

Digital Transformation For Food Retail



Food At Up To Twice Cheaper



PROBLEM



Rising Prices

This will lead to a decrease in purchases and buyers, and therefore revenue and profits for food retail.



New competitors: online stores and food delivery are developing

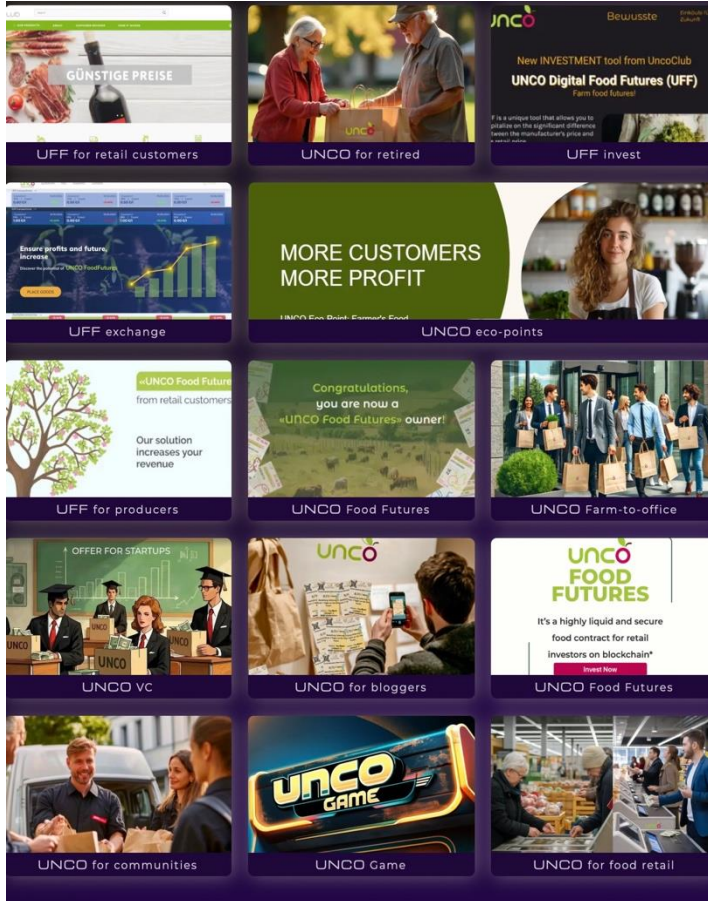
The cost of developing an old-fashioned grocery store to online requires tens of thousands of investments, months of implementation, new management and staff skills.



Environmental Impact

A lot of food waste and logistical errors leads to increasing price and loss of freshness and quality of food for the consumer.

Set of solutions from UNCO.



<https://unco.market>



uncoLub
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SET UP SHOP IN ONE CLICK



A good reason to meet
and share farm
products with friends



Farm products - care
for the planet and
health!



Set up shop in one
click



It's a great business for
immigrants - you
become one of the
locals

<https://foodfutures.club> Solution For Food Retail



uncoClub
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«UNCO Food Futures»

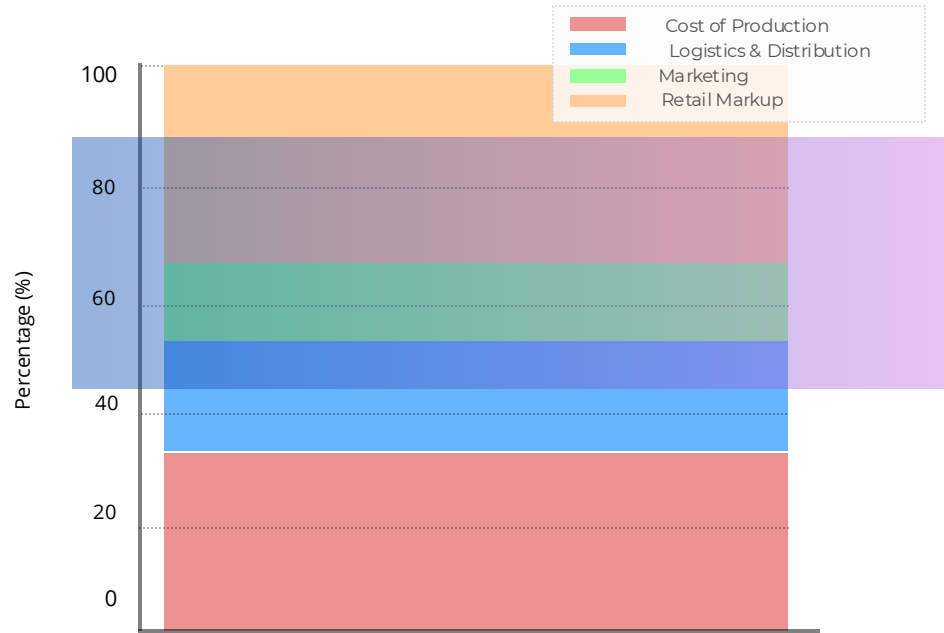
Opens up a world of the freshest products at low prices and unique benefits.



