COMMERCE

THEN

E-COMMERCE

NOW

Q-COMMERCE

FUTURE

IS

INSTANT COMMERCE

VENDEKIN

Vendekin Minds

The Vendekin Leadership Team

Aroon Khatter
CEO & Founder

Ajit Nair
CPO & Co-Founder

Lakshmi Babhale
Human Capital

Apoorv Nene
Customer Success

Himani Shah
Marketing

Vineet Nayyar
ex MD, IL&FS
Investor

Dr. Charudatta Palwe
Director, Radico,
Investor

C P Gurnani
CEO, Tech Mahindra,
Investor

Vaibhav Domkundwar
CEO, Better Capital,
Investor

M N Srinath
Former VP, Coca Cola,
Advisor

UNATTENDED RETAIL IS RIPE FOR DISRUPTION

15 Mn Vending Machines

1 Mn Laundromats

3 Mn EV charging stations

1 Mn Arcade/Amusement parks

Challenges Globally

20 million+ touch points need a seamless, touchless mobile checkout

$ 100 Billion of transaction volume 'untouched' by mobile

Limited operating margins for operators

Vendekin's hardware enabled SaaS Platform

RETROBOX solution for Global

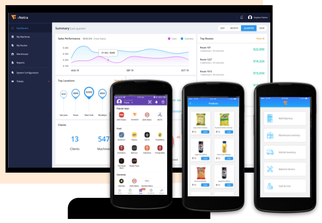
Plug & play add-on that works on ALL legacy and new unattended equipment

Vendekin API/SDK solutions

Harmonious add-on to existing technology solutions, apps and super apps

vNetra Digital Aggregator Platform

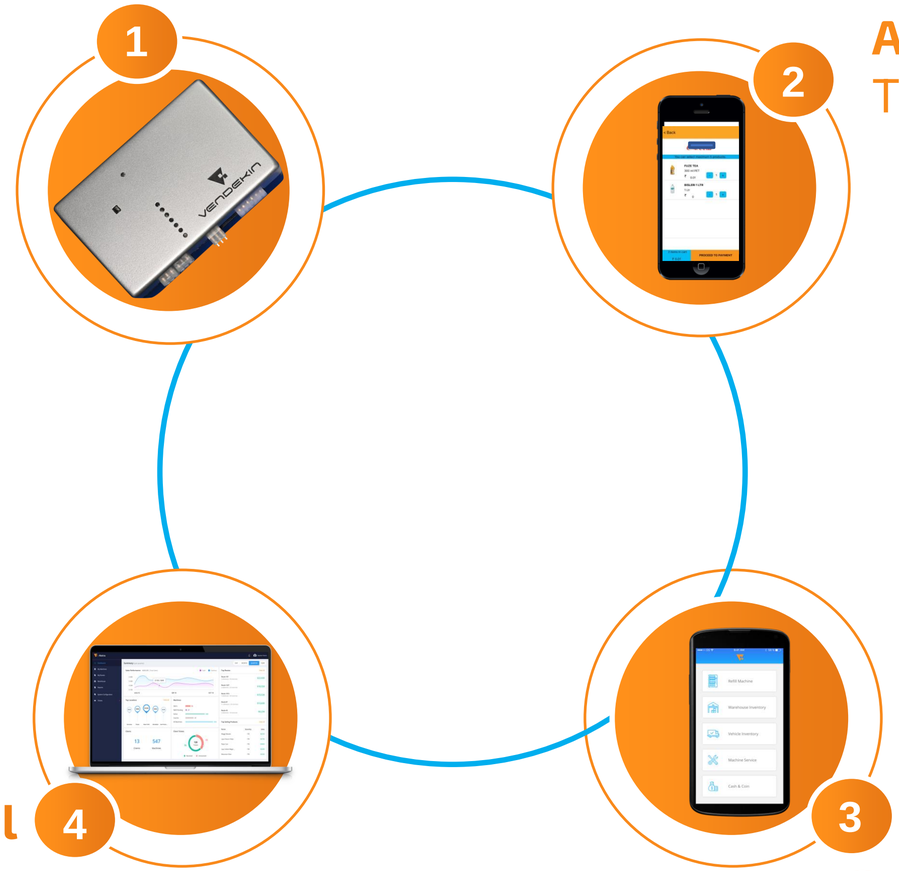
- *Aggregation for better gross margins*
- *Consumer Analytics for FMCG/CPG Cos*



