

The Future Of Recycling Is Powered By AI.



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Recycling Plants Operate **Blindly**

229M

Tons Annually*

\$30B

Annually**



500

Fires Every Year in EU + UK***



48%

Average Recycling Rate in Europe*



15%

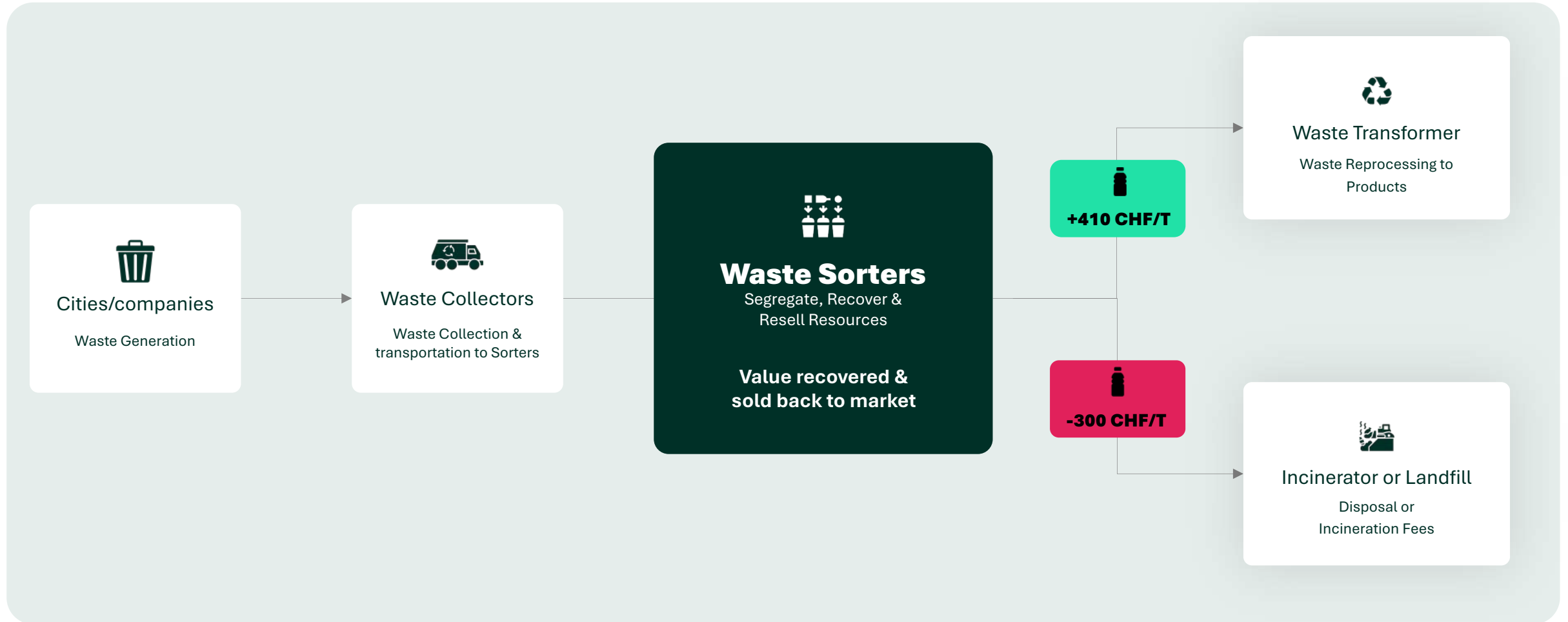
Downtime

*https://ec.europa.eu/eurostat/statistics-explained/index.php?title=Municipal_waste_statistics

