

WELCOME
TO OUR
BENIGN
BUSINESS
COMMUNITY

VIMI.



PRO**SEED**

36 EVENTS
3,503 GUESTS
101 PITCHES

VIMI.

PROSEED MONTHLY #36

Agenda

- ★ Intro – 10 minutes
- ★ Feature Presentation – 15 minutes
- ★ 3+1 Innovation Pitches – 20 minutes
- ★ Reciprocity Ring – 5 minutes
- ★ Beer & Pizza – 65 minutes

Agenda here ends at 20:59.
The Royal Queen Seeds Afterparty
begins at 21:00.



PROSEED

We're all messy We're all struggling

"...We are all flying high in some ways
& falling flat on our faces in others.
Nobody has it all figured out.
It's our job to cheer each other on,
lift each other up, & push each other
to keep giving it our best.

Who we surround ourselves with matters.

We need to be better to each other.
We're all we have..."

Amy Weatherly

Benign Business In a Safe Space

Proseed are a community of entrepreneurs eager to partner and practice altruism in a safe space with like-minded individuals.

We help* each other
any way we can.

It's the natural thing to do...❤️

(*) You can start by taking pictures of our amazing speakers, so we can share with everyone later :)

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PRO**SEED**

Who are Proseed?

Alex Lorent, Asia Pillars

Anthony Pash, Southeast Partners

Amy Diener, Amy Diener Art

Claire Souchet, LR Paris

Erik Van Den Brande, Ocean Nutrition Europe

James Wood, The VR Guys

Johan Vermreiren, Vemax Group

Jos Bosmans, BMS Recruitment

Kris Withouck, Alcamì

Lawrence Chaney, GPS Legal

Lex De Groot, Royal Queen Seeds

Napaporn Palsingh (Seema), Krungthai-AXA Life Insurance

Noah Shepherd, TBC

Polo Ruesz, Bangkok Island

Takeshi Heta, Fabbìt

Vic Rollins, Auburn Asia

Mike Darnell, VIMI



PRO**SEED**

VIMI.

Fabbit

Spaces that help you feel
focused and comfortable.

VIMI.

Creating digital success for
invisible giants since 2010.

12+

Years of experience

250+

Client organizations





Your company?

Being a Proseed community sponsor is a benefit reserved to members...





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Building Bridges, Everyday

Mr. Michael L. Bök

Bridge builder, Thought Provoker, Strategist
Diversity and Inclusion, Human Rights, and Tech+Democracy



PRO**SEED**

Building Bridges, Everyday

A large stone arch bridge spans a river, surrounded by vibrant autumn foliage in shades of orange and yellow. In the background, there are rugged mountains under a dramatic, cloudy sky.

Konitsa Bridge, Greece



Charles Bridge, Prague, Czech Republic



Thai-Belgian Bridge, Bangkok, Thailand



Stari Most, Mostar, Bosnia



Somewhere in the internet



You and Me



Mackinac Bridge, Mackinaw City, Michigan

A photograph of the Mackinac Bridge, a long suspension bridge spanning a large body of water. The bridge features two prominent main towers with a lattice structure, connected by main suspension cables. The bridge deck is supported by girders. In the background, there are hills and several wind turbines under a cloudy sky. The text is overlaid on the right side of the image.

Main Towers
Anchorage
Main Suspension Cables
Girders

Mackinac Bridge, Mackinaw City, Michigan



Mackinac Bridge, Mackinaw City, Michigan



Sydney Harbour Bridge, Australia



Harris County, Texas



You and Me

Authenticity



You and Me

Authenticity Trust



You and Me

Authenticity
Trust
Empathy



You and Me

Authenticity
Trust
Empathy
Openness and Curiosity



You and Me

Helsinki, Finland



Hamid Awaluddin

Minister for Justice and Human Rights
Indonesia

Martti Ahtisaari

Former President of Finland
Founder, Crisis Management Initiative

Malik Mahumd

Free Aceh Movement
Gerakan Aceh Merdeka (GAM)

15 August 2005

Singapore

Reconnect!



Mackinac Bridge, Mackinaw City, Michigan





What bridge are you building today?





