

ALBERTS

*We're no
Einsteins,
we're ALBERTS*

Making a healthy life the easiest option

1 MAAK JE KEUZE!
FAIS TON CHOIX!



2 SEE THE MAGIC!
VOICI LA MAGIE!



3 GENIET ERYANI
SAVOURE!

4 DEKSEL? RIETJE?
COUVERCLE?
PAILLE?

ALBERTS



9:41
← Create your smoothie

1 Strawberry
2 Blueberry

3 Spinach



Rising
Food
Stars



Nr. 112 Worldwide.
Nr. 8 "Smart Appliances & Kitchen Management"

“THE STATE OF OUR HEALTH”

Saddening speech of an imaginary world president



Drinks enough
water



Eats Enough
Fruit



Eats Enough
Vegetables

“THE STATE OF OUR HEALTH” – Saddening speech of an imaginary world president



Enough fruits



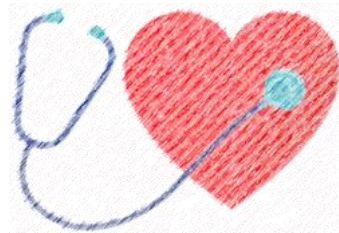
Enough veggies



over 50%
of people are
overweight or obese



over 20%
of people are
obese



“THE STATE OF OUR HEALTH” – Saddening speech of an imaginary world president



Enough fruits



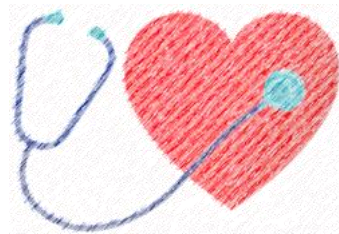
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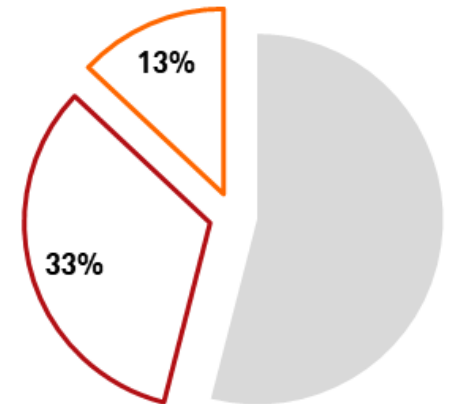
SUSTAINABLE DEVELOPMENT GOALS
17 GOALS TO TRANSFORM OUR WORLD



[17 million premature yearly deaths]

< 800 g/day
fruits & vegetables

< 500 g/day
fruits & vegetables



What we do – Making Healthy Snacking Obvious



Naturally grown
vegetables,
fruits and herbs



Individually Quick
Frozen (IQF)
vegetables, fruits
and herbs



Healthy
Soups and
healthy
Smoothies



Alberts sustainable
technology suite and IoT
solutions enabling a **healthy
snacking** community



Enabling a daily healthy hassle-free fruit & vegetable habit,
fresh personalised snacks anywhere and anytime.



Our unique and patented solution?



Our unique and patented solution?



1

ZERO FOOD WASTE + ECOLOGIC

Ingredients industrial cleaning & dicing: every gram counts. Frozen: no waste. Bagasse cups: bio, compostable & tree-free. Organic fruit & vegetable range.

2

PERSONALISED FOOD

Unique experience to make your own smoothies and soups, opening the door towards personalised food advice & promotion!