RETROBOX: Intelligent Machine Retrofittable Controller
for all MDB versions NON MDB machines and kiosks with dual cashless capabilities

Vendekin **Solution**

Vendekin's Integrated Seamless Solution
2 USPTO Granted Patents
Patent Numbers 10497200 & 10853782



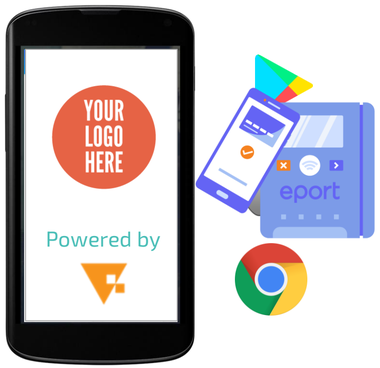
Intuitive Consumer App/Direct Web URL for Touchless Multiple Vend

Analytical Web Portal
AI/ML Driven Supply Chain and Demand Chain Tracking

Guided Operator App for managing machines and routes

Once the device is installed, all upgrades are over the air!

WHY CUSTOMERS LOVE IT?



"NO-INTERNET" DEX DATA TRANSFER TO VMS OF CHOICE

Reduction in telemetry cost

MOBILE + CARD READER = DUAL CASHLESS

- Works in tandem with your existing card reader!
- No extra transaction fees and 70% lower in cost!
- Plug and Play in less than 2 minutes!

MOBILE, TOUCHLESS, API/SDKs

- No need for the consumer to download an app!
- Private Labelling: Your customers, your brand!
- Works for Micromarkets and Smartfridges too!

END TO END VMS POWERED BY GOOGLE CLOUD

- Manage stock from POs to warehouse to vehicles to planograms!
- Service ticket management linked to an operator app!
- Cash collection and tracking highlighting shortfalls!

VENDEKIN ROADMAP

Global Geos

India

2020+

2024+

2018+

Predictive targeting and behavioral analytics

VendPlus machines integrated with Vendekin tech

Deep supply chain analytics

Descriptive supply chain management

Consumer controlled vending experience

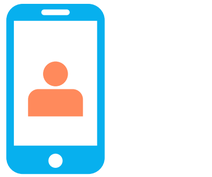
2023+

Touchless ATM's	$15Bn+ Global TAM
EV Charging Stations	$10Bn+ Global TAM
Self checkout stores	$5Bn+ Global TAM
Touchless Fuel Dispensing	$2Bn+ Global TAM
Laundromats & Arcade Game	$1bn Global TAM

Vending Machine Ecosystem

Additional New verticals

Vendekin at a glance



+50
Customers

+3,000+
Active machines

+5 mn
Transactions

+$5 mn
Dollar volume of transactions

+10
Countries presence

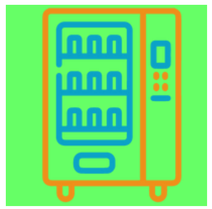
+250%
YoY growth in transactions

+200%
YoY growth in revenue

Vendekin – FUTURE

Vendekin

Intermesh of multi dimensional, global consumer analytics, payments & engagement

Vending machine/kiosks	Self checkout micro markets	Laundromats/ Car washes	Beer dispensing taps	EV charging/ petrol stations	Parking /Unmanned ticketing/Arcade
					
