

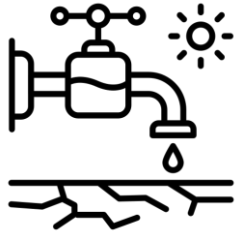
Planet

Nature Inspired  
Technology

We Enable Dryland **Carbon Farming** and  
**Ecosystem Regeneration**

Without Competing for Freshwater and Fertile Soil

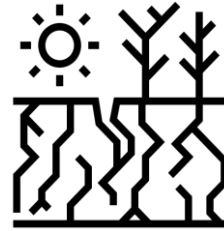
# We tackle the three main challenges that limit dryland agro-reforestation



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Water  
scarcity

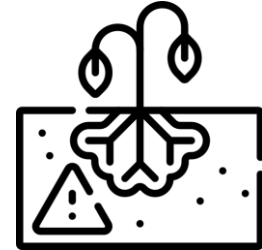
**1%**  
of all water is  
freshwater



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Soil  
degradation

**40%**  
of world's  
land



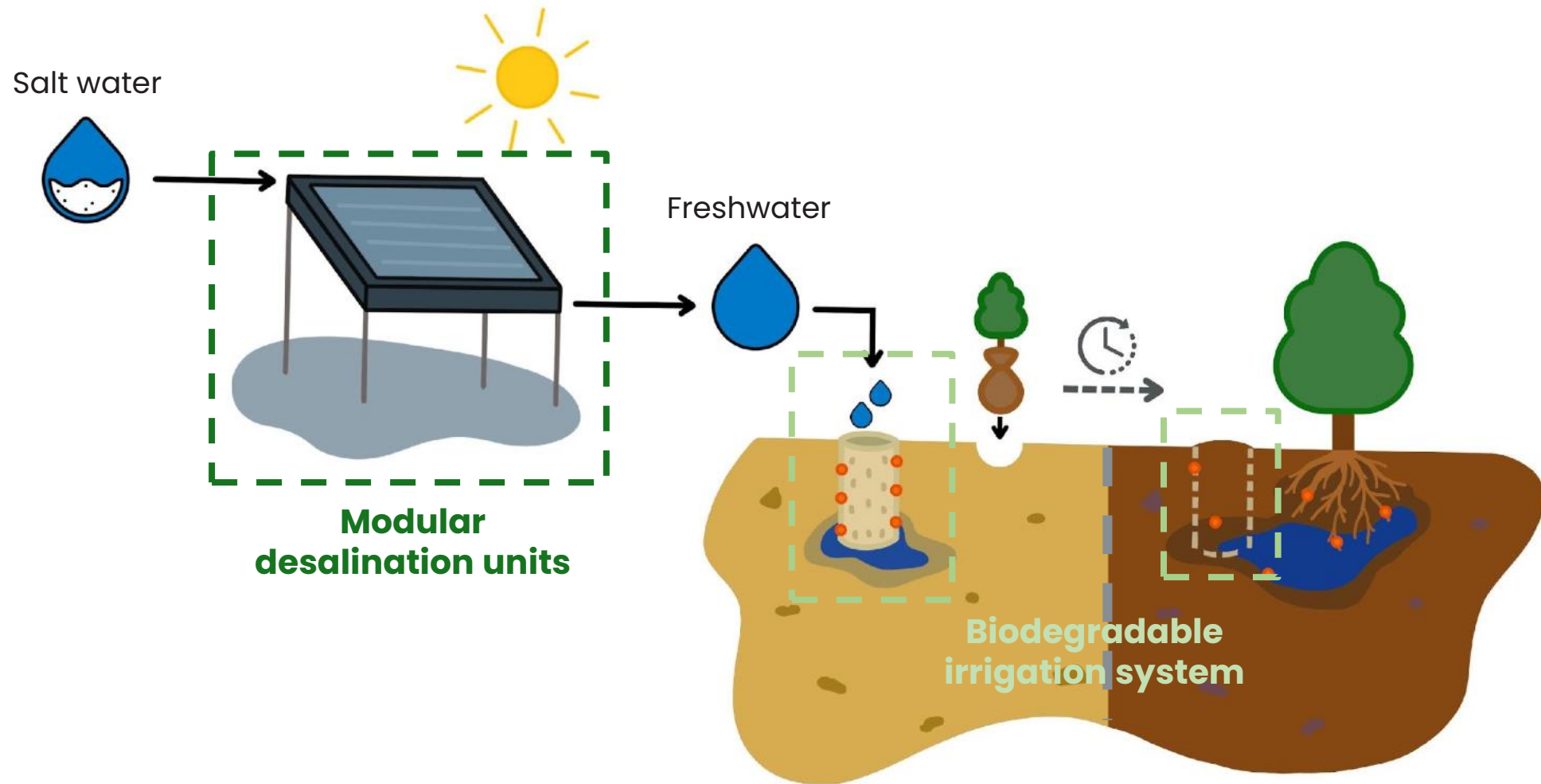
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Low  
survival rate

