



pangea

Local farmers global buyers

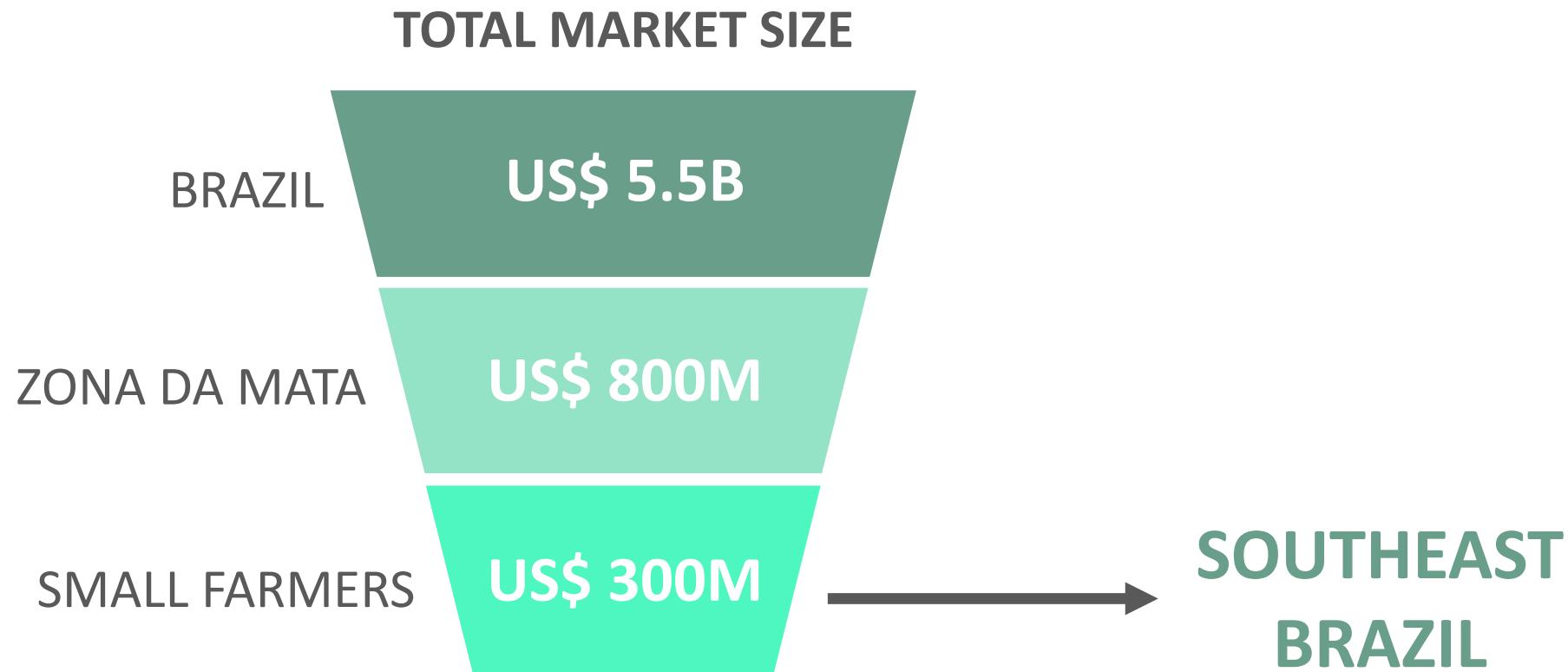


DILSON SILVA

- College professor
- Small farms 100k plants
- Premium Coffee (Gold Cup)
- Zona da Mata, MG