**<https://store.frost.com/europe-material-recovery-facilities-market.html>

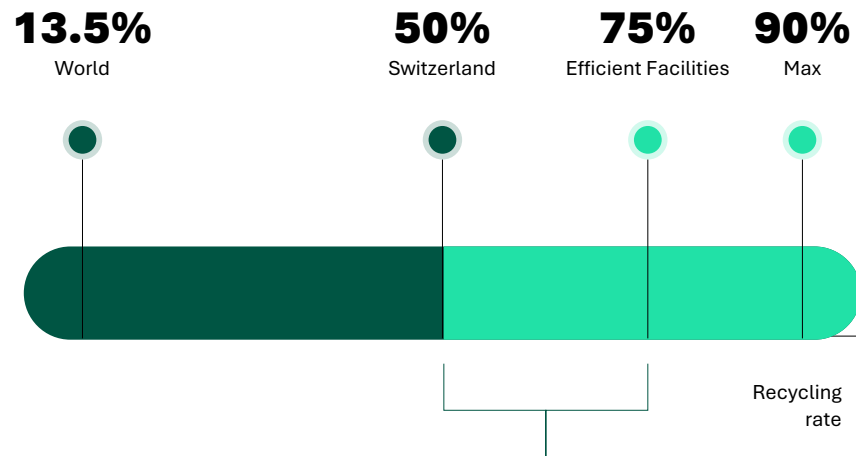
***<https://www.endsreport.com/article/1829437/uk-waste-sites-see-300-fires-year-batteries>

