



FOODSHARE

Reclaim Excess Feed Success



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Pitch Deck





Problem



Food Waste
one of the biggest
problems facing
mankind today



Market Failure
30-50% of all food
produced globally is
never eaten



Morally Wrong
about 1 billion
people go to bed
hungry every night



Customer

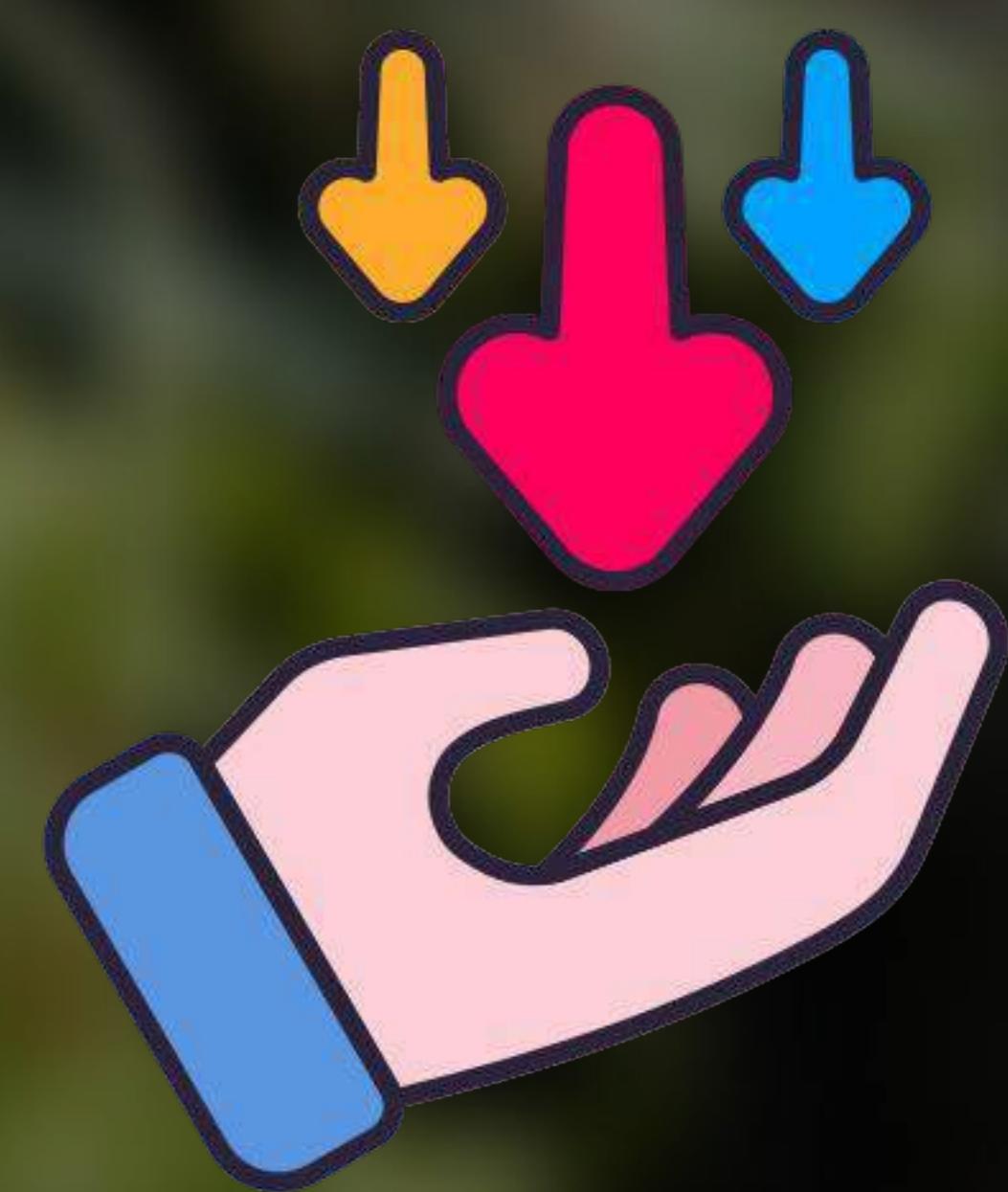
Our core customers redirecting excess quality food from businesses to communities in need, combating food waste and hunger



Businesses
retailers,
restaurants, hotels



People
who want to see
less waste in the
world



**Disadvantaged
Population**
people experiencing
hunger



FOODSHARE

Solution

Innovative cross-platform solution for sharing soon-to-expire food between users and businesses

View all listings in categories

The Foodshare mobile application interface displays a grid of food items available for sharing. Each item includes a thumbnail image, a title, and availability details.

