





TO CREATE INNOVATIVE AND SUSTAINABLE FOOD

EXISTING FOOD SYSTEM IS CRITICAL



FOOD WASTE

34% of **Fruit & Vegetable** is lost or wasted

(FAO, 2019)



WATER CONSUMPTION

70% of **Freshwater Consumption** is due to food production

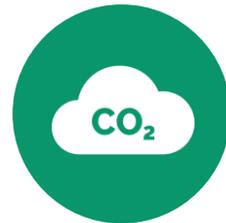
(FAO, 2017)



GROWTH RATE

9 out of 10 of the major **crops** will reduce yields, **prices increase up to 90%**

(FAO, COP27)



CO2 EMISSIONS

26% of **greenhouse gas** emissions are due to food production

(Science, 2018)

OUR MISSION

REDUCE WASTES... TO CREATE VALUE PRODUCTS



WHY DO WE FOCUS ON **ARTICHOKES** ?

70%

THE AVERAGE QUANTITY **WASTED** PER PIECE

365.000.000 KG

ITALY: THE **BIGGEST ARTICHOKES PRODUCER**
→ 25% OF WORLD, 65% IN EU

240.000.000 KG

ROW MATERIAL AVAILABLE → **RESOURCES**

OUR SOLUTION



→ ARTICHOKES FUNCTIONAL FLOUR

→ CONTRIBUTES TO LIVER'S PROTECTION
AND NORMAL METABOLISM OF FATTY ACIDS

1

PATENTED PROCESS

Based on Circularity, Flexible and Movable Lines

2

ENVIRONMENTAL BENEFIT