3

FULL TRANSPARANCY

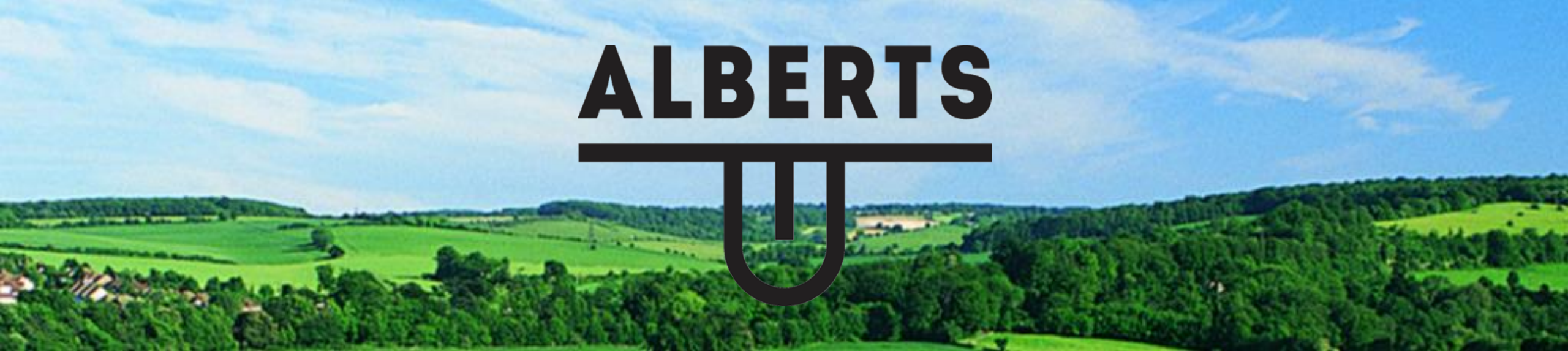
Restoring trust in food system by offering full transparency on the process inside our machine. Providing 100% real nutrients & food.

4

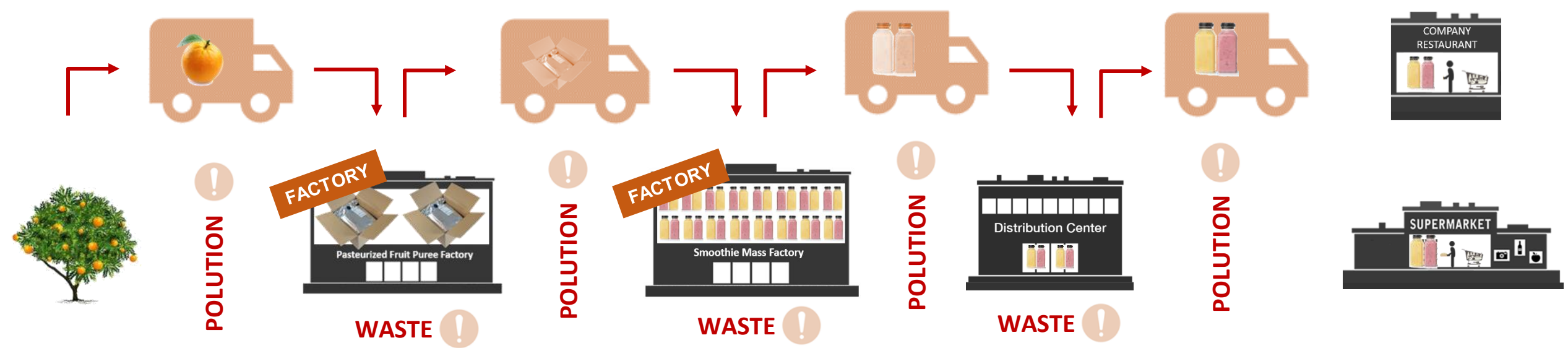
SCALABLE

1m² and rolls in on wheels. Operationally viable since frozen and thus no waste + low maintenance.

Our unique solution?



