



ROBOT-RUN CAFÉ

INVESTOR PRESENTATION

Ella Degani Specktor
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Table of Content

- ∅ Overview
- ∅ Establishments' market share
- ∅ Chain vs. nonchain
- ∅ Seats
- ∅ Location location location
- ∅ Recommendations

Robot-Run Café Advantages

- ∅ Automated services
- ∅ Attractive & unique concept
- ∅ Highly competitive
- ∅ Low maintenance
- ∅ Eliminates relay on human employment
- ∅ Highest level of efficiency
- ∅ Fast Time to Market (FTTM)
- ∅ Rapid Return on Investment (ROI)
- ∅ Addresses the current modern-life pace challenge
- ∅ Open 24/7



Cafés in Top 3 Market Shares

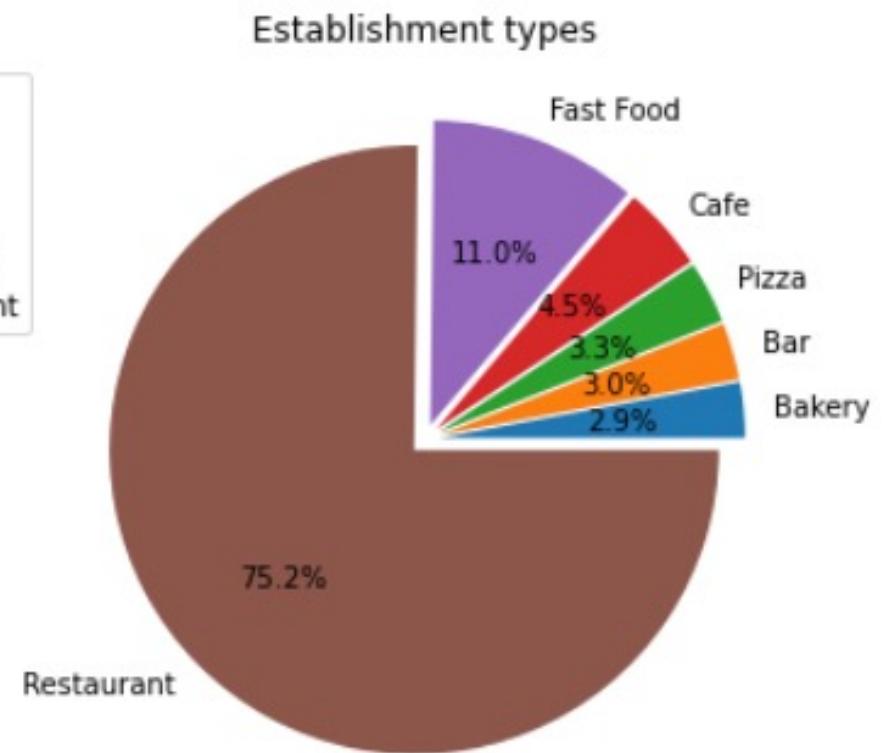


Excluding restaurants

75% market-share,

Cafés come 2nd

with 4.5% market-share of the remaining
25% right after fast food.



