

BottleBankerTM

Because Every Ounce MattersTM

Revolutionizing On-Premise Beverage Profitability

Patents Pending • Copyright 2024

BottleBanker – Because Every Ounce Matters

The Revolution in On-Premise Beverage Profitability

Protected Breakthrough

Seven patents fence off the BottleBanker platform—hardware and AI that follow every bottle, track all inventory, and analyze every pour, converting each event into instant, verified revenue and redefining on-premise profit.

Scalable Model

Rapid rollout through global partners with a vested interest managing all operations, enabling fast adoption and exponential growth.

Proven Innovator

From owning three major New York City restaurants came the insight that drove nine legacy beverage patents and three successive technologies in this field—now culminating in BottleBanker, the first end-to-end autonomous system for verified pours, instant billing, and brand activation.

The Result

Every ounce of spirits and wine tracked. Every pour billed. Every brand engagement measured. BottleBanker isn't another tool—it's the infrastructure of the new on-premise era.

Problems - Solutions

The Problem

The on-premise spirits and wine industry loses profit through:

- Pilfered sales
- Pilfered costs
- Lack of analytics
- Poor use of time
- Legacy marketing
- Stagnant sales

Impact: Forfeited profit, low profit margins, abusive costs, missed opportunity

Solution

BottleBanker closes every gap and increases sales.

- AI marketing; brand specific and measurable upsell
- AI training; bartender specific behavioral prompts
- Faster, reliable service, intelligence-based marketing
- AI management; reporting location and motion of every bottle and pour
- AI invoicing; instantaneous, verified recipes and accountability
- AI analytics; on demand inventory, restocking, purchasing

Impact: Increased sales, increased profit margins, lower cost %, better service

Management

- **David Teller** – Founder / Inventor – 9 legacy patents, 7 new provisional patents, 3 tech start ups in same field. Former NYC restaurant group owner/operator.
- **Peter Temling** – CFO - Board member - Authored hotel industry audit rules, COO Carnival partnership, Senior consultant Hilton - CFO in 2 of David's start-ups.
- **Geovanny Tejeda** – CTO - Board member – Co-inventor, Senior Developer, AI Company, Former UN Software Platform Manager - CTO in 2 of David start-ups.

Minimalist overhead leverages distribution partners already embedded in the global on-premise spirits and wine market.

The management team has worked together on two prior ventures in this field, combining operational experience with disciplined cost control.

Value is preserved as global rollout proceeds, with all variable costs carried by partners.

The team is startup-smart, using freelance networks and fixed-cost contracts to stay lean while scaling.

The strategy is designed to handle both explosive growth and slower ramp-up scenarios with equal efficiency.

Company Overview

Virtual • Agile • Minimal Overhead

BottleBanker operates as a lean, high-performance organization built around innovation and scalability rather than infrastructure. Our model eliminates traditional overhead, keeping focus and capital where it matters most.

Core Focus

- Innovation & IP:** Continuous patent creation across sensor, AI, and immersive technology.
- Development & Production:** In-house design of hardware, firmware, and AI platforms with outsourced manufacturing for rapid scaling.
- Distribution A–Z:** Through exclusive regional partners handling installation, support, and sales.
- Strategic Alliances:** Integrated with POS systems, brand owners, and technology providers for seamless market entry.
- Customer Autonomy:** Online purchase, self-installation, AI-guided setup, and community-based support.

Revenue Model

- SaaS subscriptions and modular product-suite plans.
- Sensor and gateway hardware sales.
- Immersive Media *pay-per-use* activations.
- Data analytics and performance subscriptions for venues, brands, and distributors.

