

CANVAS

ANALYTICS

PURCHASING

MANAGEMENT

**Support your people.
Sustain your organization.**

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Canvas Financial Inc.

Canvas Analytics

Canvas Purchasing

Canvas Management

Canvas Analytics



We are the leading hospitality centered logistics management and advisory company.

We operate under our 3 pillars of service.


- **Financial Analytics-** Through our personalized User Interface, we use data driven tools and analytics to better understand each operations areas of opportunities.
- **Purchasing Advisory-** We work hand in hand with our nations leading food & beverage distribution companies to ensure a cost margin that will better suit our clients establishments.
- **Food & Beverage Management-** We design and implement restaurant operations that run fluidly and extend from staffing to training & receiving to service.

Together with our clients we fuel the future of business,
so that a more successful world takes shape.

The Food and Beverage Industry

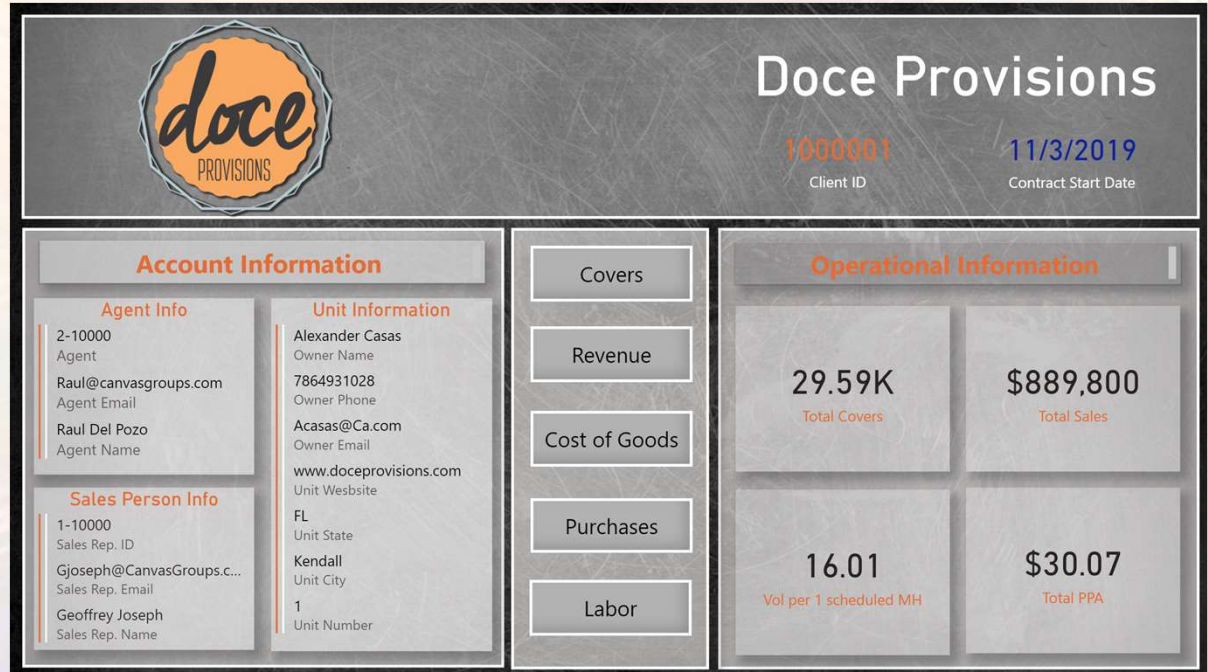
- The Food and Beverage (F&B) industry represents a Two (2) Trillion Dollar Footprint in our Economy (USA).
- Equating to 15% of the entire work force, employing 14 Million Americans.
- The average restaurant has a profit margin of 2%-6% with no assistance.
 - Leaving an additional 7% of untapped profits, which averages at yearly savings of \$300,000.

