



Dobot Robotic Coffee Machine



Pain Points in the Traditional Coffee Industry



High risk of site selection Significant losses from store closure

- Site selection failure rate: 20%-35%.
- Losses from store closures= 1.2-1.5 times the investment in the store.



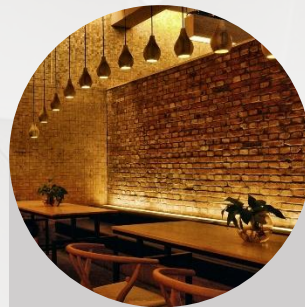
High labor costs High employee turnover

- Labor costs account for 15%-35%.
- Employee Turnover rate exceeds 40%.



Unstable coffee quality Many customer complaints

- Refunds and exchanges account for 1%-5%.
- Compensation penalties account for 1%-3%.



High store rental costs Scarcity of high-quality space

- Rents account for 18%-50%.
- The higher the customer traffic, the scarcer the space.



Short business hours Limited supply

- 8-12 business hours
Overtime payments are required on weekends and holidays.

Characteristics of DOBOT Robotic Coffee Machine



The Dobot Robotic Coffee Machine is a fully automated coffee machine featuring a six-axis collaborative robot. It brews high-quality fragrant coffee in just 45 seconds without requiring manual supervision. Capable of operating 24/7, it tackles challenges like high labor costs, limited prime store space, and inconsistent quality found in traditional coffee shops. It offers a new business paradigm for the development of retail automation.



Saving Space

The entire coffee machine occupies less than 2.5 m², making it suitable for placement in various crowded locations. This saves on rental costs and allows for flexible mobility.



Quick Production

Using collaborative robots, which make coffee with precise and fast movements, it is possible to brew a fresh cup of coffee in as little as 45 seconds—30% faster than a typical barista.



Customized Options

It offers customized options such as hot/cold drinks, sugary/unsweetened drinks, and more than 20 types of coffee and other beverages to choose from, meeting the diverse needs of consumers.



Cost Reduction

With 24-hour operation and no need for manual supervision, the coffee machine significantly reduces labor costs. It consumes only 5 kW of power, substantially lower than the traditional coffee shop's 60-150 kW. This not only makes it environmentally friendly but also helps in effectively reducing overall operating costs.



Specifications of DOBOT Robotic Coffee Machine



Product Name: Robotic Coffee Machine

Overall Dimensions: 1500*1300*2000 (mm)

Footprint: 1.95m²

Total Weight: 500kg

Power Parameters: 220VAC, 50Hz

Rated Power: 5000W

Coffee SKUs: 20-30 types

Storage Capacity: 100 cups

Cup Dispensing Speed: 45-90 seconds

Order Screen: 10.1-inch touch screen

Robot: 6-axis collaborative robot

Flavor syrups: 4 types

Partial Product List



Iced Americano
Cup Size: 360ml



Hot Americano
Cup Size: 330ml



Iced Latte
Cup Size: 360ml



Hot Latte
Cup Size: 330ml



Hot Vanilla Latte
Cup Size: 330ml



Iced Vanilla Latte
Cup Size: 360ml



Latte Macchiato
Cup Size: 330ml



Cappuccino
Cup Size: 330ml



Hot Caramel Latte
Cup Size: 330ml



Iced Caramel Latte
Cup Size: 360ml



Iced Hazelnut Latte
Cup Size: 360ml



Hot Hazelnut Latte
Cup Size: 330ml

Solution Details



Main Hardware Components



Collaborative Robot

Degrees of Freedom: 6

Weight: 11kg

Load: 2kg

Arm Span: 625mm

- Compact design
- Module design is easy to program
- Aesthetic outer design
- Suitable for retail scenarios



Commercial Coffee Machine

Output Power: 4kw

Bean Storage Capacity: 2kg

Weight: 47.5kg

- 11.6-inch touch screen
- Stainless steel storage dual boiler
- Imported stainless steel grinder blades
- Imported detachable brewer
- Self-supplied Water + Bottled Water Mode
- Real-time machine status monitoring



Commercial Ice Maker

Output Power: 650w

Ice Production Capacity: 90kg/24 hours

Ice Storage Capacity: 3.5kg

- Personalized function settings
- Self-supplied Water + Bottled Water Mode
- Ice/Water/Ice + Water Modes
- Comprehensive detection function
- Water supply system safety protection



