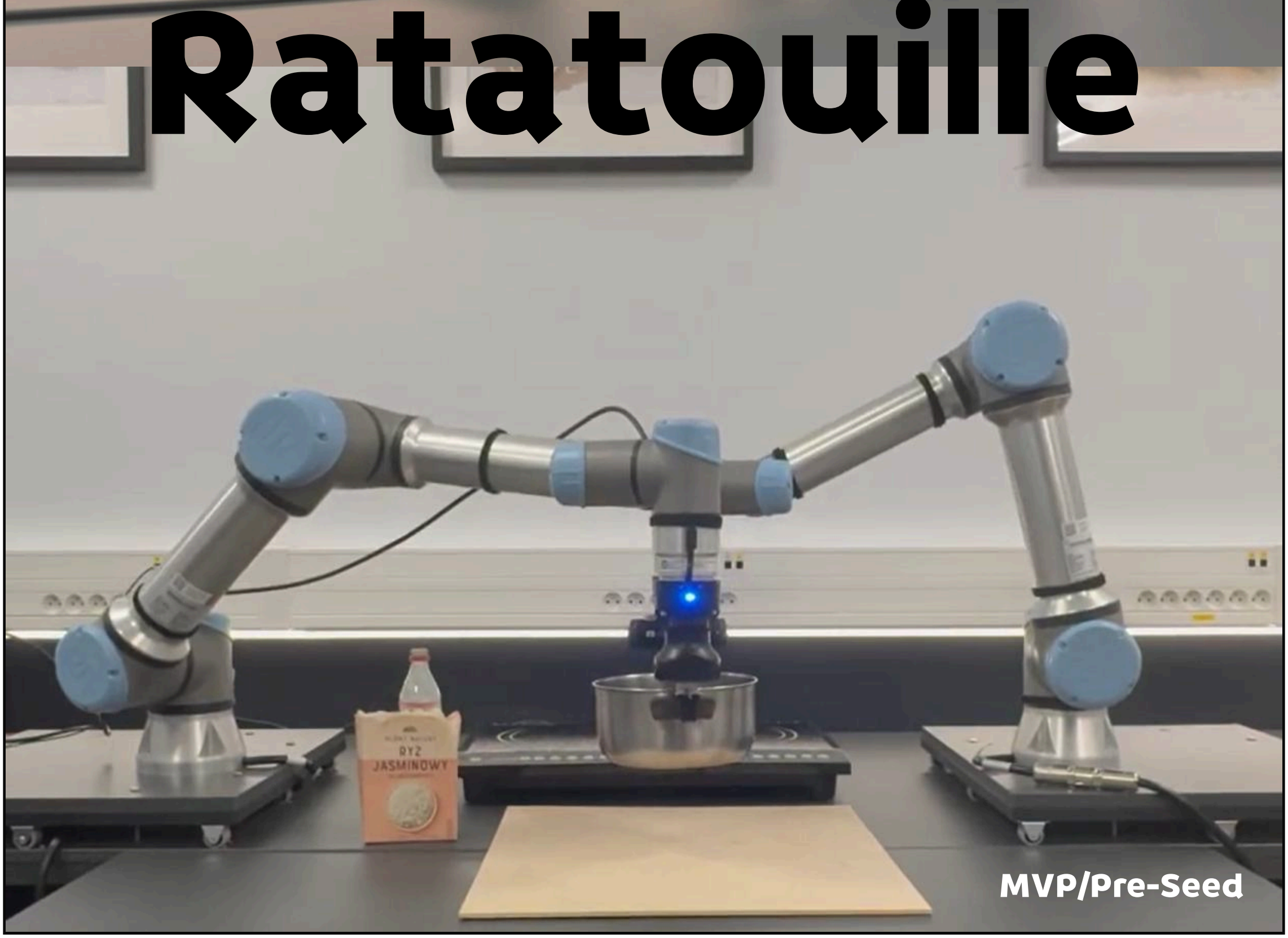
Autonomous robotic sous-chef for restaurant kitchens.

Ratatouille



MVP/Pre-Seed

The problem

Prep, slicing, watching pots, dishwashing, portioning — repetitive tasks that run every shift and require no chef's skill or judgment.
Yet they're done by paid staff, hour after hour.