12 Mn+ units globally	1 Mn+ units globally	2 Mn+ units globally	3 Mn+ units globally	1 Mn+ units globally	5 Mn+ units globally

TAM
(Total Accessible Market)

MAJOR PARTNERSHIPS/CLIENTS INDIA

3-4 year contracts worth $4 million+

OEMs
Coolers, Vending , Coffee Dispensers

Elanpro

WESTERN

Godrej

Hindustan Unilever Limited

ATLANTIS

THE GEORGIA COFFEE COMPANY

JANAJAL
#SafeWaterForAll

Cafe DESIRE
I DRINK SUCCESS

+ 10 MORE

Snack Vending Machine Operators

VENDIMAN

grabbit
PREMIUM VENDING SOLUTIONS

instago
Yum 24x7

Snackit
when hunger strikes.

+ 10 MORE

India's Leading D2C FMCG Brands

Coca-Cola

HAP
Hatsun Agro Product Limited

Haldiram's

HEALTHKART

NATURALS
TASTE THE ORIGINAL

NUTRAJ
India's Leading Nuts & Dried Fruits Brand

ZamGa

चितळे बंधू
मिठाईवाले

marico

+ 20 MORE

SOME MAJOR PARTNERSHIPS/CLIENTS GLOBAL

These established global players in the vending industry resell Vendekin solution to their customers

3-4 year contracts worth $10 million+

Middle East/Africa

MARSHAL

i-VEND INTEGRAL VENDING SOLUTIONS

Godrej

Europe

Nestlé PROFESSIONAL

VIANET DATA. REIMAGINED.

