CONE PAL – Reduce your logistics costs by up to 45%

Our patented cardboard pallet:

Cheaper. Lighter. Pooling-free. Space-saving. More sustainable.



-45%
Total costs

-60%
Storage and transport volume

-77%
CO_2-Footprint

Your pallet logistics costs more than necessary

The 5 hidden cost drivers of wood and plastic pallets:



High acquisition costs and pooling trap:

Approx. €18 per pallet + exchange fees, loss, cleaning, administration

Time-consuming handling:

Forklifts instead of manual work - slow picking, valuable time is lost.

Weight ballast and risk of injury:

23kg per pallet = higher CO_{2} emissions, more transport costs, unergonomic, risk of accident.

Lack of space:

Empty pallets block storage and retail space.

Expensive disposal and customer frustration:

Sorting, returning, disposal costs - service effort without added value.

CONE PAL - Your cost-effective and pooling-free alternative

Cardboard pallets: Lighter, cheaper, more sustainable - with full load capacity



Further details:

- **Pooling-free: No return, no exchange, no administration.**
- **100% recyclable: Revenue from waste paper instead of disposal costs.**
- **Dimensions: Available as full, 1/2, and 1/4 pallets.**
- **Certifications: FSC, IPPC, ISPM 15 certified.**

-45% **Procurement costs**
on average -8 € per palette

-90% **Weight with similar load capacity**
2,7 kg vs. 23 kg (750 kg dyn., 2.250 kg stat.)

-60% **Storage and stacking volume**
40 nestable pallets per slot instead of 15

+166 % **More pallets per truck**
1.320 CONE PAL vs. 495 EPAL per Truck delivery

Savings with 50,000 pallets per year

ROI after 3 months when switching from EPAL to CONE PAL

Savings along the value chain:



Procurement and transport:
≈ 415.000 €/Year



Warehouse, picking, handling:
≈150.000 €/Year



Recycling revenue:
≈ +110.000 €/Year



Returns, exchange, cleaning:
≈365.000 €/Year



Sustainability and ESG reporting:
–415 t CO_2 /Year

ROI Key Figures:

Total savings:

1,05 Mio €/ Year

Payback period:

3 Months

We show the detailed calculations on the next slides

Procurement and Transport:
45% lower price and
63% fewer trips
= double savings.

EPAL VS CONE PAL
based on 50.000 Pallets / Year



From procurement to delivery: How CONE PAL makes your transport chain more efficient

What this means for you:

≈ 415.000 €/Year
Total savings.

63 free Trucks
Trips for other goods or customers.

88 % less CO_2e
= measurable ESG improvement.

Your advantages:

Savings per pallet:	**– 8 € (–45 %)**
Savings/year:	**– 400.000 €**
Pallets per truck:	**+ 166 %**
Required trips (500 km):	**– 63 Fahrten (–62 %)**
Diesel costs/year:	**– 15.120 €**
CO_2e-emissions:	**– 30 t (–88 %)**

CO_2-Calculation: carboncare.org/co2-emissions-rechner

EPAL VS CONE PAL
based on 50.000 Pallets / Year

Warehouse, picking, and handling:
CONE PAL relieves your employees and optimizes your warehouse

90% lighter, 75% faster, 60% less space



What this means for you:

Healthier, more productive employees
No heavy lifting, no forklift dependency, fewer accidents

75% faster handling
More throughput with the same personnel

+48 m² free storage space
Space for valuable goods instead of empty pallets

Estimated savings: 110.000-150.000 €/Year
(Depending on salaries, storage space and throughput