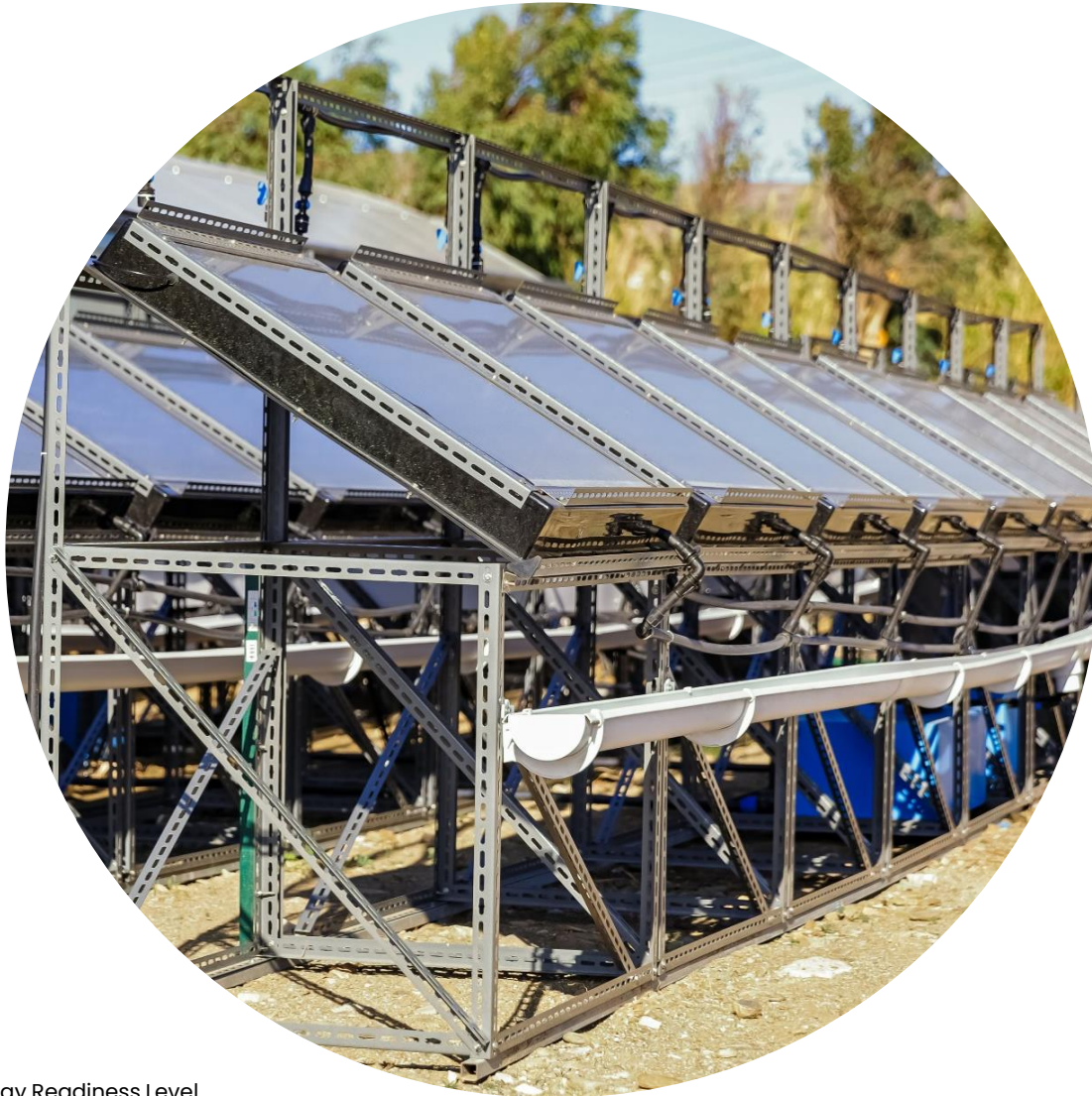
**40%**  
of trees planted  
die in 5 years

