WAIŪ– A Celebration Of Sharing Happiness

WAIŪ : Mission, Vision & Values

❖Mission:

To create a global entrepreneur of hospitality industry, realizing pioneering advancements in established services and accomplish mutual growth for both our partners & customers

❖Vision:

WAIŪ is dedicated to provide modern & innovative solutions to our hospitality partners, via introduction of technology evolution in their offerings and opening avenues of inspiring new business horizons.

❖Values:

➢ **Innovation through Leadership** : To spearhead hospitality experience enrichment, Consistently

➢ **Modernization & Elegance** : To develop ultramodern hospitality business solutions

➢ **Focus & Evolution** : Relentlessly strive to improve business value through performance

Product & Features

Our product & features include evolutionary aspects that allow enhanced customer experience at the premises of the restaurant, promoting socializing, interfacing, digital payments, media, credit and governance services.

More details on the features are as shared during the discussions & are available on demand, being covered under non-disclosure agreement.

Expenses & Revenue Model

Investments & Expenditures						
S.No.	Cost Category	Count	Rate	Year 1	Year 2	Year 3
Capital Expenses (CAPEX)						
1	Capex for launch in 7 Locations			₹ 21,30,00,000	₹ 38,00,00,000	₹ 57,00,00,000
Recurring Office Operating Cost (Static Opex)						
2	Recurring Op-Ex at end of first 3 years			₹ 11,34,00,000	₹ 32,42,40,000	₹ 34,27,20,000
Dynamic Operating Cost (Volume Driven) - Dynamic Opex						
3	Dynamiv Op_ex at end of each year			₹ 24,70,08,000	₹ 47,70,16,000	₹ 70,05,24,000
	Annual Operational Expenses			₹ 36,04,08,000	₹ 80,12,56,000	₹ 104,32,44,000
	Total expenses at end of first year			₹ 57,34,08,000	₹ 118,12,56,000	₹ 161,32,44,000
Revenue Model						
1	Wave 1 Target - 1st month Earning per month at the end of 1st month	Month 1	₹ 1,00,476	₹ 10,04,760	₹ 70,33,320	70 Restaurants; 70,000 consumers
2	Wave 1 Target - 2nd month Earning per month at the end of 2nd month	Month 2	₹ 1,00,476	₹ 20,09,520	₹ 1,40,66,640	140 Restaurants; 140,000 consumers
3	Wave 1 Target - 3rd month Earning per month at the end of 3rd month	Month 3	₹ 1,00,476	₹ 30,14,280	₹ 2,10,99,960	210 Restaurants; 210,000 consumers
4	Wave 1 Target - 4th month Earning per month at the end of 4th month	Month 4	₹ 1,00,476	₹ 40,19,040	₹ 2,81,33,280	280 Restaurants; 280,000 consumers
5	Wave 1 Target - 5th month Earning per month at the end of 5th month	Month 5	₹ 1,00,476	₹ 50,23,800	₹ 3,51,66,600	350 Restaurants; 350,000 consumers
6	Wave 1 Target - First 6 months Earning per month at 6 months i.e. Phase 1	Month 6	₹ 1,00,476	₹ 60,28,560	₹ 4,21,99,920	420 Restaurants; 420,000 consumers
7	After 2nd Wave Earning per month at 1 year i.e. Phase 2	Year 1	₹ 1,00,476	₹ 1,20,57,120	₹ 8,43,99,840	840 Restaurants; 840,000 consumers
8	After 4th Wave Earning per month at 2 years i.e. Phase 4	Year 2	₹ 1,00,476	₹ 2,41,14,240	₹ 16,87,99,680	1680 Restaurants; 1,680,000 consumers
9	After 6th Wave Earning per month at 3 years i.e. Phase 6	Year 3	₹ 1,00,476	₹ 3,61,71,360	₹ 25,31,99,520	3,360 Restaurants 33,60,000 Consumers

Our Team – In-Progress

❖ **Rajesh Karandikar – Founder & Owner, 24k Restaurant Network**

❖ **Alok Sambuddha – Engineering Director, American Express (ex. Technology Leader – Infosys, ATOS)**

❖ Sanjay Kelapure – Hospitality Network Management (Hilton Group)

❖ Shrikant Chatur – Governance Consultant (ex. VP Commercial - Cummins)

❖ Shrikant Chepe – Technical Architect (Amway Head of Customer Solutions)

❖ Rahul Patil – Security Specialist (Mastercard)

❖ Raju Patil – Director Gaming Operations(Rockstar Games)

❖ Chetan Oswal – Accounts & Legal Counsel

Partners:

❖ IRSRD – Development, Governance, Technical Consultant, HR

❖ Shah & Kirtane – Financial Modelling

❖ KPMG – PPI Procurement Partner & Project Management

❖ Sazinga Digital – Current Development Partner (Discussions ongoing with prominent vendors)

Question & Answers