CANVAS is the solution

- We analyze each operation in search of target areas of opportunity & create unique data driven tools and benchmarks to maximize profitability. 
- Using our SAS (software as a service), we monitor daily progress and gather data in: Workforce Management, Purchasing Logistics, & Flowthrough Analytics.
- With our Service Contract, our agents provide 1on1 Monthly and Quarterly reporting giving personalized feedback whilst utilizing our interactive dashboards to better illustrate progress to our clients.

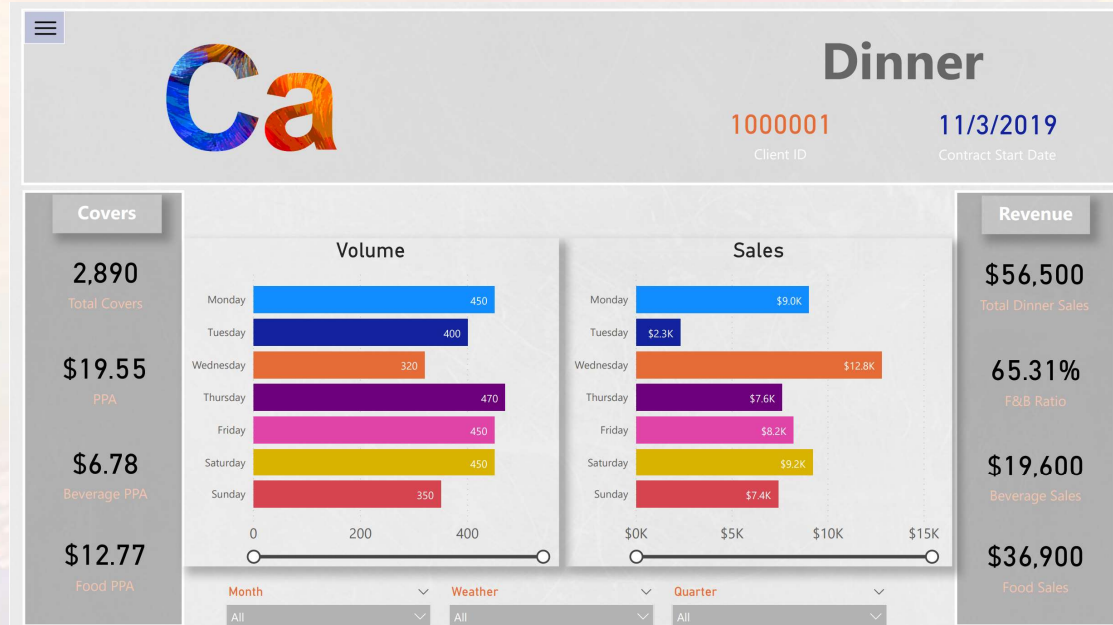
Analytics UI

- Through our personalized User Interface, we use data driven tools and analytics to better understand your operations areas of opportunities.
- Using actionable insights, we customize achievable benchmarks to each client's necessity.



