

Azrieli
College of Engineering



Technological Entrepreneurship
Uzi Wexler Graduate Program





RoboShop

The Problem

Labor Cost



Labor Cost annual growth



Labor Management



Trust & Loyalty

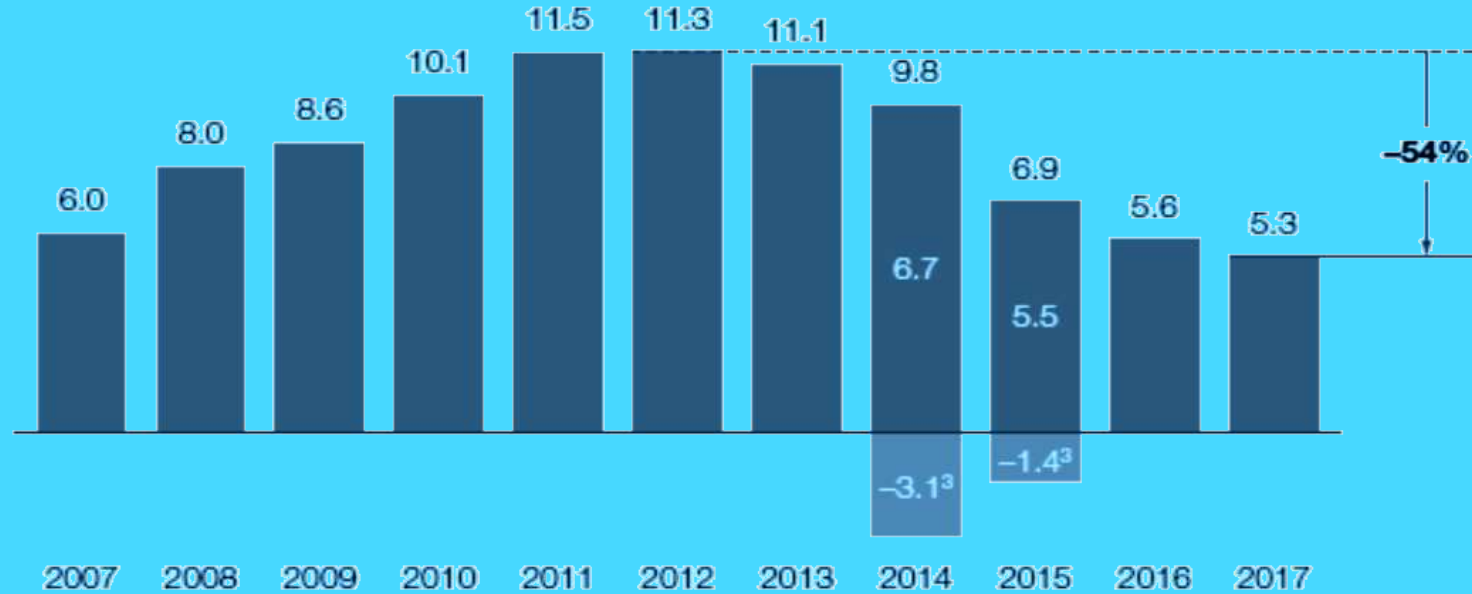


Labor Cost & Management



54% decrease in profit 2012-2017

Economic value add¹ of publicly traded grocery retailers,² \$ billion



¹(ROIC - WACC) * IC: return on invested capital minus weighted average cost of capital, multiplied by invested capital.

²Analysis of 27 largest publicly traded grocery retailers worldwide.

³Losses from Tesco accounting issues.

Source: McKinsey Corporate Performance Analysis Tool



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The Autonomous Trend



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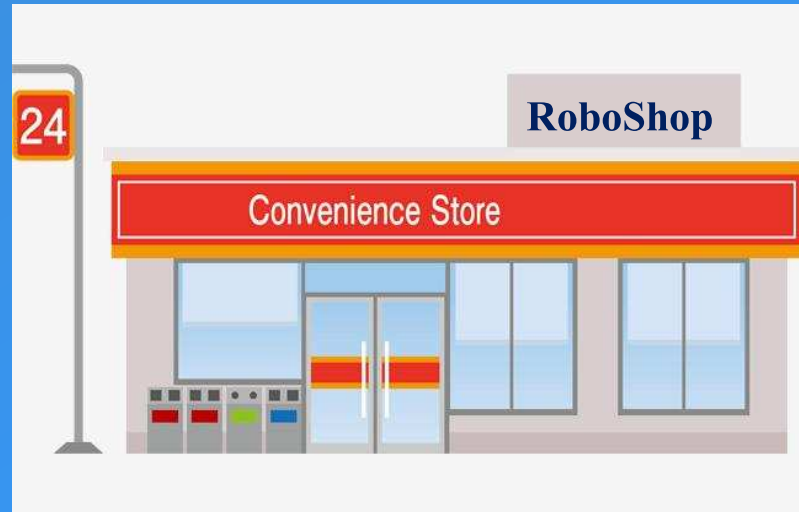
The Solution

