



123carbon

share your impact

Investor's deck

April 2025



Company emissions

Fortune 500 companies:

~ 80%

of reported emissions are related to **supply chain** activities (scope 3)

16%

Scope 1:
Direct emissions



4%

Scope 2:
Indirect emissions (energy)



80%

Scope 3:
Supply chain (indirect)



Reducing Scope 3 is challenging

Supply chains are
complex and **hard to abate**
(many different suppliers and limited data)

&

Offsets are less and less accepted
as decarbonisation instrument and have
faced integrity issues

The Guardian
Aus

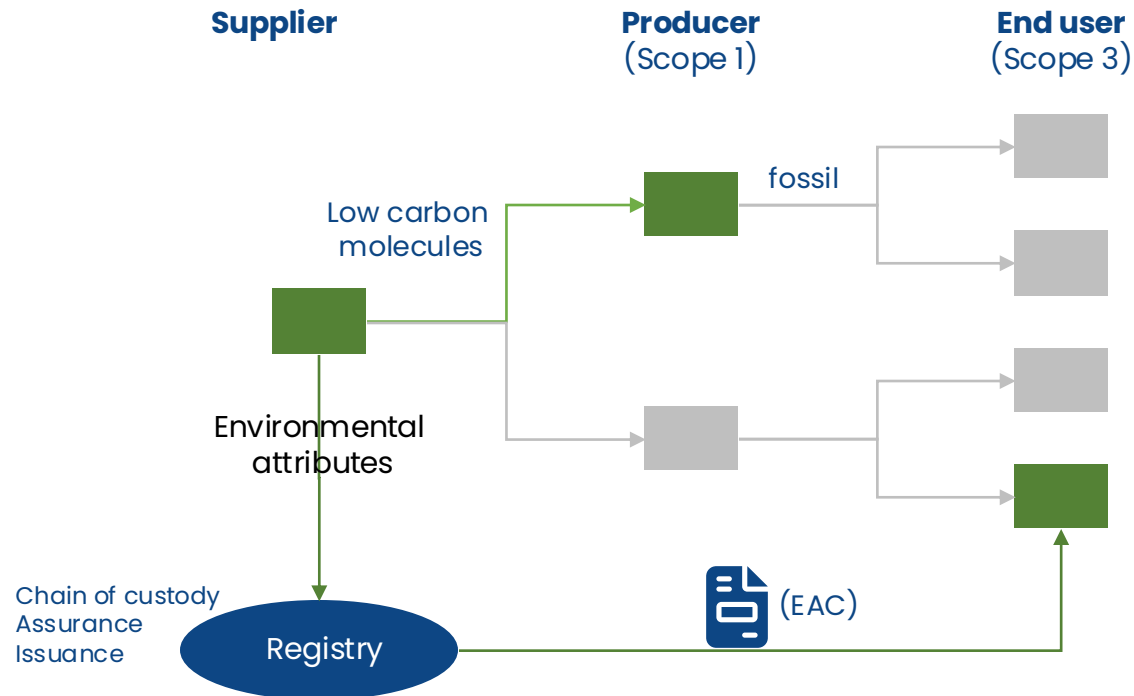
Revealed: more than 90% of rainforest
carbon offsets by biggest certifier are
worthless, analysis shows

We need new,
scalable and cost
efficient
instruments to
reduce scope 3
emissions

What is Book & Claim?

Book & Claim is a chain-of-custody model that allows the verified reductions from the use of eg biofuels to be “unbundled” from the physical molecules and sold separately to downstream parties who claim this as a scope 3 reduction, using a digital Environmental Attribute Certificate,

Example



Clear benefits



Relevant:

Verified supply chain reductions



Flexible:

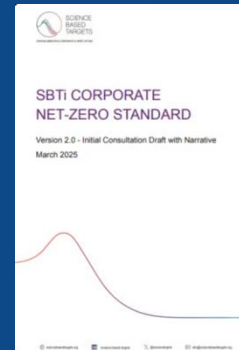
Flexible allocation to supply chain partners



Acceleration:

By providing project financing

(draft) acceptance by SBTi (March 2025)



“Indirect mitigation is distinct from beyond value chain mitigation (BVCM) in that it is intended to contribute to net-zero transformation **relevant to the value chain**, whereas BVCM contributes to global climate mitigation for activities that are not associated with the value chain. Additionally, **this draft standard recognizes the use of indirect mitigation approaches** (e.g., book-and-claim commodity certificates) where direct traceability is not possible or where persistent barriers prevent mitigation at the source.”

