

# Danish SME supplies vegan-certified apple-waste leather alternative to furniture brands via direct supplier agreements

## Summary

Profile type	Company's country	POD reference
<b>Business Offer</b>	<b>Denmark</b>	<b>BODK20250910012</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
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## General Information

### Short summary

A Denmark-based SME offers a next-gen leather alternative made from upcycled apple waste (~91% bio-based, vegan-certified), produced in the EU and delivered on 1.5 m rolls for efficient cutting. It targets furniture and interior applications and seeks direct supplier/commercial agreements with manufacturers, brands and design studios—no agents, distributors or trading companies. Priority markets: Germany and Sweden.

### Full description

The SME develops and supplies a premium, leather-like material made from upcycled apple by-products, enabling furniture and interior players to reduce environmental impact without sacrificing aesthetics or performance. The material is vegan-certified and contains ~91% bio-based content, supporting sustainability targets and responsible procurement policies. Production is Europe-based, with roll-to-roll manufacturing primarily in Germany, ensuring reliable quality and logistics. Material is delivered on industrial rolls: 1.5 m width (usable ~1.45 m) and typical roll length ~25 m, with a standard thickness of ~1.1 mm—dimensions that simplify nesting, lower cutting waste and suit serial upholstery workflows. Finishes span multiple textures and colours, with custom options available for larger runs. Typical applications include seating, panels and accessories for residential and contract interiors.

Cooperation is envisaged strictly with direct clients (manufacturers, brands, design studios). The SME offers sampling, technical documentation and order fulfilment for ongoing supply, and supports partners through

qualification and industrialisation phases. The engagement model focuses on long-term supplier and commercial agreements for direct purchase and specification into collections. Intermediaries (agents, distributors, traders) are not of interest. Priority outreach targets Northern and Central Europe, with near-term focus on Germany and Sweden.

#### Advantages and innovations

- ~91% bio-based content; 100% animal-free; vegan-certified.
- EU production; 1.5 m roll format (usable ~1.45 m; ~25 m rolls; ~1.1 mm standard thickness) enables higher yield and less off-cut waste versus hides.
- Leather-like feel and durability with a markedly lower footprint vs. conventional leather; suited for furniture and home decor.
- Consistent dimensions support scalable manufacturing and specification workstreams.

#### Technical specification or expertise sought

The partner is a registered company acting as a direct buyer (no agents/distributors) with in-house capability to qualify and industrialise roll-goods for furniture/interior applications. Required capabilities and specifications:

##### Product format & handling

- Works with coated textile/laminate roll-goods and can process 1.5 m wide rolls (usable width ~1.45 m), typical roll length ~25 m, standard thickness ~1.1 mm.
- Has cutting, sewing and bonding/laminating expertise, incl. adhesive selection and substrate compatibility checks for upholstery and panel applications.

##### Testing & qualification

- Can run or commission standard furniture/interior tests (e.g., abrasion, tensile/seam strength, light fastness, resistance to common cleaning agents) per internal or market norms, and share structured results for specification tuning.
- Able to validate edge finishing, perforation/embossing feasibility, and durability on target SKUs before series launch.

##### Process conditions & care

- Adheres to care/handling guidance for coated next-gen materials: clean with damp cloth (no machine washing); do not immerse; respect heat exposure limits (avoid sustained >90 °C); evaluate any post-processing such as printing, noting properties may change.

##### Design & specification

- Can plan efficient nesting for 1.5 m roll width to minimise off-cut waste; selects colours/textures from current catalogue or collaborates on custom developments (with MOQs).
- Maintains accurate sustainability communication (e.g., vegan-certified, ~91% bio-based content) in line with documentation provided.

##### Quality & traceability

- Implements incoming QC, lot/batch tracking and acceptance criteria; shares field performance/warranty data for continuous improvement.

##### Procurement & logistics

- Engages under a direct supplier/commercial agreement only; provides rolling forecasts and agrees lead times/MOQs (no MOQ for standard variation; customisations carry MOQs). Typical guidance: linear meters ~1–2 weeks; full rolls ~2–6 weeks from payment confirmation (subject to order).

#### Sustainability & compliance

- Uses technical datasheets/certificates for tenders and due diligence; collaborates on end-of-life and care instructions for user manuals.

#### Eligibility (direct B2B only)

- Purchases directly from the manufacturer (no intermediaries) and is a registered company; not aimed at private customers.

#### Production context (for planning)

- Acknowledges EU production and roll-to-roll manufacturing on 1.5 m width, supporting repeatability and scale.

The Danish company is also interested in getting in touch with architect studios.

#### Stage of development

**Already on the market**

#### IPR Status

**IPR granted**

#### IPR Notes

#### Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**

## Partner Sought

#### Expected role of the partner

The partner is a furniture/interior manufacturer, brand or design studio purchasing the material directly and integrating it into serial products (e.g., seating, panels, accessories) under a supplier and/or commercial agreement. Expected activities:

#### Qualification & prototyping

- Evaluate performance, aesthetics and manufacturability on target SKUs; run internal tests (e.g., abrasion, seam, light-fastness, cleaning agents) aligned with in-house standards and market expectations; share results to tune specifications.
- Approve colours/textures and confirm thickness for the intended application(s).

#### Industrialisation

- Plan nesting for roll goods to minimise off-cut waste using the 1.5 m width (usable ~1.45 m) and standard thickness around ~1.1 mm.
- Validate substrate/adhesive compatibility; define cutting, sewing and bonding SOPs; train operators on storage, handling and care.
- Implement incoming QC and batch/lot traceability.

#### Procurement & planning

- Nominate technical/procurement contacts; issue pilot POs; after approval, establish forecasts, lead times, MOQs and safety stock for selected SKUs; coordinate deliveries of rolls, swatches and sample books.

#### Specification & launch

- Integrate the material into collections and project libraries; ensure accurate use of sustainability claims (bio-based %, vegan certification) in client-facing content and tender documentation.
- Prioritise programmes that replace animal leather in products or specifications with clear impact

#### Post-launch

- Monitor in-market performance; share warranty and field data; participate in continuous improvement and, where volumes justify, co-develop new colours/textures for upcoming seasons.

Important: Only direct relationships are considered—no agents, distributors or trading companies. Priority interest in partners able to start pilots in Germany and Sweden.

#### Type of partnership

**Commercial agreement**

#### Type and size of the partner

- **Big company**
- **SME 11-49**
- **SME <=10**
- **SME 50 - 249**

## Dissemination

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#### Technology keywords

#### Market keywords

- **07006 - Other Consumer Related (not elsewhere classified)**

#### Targeted countries

- **World**

#### Sector groups involved