

The image features a light beige background with three large, thick, green decorative arcs. One arc is in the top right corner, another is in the bottom left corner, and a third is partially visible on the left edge. The text 'YOSHI FOODS' is centered in a playful, rounded, green font. 'YOSHI' is on the top line and 'FOODS' is on the bottom line, with the 'i' in 'YOSHI' having a small leaf-like flourish above it.

YOSHI
FOODS

Problem statement

Food waste: Amount thrown away totals 900 million tonnes

Single-use plastics a serious climate change hazard, study warns

Unhealthy foods that you thought were healthy

2. Instant and canned soup The soup diet has many supporters and fresh soup is about the healthiest thing you can eat on a cold day like this. However, that does not apply to its canned counterparts. After all, canned and powdered soups contain a lot of salt and preservatives, and powdered cream is often added to thicken the whole. Although the calorie values can still be low, instant or canned soup is really not that healthy.

Workplace foods a source of unhealthy calories

What is Yoshi Foods?

Yoshi Foods wants to reduce **food waste** & avoid **single-use packaging** by producing a **healthy** and **soluble soup powder pad**, based on "ugly" vegetables and other residual flows.

Our 3 pillars



100%
nutritious



100%
delicious



100%
waste-free

How do we implement these pillars?

1. No additives

97%
vegetables

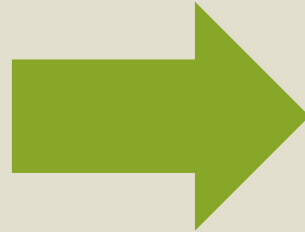


1%
spices

2%
starch

How do we implement these pillars?

2. We use “ugly” vegetables



How do we implement these pillars?

3. Soluble packaging



Operational process



Operational process



The team



Jonas Lelièvre-Damit

Bio-Engineering:
FoodTechnology
and chemistry

Master in
Innovation and
Entrepreneurship



Julien Lanssens

2nd Master in
Business
Engineering

Major in
Sustainability of
Production and
Logistics

The team

Start-Up Accelerator of Vlerick Business School



Maarten Vandecruys

Yoshi
Foods

The team

Coaching:



KICK by KU Leuven



Food Pilot



Vlaio

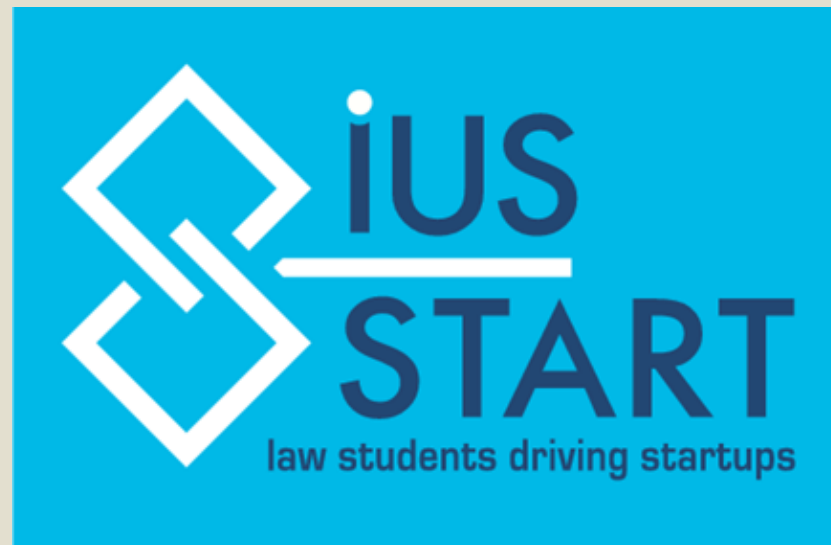


Flanders' Food

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The team

Legal advice:



IusStart by KU Leuven

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What has been achieved so far?

- ✓ Contact with suppliers
- ✓ Prototyping of tomato soup powder
- ✓ Bootstrapping: free legal advice, free branding, quality and diverse coaching
 - ✓ Winners of pitching contests

Our milestones for the (near) future

- Development of our first (and new) soup flavour(s)
- Development of our soluble starch packaging (potato or algae)
- Development of an automatic soup pad machine
- Conquer the world!

Why Yoshi Foods?