The cost

- Labour = 35–40% of revenue at European full-service restaurants
- One kitchen position in Warsaw ≈ €17,500/year (gross + ZUS)
- Margins 3–6% — exactly where profit leaks
- 47% of operators name staffing cost as their #1 barrier to growth

Hardest to staff

- Repetitive back-of-house roles are the hardest to fill, with the highest turnover
- Every rehire costs thousands and weeks of lost productivity
- ~70% of operators rate current operating conditions as unfavourable

Restaurants pay twice — wages plus a constant turnover tax — for work a robot can do.

Sources: EU full-service benchmarks; FOR 2025; ZUS.

The solution

One robot that runs the repetitive stations.

Ratatouille is a robotic platform that takes over a kitchen's repetitive work end-to-end — not a machine bolted to a single task. One robot that autonomously runs the basic stations.

The work that fills every shift — handled:

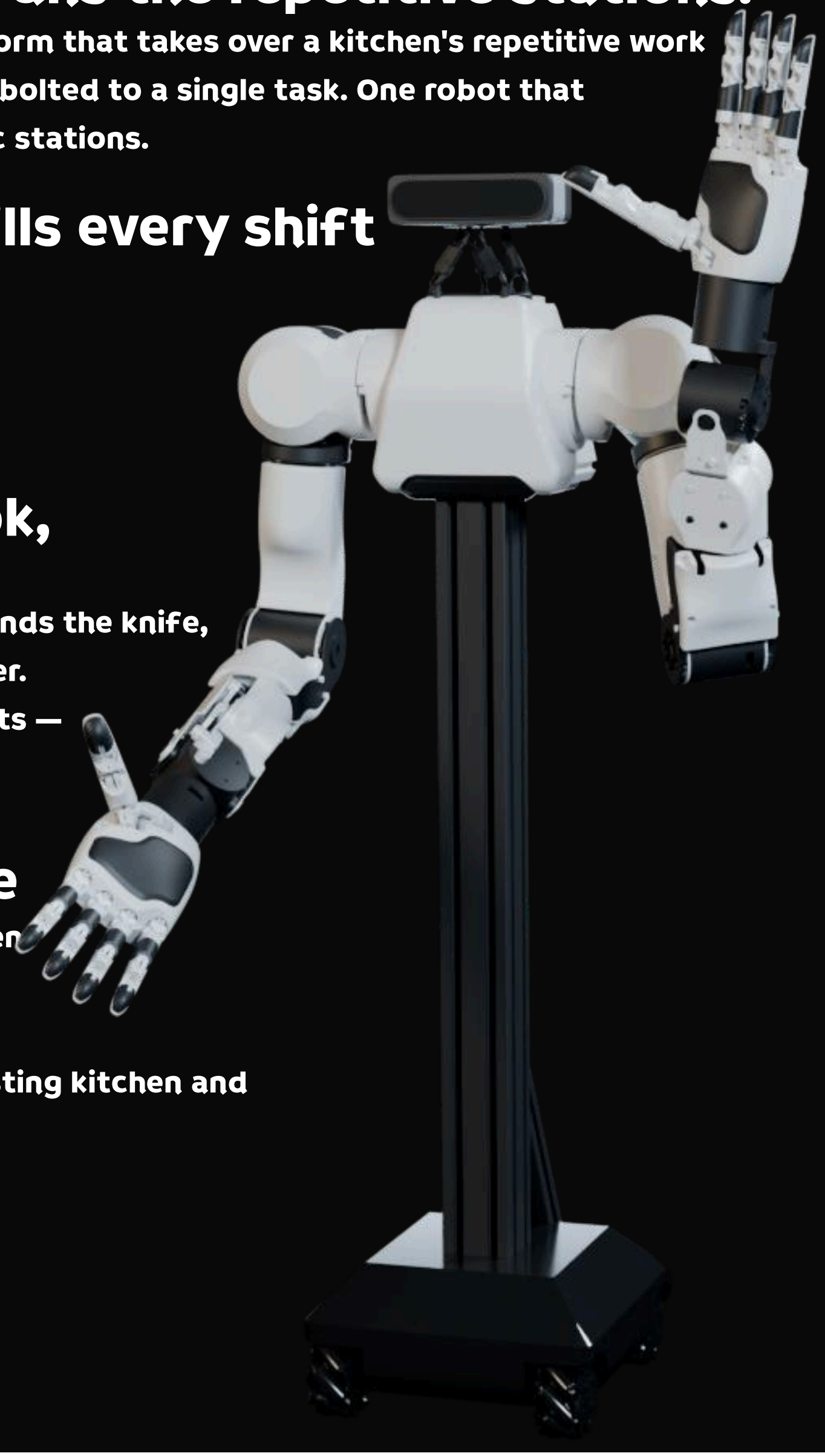
Cut · Boil · Fry
· Wash · Mix · Prep & batch
· Sort & move ingredients

Works like a cook, not a machine

· Sets up its own station — finds the knife, grabs a board, cleans up after.
· Reads the kitchen and adapts — just tell it what you need.