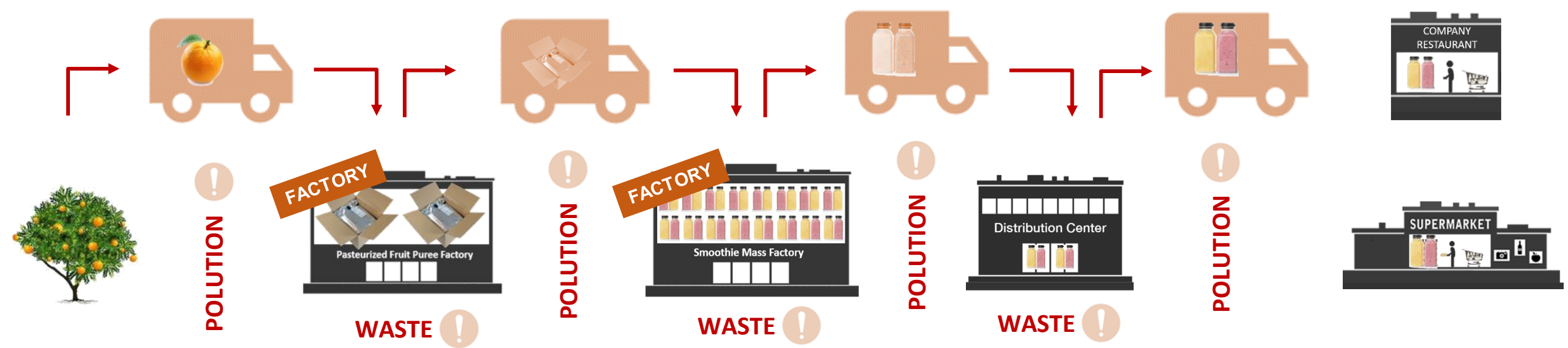
Our unique solution?



ALBERTS



Our unique solution?



Our unique and patented solution?

EIT Food project: PERSONALISED and connected FOOD service providers (PERSFO): guiding consumers to healthy food through nudging & AI.



The image shows two Alberts Smoothies vending machines side-by-side. The left machine displays various fruit and vegetable options, while the right machine displays a network of data points. A smartphone next to the machines shows the app interface with a selection of food items. The background features a stylized map of Europe composed of data points.

ALBERTS
SMOOTHIES
no added sugar
FRUIT & VEGGIES
made in Belgium

1. MAAK JE KEUZE!
2. ZIE THE MAGISCHE VOICET LA MAGISCH!
3. GEHEET ERYANI RAYPOUR!
4. DEKHEET RIETJES COUVERCLET PALLET!

eit Food

"If Robotics is King,
then Data is Queen"

ALBERTS
sodexo
QUALITY OF LIFE SERVICES
KU LEUVEN
shiftⁿ
clarity in complexity
Quadram Institute
Science & Health
Food & Innovation

