

Initial Exchange Offering



36,463,261 YANU to be sold for \$3.64 M



YANU

FULLY AUTONOMOUS ROBOT BARTENDER

It serves drinks, handles payments, identifies and communicates with clients.

Powered by state-of-art robotics and AI.







YANU

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DEPARTURES

FLIGHT	DESTINATION	TIME	STATUS	GATE
PA 0030	SAN FRANCISCO	00:30	BOARDING	12
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CQ 2123	CHICAGO	03:25	ON TIME	21
BK 0067	PORTLAND	03:30	ON TIME	04
WA 0264	BALI	03:45	ON TIME	03

VISION



We will offer robotics solutions, such as implementation, installation, training, warranty and maintenance for companies operating the service, hospitality and entertainment sectors. Especially those who are willing to participate in the shift to automation for the benefit of everyone.

Like any major technological revolution in history, Yanu will also change the structure of society and the way businesses are built.

PROBLEMS SOLVED



- A leaner serving process. Robotic precision ensures no errors like false measuring, theft or accidents. That means 10-15% less material loss on an annual basis.
- Decreased labour costs. In some cases near **zero labour costs**.
- Increased productivity. On an annual basis, the average output of one Yanu equals to the manual work of up to four full-time workers.
- 25% increase in weekly operating hours due to more flexible operating/run-time. Yanu works 24h shifts, nonstop.
- Lower rent fees because of more compact operating capabilities.

BUSINESS MODEL

We are implementing two models

- We sell, lease and maintain bar units. This model is suitable for clubs, bars, hotels, ships, movie theatres and similar venues.
- We operate our own units with concession based agreements in cooperation with our partners. This model is suitable for airports, railway stations, festival areas, sports events, shopping malls, and tourist attractions.

SALES

YANU

- We are currently in negotiations with large multinational firms that have a capacity to purchase hundreds of units.
- These companies are operating in hundreds of airports, large hotel chains and global alcohol brands looking for promotional products for their business clients. Our aim is to conquer the maximum of this market share.
- As of today we have over 60 negotiations aiming to proceed with pilot projects in the beginning of 2020.
- 50% of these clients have contacted us. By attending conferences and investing into sales and marketing, we will make sure that by the end of the next year YANU brand will be well recognized in its sector.

COMPETITION & ADVANTAGES



Competition

- Our only known direct competitor Makr Shkr installed their first robot bartender in Las Vegas, 2018.
- Other competitors are focusing on cocktail machines that assist bartenders.

Main advantages

- Fully automated (little to no human interaction).
- Compact and portability (plug and play).
- Design (suitable for different environments).

MARKET SIZE



- On average adults in Europe consume 3 alcoholic drinks per day (according to WHO).
- Western Europe alcohol market size was \$96 billion (\$26 billion spirits only) in 2017 (according to Mintel).
- 57% of all the alcohol is consumed in Europe (Report Linker).
- Venues where drinks are sold at retail for on-premise consumption represent approx. 60% of sales to end customers (according to Euromonitor).
- 4 billion commercial air passengers carried worldwide 2017 (Eurostat). Total addressable market focused on airports is 2000 Yanu units selling 720 million euro worth of beverages annually.

We are targeting Europe first, due to high labour costs and high demand for alcohol beverages.

ROADMAP



- 2016 - Robolab company started, market research
- 2017 - Robotics team of Tartu University onboarded and first industrial sample ready
- 2018 Q1-Q2 – Team expansion and advisers onboarded
- 2018 Q2 – MVP ready
- 2018 Q3-Q4 – Raising capital (ICO, venture capital, angel investors)
- 2019 Q2 - Product concept launch at United Nation AI conference in Geneva
- **2019 Q2 - Initial Exchange Offering and listing of YANU token**
- 2019 Q4 - Commercial product launch in Gitex 2019, Dubai
- 2020 - Production and sale of 50-100 units

TOKEN ECONOMICS



Utility

Yanu tokens can be used to buy drinks from Yanu bartender at a substantial discount. Token can also be used to buy the Yanu robot unit itself.

Trade

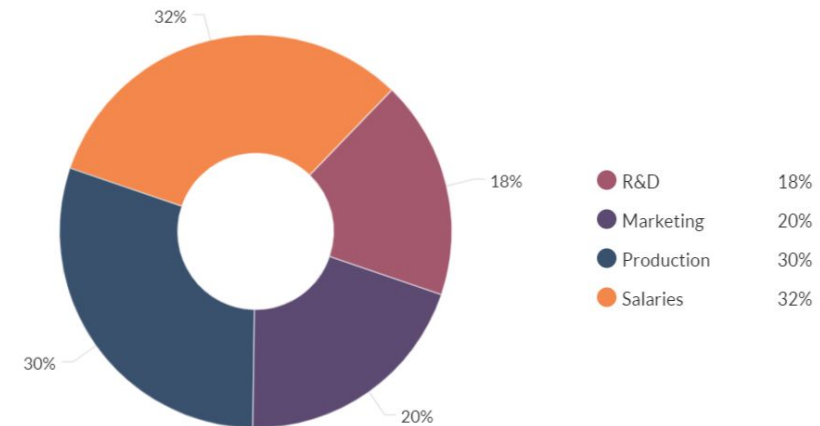
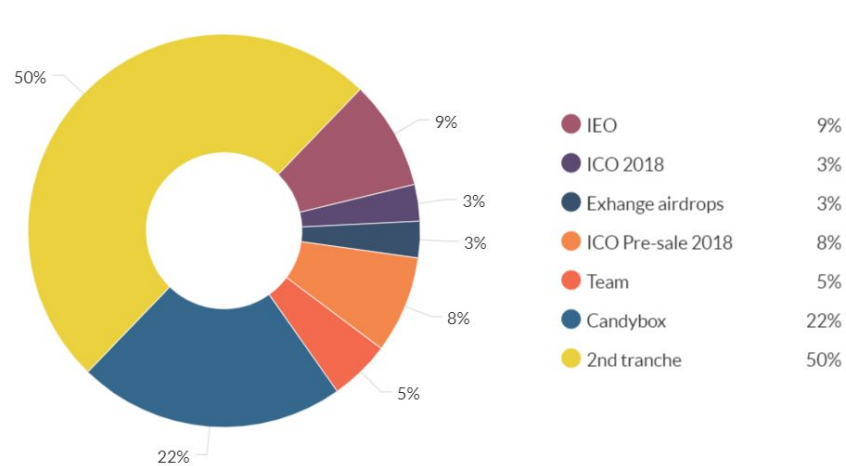
Yanu tokens will always have demand due to its utility. In addition 2% revenue worth of tokens will be bought back from the open market and burned. This provides good liquidity for the token to be an attractive trading asset.