INCREASE ZDM`S PRODUCT VALUE BY DIRECT GLOBAL SALES



LIMITED ACCESS TO THE MARKET PLACE



ELIMINATE TRADERS TO EMPOWER SMALL FARMERS

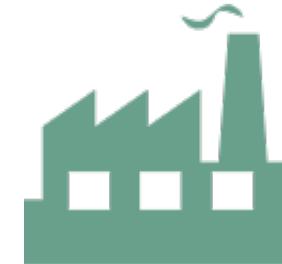
AS IS MARKET



DILSON

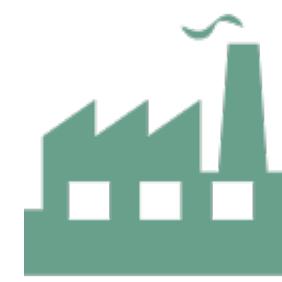


SET'S PRICE

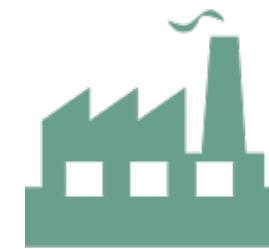
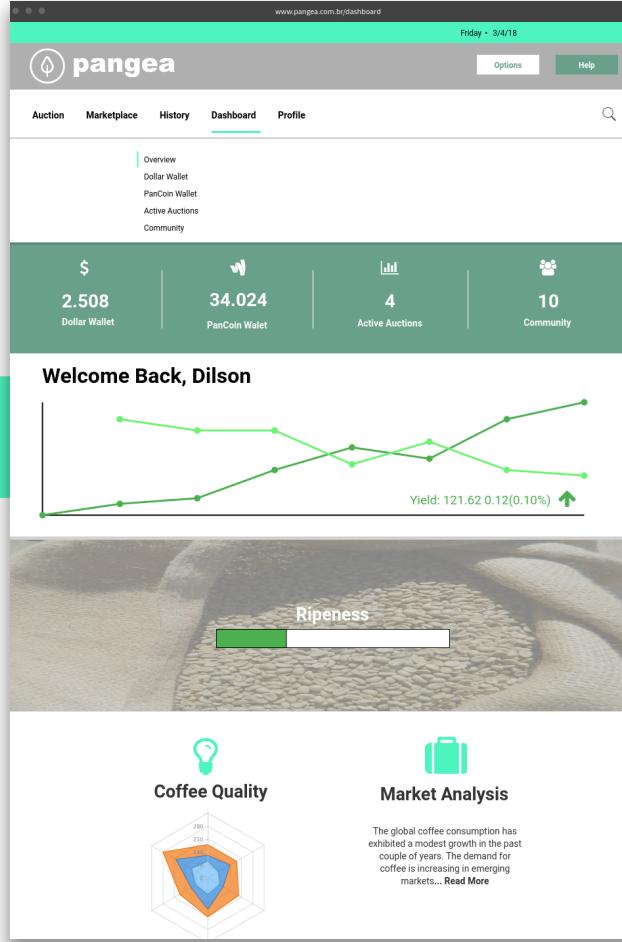
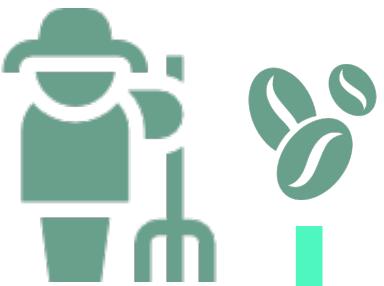