Circular economy



Strong growth
projections & scalability



Perfect team
composition

Thank you!



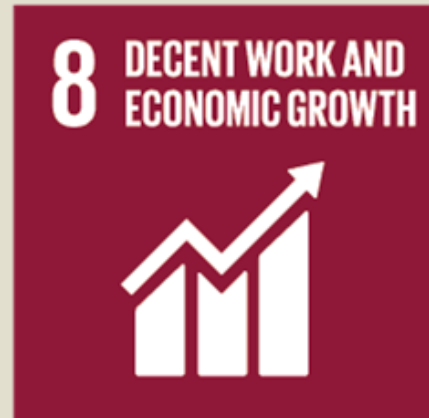
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Appendix

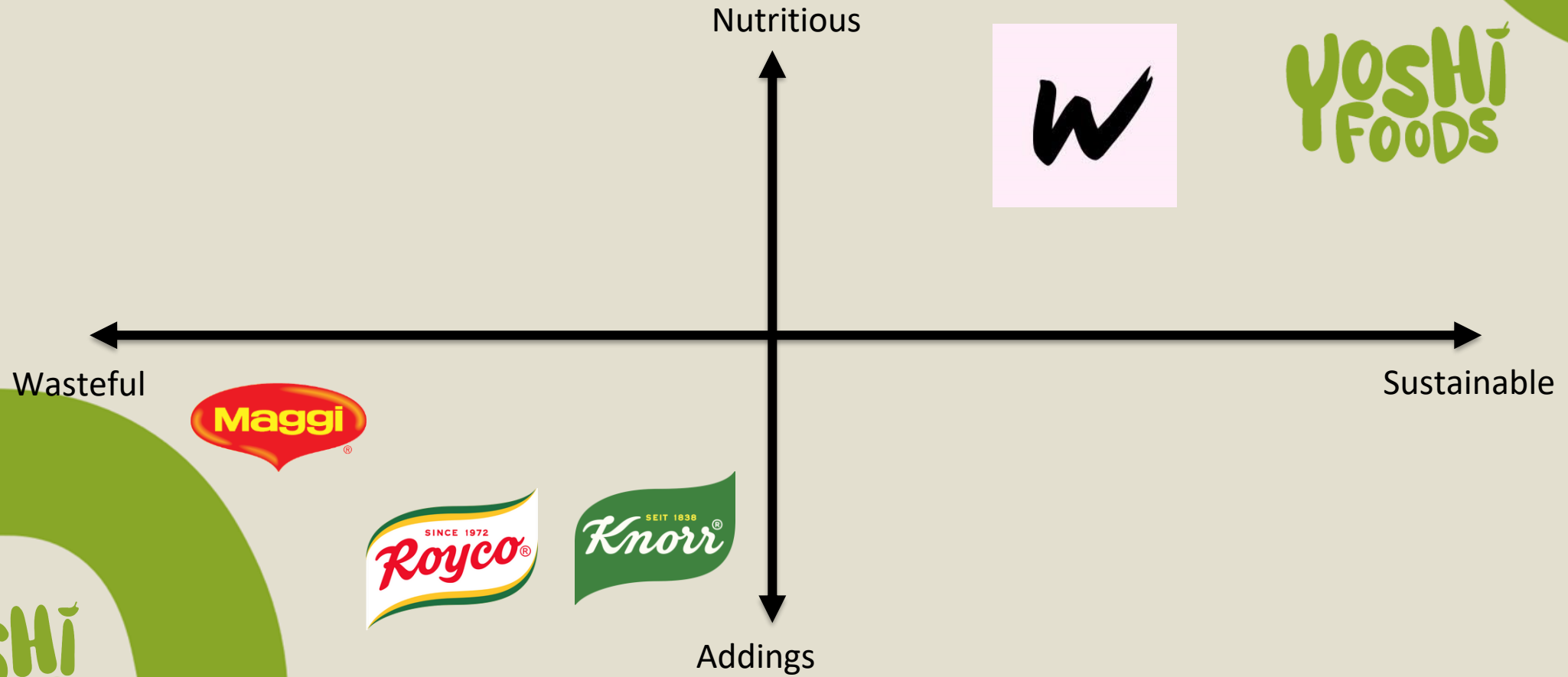
A large, thick green curved shape in the bottom-left corner of the page, partially overlapping the Yoshi Foods logo.

