

A close-up photograph of a hand holding a small white tag with a QR code. The tag is attached to a piece of light-colored fabric. In the background, there are various clothing items, including a blue jacket and a white shirt. A larger tag with a barcode is also visible on one of the items.

**Effortless Digital Product
Passports creation,
unlocking value beyond
compliance.**

PROBLEM

Digital Product Passports (DPPs) for textiles will become **mandatory** by 2026 (plus 18m. grace period) ([ESPR](#))

BUT

- fashion brands are **not prepared**
- fashion brands must choose a DPP service **provider**
- they're missing out on **opportunities** generated by DPPs



SOLUTION

Quifactum has legal & technical know-how to

- 1 *unburden* brands to **comply** with ESPR:
 - automatic creation of digital passports
 - Populating DPPs with mandatory information
 - automatic transparency sharing with consumers
- 2 - Generate **value enhancing applications** with unique DPPs at item level
- 3 - be a registered **DPP service provider**



FACT: Brands **must** rely on a 'digital product passport service provider' for backup of data and registration of DPP on the EU register (Art 10.4 and Art 27.1C [ESPR](#))

WHY NOW

18 July 2024
ESPR went into force.
DPPs are announced

16 April 2025
working plan
adoption
prioritized
product groups

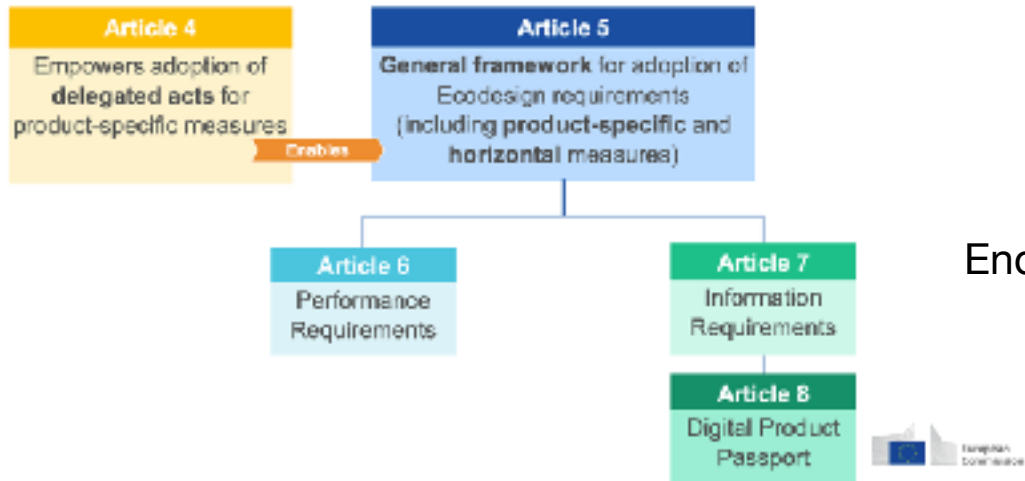
January 2026
Introduction
DPPs for textiles

