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# REGENERATIVE MARINE YARN

ANDAM  
FASHION AWARDS  
2025



SAO

# FROM TUNA FISHING NETS TO TEXTILES

## A 100% FRENCH, TRACEABLE & FULLY RECYCLED INNOVATION

At **SAO Textile**, we are revolutionizing the textile industry with a **100% French, fully traceable value chain**. Our innovation transforms **discarded tuna fishing nets from Occitanie** into regenerated polyamide, offering a circular and sustainable alternative to virgin materials.

This **mono-component fiber is 100% recycled**, with **no addition of virgin materials**, ensuring a **fully closed-loop system**. Every step of our process—**collection, recycling, spinning, and manufacturing**—is carried out in France, guaranteeing **traceability, quality, and local value creation** while supporting **French industrial know-how**.

Our fiber retains the **same durability and performance as virgin polyamide** while drastically reducing resource consumption and carbon footprint. Designed for **infinite recyclability**, it ensures that waste is continuously repurposed into new yarns and garments.

By choosing SAO Textile, brands embrace a **100% Made in France, fully traceable, mono-component, and eco-conscious textile innovation**, where marine conservation meets cutting-edge material science.



# FISHING NETS

A SILENT ENVIRONMENTAL  
CATASTROPHE

10 %

*of the world's plastic  
pollution sinks to the  
seabed.*

640,000 t

*per year worldwide*

600 years

*to decompose*

1000 t

*per year in France*



SÈTE

## END-OF-LIFE FISHING NETS: AN URGENT CHALLENGE

In **France**, solutions for end-of-life fishing nets remain limited. Most are sent to **landfills, incineration, or energy recovery**, with only a small fraction being **recycled down to pellets**.

Many lost or abandoned nets become **ghost nets**, polluting **marine ecosystems** and releasing **microplastics**. With **no viable solution**, these nets accumulate in **massive storage at ports**, only to eventually end up in **landfills**—a major challenge **for fishermen, ports, and local communities**.

**A fully circular and scalable solution is urgently needed.**



# THE VALUE CHAIN

COLLECTION, PROCESSING &  
VALORIZATION

## COLLECTION

→ **150 tons** of fishing nets recovered from fishermen in the Occitanie region (*Agde, Sète & Port-Vendres*).



## SORTING

→ They are centralized in Montblanc (34), cut, and sorted by color into 1-ton big bags.



## TRANSFORMATION

→ Waste converted into regenerate polyamide, without virgin material addition.



## TEXTILE PRODUCTION

→ Designed for fashion and sportswear markets.



FROM POLLUTION TO RESOURCE:  
TRANSFORMING WASTE THROUGH LOCAL, CIRCULAR INNOVATION.



# THE PROCESS



CUTTING



DENSIFICATION



EXTRUSION & GRANULATION



EXTRUSION SPINNING



TEXTURIZATION



KNITTING

In **2023**, SAO launched recyclability and feasibility tests with **CETI**, validating its **Proof of Concept (POC)** and producing the first textile samples. Using an **innovative thermomechanical process**, SAO achieves **100% recycling with no virgin material input**, thanks to **mono-filament** technology, ensuring **full circularity**.

→ **TRL 1-3 (January 2023) – Proof of Concept Validation**

SAO successfully **densified and granulated PA6 fishing net waste**, analyzed its **rheological properties**, assessed material reliability, and produced its first **recycled filaments**.

By the end of the 2023, SAO scaled up, **processing 200 kg** of end-of-life fishing nets, moving from textile sampling to **texturization and pre-industrial recycled yarn production**.

→ **TRL 4 (February 2024) – Lab Validation**

Production of **textile samples and recycled yarn bobbins**, confirming feasibility at a laboratory scale.

→ **TRL 5 (August-October 2024) – Industrial Scale-Up**

By October 2024, SAO reached a major milestone: the production of **France's first-ever 100% Made in France prototype T-shirt**, fully integrating recycling, fiber production, texturization, and garment manufacturing—**a first in France!**

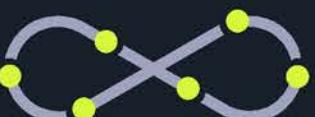
By the end of the 2024, SAO initiated tests with **French industrial partners** to evaluate large-scale feasibility, with the objective of refining the process in view of a **pre-industrial phase in 2025 and a market launch in 2026**.

In July 2024, SAO **filed a patent**, securing its breakthrough in sustainable polyamide innovation and reinforcing its leadership in circular textiles.

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# OUR MISSION: ACT NOW FOR THE OCEANS.

