NEXT GENERATION RESTAURANT OPERATING SYSTEM

THE TEAM

Taavi Kliss

CTO & co-founder

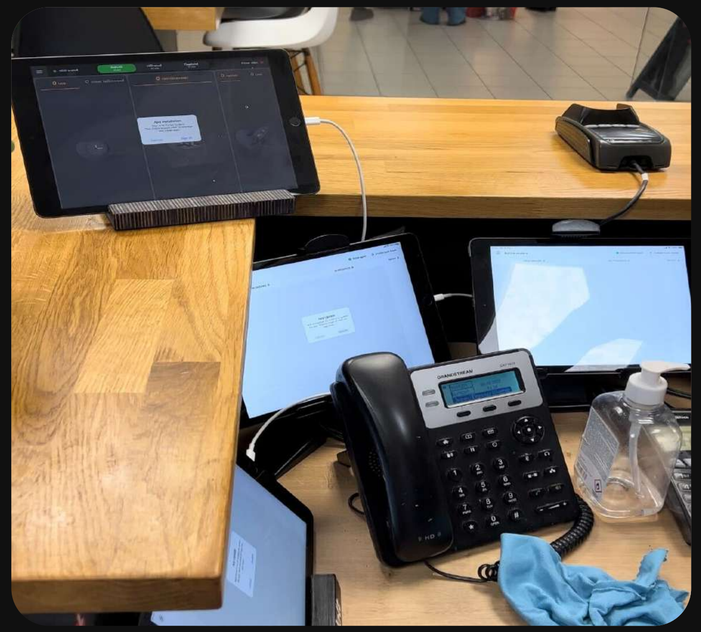
Technical wizard and CTO, has honed his skills in software engineering, particularly in the retail POS domain, making significant strides in stock management and payment integrations.

Claus Pener

CEO & co-founder

Strong background in sales, marketing, and product management across banking, fintech, and tech sectors. His expertise lies in understanding and translating restaurant dreams into market-winning strategies.

Problem



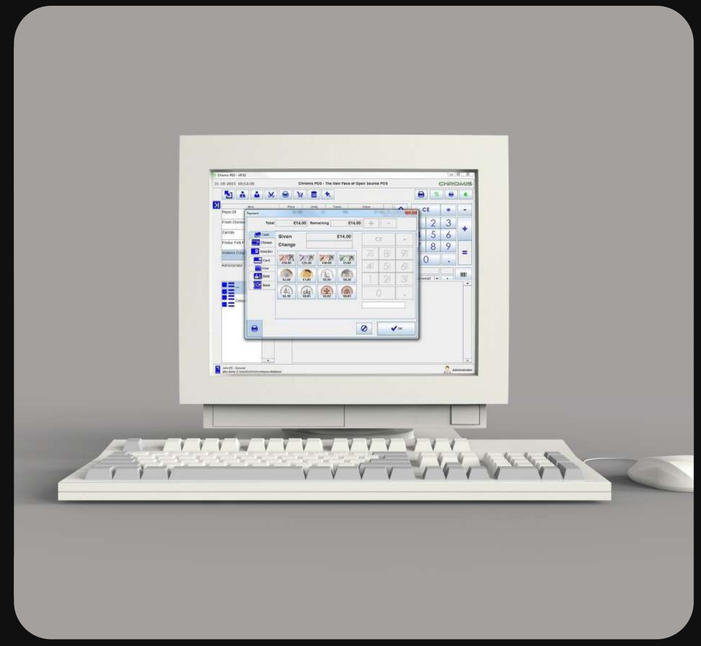
7 different tools.
0 interconnectivity.

Average restaurant uses up to 7 systems for their daily operations that do not communicate with each other.



No possibility sell online.
Super high fees.

Restaurants pay up to 30% commission per delivery and 10% per takeaway order to delivery platforms.



Old and outdated tools.
Daily headaches.

