

# QUICKICE

## ICE AND WATER VENDING MACHINES

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**QUICKICE**

## **QUICKICE – ABOUT US**

**QUICKICE** is the first European producer and distributor of ice vending machines and our proprietary remote management system.

We started as a distributor in 2012, but after field-testing in Europe, we knew we could create better solutions. Work on our first prototype began in 2014. Thanks to extensive R&D, generous financial backing, a state-of-the-art manufactory and a dedicated team, 2019 marks the start of global sales of our own innovative, all-new ice vending machines, which we were proud to present at NAMA and VENDITALIA Shows.

## **TIME TO REPLACE TRADITIONAL WAYS OF DISTRIBUTING ICE!**

### **Why ice vending makes sense...**

- thanks to 24/7 production, ice is always fresh and available;
- machines are installed directly at points-of-sale limit the costs of staff, logistics, warehousing and transportation;
- more environmentally-friendly (less wasted product, and no wastewater or transportation required);
- proper operation only requires a good location and access to electricity and water sources;
- low maintenance and operation costs (QMS remote management indicate machine status all times);
- faster ROI than traditional ice cube sales;
- machines are fully customizable to best meet your business goals.

# INTERNATIONAL MARKET COMPETITION

At present, the main production centers of ice cube vending machines are the United States and China.



**MACHINE PRICE**  
TBD

**MANUFACTURERS**  
1



**MACHINE PRICE**  
€ 30k-40k

**MANUFACTURERS**  
3\*



**MACHINE PRICE**  
€ 8k-13k

**MANUFACTURERS**  
1\*

## MANUFACTURERS

Number of producers in the region producing machines with a capacity of 200-500kg/day.

## PRICE

Price range includes the factory-direct retail cost of one unit with a capacity of 200-500kg/day.

# **MARKET OF ICE VENDING MACHINE PRODUCERS**

## **MARKET CHARACTERISTICS**

Estimates put the global ice market at around \$5 billion annually. In Europe alone, ice cube sales increased 88% between 2013 and 2016, with a current projected annual growth between 7-8%. There are only a handful of companies in the world involved in the production and manufacturing of vending machines dispensing ice cubes. The market can be divided into two main regions, focused on manufacturers.

### **NORTH AMERICAN MARKET**

The machines developed and produced by American companies set the standard, but are not completely in line with market demand. Their vending machines are of good quality and solidly-made, but the cheapest models start at around 30,000 euro. Given the current situation in U.S. and international markets, this is too high relative to the time and rate of returns. The two leading manufacturers of ice vending machines are IHA and KoolerIce.

### **ASIAN MARKET**

The machines proposed by Chinese manufacturers are far from market standards. Most are poor imitations of American solutions, with performance that leaves much to be desired. These machines are initially priced far less than their U.S. equivalents, but thanks to considerable costs associated with repair and replacing damaged equipment components, the final costs far exceed any rational estimated budget, leaving little return on investment. The cheapest machines on the Chinese market begin at around 8,000 euros.

Market producers in China are divided into two categories:

- Manufacturers with an established market position, usually at an established umbrella corporation that primarily focuses on other projects, but that has a factory equipped with large financial-technological facilities.
- „Garage producers” - small businesses trying to copy the ideas of others. Most have very basic / poor technical and social facilities, and very limited financial capabilities.

Recently, we have also observed intermediary companies for China's vending machine sales based in the U.S. and EU. These vendors sell Chinese machines that are “locally assembled” for customers with too limited a budget for the US-manufactured machines, but who want to try their hand at the vending business.

# ICE DISTRIBUTION

## METHODS OF ICE DISTRIBUTION TO THE END USER



# ABOUT ICE CUBES

## CURRENT METHODS OF GETTING THE PRODUCT



The consumer prepares the ice at home using traditional methods such as tap water, single-use bags or molds. **DISADVANTAGES:** Poor quality, time-consuming, cloudy ice.