# Our solution leverages salt water to regenerate dryland and sequester CO<sub>2</sub>

## This is the Mangrove Technology Platform



# We make available easy-to-use, sturdy and competitive desalination units



Powered by  
the sun



Embedded  
salt factory



Modular/  
scalable



TRL 7

# We also provide biodegradable and nutrient rich planting modules



Fungi based



Water retaining



Soil improver



TRL 4



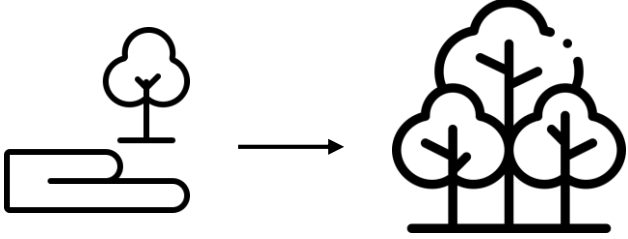


# Our value proposition



Increased soil and water availability

+



Reliable trees and plant survival rate

An icon of a hand holding a globe with a plant growing on it, set against a green background.

**Dryland afforestation**



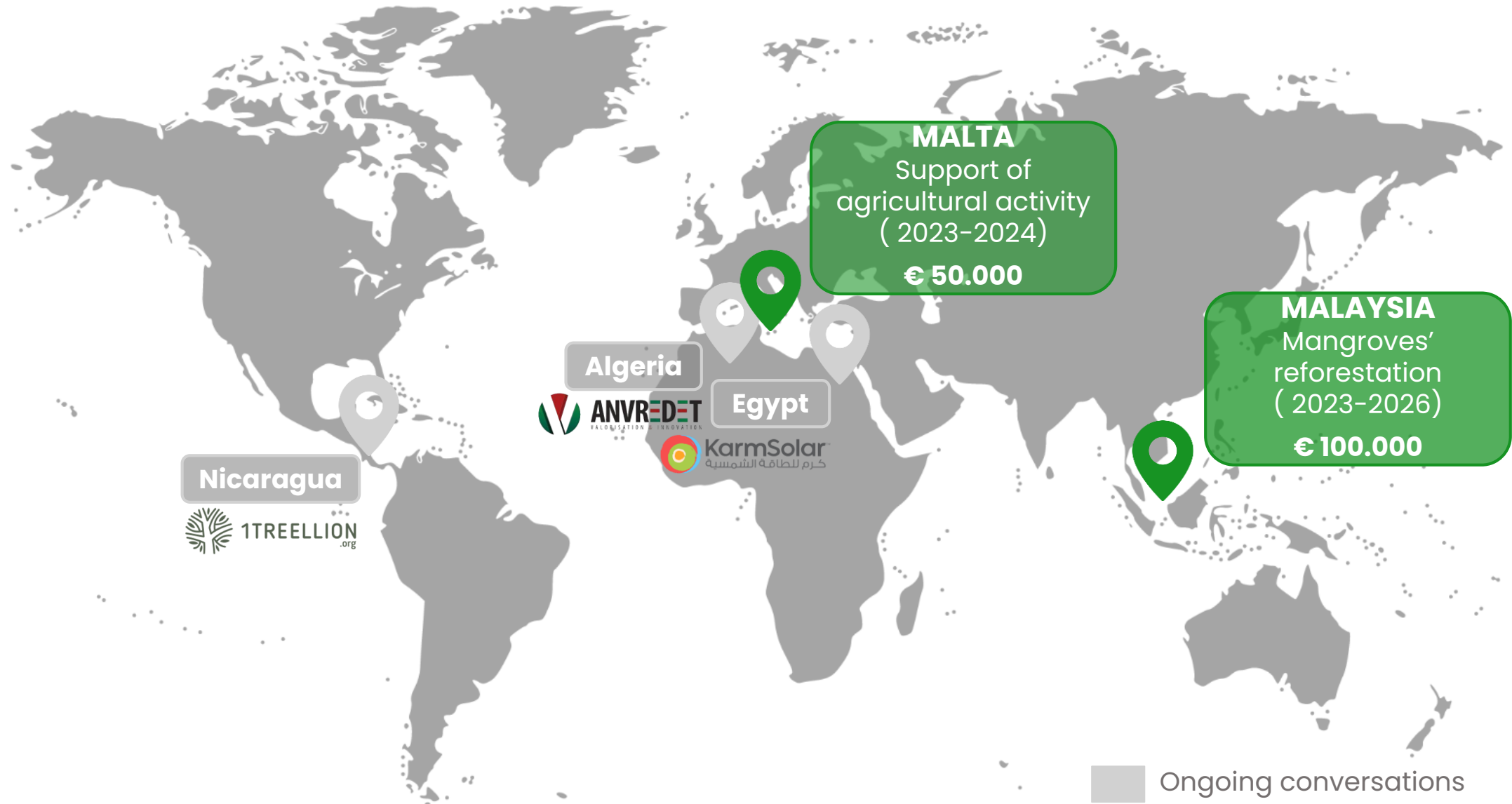
# Planting Providers



# Project Resellers



# We got our first two customers in 2023













# Intellectual Property



- For the **modular desalination units**:  
Patent request under the EU-market (Application: EP22163434.8) "A Passive Solar Still Unit And A Plant For Treating Salted Water And Producing Salt".
- For the **biodegradable irrigation system**:  
Shared IP with Novobiom, our belgian partner.

