



„Refilling is the future – it’s positive, it’s responsible and, quite simply, it’s the right thing to do”.

Stuart Walker, University of Lancaster

Awarded by

SAMSUNG



Part of



Supported by





Plastic reality

Humanity produces **about a million plastic bottles**
every **minute**.

...Change is needed

Customers



EU



Local
Government



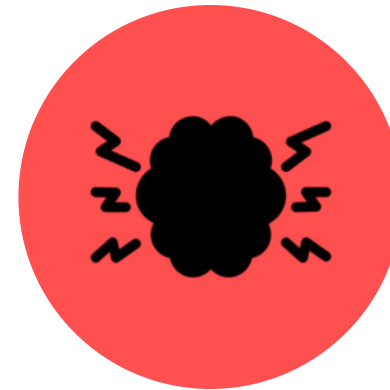
Producers are forced and want to change, **but**

Not many



ready-to-use solutions
are there in the market

Launching & operating



new solutions demand loads
of **people, time & money**

...So, how can they do it?

Here comes...



Swapp!

Sustainability-as-a-Service

Easy way to transformation from Linear to Circular System

Sustainability-as-a-Service (SaaS)

Refill Stations



Connected Solutions



Smart Packaging

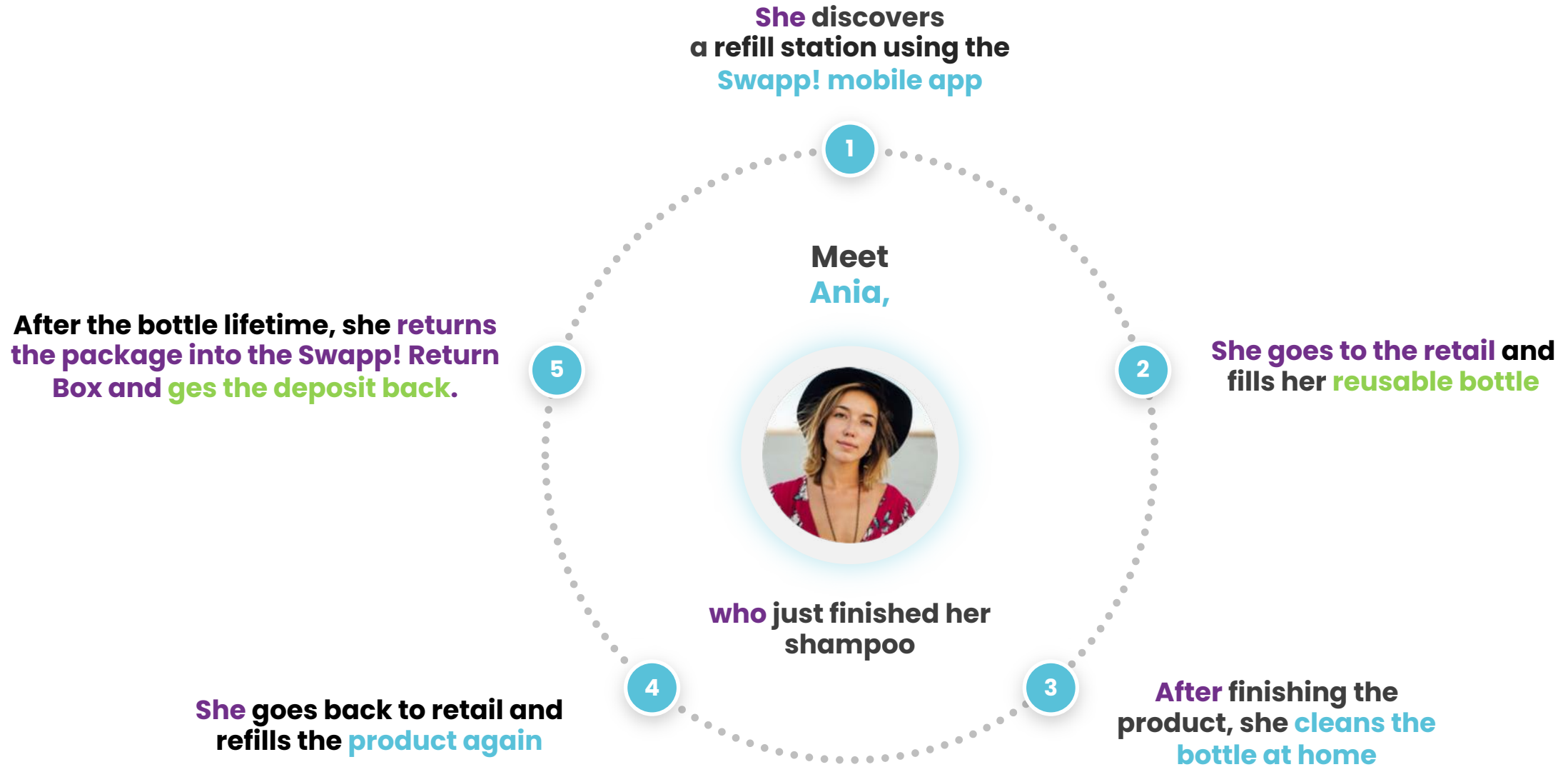


Swapp! Service



Know-how

How does it work?



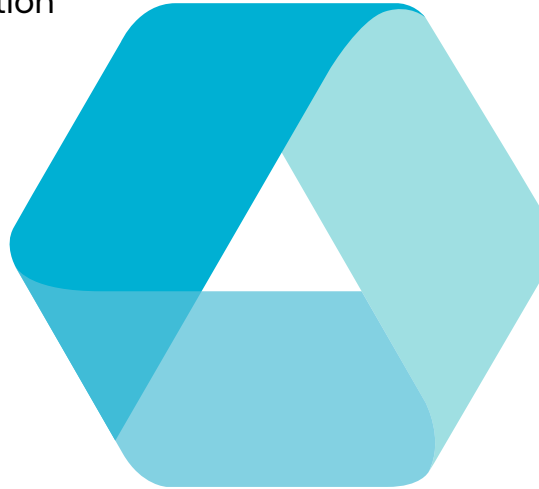
How do we earn?

Renting

≈ **€490/mo** – min. price for renting 1 Refill Station

Sales Margins

≈ **10% / 1 euro** – every 1 Refill



Selling

€13,5K – price for buying 1 Refill Station

Market

62% of the British
population



Will be 'Eco Actives' by 2030*

\$ 8.87 billions



Traditional
Refill Station Market
CAGR of 4.2% from 2019 to 2025

\$2,5 billions



Reuse Packaging
CAGR: 8,7% from 2018 to 2026

Competitions / Inspirations

Beauty Kitchen (UK), 1000 units by 2022



Algramo in Lidl (UK) Pilot 2022



MIWA - DRY STATION (EU)