Open Mic Elevator Pitches

3 Minutes Pitch
2 Minutes Q&A



PROSEED



MICHAEL DERIY
Co-Founder/ CEO



KLAUS KUMMER
Chief Financial Officer



LOIC BRAND
Chief Commercial Officer



TERAPAT PRAPAPANICH
Chief Marketing Officer



EDWARD HUNTER
Executive Advisor
Supply Chain



NADIM SALHANI
Executive Advisor
Marketing



STAN NORRASAET
Product Development
Manager



**KLAUS
KUMMER**
Founder & CTO

"The next step in the
evolution of seating"

THE PROBLEM OF BACK PAIN

01

LEADING DISSABILITY

According to WHO

LBP is a leading cause of disability worldwide

02

90 BILLION USD

*According to
American Medical Association*

Healthcare expenses in the US alone.

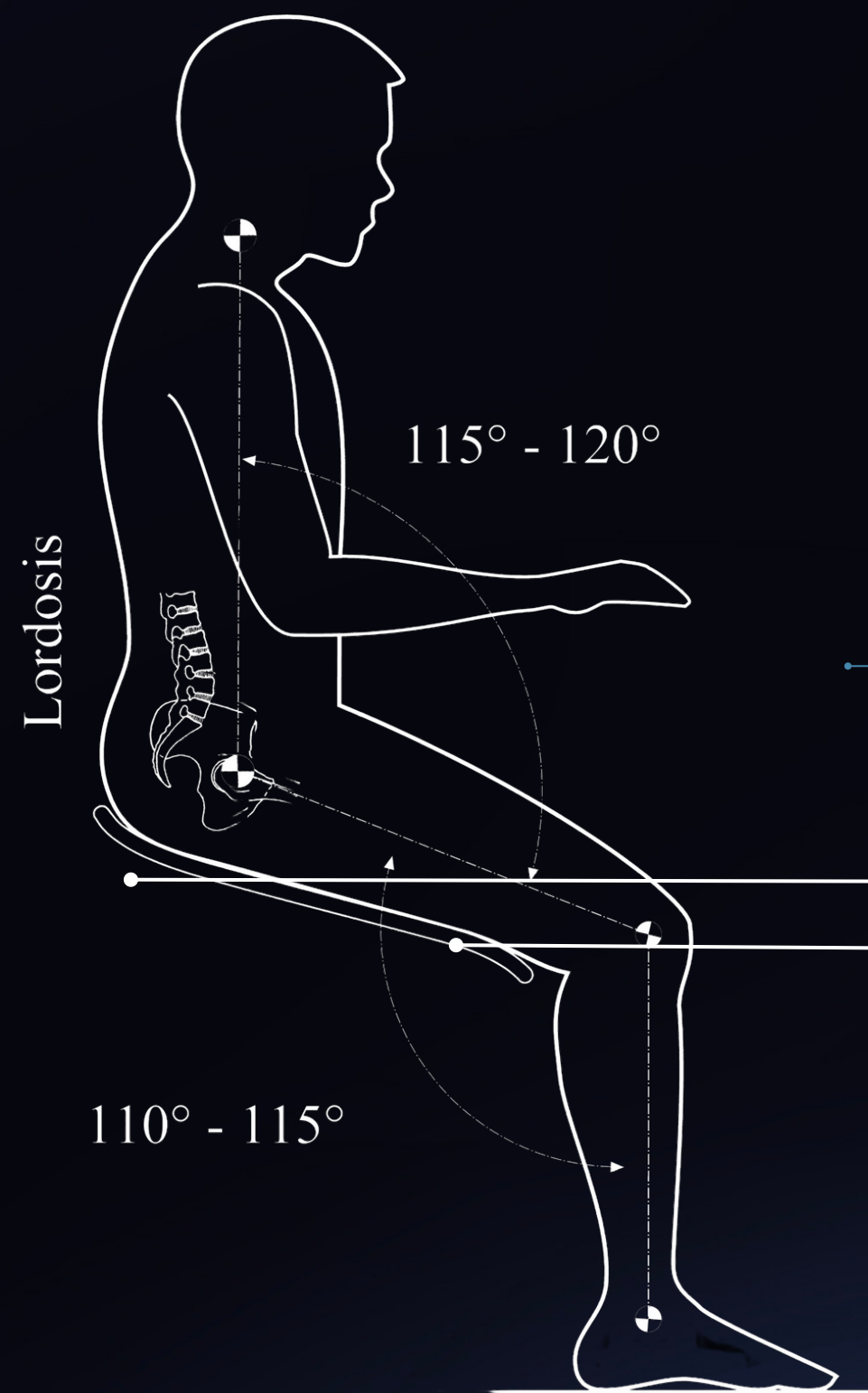
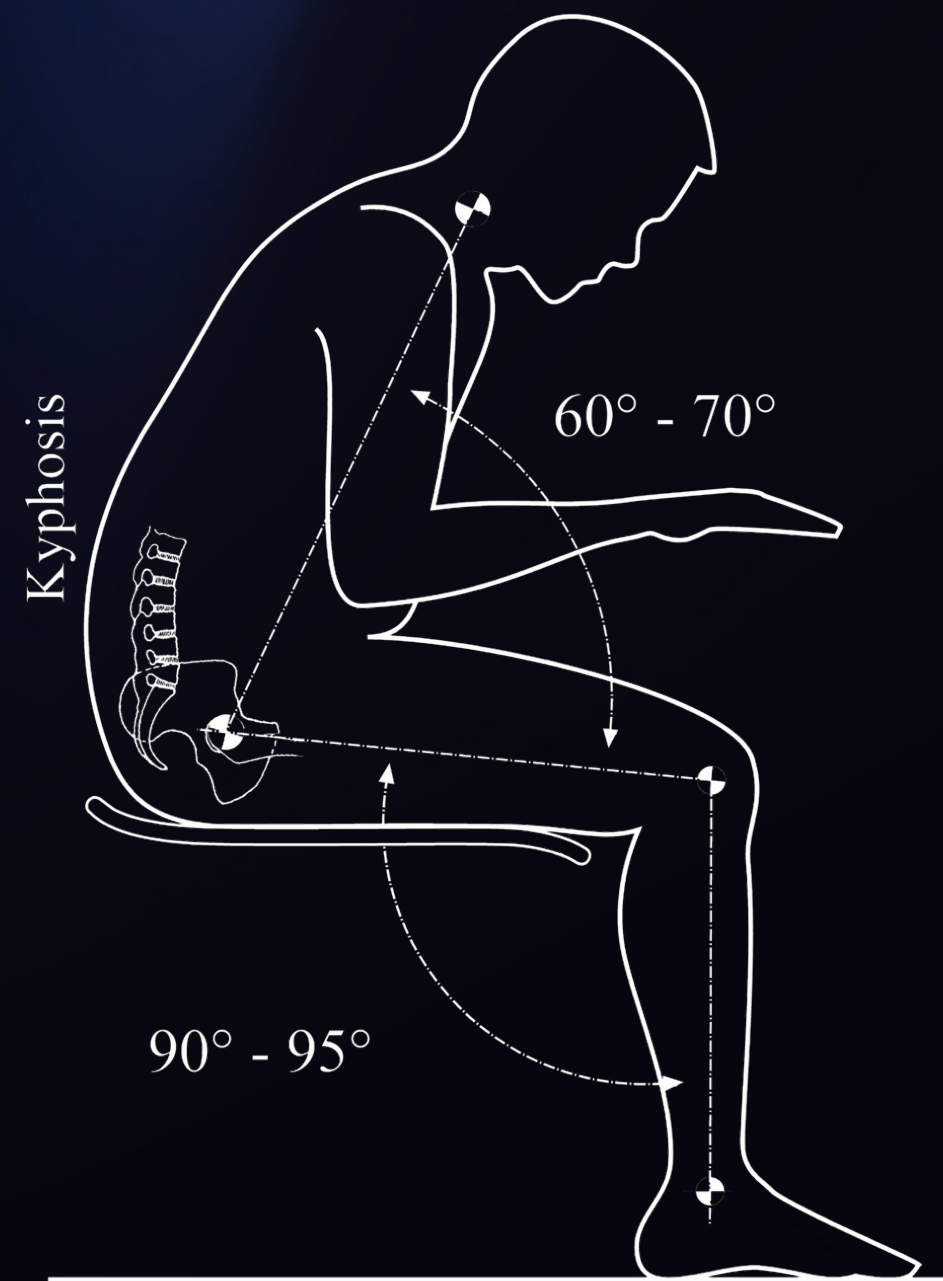
03

ONLY 10% OF BP IS RELATED TO ACCIDENTS

According to NIH

90% of lower back pain hospital visits result in non-specific diagnoses lacking pathology.