Modern refrigerators with built-in ice cube makers. **DISADVANTAGES:** Cloudy ice, take up a lot of space, inconsistent production, expensive.



Ice is supplied by the manufacturer to the shops, petrol stations, catering companies and bars. **DISADVANTAGES:** Lack of sufficient product during popular times, high price, product can sit on shelves too long, high logistics costs and too many people involved in production / delivery process. Manufacturers limited to servicing customers within a 100-mile radius from their manufacturing facilities. Limited distribution due to nature of the product; ice is extremely perishable and heavy, making it expensive to transport large quantities over long distances to different markets.



### QUICKICE ICE VENDING MACHINES

**ADVANTAGES:** Product available 24h/day, high quality, and changeable product price depending on market demand, higher ROI.

## ABOUT ICE CUBES GENERAL USES



For everyday use...



Bars and restaurants...



Catering and food services...



Picnics, grills and festivals...



On a sailboat, at the marina..



On the beach...

..or in countless other situations!

# ABOUT ICE CUBES

## GENERAL USES

- Most clients of ice vending machines are **end users** who need ice for personal uses.
- Ice can round out a cocktail, fill a cooler to keep beverages cool, keep perishable food fresh while its waiting to be thrown on the grill or while tailgating, make frozen blender drinks - like smoothies, margaritas or granitas, among other countless uses. It's even ideal for icing an injured knee.
- While most ice clients are end users, having a well-situated location allows bars/restaurants/stores/marinas to buy large, fresh quantities during high traffic times.
- It's good for large grocery chains (Walmart, Aldi, Carrefour), who can place machines next to exit so customers can easily grab ice at the last minute to avoid melting – and to free valuable freezer space. A bonus is that these stores can also use the ice for displays with fresh salads or perishable items they want to entice customers with.

