



yummy-future.com



YUMMY FUTURE (YC S19)

The robotic platform for the food and beverage industry

OVERVIEW

POSTS

WHAT INVESTORS SAY

ASK A QUESTION

Highlights

VC-Backed

Raised \$250K or more from a venture firm



Y Combinator

Raised from Y Combinator



Regular Updates

Founders have a strong track record



- 1 Lifetime revenue: \$1,735,848 across 213,291 orders; average order value: \$8.14
- 2 \$4.71M raised to date; backed by YC, Soma Capital, Asymmetry Ventures, and Trevor Blackwell.
- 3 63% gross margin (FY2024, audited).
- 4 2026 YTD revenue: \$650,632 vs. \$278,043 in the same period last year, up 134.0%.
- 5 Last 12 months: \$997,034 in revenue, up 105.2% year over year.
- 6 Matcha House lifted weekly sales from ~\$3,400 to ~\$10,000 (~3X) with no hardware change.
- 7 Best day: \$7,245 and 1,000+ drinks across three stores, mostly with one barista each.
- 8 Q2 2026 revenue: \$333,540, up 137% from \$140,638 in Q2 2025.

Featured Investors



Soma Capital 

Invested \$200,000 

Follow

Notable Investor

Soma invests in brilliant entrepreneurs who use technology to improve humanity on the largest scales possible. Soma has invested early in hundreds of startups including over +20 unicorns, for over \$50b combined total value.

"Their groundbreaking approach combines advanced robotics, AI, and modular design to create a fully integrated platform that eliminates inefficiencies and raises the bar for customization and consistency."



Justin Hamilton 

Invested \$2,500,000 

Follow

Founder, CEO at Clutterbot

"Exciting to see sales trending across \$1k daily and plans to add a second robot! Would be amazing to see additional parallelism in order to increase the peak system capacity. :)"



Trevor Blackwell 

Invested \$100,000 

Follow

Cofounder of Y Combinator, OpenAI Research Scientist

"The Yummy Future team is nothing short of exceptional. Their technical expertise and groundbreaking innovations are setting a new standard in robotics and automation for the food industry. They've achieved what many thought was impossible—seamlessly integrating advanced algorithms, modular hardware, and sophisticated software into a cohesive system that is as precise as it is scalable. Their work demonstrates a level of engineering mastery and vision that is rarely seen, and it's clear they are shaping the future of the fast casual dining experience. I have no doubt that they are revolutionizing the industry."



Asymmetry Ventures

Invested \$200,000 

Follow

Notable Investor

A San Francisco-based early-stage firm investing in frontier tech and the founders shaping the future.

asymmetry.vc



Founders Inc

Follow



Y Seed Holdings

Follow



Y Combinator

Follow

Notable Investor

Startup accelerator and VC firm that's launched over 4,000 companies, including Airbnb, Coinbase, DoorDash, Dropbox, Instacart, Reddit, and Stripe
ycombinator.com

& 54 more

Team



Jack Cui Co-founder & CEO

Jack dropped out from the University of Illinois on a MS Ph.D. track in ECE, one of the top 4 ECE programs in the world. Y Combinator and Google alum. Worked on robotics for 10 years.



Garrett Yan Co-founder & COO

SPV Voting Proxy

Garrett has a Masters in Electrical and Electronics Engineering from the University of Illinois - Champaign-Urbana, one of the top 4 ECE programs in the world. Y Combinator alum.

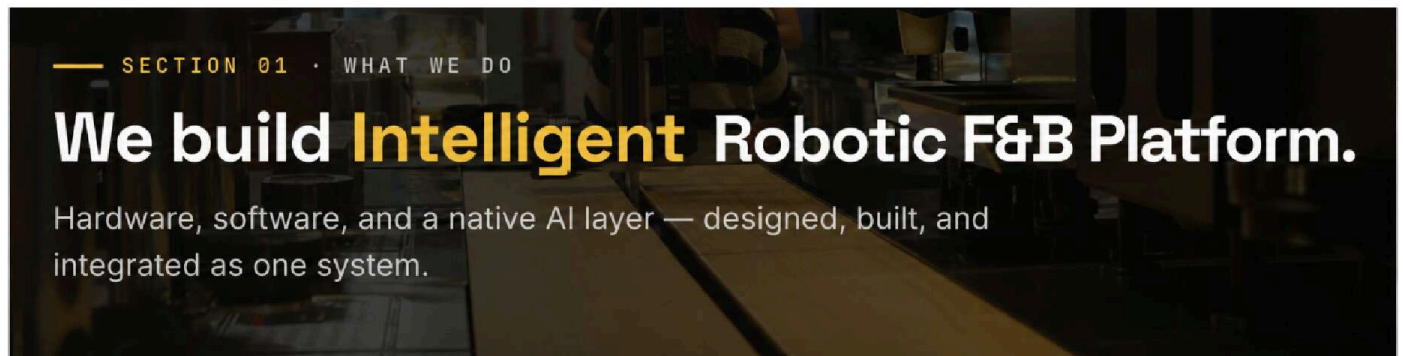
Yummy-Future.com



Hao Ouyang CTO

M.S. in UC Berkeley. Led software team to win Robocon world champion. Builds robotics at Yummy Future.

