



Rebolet

# Join the Returns Revolution



[www.rebolet.com](http://www.rebolet.com)



# Rescue 1 Billion E-commerce items from destruction.

We thrive for a more sustainable E-commerce.

Our mission is to rescue 1B items from destruction, saving tons of CO2 emissions, by making

Re-commerce accessible to online retailers.



# 1000 truckloads waste each day.

In Europe over 2B sold items were returned in 2020\*.  
21% couldn't be brought back to the regular  
market\*\*. Throwing to waste 1000 fully loaded trucks  
of intact items, each day.

\*Statista (2020), Online: <https://de.statista.com/themen/3112/retouren-im-online-handel/#dossierKeyfigures>  
\*\*Retourentacho (2019), Online: <http://www.retourenforschung.de/info-retourentacho2019-ausgewertet.html>

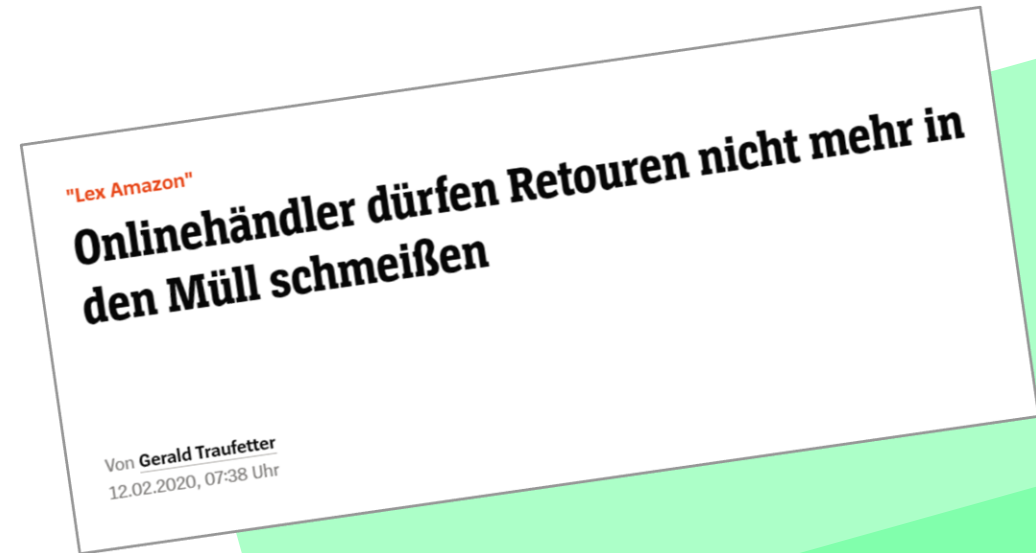


# The new **Circular Economy** regulation (EU) prohibits E-commerce to destroy returned items.

“With the duty of care (**Obhutspflicht**), there is for the first time a legal basis for reducing the destruction of returns and surplus goods.”



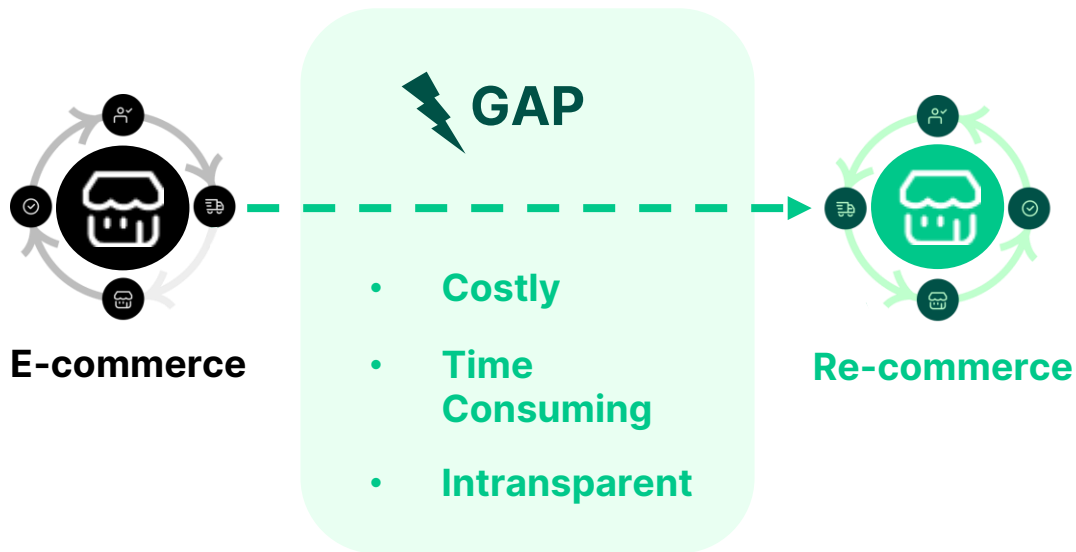
**Svenja Schulze**  
Former Minister of the  
Environment in Germany