## WHERE ARE CLIENTS MOST LIKELY TO BUY ICE?

Popular parks/boardwalks/pedestrian areas

Convenience stores

Grocery stores

Gas stations

Marinas and beaches

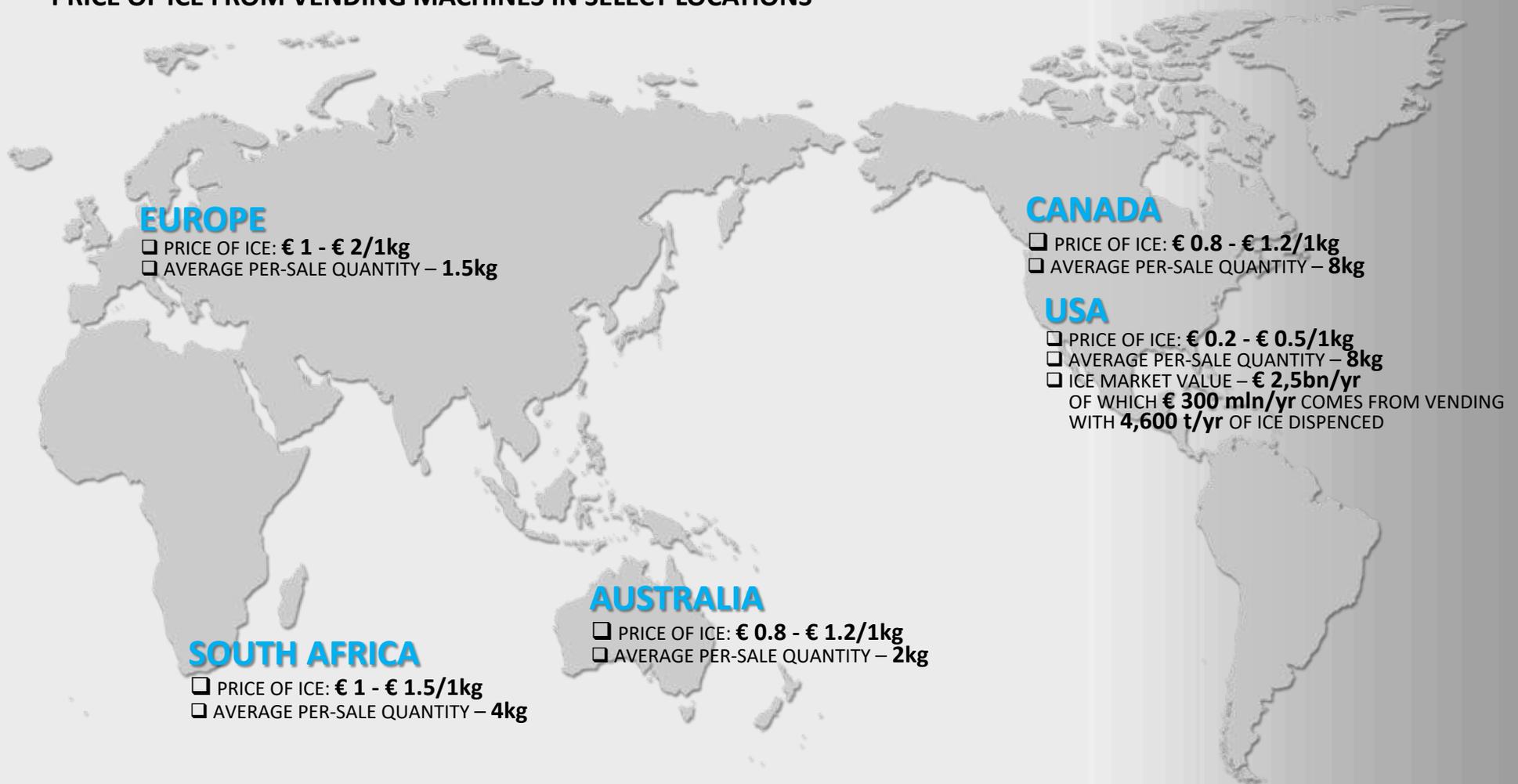
Near high traffic bars

Campsites



# THE WORLDWIDE ICE MARKET IN NUMBERS

## PRICE OF ICE FROM VENDING MACHINES IN SELECT LOCATIONS



## QUICK FACTS - EU & USA MARKET

### EUROPEAN VENDING FACTS

- **4 million** vending machines with a revenue of nearly **14 billion EUR**
- **77% of the machines** installed in the EU are in Italy, France, UK, Spain, the Netherlands and Germany
- **60% of vending machines** installed in the EU dispense warm beverages
- **90 million product releases** every day in the EU using vending machines
- **10 000 vending companies**, directly employing over **85 000 people**

### USA VENDING FACTS

- **7 million** vending machines with a revenue of nearly **20 billion USD**
- **16% of the all vending machines** in the US are located in schools and colleges, **30%** in offices and manufactories
- **30 billion USD-a-year** vending industry, employing **700 000 people** across an estimated **13 500 companies**

### USA PACKED ICE INDUSTRY FACTS

- **86 million tons** of packed ice annually, generating sales of **2.5 billion USD**
- Top-tier packaged ice producers produce over **10 000 tons** per day, other large producers **300 - 800 tons** per day
- **Convenience stores** are the top retailers for bagged ice, selling an estimated **45% (1.9 billion USD)** in all ice sales

### USA ICE VENDING MACHINE INDUSTRY FACTS

- **The top 2 players** in the USA have installed a combined total of **4 600 Ice Vending Machines**
- These **4 600 Ice Vending Machines** sell an annual **1 billion tons**, or **300 million USD** in sales

## QUICKICE – TESTING PHASE (OLDER MODEL)



### TESTING PHASE: 2013 & 2014

Machines installed in Poland along the Baltic coast and in the Mazury lakes regions for testing purposes.