Integrated Flavor Syrup Dispenser Machine

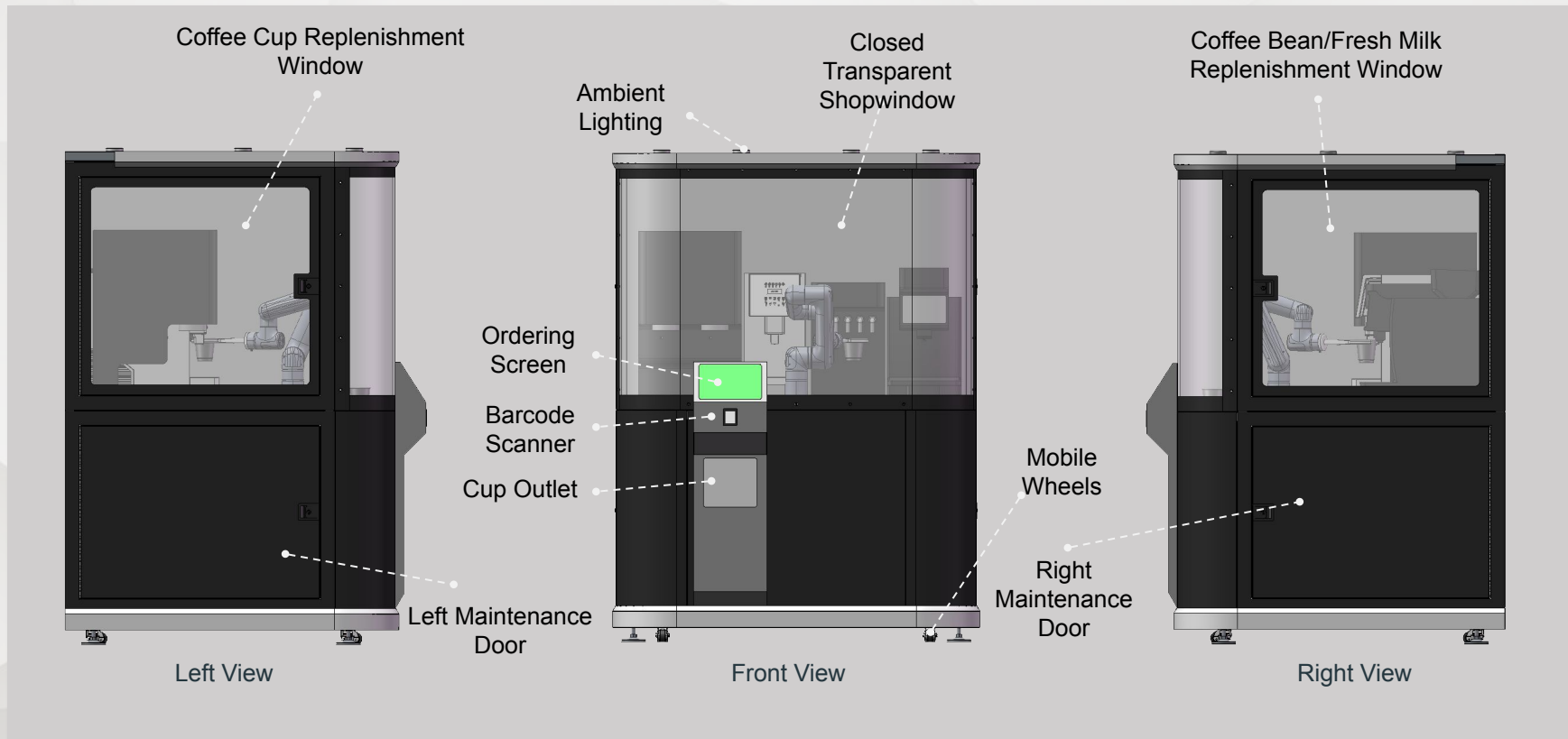
Output Power: 100w

Weight: 20kg

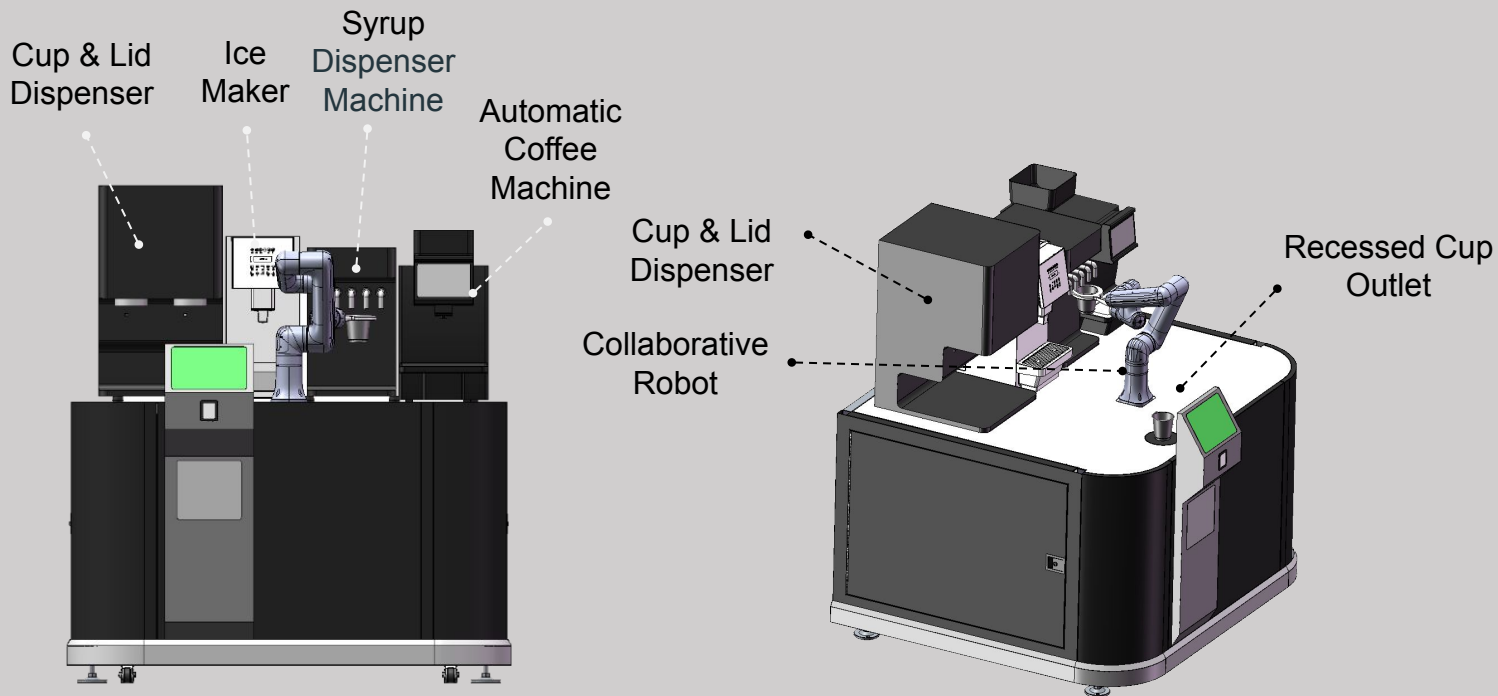
Syrup Quantity : 4 channels

- Aesthetic outer design
- Constant temperature storage, ensuring precise dispensing