Waste Is A Valuable Resource

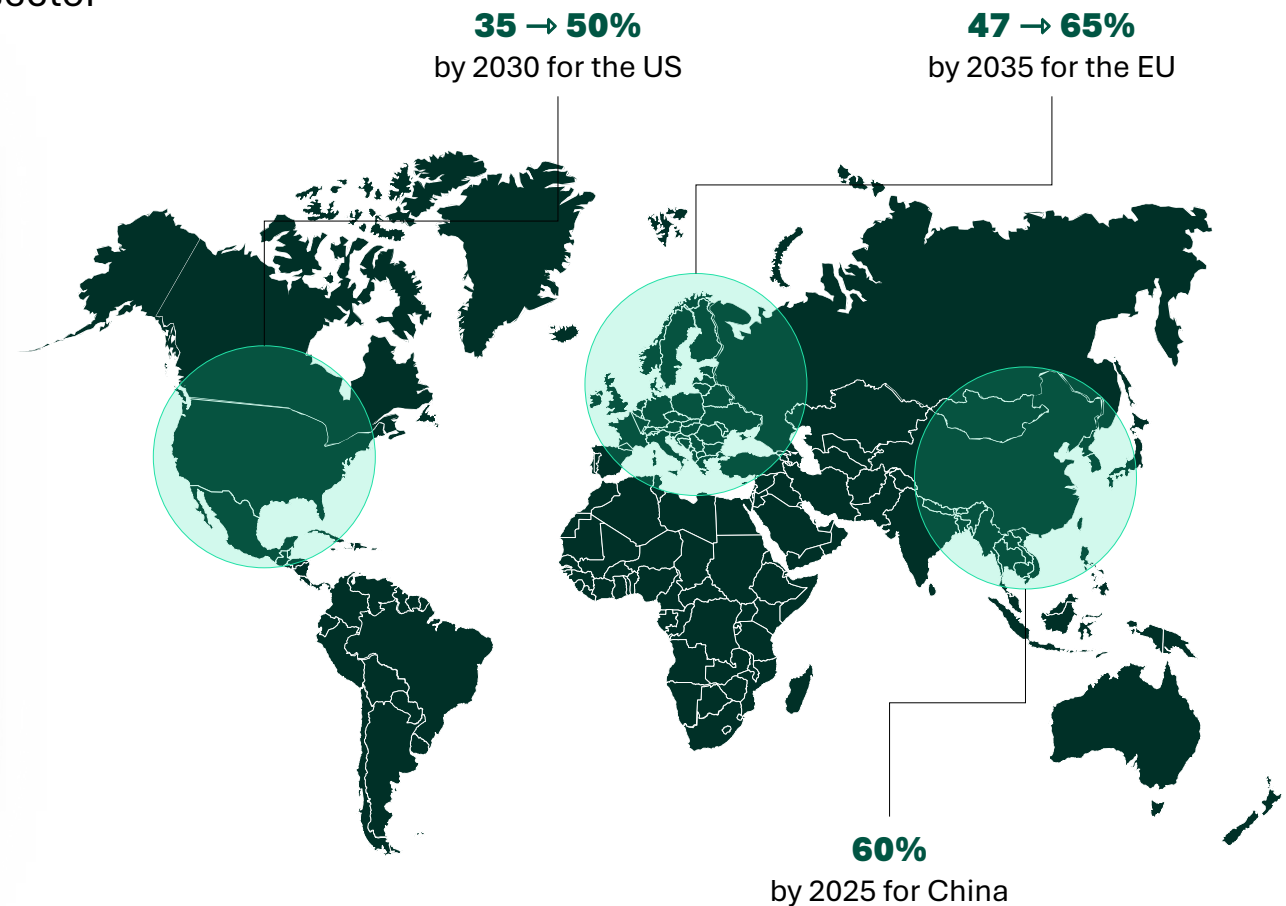


A Huge Opportunity At The Right Time

Ambitious national regulations and financial opportunities are creating a fertile ground for innovation in the waste management sector



Multi millions turnover left on the table
accessible thanks to **WasteFlow**



Waste Is An Unlimited Resource

TAM

- **\$1'800B**

Within it, fast-growing “smart waste” automation segment to reach \$40-45B** by 2030 (CAGR ≈ 16 %).

SAM

- **\$500-900M** yearly

Focus on conveyor-based sorting facilities worldwide (~20 000 sites) .

SOM

- **\$40-80M** yearly

3-5 years, 10-15% market penetration, ~1000 European facilities.
Excluding upside from OEM licensing, U.S. entry, and Asia-Pacific partnerships.



CAGR 16%*

*Fortune Business Insights – Global Waste Management Market Size, Share & Industry Forecast (2023–2030)

** KBV Research – Global Smart Waste Management Market Forecast 2024–2030

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The Eyes



WasteFlow Vision

Computer vision:

- ✓ Waste type
- ✓ Waste Mass
- ✓ Waste Dangerousness
- ✓ In real time, all the time

The Brain



WasteFlow Intelligence

Data engineering:

- ✓ Material blockage forecast
- ✓ Underperformance detection
- ✓ Trends analysis & recommendations

The Arms



WasteFlow Ecosystem

Industrial integrations:

- ✓ Conveyor belt control
- ✓ Machine integration
- ✓ Contaminants removal
- ✓ Alarms
- ✓ SCADA & GMAO systems

WasteFlow Is Raised By Its Customers



Active in **13%** of the swiss market
First deployment in **France**



19 sensors installed
First **automated** sorting line



Distribution deal
signed **CH**



In **1 year**, with **CHF 1M** funding.

WasteFlow Brings Value To Customers

Results



Always perform at
peak efficiency



Minimize
downtime



Minimize
risk



Maximize sorting
performance & value



10%
additional revenue



CHF 400k
First year ROI

There's No Tradeoff.

If we optimize performance, it's a win for **WasteFlow**,
for our **customers**, and for the **planet**.

A SaaS With Recurring Revenue



WasteFlow Sensor

CHF 2'850 one-off (17% margin)



WasteFlow Software

CHF 5'000/sensor/year
subscription



CHF 30k- 50k

ARR per facility

A Competitive Market

 **WasteFlow**

End-to-end risk and
performance monitoring

Easy to retrofit and integrate

5k/year/unit

More data collection points

STADLER

Technik von ihrer besten Seite

End-to-end machines
and integrations

No retrofitting

Multi-million investment

 **RECYCLEEYE**

Analysis and pick
and place

No end-to-end visibility

200k/unit

 **greyparrot**

Punctual waste
characterization

Less data points

29k/year/unit



Growing Globally

01. Target Big Players

Build strong customer relationships.