Memo



The Problem: Restaurant Operations Are Repetitive, Labor-Dependent, and Hard to Scale. The tools remain fragmented: equipment with no connectivity, work without coordination, or software with no capability in the physical world.

Behind most counters, employees still connect the dots by hand - making drinks, managing orders, adjusting recipes, and keeping equipment moving. Most importantly, baristas sometimes make mistakes.



Our vision is to create a brand-new service model in which intelligent robots handle repetitive production so people can focus on hospitality creativity

Handle repetitive production so people can focus on hospitality, creativity, and ownership.

ROBOT • LIFT OFF THE LOAD

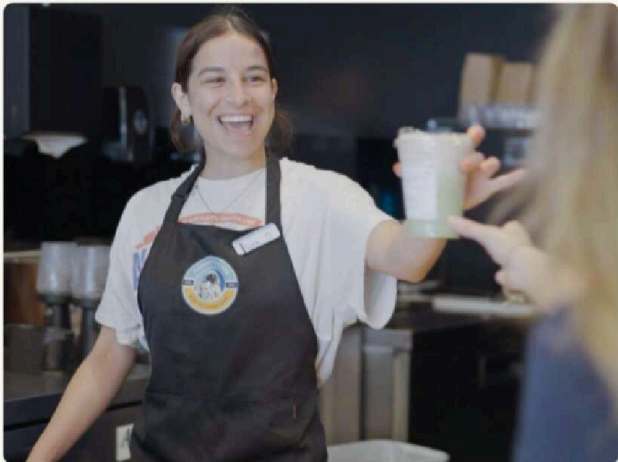


Repetitive Production

Pulling shots • Steaming milk • Whisking matcha • Filling cups

EVERY DAY • HIGH-VOLUME MECHANICAL LABOR

HUMAN • CREATE HIGHER VALUE



Hospitality & ownership

Hospitality • Connection • Brand Ownership • Embody Brand Identity

THE HIGH-IMPACT WORK ONLY HUMANS CAN DELIVER

YUMMY FUTURE ROBOTIC F&B platform

Cups after cups, all day long — **the robot** handles the tedious, repetitive works.



Max production
80+ cups per hour

The robot arm is running at 6ft per second - Pulls the espresso, dispenses the milk, grabs the cups, etc.
Our baristas really enjoy working with the robot

High speed and high consistency all day long

YUMMY FUTURE ROBOTIC f&b pLATFORM · 2025

SECTION 02 · OUR INVESTORS

\$4.71M

Raised to date

AUDITED FY2025 SAFE INFLOW · \$970,723

BACKED BY

INSTITUTIONAL BACKERS



Y Combinator
S19 batch · Seed-stage



**SOMA
CAPITAL**

Soma Capital
Multi-stage venture



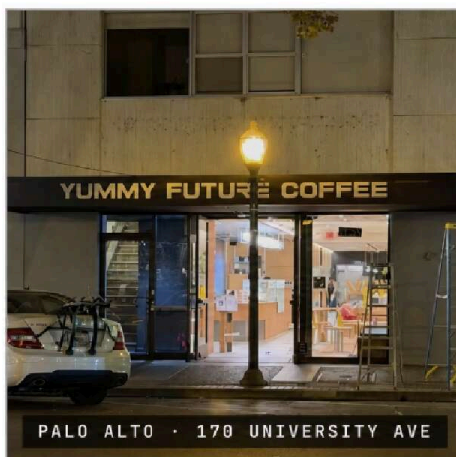
**Asymmetry
Ventures**
Frontier-tech focused fund



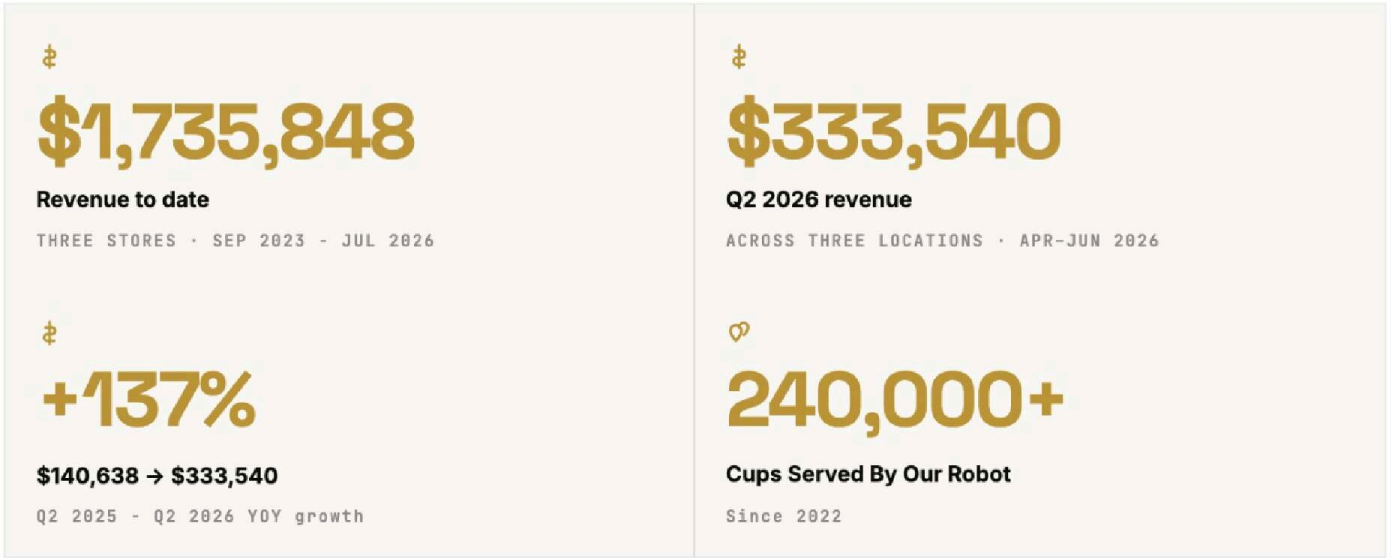
Trevor Blackwell
YC Cofounder &
OpenAI Research