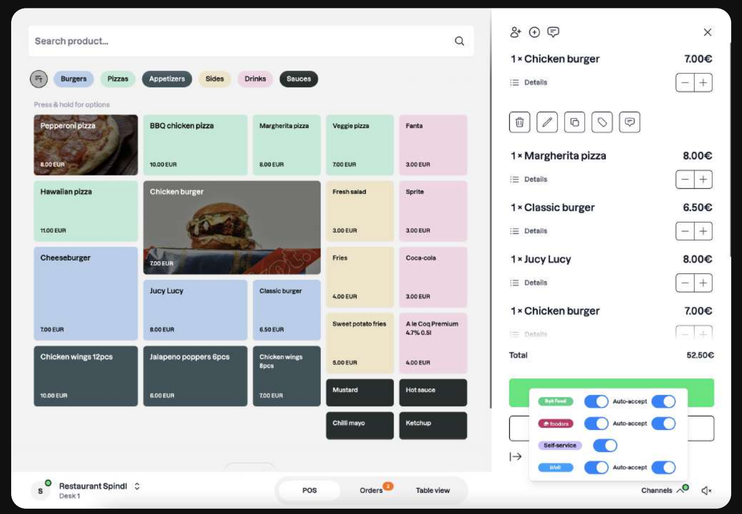
Losing thousands of euros due to downtime, manual work, unnecessary stress and unreliable tools which results customer dissatisfaction.

Solution

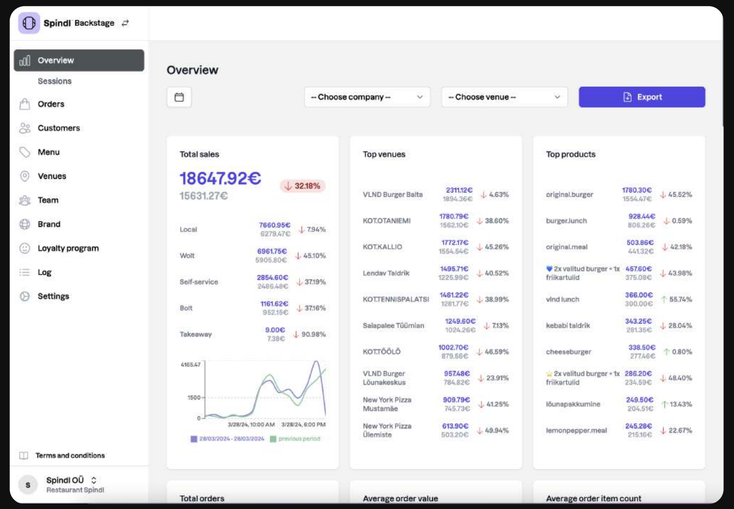
Next generation delivery native restaurant operating system built with a suite of interconnected tools.