VIP status & holding value

Token holders will enjoy lifelong VIP status at partner venues. Skip the line, get discounts and more. Holders can also take advantage of the Candybox campaigns and earn additional tokens.

TOKEN ALLOCATION & USE OF FUNDS

Token Allocation



Use of Funds

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YANU



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CORE TEAM

YANU



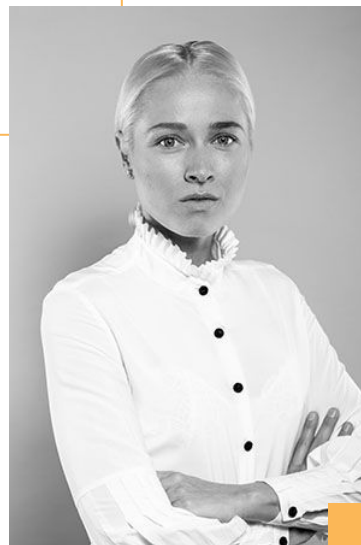
Aivo Aabloo

CTO, PROFESSOR OF
ROBOTICS



Johannes Kanter

MARKETING
TEAM LEAD



Eliise Siidirätsep

COMMUNITY MANAGER



Jan Graps

INDUSTRIAL DESIGNER



Ken Ruut

INDUSTRIAL DESIGNER

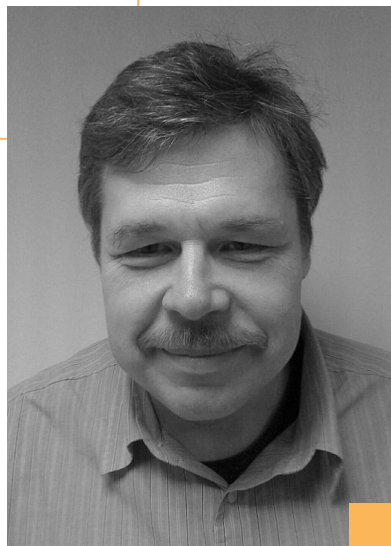
CORE TEAM

YANU



Henrik Aavik

SOFTWARE
DEVELOPMENT LEAD



Priit Kull

ENGINEERING
TEAM LEAD



Cedric Simon

SALES MANAGER



Joel Rang

SALES MANAGER



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SALES MANAGER

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ACCELERATOR



Andrei Korobeinik

ESTONIAN CRYPTOCURRENCY
ASSOCIATION



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SKYPE & PIPEDRIVE



Priit Martinson

PRICEWATERHOUSE-
COOPERS

YANU IN MEDIA

YANU



Pastε



NOVO



easyJet

Mashable

YANU IN MEDIA



Videos

- Introduction video: <https://www.youtube.com/watch?v=AtnwN-ubEog>
- Yanu in Fox News: <https://video.foxnews.com/v/5835371545001/?#sp=show-clips>
- Yanu at Seth Meyers show: <https://youtu.be/jNy26hfE4dY?t=228>
- Alan Adojaan at World Summit 2018: <https://www.youtube.com/watch?v=Y4yQdXfcpWg>
- Alan Adojaan at Websummit 2018: <https://www.youtube.com/watch?v=iO2D5H2aWes>

MEET YANU AT EXHIBITIONS



Upcoming conferences and exhibitions for Yanu

- **ACI** (@Reykjavik 18.03 - 20.03.19) <http://www.aci-europe-events.com/airport-commercial-retail/>
- **The Next Web** (@Amsterdam - 9-10.05.19) <https://thenextweb.com/conference/>
- **Webit Fetsival Europe 2019** (@Sofia 13-15.05.19) <https://www.webit.org/festival/2019/>
- **AI For Good Global Summit** (@Geneva 28-31.05.19) <https://aiforgood.itu.int/>
- **Airport Food & Beverage (FAB) Conference & Awards** (@Dallas 26-27.06.19) <https://www.moodiedavittreport.com/>
- **IBC2019** (@Amsterdam @12-19.09.19) <https://show.ibc.org/>
- **GITEX 19 Technology Conference** (@Dubai 7.10-10.10.19) <https://www.gitex.com/>
- **Innovation Lab** (@Cannes 1.10-04.10.19) <https://www.tfw.com/tfw-digital-village>
- **HOST Milan** (@Milan 18-22.10.19) <http://host.fieramilano.it/en>
- **WebSummit 2019** (@Lisbon 04.-07.11.19) <https://websummit.com/>
- **The International Drinks Expo** (@London 26-27.11.19) <http://www.internationaldrinkexpo.co.uk>





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WHY TO BUY TOKENS

YANU



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Here's a short inside view why to buy Yanu tokens now.