- Modular design, independent pipelines
- Easy and hygienic material replacement
- Real-time material monitoring, shortage alarm

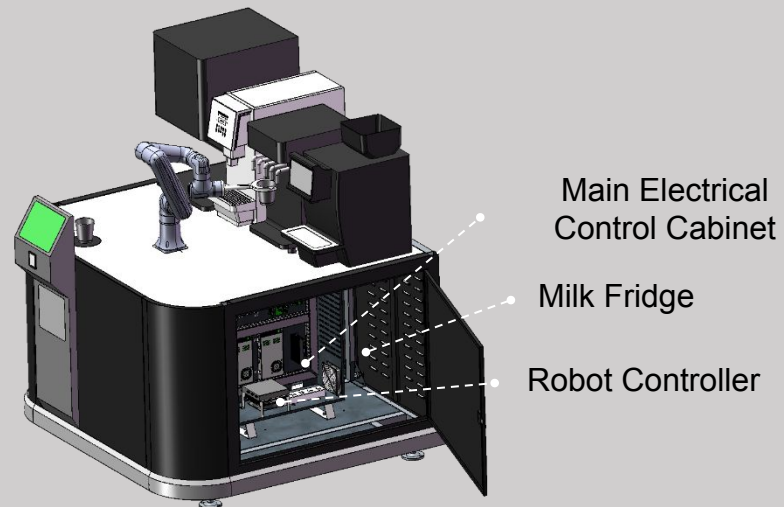
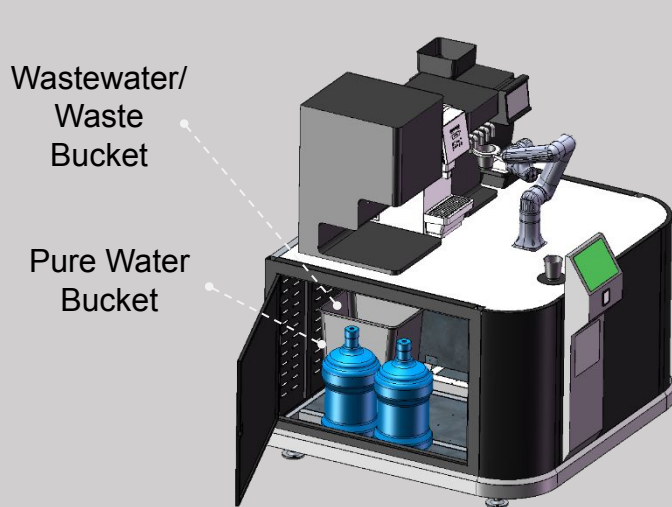
Overall Scheme Design