**Mid 2027 DPPs
are mandatory,**
fines if no DPPs

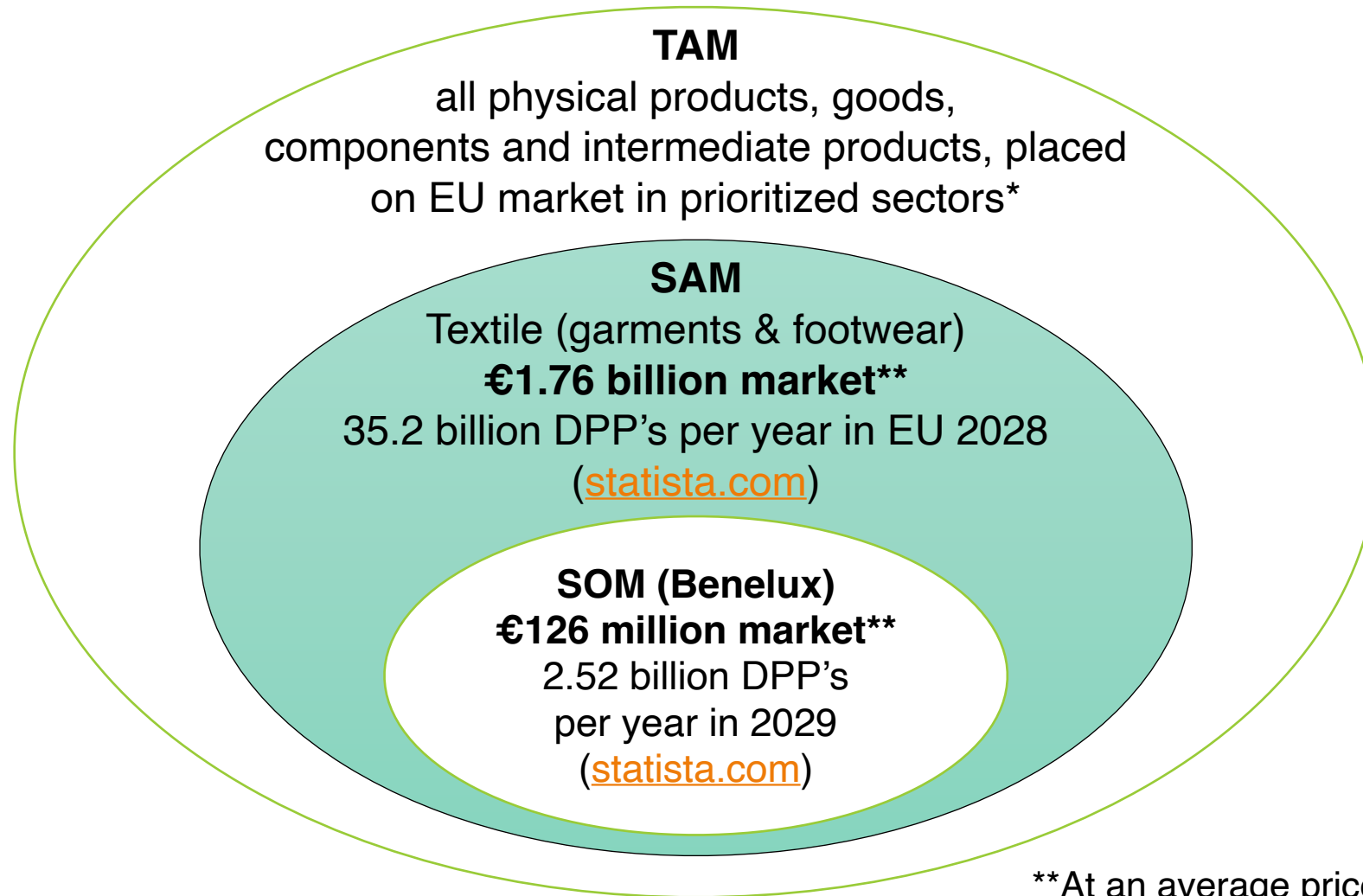
18 month grace period

As of 2026 we anticipate a boom in inbound requests. We must have :

- an easy to install DPP solution
- a sales to rapidly convert leads into customers and onboard them.



MARKET (garments & footwear sold per year => unique DPP's per year)



*Art. 18.5 ESPR:

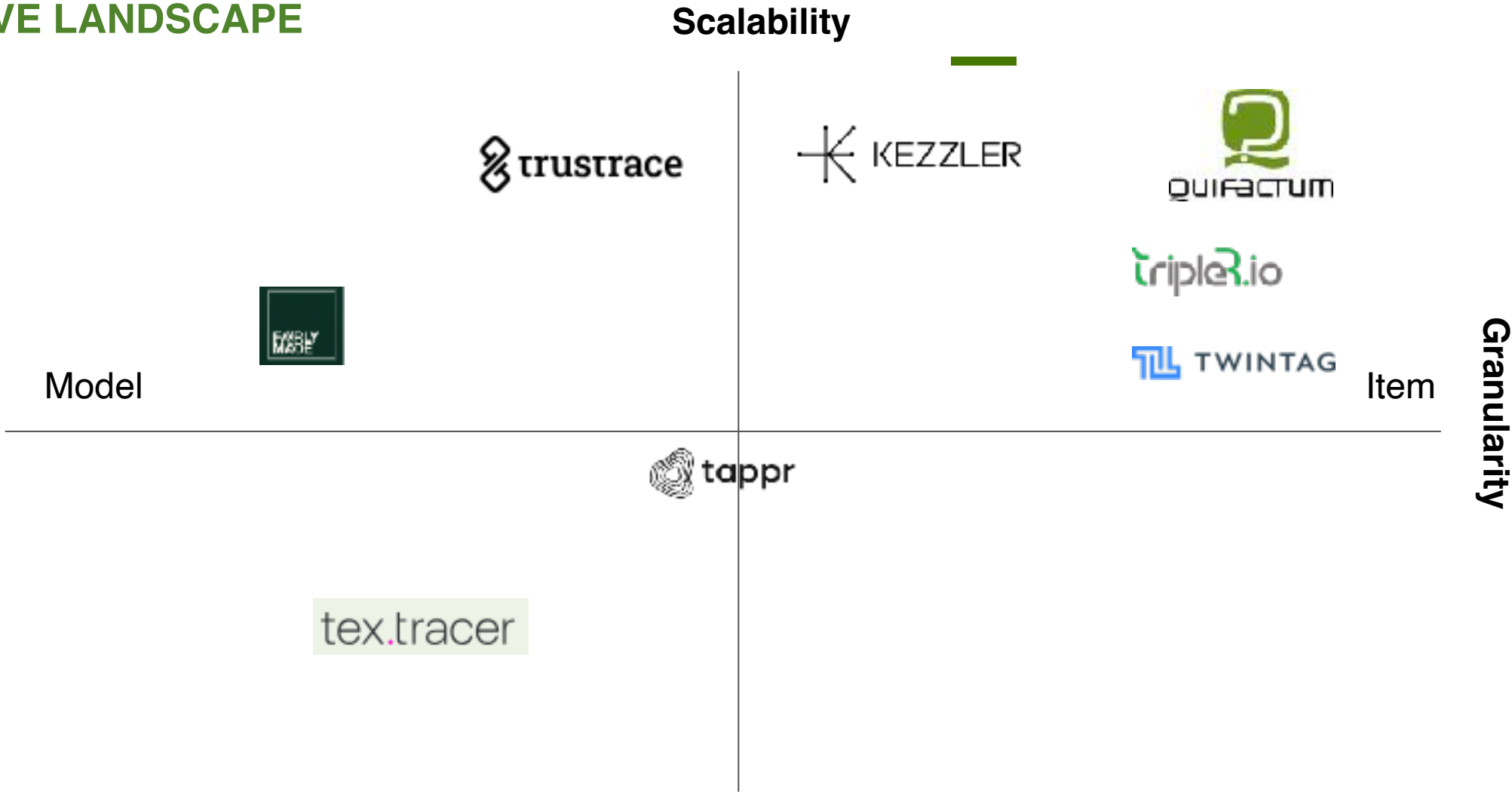
- iron, steel, aluminium
- Textiles (garment/footwear)
- Furniture (incl. mattress)
- Tyres
- Detergents
- Paints
- Lubricants
- Chemicals
- Batteries
- Electronics