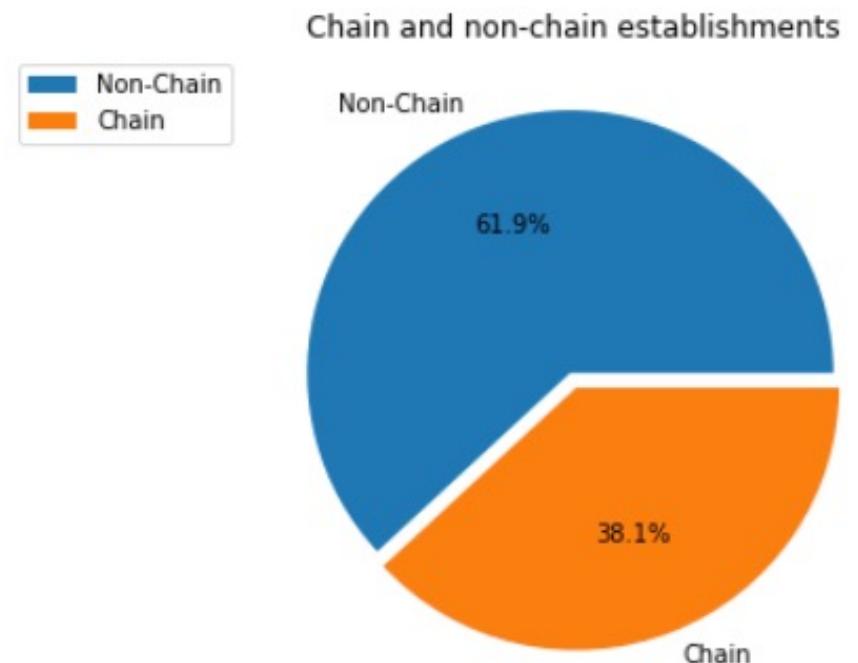
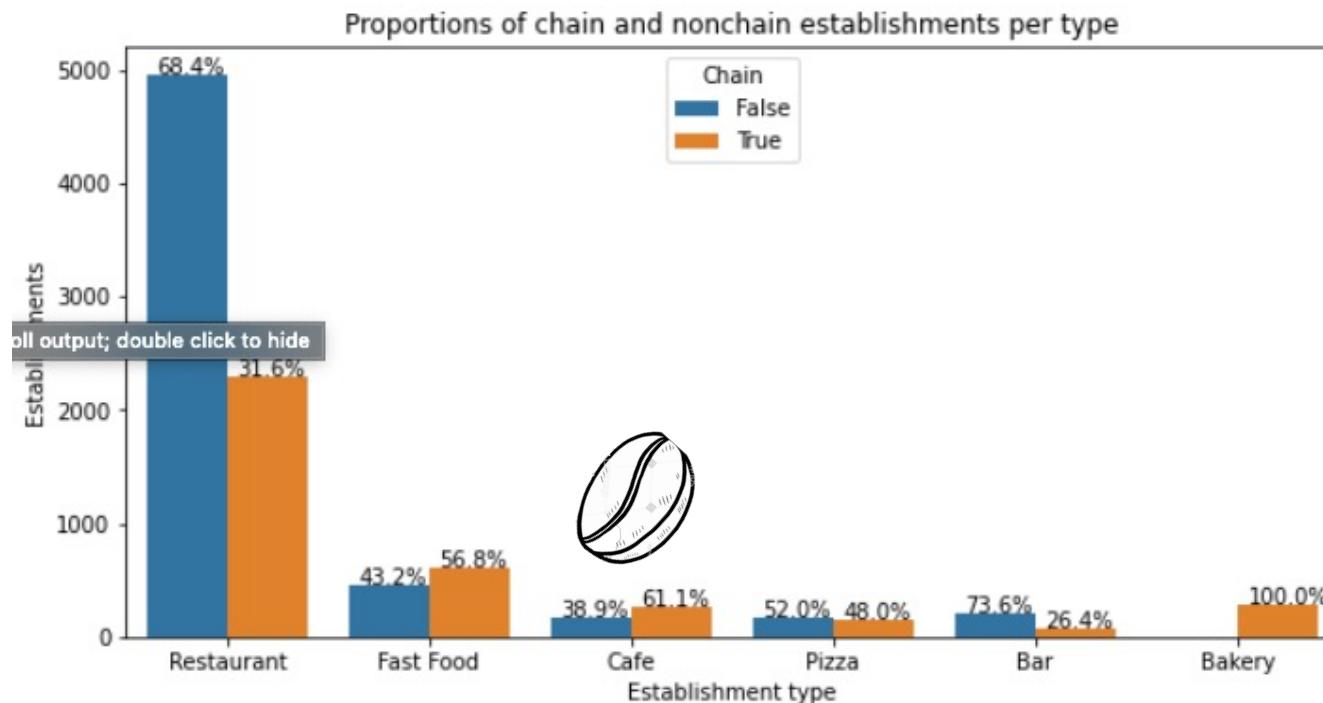
Promising potential for growth.

