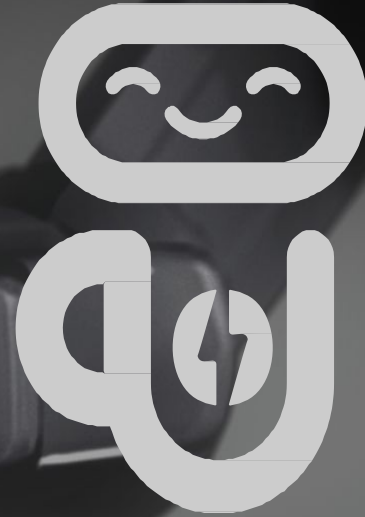


CoffeeBot

.Cafe

**Smart coffee
for
Smart people**



#Robots #FoodTech #BigData #SaaS

1

SUMMARY

**CoffeeBot develops revolutionary
customer oriented robotic coffee and food units**

- all operations are performed by robots
- recognizes a regular customer
and prepares coffee for his preference
- manages from business/client side

- can work 24/7
- doesn't require wages/taxes
- drinks have invariable quality
- makes 2 coffee drinks/minute

**That's the best solution
for the airports, co-workings and business centers, etc.**

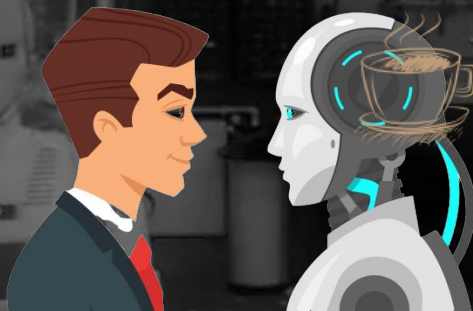
2 TRENDS & MARKET



+5-7% growth
of the coffee
market annually



2.25 bln cups
of coffee are
consumed every day



COVID-19 pandemic has shown an
importance of contactless forms of
service in food business

Speciality coffee
consuming
grow to 41%



+80% raised
the coffee price
at last 5 years



**Until 2024, 94% of baristas will be replaced by robots
(according to US Bureau of Labor statistic)**

3

OPPORTUNITY

Super coffee machines brew coffee like the professional barista.

**Accurate
serving**



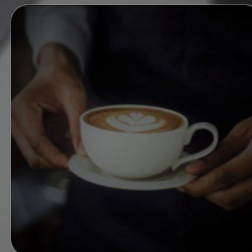
**Friendly
service**



**Payment
module**



**Consideration
to clients taste**



**Introducing such a service format,
we will revolutionize the coffee-to-go business**

4

BARRIERS



What prevents a robotic cafe business from becoming a Mainstream?

**It is difficult to synchronize the operations of robots and other equipment.
Not updated robot software leads to difficulties.**

**Each vendor has its own programming language.
Each robot is programmed separately to run on the line.**

**Payment for software developers for robots
extremely high.**

**Our task is to integrate robots and infrastructure,
and also SaaS development for coffee business management**

5 PRODUCT

Robot Prototyping

Prototyping robots of 2 types:

1. Robotic arm (the budget type)
2. Humanoid / interactive

3 research centers involved in Moscow, Tomsk, Kiev.

We are launching a production line at Hengshui Robotic Technology Park, Hebei Province, China.

READINESS: 15-80%

Unit's Software

Software for the correct integration of all robot blocks, external services and applications:

- robot
- coffee machine
- infrastructure
- external applications
- payment module
- interaction with the cloud

READINESS: 20%

Business Administration Software

Software platform assumes 4 roles:

- 1) business administration (brand owner)
- 2) business agent (the role of the franchisee)
- 3) service role (control, data processing, repair, etc.)
- 4) client role (Big Data and analytics)

READINESS: 10-90%

**We provide all the necessary tools
to make a coffee-to-go business large-scale**

6 PROTOTYPES



- Our 1st point opened in Moscow (February 2020), was closed due to quarantine measures
- F&F became investors in the pre-seed stage of the project
- The company is registered in Russia (Moscow), and Suzhou, China, with an office in Shanghai.
- 3 R&D centers in Moscow, Tomsk (Russia), Kiev (Ukraine),
- Partner R&D center for coffee business infrastructure
- We are a member of the Russian Association of Robotics (RAR) - an industry alliance of integrators and software developers that brings together domestic and foreign manufacturers of industrial robot producers, integrators and software developers.