General-purpose

not single-task— most kitchen automation does one fixed job on a fixed setup;
Ratatouille adapts to an existing kitchen and covers multiple stations.

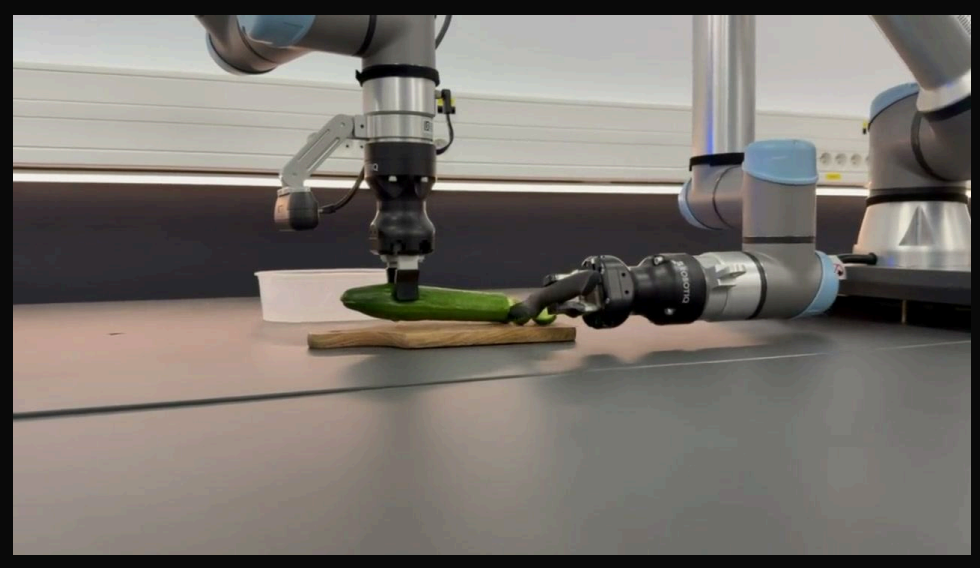


Already real, before any funding

This isn't a concept. A working prototype already runs three of these stations on a live line — today, pre-investment:

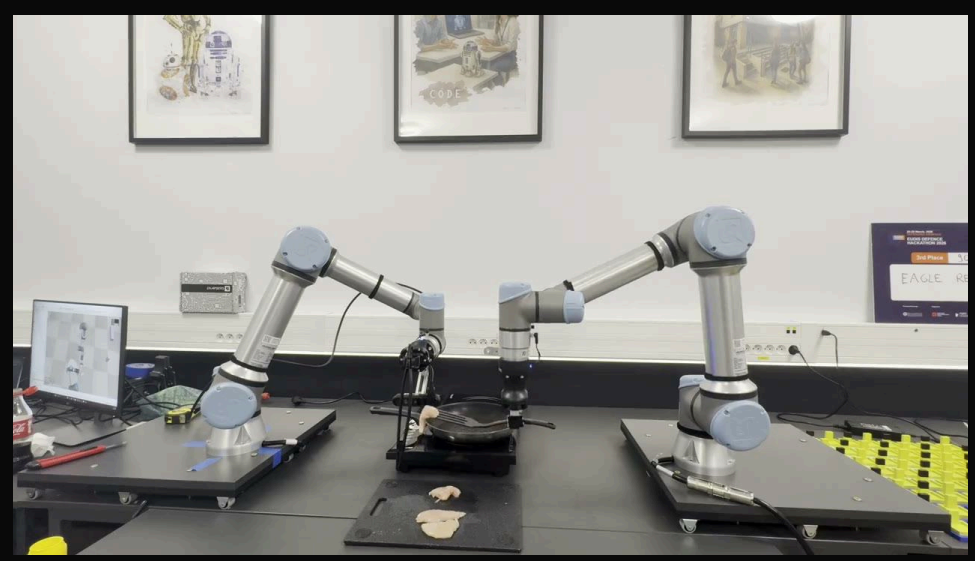
CUT

Picks up the knife, steadies the ingredient, and slices to consistent portions — same size every time.
Watch: Cutting