CIRCULARITY



MADE IN FRANCE



PRESERVING SEAS  
& OCEANS



UN SUSTAINABLE  
DEVELOPMENT GOALS

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At SAO Textile, we are committed to fully reshoring textile production while actively contributing to the **preservation of our oceans**. As a **mission-driven company**, we create innovative and technical textiles from recycled marine waste, ensuring a fully circular and 100% Made in France production.

- **Reduce plastic pollution in the ocean** by transforming marine waste into regenerated fabric resources.
- Build a **complete value chain for sustainable and 100% French textile production**—from fishermen to the fashion industry.
- Develop and commercialize **sustainable, traceable, and circular textiles**, from marine waste collection to finished products.
- **Raise awareness among future generations** through school projects, promoting eco-design and environmental responsibility.
- **Support NGOs** to expand our impact beyond textiles and contribute to ocean preservation (*member of 1% for the Planet*).

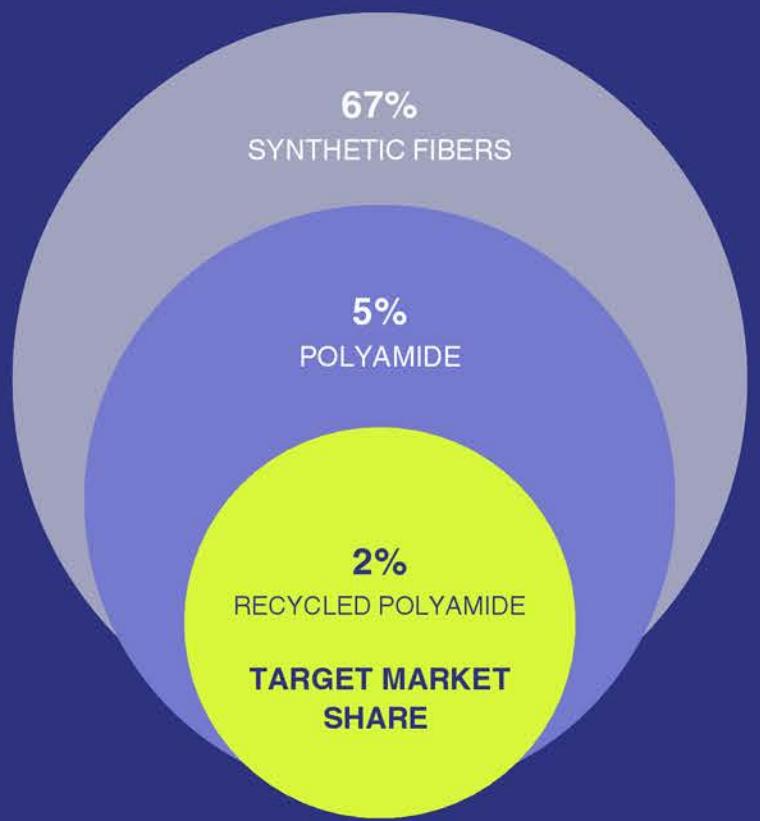
More than a textile company, **SAO is a commitment—to preserving oceans, supporting local industry, and driving sustainability**.



# FIBER GLOBAL MARKET

SCALING RECYCLED POLYAMIDE PRODUCTION IN FRANCE IS A GAME-CHANGER FOR INDUSTRIAL RESILIENCE, SOCIAL IMPACT, AND SUSTAINABILITY.

GLOBAL FIBER PRODUCTION: 124 MILLION TONS IN 2023



GLOBAL REVENUE OF RECYCLED POLYAMIDE FIBER: \$37.86 BILLION

## RECYCLED POLYAMIDE & MADE IN FRANCE: A STRATEGIC OPPORTUNITY

The **€84.8B French fashion market** is built on imports, while its textile industry struggles, with only 60,000 jobs left. Meanwhile, **demand for recycled fibers is skyrocketing**, fueled by regulations and shifting consumer priorities.

The **\$54.9B global polyamide market** remains 98% reliant on virgin materials, despite the EU's ambitious **18-26% fiber-to-fiber recycling target by 2030**—a game-changing industrial shift.

Producing in France **cuts emissions, secures supply chains, and revitalizes local expertise**. With **68% of French consumers ready to pay more for Made in France**, scaling recycled polyamide is not just an opportunity—it's an **economic and environmental necessity**.

