



A Digital Solution for Restaurant Occupancy

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Meet Our Team

Our team combines entrepreneurial spirit, creativity, and local insight to develop innovative digital solutions that strengthen Munich's Gastronomy Business.



ALI HOSSAM
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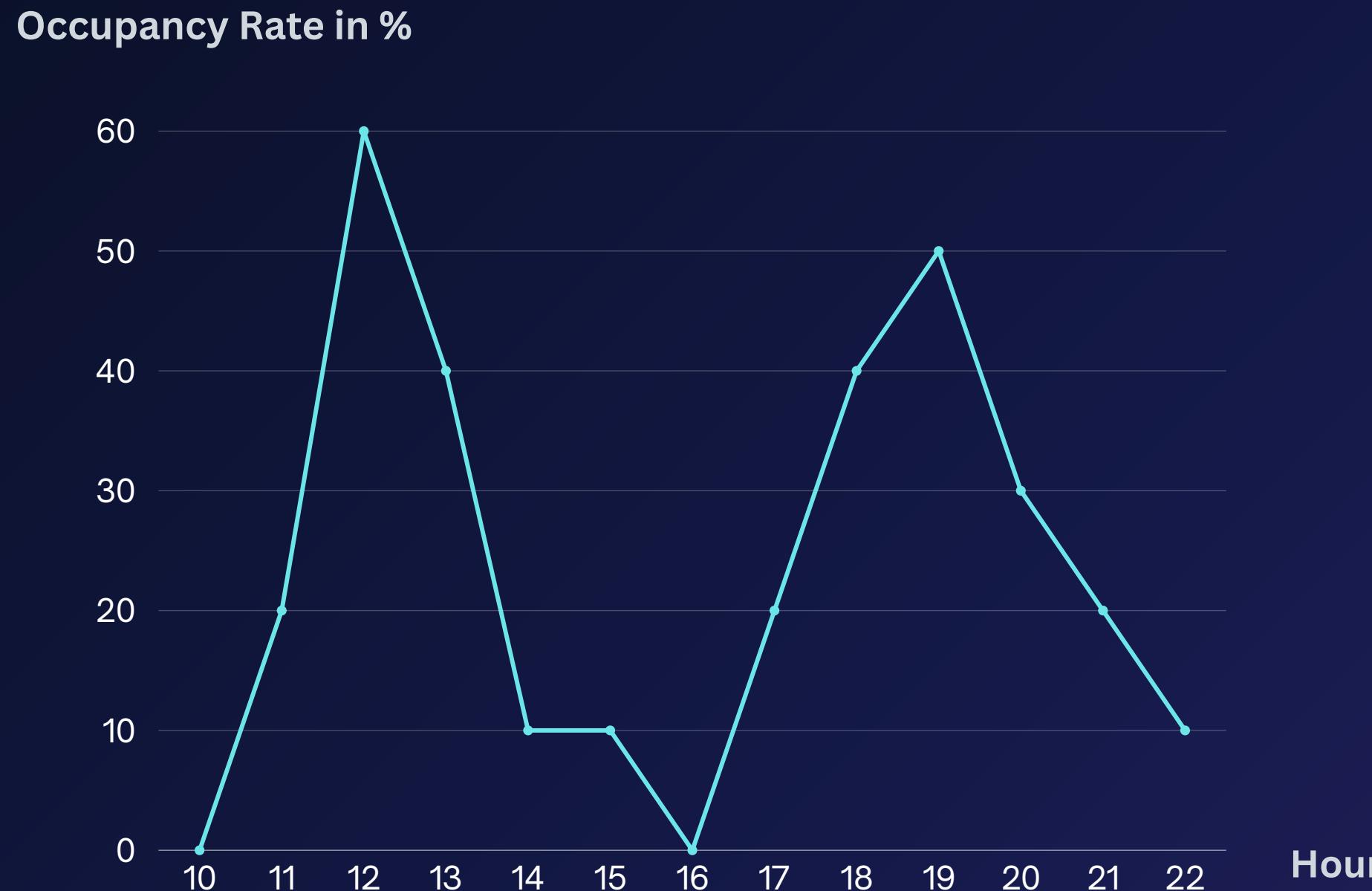


ERDOGAN MUHAMMED EMIN
FK14



MARTINETTO CHIARA
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Filling Empty Tables



Independent, full-day restaurants

Off-peak hours = empty tables & lost revenue

Student-heavy neighborhoods = flexible diners

Dynamic, time-based incentives = higher occupancy

Proof of Demand

Study Results

67%

are cutting back on eating out or ordering takeaway due to inflation.

