



délice robotics



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Robo*d*elice

A fully automated
fresh food cooking
robot

to revolutionize the
food industry!



Crepes



Waffles



Pancakes



Fruit/Bio Salad



Wok



TARGET LOCATIONS



University & office
Canteens
(Subsidised Food)



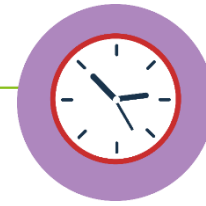
Railway stations &
Airports
(Grab & Go)



Shopping malls &
Food Courts
(addition to menu)



Events and
Attraction
(Theme Parks)



**24/7
availability**

Robodelice is
always up to take
an order



**Freshly cooked
quality food**

The food is
cooked when the
order is placed



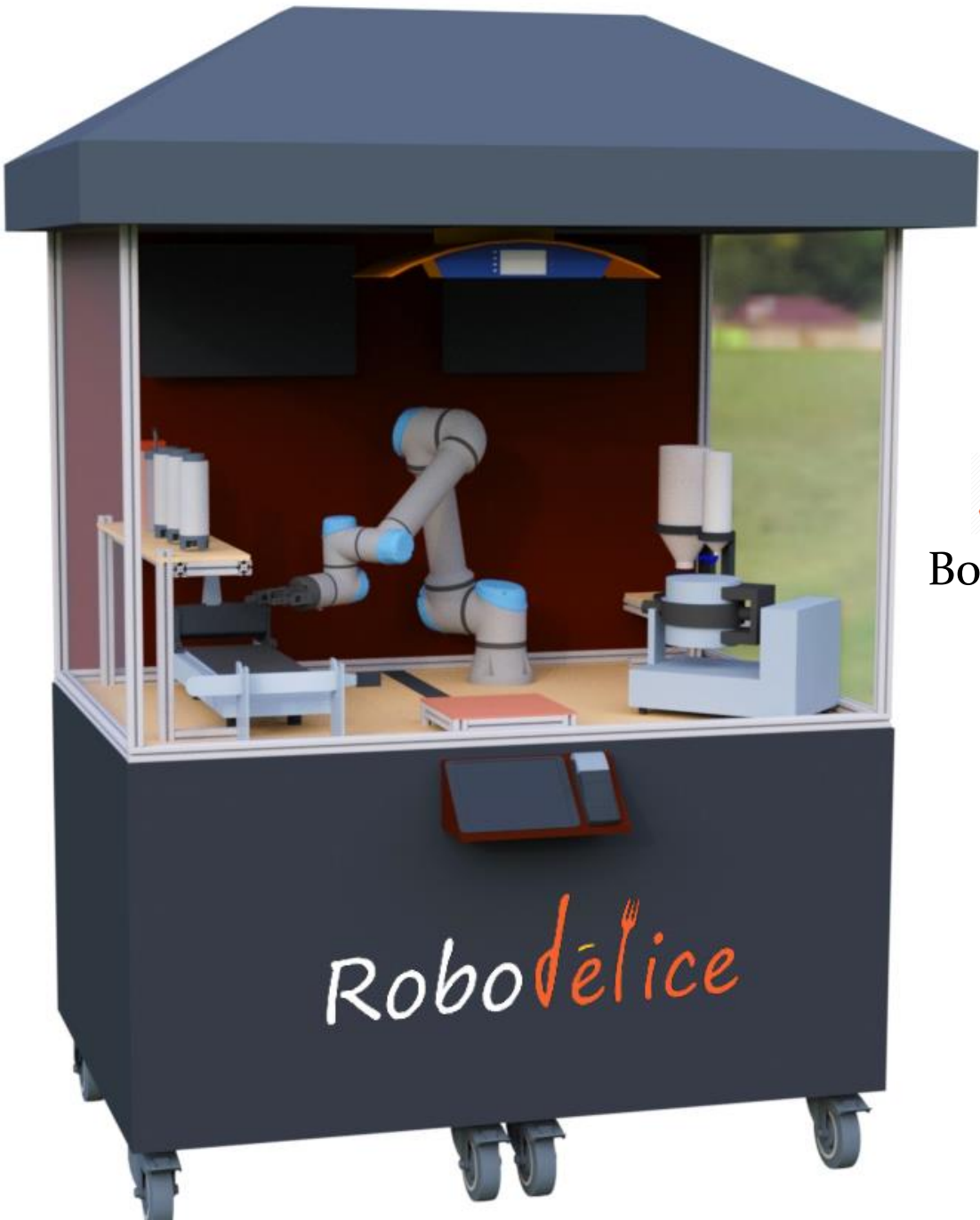
**Low operational
costs**

Hassle free
functioning, no human
intervention needed



**Sustainable food
preparation**

Reduce wastage of
food and energy
consumption




Bonjour!