Autonomous Convenient Store



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How does it work?





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Our Vision & Mission



To be a leading and unique company in the convenient store segment

To be the first and only Autonomous convenient store in the world which relay's on automatic & robotic abilities





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The Market (U.S)



2.46M 7.2% 



\$252B Sales



152,720 stores

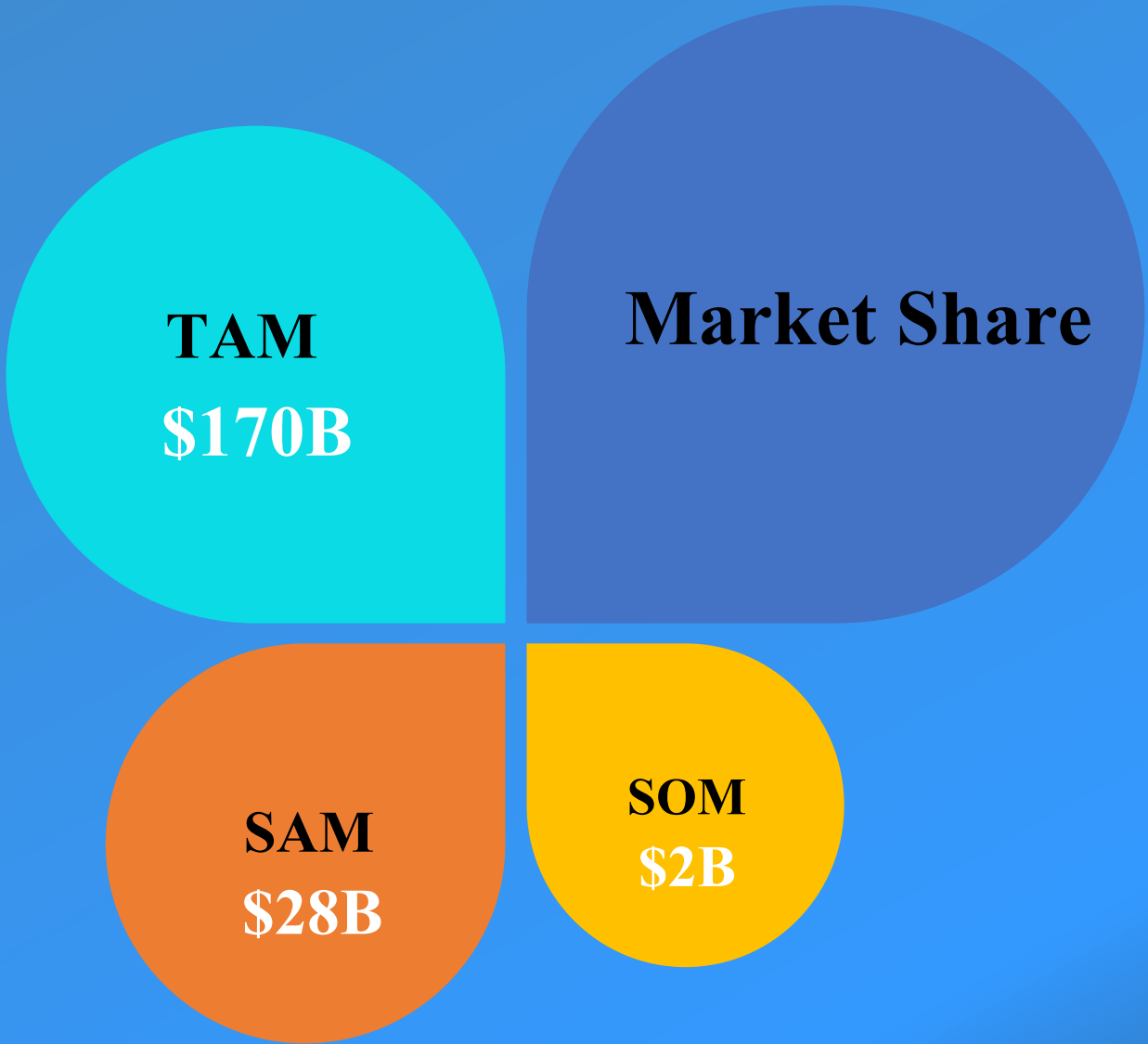


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Items/ m^2



Commonsense



Oasis24seven



Self check out



Convenient store



AmazonGo



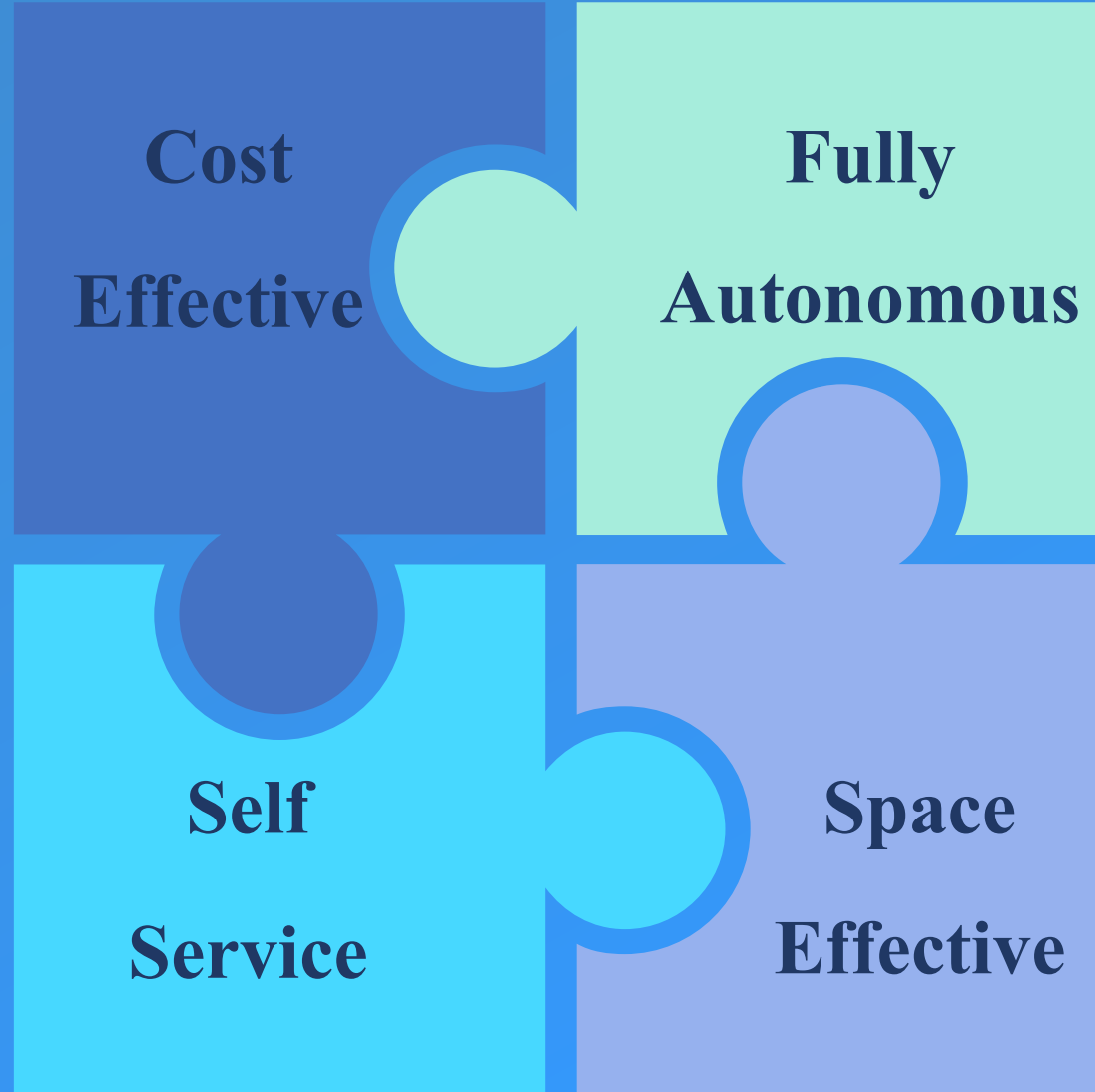
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Autonomy



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Why RoboShop?