How do we overtake competitors



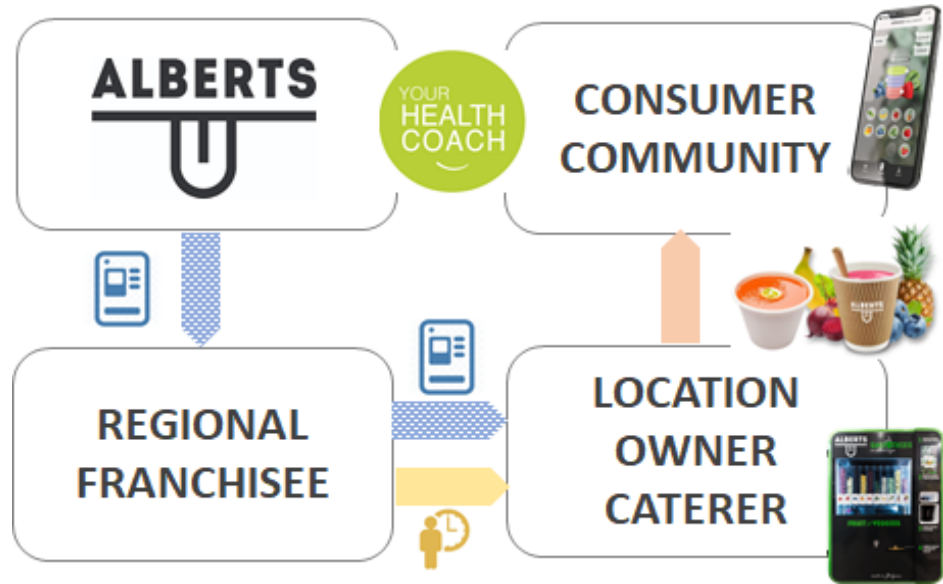
How do we overtake competitors



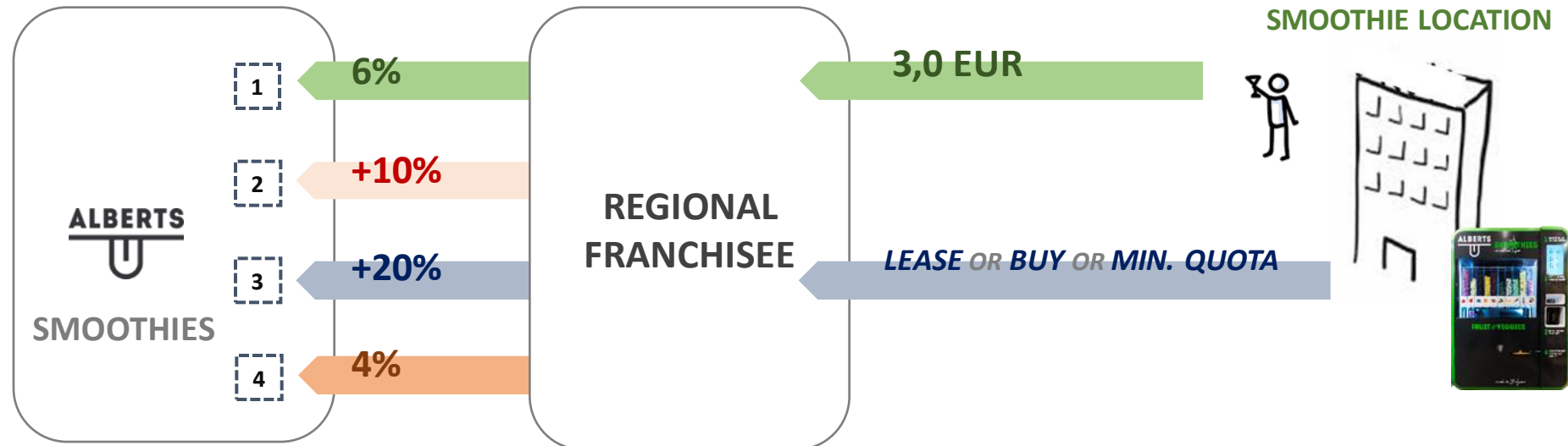
	CHOWBOTICS	BLENDID	ALBERTS	REIS & IRVY'S
PRODUCT	Salads / Cereals	Smoothies →	Smoothies & Soups	Ice-Cream
FRESH/FROZEN	Fresh (manual work & waste)	Frozen		Frozen
SIZE	0,8m x 0,8m	10 m² → 1 m²		1,2 m²
COST	30k €	75k \$ → <30k €		30k €
MARKET	>100 in the market	1 proto → 10 in field >40k smoothies		>2000 in the market



Scaling through regional franchisees



- 1 *Alberts takes **6%** royalty on franchisee revenues*
- 2 *Alberts takes **10%** margin on ingredient price*
- 3 *Alberts **20%** margin on machine production cost*
- 4 *Alberts gets **4%** on franchisee revenues for mark. & tech fund*



Financial planning for a successful future

Alberts' Journey summarised.

Make it Scaleable

A-ROUND – 5.5m EUR

REGIONAL MASTER
FRANCHISE EXPANSION

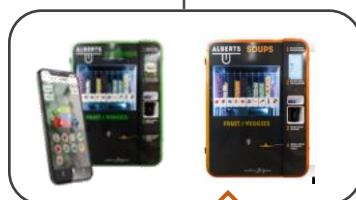
IPO

B-ROUND

EQUITY +2m EUR

Approved grants +800k EUR

EIT Food safe note +350k EUR



Extend Portfolio

+350k EUR and +2m EUR growth loan

- ✓ Scale-up production (EU manufacturing!)
- ✓ Increase sales BeNeLux market towards 100 Stations in the market
- ✓ 1^e Regional franchise model (Paris / Norway)
- ✓ Perfect our remote access platform (operational efficiency is key!)
- ✓ Activate our channels (Sodexo, ISS, Compass, Vending Operators)
- ✓ Automate on-site and in app marketing
- ✓ Recipe & Ingredient improvements