Café Chains are Popular



Overall, 61.9% of establishments in LA are non-chain, while 38.1% are chains.

Cafés in LA: 61.1% are chains and 38.9% are non-chain



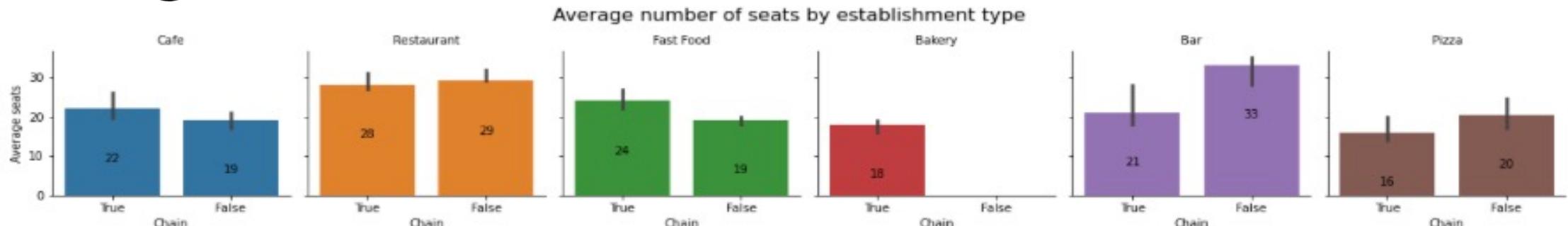
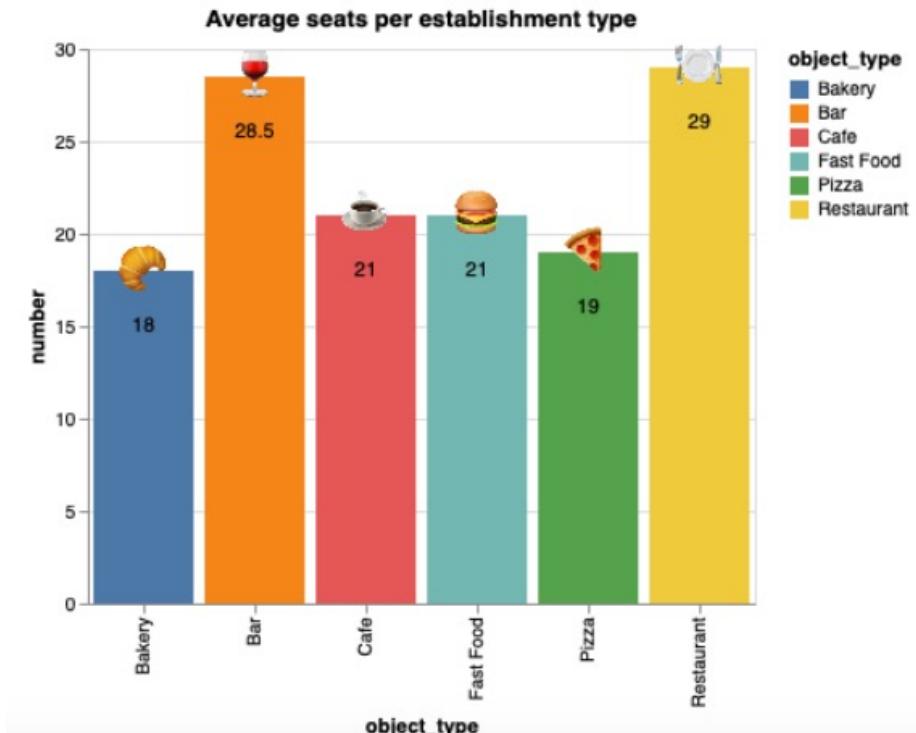
Café Seating Settings



