

```
❖ PS C:\Users\Moka\Downloads\Hackaton (3)\Hackaton> docker compose up
Attaching to conut-ai-1p  o View Config  w Enable Watch
conut-ai-1 | INFO:      Started server process [1]
conut-ai-1 | INFO:      Waiting for application startup.
conut-ai-1 | INFO:      Application startup complete.
conut-ai-1 | INFO:      Uvicorn running on http://0.0.0.0:8000 (Press CTRL+C to quit)
conut-ai-1 |
conut-ai-1 | 🎨 Conut AI Chief of Operations
conut-ai-1 |   OpenClaw: 2.1.63 (Claude Code)
conut-ai-1 |   Project: /app
conut-ai-1 |   Frontend: http://localhost:8000
conut-ai-1 |   API docs: http://localhost:8000/docs
conut-ai-1 |
conut-ai-1 | INFO:      172.18.0.1:56158 - "GET / HTTP/1.1" 200 OK
conut-ai-1 | INFO:      172.18.0.1:56158 - "GET /css/styles.css HTTP/1.1" 304 Not Modified
conut-ai-1 | INFO:      172.18.0.1:56168 - "GET /js/app.js HTTP/1.1" 304 Not Modified
conut-ai-1 | INFO:      172.18.0.1:56168 - "GET /api/health HTTP/1.1" 200 OK
conut-ai-1 | INFO:      172.18.0.1:42436 - "POST /api/chat HTTP/1.1" 200 OK
conut-ai-1 | INFO:      172.18.0.1:48076 - "POST /api/chat HTTP/1.1" 200 OK
conut-ai-1 | INFO:      172.18.0.1:48142 - "POST /api/chat HTTP/1.1" 200 OK
conut-ai-1 | INFO:      172.18.0.1:44296 - "POST /api/chat HTTP/1.1" 200 OK
conut-ai-1 | INFO:      172.18.0.1:57732 - "POST /api/chat HTTP/1.1" 200 OK
```

 **Conut**
AI CHIEF OF OPERATIONS

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Give me an overview of all Conut branches' performance.

Now I have all the data I need. Here's the comprehensive performance overview:

Conut Branch Performance Overview

Period: Aug – Dec 2025 | Figures in LBP

1. Revenue Snapshot

Branch	Total Revenue	Monthly Trend
Conut Jnah	5,689,346,280 LBP	Steady growth, massive Dec surge (+204%)
Main Street Coffee	5,312,181,370 LBP	Opened Sep 2025 — fastest ramp-up
Conut – Tyre	5,176,885,755 LBP	Strongest in Oct; stabilized after
Conut (Batroun)	3,894,865,642 LBP	Lagging — Dec dropped sharply to 67.9M

2. Customer Volume & Spend Quality

Branch	Total Customers	Avg Spend / Customer
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2. Customer Volume & Spend Quality

Branch	Total Customers	Avg Spend / Customer
Conut Jnah	5,045	1,123,700 LBP
Main Street Coffee	3,640	1,448,286 LBP
Conut – Tyre	3,117	1,642,271 LBP ← highest
Conut (Batroun)	2,744	1,414,817 LBP

Tyre leads in spend-per-customer despite lower footfall — its takeaway model drives higher basket sizes.

3. Service Channel Mix

Branch	Dine-In	Takeaway	Delivery
Conut (Batroun)	95%	5%	<1%
Conut – Tyre	—	96%	4%
Conut Jnah	100%	—	—
Main Street Coffee	100%	—	—

Tyre is the only branch with a meaningful takeaway operation. Jnah and Main Street Coffee are purely dine-in.

4. VAT-Implied Revenue (11% VAT Collected)

Branch	VAT Collected	Implied Pre-Tax Revenue
Conut Jnah	623,597,659 LBP	~5.67B LBP
Main Street Coffee	579,893,871 LBP	~5.27B LBP
Conut – Tyre	563,134,563 LBP	~5.12B LBP
Conut (Batroun)	427,048,534 LBP	~3.88B LBP

5. Top Revenue Categories (Chain-Wide)

Category	Revenue
ITEMS (core products)	Dominant across all branches
Hot-Coffee Based	36.8M–337M per branch
Hot & Cold Drinks	62M–244M per branch
Shakes	47M–138M per branch
Frappes	20M–112M per branch

Jnah and Main Street Coffee significantly outperform Tyre and Batroun in beverage revenue — likely due to their dine-in, café-style experience.

