

# SUSTAINABILITY & MANUFACTURING SESSIONS MAR 31

Organized by  FLANDERS  
INNOVATION &  
ENTREPRENEURSHIP  startups.be | SCALE-UPS.EU  
together for #strongentrepreneurship

In collaboration with  pwc

FOUR & FIVE  
SMART LEGAL SOLUTIONS

Presented by 

# CONTENT

- Introduction Sustainability & Manufacturing
- About the Sessions
- Schedule
- Meet the pitching startups

## ■ Session #7 Sustainability

- |                   |                           |
|-------------------|---------------------------|
| 1. Brauzz         | 6. Zero Waste Solutions   |
| 2. PolyPerception | 7. Upp! UpCycling Plastic |
| 3. Triple Helix   | 8. Fit Things             |
| 4. Edmire         |                           |
| 5. Veylinx        |                           |

## ■ Session #8 Manufacturing

- |           |                     |
|-----------|---------------------|
| 1. Pozyx  | 5. ClimateCamp      |
| 2. Laupat | 6. BioBTX           |
| 3. Oxylum | 7. Circular Matters |
| 4. D-CRBN | 8. Eniris           |

## ■ Meet the partners

- FOUR & FIVE
- Procter & Gamble
- PwC

## ■ About Startups.be | Scale-Ups.eu

## ■ Upcoming TBS Sessions

# About the Sessions

## 8 SESSIONS, 8 VERTICALS, AND 8 PITCHING STARTUPS, THAT'S THE BIG SCORE SESSIONS!

The sessions today focus on **Sustainability and Manufacturing**.

During these Sessions, 16 startups who are changing the future of sustainable packaging and manufacturing will pitch their innovative solutions to worldwide problems. They will receive valuable business feedback from an expert panel of industry thought leaders, investors and corporate innovators.

The pitches are live but will also be streamed to an audience of 'deep pocket' investors, sourcing corporates and attending startups. Afterwards, attendees have access to one-one-one meetings. These sessions are powered by Procter & Gamble, hosted at InQbet Campus.

## ABOUT OUR SESSION PARTNER



At P&G, environmental sustainability is embedded in how we do business. We have a responsibility to make the world better. P&G is committed to positively impacting our homes, our communities, and our planet — especially in the areas of climate, forestry, water and packaging.

Description: In 1963, P&G chose Belgium for its first Research & Development Center for Fabric and Home Care products, located on the old Expo '58 site. The facility was called The European Technical Centre, later renamed the Brussels Innovation Centre.

Today P&G employs about 1,450 people in Belgium. At the Brussels Innovation Centre, there are more than 1,100 people, of which more than 600 are scientists and engineers. Our plant in Mechelen, has about 300 employees, who produce Automatic Dishwashing tablets.

# SCHEDULE

## SUSTAINABILITY SESSION

powered by



## MANUFACTURING SESSION

powered by



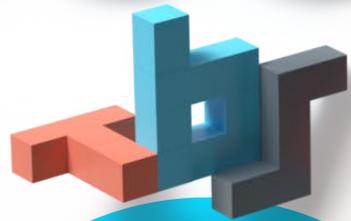
### MORNING

- 09:00 Welcome & Breakfast
- 09:30 Kick-off Talk
- 09:45 **Pitching Round #1** - 4 Startup Pitches + Q&A
  - 09:45 Brauzz
  - 09:59 PolyPerception
  - 10:13 Triple Helix
  - 10:27 Edmire
- 10:45 Break & 2 One-on-ones
- 11:25 **Pitching Round #2** - 4 Startup Pitches + Q&A
  - 11:25 Veylinx
  - 11:39 Zero Waste Solutions
  - 11:53 Upp! UpCycling Plastic
  - 12:07 Fit Things
- 12:25 Lunch Break & 3 One-on-ones

### AFTERNOON

- 13:45 Kick-off Talk
- 14:00 **Pitching Round #3** - 4 Startup Pitches + Q&A
  - 14:00 Pozyx
  - 14:14 Laupat
  - 14:28 Oxylum
  - 14:42 D-CRBN
- 15:00 Break & 2 One-on-ones
- 15:40 **Pitching Round #4** - 4 Startup Pitches + Q&A
  - 15:40 ClimateCamp
  - 15:54 BioBTX
  - 16:10 Circular Matters
  - 16:22 Eniris
- 16:40 3 Final One-on-ones
- 17:30 Informal Drinks