Ecover (UK), 700 analog RS in UK

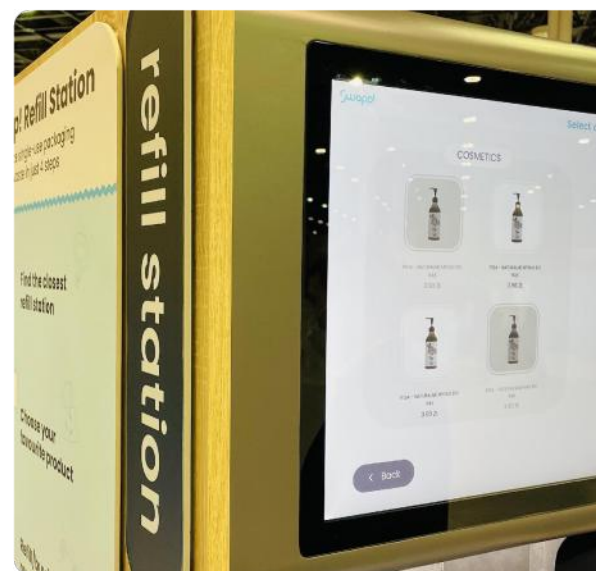


The Body shop (Global), by 2027



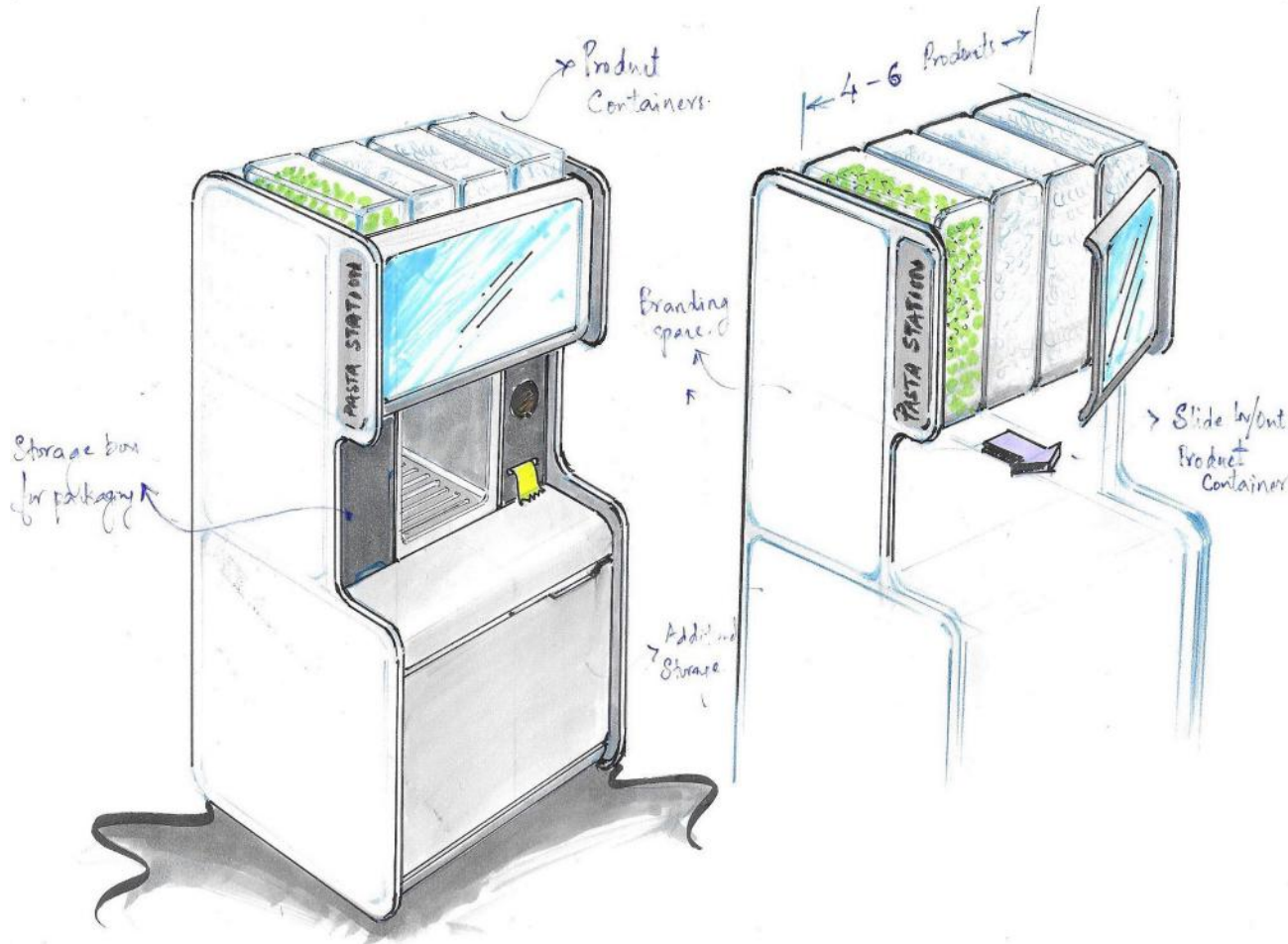
SWAPP! Refill Station – Key Features (Ver 2.0)





Swapp! Pasta Station Pilot

Our **2nd refilling solution** is focused on pasta products. It will be set up in Carrefour with Lubella (a famous polish pasta brand) **in June 2022**.

