

THE mobile biomass granulation machine

June 2023



Several challenges



- Import
- Indigenous production

The **EU imports 60%** of the energy it consumes, **Switzerland 80%!**



Biomass is an expensive residue.



- Import
- Indigenous production

The pellet production capacity of stationary plants is **limited**.

Yet biomass residues could supply
100% of household energy needs.

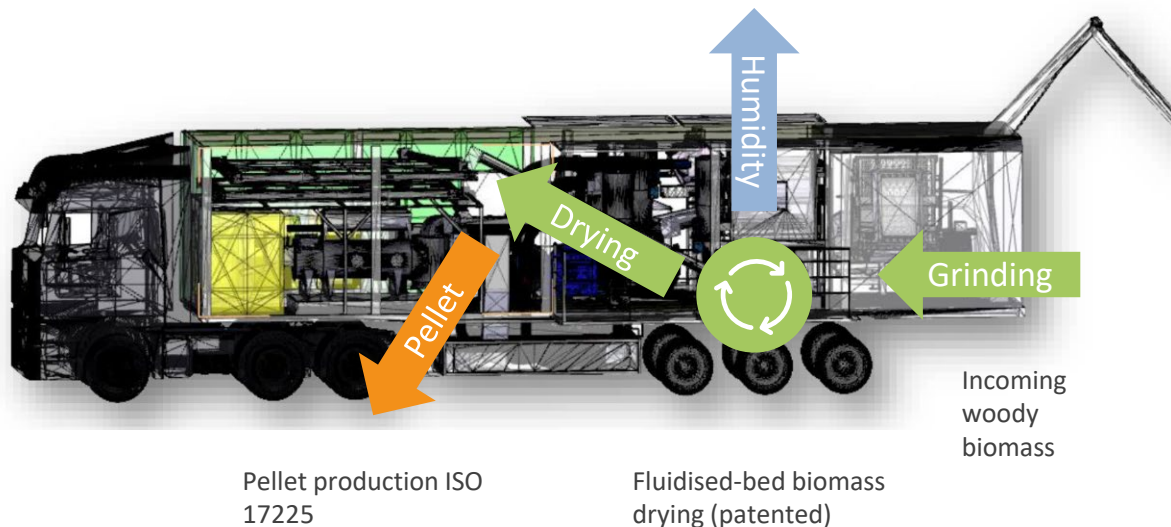


A mobile factory

- A complete pelletising chain on a single trailer
- **controls variation in the humidity** of the raw material
- **reuses** part of the pellets produced to dry incoming wood residues

Patent pending

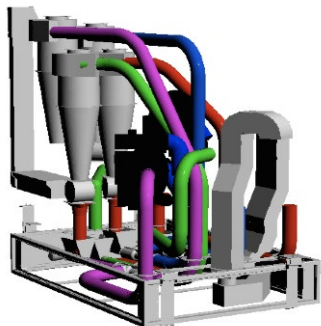
Pellet compliant with ISO-17225 standard



Our patented technology

35 m³

(5 m x 2.4 m x 2.6 m)



Patented **PROXIPEL** dryer



182 m³

(17.5 m x 2.6 m x 4.0 m)



Competitive dryers, **6x less efficient**

*At the same production capacity (1t/hour), PROXIPEL **divides by 6** the volume needed to dry wood residues.*



Proxipel can transform all these materials into pellets








- Fresh wood
- Used wood
- Branches
- Vine beds
- Municipal road side cut
- Straw
- Mill dust
- Agricultural residues
- Agro-industrial residues
- etc.

Complementarity with
other technologies such as
biogas

For many users

Solution user	Need
Forestry companies	Adding value to wood cuttings, marketing other products
Farmers and cooperatives	Adding value to an agricultural by-product
Municipalities	Processing waste, developing the local economy
Energy suppliers	Offering a 100% local and ecological product range
Composting and methanisation plants	Eliminating bulky waste and recycling it
Small and medium-sized sawmills	Turning sawdust into a high value-added product
Specialist waste treatment companies	Offer their customers an alternative to composting, market other products

Removing constraints, boosting performance

Solution comparison	PROXIPEL	Stationary pelletising plant	Mobile pelletising unit
			
Type of biomass processed			
Raw material moisture	10 à 50%	10 à 50%	10 à 20%
Integrated grinding	YES	YES	NO
Integrated dryer	YES (Patented)	YES	NO
ISO 17225 compliance	YES (Guaranteed)	YES	NO
Land footprint	0 m²	10 000 m²	0 m ²
Production capacity	1 t/hour	5 to 25t/hour	1 t/hour
Investment required	CHF 0.9 MILLION	5-10 MCHF	CHF 0.8 MILLION
Carbon footprint of pellets produced	12 g/kWh	45 g/kWh	12 g/kWh

Startups II





COMMANDE/OFFRE

[Thermique](#) > [Pellets de bois](#) > [Acheter des pellets: Demander un devis et commander](#)

En raison d'une pénurie exceptionnelle, nous ne pouvons pas accepter de nouvelles commandes pour le moment.

