



# INVESTOR PRESENTATION

The Future Never Tasted So Good.

September 12, 2022

**TASE: SVRT**

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# OVERVIEW



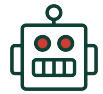
The Market



The Platform



Business Model



Recent Developments



The Future



Financials



# 2022: The year of Food-Tech and the Future is even more Delicious

## Locally:

This month, the State of Israel marked the critical R&D areas: biomed, food-tech, renewable energy and space. Most of the Ministry of Science and Technology research grants - amounting to NIS 180 million per year - will be devoted to these sectors.

## Globally:

Food-tech value overall is up +45% since the end of 2020.

Software food-tech (relevant arena for SavorEat) startups raised the most capital in Q2 2022, overtaking capital-intensive Delivery startups

# THE FUTURE is Here

## Food Trends & Opportunities



### ALTERNATIVE MEAT

Today: 1% = value of 14 Billion USD

2029: 10% = value of 140 Billion USD



### PERSONALIZED NUTRITION

80% of consumers are likely to purchase when brands offer personalization

Personalized nutrition market size to reach USD 16.70 billion by 2026



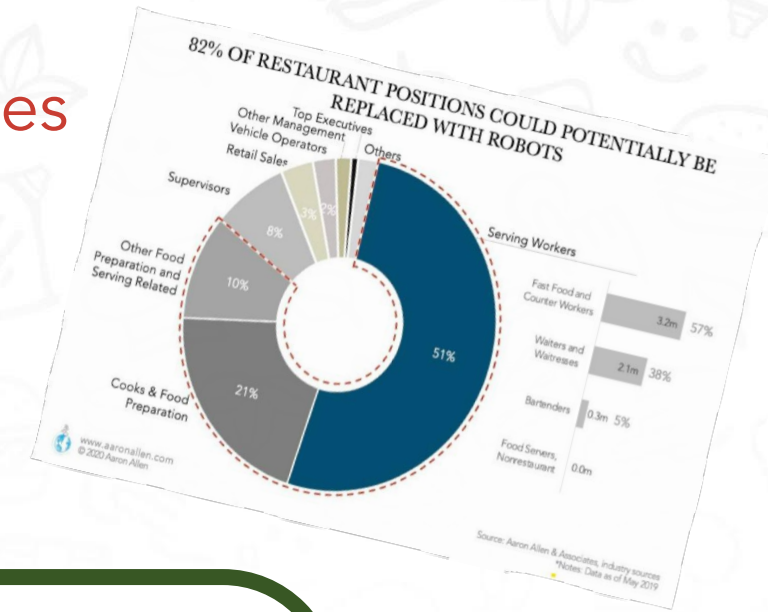
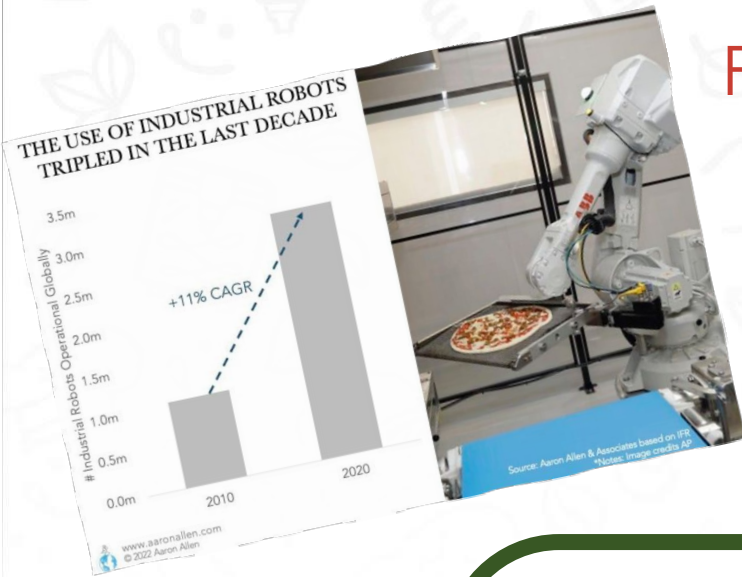
### FOOD WASTE & SUSTAINABILITY

43% of consumers say that “reducing food waste” is the top action they are taking with their food choices as it pertains to the environment)

So Good.  
So Good for You.  
So Good for the Planet.

