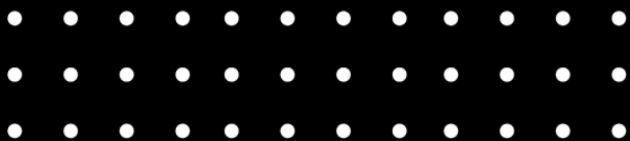


# bion:cook

**Brazilian  
Technology**

Business Plan 2023/2027



<p><b>COMPANY NAME</b></p> <p>BIONICOOK FOODS BRASIL LTDA, founded in July 2014 at registration number 34.383.384/0001-27.</p>	<p><b>COMPANY LOCATION</b></p> <p>Travessão Solferino, 3204   Bairro Bela Vista   Caxias do Sul   RS   Brasil <a href="http://www.bioniccook.com">www.bioniccook.com</a> <a href="https://www.instagram.com/bioniccook/">https://www.instagram.com/bioniccook/</a> Phone: +55 54 3013 3230</p>	<p><b>CONTACT</b></p> <p>Fabio Luis Rezler   CEO <a href="mailto:fabio@bioniccook.com">fabio@bioniccook.com</a> Whatsapp +55 54 99907 9525</p>
<p><b>WHAT WE DO ?</b></p> <p>we are the #1 ROBOT FAST FOOD in the world.</p>	<p><b>WHAT PROBLEM DO WE SOLVE ?</b></p> <p>we serve crispy hot food made on time with no human attendees, 24/7 hours time, zero risk of virus's contamination.</p>	<p><b>OUR MARKET TARGET ?</b></p> <p>B2C at any place where people cross or stay for some time (airports, malls, stadiums, city center, events, universities, big stores, ..)</p>
<p><b>PRODUCTS WE SERVE ?</b></p> <p>portions around 150-250 grams of fried and crispy food like chicken fingers, nuggets, pizza bites, cookies, falafel, meat balls, popcorn chicken. Also serve non alcohol beverages in recyclable aluminum can.</p>	<p><b>WHAT BENEFITS TO OUR CLIENTS ?</b></p> <p>a place to go for fast food, made on time, safe sanitary process, no human manipulation involved, 24/7 operation.</p>	<p><b>WHO ARE OUR COMPETITORS ?</b></p> <p>technically speaking we do not have competitors. Marketing speaking we compete with any other fast food chain.</p>

# 58

Brazilian Captable Angel Investors  
handling 6.69% shares of the  
company by Convertible Loan

# u\$500K

Raised in the round 1  
ANGEL/SEED 2020/2022

# 14MONTHS

MVP validation carried out at the  
largest Brazilian Airport and Subway

# u\$60M

Minimum expected net return to  
investors in the period  
of 5 years + M&A

# u\$120M

Valuation expected in 5 years from  
CONSERVATIVE results scenario

# 5+years

Contract term  
with investor

# 350+

Stores goal  
in the next 5 years

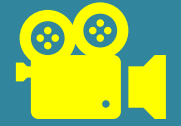
# u\$10M

Volume of  
sought investment

# 35%

Offer of Shares of  
Participation in the business

# Founder & CEO



VIDEO



Fabio Luis Rezler is a Brazilian entrepreneur with German background, graduated in Business Administration from the University of Caxias do Sul and an MBA in Business Management from FGV. Married and father of two children, he has a professional career that started at the age of 9 in the production line of the family company. At the age of 15, he already held commercial and administrative management functions in the business, bringing in his blood the strong trait of perseverance, persistence, perfectionism and entrepreneurship. He has an ethical and professional conduct, obstinate in the search for predefined results and a defender of a just and perfect posture, making decisions always based on serenity and respect for mutual interests.

During his professional career he has accumulated deep experience in the segments of metal mechanics, the automotive industry, textiles, furniture, PET, and more recently in the food industry. He has extensive experience in business relations, legal, accounting, tax, financial, technical, industrial and human relations. He has also done business outside the country with a business unit on North American soil and participating in numerous business fairs in countries such as the USA, Germany, Italy, Holland, France and Portugal. He has a global business vision and this is one of his main goals with Bionicook.

At Bionicook, the founder devised a model that could be scalable, highly profitable, with embedded technology, and that would offer an unprecedented experience to consumers from different cultures. Altogether there were more than 5 years of research, errors, hits and invested capital.

MORE ABOUT THE FOUNDER: <https://fabiosprofissional.wixsite.com/portfolio>

LINKEDIN: [linkedin.com/in/fabio-rezler-680040101](https://www.linkedin.com/in/fabio-rezler-680040101)





FAST FOOD 100% OPERATED BY ROBOT  
NO HUMAN CONTACT



NO HUMAN CONTACT

ELECTRONIC QUALITY CONTROL

24/7 SERVICE

# NEW STORE DESIGN

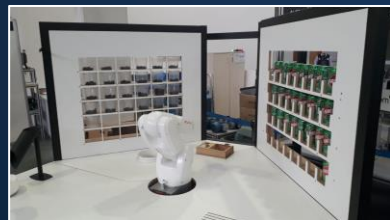


# 9 YEARS.. FULL DEDICATION

2013  
START



2018  
ROBOT ADDED



2019  
#1 STORE  
PROTOTYPE  
STARTUP TRADE SHOW



2020  
#2 STORE  
UNIVERSITY



2021  
#3 STORE  
MVP AT INTL AIRPORT  
GURAUHOS/SP

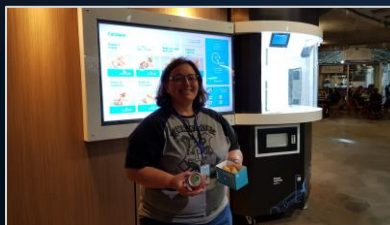
#4 STORE  
MVP SUBWAY STATION  
CARRÃO/SP





# OUR BUSINESS

We are the #1 Autonomous Fast Food in the world. A 100% Brazilian project that after ten years of research, development and implementation becomes in 2022 one of the most promising businesses in the market.





