

# The robotic platform for the food and beverage industry

PITCH VIDEO INVESTOR PANEL



yummy-future.com Champaign, IL



Robotics Technology Y Combinator Notable Angel B2B

## Highlights

**Notable Angel**

Raised \$25k or more from a notable angel investor

**Fast Growth**

Revenue growing 2X/yr for at least prior 6 months

**\$1M+ Revenue**

Earned over the last 12 months

**Regular Updates**

Founders have a strong track record of investor updates.

- 1 Lifetime revenue: \$1,735,848 across 213,291 orders; average order value: \$8.14
- 2 \$4.71M raised to date; backed by YC, Soma Capital, Asymmetry Ventures, and Trevor Blackwell.
- 3 63% gross margin (FY2024, audited).
- 4 2026 YTD revenue: \$650,632 vs. \$278,043 in the same period last year, up 134.0%.
- 5 Last 12 months: \$997,034 in revenue, up 105.2% year over year.
- 6 Matcha House lifted weekly sales from ~\$3,400 to ~\$10,000 (~3X) with no hardware change.
- 7 Best day: \$7,245 and 1,000+ drinks across three stores, mostly with one barista each.
- 8 Q2 2026 revenue: \$333,540, up 137% from \$140,638 in Q2 2025.

## Featured Investors



**Soma Capital** in  
Notable Investor

Follow

Invested \$200,000

Soma invests in brilliant entrepreneurs who use technology to improve humanity on the largest scales

possible. Soma has invested early in hundreds of startups including over +20 unicorns, for over \$50b combined total value.

"Their groundbreaking approach combines advanced robotics, AI, and modular design to create a fully integrated platform that eliminates inefficiencies and raises the bar for customization and consistency."



Justin Hamilton

Follow

Invested \$2,500,000

Founder, CEO at Clutterbot

"Exciting to see sales trending across \$1k daily and plans to add a second robot! Would be amazing to see additional parallelism in order to increase the peak system capacity :)"



Trevor Blackwell

Follow

Invested \$100,000

Cofounder of Y Combinator, OpenAI Research Scientist

"The Yummy Future team is nothing short of exceptional. Their technical expertise and groundbreaking innovations are setting a new standard in robotics and automation for the food industry. They've achieved what many thought was impossible—seamlessly integrating advanced algorithms, modular hardware, and sophisticated software into a cohesive system that is as precise as it is scalable. Their work demonstrates a level of engineering mastery and vision that is rarely seen, and it's clear they a..."

[Read More](#)



Asymmetry Ventures  
Notable Investor

Follow

Invested \$200,000

A San Francisco-based early-stage firm investing in frontier tech and the founders shaping the future.  
[asymmetryvc](https://asymmetryvc.com)



Founders Inc

Follow



Y Seed Holdings

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Y Combinator  
Notable Investor

Follow

Startup accelerator and VC firm that's launched over 4,000 companies, including Airbnb, Coinbase, DoorDash, Dropbox, Instacart, Reddit, and Stripe  
[ycombinator.com](https://ycombinator.com)

& 89 more

## Team



Jack Cui Co-founder & CEO

Jack dropped out from the University of Illinois on a MS Ph.D. track in ECE, one of the top 4 ECE programs in the world. Y Combinator and Google alum. Worked on robotics for 10 years.



Garrett Yan Co-founder & COO SPV Voting Proxy

Garrett has a Masters In Electrical and Electronics Engineering from the University of Illinois - Champaign-Urbana, one of the top 4 ECE programs in the world. Y Combinator alum.

[Yummy-Future.com](https://Yummy-Future.com)

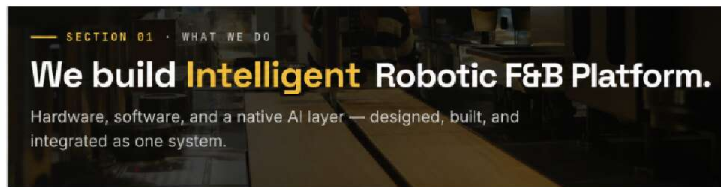


Hao Ouyang CTO



M.S. in UC Berkeley. Led software team to win Robocon world champion. Builds robotics at Yummy Future.