SET'S PRICE

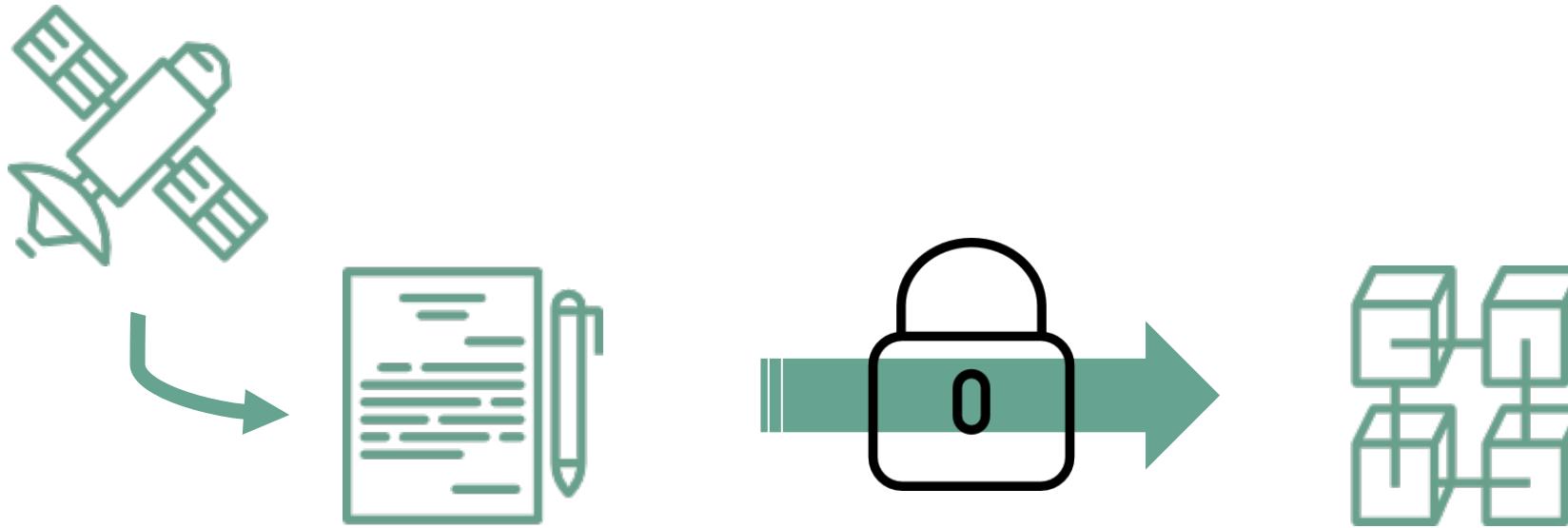
PROPOSED MARKET



PANGEA MARKETPLACE



UNDER THE CURTAIN



Agronomical Data are
put into the contracts

The contract binds in the
block-chain

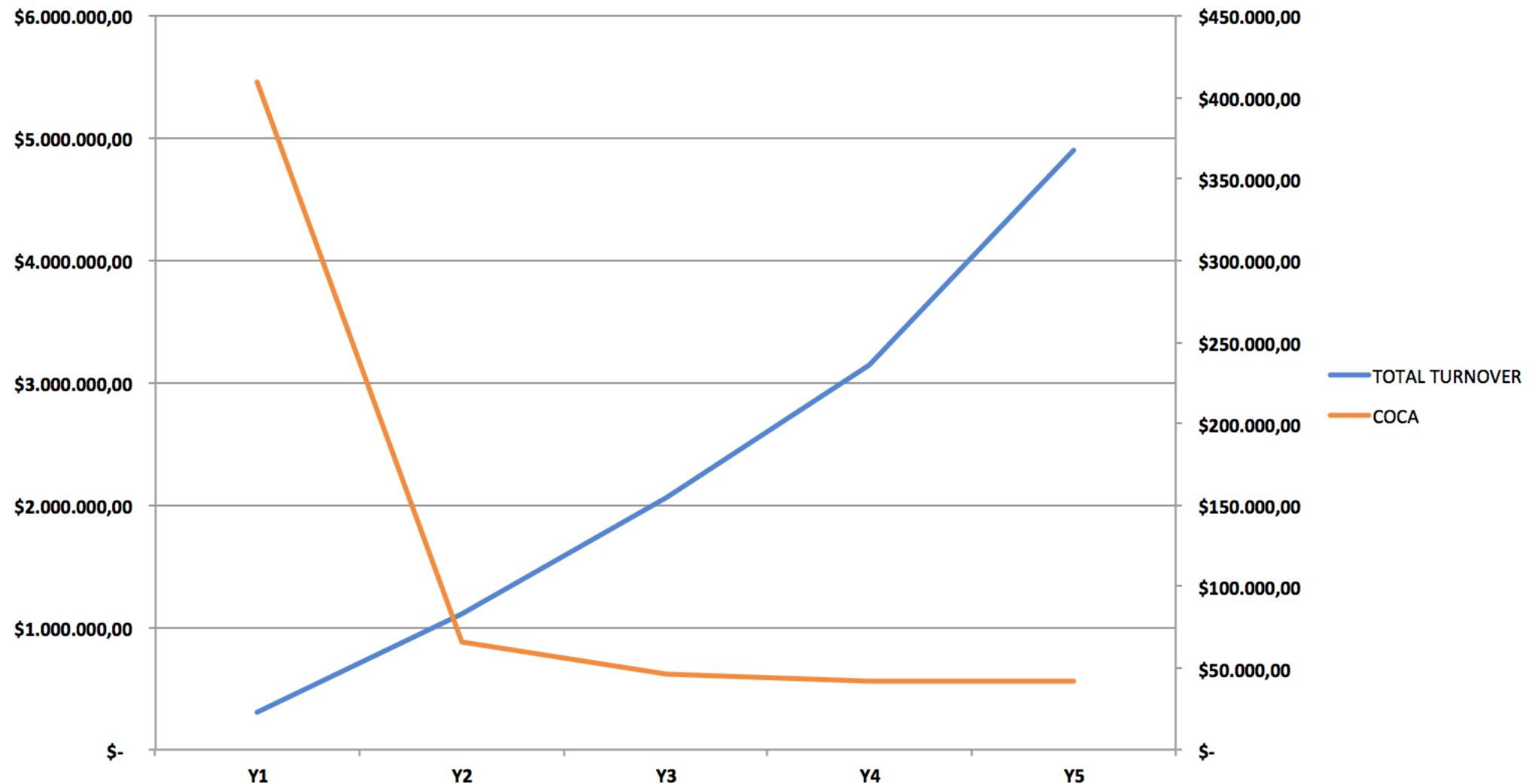


HOW DO WE LOOK IN 5 YEARS