Yoshi
FOODS

SDG's



Competitor's map

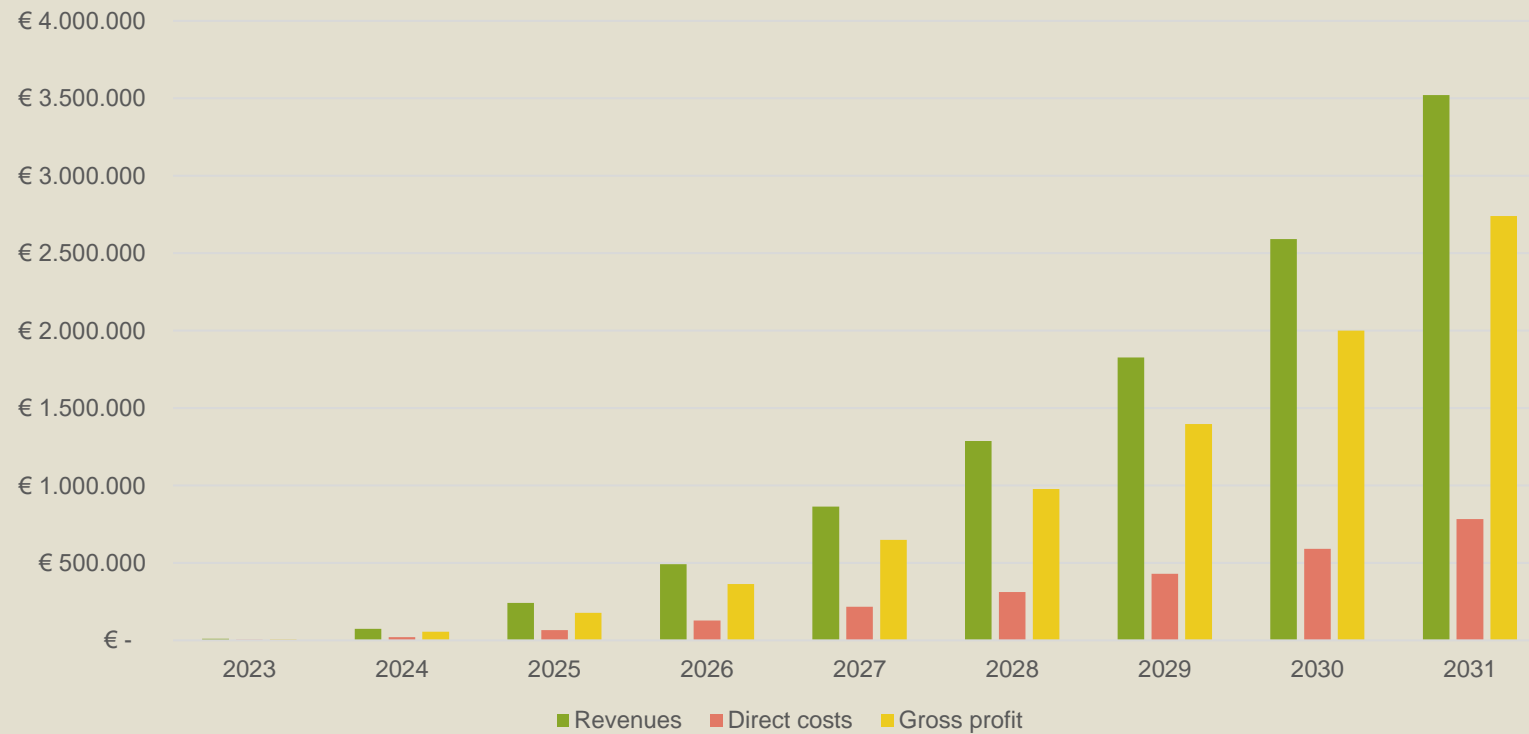


Financials

Income	Per portion	Per 150 portions
Sales	€1.50	€225
Directs costs	Per portion	Per 150 portions
Vegetables and spices (36 kg/batch)	€0.08	€12.18
Energy	€0.15	€21.92
Packaging	€0.2	€30
COGS	€0.43	€64.10
Gross profit	€1.07	€160.90
Gross margin		71%

Financials

Prospected gross profit



Financials

EBITDA