- APPLES 1 KG** (apple icon)
Distance: LONDON, UK
Available: 5PM - 10PM
- BANANAS** (banana icon)
Distance: Г.САНКТ-ПЕТЕРБУРГ, МЕТРО...
Available: УТОЧНИТЬ ЗАРАНЕЕ
- MÄTTI** (millet icon)
Distance: МОСКВА
Available: 12:00
- THERAPEUTIC WATER** (water bottle icon)
Distance: ГОРОД ОМСК
Available: 12:00
- Mesquik** (protein powder icon)
- Delicato KOKOSOVOE MASLO** (coconut oil icon)
- Teriyaki SOYBEAN** (soy sauce icon)

At the bottom, there are social media links (Twitter, Facebook, Instagram, LinkedIn), a feedback button, a donation button, and navigation icons for Explore, Maps, Challenger, Chats, and Forum.

Discover on the map

The Foodshare mobile application interface shows a world map with several locations marked by pink pins, indicating the proximity of food listings. Below the map, a list of specific listings is displayed.

- 2x boxes of red grapes (by Amy) - 13/9 11:40, 32 n/a km
- 12x Pink Lady apples (by Amy) - 13/9 11:37, 13 n/a km
- закуска - кабачок в кляре (by Annegret) - 24/7 16:46, 158 n/a km
- джем черничный штук (by ирина) - 20/2 15:11, 199 n/a km
- кабачек свежий

At the bottom, there are navigation icons for Home, Maps, Challenger, Chats, and Forum.



Value proposition



Fight Hunger

- Redistributions surplus food
- Facilitates local sharing
- Promotes inclusion
- Empowers neighborhood action



Prevent Food Waste

- Reduces edible food to landfills
- Encourages sustainable behaviors
- Decreases greenhouse gas emissions
- Enables conscious consumption