Countertop Layout Design



Bottom Layout Design



Product Configuration



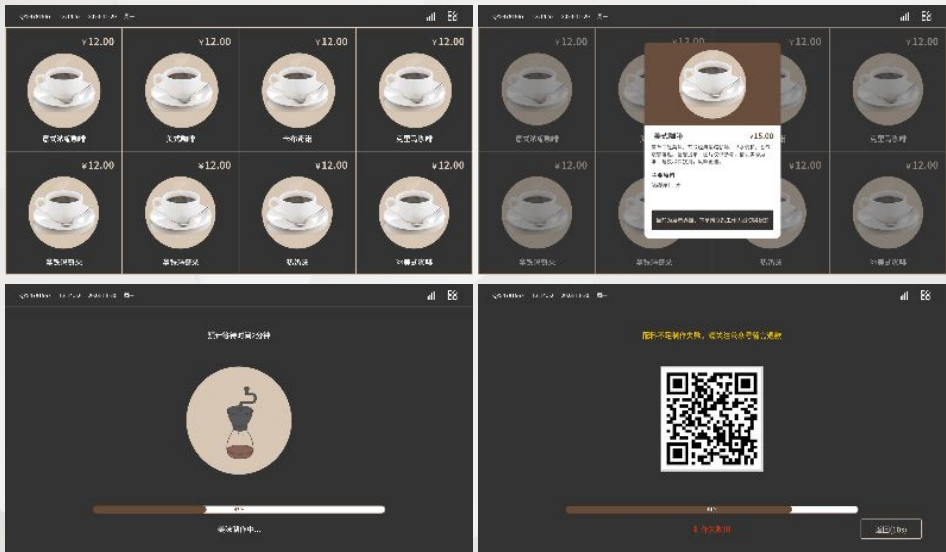
Product Configuration Description				
Serial No.	Name	Quantity	Unit	Description
1	Overall Appearance Framework	1	Set	Mobile stand, fully enclosed transparent shopwindow, customized appearance
2	Collaborative Robot and Grippers	1	Set	6-axis collaborative robot (2kg)
3	Coffee machine and milk fridge	1	Set	Commercial coffee machine/ special fridge
4	Nugget ice maker	1	Unit	3.5kg, production capacity: 90 kg/24 hours
5	Sugar Syrup Dispenser Machine	4	Set	Accurate dispensing, 1 L/set
6	Cup & lid dispensers	1	Set	50 paper cups, 50 cold drink cups, 100 lids
7	Elevating cup dispenser	1	Set	Automatic lifting to effectively isolate insects, ants, and dust
8	Integrated ordering screen	1	Unit	10-inch touch screen, voice reminder, barcode scanner
9	Advertising display	1	Unit	Menu, advertising display
10	Auxiliary system	1	Set	Lighting, disinfection, wastewater/waste collection system, decoration
11	Operations Management Platform	1	Set	Order management, equipment management, shortage alarm, fault alarm
12	Operator mini-program	1	Set	Equipment monitoring, fault handling, operations management
13	Consumer mini-program	1	Set	Store location selection, product selection, membership center
Warranty period: 1 year				
After-sales Service: 24/7 online Response, on-site maintenance within 72 hours				

Coffee product replenishment capacity		
Serial No.	Name	Capacity
1	Types of coffee beans	1 type
2	Coffee bean storage capacity	2 kg
3	Milk fridge capacity	6L
4	Quantity of buckets for holding cups	1 cold + 1 hot
5	Quantity of cold drink cups	50- 80 pieces
6	Quantity of hot drink cups	50- 80 pieces
7	Quantity of buckets for holding lids	2
8	Quantity of lids	100- 160 pieces
9	Types of flavor syrups	4
10	Syrup capacity	Bottled, 750ml

