

# Pēdējais Kumoss

A discounted surplus-food marketplace for cafés, restaurants and supermarkets in Latvia.

## Problem

Latvia generated more than 269k tonnes of food waste in 2024; households alone wasted 85.8 kg per person. Retail and food service are meaningful EU waste points.

## Why now

Consumers are price-sensitive, retailers already mark down near-expiry goods, and the proven global model shows demand: 120m users, 180k partners and 500m+ meals saved.

## Positioning

An easy to use daily savings app, that helps consumers save money and reduce waste



\*Image generated by AI

# How Pēdējais Kumoss works

1

## Store posts surplus

Example: “10 sandwiches left at Galerija Rīga Rimi — pickup 19:30–20:30.”

2

## Customer reserves & pays

“Customer X bought 10 left over cheese burgers from Hesburger”

3

## Pickup at location

Show app, staff confirms pickup, no delivery cost.

## Health concerns: make safety part of the product

1. “Use by” products only sold before deadline; expired use-by items blocked.
2. Clear labels: allergens, pickup time, storage temperature, prepared today vs packaged grocery.
3. Partner onboarding checklist + PVD-ready logs: date, quantity, batch/photo, pickup confirmation.
4. Ratings + incident reporting; repeat violators removed.

## Business model

- Commission per reservation
- Optional SaaS dashboard for chains
- Featured placements for partners
- No delivery: customer pickup keeps unit economics simple (Delivery can be established upon business expansion)

Potential add-on: introduce Wolt delivery as a complement

## Target audience

Demand side:

Students, young workers, families, office lunch hunters, eco-conscious shoppers.

Supply side:

Bakeries, cafés, canteens, restaurants, supermarkets, fuel-station food corners.