\*Source: Phoenix (2021), Online: <https://www.youtube.com/watch?v=OhcERC1Nevg>

\*Source: Bundesministerium für Umwelt, Naturschutz, nukleare Sicherheit und Verbraucherschutz (2020), Online: <https://www.bmuv.de/themen/wasser-ressourcen-abfall/kreislaufwirtschaft/abfallpolitik/uebersicht-kreislaufwirtschaftsgesetz/die-obhutspflicht-im-kreislaufwirtschaftsgesetz>

The gap between E-commerce and Re-commerce makes it difficult to bring returned items back into circulation.

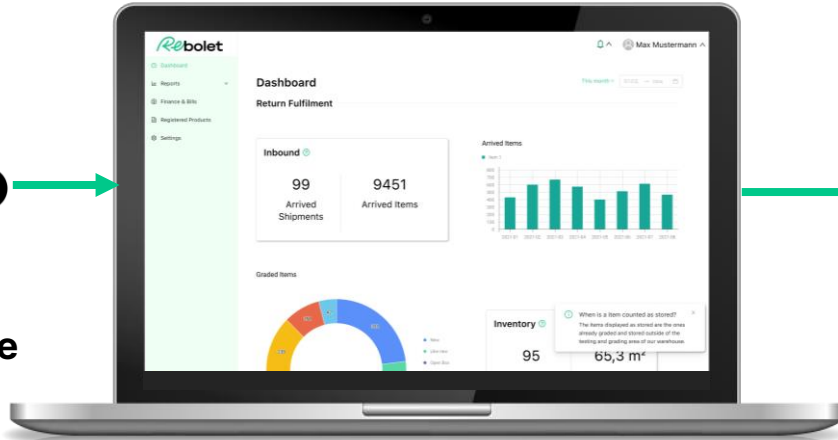
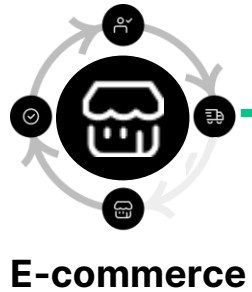


Today, bringing returned items back into circulation is for E-commerces:

- **Costly**  
The average processing cost and loss of value per returned item is **€15,18.\***
- **Time Consuming**  
Processing returned merchandise can take weeks to months before they are ready to be resold.
- **Intransparent**  
Conventional solutions do not offer transparency, limiting retailers to keep track of returns and preventing them to access various reselling markets.

\* Source: B. Asdecker (2022): "Statistiken Retouren Deutschland - Definition", Online: [http://www.retourenforschung.de/definition\\_statistiken-retouren-deutschland.html](http://www.retourenforschung.de/definition_statistiken-retouren-deutschland.html)

# Closing the gap by empowering E-commerce to do Return Management, Return Fulfillment, Re-commerce over one platform.

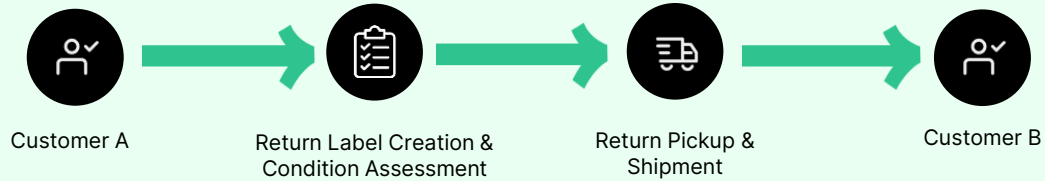


- **Return Management (RM)**
  - **Realtime tracking & analyzing of returns.**
  - Digital platform to control the entire reverse flow.
  - Intelligent analytics, defining the best return process.
- **Return Fulfillment (RF)**
  - **Cost-minimizing processing of returns.**
  - Optimizing the reselling value of returned items.
  - Services: Inventorying, grading, storing, picking, packing, shipping.
- **Re-commerce (RC)**
  - **Transparent reselling of returns.**
  - Access: B2C reselling channels, B2B buyer networks, Exclusive B2C & B2B marketplace.