Order using
Interactive screen

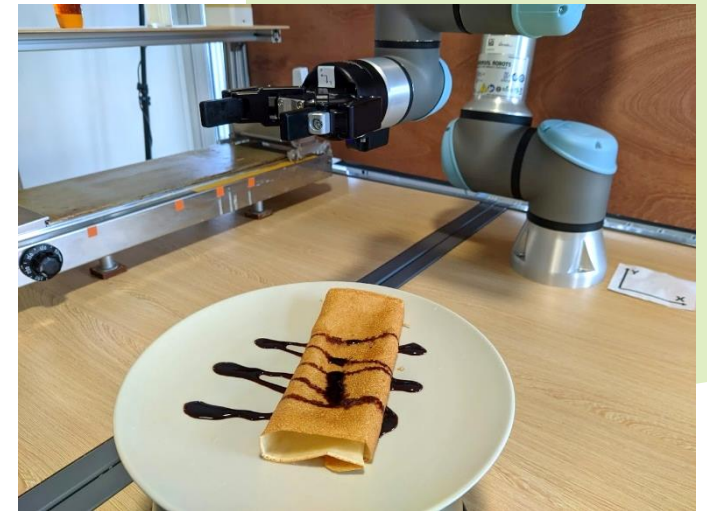
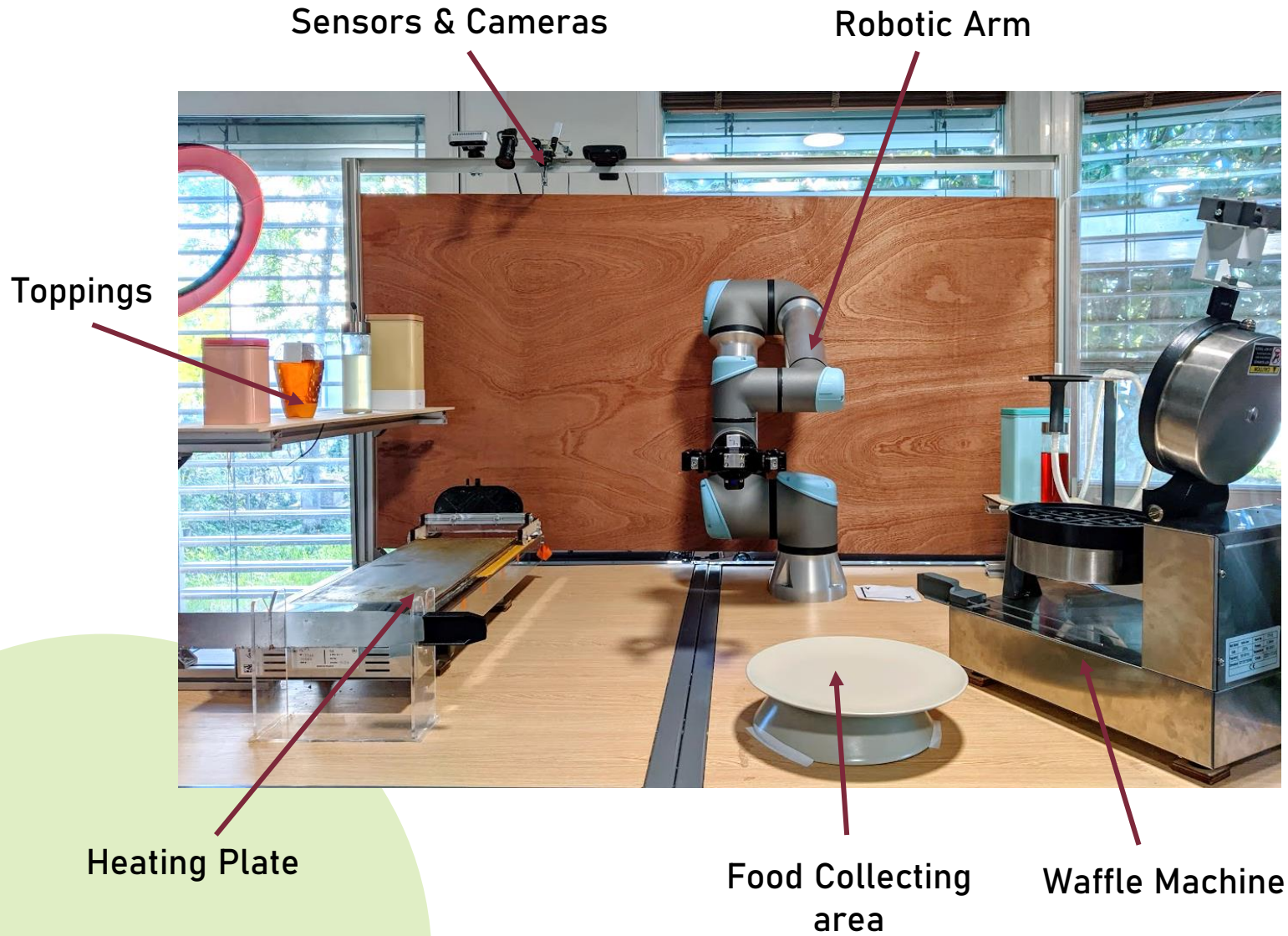


