



Eco-positive vegan protein for all

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CEO

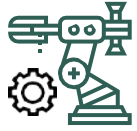
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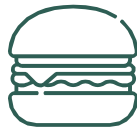


Global protein problem

Expensive



9B humans won't have access to enough protein by 2040*



2.5X more likely for a poor kid to be obese from junk food in the first world**

Animal



+9 billion animals slaughtered United States, 2017***



Livestock accounts up to 18% of human-induced greenhouse emissions****

Vegan



24-25 million hectares of the Amazon destroyed by soy industry (70% of vegan protein)*****



2X more carbon is generated by yellow peas concentrate vs soy equivalent*****

*<http://bit.ly/2rS54gE>

**<https://bit.ly/2DQba64>

***<https://bit.ly/2RpjBck>

****<https://bit.ly/1mQqowu>

*****<https://bit.ly/2Q2KLcs>

*****<https://bit.ly/2KF6f9q>

The Fotortec solution

A GMO-free, vegan protein



Dramatically cheaper



More than ecofriendly

4X cost
reduction in
mushroom
protein

Vegetable
waste (prime
material) is
abundant

Entirely
independent
of fertile land
and sunlight

Methane
obtention for
energy
production

80% reduction
in water used
for soy protein
obtention

Product

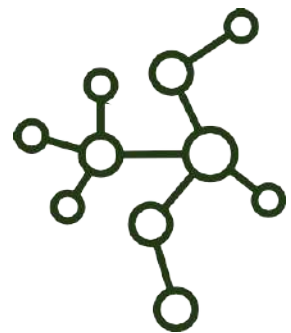
A GMO-free, vegan protein, 18 amino acids, 8 essential

- Eco-positive: By consuming 40 grams of the ingredient (in any product) every 10 days, a person would reduce the vegetable waste they indirectly produce.
- Social impact: can create nutritional and monetary value from vegetable waste regardless of fertile land and sunlight availability.

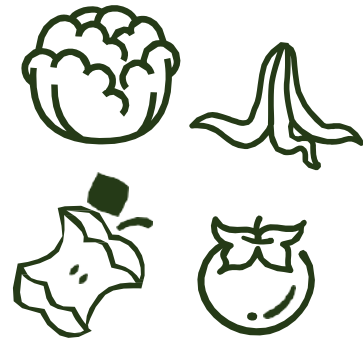


How: Proprietary inoculation & incubation protocol

Enhanced fungi
enzyme activity



Conversion of vegetable
wastes into mushrooms



High quality vegan
protein ingredient



Business model

B2B: Direct contact to nutrition & food manufacturers that target all consumers, specially those committed to a more sustainable lifestyle.

