



AI-powered Climate Intelligence for Smarter Global Food Supply Chains

Helping food retailers, distributors, and food supply chain organizations **worldwide anticipate** climate-driven demand, **optimize** inventory, **reduce** food waste, **strengthen** operational resilience, and **improve** sustainability through AI-powered climate intelligence.



Climate Intelligence



AI Forecasting



Food Supply Chains



Sustainability Impact

EcoGuadex Ltd.

Pre-Seed ClimateTech Company

Accra, Ghana

Building Global Climate Intelligence Infrastructure



Pilot-Ready Platform

MVP validated with retail partners



Impact-Driven Outcomes

Reduce waste, prevent stockouts, build resilience



Global Vision

Scaling across six strategic priority markets



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EcoGuadex



Accra, Ghana



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THE PROBLEM

Climate volatility is **changing demand** faster than traditional inventory planning can respond.

Food retailers still rely on historical sales patterns, while weather shocks and climate variability increasingly influence buying behavior, availability and waste.



Unpredictable Demand

Weather events can quickly change shopping patterns and create short-term spikes or drops.



Waste & Markdowns

Overstocked perishables create avoidable waste, discounting and working-capital pressure.



Stockouts & Lost Sales

Under-forecasting demand means lost revenue and weaker customer loyalty.



Low Climate Visibility

Forecasting tools rarely connect climate signals to operational decisions in real time.



CORE INSIGHT

Food supply chains need **climate-aware decision intelligence**, not only historical forecasting.

THE SOLUTION

Climate Intelligence that drives smarter decisions and better outcomes.

EcoGuadex transforms climate and operational data into accurate demand forecasts and actionable intelligence that help food supply chains anticipate risk, optimize inventory, and improve resilience and sustainability.

FROM DATA TO DECISION



Climate & Weather Data

Historical & real-time weather forecasts & climate signals



Operational Data

Sales, inventory, promotions, store attributes & more



AI & Machine Learning

Advanced models capture demand sensitivity to climate and operations



Demand Forecasts

SKU-level, location-level, and time-phased forecasts



Actionable Intelligence

Clear insights and recommendations for better decisions

BETTER DECISIONS. STRONGER IMPACT.



Optimize Inventory

Right stock, right time, right place.



Reduce Food Waste

Lower spoilage through better planning.



Prevent Stockouts

Improve availability and customer trust.



Improve Profitability

Increase sales and reduce unnecessary costs.



Strengthen Sustainability

Lower emissions and support climate action.



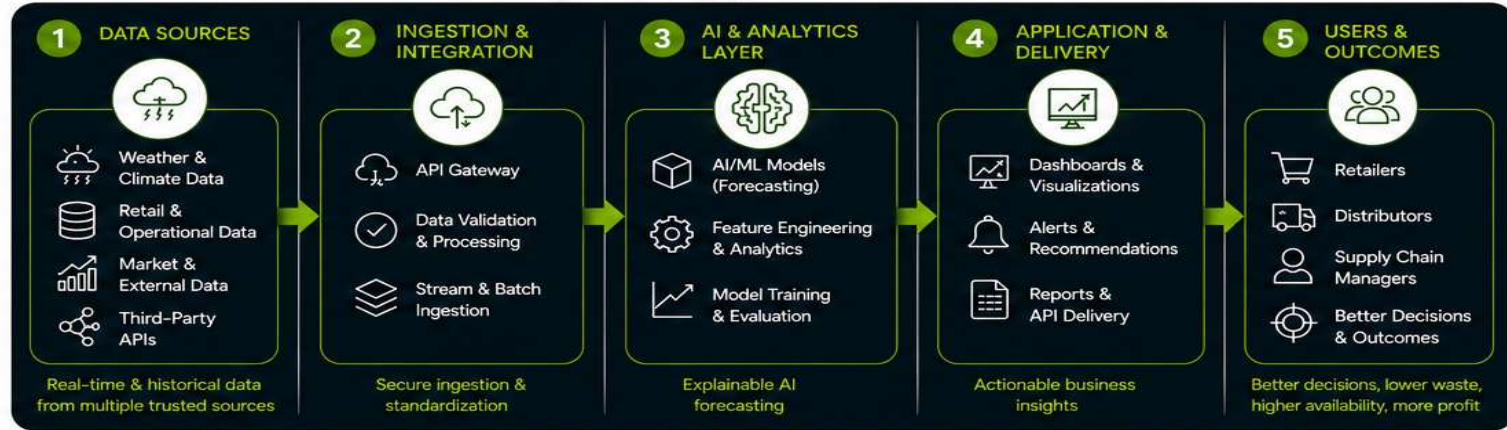
EcoGuadex brings climate intelligence into everyday decisions—helping food supply chains become more resilient, **profitable**, and **sustainable**.

