

The hook

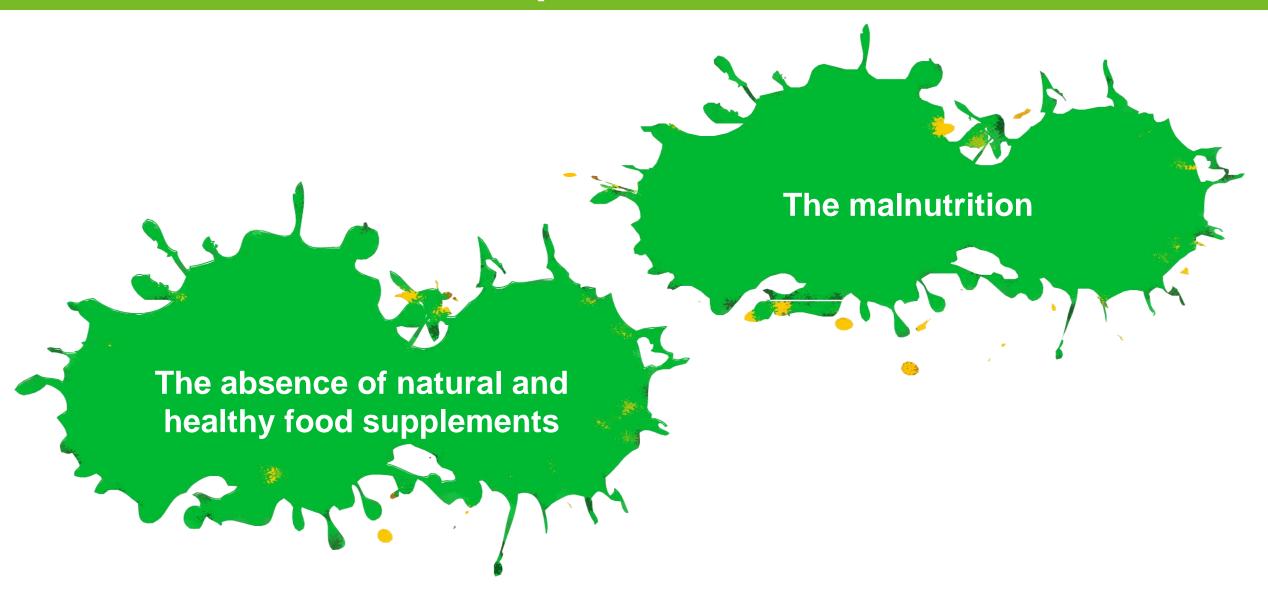
✓ About 45% of deaths of children under the age of 5 are related to the malnutrition.



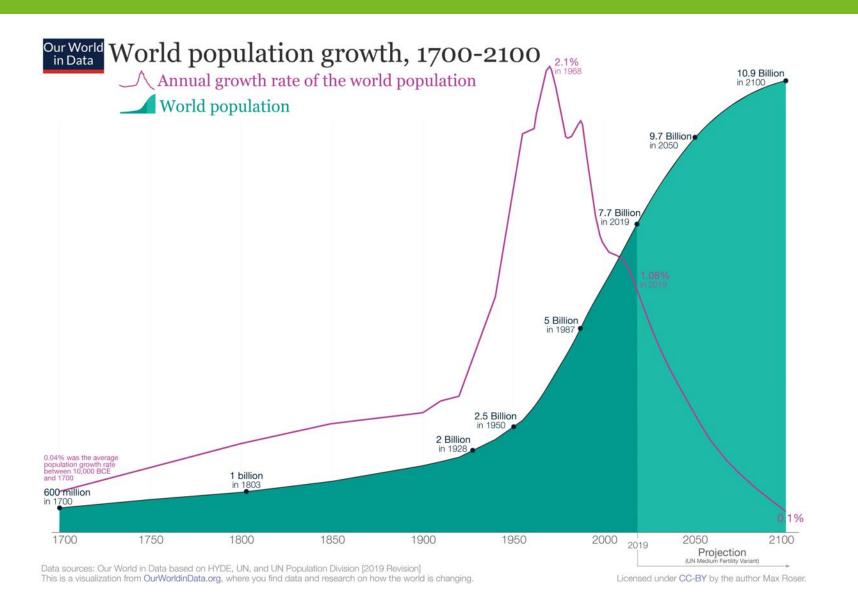
✓ Iron deficiency alone represents a loss of over 2 billion dirhams each year. ✓ A third of the Moroccan population suffers from malnutrition (One in three children, one in three women and one in five men suffer from mainly iron deficiency.)

✓ The cost of health and the loss of productivity linked to micronutrient deficiencies in Morocco represents 5% of the GDP.

