



Farmisphere

Fresh foods from farm to table!

Problems



Post-Harvest loss

- **Over 80% post-capture losses**
- **Over \$4 billion worth of food wasted annually in Africa**
- **This is due to low access to market**



Poor food quality

- **Use of harmful chemical preservatives**
- **Poor product handling**
- **Inefficient product logistics**

**Nigeria suffers over 50%
post harvest loss in fruits
and veggies annually**



Formalin is now used extensively to extend the shelf-life of fresh fishes



Solution

Farmisphere is a digital fresh food delivery company which utilizes dehydration and smart refrigeration technologies in preserving and supplying fresh foods, vegetables and seafoods from local farms to urban cities and foreign markets.



A FARMER'S PORTAL

We partner with farmers to offtake products and provide them with pick-up services.



DEHYDRATE/REFRIGERATE

We ensure delivery of fresh produce in perfect condition regardless of the distance between farm to fork.



E-COMMERCE WEBSITE

We provide busy people an e-commerce platform to order fresh produce directly from the farmers.

Farmer's portal

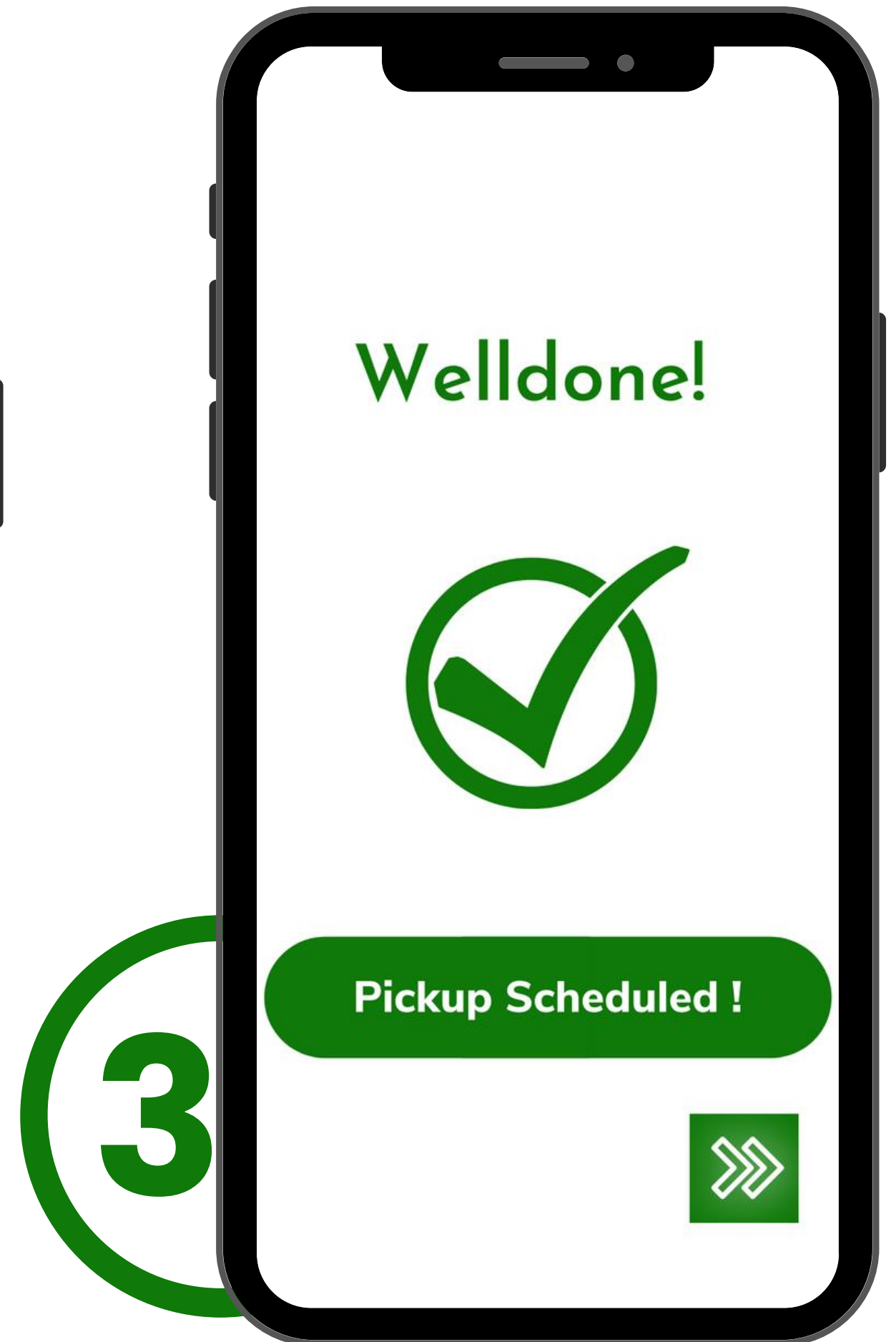
1

Smartphone displaying the Farmers Registration Form. The form includes fields for: First Name (John), Last Name (Doe), Phone (0901234568), Farm Name (Farm XYZ), Farm Type (Fish Farm), States (Select state), Local Government Areas (Select lga), Size of Farm (1-10), Products (Fish, Snail, chickens), and Farm Address. A green Register button is at the bottom.

