

# 100% Quarterly Growth

## Joy Vending's Journey with AI



## About Joy Vending...

Joy Vending is a venture founded by a UCLA EMBA and a CUHK MBA who both decided to embark on a new entrepreneurial journey in California. One founder has extensive retail experience, while the other has a background in film and television production. They chose to focus on vending machine operations and their sales grow by 100% for three consecutive quarters since July, 2024 - the starting point of their venture journey.





# Why **Retail & Vending** Business?

## Consistent Cash Flow

Unlike film and television production, which generates cash flow upon project completion, retail provides daily cash flow. This ensures a steady and predictable income stream.

## Scalability

Film and television production often operates in small teams or studios, making it challenging to scale without additional staff and stable project support. Scaling up without a steady cash flow can increase risks.

## Low Costs

After evaluating various retail formats, the partners found that traditional storefronts had high costs and associated risks. Vending machines, on the other hand, have a lower initial investment threshold and easier operation.

# Why **AI Vending?**

## **Dynamic Computer Vision**

### Higher Average Transaction Value

In similar scenarios and traffic volumes, a comparison of 20 traditional vending machines with 20 dynamic vision vending machines showed that the latter had nearly double the average transaction value. Consumers also purchased more items per transaction, from 1.1 to 2 items.



## Fine-Grained Operations

Traditional vending machines provide total sales data and total unit transactions, but identifying specific products sold requires manual matching of sales data with product listings, which is very time-consuming and even impossible when you have hundreds of machines in operation. AI-powered vending machines offer detailed data down to the SKU level, enabling precise inventory management and timely replenishment.



## Ease of Maintenance

Traditional vending machines require on-site repairs for minor issues, incurring high labor costs. AI-powered machines can often be repaired remotely, significantly reducing maintenance expenses.