Accepted accounting methodology

- Smart Freight Centre
- The MBM framework (Book & Claim)
- Published in Jun 2023
- Multi-modal applicable





123carbon

123Carbon is an award-winning, independent **Book & Claim platform** that is revolutionizing Scope 3 reductions across hard to abate industries.

123Carbon Registry

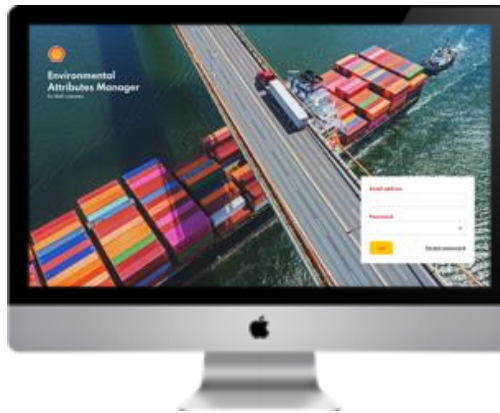


Globally recognized Book & Claim registry, incl integrated online assurance module.

€ 1,00 - € 3,00

/ tCO₂e

Branded Platform



A ready to go, customizable corporate B&C platform, allowing corporates to interact directly with their customers in a private environment.

€ 25.000,-

/ year

Book & Claim matchmaker



Carboninsets is a transparent matchmaker, connecting 123Carbon supply and market based on a success fee.

€ 10 - € 50

/ tCO₂e

The 123Carbon registry



Issue

Create high quality certificates



Manage

One central place to manage all certificates



Allocate

Easy transfer to your customers or Carboninsets

All modalities



Sea



Road



Air



Sea



Barging



Logistic sites

All technologies

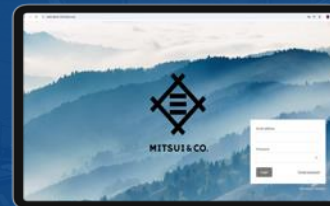
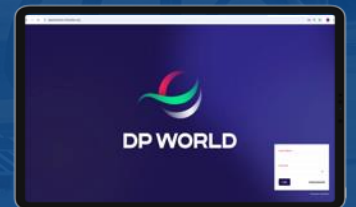
- Biodiesel
- HVO
- SAF
- (bio-)LNG
- Electric
- Hydrogen
- Bio-methanol
- E-fuels

Branded platform

Our branded platform provides a customizable, private corporate Book & Claim program, fully integrated with the broader registry.

- Full functionality
- Customizable
- Customer exclusivity
- Dedicated URL
- Retirement on behalf of
- Self registration
- Mass retirement (B2C)
- API for dashboarding tools

Example platforms





THE WORLDS' FIRST MATCHMAKER
FOR HIGH QUALITY EAC's
IN MULTI-MODAL TRANSPORT

01

Free service

For LSP's and Cargo owners

02

All modalities, all technologies

Broadest choice in the market

03

Guaranteed quality

All EAC's have been issued on the 123Carbon platform

04

Transparent pricing

Prices are set by the issuer, who pays a service fee

05

Direct contract

Standardized contract, directly with fuel supplier or carrier

06

Digital delivery

Receive digital certificates through dedicated Carboninsets account



∞ Meta



C.H. ROBINSON



Current achievements have been realised with a small core team of enthusiast experts that controls an active ecosystem of partners with a global reach.