# THE FUTURE is Here

## Foodservice Trends & Opportunities



### LABOR SHORTAGES

continue to be the biggest pain point across Food Service.

**99%** of restaurants agree THAT INCREASED AUTOMATION for back-of-house operations would allow staff to focus on more important tasks.<sup>1</sup>



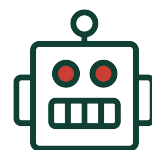
### PERSONALIZED EXPERIENCE

Restaurants will offer more personalization to their diners by leveraging data and technology. 78% surveyed say automation technology is critical for smooth operations and they feel that technology makes the experience efficient.<sup>2</sup>



# savor EAT

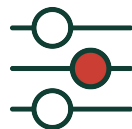
is a Game-Changing  
Food-Tech Platform.



Powered by one of a kind Smart Robot Chef - patented  
An end-to-end tech platform (IoT, AI) – digitally creates & cooks (including 3D technology) meat alternatives on the spot.



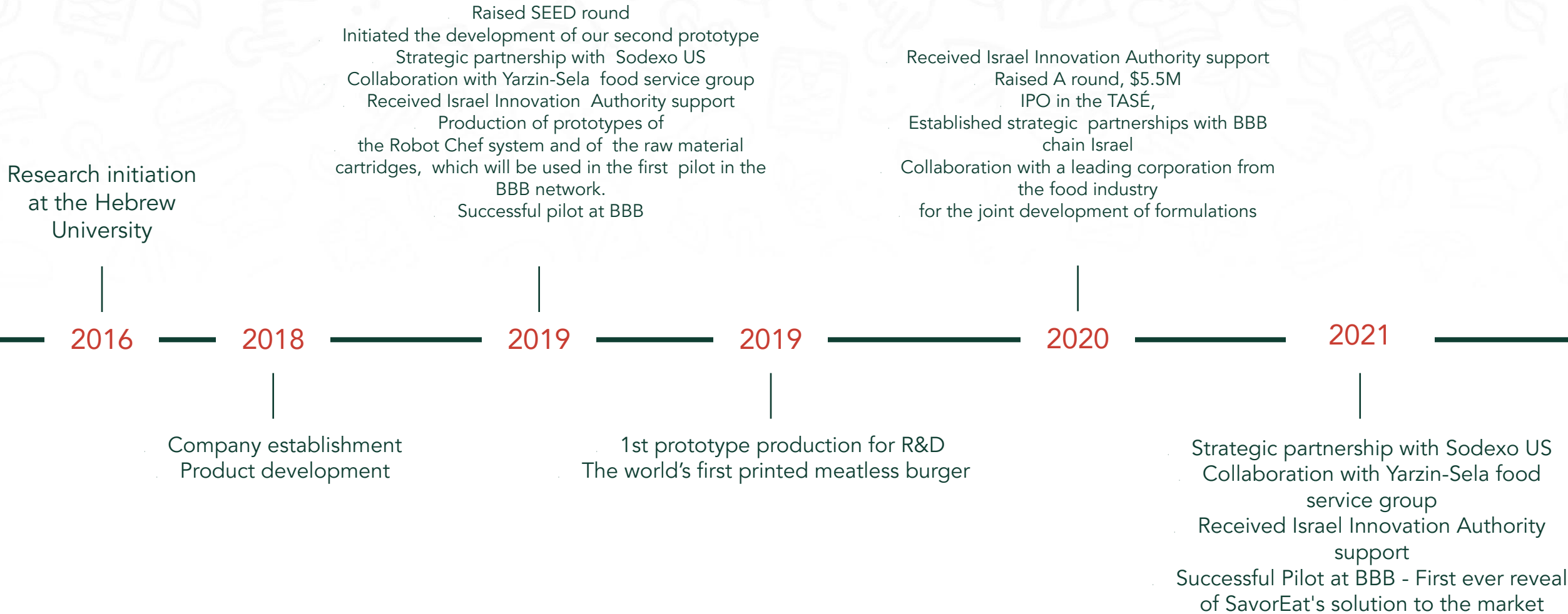
Helps solve for many food service industry challenges:  
labor shortages, operational inefficiencies, food waste,  
food safety, guest experience etc.