Market Validation

Foodbanks

400

TOTAL IN THE US

Community fridges

400

TOTAL IN THE US

Food pantries

60,000

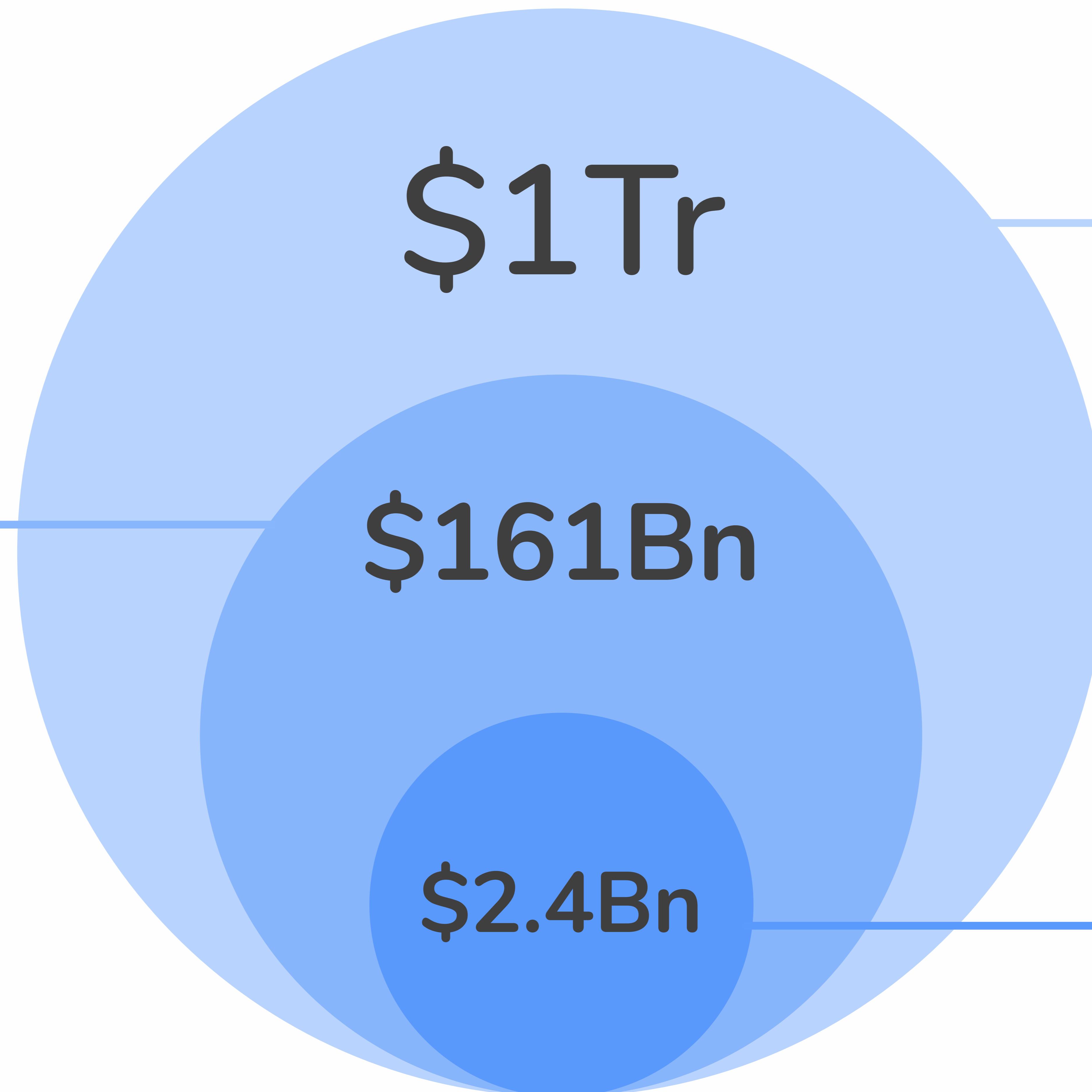
TOTAL IN THE US





Market Size

SAM
Worth of food is wasted annually the US