SECTION 03 · THE NUMBERS

Three Live Stores. \$1.7M+ in Total Sales. +137% Q2 YoY Growth



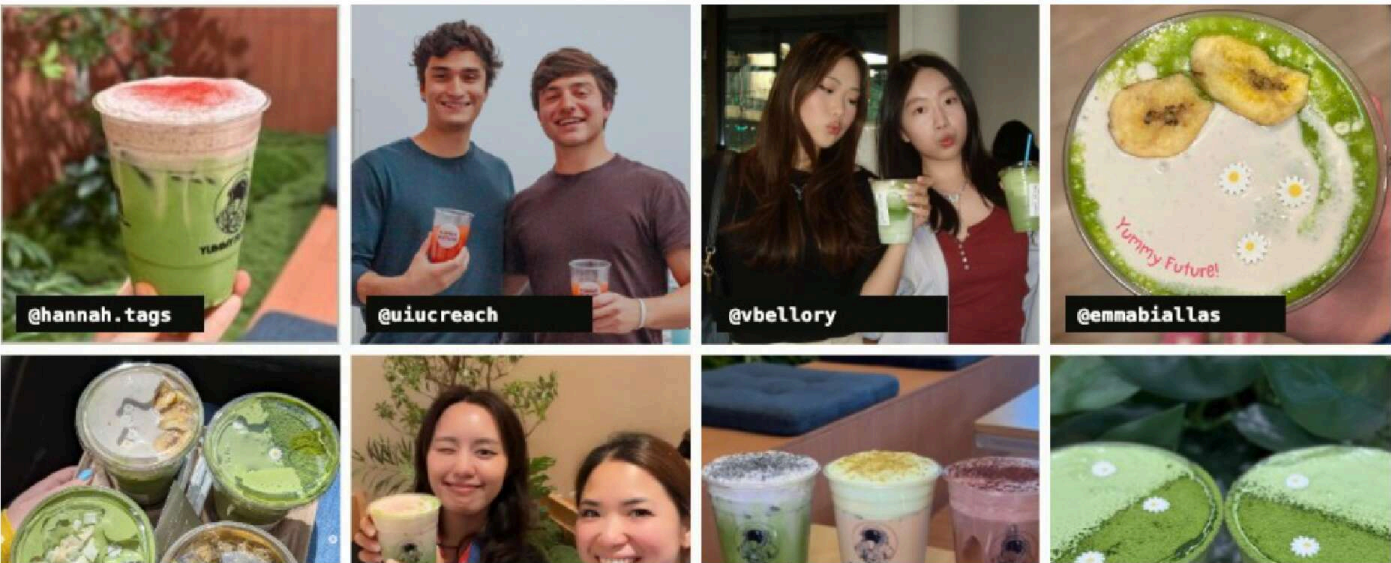
Yummy Future has generated \$1,735,848 in cumulative, POS-verified sales across three operating locations, with no paid marketing spend. Revenue reached \$554K in 2025, and Q2 2026 alone generated \$333K. Management projects full-year 2026 revenue of \$1.3 million.

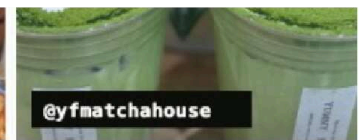
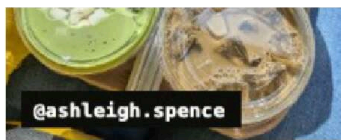


SECTION 04 • SOCIAL PROOF

Customers love us.

We have built strong organic visibility and engagement across Google Maps, Yelp, TikTok, and Instagram, driven by user-generated content and positive customer experiences. Without paid promotion, customers actively share their visits, showcase their store experiences, and advocate for our brands.