## Memo

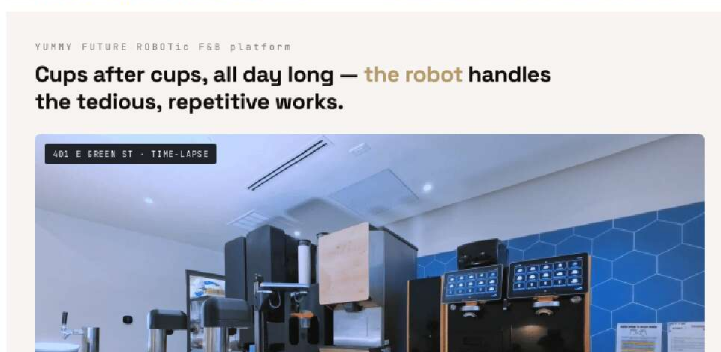
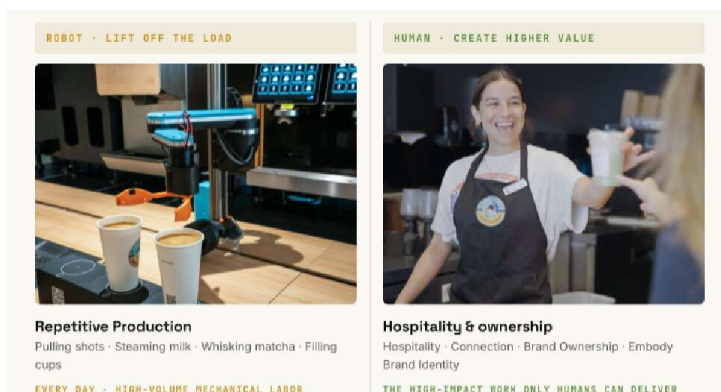


The Problem: Restaurant Operations Are Repetitive, Labor-Dependent, and Hard to Scale. The tools remain fragmented: equipment with no connectivity, work without coordination, or software with no capability in the physical world.

Behind most counters, employees still connect the dots by hand - making drinks, managing orders, adjusting recipes, and keeping equipment moving. Most importantly, baristas sometimes make mistakes.



Our vision is to create a brand-new service model in which intelligent robots handle repetitive production so people can focus on hospitality, creativity, and ownership.





Max production

**80+ cups per hour**

The robot arm is running at 6ft per second - Pulls the espresso, dispenses the milk, grabs the cups, etc.  
Our baristas really enjoy working with the robot

High speed and high consistency all day long

YUMMY FUTURE ROBOTIC F&D PLATFORM - 2025

## SECTION 02 • OUR INVESTORS

**\$4.71M**

Raised to date

AUDITED FY2025 SAFE INFLOW - \$970,723

**BACKED BY**

INSTITUTIONAL BACKERS



**Y Combinator**

S19 batch - Seed-stage



**Soma Capital**

Multi-stage venture



**Asymmetry**

**Ventures**

Frontier-tech focused fund



**Trevor Blackwell**

YC Co-founder &

OpenAI Research

## SECTION 03 • THE NUMBERS

Three Live Stores. \$1.7M+ in Total Sales. +137% Q2 YoY Growth



Yummy Future has generated \$1,735,848 in cumulative, POS-verified sales across three operating locations, with no paid marketing spend. Revenue reached \$554K in 2025, and Q2 2026 alone generated \$333K. Management projects full-year 2026 revenue of \$1.3 million.

\$

**\$1,735,848**

Revenue to date

THREE STORES - SEP 2023 - JUL 2026

\$

**+137%**

**\$140,638 → \$333,540**

Q2 2025 - Q2 2026 YOY growth

\$

**\$333,540**

Q2 2026 revenue

ACROSS THREE LOCATIONS - APR-JUN 2026

☞

**240,000+**

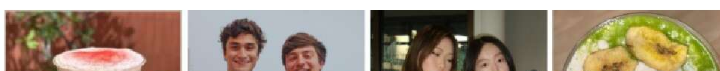
**Cups Served By Our Robot**

Since 2022

## SECTION 04 • SOCIAL PROOF

Customers love us.

We have built strong organic visibility and engagement across Google Maps, Yelp, TikTok, and Instagram, driven by user-generated content and positive customer experiences. Without paid promotion, customers actively share their visits, showcase their store experiences, and advocate for our brands.





#### FROM THE TAGGED FEED

"This feels so Silicon Valley. Walked past Yummy Future near downtown and saw a robotic arm making coffee — had to try. **60-second robot coffee in the Bay Area.**"

— @HANNAH.TAGS • PALO ALTO • TAGGED APR 2026

Our market recognition comes from our human-robot collaboration model. Our three-layer intelligent system handles all repetitive tasks, supporting our baristas to deliver consistent, standardized production. This model frees baristas to focus on customer experience, better drink presentation, and thoughtful, customer-first service, helping drive strong reviews, word-of-mouth referrals, and steady organic growth.