# SUSTAINABILITY SESSION



MEET THE  
PITCHING  
STARTUPS

powered by



# There's no waste, only resources.

Climate Change is setting binding international ambitions to transform the complete production chain in the years to come, with a huge impact in the energy and manufacturing space. The reduction of and re-use of resources will play a vital role in the road to net zero and shift towards a more sustainable and circular economy, driven by radical technological innovations in the field of resource recovery, lead by progressive corporations, showing the way.

With more than 9 billion tons of plastic created since the production of synthetic materials began in the early 1950s (enough to cover the entire country of Argentina), and global production of plastic increased from 2 million metric tons in 1950 to more than 370 million metric tons in 2020, used polymers are no longer only impacting the natural environment, they should be considered as artificial 'planet earth' resource. Despite what consumers want, only 2% of plastics since the '50 has been recycled, with 90+% ending in landfills, being burned or defragmenting in our oceans. With plastic production estimated to double within the next 20 years, it's all hands-on deck to disrupt this ecological nightmare.

Fortunately plastics are valuable enough to be a key material within the circular economy. Their diverse composition and processing techniques make them both versatile and challenging at end-of-life. Technological developments and expertise is well advancing in technical domains such as mechanical recycling, thermo-chemical recycling, pre-treatment of waste streams and the design of new polymers. Yet, there is still a long and urgent way to go in knowledge on life cycle assessment, design expertise and consumer behaviour to achieve lasting impact. A key responsibility lies with mainstream retailers across all industries, to shift from traditional plastic packaging, to bioplastics and plant-based polymers and to reach out to academics or appropriate tech companies.

Strict government regulations is slowly banning single-use plastics, and encouraging the usage of alternative, such as bioplastics and plant-based polymers. This stimulates the spurring growth of non-petroleum products in the market with companies developing alternatives to traditional packaging materials. The questions is if market dynamics will change enough at all levels, including consumer behaviour and shipping services, to propel the circular use of ecological-friendly packaging, films, bottles and so on.

Another essential resource in a more circular economy is water. Since the 60's, fresh water availability per person went down from 13000m<sup>3</sup> to less than 6000m<sup>3</sup> in 2017 (in data from the World bank). This is due to a rise in population and rising living standards. Next to water use by households, industrial water use can account for 25% of total production cost and up to 57% of the total freshwater consumption. Smart water (re-)use and the recovery of essential resources from various water flows has been researched profoundly in the last decades. Integration of technologies is making pace, with popular applications in wastewater treatment of the future, nutrient and metal recovery and identification of useful resource streams.

Circularity goes to the heart of many of the challenges presented by the pandemic. The need for ecological and efficient production, to build more local supply chains and to rethink our most burthening processes.

Circularity is no longer a buzz word, but has become a guiding principle for smart companies that understand the end-consumer's worries and the competitive advantage that circular economy can present to pioneering businesses.



**BRAUZZ. promotes sustainable consumption by offering products that don't compromise on efficiency/ price and convenience.**

Cleaning products consist 90% out of water and single-use plastics. BRAUZZ. offers a solution by providing plastic-free cleaning products that are 100% biodegradable. As we don't ship water nor plastics, we can also save up to 96% in CO2 emissions. BRAUZZ. offers these products D2C via our own web shop. Customers can also opt for a subscription.

### LOOKING FOR

- Seed Funding

### CONTACT

Lowie Vercreaeye - Co-Founder

[lowie@brauzz.com](mailto:lowie@brauzz.com)

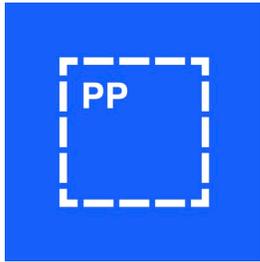
+32 479431200

----

brauzz.com

### KEY FACTS

- Churn rate on subscriptions < 10%.
- Revenue growth x8 on 7 months.
- Clients & cases: Bio Planet, Orange, Cake, KBC deals, Corporate benefits.
- Unizo starter of the year 2020/ Winner of the sustainable family awards category Innovation 2022.
- BRAUZZ. avoided already +100k plastic bottles



## Revolutionizing Waste Management with Artificial Intelligence

We use artificial intelligence and cameras to empower waste sorting and recycling facilities with real-time operational data of their end to end process. These facilities have traditionally operated with a huge blind side and very little data. If we are to truly move towards a circular economy, we need to enable these recycling and sorting facilities to move from 60% operational efficiency to above 95%.