6. Key Takeaways

Insight

- 1 **Jnah is the top-grossing branch** — highest footfall and consistent growth.
- 2 **Main Street Coffee is a breakout performer** — opened Sep 2025, hit 3.07B LBP in December alone.
It's the fastest-growing branch.
- 3 **Tyre has the best spend-per-visit** — takeaway model = larger basket, less overhead.
- 4 **Batroun (Conut) needs attention** — lowest revenue, and December was critically low (67.9M vs 1.35B in November). Possible closure days, data gap, or seasonal issue to investigate.

Want me to dive deeper into any specific branch? I can run demand forecasting, staffing optimization, or combo analysis for any individual location.

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How do we grow our coffee and milkshake sales? 

Here's the full analysis with growth strategies for both categories:

Coffee & Milkshake Growth Strategy

Category Snapshot

Category	Total Revenue	Products	Avg Basket Value
Coffee	910,519,315 LBP	23	4,494,668 LBP
Milkshake	311,620,136 LBP	11	7,351,514 LBP

Coffee outperforms milkshakes 3:1 in revenue — but milkshake buyers spend **63% more per visit.**

Coffee — Branch Performance

Branch	Revenue	Share
Conut Jnah	449,480,968 LBP	49.4%

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Coffee — Branch Performance

Branch	Revenue	Share
Conut Jnah	449,480,968 LBP	49.4%
Main Street Coffee	276,851,321 LBP	30.4%
Conut – Tyre	127,178,836 LBP	14.0%
Conut (Batroun)	57,008,189 LBP	6.3% ← underperforming

Top 5 Coffee Products:

1. Caffe Latte — 117,639,728 LBP (12.9%)
2. Double Espresso — 93,603,242 LBP (10.3%)
3. Single Espresso — 90,822,161 LBP (10.0%)
4. Hot Chocolate Combo — 89,391,892 LBP (9.8%) — missing from Batroun
5. Caramel Frappe — 83,670,810 LBP (9.2%)

Milkshake — Branch Performance

Branch	Revenue	Share
Conut Jnah	138,855,406 LBP	44.6%
Main Street Coffee	71,394,324 LBP	22.9%
Conut – Tyre	54,171,487 LBP	17.4%
Conut (Batroun)	47,198,919 LBP	15.1%

Top 5 Milkshake Products:

1. Oreo Milkshake — 95,828,109 LBP (30.8%) — clear #1
2. Vanilla Milkshake — 58,998,648 LBP (18.9%)
3. Strawberry Milkshake — 55,780,541 LBP (17.9%)
4. Double Chocolate Milkshake — 27,890,270 LBP (9.0%)
5. Salted Caramel Milkshake — 23,241,892 LBP (7.5%)

The top 3 milkshakes alone account for **67.6% of all milkshake revenue** — concentration risk if any one flavor is out of stock.

Cross-Sell Goldmine

This is the most actionable finding:

Beverage Buyer	Also Buys	Rate
Coffee buyer	Chimney The One	80%
Coffee buyer	Classic Chimney	26.7%
Coffee buyer	Nutella Sauce	20.0%
Milkshake buyer	Chimney The One	71.4%
Milkshake buyer	Classic Chimney	42.9%
Milkshake buyer	Chimney Pistachio	28.6%

8 in 10 coffee buyers and 7 in 10 milkshake buyers order a Chimney The One. These are natural combos waiting to be packaged and promoted.

Prioritized Action Plan

HIGH PRIORITY

#	Action	Est. Impact
1	Add Hot Chocolate Combo to Batroun — it's your 4th-best seller chain-wide but unavailable there	+26,817,568 LBP
2	Promote Caffe Latte as the flagship coffee — already #1 at 12.9% share; feature it on menus & socials	+11,763,973 LBP (10% lift)
3	Promote Oreo Milkshake as the flagship shake — 30.8% of all milkshake revenue	+9,582,811 LBP (10% lift)

MEDIUM PRIORITY

#	Action	Est. Impact
4	Create a "Coffee + Chimney" combo — 80% co-purchase rate validates this bundle	Basket size ↑
5	Create a "Shake + Chimney" combo — 71.4% co-purchase rate	Basket size ↑
6	Enable takeaway for coffee & shakes at Jnah — currently dine-in only, missing 22.9M–32.4M LBP in takeaway potential	+22,932,252– 32,378,198 LBP
7	Enable takeaway for shakes at Main Street Coffee	+4,856,757 LBP
8	Enable delivery for coffee at Tyre — Tyre's delivery infrastructure already exists for food	+2,452,658 LBP

LOW PRIORITY

#	Action
9	Review 4 underperforming coffee products — consider discontinuing or running limited promos to test demand
10	Review 2 underperforming milkshake flavors — rationalize menu or rotate seasonally

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Should Conut open a new branch? Evaluate our expansion readiness.