Pricing factors

Average contract size



Price offered by competition



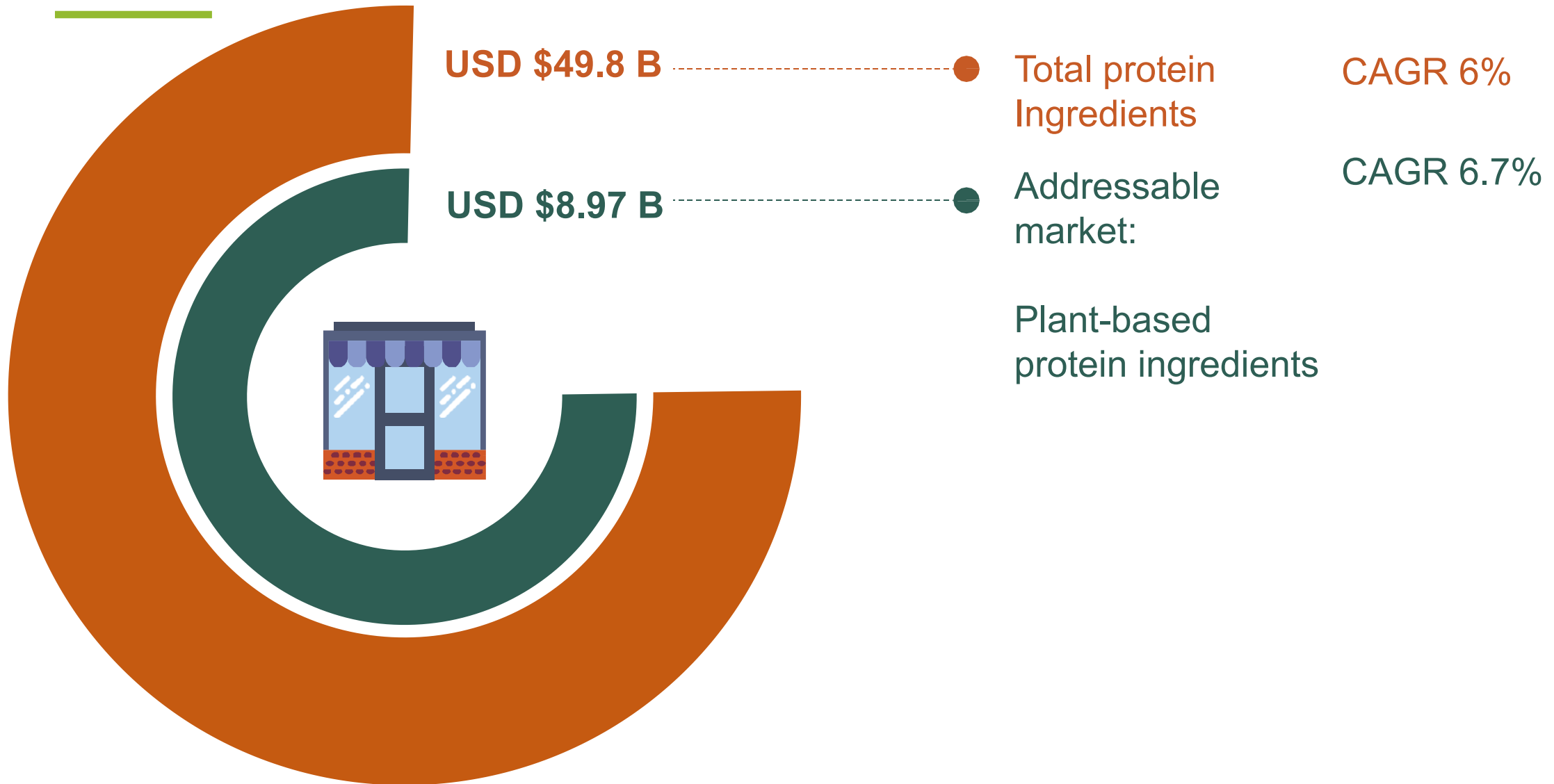
Direct client

**THE BETTER
MEAT CO.**


**BIOTECHNOLOGIES
GREENTECH**

Costs and revenue breakdown	
Stage 1	(400 Kg / month)
Price (USD)	\$20 / kg
Production Cost	\$16 / kg
Revenue	\$8000 / month
Gross margin	\$1600 / month
Stage 2	(4166 kg /month)
Price (USD)	\$12 / kg
Production Cost	\$6 / kg
Revenue	\$49,990 / month
Gross margin	\$24,990 / month

Market size 2019



Competition

		Soy	Pea	Insect	Syntethic
Vegan	✓	✓	✓		✓
Acceptance*	✓	✓	✓		✓
Sustainable	✓			✓	
Land Friendly	✓			✓	✓
GMO-Free	✓	✓	✓	✓	

*Desired food-related behavior towards its sensory attributes, cultural and psychosocial influences, bodily states, expectations, learning processes and memory.

Traction

- B2C MVP Launch - mission validation:
250 gr fresh mushrooms pack
- 20% conversion to paying customers
- 40% average gross profit
- 2000 USD revenue



2016



2017

- Access to raw material validation:
30,000 tons almond husk / year
Golden Empire, Bakersfield - CA
- Potential 90-100 M USD protein value



2017

- Runners up, Winter 2017, L.A. – CA
B2B protein ingredients supply

Traction

- B2B Protein ingredient pricing validation
- Phase 1: 400 kg / month
- Potential 96,000 USD revenue
- Phase 2: 4166 kg / month
- Potential 600,000 USD revenue

- Startup Chile G23: Acceleration, Funding & networking:
- Walmart Partnership Analysis for waste-to-ingredient conversion



2018



2019

- Coarali Inc. – Colombia: 40,000 patties / hour
- Fotortec addition = 15% more nutrition
- 5% increment retail price



2020

The team



Rami Jadaa
CEO

- BS and M. Sc. for food security
- Moved by malnutrition
- Mission-driven MVP (20% conversion rate)



Juan Chirivi
Produccion

- BS and MSc for environmental safety
- Over 5 published fungi studies
- Owner of 2 eco-friendly coffee shops



Andres Zapata
Production scaling

- MSc in Mechanical Engineering
- R&D renewable energy systems and production lines
- Experience in waste management



Nathaly Montenegro
Compliance

- MSc Microbiology
- +5 years experience in food safety and agritech compliance.
- Experience in projects related to local communities.