FROM THE TAGGED FEED

"This feels so Silicon Valley. Walked past Yummy Future near downtown and saw a robotic arm making coffee — had to try. **60-second robot coffee in the Bay Area.**"

— @HANNAH.TAGS · PALO ALTO · TAGGED APR 2026

Our market recognition comes from our human-robot collaboration model. Our three-layer intelligent system handles all repetitive tasks, supporting our baristas to deliver consistent, standardized production. This model frees baristas to focus on customer experience, better drink presentation, and thoughtful, customer-first service, helping drive strong reviews, word-of-mouth referrals, and steady organic growth.

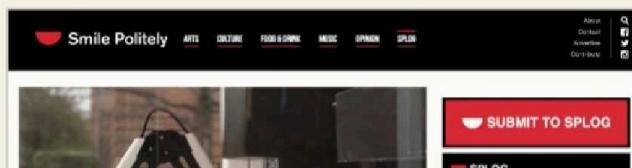
SECTION 05 · PRESS COVERAGE

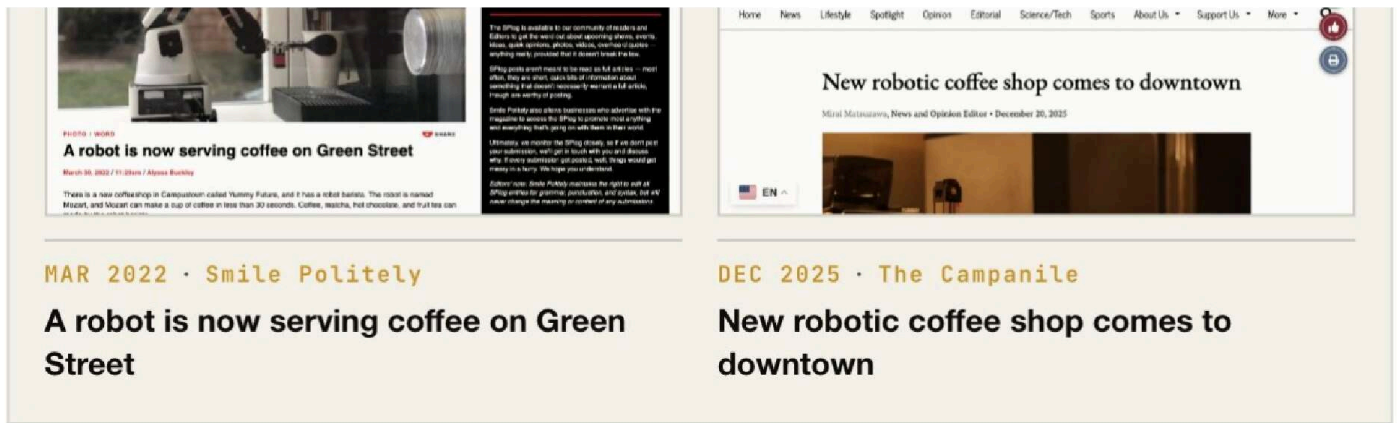


APR 2019 · The Daily Illini
Robot arm serves coffee to community

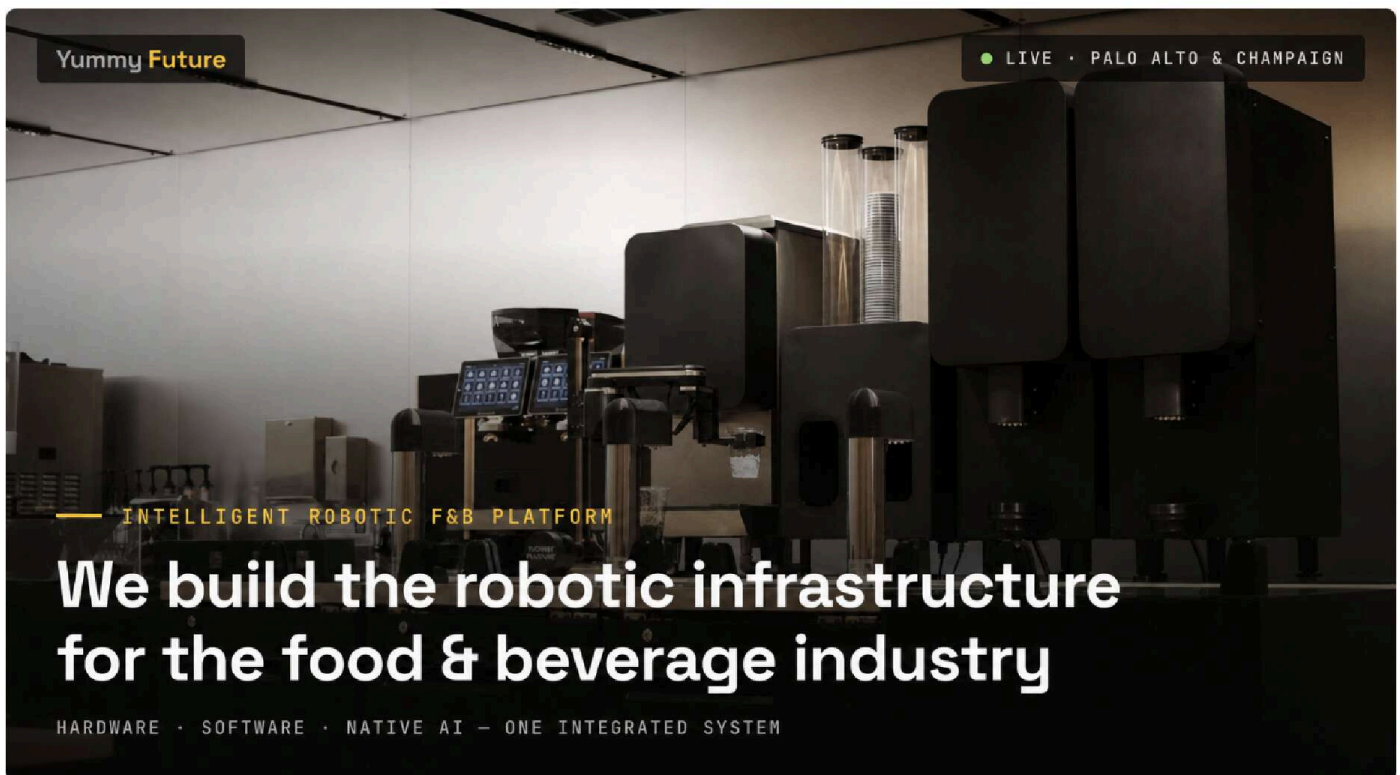


NOV 2021 · U of I Research Park
EnterpriseWorks Startup Yummy Future
Raises \$300K to Fund Robotic Coffee
Machine Technology





SECTION 06 · DEPLOY NEW CONCEPTS EFFORTLESSLY



Our intelligent robotic F&B platform integrates hardware, software, and native AI.