Expansion Feasibility Assessment

Overall Verdict
67.3 / 100 — Recommended with Caution
The network is growing strongly, but critical operational gaps must be addressed before committing to a new branch.

Dimension Scorecard

Dimension	Score	Weight	Signal
Revenue Growth	100 / 100	25%	Chain-wide growth is exceptional
Revenue Scale	90.3 / 100	20%	All 3 active branches exceed 5B LBP
Customer Base	77.6 / 100	15%	Healthy — Jnah leads with 5,045 customers
Tax Health	54.6 / 100	5%	-11% effective VAT rate, consistent
Channel Diversification	38.2 / 100	10%	Jnah & Main Street Coffee are dine-in only

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Tax Health	54.6 / 100	5%	~11% effective VAT rate, consistent
Channel Diversification	38.2 / 100	10%	Jnah & Main Street Coffee are dine-in only
Customer Loyalty	37.6 / 100	10%	Low repeat rates, especially Tyre (5.6%)
Operational Efficiency	15.0 / 100	15%	Critical gap — Batroun has 0 logged staff hours

Branch Cluster Analysis (K-Means, k=2)

Cluster	Branches
High Performer	Conut Jnah, Main Street Coffee
Growing / Stabilizing	Conut – Tyre, Conut (Batroun)

- **Jnah** is the benchmark: 691.7% revenue growth, 5,045 customers, 5.1M LBP revenue per labor hour
- **Main Street Coffee** has explosive momentum (opened Sep 2025, already at 5.3B LBP total) — its repeat rate data is still too early to capture
- **Tyre** is growing (+114.5%) but has the lowest loyalty rate (5.6%) — takeaway model naturally limits return visits
- **Batroun** is the weakest link: -87.7% growth rate and no staff hours in the data — needs

What a New Branch Should Look Like

Benchmarked against Conut Jnah (top performer)

Metric	Target
Monthly Revenue	1,137,869,256 LBP
Customer Volume	3,000+ customers
Avg Spend / Customer	1,642,271 LBP
Service Channels	3 (dine-in + takeaway + delivery)
Repeat Rate	≥ 21.5%
Staff / Day	3–4 per shift
Work Hours / Day	7.4 hrs avg

Fix These Before Expanding

Priority	Issue	Action
Critical	Operational efficiency score is 15/100	Audit Batroun — staff hours are missing from records. Fix tracking before replicating the model.
High	Customer loyalty is weak chain-wide	Introduce a loyalty/rewards program to lift repeat rates above 21.5% at all branches.
High	Jnah & Main Street Coffee have no takeaway/delivery	Opening a new branch with the same single-channel model limits upside. Prove multi-channel works first.
Medium	Batroun's December collapse (-95% MoM)	Understand the cause — seasonal, operational, or a data issue — before greenlit expansion.

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CAPABILITIES

-  **Combo Optimizer**
Smart product bundles
-  **Demand Forecast**
Sales predictions
-  **Expansion Analysis**
Growth feasibility
-  **Staff Optimizer**
Shift scheduling
-  **Beverage Growth**
Coffee & milkshake strategy
-  **Location Scout**
Market gap analysis

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Where in Lebanon should Conut open a new branch? 

Conut Location Recommender — Lebanon Analysis

Model Accuracy: $R^2 = 0.9759$, **MAE = 2.8 shops** — highly reliable predictions across 24 Lebanese areas.

Existing branches (Tyre, Jnah, Batroun) excluded from candidates.

Top Recommended Locations

#1 — Kaslik / Zouk, Keserwan-Jbeil | Score: 71.2 / 100

Metric	Value
Market Gap	Underserved by ~9 shops (46 actual vs 55 expected)
Demand Proxy	52.9 / 100
Social Activity	82 / 100
Rent Index	72 / 100 (moderate-high)
Universities Nearby	2
Tourism Score	6 / 10

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Why it wins: The strongest combination of market gap + social scene + university footfall in Lebanon. Kaslik is a high-energy nightlife and café strip with 2 nearby universities driving consistent daily traffic — exactly Conut's sweet spot. The gap of 9 missing shops signals unmet demand the model can't explain purely from population.