Farmers Onboarding



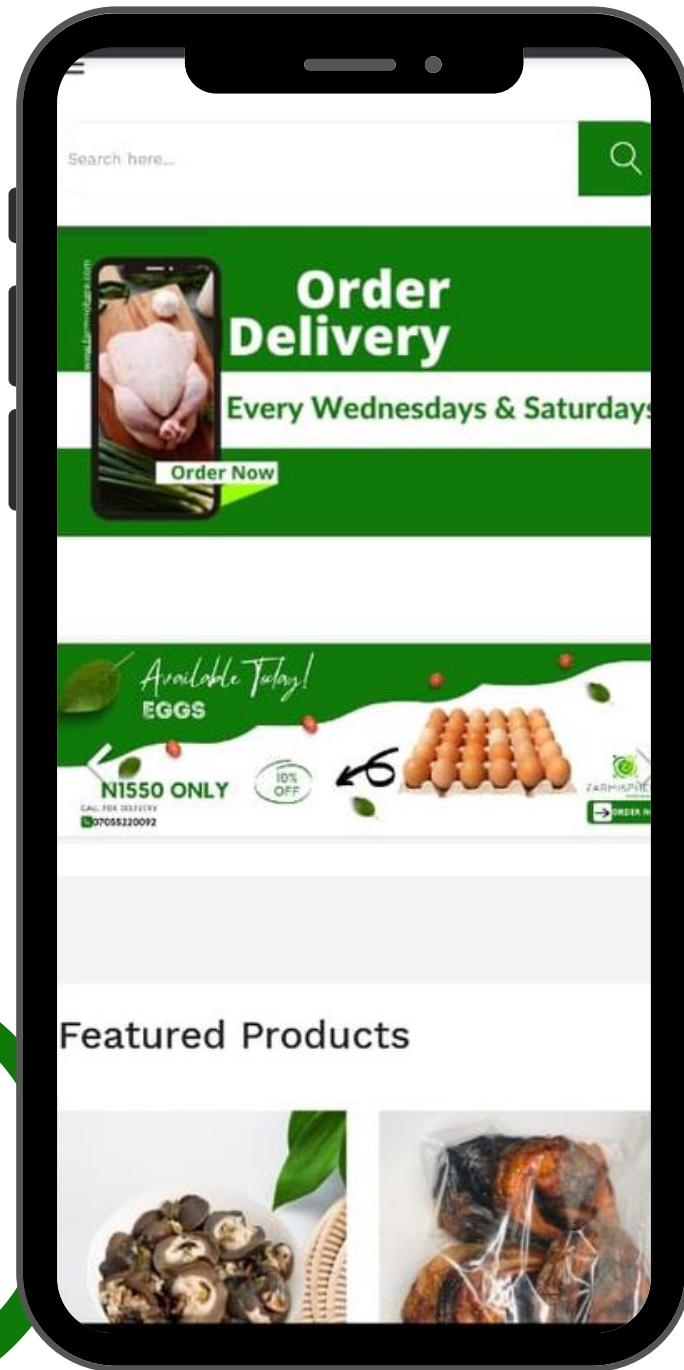
Product pickup request



Pickup Confirmation

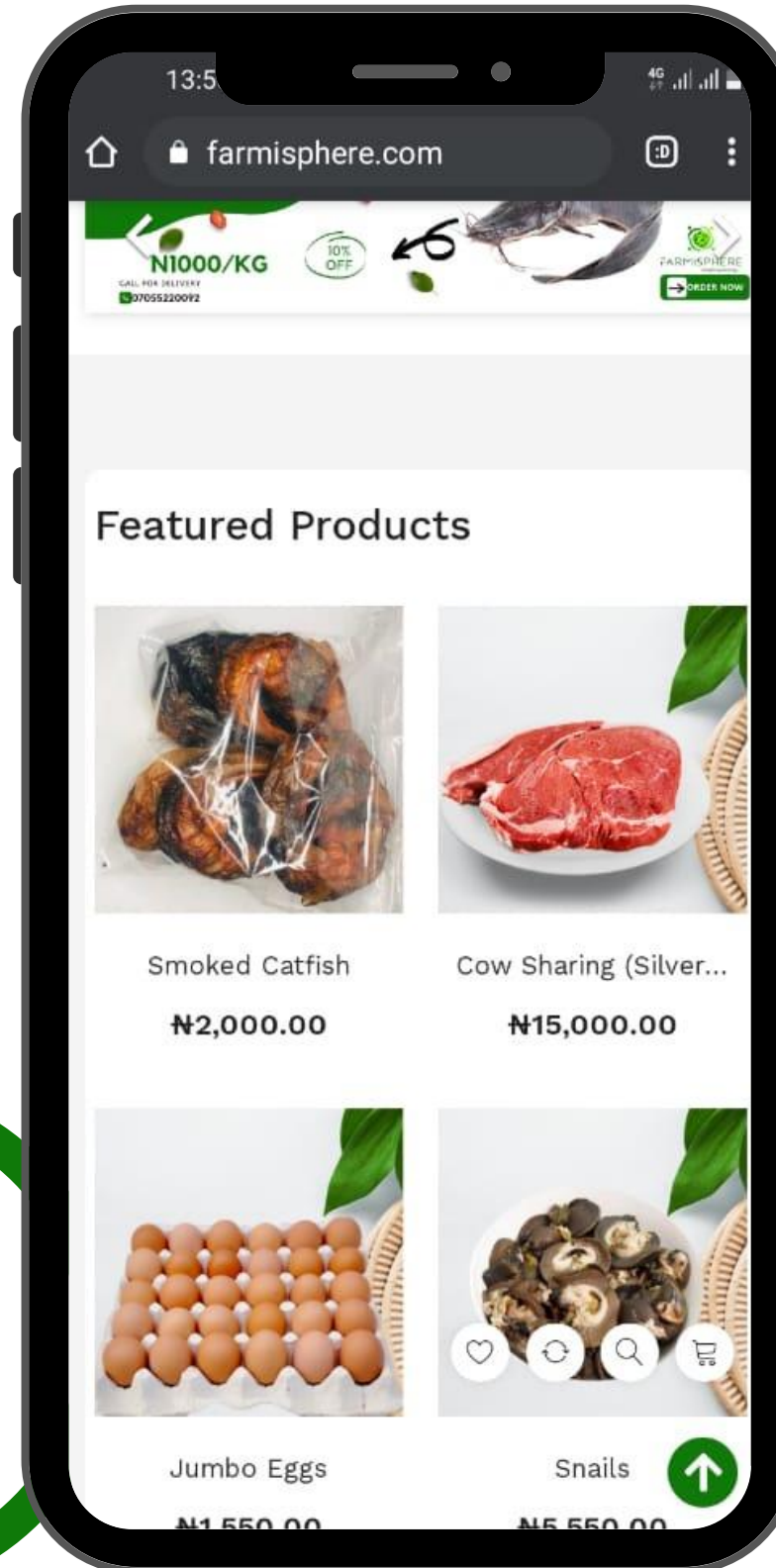
Fresh-food delivery app

1



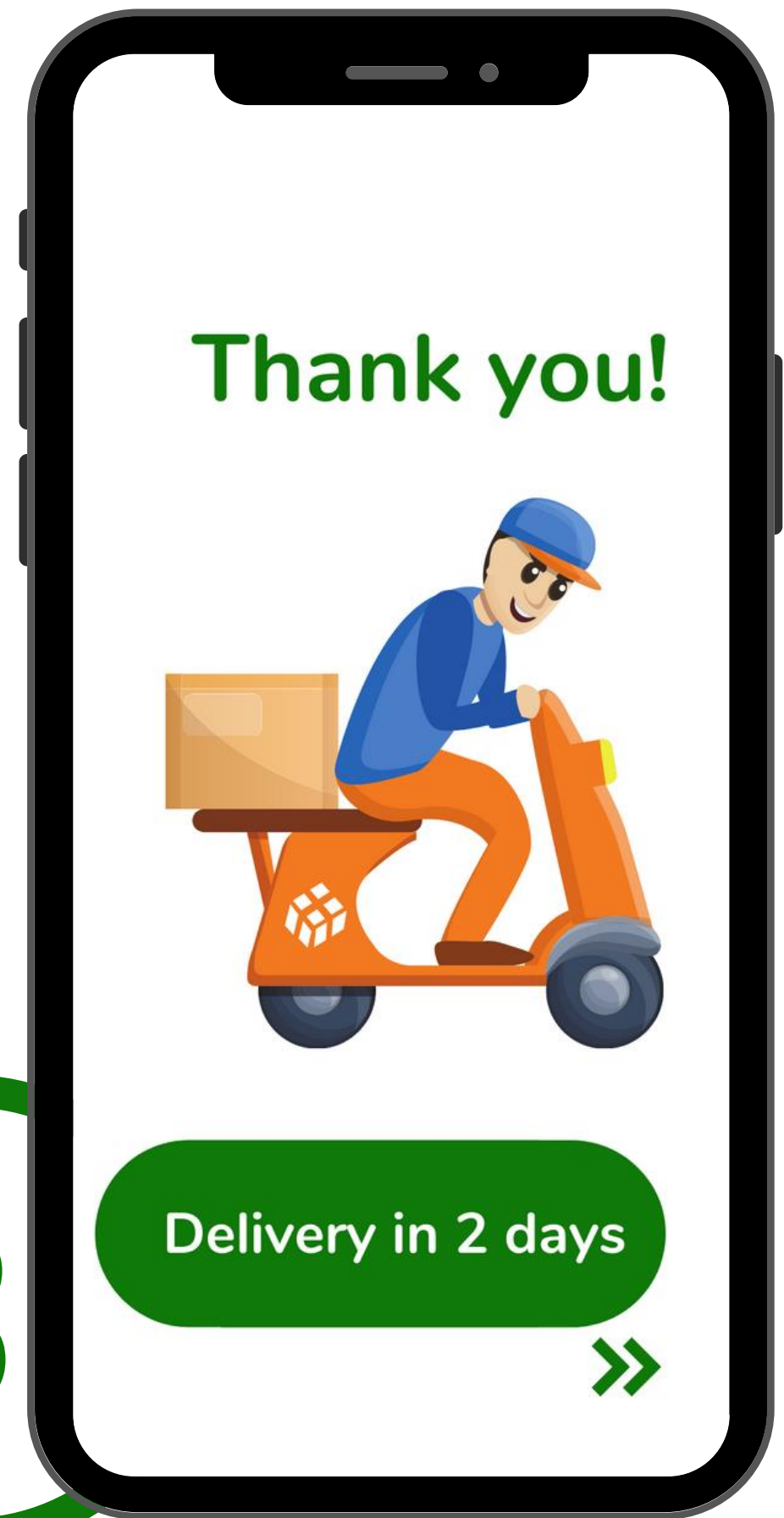
Find products

2



Order/Subscribe

3



Doorstep delivery

iSmart Delivery Cold Box

(Uses IoT to optimize delivery)

- Monitors temperature
- Tracks food quality
- Automates product chilling.
- Gives real time data on food quality



Dehydration Facility

Hubs in close proximity to farmers

- **Aggregate Food items**
- **1 Tonne/week capacity**
- **Processing/Packaging.**
- **Sales to Local stores**
- **Export Market**



Impact on people & planet



SAFE & HIGH-QUALITY FARM FOODS

Urban households can now access fresh farm foods directly from the farm with zero chemical preservatives used.



ZERO EXPLOITATION

Farmers can now access timely market and information while getting fair prices for their produce with zero exploitation via our farmers portal,



ZERO FOOD WASTE















Farmers will no longer encounter post-harvest loss due to lack of timely market access.



HIGHER INCOME, HIGHER SAVINGS

Farmers registered via our platform can now earn higher profits while consumers purchasing via our E-commerce application can now save more due to our farm to fork model.

Competitive analysis

				Farmisphere
Data-driven delivery model				
Traceability				
Refrigerated/Dehydrated delivery				
Seamless user interface				
Affordability				
Flexible fresh food subscription				

Financials

We Anticipate being profitable within 12 months after fund injection.

Our 3 Key Assumptions

Target Volume.

Increases YOY to account for increased purchases.

Cost of Goods Sold.