Customers & Merchants

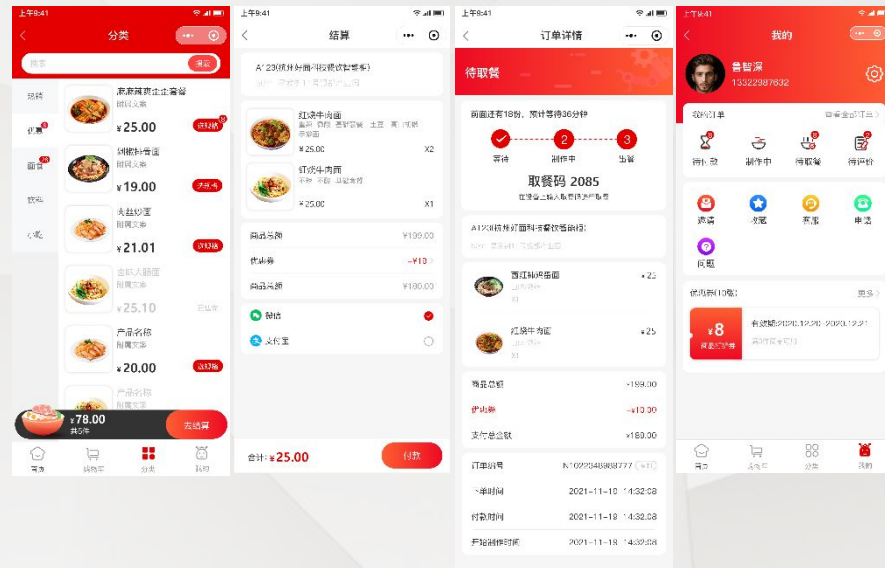


Consumer Ordering



Consumers place orders through the touch screen of the on-site machine:

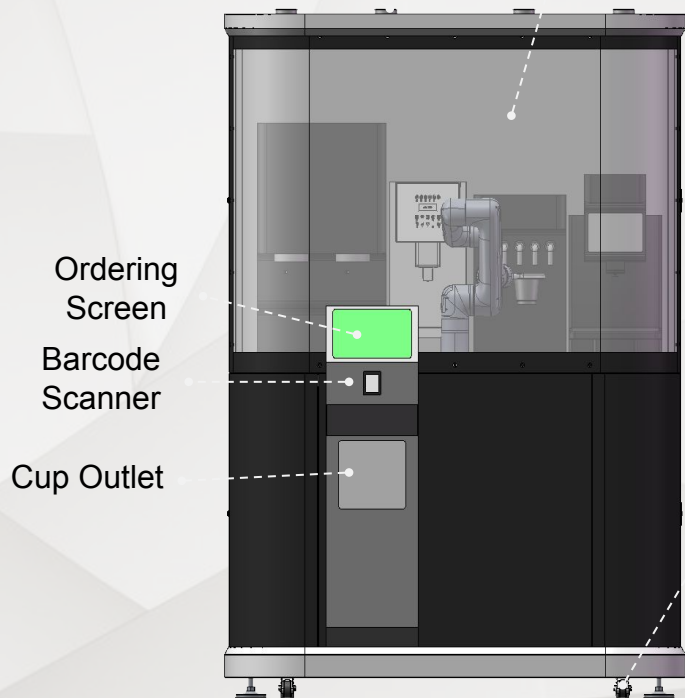
1. Consumers place orders by selecting their desired flavor on the touch screen of the on-site machine
2. Scan the WeChat QR code to make a payment.
3. Wait at the dispenser for your drink to be freshly dispensed (not pre-stored)



Consumers place orders through the mini-program interface:

1. Search using the corresponding mini-program.
2. The mini-program displays all the machines under operation within a 3km radius, allowing consumers to choose their preferred flavor and place an order.
3. After placing an order, a pickup code is generated.
4. After brewing, the coffee is stored in an internal cache area, which can hold up to six cups.
5. Upon arrival, consumers use the pickup code to retrieve their drink from the machine.