Customise food to your
taste and **nutrition** value

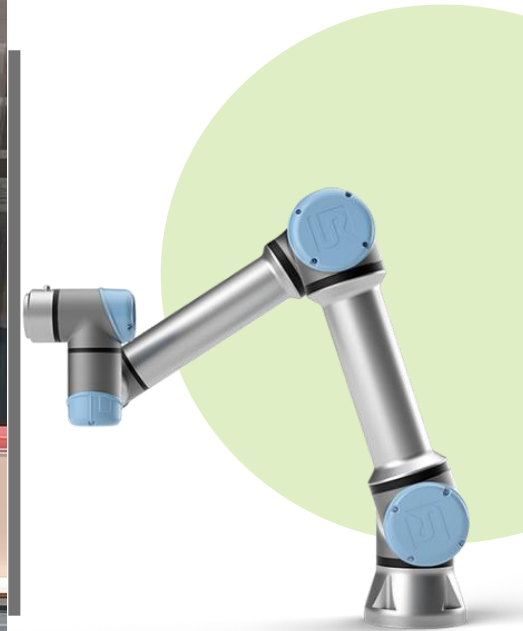
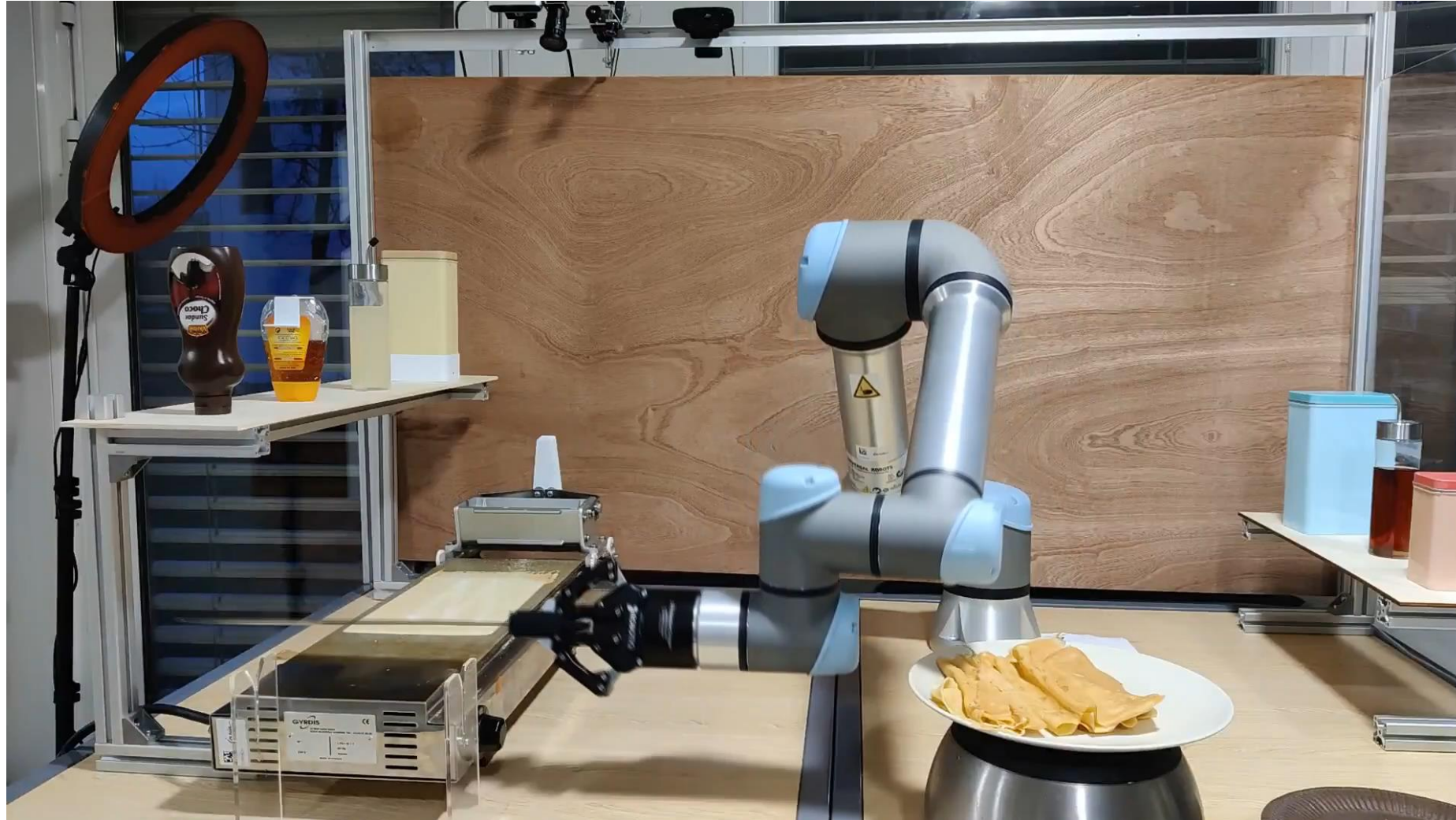


We use **Robotics** and **AI**
to prepare your
delicious meal!