# COMPETITORS

KEY COMPETITORS IN THE RECYCLED POLYAMIDE AND PET YARN MARKET FROM MARINE WASTE

| PRODUCTION COUNTRY                                | ECONYL®<br>AQUAFIL   | SEAQUAL®  | REPREVE®<br>UNIFI   | BURCO<br>netplus   |
|---|--|---|---|--|
| 16 factories across 8 countries and 3 continents. |         |                                |                |                 |
| RECYCLED MATERIALS                                | PA6<br> | rPET / PET / PE / PP / PA6<br> | PET / rPET<br> | PA6 / PA6,6<br> |

\*RECYCLED NETS: TRAWL & GILLNETS

INTERNATIONAL MARKET VALIDATION:  
A STRATEGIC OPPORTUNITY FOR FRANCE

# COMPETITIVE ADVANTAGES



## 100% MADE IN FRANCE

- **Short supply chains & local production** – Recycling, spinning, weaving, and garment manufacturing, all within France.
- **Preserving local expertise** – Strengthening industrial know-how and creating local value.
- **Low-carbon footprint** – French energy mix + short circuits = significant CO<sub>2</sub> reduction.



## TRANSPARENT

- **Composition of recycled materials** – Sourced from marine waste, ensuring sustainability.
- **Clear impact measurement** – AVC + Impact Score for full environmental transparency (Launch planned for Q3 2025).
- **Partnerships with local fishermen** – Direct collaboration for waste collection.



## TRACEABLE

- **End-to-end traceability** – From collection points to production, stock, and transport.
- **Fully circular production** – Recycling, fiber spinning, fabric production, and garment manufacturing.
- **Localized production sites** – Clear sourcing and processing locations.



## ENGAGED

- **Mission-driven company** – Committed to sustainability and industrial relocalization.
- **Supporting NGOs** – Member of 1% for the Planet, actively funding ocean conservation.
- **Eco-citizen actions** – Participation in environmental initiatives and circular economy awareness.



# BUSINESS MODEL

## A 360° STRATEGY FOR CIRCULAR TEXTILE INNOVATION

### B2B REGENERATED YARNS

→ Supplying premium 100% regenerated polyamide yarn, made entirely from fishing nets and produced in France.



Sold by the kilogram or the ton customizable according to brand specifications.

#### 2025 Milestones:

- Q1-Q3: Industrial tests & prototype development.
- Q4: Market launch (Mid-2025) – testing & prototyping with brands.

Confidentiality agreements signed with key luxury & sportswear brands.

Projected revenue: €149K (6,000 kg - €24.94/kg)

### B2EDU WORKSHOPS

→ Raising awareness and collaborating with designers, fashion schools on circularity, through upcycling directly from raw fishing nets.



Creative Workshops & Educational Programs (B2EDU & B2B) – Hands-on experiences around upcycling fishing nets.

- Launch: September 2024
- Formats: Creative upcycling workshops.
- 2024 Revenue: €1,100 already generated.

Upcoming projects: Exhibition at Marine Museum + collaborations with fashion schools & cultural events (Year of the Sea).

### B2C CAPSULE COLLECTION

*(Technical Sportswear)*

→ A limited-edition performance line co-developed with professional athletes, showcasing our innovative regenerated yarn.



B2C Technical & Recycled Sportswear Line – A premium collection made from 100% regenerated yarn, produced in France.

- Target market: B2C & B2B2C
- Sales channels: E-commerce & pop-up stores
- Price range: €60 - €250
- Launch date: Q2/3 2026
- Product development & testing with professional athletes.

2026 Revenue Projection: €233K

### TECHNOLOGY & LICENSING (FUTURE GROWTH) –

Potential licensing of our patented regenerated yarn technology to other manufacturers.

### B2B INDUSTRIAL PARTNERSHIPS

→ Collaborating with industrial manufacturers who also act as distributors, enabling them to commercialize regenerated yarn and granules for wider industry applications.



B2B Recycled PA6 Granules Sales – Direct sales via industrial distributors.

#### 2025 Milestones:

- Q1-2: Industrial tests, refining the commercial offer, material certifications.
- Q3: Integration into distributor networks & pre-sales.
- Q3/4: Market launch (September).

Sales target: 30 tons in 2025  
Estimated price: €2.31/kg

Projected revenue: €69K



# MARKET TRACTION

**SPORTSWEAR BRANDS EXPRESSING  
INTEREST IN SAO REGENERATED YARN**



**GROWING DEMAND FOR 100% FRENCH REGENERATED  
MATERIALS IN LUXURY & PERFORMANCE SECTORS**

- Brands are increasingly seeking **fully traceable, sustainable, and high-performance materials**.
- Regulatory and environmental shifts are accelerating demand for **circular and made-in-France textiles**.
- Growing commitment from luxury houses to **sustainable innovation** and long-term partnerships with eco-friendly suppliers.