COMPASS GROUP

iChef QUALITY MEALS AT THE PUSH OF A BUTTON

VBI Icecream & Vending Equipment

Scobie McIntosh BAKERY · CATERING · REFRIGERATION · COFFEE · VENDING

North America

cantaloupe SYSTEMS

Vendo SANDEN

FASTCORP VENDING VERSATILITY THROUGH ROBOTICS

zigit

Japan/Far East/ANZ

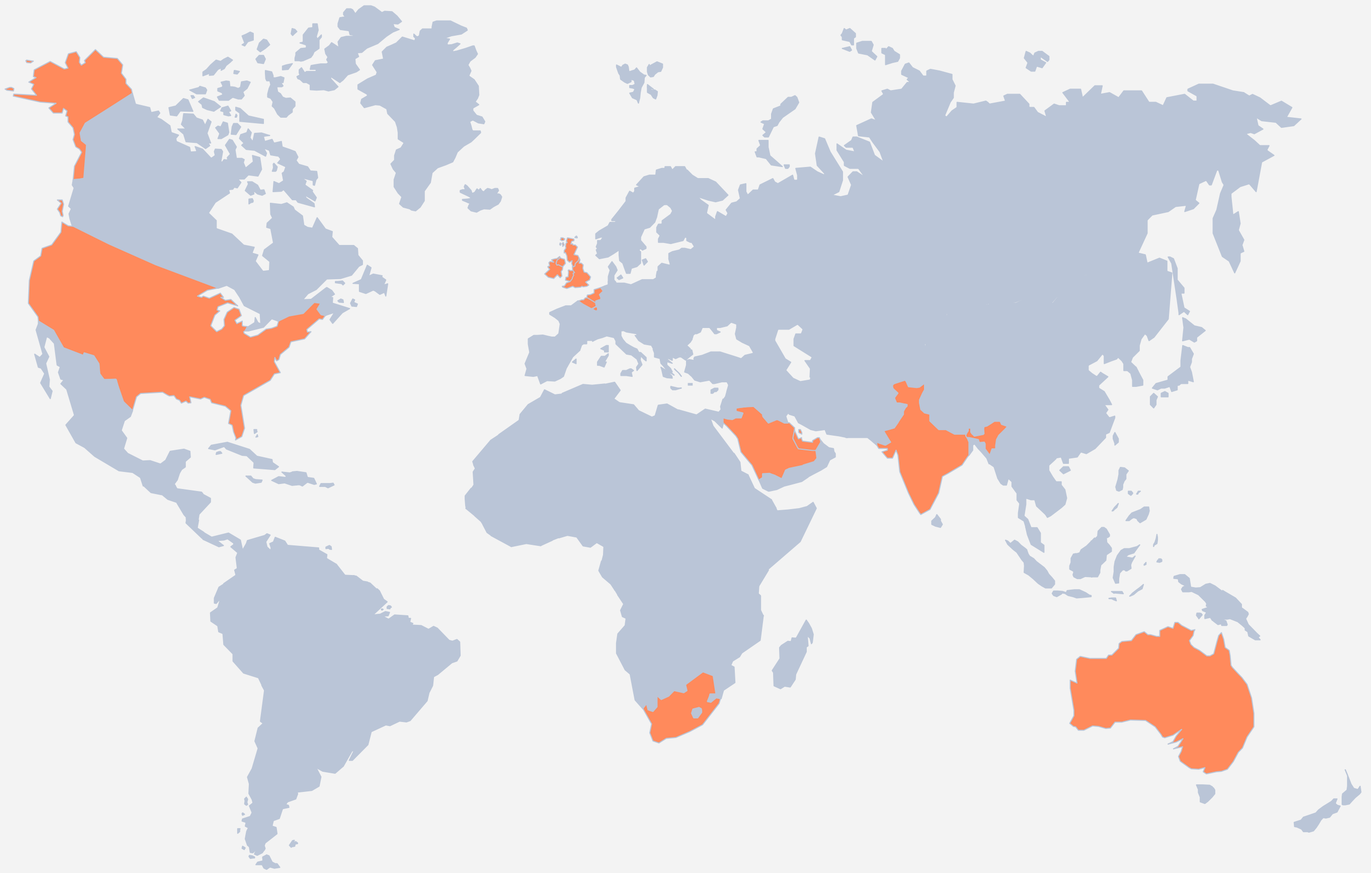
Vendo SANDEN

provender® Vending for every lifestyle

TCN® TCN VENDING MACHINE

Vendekin geo footprint & expansion plan

- USA
- UK
- Belgium
- Netherlands
- Luxembourg



- India
- UAE
- Qatar
- Saudi Arabia
- South Africa
- Australia
- UAE
- Qatar

USA

Developed markets like the US have 6 Million+ existing machines that will need touchless solution

UK and EU

UK and EU have 500K+ existing vending machines that will need touchless solution and will require 50K+ new machines

GCC

20,000+ existing vending machines and will require 4,000+ new machines

INDIA

Developing markets like India, have 5000+ vending machines and growing YoY at 70% - 100%

VENDEKIN TO DATE

- Present **in 12+ countries**
- **700,000+** users
- **10 Million+** transactions
- **4 Patents** granted on technology

2.5x

YoY increase in **number of transactions** on Vendekin platform

30%

Average increase in sales seen by operators leveraging Vendekin

20%

Average decrease in costs seen by operators leveraging Vendekin

Intellectual Property Office

GDPR COMPLIANT

UNITED STATES PATENT AND TRADEMARK OFFICE uspto

PARTNERS IN DISRUPTION

Coca-Cola · Nestlé Professional · Compass Group · PepsiCo · Cantaloupe Systems · Vendo Sanden · Godrej · Rich Aroma · Unilever

iChef · Grabbit · Instago · Vendiman · P&G · Chai Point · Vidrate · Marico

TESTIMONIALS

We wish to put this on record that after trying multiple technology solutions in the past, we started working with Vendekin just over a year ago for touchless vending machine operations, payment gateway transactions and vending management software. We are impressed with the flexibility and features of the Vendekin Solution's in terms of technical integration, use of multiple payment gateway processing and vending data management. With their team's technical support, we could integrate the software with our coffee vending machine in very short span of time. We have used their solution on our multiple models of machines and is well appreciated by all users. The touchless solution works well and is now a standard factory integration into our machines. Vendekin's team dedication is also commendable.