Of Foodservice Users

Study Results

75%

to shift dining time to off-peak hours in exchange for discounts

Willingness

TheFork Festival Data (Price Elasticity Proof)

Standard Volume

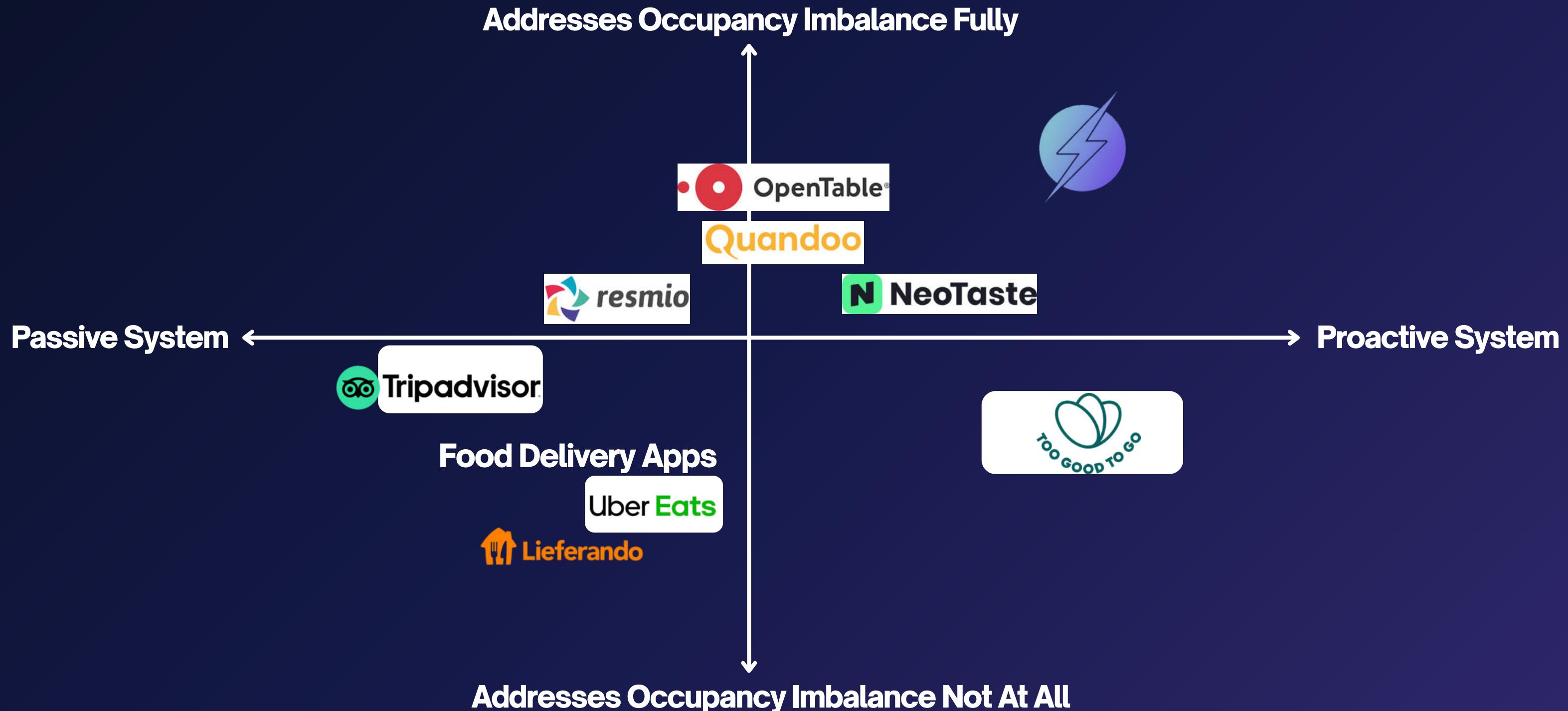
1x

With 50% Deal

5x Volume / 3.9x Revenue Increase

Positioning Map: Sponti vs. Competitors

X-Axis: Addresses Occupancy Imbalance & Y-Axis: System Behaviors



Sponti is the only solution that actively balances restaurant occupancy in real time

