



# THE FOOD WASTE SOLUTION FOR MODERN KITCHENS

TRANSFORMING KITCHENS WITH  
INTELLIGENT AUTOMATION

INVESTOR SUMMIT FEBRUARY 2026

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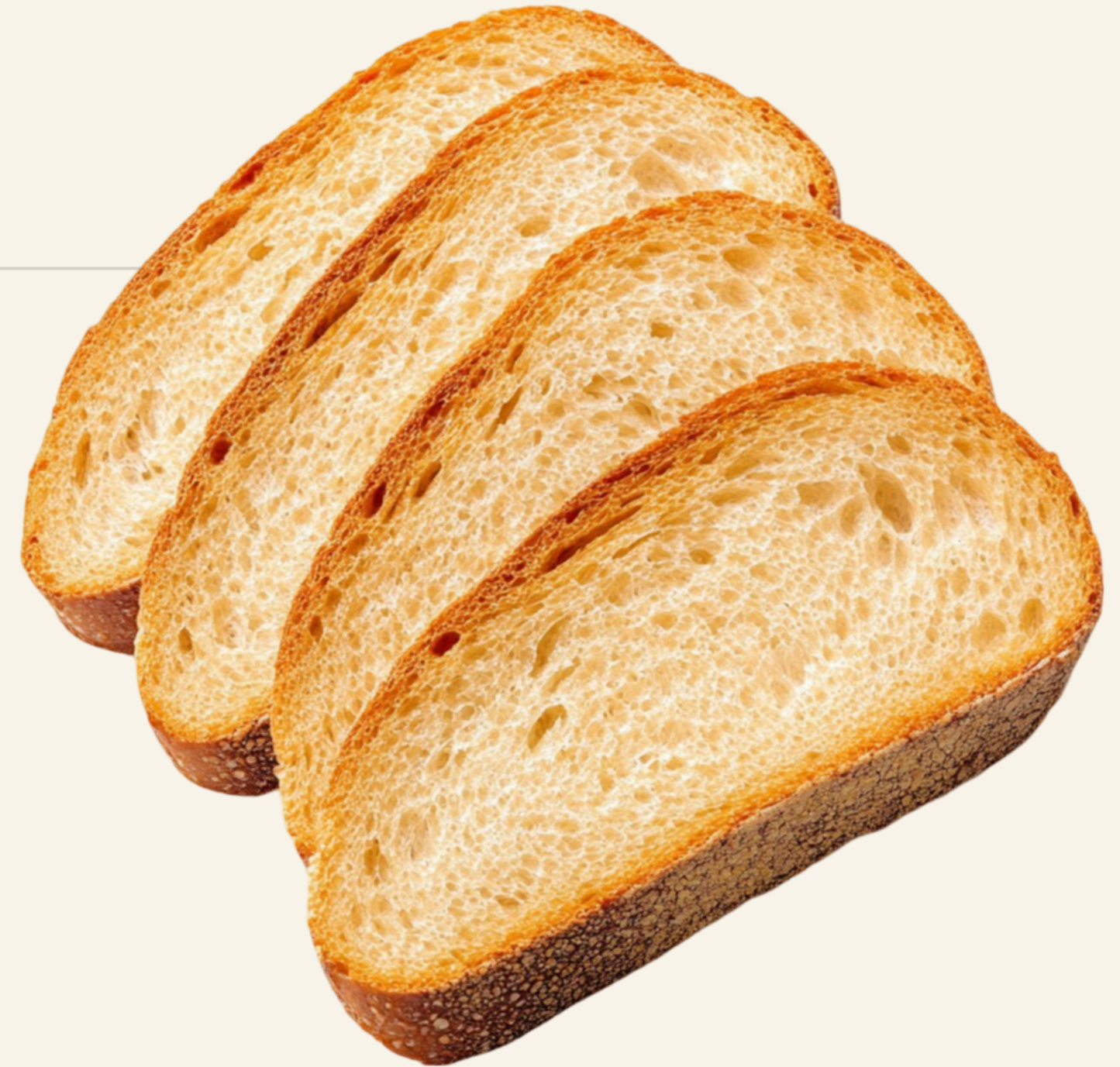


## MUSHROOM

weight:	360 gr
source:	production
time:	13:40

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**WHAT DO THE  
FOLLOWING  
HOTELS HAVE  
IN COMMON?**



MARRIOTT HOTEL VIENNA



FOUR SEASONS GENEVA



25 HOURS HOTEL BERLIN



## ANNUAL FOOD SPEND PER PROPERTY

+€1,000,000



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**€150,0000 OF  
WHICH IS  
SPENT ON?**





