



# MeSentia

Circular Solutions

## SUSTAINABLE TECHNOLOGY FOR THE LOGISTICS INDUSTRY

**Biella** 

**Biella** 

**Biella** 

**Biella** 

**Biella** 

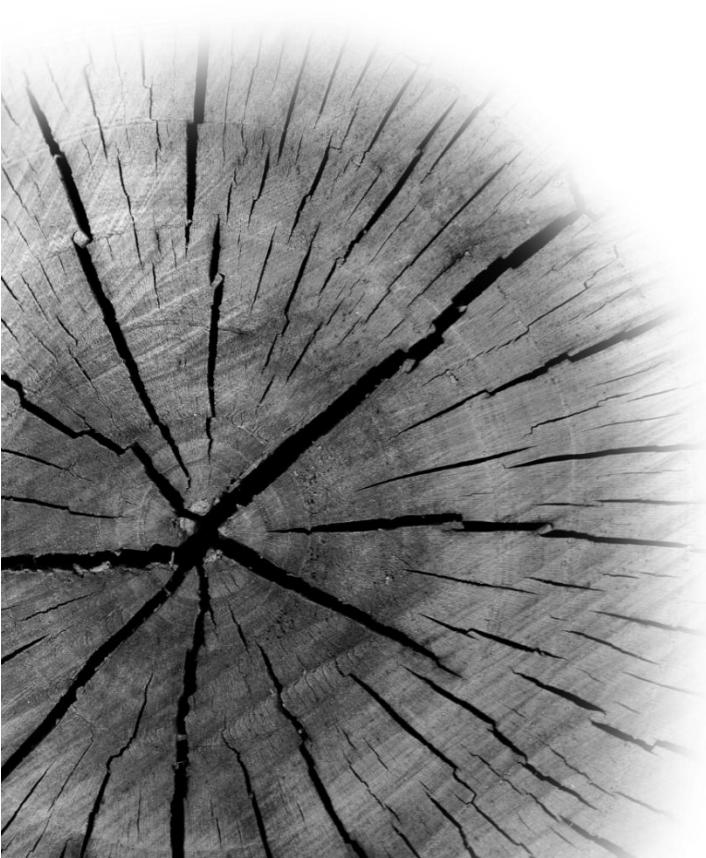
# PROBLEM

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*„We dispose of – burn – 40,000 disposable pallets per year for one single production line“*

Biella Schweiz AG, 2022





# BIG PROBLEM

Switzerland today:  
15,000,000 pallets  
(~30,000 companies)