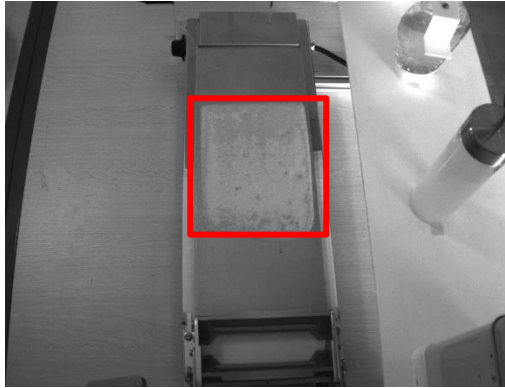
PROOF OF CONCEPT: RoboDélice



PROOF OF CONCEPT: CrêpeDéllice Video



ROBODELICE'S AI SUPERVISION SYSTEM



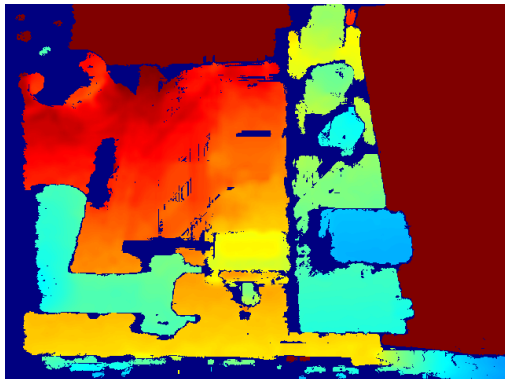
Localisation of food



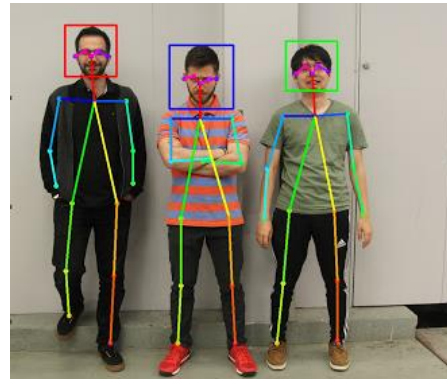
Anomaly Detection



Inventory Management



Hygiene Monitoring



Human Robot Interaction

Prediction of refilling and maintenance based on current demand.

Notifying service centre

COMPETITORS' TECH

Automated Mechanical Systems



Spyce

Collaborative Robots
(Work with humans)



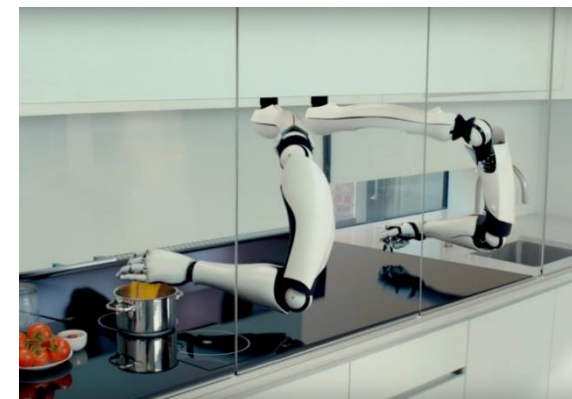
Zume Pizza

Fully Automated Robots
(single recipes/food type)



Café X

Fully Automated Robotic Kitchens
(Multiple recipes)



Samsung botchef



Creator Rest



Miso Robotics



PAZZI



LG CLOi


COMPETITION AND MARKET ANALYSIS:

Automated Mechanical Systems


robots for food service
(\$20.8M)


DOORDASH


Creator
(\$18M)

 spyce
(\$26M)

Collaborative Robots (Work with humans)



ZUME
PIZZA
(\$443M)


MISO ROBOTICS
KITCHEN ASSISTANTS
(\$13M)

Fully Automated Robots (single recipes/food type)


delice
robotics



PAZZI
Tastemakers
(\$12M)

 Blendid
(\$3.7M)

 CAFEX
(\$14M)

Fully Automated Robotic Kitchens (Multiple recipes)

 SAMSUNG


MOLEY
ROBOTICS
(\$1M)

 LG

 NVIDIA

\$8.2 million

Average funding raised by
our direct competitors

\$3.5 billion

Estimated Robotic food
market by 2025

- by 'The Spoon' survey

\$9.3 billion

Estimated Intelligent Vending
machine market by 2024

- by 'BusinessWire'

849

University
restaurants in France

- by 'www.etudiant.gouv.fr'

GO TO MARKET STRATEGY



**1. Set up the
pilot outlet**



**2. Provide fully
managed
service**



**3. Forge
partnerships**

PHASE-I (6-8 months)



Running pilot outlets

Objectives:

- Harvesting data and feedback.
- **R&D with steady revenue.**
- Finding partners for phase 2

Locations:

- INRIA cafeteria
- Grenoble university Campus.

50,000 €

Manufacturing cost
for one system

4 min

Max time to make &
deliver one meal

70

Number of meals
sold/day/machine

PHASE-II (12- 18 months)



Providing fully managed food service

Objectives:

- Autonomous operation of robot
- **Building trust towards our brand.**
- Food logistics/ supply chain

Locations:

- Shopping mall(s)
- Airport(s)
- Theme park(s)

Development of proprietary refill containers and recipes



- Premium quality ingredients
- Ensures functioning of the machine
- Patent protected

PHASE-III (beyond 2nd year)

