



winnow

The Future Kitchen

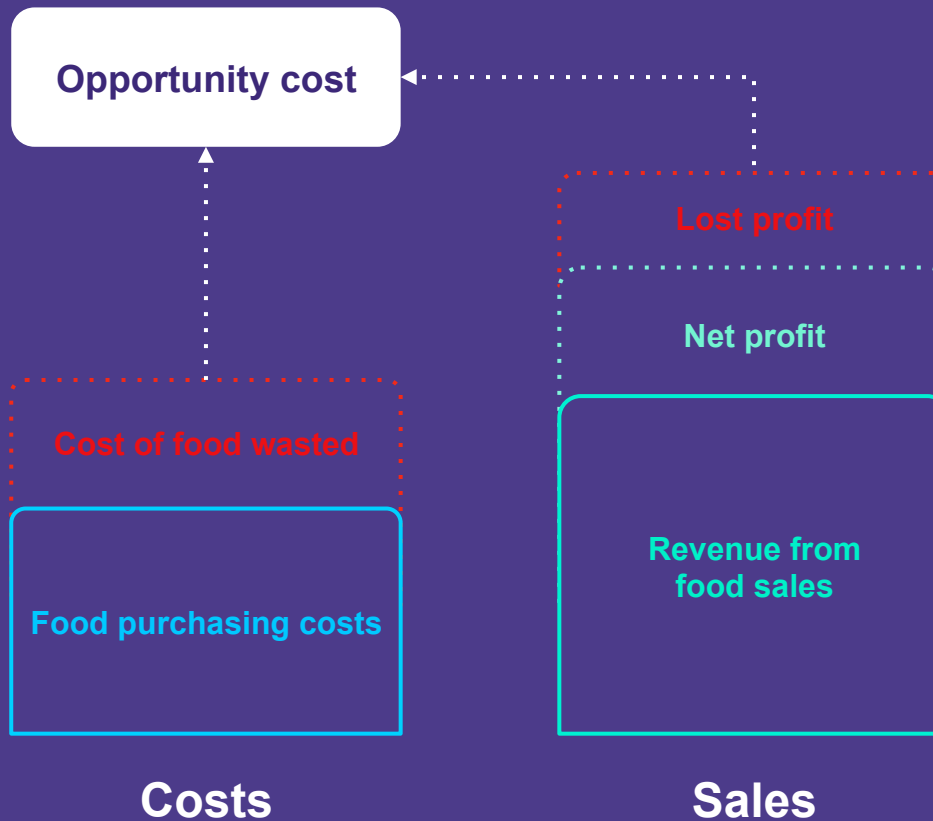
December 2019





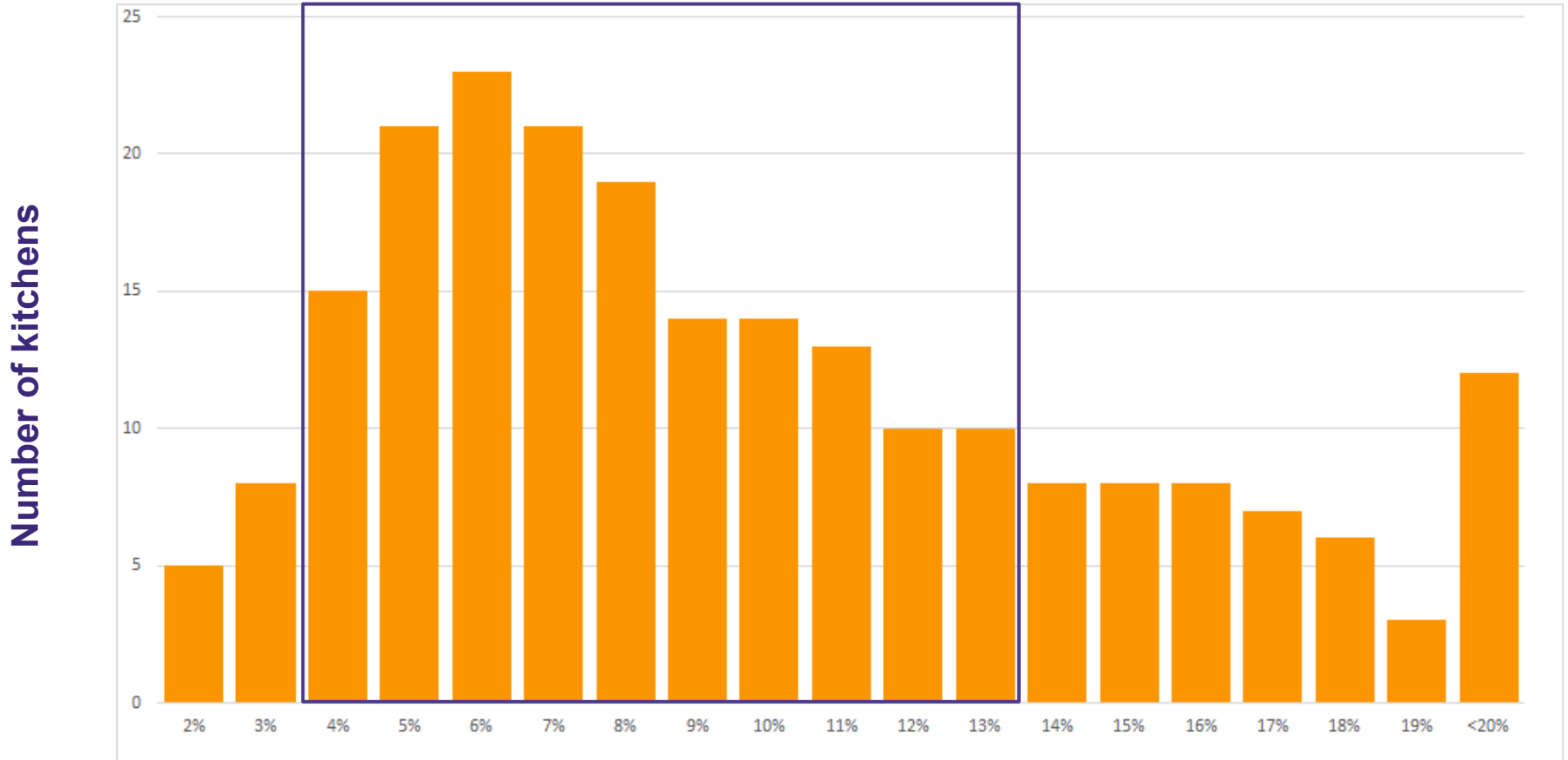
A focus on food waste can be transformative for a kitchen's profitability