#### SECTION 05 • PRESS COVERAGE

**APR 2019 • The Daily Illini**  
Robot arm serves coffee to community

**NOV 2021 • U of I Research Park**  
EnterpriseWorks Startup Yummy Future Raises \$300K To Fund Robotic Coffee Machine Technology

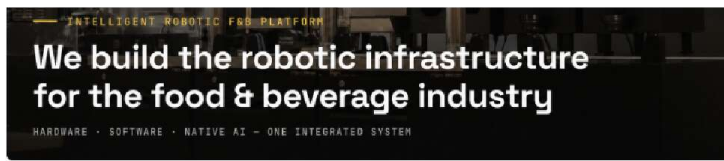
**MAR 2022 • Smile Politely**  
A robot is now serving coffee on Green Street

**DEC 2025 • The Campanile**  
New robotic coffee shop comes to downtown

10 ARTICLES ACROSS 7 OUTLETS • 2019-2025 • LOCAL AND CAMPUS PRESS  
Third-party press, each with a live URL • 2026-08-12

#### SECTION 06 • DEPLOY NEW CONCEPTS EFFORTLESSLY





Our intelligent robotic F&B platform integrates hardware, software, and native AI.

- 1: The robot does the physical work. It makes the drink by grabbing, dispensing, measuring, brewing, and topping.
- 2: The software runs and schedules the whole operation in real time.
- 3: The AI utilizes a vision-language-action model plus a world model. It sees what's happening, predicts what's next, and decides what to do, instead of following a fixed program.

### One Robotic Platform. Multiple Concepts.

From menu selection to service format, the same system can be reconfigured to launch an entirely new customer experience within a week.



**Coffee**  
LIVE



**Matcha**  
LIVE



**Cocktail**  
LIVE



**Catering**  
ON REQUEST

ONE ROBOTIC PLATFORM • SAME HARDWARE • SAME SOFTWARE • NEW RECIPES

A new menu is a software update away.

To launch a new menu, we update the recipes, prices, and scheduling logic, then deploy to the existing robotic system, without new hardware upgrades. The same robotic platform begins producing an entirely different menu within one week, allowing us to test the business concept quickly and expand into new categories with minimal incremental cost.



Coffee is a crowded category. In our case, the competition was happening between our own stores. Located just 0.2 miles apart, our first two stores began cannibalizing each other's sales. Rather than continuously offering the same coffee menu to the same customer base, we decided to differentiate the second location by converting it into a dedicated matcha concept in Mar 2026.



Which is a performance metric that we have tracked. It's a measure of how much revenue we generate from a particular menu item.

with a software update, we launched the new concept within one week, without any hardware upgrades. The pivot delivered encouraging results. In April 2026, both locations posted their highest monthly sales in 2026: approximately \$49,000 at 609 E Green St and \$42,000 at 401 E Green St. Rather than one location growing at the other's expense, the data showed that the matcha concept increased demand to our two-store network.



OUR HUMAN+ROBOT COUNT

MATCHA HOUSE VIBE

OUR CRAFTS

|                                                                         |                                          |                                                                           |
|-------------------------------------------------------------------------|------------------------------------------|---------------------------------------------------------------------------|
| AT PRESENT<br><b>4 categories</b><br>coffee, matcha, tea, and cocktails | MORE THAN<br><b>450</b><br>drink recipes | CORE ADVANTAGE<br><b>one hardware platform</b><br>no hardware replacement |
|-------------------------------------------------------------------------|------------------------------------------|---------------------------------------------------------------------------|

Our core innovation isn't merely a coffee-making robot. It is a beverage retail platform that adapts to multiple markets. The robotic system did not need to be redesigned for a new beverage category. A new set of recipes, a new menu, and a new store environment turned the same hardware platform into a different retail concept. This adaptability enables the same equipment to serve distinct beverage markets, support multiple brands, and make locations viable.

SECTION 07 • OUR ROBOTIC SOLUTION CAN SCALE

REMOTE DEPLOYMENT • REMOTE MONITORING

## We opened our new store 2,100 miles away.

We're open from 8 a.m. to 10 p.m. daily.