- **Pranav Kumar**
GM Design and Development,
Godrej Prima

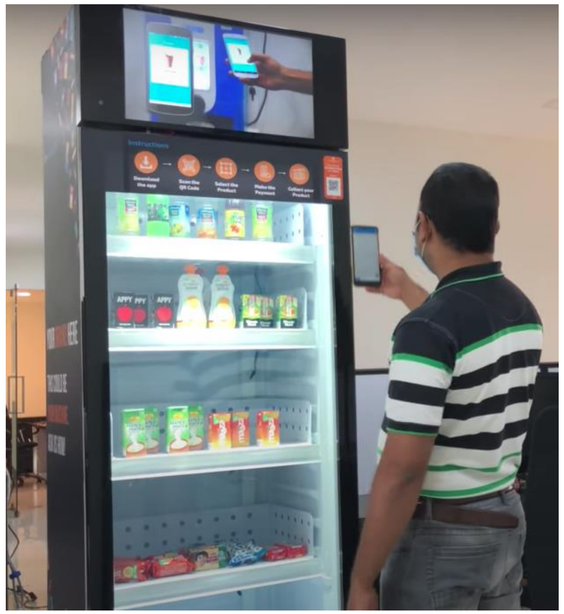
"After trying multiple technology solutions in the past, we started working with Vendekin around 2 years ago. In this short span of time, we have used their solution on nearly 500 of our machines. This has helped us significantly increase product sales and reduce operational costs. We found it to make ours and ours staffs life simpler and we look forward to installing 100s more across our fleet of machines. Vendekin's service and support team is also highly effective!'

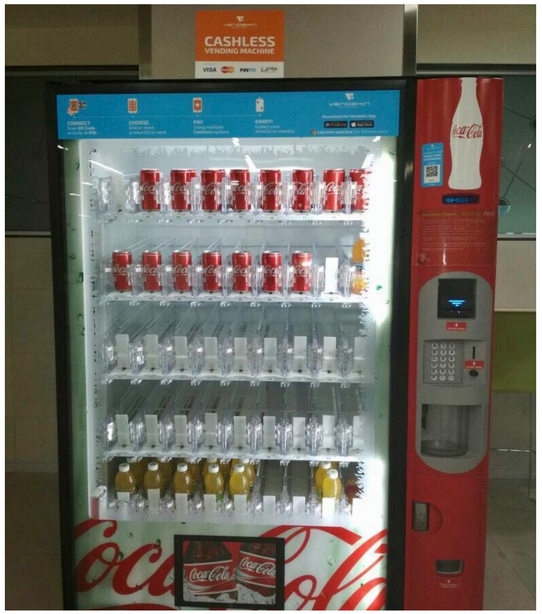
- ***Oliver Patel,***
National Operations Manager, Grabbit Vending

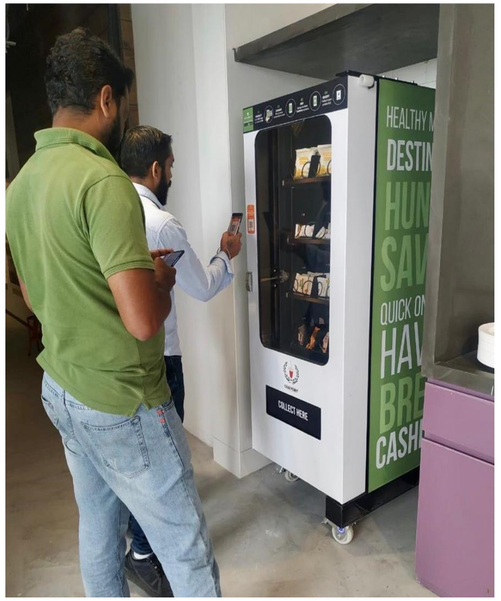
The team at Vendekin has done a great job as our development partner for our out of home vending machines digital projects. Thank you so much for a job well done. Keep up the great work.