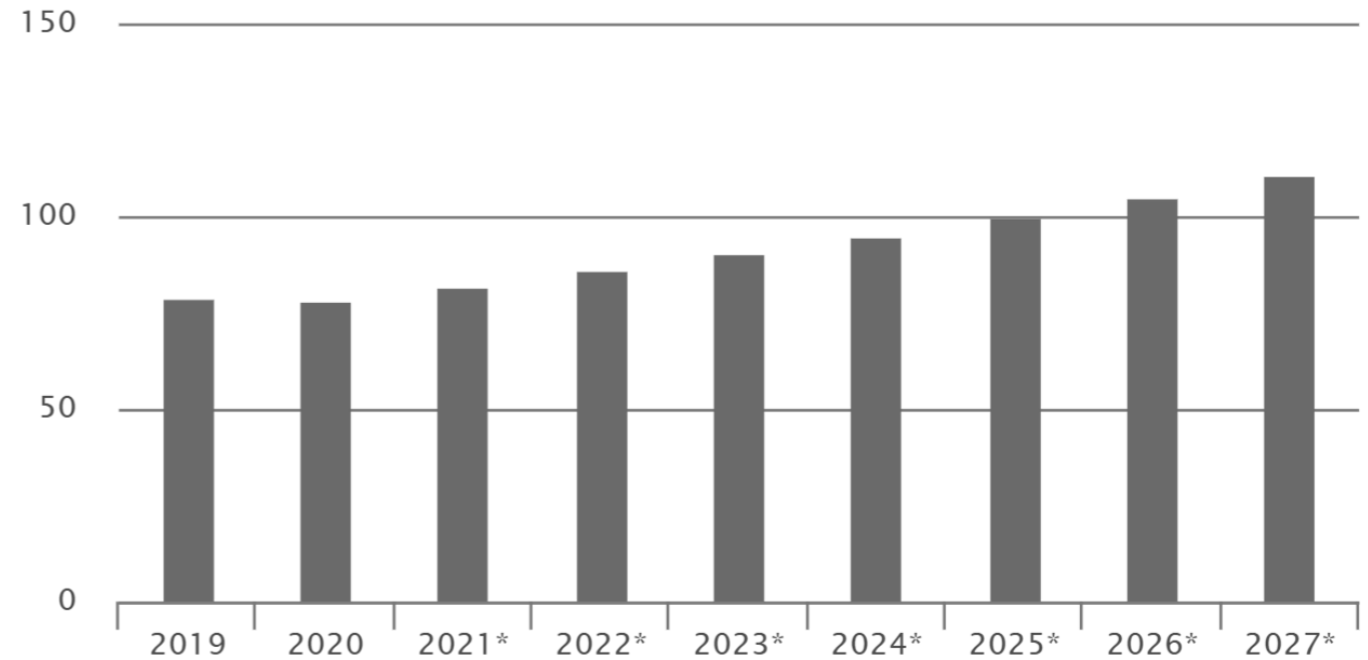
Globally today:  
6,300,000,000 pallets

Globally by 2030:  
8,300,000,000 pallets

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Revenue global pallet market (in Bln USD)



Source: Statista; Date of publication: April 2021; Data collected 2019-2020;

# SOLUTION



- 60% lighter
- 100% flexible hollow honeycomb structure
- 100% recovery
- 100% reusability
- Two materials: natural fibre + (bio)plastic
- Built-in tracking system
- Simple rent-swap-system
- Patent applications pending

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# BENEFITS



- Easier handling
- Lower customs fees
- Lower packaging weight
- Higher load limits
- No nails, no metal
- Tracking for status updates
- Higher standard of hygiene
- Individual shapes are possible
- 100% transparent cost calculation (rent)

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# BUSINESS MODEL

## Rent-Service

100% return & replacement warranty



Our circular logistics modules are only available for rent. Our rental price includes everything needed, allowing us to maintain ownership and control of the materials for our circular economy.

In addition, we offer our material technology to other industries, targeting a new group of materials to complement glass, metal, paper, etc. in the recycling stream.





# ROOTS & PLAN



Founding

2018

2019

2020

2021

2022

2023

2024

2025

2026

2027

2028

2029



EcoPalette

ZeroPlastic

100%BioBased

Volume+

1000k+/year

Material research



First customer

110 pcs

LOI & contract 20k pcs

Sales/Year 

500k-1000k pcs/year

Target B: overlapping circuits

Sales/Year 



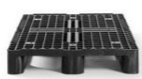






3000-4000 pcs/year

Target A: serve internal circuits



# PRODUCTS IN COMPETITION

Ø view, meaning logical comparison of dimensions 800x1200mm

	EcoPalette	EUR1	Plastic H1	ChemicalP2	Industrial	Pressed wood	Hard fibre	Metal	CHEP E1
									
Weight [kg]	10	24	18	24	9	9	6	30	24
Exchangeable	✓	✓	✓	✓	✓			✓	✓
Circular *	✓		✓				✓	✓	
Trackable	✓	✓	✓	✓	✓			✓	✓
Load limit 1.5t **	✓	✓	✓	✓	✓			✓	
Free of metal	✓		✓			✓	✓		
Ø-Price [CHF]	50	25	110	35	35	30	18	350	117
* 100% reused materials after total damage or end-of-life / ** dynamic									
Market MeSentia Target A			+	+	+			+	
Market MeSentia Target B		+	+	+	+	+	+	+	+



# TEAM

MeSentia 



Michel Perret  
CEO



Marion Klein  
Board



Martin Kropf  
CTO



Jürg Zwahlen  
COO



Marco Bühler  
Board





# MeSentia

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