A focus on food waste can be transformative for a kitchen’s profitability

There is an opportunity cost of not tackling food waste
Data shows that food waste is typically between 4% to 13% of food costs.

Distribution of cost of food waste as % of annual food cost at ~400 kitchens worldwide.
The biggest savings opportunity lies in overproduction.

*Data collected from over 1000 kitchens using Winnow.*
Food waste reductions typically happen in 3 phases:

1. **Low hanging fruit & quick wins**
2. **Identify further efficiency gains**
3. **Maintaining long-term reductions**

Avoided cost of food waste

Average reduction 50%+

Food waste reduction % from baseline over 1 year
(data recorded from over 1000 Winnow sites)
Why kitchens don’t measure food waste

We don’t waste food
We’ve got it under control
We use pen and paper
We use anaerobic digestion
We don’t have time
The data is unreliable
Other people may waste food, but we’re better
It’s all plate waste
It’s basically guess work
My team won’t do it
It’s not worth the effort
It’s usually the last thing to do on a Friday
Introducing **Winnow Vision**

AI Enabled Food Waste Detection
Motion camera
Digital scale
Image led analytics

US Patent #15/305,840
UK Patent Application No. 1901727.6 pending
Deliver deep insight for your kitchen

Live output from Winnow Vision
We have surpassed human levels of accuracy

70-75% Kitchen Level Accuracy

80%+ Winnow Vision Accuracy
Daily report to identify immediate actions

Tuesday 25th June

Overview / Site name

Categorisation

Value  
$110  
vs $132 on Tues 18

Equivalent meals  
136  
vs 200 on Tues 18

Weight  
121 lbs  
vs 162 lbs on Tues 18

CO₂ e  
515 lbs  
vs 583 lbs on Tues 18

Top items by weight (vs previous day)

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salmon</td>
<td>$54</td>
<td>9 lbs</td>
</tr>
<tr>
<td>Sirloin steak</td>
<td>$49</td>
<td>11 lbs</td>
</tr>
<tr>
<td>Hangar steak</td>
<td>$42</td>
<td>14 lbs</td>
</tr>
<tr>
<td>Eggs</td>
<td>$28</td>
<td>24 lbs</td>
</tr>
<tr>
<td>Chicken</td>
<td>$5</td>
<td>4 lbs</td>
</tr>
<tr>
<td>Bread rolls</td>
<td>$4</td>
<td>8 lbs</td>
</tr>
</tbody>
</table>

Top areas (weight)

<table>
<thead>
<tr>
<th>Area</th>
<th>Value</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breakfast</td>
<td>$15</td>
<td>43 lbs</td>
</tr>
<tr>
<td>Plate waste</td>
<td>$2</td>
<td>34 lbs</td>
</tr>
<tr>
<td>Lunch</td>
<td>$23</td>
<td>22 lbs</td>
</tr>
<tr>
<td>Classics</td>
<td>$11</td>
<td>11 lbs</td>
</tr>
<tr>
<td>Buffet</td>
<td>$15</td>
<td>4 lbs</td>
</tr>
<tr>
<td>Dinner</td>
<td>$12</td>
<td>2 lbs</td>
</tr>
</tbody>
</table>

Waste by time of day (lbs)

- Last week
- Last 8 days
- Tue 25

Waste weight (lbs)
Online Dashboard to track success

Visualise Winnow data how you want

Track project KPIs over time

Benchmark performance between your sites

Identify food waste trends from your operations
Kitchens using Winnow are saving $36m a year in reduced food costs

TYPICAL ANNUAL SAVINGS

$10k  $20k  $60k  $250k+
Small site  Medium site  Large site  Cruise & Casino
$200k Annual spend  $500k Annual spend  $1,000k Annual spend  $3m Annual spend

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COUNTRIES IN OVER 1,300 KITCHENS
For More Information, please contact:

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