Management team



Jeroen van Heiningen



Tom Eijkelenkamp



James Veale

Key people



Osman Düzgün
B&C standards



Sjoerd Rienks
Product owner



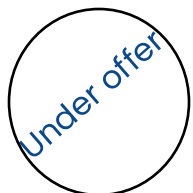
Nicolas Guillaume
Aviation



Yves Soudan
Carboninsets
(mid/back office)



Andrew Hunt
123Carbon
sales



123Carbon
(acc. Man.)



Carboninsets
(sales)

Support



Ard Jan Dunnik
Legal



Jaap Heemskerk
Accounting

Key partners

Implementation / consulting / sales



Assurance



IT



Social Brothers



Global exposure

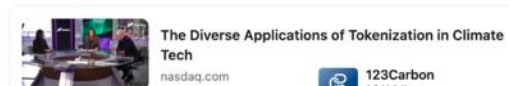
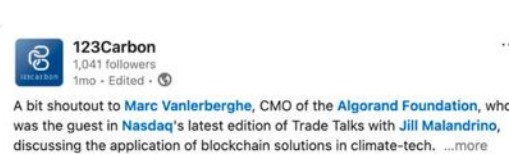
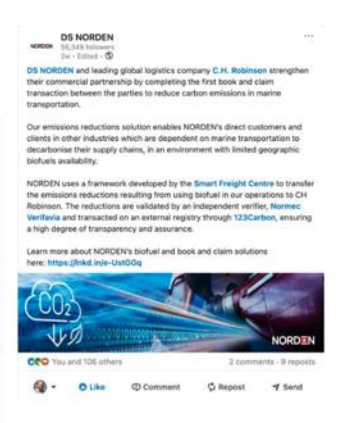
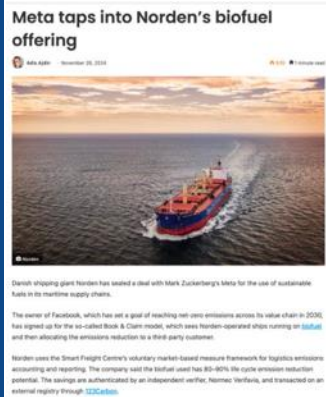


Featured in



123Carbon has developed into a globally recognized, award winning brand that is featured on all main (online) media and with whom companies are eager to be associated with.

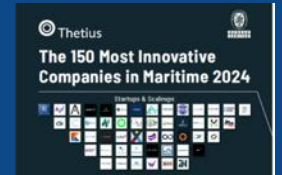
Publications



MOL, 123Carbon complete carbon insetting pilot

Chevron partners with 123Carbon on marine carbon insetting pilot

Awards



2024 Thetius 150 Most innovative Marine companies



Winner World Finance Carbon Awards '24



Winner Captain's Table Hong Kong Nov '23



INTERVIEW: Carbon insetting key tool for shipping's decarbonization pathway: 123Carbon MD