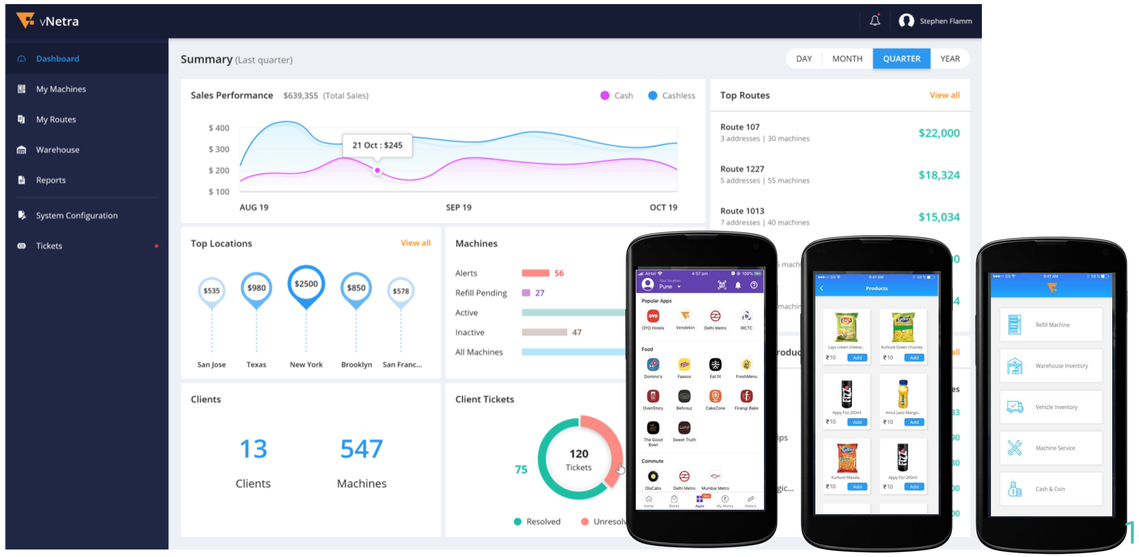
- Sajan Balan , R&D Category Leader, Nestlé Professional, Switzerland

OUT IN THE MARKET









VENDEKIN IN THE NEWS!

theweek.in

THE WEEK

Vendekin Technologies and Marshal Have Entered Into a Partnership to Expand the 'V-Commerce' Ecosystem in Middle East and Africa

PTI

May 08, 2020 10:13 IST

(Eds: Disclaimer: The following press release comes to you under an arrangement with PR

Vending Times

SandenVendo America taps Vendekin's controller to allow touchless transactions

Logo provided.

Dec. 2, 2021

SandenVendo America, a global vending machine manufacturer, has teamed with Vendekin Technologies, a Pune, India based provider of vending technology, to deploy Vendekin's RetroBox plug-n-play

SELF-SERVICE KIOSKS

Unattended retail gets a tech makeover

Vendekin's V-commerce aggregator platform helps FMCG brands create more consumer touchpoints and boost consumption

SUDHIR CHOWDHARY

INDIA IS HIGHLY under-penetrated when it comes to unmanned retail with just one machine for 10,000 customers," says Aroon Khatter, founder and CEO, Vendekin Technologies. This Pune-based hardware-enabled SaaS firm has introduced, what it terms "the world's first", unattended retail aggregator platform called V-commerce.

This new platform is a one-stop solution that brings consumers, vending machine operators, FMCG companies, vending equipment and technology providers and financiers on a common platform. Over 20 vending machine operators including Vendiman, Instago, Grabbit, Snackit, 24buy7 Vending Machines with a network of 2500 vending machines across 20 cities have already joined the platform. Over 20 brands including leading FMCG players such as Coca-Cola, Nestle and Godrej are a part of the platform. Over the next five years, Vendekin expects the platform to power sales worth over $100 million just in India.