### LOOKING FOR

- Seed Funding
- New Strategic Partners
- Sales Prospects

### CONTACT

Parshva Mehta - Co-Founder & COO

[parshva@polyperception.io](mailto:parshva@polyperception.io)

+32 489739538

----

[polyperception.io](http://polyperception.io)

### KEY FACTS

- Revenue of 50.000 EUR within 12 months of operations (40% of revenue is a yearly recurring license fee).
- 4 customers in 3 different European countries. We're now a team of 5 (3 new engineers joined in addition to the founding team).
- Our customers: 2 sorting plants in Belgium, 1 recycling plant in Switzerland, 1 sorting plant in Switzerland and 1 recycling plant in France



## Turning waste streams into raw materials for the chemical industry

With a replicable pilot plant, we wish to make all polyurethane foams recyclable worldwide to provide a first and industry wide solution for end of life polyurethanes. In addition, we will substitute virgin petrochemical feedstock even more by also recycling nowadays unrecycled PET streams for conversion into polyurethane feedstock.

### LOOKING FOR

- Series A Funding
- Seed Funding
- Anchor Investor

### CONTACT

Steven Peleman - CEO

[steven@triplehelixgroup.com](mailto:steven@triplehelixgroup.com)

+32 478983082

----

[triplehelixgroup.com](http://triplehelixgroup.com)

### KEY FACTS

- Our circular business model matches virgin material OEM's EBITDA%
- With 15mn equity we can support and save a \$75bn market
- Our sector federations and key OEM's are supporting this initiative
- Articles in newspapers, Trends, De Tijd, Flows and many keynotes
- SurePUre obtained the first concession on Port of Antwerp's NextGenDistrict



**Our goal, the most sustainable design for your product.**

EDMIRE supports companies in their transition towards a net zero future by designing product and service solutions that have the lowest possible environmental impact. We use a design process rooted in Life Cycle Thinking and Ecodesign. We explore the impact of products and analyse ways to reduce it. Based on our research insights, we develop products that are accustomed to a circular economy. We work this way because we commit to a net zero future and are therefore proud to be B-CORP certified.

### LOOKING FOR

- Sales Prospects
- Internationalization
- New Strategic Partners

### CONTACT

Vincent De Smedt - Founder

[vincent@edmire.be](mailto:vincent@edmire.be)

+32 473629890

----

edmire.be

### KEY FACTS

- 46,15% approved quotes (with still many open due to budget stress)
- +100% growth in 2022 (feasible target)
- First project signed with P&G, other corporates in line
- 2x IF design award 2021 (for sustainable products)
- B-CORP certified



## Auctions speak louder than words!

Veylinx offers a solution to test how consumers truly value innovation. The issue with traditional research is that it is hypothetical, using surveys, and with that the results are heavily overstated. Veylinx has a unique auction platform used to measure how consumers truly value innovations using their own money. This offers the most realistic insight into volume potential, price optimisation, positioning and target group. Veylinx does a lot of work around sustainability, to understand how to position or talk about sustainable initiatives in a way that they are valued by consumers.

### LOOKING FOR

- Sales Prospects
- New Strategic Partners
- Series A Funding

### CONTACT

Rainier van Rietschoten - Co-Founder

[rainier@veylinx.com](mailto:rainier@veylinx.com)

+31 623163133

----

[veylinx.com](http://veylinx.com)

### KEY FACTS

- Working with 20+ listed in the fortune 200
- Achieved 60% revenue growth in 2021
- Over 80 projects completed with P&G
- While starting as a consultancy firm, we have started this year to open our platform to third parties unlocking true SaaS revenue

# SUPERZERÒ

## Your liquid in bulk. Natural, effective and Belgian cleaning products !

Superzero is a new distribution model for liquids 100% free of single-use plastic. Our mission is to accelerate consumers' transition towards zero-waste liquids consumption.