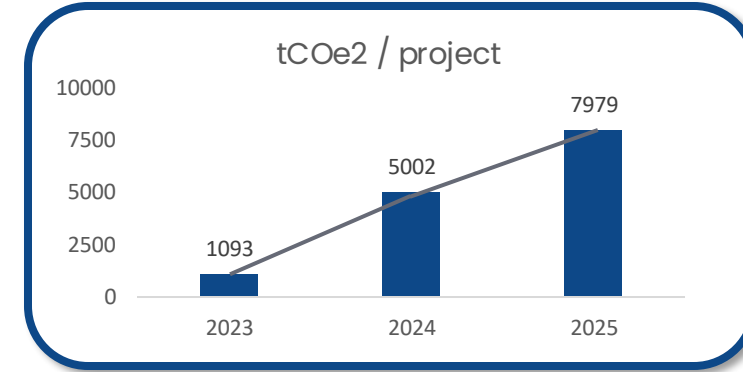
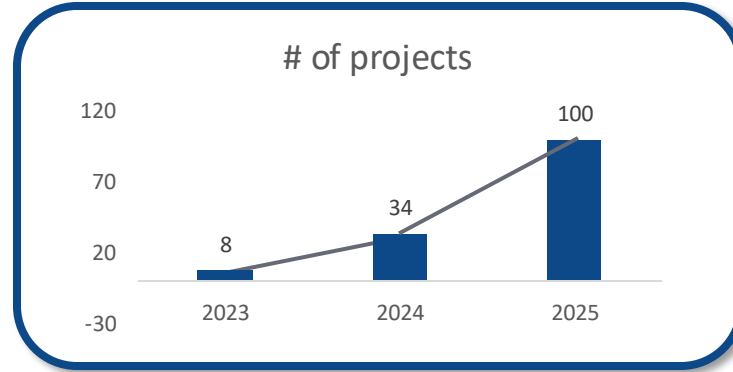
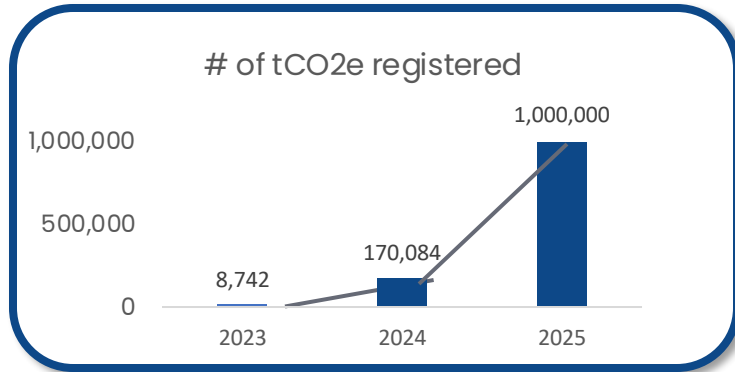


Final Top-100: "Entrepreneurship World Cup '23"

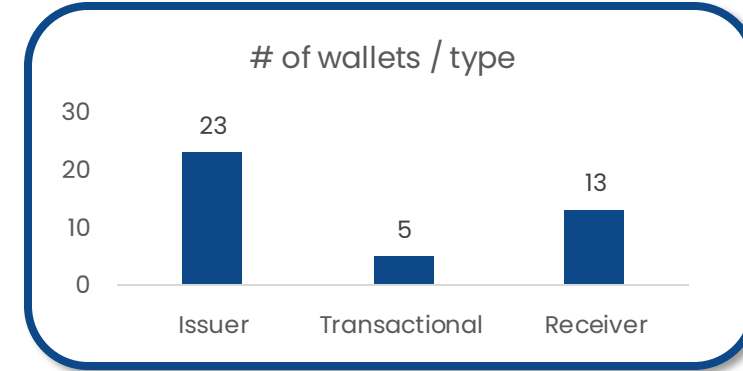
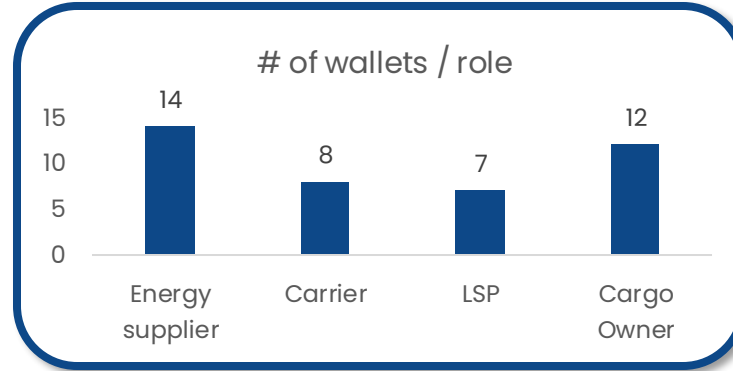
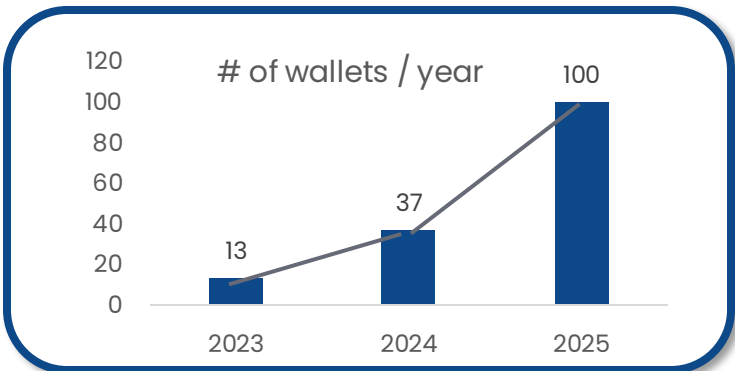
share your impact

