

MEET

YANU

COMMON PROBLEMS IN VENUES

YANU

Social distancing
Lack of workforce
High labor cost
Staff challenges
Quality & costs
Managing shifts
Slow service
Inefficiency





YANU

CONTACTLESS AND FULLY AUTONOMOUS ROBOT BARISTA SOLUTION FOR ANY VENUE

POWERED BY AI TO
COMMUNICATE AND
ENHANCE YOUR
EXPERIENCE

ADVANTAGES

YANU

- Fully automated and contactless - no human interaction
- Compact and mobile - easily transportable
- Design - smart, eye-catching & accessible
- Fastest and capable - up to 100 drinks/hour & 1000 per refill
- Efficient - low-cost, precise, no theft or labor problems
- Monitorable - maintenance and owner app
- Communicative - AI chatbot, user app
- Easy - mobile payments, one-touch ordering
- Safe - cam surveillance, 3-layer age verification system





ABSOLUT.

#V

SPECIFICATIONS

YANU

Replaces 3-4 bartenders

Holds up to 1000 acrylic glasses, 2 sizes

30-35 bottles or 10-liter containers

Hot drinks module - coffee drinks

Up to 8 soft drink dispensers & ice machine

Requires tap water, power supply, LAN and drainage

Height - 2,9m, diameter - 2,5m, weight ~850 kg

Comes in any colour or coating

Easy to maintain, clean and service



ONE APP IN EVERY BAR

YANU

- **User app:** POS and mobile - favourites, history, billing
- Background payments, one-touch ordering
- Communicative AI chatbot on mobile app
- Client identification, age verification
- **Owner app:** maintenance and monitoring
- Advertising possibilities
- Big data on user behaviour and trends for companies
- Easy to enter recipes & ingredients for drinks
- Automatic queueing
- Refilling functions and service interval notification



ROI EXAMPLE



	Monthly	Annual
Sales, number of drinks	5 000	60 000
Average sales price	€8,00	
Monthly sales revenue	€40 000	€480 000
Cost per drink, avg.	€1,10	
Glass cost (if not recycled)	€0,80	
Bank fees	€0,08	
Total costs per drink	€1,98	
Cost of Goods Sold	€9 900	€118 800
Sales margin	€30 100	€361 200
Electricity, Water, Internet	€100	
Monthly maintenance	€400	
Tech.maintenance	€500	
Logistics and storage	€200	
Premises rent 10m2	€500	
Miscellaneous	€340	
Fixed costs	€2 040	€24 480
Sales taxes	€3660	
Net profit	€24 400	€336 720

Initial Cost
Price of YANU unit (excl.VAT) €150 000

KPI's
ROI for 3 year period 486%
Breakeven, months 6,1

Net Income for 3 years period € 860 160

OUR CLIENTS

YANU

Airports around the world

Hotel chains

Nightclubs and bars

Sports & E-sports arenas

Shopping Malls

Cinemas & amusement parks

Casinos

Event marketing & festivals



BUSINESS MODELS

YANU

1. **Purchase** - cost 150 000€, can be paid in instalments
2. **Subscription** - 50k € upfront and 5000€ flat fee monthly

That offer includes: one Yanu robot, software for clients, software for maintenance, software for owner, standard payment server, training of staff, setup of the unit in location, transportation until customs, an engineer to help during first weeks, warranty for 2 years, supply of spare parts.



PROGRESS

The biggest and most complex robotic solution at Dubai World Expo. Listed among the top 10 attractions to visit.

Cooperation with **Siemens, Coca Cola, Absolut, Pernod Ricard, Philip Morris, Estonian Government, Pezula, KFC, IFA, Productronica, Telia, Cadlog, Hasselt City, Rotermaann City, Presidents Summit, Deliver, Apollo cinemas** and many more
Contracts with Sharjah Research Technology and Innovation Park, a big Saudi tech company, companies in Emirates, Europe and USA

Three more pilots during first half of the 2025



DELIVERY

YANU

Three months from contracted order and prepayment

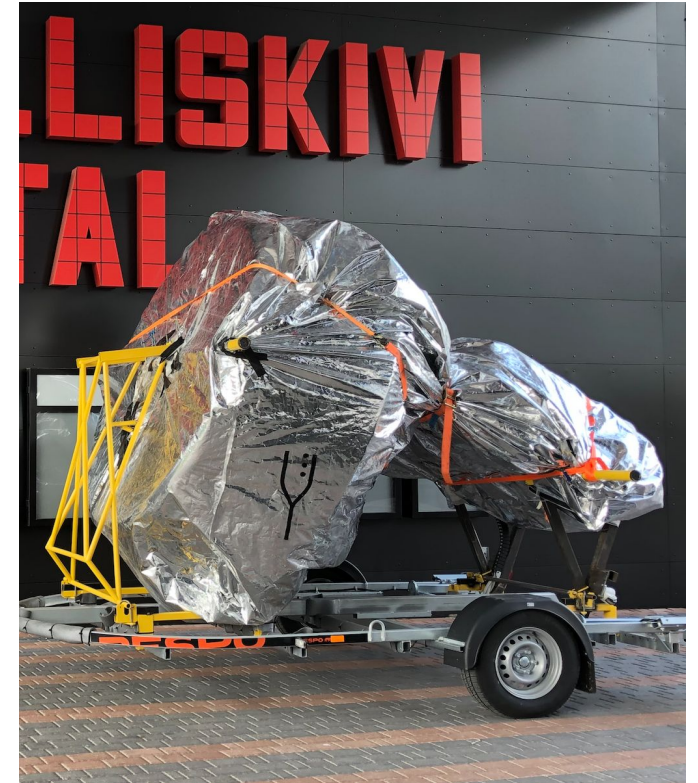
Shipping time: 2 weeks EU & up to 2 months worldwide

Setup time: 2 days by our technician

On-site training and warranty for two years with extension

Service by contracted local companies in Your city.

Media coverage for our clients





President of Estonia, Alar Karis



Ruler of Dubai, Sheikh
Mohammed bin Rashid Al Maktoum

YANU IN MEDIA



YANU

Bloomberg

"The re-imagining of nightlife after the coronavirus pandemic now includes contactless cocktails."

"The concept of a bar is completely changing now, and the concept of nightclubs and public events,"

easyJet

"A robot bartender is about to revolutionise the drinks industry, and you can be part of it."

Mashable

"This robotic bartender is coming soon to an airport near you."

BBC

"Yanu robot is making alco-free cocktails at the Estonian pavilion at the World Expo event in Dubai."



