

Smart Bites

High-tech vending machines bringing hot meals, snacks, and protein treats to Bahrain's modern lifestyle

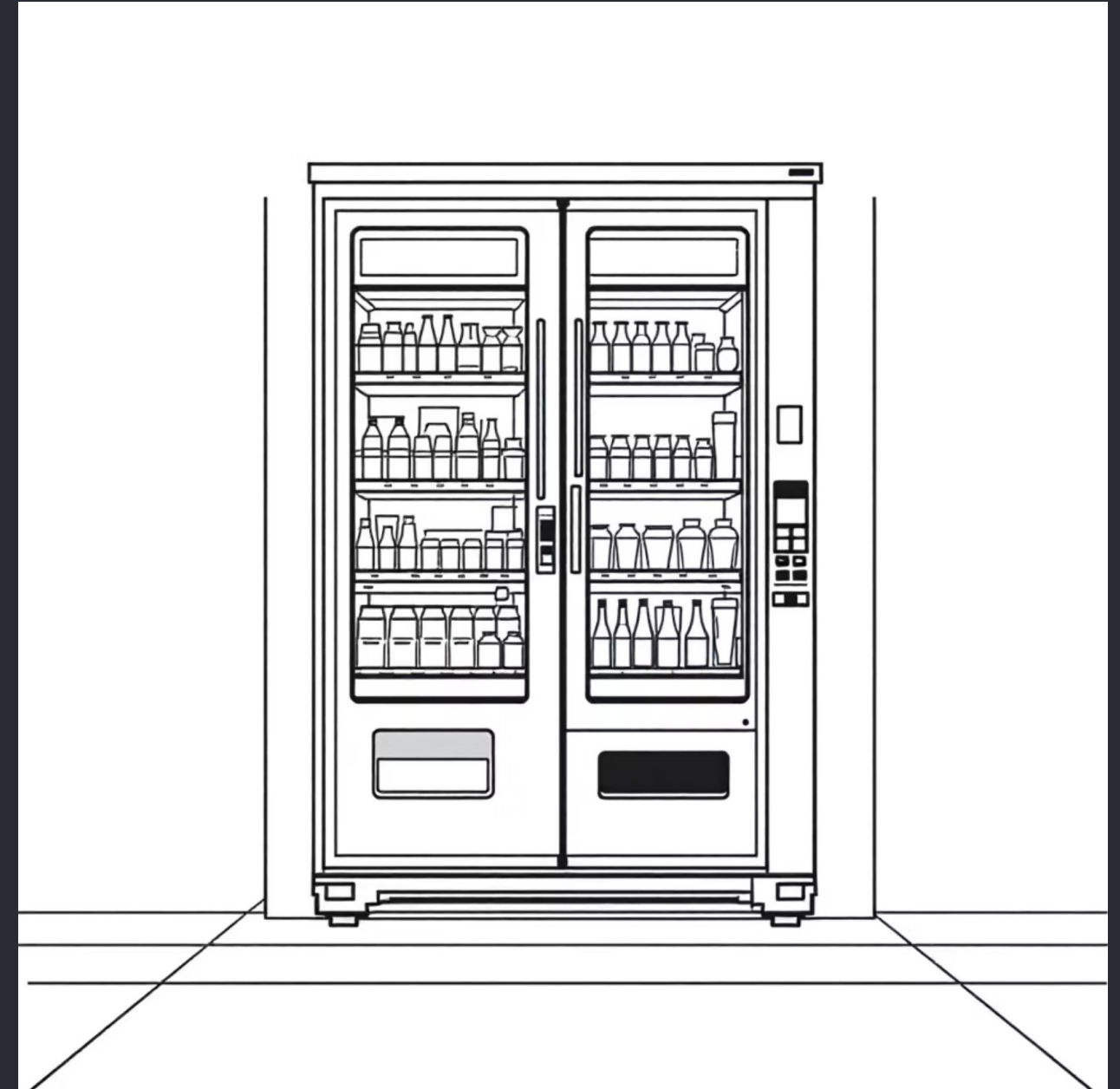


Beyond Traditional Vending

Smart Bites operates advanced vending machines that heat ready-made meals, refrigerate beverages, and dispense frozen desserts.