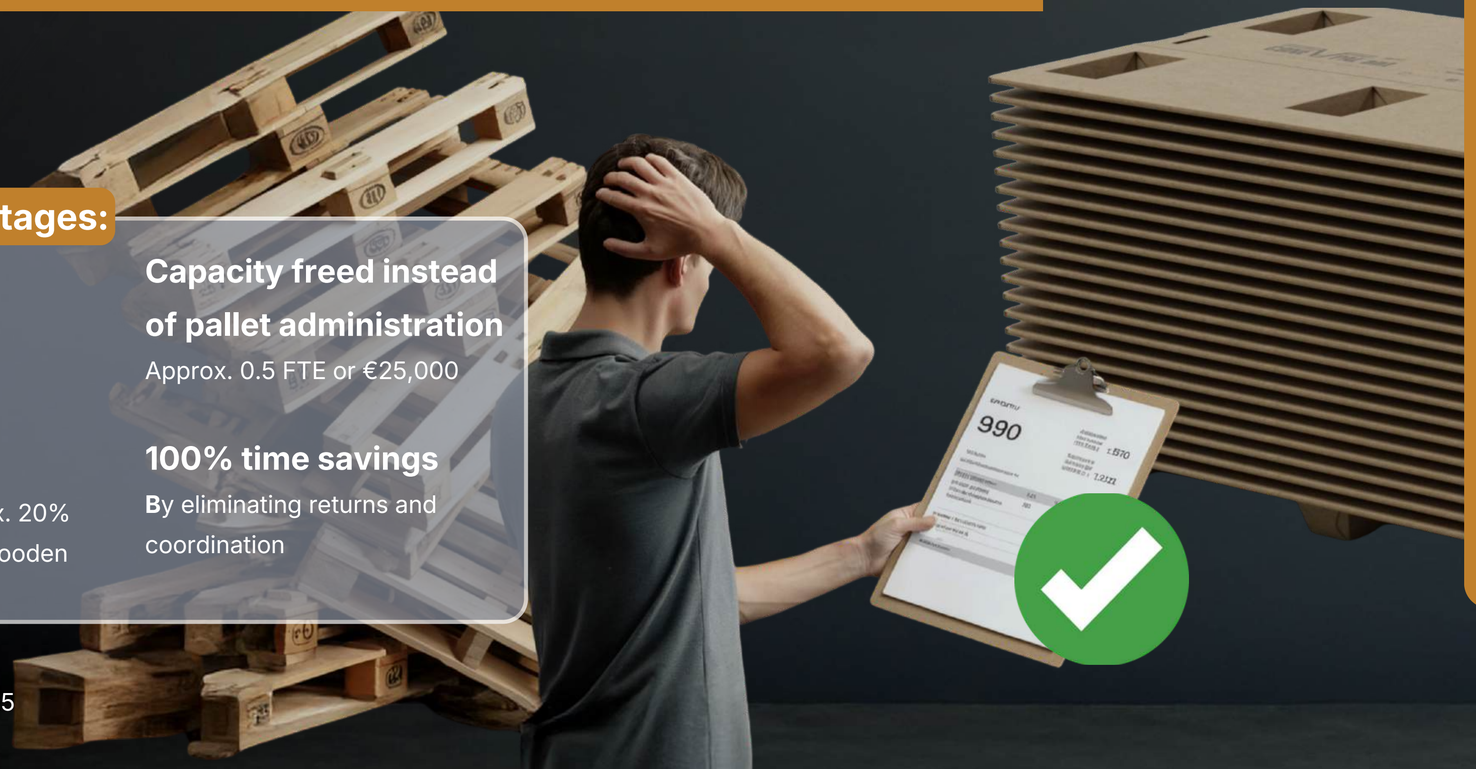
Your advantages:

Weight per palette:	**– 20,3kg (-90 %)**
Handling:	**By hand instead of forklift**
Stacking height:	**40 pcs. nestable (+ 166 %)**
Required storage space:	**– 60%**
Risk of injury:	**Minimal**

EPAL VS CONE PAL
based on 50.000 Pallets / Year

Returns, Exchange, Cleaning: No more pooling fees, loss, and exchange bureaucracy

CONE PAL eliminates up to €365,000 per year in hidden pooling costs



Your advantages:

–150.000 €
Exchange fees (forwarders)

–180.000 €
Instead of approx. 20% shrinkage with wooden pallets

Capacity freed instead of pallet administration
Approx. 0.5 FTE or €25,000

100% time savings
By eliminating returns and coordination

What this means for you:

- **€340,000 real cost savings**
  Exchange + shrinkage + cleaning = hard costs that disappear completely
- **No more pooling bureaucracy**
  No exchange slips, no CHEP surcharges, no complaints
- **Approx. 0.5 FTE freed for productive tasks**
  Instead of managing pallets: Optimise processes, coordinate suppliers, support customers
- **100% planning reliability**
  No returns, no empty pallet management, no shrinkage stress

EPAL VS CONE PAL
Based on 50,000 pallets per year

Recycling & Disposal:

Instead of paying for disposal – You get paid for the recyclable material

How CONE PAL turns waste into revenue and delights your customers

What this means for you:

€113,500 total benefit
Save €100,000 in disposal costs
AND earn €13,500 from waste paper

Delighted end customers
Recyclable material instead of waste
- simple, fast, frustration-free

Recyclable material instead of waste
CONE PAL is 100% recyclable and generates revenue instead of costs

No sorting effort
Your employees and customers dispose of CONE PAL like cardboard

Total benefit: €113,500 / year
(Depending on the market price for corrugated cardboard)



Your advantages:

+€100,000 saved
Disposal costs

+€13,500 earned
50,000 pallets/year

Up to 40 cycles
Dr. Oetker study + field tests

Frustration-free disposal
Especially for end customers

Sustainability and ESG reporting:

With CONE PAL your Scope 3 emissions decrease by 415 tonnes

88% less material, 77% less CO_2





EPAL VS CONE PAL
Based on 50,000 pallets per year

Your advantages

–415 t (–77 %)
Material footprint

–30 t (–88 %)
Pallet transport

–88 %
Material consumption

Closed-loop cycle

What this means for you:

415 t CO_2 reduction per year
Equivalent to 83 container shipments from Hamburg to Shanghai

Achieve sustainability targets
Measurable reduction for Supply Chain Act and further targets

Concrete figures for ESG reporting
Scope 3 Category 1 directly reduced – CSRD-compliant and auditable

Communicable competitive advantage
Strong impact for customers, investors and stakeholders

Total benefit: –415 t CO_2 / year (–77%)

www.conepal.info, 2025

CO_2 calculation: carboncare.org/co2-emissions-rechner

ROI summary with 50,000 pallets/year:

€1.05 million savings per year and 415 t less CO_2

The question is not IF – but WHEN you switch

Your measurable advantage with payback after 3 months

Based on 50,000 pallets/year – scalable up and down

-415k€	-150k€	-365k€	+110k€	-415t
Procurement & transport	Warehouse & handling	Pooling eliminated	Recycling revenue	CO_2 reduction

Successfully in use – from SMEs to large corporations

Companies that already trust CONE PAL and achieve measurable success

Excerpt of our customers

Dr. Oetker · riegel bioweine · Bad Heilbrunner · BORA · REWE Süd/Südwest eG · medi bayreuth · HEIMBS Manufaktur seit 1880

Customer: Riegel Bioweine – Sustainability Report 2025

> "With 13,638 half CONE PAL pallets per year, we save:
> **76 t weight | 50% freight volume | 11.8 t CO_2.**
>
> The pallet is reusable and 100% recyclable – perfect for our sustainability strategy."

Stefan Riegel,
Managing Director, Riegel Bioweine

Link to full report

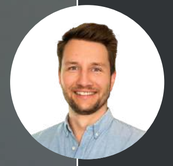
Ready to make the switch?
It’s that simple.

4 steps to ROI proof – start your pilot project today

HOW THE TRANSITION WORKS

1. **Initial consultation & analysis (1 week)**
   We analyse your pallet logistics and calculate your individual savings potential
2. **Start pilot project (30–90 days)**
   Test CONE PAL in a defined area – risk-free, with full support
3. **ROI report (after pilot)**
   You receive a detailed report on the test and your potential savings
4. **Decision & roll-out (your pace)**
   Gradual or full transition – you decide how to proceed

Your contacts



Jonathan Gauger
jonathan.gauger@conepal.de
+49176 6048 2125



Michael Katz
michael.katz@conepal.de
+4916 2944 7918