**Sandwich** | Other  
26.10.2025 13:20  
132.3 oz (Edible)



**Bread** | Bread | Confectionery &  
07.11.2023 14:49  
1,880 gr (Edible)



**Egg scrambled** | Egg | Animal by-product  
11.08.2025 13:25  
3,320 gr (Edible)

POTS Restaurant  
Servicerücklauf  
[Report incorrect label](#)



**Sausage** | Other | Meat  
28.10.2025 11:24

Banqueting  
Banquet 1 - 4634



**Rice** | Grain | Seed  
08.09.2025 20:42  
5,090 gr (Edible)

Hotel Lu  
Hotel Lu  
[Report incorrect lab](#)

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# WHY IS THIS HAPPENING?



TRASH EVENTS PER DAY

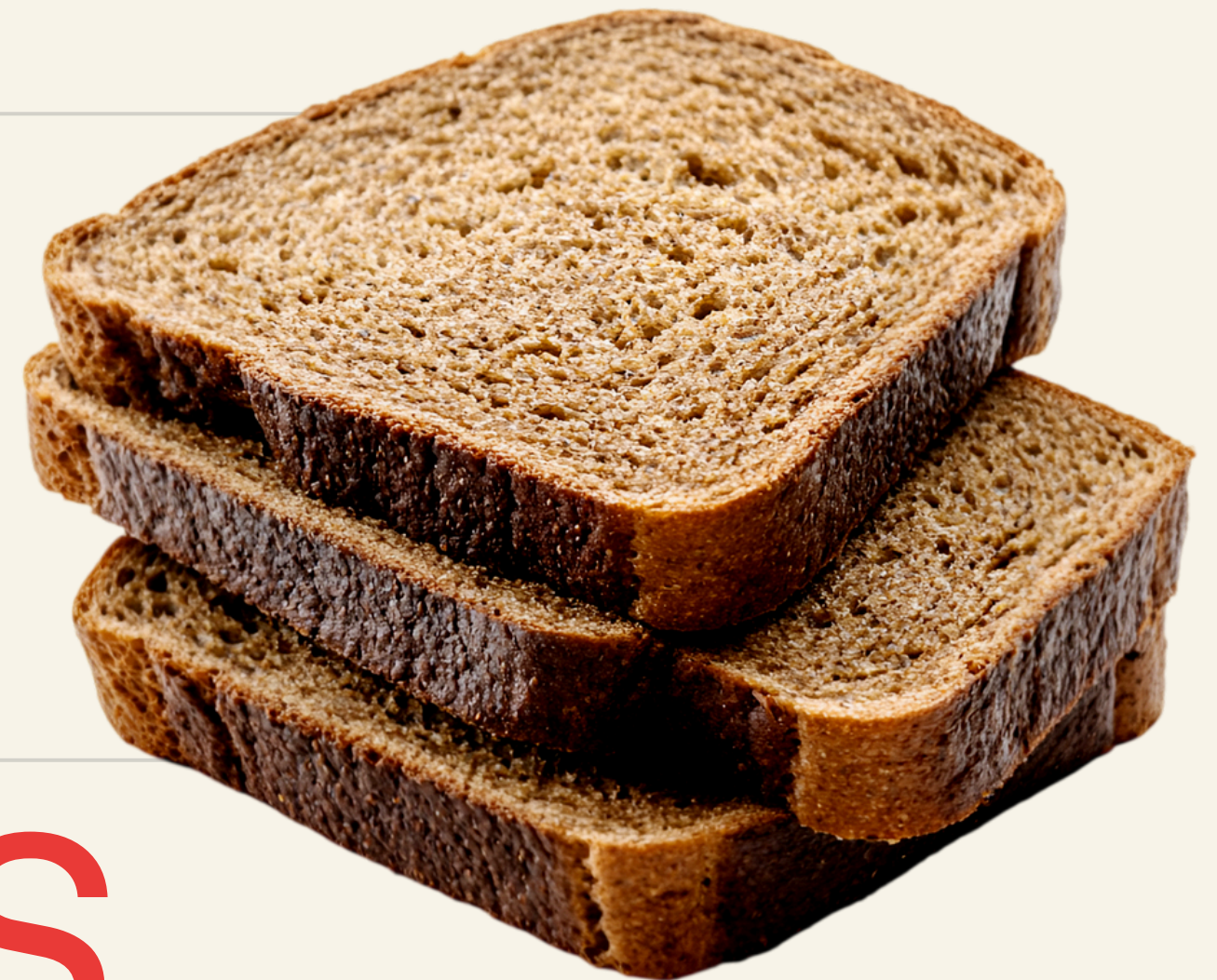
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**+600**