1: The robot does the physical work. It makes the drink by grabbing,

dispensing, measuring, brewing, and topping.

2: The software runs and schedules the whole operation in real time.

3: The AI utilizes a vision-language-action model plus a world model. It sees what's happening, predicts what's next, and decides what to do, instead of following a fixed program.

One Robotic Platform. Multiple Concepts.

From menu selection to service format, the same system can be reconfigured to launch an entirely new customer experience within a week.



Coffee

LIVE



Matcha

LIVE



Cocktail

LIVE



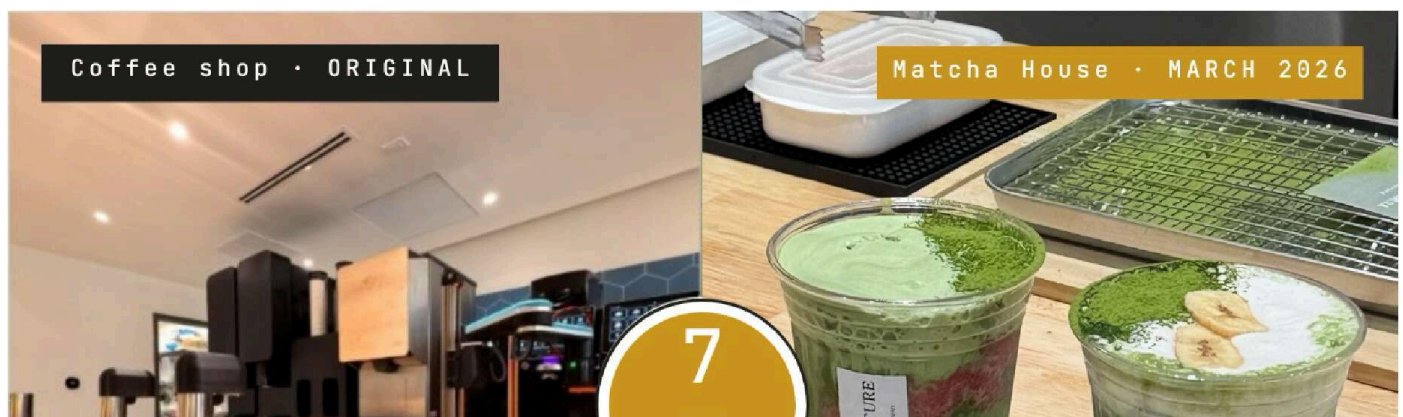
Catering

IN R&D

ONE ROBOTIC PLATFORM • SAME HARDWARE • SAME SOFTWARE • NEW RECIPES

A new menu is a software update away.

To launch a new menu, we update the recipes, prices, and scheduling logic, then deploy to the existing robotic system, without new hardware upgrades. The same robotic platform begins producing an entirely different menu within one week, allowing us to test the business concept quickly and expand into new categories with minimal incremental cost.