BUSINESS MODEL

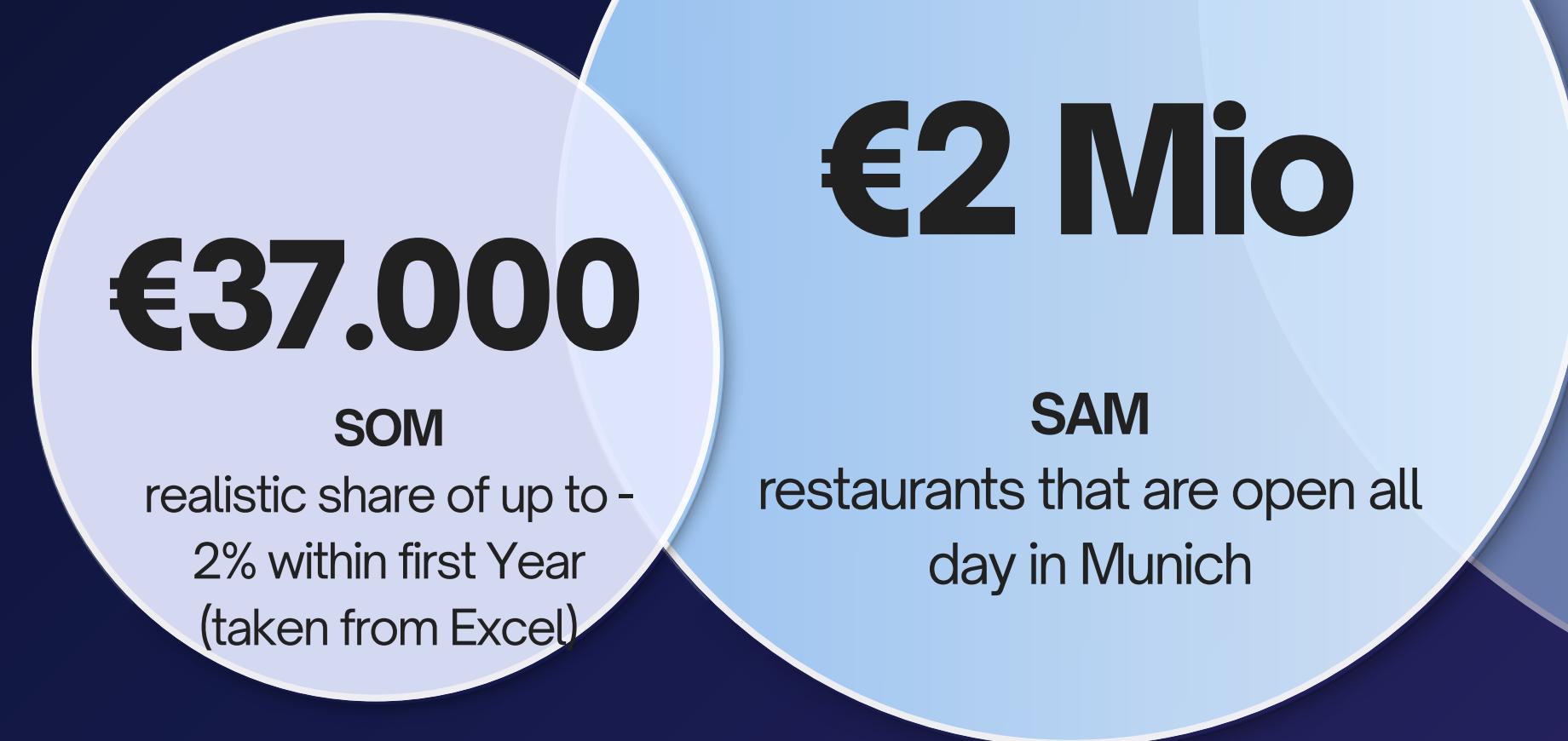


Value



For Restaurants: Turn empty off-peak tables into additional revenue by attracting flexible student
For Students: Enjoy eating out without the crowds and for less