TAM
Worth of food is wasted worldwide annually

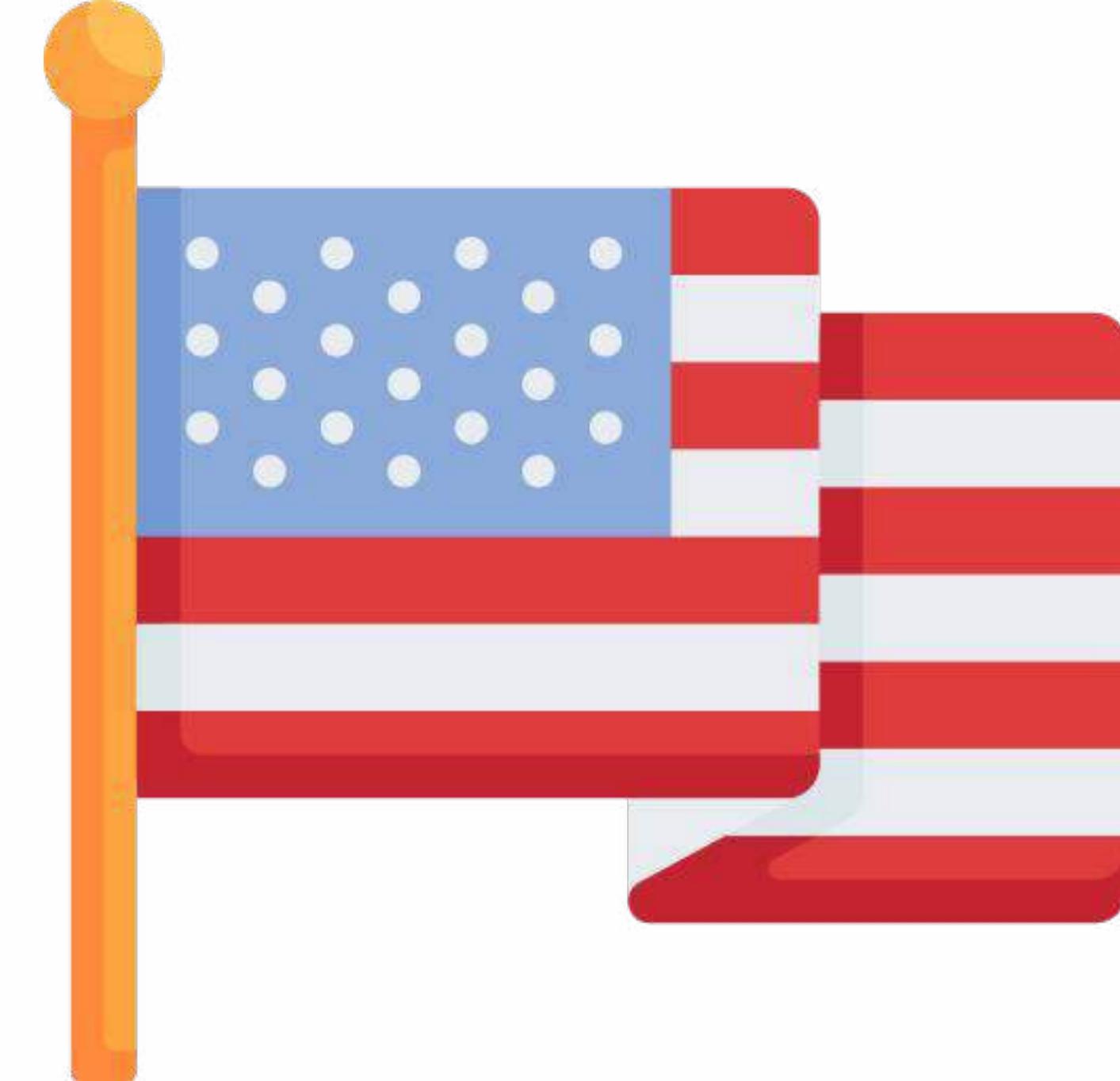
SOM
Sacramento Metro Area annually

*source: ReFED is a national nonprofit working to end food loss and waste across the U.S. food system.

