



lunch



COMPANY **PURPOSE**

LUNCH is building the payment infrastructure for the offline economy

We combine **collections** and **factoring** for businesses in legacy industries dominated by paper check payments

Our platform **digitizes offline payments** to offer a credit card experience for paper check transactions



THE PROBLEM

Key Takeaway: Cash flow can make or break a business. A massive amount of payment processes are outdated, locking up capital. Our goal is to take the invoice-to-collections delay down to zero

More than

80%

of commerce happens
offline¹

In 2020 businesses paid for

\$7.8T

of goods in the U.S. with
paper checks²

As a result, more than

\$3.1T

is trapped in receivables at
any given time³

1. https://www.census.gov/retail/mrts/www/data/pdf/ec_current.pdf

2. https://www.federalreserve.gov/paymentsystems/check_commcheckcolannual.htm

3. <https://www.pymnts.com/news/b2b-payments/2020/how-smbs-can-address-late-payments-before-they-happen/>



CASH FLOW AS A SERVICE

Key Takeaway: Lunch's platform accelerates invoice collections and offers credit card-like instant payment for paper check transactions.

Factoring risk is greatly lowered through the data advantage afforded by our vertical focus



RECEIVABLES **AUTOMATION**

Vendors offload receivables collection for a **monthly fee**. Lunch processes receivables for vendors, cutting collections times in half.



PAYMENT **SOFTWARE**

Lunch provides end-customers **free software** to manage payments to vendors. This consolidates transactions to one platform. Transaction **data** reduces Lunch's lending risk.



LUNCH **MONEY**

Lunch factors vendor invoices for a **flat rate** that is far less than traditional receivables factoring. Lower rates are a direct benefit of our **data** advantage.



VERTICAL FOCUS

Key Takeaway: Lunch's vertical focus lowers lending risk by building a complete picture of end-customers. The **scholastic market** is an ideal beachhead because schools utilize outdated, manual processes that we can automate. Risk of non-payment is incredibly low. This repeatable framework ports quickly to adjacent verticals

SCHOLASTIC MARKET

VENDORS

- Forced to manage hundreds of unique customer payment processes
- Protracted post-sale collections time
- Credit constrained + cash flow sensitive
- Priced out of bank loans/ credit lines