# Here's what we found when comparing our Desalination System to small RO systems

	<b>MTP</b>	<b>Small RO</b>
Capital investment	<b>Low</b>	<b>High</b>
Water cost (EUR/L) <i>Takes into account energy use</i>	<b>0.020 – 0.024</b>	<b>0.016–0.022*</b> <i>Considers brine discharge environmental impact (+30%)</i>
Runs with PV panels		
Standard components - Locally available		
User friendly (low technical complexity)		
Zero Brine Discharge and salt recovery (> Additional income)		
Manages different water qualities (salinity, pollution)		

\* A. Al-Karaghoul & L.Kazmerski, 2013  
Shrivastava & Adams, 2019

# Financials 2023 – Income Statement

Year Year ending	0 2023	1 2024	2 2025	3 2026	4 2027	5 2028
Revenue (Bottom-Up Scaling-Up)	50	250	450	1,350	2,700	6,200
Cost of goods sold 50 > 46%	-25	-125	-225	-662	-1,323	-2,914
R&D 2>6 FTE	-96	-144	-144	-192	-192	-288
Sales & marketing 1>6 FTE	-48	-72	-96	-144	-192	-288
Gen&Admin 5% > 6%	-13	-23	-35	-83	-152	-339
Project Management 1>8 FTE	0	-48	-48	-72	-96	-384
Interest	-1	-1	-1	-2	-2	-2
Grants (based on past / actual evidences)	213	213	256	307	337	574
Tax 25%	20	-12	-39	-126	-270	-640
<b>Net income</b>	<b>60</b>	<b>37</b>	<b>117</b>	<b>377</b>	<b>810</b>	<b>1,919</b>