123Carbon has increased significantly in both in # of projects and in size per project, leading to a 1845% growth of registered tCO₂e avoidance in 2024, making it the world's largest registry for multi-modal transport.

Carbon & projects



Accounts



Our financials

80k

Average sales
(last 6 months)

75k

Burn rate
(last 6 months)

>6 months

Current runway

8,1

CLV/CAC

385%

3-yr CAGR
(tCOe2)

>60%

Recurring revenues

442k

2024 sales

2.888k

2025 sales

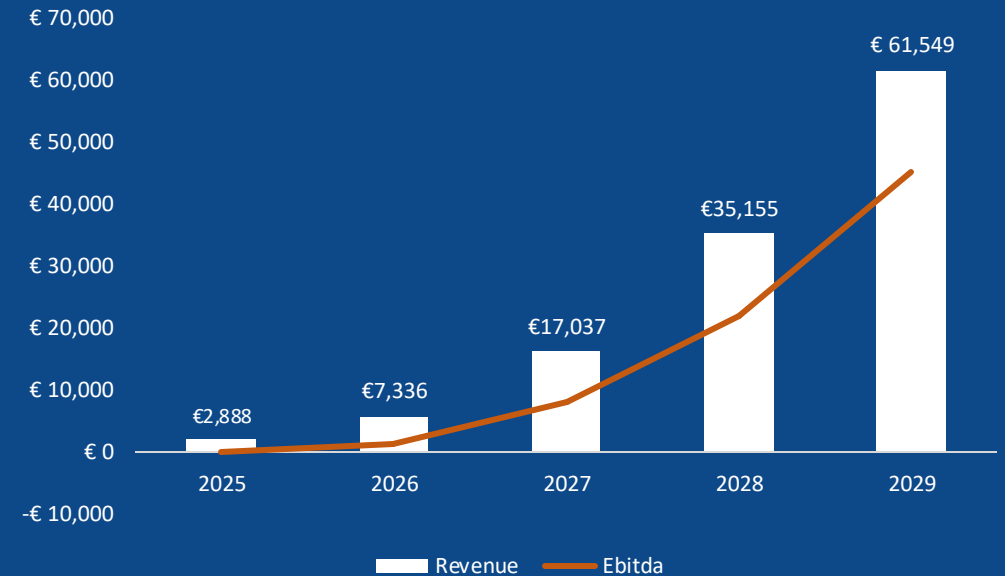
61 mln

2029 sales

