exposure, generating additional revenue.

2. Delivery Fees (15-20%)

- Customers pay a variable delivery fee based on distance and service type (standard vs. express).
- Subscription-based free delivery plans increase customer retention.

3. Advertising & Promotions (10-15%)

- Sponsored Listings – Restaurants pay for priority placement.
- In-App Ads – Brands advertise special deals to targeted users.

4. Subscription Plans & Loyalty Programs (5-10%)

- Premium Membership for free delivery, exclusive discounts, and faster service.
- Restaurant Partner Plans for added marketing and operational benefits.