

AISTI

**Aisti Corporation Oy**

Carbon negative acoustic tiles  
for greener construction

**2023**

# The Global Challenge



"Buildings are currently responsible for 39 % of global energy-related carbon emissions."

WORLD GREEN BUILDING COUNCIL 2022



In our estimation, the carbon footprint of acoustic tiles is 7 Mt annually.



# The first sustainable ceiling acoustic tile in the world at an affordable price

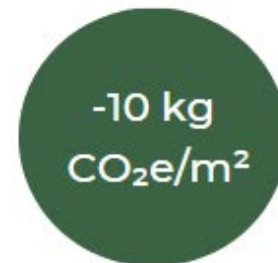
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Sound absorption performance



Net carbon footprint



Carbon handprint

## Foam Forming Technology

- Foam forming technology developed by Aisti enables the production of low-density fiberboards from cellulose fibers without any synthetic binders
- Foam forming technology enables cost-effective manufacturing in large volumes
- Aisti has applied for a product patent to cover ultralow density fire-retardant foam material produced from cellulose fibers. Patent is expected by 1/2023
- Aisti has selected acoustic tiles as the first commercial product, but the same technology could be applied in other applications such as fiber boards, thermal insulation products or protective packaging materials.







## OUR STORY

Aisti is the result of years of experience, technological knowledge, and relentless research and development. The company was born out of the construction industry's need to develop sustainable materials at affordable prices.

Headquartered in Jyväskylä, Finland, Aisti employs seven senior employees. Aisti raised €1.6 million in its first funding round from Maki.vc and a consortium organized by Valve Ventures Oy.

Our vision is to harness the power of nature to make natural, sustainable, and environmentally friendly products for modern construction.



# MARKET SIZE FOR B FIRE CLASS ACOUSTIC TILES

The market for **green and sustainable construction materials** is growing at a rate of **10- 13 %** annually.

Currently there are only **4 big players** on the global market, who are offering acoustic tiles at lower price range with high acoustics performance (class A).

Market area	Total available market	Serviceable obtainable market
Finland	EUR 40 million	EUR 16 million
Northern Europe	EUR 300 million	EUR 90 million
Europe	EUR 3 billion	EUR 750 million
Global	EUR 10 billion	EUR 1,5 billion



# PROFITABLE GROWTH THROUGH SCALABILITY

The first production plant will be built in Finland with a capacity of 2,5 million m<sup>2</sup>.

The company is cash flow positive already in the first fully operational year with only 40 % sales from the total production capacity.

The second production plant will be located in central Europe with a planned capacity of 10 million m<sup>2</sup>.

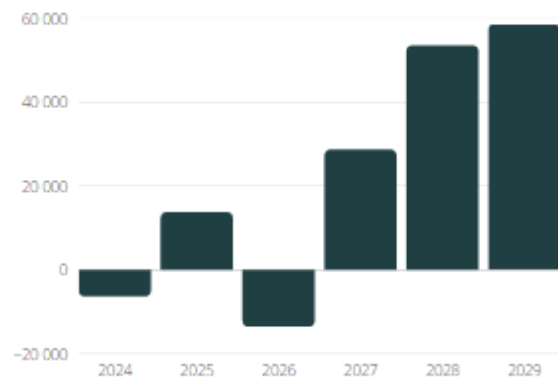
New production plants will be established in other main market areas in the following years.

Revenue (1000 €)

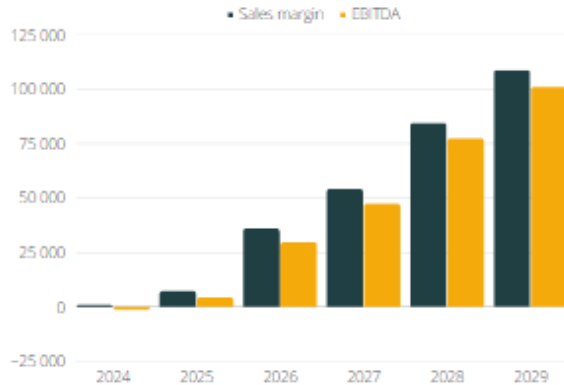


Cash flow (1000 €)

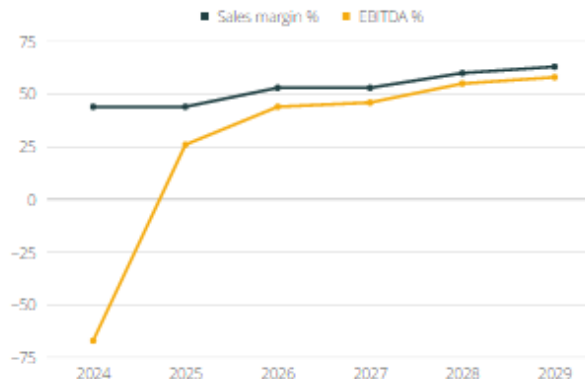
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Sales Margin and EBITDA (1000 €)



Sales Margin and EBITDA %



Financial projections are made using the known market pricing and material cost information as well as the labor costs in Finland.