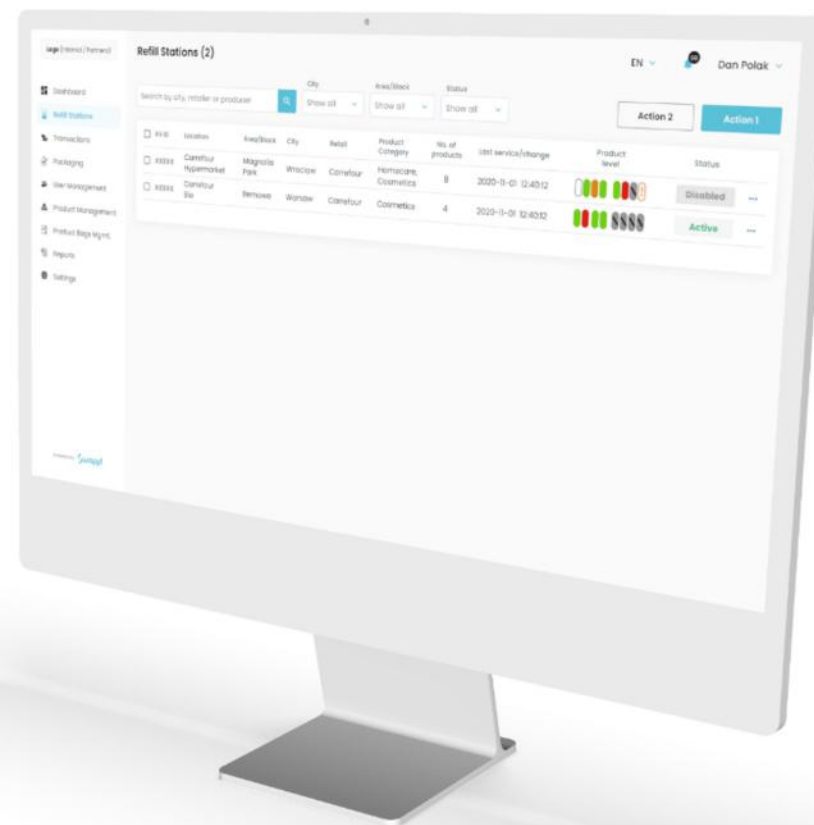
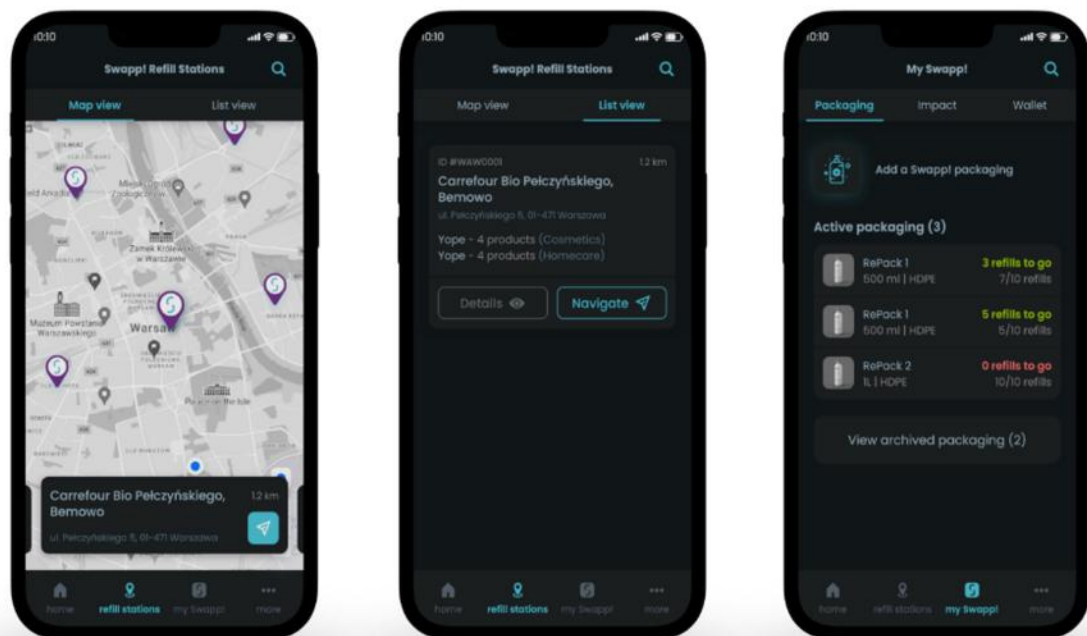


PASTA STATION
DRY PRODUCTS

Swapp! Connected Apps

Mobile App for Customers

Partner App for Retailers & Producers



Key differentiators



Multi-category

We have different categories Refill Station
(dry/liquid) in one – standard system



Open Platform

For different producers and different retailers
– everyone can use it



Any bottle

Our system can handle of any shape
of a bottle

Status for now

We launched **6 Refill Station** in Warsaw, Wroclaw and Cracow. Both of them generate promising MRR.