MANUAL MEASUREMENT

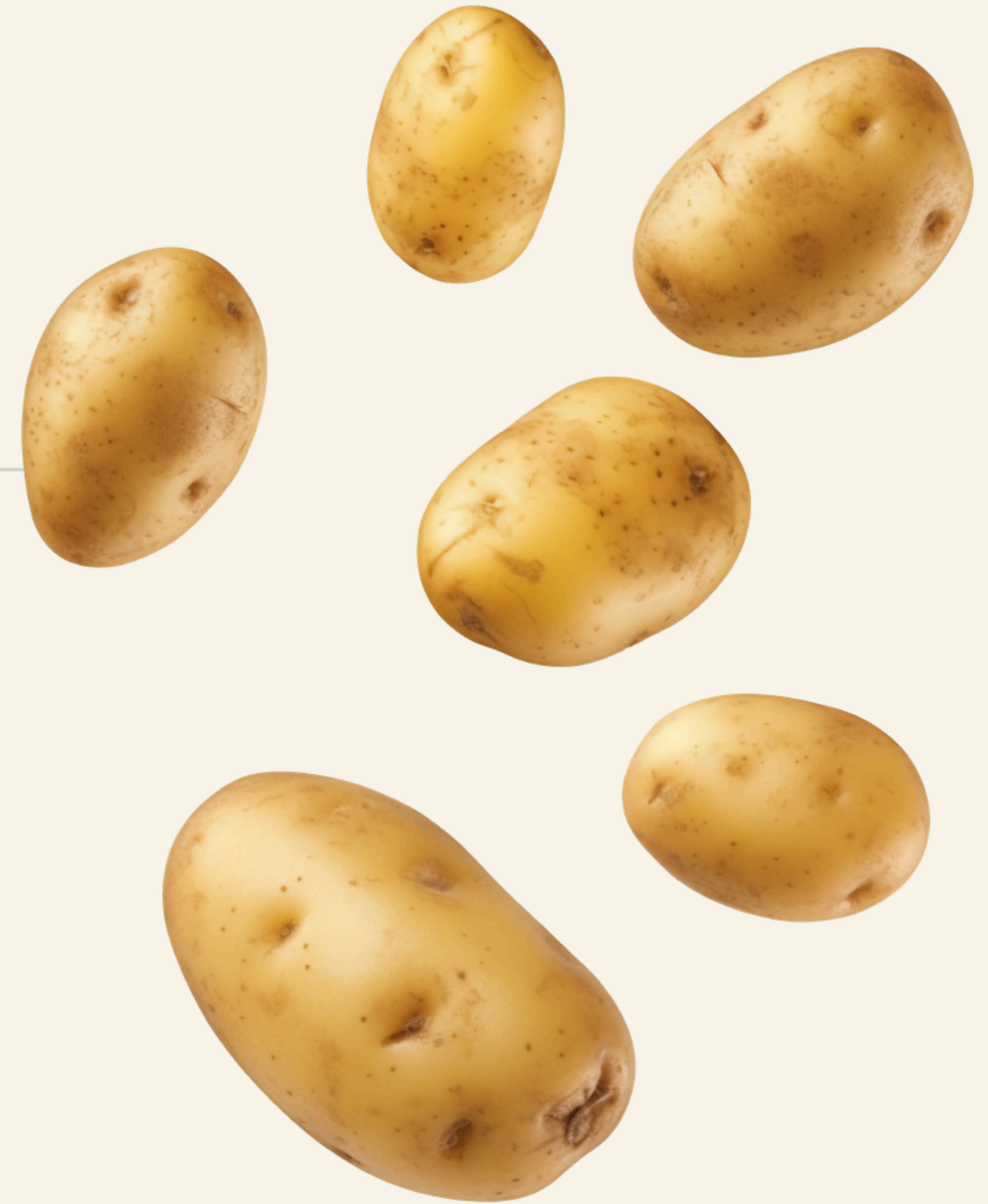
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**+20 SECONDS**



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**WHAT GETS  
MEASURED  
GETS DONE.**



# SCALING IMPACT

## FROM A BOLD IDEA TO GLOBAL OPERATIONS

### COMPANY OVERVIEW

- Founded in 2017
- HQ in Lausanne & Zurich, Switzerland
- Present in over 20 countries
- Team of >30
















### OUR MISSION

A global community with the aim to halve food waste by 2030.  
 Helped +500 kitchens reduce their food waste up to 60%!