Gradually increases as we steadily ramp up sales and establish new partnerships, but not at the exact direct rate of sales increase as we obtain raw materials at cheaper rates with higher volume.

Other Expenses.

Much slower increase YOY than COGS.

	Y1 Targets	2024	2025	2026	2027
Revenue		\$644,069.81	\$708,476.79	\$850,172.15	\$1,020,206.58
Dehydrated veggies	0.05 tons	6,250.00	6,875.00	8,250.00	9,900.00
Soup Mix	30,000 pcs	301,205.67	331,326.23	397,591.48	477,109.78
Tomato Powder	70,000 pcs	24,500.00	26,950.00	32,340.00	38,808.00
Dried Fishes	12 tons	121,050.78	133,155.85	159,787.02	191,744.43
Dried Snails	0.2 tons	164,282.68	180,710.94	216,853.13	260,223.76
Sea foods	1.4 tons	26,780.68	29,458.74	35,350.49	42,420.59
Cost of Goods Sold		\$352,471.79	\$380,669.53	\$426,349.87	\$490,302.35
Other Expenses		\$161,548.34	\$169,625.76	\$181,499.56	\$199,649.52
SG&A		41,080.98	43,135.02	46,154.48	50,769.92
Equipment		5,890.00	6,184.50	6,617.41	7,279.15
Marketing		29,080.67	30,534.70	32,672.13	35,939.34
Logistics		85,496.69	89,771.52	96,055.53	105,661.08
Total Expenses		\$514,020.13	\$550,295.29	\$607,849.44	\$689,951.87
Margin (Net Income)		\$130,049.68	\$158,181.50	\$242,322.71	\$330,254.70

Traction

- ❑ Onboarded over 100 farmers & 50 seafood harvesters.
- ❑ Increased income of farmers by 25%
- ❑ Launched E-commerce Web app in November 2020 gaining over 120 Customers, although currently being revamped in partnership with EU-Digilogic.
- ❑ Successfully launched iSmart solar – powered delivery box, currently 4 numbers .
- ❑ Currently working to deploy mobile application and web app.
- ❑ Generated N3,300,678 (4,400.00 USD) in 2020, N11,649,366 (15,532.49 USD) in 2021, N54,332,198 (72,442.93 USD) in 2022 and currently at about N89,907,473 (119,876.63 USD) in revenue in 2023 from sales.
- ❑ Processing factory and product assembly point of product at 89% completion state.
- ❑ Partnership with various small stores in US, UK and Canada.

Meet the Team



MR MENE BLESSING

Advisor
CEO Vetsark
15+ years experience in Agritech.



DR. HELEN EMORE

Advisor
An MSME Advisor with 29 years+ Agribusiness, innovation and entrepreneurship experience.



JOSEPH ANTE

Co-Founder/CEO
Top 20 African entrepreneurs RUFORUM.
DSM-0YW Top 4 Scholar
One Young World Ambassador 2022



ENEYI OSHI

Co-Founder/COO
Agriculture Economist
2021 Anzisha Fellow
Champion and Finalist UN FAO and Zhejiang University.
MCF Scholar UOE



OYEWALE AKINTONDE

Co-Founder/Project Mgr
Winner, OCIF Business Pitch (C5)
Finalist, BATNF Farmers for the Future Grant Award.
Hult Prize 2019 Semifinalist.



IKECHI MARVELLOUS

Chief Technology Officer
Fullstack Developer, (Python, ReactJS)
NextJS and React Native, Creating engaging Web and mobile experiences.

Our Ask

We seek seed funding to kickstart our processing hub, and scale our current supplies.



Initial Ask

ALLOCATION OF SEED FUNDING

- ❑ 80% Working Capital
- ❑ 8% Completion of Factory
- ❑ 6% Logistics Vehicle
 - ❑ 4% Equipment
- ❑ 1.5% Delivery Boxes
- ❑ 0.5% Regulations and Registrations



FARMISPHERE
fresh foods, from farm to table...



“Join us to transform the fresh food industry, impact the lives of farmers and provide more fresh foods from farm to table”

Thank
you!

Contact Us



25B, Bisola Durosinmi-Etti Drive, Lekki Phase 1,
Lagos State.

Plot 9, Obeama Asa, Oyigbo, Rivers State.

No 9, Foundation Faith Close, PH, Rivers State.



+234 815 091 4494

+234 813 498 0127



farmisphere@gmail.com



www.farmisphere.com