

Restaurants in L.A.



Roman Varum

L.A.'s food and beverage scene in numbers:

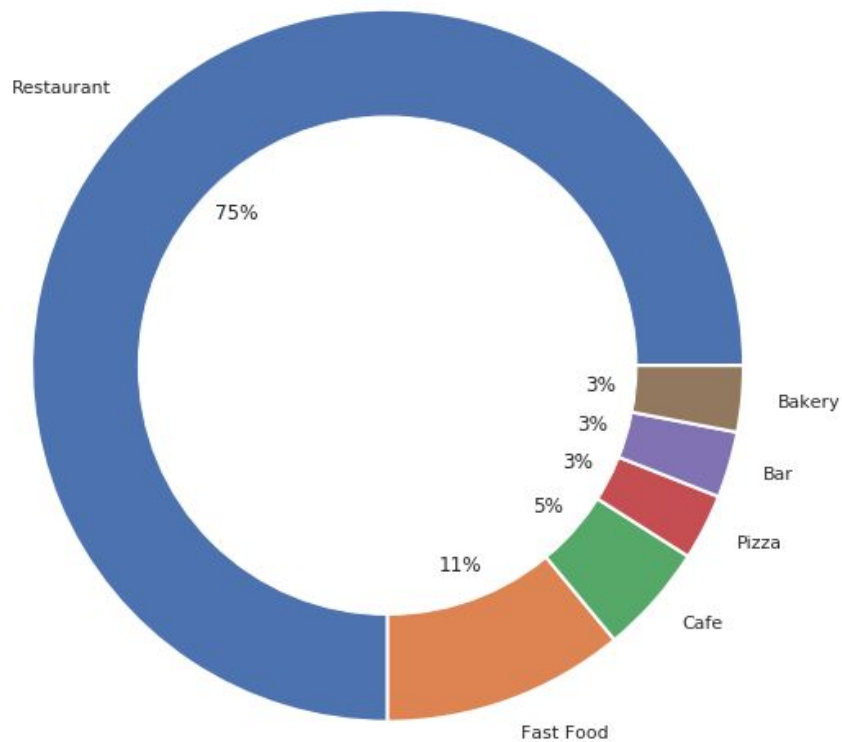
9651 establishments

27% of them are located on
the top 10 busiest streets

62% are non-chain

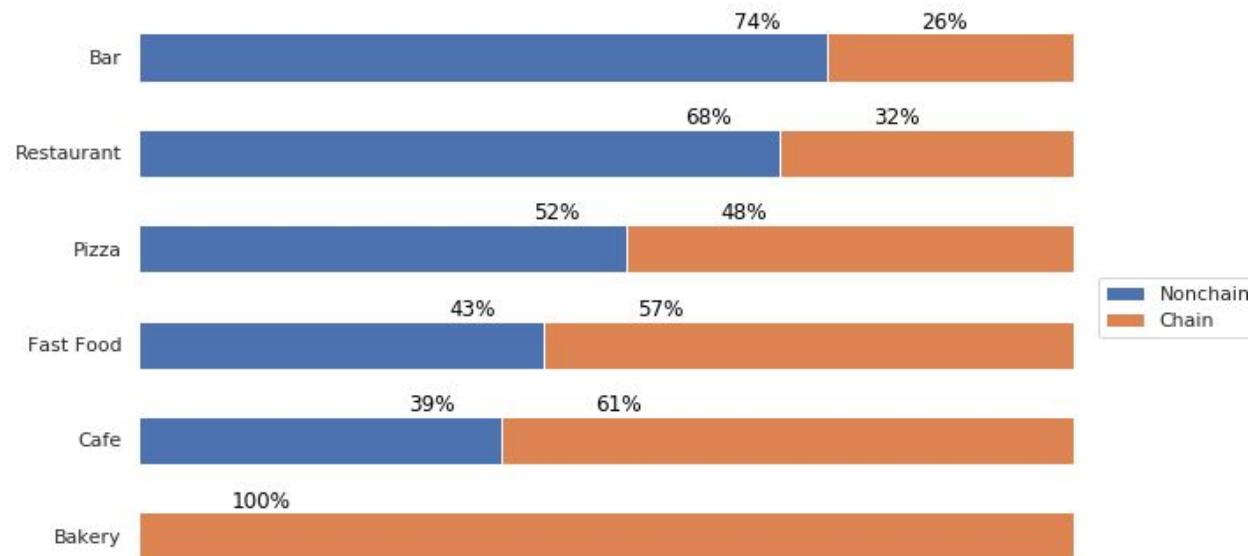
44 seats on average

Restaurants are 75% of the scene, cafes are only 5% – there is room for growth



