



Fixing Hiring **to** Rebuild Hospitality.

From artisan roots to a scalable platform
→ **2025 is our turning point**



Why now?

Because everything is changing

The market is evolving



Restworld is ready



Staff turnover is rising globally.
Hiring is broken in hospitality



Horeca businesses need better tools to
retain and recruit



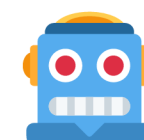
Italy is just the start. “Made in Italy”
is a global hospitality brand



€1M+ annual revenue



Freemium model → scalable,
low-CAC acquisition



AI automation = margin
expansion, lower fixed costs

💡 The next 12 months will decide the next 10 years in Horeca tech



Hospitality hiring is broken – especially in Italy



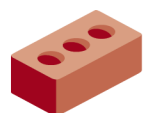
Lack of trust

Black market, exploitation, excessive hours.
There's a systemic lack of trust.
Many good people leave before they even start.



The cost of bad hiring

Great people leave. Bad one stay.
Manages chase CVs instead of building teams.
Lost revenue, poor guest experience



Italy is behind

60% staff turnover YoY.
No vertical tech or legacy platforms
Giants in the sector not performing well

What if we could reverse this trend at scale 🤔



What's Changed in Restworld

From niche startup to scalable company

Restworld “before”

- Young, hands-on founders
- Focused on small clients
- CS and Sales team-heavy
- Hard to scale abroad

How we changed

- Lean team (13 FTE + seasonal)
- Freemium model = self-serve onboarding
- AI-powered CS & Sales → 3x productivity
- TAM expanded: Italian restaurants abroad (+300k)



A platform built for restaurants

with freemium access and AI-powered support



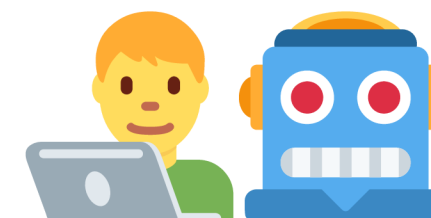
Free storefront

Every restaurant gets a public page to attract candidates.



Paid recruitment

Flexible slots + recruiter support when needed



AI support layer

Automates screening, onboarding, review and customer success tasks.

💡 Today it's about hiring. Tomorrow, it's about empowering the entire hospitality workforce.



Why Restworld wins in the long run



First party data and trust

Proprietary worker database
(+200k users) + ambassador
network = built-in to trust
and retention.



Hiring is just the start

We're starting with hiring,
but we're planning the full
workforce operating system.
Onboarding, shifts, payroll...



Starting from Italy...

... but designed to scale fast
in EU. Italian restaurants
abroad are just the
beginning.



Proof of Progress

Scaling fast, learning faster

 **€890k revenue in 2024**

+97% YoY from €450k in 2023

 **€400k already in 2025**

In <4 months, while focusing on product and automation

 **10,000 new workers/month**

Consistent inbound flow → foundation for matching & scale

 **Customer care rating: 9.1/10**

Clients are staying → retention and word of mouth rising



Built by hospitality insiders and tech believers

Who we are?

5 co-founders with deep skills in
Tech, HR, Sales, Finance, Operations

4 years of execution → from
scratch to €1M revenue

Hospitality-native → we speak
the same language as our users

Where are we going

Help 10.000 people find work
in hospitality every year

Build the most trusted platform
for restaurant hiring

Expand from Italy to every
“Little Italy” in the world

 Focusing on the reposition hospitality as a respected and ethical profession



2025 is our turning point

Let's stay in touch

What's next this year

- Scaling freemium to 750+ restaurants
- Proving CAC reduction and margin growth
- Starting international pilots (Europe, then Asia)

What we're looking for

- Smart capital for scale – in tech, in talent, in markets
- Long-term partners who understand hospitality

Stay in the loop

- Subscribe to our quarter email on our site
- Don't miss the next 12 months – this is moving fast!



10M€
in 2027

30M€
in 2030

and then?

***From Italy,
to the World
of Restaurants.***

Let's stay in touch — this is just getting started

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We're not raising today.
But we're moving fast.
Let's talk before it's obvious.

restworld