There is an opportunity cost of not tackling food waste





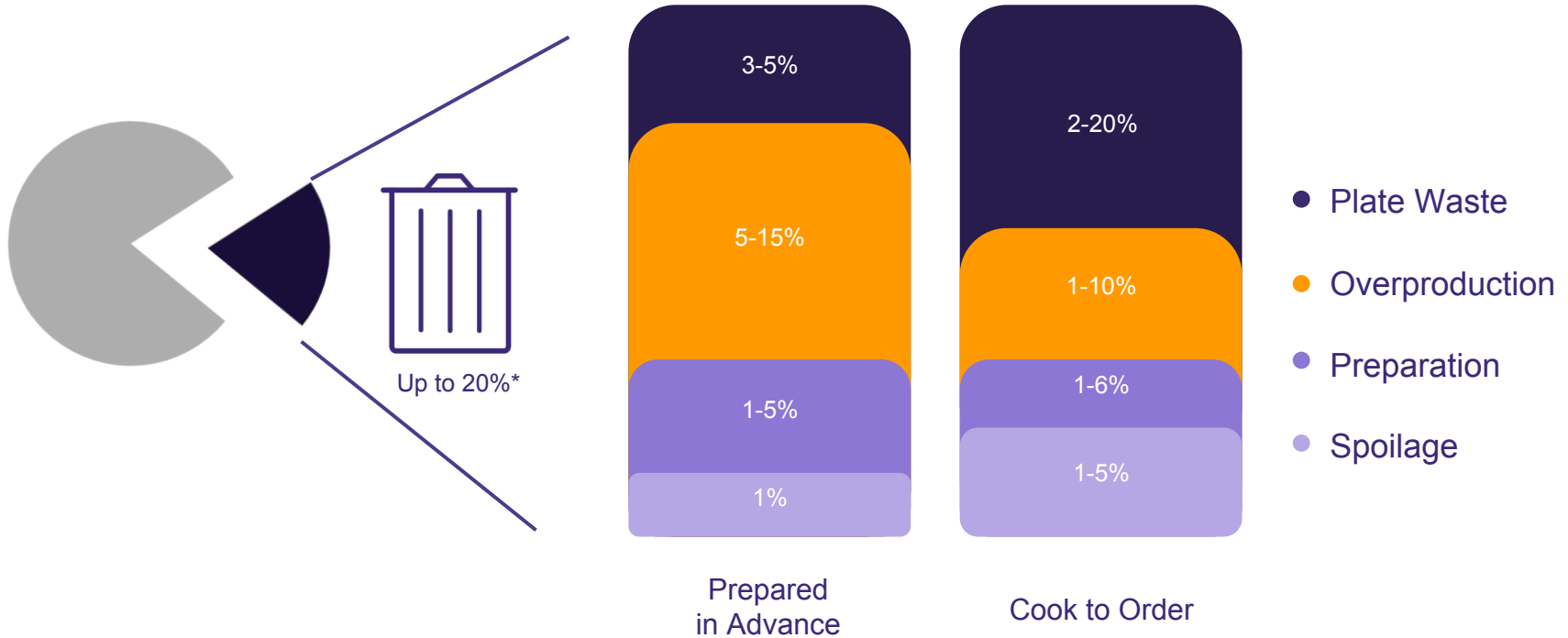
Data shows that food waste is typically between 4% to 13% of food costs