**At an average price of € 0.05 per DPP

Unique points of Quifactum

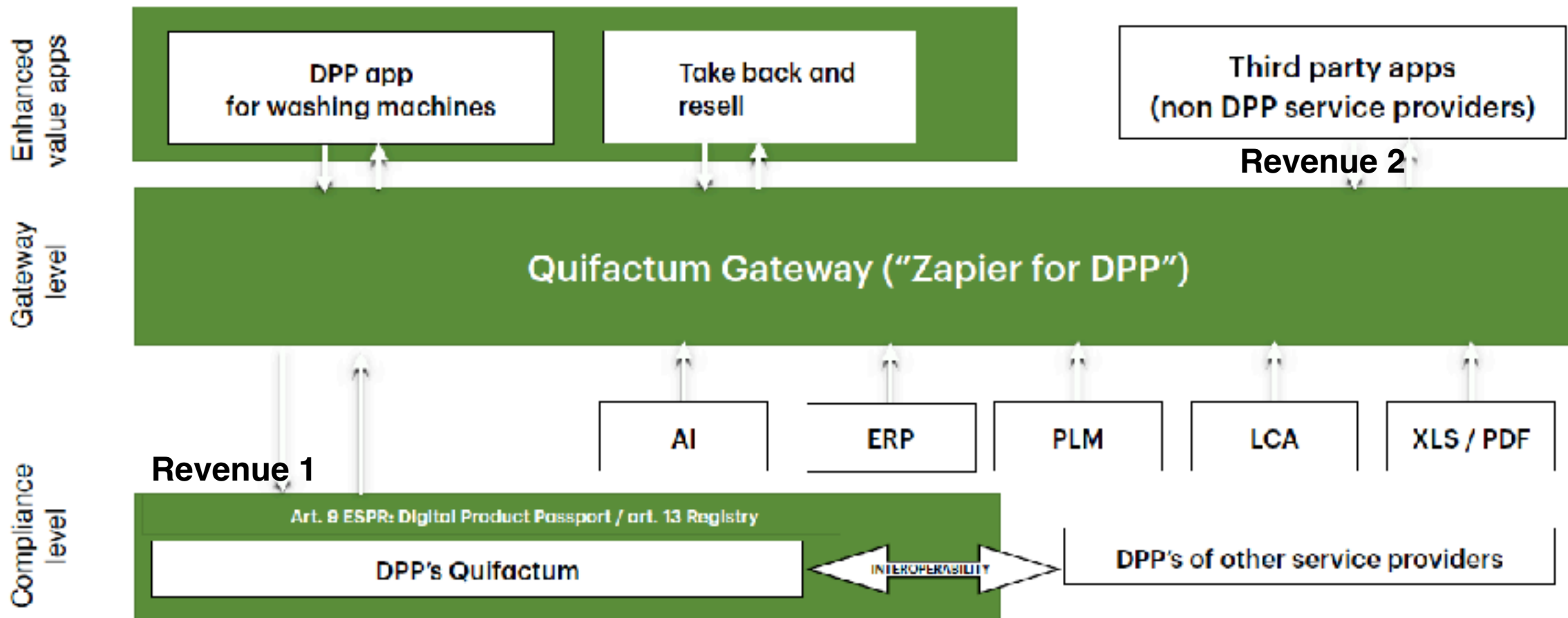
- DPPs at **item level** (model and batch are possible too).
- Value enhancing **applications** :
 - Storytelling : exactly WHO made each garment.
 - Add post-sale events: repairs, returns, reuse, resell, recycling etc...
- Quifactum is at the **cutting edge** of DPP development:
 - member of JTC-24 (Standardisation)
 - member of EWG-1 (Observatory board), EWG-3 (Textile) and CoP of CIRPASS2
- **Customize:** custom fields, dynamically manage the data shown
- We have 25 years **experience** in sales of textile products
- QR codes **GS1 compatible**