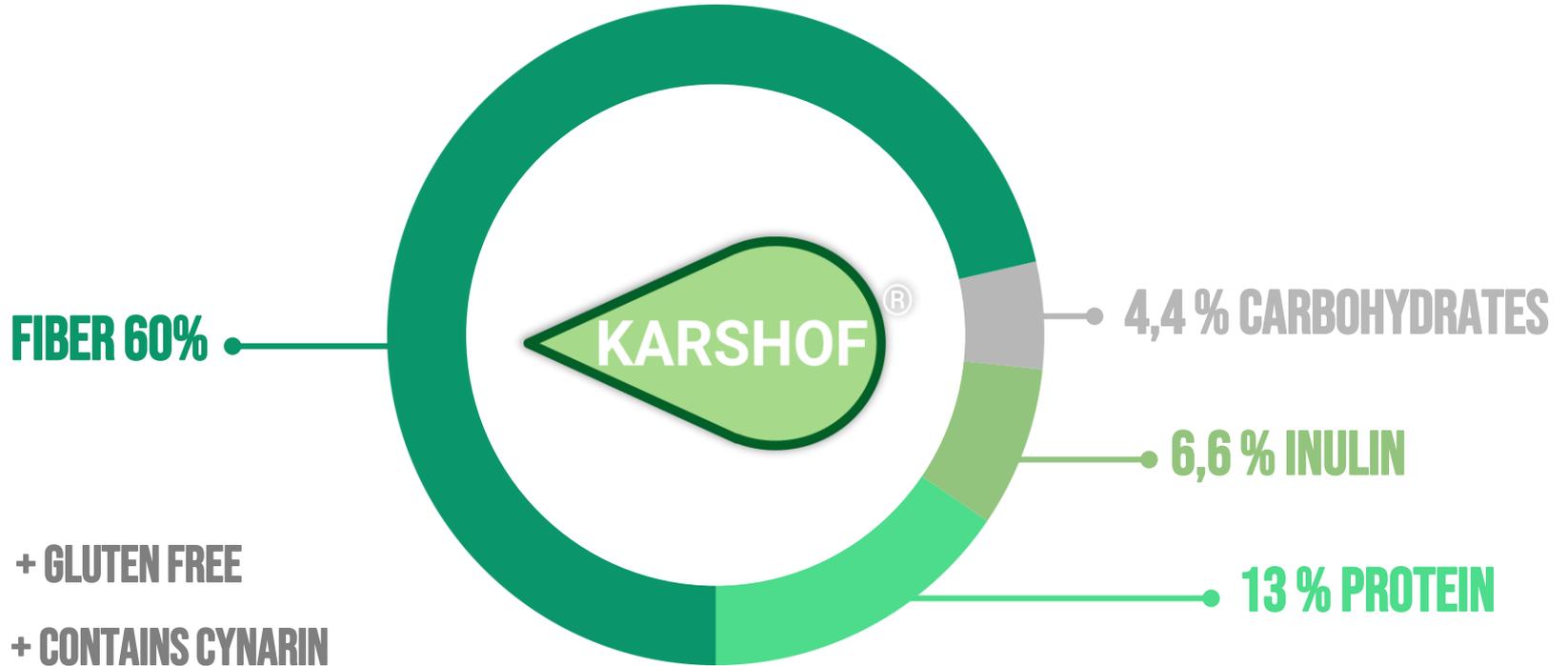
Sustainable and with the lowest CFP

3

FUNCTIONAL FLOUR

Unique nutritional and healthy values

UNIQUE NUTRITIONAL PROFILE **KARSHOF®**

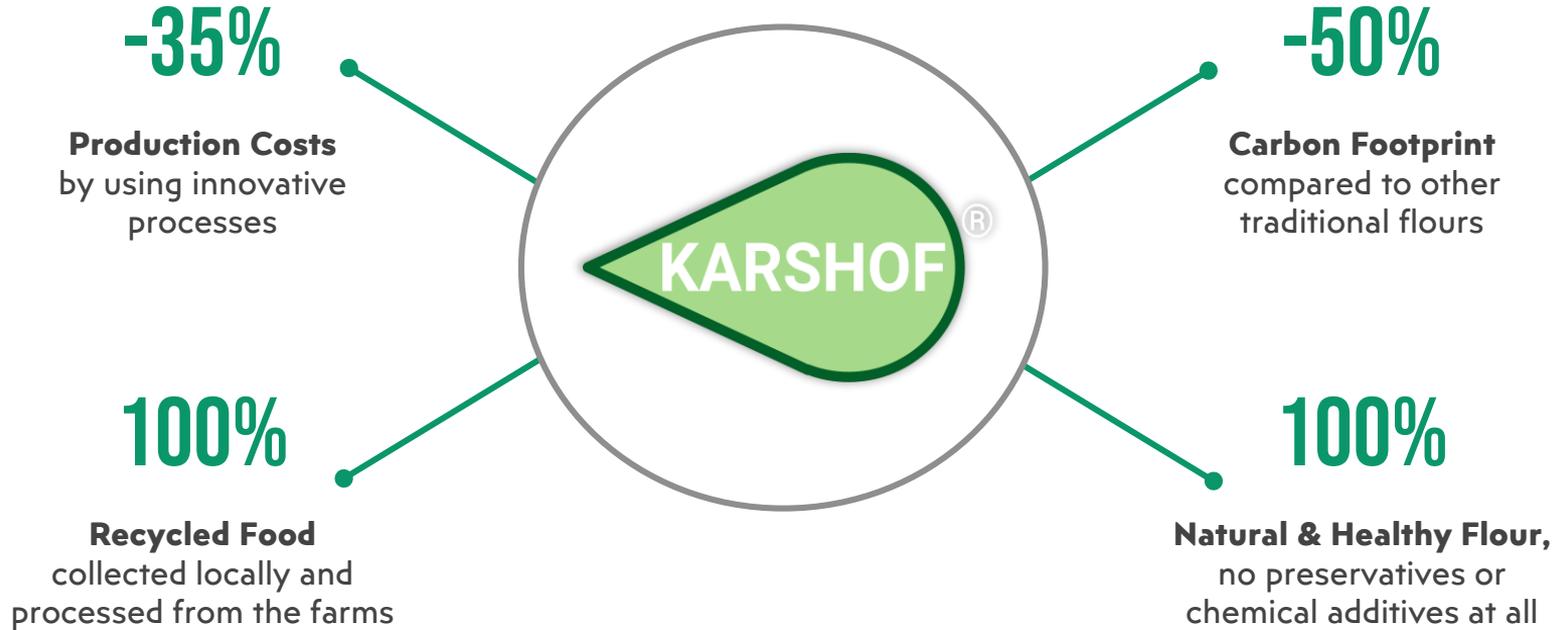


+ GLUTEN FREE

+ CONTAINS CYNARIN

+ FOR DIABETIC, LOW GLICEMIC INDEX

BENEFITS



CHALLENGES INTO OPPORTUNITIES

SEASONALITY



9 months of production, transformation industry

AVAILABILITY
RAW MATERIAL



One of our shareholders is a big artichokes transformer

NEW PRODUCT



Market Intelligence analysis done with **BLENDAHUB & EIT FOOD**

SCALABILITY



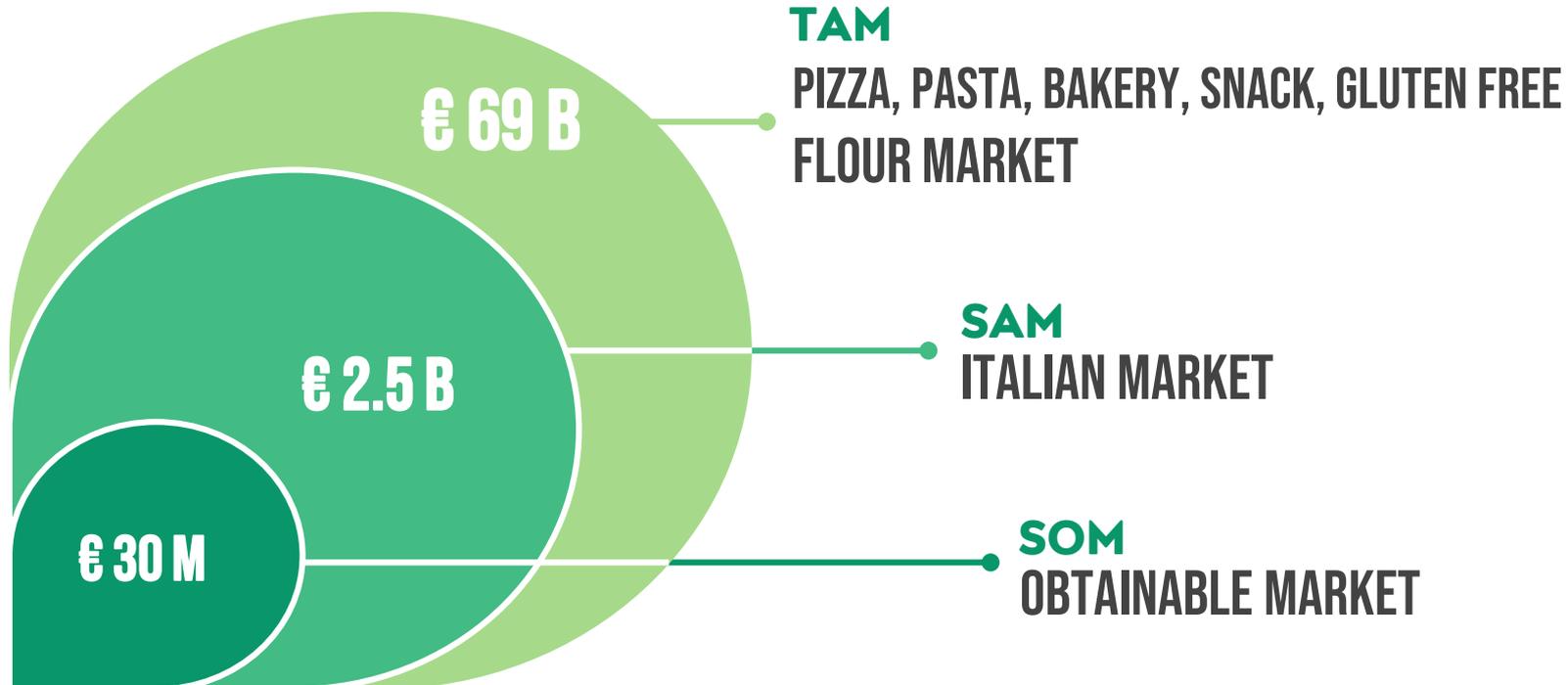
Lines will be mobile, and able to process other vegetables

COMMODITY



Karshof is brand, due to the uniqueness

MARKET OPPORTUNITY



COMPETITORS



COMPANY	SUSTAINABILITY	ACCOUNTABILITY	PRICE ADVANTAGE
Circular Fiber	● ● ● ●	● ● ● ●	● ● ● ●
PACKTIN Where food becomes circular	● ● ● ●	● ● ● ●	● ● ● ●
agro Singularity Upcycled plant-based ingredients	● ● ● ●	● ● ● ●	● ● ● ●
Organix Perú	● ● ● ●	● ● ● ●	● ● ● ●



TIMELINE AND NEXT STEPS

MVP VALIDATION

Karshof® development:
- UVP
- Early Adopters

FIRST TRACTION

Closing first deals with corporate partners and keep working to increase sales pipeline

FUNDRAISING PHASE

Focus on Fundraising to improve quality of Distribution, Marketing and Communication

GROWTH PHASE

New Revenue Model:
- Licensing
- B2B2C

New Products:
- Functional Snacks
- Super Food

2022

TODAY

12 MONTHS

REVENUE MODEL

CORPORATE PARTNERSHIPS

Current focus is on closing deals with Corporate Partners on B2B business:

GRANDI
MOLINI
ITALIANI
1886
Antonio Costato

CADORO



PIPELINE VALUE: 190 K€

B2B2C

Go to Market with new products in Co-Marketing & Co-Branding



 Blendhub

LICENSING

The process patent can be licensed to corporate partners



future development ►►

OUR TEAM



Founder & CEO

**NICOLA
ANCILOTTO**

Executive MBA at MIB
Trieste BS.
10 years of experience
as Commercial Director.
Business Developer and
strategic consultant.