Cloud-connected for real-time monitoring, these machines combine convenience with minimal labor.

Products are pre-packaged from local and regional suppliers, ensuring freshness and variety across our network.



Strategic Locations



University Campuses

Convenient meals between classes for students



Corporate Offices

Fast, hygienic food without leaving work



Fitness Centers

Protein-rich post-workout options



Apartment Complexes

24/7 access for residents

Market Opportunity

Vending technology has evolved into a booming micro-retail sector in Asia, with products from hot ramen to health smoothies. Bahrain's market remains underdeveloped in this space.

Growing Demand

24/7 access to affordable, healthier food and beverages

Contactless Retail

Rising appetite for hygienic, quick convenience

Cost Efficiency

Space constraints and labor costs favor vending models



Target Customers



Gym-Goers

Seeking protein-rich snacks, healthy beverages, and low-carb treats after workouts



Corporate Employees

Want fast, hygienic, quality food without leaving the office



University Students

Looking for convenient, affordable meals and snacks between classes



Apartment Residents

Interested in after-hours meal and snack access

Product Offering

Hardware & Technology

Machines imported from Asia/Europe with mobile/NFC payments, modular design for meals or frozen goods, and remote monitoring.

Stocking & Logistics

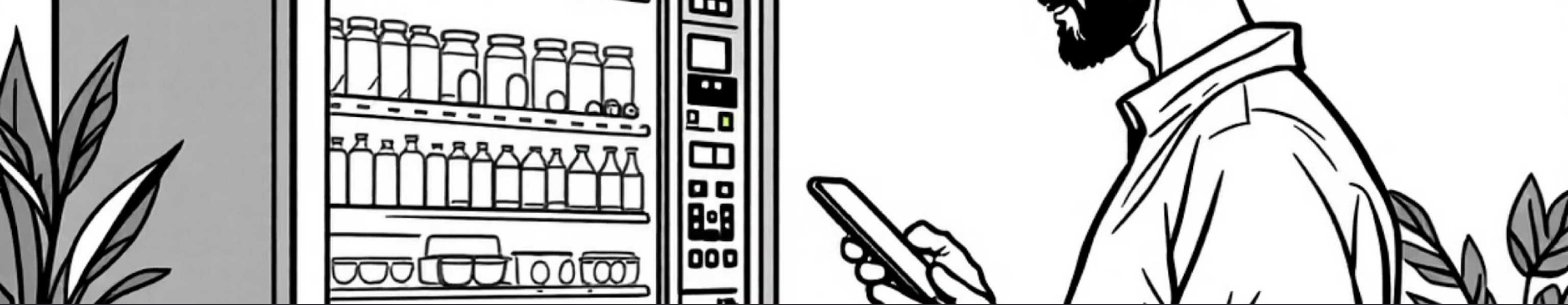
Mobile team restocks 2–3 times weekly. Food prepared by licensed local kitchens with cold-chain suppliers.

Pricing

Products range from **BHD 0.800 to BHD 2.500**, balancing margins with affordability.



- Protein ice cream and smoothies
- Healthy snacks (protein bars, nuts, veggie chips)
- Ready-to-heat rice bowls and wraps
- Drinks (cold brew, electrolyte water, juices)