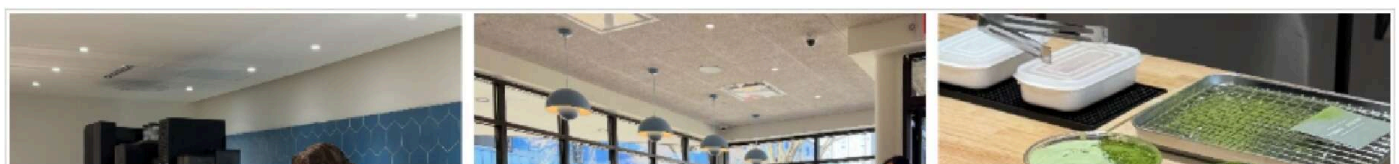




Coffee is a crowded category. In our case, the competition was happening between our own stores. Located just 0.2 miles apart, our first two stores began cannibalizing each other's sales. Rather than continuously offering the same coffee menu to the same customer base, we decided to differentiate the second location by converting it into a dedicated matcha concept in Mar 2026.



With a software update, we launched the new concept within one week, without any hardware upgrades. The pivot delivered encouraging results. In April 2026, both locations posted their highest monthly sales in 2026: approximately \$49,000 at 609 E Green St and \$42,000 at 401 E Green St. Rather than one location growing at the other's expense, the data showed that the matcha concept increased demand to our two-store network.





OUR HUMAN+ROBOT COUNTERS



MATCHA HOUSE VIBE



OUR CRAFTS

AT PRESENT

4 categories

coffee, matcha, tea, and cocktails

MORE THAN

450

drink recipes

CORE ADVANTAGE

one hardware platform

no hardware replacement

Our core innovation isn't merely a coffee-making robot. It is a beverage retail platform that adapts to multiple markets. The robotic system did not need to be redesigned for a new beverage category. A new set of recipes, a new menu, and a new store environment turned the same hardware platform into a different retail concept. This adaptability enables the same equipment to serve distinct beverage markets, support multiple brands, and make locations viable.

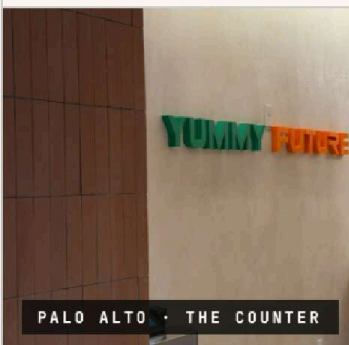
SECTION 07 • OUR ROBOTIC SOLUTION CAN SCALE

REMOTE DEPLOYMENT • REMOTE MONITORING

**We opened our new store
2,100 miles away.**

We're open from 8 a.m. to 10 p.m. daily.

● ————— **2,100 MI** ————— ○
CHAMPAIGN, IL • HEADQUARTERS PALO ALTO, CA • THE STORE



PALO ALTO • THE COUNTER



PALO ALTO • STORE FLOOR

\$13.2K ONE WEEK OF SALES • MAR 2026

4.4★ / 141 GOOGLE REVIEWS • AUG 15, 2026

Palo Alto is more than 2,100 miles from our headquarters in Champaign. Opening a store that far away meant putting everything we had learned to the test. Every busy morning in our first stores taught us something: how the robot handled a rush, what customers actually ordered, and how the human+robot service model performed.

Our robotic technology has matured, and the nearly 100% uptime has proven they could operate reliably day after day. That reliability was the foundation that made it possible to open a robotic store 2,100 miles away. For us, that is the real story of the Palo Alto shop: we did not just open another store - we learned how to make our technology, operating experience, and support travel farther than our headquarters.

— SECTION 08 • THE BUSY DAYS

On a Saturday, **April 11, 2026**, our three Yummy Future locations, two in Champaign, IL, and one in Palo Alto, CA, logged the best single-day sales of **\$7,245**. Our robotic system made over 1,000 drinks in a single day, demonstrating outstanding operational efficiency and consistent reliability. More importantly, each shop was operated by one barista most of the time.

BEST SINGLE DAY • 2026

✓ POS-VERIFIED

SAT • APR 11, 2026
\$5,680

784+ CUPS



THREE STORES · SINGLE DAY · 1000+ DRINKS

✓ 1000+ DRINKS

THREE STORES · SINGLE DAY · 100% UPTIME

Our robotic system delivers strong unit economics. Built as an industrial-grade system for demanding daily use, it has completed extensive real-world testing in commercial environments. Its durable construction and reliable performance have helped it maintain nearly 100% uptime throughout our commercial deployments.

— SECTION 09 · THE SOCIAL IMPACT

Here's what the in-store experience looks like: A customer orders a drink. The robot makes it. A barista hands it to the customer while engaging them in conversation.

YUMMY FUTURE ROBOTIC F&B PLATFORM

Robots handle the production while human take care of customers





01 • FAST & PRECISE DRINK PRODUCTION BY ROBOTS

The Robot helper

Our robot makes the drinks - same recipe, same ratio and same taste every day



02 • HOSPITALITY & BRAND OWNERSHIP BY BARISTAS

Soft launch at Matcha House

Our baristas were behind the counter, showcasing new Matcha drinks for our regular customers

Better drinks. Better in-store experience

INSTAGRAM @YFMATCHAHOUSE • MAY 2026

By handling repetitive production work, the robotic system frees employees to welcome customers, explain the menu, and create a better in-store experience. It also makes staffing more flexible: employees spend less time mastering complex drink production, shifts are easier to cover, and smaller teams can operate more consistently.

