



COPIA

Maximize Savings.

Minimize Waste.





A man in a dark t-shirt and khaki pants is crouching in the middle of a vast sea of discarded hummus containers. The containers are stacked high, filling the floor of a warehouse or storage area. In the background, there are blue metal containers and stacks of wooden pallets. The scene is lit with overhead industrial lights, creating a stark contrast between the man and the overwhelming quantity of waste.

365M

Pounds of
Food
Wasted Every
Day

52B

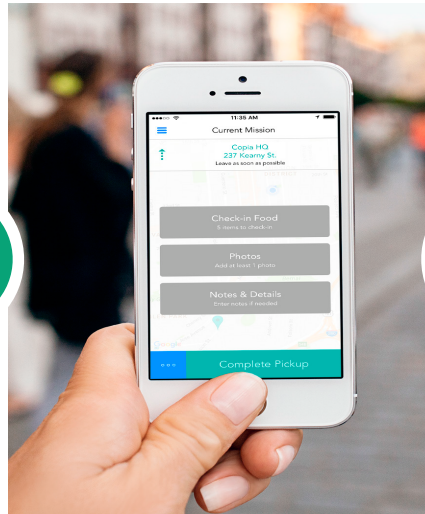
Dollars Wasted
by Businesses
Every
Year

1 in 6
Americans go
without food



Copia is a solution designed to solve food waste and hunger at scale

Our proprietary technology takes food recovery to the next level



Customers

Customers use proprietary Copia app and/or web interface to schedule and manage pickups

Drivers

Copia's Food Heroes use our driver app to receive routes and track inventory in the system

Recipients

Non-profits manage profiles in real-time (i.e. operating hours, food type, etc.) to ensure 100% surplus consumption



Waste happens. Why not make the most of it?

Finally, food recovery and waste reduction that is safe, reliable, AND lucrative.

TOP LINE BENEFITS



Provide quality food to your local community



Reduce your environmental footprint



Promote your impact internally and externally

BOTTOM LINE BENEFITS



Save thousands by optimizing purchasing / reducing over-production



Access significant enhanced tax deductions -- \$1 per pound



Reduce disposal costs

ZERO LIABILITY. ZERO HASSLE. THOUSANDS IN SAVINGS.

Sound like a no-brainer? 'Cause it is!



We provide full transparency and help you promote your commitment to sustainability

Top-line: Do good, feel good, and look good too!



Copia 2016 Data & Impact Report

Impact Overview

Kudos to you and your awesome team for working with us to build a more socially conscious and greener tomorrow!

- 6,720** pounds of healthy food recovered
- 5,600** meals provided to local nonprofits
- 2,450,851** gallons of water saved
- 29,474** pounds of CO2e emissions prevented

Copia 2016 Data & Impact Report

Recipient Info

The delicious food you shared has been welcomed with immense gratitude at:

- City Team Ministries: Provides meals, shelter, recovery programs, youth outreach, and a camp for inner city kids
- Convent House: Reaches out to at-risk homeless youth living on the streets and offers them hope and opportunities to turn their lives around
- Truce: Service group, group meals and lunches with high need through after school programs, mentoring, skills training, leadership training, paid interfaith opportunities, and large community building events

Get to Know Your Food Heroes

Michael M., Delaria H., Taylor D.

I joined the Copia crew in July 2016. What I most enjoy is seeing the faces and interacting with the people we are serving. When I take my food home to eat, I like to share some with a movie, my wife or pet. My motto: My monthly food-to-Alaska amount is not zero and I'm not in Richmond, Virginia!

Copia 2016 Data & Impact Report

Surplus Data

WEEKLY SURPLUS & LINEAR TREND - 60 Days

8/26 9/3 9/10 9/17 9/24 10/1 10/8 10/15 10/22 10/29 11/5 11/12 11/19

Avg. surplus / week/day: 45 lbs

Avg. surplus / pickup: 56 lbs

ENVIRONMENTAL IMPACT

By giving your surplus a new life, you've also saved the energy & water needed for production, and reduced your environmental footprint.