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Costing

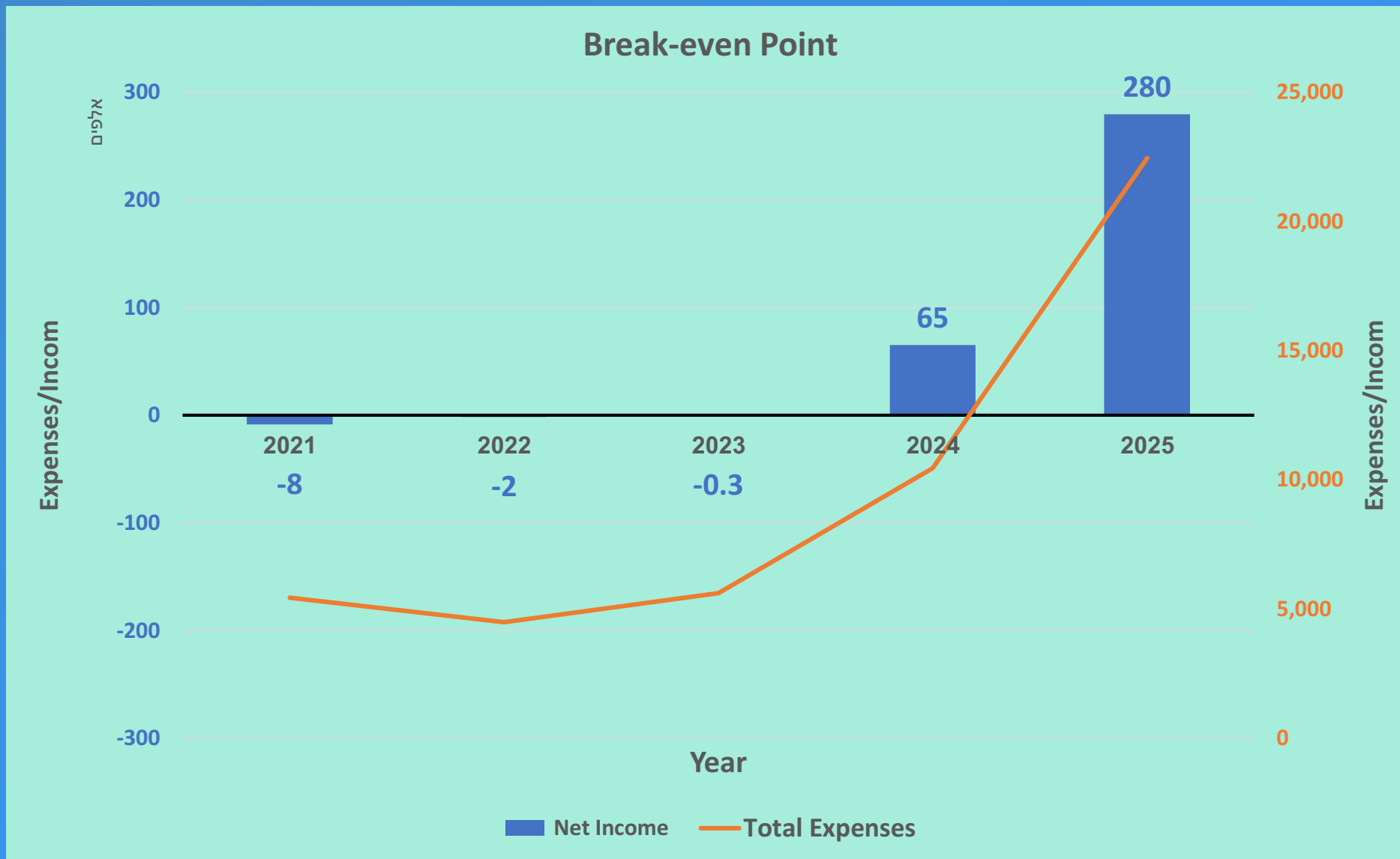
חנות משודרגת		חנות חדשה		
1000 חנויות	50 חנויות	1000 חנויות	50 חנויות	
מחיר (באש"ח)				
400	650	500	750	סה"כ עלות לחנות
340	550	290	500	עלות לחברה
60	100	210	250	עלות ללקוח ישירות לספק
560	350	710	500	רווח גולמי לחברה