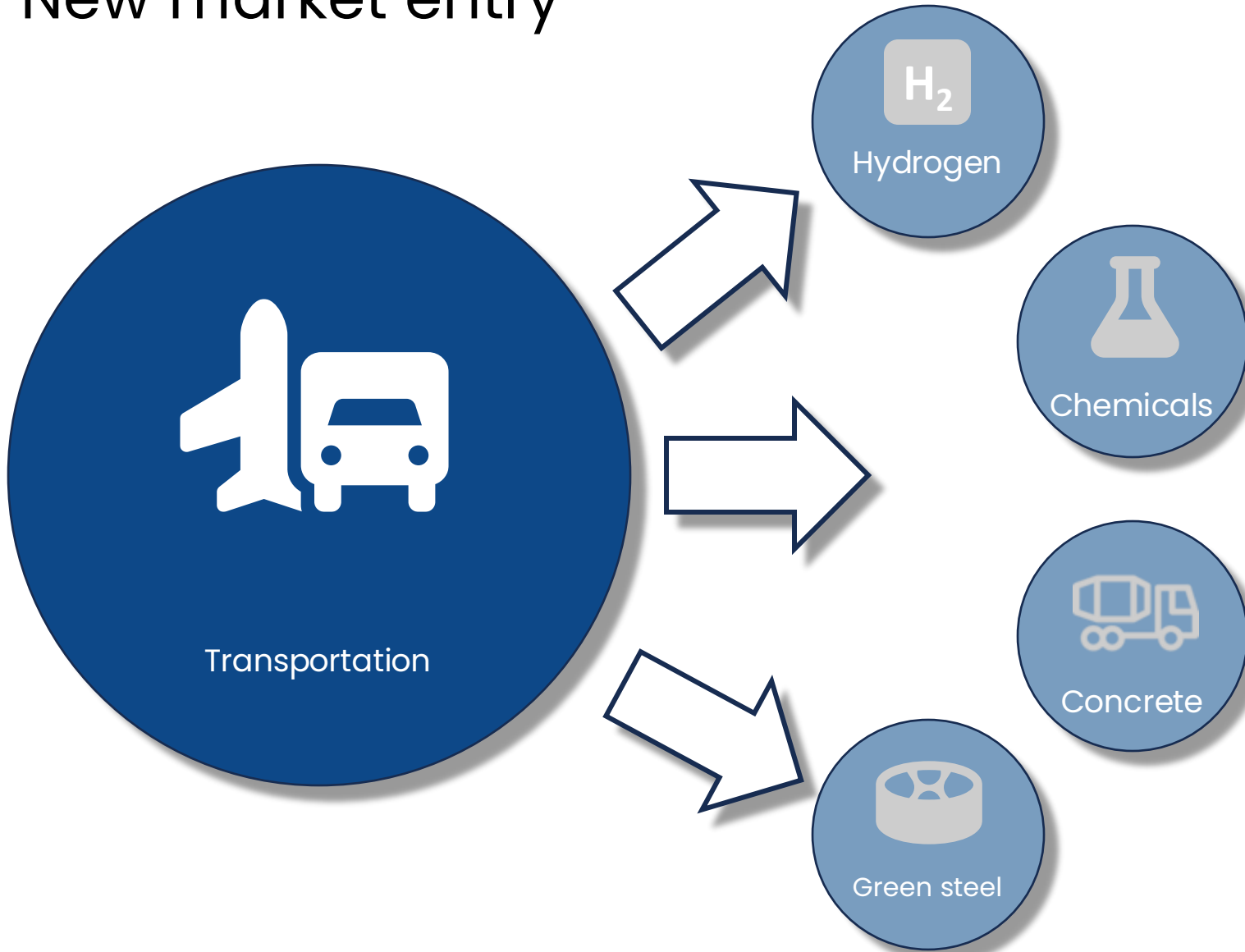
2025 weighted sales pipeline (per feb 2025)

Deal stage	One-off	Recurring	Variable	Total
Solution presented		€ 265.000	€ 5.400	€ 270.400
Proposal sent		€ 549.000	€ 276.000	€ 825.000
Contract negotiations		€ 275.000	€ 57.500	€ 332.500
New - won	€ 22.400	€ 160.350	€ 8.000	€ 190.750
Existing customers - expected	€ 94.200	€ 500.400	€ 675.000	€ 1.269.600
Total	€ 116.600	€ 1.749.750	€ 1.021.900	€ 2.888.250

Sales outlook



New market entry



Materials and Transportation are the #1 & #2 leading emitters of Green House Gasses.