# THE KITRO TARE - OUR SOLUTION



MEASURE  
AUTOMATICALLY



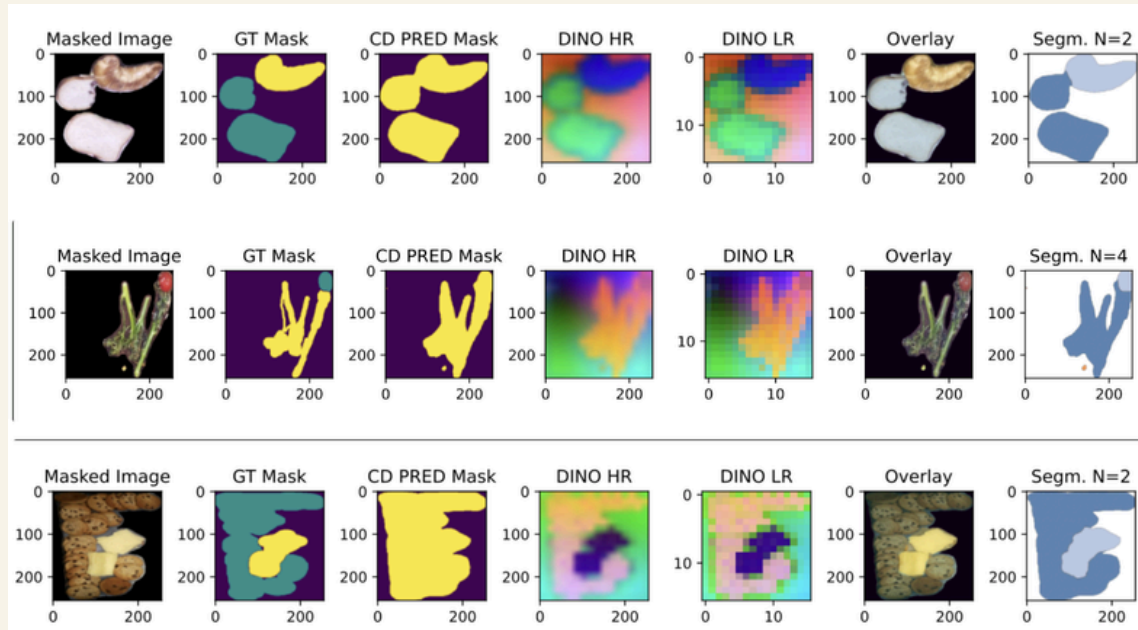
UNDERSTAND  
YOUR FOOD WASTE



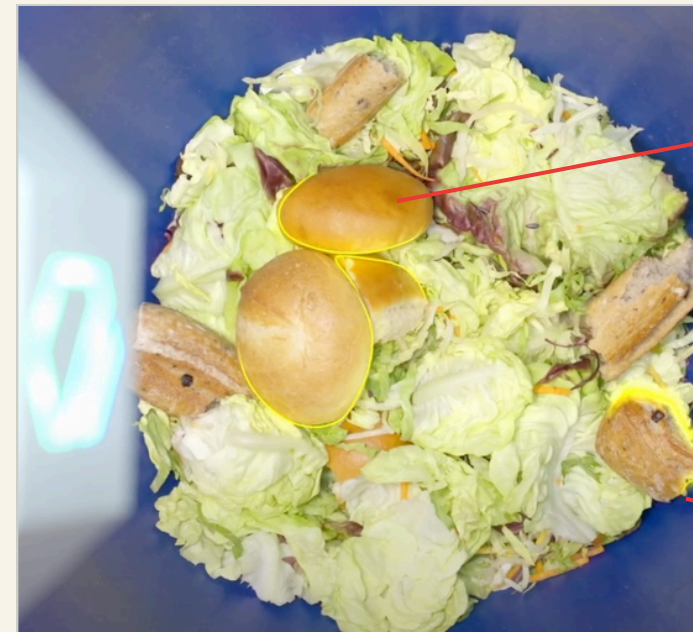
SAVE FOOD WASTE  
WITH BEST PRACTISES

# AUTOMATED TRACKING

POWERED BY CUTTING EDGE AI



ITEM LEVEL IDENTIFICATION



<b>BREAD - EDIBLE</b>	
weight:	340 gr
source:	production waste
time:	13:45

<b>BAGUETTE - EDIBLE</b>	
weight:	90 gr
source:	production waste
time:	13:45

**>80%**

ACCURACY

**+30 M**

IMAGES CAPTURED



# PROVEN SAVINGS

UP TO

**60%**

SAVINGS OF  
EDIBLE FOOD WASTE



**€90,000**

SAVINGS PER YEAR



# COST SAVINGS

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**6 month**

PAY BACK PERIOD



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**360%**

RETURN ON INVESTMENT



# OUR IMPACT

TRANSFORMING  
TOMORROW BASED  
ON DATA SINCE 2017

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**3,6 M**