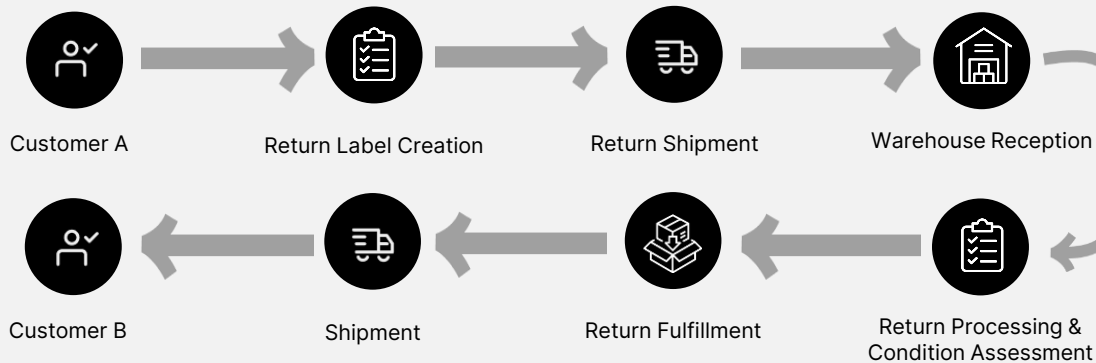
The combined data of our three services unlocks the development of a killer feature “Door-to-Door Returns”.

### Door-to-Door Return Process

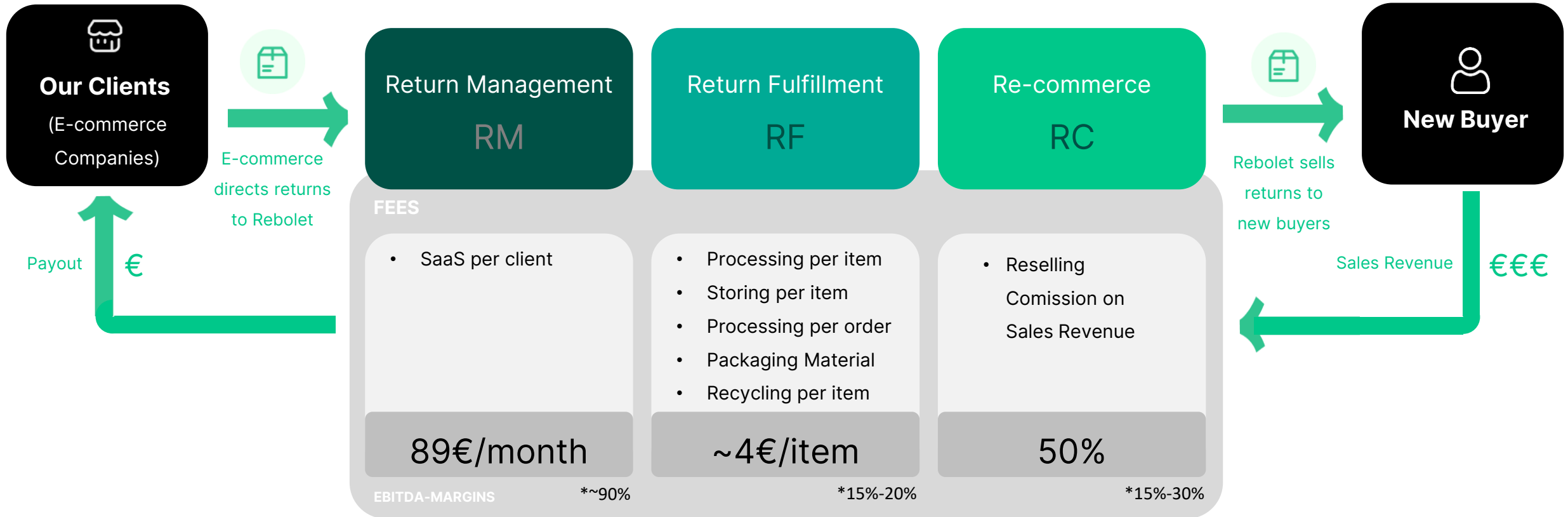


- **Direct Return Shipping from one end-customer to the next one**
  - ~35% of returned products can skip return shipping, warehousing, processing and return fulfillment.
  - €1.9B cost saving potential in Germany alone.
  - 90´000 tons CO2 emission saving potential through fewer shipments.
- **Convenient return experience for endcustomers**
  - Digital creation of return label.
  - Return pickup at their door front.
  - Good conscious about environment.
  - Discount on next purchase.

### Current Return Process



We pay out E-commerce companies with the excess revenue from reselling their returns over Re-commerce.