Sorry, we currently don't take in new orders

THERMIQUE

- > Commander du mazout de chauffage
- > Évaluation du marché du mazout
- > Evolution des prix du mazout
- > Changement aux pellets

MOBI

- > Stations-service
- > Stations de recharge
- > TopShop
- > Infos sur les produits

INSCRIPTION À LA NEWSLETTER

- Mazout de chauffage
- Pellets de bois
- energy club
- Solaire

Adresse E-Mail

envoyer >

Our team

Management team



Richard Pfister, CEO, co-founder
Serial entrepreneur, 3 viable start-ups
created
(>15 years experience)



Thibaud Marchais, CCO
Sales engineer, expert in building
organizations and going abroad
(>15 years' experience)



Jean-Yves Girod, CTO
Highly experienced mechanical engineer
(>30 years' experience)



**Diana de Bernardy, Quality/CSR,
co-founder**
Master's degree in environmental public
relations (>15 years' experience)



Our team

Strategic advice



François Vuille, Senior advisor & co-founder

Director of the Department of Energy, Canton of Vaud
Former Executive Director of the Energy Center, Ecole Polytechnique
Fédérale de Lausanne (EPFL)



Norbert Dischinger, Senior advisor (D)

European expert specialising in the energy, transport and building technology
markets (>20 years' experience)



Philippe Dujardin, Senior advisor (F)

Expert in financial strategy and fundraising
(>30 years' experience)



The PROXIPEL offer (1)



Solutions for transforming
wood waste into renewable
fuel

A. SALES OF TRAILERS (900 kCHF)

For project developers, farmers, large local authorities, entrepreneurs, etc.

By credit, leasing, etc.

B. GREEN WASTE PROCESSING SERVICE

Daily trailer hire, including operator and consumables

ProxiPel adapts to its customers:

sale to customers interested in buying a mobile unit + pelletising service offer to others.



The PROXIPEL offer (2)



Solutions for distributing the pellets produced, either by buyers of Proxipel units (1A) or by Proxipel's pelletising service (1B)

- **STORAGE:** silo, shed, big bag, etc.
- **LOGISTICS:** blower truck, portable blower, etc.
- **COMMERCIALISATION OF PELLETS:** marketplace access, provision of a buyer of last resort, material take-back, etc.

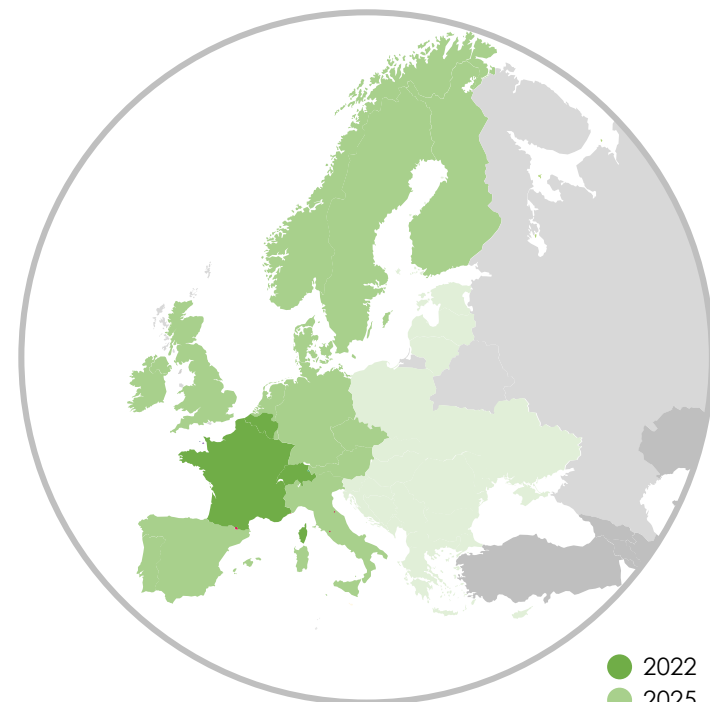
Order book

Numerous expressions of interest in Switzerland, France and Belgium (2022 markets).

Local authorities very interested in the service.

Entrepreneurs through the purchase of units.

Order book	Units	SALES EXCLUDING VAT (CHF) Production	SALES EXCLUDING VAT (CHF) Operating
Confirmed orders of units	1	CHF 0.9 MILLION	
Pre-ordered units	10	CHF 9.0 MILLION	
Operating companies	2	CHF 1.8 MILLION	1.5 MCHF/year
Total	13	CHF 11.7 MILLION	