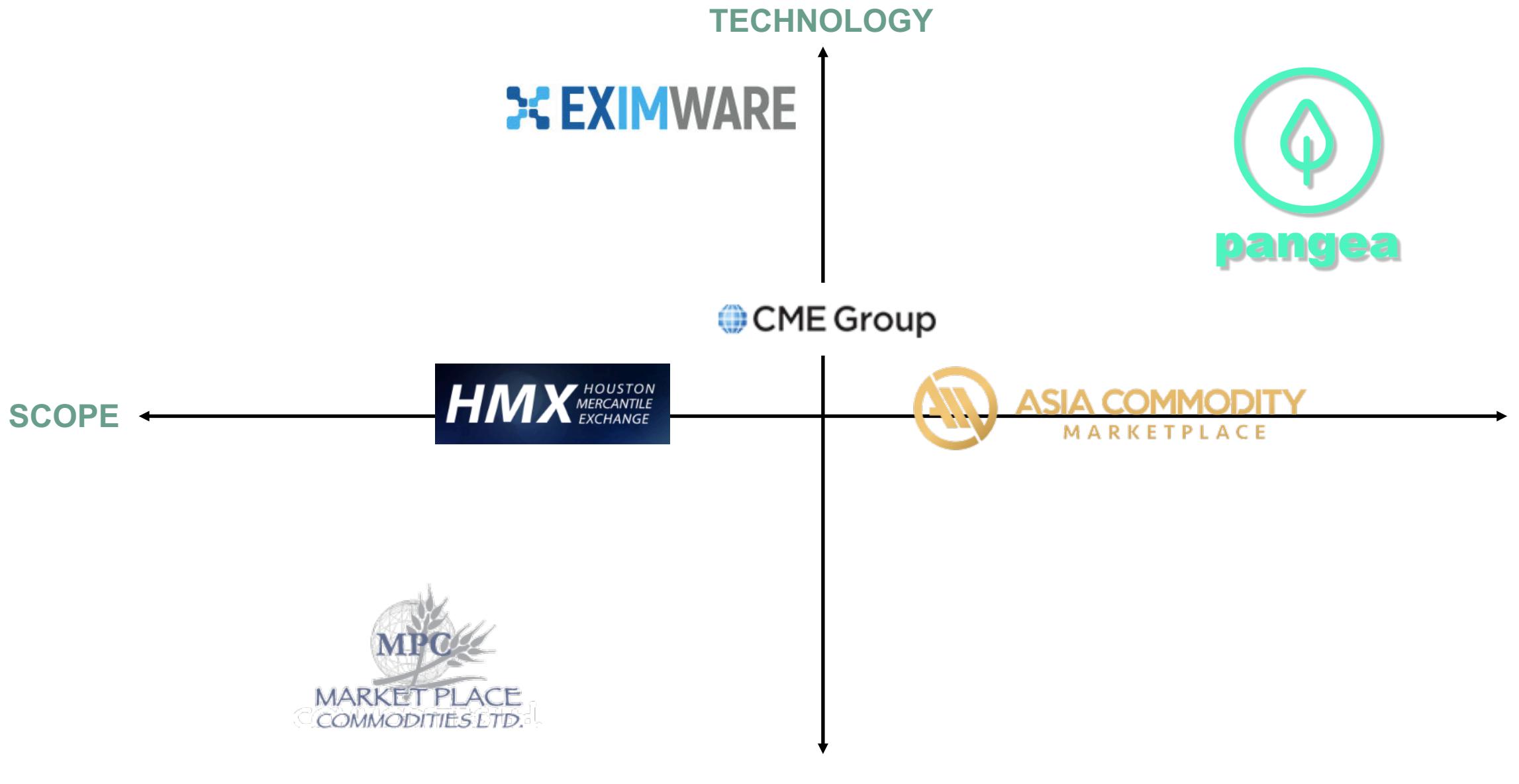
	Y1	Y5	LTV
TAM	US\$ 300M	US\$ 300M	US\$ 3.5M
CONVERSION RATE	5%	42%	COCA
TOTAL MKT PLACE TRANSACTIONS	US\$ 15M	US\$ 245M	5.6 X
COMMISSIONS	2%	2%	
REVENUE	US\$ 300K	US\$ 5M	
NET INCOME	US\$ - 80K	US\$ 2.8M	