Updated Market Size



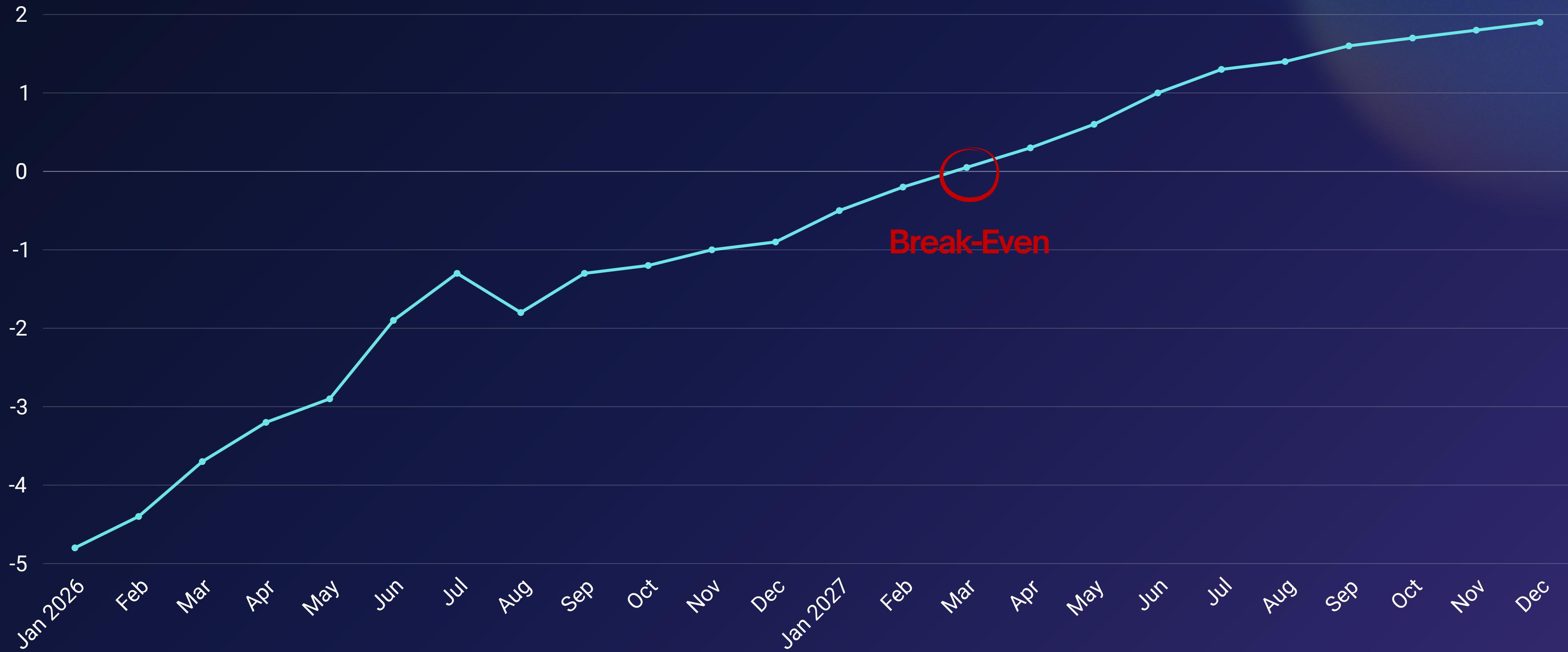
TAM
total yearly estimated
revenue potential from all
independent restaurants in
Germany that are open all
day