Source: open data on L.A.'s restaurants

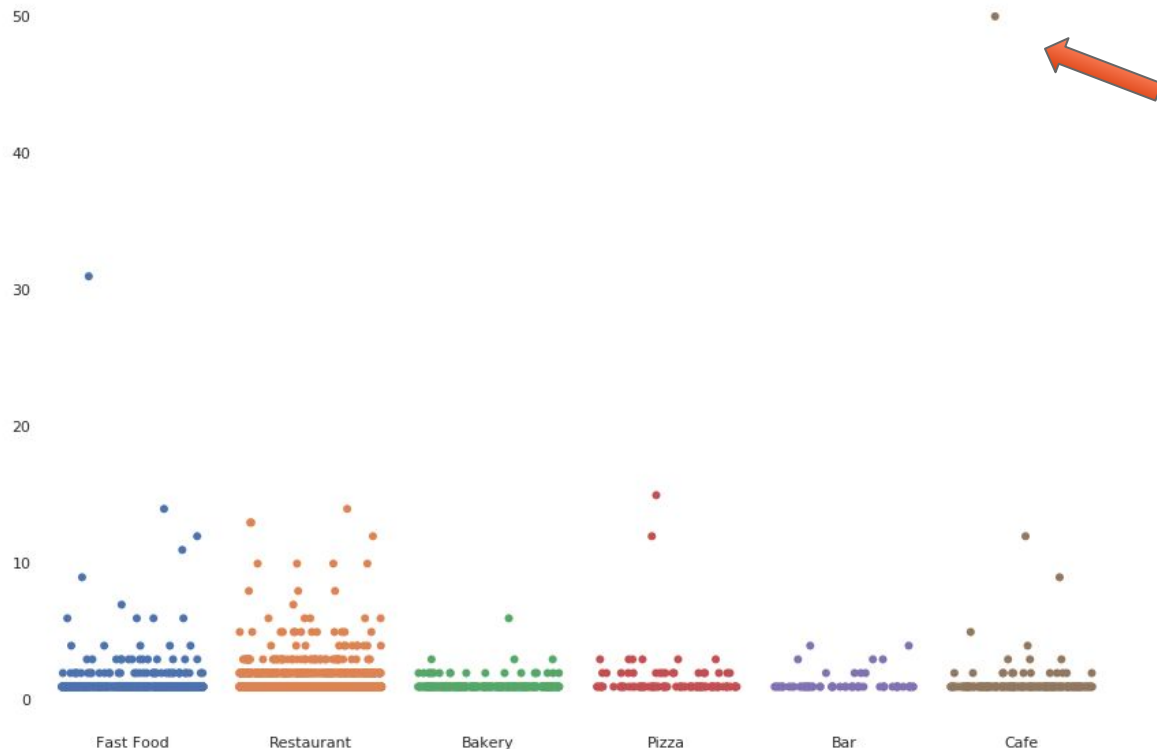
Despite the small market share, cafe is one of the most 'chained' types of establishment



Existing chains are either not competitors (niche cuisine/ beverage focus), or do not expand

Most chains count less than 10 establishments

Number of establishments per chain by type in L.A.