Distribution of cost of food waste as % of annual food cost at ~400 kitchens worldwide



The biggest savings opportunity lies in overproduction



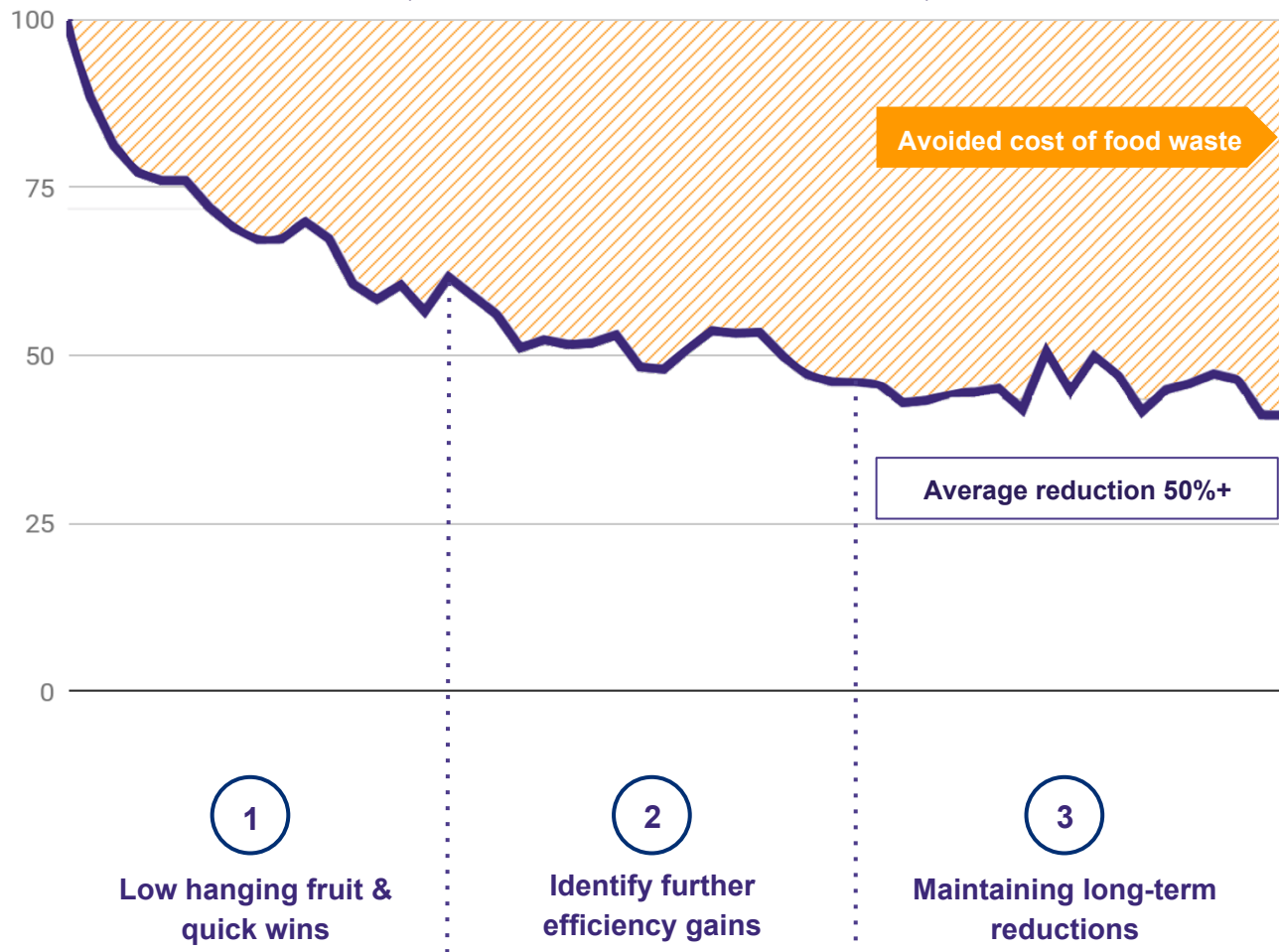
*Data collected from over 1000 kitchens using Winnow



