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# Purchase opportunity:

Swiss pioneer  
for upcycling of mixed plastics waste  
with unique product offering



Purchase opportunity / Project: DH004298

## Swiss pioneer for the upcycling of mixed plastics waste with unique product offering

Headoffice / legal form:	Switzerland; public limited company.
Background / business:	<p>Driven by the idea to <b>use mixed plastic waste as a raw material for high-quality and recyclable products</b> the company started end 2018 to develop and produce various construction materials (mainly boards) made from low-quality plastic waste (such as packaging, multilayer films, mixed composite material, etc.). Abundantly available in all countries – approx. 680'000 t of plastic waste is burnt in waste incineration plants in Switzerland only – the «from linear to circular»-approach reduces drastically both waste and CO2 and saves fossil fuel and energy.</p> <p>All products are free of resins and adhesives; following the cradle to cradle principle they are <b>fully recyclable</b> at the end of their lifespan. They are benefitting from a <b>long lifecycle</b>, are <b>water- and root-proof</b>, <b>easy to process</b>, versatile for a wide range of indoor and outdoor uses and show a <b>significant higher environmental footprint than conventional boards</b>.</p> <p>The production process designed so far is robust and tolerant with respect to raw material fluctuations and soilings. Moreover, the production is energy-efficient and shows a high level of automation. A production unit has an <b>annual capacity of approx. 100'000 m<sup>2</sup> p.a.</b> and may be rapidly scaled up.</p>
Status quo (spring 2024):	<p>There is currently <b>no comparable product made from 100 % mixed plastic waste</b> available on the market in terms of quality, appearance and homogeneity of the foam structure. The plastic waste is processed into high-quality and rigid boards with a distinctive look and perfectly designed properties. The seller has a <b>unique manufacturing technology (patented)</b> able to handle different ingredients of plastic waste in a tolerant and economic manufacturing process.</p> <p><b>Typical business areas</b> are furniture construction/interior fittings, design/garden, advertising/signalization, industry (standard products), construction/architecture and trade/retail. The company's 10 employees follow a B2B approach. Current customers are retailers, railway companies and plastics processors. LOI's are currently being negotiated with building materials manufacturers.</p>

Production started in February 2023. In 2024, 40'000 m<sup>2</sup> are planned to be sold to Swiss and European clients. This volume is based on confirmed LOIs. There are additional LOIs with sizeable m<sup>2</sup> amounts in negotiation.

The output capacity is sufficient by 2025. A second production line is planned to be operational in the same year. A further serial production unit with two lines may be commissioned in 2027.

Financials:

According to the business plan the **production capacity will increase from 28,800 to 172,800 m<sup>2</sup> by 2027** generating **annual sales ranging from approx. CHF 2 million (2024) to CHF 7 million in 2027**. Break-even is planned for end of 2026 and **EBIT (2027) to exceed the CHF 900'000 mark**.

After an input of more than CHF 7 million by private shareholders, there is only a limited need for additional capex in production capacity extension until break-even. Furthermore, the access to government funded research programs lowers the spending for research and development.

Highlights:

- **First mover** with unique product made of 100 % mixed plastics waste.
- **No comparable product in the market** in terms of quality, appearance and design variety and processed volumes.
- **Inhouse research and development resources** with advanced engineering and prototyping capacity.
- **Intellectual property to be protected worldwide.**
- **Closed product loop with fully recyclable mixed plastics waste products.**
- **One square meter of recycled boards uses 16 kg mixed plastics waste and 32 kg of CO<sub>2</sub> and 35 liters of crude oil are avoided.**
- **Certified life cycle analysis** available.

Investment offer:

The short time growth phase comprises steps as to further develop the material formulation, to strengthen the market expansion and to scale up the business model with the help of national and international partners.

The owners are looking for a **“bridge to exit” financing of CHF 800'000** offering 4000 shares, ie. an **equity share of 15 %** (minimum investment is CHF 200'000).

In a medium-term approach, the company owners plan to **exit in 2025** with a share price to be calculated on the basis of the profitability achieved so far. The offer is therefore particularly directed at investors interested in industrial plastic processing/recycling or in manufacturing/trading of boards and panels.

Kontakt:

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