

## **Shekel delivers first commercial order of Innovendi autonomous vending machines to Europe**

### **Highlights:**

- **First overseas commercial order for Shekel’s fully autonomous vending machine – Innovendi – from large European distributor**
- **First machines have been delivered with revenue accrued by CY 2019 including an ongoing subscription fee**
- **Innovendi machines provide real-time data on inventory status, transactions and analysis of consumer behaviour**

Advanced weighing technology company **Shekel Brainweigh Limited (“Shekel” or the “Company”)** is pleased to announce it has successfully signed a commercial order for its autonomous vending machine, Innovendi, to SV365 Technologies Ltd (“SV365 Technologies”). UK-based SV365 Technologies is a leading supplier of Micro Markets and technology solutions for the food service and vending industry.

The distributor agreement represents the first commercial order of Innovendi machines to an international buyer with a total of four machines purchased and delivered to SV365 Technologies in the UK.

The machines were purchased at a price in line with the Company’s product pricing policy, with revenue accrued by CY 2019. Shekel will also receive ongoing monthly fees based on a Software as a Service (SaaS) model to collect data and provide valuable retail insights. The contract order is not material compared to Shekel’s Full Year Revenue (FY18: US\$18.7 million) but is an excellent validation of the Company’s progress towards the commercialisation of its latest product. SV365 Technologies has chosen to order Innovendi machines for customers after presenting the technology at several professional events, where potential customers have demonstrated interest and experienced Innovendi as a natural evolution from traditional vending machines to autonomous Micro Markets.

The global market for ‘smart vending’ machines is predicted to grow by 15% per annum and exceed USD\$15 billion by 2025<sup>1</sup> representing a large opportunity for Innovendi. Shekel’s technology delivers clear benefits to Consumer Packaged Goods (CPG) vendors and vending machine operators, providing automated replenishment plans in addition to sales, inventory status and consumer behaviour communicated in real-time to the machine operator. The Innovendi machines are managed by an advanced cloud based management system, allowing the operator to have full control of the machines.

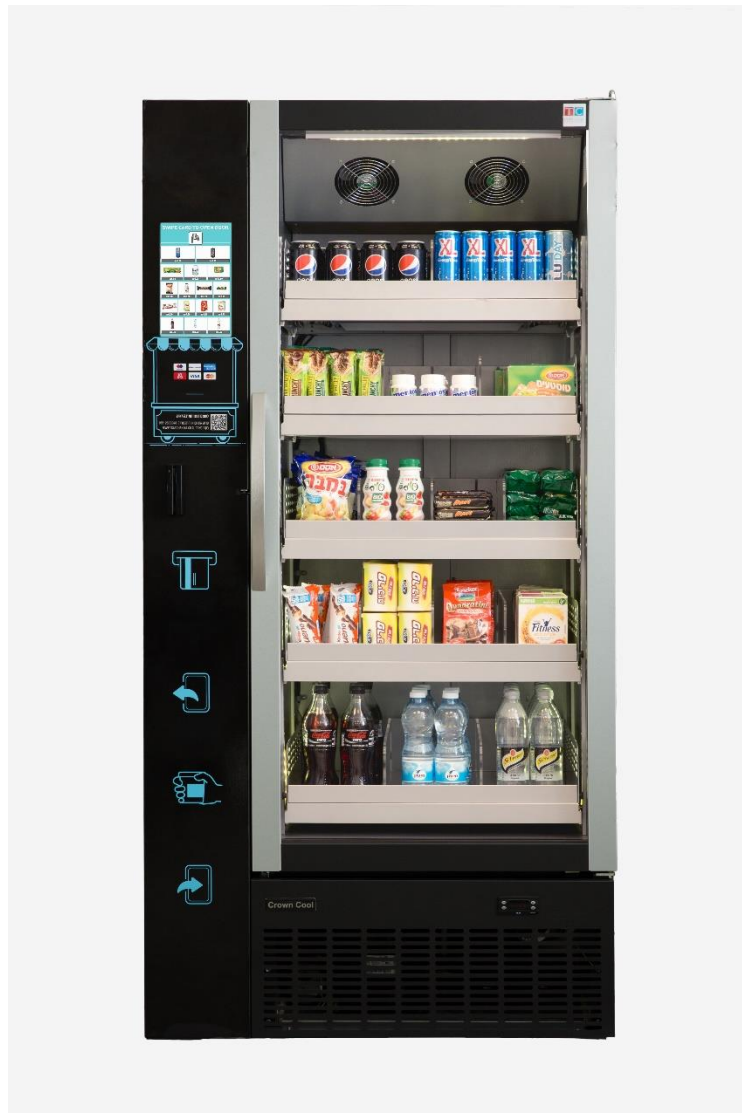
The overseas agreement follows Shekel’s first commercial order received in-country from a leading Israeli vending machine operator, which is expected to deliver 1,200 Innovendi units over three years.

