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BRINGING PERFORMANCE TO WASTE MANAGEMENT

RECYCLING ISN'T EFFICIENT

WASTE COLLECTION IS UNCONTROLLED

\>50% OF COLLECTED BINS CONTAIN CONTAMINANTS

+

WASTE SORTING IS INEFFICIENT

UP TO 50% OF INCOMING WASTE ISN'T RECYCLED

=

WASTE RECYCLING IS UNCOMPETITIVE

OVER 20% OF INCOMING WASTE IS BELOW QUALITY

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ISN'T RECYCLED

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**WASTE MANAGEMENT COMPANIES
HAVE A PERFORMANCE & MONITORING PROBLEM**

OUR ANSWER :
A PERFORMANCE OPTIMISATION SOLUTION
FOR THE WASTE MANAGEMENT INDUSTRY
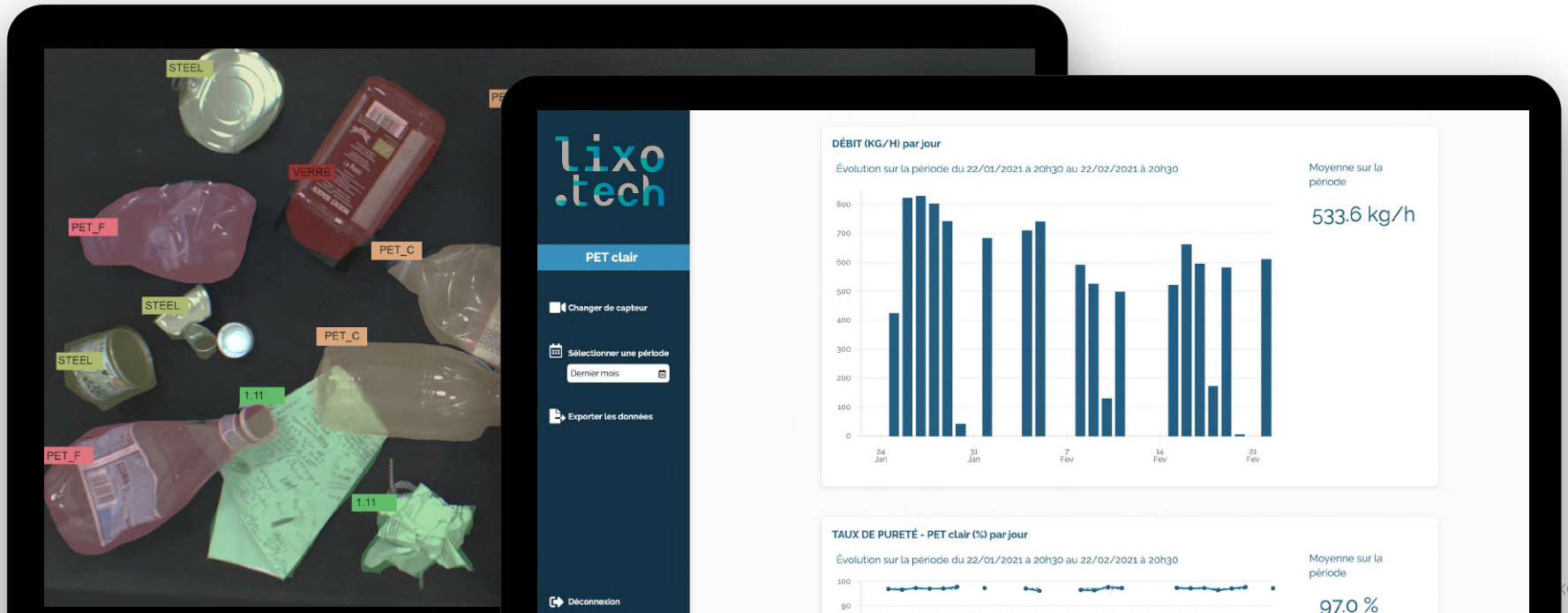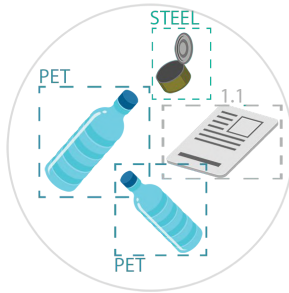
IT'S AN ALL-IN-ONE SOLUTION

HARDWARE + AI + DASHBOARD

Image analysis devices
at the heart
of the plant

Waste characterization
on site, instantly

Data insights,
at the touch of a button

WE TESTED VARIOUS USE-CASES

WASTE COLLECTORS

Quality control

Real time mapping of waste collection

SORTING FACILITIES

Quality control

Identification of dangers (fire hazards, dangerous waste)

RECYCLERS / VALORISATION UNITS

Quality control

Recycling recipes validation

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AND CONFIRMED OUR ADDED VALUE

OPERATIONAL EFFICIENCY

Reduce costs of auditing

Mitigate risks for workers and equipment

Reduce landfill cost

COMMERCIAL IMPROVEMENT

Improve volume and quality of materials

Automate stakeholder information management

MARKET LEVEL TRACKING

Provide EPR companies with real time and exhaustive data

Reduce studies and auditing costs

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THE ADDRESSED MARKET IS HUGE

Municipal waste
collection, sorting and
recycling market

110BN€
4.3% CAGR

4Bn€
global market
for waste management monitoring
software solutions

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WE CAN MAKE IT MUCH BIGGER

...