Enables the massive addressable market: HORECA (hotels, restaurants, catering, etc.) and/or end customer to personalize their meal (i.e. fats, protein) leading to greater satisfaction, experience & loyalty.

# SAVOREAT

## Timeline: 2016-2021



# THE TECHNOLOGICAL Groundwork

TASTY + PERSONAL = Incomparable

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Compose YOUR OWN fresh & savory product on the spot and without human touch — in minutes!

SMART  
ROBOT CHEF

Proprietary digital manufacturing technology in an automatic cooking machine, connected to the cloud and IoT allows us to control the Robot in any case, such as food safety issues.

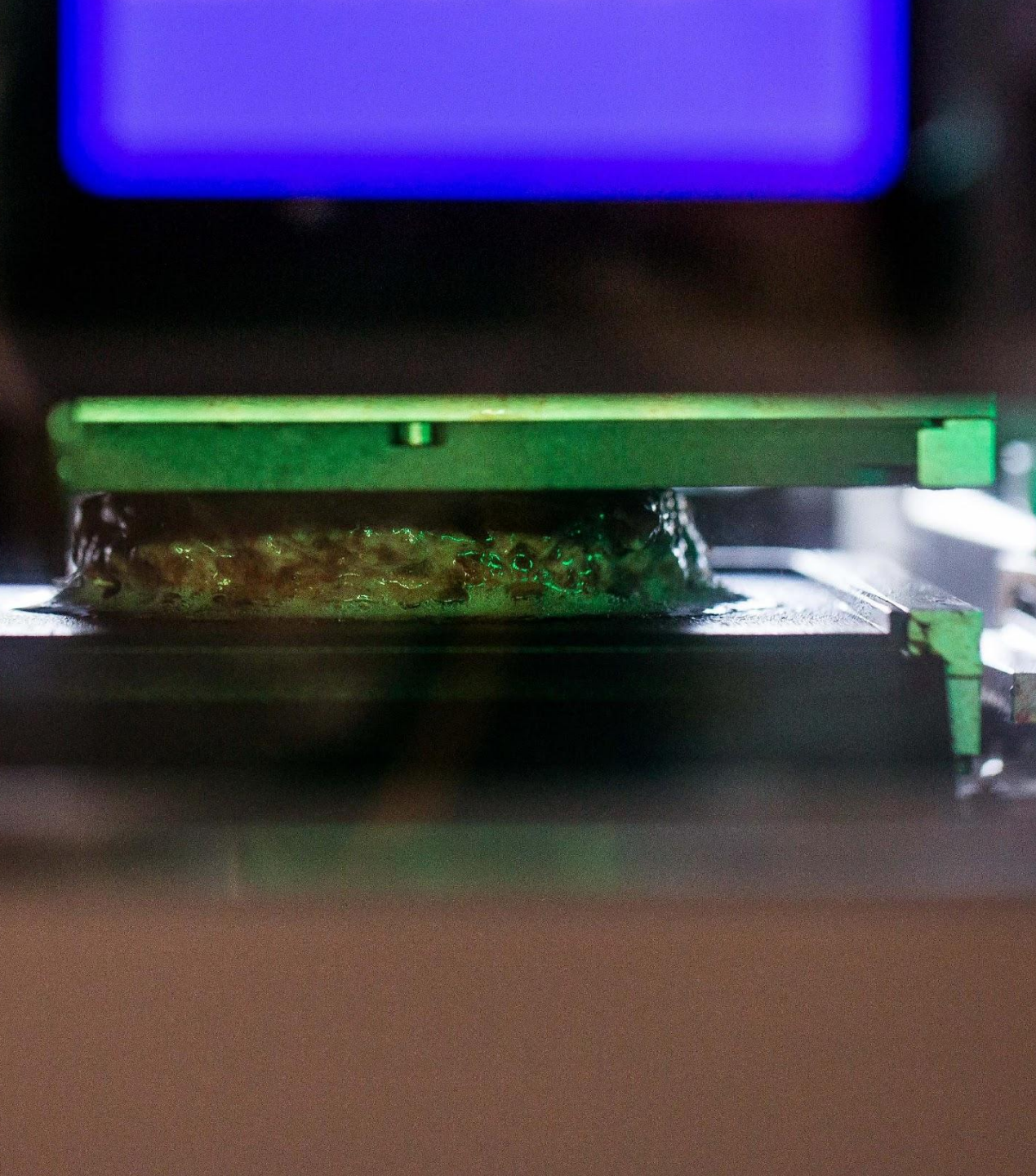
CARTRIDGES

Purely Plant-Based ingredients combined with a proprietary ingredient

FULL IOT  
SOLUTION

Advanced tech allows us to store and process all customer-preference data and to address some of the largest challenges the market deals with - food waste, supply chain and more





# SAVOREAT

## Intellectual Property

- Australia Patent Authority - patent for the printing method, Patent Number: 2016290223
- 3-Dimensional Printing of Food - PCT/IL2016/050731.  
Status: national phase
- 1 core patent application (projected expiry of any issued patents: 2033)
- The invention concerns a process and system for the production of a nutritional low- calorie food product, and food products printing
- The company holds an exclusive license from the Hebrew University for commercial use of the invention covered by the above patent
- A unique know-how for the production of an innovative raw material that will be used in the company products

5 Patents Submitted to Date, 1 Approved so far.

# SAVOREAT

## Business Strategy

### PHASE 1

Complete development of the company's holistic, Robotic Chef Solution (IoT-AI, powered) with company's unique food products (meat alternatives such as Plant-Based burger, Turkey burger, Breakfast Patty for food service).

### PHASE 2

Commercial Reveal with company's strategic partners (i.e. Sodexo) in U.S. & Israel. Forming additional key, foundational partnerships.

### PHASE 3

Commercialization in U.S. & Israel, with version 2.0 Robotic Chef Solution.

### PHASE 4

Development of additional types of protein alternatives, such as seafood and poultry, along with adjustments to the production process, and further personalization.

### PHASE 5

Development and commercialization of a home-use Robot Chef appliance

# SAVOREAT's Business Model



## GO-TO-MARKET

Foodservice market: Quick Service & Fast-casual restaurants, corporate offices, universities etc.

