



BUSINESS UPDATE

December 2025

Dear friends,

While the market buzz around Mankomb grows louder, inside the lab, we have been heads-down on the final mile of manufacturing engineering and delivery prep. We are ensuring that the “Founder’s 50 Batch” is a promise kept. While this attention to detail pushes our timeline slightly, it ensures that the Chewie units entering homes in March will set a definitive standard for the market.

Headline Momentum

- **Meet & Greet with Chewie:** Among the many firsts for a home-bot company, on December 14th, we hosted an exclusive ‘Meet and Greet with Chewie’ in Bengaluru. This was a first of its kind premium pre-launch experience and immersion for Mankomb Customers. Rather than a standard product reveal and appliance demo, we offered a premium, ‘under-the-hood’ technology experience to our early adopters who could



touch and feel the core engineering. Our customers flew from many parts of the country to participate in this event. The passion, inquisitiveness to co-create was clearly evident! And, that's exactly how we intended to grow this brand.

Build & Manufacturing (November)

We are now wrapping up our manufacturing partners based on our conservative booking and enquiry run rate. We have locked in a large white goods manufacturer and are ironing out the terms and pricing.

Chewie Max will also have upgrades based on rigorous testing and user feedback - we have executed four critical design optimizations to ensure reliability and user ease:

- **Zero- Residue Shredding:** We have a patent applied upgrade to the MBS system that actively clears residue, ensuring the sink remains clean for each plate of food waste.
- **Ergonomic Tray Design:** We upgraded the Regen Soil tray to a curved-drop design. This change is purely user-centric, allowing customer to pull out and empty the tray with greater ease – showcasing Mankomb's ability to implement engineering upgrades with speed and precision, closely listening to the pulse of the customer.

What does this mean?

With DFM confirmation by the end of this week for the series, we are allocating 3-4 weeks for the manufacturing cycle. We would still have 50% capacity to spare this month for the 1000 product run– but the scale up needs meticulousness.



Manufacturing shopfloor (L-R: Grommet pressing, Forming, Chassis Assembly stations)

Why this matters?

- **“India-Proofing” the Product:** Specific engineering upgrades ensure that Chewie performs reliably in an Indian kitchen from day one – and once a product works in India, it can work anywhere in the world.
- **Scalability:** These production-grade baseline de-risks our subsequent 1000-unit run.

Electronics and Intelligence

- **Phone-Free Alerts:** ‘We don’t want apps’, our customers said. We upgraded the Human Interface board to include a speaker. Users now get immediate audio feedback and alerts directly from the device, removing dependency on App notification for critical updates.

- **Power Optimization:** The heater control has been upgraded to handle high-capacity electrical loads in the future so that Chewie hardware is future proof.

Market Validation & Brand Visibility

While the machines are humming on the shopfloor, Mankomb has been making significant noise across the ecosystem.

National Spotlight & Strategic Wins

- **Shark Tank India Season 5:** The team travelled to Mumbai to film for the upcoming season of Shark Tank. This prime-time exposure is set to catapult Chewie into the national conversation. The episode is expected to air in March 2026.
- **Elevate 2025:** We are proud to announce that Mankomb has been awarded the prestigious Elevate Grant at the Bengaluru Tech Summit. This recognition validates our technology and sustainability impact at a state policy level.
- **Climate Collective Foundation:** Mankomb has been selected for the Climate Collective Foundation's accelerator cohort. This partnership reinforces our ESG credentials and connects us with a global network of climate-tech mentors and investors.
- **Industry Showcase:** We brought Chewie to the Nasscom Technology Confluence 2025. The response was overwhelming, serving as a live focus group that confirmed the "wow" factor of our AI-native solutions among tech leaders.

Chewie is a "Now" Product

Our latest customer survey insights have returned results that strongly support our positioning and LTV potential:

- **Urgency over Novelty:** For 74.3% of customers, Chewie will be able to solve their kitchen pain immediately. For early adopters, Chewie is being perceived as a must-

solve, immediate pain rather than an aspirational gadget. This is strong product–need fit and strong signal of willingness to pay for a real solution.

- **Experience with Competing Solutions:** Even among high-intent, affluent early adopters, over 52% have not tried any competing solutions, suggesting that this category is nascent and Chewie has an opportunity to become the default “first serious solution” for wet waste in this segment.
- **Premium Positioning:** 73.5% of respondents perceive Chewie as smart and innovative. Crucially for our unit economics, 68.4% explicitly requested white-glove installation, validating our AMC revenue model potential.
- **Digital Dominance:** Digital channels are already driving over 85% of discovery, confirming our scalable, digital-first Go-To-Market strategy is working.

Near-Term Focus (Next 30–45 days)

- Freeze manufacturing ecosystem including child part supply chain.
- Prepare field services partner for “White Glove” experience with the Feb batch.

Thank you for the belief, the intros, the tough questions - and for cheering us on while we build something that belongs in every modern Indian kitchen.

Building the world’s Smartest, ‘Sustainable-est’ and Friendliest home appliance company!

Mrudul Mudotholy

Co-Founder & CEO,

Mankomb Technologies Pvt Ltd

PICTURES OR IT DIDN'T HAPPEN!



'Meet and Greet Chewie'



Nasscom Technology Confluence 2025



Bengaluru Tech Summit 2025



Mankomb Team Today
