
PRESTO
ROBOTICS
The future of food delivery, today

Food delivery companies need to solve sustainability problems

No profitability

2021 Operating Loss

deliveroo -304M

JUST EAT -939M

-463M

Source: companies' financial statements

Poor riders' working conditions

42%:
had their vehicle damaged in an accident while working

75%:
had to take actions to avoid a crash

40%:
have been distracted by the app while riding

Source: "The emerging issues for management of occupational road risk in a changing economy"

Poor matching of supply and demand

It is very hard for companies to forecast demand and number of riders needed

Source: customers' interviews

Autonomous robotics is seen as the solution, but today is very hard to scale

Need for expensive sensors

Talent is hard to access

Lengthy to start service in new cities

> **Delivery Robots Aren't Ready—When They Could Be Needed Most**
>
> Sheltering in place has driven up demand for deliveries, but machines still have trouble confronting the unpredictability of the real world.

Source: Wired

the solution

PRESTO ROBOTICS

Combining the best of both worlds

Human Riders
where we are

- Bad PR coming from riders working in poor conditions
- High costs due to increasing regulations in the sector
- High number of orders and poor supply of riders during poor weather conditions

Teleoperated Robots
the missing link

- Reliable
- Easy to scale
- Fast go-to-market
- Human in the loop to deal with corner cases

- Cheaper for food delivery companies
- Positive PR
- Better working conditions and higher productivity for people involved in operations
- Better matching of supply and demand

Autonomous Robots
where we need to go

- Technology is still not ready to work at scale
- High costs due to expensive sensors needed for autonomous driving
- High R&D cost and high costs to open service in new cities

We are service providers, assembling and operating robots on behalf of food delivery companies

We assemble the robots

- Leveraging e-scooters supply chain to keep the costs low
- Using off-the-shelf teleoperation software to ensure rapid development and stability at scale

We operate the robots

- Users order from their favorite app, and we fulfill the order on behalf of the food delivery company
- Robot operators drive the robots using their laptop, from their homes, through our teleoperation platform
- We deploy, charge, and service the robots in the cities

our MVP

Off-the-shelf components, assembled at home

- € Cost: 3000€
- Weight: 25kg
- Max speed: 6km/h
- Max incline: 15 Degrees
- Range: 15km
- Payload: 20kg
- Frontal wide-FOV camera
- Max Climbing height: 45mm
- 4-wheel drive

Click here for video

why now

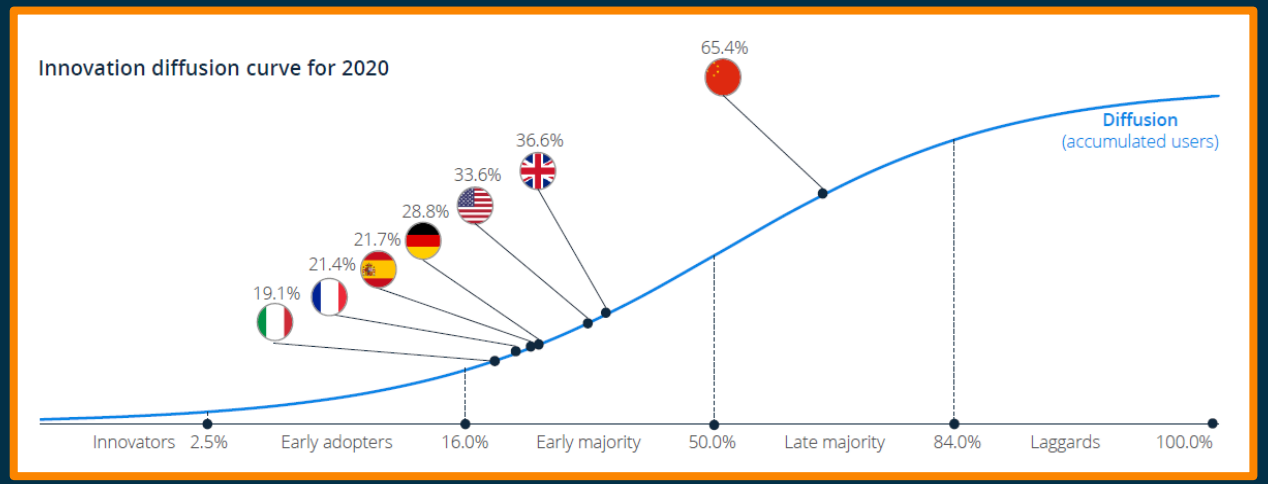
Cost pressure and regulations will continue to undermine rider-based model, but European countries have plenty of space to grow