**source: TIARCENTER is an independent think tank and advisory firm.

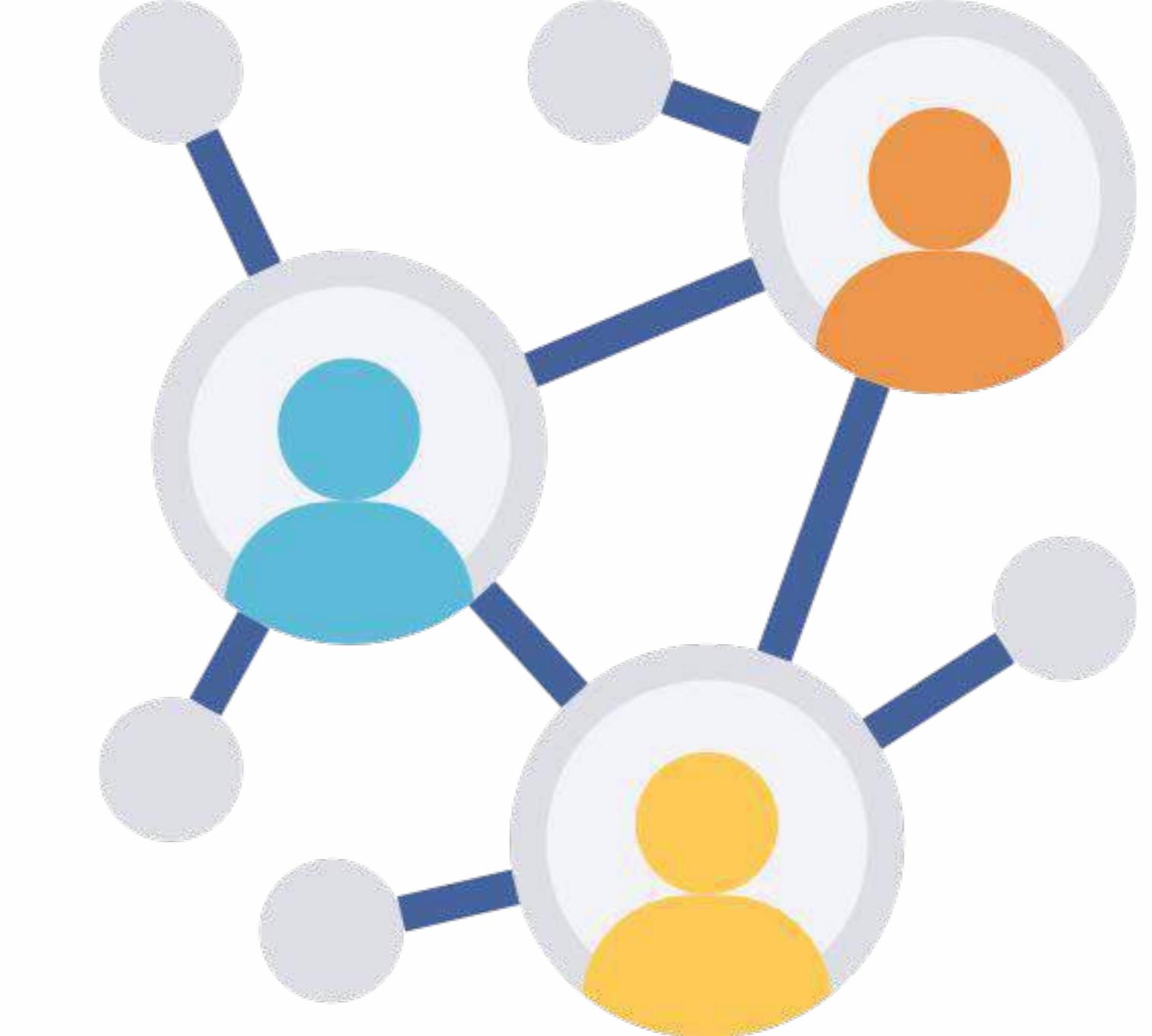


Competitive Analysis



USA Adoption and Partners

Focusing on US user base and local partnerships



Creating a network of Foodbanks & Community fridges

Browse listings and request posted food



Easy-to-use online and mobile solution

For local food access



Olio

- +Advanced mobile app
- +Strong UK team
- Focusing on the UK market



Food sharing

- +Loyal community
- +Open-source solution
- Focusing on the German market
- Poor web & mobile apps