Marketing Strategy



Machine Branding

Minimalist, modern look with LED screens



Social & Influencers

Collaborations with fitness and student influencers

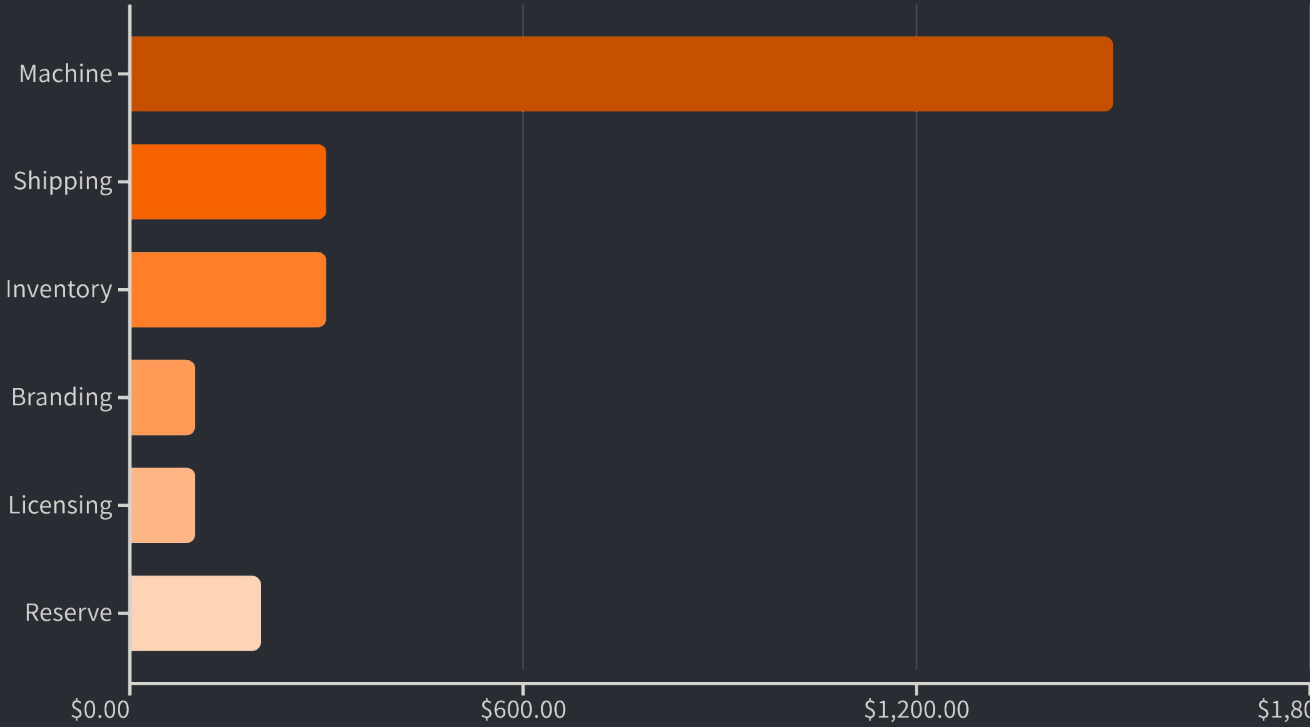


QR Loyalty Program

Points redeemable for free snacks and discounts

Financial Projections

Startup Investment



Total per machine: BHD 2,500

Initial rollout of 3 machines: ~BHD 7,500

Monthly Revenue Per Machine

450

Gross Revenue

BHD per month

160

Net Profit

BHD per month

Break-even expected within **16–18 months** with stable performance and reinvestment.

Growth Roadmap

1

Months 0–12: Launch Phase

Deploy 3 machines in university, gym, and office. Build brand awareness and operational efficiency.

2

Year 2: Scale Up

Expand to 7–10 machines across Bahrain. Refine products based on sales data. Partner with central cold-storage facility.

3

Year 3+: Innovation

Introduce specialty lines (vegan machines). Build app integration for advance orders. Explore franchising opportunities.



Next Steps

1

Finalize Machine Models

Select vending machines with heating and freezing capability

2

Secure Locations

Scout and lock in 3 high-traffic initial sites

3

Design Branding

Create touchscreen UX and visual identity

4

Order & Install

Arrange shipping, licenses, and machine setup

5

Soft Launch

Test with feedback mechanisms and optimize