Food delivery is booming, with $450bn of revenues in 2025

Source: Statista 2022

New regulations undermine riders' based model

Despite remarkable growth, user adoption in Europe is still low



Source: Statista, 2021

Countries are starting to issue regulations for robot delivery

Robots to deliver shopping nationwide as Co-op expands food home delivery scheme

Doora, bring me a pizza please! Stockholm pilots delivery droid

US Senate to give green light to delivery robots on sidewalks

In China, yellow robots deliver snacks to your home

Two Years Ahead of Original Plan

Government to Allow Robots to Move on Sidewalks Beginning from 2023

COCHES SIN CONDUCTOR »

Glovo pide permiso para ensayar el reparto con robots en el distrito de Salamanca de Madrid

countries with ongoing commercial operations

countries with ongoing experimental trials

Sources: Reuters, El Pais, Mirror, Business Korea, CTV News

We know the industry and we know how to build the product

Francesco Ricciuti
CEO

- 4 years developing autonomous delivery robots @ YAPE
- Robotics Engineering @ La Sapienza, Rome and UC Berkeley
- MBA @ INSEAD

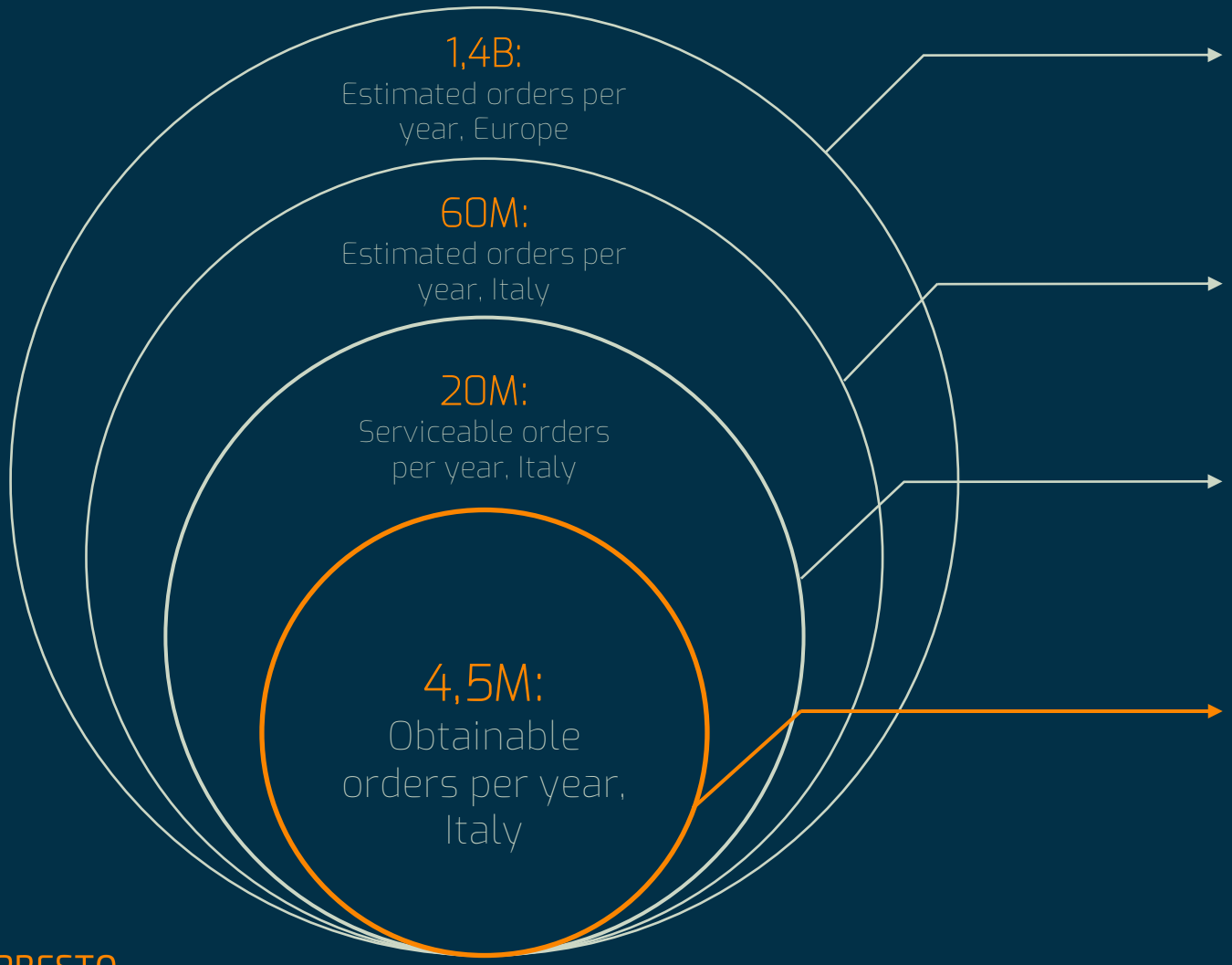
Filippo Baldini
CTO

- 4+ years in Industrial Automation, IT and Robotics
- Former Software Engineer @ Sony Broadcast division
- Electronics Engineering @ Imperial College, London

Andrea Mach
Co-founder and external advisor

- Currently Head of Growth @ BeReal
- Founder @ EatAndJoy
- Ex Expansion Manager @ Helbiz

In Italy, the obtainable market is 4,5 million orders per year



36B:
Food Delivery revenues, Europe
Source: Statista, 2021

25€:
Average order value per user
Source: Statista, 2022

1,5B:
Food Delivery revenues, Italy
Source: Statista, 2021

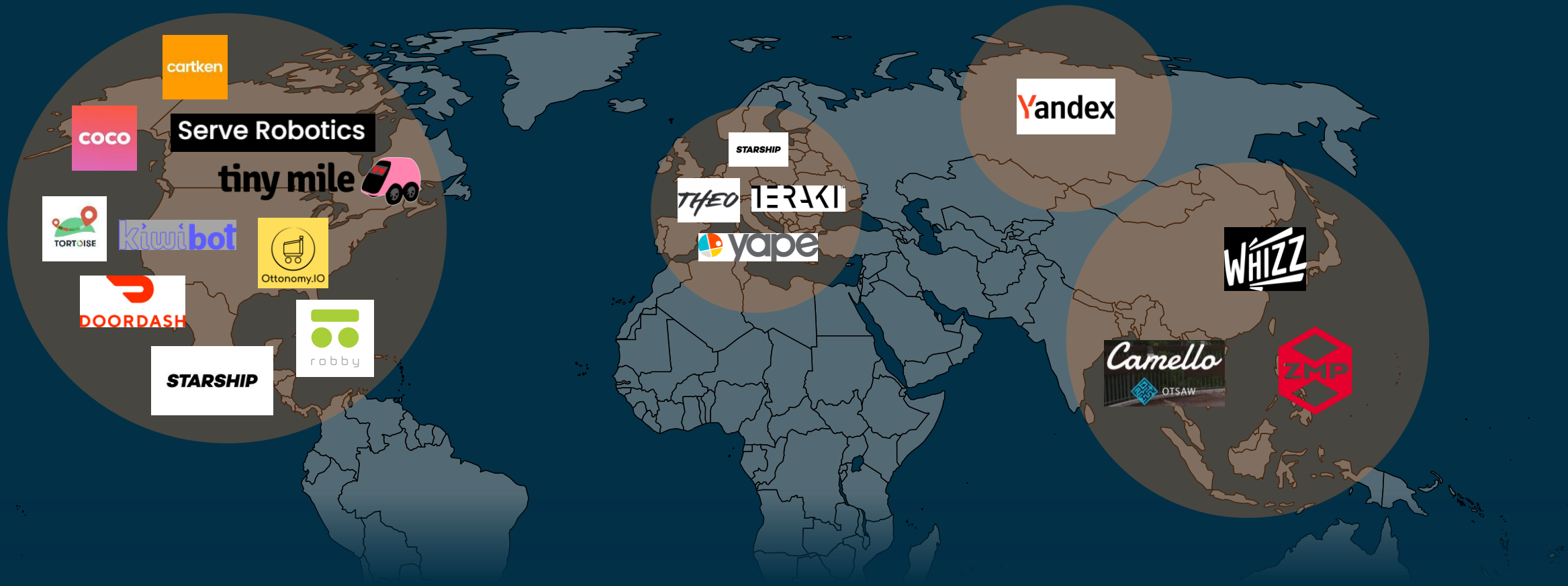
68%:
Orders via app, Italy
Source: JustEat, 2020