Food waste reductions typically happen in 3 phases

Food waste reduction % from baseline over 1 year

(data recorded from over 1000 Winnow sites)





Why kitchens don't measure food waste

We don't waste food

We've got it under control

We use pen and paper **We never analyse it**

**We use anaerobic
digestion**

The data is unreliable

We don't have time **Other people may waste food, but we're better**

It's all plate waste **It's not worth the effort**

It's basically guess work

My team won't do it

It's usually the last thing to do on a Friday

Introducing
winnow VISION

AI Enabled Food Waste Detection

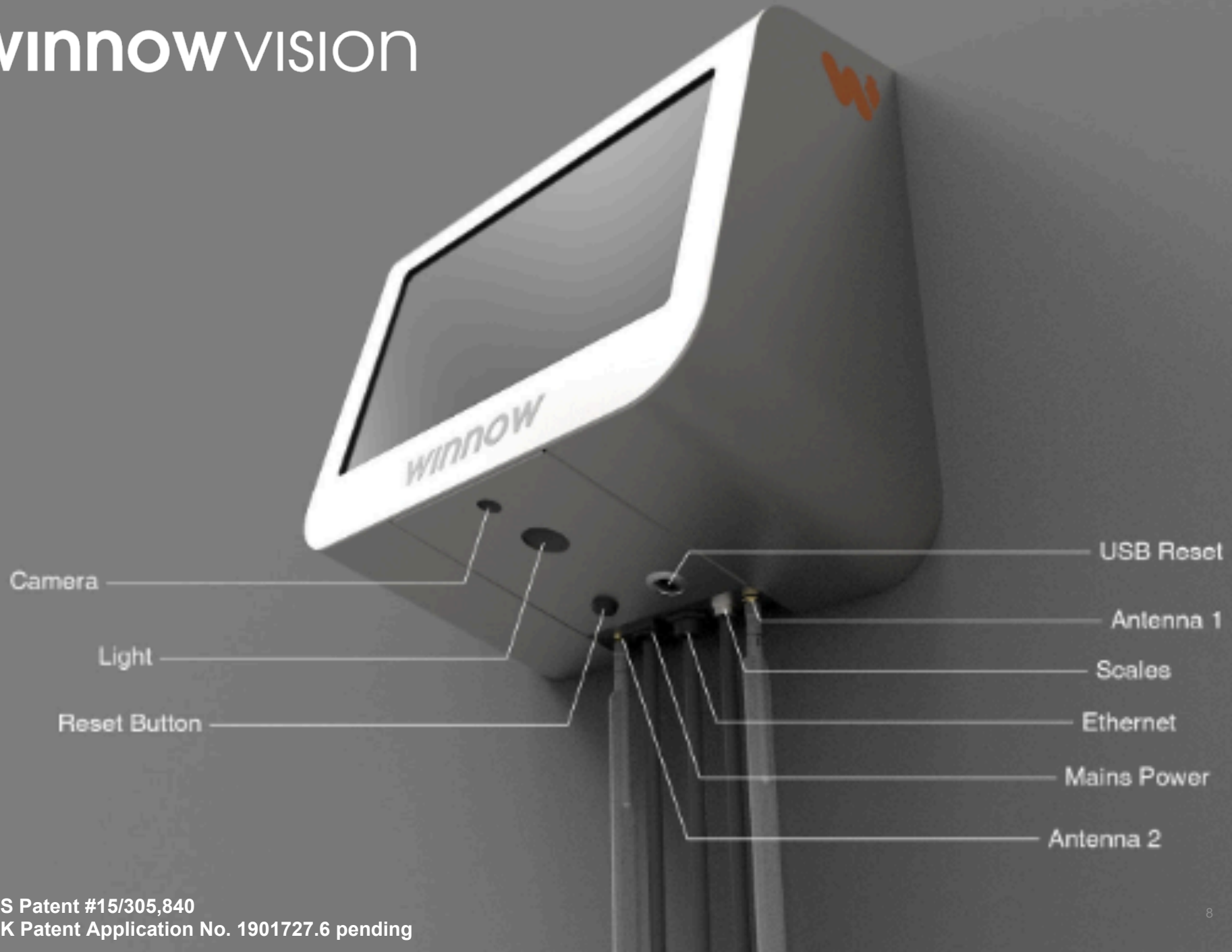
Motion camera

Digital scale

Image led analytics



winnow VISION



US Patent #15/305,840
UK Patent Application No. 1901727.6 pending



Deliver deep insight for your kitchen

Live output from Winnow Vision

BEFORE



AFTER



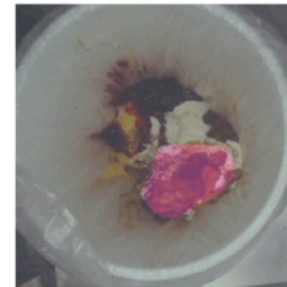
DETECTED CHANGE



OVERLAID CHANGE



- BACKGROUND
