



ELBOW BEACH

We look for great technology, developed by an outstanding team that solves a large problem.

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- 4.0 Customer Traction
- 5.0 Business Model & Unit Economics
- 6.0 Go-To-Market
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Problem Statement

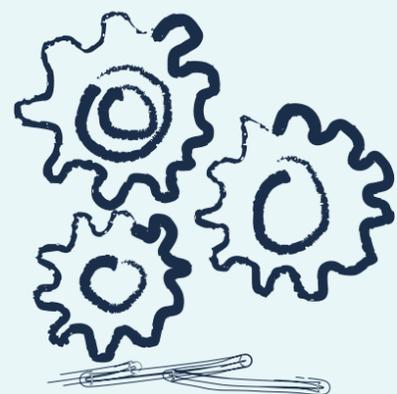
How big is the problem? What is the cost of the problem?



Solution

What is your product and why is it better or different?

What is your value proposition?



Market Size & Segmentation

How big is the opportunity? What is the beachhead market?



Customer Traction

What level of customer validation have you achieved? LOIs, MoUs, contracts?



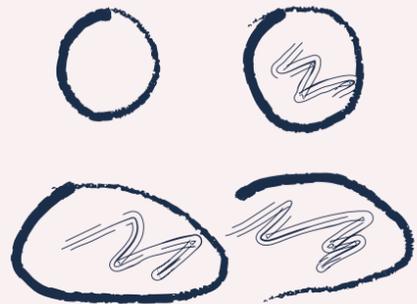
Business Model & Unit Economics

How do you make money, and what does it cost to deliver your product or service? How much value does your customer gain?



Team

Who are the people behind the company? Highlight the breadth, depth and quality of the team that will deliver.



Financials

Outline key financial KPIs and your capital journey.



Climate Impact

What is the “Business As Usual” scenario versus the impact of your solution





Pitch us at elbowbeach.com/pitch-us