PCT PATENTS

01

Total Posture Control Mechanism

02

Seat Pan

THE MISSING LINK BETWEEN SIT-STAND MARKET SEGMENT





THANK YOU

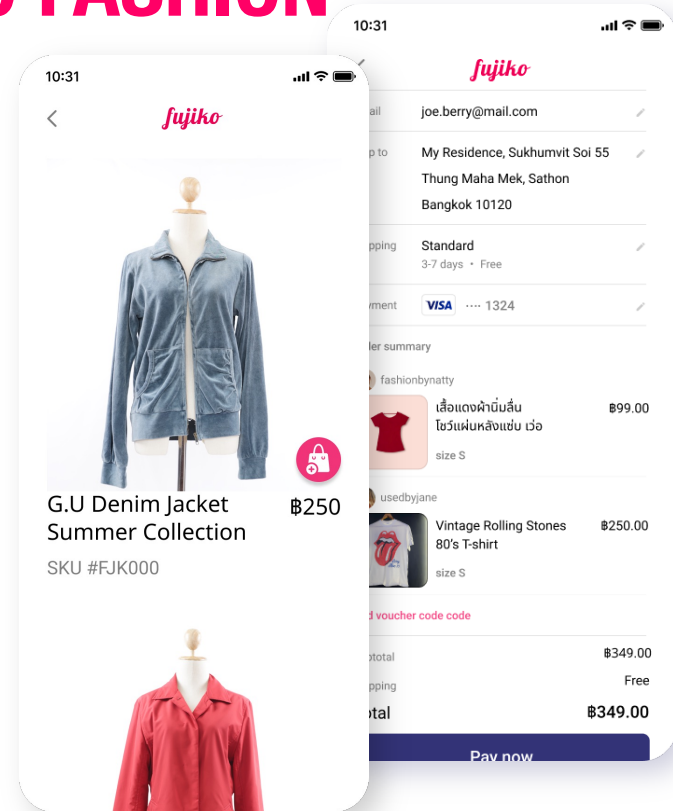


Pitch Evaluation

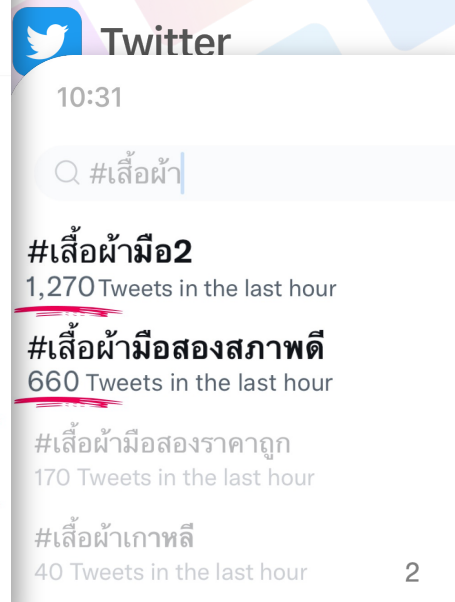
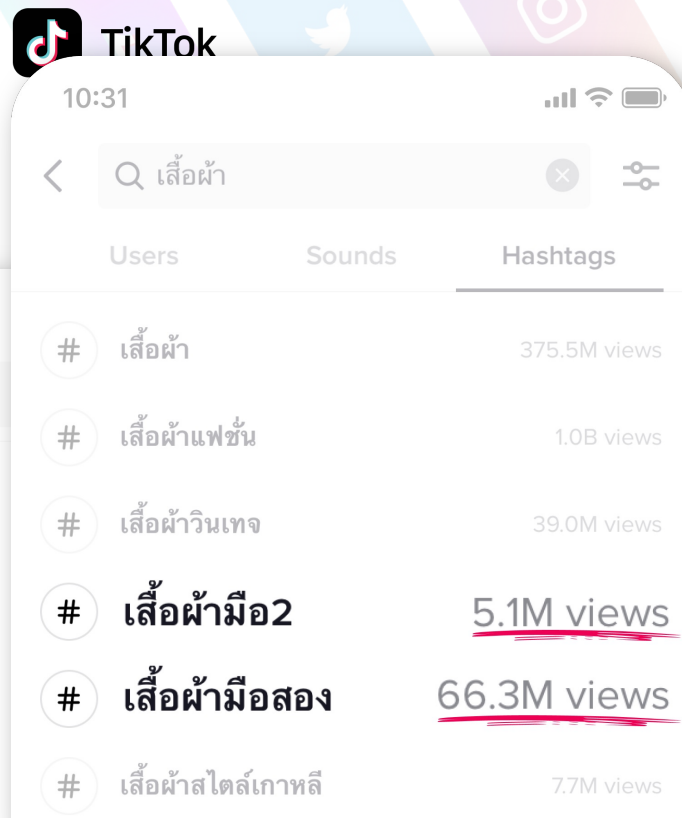
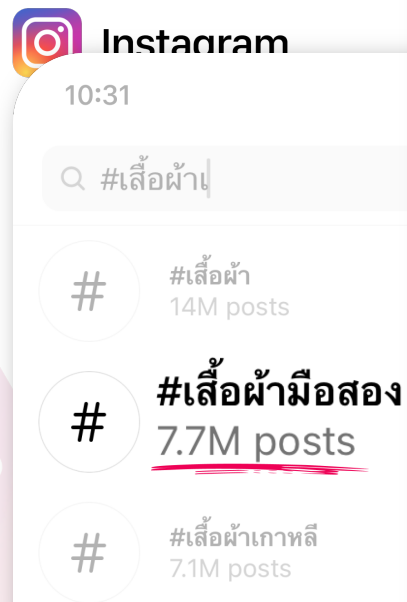