Designed to transform climate and operational data into secure, explainable AI-driven decisions for enterprise food supply chains.

THE TECHNOLOGY

Enterprise-grade AI and data technology that delivers reliable, real-time intelligence at scale.

EcoGuadex transforms climate and operational data into AI-powered demand forecasts and actionable enterprise intelligence.



Pilot-Ready Climate Intelligence Platform
Enterprise Pilot Ready
Built for enterprise pilot validation.



SOC 2-Ready Architecture
Designed with SOC 2 security principles for enterprise trust.

SECURE. SCALABLE. TRUSTED.



Enterprise Security



Scalable by Design



Data Integrity



Cloud Native



Compliance Ready

SOC 2-READY ARCHITECTURE PILLARS



Security
Protecting data at every layer



Availability
High uptime and resilient systems



Confidentiality
Data access and privacy by design



Integrity
Accurate, consistent and reliable data

POWERED BY MODERN CLOUD & AI TECHNOLOGIES



Microsoft
Azure



Azure
Machine Learning



Azure
Data Services



REST
APIs



Secure
Cloud Storage



Scalable
Infrastructure



BUILT ON TRUST

- Security**
Protecting what matters
- Availability**
Always on, always reliable
- Confidentiality**
Your data, your control
- Integrity**
Accurate data, trusted insights



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EcoGuadex

Sources: Grand View Research (2024) | Fortune Business Insights (2024)
Mordor Intelligence (2024) | FAO (2023) | WMO (2023)

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MARKET OPPORTUNITY

A massive and growing market at the intersection of climate intelligence and food supply chains.

Climate volatility is accelerating enterprise investment in AI-driven decision intelligence to reduce risk, optimize operations, and strengthen supply chain resilience.

KEY MARKET DRIVERS



Increasing Climate Volatility

Extreme weather disrupts food production and supply chains.



Rising Demand for Resilience

Enterprises use tools to anticipate risk, optimize inventory, and ensure continuity.



AI & Data Advancements

Improved data and AI models enable real-time intelligence and better decisions.



Sustainability Imperatives

Reducing food waste, emissions, and resource use is a priority for businesses and investors.



Policy & Regulatory Pressure

Governments and institutions push for climate-smart and transparent systems.

GLOBAL MARKET SIZE



The market is expanding rapidly as enterprises prioritize climate-resilient operations and supply chain visibility.



Strong growth driven by AI adoption, extreme weather events, food security concerns, and regulatory pressure.

PRIORITY PILOT MARKETS

Enterprise pilot markets for validation and scalable growth.



	Ghana	High climate risk, agriculture-driven economy, growing retail sector.
	UK	Mature retail market with strong focus on sustainability and supply chain resilience.
	USA	Large enterprise market with strong AI adoption and demand for resilient supply chains.
	China	Major producer and consumer with massive food supply chain ecosystem.
	Russia	Strategic partner market with high food import dependency and climate exposure.
	Singapore	Innovation hub and gateway to Southeast Asia markets.

SOURCES

- Grand View Research (2024)
- Fortune Business Insights (2024)
- Mordor Intelligence (2024)
- MarketsandMarkets (2024)
- Statista (2024)



EcoGuadex is positioned to capture a meaningful share of this high-growth market by delivering climate-aware intelligence **where it matters most.**

OUR BUSINESS MODEL

A scalable SaaS business model delivering **recurring value** and measurable impact.

EcoGuadex delivers a scalable SaaS platform that begins with enterprise pilots and expands into long-term subscriptions across stores, regions, and use cases.



Start Small. Scale Fast.

From pilot to platform—designed for expansion and long-term value.

COMMERCIAL PARTNERSHIP JOURNEY

Designed to convert enterprise pilot projects into long-term SaaS partnerships.