P&L

Quarterly Snapshot									
	Feb 2026	May 2026	Aug 2026	Nov 2026	Mar 2027	May 2027	Aug 2027	Nov 2027	
Nr of Guests Referred (Products Sold)	900	1.800	4.050	4.650	5.700	6.300	7.500	7.350	
Revenue	840	1.680	3.780	4.340	6.384	7.056	7.728	8.232	
Sales & Marketing Cost	1.300	800	900	800	800	900	900	950	
Overhead	4.020	4.020	5.380	5.380	5.380	5.380	5.380	5.380	

EBITDA Chart in thousand €

EBITDA



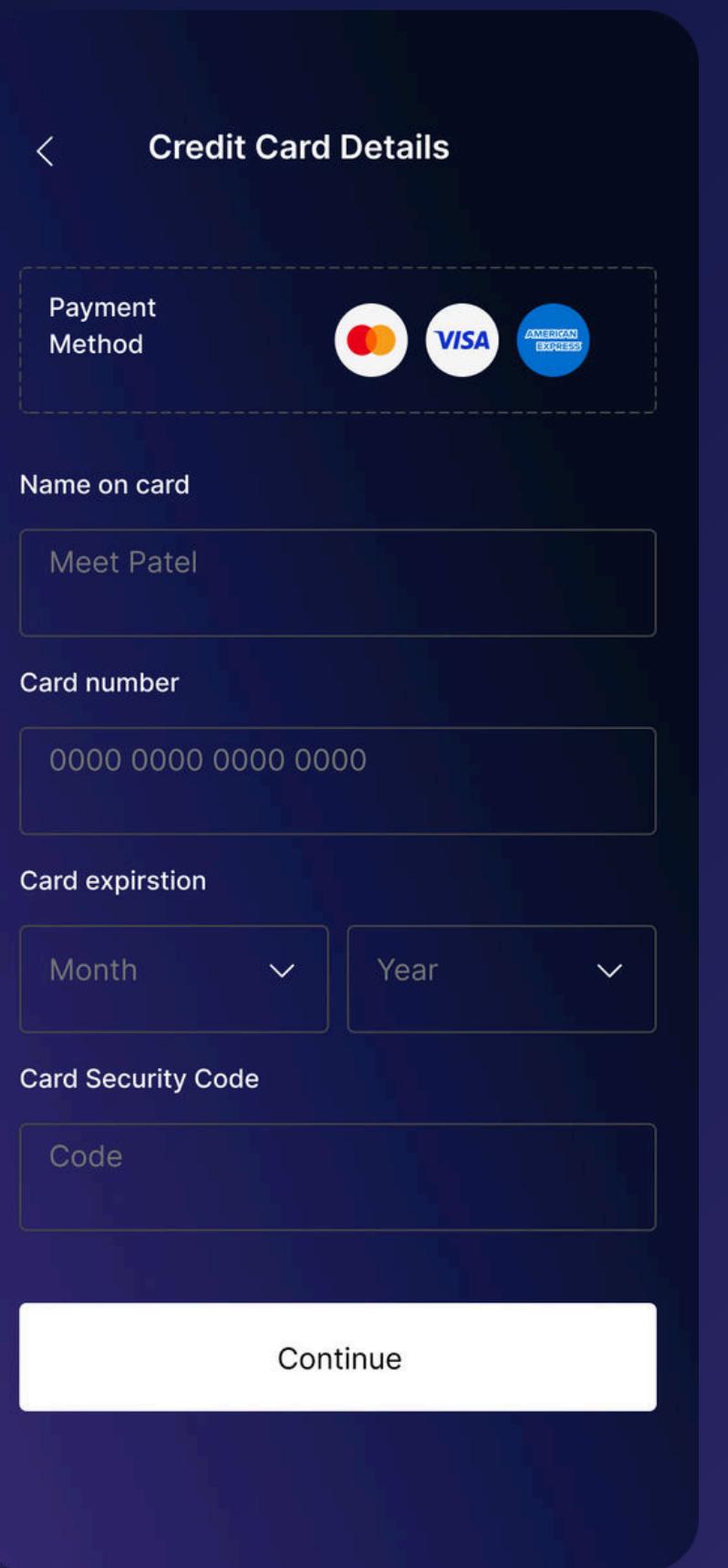
NEXT STEPS

Online Payment

Removing reliance on manual scanning by restaurant

Margin Trade-off:

- reducing margins by 0.9%-2.6%
- + €0.07-€0.11 per transaction



Credit Card Details

<

Payment Method

MasterCard VISA AMERICAN EXPRESS

Name on card

Meet Patel

Card number

0000 0000 0000 0000

Card expiration

Month Year

Card Security Code

Code

Continue

A screenshot of a mobile-style credit card payment form titled "Credit Card Details". It includes fields for payment method (MasterCard, VISA, American Express), name on card (Meet Patel), card number (0000 0000 0000 0000), card expiration (Month and Year dropdowns), and card security code (Code input field). A "Continue" button is at the bottom.

Search with Seamless Power



Find the perfect Meal for your needs



future promises even more innovation, making AI search an indispensable tool for navigating the complexities of the digital realm

Precision at Every Query: Unleash the power of AI search's accuracy and relevance, ensuring that each search query brings forth precisely what you're looking for.

Adaptive Intelligence in Action: Experience a dynamic search journey as AI adapts to your preferences, offering a tailored

experience that evolves with every interaction, offering a

Feel Free To Test The App



App reviewed by		
Name	Address	Feedback to our app
Sam's Falafel	Augustenstraße 62, 80333 München	We are in university district and have quieter hours in the afternoon, so short-time deals could help bring in students without changing our regular prices. The app looks easy to use.
Bavarian Oriental	Amalienstraße 32, 80799 München	Interesting Concept and neat design. We might use it to fill empty hours.
Andy's Krabbergarten	Thalkirchner Str. 2, 80337 München	We are not sure. There's a risk that it could distract staff or interfere with regular service.

Sources

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Thank You

for your time
and attention



sponti by LocalTable



www.LocalTable.com



LocalTable@munich.com



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Direct Market Proof

NeoTaste Numbers

Hyper-Growth

Raised **€21M** Series A in 2024

Adoption

Scaled to **750,000+** users and **3,000+** restaurants rapidly

Revenue

Revenue: Doubled every 2.5 months in 2023.

Business Model Canvas

<p>KEY PARTNERS</p> <ul style="list-style-type: none"> • Local Restaurants & Communities: <ul style="list-style-type: none"> ◦ Informal owner networks and local groups supporting early restaurant adoption. • Universities & Student Groups: <ul style="list-style-type: none"> ◦ Student unions, Erasmus networks, and campus ambassadors. • Printing Partners: <ul style="list-style-type: none"> ◦ Local print shops for QR codes and in-restaurant materials. • Micro-Influencers: <ul style="list-style-type: none"> ◦ Local food creators with small, engaged audiences. 	<p>KEY ACTIVITIES</p> <ul style="list-style-type: none"> • Acquiring and onboarding restaurant • Testing time-based offers • Operating and improving the MVP app • Running early-stage marketing and campus outreach 	<p>VALUE PROPOSITIONS</p> <p>For Restaurants</p> <ul style="list-style-type: none"> • Fill empty tables during off-peak hours • Attract a high-frequency student segment • Increase revenue via dynamic deals • Visibility without marketing effort → “Make your off-peak hours feel a little less... off.” <p>For Students</p> <ul style="list-style-type: none"> • Real-time affordable dining options • Student-friendly deals (5–20% off) • Discover local independent restaurants • Fast group booking, no calls needed → “Your stomach says yes, your bank account says thank you.” 	<p>CUSTOMER RELATIONSHIPS</p> <p>Restaurant Owner</p> <ul style="list-style-type: none"> • Assisted onboarding during early phase • Self-service management dashboard • Monthly performance summaries <p>Students</p> <ul style="list-style-type: none"> • Push notifications for time-specific deals • Smooth and fast mobile experience 	<p>CUSTOMER SEGMENTS</p> <p>Primary Business Partners: Independent Restaurants in Munich</p> <ul style="list-style-type: none"> • Restaurants open all day (e.g., 11am–11pm) • Often struggle with uneven occupancy and slow off-peak hours • 10–80 seats • No large chain affiliation • Located in neighborhoods with strong student presence
<p>COST STRUCTURE</p> <ul style="list-style-type: none"> • Marketing & Growth (student outreach, digital ads, local partnerships) • Sales & Onboarding (restaurant acquisition, QR & table materials) • Product & Tech (app development, hosting, maintenance) • Team & Operations (founder, working students) • General & Admin (tools, insurance, legal) 	<p>KEY RESOURCES</p> <ul style="list-style-type: none"> • Mobile MVP • One full-time founder, supporting founders, one part-time student assistant • Initial restaurant partners in student-heavy districts • University access and student ambassadors • QR codes, social media, basic analytics tools 		<p>CHANNEL</p> <p>Restaurants</p> <ul style="list-style-type: none"> • Founder-led direct outreach • Local gastro communities • Word-of-mouth between owners <p>Diners</p> <ul style="list-style-type: none"> • “Come back cheaper” QR stickers in restaurants • TikTok & Instagram Reels • University ambassadors & student groups 	<p>Primary Users: Students in Munich</p> <ul style="list-style-type: none"> • Age: ~18–27 • Study at LMU, TU Munich or HM • Social, spontaneous, budget-conscious • Eat out frequently in groups • Seek authentic, affordable options
	<p>REVENUE STREAMS</p> <ul style="list-style-type: none"> • Commission-based model on restaurant side • No subscription fees for restaurants or users • 7% commission per completed visit • Approx. €1.12 revenue per guest 			<p>20</p>

