

**Dermoda Leather
Textile Confection
Consultancy R&D
Industrial Trade Limited
Company**

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**Dermoda
Deri**



Co-Founders, Management:

CEO Sevda KÖKSAL DABAN

CMO Burak DABAN

QM Nilay Ture BİLGİ

Category: Sustainable Production, Leather Tanning, waste management

Year Founded:2104

Year participated in GCIP:2017

Number of Employees: 3

Amount and Type of Financing Sought:

e.g. \$1m equity financing.

Funding Stage: Series B

Use of Funds: Specific product, market, financing milestones you need to achieve in the next 18 months.

Business Description: Ecologic Leather Team focuses on sustainable and eco-friendly leather production.

Product/Market Fit: With the developed sustainable leather production using environmentally friendly vegetal tanning material, ecologic leather is produced that is 100% degradable in nature, has formaldehyde content less than 20 ppm and has no allergic or toxic effects on humans. The sustainable clean leather production method uses 20% less water and chemicals, has 15% shorter operating time and uses 25% less energy and completes leather production in accordance with Reach legislation and Oeko-Tex standards. Simultaneously as the wastewater created after tanning is effectively treated it can be reused in processing. Ecological leather may be used in baby booties, shoes, leather ready-to-wear clothing, automotive (seat covers, steering wheel, etc.) and furniture upholstery.

Business Model: We mainly use direct sales. Ecological leather used in baby booties, shoes, leather ready-to-wear clothing, automotive (seat covers, steering wheel, etc.) and furniture upholstery.

Customers/LOI: E-bebek, Daas Trade Co.uk

Management: CEO graduated top of her class from Ege University Leather Engineering department in 2009.

After working as an R&D engineer in a variety of firms, in 2014 she won the right to found a company with Technoventure capital support from the Ministry of Science, Industry and Technology for the project "Ecologic Leather Production Sensitive to the Environment and Human Health.

Technologies/Special Know-how: *In the patent application phase*

Markets: The global leather product market was 200 billion dollars in 2014 and is predicted to reach 247 billion dollars in 2019. Since 2014 the shoe segment of the leather product market dominates the market with 59% market share.

Competition: Some customers display allergic effects during the use of chrome leather products, and as ecologic leather does not contain heavy metals and has formaldehyde content of less than 20 ppm as requested by European standards, these negative effects on users are resolved.

Funds Raised: 30.000USD Technoventure capital from the Ministry of Science, Industry and Technology.

Financial Projections

\$, in thousands	2017	2018	2019	2020	2021
Revenue	0	1.5M \$	2.1 M \$	3 M \$	8 M \$
EBIT	0	1.0 M\$	1.3 M \$	2.3 M \$	6.4 M\$
Funding Needs	0	1.0 M\$	0.5M \$	0	0