

# **Toast**

## **Board Deck**

**Website: <https://www.toasttab.com>**

**Industry: Restaurant Tech**

# Executive Summary

Toast is a leading Restaurant Tech company, providing exceptional solutions to modern challenges. The company has achieved significant milestones this quarter, highlighted by robust growth and customer satisfaction.

# Key Metrics

1. Revenue: \$550M
2. Growth Rate: 19% QoQ
3. Customer Churn: 4%
4. Customer Base: 10500+
5. Customer Satisfaction: 94%

# Product Updates

This quarter, the company launched:

- A new feature for better analytics.
- Enhanced customer support tools.
- Improved scalability to meet growing demands.

# Financial Performance

Revenue: \$550M

Net Profit: 20% of revenue

Runway: 18 months

Burn Rate: \$1.5M/month

# Challenges and Opportunities

## Challenges:

- Increasing competition.
- Talent retention in a competitive market.

## Opportunities:

- Expanding to new international markets.
- Partnerships with leading industry players.

# Future Roadmap

1. Launch in European markets by Q4 2025.
2. Develop AI-powered personalization tools.
3. Secure Series C funding by the end of 2025.

# Ask for Support

We request the board's guidance and support in:

- Connecting us with key investors.
- Strategic advice for market entry in new regions.
- Expanding our network of industry advisors.