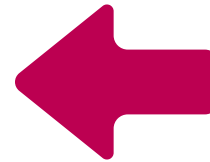
Our flagship product: "UNCO Food Futures" is designed to redistribute the spread between the producer price and the retail



price

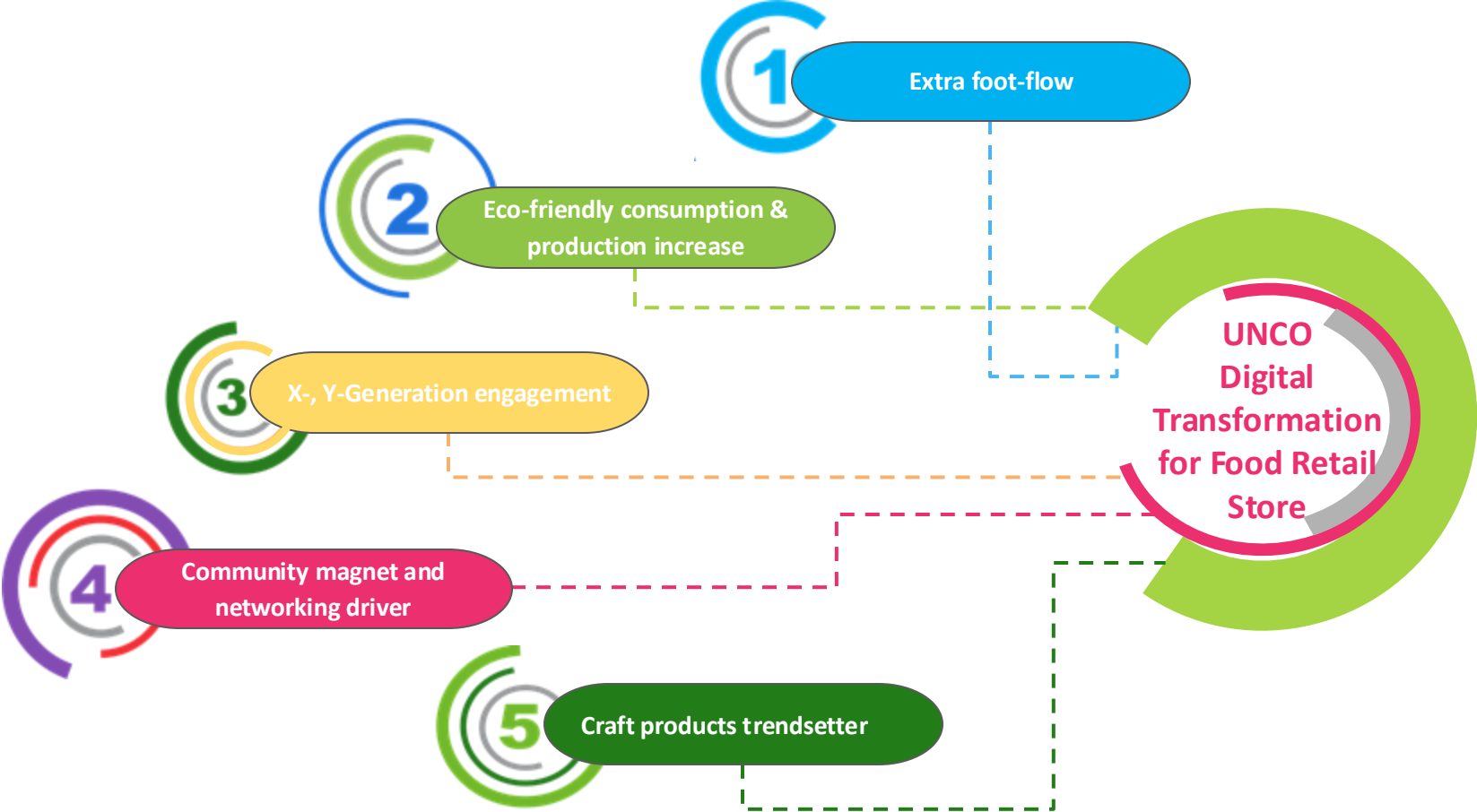


Distribution of costs in the retail price of fresh food*



**Redistribution costs
for more profit,
discounts and
promotions**

Solution set from UNCO. Extra Values



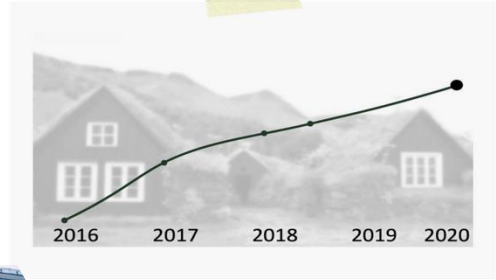
Competitive analysis



Competitor	Increase in Turnover	Increase in Profit	Increase in Traffic	Cost of Services	Implementation Time	CAC	Speed of Results	Environmental Impact
Payback(Germany)	15-25% (Medium)	10-20% (Medium)	5-15% (Low)	€€ (Medium)	2-3 months	€ (Low)	1-2 months	Neutral
Idealo	10-20% (Medium)	5-15% (Low)	5-15% (Low)	€ (Low)	1-2 months	€ (Low)	1 month	Neutral
Ströer	20-30% (High)	15-25% (Medium)	20-30% (High)	€€€ (High)	1-2 months	€€ (Medium)	1-2 weeks	Neutral
ElandersGermany	10-20% (Medium)	5-15% (Low)	5-15% (Low)	€€ (Medium)	1 month	€€ (Medium)	1 month	Negative (Paper Use)
SAP	20-30% (High)	10-20% (Medium)	10-20% (Medium)	€€€ (High)	3-6 months	€€€ (High)	3-6 months	Neutral
PaybackPolska	15-25% (Medium)	10-20% (Medium)	5-15% (Low)	€€ (Medium)	2-3 months	€ (Low)	1-2 months	Neutral
Ceneo	10-20% (Medium)	5-15% (Low)	5-15% (Low)	€ (Low)	1-2 months	€ (Low)	1 month	Neutral
AMS	20-30% (High)	15-25% (Medium)	20-30% (High)	€€€ (High)	1-2 months	€€ (Medium)	1-2 weeks	Neutral
DrukarniaChroma	10-20% (Medium)	5-15% (Low)	5-15% (Low)	€€ (Medium)	1 month	€€ (Medium)	1 month	Negative (Paper Use)
Comarch	20-30% (High)	10-20% (Medium)	10-20% (Medium)	€€€ (High)	3-6 months	€€€ (High)	3-6 months	Neutral
UNCO Food Futures for Retail	20-30% (High)	10-20% (Medium)	10-20% (Medium)	€ (Low)	2-3 weeks	€ (Low)	2-3 weeks	Positive (Food Waste Reduction)

The Team.

