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# nano Cafe

— Robotic Coffee, Juice, and Milk Tea —

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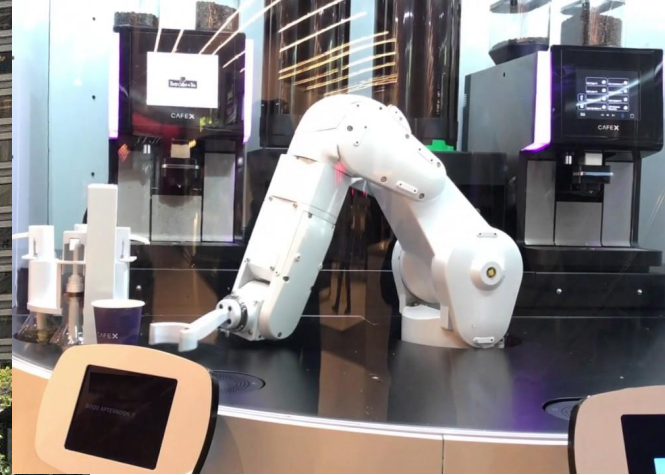


Nano Cafe is a *fully automated robot kiosk* serving high quality customizable coffee, juices, and boba milk teas. At the center is a robotic arm that prepares and delivers beverages to waiting customers. Ordering is done through our mobile app or touchscreen located at the kiosk.



The idea is to build a fully automated "robotic hardware/software platform" that is turnkey ready. Then license the unit, software, and mobile app to beverage companies to put their drink products in. So Nano Cafe is a tech company that offers B2B solutions to Food & Beverage companies.

Designed for office buildings to service all the building tenants, airports, train stations.



# Problem

- Shortage of labor in the service industry
- Rising cost - labor, rent, overhead and operations
- Low profit margins in traditional models. Average 10% to 15% annual profits
- Long wait times to order and get drinks
- Poor service
- Consistency - human error and not following recipes.

# Solution

- The future is automation in the food and beverage industry. Nano Cafe is fully automated using robotic arms to prepare and deliver beverages. Always consistent.
- All equipment are connected through our App platform through IOT.
- All ordering is done on our App. Customers order ahead of time with no waiting in line
- Our app will collect user data and behaviors, In turn the AI can suggest or know what each customer wants before they order based on customers previous behaviors.
- Labor cost at 1% - one employee comes by for one hour to clean and refill supplies. Other than that, the kiosk runs itself.
- Kiosk has small footprint (4-5 sqm or 40-50 sqft). Drastically reduces the cost of rent
- Designed to be mobile and implemented in Airports, Train Stations, Office buildings to service all the tenants in the building, and outdoor high density areas
- Profit margins estimated at 60% - 70%.

# Investment

**Total \$500,000 US Dollars:**

**\$2.5 Million pre-money valuation**

**Minimum investment of \$50,000  
USD per investor for 2% equity**

- Design - Unit design, Engineering, VI, Logo, Licensing, Trademark
- Construction
- Robotic Arms, Equipments, System Integration
- Mobile Software App
- Misc supplies and equipment
- Nano Cafe Unit
- 6 months cash flow

# Team

**Hung Lam:** Founder / CEO - Email: [HLAM420@gmail.com](mailto:HLAM420@gmail.com), WeChat: hungqlam, WhatsApp: +1 (415) 818-3959

**KUKA Robotics:** German Robot Manufacturer - <https://www.kuka.com/en-sg>

**RoboticsPlus.Ai:** Software Integrators - design/build company - <https://www.roboticplus.ai>

# Financials

## Traditional Retail Cafe

- \$500K USD and up
- \$1 Million revenue per year
- 15% Net profit margin =  
**\$150,000 profit per year**
  
- **ROI: 4 years**

## Nano Cafe

- \$150K USD per unit
- \$450K USD revenue per year
- 65% Net profit margin =  
**\$234,000 USD profit per year**
  
- **ROI: <1 year**



# Road Map

## Phase 1

- Singapore Product launch 2019
- Develop robust Mobile App
- Nano Cafe units inside CDL and CapitaLand office buildings

## Phase 2

- China Expansion
- South East Asia Expansion
- Target office buildings with 1000+ tenants
- User Acquisition

## Phase 3

- Franchising, Licensing