Commercialization in US & Israel, followed by additional markets.



## DISTRIBUTION MODEL

External distributors and logistics companies (can be thru strategic partnerships)



## REVENUE MODEL

Sale and/or leasing of Robot Chefs (Robots as a service RaaS) Sale of cartridges for the production of a variety of food products Most of the profits come from the sale of the cartridges Commercialization during H2 2023



# Pre commercialization BUSINESS 2022-3

## Targets Road Map



In addition to the above, and as part of the company's current course of action, the company is constantly looking at expanding its subcontractors in order to support the company's expanding range of activities, and in order to accelerate its development and commercialization activities, and in the process it receives inquiries from service contractors, business entities and various corporations, operating in the field. The company's activity (and/or in complementary fields), regarding business collaborations, receiving or providing services, maintaining commercial relationships and creating strategic friendships, and holds various contacts and discussions with them, which are ordered at different stages. It should be noted that the aforementioned contacts and discussions have not yet matured or been formulated into binding understandings or agreements, and there is no certainty that it will be formulated into a binding agreement.

The information about the market / business potential of the company is forward-looking information and as such the company has no control over it and it may be significantly different from what the company initially estimated.

# SAVOREAT

## 2022 Latest News and Activity

### May

First Product  
Reveal to  
U.S. Market  
at NRA 2022  
with around  
60K  
participants



### July

Completed  
research and  
development  
processes for  
two new  
products: Pork  
patty Turkey  
burger



### July

2 locations  
chosen for  
the US first  
extensive  
commercial  
activity with  
Sodexo



### August

Completed  
development  
& passed  
EMC & safety  
tests for  
version 1.1  
Robot Chef +  
Sent to USA



### End Aug- Sep

Pork Patty  
reveal at the  
HQ  
600 Dishes  
served, high  
scoring  
4.15+Hebrew  
University



# SAVOREAT

## שיתופי פעולה אסטרטגיים קיימים



One of the largest food services and facilities management companies in the world providing catering services to approximately 100 million consumers every day in approximately 55 countries.