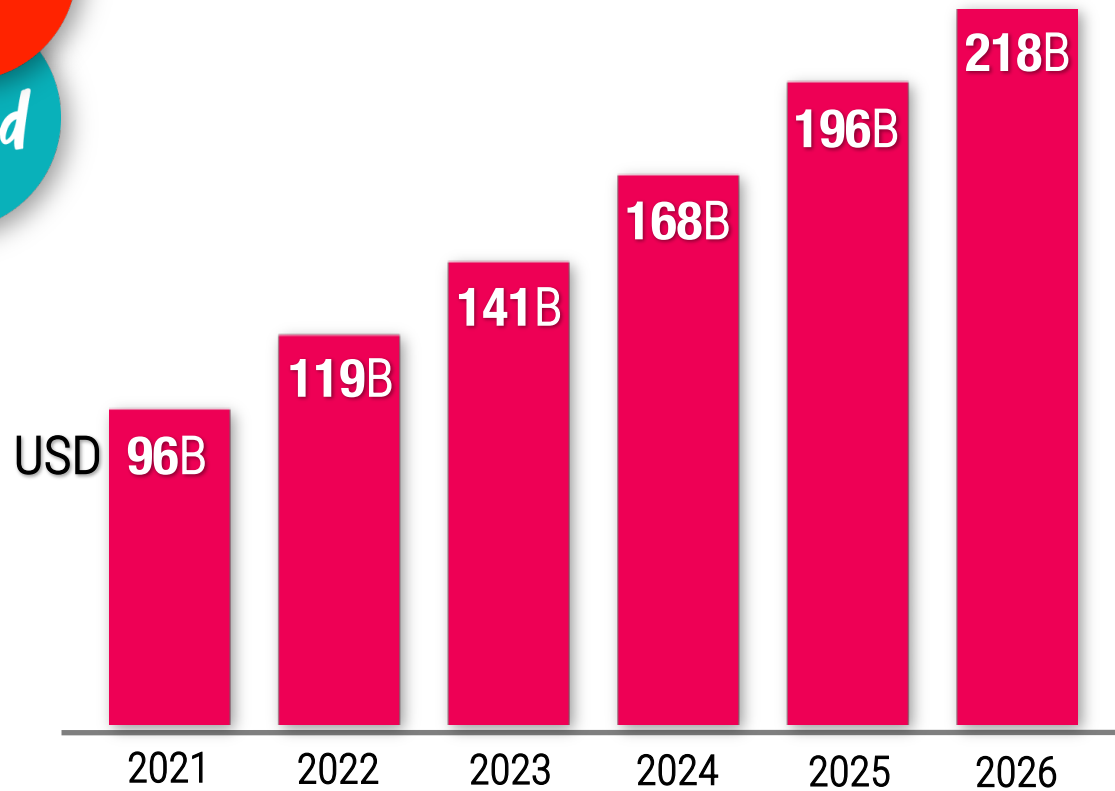


- A) **THROW AWAY**
- B) **SELL ON FB GROUPS**
- C) **FUJIKO FASHION**



#เสื้อผ้ามือ2





WORLDWIDE, THE SECOND-HAND APPAREL MARKET WILL GROW **3X FASTER THAN THE GLOBAL APPAREL MARKET**

Source: GlobalData 2022 Market Sizing and Growth Estimates



**COLLAB WITH
FASHION DESIGNERS**



**ECO-SUSTAINABLE
MERCHANDISE**

#เสื้อผ้ามือ2



PROSEED20

valid one time per customer



DISCOUNT

20%

Pitch Evaluation





Daikon



Carrot



Bak Choi

edible?

Food Waste

from imperfect produce rejected due to not meeting the beauty standards of supermarkets

Food Surplus

from unsold/oversupply produce

Pricey

organic produce for consumers



**Affordable organic grocery store
for under-utilized produce.**

#Making organic affordable



Solutions

We create a **sustainable** solution for all stakeholders by **maximizing** farmers' yield and **minimizing** food waste via a "**customer-to-farmer**" model

For Farmers



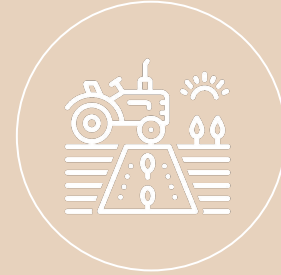
We buy **surplus & below beauty standard** produce that cannot be sold into the supermarkets

For Consumers



We offer organic produce at a **30-40% discounted price under A la carte model**, meaning customers can fully customize their box

For Planet



We save produce from being left unused, and we make sure our **business practice is sustainable** at any journey, from sourcing to packaging

Traction

In the past 16 weeks...

3.5K kg

Produce delivered

8%

%WoW Sales Growth

USD 30

CLTV

**12 times
(weeks)**

Max # of repeated
purchase

120

Total SKUs

< 1%

Wastage ratio

900K

Total Social Media
Impression

18K

Total Social Media
Followers

Let's connect if you are ...

- A **restaurant** owner looking for affordable organic produce option
- A **foodie** who prefers **healthy and sustainable** lifestyle

Special promotion for ALL OF YOU HERE

- **Free shipping for your first order !**
(just mention you are from the event)