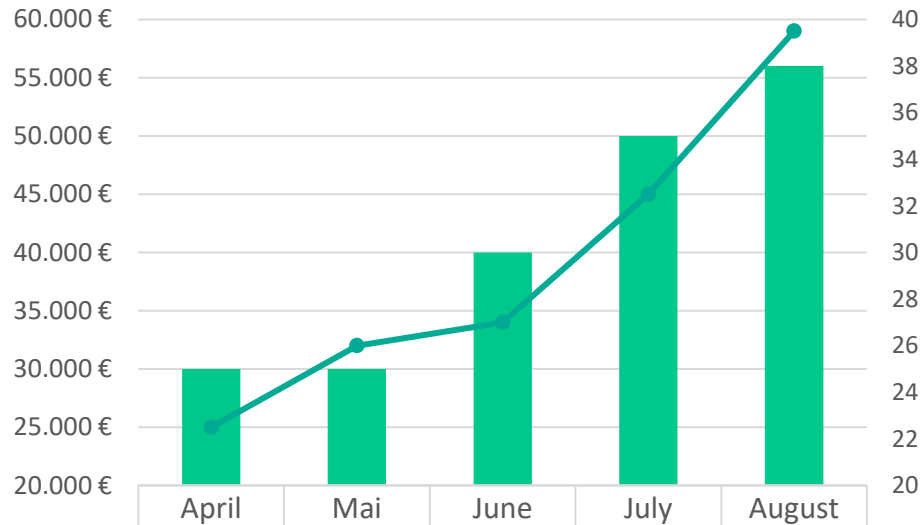




# Proving business market fit by generating € 59k monthly revenue with 38 clients.

Client Count & Top Line Revenue Traction

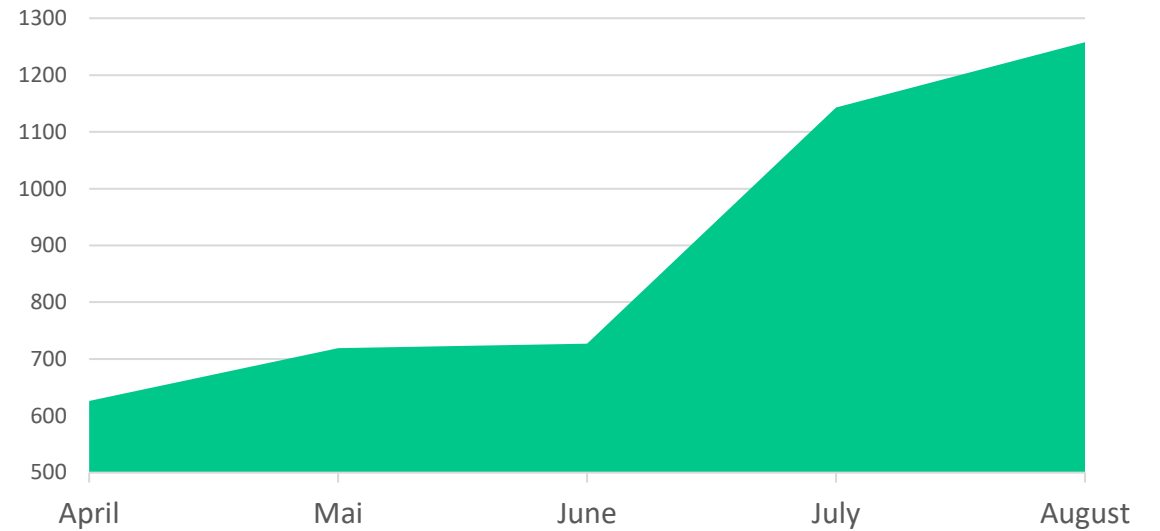
04.-08.2022



■ Clients (E-commerce Companies)	25	25	30	35	38
—● Top Line Revenue (€)	25000	32000	34000	45000	59000
<b>Gross Profit (€)</b>	<b>15000</b>	<b>18000</b>	<b>19000</b>	<b>25000</b>	<b>34000</b>

Orders New Buyers (Re-commerce)

