



# LA TANNERIE VÉGÉTALE

*Beauty is Bio-circular*



# 1. What We Do

We operate in the **bio-circular materials industry**, offering a **sustainable alternative to animal leather and synthetic leather (PU/PVC)**. Our patented technology sets us apart by delivering the only **truly natural and industrially scalable leather alternative**.

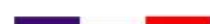
We develop **bio-circular, plastic-free, and cruelty-free leather alternatives** for the luxury goods industry. Our innovative material mimics the **natural touch, durability, and aesthetics of animal leather** while being **fully biodegradable and recyclable**.



LOW CARBON  
FOOTPRINT



MADE IN FRANCE



COMPOSTABLE  
RECYCLABLE\*



CRUELTY-FREE



NO PLASTIC  
NO SOLVENT



phyli

RESISTANCE

AESTHETICISM

WORKABILITY

INDUSTRIALISABLE

BUT ABOVE ALL, A **TAILOR-MADE** MATERIAL  
FOR A NEW **IDENTITY**

## 2. Key Operating Figures

- 1** 0% plastic, 0% solvents, 0% fossil-based content
- 2** CO<sub>2</sub> emissions: 4 kg/m<sup>2</sup> (vs. 48 kg/m<sup>2</sup> for animal leather).
- 3** French manufacturing, patent-backed process

**€100M+**

Revenue

Targeting a €100M+ revenue before Series B funding.

**>30% of TO**

Ebitda

High EBITDA (>30% of TO) projected before Series B.

### 3. The Larger Problem

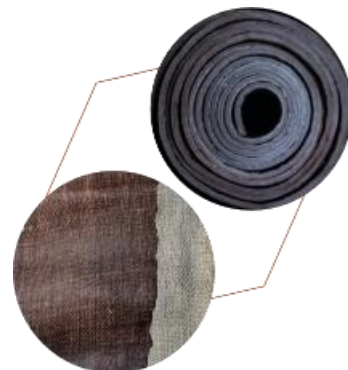
- Leather production is highly polluting:
- Synthetic alternatives (PU/PVC) rely on fossil fuels and toxic monomers.
- Regulations and consumer demand are driving the shift to circular textiles.
- Luxury brands are actively seeking sustainable solutions.

Traditional Leather (OLD WAY)	La Tannerie Végétale (NEW WAY)
High CO <sub>2</sub> emissions (48kg/m <sup>2</sup> )	Low CO <sub>2</sub> emissions (4kg/m <sup>2</sup> )
Toxic chemicals (chromium, sulfides)	100% biodegradable & solvent-free
Water-intensive	Minimal water usage
Fossil-fuel based synthetic leathers (PU, PVC)	Plant-based, fully circular

## 4. Our Product

Our patented **Phyli™** material is made from **tannins and proteins**, forming a **fully biodegradable, industrially scalable leather alternative**.

- ✓ Customizable **textures, colors, and embossing**.
- ✓ Resistant, workable, and high-end **aesthetic appeal**.
- ✓ Available as **calendered sheets or mold-injectable granules**.



Patent WO2022079284A1






## 5. Total Adressable Market (TAM)



\*Market studies only take into account some synthetic biosourced artificial leather and no next gen materials.

# 6. Competitors analysis



Material	Example of competitors	Fully biobased No plastic	Biodeg./ Recyclable	No solvent	Noble touch	Easily scalable	Carbon Footprint (kg/m2)	Price (euros/m²)
	La tannerie végétale exclusive	✓	✓	✓	✓	✓	4	95
Animal leather	Charles F. Stead Leather, La Bretagna Conceria, Badalassi, Guidi, Tand'Annonay				✓	✓	25-48	35 - 130**
Plastics (fossil-based)	BASF SE; Fujian, KURARAY, Chomarat, Alcantara					✓	5 - 20	5 - 20
Veg leather*	Desserto, Appleskin, Vegea, Noani, SnapPap, Pinatex, Bananatex, Nuvi Releaf, Leap, FruitLeather Rotterdam, Frumat, Mondin					✓	7 - 15	30 - 60
Bioplastics	NFW, Authentic Materials, DWI, Alternative Innovation, Natuura		✓			✓	NC	60
Biotech	Faircraft, MycoWorks, Ecovative Material, Muskin, Bolt Threads, VitroLabs, Qorium		✓		✓		3-15	>200
Natural	FRANCE: VegSkin, Planet of the Grapes INTERN.: Tomtex, Peelsphere, Biophilica, Tangreen, ALT. leather, Arda biomaterials	✓	✓		✓	a few	1-8	>100