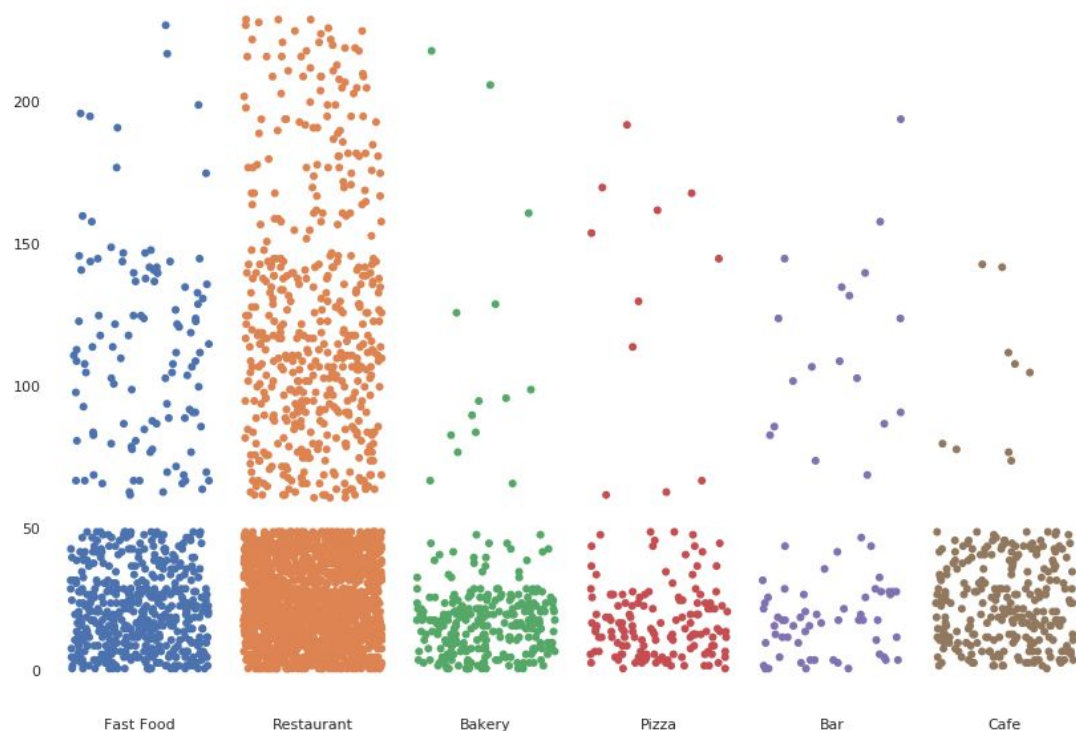


**And a cafe
(coffee) chain
happens to be
the largest on
the market with
50 spots**

Source: open data on L.A.'s restaurants

And the majority are less than 50-seats large

Number of seats in chain establishments by type in L.A.



