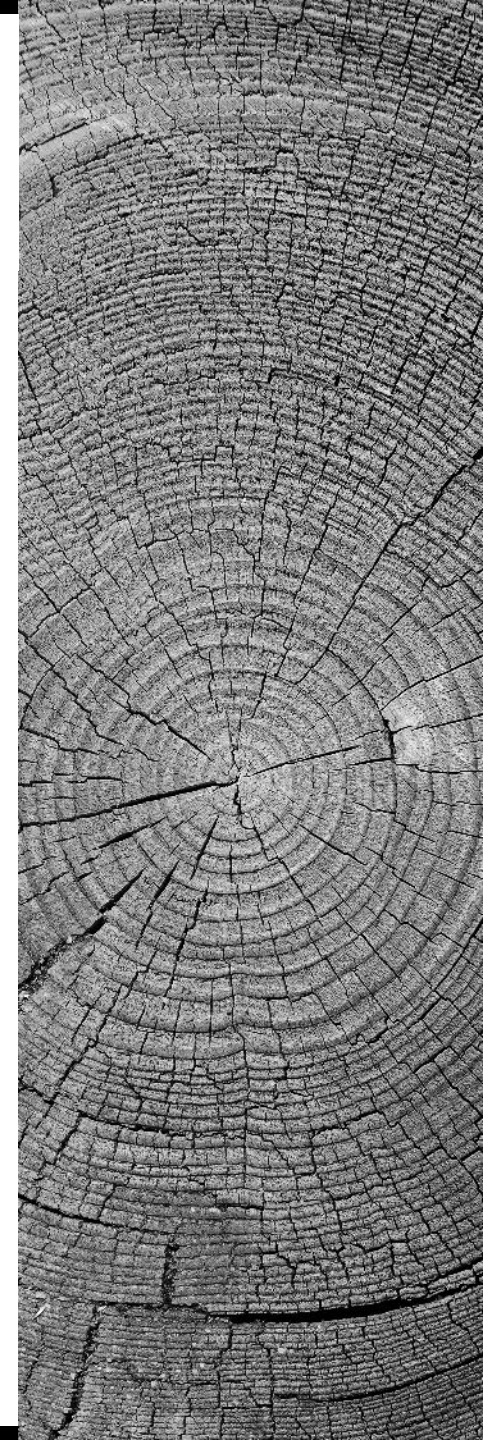
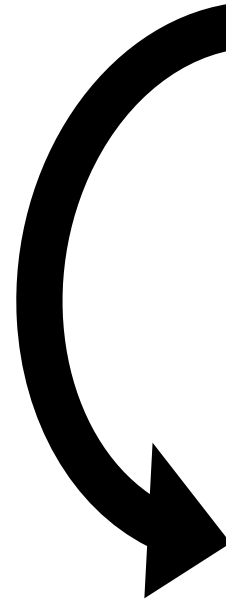


# PROXIPEL

## MOBILE PELLETIZING UNIT



Horizon 2020

***EIC ACCELERATOR PILOT***





***PROXIPEL'S  
PURPOSE:  
INCREASE THE  
EUROPEAN  
AGROPELLETS  
PRODUCTION USING  
UNTAPPED WOODY  
RESIDUES***

- **Develop the innovative pelletizing technology Proxipel**
- **Industrialize the production of Proxipel units**
- **Bring economic value to woody residues owners by selling them Proxipel units**



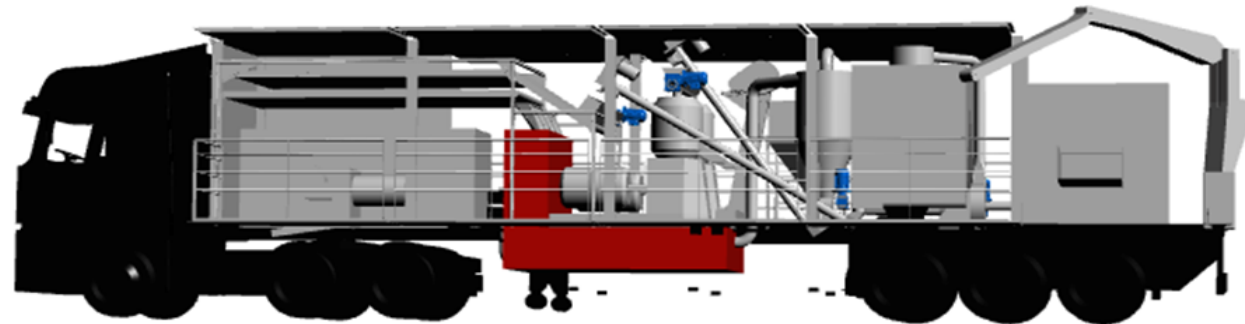
# PROXIPEL: EXPLOITING UNTAPPED WOODY RESIDUE POTENTIAL



- EU pellet production covers only 70% of demand
- Pellets imports keep on increasing
- Significant volumes of woody residues are yet available though collection cost uneconomic