### TESTING PHASE: 2015

The new generation F150 was installed at various locations in Spain, Poland and Italy in order to present the machine to potential customers and to test its innovative technological solutions.



## QUICKICE – PILOT PHASE 2019 – Q1-Series



### PILOT LOCATIONS

Hel Peninsula Campings: Ekolaguna, Chałupy 6, Małe Morze  
Warsaw – Pawilony Nowy Świat

## QUICKICE – PILOT PHASE 2019 – Q1-Series



## WHAT SETS THE Q1 SERIES APART FROM THE REST?

- Sleek, modern design and eye-catching illumination;
- Plug-n-play Iceomatic compatibility lets you choose from a range of ice makers with various production capabilities and cube size options;
- Production and bin storage quantities can adjust automatically based on sales projections;
- Advanced purification system improves water and ice quality;
- Fast and accurate dispensing of client-chosen quantities of water or ice ;
- 100% stainless steel shell with multi-layer insulation, so the machine won't corrode or rust, and can be placed indoors or outdoors;
- Customizable casing options (materials/paint/branding stickers);
- Fully configurable for a wide variety of worldwide payment options, including cash, contactless card payments and scanned codes, ideal for pre-paid purchases, promotions & free vends;
- Specially-designed additional features make service and maintenance simple and comfortable at any time of day and in any weather conditions;
- Touch-panel settings operations for both client and service/maintenance actions;
- 2-way data-based communication allows every aspect to be remotely controlled through QMS Remote Management System, from audit to full management;
- Outsourced components from only the world's most trusted brands;
- Optional Samsung MagicINFO screen makes it easy to create, manage, monitor, and schedule media content on your network displays;
- Two types of bagging options, depending on location needs;
- Customizable proprietary operating system to meet market/client needs;
- Dispenses 100% of ice from bin with added quality control that dispenses separate, well-formed ice.