### LOOKING FOR

- New Strategic Partners
- Sales Prospects
- Series A Funding

### CONTACT

Marcial Puente Argumedo - Marketing Head

[marcial@superzero.eu](mailto:marcial@superzero.eu)

+32 483440132

----

[superzero.eu](http://superzero.eu)

### KEY FACTS

- Doubling revenues 2 consecutive years.
- Largest Zero-Waste liquid dispensers network in Belgium in 2 years.
- Presence in key Belgian retailers: Carrefour, Delhaize, BioPlanet, Sequoia, Bulk and Bio Chains.
- BeCircular laureate in 2021 and 2022. Foundation for Future Generations laureate in 2020.
- Own developed technology and patented dispensing system.



**Upp! Together we make our world clean, green and circular.**

Upp! UpCycling Plastic BV develops and executes regional circular projects for regions to become zero-plastic-waste. Upp! offers a solution to process the difficult to recycle plastic and textile waste streams into robust and recyclable products and applications for regional markets. In an Australian-Dutch collaboration Upp! is currently setting up a test and demo factory in Groningen in the Netherlands. Upp! has secured funding (3m USD) for the first Upp! Circular Plastic Factory (capacity 1st phase 5000 ton/year) in Surabaya, Indonesia. Currently Upp! is ready to scale up and replicate.

### LOOKING FOR

- Series A Funding
- Internationalization
- New Strategic Partners

### CONTACT

Jan Jaap Folmer - Chief Upp!

[janjaap@upcyclingplastic.com](mailto:janjaap@upcyclingplastic.com)

+31 615574232

----

[upcyclingplastic.com](http://upcyclingplastic.com)

### KEY FACTS

- Secured funding for 2 pilot projects, 1m USD (NL), 3m USD (Indonesia) in 2021/22
- 2 projects in execution, 8 projects in the pipeline
- Collaboration with Plastech Recycling (Australia) on technology, JV with key partners Sympact Solutions, Bek & Verburg and Plastech in the Netherlands/Europe.
- Prove our solution for the unrecycled part (90%!) of the plastic and textile waste streams works.



**Slimbox**<sup>®</sup>

**Fitting packaging. Made by you.**

We offer a packaging solution that allows you to create perfectly fitting cardboard boxes around your products. Any size. Any fit. Inlays for stability. Own drawings for marketing purposes. Slimbox does it all. All you need is standard cardboard and you have any existing box in the world at hand.

### LOOKING FOR

- Sales Prospects

### CONTACT

Toon Pauwels – Product Manager  
[toon@fitthings.be](mailto:toon@fitthings.be)  
+32 474521768  
----  
slimbox.eu

### KEY FACTS

- Partnered up and that allows us to expand
- Fase 2 for our company -> Launch of the new improved model (speed / possibilities / endless laser cutter / own designs / ... ). Group of 7 people and growing fast.
- TU Delft called us to study the environmental impact of our solution
- Citeo Circular Challenge / Oscar de l'Emballage / Tech Startup Day Award / Postal and Parcel Technology International Award / Coup de coeur / supply chain award / ...

# Meet our Sustainability experts



**Olivier  
Houpert**

Vice President, Global Dish Care R&D,  
and Brussels Innovation Center Site Leader



Olivier Houpert is a chemical engineer and started his career at P&G in 1991 as Scientist, Laundry Powders Products Research in Paris. Momentarily he is Vice President Global Dish Care R&D and Brussels Innovation Center Site Leader.



**Nathalie  
Roosen**

Investment Manager  
LRM



Nathalie joined LRM in 2016 and is currently working as investment manager and board member of several portfolio companies, both with main focus on Sustainable Societies (Green Energy, Smart Cities, Recycling & Materials and Agricultural Technology, investments are based on the United Nations' Sustainable Development Goals) and Health and Care (innovative technologies in the health and care sector).

