

#### Steen Puggaard CEO & Leader of the Resistance 4FINGERS Pte Ltd



#### THE DEFINITION ACCORDING TO CAMBRIDGE DICTIONARY





### **DISRUPTION IS EVERYWHERE!**



World's largest taxi company owns no taxis



World's largest accommodation provider owns no real estate



Most valuable retailer has no inventory



Most popular media owner creates no contents



World's largest movie house owns no cinemas



#### BUT FIRST, MY STORY WITH 4FINGERS



























## THINK BRAND FIRST





# DISRUPTION IS NOT ONE THING WE DO. IT IS HOW WE RUN THE BUSINESS.

#### THE CONVENTIONAL F&B MODEL IS BROKEN. 4FINGERS' BUSINESS MODEL IS DISRUPTS TO FIX THIS.

- Alignment of interest with attractive remuneration for all staff
- **Brand values** that transcend age/gender. We are on your side!
- Experience-driven rather than transactional
- Food borrows promiscuously from Asian cuisine
- Space efficiency much greater than conventional QSR
- Supply chain requirements kept simple. No central facility
- Expansion plans uninhibited by geographic limits
- Delivery service with better monetization
- Franchise model with simple, fair and equitable term
- Work environment like a tech start up
- Marketing paradigm build loyalty to customers, not from
- CSR engagement aligned with our brand values



# AISYAH GOES TO THE RIO OLYMPICS

- Big dreams and aspirations
- Determination
- Focus
- Willingness to sacrifice



# SAMANTHA LOH "STICKER LADY"

- A real rebel!
- Challenging the establishment
- David against Goliath
- Very involved in social causes



# MUSIC FESTIVAL AT FORT CANNING (SEP)

- Free entry
- No sales of 4Fingers food
- Just come and have a good time!



## OUR **BIG** IDEA: ARTICULATING 4FINGERS' DISRUPTIVE DNA





### "EVERYONE HAS A PLAN... UNTIL YOU GET PUNCHED IN THE FACE!"

#### - MIKE TYSON







## **QUESTIONS?**