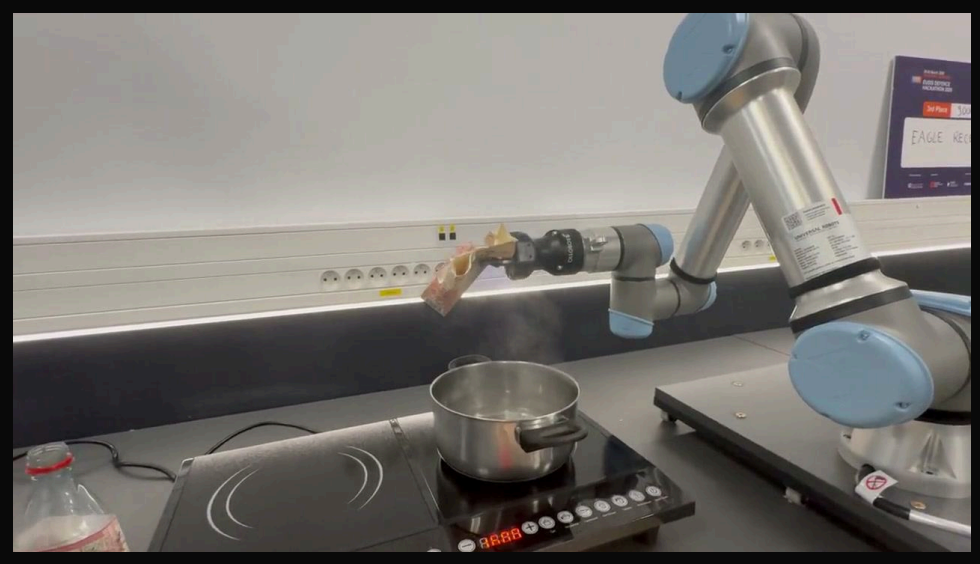
PLATE

Using a spatula and a secondary tool, it places the chicken onto the pan.
Watch: Plate



BOIL

It sets a pot on the stove, fills it with water, then adds rice into the pot.
Watch: Boil



Why now

Labour crisis hit a breaking point

Rising wages and employer costs across Europe + chronic shortage and high turnover in back-of-house roles. Repetitive kitchen work is now both the most expensive and the hardest to staff.

Manipulation AI finally works in the real world

Perception and control models (segmentation like SAM, detection, RL) only became good enough in the last ~2 years to handle arbitrary objects in an unstructured kitchen — not fixed, pre-programmed machines.

Capable robot hardware got cheap

Open-source arm platforms (OpenArm) collapsed the cost — what used to be €50k+ in industrial arms is now ~€8k BOM. Viable unit economics for the first time.

The convergence:

Acute labour pain + working manipulation models + affordable hardware = general-purpose kitchen automation is possible now, and wasn't 3 years ago. The window is open.

And the fastest-growing segment — dark/cloud kitchens — is the most ready to adopt.

Market

Top-down

- European foodservice market: ~$950B–1.27T (2025)
- Full-service restaurants = ~37–46% of it — and labour is 35–40% of their revenue
- That repetitive back-of-house labour is the pool we automate

Bottom-up

- Each full-service kitchen = 1+ replaceable repetitive position × ~€9,000/yr subscription
- ~500,000 full-service kitchens in Europe × €9k/yr ≈ ~€4.5B/yr robot-revenue TAM

(1.5M food-service establishments in the EU-27 (Eurostat, 2022); full-service restaurants a conservative ~500k subset.)

TAM → SAM → SOM:

- TAM — full-service kitchens, global
- SAM — European full-service restaurants (~€4.5B/yr)
- SOM — initial wedge: European high-repetition kitchens — dark kitchens, diet catering, full-service

Why the timing's on our side

- Cloud / dark kitchens = fastest-growing foodservice segment in Europe (~16% CAGR) — exactly our beachhead

Sources:

Eurostat — 1.5M food service establishments in EU (2022)

Restaurants & mobile food service enterprises in EU by country (2023)

Business model

Cheaper than the labour it replaces — and recurring revenue for us.