\* Thousands €

# Financials 2023 – Ratios

Year Year ending	0 2023	1 2024	2 2025	3 2026	4 2027	5 2028
Gross margin	50%	50%	50%	51%	51%	53%
Operating margin	-264%	-46%	-11%	20%	31%	38%
Net margin	119%	15%	26%	28%	30%	31%
Revenue per FTE	17	45	75	159	270	310
Pre-money valuation	950	2,008	3,233	NA	NA	NA

*\* Thousands €*

# Financials 2023 – Cash Flow Statement

Year Year ending	0 2023	1 2024	2 2025	3 2026	4 2027	5 2028
Net income	60	37	117	377	810	1,919
Depreciation	0	0	0	0	0	0
Capital expenditures (20% 23+24; 15% 25...)	0	-50	-90	-203	-405	-930
Debt issued	0	0	0	0	0	0
Debt repaid (38 to repay from 24)	-24	-18	-12	-8	0	0
Equity issued (23 achieved; 24 to be prepared)	50	300	100	0	0	0
Dividends paid (20% net income)	0	0	0	-75	-162	-384
<b>Cash flow</b>	<b>86</b>	<b>269</b>	<b>115</b>	<b>91</b>	<b>243</b>	<b>605</b>

\* Thousands €

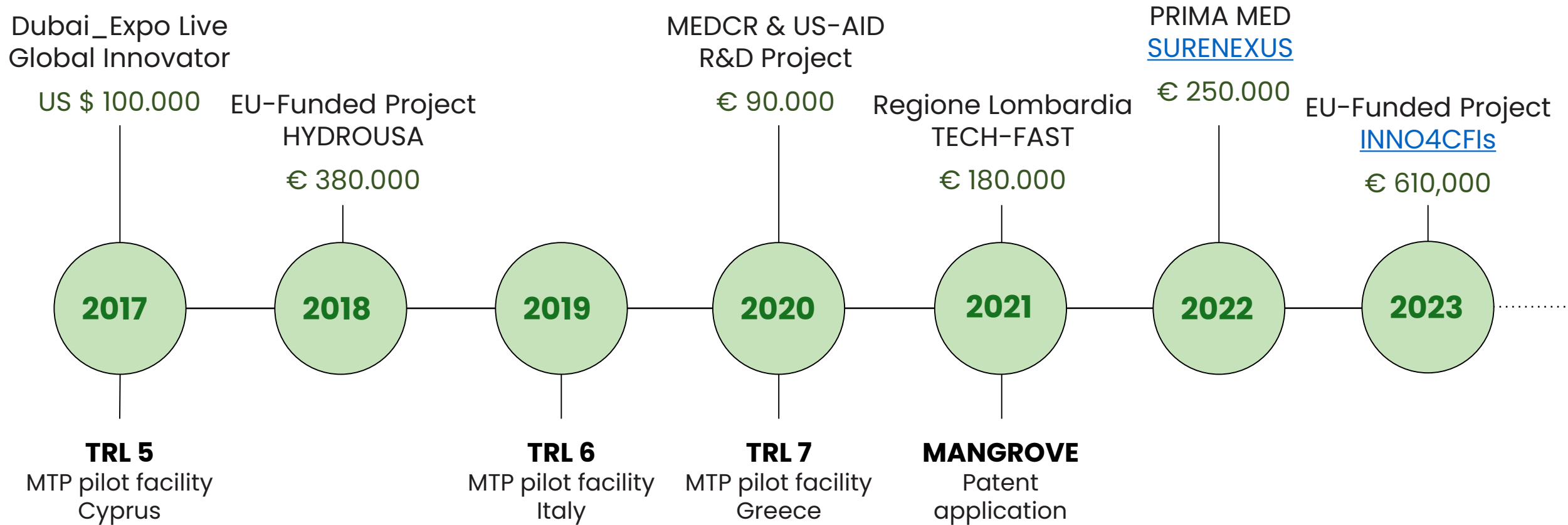