COMPETITIVE LANDSCAPE

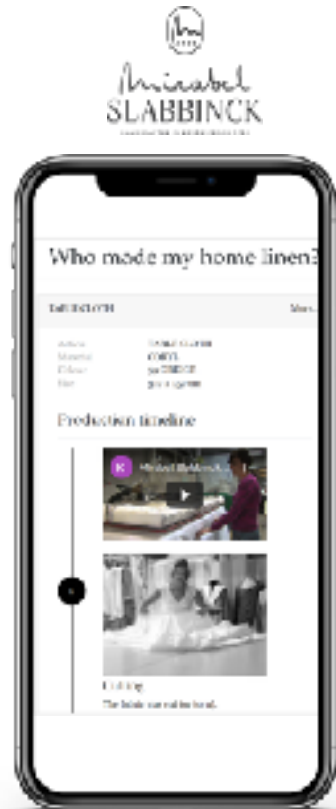


10

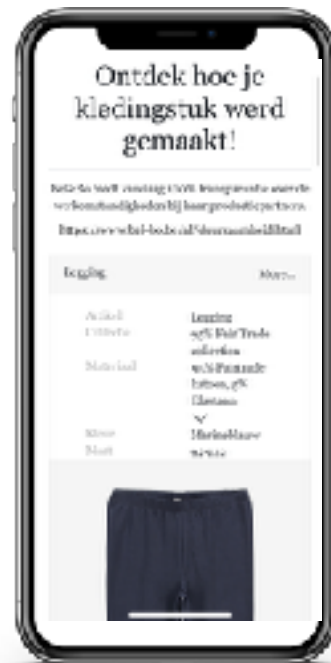
Revenue 3



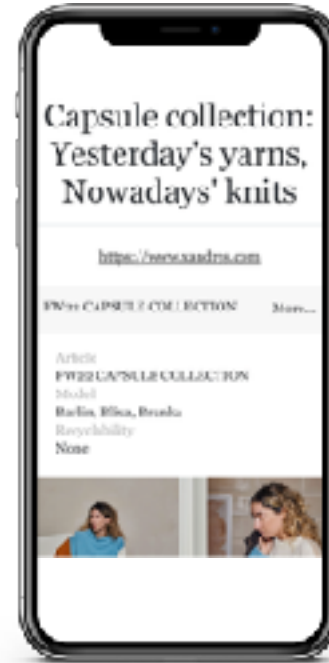
I - front end of DPPs : some examples of different brands products



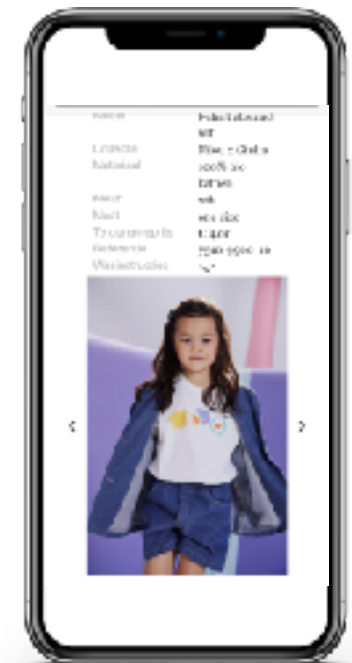
Bel&Bo



X ANDRES



FILOU & FRIENDS



II - Back-end : to aggregate data, certificates, digital passports etc.

The screenshot displays the QIFACTUM Materials management interface. The interface is divided into two main sections: a list of materials on the left and a detailed form for editing a material on the right.

Materials List (Left):

S.No	UID	Title
1		65% Acetate 35% Silk
2		50% Cotton 50% Polyester
3		65% Viscose 27% Polyester
4		74% Cotton 21% Polyester
5		68% Cotton 32% Polyester
6		70% Wool 30% Viscose
7		59% Wool 41% Cotton
8		70% Cotton 30% Polyester
9		87% Wool 17% Polyamide
10		51% Polyester 49% Cotton
11		96% Viscose 4% elastane

Material Form (Right):

Language: En

Title: 90% Cotton 10% Polyester

Recyclability: None

☒ 100% Polyester ☐ Do NOT show on the label

Certification Body: ISO 14001 STANDARD 1

Certificate URL: Certificate URL

Certificate Number: Certificate Number

Label Grade:

100



caroline biss



e5



FILOU & FRIENDS

CAMOMILLA
italia

Mirabel
SLABBINCK
HANDWRITTEN IN BRIGGS SINCE 1933

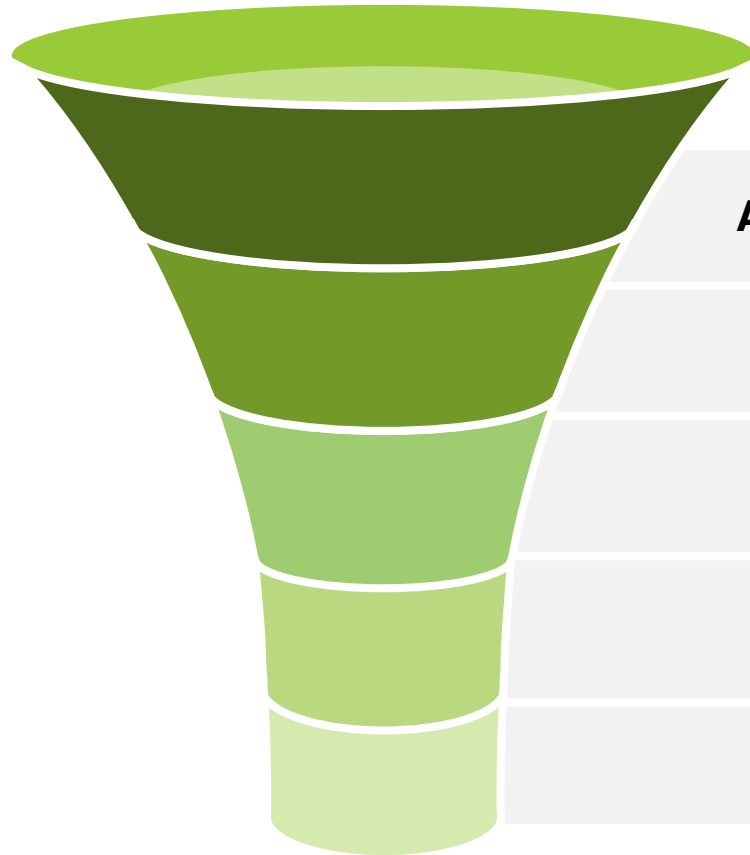
Pricing yearly subscription for DPPs (excl. VAT)

A small fee per item (DPP). Price to be negotiated depending on yearly quantity and duration of contract
Prices for smaller quantities (pilot projects):

	Starter	Artisan	Workshop	Company	Enterprise
Price ARR	€ 500	€1000	€2.500	€7.500	€10.000
Digital Product Passports	2.500	6.666	17.850	62.500	100.000
Price per DPP	€ 0,20	€ 0.15	€ 0.14	€ 0.12	€ 0.10

- Most brands put more than 100.000 items on the market yearly, so the price per DPP (and the ARR), will be negotiated.
- Extra features will be charged as extra

Go-to-market strategy



SaaS Sales Funnel

Acquisition

Trade associations, visits to trade fairs, blogs, **referrals from manufacturers/vendors**, SEA, outbound sales based on prospect lists, referrals from customers

Activation

Free online “ESPR Preparedness Scan”, Concierge approach / Onboard vendors for free

Revenue

Yearly **subscription** (ARR) x number of DPP's
Workshops buy **licenses** for app, but get commission for referrals.