## VALIDATION 2 / 2021

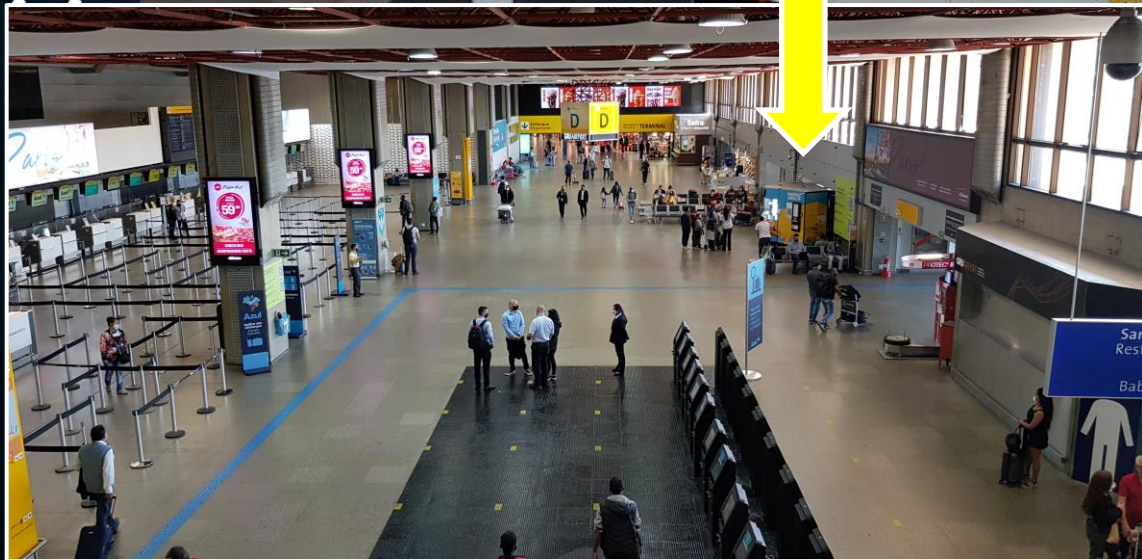
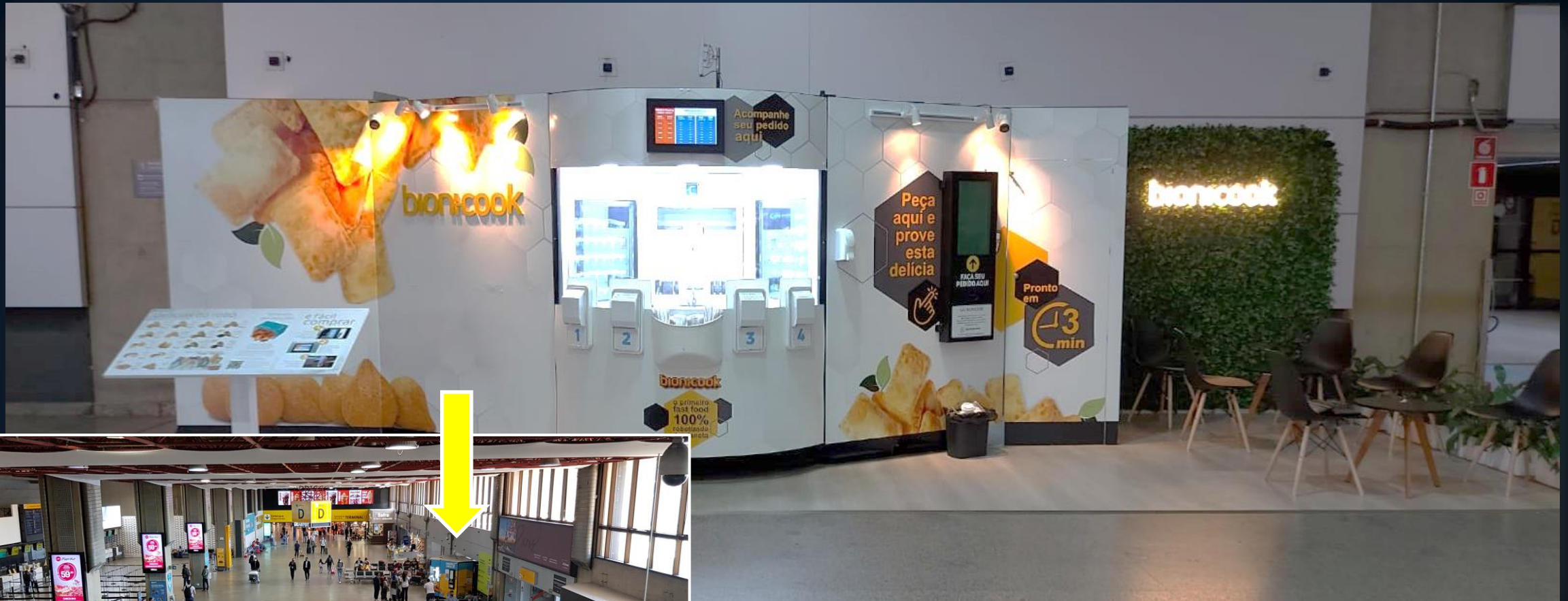