- FISH AND CHIPS



- BACKGROUND
- PIRI PIRI CHICKEN



- BACKGROUND
- ALMOND CAKE WITH DAIM

We have surpassed human levels of accuracy



70-75%

Kitchen Level
Accuracy



80%+

Winnow Vision
Accuracy



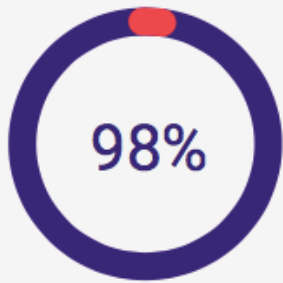
Daily report to identify immediate actions

Tuesday 25th June

Overview / Site name



Categorisation



Value

\$110

📅 vs \$132 on Tues 18

Equivalent meals

136

📅 vs 200 on Tues 18

Weight

121 lbs

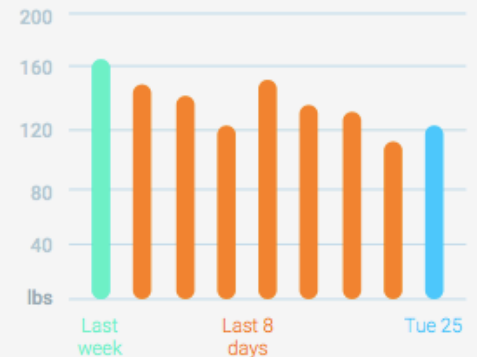
📅 vs 162 lbs on Tues 18

CO₂e

515 lbs

📅 vs 583 lbs on Tues 18

Waste weight (lbs)



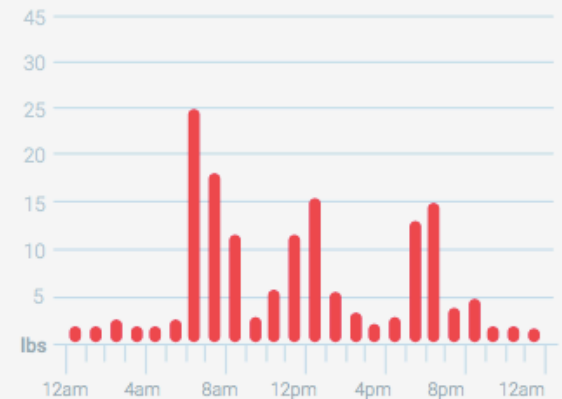
Top items by weight (vs previous day)

↓ Salmon	\$54 / 9 lbs
↓ Sirloin steak	\$49 / 11 lbs
↑ Hangar steak	\$42 / 14 lbs
↑ Eggs	\$28 / 24 lbs
↓ Chicken	\$5 / 4 lbs
↓ Bread rolls	\$4 / 8 lbs

Top areas (weight)

Breakfast		\$15 / 43 lbs
Plate waste		\$2 / 34 lbs
Lunch		\$23 / 22 lbs
Classics		\$11 / 11 lbs
Buffet		\$15 / 4 lbs
Dinner		\$12 / 2 lbs