04.-08.2022



**1.88**

Average products per order

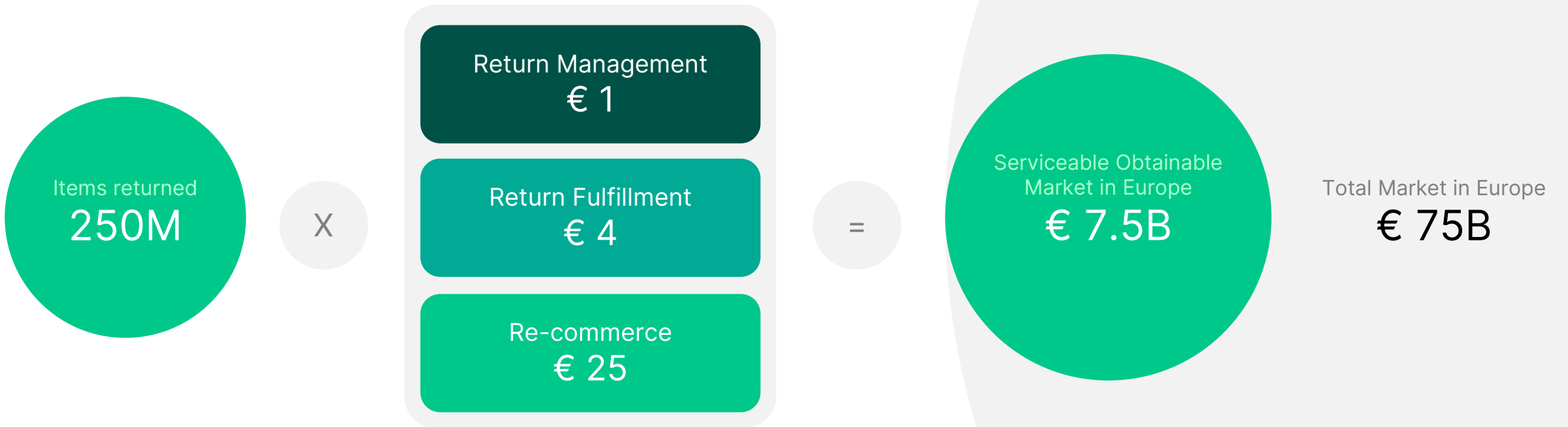


**€36,16**

Average revenue per order

# Our current value proposition can serve a market of € 7.5B in Europe.

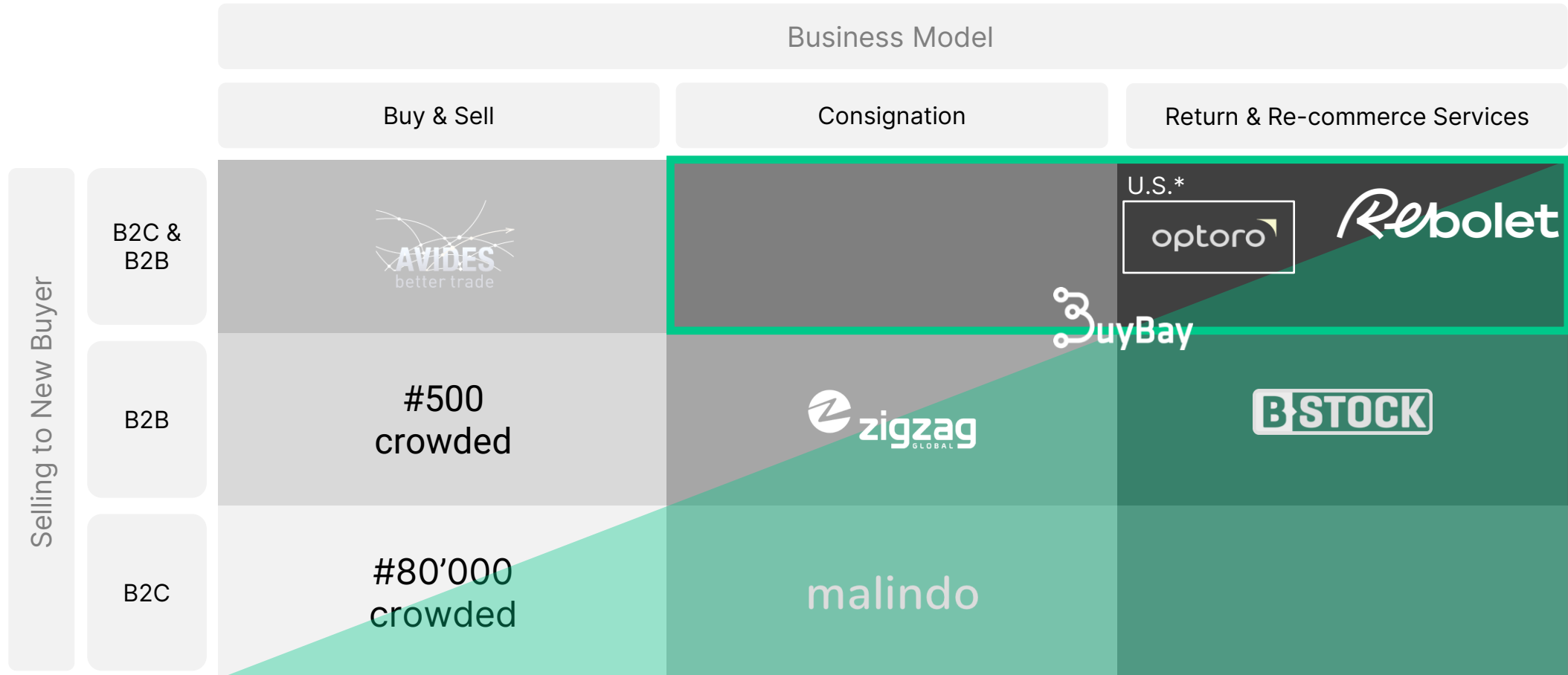
European E-commerce had 2.5B items returned in 2020\*. Assuming we can serve and obtain 10%.