TAM

\$14B

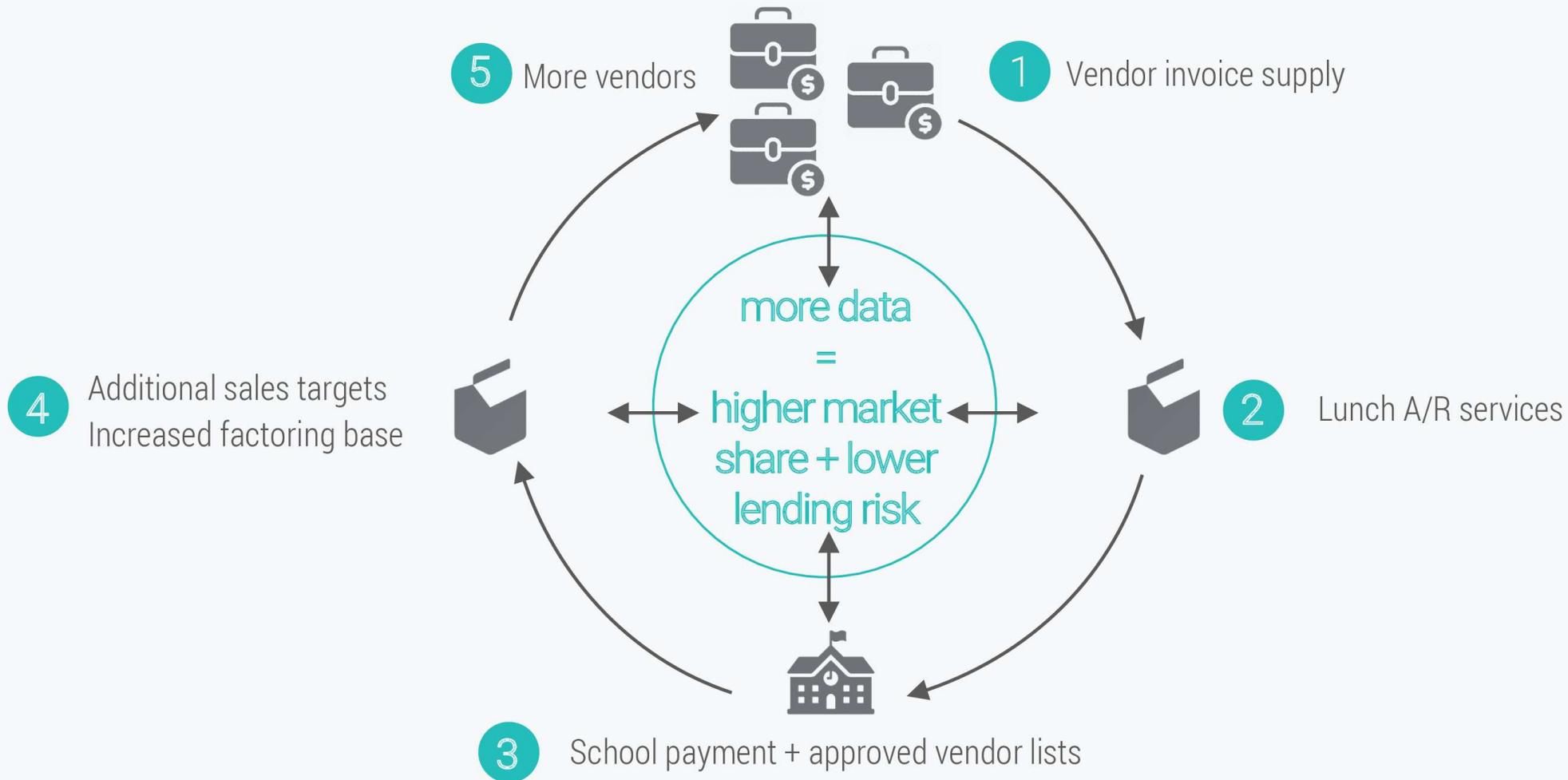
SCHOOLS

- Majority are government backed
- Funds are reliable but slow
- Work with hundreds of vendors
- Often prohibited from paying with credit cards
- Manual payment processes ripe for automation



OUR SOLUTION

Key Takeaway: Focusing on one vertical lets us underwrite receivables based on payers we already know rather than vendors we don't. This lowers factoring rates and boosts market adoption. Vendors improve cash flow. Schools simplify their payment processes by dealing with a single party -- us. This interaction promotes two-sided network effects





COMPANY TRACTION

Key Takeaway: Lunch has a robust pipeline of scholastic vendors through our partnerships with key accelerators and marketplaces. Together, these vendors give us access to every school in the country

Lunch has onboarded **3** large B2B vendors processing over **\$400K** in payments each month

PARTNERSHIPS

ACCELERATOR	CREDIT REPORTING	MARKETPLACE
		
500+ Vendors	50+	900 Vendors

Access to **1,450** vendors with **\$1.7B** annual transaction volume



FUTURE ROADMAP

Key Takeaway: Lunch's roadmap evolves methodically with each phase building the data, revenue, and insights to grow our offerings

1

2

3

4

PRODUCTS

receivables automation

factoring

adjacent verticals

securitization +
smart contracts

OBJECTIVE

build transaction
volume

leverage data to factor
lowest rates

repeat playbook in
adjacent industries

become industry
clearinghouse

*This slide contains forward looking projections that are not guaranteed.



WHY US

We are not first-time founders. We've started and built successful companies in the scholastic space before – living this cash flow problem firsthand.

We also have experience delivering operational excellence at high growth startups



Cullen Gallagher

Founder + CEO, REELY
General Manager, PlayVS
SVP, DJ2 Entertainment
C-17 Instructor Pilot, US Air Force

*US Air Force Academy
UCLA Anderson School of
Management*



Cam Riley

Software Development Manager, Amazon
Senior Principal Software Engineer, Ticketmaster
Technical Manager, Lifelock
Software Engineering Lead, Shutterstock

University of New South Wales



Jason Friedberg

Operations + Product, PlayVS
Operations, Bird

*University of Michigan,
Ross School of Business*



FUNDRAISE

This is an extremely large market opportunity with a low-risk beachhead, strong potential for scale, and an experienced, operationally rigorous team. Decisive investment spins up the flywheel quickly

\$2M

\$1M Debt Facility | \$1M Equity

USE OF FUNDS

- **Factoring** – \$1M cumulative lending
- **Volume** – \$25M monthly transaction volume
- **Product** – Self-service vendor onboarding
- **Operations** – Processing >10,000 invoices/month
- **Growth** – Add 500 new vendors to platform

tremendous addressable market | consistent revenue streams | low future dilution | lucrative low-risk beachhead

*A max of \$107,000 is being raised through Wefunder



lunch

THANK **YOU**

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