Financial

Our goal: closing the capital-intensive obstacle, **deliver** 800 kg / month & **plan** 10X production



\$250,000 USD
Seed investment



800 kg
protein concentrate / month



\$ 120,000 USD
Year revenue

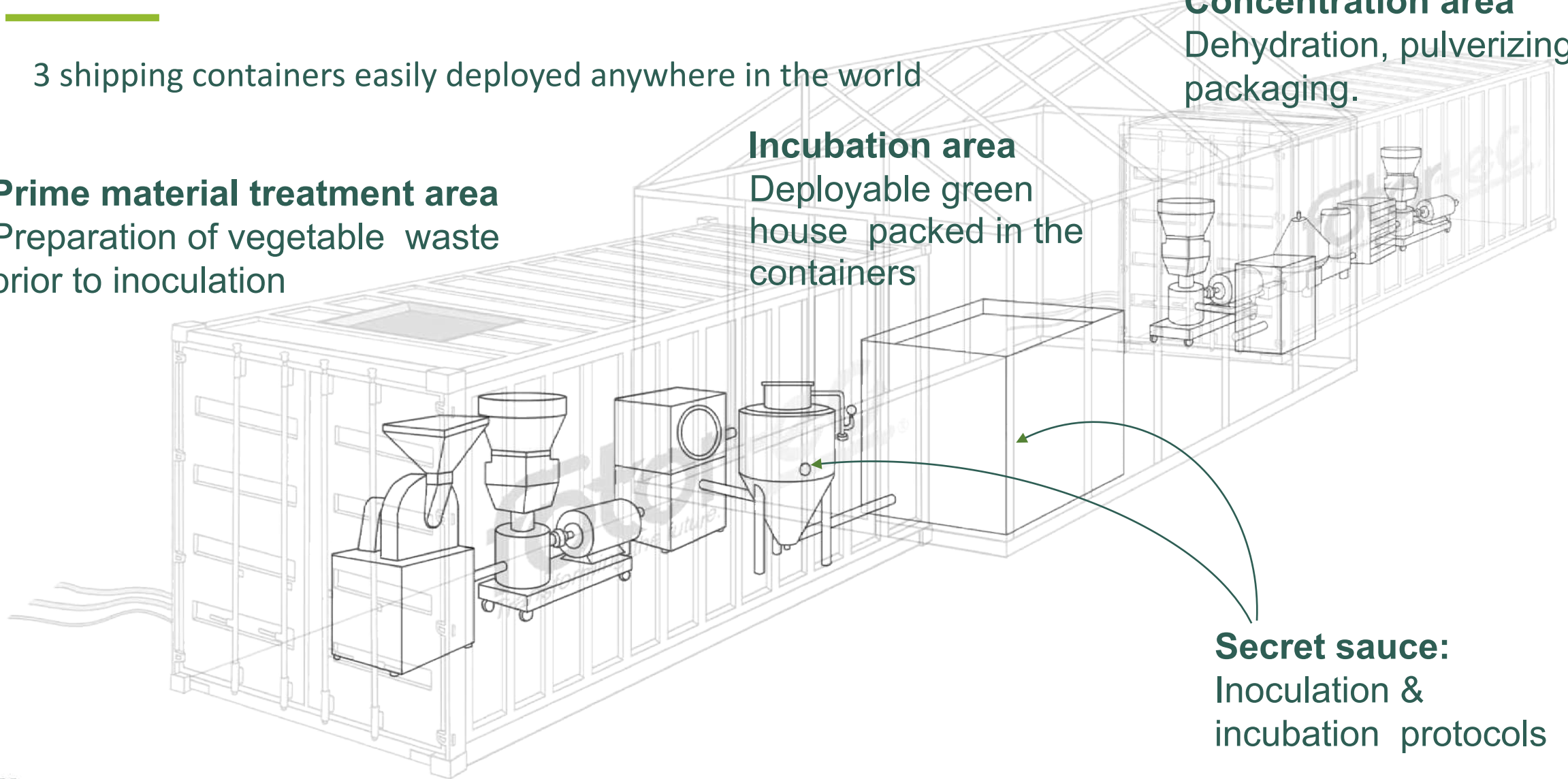
Protein factory in a box

3 shipping containers easily deployed anywhere in the world

Prime material treatment area
Preparation of vegetable waste prior to inoculation

Incubation area
Deployable green house packed in the containers

Concentration area
Dehydration, pulverizing and packaging.



Secret sauce:
Inoculation &
incubation protocols

The result: A better protein production