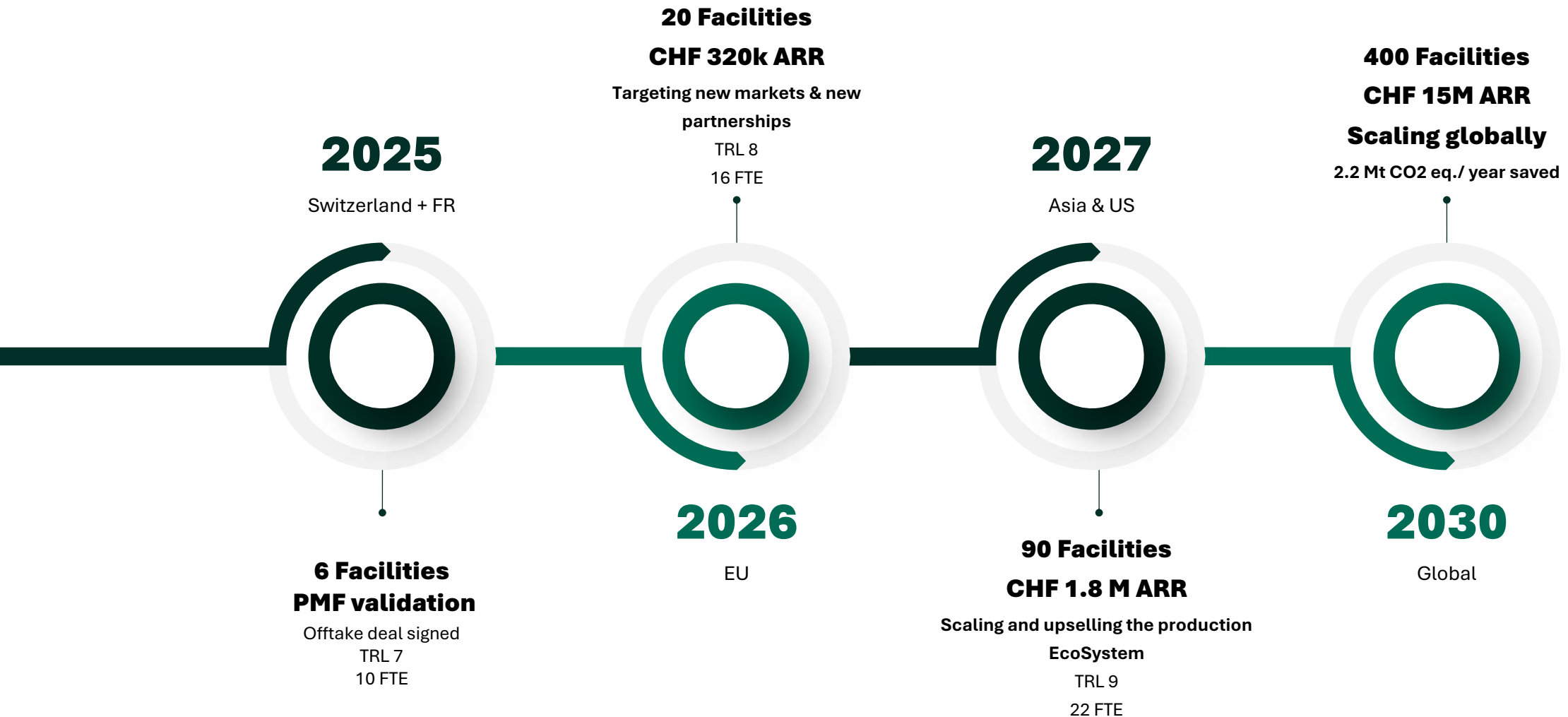


A few players share more than 50% of the European market.

02. Build strategic partnerships



The Road Ahead



Our Talented Team

EPFL

R&D in collaboration with Computer Vision Lab EPFL
5 student projects



Théophile Agresti

CEO & Co-Founder

3 Years experience managing
field operations



Théo Vitupier

COO & Co-Founder

3 Years experience industrializing
Start-up products



Valentin Ibars

CTO & Co-Founder

3 Years experience leading
innovative projects



Francesco Borg

ML Lead

FTE



Hena Adlakha

Full Stack developer

FTE



Florent Vaucher

ML/DevOps Lead

FTE



Chiara Fumelli

ML engineer

FTE



Adrien Moreira

ML engineer

FTE



Albian Salihi

Robotics engineer

FTE



Saana Londono

Business developer

FTE



Surrounded By Experts

**Mathieu Salzmann****Computer Vision Advisor**

Senior Scientist CVLab EPFL
Chair of major Computer Vision
Conferences NeurIPS, CVPR,
EECV

**Luc-E Amgwerd****Startup Advisor**

Successful exit with Gjosa SA
From Incubation to Exit

**Andrea Cabral****Full Stack & Dev Ops Advisor**

Head of software at Equip
with 20 years of experience, in
multiple major companies