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ENTERPRISE REVENUE STREAMS

- Subscription Fees**
Recurring SaaS subscriptions.
- Implementation & Onboarding**
One-time setup, integration and onboarding services.
- Add-on Modules**
Optional premium modules available as add-ons.
- Data & Analytics Services**
Advanced analytics and custom reporting services.
- Enterprise Partnerships**
Strategic partnerships and co-development opportunities.

WHY ENTERPRISES START WITH ECOGUADDEX

- Low-Risk Pilot
- Fast ROI Validation
- Minimal Integration Effort
- Minimal Deployment

UNIT ECONOMICS (TARGET)

- CAC: €3K – €5K
- ARPC: ~€80K
- Gross Margin: 70%+
- Net Revenue Retention: 120%+
- LTV/CAC: < 12 Months

INITIAL ENTERPRISE CUSTOMERS

- Grocery Retailers & Supermarkets
- Food Distributors & Wholesalers
- Food Producers & Processors
- Government & Agencies
- Financial Institutions & Insurers

Expanding into new sectors and geographies as we scale.



Scalable SaaS pricing designed to **reduce waste, prevent stockouts, improve resilience, and deliver recurring enterprise value.**



Predictable
Recurring Revenue



High Customer
Retention



Efficient
Unit Economics



Strong Path to
Profitability

OUR GLOBAL STRATEGY

A focused, capital-efficient go-to-market strategy for global impact.

We commercialize through enterprise pilots, proving measurable value before scaling across markets and customer segments.

OUR COMMERCIALIZATION PILLARS



Focused execution. Measurable impact. Sustainable growth.



OUR MISSION

Deliver climate intelligence that enables food supply chains to anticipate, adapt, and thrive.

OUR GO-TO-MARKET FUNNEL



ENTERPRISE DIFFERENTIATORS



Climate-Aware AI

Purpose-built AI for climate-aware demand forecasting.



Deep Domain Expertise

Deep understanding of food retail and supply chain operations.



Scalable Cloud Platform

Enterprise-ready, secure, and scalable platform for global deployment.



Customer Success Focus

We succeed when our customers succeed—driving long-term adoption and growth.

ENTERPRISE PILOT & COMMERCIALIZATION STRATEGY

Six Priority Pilot Markets • Enterprise validation without sequential geographic rollout.

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Our pilot strategy is global and non-linear.

Enterprise pilots are selected based on customer demand, strategic partnerships, and implementation readiness.

	Ghana	Strong retail sector, high climate risk, and digital readiness.
	UK	Strategic market with advanced retail infrastructure and innovation adoption.
	USA	Large market with advanced infrastructure and strong demand for supply chain resilience.
	China	Major producer and consumer with massive food supply chain ecosystem.
	Russia	Strategic partner market with high food import dependency and climate exposure.
	Singapore	Innovation hub and gateway to Southeast Asia markets.



Operating simultaneously across all six markets to accelerate learning, partnerships, and global impact.

COMMERCIAL GROWTH TARGETS (3 – 5 YEARS)

	Customers	100+ enterprise customers across 6+ countries
	Annual Recurring Revenue (ARR)	€8M+ ARR by 2031
	Gross Margin	70%+
	Net Revenue Retention	120%+
	Geographic Reach	6 key markets
	Forecast Accuracy	85%+ SKU-level accuracy

WHY ENTERPRISE CUSTOMERS CHOOSE ECOGUADDEX



Climate Intelligence



Measurable ROI



Secure Cloud Platform



Long-Term Partnership



Enterprise pilots validate our platform. Long-term partnerships accelerate our growth. Global deployment delivers **lasting impact**.



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Climate Intelligence for a Resilient Food Future.

A disciplined path from enterprise pilots to profitable global growth.

Our financial model reflects a capital-efficient SaaS business with strong unit economics, scalable growth, and attractive margins.



2026 is our pilot year.
We ask focused on MVP completion, customer validation, and enterprise pilots. No recurring revenue is expected in 2026.

5-YEAR FINANCIAL PROJECTIONS (2026 – 2031)

METRIC	2026	2027	2028	2029	2030	2031
Customer Accounts (Paying Customers)	0 Pilot / MVP	3	10	35	80	100+
Annual Recurring Revenue (ARR) (EUR)	—	€105K	€400K	€1.5M	€4.0M	€8.0M
ARR Growth (Year-over-Year)	—	—	281%	275%	167%	100%
Gross Margin (%)	—	55%	60%	65%	68%	70%+
EBITDA (EUR)	—	(€80K)	(€60K)	€100K	€700K	€1.8M
EBITDA Margin	—	(76%)	(15%)	7%	18%	23%
Net Profit (EUR)	—	(€100K)	(€80K)	€50K	€500K	€1.4M
Net Profit Margin	—	(95%)	(20%)	3%	12%	18%

All figures are in EUR and rounded. Projections are based on current assumptions and are subject to change.