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<sup>1</sup> Persistence Market Research ‘Intelligent Vending Machines Market: Global Industry Analysis 2012–2016 and Forecast 2017 2025’

The Company also recently delivered the first Innovendi machine to Australia, which is currently being demoed in Shekel's Sydney office to prospective customers.

*Innovendi machine*



Link to product demo: <https://www.youtube.com/watch?v=Z65ipRrk44Y&feature=youtu.be>

**Co-CEO of SV365 Technologies, Walter Gill, commented:**

*“Having launched Micro Markets to the UK in 2014, we are excited about our partnership with Shekel Brainweigh. The UK business landscape is changing, and technology is changing, driven by consumers’ desire for convenience and service – and with the Innovendi smart fridge we have found an ideal solution.”*

**Shekel Brainweigh Chief Executive Officer, Yoram Ben Porat, added:**

*“The SV365 team has decades of experience in vending and food service management in Europe sourcing new technologies to enhance consumer experiences – and we are extremely pleased to be partnering with them in what represents the first commercial order for Innovendi overseas.”*



*“Micro Market solutions are becoming a growing trend, with smarter and connected machines presenting new vending options, especially in high traffic public locations and events. There is a strong potential for our technology in Europe, Asia-Pacific and the US with the growth of vending machines as a form of autonomous retail. What we provide is a 24/7 unattended self-service autonomous vending machine, which acts like a fridge, and delivers real time inventory management with automated re-stocking plans, and consumer data which is extremely valuable.*

*“We have a number of pilots currently underway globally and we will continue the commercialisation of our suite of technologies both with our extensive network of channel partners and global manufacturers, under our Retail Innovation Division.”*

#### **Ends**

This ASX announcement was authorised for release by the Shekel Brainweigh Limited Board.

#### **Investor relations and media enquiries**

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#### **About Innovendi**

Innovendi is an unattended automated vending machine. It is a fully autonomous solution allowing self-service of products with absolute accuracy and is based on Shekel’s 4D weighing technology. Innovendi is easy to operate - present an ID or credit card to unlock the door, open it and grab items (even put one back), close the door, pay and go! Information about stock is communicated in real-time to the operator and CPG. Innovendi integrates with various global payment solutions as selected by the operator.

#### **About SV365 Technologies**

We supply innovative technology for the foodservice and Vending industry, providing back and front of house labour saving solutions. SV365 Technologies has established close partnerships with leading equipment and technology manufacturers around the world. From this diverse resource the team has been able to bring together a comprehensive range of unique and proven solutions targeted for specialised and niche applications. Depending on your situation, successful operations often relies on providing a package of carefully selected products. With decades of experience in management, operations, sales and technical support, we are in the perfect position to advise and source the correct, complementary equipment for your programme.

#### **About Shekel Brainweigh**



Shekel Brainweigh has for over 40 years been a global leader in developing scale and weighing technology. The company provides weighing solutions to the highly regulated retail and healthcare markets via global giants such as Toshiba, Fujitsu, Diebold Nixdorf and others. Utilising its experience in weighing technology, Shekel Brainweigh is developing a suite of new products aimed at meeting the challenges that traditional retailers face today, such as store automation, operational efficiency including overstock and understock issues and enhancing the consumer experience.

Shekel's patented combination of weighing technology with Artificial Intelligence (AI) and Internet of Things (IoT) technology has led to the development of the "Product Aware Technology". Shekel Brainweigh is committed to continuing to innovate and expand into global markets.

To learn more about Shekel Brainweigh, visit <http://www.shekelbrainweigh.com/>