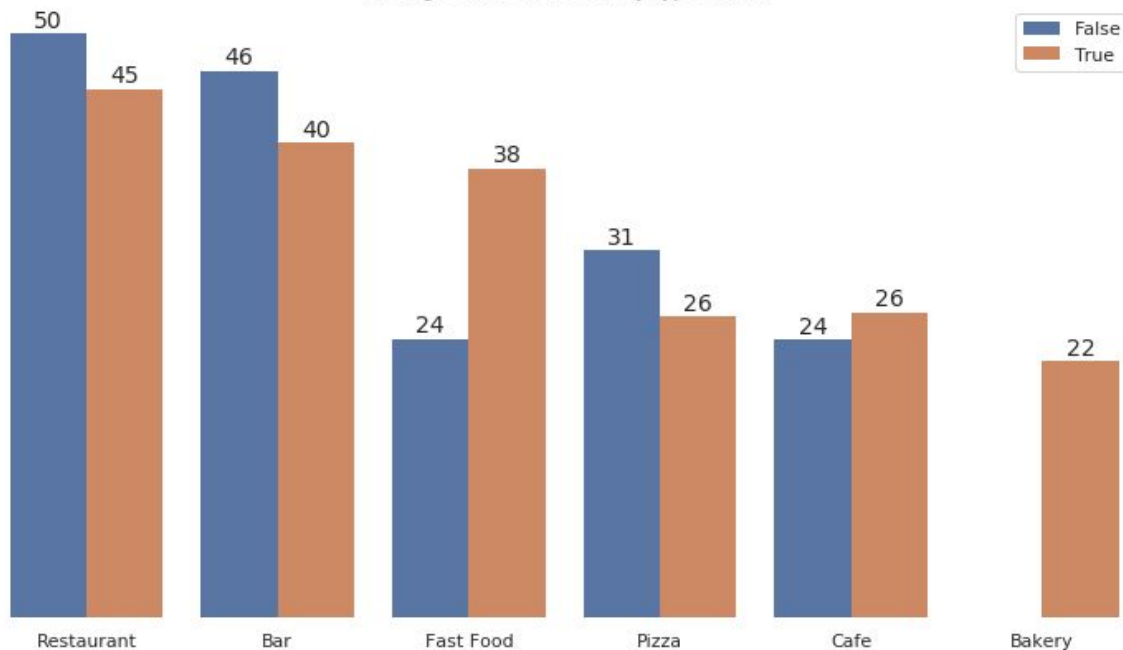
Source: open data on L.A.'s restaurants

Chain cafes rarely go for the big format above 50 seats due to high operational costs

Now, think of the potential with robots instead of human staff

Non-chain places are often bigger: average number of seats in a n-c restaurant is 10% higher than in a chain restaurant

Average number of seats by type in L.A.

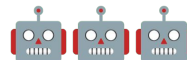


Source: open data on L.A.'s restaurants

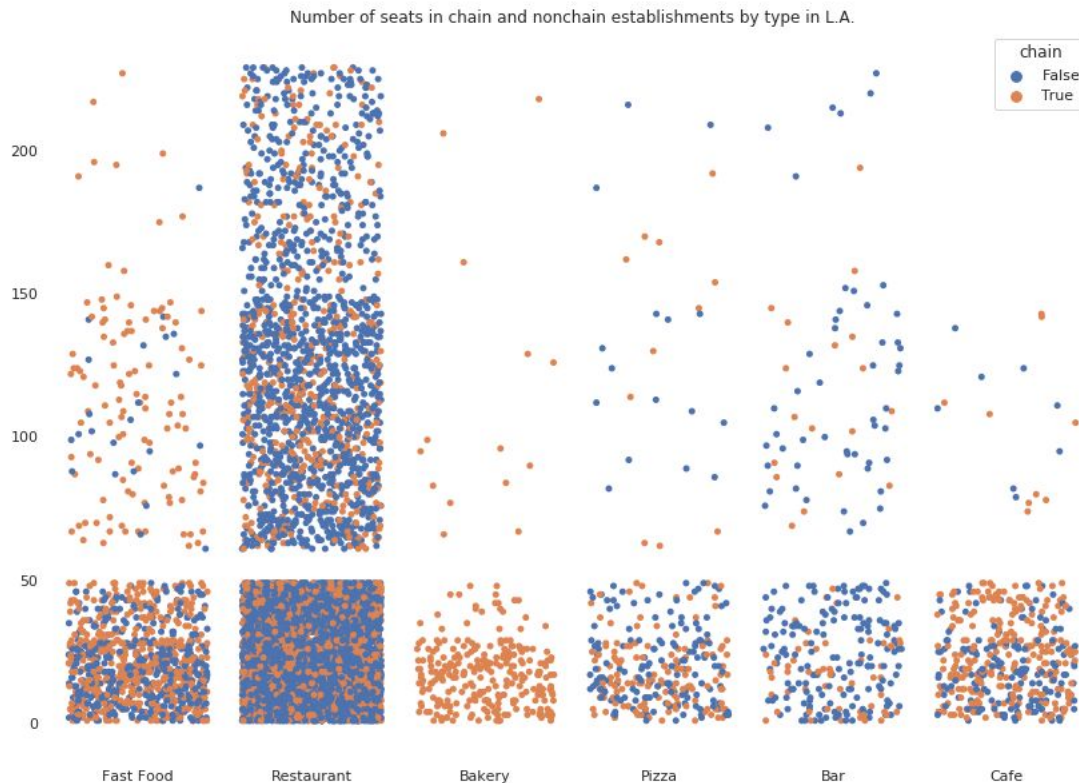
Chains use space more efficiently: Fast Foods pack almost as many seats as restaurants