- 7K pounds of food diverted from waste
- 2M gallons of water saved
- 29K pounds of CO2e emissions prevented
- 3 crocodiles
- 5 Alaskan moose
- 9 black bears
- 173 swimming pools
- 146K showers
- 28M gallons of water
- 1.3 laps around Earth by car
- 3 cars taken off the road for 17 months of 1 home's energy use

There's more than enough

This is why we are partnering with Copia to redistribute all of our food to feed people in need.

Be proud. Together, we are #MakingHungerObsolete!

@GoCopia GoCopia.com

Our food's too good to be wasted.

This is why we are partnering with Copia to redistribute all of our food surplus to feed people in need.

Be proud. Together, we are #MakingHungerObsolete!

@GoCopia GoCopia.com

Data/Analytics & Impact Reports

Customized Collateral



Our 2017 Impact

331,000

POUNDS
DELIVERED

=

\$4M

DOLLARS
RECOVERED

... and we'll feed 1 million people this year!

**WE'VE NEVER
WASTED A
POUND OF FOOD**

A photograph showing two volunteers in red shirts and caps preparing food. One is loading a silver cart with supplies like bags of rice, condiments, and bread. The other is standing by a black cart filled with trays and containers. A white van with its trunk open is in the background. The scene is outdoors in a parking lot with stadium buildings in the distance.

23,000 PEOPLE FED

ONE EVENT • ONE CITY • ONE WEEKEND

SUPER BOWL 50

NO FOOD WAS WASTED OSCARS WEEKEND



1300+
pounds of delicious
food recovered

1100+
gourmet meals
delivered

ZERO
pounds of edible
food wasted





**"Using Copia is a NO F*CKIN BRAINER!
EVERYONE WINS!"**

Mike Masserman
Head of Government Relations
Lyft

A photograph of three chefs in a professional kitchen. They are wearing white chef coats and black hats. The chef on the left is a man with a beard, the one in the middle is a woman, and the one on the right is a man. They are all focused on their work, with one chef in the foreground handling a large tray of golden-brown, crescent-shaped pastries. The kitchen background shows stainless steel equipment, a sink, and a bulletin board.

“Partnering with Copia is the simplest way to do good in our community while saving money. It makes total business sense!”

Chris Young
Executive Chef

Bon Appétit @ Levi's Stadium

What will your city do with all of its excess food?



Sample customers list – non exhaustive



Join Us In Solving Your Company's, City's and the World's Dumbest Problem!



[/GoCopia](#)



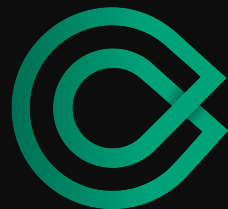
[@GoCopia](#)



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COPIA

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@gocopia   

We are also the go-to partner for high-profile, large volume events

From the Super Bowl to the Academy Awards, Copia can handle it all



- Partnered with the NFL and multiple venues and brands
- Repurposed 14+ tons of food in one weekend
- Fed 23,000+ people in need



- Recovered 1,300+ lbs of gourmet food from the Vanity Fair After Party, Independent Spirit Awards, and the Women in Film Pre-Oscar Party
- Fed 1,100 people at Delancey Street, LA Mission, The Good Shepherd Shelter, LA LGBT Center, and IRC
- Co-promoted by Copia Ambassador Freida Pinto, the Creative Artists Agency, and Vanity Fair



Don't take our word for it! Check out what our customers are saying (1/2)



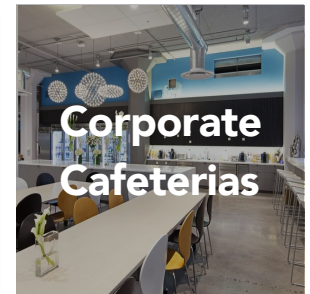
"We had a food recovery partner in the past, but Copia brings a different level of value and professionalism. With Copia, we can access tax deductions and really promote our sustainability and environmental commitment to customers."

Matt Seriff-Cullick, Director of Culinary Operations



"Copia has helped us gain visibility into our surplus and we were able to leverage the data they provide to reduce our food costs by over 10%. We love Copia because it is such a simple and tangible way to reduce our environmental footprint and give back to our local community."