Most importantly, it changes what the job rewards. Instead of paying employees primarily for repetitive production labor, our model places greater value on distinctly human skills - hospitality, connection, ownership, and creating memorable customer experiences.

— SECTION 10 • MARKET

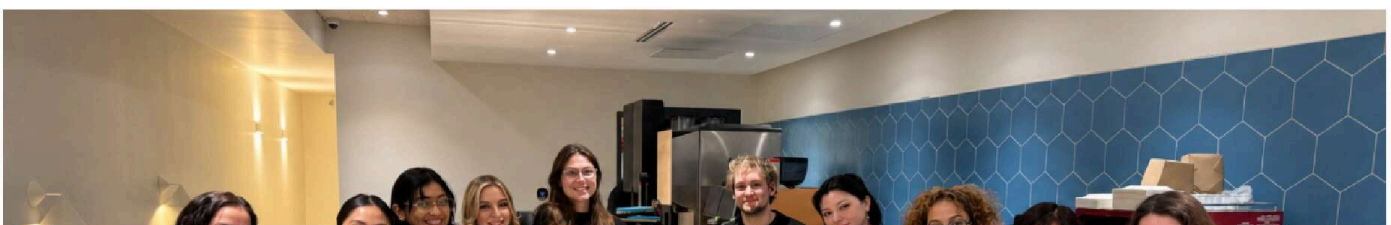
One intelligent robotic platform. Infinite possibilities.

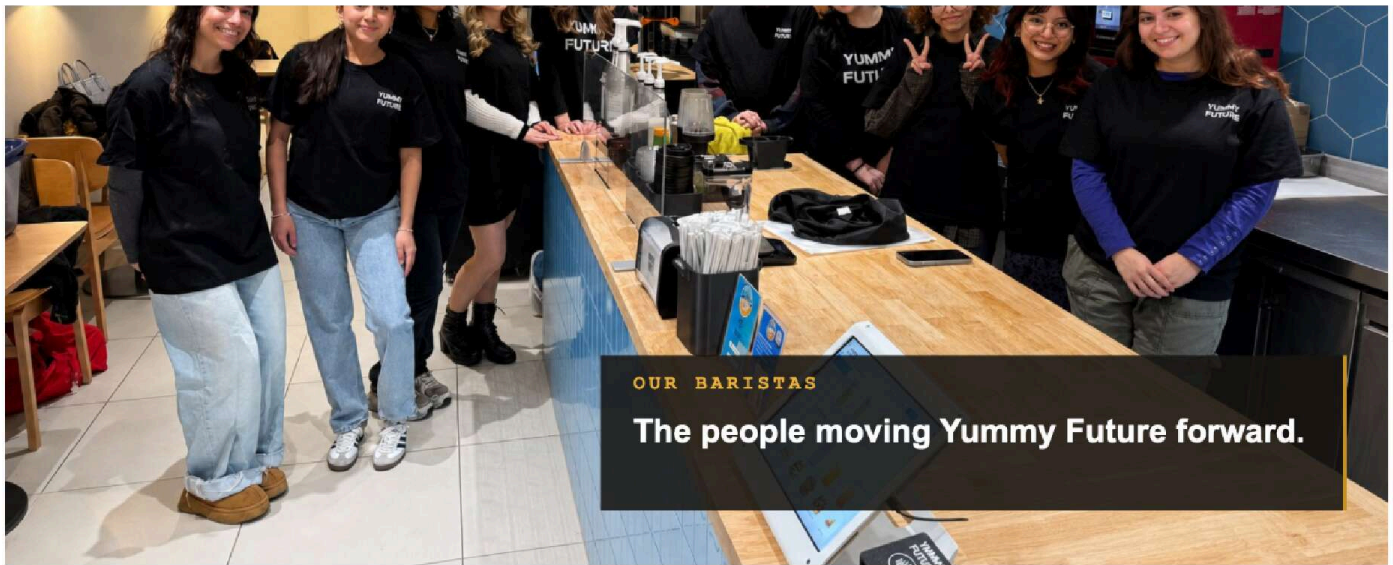
The beverage retail market is huge. Hotel lobbies in the morning. Busy coffee shops handling multiple rushes. Hospital lobbies operate 24 hours. Airport gates operate eighteen hours a day. In each location, there will be customers with their wallets wanting a cup right now. Meanwhile, speedy, quality, and consistent offerings are expected.