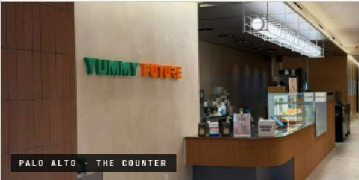
●

2,100 MI

○

CHAMPAIGN, IL • HEADQUARTERS

PALO ALTO, CA • THE STORE



PALO ALTO • THE COUNTER

PALO ALTO • STORE FLOOR

**\$13.2K** ONE WEEK OF SALES • MAR 2026

**4.4★ / 141** GOOGLE REVIEWS • AUG 15, 2026

PALO ALTO SHOP IS OUR THIRD LOCATION. IT HAS BEEN OPEN SINCE OCTOBER 2025

Palo Alto is more than 2,100 miles from our headquarters in Champaign. Opening a store that far away meant putting everything we had learned to the test. Every busy morning in our first stores taught us something: how the robot handled a rush, what customers actually ordered, and how the human+robot service model performed.

Our robotic technology has matured, and the nearly 100% uptime has proven they could operate reliably day after day. That reliability was the foundation that made it possible to open a robotic store 2,100 miles away. For us, that is the real story of the Palo Alto shop: we did not just open another store - we learned how to make our technology, operating experience, and support travel farther than our headquarters.

SECTION 08 • THE BUSY DAYS

On a Saturday, April 11, 2026, our three Yummy Future locations, two in Champaign, IL, and one in Palo Alto, CA, logged the best single-day sales of \$7,245. Our robotic system made over 1,000 drinks in a single day, demonstrating outstanding operational efficiency and consistent reliability. More importantly, each shop was operated by one barista most of the time.

BEST SINGLE DAY • 2026

✓ POS-VERIFIED





Eighteen hours a day, in each location, these robots dispensed 144,000 cups, making it easy for customers wanting a cup right now. Meanwhile, speedy, quality, and consistent offerings are expected.



The opportunity is not how much one system can produce at a single location; it is how many locations the platform can serve. The imagination isn't how much a single Yummy Future Robot system operates at one location. It's how many locations one platform can tap into. Same hardware. Same software. Different recipes for different market needs. After all, U.S. chain and independent coffee stores generated \$74.3 billion in in-store beverage revenue, while the broader U.S. coffee market is projected to reach \$150.88 billion by 2034.<sup>1</sup>

SECTION 11 • THE TEAM



BARISTAS IN YUMMY FUTURE SECOND LOCATION  
403 E GREEN ST, CHAMPAIGN • 2025

|                                                                                                                                                                             |                                                                                                                                                                               |                                                                                                                                                    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|
| <div><div></div><div><b>Jack Cui</b><br/>(Guangzhe Cui)<br/>CO-FOUNDER • CEO</div></div> | <div><div></div><div><b>Garrett Yan</b><br/>(Yueming Yan)<br/>CO-FOUNDER • COO</div></div> | <div><div></div><div><b>Hao Ouyang</b><br/>ROBOTICS</div></div> |
| 10 years in robotics. B.S. and M.S. in ECE, UIUC. Previously: Google hardware intern (2018); UIUC Advanced Digital Projects Lab.                                            | 7 years in engineering and operations. B.S. and M.S. in ECE, UIUC.                                                                                                            | M.S. in UC Berkeley. Robocon world champion. Builds robotics at Yummy Future.                                                                      |

SECTION 12 • MILESTONES

Seven years of milestones building

Our story began with a robotic coffee trailer in 2018 - a humble starting point where we validated our robotic coffee prototype and proved our innovative service concept. In 2019, we won the Illinois Cozad New Venture Challenge, the Amazon Alexa Prize, and joined Y Combinator S19.

## It began with a robotic coffee trailer.

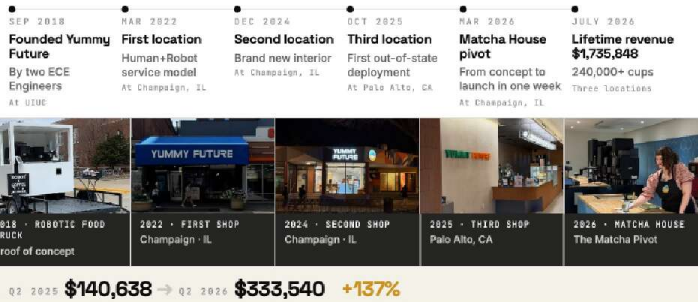
We built it as a real-world proof of concept for robotic coffee shop. In 2019 we won the Illinois Cozad New Venture Challenge and the Amazon Alexa Prize, and joined Y Combinator S19 batch.