GUARULHOS INTL AIRPORT / Brazil





## VALIDATION 2 (reworked) / 2021



GUARULHOS INTL AIRPORT / Brazil





## VALIDATION 2 / 2021



SUBWAY / SP

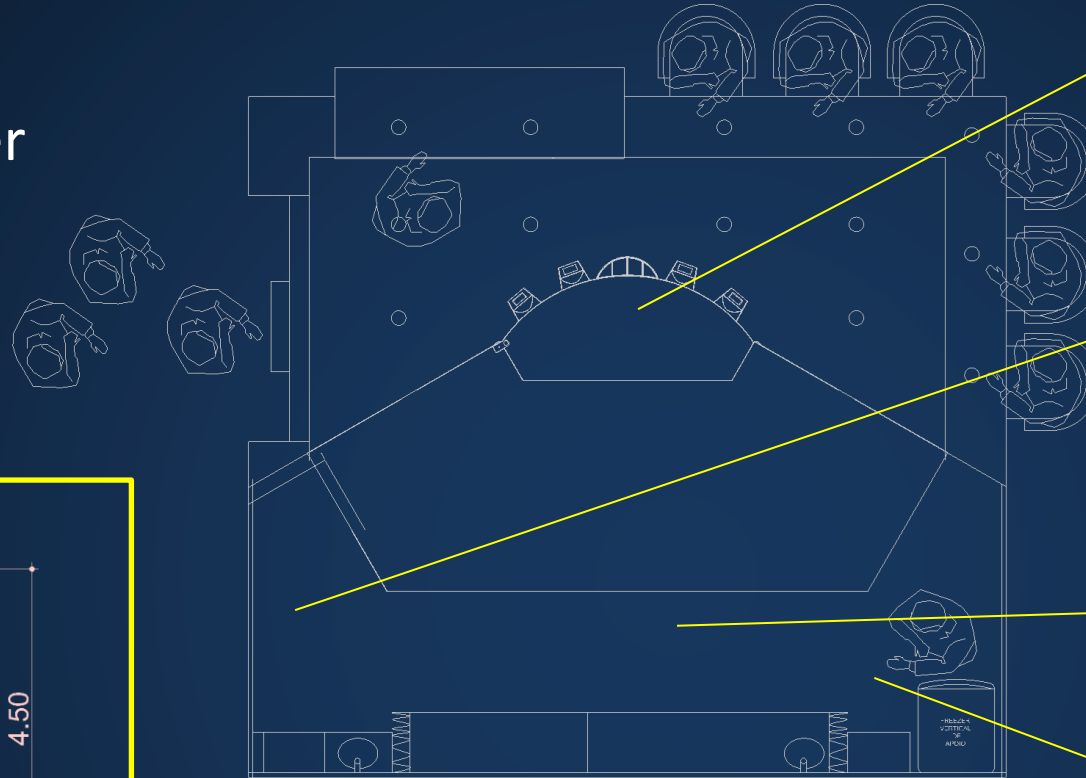




# TECHNICAL PROJECT

## Aerial View

Option #1 – customer served by front desk attendee



### ROBOT ROOM

Armored room of other environments where the robot performs its movements without human interference.

### GREEN ROOM

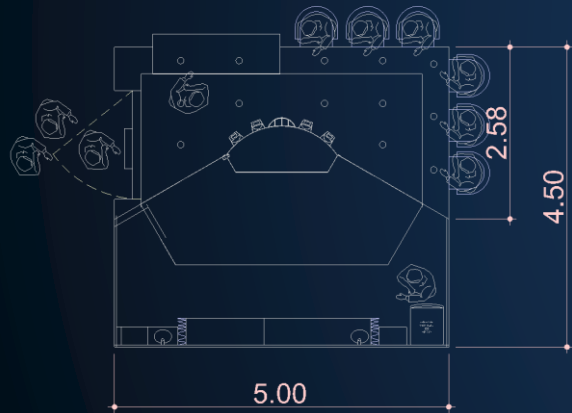
Initial access of employees without risk of contamination to the other YELLOW and RED rooms. Access to the other rooms upon compliance with the specific sanitary procedures.

### YELLOW ROOM

Service environment for mechanical elements, electronics and general hygiene.

### RED ROOM

Restricted access room for supplying snacks to the robot.



TOTAL AREA REQUIRED: 18.8 m<sup>2</sup>  
ELECTRICAL DEMAND: 380V TRIPLE (3F +1N +1PE) - 13.52kVA  
HYDRAULIC DEMAND: desirable building network, but can operate with water pumps – approximate weekly consumption of 10lt  
EXHAUSTION DEMAND: does not require

## REPLACEMENT AND MAINTENANCE:

Every process of preventive maintenance, replacement of goods and hygiene is carried out by a Bionicook technician in approximately 2 hours a day, performing a routine in 3 to 4 stores per day. Process is guided by a service tablet with daily schedule predetermined by the matrix.



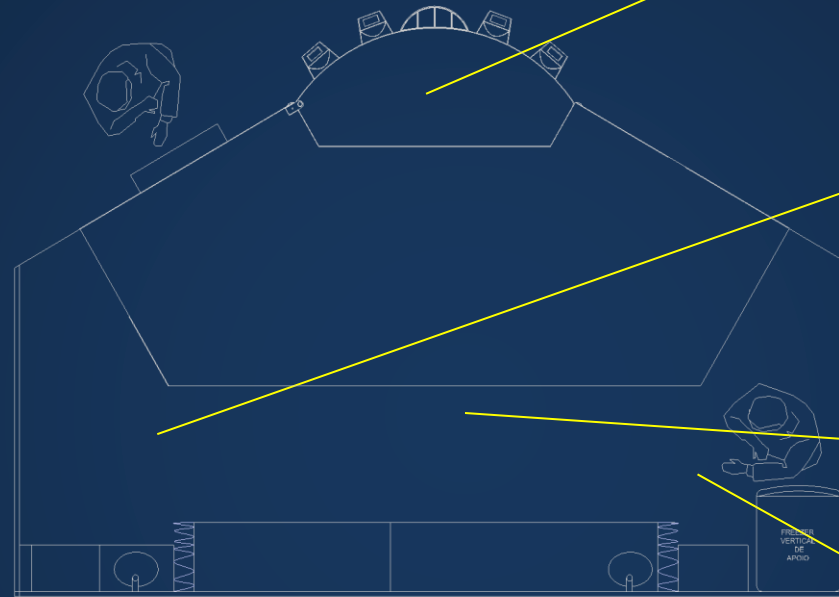
# TECHNICAL PROJECT

## Aerial View

Option #2 – customer self service (no atende)