9 years in e-groceries in 5 countries



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From 12 to 8000 SKUs, from once a week to next day delivery.

Achieved via SMM, wholesale to neighbors, offices, pickup points.



Insight: Operating profit starts from 34 orders/day (752 orders/month i.e. 300+ consumers)

GO-TO-MARKET STATUS



MVP: has already been launched in several EU food retail stores, in one from the EU chain



Ready-to-scale IT solution: "UNCO Farmer's Corner" just in few clicks.



Marketing materials: are ready to go

Advertising channels tested and ready to go (Google, FB/Instagram, offline etc.)



UNCO and "UNCO Food Futures" SMM: <https://www.linkedin.com/company/unco-club> <https://twitter.com/UncoClub>
https://www.instagram.com/uff_eu <https://www.facebook.com/share/g/D2K3RZ7RDtemx9Tq>
https://t.me/UNCOFOODFUTURES_eng https://www.instagram.com/unco_germany <https://www.facebook.com/unco.club.de>
https://t.me/UNCO_HBW <https://chat.whatsapp.com/L93RvZdOaPyCyJFaNGLoKE>
<https://whatsapp.com/channel/0029VajhsfzAu3aRcTJRg42d> <https://www.youtube.com/@UNCOFoodFutures>



B2B2C: Test Run Of "UNCO Eco-System"

Serbia. Sales started just in 19 days from the ground (competitive analysis, legal tasks, HR tasks, "bank of suppliers" from ground zero, developing and launched local marketing solutions, ads and SMM, software localization, 3 "UNCO Farmers Corner" and first sales)



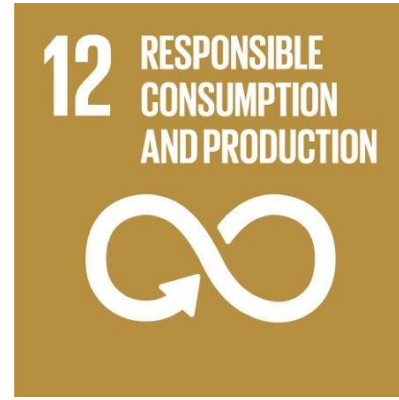
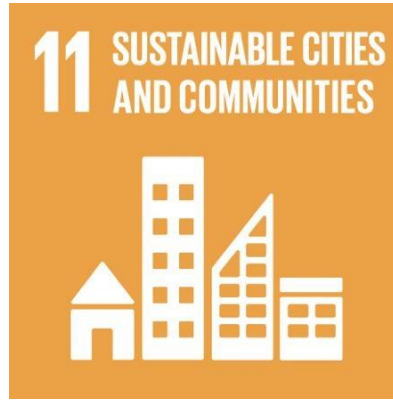
Signed MoU with 22 HoReCa and food retail for "UNCO Eco point" in Germany, Serbia, Italy



Landing pages on-line: <https://foodfutures.net> <https://foodfutures.club> <https://unco.market> <https://foodnft.org>
<https://unco.club> <https://unco.bio> <https://unco.trade> <https://unco.global> <https://edaeco.club>

We Match!