- **2 Confidentiality Agreements Signed** (Luxury & Sportswear Brands)
- **1 Active Test** with a French Sports Brand for a Recycled Shoe Prototype

→ **Projected Revenue from Yarn Sales:**

**2025: €149K / 2026: €765K / 2027: €1.5M / 2028: €1.7M**

→ **Strategic Partnerships in Textile Innovation & Sustainability**

- Active collaborations with CETI, fashion schools, and research institutes.
- Industrial partners supporting the development of a French-based textile recycling chain.

**SUSTAINABLE FRENCH  
SPORTSWEAR BRANDS**



**LUXURY FRENCH  
GROUPS & BRANDS**



**UNDERWEAR & TIGHTS  
FRENCH BRANDS**



**TARGET FASHION SECTOR**



# MARKET SCALABILITY & GROWTH STRATEGY

## → SHORT-TERM (2025-2026):

Strengthening partnerships with luxury & sports brands, industrial validation, market entry.

## → MID-TERM (2027-2028):

Scaling production, expanding upcycling initiatives, launching sportswear at full scale.

## → LONG-TERM (2029+):

Becoming a key player in sustainable textile innovation, expanding to new waste streams.

# ROAD MAP 2025





# CREATIVE PROJECT

EMPOWERING THE NEXT GENERATION THROUGH  
EDUCATION & AWARENESS

LE TRIATHLON  
DE LA MODE  
ÉTHIQUE

ESMOD  
FASHION BUSINESS

PAUL  
POIRET

UNIVERSITÉ  
DE LA  
MODE

SCIENCES  
PO  
LILLE

ISG

MBS  
since 1897

At SAO Textile, we believe that **education is a powerful catalyst for change**. By engaging with students from diverse disciplines—fashion, business, and design—we are shaping the future of sustainable innovation.

- **120+ students** engaged in upcycling challenges through ethical fashion triathlons in Angoulême & Marseille (2023), or workshops in Lycée Paul Poiret (2024) & ESMOD Paris (2025).
- **Marketing & sustainability** projects led by **10+ students** at *Université de la Mode* & *ESMOD Lyon*.
- **Future leaders involved:** Over **150 students** from *Sciences Po Lille*, *MBS Montpellier*, and *ISG Luxury Nice* introduced to circularity & responsible entrepreneurship.

**Delta Festival, Marseille, Sept. 2024:** Eco-design workshops stand, where festival-goers customized their outfits using upcycled fishing nets. This took place at the largest Mediterranean seaside festival and one of the most environmentally committed events in France. The stand attracted **over 50 visitors per day**.

**Exhibition at the Musée de la Marine** (March 6, 2025): Upcycled creations from Lycée Paul Poiret students showcased, labeled under *La Mer en Commun* for the Year of the Sea.

**A movement, not just a brand:** SAO Textile is shaping the future of responsible fashion by integrating innovation and sustainability into education.