TOTAL AREA REQUIRED: 18.8 m<sup>2</sup>  
ELECTRICAL DEMAND: 380V TRIPLE (3F +1N +1PE) - 13.52kVA  
HYDRAULIC DEMAND: desirable building network, but can operate with water pumps – approximate weekly consumption of 10lt  
EXHAUSTION DEMAND: does not require



**ROBOT ROOM**  
Armored room of other environments where the robot performs its movements without human interference.

**GREEN ROOM**  
Initial access of employees without risk of contamination to the other YELLOW and RED rooms. Access to the other rooms upon compliance with the specific sanitary procedures.

**YELLOW ROOM**  
Service environment for mechanical elements, electronics and general hygiene.

**RED ROOM**  
Restricted access room for supplying snacks to the robot.

### REPLACEMENT AND MAINTENANCE:

Every process of preventive maintenance, replacement of goods and hygiene is carried out by a Bionicook technician in approximately 2 hours a day, performing a routine in 3 to 4 stores per day. Process is guided by a service tablet with daily schedule predetermined by the matrix.



# Friendly, practical and fast ordering environment.

## Excellent moment for research & marketing.



100% digital  
payment  
with credit or  
debit cards.



bion:cook

TOQUE NO  
IDIOMA DE SUA  
PREFERÊNCIA

SELECT YOUR  
LANGUAGE



ENGLISH



PORTUGUÊS





5 Nuggets  
1 Coca 220 ml

RS 10,00



10 Lado Carne  
1 Fanta 220 ml

RS 10,00



10 Coquinho Chocolate  
1 Guarani 220 ml

RS 10,00




8 Coquinho Frango  
1 Guarani 220 ml


RS 10,00

TOTAL DO PEDIDO 20,50

COMPRAR

CANCELAR






Cameleão  
1 Coca 220 ml

RS 8,00




Coca-Cola  
1 Fanta 220 ml

RS 8,00



Mozzarella  
1 Guarani 220 ml

RS 8,00








Pizza  
1 Guarani 220 ml


RS 8,00

TOTAL DO PEDIDO 20,50

COMPRAR


CANCELAR






Coca-Cola  
1 Coca 220 ml

RS 8,00




Coca-Cola  
1 Fanta 220 ml

RS 8,00



Coca-Cola  
1 Guarani 220 ml

RS 8,00



Coca-Cola  
1 Guarani 220 ml

RS 8,00

TOTAL DO PEDIDO 20,50

COMPRAR

CANCELAR

bion:cook

PAGAMENTO REALIZADO  
COM SUCESSO !

## OBRIGADO !!

Seu pedido já está sendo  
preparado.

Retire abaixo seu cupom  
fiscal e senha do pedido





## MARKETING ADD SPACE



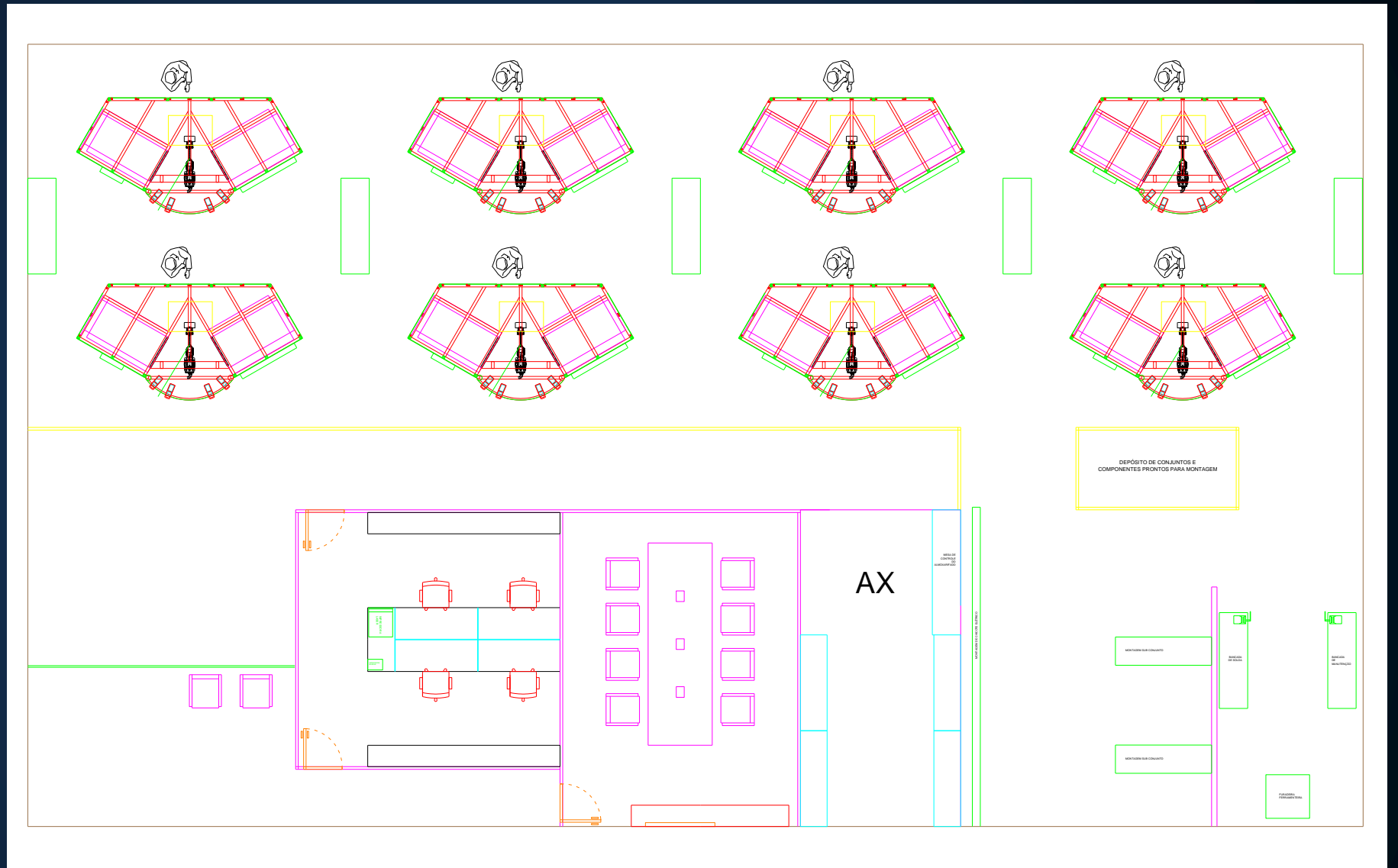
Our robot handles a digital tablet at times out of service or during the waiting time in the preparation of an order.