P&L Year 1

	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Jun 2026	Jul 2026	Aug 2026	Sep 2026	Oct 2026	Nov 2026	Dec 2026
Profit & Loss												
Price - average commision per guest	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €
# Products/Services Sold - nr of guests referred	563	900	1238	1575	1800	2700	3300	4050	4425	4500	4650	4800
Revenue	630 €	1.008 €	1.386 €	1.764 €	2.016 €	3.024 €	3.696 €	4.536 €	4.956 €	5.040 €	5.208 €	5.376 €
Discounts	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
Sales & Marketing Cost	1.300 €	1.300 €	1.000 €	850 €	800 €	850 €	900 €	900 €	800 €	800 €	800 €	800 €
Marketing	900 €	900 €	800 €	750 €	600 €	750 €	800 €	800 €	700 €	650 €	700 €	800 €
Sales	400 €	400 €	200 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €
Production	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €
Overhead	4.020 €	4.020 €	4.020 €	4.020 €	4.020 €	4.020 €	4.020 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €
HR	3.820 €	3.820 €	3.820 €	3.820 €	3.820 €	3.820 €	3.820 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €
General Cost	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €
EBITDA	-4.790 €	-4.412 €	-3.734 €	-3.206 €	-2.904 €	-1.946 €	-1.324 €	-1.844 €	-1.324 €	-1.240 €	-1.072 €	-904 €

P&L Year 2

	Jan 2027	Feb 2027	Mar 2027	Apr 2027	May 2027	Jun 2027	Jul 2027	Aug 2027	Sep 2027	Oct 2027	Nov 2027	Dec 2027
Profit & Loss												
Price - average commision per guest	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €	1 €
# Products/Services Sold - nr of guests referred	5100	5400	5700	6000	6300	6600	6900	7050	7200	7275	7350	7500
Revenue	5.712 €	6.048 €	6.384 €	6.720 €	7.056 €	7.392 €	7.728 €	7.896 €	8.064 €	8.148 €	8.232 €	8.400 €
Discounts	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
Sales & Marketing Cost	800 €	800 €	850 €	850 €	900 €	900 €	900 €	950 €	950 €	950 €	950 €	950 €
Marketing	700 €	700 €	750 €	750 €	800 €	800 €	800 €	850 €	850 €	850 €	850 €	850 €
Sales	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €
Production	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €	100 €
Overhead	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €	5.380 €
HR	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €	5.180 €
General Cost	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €
EBITDA	-568 €	-232 €	54 €	390 €	676 €	1.012 €	1.348 €	1.466 €	1.634 €	1.718 €	1.802 €	1.970 €
	Year 2	Break Even										