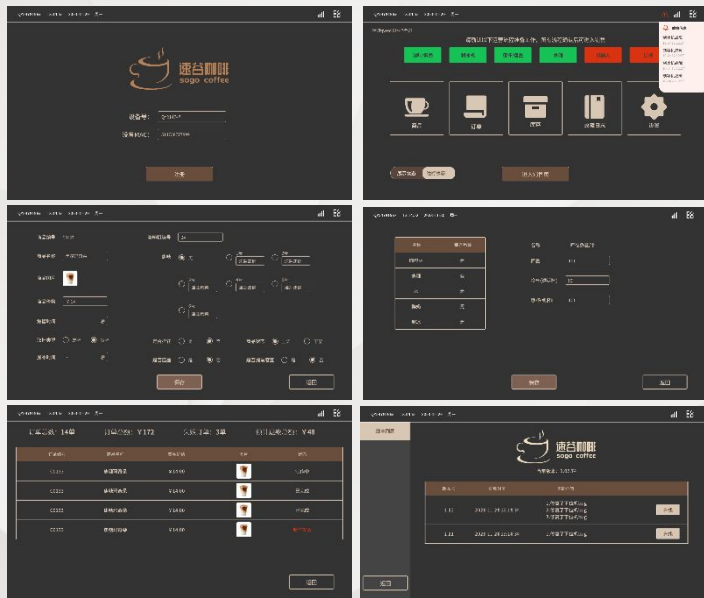
Consumer Ordering



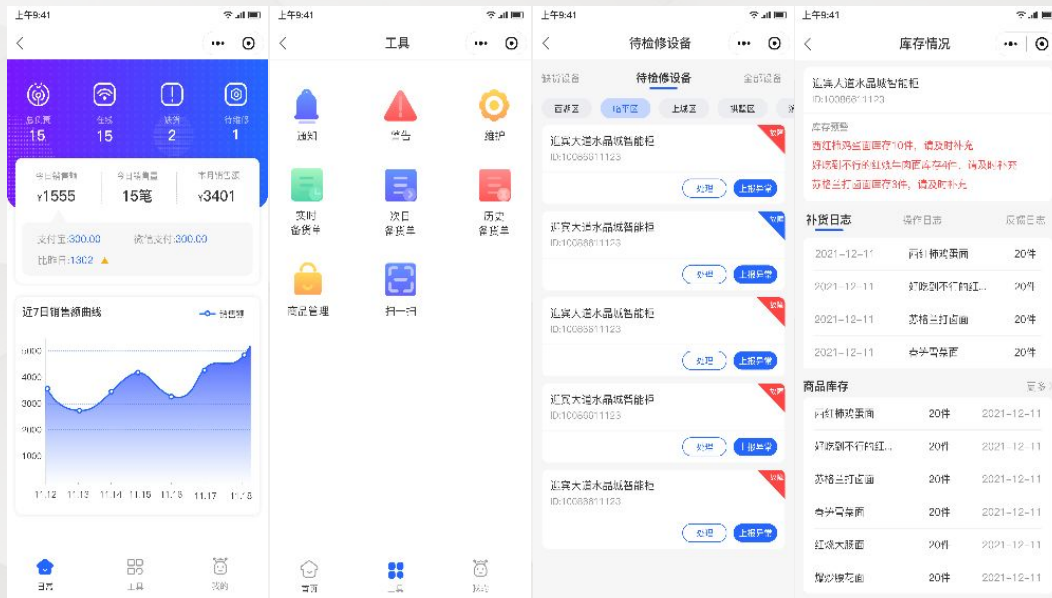
Front View



Merchant Maintenance



Merchants can enter the backend platform through the on-site touch screen to directly view data and manage operations.
(view cup quantity, set recipes, set prices, etc.)



Merchants can connect to the on-site coffee bar via a mini-program to view data and manage operations.

Merchant Maintenance - Advertising Display



Advertising Screen

Merchants can insert a USB flash drive to play their own or third-party advertisements.

Note: Currently, pushing advertisements via the internet is not supported.