Misfits

- +Advanced mobile app
- Only sales ugly food in different boxes

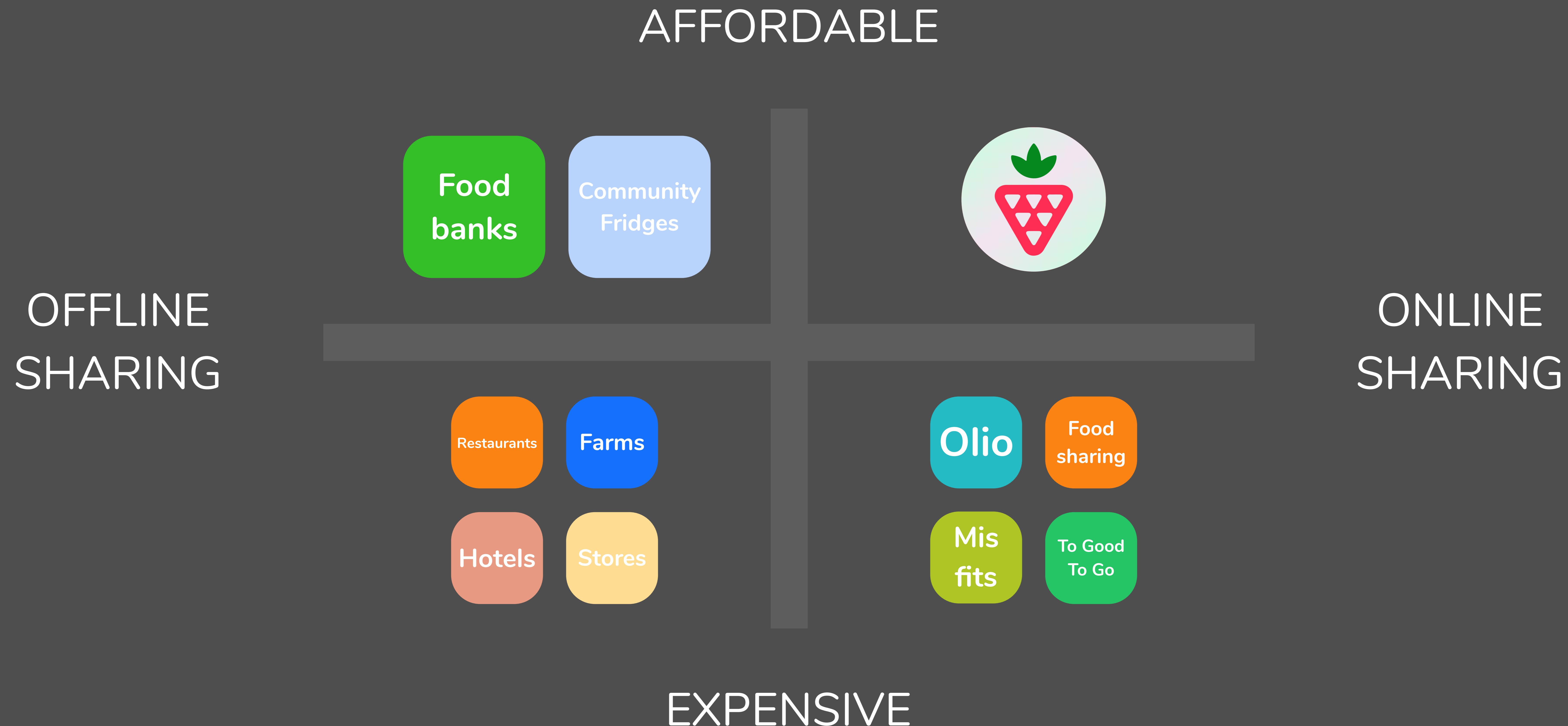


To Good To Go

- +Advanced mobile app
- Only sale by-day food



Market Adoption





Team



Tarlan Isaev
Founder & CEO

Former founder of IT Computers. DevOps, webdev, mobile dev, 17+ years of experience in IT industry.
BEc Rybinsk, Russia.
BCS Auckland, New Zealand.



Cameron R. Law
Advisor

Building Community. Growing Ecosystems. Empowering Entrepreneurs. Stand for Love & Service. The University of Queensland. Masters of Business, Majors: Social Impact and Sustainability; International Business



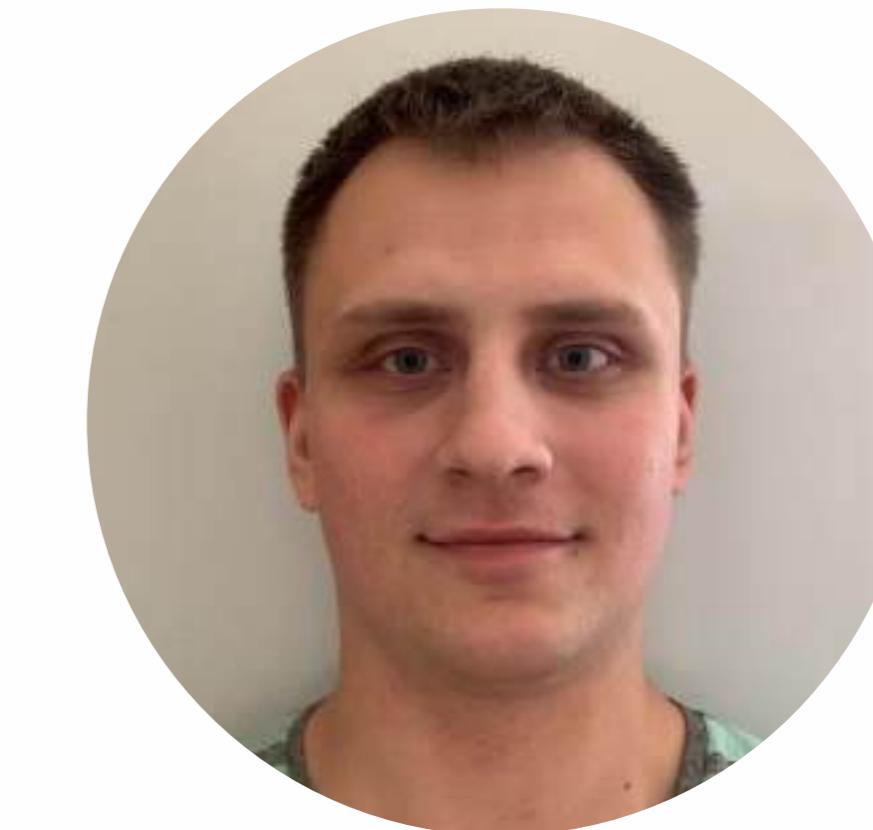
Dick Gourley
Advisor

Seasoned Silicon Valley Executive. Founder of Sol Duc Leadership. He helps business & nonprofit leaders build enduring great organizations! West Point, HBS, UCLA



Denis Yarmoshko
CDO/Frontend Engineer

React front-end engineer. Software development experience.



Stanislav Lisovskii
Frontend Engineer

React front-end engineer. Software development experience.



Telman Isaev
Software Tester

CEO of IT Computers. Hardware repair, 12+ years of experience in IT industry.