LTV x COCA



COMPETITION



TEAM



EDUARDO
PINTO
MARKETS



Business Executive
and Entrepreneur in
Food & Beverage



ODYSSEAS
LAMTZIDIS
TECHNOLOGY



Electrical engineering
student



SEBASTIAN
PEREIRA
ECONOMY



Economist and Social
scientist



MICHEL
MOUSSATCHE
DESING



Designer with more than
10 years experience in UI
and UX



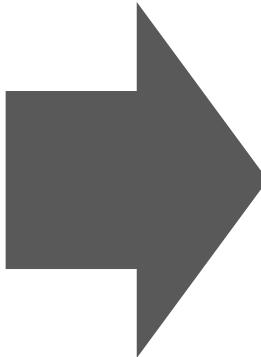
GIULIANA
HUAMÁN
OPERATIONS



Business
Administrator, Artist
and Coach



OUR ASK
500K



EMPOWER SMALL FARMERS



GLOBAL ACCESS



DATA DRIVEN



BETTER VALUE





pangea

Local farmers global buyers

THANK YOU!

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
REVENUE					
TOTAL MKT VOL (BAGS)	55.000.000	61.600.000	68.992.000	77.271.040	86.543.565
TOTAL MKT VAL (U\$)	\$ 8.250.000.000,00	\$ 9.240.000.000,00	\$ 10.348.800.000,00	\$ 11.590.656.000,00	\$ 12.981.534.720,00
SHARE ZONA DA MATA	14,5%	14,5%	14,5%	14,5%	14,5%
TOTAL ZDM MKT VAL	1.196.250.000	1.339.800.000	1.500.576.000	1.680.645.120	1.882.322.534
REGIONAL EXPANSION	0%	2%	3%	4%	6%
TOTAL AD. MARKET	14,5%	15%	16%	17%	18%
TAM VALUE	1.196.250.000	1.386.000.000	1.655.808.000	1.970.411.520	2.336.676.250
SMALL FARMERS ZDM	25% \$ 299.062.500,00	\$ 346.500.000,00	\$ 413.952.000,00	\$ 492.602.880,00	\$ 584.169.062,40
CONVERSION INTO MKT PLACE	5%	16%	25%	32%	42%
TOTAL MKT PLACE TRANSACTION	\$ 14.953.125,00	\$ 55.440.000,00	\$ 103.488.000,00	\$ 157.632.921,60	\$ 245.351.006,21
COMISSION	2,0%	2,0%	2,0%	2,0%	2,0%
TOTAL TURNOVER	\$ 299.062,50	\$ 1.108.800,00	\$ 2.069.760,00	\$ 3.152.658,43	\$ 4.907.020,12
EXPENSES					
PRODUCT DEVELOPMENT & MAINTAINANCE	\$ 200.000,00	\$ 150.000,00	\$ 120.000,00	\$ 100.000,00	\$ 100.000,00
EVENTS	\$ 80.000,00	\$ 50.000,00	\$ 50.000,00	\$ 50.000,00	\$ 50.000,00
PRINT ADS	\$ 35.000,00	\$ 35.000,00			
CHAMPION PARTNERSHIPS	\$ 7.000,00	\$ 7.000,00	\$ 5.000,00	\$ 5.000,00	\$ 5.000,00
EMBRAPA SPONSORSHIP	\$ 30.000,00	\$ 30.000,00	\$ 30.000,00	\$ 30.000,00	\$ 30.000,00
2x SALES AMBASSADOR (SELLER & BUYER)	\$ 6.000,00	\$ 6.000,00	\$ 6.000,00	\$ 6.000,00	\$ 6.000,00
3RD PARTY DATA	\$ 15.000,00	\$ 15.000,00	\$ 15.000,00	\$ 15.000,00	\$ 15.000,00
SALES ADMIN STAFF	\$ 4.000,00	\$ 4.000,00	\$ 4.000,00	\$ 4.000,00	\$ 4.000,00
TOTAL OPERATION EXPENSES (OPEX)	\$ 377.000,00	\$ 297.000,00	\$ 230.000,00	\$ 210.000,00	\$ 210.000,00
EBIT	\$ -77.937,50	\$ 811.800,00	\$ 1.839.760,00	\$ 2.942.658,43	\$ 4.697.020,12
CORPORATE TAX	40%	\$ 324.720,00	\$ 735.904,00	\$ 1.177.063,37	\$ 1.878.808,05
NET INCOME	\$ -77.937,50	\$ 487.080,00	\$ 1.103.856,00	\$ 1.765.595,06	\$ 2.818.212,07



PANGEA MARKETPLACE