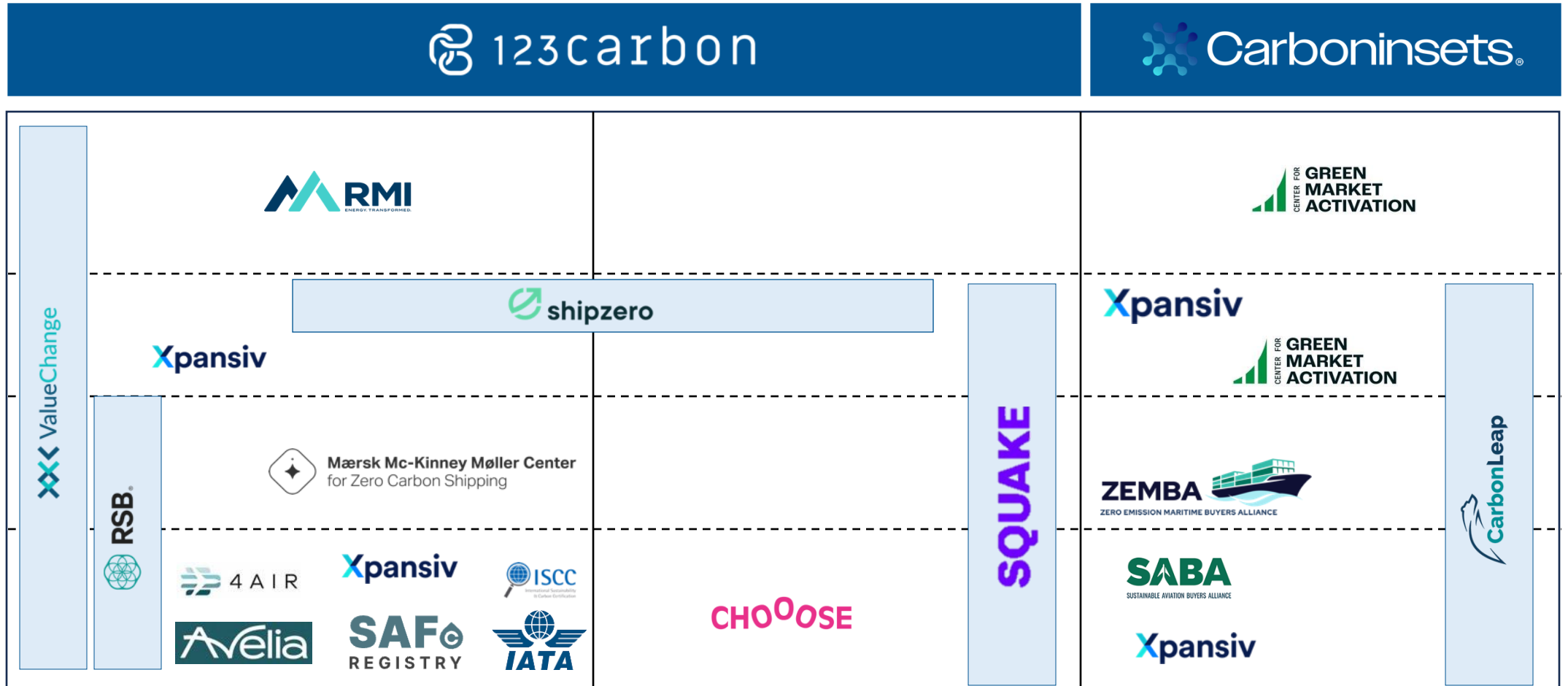
Leveraging its flexible technology platform, 123Carbon will be an early mover in newly emerging global book and claim markets.