UNITED NATIONS Sustainable Development Goals



THANK YOU FOR YOUR TIME

Please, schedule a zoom call [here](#).

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<https://www.linkedin.com/in/ayspff>

Additional info

Food at up to twice cheaper



B2B2C



Market demand for a convenient solution!



<https://www.is.fi/taloussanommat/art-2000007771332.html>

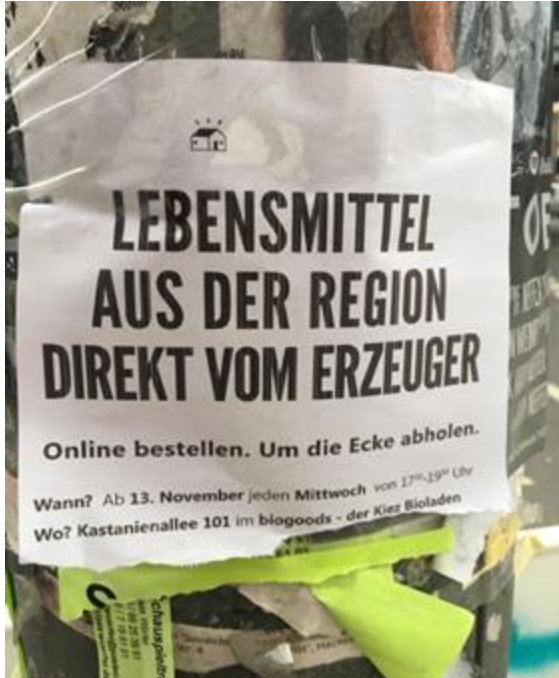


These pictures are taken currently in Finland:

- A Facebook group indicates the time of the next gathering.
- Customers make a reservation and make payments.
- Customer comes to collect their orders.

The demand for fresh farmers produce is there and the market is ready

Market demand for a convenient solution!



The sign from Berlin says:

“Food from the region directly from the producer”

People already started to cooperate and look for the direct farmers’ products consumption

Food waste



The food supply chain wastes more than 45% of all produce*.

On average, every **5 kg** of food waste is:

- **0,2 kg** of Methane
(the main greenhouse gas)
- **1 kg** of CO2

Table 3

Supermarket loss estimates for fresh vegetables

Vegetable			percentage-point change	average
	Percent		Number	Percent
Mustard greens	66.6	60.7	-5.9	63.6
Escarole/endive	47.6	47.8	0.2	47.7
Turnip greens	39.1	42.9	3.8	41.0
Kale	42.1	36.3	-5.8	39.2

<https://unco.market> For Farmers



**GET YOUR ONLINE STORE FOR FREE. SOLID
AND PROFITABLE SOLUTION WITH FRESH
FOOD EVERY DAY**

- ✓ Direct-to-consumer sales – maximize earnings
- ✓ Involvement of the younger generation in Family Business – easy to start, decent earnings, clear and proven mechanisms
- ✓ Easy to create – literally a few clicks and the store is available to customers
- ✓ Regional support programs
- ✓ Solution from e-grocery professionals, more than eight years of successful sales
- ✓ Training and development program, online marketing

And More:

- ✓ Experience a reliable local market unaffected by monopoly buyers dictating prices, sanctions or customs taxes
- ✓ Secure your business with our unique system, allowing for better financial and production planning.
- ✓ Reduce product utilization and maximize efficiency
- ✓ Contribute to minimizing CO2 emissions for a sustainable future.



<https://unco.market>: Easy Own Business



unco club
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YOUR OWN ONLINE STORE

UNCO.CLUB TECHNOLOGIES AND SOLUTIONS - READY-MADE BUSINESS IN "ONE CLICK"*: ALL-INCLUSIVE FOR START-UP.

INCLUDED:

- 🌱 IT-platform "UNCO CLUB" (individual online store, solutions for online payments, document management, working with farmers/producers, for logistical procedures, etc.)
- 🌱 Years of proven business processes with quick turnaround to solid profits
- 🌱 Corporate advertising campaigns, marketing support from manufacturers, bonus and referral programs, and more – everything to increase turnover quickly
- 🌱 The first franchise in the city and the first 5 franchises in the country receive special conditions for individual support