Founder & COO

**LUCA
COTECCHIA**

Degree in Agro-Plant
Biotechnology, MSc in
Industrial Biotechnology.
One of the 10 National
awarded “Young
Manager 2019 under 40”
by Federmanager.



CFO

**MARCO
TURRIZIANI**

Executive MBA at MIB
Trieste BS. 10 years'
experience in business
administrative processes
with solid knowledge of
general and analytical
accounting practices.



CMO

**MICHELE
PRETE**

Executive MBA at MIB
Trieste BS. Business
consultant and lecturer
specializing in Marketing
and Communication,
Leadership
Development.

ADVISORY BOARD



**WALTER
BERTIN**

Founder & CEO
of Labomar SPA
(Revenue 100 Mln€)
Vice President for Environmental
and Sustainability at
Assindustria Veneto



**NICOLA
CHIARANDA**

Professor of Private Equity &
Development Funding (UNIVE).
Investment Committee Member of
Fondo Italiano Agritech & Food.

INVESTMENT NEEDED

€ 1.250K

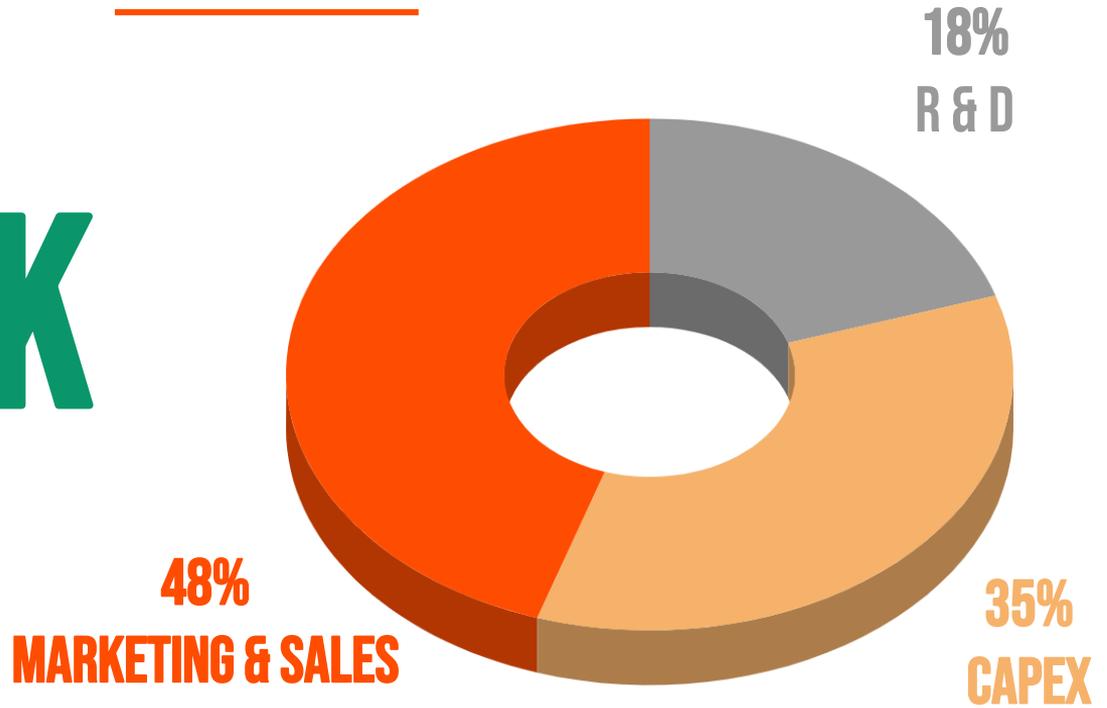
REVENUE SCALE UP X 3

**400 K€
EQUITY**

**850 K€
SMART & START**

EQUITY ALLOCATION

€ 400K



REDUCE. RECYCLE. REUSE.

Circular Fiber

Would you be part of this?

