








Business Model Canvas for Recycling of Polyamides from Used Nets and Ropes

<p>Key Partners </p> <ul style="list-style-type: none"> • Raw material Sources: <ul style="list-style-type: none"> - Eurocord Network - Rope Producers - Net Producers - Waste Collectors - Fishermen, Fish farms - Various Industries using ropes and nets • Customers (EU): <ul style="list-style-type: none"> - Rope Producers - Fiber Producers - Injection Molders - Compounders • Potential Partners: <ul style="list-style-type: none"> - Eurocord Members - Private companies - Associations 	<p>Key Activities </p> <ul style="list-style-type: none"> • Waste collection (in EU) • Separation (in EU) • Cutting & Baling (in EU) • Granulation (in TR) 	<p>Value Proposition </p> <ul style="list-style-type: none"> • «POLYAMIDE» production from wastes • To serve circular economy in every aspects by cleaning plastic waste from Oceans & Seas by Recycling • Recycled Polyamide production with consistent quality and competitive cost structure 	<p>Customer Relationships </p> <ul style="list-style-type: none"> • Consistent Recycled material supply • Potential to Serve Customers by using their own waste streams as raw material 	<p>Customer Segments </p> <ul style="list-style-type: none"> • Rope producers • Net Producers • Textile fiber producers • Injection Molders • Plastic Compounders
<p>Cost Structure </p> <ul style="list-style-type: none"> • Estimated Waste Cost : 0,60 Eur/kg (collecting, separation, cutting and baling) • Estimated Transportation Cost to/from TR (2 ways) : 0,40 Eur/kg • Estimated Conversion Cost in TR : 0,70 Eur/kg • Total Cost : 1,70 Eur/kg • No investment needed up to 1000 tons/year 		<p>Revenue Streams </p> <ul style="list-style-type: none"> • Recycled PA-6 Sales Price in EU : 2,00 - 2,50 Eur/kg (avg) • Project sales price target minimum : 2,00 Eur/kg (beginning) • Expected Profit : 0,30 Eur/kg; 300.000 Eur/yr • Incentives & foundation from EU Authorities • After 1 KT, need 300K Eur investment for a new line with 2 KT capacity, return less than 2 years. 		