\*Statista (2020), Online: <https://de.statista.com/themen/3112/retouren-im-online-handel/#dossierKeyfigures>

COMPETITION

In Europe, consignment, Return & Re-commerce services are mostly unexplored segments.



\*In June 2018, was the latest funding round of the American competitor Optoro, Series E € 75M

# Initially targeting 6200 mid-sized Amazon FBA and FBM sellers in Central Europe.

Multiplier customers and industry leaders are spreading the word for us.

## Client Profile:

- Amazon FBA&FBM Seller
- €0.5 – €20m in yearly revenue
- Currently liquidate/destroy returns (in a not new condition)

## Our Benefits:

- Monetize on returns
- Establish sustainable practices



“Everything works exactly as promised: products that we would otherwise have had to throw away are now generating income.”

**Janosch Vongehr**  
CEO Liebfeld & Co-Founder AMZ Ventures

Recently acquired by:

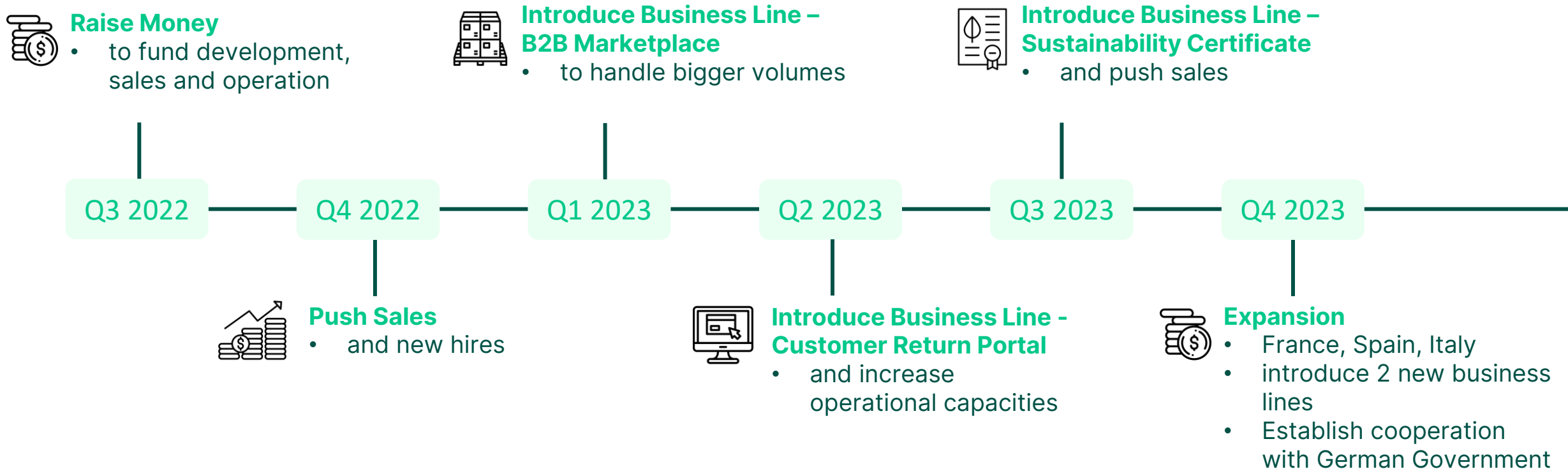
**THRASIO™**



“Having Rebolet as a partner saves us considerable time and at the same time provides a high level of transparency in the process.”

