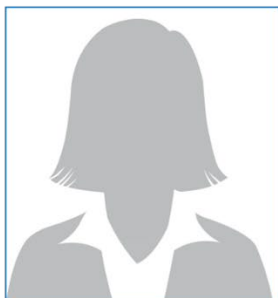


New venture is looking for a Co-Founder

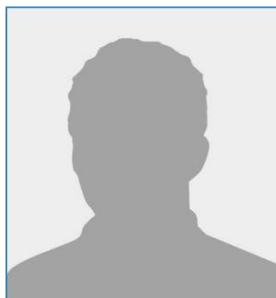
Agilery is a new kind of food contract manufacturing company. Instead of using own machinery, we connect existing market capacities and leverage a digital platform approach to reduce costs and improve collaboration across the food industry.



You?

Food Scientist

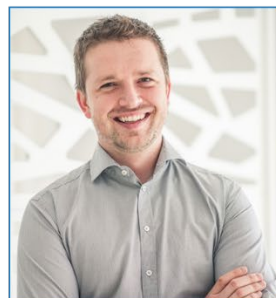
- ETH or equal
- Min of 3 years industry



You?

Culinary Artist

- Chef / Developer



Marcin Niedzielski

Manufacturing
Engineer, ETH



- 10 years food sector (corporates, startups, innovation)
- Founding experience
- Strategy Consultant



...
Software Architect

- 25-40 years old, fluent in De/En
- Entrepreneurial gene!
- Team fit with highly complementary skills/mindsets

Expected:

- Project work (MVP) as of Aug/Sept 2019 – min of 40% (daytime, evenings or weekends)
- Iteratively adjust current business model (in cooperation with the other Co-Founders)
- Skin in the game! – predominantly by investing your time, financially at your own discretion

Outlook: (seed financing expected to start in Jan/Feb 2020)

- Equity share and leadership position
- Opportunity to build-up your team for your functional area
- Adequate salary as of seed round closing (expected in Mar/Apr 2020)

Extract from **www.agilery.ch** (under development)

HOME / IDEA / EXPERTISE / BRAND OWNERS / FOOD OPERATORS / TEAM & CO. / CONTACT

- **NEW KIND of Food Contract Manufacturing**
 - No own equipment - orchestrating existing market capacities instead
 - Reducing costs and improving collaboration – a digital platform approach
 - Creating value for Brand Owners for more beneficial and efficient outsourcing
 - Serving Food Operators to increase capacity utilisation and manage complexity
- **With PURPOSE to catalyse the Good Change in our Food System**
 - *“We take special pride in delivering gently manufactured products with powerful health benefits, while having the greatest respect for sustaining planet resources.”*
 - Full visibility on the entire project value chain is therefore imperative
 - Plant-based products, functional ingredients and ecological packaging materials are examples of operational strongholds
- **END-TO-END Operations for Food and Beverage projects all over Europe**
 - From product development, sourcing and manufacturing through to packaging and delivery of Consumer Packaged Goods
 - Owning each step of the supply chain – taking overall project responsibility
 - Specialising in pilot projects, scaleups and optimisations of existing food supply chains

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The Challenge

Food Brand Owners like Startups, Retailers or Consumer Good Companies often outsource the production of their products including related operations.

Outsourcing has significant advantages regarding time and flexibility. For example, it is easier to upgrade to the newest processing technologies or innovative food ingredients. Furthermore, an outsourced supply chain can be adjusted ad-hoc to the constantly changing demand in volumes:

[Graph: Kitchen (manual) -> Workshop (semi-manual) -> Small Factory (semi-automated) -> Big Factory (fully automated)]

A big disadvantage of outsourced operations (*the problem*) are product unit costs and the effort which is necessary to manage a highly fragmented and non-transparent food ecosystem.

- The visibility of different actors in a food supply chain reaches in most cases not further back than one step. As a result, costs are being disproportionally built up towards the end of the chain. Combined with major systemic inefficiencies, this causes products to be more expensive than they actually should be.

[Graph: Raw Material Supplier -> Processor 1st grade -> Processor 2nd grade -> Packaging & Shipment / Raw Mat Bar (100) gets increased by 10% / processing costs / overhead costs (increasing) => Agilery with only first raw mat bar (100) and individual processing costs]

- Today's historically evolved food supply clusters are often rather rigid and not easy to grasp. In order to maintain acceptable margins, Food Operators with a steady set of customers and suppliers have no other choice than to strive for lowest possible project complexities and to focus on maximizing the utilisation of their existing machine parks. *[see FOOD OPERATORS]*

High costs and an industry setup which is not favouring innovation is one of the major reasons why all the good consumer-induced change in food is still stalled!

Here is where Agilery is making a difference!

The Solution - how Agilery works

Smart efficiency

- Continuous optimisation of existing supply chains – not limited by installed assets or supplier lock-ins
- Full transparency and cost control – due to ownership of each step across the entire supply chain
- Leveraged collaborations – enabled by highly flexible “plug & play” setups with the best possible operators for each individual project

Enabling Food Innovation

- Start small and consumer centric – infrastructure for test & learn approaches
- Scale up smoothly – next step for increased volumes is always ready and accounted for
- Explore disruptive projects – optimal playground to test also more radical approaches, due to complete value chain exposure and small-scale operations which limit the impacts of failure

Technology driven

- Gathering data from entire international supply systems (for the first time)
- Analysing and acting on data – to ensure optimal sourcing, processing and handling
- Working towards a vision: Building transparency in installed capacities and their usage as well as in global material flows – preparing the next wave of efficiency gains towards a high-end, perfectly sustainable and super-agile food system