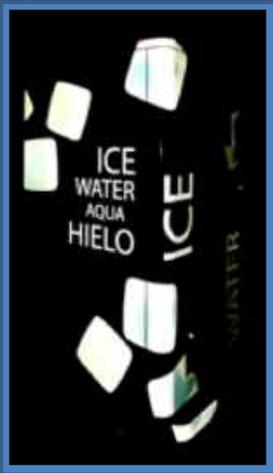
## Q1 SERIES PRESENTATION VIDEO



# Q1 SERIES BRANDING OPTIONS

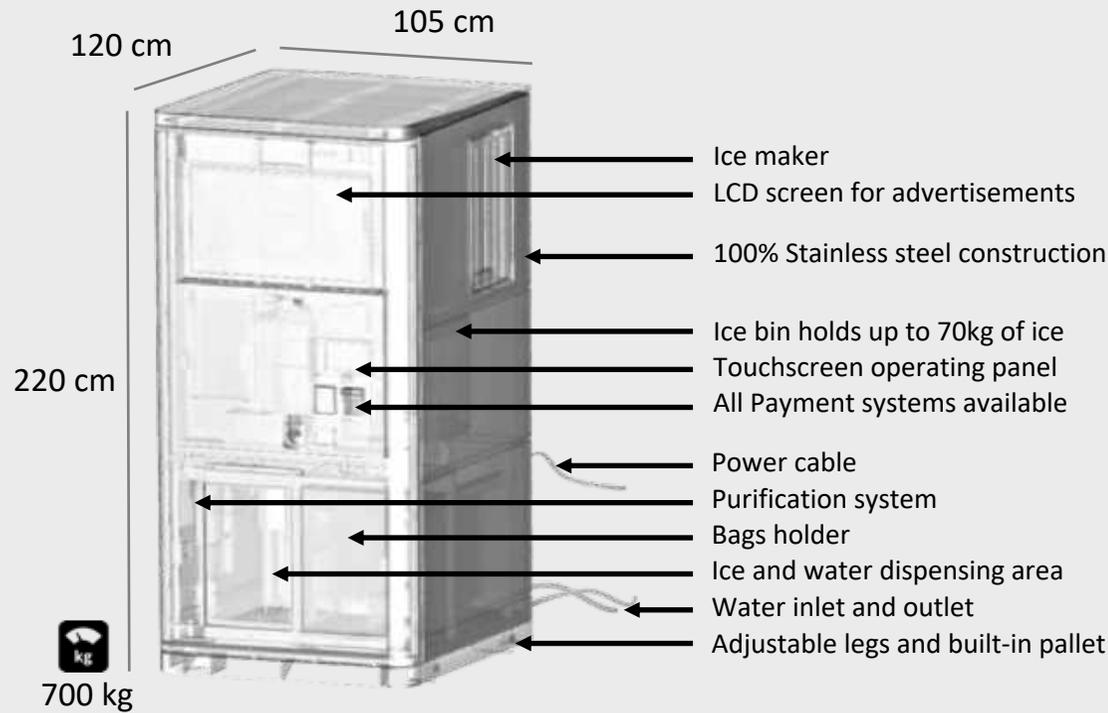


REFLECTIVE FOIL



# Q1 SERIES SPECIFICATIONS

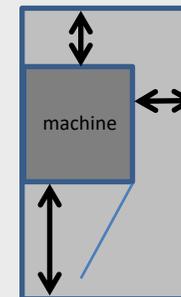
## GENERAL OVERVIEW



### LOCATION REQUIREMENTS

- Levelled, hard surface w/ easy access for a palletjack;
- Shade or roof above the machine recommended;
- Power required: **Breaker C20, 220V~50Hz, 1-phase**
- Water inlet connection: **City water, 1.5 – 4.5 bar;**
- Water outlet: Drainage (via water pump or drain)

min. **20 cm** free space on the back of the machine



min. **30 cm** free space on the right side

min. **100 cm** to open the front door

# PROPOSED MODEL EQUIPMENT

## Q2 CONCEPT SERIES – MACHINE BUILT-IN TO BUILDING FAÇADES / STOREFRONTS

Q2 CONCEPT SERIES



**SALE 24h/365**

REGARDLESS OF ATMOSPHERIC CONDITIONS AND SHOP OPERATION HOURS

# CROSS-PROMOTIONAL AND MULTIMEDIA SCREENS OPTIONS



# CROSS-PROMOTIONAL AND MULTIMEDIA SCREENS OPTIONS





- Thanks to large-scale, multi-day trade fairs in Milan, Italy and Las Vegas, USA, we met with representatives of companies from around the globe – notably Europe, South America, USA and Southeast Asia - interested in our machines.
- Most of the representatives we met had considerable substantive knowledge of the functionality and profitability of the vending businesses, as well as in investing in our proposed venture or possibilities of using media solutions.
- We received a lot of positive feedback and confirmation from others about our mission, presentation and projected potential for global opportunities.
- We have met many clients who have been actively involved in the vending sector for many years, who were convinced of the potential of ice cube vending machines and believe in the range of opportunities this innovative idea gives, as well as the possible return on investment.



**LAS**  
*Vegas*

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# SAMPLE LOCATIONS FOR FREE-STANDING MACHINES

MODEL 'Q Series' INSTALLED IN A CONVENIENCE STORE



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# SAMPLE LOCATIONS FOR FREE-STANDING MACHINES

MODEL 'Q Series' INSTALLED AT MARINA / CAMPSITE



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# SAMPLE LOCATION FOR WALL-INSTALLED MACHINES

## MODEL 'Q2 Series' INSTALLED AT A GAS STATION



# SAMPLE LOCATIONS FOR WALL-INSTALLED MACHINES

MODEL 'Q2 Series' INSTALLED IN A 'HIGH-TRAFFIC' AREA, AVAILABLE 24/7



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**THANK YOU AND WE LOOK FORWARD TO FURTHER COOPORATION!**

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