

Apr 1, 2025 – Klimpo Conference

Accelerating the shift to permanent carbon removal

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**Every BECCS project is
facing similar
commercial complexities**

**What has been the critical unlock in
other industries?**

**Experts in CCS,
infra, finance & legal**

**Investors who want
to accelerate CDR**

**Commercializing &
financing BECCS**



Commercializing & financing BECCS projects



Commercialization

Securing revenue & offtake

Financing CO2 capture infrastructure

Transport & storage



Software & data



Risk management & Legal



Portfolio

What online shopping taught me at Klarna

Early e-commerce:

**Consumers:
Lack of trust**

**Stores:
Fraud & expansion issues**

Klarna built rails:

**De-risked &
enabled scale**

**No need for each store
to solve the problem**

**BECCS lacks the
connector in the
middle**

**Each project
juggling 50+
stakeholders**



The emitter:

Wants to act, held back by commercial uncertainty

Securing revenue & structuring off-take

Financing outside core business

Complexity in value chain

**THE
EMITTER**

The buyer:

High ambitions with limited resources

Quality & permanence

Who will deliver?

Limited capacity for due diligence

THE
BUYER

The value chain:
**A chicken-and-egg
problem**

Transportation & storage volumes

How do you get a cluster started?

CCU/CCS mix brings complexity

**THE
VALUE
CHAIN**

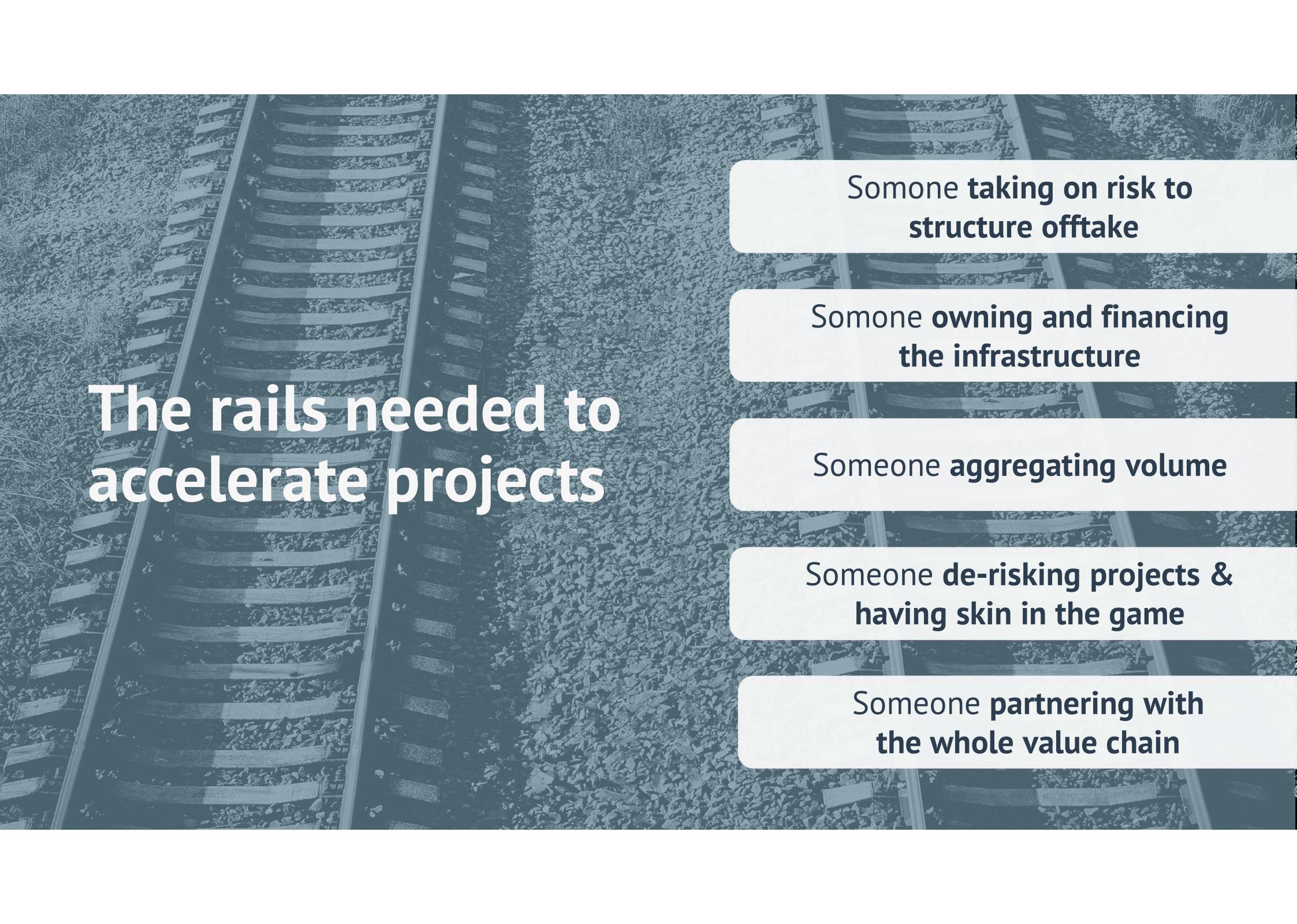
The investor:
**Wants in
but needs bankability**

Offtake & matching contracts

Hard to navigate the projects

Need a de-risked project

**THE
INVESTOR**



The rails needed to accelerate projects

Someone **taking on risk to structure offtake**

Someone **owning and financing the infrastructure**

Someone **aggregating volume**

Someone **de-risking projects & having skin in the game**

Someone **partnering with the whole value chain**

**The shift will
happen if projects
are bankable!**



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