

Ryoma launches partnership with BibeCoffee: Together for a more connected coffee experience. *Advanced remote control, consumption analysis, and dedicated features for the machine brands within the Ryoma Group.*

In today's market, advanced telemetry systems are increasingly becoming an essential competitive asset to meet the needs of customers who demand total control over performance. Ryoma responds to this strong demand by signing a strategic partnership with BibeCoffee, a global leader in IoT applied to the coffee world, with over twenty-five thousand connected machines across more than twenty-five countries. This collaboration marks a decisive step toward transforming espresso machines from simple hardware products into intelligent, connected, and data-driven assets, offering added value that goes far beyond technical supply and enabling manufacturers to evolve into true performance enablers.

The Ryoma group was born from the coffee world and strongly believes in its culture and global community. Ryoma's vision is to guide brands with a solid history and strong identity through a new phase of growth while preserving what made them great. The group brings together manufacturers of professional espresso coffee machines—including Astoria, Wega, Storm, and Cime for traditional machines and HLF for super-automatics—all present in over 160 countries.

BibeCoffee is a cutting-edge company specializing in IoT solutions and advanced telemetry for the coffee sector. Through proprietary hardware and software systems, BibeCoffee makes it possible to monitor the health of professional coffee machines in real time, analyze brewing data, prevent breakdowns, and ensure consistent, high-quality coffee anywhere in the world. BibeCoffee stands out on the global IoT stage as a unique partner thanks to its LTE connectivity. The core of the solution is a universal plug-and-play device equipped with LTE/cellular connectivity and compatible with any coffee machine, equipped with LTE/cellular connectivity and an integrated global SIM. This guarantees a continuous, secure flow of real-time data straight to the cloud, making the machine independent of local Wi-Fi networks and ensuring connectivity anywhere in the world.

The operational advantages of this architecture translate directly to end customers. For roasters and coffee chains, it means optimizing operations and reducing costs on a global scale—remotely tracking the status and location of assets via GPS, protecting brand integrity by monitoring recipe consistency and extraction times, and managing the network efficiently through automated alerts about proper usage, cleaning cycles, and the balance between sell-in and sell-out. For independent coffee shops, it offers the peace of mind that comes from being able to manage the establishment directly from a smartphone, checking cleanliness and machine status at any time, building customer loyalty through the mathematical certainty of in-cup quality, and leveraging daily reports and performance trends to make faster, smarter business decisions.

Unlike standard solutions, this collaboration represents a major technological advancement: machines and devices communicate continuously thanks to bi-directional data sent directly from the control unit.

The partnership enables Ryoma brands to achieve a deep, native level of communication with the onboard electronics. The machine communicates constantly and directly with the telemetry device, allowing the system to monitor its operations in detail and—thanks to bi-directionality—actively modifying operational parameters remotely: It is like having someone standing in front of the machine at all times.

This technology offers numerous benefits: It allows users to monitor the performance of both individual machines and entire fleets, keeping track of the coffee quality served to the customer, and

tracking coffee, water, and energy consumption in real time. Furthermore, by enabling constant supervision of routine maintenance of all machines, it enables predictive service planning that drastically reduces on-site technical support costs while supporting consistent long-term performance.

This new collaboration marks a strategic evolution that transforms the coffee machine from a simple work tool into an intelligent, connected asset. By leveraging real-time data analysis to optimize yield, guarantee consistent cup quality, and prevent operational issues, this partnership generates value that extends far beyond hardware, driving the digitalization of the entire industry.

MEDIA NOTE

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