Supermarket Carrefour
Galeria Mokotów - Warszawa



Hipermarket Auchan Piaseczno



Super-Pharm Warszawa Targówek



Carrefour BIO Warszawa Bemowo



Supermarket Carrefour
Magnolia Parc - Wrocław



Super-Pharm
Galeria Kazimierz - Kraków





The Team

Szymon Barabasz 
Business Development & Sales



Andrzej Sarapata 
Marketing Manager & Finance



Sargheve Sukumaran 
Design & Technology



Extended Team



Adam Macheta 

R&D Leader

He manages a team of engineers and specialists. Responsible for the construction of the machine.



Bartłomiej Rejmont 

Swapp! Service Manager

Responsible for the operation of the Swapp! at customers



Mateusz Śliwka 

Web developer



Marta Pour 

Country Manager (DACH+Spain)

Develops cooperation with partners in countries DACH and in Spain.



Przemysław Poszwa 

Lifecycle management & material engineering

Researcher at the Poznań University of Technology at the faculty of materials science and an LCA expert

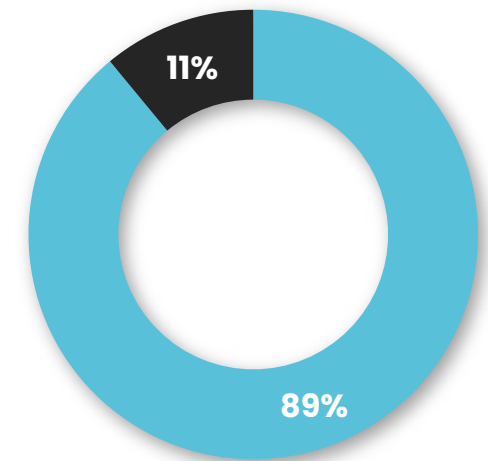
Fundraising

Investment Period	€ 1 Million in 2 tranches
Shares	1 year
	15%

KPI:

- Production & implementation **100 Refill Stations.**
- Production & sales of **240k reusable bottles.**
- Setup **operations and sales team**
- Sales of **20k products per month** after 1 year

The current structure of the company



■ Swapp! ■ SpeedUp Venture

Swapp! Financial Model

Tabela. 1. Budget Profit and Loss

Profit and loss account (EUR)	2022	2023	2024	2025	2026
A. Net revenues from sales	135 139	873 657	1 796 835	2 693 433	3 590 031
B. Operating expenses	337 304	711 679	1 183 286	1 643 597	2 097 781
I. Gross profit (loss)	-159 612	161 979	613 550	1 049 836	1 492 250
L. Net profit (loss)	-159 612	129 966	496 975	850 367	1 208 722

EBITDA	-147 745	278 906	865 889	1 437 586	2 015 411
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Table. 2. CF management.

Cash flow - analytical (EUR)	2022	2023	2024	2025	2026
Total cash flows	537 212	-512 979	-12 185	473 209	966 976
Balance at the beginning of the month	66 022	603 234	90 255	78 070	551 279
Balance at the end of the month	603 234	90 255	78 070	551 279	1 518 255

Jun/24' – Break-Even Point

Awards



Impact from 150 Refill Station



**1 Million
Packaging**

of single-use nature
made of plastic to be
reduced by 2024



**Reduce 120
Tons of CO2**

emissions to the
atmosphere



**120K new
Customers**

to be convinced into our
sustainable consumption
model by 2024

Thank you!

Let's Swapp! the world together

Poland

Simon Barabasz

simon@swapp.zone

+48 500 145 400

DACH | Spain

Marta Pour

marta@swapp.zone

+43 678 379 8056

