

# Green pharma air cargo logistics






## Our Ambition

Swiss Airtainer aims to become the world's leading provider of sustainable cold chain solutions, enabling the safe and efficient transport of life-saving products while actively contributing to the decarbonization of the airline industry.



## Investment Demand


Swiss Airtainer SA seeks to raise CHF 5 million to meet the growing demand for its revolutionary temperature-controlled container. The funds will be utilized to build 100+ containers, accelerating market entry and introducing [Green Pharma Air Cargo Logistics](#) to the industry.


	<p><b>Market and customer needs</b></p> <p><b>3 Customers</b> of the Air Cargo cold chain industry. Pharma, Logistic and airlines companies.</p> <p>While pharma is selecting the container provider, logistics is the contractual partner.</p> <ul style="list-style-type: none"><li>Pharma companies and airlines need to <b>reduce their CO2 footprint</b> while maintaining/reducing costs.</li><li>Pharma and other stakeholders need to <b>track &amp; trace</b> the shipping of their life-saving goods to employ all the upside from smart IoT.</li><li>Pharma needs to be in <b>compliance</b> (data serialization) with new <b>legislation</b> to reduce loss from counterfeiting, theft, and product replacement.</li><li>Logistic companies need to optimize routes and <b>reduce costs</b>.</li></ul>
	<p><b>Addressable market &amp; competitors</b></p> <ul style="list-style-type: none"><li>Estimated at CHF 0.8 billion in 2022 with a natural growth rate of 10-15 % per annum.</li><li>Near duopoly of Envirotainer (Sweden) and C Safe (USA) with EBITDA margins of approx 50%. They offer similar products, services and pricing.</li></ul>
	<p><b>Unique Value Proposition</b></p> <ul style="list-style-type: none"><li><b>Sustainability:</b> Weight savings of 250 kg lowers the CO<sub>2</sub> footprint by 45 % while reducing air cargo costs. 550 kg of Co2 are saved per Air Cargo trip, contributing to decarbonization and lower transport costs.</li><li><b>Connectivity:</b> First fully connected temperature-controlled container with 2-way real-time IoT to prevent loss and allow full traceability. In compliance with the serialization imposed upon the pharma industry by regulators.</li><li><b>Energy self-sustainability:</b> The use of solar panels allows energy self-sustainability to reduce the risk of temperature excursions.</li></ul>

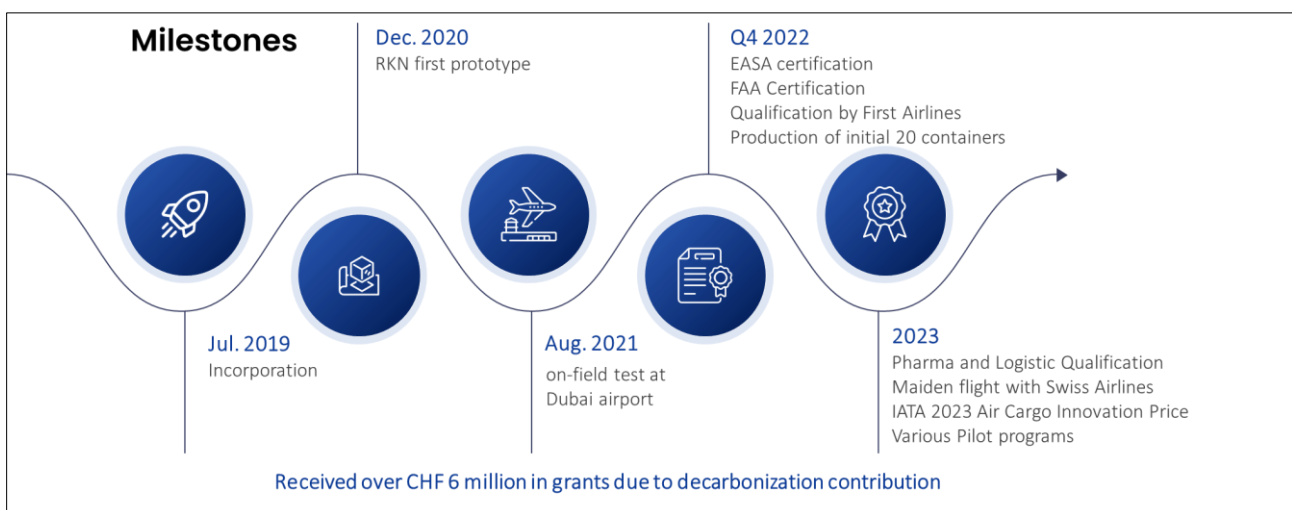
## SWISS AIRTAINER SA

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 	<b>Revenue Streams</b> <ul style="list-style-type: none"> <li>Long-term leasing contract (typical 3 years).</li> <li>Amount of data might lead to additional revenue, to be identified yet. Fintech, insurance/working capital -&gt; long term.</li> </ul> <p>First Revenue expected in Q4 2023, based on successful pilot test shipments in Q3 2023</p>
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	<b>Barriers of entry</b> <ul style="list-style-type: none"> <li>Certification process of the aviation authorities: <ul style="list-style-type: none"> <li>European Aviation Safety Agency (EASA).</li> <li>Federal Aviation Agency (FAA).</li> </ul> </li> <li>Qualification process of the airlines and pharma companies (end customers).</li> <li>Intellectual property and recognized patents.</li> </ul>
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	<b>Team</b> <ul style="list-style-type: none"> <li>Eduard Seligman (CEO) – Financial background.</li> <li>Nicholas Martin (COQ) - Former head of Certification and Qualification for Envirotainer.</li> <li>Marco Martin (CTO) - Experienced in the space industry, in charge of innovation.</li> <li>Jean Llorca (CIO) - IT cloud specialist.</li> <li>Stephen Maietta (CSO) - Former Sales Mgmt of Envirotainer.</li> </ul>
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