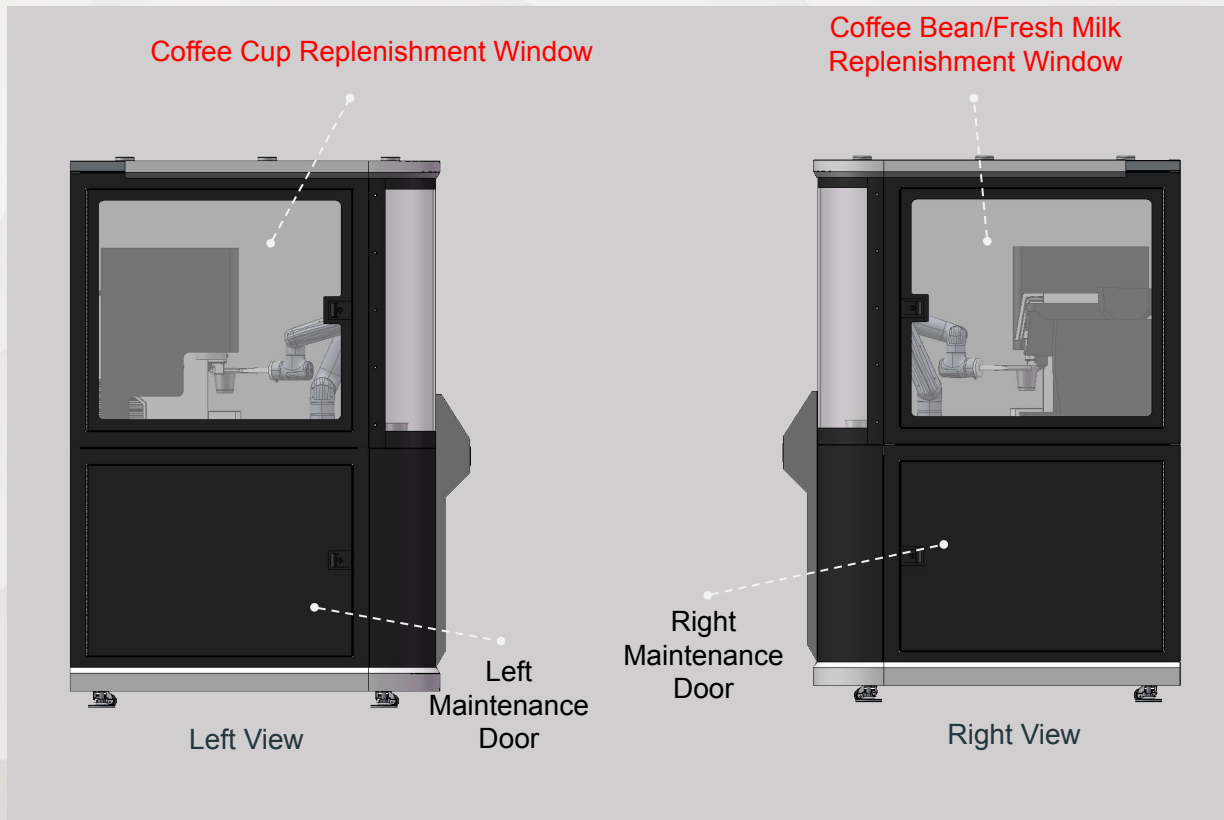
Merchant Maintenance - Pre-set Formulas



1	Beverage Name	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Room Temperature Water (ml)	Ice (g)	
	Iced Americano	40	16	8	120	125-130	
2	Beverage Name	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Water Volume (ml)		
	Hot Americano	35	15	10	180		
3	Beverage Name	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Cold Milk (g)	Ice (g)	
	Beverage Setting	40	16-17	8	20	135	
4	Beverage Name	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Milk (g)	Hot Milk Foam (g)	
	Hot Latte	35	17	10	30	0	
5	Beverage Name	Vanilla Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Cold Milk (g)	Ice (g)
	Iced Vanilla Latte	12	35	16	10	15	130
6	Beverage Name	Vanilla Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Milk (g)	
	Hot Vanilla Latte	12	35	16	10	25	
7	Beverage Name	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Milk (g)		
	Cappuccino	42	19	10	30		
8	Beverage Name	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Milk (g)		
	Latte Macchiato	36	20	10	30		
9	Beverage Name	Caramel Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Cold Milk (g)	Ice (g)
	Iced Caramel Latte	12	35	16	10	15	130
10	Beverage Name	Caramel Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Milk (g)	
	Hot Caramel Latte	12	35	16	10	25	
11	Beverage Name	Salted Caramel Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Cold Milk (g)	Ice (g)
	Iced Salted Caramel Latte	12	35	16	10	15	130
12	Beverage Name	Salted Caramel Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Milk (g)	
	Hot Salted Caramel Latte	12	35	16	10	25	
13	Beverage Name	Haze Int Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Cold Milk (g)	Ice (g)
	Iced Haze Int Latte	12	35	16	10	15	130
14	Beverage Name	Haze Int Syrup (g)	Coffee Volume (ml)	Amount of Coffee Grounds (g)	Brewing Time (s)	Hot Milk (g)	
	Hot Haze Int Latte	12	35	16	10	25	