**Xavier Juredieu****Business Advisor**

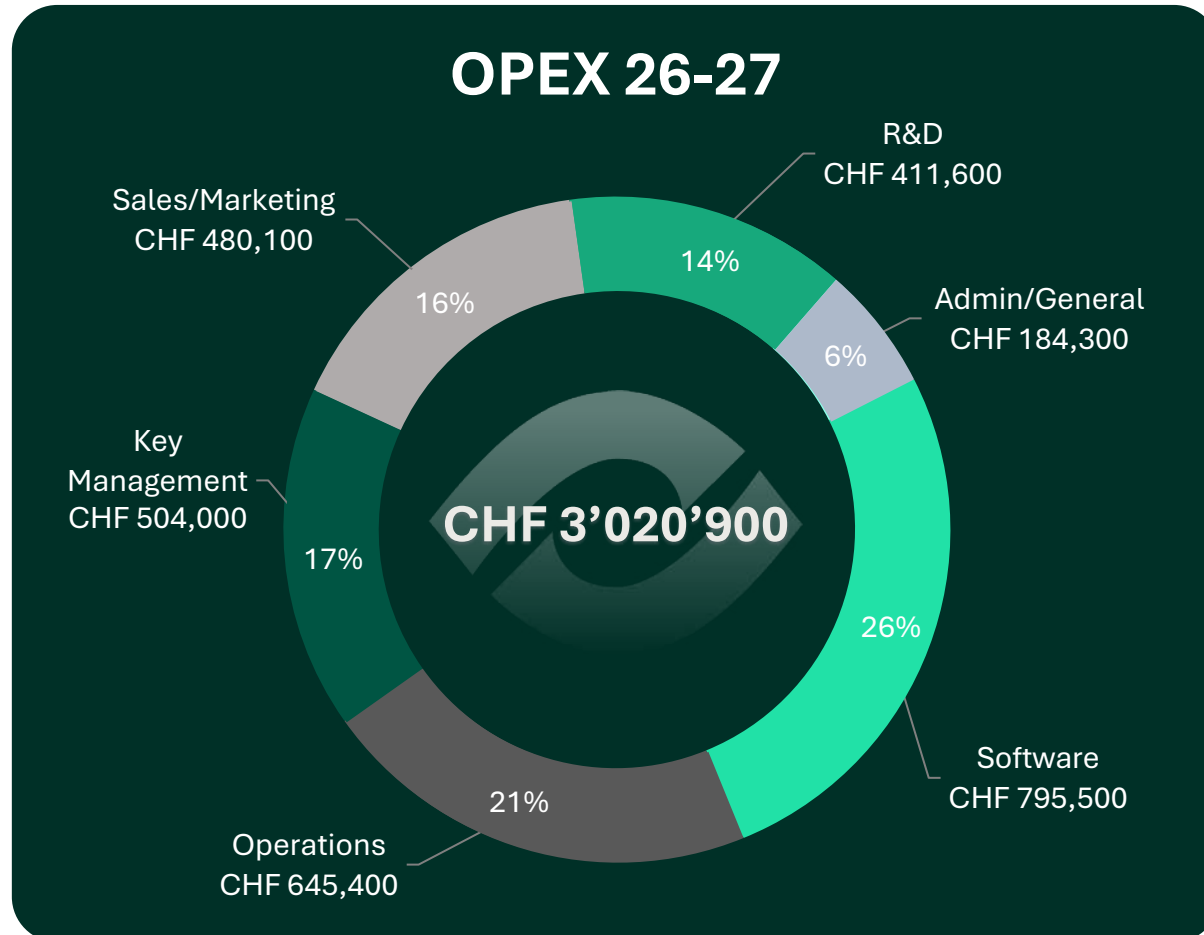
COO at Archipels
30 Years experience in business,
strategy, partnerships, and company
creation