Waste by time of day (lbs)





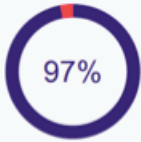
Cross-site reports

Monday 10th December 2018 - Sunday 16th December 2018

Cross-site overview / China



Categorisation



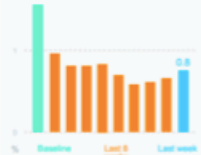
Waste value (¥)



Waste weight (kg)



Percentage of sales



Grams per cover (g)



Higher performers (% of sales / grams per cover)

Beijing Xinqiao Main Building / Main Kitchen	0.5% / 108g
Kunming Main Building / Main Kitchen	0.7% / 64g
Nanjing Lukou Airport Main Building / Main Kitchen	1.2% / 79g

Saving in this period (compared to your baseline)



Cost saved : ¥7,632
So far this year : ¥284,065
Since joining Winnow : ¥289,227



Food waste : 346 kg
So far this year : 9,918kg
Since joining Winnow : 10,000kg

Monday 10th December 2018 - Sunday 16th December 2018

Site Summary / China



SITE	USAGE		PERFORMANCE				COVERS AND SALES LAST ENTERED
	CATEGORISATION	TRANSACTIONS PER DAY	% OF SALES	GRAMS PER COVER	VALUE	WEIGHT (kg)	
AVERAGE	97%	28	↑ 0.8%	81	¥2,220	222	-
Nanjing Lukou Airport / Main Building / Main Kitchen	100%	31	↑ 1.2%	79	¥2,656	211	09/12/2018
Kunming / Main Building / Main Kitchen	99%	23	↑ 0.7%	64	¥3,186	219	10/12/2018
Beijing Xinqiao / Main Building / Main Kitchen	92%	29	↑ 0.5%	108	¥818	237	12/12/2018

Monday 10th December 2018 - Sunday 16th December 2018

Top items by site / China



Kunming / Main Building / Main Kitchen

Top Items	value / weight
Local Breakfast / Breakfast	¥410 / 14kg
Other Western Breakfast / Breakfast	¥273 / 12kg
Egg dishes / Breakfast	¥243 / 13kg
Oatmeal / Breakfast	¥237 / 9kg
Dim Sum / Breakfast	¥183 / 6kg
Smoked Mackerel / Cold Cuts	¥167 / 2kg
Vegetarian Salad / Salad	¥166 / 5kg
Breakfast Veg Dishes / Breakfast	¥147 / 24kg
Sautéed Vegetables / Breakfast	¥122 / 14kg
Congee / Breakfast	¥94 / 9kg

Nanjing Lukou Airport / Main Building / Main Kitchen

Top Items	value / weight
Other Mixed Salad / Salad	¥378 / 12kg
Chinese Vegetable Dishes W Sides / Asian Station	¥156 / 8kg
粥 / Asian Station	¥128 / 20kg
Stir Fried Vegetables / Breakfast	¥116 / 8kg
Congee / Breakfast	¥109 / 36kg
Chinese Fish Dishes W Sides / Asian Station	¥83 / 4kg
Potato / Western Station	¥64 / 8kg
Sponge Cake / Dessert	¥78 / 8kg
White Bread / Bakery & Pastry	¥74 / 4kg
Toast / Bakery & Pastry	¥72 / 8kg

Beijing Xinqiao / Main Building / Main Kitchen

Top Items	value / weight
Youtiao / Breakfast	¥67 / 5kg
Leaf Dishes / Hot Station	¥67 / 8kg
Uncategorised / Uncategorised	¥64 / 18kg
French Fries / Fried Station	¥62 / 4kg
chicken nuggets / Fried Station	¥51 / 2kg
Razor Clam / Seafood	¥46 / 1kg
Stir-fried Veg / Hot Station	¥38 / 3kg
Pan-fried lamb chop / Hot Station	¥37 / 1kg
Chicken Dishes / Hot Station	¥31 / 1kg
Pork Dishes / Hot Station	¥29 / 1kg

Sunday 16th December 2018

China



Top items (value / weight)