The opportunity is not how much one system can produce at a single location; it is how many locations the platform can serve. The imagination isn't how much a single Yummy Future Robot system operates at one location. It's how many locations one platform can tap into. Same hardware. Same software. Different recipes for different market needs. After all, U.S. chain and independent coffee stores generated \$74.3 billion in in-store beverage revenue, while the broader U.S. coffee market is projected to reach \$150.88 billion by 2034.¹

SECTION 11 • THE TEAM





— BARISTAS IN YUMMY FUTURE SECOND LOCATION
401 E GREEN ST, CHAMPAIGN · 2025

 Jack Cui (Guangzhe Cui) CO-FOUNDER · CEO 10 years in robotics. B.S. and M.S. in ECE, UIUC. Previously: Google hardware intern (2018); UIUC Advanced Digital Projects Lab.	 Garrett Yan (Yueming Yan) CO-FOUNDER · COO 7 years in engineering and operations. B.S. and M.S. in ECE, UIUC.	 Hao Ouyang ROBOTICS M.S. in UC Berkeley. Robocon world champion. Builds robotics at Yummy Future.
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— SECTION 12 · MILESTONES

Seven years of milestones building

Our story began with a robotic coffee trailer in 2018 - a humble starting point where we validated our robotic coffee prototype and proved our innovative service concept. In 2019, we won the Illinois Cozad New Venture Challenge, the Amazon Alexa Prize, and joined Y Combinator S19.

— OUR STORY · 2018 → 2019

It began with a robotic coffee trailer.

We built it as a real-world proof of concept for robotic coffee shop. In 2019 we won the Illinois Cozad New Venture Challenge and the Amazon Alexa Prize, and joined Y Combinator S19 batch.

Y COMBINATOR S19 · 2019

THE COFFEE TRAILER-UIUC-2018

3 company-run stores built the foundation. 25+ non-binding LOIs point to the next phase of expansion.



- Live · 3 stores in Champaign & Palo Alto
- LOI · 25+ operators from major cities

01 EACH STORE BUILDS THE FOUNDATION

The first 3 are company-operated, giving us first-hand operating experience.

02 LEARNING BECOMES A PLAYBOOK

We reuse what works across build-out, hiring, training, purchasing, and support.

03 THE PLAYBOOK SUPPORTS EXPANSION

25+ non-binding LOIs signal operator interest in future franchise locations.

We plan to franchise and ship out robotic systems to accelerate the company's nationwide expansion.

LOIs are non-binding; actual pace depends on operators readiness, capital, regulatory requirements, and execution.

· all 25+ are non-binding expressions of interest, no amounts committed, not contracted revenue

We are redefining the future of food service - building a more humanized, creative, entertaining, and joyful industry. By replacing repetitive, labor-intensive operations, we bring warmth, interactive experiences, and genuine happiness to both barista teams and customers. Ultimately, we deliver consistent joy and value through robotic intelligence.

— CLOSING · BUILD WITH US

Invest Early. Be the Founding Investor.

Perks scale with every tier - from drink credits to name recognition on Yummy Future kiosks and dinner with the founders.



YUMMY FUTURE AT PALO ALTO

\$25,000

LIMITED 10 SEATS

THE FOUNDER'S TABLE

- Private HQ visit in Palo Alto - meet with the team, dinner with Jack & Garrett
- Early roadmap briefings, with opportunities to share feedback
- Name recognition at a Yummy Future store

Plus every perk in the tiers below.

THE CLIMB TO THE TABLE

\$10,000

INNER CIRCLE

Two 1-on-1 video calls with Jack (CEO) + your name engraved on a Yummy Future Kiosk in the field + annual founders' dinner
Plus every perk in the tiers below.

LIMITED 20 SEATS

\$5,000

FIRST EDITION MERCH

800 stars (\$800 drink credit in Yummy Future app) + a numbered first-edition merch set (cup & tee) + quarterly live AMA with the founders
plus everything in the founding tier

UNLIMITED SEATS

\$1,000

FOUNDING INVESTOR

100 stars (\$100 drink credit in Yummy Future app) + early access to new-store openings and product reveals

UNLIMITED SEATS

Contact us to redeem your perks. Business@yummy-future.com

WEFUNDER.COM/YUMMY · USE OF FUNDS

What the \$2M raise enables

- 1 Ship pilot fleets of Intelligent Robotic Systems
- 2 Launch Operator franchise program, nationwide store rollout & brand marketing
- 3 Drive hardware, software & native AI technology R&D

Today, we operate three stores. Our ambition is to build Yummy Future into the infrastructure layer for the global food and beverage industry - powering the launch, operation, and scaling of the next generation of concepts, just as Stripe provides infrastructure for payments and Shopify for commerce.

Yummy **Future**

WEFUNDER · 2026

WEFUNDER.COM/YUMMY · LIVE PAGE · CLOSING

Y · COMBINATOR \$19

SOMA CAPITAL

ASYMMETRY VENTURES

TREVOR BLACKWELL

BACKED BY INSTITUTIONAL INVESTORS

Build with us.

[WEFUNDER.COM/YUMMY](https://www.wefunder.com/yummy)

SAFE AT A \$73M VALUATION CAP. EARLY BIRD: THE FIRST \$100K INVESTS AT A \$60M CAP.

SEE FORM C AND RISK FACTORS BEFORE INVESTING

-
1. US Coffee Market Size Likely to Expand at a CAGR of 5.8% By 2034
<https://www.custommarketinsights.com/press-releases/us-coffee-market-size/>