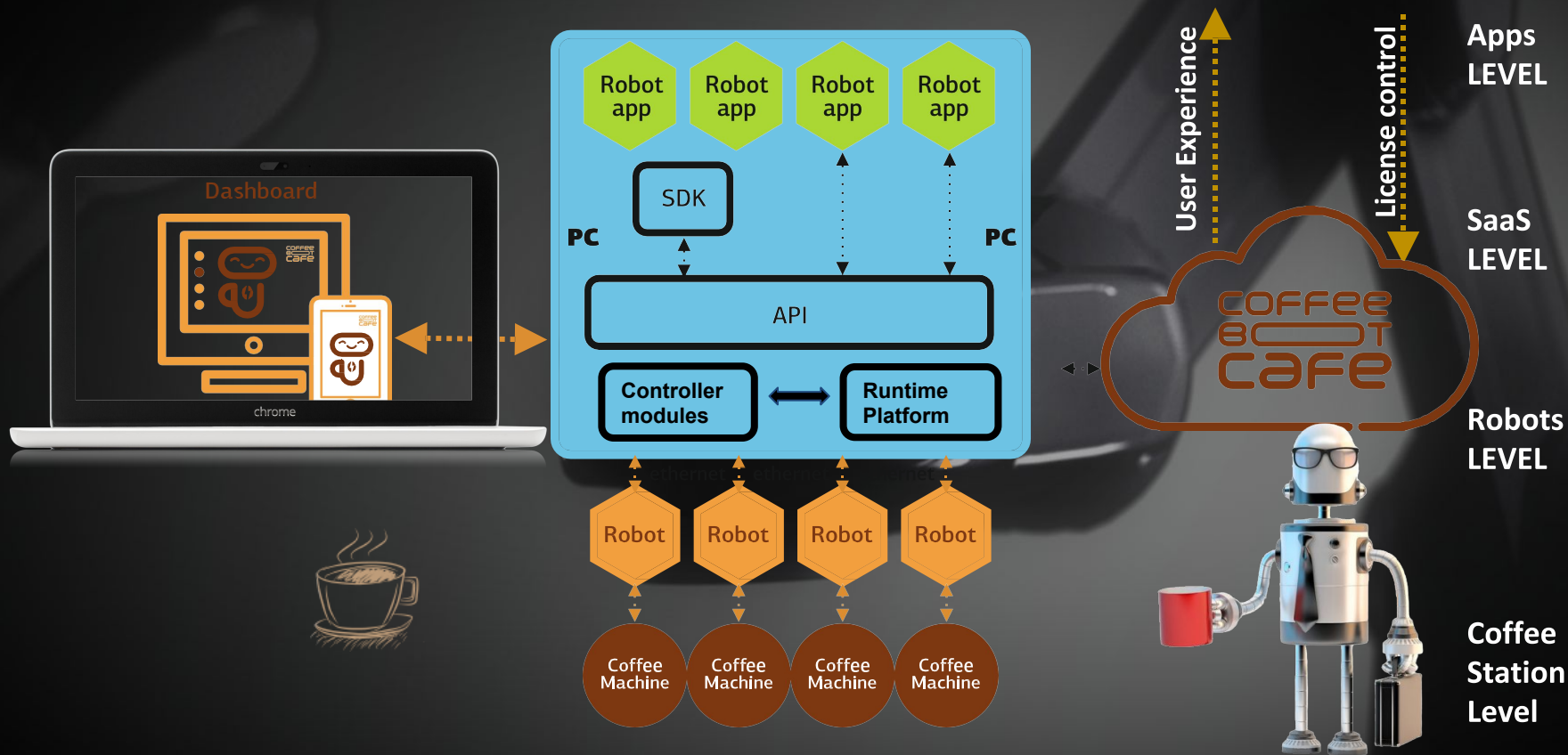
7 PROTOTYPES



Our 2 prototypes are ready and working

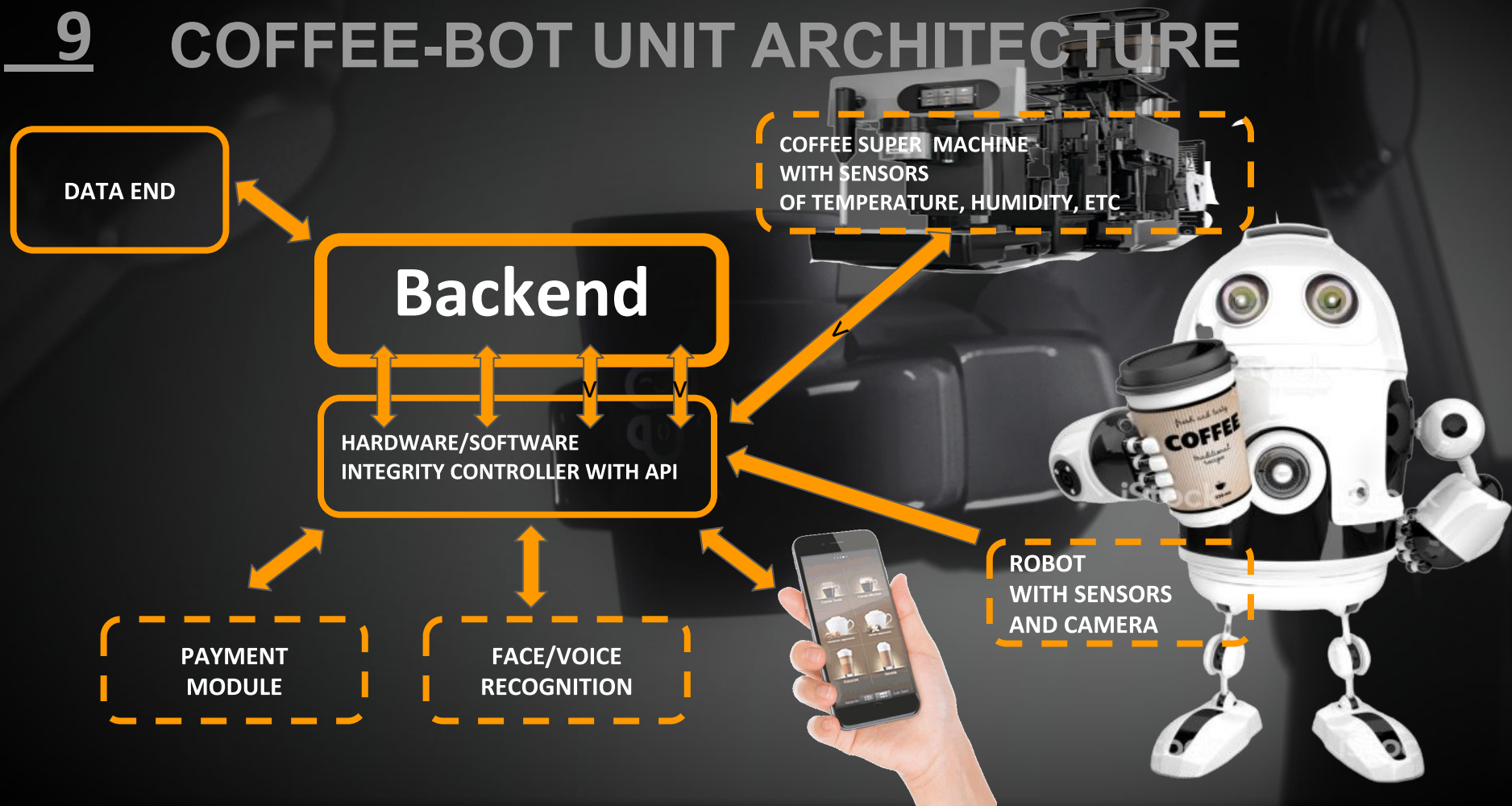
8

HOW IT WORKS



9

COFFEE-BOT UNIT ARCHITECTURE



10

НАШИ ПАРТНЕРЫ

RCML MOSCOW/PERM, TAIWAN

RCML toolkit for hardware/software integration
Rent of the robotic laboratory with KUKA,
FANUC

<https://rcml.rcml.tech/ru>

FRANKE RUSSIA FRANKO LTD.

**Integration with FRANKE coffee
supermachines**

Servicing model of business

<https://franke.ru>

MROBOT

MROBOT MINSK

Machine Vision

Testing and setup of the robotic coffee station

<https://mrobot.by>



GRID VENTURE HUB

MOSCOW/TOMSK, SHAANXI/XIAN)
Supply chain, relocation for the global prototyping
(Sino-Russian Innovation Park)



RusHOLTS, RH RETAIL & HORECA

A diversified holding specializing in the supply and
maintenance of the HoReCa segment

<https://retailhoreca.ru/>



DMITRY SUTORMIN

Top-10 of the business angels of Russia,
robo-evangelist Investment relation and integration
with another local and global food-tech companies

11 OUR METHODOLOGY AND PROTOTYPING BASIS



RAR
Russian
Association of
Robotics

<http://robotunion.ru/en/>



**Tomsk
Polytechnic
University**

www.tpu.ru



Plekhanov
Russian
University of