It is a spectacular space of communication with consumers for promotions, talk about the technology associated with the brand, curiosities, etc.



# EQUIPMENT FACTORY

Current installed  
capacity for  
production of up to  
8 equipment's  
per month  
(Brazilian Plant)







## EQUIPMENT INDUSTRY





Our robot is the big star of the show !.. However, the focus of the business is the recurrent sale of food products.

**8.000+**  
CLIENTS  
SATISFIED



Check out some of our quality care concepts:

- 100% pure cotton oil
- Minimum oil retention on products (less than 1%)
- Electronic oil temperature control
- Zero human handling of snacks between factory and customer
- Universal crispness and temperature control
- Beverages always cold
- FIFO (First In / First out) - standard validity of industrial control of products



# G 40<sup>TH</sup> GITEX TECHNOLOGY WEEK DUBAI

At the invitation of Arab giant Etisalat, Bionicook was exhibitor at the 40th edition of the high-tech mega trade show in Dubai/UAE in December/2020.

**900+**  
CLIENTS ✓  
INTERNATIONAL  
SATISFIED



World launch  
Validation of the structural strength of the machine during intl transportation + consumer acceptance validation

Stores interests to Dubai,  
London, United States, Portugal,  
Egypt, India, Israel, Russia, Belgium.







VIDEO

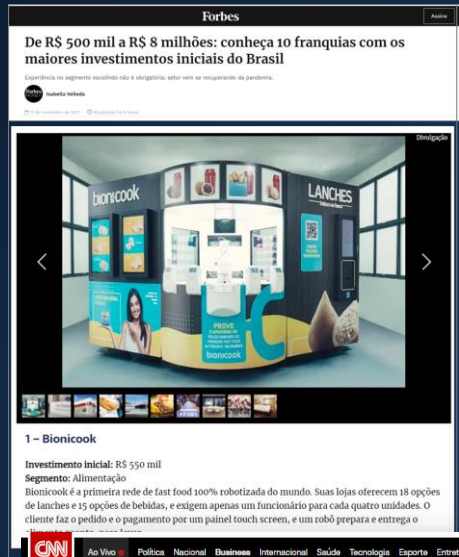


**SHARK TANK BRAZIL**  
**2020 - SEASON 5 - EPISODE 512**





200+ spontaneous publications in Brazil and abroad in electronic media, print and TV.



VIDEOS

PEQUENAS  
Empresas  
& Negócios  
GRANDES

sbt

REAL TIME 1

BORA SP

# MARKET POSITIONING



**FAST FOOD**  
150.000+  
stores

## bion:cook



**PLAN**  
350+  
stores



**VENDING**  
15.000.000+  
stores



# EXPANSION PLAN



Year	Stores
Dec/2023	20
Dec/2024	20
Dec/2025	20
Dec/2026	20
Dec/2027	20



Year	Stores
Dec/2023	30
Dec/2024	60
Dec/2025	130
Dec/2026	150
Dec/2027	200



Year	Stores
Dec/2023	30
Dec/2024	60
Dec/2025	130
Dec/2026	150
Dec/2027	200





# VALIDATION RESULT AFTER 14 MONTHS OF OPERATION

---

START:	01/05/2021 (peak of the pandemic)
END:	29/06/2022
PERIOD:	424 days (14.1 months)
CLIENTS SERVED:	6.351
SNACKS SOLD:	30.000+
CLIENTS INSTAGRAM VIDEOS:	237
CSH* COMPLAINTS:	25 (0,39%)
SUCCESSFUL INDEX:	99,61 %
PRODUCT COMPLAINTS:	0,00%

\*CSH: Customer Service Hotline



In 2021 we carried out the validation of operation with the stores of Guarulhos Airport and Subway.

# VALIDAÇÃO 2021

START: 01/05/2021 (peak of the pandemic)  
 END: 29/06/2022  
 PERIOD: 424 days (14.1 months)  
 CLIENTS SERVED: 6.351  
 SNACKS SOLD: 30.000+  
 CLIENTS INSTAGRAM VIDEOS: 237  
 CSH\* COMPLAINTS: 25 (0,39%)  
 SUCCESSFUL INDEX: 99,61 %  
 PRODUCT COMPLAINTS: 0,00%