As head of the commercial team within Four & Five, Tessa has extensive experience in commercial and corporate matters and counsels domestic and international clients - ranging from start-ups to established companies - on a variety of commercial contracts. She is also a sought-after expert for entrepreneurs at numerous business incubators.



Partner  
FOUR & FIVE  
**Tessa  
Gijbels**

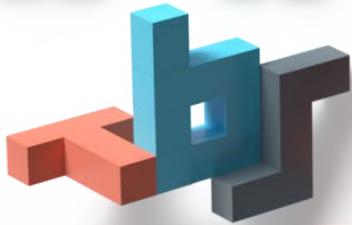


Manager  
AB InBev  
**Massimo  
Venegoni**



Innovation and Sustainability SME, on a quest to embed objective Sustainability into Innovation streams, to accelerate the pace towards our Net Zero and Circularity commitments.

# MANUFACTURING SESSION



MEET THE  
PITCHING  
STARTUPS

powered by



# Fixing the Factory: the age of green manufacturing

The manufacturing industry has always been an early adopter known for its appetite for cost saving technology. Although plenty of production is still driven by labour, it are the large manufacturers that are pioneering machine learning, cutting edge sensors, advanced robotics and digital solutions that reduce human intervention and sharpen the competitive edge. The Internet of Things has demonstrated effectiveness, with research showing 71% of industrial makers are building IoT-related solutions in both active and in-development projects.

The "gather data, analyse it and hit the A.I. button" has propelled productional Darwinism with smarter, more efficient and cleaner processes leading to decisive competitive advantages in the manufacturing chain: supply and stock management, quality control, optimized production, maintenance, shipping and location tracking as a grasp of the operations that are being reinvented.

Yet, low-carbon manufacturing and minimal environmental impact systems should now be the first priority along nearly every step of the production chain. Manufacturers that embrace the shift will discover opportunities for innovation—inspiring inventive green design and novel applications of technology. Those who are unprepared will find themselves left behind in the years to come. Yet, the technological and organizational challenges remain gigantic. Looking into the shift to carbon neutral production: experts state that existing technologies can help us to reduce up to 65% of emissions needed to reach net zero by 2050, with the 35% remaining that will require new innovative breakthroughs.

Amid the energy transition, hydrogen is back as a key technology to carbon neutrality. The sector is on fire, with hydrogen stock soaring and (new) companies producing hydrogen, fuel cells, energy storage, fueling infrastructure attracting more investments than ever. Hydrogen is very promising as an energy source (zero emissions and high energy), still the market is struggling to find a way to reduce the cost of hydrogen production to make it competitive with classic energy sources. In the next years, electrification will continue to boom. In 2021 transport electrification technologies accounted for half of climate tech VC investment. Going hand in hand, is the (long-duration) energy storage and battery space. Household and industrial storage have received exponential funding over the past several years and see rising technologies such as sodium-ion batteries described as the cost cutting storage element to confirm electric vehicles and storage applications for ever.

Even more interesting is how smart grid technologies will evolve. Current power grids are inefficient, carbon driven and incapable of meeting the growing energy demand. Yet if renewable energy can meet capacity needs combined with energy storage, smart grids will allow green energy trading with precise prediction of energy demand and will present traders with real-time energy prices. This could trigger a revolution with green energy flows between homes, businesses, storage batteries, renewable energy sources and the power grid itself.

**It's clear that corporations are taking the lead in a sustainable future and should be supported in every way possible. Startups.be is happy to do partner with P&G to do so.**



**Pozyx proves how innovative location technology optimizes industry process efficiency, bringing truly smart manufacturing one step closer to reality.**

Pozyx solves the toughest RTLS (real-time location system) challenges and creates innovative solutions that span across Industry 4.0, smart manufacturing, and the IoT. Pozyx delivers the most flexible real-time location systems (RTLS) for asset tracking based on UWB (ultra-wide band) technology to position people & assets with unprecedented accuracy. The soon-to-be-launched Pozyx Hub provides a Platform for All Moving Things for indoor and outdoor industrial location tracking in manufacturing and logistics.