MEALS SAVED

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**1,610,000 kg**

EDIBLE FOOD WASTE SAVED

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**€12 M**

FOOD COST SAVED



# TRACTION

STRONG ENTERPRISE ADOPTION, CAPITAL-EFFICIENT GROWTH, AND A SCALABLE OPERATING MODEL



Preferred partner - Marriott International (EMEA)



Hyatt & Four Seasons expansion



Scalable hardware operations



Team & execution readiness



Brand and positioning

## KEY PERFORMANCE INDICATORS 2025

**34%**

YOY REVENUE GROWTH

**75%**

GROSS PROFIT MARGIN

**24 months**

INITIAL CONTRACT LENGTH

**€3,200**

CAC

**<2%**

MONTHLY CHURN



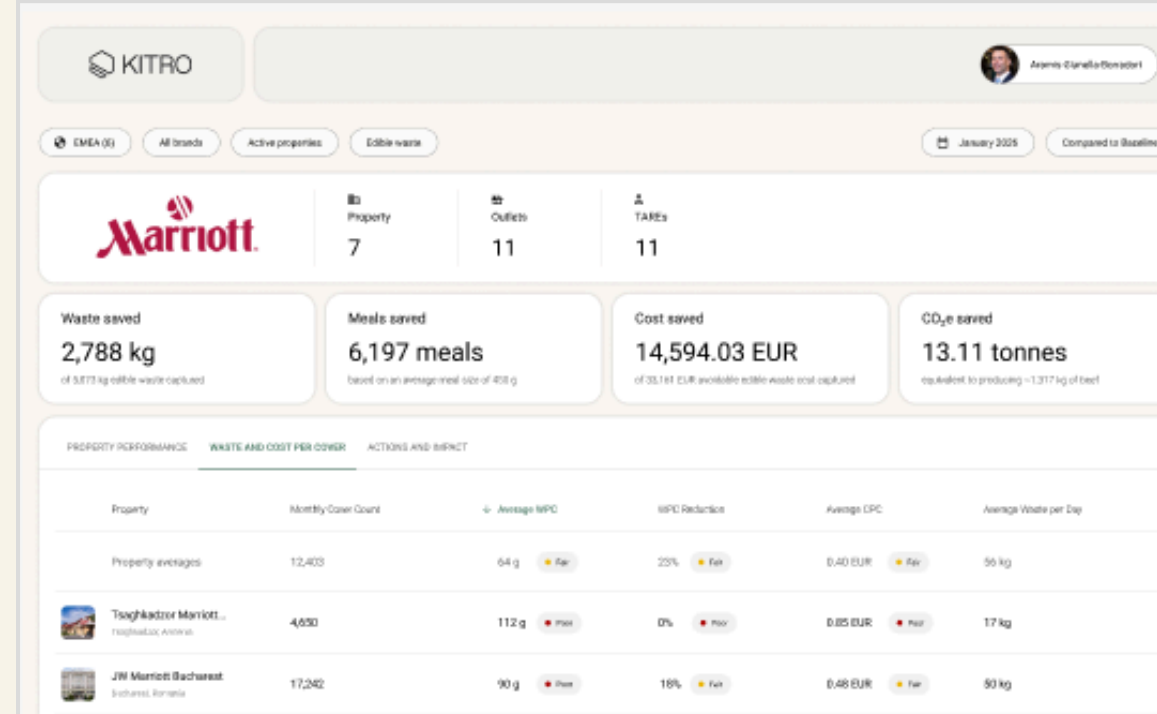
# OUTLOOK 2026

## INCREASE MARKET SHARE WITH INTERNATIONAL PLAYERS IN THE HOSPITALITY SEGMENT

### COMMERCIAL



### PRODUCT



### IMPACT





# READY TO BOOST IMPACT?

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