All in one OS

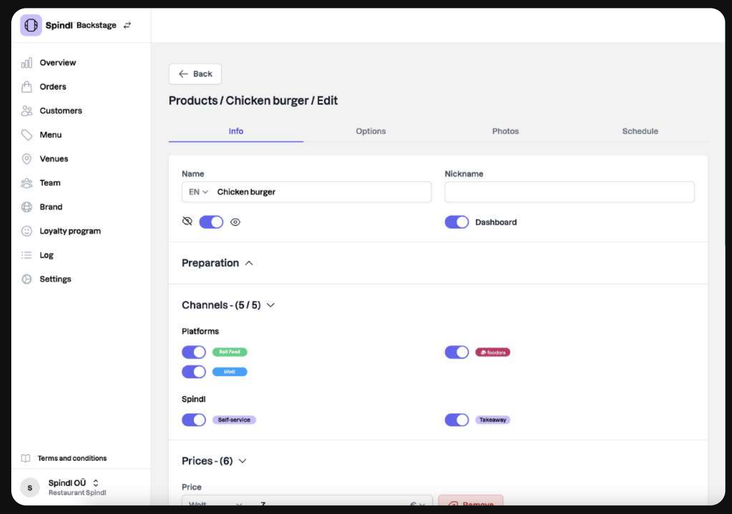
POS



Management



Integrations/ automations



Staff

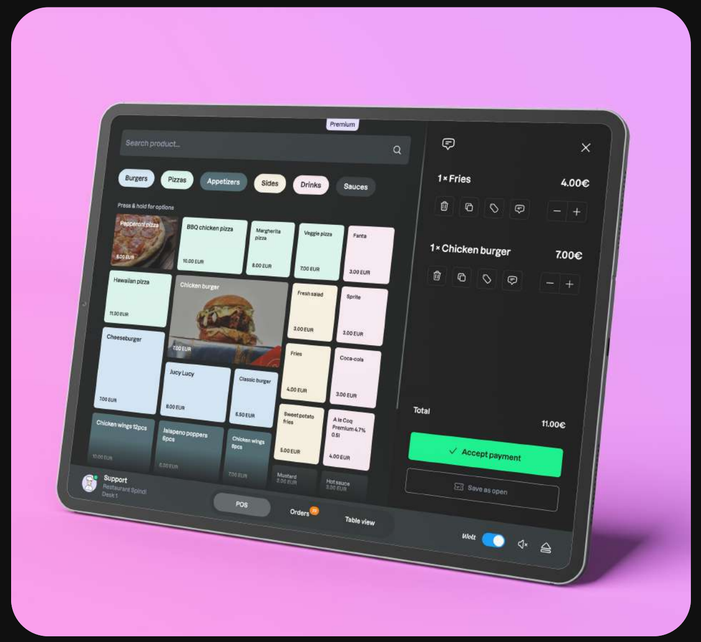
Owner/Manager

How it works



Operations & Processes. Supercharged.

Connected to all delivery platforms. Streamlined operations & automated workflow. Built-in inventory, loyalty program, self-service.



Simple & Sales Driven UI No bs.

Generate up to 15% more sales through behavioural science. No learning needed, onboarding in minutes.



Revenue boosting features. Make more money.

10% revenue increase through direct online sales, self-service, customer engagement & other innovative features.

Case study

kot.

	Before	After
Avg basket size	9.8€	**12.8€**
Avg production time	21 min	**9min 52s**
Headcount	26	**17**

Conclusion: Over **15%** revenue increase overnight, **50%** decrease in production time, **tens of thousands** a year saved in labor costs.
100% uptime.

Spindl collects 3.5k € in fees every month from this restaurant.

Business model

1.49% per transaction

All inclusive.

Traction

Notable mentions.

Top fried chicken restaurant in Finland and Estonia, 5 locations.
6M EUR ARR

Top smashed burger restaurant in Estonia, 3 locations.
2M EUR ARR

Top kebab chain in Estonia, 3 locations.
2.5M EUR ARR

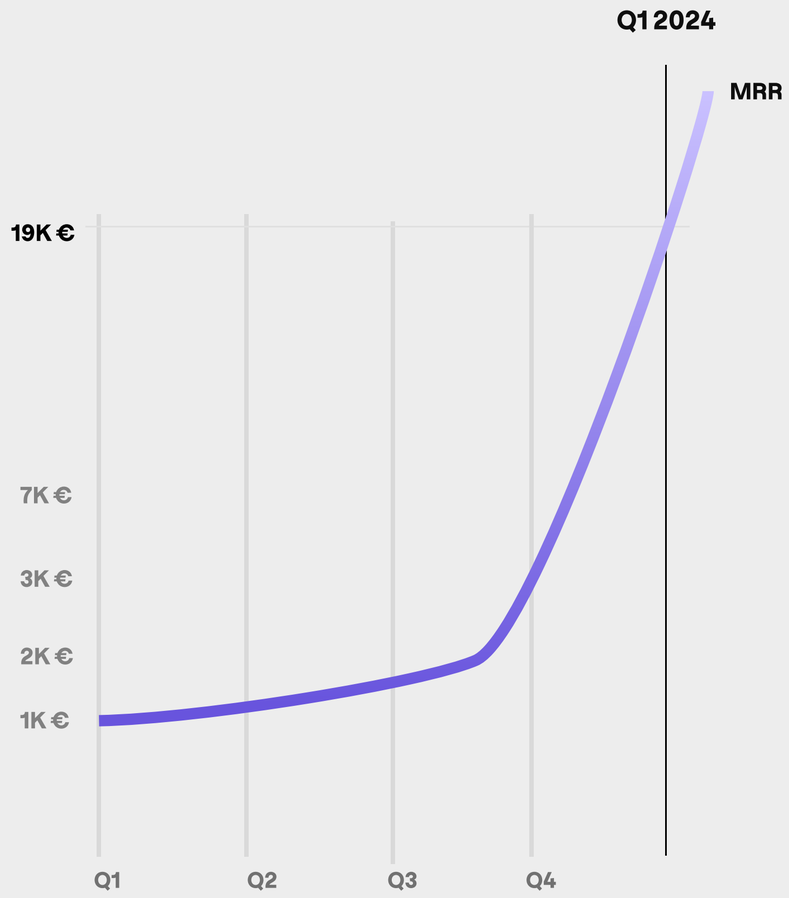
Top American style pizza chain in Estonia, 5 locations
2M EUR ARR