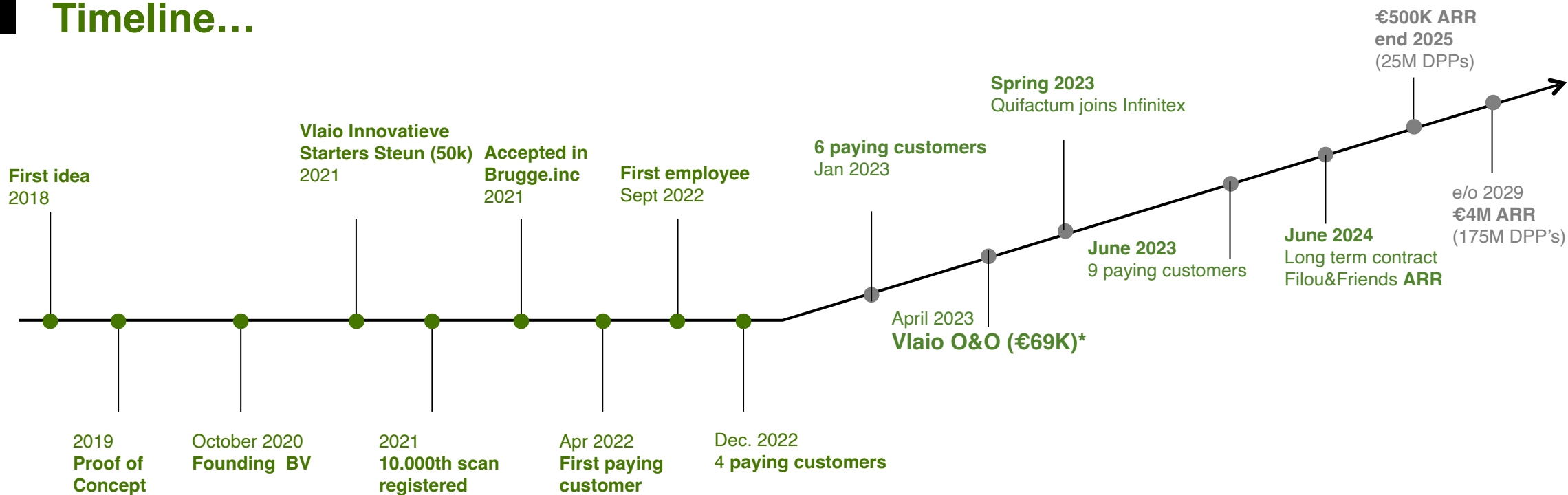
Retention

Credits needed to keep QR codes “viewable” => creates a moat:
Insights in customer behaviour are lost, ESPR legislation requires DPP to remain accessible for years

Referral

“Powered by Quifactum” on each product view, consultants, academics,
Existing brands refer to Manufacturers, who refer to their customer brands

Timeline...



Pilot test with 8 brands on the POC platform

First version MVP

POC of app to register production steps

Our team

Backed by strong advisors

- **Maurizio Pettorino**, Senior VP Salesforce
- **Dr. Chris Coleridge**, Associate Professor, Strategy & Entrepreneurship Management Practice, U of Cambridge; Founder & CEO, Carbon13
- **Henk de Jong**, Serial Entrepreneur, Investor
- **Mimi Lamote**, seasoned CEO with extensive experience in fashion
- **Bram De Vos**, CEO at scale-up Hello Customer

Christof Ameye
CTO

- Master Industrial Engineering (KU Leuven)
- 25 years of Internet Engineering
Co-founded Jforce, successful exit in 2018



Mathias Slabbinck
CEO

- Master of Laws (KU Leuven - 1990)
- MBA-MIM (Esade - 1992)
- 25 yrs Sales Director Kunststateliers Slabbinck nv
- Postgraduate Diploma Entrepreneurship (Cambridge Judge Business School - 2019)
- 3 years VP Sales Odyssee Field Service

Thomas Delahaye
Full Stack Developer



- Howest (programming)
- Graphical Designer (Arteveldehogeschool)

Jordy Van Esbroeck
Full Stack Developer

Anas Assaf
Full Stack Developer

Quifactum is proud member of



CEN/CLC/JTC 24 (standardisation)

EWG1 (Observatory board), EWG 3 (Textile) -Community of Practice

This round gives us 18 months of runway

Proposition

Funding need	€500.000
Of which soft committed	€200.000
Equity stake	20%

Vlaio O&O of €69k has been confirmed



Continued IT investments (front- and back-end development)

Sales & Marketing - 1 extra, in preparation of 2026



Smart Capital: long-term partner with added value, expertise and network

Company Details

Company name	Quifactum BV
Date of incorporation	9/10/2020
Company number	0755.958.117
Company location	Baron Ruzettelaan 5, bus 1.1 8310 Brugge
Website	quifactum.com

Cap Table

Mathias Slabbinck	50%
Christof Ameye	50%

Appendix



Possible value enhancing applications of DPP's (beyond legally mandatory):

- Adding the **customer's** name to the DPP (e-commerce sites)
- Adding each **wearing** to the DPP => challenge for consumers to get to 30
- Scan the QR code for easy **returns**, without filling out forms
- **Washing** instructions (scans by washing machines that automatically know what to do)
- **Number of washings**: when must clothes be replaced?
- Easy **re-sales** (placement on 2nd hand sales platforms - suggested re-sale value)
- Easy for **rentals**: customers can add their pictures with “pre-loved by”
- **End-of-life** logistics: knowing if and how the garment can be recycled
- **Warehouse logistics**: GS1 compatible QR codes (including GTIN) can be scanned at PO
- The DPP can be shared on social media for viral **marketing**
- **Authenticity** check, ideal for luxury vintage garments
- **License agreement** checks
- EU Declaration of **Conformity** can be added
- **Certificates** (Oeko-tex, GOTS etc..)
- Register goods discarded for **destruction** for easy reporting