Local Breakfast	¥410 / 14kg
Other Mixed Salad	¥378 / 12kg
Other Western Breakfast	¥273 / 12kg
Egg dishes	¥243 / 13kg
Oatmeal	¥237 / 9kg
Dim Sum	¥183 / 6kg
Smoked Mackerel	¥167 / 2kg
Vegetarian Salad	¥166 / 5kg
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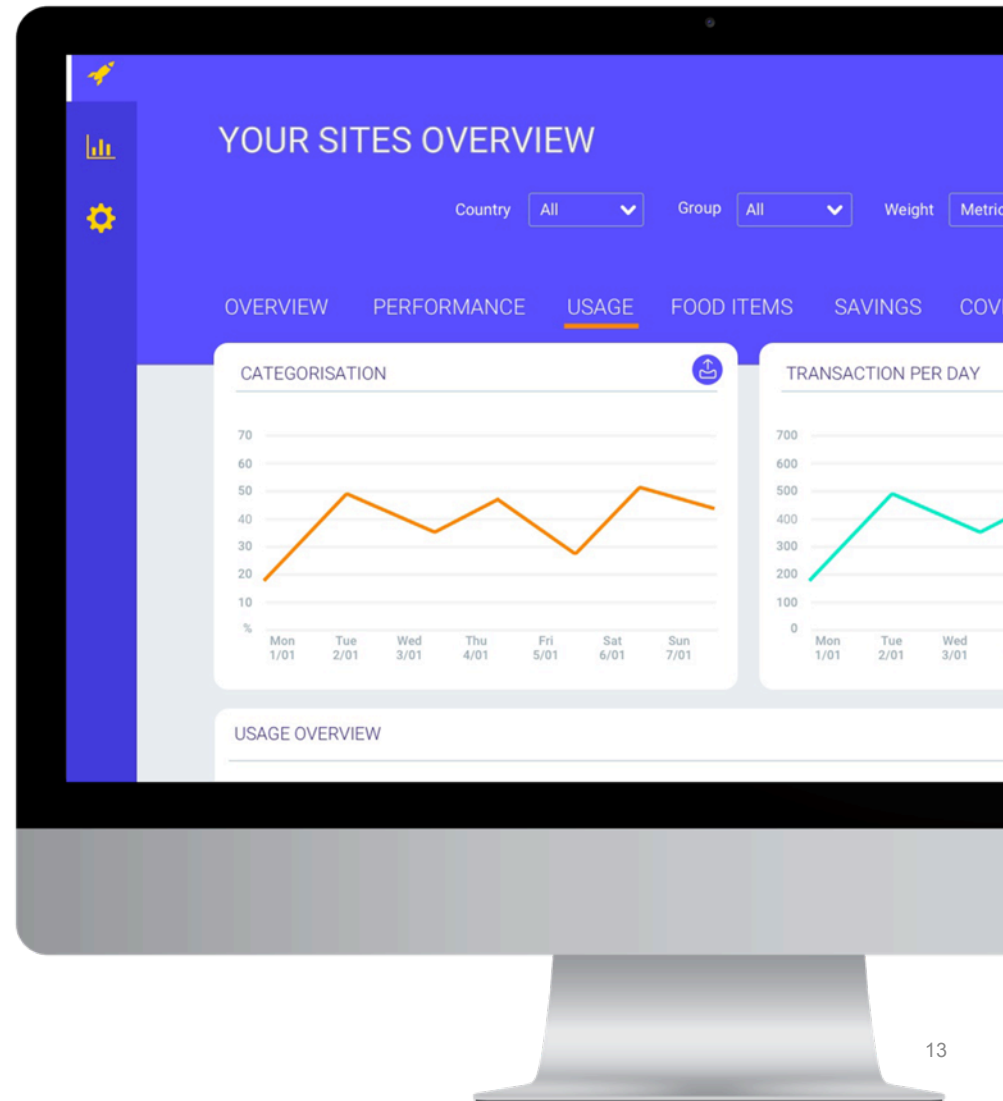
Online Dashboard to track success

Visualise Winnow data how you want

Track project KPIs over time

Benchmark performance between your sites

Identify food waste trends from your operations





Kitchens using Winnow are saving \$36m a year in reduced food costs

TYPICAL ANNUAL SAVINGS

\$10k

Small site

\$200k Annual spend

\$20k

Medium site

\$500k Annual spend

\$60k

Large site

\$1,000k Annual spend

\$250k+

Cruise & Casino

\$3m Annual spend



TRUSTED BY CHEFS IN 40+ COUNTRIES IN OVER 1,300 KITCHENS





winnow

For More Information, please contact:

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<http://www.winnowsolutions.com>