183% ROI on upgrading to the client throughout the system life span



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P&L Projection

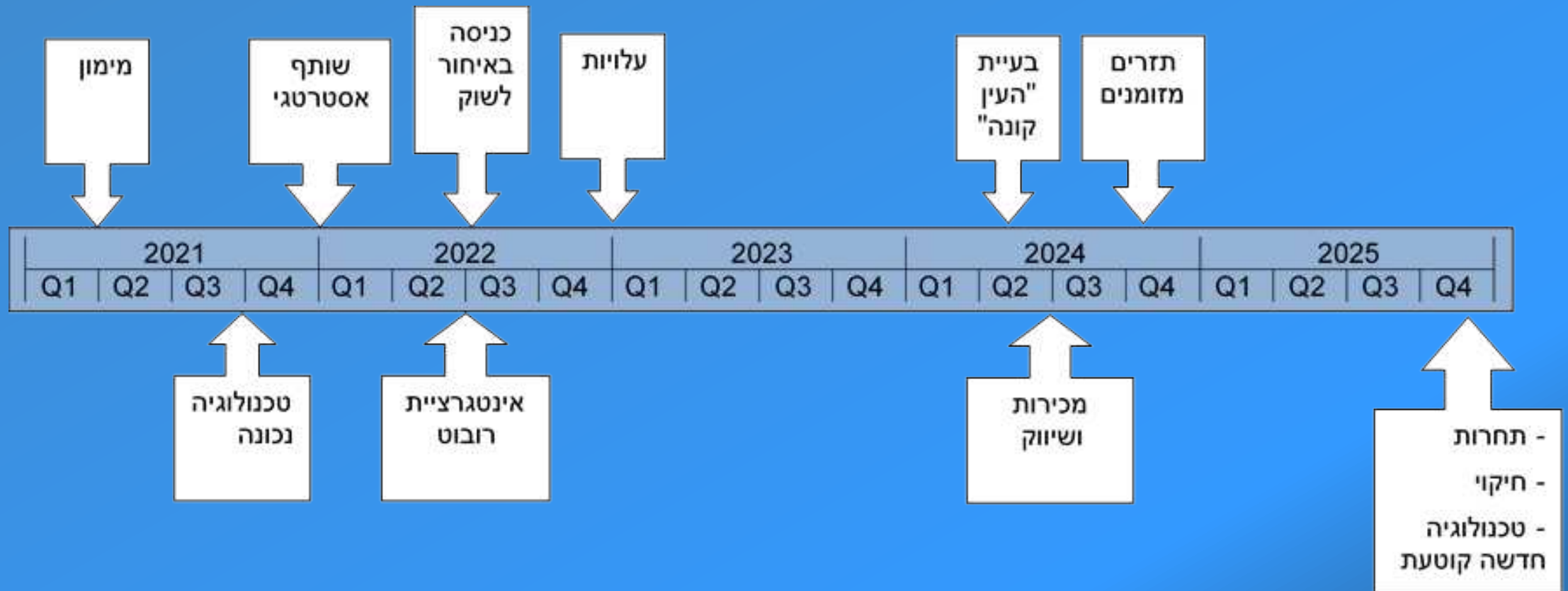


Financial Sensitivity

Sales Gross profit/unit	-50%	-25%	0	+25%
-10%	941%	1704%	2363%	3126%
0	1233%	2204%	3056%	4075%
+10%	1545%	2691%	3762%	4964%