A  
unique  
positionning

# 7. Our competitive advantage



**Patent**  
**WO2022079284A1**  
protects our **unique**  
**combination of**  
**tannins and proteins**



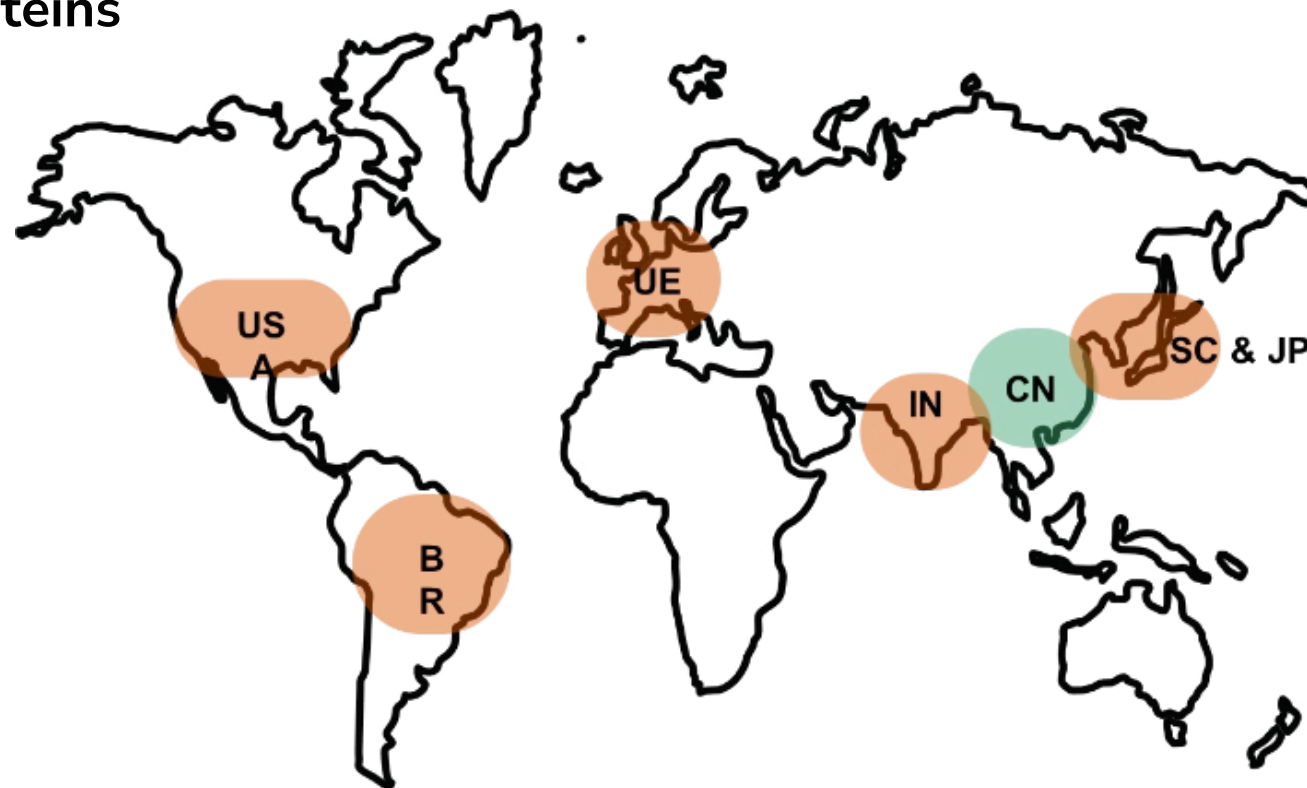
**One-step industrial**  
**process:** scalable and  
cost-efficient