# Financials 2023 – Balance Sheet

Year Year ending	0 2023	1 2024	2 2025	3 2026	4 2027	5 2028
Cash (Investment vs. Dividends Scenario)	86	355	470	561	804	1,409
Property, plant & equipment	45	95	185	388	793	1,723
<b>Assets</b>	<b>131</b>	<b>450</b>	<b>655</b>	<b>948</b>	<b>1,597</b>	<b>3,132</b>
Debt	38	20	8	0	0	0
Equity	93	430	647	948	1,597	3,132
<b>Liabilities and equity</b>	<b>131</b>	<b>450</b>	<b>655</b>	<b>948</b>	<b>1,597</b>	<b>3,132</b>
<b>Headcount (FTE)</b>	<b>3</b>	<b>6</b>	<b>6</b>	<b>9</b>	<b>10</b>	<b>20</b>

\* Thousands €



# We've collected 1 M EUR grants so far



# And we're tech partner of a big EU-funded project:



**Funding:** € 9'000'000  
**Period:** 2023-2026

## Our key partners



Agroforestry project  
development



Remote sensing  
MRV



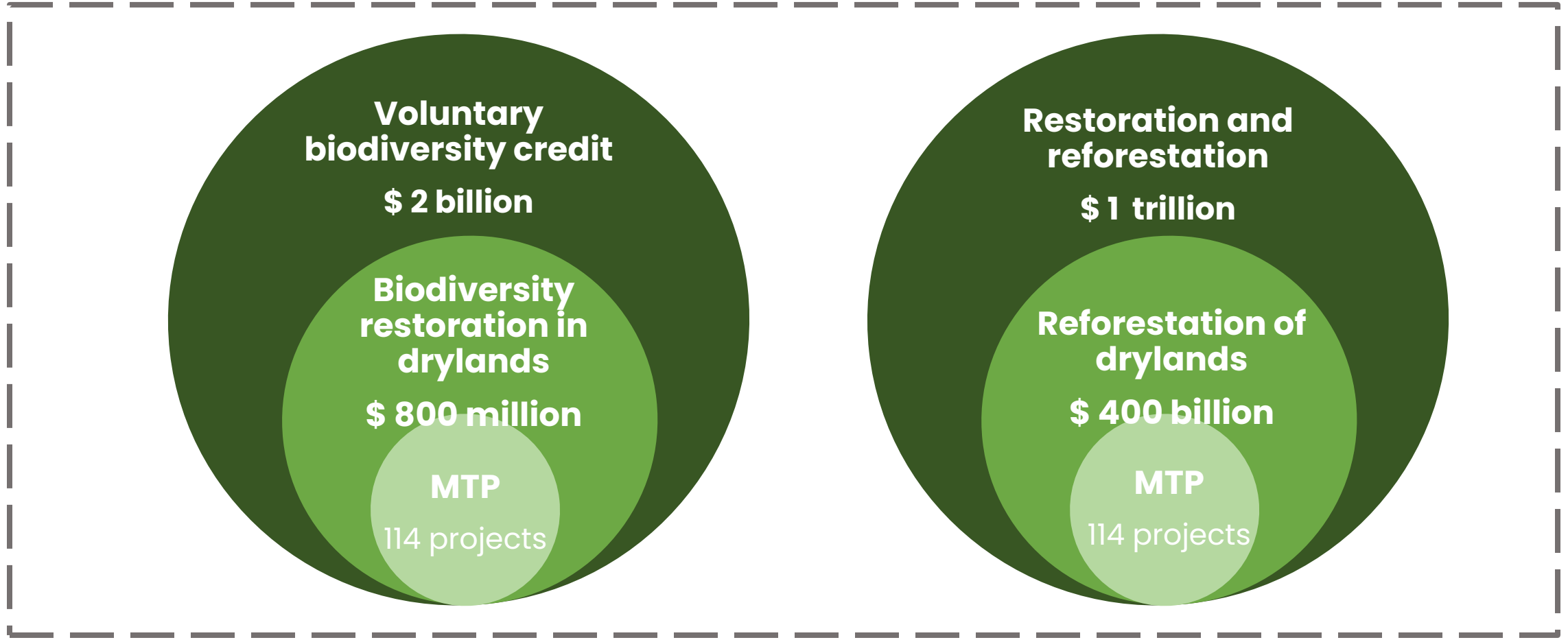
Carbon storage assessment  
Nature-based carbon credits