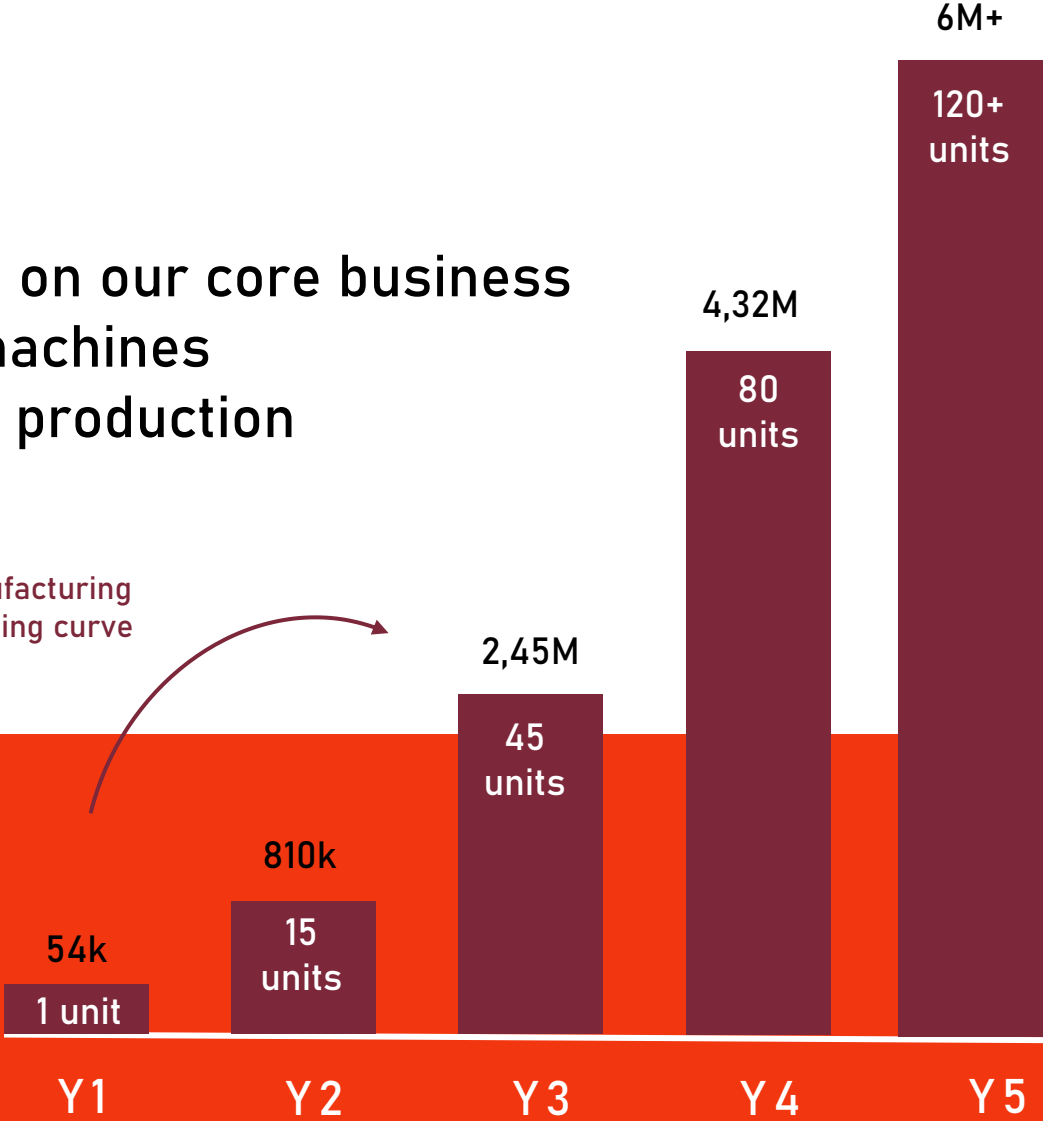


Forging Partnership

Objectives:

- Focusing on our core business sale of machines
- Ramp up production

Manufacturing learning curve



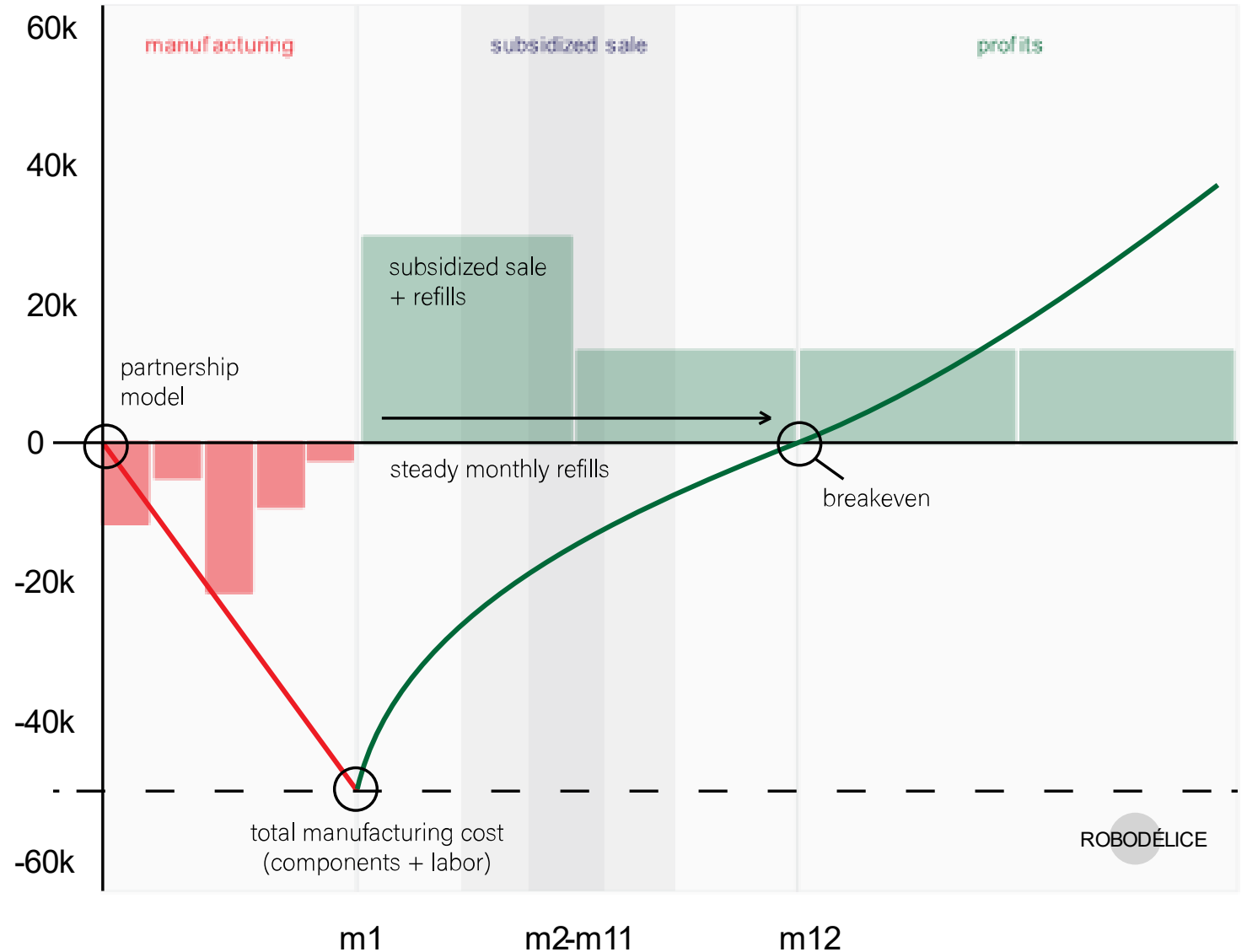
Number of machines are cumulative

PARTNERSHIP (NESPRESSO MODEL)

Prioprietary refill containers and recipes

- Machine sold at subsidized cost
- Refills sold weekly at premium cost
- We carry out maintenance and repairs.
- Partners handle cleaning and refill

Cash flow for 1 system



DEMOS & LEADS



Inria StartupStudio

Nov 2020 – Nov 2021

Currently, Délice Robotics is in a maturing phase with a first prototype under development, and a thorough research carried out around various business models and strategies.

TIMELINE



Board & Mentors



Christian Laugier

Research Director, Inria,
Co-founded 3 startups



Philippe Broun

Responsable Transfert Innovation,
Inria Grenoble-Alpes



Stan Borkowski

Responsable de Amigual4Home,
Inria, cofounded 1 startup



James Crowley

Research Director, Inria,
Co-founded 4 startups



Herve Lebret

Co-director,
Inria Startup Studio

innovation

availability

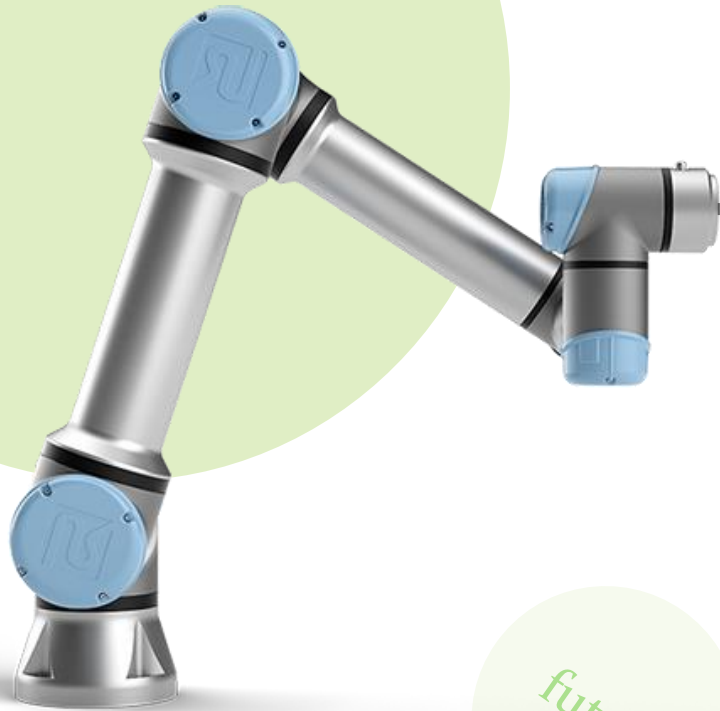
Thank you!

food

Any question?

future

freshness



Market Study

As an Attraction



Shopping malls & food courts



Theme parks

Vandalization Issues



Touristic areas & Streets

Fully managed Service (B2C)



Airports



Events



Railway stations

Food Service provider

Food as core business



University & office Canteens



Restaurant chains



Hypermarkets

Nespresso Model (B2B)

Future pivot options:



**Semi Automated
systems**



**Restaurants with
human servants
and robotic
cooks**

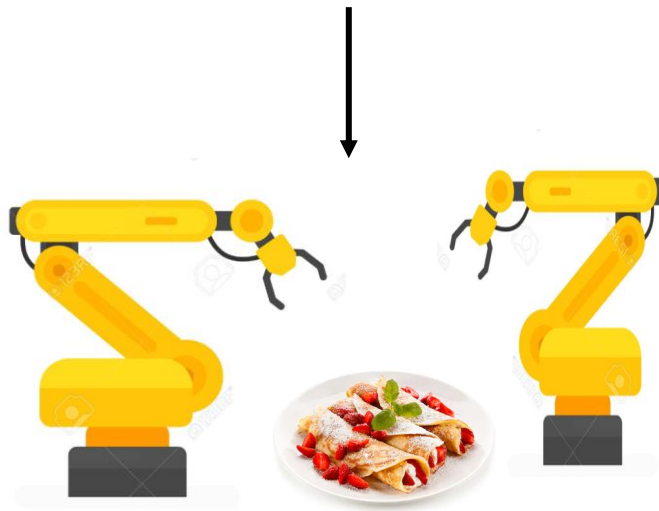


**Kitchens with
Collaborative
robots**

Future of food:



Order Online



Cloud Kitchens



Automated Delivery



pickup

Robotics and Automation in food

- Hygienic
- Readily Available
- Reduce environmental Impact

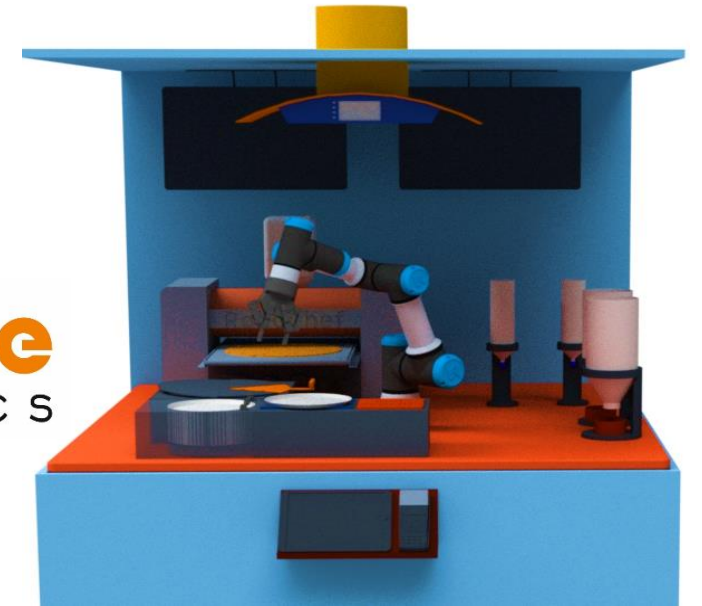
Competitors tech:



PAZZI
Tastemakers
\$16M
Qualgro Singapore

US

Délice
ROBOTICS



- Robotic Pizza Making
- Requires 3 robotic arm complex system
- Requires a dedicated space for the outlet
- **€250k - € 300k investment for one outlet**
- **Return on investment Low**
- Outlet in Val d'Europe shopping mall

- Robotic Crepe Making
- Requires 1 robotic arm simpler system
- Round the clock monitoring system
- Compact design & can be Movable
- **€30k - €40k investment for one outlet**
- Return on investment High