Make it Reliable

SEED III +600k EUR

Make Business

SEED II +375k EUR

Make a Prototype

SEED I +300k EUR

2015

2020

2021

2022














2023

2030



Our team & added value boards

OSCAR		<i>Service Operator</i>
KRISTOF		<i>Business Development Manager</i>
CLAUDIA		<i>Marketing & Communications</i>
WOUTER		<i>Software Engineer</i>
HANS		<i>Chief Technical Officer</i>
STEN		<i>Hardware Design Engineer</i>
ANDREAS		<i>Hardware Design Engineer</i>
GLENN		<i>Chief Executive Officer</i>
PHILIPPE		<i>Employer & Product Branding</i>
STEFAN		<i>Chief Financial Officer</i>

BOARD OF DIRECTORS		 	Advisors
	Sophie Ringoot Expert Food		Christian De Wolf Food Industry Veteran
	Frédéric Rosseneu 		Alain Verbeke Int. FoodTech Expert [retired] 
	Philip De Mulder Taste Invest		Denis Knoops Ex-CEO Delhaize BE 
	Peter D'Hoore Expert Vending		

Commercial achievements of our awarded team

CUSTOMERS



AWARDS



STATS



Sold Smoothies **>40.000**

Recurring Consumers **> 50%**

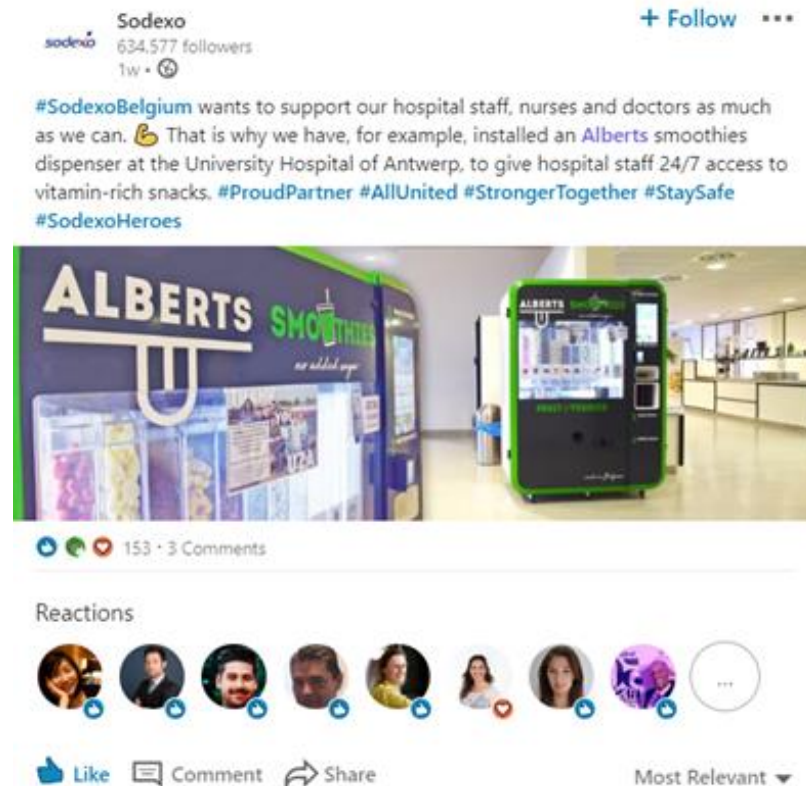
Alberts at the office? **97% YES!**

Partnering Caterers in 2020 **4**

Recent Custom app orders **>32%**

The time is now to invest in the Alberts team

- **Best** positioned and recognised EU team with patented technology in Food Robotics & AI.
- First products **tested** for 24 months on the market, **inquiries** from over 75 countries.
- Well structured team with a **clear vision** and **plan to grow**.
- **Ready** to conquer the world and make healthy snacking obvious



**Healthy greetings
from #UZAheroes!**



The time is now to invest in the Alberts team



A Thinking – Understanding and influencing consumer buying behavior to master the future of personalised healthy food.



A Making – Ensure agile production scaling with customised versions.



Machine intelligence for operational excellence



Product 1: Smoothies
mTRL 7



Product 2: Soups
mTRL 4



Future

Future