82%:
Users living in cities, Italy
Source: JustEat, 2020

60%:
Delivery distance <1,5km

15%:
Users comfortable with receiving delivery via robot
Source: Euromonitor

competitors



Competitors are mostly in the US

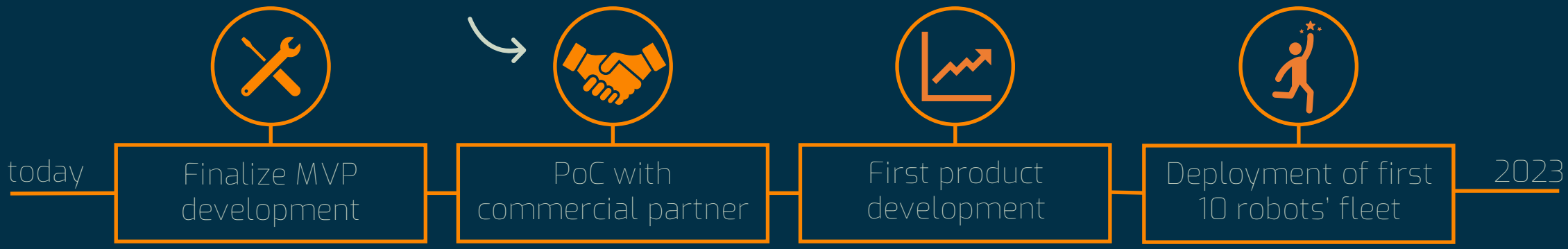
Among the European competitors, we are the only one based in Italy, with knowledge of the market, winning form-factor and opportunity of scaling fast thanks to teleoperation

Flat fee per delivery for food-delivery companies, kilometric compensation for drivers

our growth plan

We want to bring a fleet to the streets by the end of the year

In advanced discussions with Meta Milano and KTCHN LAB



- Integration of driving platform and mobile connection
- Integration of unlocking system
- System reliability tests

- Test of delivery journey with customers in the loop
- Test of in-store operations and maintenance routine

- Revision of the MVP with feedback from POC
- Water-resistant, temperature insulated, custom battery pack

- Commercial agreement
- Ground operations for deployment and maintenance
- In-house drivers

Coco is taking over the US with teleoperated deliveries, we want to replicate its success

February 2020 - MVP
Coco builds its first prototype, using off-the-shelf solutions for chassis and teleoperations. Starts testing in Santa Barbara, CA

November 2020 - $5,5M seed round
Coco raises its seed round and releases v2 of its robot – still with off-the-shelf components. Scales operations in Los Angeles area.

August 2021 - $36M series A round
Coco raises its series A, targeting expansion outside of California. They release new version of robot, custom built in partnership with former suppliers of off-the-shelf components

Sources: picture and facts from company presentations, data from Crunchbase

Take part to the future of food delivery!

Get in touch

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