



## APPLICATION

Automatic Dispensing Machine , IoT enabled Operated by Mobile App.

## Positioning

Epanipurii kartz is a Patent Product For Food Vendors who serve Panipuri in a Traditional manner, We provide Automatic Panipuri Serving Machine operated from Mobile App monitoring Temperature , TDS , pH , Acidity. Different from Water shots/Rapido/Penguin, We have unique advantage of Organic Panipuri and our own Recipe of Spices in paste form prepared with lab tested quality ingredients and offers contactless serving with Hygiene & Food Safety. We have done 350+ B2B sales with 5 Panipuri kiosk and expand Pan India in COCO/FOFO Model.

### COMPANY

**Water N Spices Foodsz Pvt Ltd**

**Reg Off: Ranchi (Oct 19')**

**Operational : Bhubaneswar(Aug 21")**

### TECHNOLOGY READINESS LEVEL (TRL)

**TRL: IX**

Actual system proven through successful operations.

### INTELLECTUAL PROPERTY

**Indian Patent 524077**

**Trademark Registered**

**Copyright & Design Patent**

### PROBLEM ADDRESSED

Hygiene & Food Safety in street food.

### SOLUTION OFFERED

Touchless Operating of Machine.

### ABOUT THE TECHNOLOGY

IoT & AI

### USP

E-Nose Application

### Market

TAM-14454Cr, SAM-7227 Cr ,SOM -722 Cr

### FUNDS RAISED/ACHIEVEMENTS

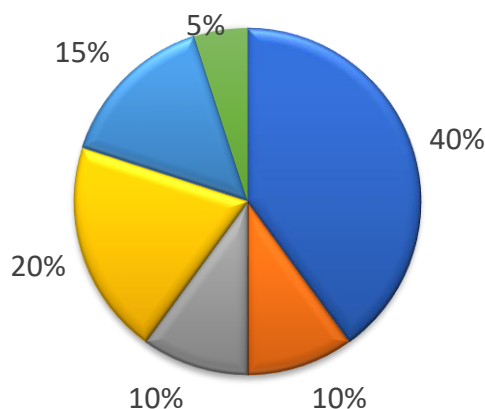
Debt 40 Lac , Grant 30 Lac

Equity 15.17 Lac @3.2%.

**Equity 33.00 Lac @3.0%**

## Funding Ask

**1.65 Cr diluting 13% Equity**



[Harish Neotia](#)

Founder & CEO



[Manisha Neotia](#)

Founder & CIO



[Jyoti Sahoo](#)

Co-Founder & CTO

## Milestones

**Startup Founded.**

October , 2019

**Prototype.**

April , 2020

**MVP.**

December , 2021

**POC**

21-22 , 4 Lac Revenue

**PMF**

22-23 , 20 Lac Revenue

**Compliances**

FSSAI , ISO

**Early Growth.**

24-25

Revenue 90 Lac , 5 Outlets

## Highlights

**Value Propositions**

**Vendors ROI : 6 - 8 Months**

**Competitive Advantage**

IoT application & Unique Recipes

**Business Model**

**COCO & FOFO**

**Revenue Model**

**B2C – 20% Net**

**B2B – Machine 30% , Spices 27%**

**Recognition**

StartupOdisha, BIRAC, DST, MEITY, STPI

**RoadMap**

**200 COCO Outlets in 3 Years**