Commercial activity at two US universities will begin in the fall of this year.



Yarzin Sella specializing in restaurants for over 30 years and provides culinary services and a hospitality experience within the leading global hi-tech arena in 9 different countries in the world.



The collaboration between SavorEat and Yerzin Sella is expected to start in this quarter in the local high-tech market.



One of the largest chains in the Middle East with 100 branches and several different brands in Israel.



A strategic partner since SavorEat was established. Following the reveal activity in Herzliya, the two are expected to start commercial activity in other branches in the near future.



## SavorEat subsidiary

Develops egg substitutes for the food industry based on vegetable components derived from SavorEat's intellectual property. Taste, appearance, texture and functionality identical to a traditional egg and at a competitive price

- \$2.1 B projected market by 2026
- SavorEat has 82% of shares in the company
- Egg'n'up raised \$2.34 million (at an \$8 million pre-money valuation)
- Currently in process of forming partnerships with food companies

### Many, Diverse Technical Applications

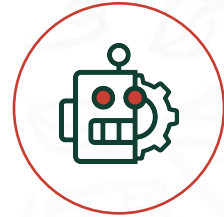
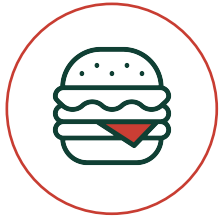


# SAVOREAT

## Timeline: Going Forward

Sodexo Partnership in the US  
with academic institutions  
Yarzin Sella Partnership in the  
Tech arena in Israel  
BBB partnership  
CES 2023 Jan 2023 in Las  
Vegas - one of the largest Tech  
shows, worldwide

2022-23



2023

New Developments!



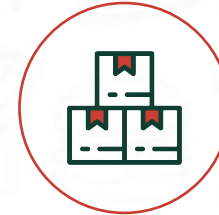
2.0 Robot Chef



Shrimp & Chicken Breast  
alternatives

Pre-Commercialization  
Commercial Reveals at  
Restaurants, Universities in  
Israel and the U.S.

2023



2024

Expanding  
Commercialization  
Agreements.

B2C OFFERINGS IN  
MULTIPLE VARIETIES

2025-26





## A GLIMPSE INTO THE FUTURE OF FOOD



# SAVOREAT

## Financial Data

### RESOURCES

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- \$19.5 M raised, including \$13M through IPO on TASE
- The company received the Israeli Innovation Authority approvals for grants in total sum of approximately \$1.6 M for the developments of the company's product.

### MAIN INVESTORS

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- Millenium Food-Tech
- Mor Investment House
- Altchuler-Saham (Psagot)
- Meitav Dash

### CAPITAL

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- Total available cash as of June 30 reports, published: 35 million NIS
- As of June 30, average monthly burn rate of \$600k

## THE CAPITAL RAISED IS DEDICATED TO

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### R&D:

- Completing development of Robot Chef solution 2.0
- Strengthening company's intellectual property assets
- Continued development of additional food products, and expanding personalization options.

### PREPARATION FOR COMMERCIALIZATION:

- Establishment of operations in the target market
- Preparation for commercialization in the US and Israel markets
- Production trials and scale-up
- Brand-building, PR, and expanding media coverage

# SAVOREAT Management



**Ms. Racheli Vizman**  
Co-Founder & CEO



**Prof. Oded Shoseyov**  
CSO, chairman & Co-Founder



**Ms. Mira Damigan**  
CFO, CPA



**Mr. Shai Sultan**  
VP Systems



**Mr. Doron Cohen**  
VP R&D



**Mr. Amit Wexler**  
VP Operations



**Mr. Barak Orenstein**  
VP Marketing

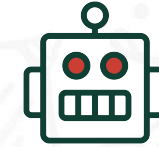




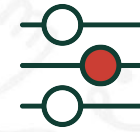
TRULY  
DELICIOUS



ENTIRELY  
PLANT-BASED



TOTALLY  
AUTOMATED



COMPLETELY  
PERSONALIZED

THANK YOU.  
Let's serve the Future of Food Together!



Racheli Vizman, CO FOUNDER & CEO | [info@savor-eat.com](mailto:info@savor-eat.com)