Formulas of Some Products

Merchant Maintenance - Restocking Location



Merchant Maintenance - Restocking Raw Materials



Sogo Italian Blended Bean Series

Item	Product Name	Product Formula	Unit	Suitable Beverages	Packaging Specifications and Sensory Flavor Description	Roast Level	Market Price (RMB)
Espresso-01	Italian Espresso	40% Arabica + 60% Robusta Yunnan Baoshan Small Beans + Uganda Sun-Dried	Bag	Milk Coffee	1,000g/bag Grain aroma, nut notes, rich and full-bodied beans, high oil content, acid-free	Dark Roast	78
Espresso-02	Italian Classic	65% Arabica + 35% Robusta Brazil Cerrado + Yunnan Pu'er + Uganda Sun-Dried	Bag		1,000g/bag Dark chocolate, caramel, strong flavor	Dark Roast	91
Espresso-03	Italian Rich Roast	100% Arabica + 20% Robusta Colombia + Uganda Sun-Dried + Brazil Cerrado + Yunnan Menglian Washed	Bag		1,000g/bag Dark chocolate nut notes, moderate oil content, balanced taste	Dark Roast	98
Espresso-04	Italian Mellow	100% Arabica Colombia Huila + Brazil Cerrado + Yunnan Menglian AA	Bag	Blend	1,000g/bag Nut notes, mellow aroma, soft taste, sweet aftertaste	Medium-Dark Roast	112
Espresso-05	Nutty Blend	90% Arabica + +10% Robusta Mandheling + Brazil Cerrado + Yunnan + Uganda	Bag		1,000g/bag Grain aroma, nutty notes, balanced acidity and bitterness, moderate oil content	Medium-Dark Roast	112
Espresso-06	Cream Blend	100% Arabica Yunnan Red Wine Sun-Dried + Menglian AA + Yirgacheffe	Bag		1,000g/bag Cream, nutty notes, smooth texture, delicate oil	Medium-Dark Roast	120

Milk Recommendation

Name	Unit	Specification	Market Price (RMB)
Nestle Black & White Whole Milk	1Lbox	1L * 12 Boxes (Full Case)	139
Meiji Pure Milk	900ml/ box	900ml * 5 boxes	65

Recommend whole milk with a fat content of at least 3.2g per liter.

Merchant Maintenance - Equipment Maintenance



Daily Operation and Maintenance:

- Clean the area around the coffee machine to maintain hygiene.
- Clean and dry the workbench to prevent bacterial growth.
- Empty and clean the waste slag bins/wastewater containers to prevent bacterial growth.
- Refill coffee beans, milk, cups, and lids.
- Refill pure water buckets and flavor syrups (if available).
- Check equipment operation logs and sales logs.

Coffee Machine Maintenance:

- Avoid moisture entering the bean compartment during use.
- Use purified water for bottled water; avoid using mineral water, equip tap water with a purifier.
- Regularly clean the internal scale of the coffee machine using specialized descaling tablets.
- Automatically clean the milk frother nozzle each day to prevent clogging.
- Manually clean the milk tube after every 500 cups to prevent clogging.

Promotion Instructions



Promotion Instructions



1. Target Customers: Any individual or merchant who needs to buy the coffee machine. The current usage threshold for this machine is relatively low, with no specific restrictions on target customers.

2. Standard Order Part Number: 1300000626

The standard parts package includes:

- Robotic coffee bar machine (including Nova2)
- 500 cold drink cups, 500 hot drink cups, 1000 lids

3. Warranty Period: 12 months

4. Placement Location Requirements: Coffee workstations are limited to indoor placement; outdoor placement is not recommended.

5. Customization Support: Customization is available according to customer needs. For example, adding bean and milk bins, modifying the model of coffee machine, extending the warranty period, etc. If any customer has specific customization requirements, it is necessary to confirm and coordinate these needs internally before providing a quotation to the customer.

Internal Contact Person: Yu Huashan

Precautions



1. Once the machine is delivered to the customer's location, the system must integrate with the customer's corporate or private account to facilitate the transfer of revenue to the customer's account.
2. The machine's operation backend and mini-programs require daily maintenance. The machine comes pre-installed with a 4G data card, which incurs 4G data fees and platform management fees. Therefore, a fixed 1% fee will be deducted from each transaction (not less than RMB 0.1 per order). The prices of different coffee flavors are set by the merchants themselves.
3. The current mini-programs for consumers and operators are standard versions. If clients require a customized consumer mini-program, the fee is RMB 30,000. The same fee applies for a customized operation-oriented mini-program.
4. If clients need to reorder cups or lids after depleting their stock, particularly since the lids are customized for robotic placement, they can contact our supply chain team for bulk purchases. The specifications for both cold and hot coffee cups are 10 ounces. In theory, you can source your own supply chain, but it is advisable to test them first (considering factors such as cup stability).
5. Pay special attention to the size of the coffee machine to avoid issues such as the equipment being unable to fit through the customer's door or cargo elevator due to insufficient prior communication.



Application Case Studies

Thank you.



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