But cafes struggle to grow: seats raise costs and lower quality

Won't happen with



Hence the largest places are often non-chain



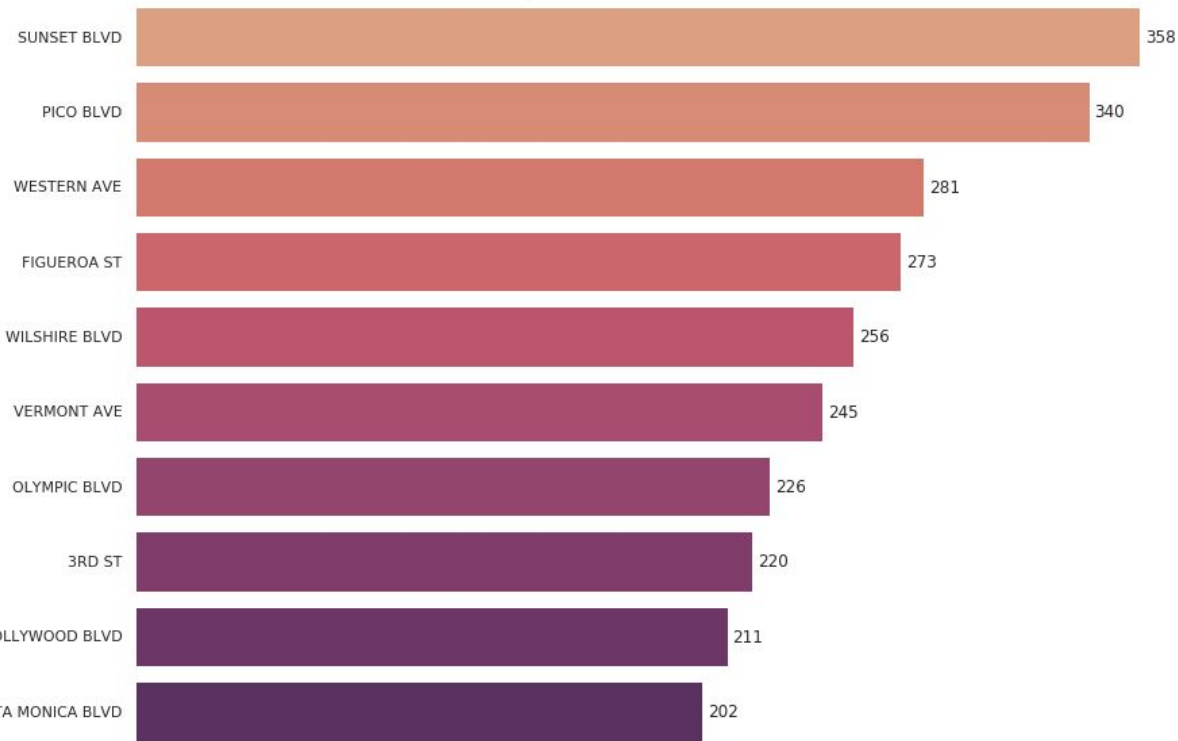
Source: open data on L.A.'s restaurants

More seats = more revenue, but cafe chains can't do that because of the costs → don't compete with restaurants & bars

There's room for growth if someone (or something...) can overcome these obstacles