Maria Chavez-Martinez, Regional Facilities Manager



"Copia's analytics help us better track surplus and enhance the team's efforts around waste reduction. Our staff is very proud to know that none of the food we produce goes to waste any longer. Copia drivers are picking up our surplus food 365 days/yr. and the reports they provide creates a great connection with our local community."

Ashley Copley, Food Services Manager



Don't take our word for it! Check out what our customers are saying (2/2)



"At our weekly meetings, we present Copia's waste tracking data to our general managers and executive chefs. We have seen a significant reduction in overproduction and a more attentive staff in regards to waste since we have started working with you all at Copia. We appreciate the help!"

Samantha Lubow, Environment Initiatives Coordinator

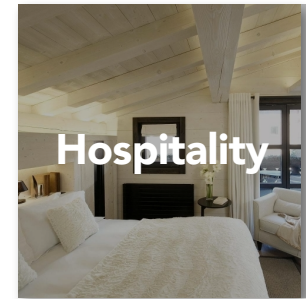


"Our team is proud to partner with Copia and help feed our local community. The service is super easy to use -- we love it!"

Arwi Odense, Executive Chef



CLAREMONT CLUB & SPA
A FAIRMONT HOTEL



"Copia helps us track our surplus better and in just 6 months, we were able to reduce over-production by 50%! Beyond doing the right thing for our local community, partnering with Copia makes clear business sense."

Chris Young, Executive Chef



BON APPÉTIT
MANAGEMENT COMPANY

food service for a sustainable future®



Appendix of Frequently Asked Questions

- What protections does Copia have in place regarding food safety and liability?
- How does the tax deduction work?
- Where does the food go?
- Additional FAQs



Food safety and liability protection are our top priorities

Enjoy peace of mind when sharing your surplus food through Copia

LIABILITY PROTECTION

- ✓ All nonprofit recipients sign a **Hold Harmless Indemnity Agreement** upon sign-up, shielding you and Copia from all liability
- ✓ Copia carries a **\$5MM Insurance Policy** that directly protects you and the food in transit
- ✓ **Federal Law:** the Bill Emerson Good Samaritan Act shields your business from any liability provided the food is given in good faith
- ✓ **State Law:** the CA Russell Bill specifically limits liability and provides protection to your business when giving food to a nonprofit

SAFETY PRACTICES

- ✓ Copia's Food Heroes are **ServSafe Certified**, they undergo enhanced background screenings and extensive professional food safety training
- ✓ Copia **provides bags** for customers to package their food in order to avoid spillage and maintain a clean vehicle fleet
- ✓ Our matching algorithm ensures the **food is quickly delivered** to local nonprofit recipients
- ✓ Copia provides detailed **safety guidelines** and runs **random checks** along the recovery process

Federal & State laws, along with Copia's industry leading practices, protect you from civil and criminal liability.



Our real-time matching algorithm and dense network of recipients ensure a local impact

Give back to your local community by leveraging existing resources



Homeless Shelters • After School Programs • Veterans Agencies • Women's Shelters • Youth Development • Health Organizations • Rehabilitation Centers



Additional FAQs

- **How do I get started?**

Visit GoCopia.com or download our iOS app and schedule your first pickup. Add special instructions in your account for a smooth pickup (security, suite number, fridge location, etc.)

- **What types of food do you accept?**

Copia can redistribute 100% of your edible surplus: prepared food, raw produce, raw meat and dry goods.

- **Where do you operate?**

We currently operate across the Bay Area (including East Bay and South Bay down to San Jose). We will be expanding across the US with our customers in 2017.

- **How are you different from other food recovery organizations? Why are you for-profit?**

Copia is the first end-to-end solution for solving food waste and hunger. We believe solving this age-old problem requires a for-profit, scalable technology solution.

- **We have a nonprofit partner, can you partner with them?**

Yes, our technology and inventory management system allows us to partner with third party logistics providers, while maintaining the top and bottom-line benefits of Copia (waste tracking, tax deductions, impact, branding).

- **Who are your drivers?**

All of our drivers are professional ServSafe certified food handlers, paid above market-rate. Many are veterans or previous recipients of Copia's food ensuring a hand-up not a handout.

- **Why do nonprofits use Copia?**

High quality of food safely delivered with reliability and offered with dignity. With Copia, non-profits can also free-up resources to fulfill their greater missions.