**André Bucher****Industry Advisor**

30 Years experience in recycling
business, recycling facility design,
recycling facility equipment



Investing In Scalability



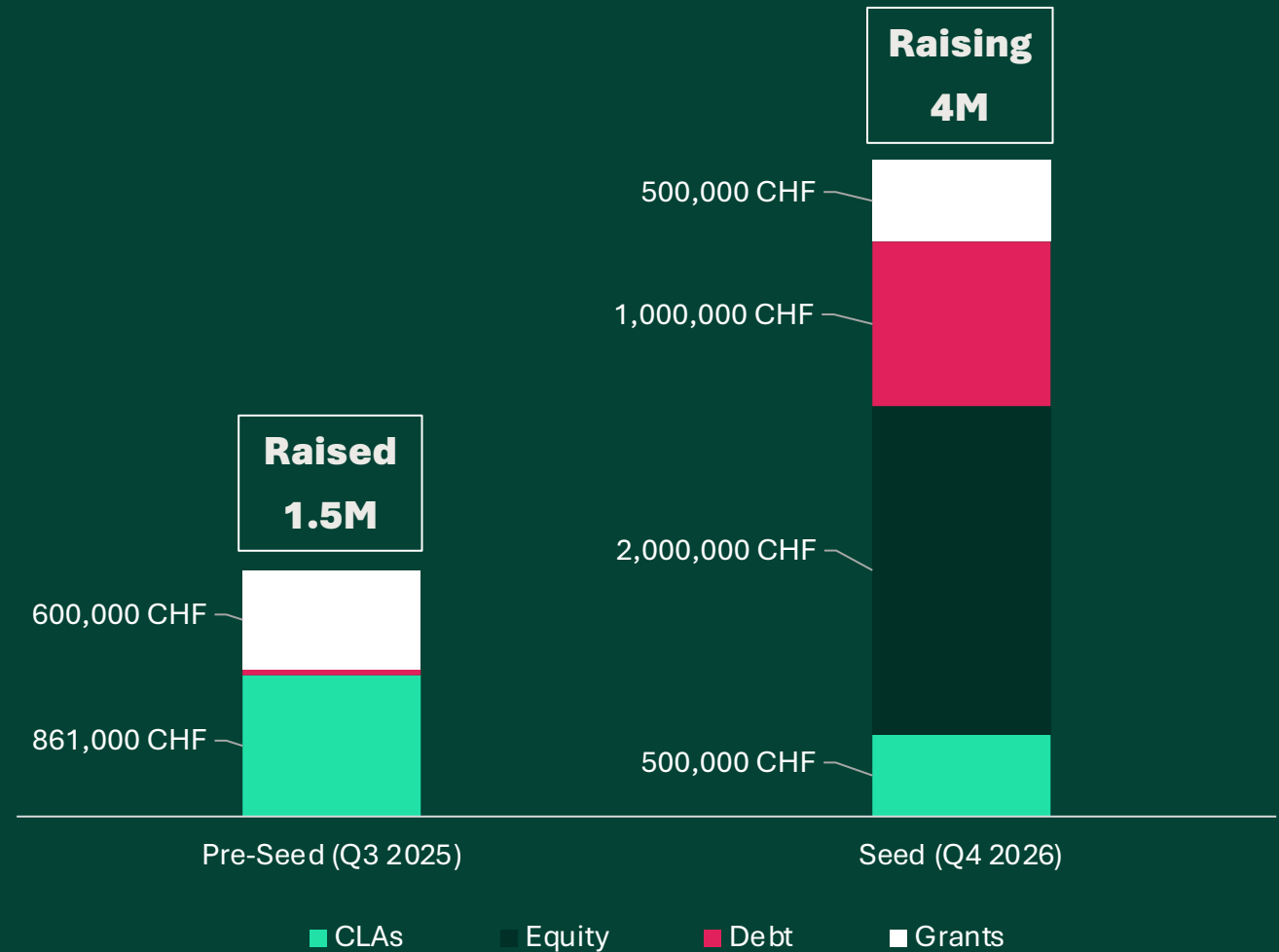
- 01** Scale CoPilot & develop Ecosystem layer
Integrate our solution with 5 of the leading industrials & manufacturers
- 02** Faster, repeatable deployments
Reach an installation rate of 30 sensors/month
- 03** Grow the core team for execution
Bring 7 new employees & 3 board members
- 04** Accelerate commercial rollout
Reach 1MCHF gross profit in 2027
- 05** Reinforce strategic partnerships
Onboard 3 new strategic investors

Join Us In Revolutionizing Recycling



Raising 4M for our Seed

- Including a bridge with CLAs for **500k**
- Leverage grants and public funding for **500k**
- Raise **1M** as debt with the Technology Fund
- **2.5M** raised as equity



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