What began as a concept is now an operating business.

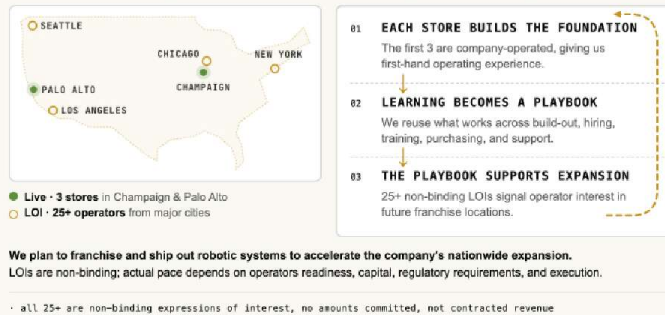
From our early prototype to our production units, we iterated rapidly, opened our first brick-and-mortar location in 2022, then the second in 2024, then the third in 2025. Through continuous product and operational refinement, we delivered steady revenue growth and market validation, demonstrating the commercial viability and scalability of our Intelligent Robotic System.

## From a university lab to three stores.



Looking ahead, we are expecting to scale revenue from one million to tens of millions of US dollars through nationwide store expansion and continuous technological iteration. But commercial growth is only the beginning. Our far greater vision: to empower and transform the global food and service industry with robotics hardware, software, and native AI technology.

## 3 company-run stores built the foundation. 25+ non-binding LOIs point to the next phase of expansion.



We are redefining the future of food service - building a more humanized, creative, entertaining, and joyful industry. By replacing repetitive, labor-intensive operations, we bring warmth, interactive experiences, and genuine happiness to both barista teams and customers. Ultimately, we deliver consistent joy and value through robotic intelligence.

## Invest Early. Be the Founding Investor.

Perks scale with every tier - from drink credits to name recognition on Yummy Future kiosks and dinner with the founders.





YUMMY FUTURE AT PALO ALTO

## \$25,000

THE FOUNDER'S TABLE

- Private HQ visit in Palo Alto - meet with the team, dinner with Jack & Garrett
- Early roadmap briefings, with opportunities to share feedback
- Name recognition at a Yummy Future store

Plus every perk in the tiers below.

LIMITED 10 SEATS

## \$10,000

INNER CIRCLE

Two 1-on-1 video calls with Jack (CEO) + your name engraved on a Yummy Future Kiosk in the field + annual founders' dinner

Plus every perk in the tiers below.

LIMITED 20 SEATS

## \$5,000

FIRST EDITION KIOSK

800 stars (\$800 drink credit in Yummy Future app) + a numbered first-edition merch set (cup & tee) + quarterly live AMA with the founders

plus everything in the Founding Tier

UNLIMITED SEATS

## \$1,000

FOUNDING INVESTOR

100 stars (\$100 drink credit in Yummy Future app) + early access to new-store openings and product reveals

UNLIMITED SEATS

Contact us to redeem your perks. [Business@yummy-future.com](mailto:Business@yummy-future.com)

WEFUNDER.COM/YUMMY · USE OF FUNDS

## What the \$2M raise enables

- Ship pilot fleets of Intelligent Robotic Systems
- Launch Operator franchise program, nationwide store rollout & brand marketing
- Drive hardware, software & native AI technology R&D

Today, we operate three stores. Our ambition is to build Yummy Future into the infrastructure layer for the global food and beverage industry - powering the launch, operation, and scaling of the next generation of concepts, just as Stripe provides infrastructure for payments and Shopify for commerce.

Yummy Future

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Y COMBINATOR 615

SOMA CAPITAL

ASYMMETRY VENTURES

TREVOR BLACKWELL

BACKED BY INSTITUTIONAL INVESTORS

## Build with us.

WEFUNDER.COM/YUMMY

SAFE AT A \$75M VALUATION CAP. EARLY BIRD: THE FIRST \$100K INVESTS AT A \$60M CAP.

SEE FORM C AND RISK FACTORS BEFORE INVESTING

FORWARD STATEMENTS DESCRIBE PLANS, NOT CERTAINTIES

1. US Coffee Market Size Likely to Expand at a CAGR of 5.8% By 2034  
<https://www.custommarketinsights.com/press-releases/us-coffee-market-size/>