



Kiosk Kitchen is changing the way people think about where they get healthy, delicious, ready to eat food options, by providing chef prepared and nutritionist sculpted meals, on demand, through our innovative, self-supported dining platform. Come D.I.N.E with us for a Delicious. Innovative. Nutritious. Experience.

AJ@kioskkitchen.com

Leadership

- **A.J. Lamben**
Founder/CEO
- **Tracy David**
Co-founder/BizDev

Advisors:

- **Howard Braun**
Financial Executive
- **Luke Laws**
Technical Consultant
- **Roberto Cellini**
Payment Integration

Industry:

Food Tech

Amount of Financing:

\$82K Self Funded
SEEKING \$250,000
98% Equity retained

Use of Funds:

Manufacturing: 10%
Initial Inventory: 23%
Pre-Launch Operations & Product Dev: 47%
Marketing & Content Development: 20%

Problem/Opportunity:

There is currently a lack of open accessibility to healthy, hot and ready to eat meals without excessive cost and long wait times. Americans spent \$11.4B on food delivery fees alone in 2020. Add to this the increasing demand for delicious, high quality food offerings that take into account the diverse dietary needs of today's culture. This is not sustainable for the health of our communities and we hope to provide this concept as a bridge to providing a much needed solution to food insecurity in communities across the U.S. Under the assumption we capture 17.5% of the Serviceable Obtainable Market in St. Petersburg / Tampa, following operational assumptions, Kiosk Kitchen could generate 28M per year in net profit from food sales.

Solution:

Our proprietary automated dining kiosk provides hot, on-demand, nutrient complete meal options such as keto, paleo, vegetarian & traditional to satisfy diverse pallets and dietary requirements.

Our technology enables machines to serve multiple meals simultaneously, in less than 3 minutes lessening wait time in between users & serving families together. Coupled with our initiative for a zero waste production model & 100% compostable packaging providing a fully eco-responsible offering.

Business Model:

While revenue from food sales and franchising kiosks is our focus, we have multiple revenue opportunities with our b2b, b2c & licensing, as well as a growth plan for supplementing government dining facilities (DFACS). Utilizing our proprietary platform and technology in addition to our food offerings, we've engineered a completely new direct-to-consumer channel backed by unparalleled data and frictionless transactions. With vital data and usage reports, anticipated stocking data and supply chain management.



Target Market

High traffic, densely populated, metropolitan areas are best served with our innovative food service technology. Our strategy & focus starts in St. Petersburg, Florida followed by quick expansion to surrounding areas with a median income of \$65,000+between ages 20-45 who are health conscious, active & support social responsibility.

Our markets parallel in-home meals services, meal prep, gyms & healthy living services. U.S. packaged food market size was valued at USD 996.56 billion in 2020

	Year 1	Y2	Y3	Y4	Y5
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Revenue	\$1.3M	\$1.5M	\$1.8M	\$2M	\$2.4M
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EBITA	\$ 493k	\$ 657k	\$ 847K	\$1M	\$1.3M
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Competitive Advantage

Our meals are chef prepared & nutritionist sculpted creating a unique offering that's not only healthy, but rivals the flavor and quality of the finest restaurants in the convenience of a proprietary, innovative vending platform. We're providing access to healthy food options, 24/7/365 . We've sourced a completely compostable packaging model allowing for a more marketable and socially responsible product.

Beyond Profits

Our customers currently eat at quick service restaurants, take home frozen meals or utilize home meal prep as well as vending related services. Our strategy utilizes market awareness to best position ourselves ahead of 2 emerging automated vending competitors, optimizing our speed to market as well as our ability to secure market share in the southeast corridor while elevating to an interactive guest experience instead of traditional vending

Exit Strategy: Desired exit strategy would consist of acquisition by a larger multi-national brand. We would look to continue managing the holistic arm through our community projects of providing meals to local communities.

Fun Facts: St Pete FL grew 13% per capita in 2020 housing an additional 136,000 hungry new residents last year