- **Check us out at @fatfromfarm on IG, FB, TT, and Line**

Pitch Evaluation





VIMI.

Community Pitch

Hands Across the Water
Victor Rollins



PROSEED

Community Pitch

Hands Across the Water
Victor Rollins

**"While we are alive, we
should love others as
much as we can."**

MAE THIEW





Hands Across the Water Renovation Taskforce is back in 2023 and this time we mean business, our new business Hands Experiences Thailand, that is.

The project is converting Baan Nam Kham into the new headquarters for Hands Experiences Thailand and we would love your help!

Learn more about this experience or use the QR code to register now.

"If you're looking for a way to do something special for others, then Hands is for you. My experience started with someone close to me saying, this is for you, you can cycle 800km across Thailand and help some kids with life choices, at the same time. What wasn't said was that the experience upon reflection will change you for the better in so many ways. You will ride with other like minded & genuine people who also want to make a difference & at the same time create friends & memories for life."

JEFF T



**Join a
Hands Ride
in Thailand
this year**



CLOTHES FOR THE KIDS

Community Pitch

Hands Across the Water
Victor Rollins



 HANDS ACROSS THE WATER
SPONSOR A CHILD

Community Pitch

Hands Across the Water
Victor Rollins







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Reciprocity Ring

Ask for the help you need
Offer the help you can give



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Beer is free but we
recommend \$100
donation to our
featured charity



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Next event:
23rd of March

Max Simpson
Founder & CEO
Steps Community



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Stay in Touch

Join our lunch TOMORROW (...& every Friday)
For details connect with us on the
“Friends of Proseed” Whatsapp group



LINKEDIN



FACEBOOK



PROSEED