#2 — Tripoli, North Score: 68.6 / 100

Metric	Value
Market Gap	Saturated (120 actual = 120 expected)
Demand Proxy	100 / 100 — highest in Lebanon
Rent Index	35 / 100 — most affordable
Population	730,000 — largest city outside Beirut
Universities Nearby	2
Tourism Score	7 / 10

Why it ranks high despite saturation: Tripoli's sheer demand scale and ultra-low rent make it viable even with competition. With 730K people and the lowest rent in the top 8, a well-located Conut in the Mina or Azmi Street corridor could win on brand differentiation. The risk is standing out in a crowded market — the product would need to do the work.

#3 — Jounieh, Keserwan-Jbeil Score: 63.2 / 100

Metric	Value
Market Gap	Underserved by ~4 shops
Demand Proxy	61.2 / 100
Social Activity	78 / 100
Tourism Score	8 / 10
Rent Index	70 / 100
Population	120,000

Why it's compelling: Jounieh is a tourist and nightlife hub with a strong summer economy. It's geographically close to Kaslik/Zouk, meaning operational synergies if both are opened. The market gap is smaller but demand is more robust year-round.

#4 — Beirut – Mar Mikhael Score: 61.1 / 100

Metric	Value
Market Gap	Underserved by ~4 shops
Social Activity	95 / 100 — highest in Lebanon
Tourism Score	9 / 10 — highest in Lebanon
Rent Index	75 / 100 (high)
Population	15,000 (small local, large footfall)

Why it's interesting: Mar Mikhael is Beirut's trendiest neighborhood — ideal for brand visibility and tourist capture. The small residential population is misleading; daily footfall from nightlife, galleries, and restaurants far exceeds it. High rent is the main downside. Best suited if Conut wants a **flagship brand-statement location** rather than pure revenue optimization.

Metric	Value
Market Gap	Underserved by ~6 shops
Rent Index	45 / 100 — affordable
Population	90,000
Demand Proxy	26.4 / 100 (lower)

Why it's a sleeper pick: Aley is underserved relative to its size and has low rent — a low-risk, lower-reward option. Demand is modest but the gap is real. Good candidate for a **smaller-format or takeaway-first** pilot.

Areas to Avoid

Area	Score	Reason
Beirut – Verdun	37.0	Oversaturated — 4 more shops than expected
Beirut – Achrafieh	32.6	Severely oversaturated — 9 more shops than expected
Nabatieh	32.1	Oversaturated + low demand proxy

Strategic Recommendation

Objective	Best Location
Highest ROI / market gap	Kaslik / Zouk
Largest addressable market	Tripoli
Brand visibility & tourism	Beirut – Mar Mikhael
Lowest risk / affordable entry	Aley
Geographic cluster with existing north	Jounieh (pairs with Batroun)

The clearest call: Kaslik/Zouk. It combines the largest underserved gap, strong social activity, university traffic, and a café culture that aligns perfectly with Conut's product. If you want to plant two flags, **Kaslik + Tripoli** covers both the premium Mount Lebanon corridor and the massive northern market in one move.



Interactive Agent: Q&A

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CAPABILITIES

-  **Combo Optimizer**
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Sales predictions
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Growth feasibility
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Shift scheduling
-  **Beverage Growth**
Coffee & milkshake strategy
-  **Location Scout**
Market gap analysis

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Would Zahle be a good option to expand in? 

Zahle — Location Assessment

Score: 37.2 / 100 — Not Recommended

The model flags Zahle as **oversaturated**. Here's the full breakdown:

Metric	Zahle	What it means
Final Score	37.2 / 100	Below the caution threshold
Market Gap	-3.8 shops	35 actual vs 31 expected — already over-competed
Demand Proxy	27.3 / 100	Modest foot traffic, limited social/university pull
Population	120,000	Reasonable size, same as Jounieh
Social Activity	55 / 100	Low café culture relative to coastal areas
Rent Index	40 / 100	Affordable, but not enough to offset low demand
University Presence	1	Limited student base
Tourism Score	6 / 10	Some tourism, but seasonal

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The Core Problem

Zahle already has **4 more sweet/bakery/coffee shops than the model predicts** it can sustainably support. Entering an oversaturated market means competing for a fixed demand pool — you'd be taking share from existing players rather than growing the category.

While Zahle has a strong local identity (known for arak, restaurants, and the Bardawni river walk), that food culture skews toward traditional Lebanese dining rather than the café-and-chimney-cake experience Conut delivers.

How it compares to your top options

Location	Score	Gap	Rent
Kaslik / Zouk	71.2	+9 underserved	72
Tripoli	68.6	Neutral	35
Jounieh	63.2	+4 underserved	70
Zahle	37.2	-4 oversaturated	40

Same population as Jounieh, similar rent — but Jounieh scores **26 points higher** due to its coastal social scene, higher tourism, and an actual market gap.