LEASING MODEL: key figures

LEASING PARTNER

70

Max. Number of meals sold/day/machine

4 min

Max time it takes to make & deliver one meal at peak hours

ROBODELICE

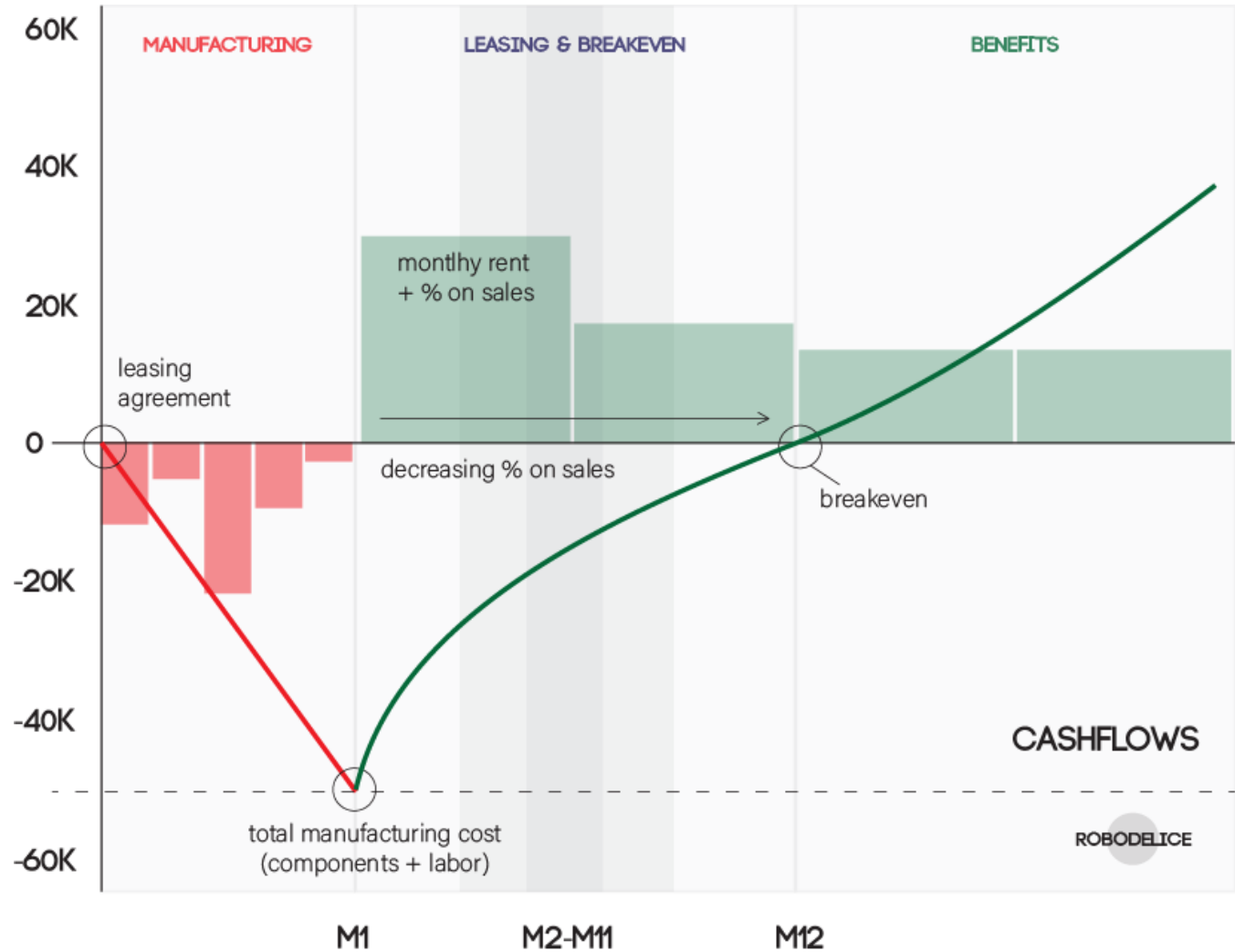
50,000 €

Max. manufacturing cost for one system

~12 months

Time to breakeven for 1 machine

Cash requirements for 1 system



LEASING MODEL: Revenue projections for RoboDélice

LEASING PARTNER

9,450 €

Est. revenue per system per month at 4.5€/meal

94,500 €

Est. revenue per system per year at 4.50€/meal

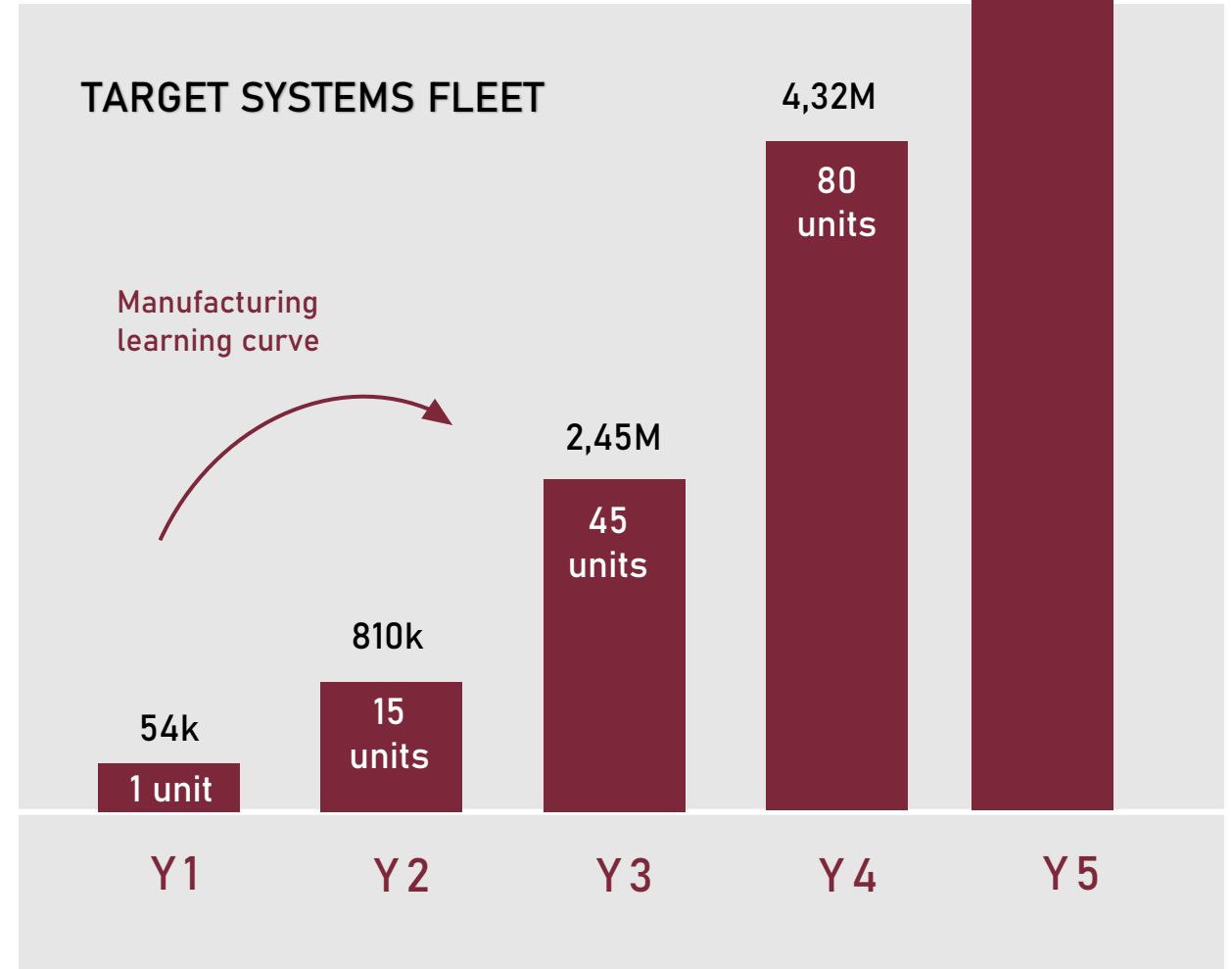
ROBODELICE

6,800 €

Est. monthly leasing fee for machine operators

54,000 €

Yearly revenue for one system



Number of machines are cumulative