ANIHAN TECHNOLOGIES
Fresh in, Fresh out.
10–50% of vegetables and fruits go to waste during post-harvest in the Philippines.

PH Market Figures

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
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<tbody>
<tr>
<td>Post Harvest Loss</td>
<td>$2.5B</td>
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<tr>
<td>Agricultural Contribution to National GDP</td>
<td>$36B (10.2%)</td>
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</table>
Reducing food loss is a cheaper approach than increasing production.
Our Solution

01 Install

SQS System

02 Analyze

FQS System

03 Report
Benefits

Monitor & Trace
- 9h per month on acquiring data
- -5% temperature
- +3% yield

Monitor & Optimize
- 9h per month on acquiring data
- -34% cold storage energy consumption
- Save 5% from spoilage

*Figures are estimates and are subject to change
Value Proposition

01
Faster, Accurate, & Non-Invasive Food Quality Testing

02
Reduce costs due to spoilage

03
Distribute more with Fresh In, Fresh Out
AniTech Disrupts Current Market Solutions

**IoT in Agriculture**  
Mostly used during production

**Handheld Sensors**  
Detects 1 type of gas or environmental condition only

**Food Quality Testing**  
Costly & Time-Consuming

- ~₱1.6M to buy FQT Equipment
- ₱5,250 testing cost per sample
- 3 - 20 days to process results

AniTech is the first PH startup that provides actionable data on Storage Quality & Food Quality
Market Size

**TAM**
PH Fruit & Veggie Market
$12.7B

**SAM**
PH High Value Crop Market
$48.6M

**SOM**
PH High Value Crop Market in Luzon
$2.3M
Go-To-Market

- Trainings & Workshops with Farm Cooperatives & Government Agencies
- Research Partnership with Universities & NGOs
- Accreditation and Support from Food Safety Committees
- Co-creation of Policies & Roadmaps with Government Agencies and International Organizations
Business Model

01 Monitor & Trace
- SQS System
  - Downpayment: $500
- Sensor System + Platform Subscription
  - $100

02 Monitor & Optimize
- FQS System
  - Downpayment: $2000
- Sensor Systems + Platform Subscription
  - $200

03 Project-Based
- Collect user requirements
- Conduct current operational analysis
- Install SQS & FQS System & Develop Database & Platform
- Send Analytics, Notifications & Reports

*Prices are on an early adopter rate. It may also vary according to user requirements
*1 year lock-in period for subscription
Milestones

- From scientific research to fully functional prototype
Milestones

- 4 Competitions Won
  - TP PH
  - TP Asia
  - Ecothon
  - WERise x She Disrupts
Milestones

- 30 Market Validation Interviews
Milestones

- Foodie Box Group Partnership
- EU Tech Chamber Advocate since March 2022
- Phildev Incubatee
Milestones

- MOU with Farmjuan & First Pilot Test
  - 100 Sqm Greenhouse
- Pilot Test and LOI with MKP, Inc.
  - 50 Sqm Hydroponic Grow Room
Milestones

Targets for June - July

● Improve the FQS Box
● Food Loss Dashboard
● Storage Quality Index Dashboard
● +5 more Businesses to sign up with us
Impact

By monitoring storage conditions, AniTech will:

- **Optimize** inventory of the 1,250 *urban farms*, *distributors*, and *exporters* in Luzon
- **Reduce** food loss by 5%
- **Increase** yield by 3%

*Figures are estimates and are subject to change*
By **supporting local tech talent** to develop our Core Technologies, AniTech will:

- **Provide** more opportunities in Science & Technology
- **Make** R&D and Manufacturing Industry in the Philippines more competitive
Impact

By monitoring storage quality & food loss, AniTech will:

- **Help** growers & distributors *maintain freshness* throughout the food supply chain
- **Increase** farm yield & supply chain productivity
- **Enable** consumers with *easier access* to fresh & healthy food
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Danielle Torres
Business Development
3+ years in Market Validation & Lead Generation

Paulo Tipan
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