On average, cafes have 21 seats

Non-chain café 19 seats

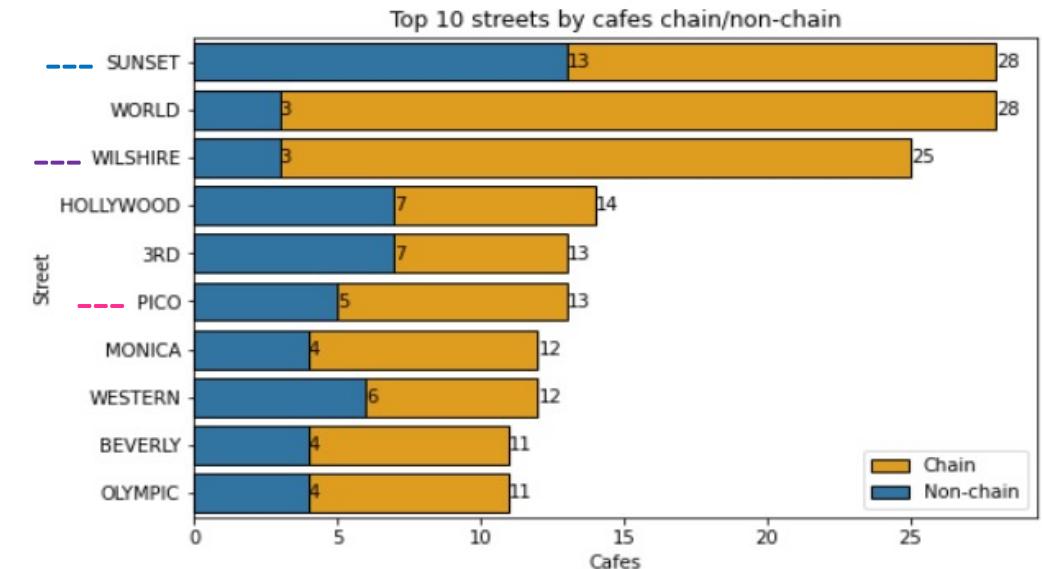
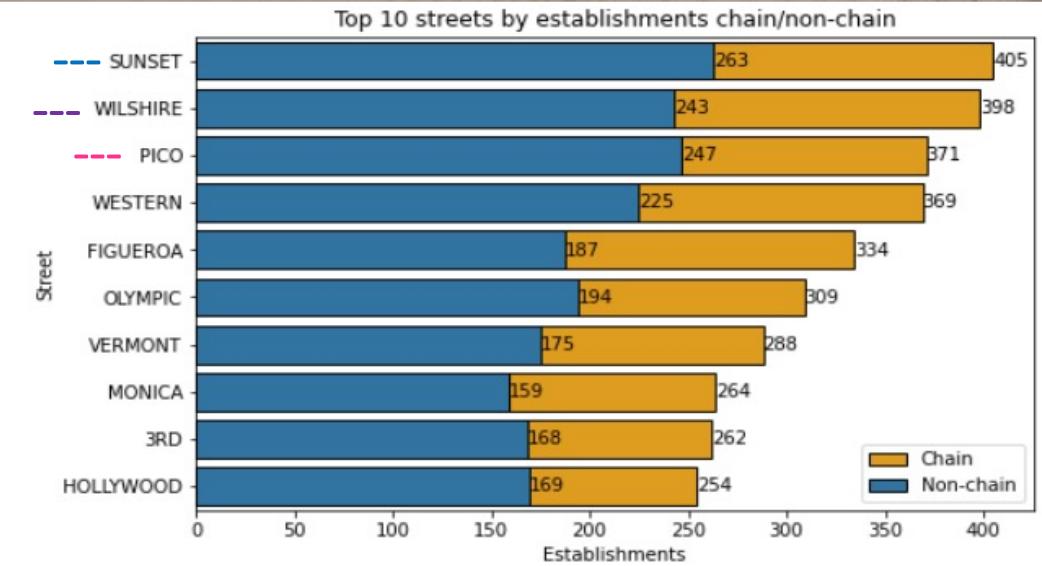
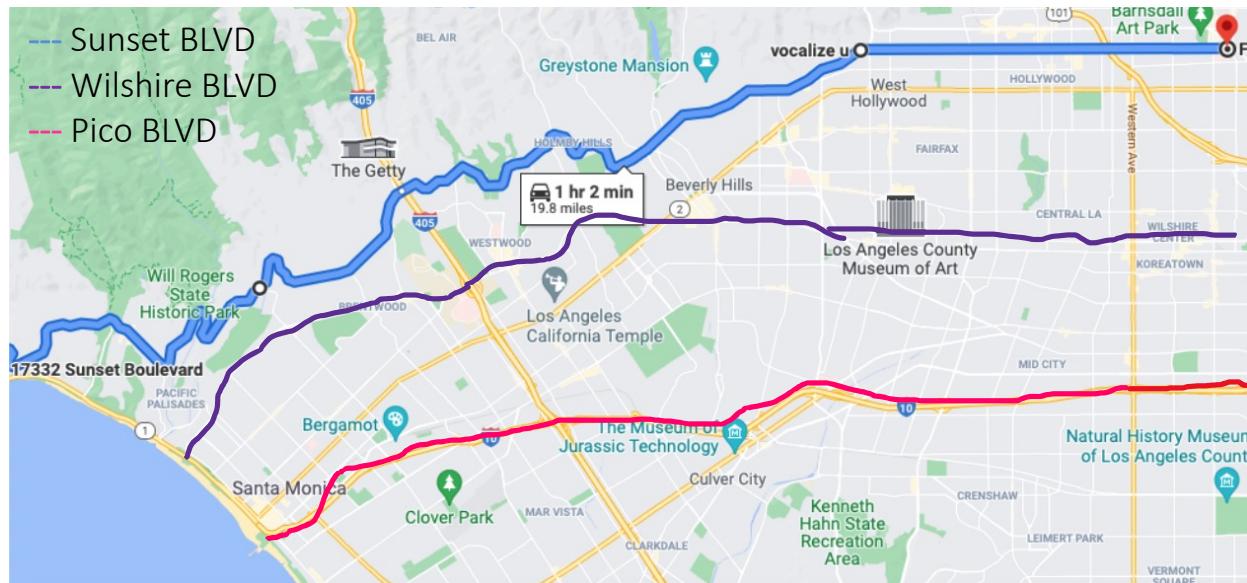
Chain café 22 seats