LAUNCH IN Q1 2023

ARR: 200K

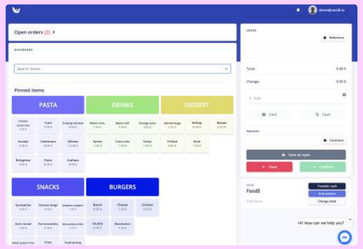
ALL-TIME PROCESSED: 10 000 000€

CASHFLOW STATUS: BREAKEVEN



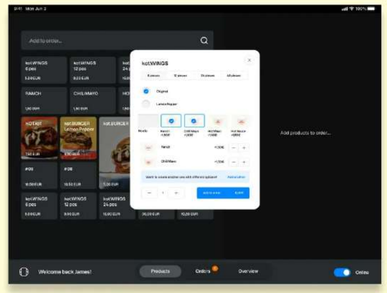
Roadmap

THE BEGINNING



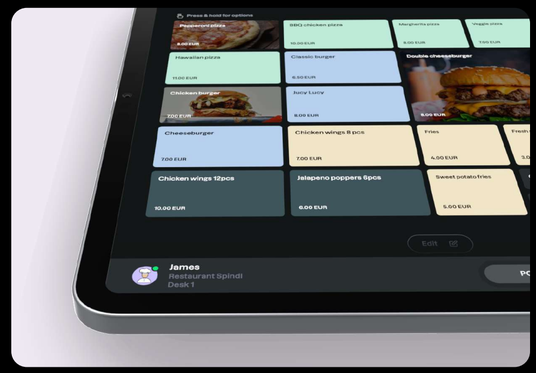
SIMPLE POS
2021

TODAY



NEXT GEN
RESTAURANT OS

POST FUNDRAISE



AI POWERED, SMART
RESTAURANT OS
API AS A SERVICE (APIaaS)

SEED ROUND 1.5M EUR



Integrations

Bolt ✓ Wolt ✓ → foodora ✓ → Delivery Hero ✓ → DOORDASH NEXT → Uber Eats

	Q1 2024		Q4 2025
ARR	200k EUR	→	2.5M EUR
Product	Connected	→	Smart
Gross Margin	75%	→	90%
Team	2	→	28

Commercial/ tech ratio

Sales

R&D

Team

8 × SDR

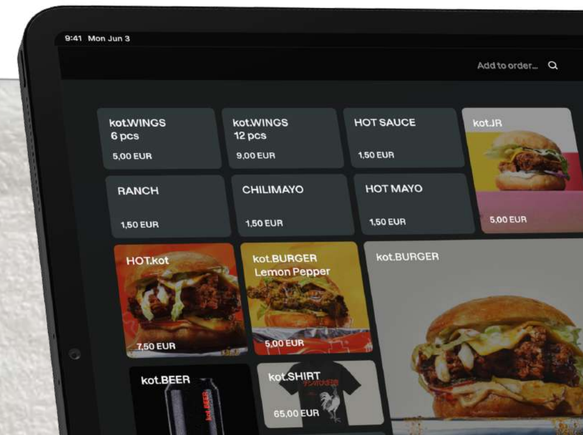
4 × Onboarding specialist

4 × Account Executive

5 × Dev/QA

4 × Customer support

3 × Leadership positions



Backers

icebreaker



Aleksi Partanen
Icebreaker.vc Co-founder/ General Partner



Sergei Anikin
Pipedrive ex-CTO

Advisors



Kim Mikkola
Michelin star Chef



Rain Johanson
Bolt ex-CTO



Mikko Silventola
Angel investor



CLAUS PENER

claus@spindl.app
+372 527 1698

Next generation restaurant OS.