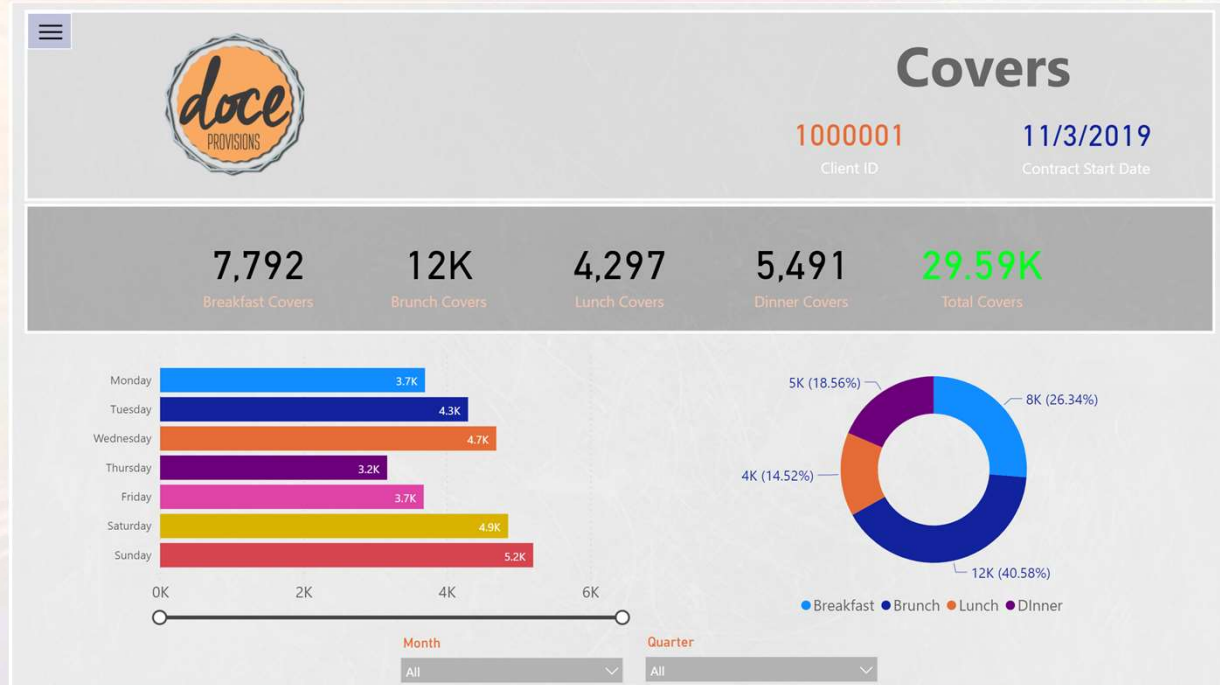
Shift Analytics

- We proportionately monitor business volume with sales data to see the income correlation between shifts.
- Our User Interface allows us the opportunity to sort through days of the week and view how weather may affect business.



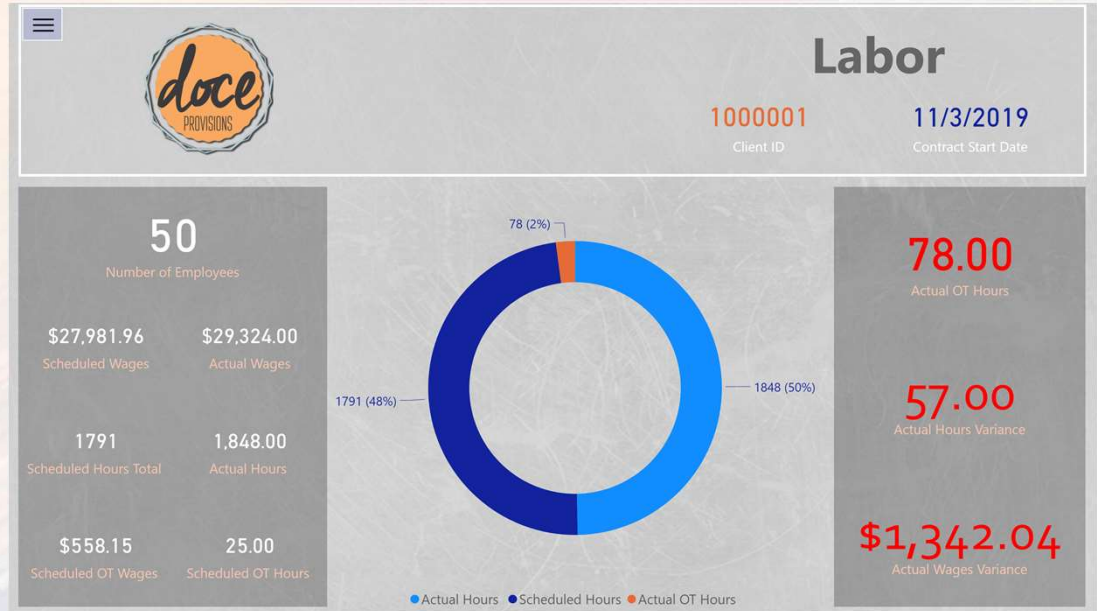
Flow Through Analytics

- Deep Diving into business volume, we can see how our volume directly corresponds with our scheduled labor.
- This will help us better understand individual clients staffing parameters.