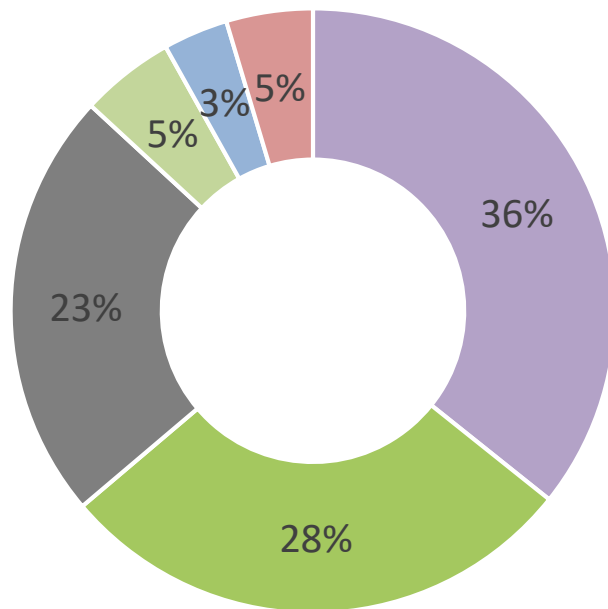


Provisional marketing opening dates

- 2022
- 2025
- 2028
- ND

What market for PROXIPEL?

Western Europe market



- Agriculture & Food (hay, Grain residuals, coffee bean paste...)
- Municipal bush and tree cuts
- Residuals from forest cuts
- Hard residuals from coposting
- Road side cut biomass
- Vineyard residuals

What market for PROXIPEL?

"In France, 86% of waste is not collected or recycled.

(FranceAgriMer)

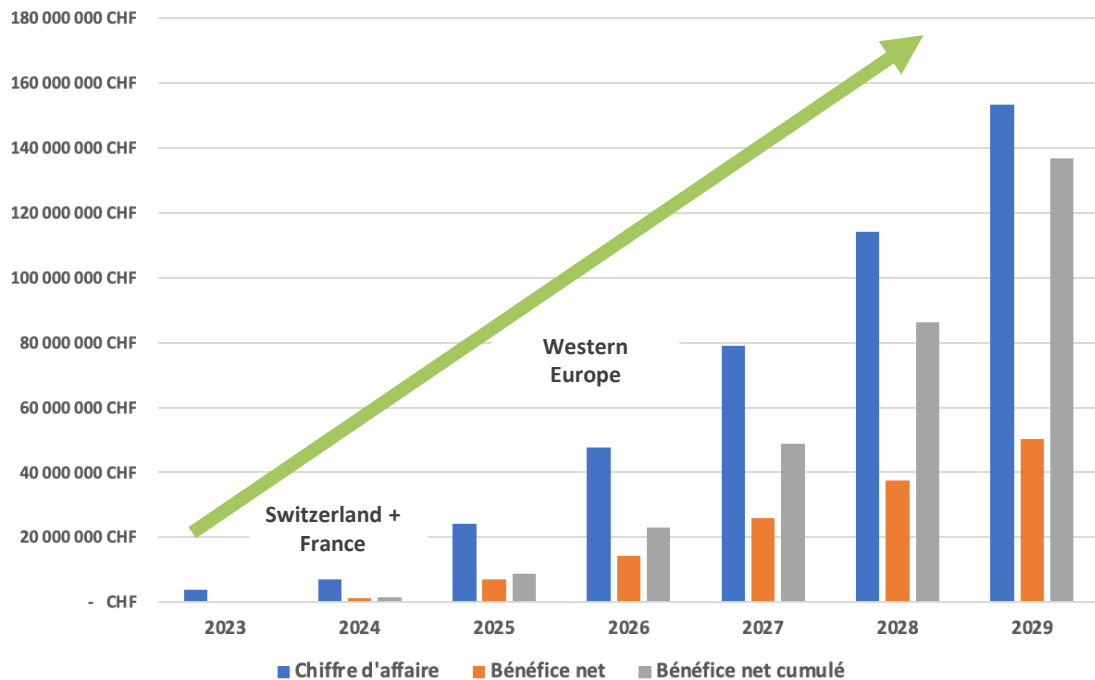
Estimating the potential market	Volume	CA
Total untreated wood waste	300 Mt/year	
Wood waste accessible to the PROXIPEL solution <i>(2% of the total)</i>	6 Mt/year <i>fleet of 3,000 trailers</i>	
Mature trailer market <i>(15-year lifespan)</i>	200 units/year	For sale : CHF 180 MILLIONS

Local authority sector

1 unit per 50,000 inhabitants



Financial projections



Investments

- Investments secured until September 2023: **CHF 5.1 million**
- Current Fundraising 2023: **CHF 2.0 million**
- Minimum ticket: CHF 200 k

Destination of funds 2023

- Launch of industrialisation
- Financing growth

5 years from now (2028)

- Annual sales: CHF 114.1 million
- Annual net profit: CHF 37.6 million

From idea to realisation

Our awards



- 2017 The French Ambassador's Prize
- 2018 Review: 50 Swiss start-ups to invest in
- 2020 Prix du 125^{ème} SEFA anniversary
- 2020 Seal of Excellence from the European Commission
- 2021 Solar Impulse Foundation
- 2021 Xylofutur certification
- 2022 Nyon Region Innovation Prize
- 2023 CHF 1 million guarantee from the canton of Vaud



From idea to realisation

Our supporters