	One kitchen worker	Ratatouille — Buy	Ratatouille — Subscribe
Upfront	—	€10,000 once	€0
Monthly cost	~€1,450/mo	minimal after payback	from ~€750/mo
Yearly cost	~€17,500/yr	€10,000 (yr 1), then upkeep	~€9,000/yr
Pays for itself	—	~7 months	cheaper than a wage, day one
Turnover / rehiring	high · ~€700–1,900 each	none	none
breaks · overtime	yes	none	none
Hours covered	one shift	every shift	every shift

After payback, every offloaded position is ~€1,450/month back in the operator's pocket — no turnover, no sick days, no overtime.
For us: recurring revenue per robot, per kitchen — MRR that scales with every deployment.

Tech moat

General-purpose Sim2Real stack

Reconstructs the real kitchen in simulation (~5 mm accuracy) and acts through synchronized virtual twins. YOLO + SAM2 perception, stereo + point clouds, dual-arm control via inverse kinematics. Handles arbitrary objects in an unstructured kitchen — no fixed setup, no pre-programmed routine.

Low-cost hardware → high margin

Built on an open-source arm platform (OpenArm): ~€8k BOM vs €50k+ for industrial arms. Cheap to build, high gross margin on recurring subscription, scales without exotic hardware.

Data flywheel — compounding moat

Designed so every deployed robot feeds a central learning loop — as the fleet grows, the shared "second brain" makes each robot smarter. A compounding advantage a competitor without a fleet can't replicate.

Founder depth

Built the full perception → simulation → control system solo, out of 2 years of robotics research.

Go-to-market

Where we are

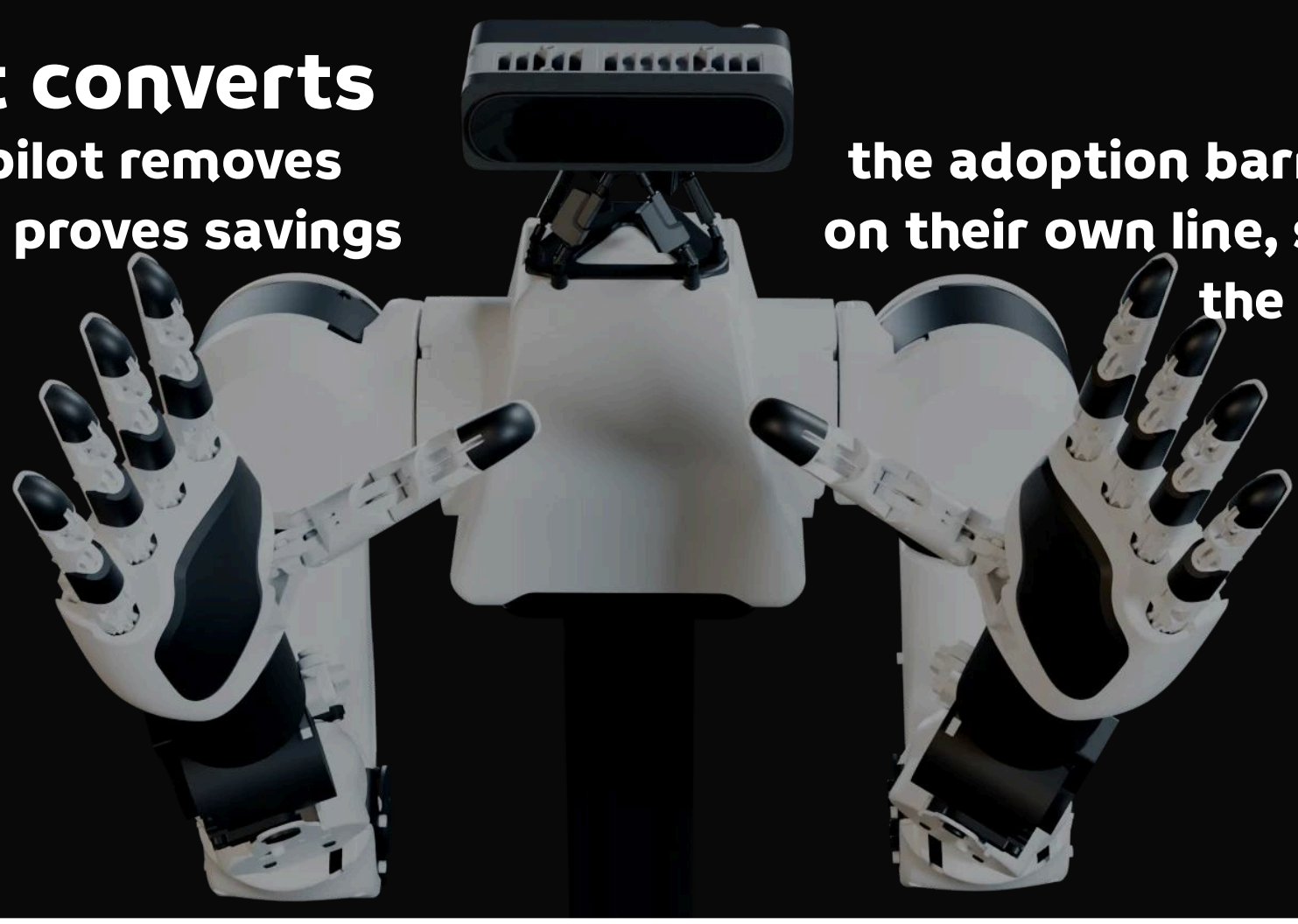
- Working prototype running 3 stations on a live line — pre-funding
- Customer development: talked to 6 kitchens / 4 owners; 2 are considering a free pilot.
- Z Fellows — interviewed (Baylor Adams); invited to send progress for the Aug/Sept cohort.