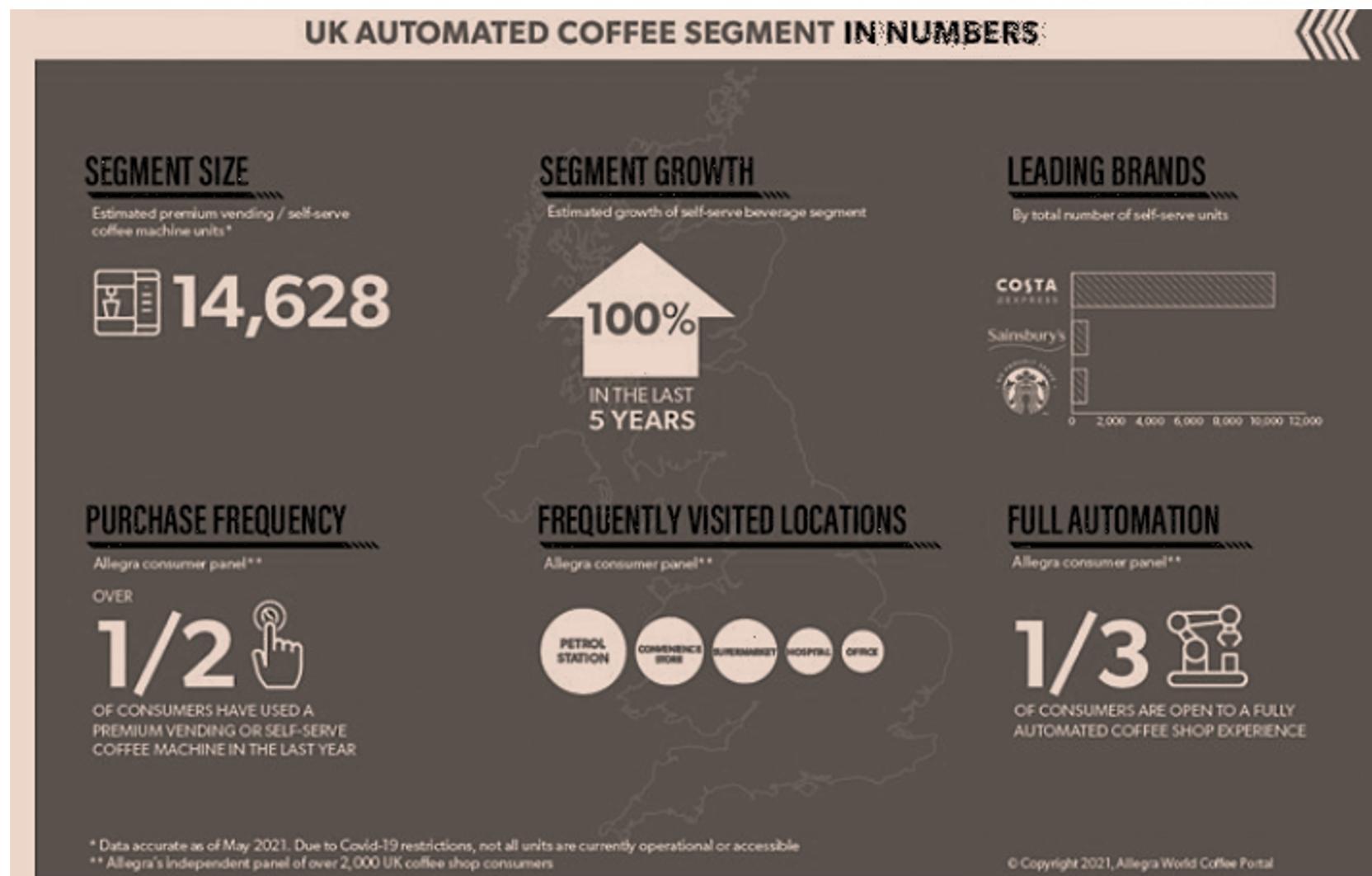
Best Streets for Cafés: W Sunset BLV D & Wilshire BLVD

