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sequestra appoints former CEO of a leading heavy-industry technology company as Chief Commercial Officer

Robert Pachler to lead the commercialisation of sequestra's CO_2 mineralization technologies ahead of first industrial sales in 2027

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Short

The Vienna-based climate tech startup sequestra has appointed Robert Pachler as Chief Commercial Officer. He was previously CEO of an internationally leading supplier of technology for heavy industry, where he substantially broadened the product portfolio and grew revenues. Pachler holds a PhD in process engineering with a focus on carbon capture. He will now lead the commercialisation of sequestra's industrial carbonation technology and analytical services. sequestra's plants permanently bind CO_2 in mineral residues directly at industrial sites. This creates value on two sides: the residue stops being a disposal cost and becomes a saleable material, while the bound CO_2 either reduces ETS obligations or qualifies as a certified carbon removal. The company plans to sell its first industrial-scale plant by the end of 2027.

Long

With Robert Pachler, sequestra is bringing commercial leadership from heavy industry into the company. Pachler was previously CEO of an internationally leading supplier of technology for heavy industry and holds a PhD in process engineering with a focus on carbon capture. His appointment as Chief Commercial Officer follows a noticeable rise in demand from industrial operators and marks the point at which sequestra moves from technology development to market entry. Pachler is the second senior appointment within a few months: in September, Matthias Ginterseder joined as Chief Scientific Officer. Together with the three founders, the two complete sequestra's leadership team.

sequestra's new leadership team: Matthias Ginterseder, Roberto Lerche-Antoniazzi, Lukas Höber, Gero Schwarz and Robert Pachler.

Industrial technology for permanent CO_2 binding

sequestra develops industrial process technology that permanently binds CO_2 in mineral residues such as steel slags, ashes, cement kiln dust and construction and demolition waste. At the core is a combined grinding and carbonation process. It is built to be integrated directly into existing industrial sites, where both the CO_2 and the residues are produced. The CO_2 reacts with the material and becomes permanently fixed as a stable carbonate. Depending on the feedstock, the carbonated material can then be used in the construction sector, for example as a supplementary cementitious material or an aggregate, lowering the CO_2 footprint of building materials.

Each plant is designed on a solid data basis. Before a plant is planned, the sequestra Intelligence business unit analyses the customer's material in the company's world's first

laboratory for carbonation analytics, using the proprietary Luma platform. A roughly 3 kg sample is enough to determine the CO_2 binding potential, the process parameters and the business case of a future plant. The same measurement methods later provide the basis for monitoring, reporting and verification (MRV) of the CO_2 stored during operation.

A growing market in compliance and carbon removal

Regulation is turning CO_2 mineralization into a commercial opportunity. In the EU Emissions Trading System, CO_2 that is permanently chemically bound in a product counts as not emitted. For operators in steel, cement, lime or waste incineration, every tonne of captured and mineralized CO_2 therefore directly reduces the number of emission allowances they have to buy. This effect grows as the free allocation of allowances is phased out.

At the same time, the carbon removal market is developing. When biogenic CO_2, for example from biomass combustion, or CO_2 from the atmosphere is mineralized, the result is a permanent carbon removal. With the EU framework for certifying carbon removals and the legislative proposal for the revised ETS (COM(2026) 616), the European Commission is paving the way to bring such removals into the mandatory emissions trading system in the future. For industrial companies, their mineral residues are thus turning from a disposal cost into a strategic asset.

Industrial leadership for market entry

Robert Pachler will lead the commercialisation of this offering. In his previous role he substantially expanded the product portfolio and significantly grew revenues, in a market in which investment decisions are made by process engineers and CFOs alike. That combination of technical depth and commercial track record is what sequestra needs at this stage.

At sequestra, Pachler is responsible for the full commercial path: from the first material analysis through the business case to selling and implementing industrial carbonation plants at partner sites.

“Industrial customers invest in technology when it works reliably in their process and pays off economically. With rising CO_2 prices in the emissions trading system and a growing market for carbon removals, mineralization is reaching exactly that point now. sequestra has a technology designed for industrial scale and the data to prove it works. My task is to turn that into long-term industrial partnerships,” says Robert Pachler.

Clear path to the first industrial plants

sequestra is currently building its first pre-industrial process line for combined grinding and carbonation at its technology centre in Attnang-Puchheim. The goal is to sell the first industrial-scale plant by the end of 2027. The company's market entry focuses on the DACH region, followed by expansion across the EU.

“With Robert, we are gaining a leader who knows heavy industry from the customer's side. He understands the technology down to the process-engineering details and has shown that he can grow an industrial technology business. That is exactly what we need as we bring our first industrial plants to market and help our customers turn a disposal cost into a revenue stream,” says Lukas Höber, Co-Founder and Co-CEO of sequestra.

About sequestra

sequestra FlexCo is a Vienna-based deep-tech company developing industrial process technologies, analytical methods and MRV solutions for the permanent mineralization of CO_2 in industrial residues. Earlier this year the company closed a €3 million seed funding round. It employs 18 people across three locations.