Labor Strategy

- Through analyzation of Labor Costs, we will work directly with your team to lower your cost of labor starting with eliminating OT, and directly raising your profit margins.
- 5 hrs of overtime saved per day, averages \$25,000 per year in savings



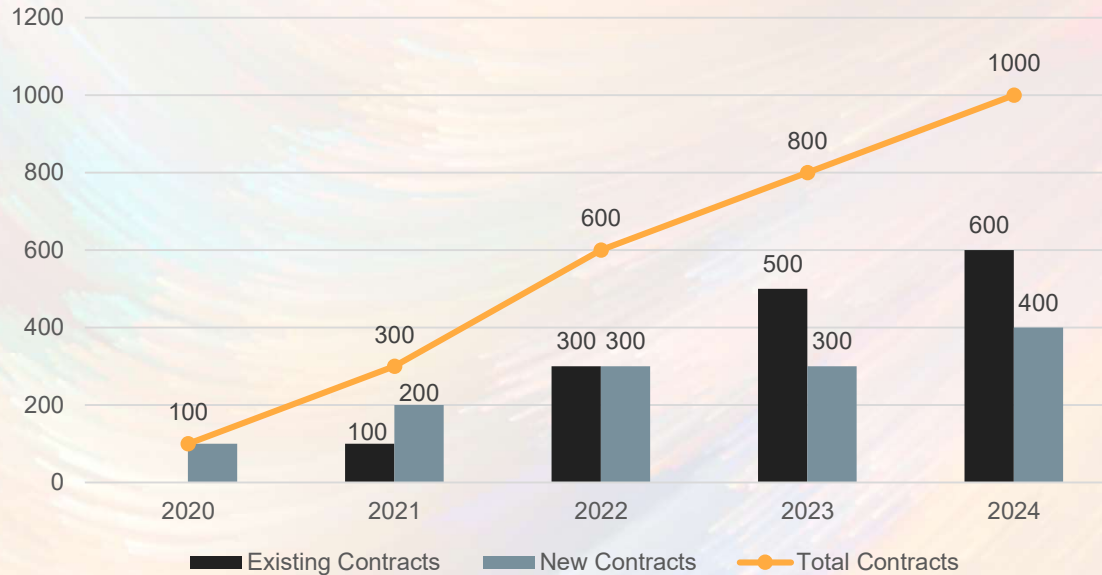
Service Packages

Levels	# Employees	Cost / Emp	Monthly Cost
Bronze	20	\$ 50.00	\$ 1,000.00
Silver	35	\$ 47.00	\$ 1,645.00
Gold	50	\$ 45.00	\$ 2,250.00
Platinum	65	\$ 43.00	\$ 2,795.00
Diamond	80	\$ 40.00	\$ 3,200.00

- Startup Fee: \$5,000
½ upfront, ½ dispersed over the first year
- Contract terms: 3 years.
- Available to restaurants and hospitality companies of all sizes.

Growth Projections

Contracts



- Projecting to grow intake numbers by 100 contracts year over year except for 2022, as we will focus on resigning existing contracts.

(Not reflected in model, expecting 60% retention).

Growth Projections

Top Line Revenue



- Average of \$5.2MM growth year over year due to 3-year contracts.
- Opportunity for revenue increase during 2022 for all re-signed existing contracts. (Not reflected in model, expected retention: 60%).