Energy valorisation

Recycling

Sorting

Collection

Market expansion by use case

4Bn€

Market expansion by type of waste

Municipal waste

Organic waste
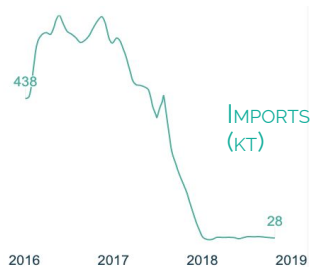
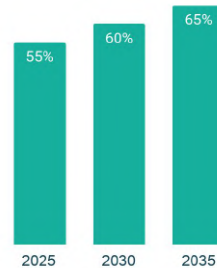Construction waste

Electronic waste

...

AND THERE IS A STRONG MARKET MOMENTUM

International game change

As of 2021, China stopped importing plastic waste, forcing Western countries to recycle locally

438

IMPORTS (KT)

28

2016 2017 2018 2019

Political will

Western countries are imposing recycling objectives and increasing landfill taxes

55% 60% 65%

2025 2030 2035

Corporate investment

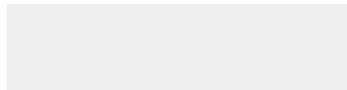FMCG companies are investing to better manage the full life cycle of packagings and goods

Environment + Energy LEADER

E+E CONFERENCE   E+E 100   E+E AWARDS   RESOURCE HU

EHS&S   ENERGY MANAGEMENT   COMPLIANCE & GOV   PLANTS & BUILDINGS   S

Big Consumer Brands Invest $54 Million in Recycling Infrastructure

JULY 2, 2020 BY ALYSSA DANIGELIS

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Big Consumer Brands Invest $54 Million in the US Recycling Infrastructure

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IT'S JUST A START TO BUILT A CHAMPION

Making Lixo the go-to software for waste management

Expansion

- Market expansion (uses washes, types of waste and geographies)
- Rollout of commercial network

Scaling

- Rollout of SaaS model
- Integration with large scale service providers
- Machines integration
- Series A

Consolidation

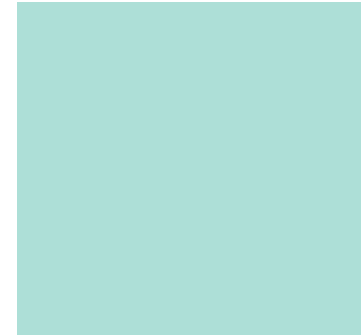- Pilot projects across Europe
- 15 people
- Seed round

2020-2021

2022-2023
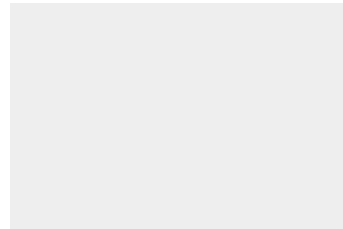
2024-2025

WE STARTED A TEAM TO GROW AND LAST

Marjorie Darcet
CEO
LEK SciencesPo.

Olivier Large
CTO
TELECOM ParisTech AtoS CGI

Thierry Oudart
Head of Dvt
suez PELLENC ST

Marc Bernard
Hardware Lead
MINES Douai

Cédric Audouy
Fullstack dev
42

Loïc Macherel
ML engineer
ENSAE

Etienne Abadie
TELECOM SudParis Capgemini

WITH A STRONG NETWORK OF MENTORS

FREDERIC CHERPENTIER
Ex COYOTE
COYOTE

GUILLAUME CHARPY
Ex VEOLIA
VEOLIA

50 PARTNERS
Fonds d'expertise d'entrepreneurs

E. CAZENEUVE HESUS

AMAURY BIERENT OPTYMA

And many others

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BACKED BY A GREAT NETWORK

ACADEMICS

TECHNICAL

INCUBATORS

INDUSTRY NETWORKS

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OUR MANIFESTO

We strongly believe
tech can play a major role in fighting climate change
and **reducing humans' impact on our environment**

We also believe
tech startups should not be exempt from efforts to reduce their impact

We are dedicated
to **making Lixo a tool to increase overall recyclability and waste valorization**,
but also to **building a company based on responsibility** :
towards employees, suppliers, clients, and all other stakeholders.

**Lixo's development should not be done at the expense of people
nor natural resources.**
Social and environmental responsibility will be at the core of our strategy

AND HOW WE'LL MEASURE OUR IMPACT

Our impact will be calculated based on
the **volume of waste recycled thanks to Lixo**
(avoidance of landfill, reduction of incineration of recyclables)

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

12.5

**By 2030, substantially reduce waste generation
through prevention, reduction, <u>recycling</u> and reuse.**

RECYCLING ISN'T EFFICIENT **YET**

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JOIN LIXO

TO BUILD A COMPETITIVE, RESILIENT AND TECH-BASED

CIRCULAR ECONOMY

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