

## Invest in a Leading Kombucha Brand Expanding Nationwide



[babekombucha.com](http://babekombucha.com) San Diego CA

Food & Beverage Retail Health & Fitness

### LEAD INVESTOR



**Lucio Cintra Soares** Investor

I have closely followed the beverage market since 1999, with a strong focus on the Brazilian market, having had the opportunity to be Chairman of the Legal Committee of the Brazilian Association of Coca-Cola Bottlers. In the meantime, I had the opportunity to participate in the entry into the non-carbonated businesses and in the acquisitions of Juices Del Valle, Matte Leão, Mineral Water, among others and incorporation into the distribution system of products such as Burn, Monster... I see the OPPORTUNITY of being Babe Kombucha's leading investor with great perspectives, as it is a promising business and its current capillarity will certainly allow leveraging this investment.

**Invested \$150,000 this round**

## Highlights

- 1 Regional to national distribution, expanding from 500 stores to 1200
- 2 Distribution partnership with UNFI & KEHE largest national distributors in US
- 3 Starting expansion into Sprouts and Grocery Outlet at a national level
- 4 We own our manufacturing facility capable of producing at a national scale
- 5 Product line expansion into Yerba Mate. Kombucha and natural drink market growing rapidly
- 6 \$1M revenue in 2022 with projection to hit \$3M in 2023 (not guaranteed)
- 7 Former CFO Coke South Brazil as Lead Investor + Strategic Advisor
- 8 Founder has successful exit in branding and licensing venture

## Our Team



**Vinnie Pavan** Founder/ CEO

Season entrepreneur with a successful exit in the branding and licensing industry.

We wanted to make a difference in the world with beverage products that we are proud to sell.



**Marco Quadros** Founder / COO

Lawyer by trade. Now running the Operations of Babe Kombucha.



**Carol Pavan** Founder / President

Successful Architect who left her first career to launch BABE for the love of Kombucha.



**Travis Davenport** Partner/ Brew Master

A creative genius with 15 + years experience in Kombucha brewing. Also a super model (Channel, Polo, Ralph Lauren etc.).

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## Pitch

### 8 Reasons To Invest in Invest In Babe Kombucha

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