Canvas Purchasing

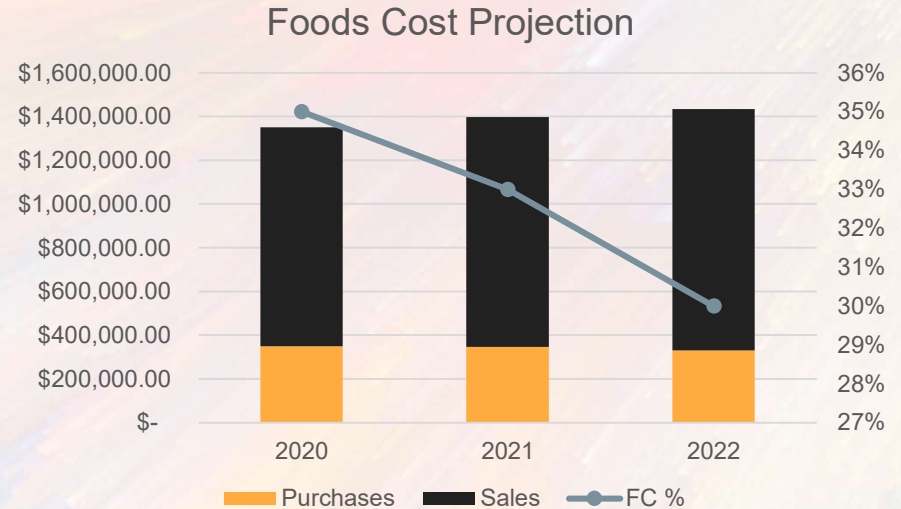
Inventory Suite

- Through our inventory platform, we implement a twice a month count to better provide our clients with projections and real time data.
- We also track influx in individual prices of big-ticket items month over month

Meat & Poultry												
Category	Type	Product Name	Unit	Period 1 Count	Price	Period 1 Total	Period 2 Count	Week 2 Price	Period 2 Total	Count Diff	Cost Diff	
MEAT	BEEF	Filet	#	20	\$ 9.95	\$ 199.00	23	\$ 12.00	\$ 276.00			-39%
MEAT	BEEF	Brisket	#	25	\$ 42.90	\$ 1,072.50	24	\$ 42.90	\$ 1,026.00	(1.00)		4%
MEAT	BEEF	Ribeye	#	60	\$ 42.90	\$ 2,574.00	60	\$ 42.90	\$ 2,574.00			0%
MEAT	BEEF	Churrasco	#	120	\$ 6.80	\$ 816.00	120	\$ 6.80	\$ 816.00			0%
MEAT	BEEF	Ground Beef	#	35	\$ 9.50	\$ 332.50	35	\$ 9.50	\$ 332.50			0%
MEAT	BEEF	Short Rib	#	41	\$ 6.81	\$ 279.21	41	\$ 6.81	\$ 279.21			0%
MEAT	BEEF	14 oz NY Strip	#	25	\$ 16.00	\$ 400.00	25	\$ 16.00	\$ 400.00			0%
POULTRY	CHICKEN	Chicken Breast	#	49	\$ 6.81	\$ 333.69	49	\$ 6.81	\$ 333.69			0%
MEAT	LAMB	Lamb Rack	#	23	\$ 10.00	\$ 230.00	56	\$ 10.00	\$ 560.00	33.00		-143%
MEAT	PORK	Chorizo	#	24	\$ 4.89	\$ 117.36	87	\$ 4.89	\$ 425.43	63.00		-263%
MEAT	PORK	Pancetta	#	54	\$ 9.66	\$ 521.64	231	\$ 9.66	\$ 2,231.46	177.00		-328%
MEAT	PORK	Prosciutto	#	365	\$ 29.48	\$ 10,760.20	365	\$ 29.48	\$ 10,760.20			0%
MEAT	PORK	Sliced Bacon	#	76	\$ 7.00	\$ 532.00	76	\$ 7.00	\$ 532.00			0%
MEAT	PORK	Pork Belly	#	56	\$ 7.00	\$ 392.00	56	\$ 7.00	\$ 392.00			0%
MEAT	PORK	Deli.Sliced Ham	EA.	87	\$ 7.50	\$ 652.50	365	\$ 7.50	\$ 2,737.50	278.00		-320%
POULTRY	TURKEY	Deli. Sliced	#	231	\$ 16.00	\$ 3,696.00	76	\$ 16.00	\$ 1,216.00	(155.00)		67%
Total				16		\$ 22,908.60	1689		\$ 24,895.59	395.00		-64%