Book & Claim methodologies are expected to be published end 2025 / early 2026

B&C
Registry

B&C
Management tool

Marketplace /
transactional



Funding so far:

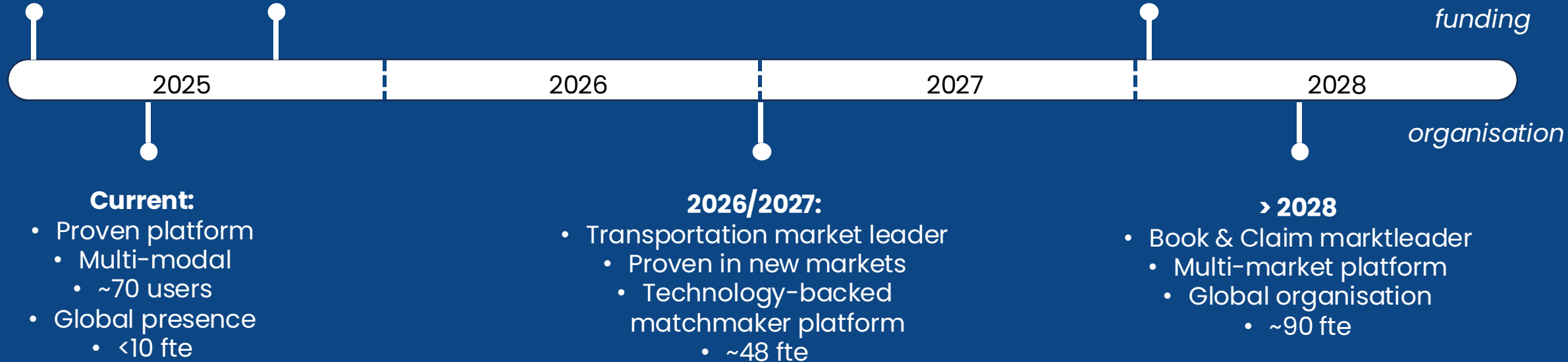
- 715k CLA
- 105k loans

Funding round:

5mln

Funding round:

~ 10-20mln



€ 5 mln

funding opportunity

Current VC will participate
Co-investor available

1

Scale current team
team to maintain
transportation
leadership

2

New market entry
(hydrogen, chemicals,
green steel)

3

Build transactional
matchmaker
platform

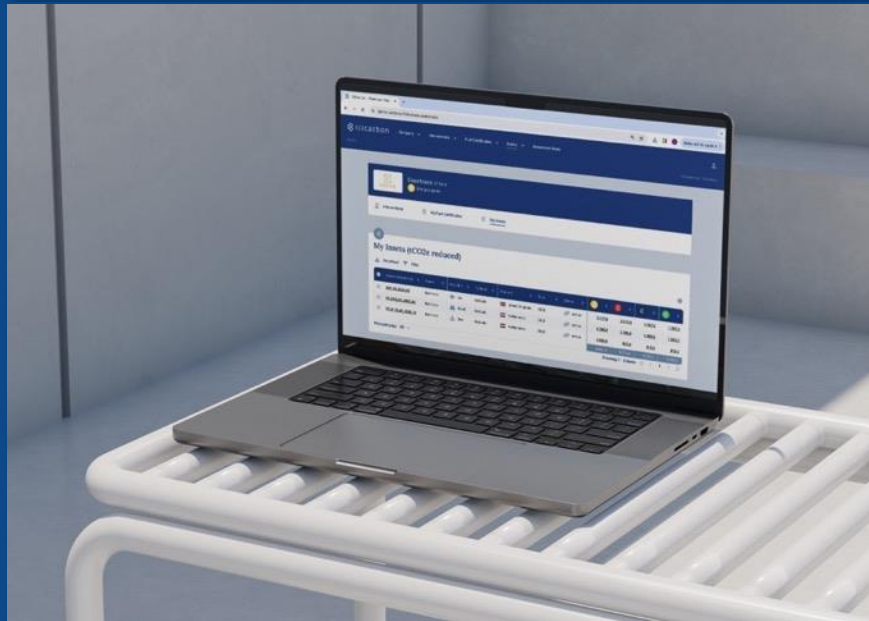
4

123Carbon everywhere:
integrate with relevant
systems

5

Accelerate
network effect
(eg cross-selling)

Interested?



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