VALIDATED	
MACHINE OPERATION	BRAND CONCEPT FOR OTHER LOCATIONS
A) MECHANICAL	REAR ENVIRONMENTS / MAINTENANCE
B) ELECTRIC	EQUIPMENT IMPROVEMENTS
C) ROBOT	INFORMATION IMPROVEMENTS TO OPERATORS
D) FOOD PROCESS	TECHNICAL MANUALS
E) COLD CHAMBERS	HEALTH REPORTS
ROBOT REPLENISHMENT ROUTINES	TEMPERATURES AND VENTILATION IMPROVEMENTS
CLEANING PROTOCOLS	PROTOCOLS FOR THE USE OF PPE TO EMPLOYEES
SANITARY PERMITS	TRAINING NEEDS TO ATTENDANTS
DEMANDS WITH EMPLOYEES	ROBOTICS CONCEPT X EMPLOYABILITY
STORE INSTALLATION BUDGET	STRATEGIC PARTNERSHIPS (GOL, SEARA..)
Customer Service Service (SAC)	MEDIA SALE ON TABLET
CONSUMER BEHAVIOR	CONSEQUENCES OF BAD POINT CHOICE
INNOVATION FACTOR GREATER THAN FOOD	REMOVAL OF THE STORE WITH MINIMAL COSTS
MENU VALIDATION	CONSUMER ACCESS TO THE PRODUCT
FOOD LOGISTICS AND INSUMOs	CONSUMER SATISFACTION AT CYCLE CLOSING:
TASK SCHEDULE	1) INITIAL CURIOSITY
ONLINE MONITORING	2) UNDERSTANDING OF THE MODEL
REMOTE MAINTENANCE	3) PRICE X BENEFIT
FACE-TO-FACE MAINTENANCE	4) PURCHASE DECISION
EXHAUSTION	5) ORDER COMMAND
OPERATING COSTS	6) WAITING TIME
ELECTRICITY COSTS	7) DELIVERY
INSTALLATION ENGINEERING DEMANDS	8) PRODUCT TASTING
ON-SITE LOGISTICS	9) SATISFACTION OF THE PORÇÃO X APPETITE
MEDIA	10) POSSIBLE SAC ACTION
BRAND	MEANS OF PAYMENT
PRICES OF PRODUCTS X TICKETS	LOGISTICS AND STORE REMOVAL COSTS
DESIGN / COMMUNICATION	CHEMICAL VALIDATION
MENU INFORMATION	ABC SALES CURVE
NUTRITIONAL TABLE	APPLICATION OF OPERATION CHECK LISTS
RESETTING THE STORE'S BREAK-E	COSTS FOR FRANCHISE OFFER
DEFINITION OF TRADING LIMITS	



# DIGITAL LOOK



Our robot handle a digital tablet at times out of service or during the waiting time when preparing an order.

It is a spectacular space of communication with consumers for promotions, talk about technology associated, curiosities, etc.

It is also an advertisement space for sale to third part companies.





Bionicook's merger process  
for the U.S. is not an option.  
IT'S A DECISION MADE BY  
THE COMPANY!

# SO WHAT WE NEED ?

- 1) Commercial support
- 2) Structure support
- 3) Investors access / network
- 4) Legal support





# SUPPORT NEEDED

## STEP 1

GOAL: validate the robot fast food solution in the North American Territory.

STRATEGIES: comercial analisys, financial business plan review, food menu research, sales price target, install #1 store in U.S. chosed address, market validation.

PERIOD: 4-6 months

ESTIMATED INVESTMENT: U\$ 100.000,00

ESTIMATED US JOBS: 02

SUPPORT NEEDED:

- market information
- commercial access to Atlanta Airport
- commercial access to Georgia Tech/University
- commercial access to large companies in Georgia.
- Local/National Investors access

## STEP 2

GOAL: install Bionicook's USA headoffice

STRATEGIES: investors agreements, storage building (rental contract), initial employees (local team), produce and install 10 stores in Georgia state (airports, large companies, universities,...).

PERIOD: 4-6 months

ESTIMATED INVESTMENT: U\$ 1.000.000,00

ESTIMATED US JOBS: 05

SUPPORT NEEDED:

- Storage Building research
- Local team/employees contact
- Company legal constitution
- Business Network

## STEP 3

GOAL: large expansion

STRATEGIES: new investors agreements, machines factory building (rental contract), initial employees (local team), serial machines production in Georgia.

PERIOD: 4-6 months

ESTIMATED INVESTMENT: U\$ 5.000.000,00

ESTIMATED US JOBS: 150

SUPPORT NEEDED:

- Factory Building research
- Local team/employees contact
- Business Network





# EXPECTED FCF 2023/2028

## PREMICES:

- 307 stores
- 5 years contract
- U\$ 9,90 av. ticket price
- 100 tickets per day
- U\$ 6M initial investment
- 10x EBITDA valuation