Cost Improvement

- We work hand in hand with our nations leading food & beverage distribution companies to ensure a cost margin that will better suit your operation.
- Through analyzation of cost of goods and monthly inventories, we will work directly with these distributors to lower your cost of goods, and directly raise your profit margins.

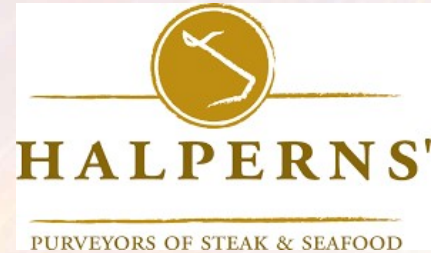


Established Buying Power

- Through Canvas Analytics, our clients represent a dollar figure in purchases that ranks them in a pricing structure that represents how much each distribution company marks up their products.
- The smaller the total dollar amount of purchases, the greater the mark up.
- Canvas protects our clients from these markups by establishing a buying power combining our clients purchases together.
- In turn we leverage distribution companies to a guaranteed markup percentage, and in turn we receive a rebate based off of these purchases.

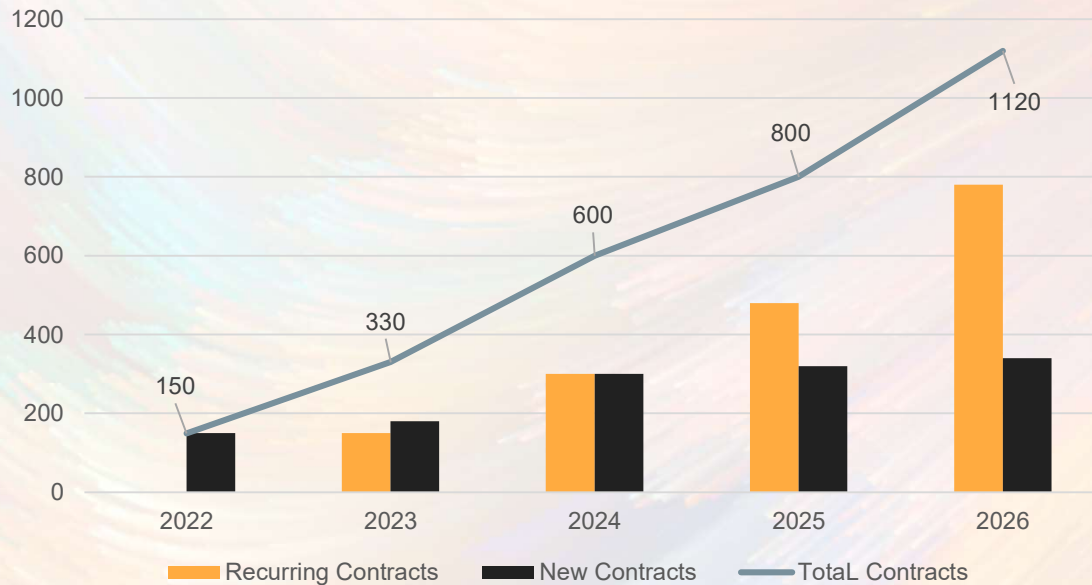
Income Model

- Through our Canvas Analytics 3 year contracts, we represent a total buying power. Using this, we leverage distribution companies into a rebate deal that guarantees:
 - 1) 90% of all our clients' purchases will be through selected vendors.
 - 2) Our clients will purchase goods at 6% above cost.
 - 3) We will receive a rebate of 11% YOY.