Economics

www.rea.ru



**The Laboratory
of perspective
technologies**

www.forarobotics.ru

12 TEAM



Victor GONCHARUK, CEO

VP RACIB.com
CEO RACIB.ventures
CEO National IT Trade Union,
CEO Governmental Contact Center



Serhii ZAPLATNIKOV, SVO

Industrial Designer,
General Manager & S2B agefree.ua,
SVO mkk.kga.gov.ua,
SVO kplik.kmda.gov.ua



Serge SHELIKHOV, CFO

E-hub.ru,
managing partner of RFIBANK, Head of
Sales Department PSB Bank, Regional
Director of Raiffeisen Bank



Nikolay TSALLAGOV, PhD, CMO

Pitch Club Russia, Over 25 years of
Management Experience in Corporate
Finance and Government Audit,
Computer Science Degree

13 TEAM



Radomir CHAIUK, CTO

CTO CoffeeBot.Cafe and Kiev R&D Center, Over 20 years of robot prototype experience and engineering, AI developer



Sergey Latansky, IR, Advisor

CVO of the RACIB Accelerator
CMO of «PRima Group»,
12 years of experience in business development and marketing.



Pavel SASIN, Tech integration

FRANKO Ltd./FRANKE RUSSIA
FRANKE Showroom
General Manager in
FRANKE Service dept., Moscow



Yegor SHCHERBAKOV, Advisor

Machine Learning Engineer in SAMSUNG Ukraine, PhD, Advisor, Visual Basic, Git, Visual Studio, Python, Docker, GIS data analysis, Neural Networks