"Through our V-commerce platform, we are looking to democratise unattended retail, make it easy for new players to enter the market and also connect the operators, brands and other players in the ecosystem with each other to unlock value for everyone," said Khatter.

For those looking to start their own vending business, the V-Commerce platform offers not just Vendekin's patented technology that enables a touchless mobile purchase experience for consumers but also access to credible, reliable and transparent sources for equipment, inventory, technology, capital leasing and financing all in one place. The platform also connects vending machine operators directly with FMCG companies, thereby enabling them to access products of their choice with a few clicks, at better margins.

Aroon Khatter, founder and CEO, Vendekin Technologies

With a CAGR of 9-11%, the Indian retail market is projected to reach $1.3 trillion by 2025, according to management consulting firm BCG.

At the same time, the vending machine market is expected to grow by 15% CAGR in India, driven by socio-demographic and economic factors. India has over 6.5 million potential locations for vending machines across 500 cities including hospitals, workplaces, public places such as metro and railway stations, factories, ATM locations and residential places such as apartments, PGs and hostels.

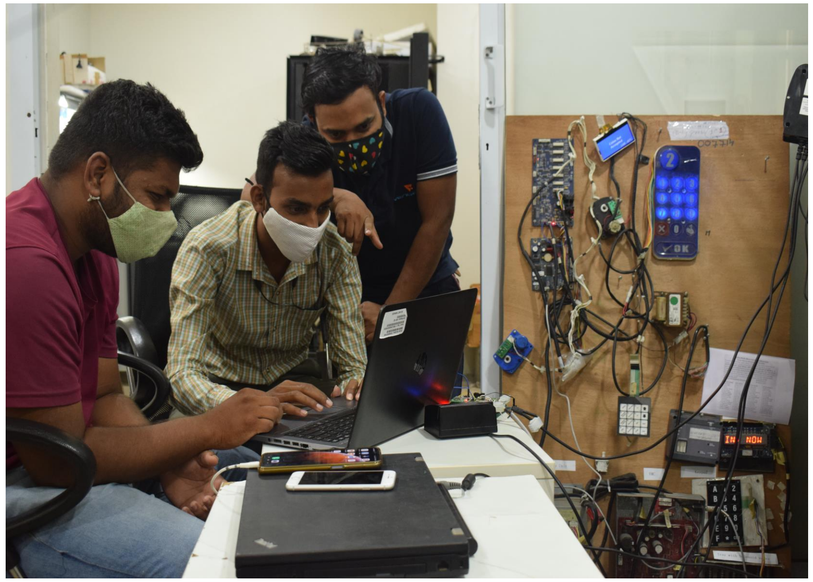
"Leading F&B brands today are going all out to create new consumer touchpoints and experiences and unmanned retail is set to be a big part of their plans given the variety of use cases it offers, for example, offices, schools, apartment communities and metro stations," he says.

For FMCG brands, Vendekin's platform means easy and quick access to the already existing vending infrastructure. Brands do not need to make capital expenditure on equipment when getting started with unattended retail and can instead tap Vendekin's platform to drive sales, marketing and brand presence on the new channel. With Vendekin's capability to share consumer-level hyperlocal purchase insights and consumption trends, FMCG brands can run highly targeted cross-platform promotions and loyalty programmes, optimise marketing and promotion budgets, as well as use this data for easier calls to action for other sales channels as well.

New Delhi

FINANCIAL EXPRESS READ TO LEAD Wed, 09 March 2022 https://epaper.financialexpress.com/c/66699757

WHERE THE MAGIC HAPPENS!



VENDEKIN
VENDING.NEXT

THANK YOU

Let's digitize and democratize vending to transform lives!

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