**LOOKING FOR**

- Sales Prospects
- Internationalization

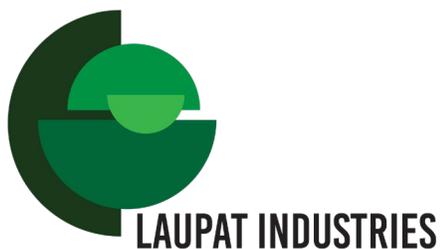
**CONTACT**

Samuel Van de Velde - Founder & CEO

[samuel@pozyx.io](mailto:samuel@pozyx.io)  
 +32 472883167  
 ----  
 pozyx.io

**KEY FACTS**

- Sold over 4000 kits and enterprise solutions, shipped to over 80 countries, in a diverse group of solutions, markets and industries.
- Opened its first dedicated U.S. office to support growth in North-America in 2021.
- Clients: Arcelor Mittal, ALD, ACA, Bonduelle, Thales
- Enters Gartner’s Magic Quadrant for indoor location services in 2021
- Tracks ten thousands of cows in 3 continents.



## Laupat Industries, Simply Sustainable.

LAUPAT INDUSTRIES converts old car tires into 4 valuable raw materials: green oil, recoverd carbon black, steel and hydrogen. The thermolysis process has no CO2 emissions and is energy neutral. We realize a material valorization of more than 95%!

### LOOKING FOR

- Seed Funding

### CONTACT

Walter Patijn - Managing Director

[walter@laupatindustries.com](mailto:walter@laupatindustries.com)

+32 484478779

----

laupatindustries.com

### KEY FACTS

- Turnover forecast 2023-2026: Total sales 2023: 1.431K 2024: 2.821K 2025: 7.740K 2026: 16.113K
- Full production phase 1: 20,000 tons of ELT's in 2024; up-scaling to 40,000 tons of ELT's in 2026
- International roll-out and advanced negotiations are already on the way in several countries
- Worldwide patented technology; several press releases
- Only pyrolysis oil in the world with "Reach" certificate



## Pioneers in carbon transition

In 2016 our basic research started with a simple question: “how can we create a circular carbon economy”. This has led to the development of our novel and patented electrochemical technology where captured CO<sub>2</sub> is converted into chemical building blocks such as formic acid, carbon monoxide and ethylene. To-date a proof of concept lab-scale system is operational. The goal of Oxylum, a University of Antwerp spin-off company, is to further develop this technology. In 2022 a kW scale demonstration unit will be constructed. This unit will be used to benchmark the economic viability of the technology

### LOOKING FOR

- New Strategic Partners
- Corporate R&D Partner
- Seed Funding

### CONTACT

Bert De Mot - Co-Founder & CEO

[hello@oxylum.com](mailto:hello@oxylum.com)  
+32 487780583

----

[oxylum.com](http://oxylum.com)

### KEY FACTS

- Intensive R&D program since 2016 at UAntwerp leading to patented technology
- Reaching production of highly concentrated and pure formic acid in litre scale
- Projects with Port of Antwerp and several manufacturers of cleaning products

# D-CRBN

## The fastest route to a net zero world

D-CRBN (DECARBON) is a cleantech start-up company that carries out the goal to recycle captured CO<sub>2</sub> into Carbon monoxide (CO). This Carbon Capture and Utilization (CCU) process creates new added-value products such as e-fuels, polymers, and chemicals. In this way, CO<sub>2</sub> recycling becomes a cornerstone of a circular carbon economy that supports a net-zero future. In short, we turn a harmful gas causing climate change into a business opportunity.

### LOOKING FOR

- New Strategic Partners
- Corporate R&D Partner
- Series A Funding

### CONTACT

Gill Scheltjens - Co-Founder & CEO

[gill.scheltjens@d-crbn.com](mailto:gill.scheltjens@d-crbn.com)

+32 478417885

----

d-crbn.com

### KEY FACTS

- First year break even.
- Very successful Techno Economical Studies. Not allowed to mention clients NDA signed
- Start building our first pilot line that converts CO<sub>2</sub> into CO mid 2022. ICON project with very strong industrial consortium.