Artificial intelligence  
Blockchain



# We'll enter the nature positive market



**Nature positive market**

# Carbon project developers are growing: and the number of new agroforestry and reforestation projects shows a 48% YoY growth

## New Entrants

**180+**

Developers added in 2022  
(2129 total no. of developers)



**500**

New projects added  
by new developers

**2.8**

Average no. of projects  
per new developer

**100 Mt**

Annual expected credits  
by new developers



# Also, carbon market dynamics and projections indicate credit prices will increase in coming years



# Current & foreseen impacts

## since 2020 GREECE



**225 m<sup>3</sup> (75 m<sup>3</sup> /y)**  
of freshwater



**1500 Kg (500 Kg/y)**  
of organic tropical fruits



**2000 Kg (700 Kg/y)**  
of food-grade salt



**45m<sup>3</sup> (15 m<sup>3</sup>/y)**  
of brine **NOT** discharged



**3 trained** locals  
(At use of local community)

## 2024 MALTA



**35 m<sup>3</sup> (35 m<sup>3</sup>/y)**  
of freshwater



**100 m<sup>2</sup>** agricultural  
greenhouse



**325 Kg (325 Kg/y)**  
of food-grade salt



**7 m<sup>3</sup> (7 m<sup>3</sup>/y)**  
of brine **NOT**  
discharged



**1 trained**  
local technician  
(Used by farmers)

## 2024 MALAYSIA



**35 m<sup>3</sup> (35 m<sup>3</sup> /y)**  
of freshwater



**5 ha** Mangrove  
ecosystem restoration



**325 Kg (325 Kg/y)**  
of food-grade salt



**7m<sup>3</sup> (7 m<sup>3</sup>/y)**  
of brine **NOT**  
discharged



**2 trained**  
local technicians  
(Used by Boluuh  
indigenous  
community)

## in 5 years - 2028



**9000 m<sup>3</sup>/year**  
of freshwater



**ca. 400 ha**  
Agroforestry



**ca. 80 t**  
of food-grade salt



**ca. 1,700 m<sup>3</sup>**  
of brine **NOT**  
discharged



**ca.200 trained**  
local technicians



**4,000-8000 t**  
of CO<sub>2</sub> capture  
by planted trees

# Our team: multidisciplinary and focused



ALESSANDRO VILLA  
CEO



ALESSANDRO BIANCIARDI  
PhD, Environmental Engineer



LAURA BETTINI  
Administrative



ALESSANDRO ZECCA  
Project Manager



LORENZO COSTANZO  
PhD, Product manager



CAMILA CHARPENTIER A.  
Chemical engineer



MAREK MOJZIS  
PhD, Soil engineer



GIULIA BERNI  
Biotechnologist and  
data analyst



GIULIA VILLA  
Environmental  
engineer





Planet

Nature Inspired  
Technology

We keep the Earth habitable

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