**Opportunity for technologies capable to convert untapped woody residues potential into pellets at an affordable price !**

**THE FUTURE** →



# PROXIPEL: VALUE PROPOSITION

**Flexibility on feedstock**



**Viable exploitation of disparate  
humid woody residues**



**Low environmental footprint  
thanks to in situ pellet production**



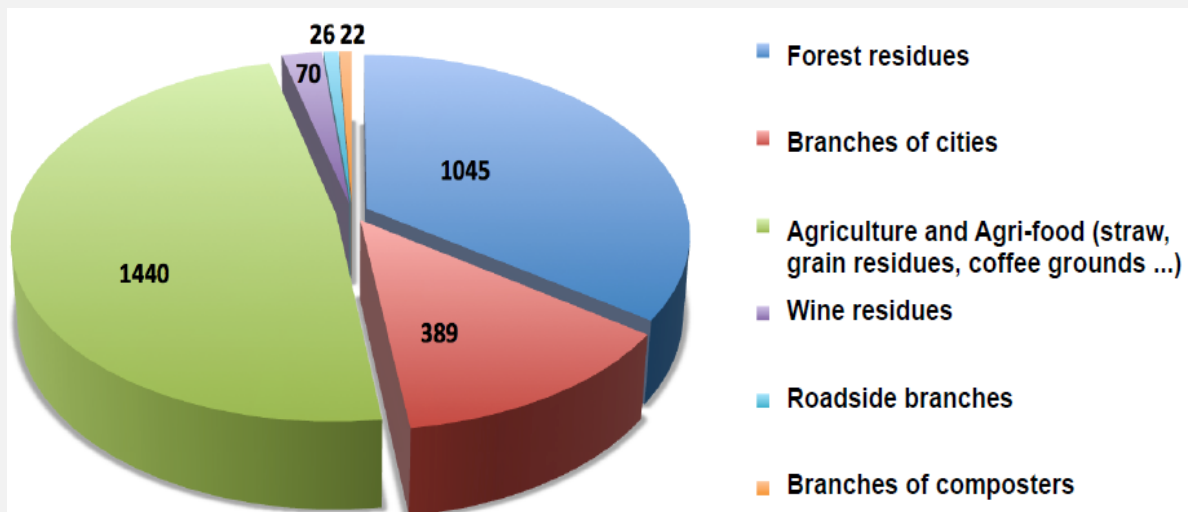
**High quality pellets (ISO 17225)**





# MARKET OPPORTUNITY & RISKS

## Market potential in Western EU based on untapped woody residues



Theoretical potential: 27,000 units

**Realistic potential: 3,000 units**

## Remaining risks

- Uncertain reliability of the unit not yet proven
- Conservatism from our key customer segments
- Lack of investment capacity from key market segments (municipalities and farmers)

# COMPETITION & IPR

## Competing mobile plants (4):

1. No dryers
2. No crushers
3. Process only straw

## Competing fixed plants:

1. No competition on biomass
2. Capital intensive
3. Permitting



## ProxiPel competitive advantages:

1. Sole solution currently capable to exploit untapped woody residues
2. Processes all kind of raw material
3. Produce standardized ISO 17225 pellets
4. First mover advantage



- One patent filed
- One in progress



# BUSINESS MODEL

## Target customers

- Forestry companies
- Farmers and cooperatives of farmers
- Municipalities
- Energy distributors
- Waste management companies

## Revenue stream

- Selling units (production cost: €360k, selling price: €830k)
- Self-operated units (in Switzerland first)
- Service and maintenance contracts



B2B

# TEAM

## Project Management



### **Richard Pfister, CEO and co-founder**

Serial entrepreneur (15 years exp.)  
Coordinator, leader WP5



### **Jean-Yves Girod, CTO**

Mechanical engineer (30 years exp.)  
Leader WP 1-3



### **Fabio Mulone, CCO and co-founder**

Federal Marketing Certificate (>10 years exp.)  
Leader WP4



### **Sébastien Humbert, CSO and co-founder**

PhD in Civil and Environmental Engineering  
(>15 years exp.)



### **Diana Carrillo, Public relations officer**

B. Science in Ecological Engineering  
(>15 years exp.)



## Advisory Board



### **Emmanuel Guex, Chairman of board**

Entrepreneur and investor  
Coaching expertise



### **François Vuille, Senior advisor and co-founder**

Director at the Directorate of Energy of Canton de Vaud  
Former Executive Director Energy Centre, Ecole Polytechnique Fédérale de Lausanne (EPFL)



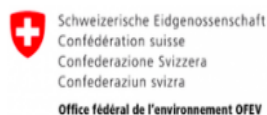


Proxipel will increase the local pellets production in the EU using untapped woody residue potential thus reducing both energy dependence over imports and carbon emissions.



**2018 Bilan's 50 Swiss start-ups**  
**2017 Prix croisé de l'ambassadeur**  
**2015 Platinn, innovation platform**

***With the institutional support from:***



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