## We build enterprise software to help Sustainability Managers.

How can I manage the Carbon Footprint of 500 different products in my company portfolio? How do I manage the Carbon Footprint of 60 different production sites? What is the carbon footprint impact of my products imported from overseas, or exported internationally? Our mission is to democratize tools, data & platforms to accelerate the transition to a zero-carbon economy. At ClimateCamp, we build software to help sustainability managers in large enterprises to calculate, reduce, offset and report carbon emissions on every level in your organization.

#WeAreTheGeneration

### LOOKING FOR

- Sales Prospects
- Seed Funding

### CONTACT

Laurent Moyersoen - Co-Founder & CCO

[laurent@climatecamp.io](mailto:laurent@climatecamp.io)

+32 468198841

----

climatecamp.io

### KEY FACTS

- €125 000 in 'winwin loans' from friends, family & fans via Participatiemaatschappij Vlaanderen (PMV).
- In 7 months from 3 founders to a total of 6,5 FTE.
- A signed partnership with the expense platform Rydoo.
- ClimateCamp joined Microsoft for startups program, Microsoft global social entrepreneurship program, Start it @ KBC and The GreenTech Alliance.



## Making Circular Chemistry Possible!

BioBTX is a circular chemistry technology developer that makes it possible to replace fossil resources for biomass & plastic waste. BioBTX developed a unique and commercially attractive integrated catalytic pyrolysis process that maximizes BTX yield and minimizes operational costs. Without biobased and renewable aromatics it is possible to achieve truly green and sustainable materials for the entire society and industry. Therefore, we at BioBTX want to change the world; we want to make our future green and sustainable.

### LOOKING FOR

- Internationalization
- New Strategic Partners
- Corporate R&D Partners

### CONTACT

Tijmen Vries – Strategic Development & Operations

[tijmen.vries@biobtx.nl](mailto:tijmen.vries@biobtx.nl)

+31 613797728

----

biobtx.com

### KEY FACTS

- Interest from top chemical companies in the world
- Winner European Biobased Chemical Innovation of the year award.
- First worldwide producer of 100% biobased PET



**circular  
matters**

## Materials for impact positive products and spaces

Circular Matters® leverages the power of plants to create materials that replace fossil-based plastics and resins. Our aim is to contribute to the path towards a more sustainable future, by making high-quality materials from plant-derived sources.

### LOOKING FOR

- New Strategic Partners
- Seed Funding

### CONTACT

Pieter Dondeyne - Founder

[pieter@circularmatters.com](mailto:pieter@circularmatters.com)

+32 496919893

----

[circularmatters.com](http://circularmatters.com)

### KEY FACTS

- Bootstrapping to 160k revenue last year is quite exceptional in the cleantech sector
- Colruyt Group finishes all their Bio-Planet stores with our material.
- No external funding yet: only customer money, our own money, and even money from suppliers



# Control your energy, envision your future

Smartgrid one has the goal to aid customers by making data insightful. Through analysis, Smartgrid One realizes energy-, time-, and money saving options.

## LOOKING FOR

- Seed Funding
- Series A Funding

**CONTACT**  
 Bart Verheecke - Founder  
  
[bart@eniris.be](mailto:bart@eniris.be)  
 +32 494107047  
 ----  
 smartgridone.com

## KEY FACTS

- Forcasted Revenues: Y1 39k€, Y2 343k€, Y5 195M€.
- With Smartgrid One we aim to optimise Y1 100 users, Y2 1090 users, Y5 1M users.
- Right now we are monitoring 2000 industrial sites and 6000 residential sites. We have already 25 O&M partners.
- Publication in "Het Laatste Nieuws" about our infographics.
- First smartgrid project under smartgridone flag already ordered and in progress.

# Meet our Manufacturing experts



**Patrizio Ricci**

Vice President – Product Supply,  
Global Fabric Care Engineering  
and Digital Transformation Leader



Supply Chain professional with strong experience in Manufacturing technologies, Digital work processes and Data Analytics, Innovation processes and external co-creation, Project Execution and Lean Integrated Project Delivery , Engineering core capabilities and Cost target design.



**Steven Lambert**

Investment Director  
Capricorn



Steven is Investment Director at Capricorn's Digital team, investing in Industry 4.0 start ups in Europe. Prior to Capricorn, he led a scale up in the IoT space, and 15 years in technology consulting, across several manufacturing sectors in Europe and 8 years in Silicon Valley. He holds degrees in Engineering from Leuven and MBA from Wharton.