Growth Projections

New Contracts

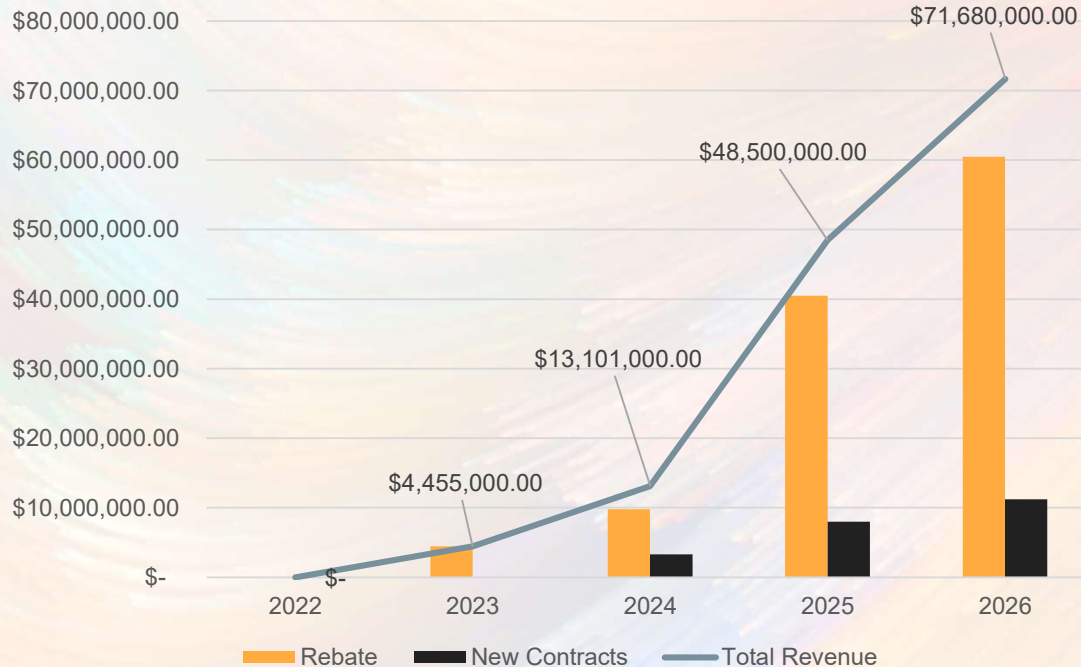


- Projecting to grow intake numbers by 150 contracts year over year, growing to 300 contracts beginning 2024

(Not reflected in model, expecting 60% retention).

Growth Projections

Top Line Revenue



- Our income model is strictly based on the overall average that the Canvas Analytics Contracts spend per vendor.
- We receive a 11% return on their purchases.

(Not reflected in model, expecting 60% retention).

Canvas Staffing & Management

To Acquire

Between the end of year Three (3) to early year Four (4) we intend to acquire an already existing staffing management agency that hires and staffs for event and hotel companies. We will use this employment platform to further build an F&B management firm that will operate every aspect of a clients' business. This will open our business to EB2 & EB5 investments providing a massive influx in revenue.

Revenue projections for this market have not been created.

Company Information

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COO: Geoffrey Joseph

Raul A. Del Pozo, President



Over the past 15 years, Mr. Del Pozo has worked with some of the world's greatest restaurateurs & ran some of the countries highest praised establishments. From "Le Bouley" in NYC, "Alinea" in Chicago, "Barton G" in Miami, FL, & his time with the Ritz Carlton he has learned from and worked with some of the industry's leading visionaries. His previous restaurants have been awarded many accolades including Michelin Stars, Golden Spoon, AAA 4 Diamond Award, Best of the Best at South Beach Food & Wine and has served as Brand Ambassador for the country of New Zealand. Raul also contributes regular appearances on numerous Food Network shows, & festivals.