Go-to-market — the free-pilot wedge

- Land kitchens with a free 2-week pilot on their own line (zero risk, cancel anytime)
- Prove savings on their line → convert to paid subscription (recurring revenue per robot)
- Beachhead: high-repetition kitchens — diet catering, dark kitchens, full-service

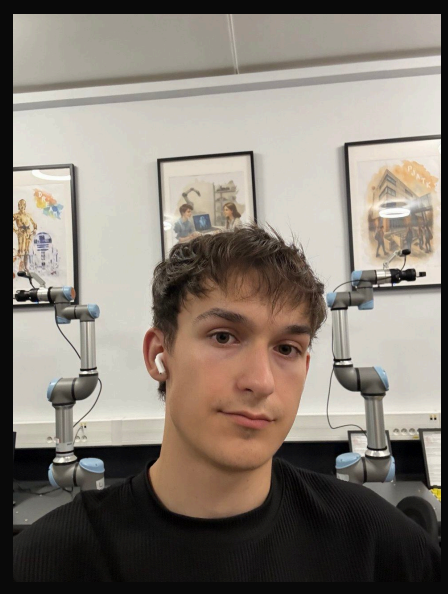
Why it converts

The free pilot removes the adoption barrier; once the robot proves savings on their own line, switching to paid is the easy yes.



Team

Founder



Mykhailo Sulimovskyi (CEO) — built the full Sim2Real perception → control system and the working prototype solo. Robotics researcher at PJAIT (2 years).
Watch LinkedIn

Co-Founder

Andrei Niastsiorkin (CTO) — Owns the data flywheel & ingestion pipeline — the "second brain" that compounds across the fleet.
Watch LinkedIn

Advisors

- **Dr. Michał Majewski — Dr. of Engineering; Head of the Generative AI specialization, PJAIT**
- **Oleksandr Zimenko — lecturer, PJAIT**

Hiring with this round:

- **ML / Computer-Vision engineer — perception & manipulation, to accelerate the pilot fleet.**

The Ask

Raising €150,000 — a first check to go from lab prototype to a deployable robot running its first paid pilot.

Terms: €150k SAFE · cap €1.5M · 20% discount.

What it buys — 6 months, one milestone: lab prototype → 2 kitchen-ready unit → 2-week pilot on a real line.

Hardware — 3 deployable units (first ~€28k, units 2–3 reuse tooling ~€10k each)	~€48k
Compute & cloud — training + data pipeline	~€12k
Equipment & tools — 3 dev workstations, 3D printer + materials, spares	~€16k
ML/CV engineer (1 hire, ~6 mo)	~€28k
Pilot deployment & ops	~€10k
Workspace & fit-out (Warsaw workshop, 6 mo)	~€10k
Founders runway (2 founders, ~6 mo)	~€20k
Buffer	~€6k
Total	~€150k

Why now, why this size

This pilot de-risks the €300k pre-seed that follows.
Your SAFE goes in before that milestone — at today's price, not the post-pilot one.