














Food Waste Startup Landscape

Interconnected B2B2C of all the below	 <i>Raised \$320K</i>		
Ugly Produce (B2B Only)	 <i>Raised \$137M</i>	 <i>Raised \$16.5M</i>	
Restaurant Supply Platform (B2B + B2C)	 <i>Raised \$70M</i>	 <i>Raised \$66M</i>	
Surplus Food (B2C Only)	 <i>Raised \$17.6M</i>	 <i>Raised \$16.7M</i>	 <i>Raised \$2M</i>

Competitive analysis

		Pricing	Markets	Southeast Asia	Time in service	Investment Raised
1 st + 2 nd Biz model		20% per purchase, 40% gross margin	Korea, Indonesia	Indonesia, 4 th largest country	1 year	US \$290K
1 st Biz model		25% per purchase	Europe, 6 countries	No	3.5 years	US \$16.7 Million
		25% per purchase	Europe, 15 countries	No	3.5 years	US \$17.6 Million
		25% per purchase	Europe, 4 countries	No	4 years	US \$2 Million
		3% / purchase + \$30 / month	Korea	No	1.5 years	US \$2.5 Million
2 nd Biz model		Sell \$30 and \$75 grocery box	Unites States	No	4 years	US \$137 Million
		Sell \$35 and \$60 grocery box	United States	No	2 years	US \$16.5 Million