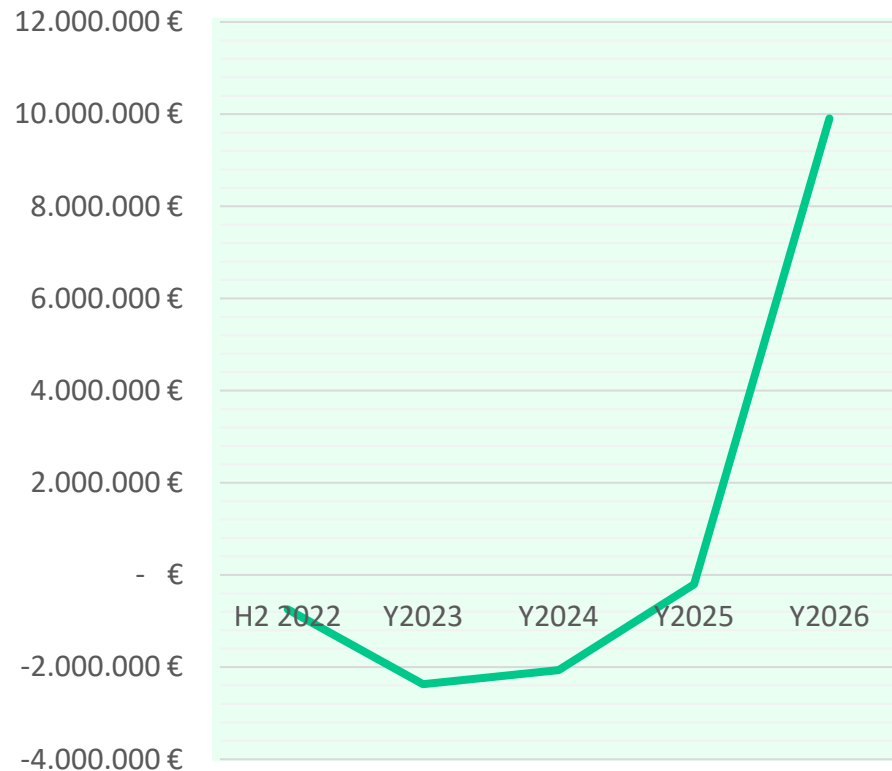
**Nikolaus Hilgenfeldt**  
CEO & Founder MYOS

Over the next 18 months we will push sales and constantly extend our business offering.



# Reaching break even in mid 2025, followed by a steep EBITDA trajectory and € 70M revenue in 2026.

Operating Income (EBITDA)



Key Model Variables	H2 2022	Year 2023	Year 2024	Year 2025	Year 2026
Total Number of returns received	27.621	130.146	428.184	1.408.741	4.634.805
Total Number of returns resold (orders)	7.181	106.691	351.018	1.154.861	3.799.533
<b>Gross Revenue</b>	<b>319.750 €</b>	<b>1.956.547 €</b>	<b>6.376.239 €</b>	<b>21.126.098 €</b>	<b>71.462.202 €</b>
<b>Cost of Goods and Services Sold</b>	<b>178.835 €</b>	<b>1.166.647 €</b>	<b>3.799.123 €</b>	<b>12.395.846 €</b>	<b>40.574.983 €</b>
<b>Gross Profit</b>	<b>140.914 €</b>	<b>789.900 €</b>	<b>2.577.117 €</b>	<b>8.730.253 €</b>	<b>30.887.220 €</b>
Salaries & Related	696.616€	2.441.352€	3.616.658€	6.622.004€	13.930.396€
Facilities & Infrastructure	115.627€	471.560€	491.810€	927.247€	2.334.700€
Advertising & PR	22.591€	90.944€	237.299€	791.528€	3.155.291€
General & Administrative	50.935€	155.828€	295.108€	592.194€	1.558.719€
<b>Operating Income (EBITDA)</b>	<b>- 744.854 €</b>	<b>- 2.369.785 €</b>	<b>- 2.063.759 €</b>	<b>- 202.721 €</b>	<b>9.908.113 €</b>

Entering the World's most competitive accelerator programs and receiving €200k in governmental support.

## Startup Accelerators



**Alchemist Accelerator on TechCrunch**

<https://tcrn.ch/3qSTJar>



**Startupbootcamp**

<https://www.sbcommerce.com/startups/Rebolet>

The logo for Brinc Accelerator, featuring the word 'brinc' in white lowercase letters on a red rectangular background.

**Brinc Accelerator**

<https://youtu.be/5e4gSgu2Ujc>

## Public Grants



THE GOVERNMENT  
OF THE GRAND DUCHY OF LUXEMBOURG

**Ministry of Economy of Luxembourg /  
Fit4Start**

<https://www.startupluxembourg.com/fit-4-start/edition-9-graduated-startups>



**Investitionsbank  
Berlin**

**Investitionsbank Berlin / GründungsBONUS**

<https://www.ibb.de/de/foerderprogramm/me/gruendungsbonus.html>



# Ambitious founder paired with experienced serial founder and an excellent management team.



**Guy Reiffers**  
Co-Founder / CEO



**Christoph M. Mueller**  
Co-Founder / Chairman



Guy first gained insights into return management during his dual study program at Stanford University, where the company SAP declared the return problem to be \$400B big. His entrepreneurial career started at the University of St. Gallen, where he served in the Management Board of START Global, an NGO that got recognized by Forbes 30u30 for fostering entrepreneurship within Europe.