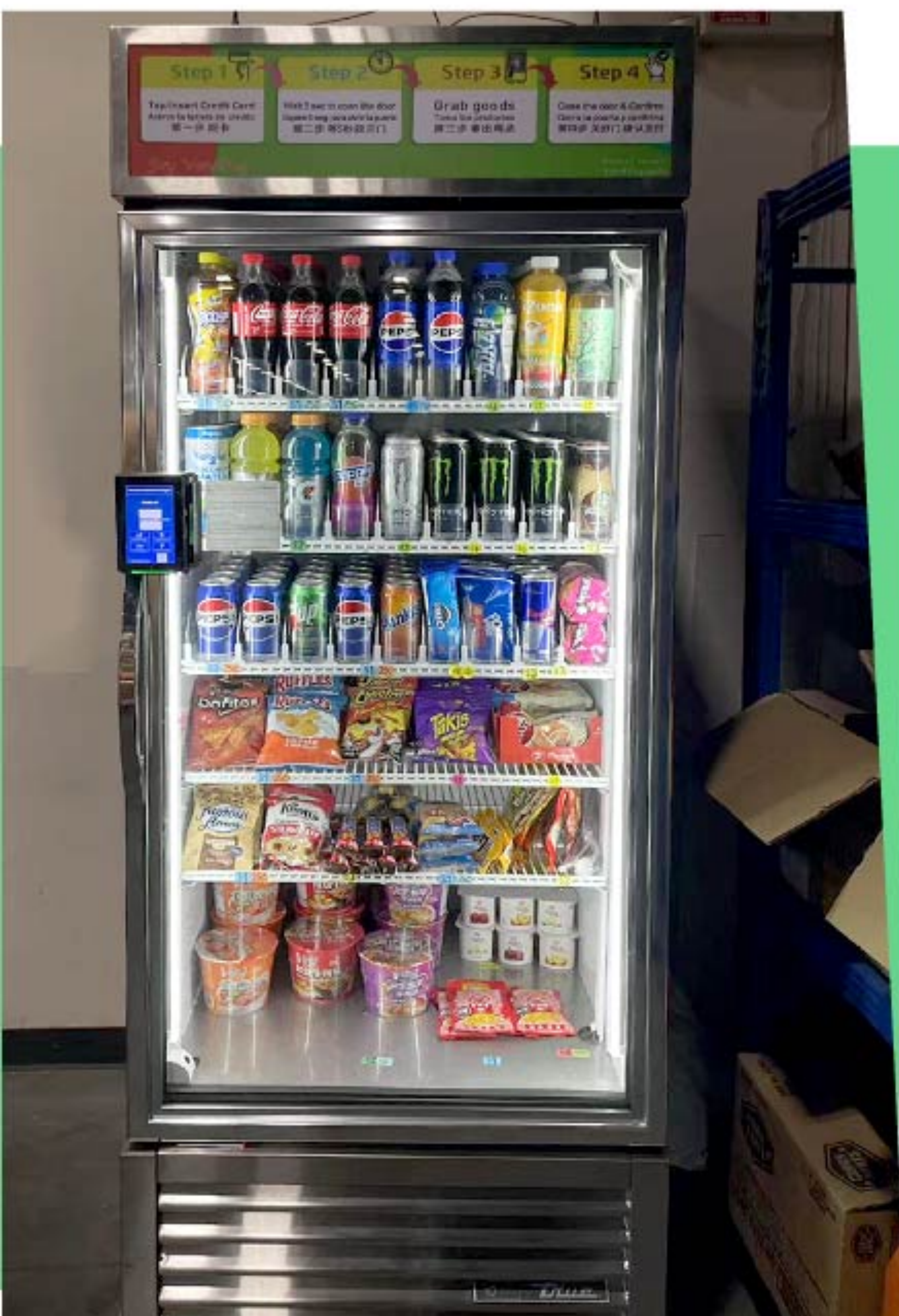
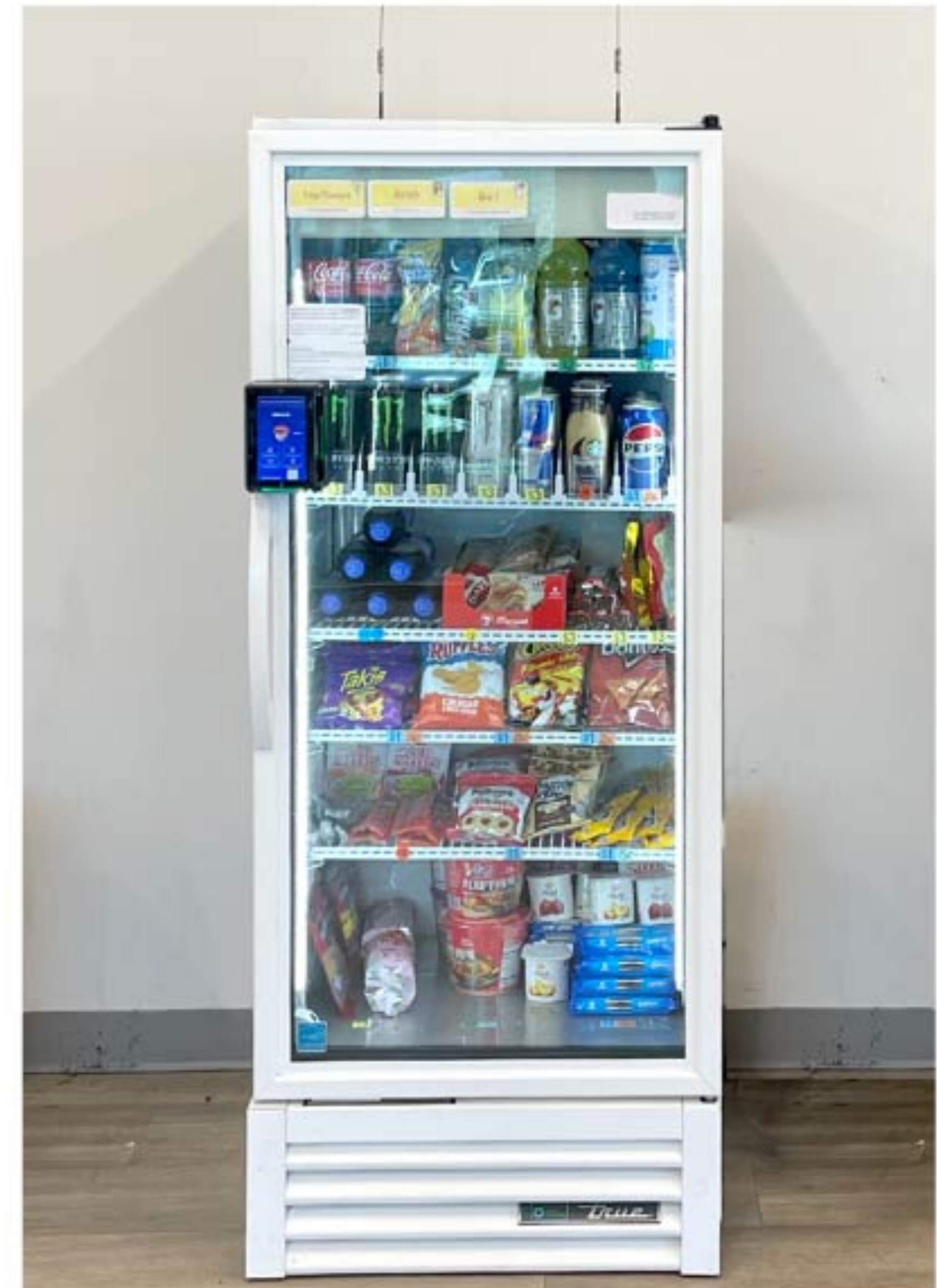
# Why SandStar?

## Comprehensive After-Sales Support

SandStar offers 24/7 support, ensuring prompt response and resolution of any issues. This is crucial for a startup with limited human resources.

## Retail Operational Expertise

Mike Kiser, the president of SandStar USA, with his extensive retail experience, has provided valuable insights, significantly benefiting Joy Vending's business operations.



## AI Technology

SandStar's dynamic vision recognition technology is globally renowned for its accuracy and speed, enhancing the consumer experience.



# Tips for Vending Operators?

## Active Involvement

Vending machines are not a passive income source. Operators must actively participate in site selection, customer relationship management, product selection, and after-sales support to optimize ROA.

## Attention to Detail

Small errors, such as forgetting to list or stock new products, can have compounding effects as the operation scales. Minimizing these errors is crucial to maintaining efficiency and customer satisfaction.



## Future Plan

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Joy Vending aims to surpass the efficiency of traditional vending machines. Observing traditional operators in Southern California, Joy Vending notes that reaching 300 machines is a significant hurdle due to operational inefficiencies. Joy Vending plans to achieve a higher return on assets with 200 machines and then replicate their successful model to surpass the 300-machine threshold, ultimately breaking the industry's scalability barrier.

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