	2023	2024	2025	2026	2027
Average Ticket Price U\$D	9,90	9,90	9,90	9,90	9,90
Meals per day	100	100	100	100	100
POS	1	62	182	307	307
<b>Gross Revenue</b>	<b>134.065,80</b>	<b>9.164.826,00</b>	<b>51.043.905,00</b>	<b>107.890.002,00</b>	<b>123.137.239,50</b>
% growth		6736,1%	457,0%	111,4%	14,1%
Taxes - VAT	- 9.189,82	- 628.222,41	- 3.498.912,61	- 7.395.548,76	- 8.440.702,95
% ROB	-6,9%	-6,9%	-6,9%	-6,9%	-6,9%
<b>Net Revenue</b>	<b>124.875,98</b>	<b>8.536.603,59</b>	<b>47.544.992,39</b>	<b>100.494.453,24</b>	<b>114.696.536,55</b>
Costs	- 37.236,14	- 2.545.487,14	- 14.177.203,57	- 29.965.938,57	- 34.200.786,79
% ROL	-27,8%	-27,8%	-27,8%	-27,8%	-27,8%
<b>Gross Profit</b>	<b>87.639,83</b>	<b>5.991.116,44</b>	<b>33.367.788,82</b>	<b>70.528.514,67</b>	<b>80.495.749,76</b>
% Gross margin	70,2%	70,2%	70,2%	70,2%	70,2%
Oper. Expenses	- 61.486,67	- 3.717.215,00	- 17.371.520,00	- 35.120.853,33	- 39.246.020,00
% ROL	-49,2%	-43,5%	-36,5%	-34,9%	-34,2%
Depreciation	2.886,67	197.015,00	1.099.820,00	2.326.653,33	2.658.620,00
% ROL	2,3%	2,3%	2,3%	2,3%	2,3%
<b>EBITDA</b>	<b>29.039,83</b>	<b>2.470.916,44</b>	<b>17.096.088,82</b>	<b>37.734.314,67</b>	<b>43.908.349,76</b>
<b>Ebitda %</b>	<b>23,3%</b>	<b>28,9%</b>	<b>36,0%</b>	<b>37,5%</b>	<b>38,3%</b>
Depreciation	- 2.886,67	- 197.015,00	- 1.099.820,00	- 2.326.653,33	- 2.658.620,00
<b>EBIT</b>	<b>26.153,17</b>	<b>2.273.901,44</b>	<b>15.996.268,82</b>	<b>35.407.661,34</b>	<b>41.249.729,76</b>
Financial Results	- 2.346,15	- 160.384,46	- 893.268,34	- 1.888.075,04	- 2.154.901,69
% ROL	-1,9%	-1,9%	-1,9%	-1,9%	-1,9%
Other incomes	0	0	0	0	0
% ROL	0,0%	0,0%	0,0%	0,0%	0,0%
<b>EBT</b>	<b>23.807,01</b>	<b>2.113.516,99</b>	<b>15.103.000,48</b>	<b>33.519.586,30</b>	<b>39.094.828,07</b>
Corp. Tax	0	0	0	0	0
% EBT	0,0%	0,0%	0,0%	0,0%	0,0%
<b>Net Profit</b>	<b>23.807,01</b>	<b>2.113.516,99</b>	<b>15.103.000,48</b>	<b>33.519.586,30</b>	<b>39.094.828,07</b>
<b>Net Profit %</b>	<b>19,1%</b>	<b>24,8%</b>	<b>31,8%</b>	<b>33,4%</b>	<b>34,1%</b>

# EXPECTED VALUATION 2028

- PREMICES:
- 10x EBITDA valuation

## Comparables

Comparable Companies	Symbol	Country	Revenue (\$ bn)	EBITDA (\$ bn)	Enterprise Value (USD bn)	Enterprise Value/Revenue	Enterprise Value/EBITDA	Beta	Debt/Equity
McDonalds	MCD	USA	20,9	10,4	203,9	9,8	19,7	0,5	NA
International Meal Company Alimentacao	MEAL3.SA	BRAZIL	1,6	0,1	1,8	1,2	14,9	1,0	93%
Burger King	BKBR3.SA	BRAZIL	2,8	0,3	4,8	1,7	14,9	0,2	43%
Restaurant Brands International	QSR	USA	5,5	2,2	33,1	6,0	15,2	1,2	345%
Yum! Brands	YUM	USA	5,5	2,0	42,6	7,8	21,4	0,3	NA
Bloomin' Brands	BLMN	USA	4,1	0,4	4,5	1,1	11,4	0,3	1710%
Brinker International	EAT	USA	3,3	0,4	4,2	1,3	11,3	0,2	NA
Chipotle Mexican	CMG	USA	5,4	0,7	26,4	4,9	40,5	0,7	173%
Cracker Barrel	CBRL	USA	3,1	0,4	4,8	1,6	12,1	0,5	167%
Darden Restaurants	DRI	USA	8,7	1,2	19,4	2,2	16,2	0,3	251%
Domino's Pizza	DPZ	USA	3,6	0,6	15,3	4,3	23,7	0,5	NA
Dunkin Brands Group	DNKN	USA	1,4	0,5	9,5	7,0	20,2	0,4	NA
<a href="#">Múltiplos de EBITDA por setor - BizNews Brasil :: Notícias de Fusões e Aquisições de empresas</a>							EBITDA Median	15,7	
							EBITDA Average	18,5	

BIONICOOK VALUATION	STORES	307	INVESTOR EXPECTED RETURN	
	EBITDA 2027	43.908.349,76		
	EBITDA x ENTERPRISE VALUE	10,00	TOTAL OF SHARES	35%
EXPECTED VALUE 2027 U\$D		439.083.497,61	TOTAL OF PROFITS RIGHTS (DEC/2027)	21.387.502,13
			TOTAL OF COMPANY RIGHTS (DEC/2027 M&A)	153.679.224,16
			TOTAL OF RETURN	175.066.726,29