Christoph is a seasoned serial entrepreneur, mostly known for the success of CreditGate24, a Swiss Fintech company that has provided over €700M in loans. He experienced the return problem hands-on for one of his side businesses.



**Juan Carrillo**  
Venture, Operations & People



**Hamza Muhammad**  
Head of Tech



**Alessandro Bartsch**  
Head of Product



**Anouar Miled**  
Head of Operations



**Emiliano Passaro**  
Head of Marketplaces



**Sarah Samoré**  
Head of Sales



Proudly supported by stellar advisors and backed by unicorn founders.



**Ravi Belani**  
Managing Partner  
Alchemist Accelerator

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**Patrick de Zeeuw**  
Co-Founder & MD  
Startupbootcamp

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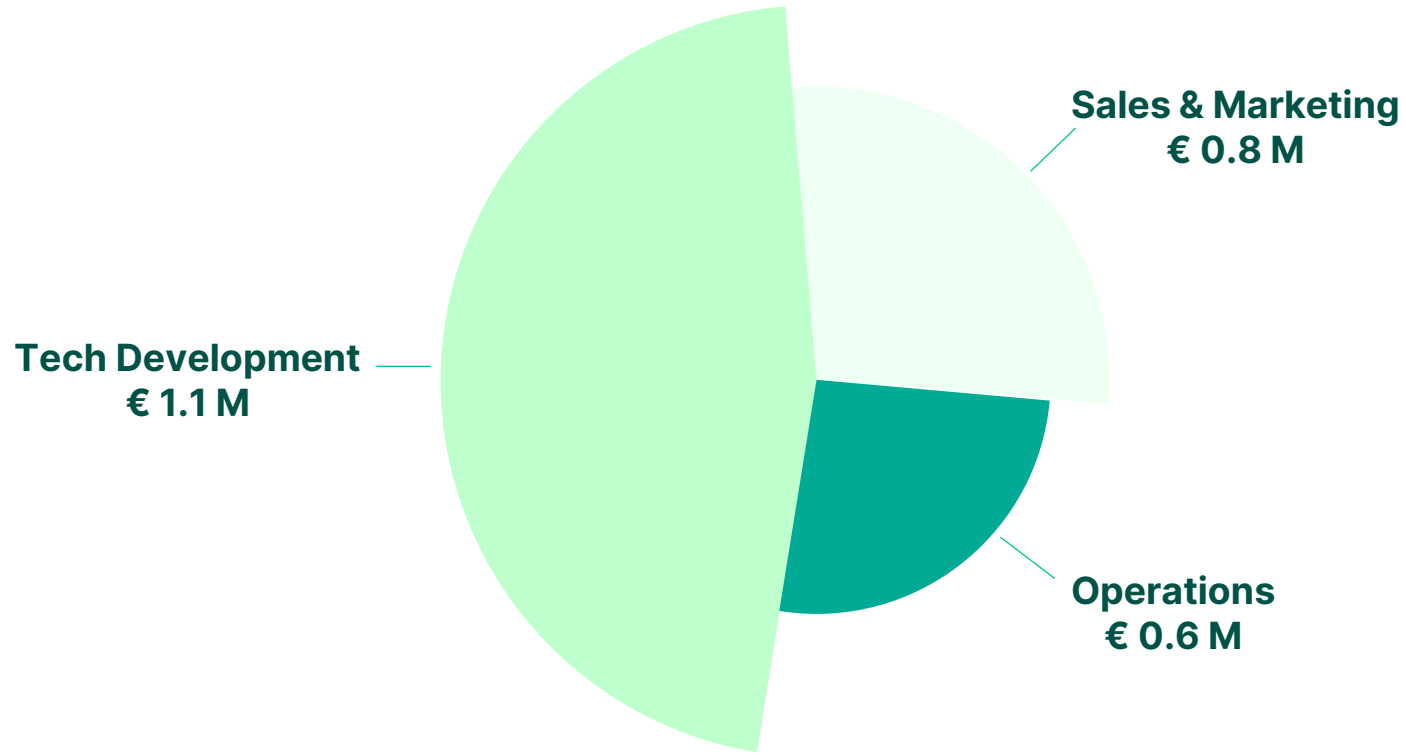


**Prof. Dr. Roland Fassauer**  
Professor at CODE University  
Co-Founder Intershop (IPO)  
Co-Founder Snapfish (Exit to HP)

<https://www.linkedin.com/in/roland-fassauer>



We are raising €2,5M for a 18 months runway, to increase our customer base, operational capacities and tech development.





# Join the Returns Revolution

**Guy Reiffers | Founder / CEO**

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