



CRUST GROUP

SAVE A CRUST

about crust group



Mission

To empower businesses in food service and retail to repurpose their food waste and loss into high-value products, reducing global food loss by 1% by 2030



Based on a belief in a circular economy, CRUST Group is a food tech startup that valorises surplus ingredients into unique beverages for food service and retail partners. We create fun products like our CRUSTbeers and CROPfruit sparkling waters.

our brands



CRUST

Sustainable Craft Beers made from surplus bread and other ingredients



CROP

Health-focused non-alcoholic beverages made from fruit & vegetable waste

480kg
of food loss saved

10,800kg
of CO₂ emissions
reduced

giving food loss a new lease of life



At CRUST Group, we pride ourselves on valorising a range of food waste and loss for our partners.

Food waste & loss we've worked with

- Bread - Rye, Sourdough etc.
- Grains – Rice, quinoa, oats, corn
- Spent and stale coffee grounds
- Fruit and vegetables (flesh, peels, seeds, husk)
- Cacao husks
- Tea leaves
- Tropical plants (e.g. Ulam Raja)

technology & scalability



Our secret sauce lies in using fermentation and extraction technology to valorise a range of food waste and loss into unique products for differentiated customer segments – food service & retail businesses and food manufacturer & distributors who do not currently upcycle food waste.

We use a fermentation process to extract flavors and bring out the functional benefits of surplus ingredients. Our recipe formulations are trade secrets until a partner signs an exclusive contract..

We'll scale by being a plug & play upcycling platform for customers that want to reduce food waste & loss but experience high barriers to producing a branded product made from surplus ingredients. We do this with minimal CapEx and the ability to conduct R&D and go-to market fast.

major customers & partnerships



Retail

Fairprice Finest
Redmart

F&B

Marina Bay Sands

Tiong Bahru Bakery

Good Food People by SaladStop!

Betr Barista

Maison Kayser

Edible Garden City The

1925 Brewing Co.

...and more!



Alba WH xCRUST Group

Alba WH acts as our waste management & logistics partner, while also being our food loss provider for CROP, our line of non-alcoholic beverages.



Gardens
by the Bay

Pipeline Partnerships (Proof of Concept/R&D): Dole, Kellogg's, Gardens by the Bay

bringing value to corporate partners



Retailers and F&B chains produce surplus food that is costly to lose and dispose of. By partnering with us, they gain additional value and benefits.

Partners save:

1. Cost of food loss
2. Cost to discard food loss

Partners gain:

1. Additional revenue per bottle
2. Co-branded product with a story
3. A new sustainability initiative
4. Ability to minimize waste



3 win-win business models



1. CRUST Stand-alone

Sell our flagship beers by bottle or keg.

2. CRUST White Label

White label our 3 flagship beers with personalized branded label.

3. CRUST Sustainable Unique Label (SUL)

Work with us to develop 1-4 co-branded beverages using partner's food waste & loss

sustainable unique label (sul) model



Through our sustainable unique label (SUL) model, we act as the R&D platform to provide co-branded products and take on logistics for corporate partners.

1-2 year SUL contract with each corporate customer

Set Up Fee

Recipe Formulation
Fee (Exclusivity)

MOQ Price Per Bottle

future growth and expansion



We have big plans to expand into new markets. We're setting up CRUST Japan by end of 2020 and are working closely with partners to launch in Thailand in 2021.

CRUST GROUP SINGAPORE



CRUST JAPAN

CRUST THAILAND

future plans & targets





Profit & Loss Statement, 2019

	2019
	Revenue
	Beer Sales
	40103.58
	Total Revenue
	\$40,103.58
	Cost of Sales
COGS	COGS for Beer
	32098.36
	Total Cost of Sales
	\$32,098.36
	Gross Profit
	8005.22
	%Gross Profit
	0.20
	Expenses
	Total Manpower Costs
	16889.04
SGA*	Main Manpower Costs
	16889.04
	Other Operating Expenditure
SGA	Admin & Operating Costs
SGA	Office and Warehouse Rent
	980.30
SGA	Legal & Accounting Fees
	3000.00
SGA	Administrative expenses
	1422.27
SGA	Other Operating expense
	4699.26
	Sales & Marketing Costs
SGA	Advertising
	13502.72
	Financing Costs
	Interest
	Total Other Operating Expenditure
	23604.55
	Total Operating Expenditure
	\$40,493.59
	Net Profit
	-32488.37
	Less Tax
	Net Profit After Tax
	-32488.37
	EBIT
	-\$32,488.37

Projections of next 5 years (Base Case):

Revenue Summary				
Year 1 (2021)	Year 2 (2022)	Year 3 (2023)	Year 4 (2024)	Year 5 (2025)
\$1,450,802	\$2,801,293	\$4,188,654	\$5,560,741	\$6,896,893
10X Revenue Multiples				
Year 1 (2021)	Year 2 (2022)	Year 3 (2023)	Year 4 (2024)	Year 5 (2025)
<u>\$14,508,022</u>	<u>\$28,012,926</u>	<u>\$41,886,539</u>	<u>\$55,607,414</u>	<u>\$68,968,935</u>
Annual Profit				
Year 1 (2021)	Year 2 (2022)	Year 3 (2023)	Year 4 (2024)	Year 5 (2025)
-\$132,676	-\$54,145	\$346,655	\$539,659	\$678,704

Join our mission to reduce global food loss by 1% by 2030

Featured on



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