Pilot validation builds the foundation. Recurring subscriptions drive growth. Scale delivers profitability.



KEY ASSUMPTIONS

- SaaS subscription model with tiered pricing based on store count and feature level.
- Customer acquisition through pilots, partnerships, and targeted sales & marketing.
- Enterprise pilots convert into annual SaaS subscriptions.
- Gross margin improvement driven by scale and operational efficiency.
- Disciplined operating expense management.
- All figures in EUR.



COMMERCIAL MILESTONES



2026
MVP completion, enterprise pilots and customer validation



2027
First paying customers and commercial launch



2028
Product-market fit and expansion into new segments



2029
Multi-country deployments and strong ARR growth



2030 – 2031
Scale across global markets and reach €8M ARR by 2031



€8.0M
ARR Target by 2031



70%+
Gross Margin by 2031



€1.4M
Net Profit by 2031



100%
ARR CAGR (2027 – 2031)



Break-even
in 2030



CAC
€3K – €5K



ARPC
~€80K
per store / year



Gross Margin
70%+



LTV:CAC
> 3.0x



Payback Period
< 12 Months



Enterprise pilots **validate value**. Recurring subscriptions **drive profitability**. Long-term customer partnerships create **sustainable growth**.



We partner with enterprises to deliver **measurable impact**, **strengthen resilience**, and build the **future of food systems**.



COMPETITION & DIFFERENTIATION

Purpose-built Climate Intelligence for Food Supply Chains.

EcoGuadex combines climate intelligence, AI-powered forecasting, and operational data to deliver actionable decision intelligence for food supply chains.

OUR DIFFERENTIATORS



Climate-Aware by Design
First platform to integrate climate and extreme weather data into demand forecasting.



Vertical Focus on Food Retail
Built specifically for food retailers and distributors.



End-to-End Intelligence
From data integration to forecasting and actionable recommendations.



Measurable Business Impact
Drives waste reduction, prevents stockouts, and improves profitability.



20-30%
Reduction in Food Waste



15-25%
Fewer Stockouts & Lost Sales



EcoGuadex is not just another forecasting tool—
it's the **only platform purpose-built for climate-intelligent decision-making** in food supply chains.

HOW WE COMPARE

CAPABILITY	ECOGUADEX Climate Intelligence	BLUE YONDER (Luminate)	o9 SOLUTIONS	KINAXIS	SAP IBP (Integrated Business Planning)
Climate & Extreme Weather Integration	✓ Deep integration of climate & extreme weather	○ Basic weather consideration	○ Limited weather context	○ Via external add-ons	○ Via external services
AI-Powered Demand Forecasting	✓ Perishable SKU-level AI forecasting	✓ Advanced AI/ML forecasting	✓ AI-driven scenario modeling	○ AI-powered forecasting	✓ Statistical & ML forecasting
Food Retail Specialization	✓ Built for food retailers & distributors	○ Broad retail & CPG focus	○ Cross-industry solution	○ Broad industry focus	○ Cross-industry solution
Climate + Operational Data Integration	✓ Multi-source integration with normalization	○ Operational data focus	○ Limited external climate data	○ Operational data focus	○ Complex integration (costly & long)
Actionable Recommendations	✓ Prescriptive, business-ready insights	○ Descriptive / diagnostic insights	○ Scenario insights, not prescriptive	○ Analytics-focused, less prescriptive	○ Operational planning, limited prescriptive
Waste Reduction & Stockout Prevention	✓ Core to our platform and outcomes	○ Supported via configurations	✗ Not core focus	✗ Not core focus	○ Supported via extensions
Ease of Deployment & Affordability	✓ SaaS, modular, quick pilot-friendly	✗ Complex, long implementation	✗ Consulting-heavy, long cycle	✗ Long deployment, high cost	✗ Complex, high cost
Total Cost of Ownership	✓ Lower TCO, transparent pricing	✗ High TCO	✗ High TCO	✗ High TCO	✗ High TCO
Pilot-Ready for Enterprises	✓ Built for pilots → scale with ROI	○ Enterprise rollout, lengthy pilots	○ Enterprise rollout, long pilots	○ Enterprise rollout, complex pilots	○ Enterprise rollout, complex pilots
✓ Strong / Core Strength ○ Partial / Limited ✗ Weak / Not Available					

