1/3 of all food is never eaten
There has never been a more challenging time to run a hospitality business.

- Increased competition
- Disruptive business models
- Rapidly increasing costs
- Demanding Customers
Market leaders adopt innovation to stay ahead of the pack

- Electronic Point of Sale
- Supply Chain Management
- Integrated Purchasing
- Cloud
- Connected Devices & Big Data

- Smarter Reporting
- Smarter Procurement
- Smarter Inventory
- Smarter Communications
- Smarter Resource Management
Kitchens that embrace innovation to make smarter resource decisions will thrive
The connected kitchen will take chefs out of the office and back into the kitchen.

Present
- Manual
- Time consuming

Future
- Automated
- Insightful
Our mission

To connect the commercial kitchen, to create a movement of chefs, to inspire others to see that food is too valuable to waste.
Winnow has already been adopted globally by market leaders in four key segments.
The biggest savings opportunity lies in overproduction

*Data collected from over 200 kitchens using Winnow
Understanding food waste is a challenge

- Hard to measure
- Traditional tracking methods fail
- Doesn’t get analyzed
Introducing the Winnow system

- **Throw food waste in the bin**
  Every time you throw food in the bin, the **connected scale** automatically registers the weight of the waste.

- **Categorize waste in three taps**
  Using the tablet, you categorize the wasted item, **capturing key data**, such as cost, reason for wastage and time of day.

- **Receive instant feedback**
  Instant feedback to drive immediate **behavioural change**; understand the value and environmental impact of waste.

- **Analyze daily & weekly trends**
  Data is processed in the cloud; you receive daily, weekly & cross-site **reports** in your inbox, with actionable data to drive change.
How we do it

Track
Find out exactly what you’re wasting and how

Learn
Reports you can analyze and act upon. Empower teams to make smarter decisions

Change
Increase profits, unlock your team’s creativity and make a positive impact on our environment
Track – Learn – Change

Baseline
Set a baseline (initial waste before Winnow) and a target waste %

Measure
Winnow’s smart scales automatically measure food entering the bin

Record
A simple touch screen customized to your menu lets you categorize your waste in seconds

“Winnow helps chefs realize that we are able to improve our efficiency, save product and production time by using this tool.”

- Executive Chef Brice Caro at Novotel Yangon Max
“Whatever your motivation might be, waste is serious. Start now. Mastering food waste only has positive consequences.”

- F&B Manager Aaron Ashley Apew at Hotel Scandic Fornebu
“The Winnow System has helped us change our behavior in so many ways, and it has even transformed the way we see food waste.”

- Executive Chef Anne-Cécile Degenne at Hotel des Arts Saigon Mgallery Collection
Daily report to identify immediate actions

Tuesday 24th October
Overview / Site name

Categorisation
- 94%

Waste
- 62kg
- 51kg

Value
- £67

Portions
- 25.6

Daily waste comparison

Top items
- Bananas
- 11kg / £13.45
- Pancakes
- 7kg / £13.45
- Sausages
- 8kg / £13.45
- Trimmings
- 14kg / £13.45

Top areas
- Breakfast - 32%
- Classics - 27%
- Plate waste - 10%
- Yes - 9%

What can we change today?
1.
2.
3.

More information / Site name

Production
- Waste
- 11kg / £13.45
- Rework
- 7kg / £13.45
- Staff food / sampling
- 8kg / £13.45
- Out of stock
- 14kg / £13.45

Waste by time of day

Uncategorised items
- 1.3kg
- 1.3kg
- 1.3kg
- 1.3kg

Coverage

<table>
<thead>
<tr>
<th>AREA</th>
<th>REWORK</th>
<th>STAFF FOOD</th>
<th>OVERPRODUCTION</th>
<th>OUT OF STOCK</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breakfast</td>
<td>£13.45</td>
<td>£5.67</td>
<td>£12.55</td>
<td>0</td>
</tr>
<tr>
<td>Classics</td>
<td>£5.46</td>
<td>£5.67</td>
<td>£11.65</td>
<td>2</td>
</tr>
<tr>
<td>Plate waste</td>
<td>£12.53</td>
<td>£3.58</td>
<td>£21.56</td>
<td>0</td>
</tr>
<tr>
<td>Afternoon tea</td>
<td>£12.37</td>
<td>£19.87</td>
<td>£11.98</td>
<td>0</td>
</tr>
</tbody>
</table>
Weekly reports to track success over time

### Compliance

- **5 stars**

### Categorization

- 96% completion

### % of Sales Overview

<table>
<thead>
<tr>
<th>Target</th>
<th>1.8%</th>
</tr>
</thead>
<tbody>
<tr>
<td>LTM</td>
<td>1.6%</td>
</tr>
<tr>
<td>Last 12 Months</td>
<td>1.6%</td>
</tr>
<tr>
<td>Current Period</td>
<td>0.8%</td>
</tr>
</tbody>
</table>

### Total Cost

<table>
<thead>
<tr>
<th>Period</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>05/12/16 to 10/09/17</td>
<td>$2,431</td>
</tr>
<tr>
<td>11/12/16 to 11/09/17</td>
<td>$1,363</td>
</tr>
<tr>
<td>04/09/17 to 11/09/17</td>
<td>$1,113</td>
</tr>
<tr>
<td>28/08/17 to 03/09/17</td>
<td>$1,150</td>
</tr>
<tr>
<td>21/08/17 to 27/09/17</td>
<td>$1,008</td>
</tr>
<tr>
<td>17/09/17</td>
<td>$813</td>
</tr>
</tbody>
</table>