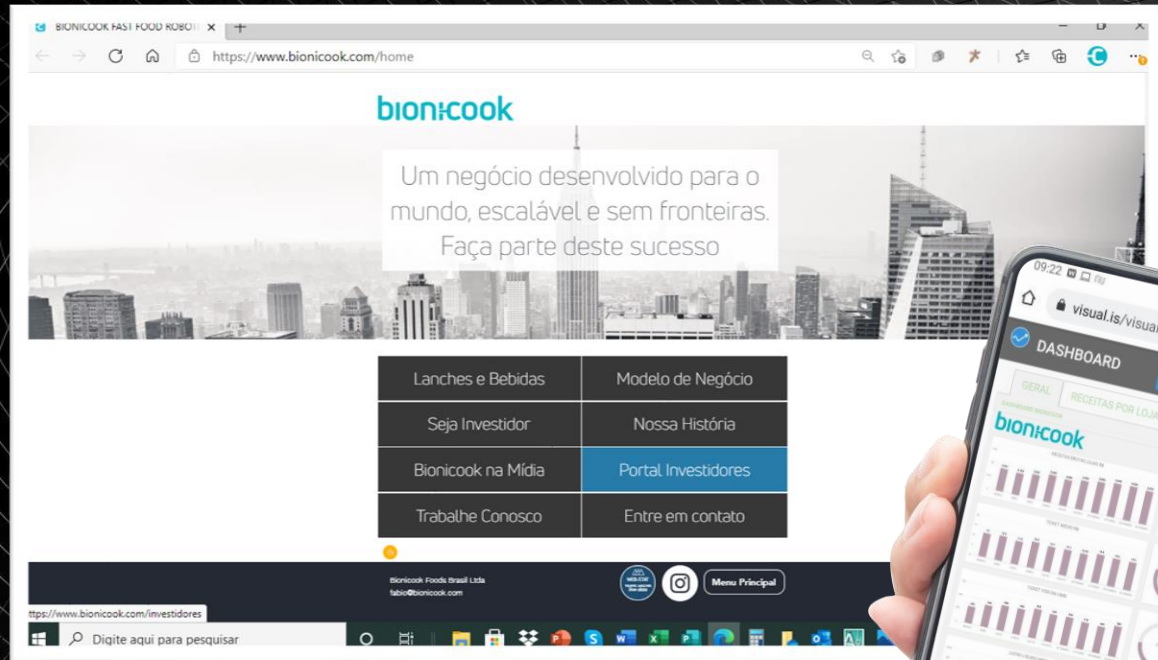


# COMPANY CONSTITUTION IN THE U.S.A COUNTRY





# GOVERNANCE



Since its foundation, Bionicook has been managed under a Corporate Governance structure. Financial + Management information are published monthly at Bionicook's web site under restricted access.

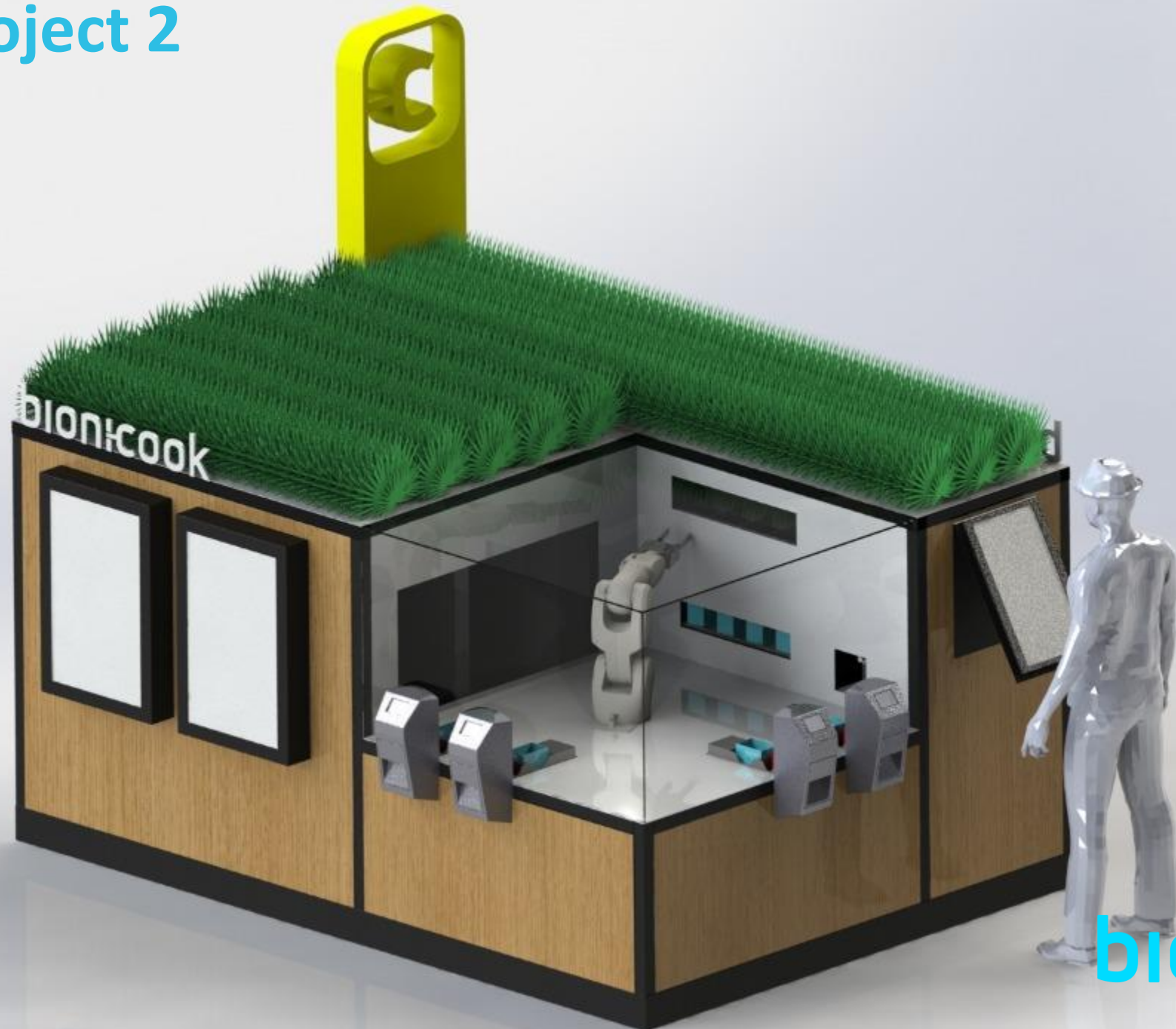
All information are audited and signed by an accountant, in addition to free access of investors to any performance information.



# Bionicook Project 2

New version of the equipment only 1.50 meters high.

Specially designed for shopping malls and airports medium areas.



**bionic**tech

# Bionicook Project 3



Fast Food and  
Convenience

**bionico**tech



Join the technology that will change the future of the *fast food* market.

**Welcome to Bionicook !**