At the right location the extra seats won't stay empty

Top 10 streets in L.A. with restaurants



**These are the top
ten busiest streets**

**Together they house
more than $\frac{1}{4}$ of all
restaurants in L.A.**

Source: open data on L.A.'s restaurants

L.A. food scene is concentrated in the busiest streets:

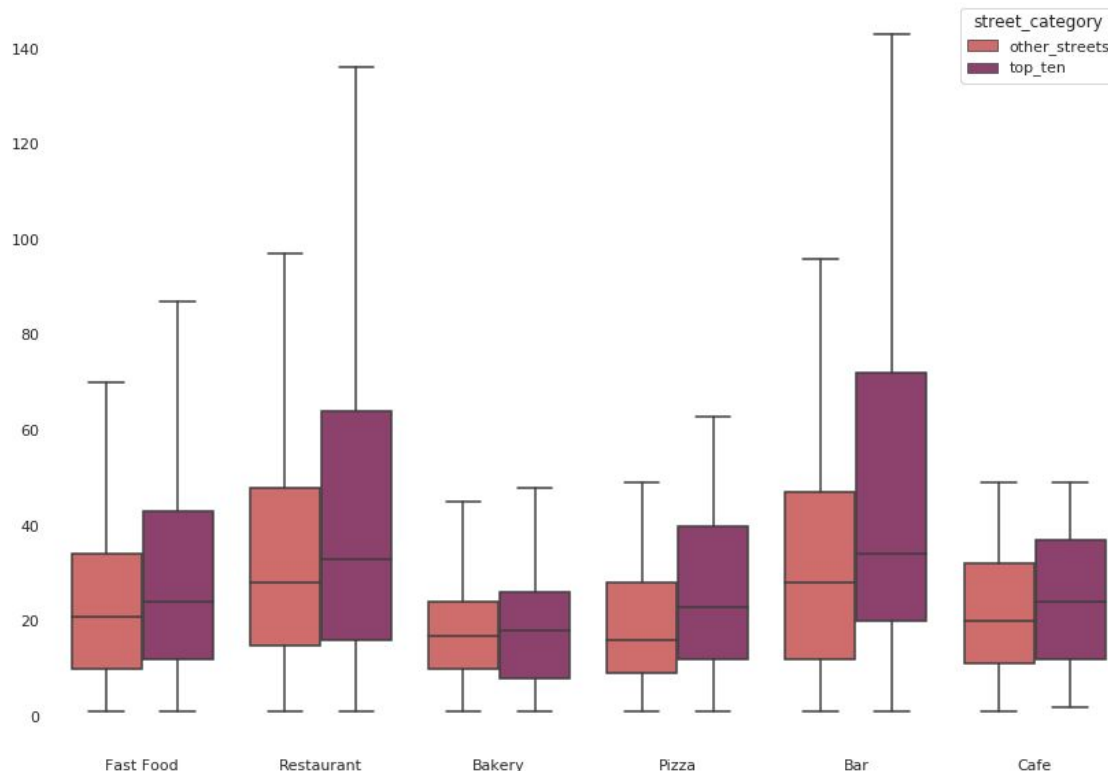
~60% of streets

**(605 out of 1030 that
have any restaurants)**

**house only 1
establishment**

But it's worth breaking into the busiest areas with 🤖🤖🤖

Seats in the busiest streets in L.A. and outside



Source: open data on L.A.'s restaurants

With constant crowds, the establishments of all types tend to be bigger there than outside

This makes them the best location to leverage the benefits of robot staff

Key takeaways:

- **The biggest and most visited restaurants, cafes and bars are concentrated around the 10 busiest streets of L.A.**
- **Chains tend to pack less seats, and cafes struggle to grow compared to other types of places**
- **As a format, cafes are underrepresented on the busiest (and most grossing!) edge of the market (only 4% percent of places)**
- **Robocafe is the key to establishing a profitable cafe chain in the center of L.A.**

**Hurry up to reap some benefits from robots
before they inevitably rise up against us!**

**Thank you for
your attention**