### % of Sales

<table>
<thead>
<tr>
<th>Period</th>
<th>% of Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>05/12/16 to 10/09/17</td>
<td>1.8%</td>
</tr>
<tr>
<td>11/12/16 to 11/09/17</td>
<td>3.5%</td>
</tr>
<tr>
<td>04/09/17 to 11/09/17</td>
<td>1.6%</td>
</tr>
<tr>
<td>28/08/17 to 03/09/17</td>
<td>1.0%</td>
</tr>
<tr>
<td>21/08/17 to 27/09/17</td>
<td>1.1%</td>
</tr>
<tr>
<td>17/09/17</td>
<td>1.0%</td>
</tr>
<tr>
<td>17/09/17</td>
<td>0.8%</td>
</tr>
</tbody>
</table>

### Waste Cost Savings

<table>
<thead>
<tr>
<th>Period</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baseline</td>
<td>$116,089</td>
</tr>
<tr>
<td>LTM</td>
<td>$36,255</td>
</tr>
<tr>
<td>Target</td>
<td>$42,996</td>
</tr>
</tbody>
</table>

### Annualized Environmental Savings

<table>
<thead>
<tr>
<th>Period</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baseline</td>
<td>27.0t</td>
</tr>
<tr>
<td>LTM</td>
<td>115.9t</td>
</tr>
<tr>
<td>Target</td>
<td>10.1t</td>
</tr>
<tr>
<td>Baseline</td>
<td>43.5t</td>
</tr>
</tbody>
</table>
Case Study: Staff Restaurant

Food waste value vs Baseline

- Food waste cut by over 50% by value
- Over $65,000 net savings delivered
- 14 tons of food waste avoided per year
- 137,500 meals saved per year

Source: Winnow food waste data recorded at client site

"The system is really easy to read and understand, it gives us an accurate view of waste on site. Chefs and front of house staff now think about waste throughout the day. For me, being able to see with detail which products are being wasted is incredible."

– Head Chef, staff restaurant
Case Study: Compass Group

Working with Compass, Winnow is delivering value across hundreds of sites. The catering company uses Winnow’s impact data to drive down food waste, engage with customers, stakeholders and staff.

- Winnow deployed at over 250 sites for one caterer
- Food waste reduced by > 50% on average globally
- > 1,000 tons of food waste avoided
- > 2.5M meals saved
- Delivering cost savings of > $2M p.a.
Accor Hotels started working with Winnow in 2015

Today Winnow is a key tool for them to meet their group sustainability targets, including reduction of food waste by 30% in 2020.
Winnow’s impact with Accor today

Over 60 hotels in 14 countries participated, with more in plan

>$2,580,000 aggregate annualized savings

>30,000 annualized meals saved

200-600% per site annualized return on investment

2,500 tonnes annualized avoided CO2e

“After Winnow was installed we noticed that all teams see the value in the system, and we see a positive impact overall. Not only in terms of reducing food waste, but also a positive impact on productivity, better quality menus and produce, decrease in waste disposal and savings from energy bills.”

- Vice President Food & Beverage, Luxury, SEA Nigel Moore at Accor Hotels
Case study:

Working with Winnow, Costa was able to reduce value of food waste on board a pilot ship by **40% within 6 months**.
Case study: Costa

- **40%** Reduction in value of food waste
- **$1,033,540** Estimated annualized gross savings
- **550 t** Annualized avoided food waste to landfill
- **2,370 t** Annualized estimated CO2e avoided

Following the pilot, Costa decided to roll out Winnow to the rest of its fleet:

Costa Partners with Winnow to Reduce Food Waste at Sea
Others setting industry leading targets

**ACCOR HOTELS**

Reduce food waste by 30% by 2020

“The group is committed to reducing food waste by 30% by 2020 as part of its Planet 21 program.

On average, hotels trialling smart meters from the start-up Winnow reduced their food waste by 52%.”

**IKEA**

Reduce food waste by 50% by 2020

“The IKEA initiative, Food is Precious, aims to cut food waste in its food operations by 50% by the end of 2020.

Working with Winnow’s smart scale, we have saved over 700,000 meals from going to waste on an annualised basis.”

http://www.accorhotels.group/en/Actualites/2017/02/15/is-this-the-way-to-combat-food-waste

There’s a global movement to halve food waste by 2030.

Chefs are the catalyst to lead this change.
Appendix
Additional advantages of reducing food waste

- Reduce environmental impact
- Reduce energy and waste collection costs
- Improve operational control
- Help with sales and retention of customers
- Improve the quality of your food offer without increasing budget
- Help with recruitment by promoting sustainability
People have different motivations for using Winnow

Positive environmental impact

Food cost savings

Visibility and control over kitchen processes

Reduced waste by weight

Depending on what is important to you, let’s agree in advance what success looks like and how we’re going to measure it.
Track – Learn – Change

**Winnow Environmental Benefits**
- Average 50% Food Waste Reduction
- 15,000,000 meals/year
  1 meal saved every 2 seconds
- Energy & Waste collection costs
  Indirect savings on costs
- 6,000t waste / 27,000t CO2e saved annually

**Winnow Social Benefits**
- Team engagement
  Educate the Staff & Create awareness
- Innovation
  Empower staff to come up with new ideas
- Time Saving
  Less wasted time preparing unsold food, more free time for more interesting tasks
- Guest communication
  Engage guests and make them more conscious