The problem



The Problem



The Problem



Meet our Team











Sanaa ESSALMI
Chief Financial Officer
and sales director

First year master degree in Chemical and Biochemical Sciences

Ghizlane GOUBRAIM

Chief of communication and externe Relationship

Second year in professional bachelor of process engineering and digitalization

Farid ERROUH

Chief Executive Officer

First year master degree in Chemical and Biochemical Sciences

Fatima Ezzahra OULKHIR

Quality control, and environmental manager

First year master

Chief operations officer

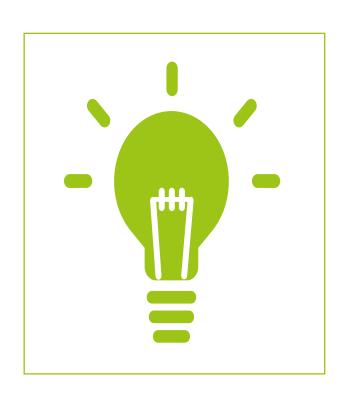
degree in Chemical and Biochemical Sciences

Youssef AMADGHOUS

Chief Marketing Officer

First year master degree in Chemical and Biochemical Sciences

The Solution



Our project consists on producing several natural, healthy and delicious spirulina-based food products available to the Moroccan population.

Our products







Energy drink

Spirulina juice

Powder superfood

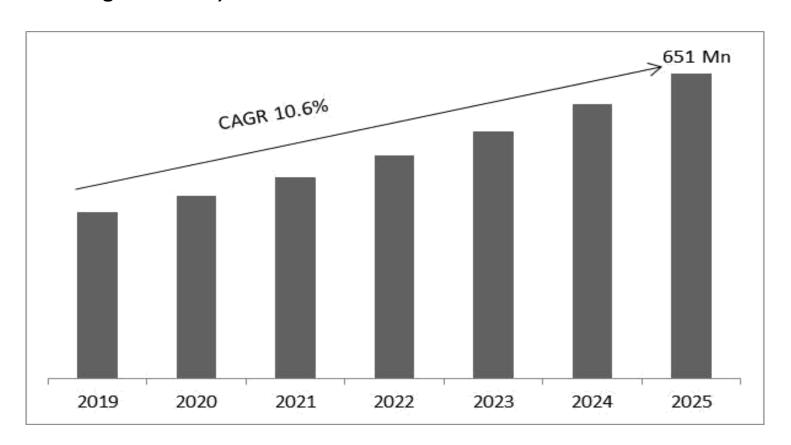
Why Spirulina?



Source: NB laboratories

Market size

The global spirulina market was valued at \$393.6 million in 2019, and is projected to reach \$897.61 million by 2027, registering a CAGR (**Compound annual growth rate**) of 10.6% from 2020 to 2027.



Africa remains one of the continents where spirulina production is lowest even its favorable growing conditions

Source: Allied Market research

Our competitors

International Competitors

Manjolive (France): spangles

Yunnan Green(china): pills and tablets

Earthrise Nutritionals (US): pills, tablets and powder

Parry (india): tablets and powder

National Competitors

Proterra Maroc: cultivation

Domaine Spiruline: strain

Atlas spiruline: cultivation

Vitalina: Pills, powder, spangles

Vitalgue: pills and sangles

Key Um6p Partners.

- Restaurants
- **Packaging** company
- Fitness clubs
- **Sportif clubs**



- **Pharmacies**
- Cosmetics
- Laboratories
- Banks
- **Assurances**

service

Investors Delevery

Key

Activities

- Purchase and processing of the raw material
- Production
- Commercialisation
- Packaging
- Delevery

Key Resources

- · Raw material (maxima spirulina species)
- Local (Cultivation basin, production unit)
- Staff (Company, Laboratory, Delivery)
- Packaging
- Certificats

Channels

- Social media (Facebook, Instagram...)
- **Direct sale**
- **Delivery service (E-commerce)**



BUSINESS MODEL







Revenue Streams

- **Product sales**
- **Subscriptions**
- **Collaborations**



Value Proposition

- Suitable price
- Diversity in the products on offer
- · Healthy and delicious food



- **Good service**
- **Gift Cards**
- **Promotion**



- Vegetarian people
- Sportive people and sports clubs
- People with health issues
- Students and workers
- **Farmers**



Cost structure

- Prices of raw materials and transport
- Materiels
- Energy cost
- Purchase of packaging
- Taxes
- Advertising
- Lab analysis

Our Impact



01 Social

02 Environnemental

03 Economic

Socio-economic impact



Provide more benefits with low Cost



Job creation



bring economic independence

Environmental impact



 Oxygen production and CO2 capture

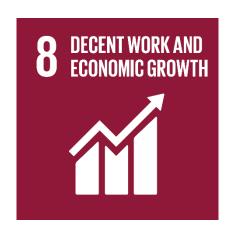


 Preserve the environment

The SDG's









Our growth strategy

Province of Marrakech-Safi

جهة ميراكش أسفي +ه ه اده هه الاده هه. الاده ده Région Marrakech Safi

Africa





UM6P and It's province



Morocco



Let's feed the world with Spirulina