Jochen Vincke is Partner at PwC Belgium, leading the manufacturing services and passionate about industry 4.0. His areas of expertise include manufacturing performance management (production, maintenance, quality) and developing continuous improvement organizations. Jochen is focused on installing new habits and behaviors and is passionate about new technology and its impact on the shop floor (wearables, 3D printing, IoT, AI,...).



Partner  
PwC  
**Jochen Vincke**



Global Engineering Innovation  
& Sustainability Director, AB InBev

**Joshua Zake**





**Meet our partners**



FOUR & FIVE is a future-oriented business law firm with a laser focus on corporate, commercial and IT law, M&A, GDPR and real estate. At FOUR & FIVE, we do things a little differently. We combine deep legal knowhow with a fresh forward-thinking mindset and a highly pragmatic approach in which our clients and their business are centre staged.

At PwC, our purpose is to build trust in society and solve important problems. We're a network of firms in 157 countries with over 276,000 people who are committed to delivering quality in assurance, advisory and tax services. We're committed to support today's startups to become the leading companies of tomorrow.





At P&G, environmental sustainability is embedded in how we do business. We have a responsibility to make the world better. P&G is committed to positively impacting our homes, our communities, and our planet — especially in the areas of climate, forestry, water and packaging.

Description: In 1963, P&G chose Belgium for its first Research & Development Center for Fabric and Home Care products, located on the old Expo '58 site. The facility was called The European Technical Centre, later renamed the Brussels Innovation Centre.

Today P&G employs about 1,450 people in Belgium. At the Brussels Innovation Centre, there are more than 1,100 people, of which more than 600 are scientists and engineers. Our plant in Mechelen, has about 300 employees, who produce Automatic Dishwashing tablets.



# Meet our expert partners



## About Startups.be | Scale-Ups.eu

**Startups.be & Scale-Ups.eu** joined forces in 2018 to solidify our offering for the Belgian tech ecosystem at large. Together, we are the one-stop shop for tech entrepreneurship. We pride ourselves in being the leading growth platform in Belgium that connects Europe's most promising startups and scale-ups with our network of deep pocket investors, corporate buyers, global partners and relevant stakeholders. Our goal is to fast-track innovation and collaboration with high-tech companies.

- We enable startups and scale-ups to squeeze time in their lifecycle and grow faster.
- We create high-quality business networking events for inspiration and matchmaking.
- We facilitate open innovation between startups/scale-ups and large corporates.

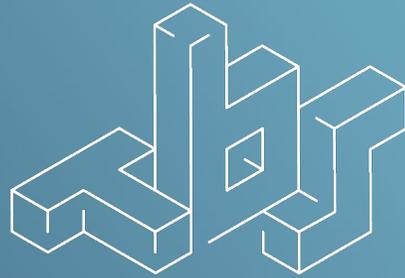
The Big Score, The Big Squeeze, Startup Fairs, SPA©E - The Human Quest and GoGlobal missions are only a glimpse of what we are famous for!

**Startups.be | Scale-Ups.eu is the top-of-mind-time squeezer for tech startups and scale-ups.**

# **SAVE THE DATE UPCOMING TBS SESSIONS**

## **JUNE 8 & 22**

**Extra TBS SESSIONS 2022  
Live from the expo  
SPA©E - The Human Quest  
ANTWERP**



THE **BIG  
SCORE**  
NOV 15 • 16 • 17  
GHENT • BELGIUM

presented by  Flanders' Chamber  
of Commerce  
and Industry

Our flagship event returns to **Ghent**  
on **November 15, 16 & 17, 2022**.  
Expect 3 full days **scoring BIG!**



The Big Score is focused on squeezing time and accelerating interaction between three essential tech branches: high growth data tech solutions, international venture capital and corporate innovation sourcing.



**made  
in**



**Looking for news about startups?  
Discover it on Made in!**

<https://www.made-in.be/starters/>

# SESSIONS 2022



startups.be | SCALE-UPS.EU

together for #strongentrepreneurship



FOUR & FIVE  
SMART LEGAL SOLUTIONS



Life Is On

