









#### **EXECUTIVE TEAM**



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Ibrahim

## Quinoa production in Morocco

Has gained momentum since its introduction in 2000s

Gap between producers and final consumers

Struggle to commercialize quinoa locally

More than 200 hectares of quinoa yields in 2019

Farmers are unable to valorise quinoa & reach final customers









**Hundreds of farmers across Morocco are involved** 

In 2019, yearly production reached 150 Tonnes (200 hectares)

6million MAD of unexploited raw quinoa harvest

#### High Demand for Health and Nutritious products in Morocco

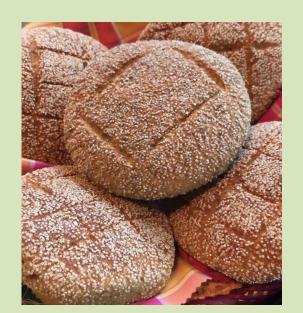
Naturally
Healthy food
reach 6%
growth in 2019



High consumer interest local Moroccan food products



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High consumer awareness for healthy food



Thriving industry

# Amendy bridge the gap between quinoa farmers and final customers

Our startup create value by building expertise in quinoa product development & diversification

Creating value for smallholders



Smallholders are key partners: suppliers of raw quinoa



Creating locally quinoa products adapted to Moroccan kitchen



In-depth understanding of customers needs

## Premium quinoa food products







**Quinoa Seeds** 

Quinoa Instant Couscous **Quinoa Flour** 

Adapted to local cookery habits, Innovative,
 Affordable and sustainably sourced

## Innovative healthy Moroccan couscous

# **Couscous Quinoa Wheat**



Couscous Quinoa Millet



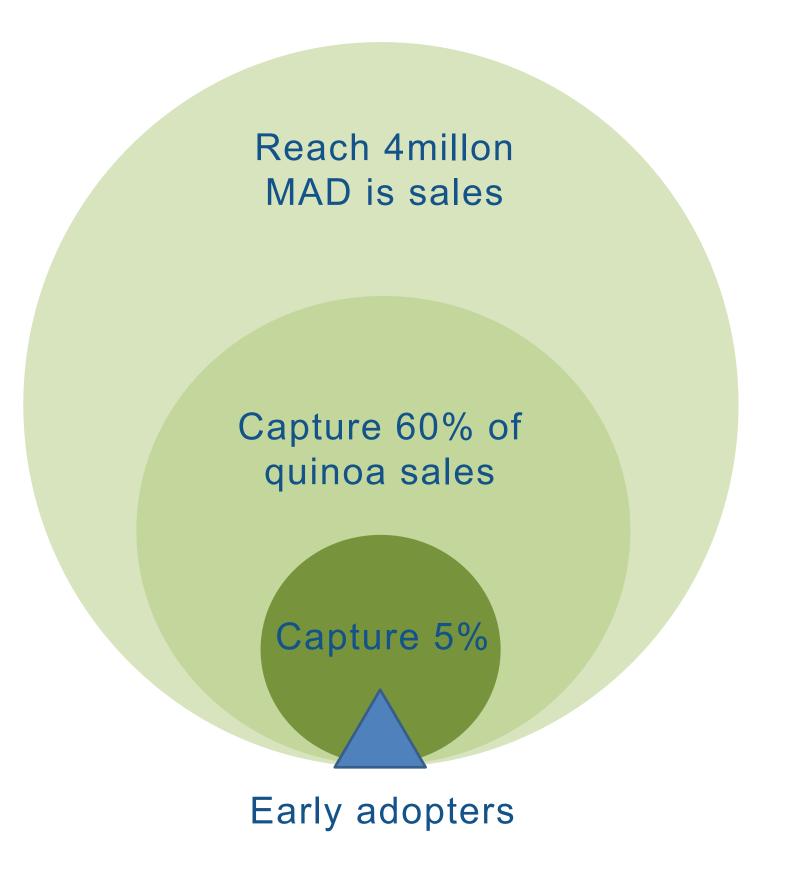
... + 5 other options

#### Couscous Quinoa Maize



All good all everything. Handmade, traditional recipe and local ingredients.

# Thriving industry and growing market



MAD808 million in 2019

Organic
Pacakged food
retail value

Source: Euromonitor International

#### **Target Customers**

#### **B2C Segment**

## Middle and high in come Moroccans

- Healthy lifestyle enthusiasts
- Sportsmen & women
- Food lovers
- Pregnant women
- Women with iron deficiency
- Couscous eaters

#### **B2B Segment**

- Salad-bars
- Restaurants
- Hotel
- Catering businesses

# **Expected distribution of Revenue Streams**

**B2C Sales** 

70% of the total revenue

B2B Sales

30% of the total revenue







#### **Our vision**

At Amendy, we strive to make nutrition better through sustainable agriculture. Our vision is to be the reference company for health and well-being food products in the MENA region.

#### Doing business differently: Do well by doing good



Amendy Foods is based on an inclusive business model that creates win-win solutions with for-profit interest as well as social and development interests.