CUSTOMER IMPACT



5-15%
Improvement in Gross Margin



Better Planning & Faster Decision-Making



Stronger Resilience Against Climate Disruptions



Proprietary Climate Intelligence Models



Unique Multi-Source Data Integration



Vertical Expertise in Food Retail



Strong Partnerships & Ecosystem



Continuous Innovation & Data Advantage

OUR COMPETITIVE MOAT

ENTERPRISE PILOT & COMMERCIALIZATION STRATEGY
Six priority pilot markets • Enterprise validation without sequential geographic rollout.

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WHY ENTERPRISE CUSTOMERS CHOOSE ECOGUADEX



Purpose-Built

Designed specifically for climate-aware demand forecasting in food supply chains.



Climate + Operations Intelligence

Unique combination of climate risk and operational data for smarter, faster business decisions.



Better Outcomes

Reduce food waste, prevent stockouts, improve margins, and increase customer satisfaction.



Scalable & Global

Cloud-native platform ready to scale across markets, geographies, and customer segments.

“ We turn climate risk into competitive advantage—helping food businesses anticipate, adapt, and thrive.

COMPETITION & DIFFERENTIATION

Purpose-built Climate Intelligence for Food Supply Chains.

EcoGuadex combines climate intelligence, AI-powered demand forecasting, and supply chain operations insights in one integrated platform—delivering actionable intelligence where it matters most.



Nathaniel Acquaa Arhin
Founder & CEO

- Building enterprise climate intelligence for resilient food supply chains.
- 20+ years in IT, data analytics, AI innovation & digital transformation
- Expert in AI/ML, cloud architecture and climate-risk analytics
- Leads platform vision, product strategy & global partnerships



Fiifi Appiah-Sam
Co-Founder & CFO

- Driving financial excellence and strategic growth.
- 18+ years in finance, accounting, and strategic management
- Expert in financial planning, risk management & governance
- Leads financial strategy, fundraising and investor relations



Charles Arhin
Co-Founder & CMO

- Driving market growth and strategic partnerships.
- 12+ years in marketing, sales and business development
- Expert in go-to-market strategy, brand positioning & partnerships
- Leads commercial strategy, customer acquisition & growth

ENTERPRISE & INNOVATION ECOSYSTEM

We are proud to be part of leading global startup programs and platforms that accelerate innovation and growth.



Microsoft
for Startups

\$100,000 Azure Credits
(2 Years)

Accepted May 14, 2026



aws activate

AWS Activate Founders
\$5,100 in Credits

Received April 14, 2026

deel.

deel. Startup Perks
\$5,000 in Credits
Expected
(Application Not Yet Applied)

stripe Atlas

US C-Corp Formation
& Global Toolkit
Incorporation in Progress



Google
for Startups

Cloud Program
Application Submitted

ELEVX!
IGNITE

Elev X! Ignite Venture Studio
Batch 16
Application Submitted

GROWING ADVISORY NETWORK (In Progress)



**Climate Science
& AI Advisors**
Supporting our models
and scientific rigor



**Retail & Supply Chain
Industry Advisors**
Providing domain expertise
and market insights



**Investment
Advisors**
Guiding capital strategy
and growth



**Policy & Regulatory
Advisors**
Supporting compliance
and public partnerships



We are building strong partnerships and applying the best-in-class tools and infrastructure to scale globally and create lasting impact.

LET'S CONNECT

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Explore EcoGuadex

Pitch Deck
MVP Progress
Company Updates



Let's Build Climate-Resilient Food Supply Chains Together.

We welcome opportunities to collaborate with enterprise customers, strategic partners, investors, and innovation programs.



Smarter
Decisions



Stronger
Resilience



Less
Waste



Better
Future



Enterprise-Ready
Built for enterprise pilots
and global deployment



Pilot-Ready
Proven approach for rapid
pilots and measurable impact



SOC 2-Ready Architecture
Security, privacy, and compliance
by design



Ready to deliver enterprise pilot projects
through BIND's innovation ecosystem.