%ROI change due to change in sales and/or profit prediction

Risk management



* According to end-time of risk



Gantt

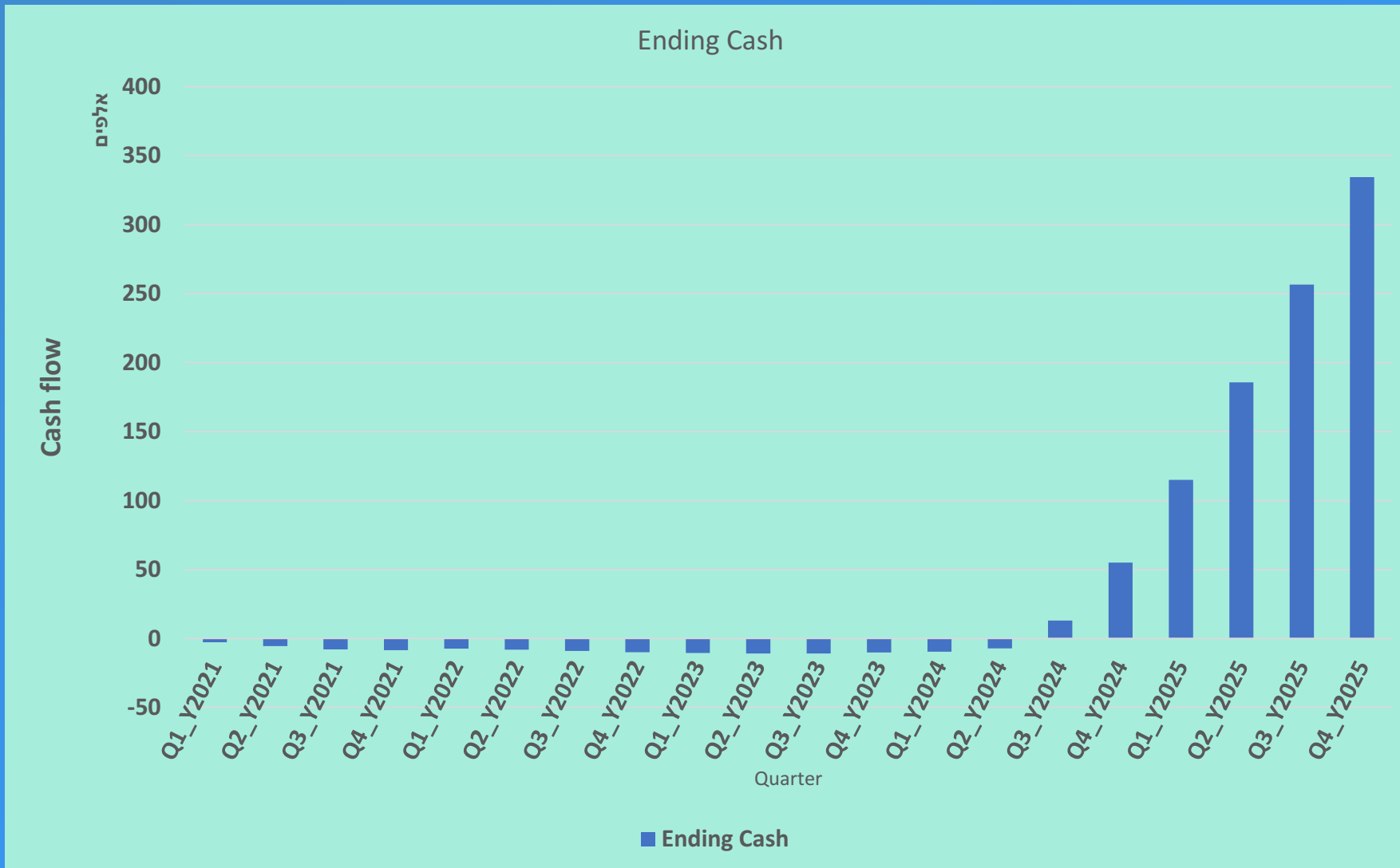
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שנה		2021				2022				2023				2024				2025			
רבעון		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1	פיתוח																				
1.1	איפיון המוצר	■																			
1.2	פיתוח המוצר	■	■																		
1.3	אב טיפוס	■																			
1.4	ניסויים והשלמות פיתוח	■																			
2	ייצור																				
2.1	סדרת יצור לפיילוט כולל ניסויים	■																			
2.2	ייצור סדרתי מנה א	■				■															
2.3	ייצור סדרתי מנה ב	■				■				■											
2.4	ייצור סדרתי מנה ג	■				■				■				■				■			
3	שירות ותחזוקה																				
4	שיווק ומכירות																				
4.1	שיווק בישראל	■				■				■				■				■			
4.2	חדירה לשוק בארה"ב או יפן	■				■				■				■				■			
5	מימון																				
5.1	גיוס ראשון	■																			



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Investment ROI





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The Team



Arnon Attias



Moty Polak



Amnon Hoffman



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Join us to a great ride to the future!

