

# A BIT ABOUT US



### **Anne-Sophie ANDERSSON**

- Data Scientist
- O Currently working at the European Space Center
- French Guiana



### **Lucas BONNIE**

- Agricultural Engineer
- Worked as a Vetiver project manager in Madagascar
- French Guiana

## THE PROBLEM:

33% OF SOILS WORLDWIDE ERODED (source FAO: Food and Agriculture Organization) UP TO 1000 YEARS TO CREATE 1CM OF SOIL



#### PAVEMENT COLLAPSE ON THE RN1 IN FRENCH GUIANA

Around 25k€ / km / year are spent annually on the maintenance of national roads in French Guiana

HOW CAN WE MINIMIZE THE ECONOMICAL AND ENVIRONMENTAL COSTS OF THE ROAD MAINTENANCE IN TROPICAL CLIMATE?



#### Slide 4

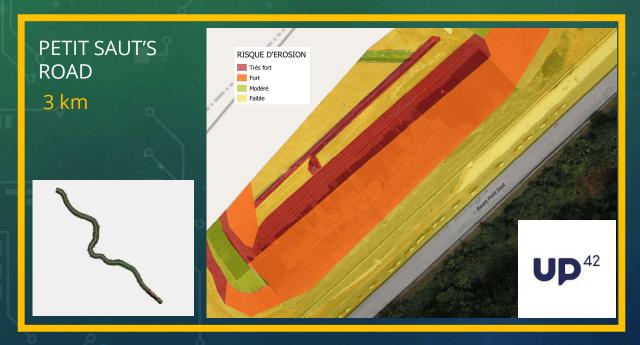
LBO
BIOLOGIQUE - ENVIRONMENTAL - SOCIAL
Lucas BONNIE, 2023-02-09T18:41:15.144

LB1
Pourquoi est ce que ce n'est pas déjà fait ?
Lucas BONNIE, 2023-02-09T18:41:45.208

LB2
C'est quoi les désavantages ?
Lucas BONNIE, 2023-02-09T18:45:57.071



# ...COMBINED WITH AI = VETITECH



UP 42 Pléiades Neo



To detect Roads edges



- To prioritize soil erosion risks using:
  - Elevation data
  - Hydrological data
  - Geological data

## AUTOMATIC QUOTATION:

- Total Planting costs:
  - Number of vetiver plants
  - Number of rows to be planted
  - Calculation of CO2 saved

#### LB0

En quoi c'est de l'Al ? Lucas BONNIE, 2023-02-09T18:46:17.131

### **BUSINESS MODEL**

**TARGET: CONSTRUCTION COMPANIES AND PUBLIC MARKET** 

### **AUDIT**

- Priorization of areas to plant
- Automatic quotation

1900 €/Km

### **PLANTATION**

- Vetiver nursery
- Transport
- Site set-up
- Biomass harvest
- Certificate of compliance

290 000 €/1 Ha

# INSTALLATION STONEWORK

#### 900 000€/1 Ha



3 times more expensive

#### **LOW CARBON LABEL**

- Possibility of grant
- New European legislation 2020:
   CSRD (Corporate Sustainability Reporting Directive)

# FINANCIAL APPROACH

Previsionnal	Sales figures	Expenses + Wage bill	Benefits
2023 – 1 Ha	290 000	425 940	- 135 940
2024 – 10 Ha	2 900 000	2 700 540	199 460
2025 – 20 Ha	5 800 000	5 112 540	687 460
TOTAL	8 990 000	8 239 020	750 980

FINANCIAL NEED

200 000 €

#### **STARTING INVESTMENT EXPENSES**

- Working force UP42 subscription
- Office

Research and

Nursery

- Development
- Plantation equipment
- IT equipment

### **HIGH TECH COMBINED WITH BIOENGINEERING TO STOP EROSION!**

**NORMAL PROCESS** 





















- **ENERGY CONSUMER**
- CO2 EMISSION
- **EXPENSIVE**



































**NOT EXPENSIVE** 

**SOCIAL CONTRACTS** 



#### Slide 10

#### Réconcilier la high tech avec la lowtech Lucas BONNIE, 2023-02-09T18:53:16.337 LB0

#### LB1

Phrase punchline de fin Lucas BONNIE, 2023-02-09T18:53:26.834