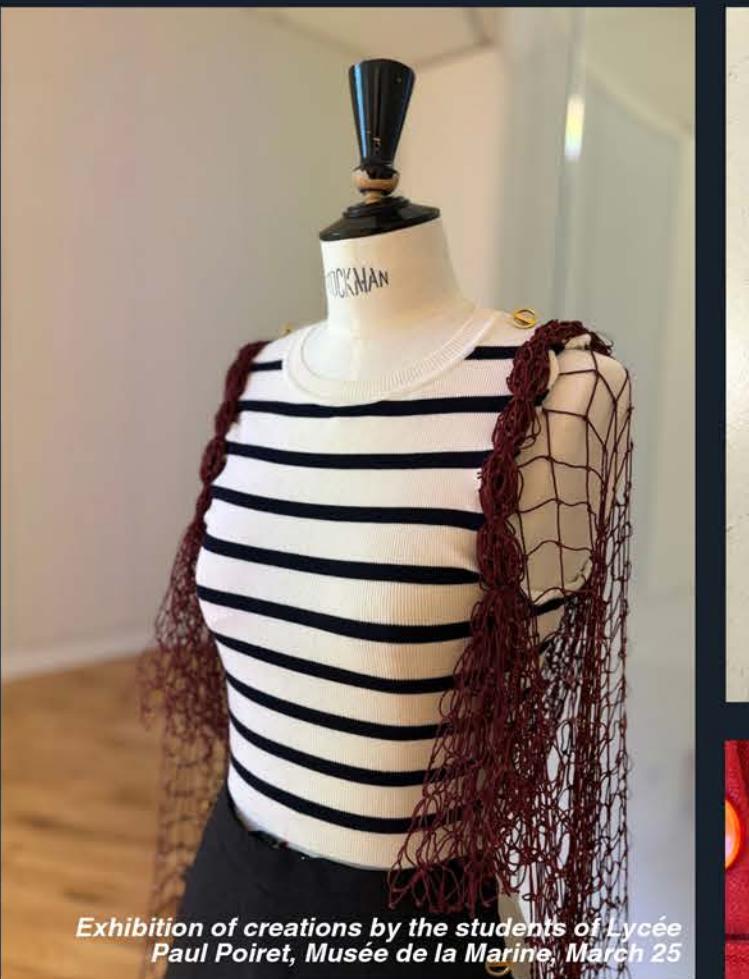
Delta Festival, Marseille, Sept. 24



FCIL Draping students from Lycée Paul Poiret and their creations



Ethical Fashion Triathlon, Angoulême, Oct. 23



Exhibition of creations by the students of Lycée Paul Poiret, Musée de la Marine, March 25



First moodboard and sketches, Lycée Paul Poiret, Oct. 24



Material detail ZOOM, Musée de la Marine, March 25



Delta Festival, Marseille, Sept. 24



Pattern-making canvases and prototypes, Lycée Paul Poiret, Dec. 24



Textile samples, ESMOD Paris, March 25

⋮ ⋮

# COMPETITION GRANT – STRATEGIC LEVERAGE & IMPACT

## A UNIQUE OPPORTUNITY TO SCALE & LEAD SUSTAINABLE FASHION

### STRATEGIC IMPACT & KEY STAKES FOR SAO TEXTILE:

- **Industrial Acceleration:** A decisive boost to finalize our pilot phase and prepare for large-scale production.
- **Market Expansion & Visibility:** Unlocking opportunities to connect with key luxury, fashion, and sportswear brands, facilitating strategic partnerships to drive SAO Textile's adoption within premium markets.
- **Marketing & Commercialization Support:** Gaining exposure through ANDAM's ecosystem and industry-leading platforms, strengthening SAO Textile's positioning in sustainable luxury and high-performance textiles.
- **Financial & Strategic Leverage:** The €100,000 grant and one-year mentorship from Yann Gozlan will accelerate SAO Textile's industrialization, market entry, and strategic partnerships, laying the foundation for long-term growth.

### KEY OBJECTIVES



#### SCALE PRODUCTION

*Transition from prototype to market-ready products with industrial efficiency.*



#### EXPAND COMMERCIAL REACH

*Strengthen partnerships with major industry players.*



#### ENHANCE INNOVATION & SUSTAINABILITY

*Advance material R&D for high-end applications.*

### €100K GRANT: STRATEGIC ALLOCATION



#### STRENGTHENING THE LOCAL VALUE CHAIN

*Enhancing collection, processing, and ecosystem development.*

#### STRATEGIC DEVELOPMENT OF THE INTERNATIONAL PATENT

*Expanding IP protection and global positioning.*

#### SCALING INDUSTRIAL PRODUCTION

*Contributing to the industrial pilot phase and supporting the transition to large-scale manufacturing.*

### A STEP FORWARD FOR SAO TEXTILE

*Winning this competition will provide a crucial boost to:*

Strengthen France's commitment to circular and sustainable fashion.

Support SAO Textile's mission to protect oceans through innovation.

Accelerate our transition to large-scale production and market expansion.

#### MORE THAN AN AWARD, THIS IS AN OPPORTUNITY TO SCALE

**IMPACT AND DRIVE CHANGE.**

• □



## MARINE OLACIA – FOUNDER & PRESIDENT OF SAO TEXTILE

After 15 years as a designer and collection manager in the fashion industry (Hermès, Bershka, Volcom, Roxy), a production trip to Bangladesh became a turning point in my career. Witnessing the environmental and human impact of the textile industry, I decided to rethink fashion by integrating innovation and circularity.

In 2023, I founded SAO Textile, a pioneering project that transforms discarded fishing nets into a 100% recycled textile, without virgin materials, entirely produced in France. This industrial and environmental challenge is driven by a unique ecosystem: fishermen, researchers, chemists, and manufacturers working together to relocalize a sustainable and innovative textile industry.

As a French Tech Tremplin, France Climate Launchpad, and 101 Femmes Entrepreneures Laureate, I am committed to building fashion that respects the oceans, local craftsmanship, and future generations.

## ECOSYSTEM



- COMMUNICATION
- RESEARCH & DEVELOPMENT
- BLUE ECONOMY
- FASHION & IMPACT
- STARTUP SUPPORT
- FINANCIAL PARTNERS



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