**100% natural formula:** no  
plastic, no chemical  
modifications



**Manufacturing in France:**  
ensures quality and  
sustainability

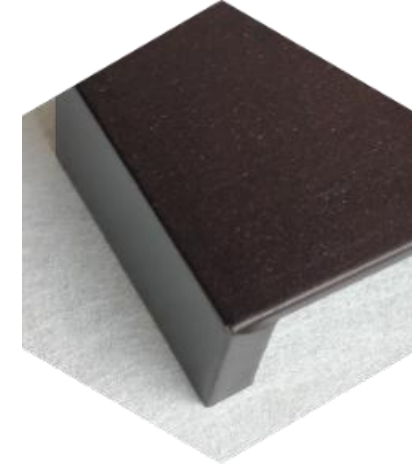


Pending

Granted



# 8. Our Go-To-Market Strategy



## Market entries

**First market entry:** luxury packaging & small leather goods.

**Second market entry:** watch straps, belts, and accessories.

**Long-term expansion:** fashion, automotive, and furniture sectors.

## Partner Ecosystem

We are building strategic partnerships with:

- ✓ **Luxury brands** for product integration.
- ✓ **Leading tanneries & materials innovators.**
- ✓ **Universities & R&D institutions** for material innovation.
- ✓ **Regulatory bodies** ensuring sustainability certifications.

## Business Model

**B2B model:** selling our material to luxury brands, packaging manufacturers, and accessories makers.

**Pricing structure:**

- **Small-scale production: €149/m<sup>2</sup>** for watch straps & leather goods.
- **Semi-industrial production: €99/m<sup>2</sup>,** competitive with high-end leather.
- **Industrial scale: €39/m<sup>2</sup>,** mass market potential.

## Customer success

**Early adoption:** Leading European gaineries and luxury brands are testing our materials.

📄 **Signed LOIs** (Letters of Intent) from top-tier packaging and leather goods manufacturers.

🔬 **Prototyping completed** for watch straps, wallets, and small accessories.

## 9. Financials

### Funding Roadmap

- 💰 Seed Raised: €0.75M
- 💰 Bridge Round: €0.9M (On going)
- 💰 Series A Target: €3,5-5,0M (2026)
- 💰 Series B Target: €15-20M (2028-2029)

### Financial Targets

- 📊 €100M+ projected revenue before Series B
- 💰 30%+ EBITDA margin before Series B
- 🏭 Planned industrial unit launch by 2029-30

## 10. The Team



**Fanny Deléage**

CEO/Co-founder

10 years in Biopolymers &  
sustainability, CPA 2024



**Yvan Chalamet**

Co-Founder/ Researcher

25 years in polymer,  
chemistry & processes



**Marc Cestari**

COO

23 years in strategic  
project management



**Sixtine de  
Chateauneuf**

**Biocircular Manager**

PhD in Material Chemistry


And also **Inès Alvez Da Cruz** (Application engineer), **Corentin Fernandes** and **Pierre Estrade** (R&D technicians),  
**Charlotte Manoha** (CIFRE PhD student)

**A committed team ready to make LTV an industrial leader**

# 11. Investment opportunity

## Why now?

 **Sustainability push:** Luxury brands and regulators demand **plastic-free, circular materials**.

 **Market momentum:** The **next-gen materials market** is rapidly growing.

 **Industrial scalability:** Our **patented process** is **ready** for scale-up.

 **Exclusive technology:** Patent-backed **innovation** with no direct competitors at scale.

## The opportunity!

 **Seeking €900K to accelerate 2025 industrialization.**

 **Strategic investors preferred:** Industry networks, sustainability-driven partners.

 Join us in shaping the future of luxury materials.

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