Most cafes are on W Sunset BLVD (28), World Way (28) and Wilshire BLVD (25).

World Way is near the Airport over-crowded location.
W Sunset BLVD prime location, promising growth.
Wilshire BLVD optional on top 3 Café locations.



World Café Portal - Example from UK 2021



The Automated Coffee Report UK 2021 reveals the UK's premium self-serve beverage segment has more than doubled in the last five years and now comprises over 14,000 units across the nation. © World Coffee Portal



Overall Conclusion:
Cafés in LA are mostly chains
with an average of 21 seats
located on main BLVDs.

Recommendations

- Ø LA is a spread-out city, mostly traveled by vehicles. Therefore, a recommendation for location should take into consideration on curb pedestrian traffic and proximity to points-of-interest such as business districts, shopping centers, transport hubs and central stations, parks, and main BLVDs.
- Ø Also, we would recommend an *on-the-go* service approach, i.e., having no seats or perhaps a long bench fronting the street, which saves on space and maintenance.
- Ø Robot-run café is a global trend as demonstrated in Europe and Asia. Hence, we would pilot a single café with a potential end goal for growing into a chain and/or franchise.
- Ø We recommend to expand to drive-thru window and drone/uber delivery services.



DON'T
Talk
To Me UNTIL
I'VE HAD MY
COFFEE.
And then AFTER THAT
STILL DON'T
TALK TO ME.

Thank You!