# CUSTOMER FEEDBACK

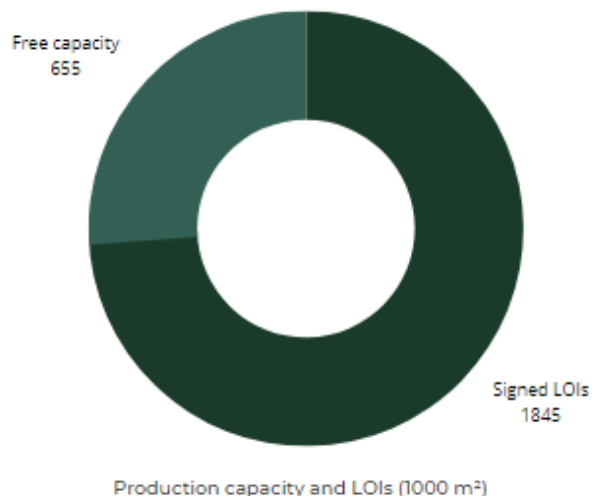
Already signed Letters of Intent with different interest groups:

- Inlook (annual potential 900.000 m<sup>2</sup>)
- YIT (annual potential 300.000 m<sup>2</sup>)
- NREP / Nordics (annual potential 300.000 m<sup>2</sup>)
- SRT Sisärakennustekniikka / FI (120.000 m<sup>2</sup>)
- Pozzoni Architecture / UK (100.000 m<sup>2</sup>)
- Arkkitehtipalvelu / FI (50.000 m<sup>2</sup>)
- Teknorakennus / FI (75.000 m<sup>2</sup>)

If you can provide the tiles to industry with this price point, mineral wool manufacturers will go out of business, as it doesn't make sense to use them anymore.

-Inlook, the biggest user of acoustic tiles in Nordics

Signed LOIs for over 1,8 mill. m<sup>2</sup> annual usage,  
~75 % of the maximum capacity



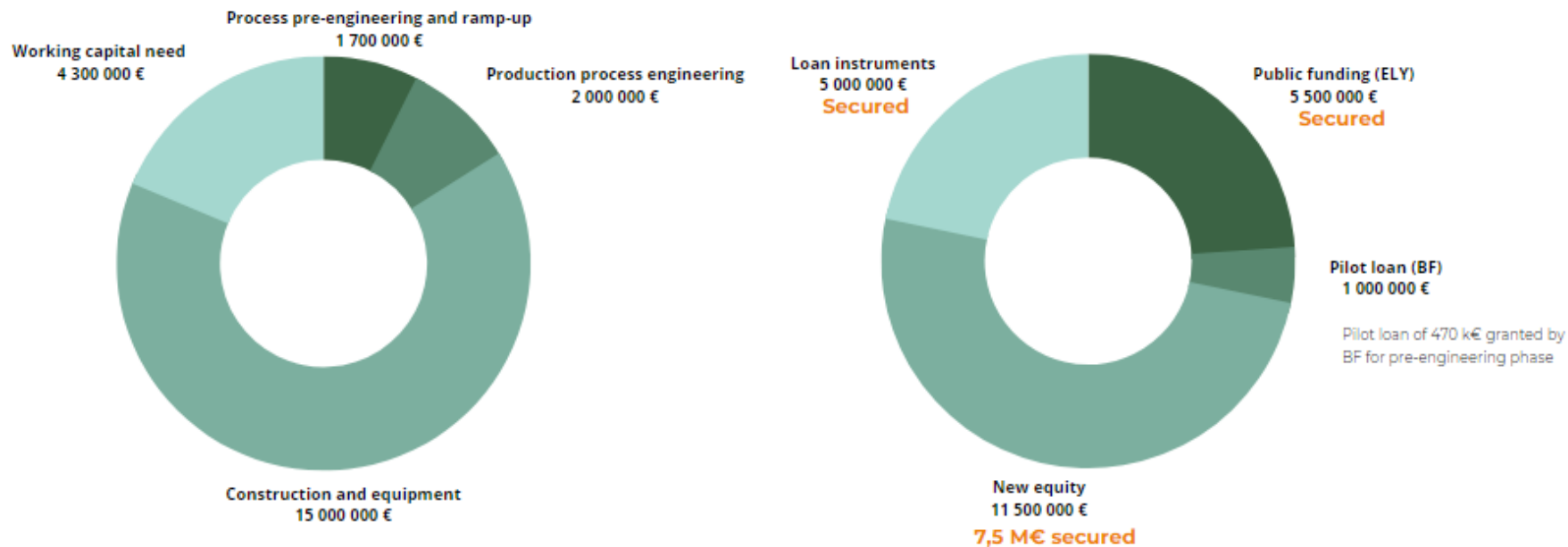
Planned production volume in the first year is 1 million m<sup>2</sup>





# FINANCING PLAN FOR THE FIRST FACTORY

Total investment plan EUR 23 million





AISTI

**Creating a sustainable  
planet tile by tile.**

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