Milestones

| Timeline | Goal |
|-------------|---|
| 2024 - 2025 | Beta installation Core engineering completed Production selected Provisional Patents filed Business strategy and plan Round one funding |
| 2026 | Beta installs Product perfected Patents filed, first examination Partner vetting, negotiations Shows visited Round two funding , if needed |
| 2027 | Partners selected, contracts Patents Granted, PCT filed Corporation testing Retail, Consumer, Wine Cellar APPs developed Launch distribution plan |
| 2028 | Corporate roll out begins Launch Open Source and Retail models Launch affiliates for small venues Global distribution starts |
| 2029 | Accelerated corporate and franchise roll out Global distribution grows Affiliate program picks up pace Tax Compliance partner tests PCT members granted Exit |

Annual Financial Projection

| Year | New Installs | Cumulative Installs | Income from SaaS subscriptions | Income from Data, LED and Immersive Media payments | Total Recurring Income | Income after 50% pad to Distribution Partners | Sensor & Gateway net income (25% of price). One payment each installation | Total Recurring and one-time payments | Net after 10% deducted for HQ | EBITDA |
|------|--------------|---------------------|--------------------------------|--|------------------------|---|---|---------------------------------------|-------------------------------|----------|
| 2026 | 25 | 25 | 0.18 | 0.10 | 0.28 | 0.14 | 0.03 | 0.17 | 0.15 | 0.15 |
| 2027 | 275 | 300 | 2.16 | 1.20 | 3.36 | -1.68 | 0.34 | 2.02 | 1.82 | 1.82 |
| 2028 | 700 | 1,000 | 7.20 | 4.00 | 11.20 | -5.60 | 0.88 | 6.48 | 5.83 | 5.83 |
| 2029 | 2,000 | 3,000 | 21.60 | 12.00 | 33.60 | -16.80 | 2.50 | 19.30 | 17.37 | 17.37 |
| 2030 | 6,000 | 9,000 | \$ 64.80 | \$ 36.00 | \$ 100.80 | -\$ 50.40 | \$ 7.50 | \$ 57.90 | \$ 52.11 | \$ 52.11 |

- 2030 total installs represent about 3% of US market venues
- Canada, EU, Asia, LATAM etc. estimated at 2x more
- Rounded composite from CGA/NIQ and Statista 2023 data
 - Bars & Pubs: ~63,000 - Restaurants with bars / lounges: ~190,000 - Hotels, nightclubs, event venues
 - Casinos: ~58,000
- 311,000 eligible on-premise venues in the United States (CGA by NIQ, Technomic, Statista)
- Many venues have 2 + bars, bringing the total closer to 500,000 potential installations.

BottleBanker Income

| Income Source | Annual Income / Venue | Notes |
|--------------------------------|-----------------------|--------------------------------------|
| Software, SaaS, AI | \$7,200 | \$600/month including Sensors |
| Data and LED and Media Charges | \$4,000 | Paid by brand owners, data resellers |
| Total BB Income / Bar | \$11,200 | Annual recurring |

Customer ROI: Combined Spirits & Wine

| Total Spirit and Wine Sales | \$960,000 | Monthly: Spirits \$50K + Wine \$30K |
|--|--------------|-------------------------------------|
| Reduced Theft, Abuse, Costs + Efficiencies | +\$96,000 | With BottleBanker |
| Data Share | +\$4,000 | Brand and data-reseller programs |
| Software Fee | -\$7,200 | \$600/month |
| Hardware Cost to Venue | \$0 | Funded hardware, self install |
| SaaS ROI | ≈ 13× | \$96,00 ÷ \$7,200 annual fee |

- Customer retains larger share of data payments from Brand owners and data resellers.
- BottleBanker retains larger share of LED and immersive media payments from brand.
- Brand partner, or distribution partner buy hardware from BottleBanker.
- SaaS subscription price will incorporate the data payments, therefore will be \$3,200/year or \$267/month.

Investment Opportunity & Exit Path

BottleBanker is seeking \$300,000 investment for 10% post-money equity.

Funds will support, patent prosecutions, product refinement, management capacity, and partner development.

The structure keeps overhead low and growth partner-funded, ensuring disciplined use of capital and sustainable expansion.

| 2029/2030 Potential Acquirer | Rationale / Synergy |
|--|--|
| Diageo / Pernod Ricard / Bacardi / Southern Wine | Unprecedented real time data, branded media activation |
| Toast / Lightspeed / Square / NCR / Oracle / Sensormatic | New income, differentiator, leverage installed base |
| Private Equity / Strategic SaaS Investors / AI | Recurring revenue + patent moat |