Acquisition of the Intellectual Property Rights of the sustainable inventions Eco Land & Sea®

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Eco International AB

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Document structure

Eco International is looking to sell the Intellectual Property Rights (IPR) to its two sustainable absorption inventions

WHAT?

- Eco International is selling the intellectual property rights to the two sustainable inventions Eco Land and Eco Sea
- Eco Land and Eco Sea are absorbents with unique capabilities like no other alternative on the market, they are biodegradable, more versatile, cheaper and easier to use
- Eco Land is an universal absorbent for any liquid on land, Eco Sea for fuel and petroleum products on water
- The acquisition includes
  - the trade secret of the recipe with a patent pending, optional to retract
  - the unique production technique developed through 10 years of experimenting and iterating
  - CAD blueprints for required machinery

WHO?

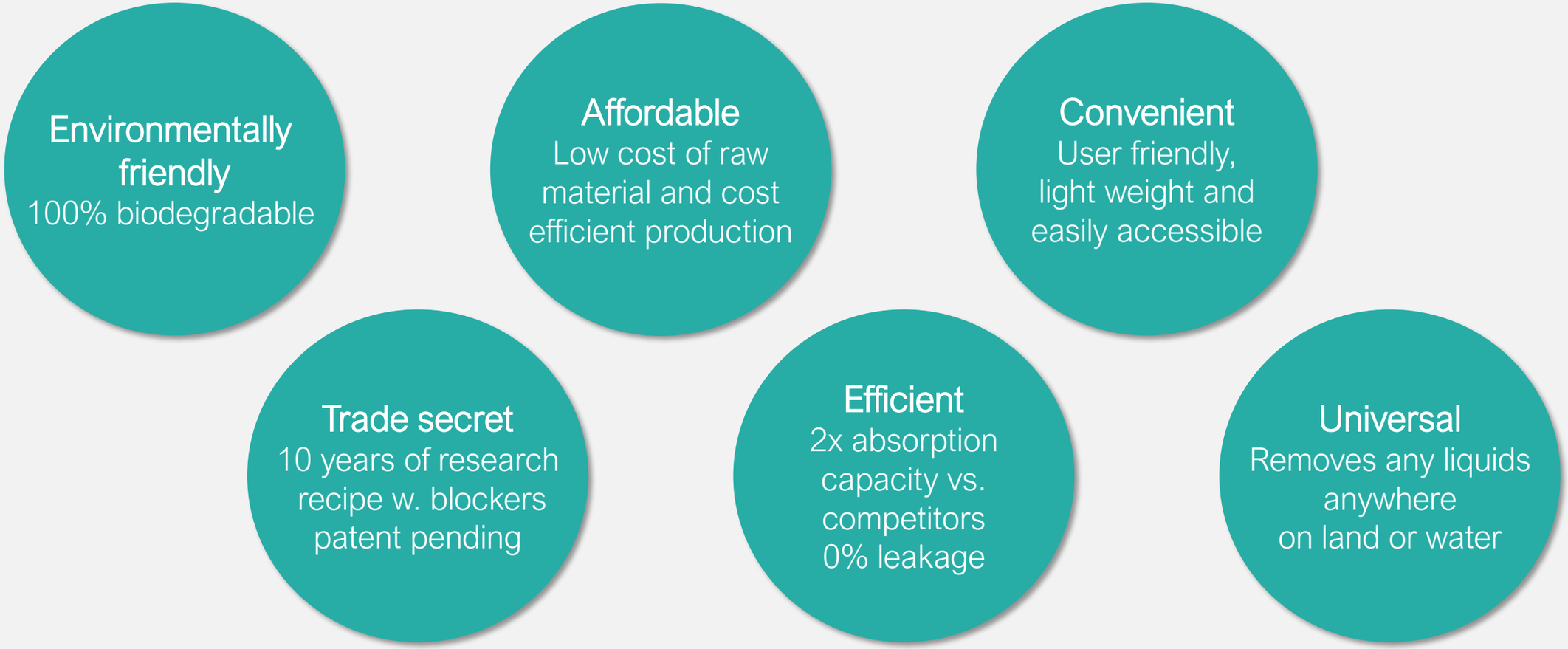
- Eco International is a development company focusing on refining, finalizing and verifying early innovations to establish a proof-of-concept before selling the IPR to a suitable corporate or impact investor to commercialize it
- Eco International focuses purely on impact innovations, building a more sustainable and environmentally friendly world for the many
- Owned by five investors, incl. CEO Thomas Gaterud and Chairman of the Board Pernilla Lindeborg who together represent the majority share of Eco International

WHY?

- Eco international is a development company and does not have the intent (nor the capabilities) to start its own large scale production and commercialize present or future products
- Eco international has
  - finalized the innovations
  - verified and optimized the production process and costs
  - tested, iterated and perfected the solutions towards the different markets
  - applied for patent

and is looking to sell the invention to a player capable of taking the products to the market and realize the positive environmental impact on the world, through own or outsourced production

THE NEXT GENERATION BIO-FRIENDLY ABSORBENTS



"We are extremely proud to present the 100% biodegradable absorbents Eco Land & Sea® to the world" - ***The inventors***

Eco International AB

Unique opportunity to acquire the IPR to the next generation of absorbents and leapfrog competitors in a growing market

Next generation proprietary bio-absorbents	Unique method to get rid of undesired liquid by being the only absorbent combining • Outstanding performance - fast absorption, high capacity, no leakage, safe, easy to use, versatile • Perfect end-result - leaves surface dry and clean, no additional clean-up required, contains odors • Biodegradable - does not harm the environment, circularity from raw material to being disposed as valuable soil • Affordable - is based on an abundant commodity, efficient production process, low lifecycle cost
Huge growing market driven by regulations in favor of bio alternatives	• Large existing need to remove unwanted liquids in almost all industries, incl. manufacturing, shipping, rescue services, sanitation and healthcare • Global market for only industrial absorbents reached 3.9 bn USD in 2019, with a future est. growth of 5% p.a. driven by the bio absorbent segment • Increased focus on biodegradability, recyclability and creating the circular economy considered main drivers for future market growth • Additional untapped market potential for new bio absorbents where existing absorbents currently aren't considered suitable solutions • Increasing environmental concerns puts pressure on corporates and governments to take action against liquid pollution - further driving demand
Predicted market gap with supply deficit of relevant bio alternatives	• New regulations forcing the market to shift to biodegradable methods to remove unwanted liquids creating a probable supply deficit the coming years • …as no competitors offer a product that is (1) environmentally friendly, (2) effective and efficient, (3) safe to handle and (4) does not leak • An arising market gap forecasted for the coming years until supply eventually catches up
Great potential for a highly profitable business with low variable cost	• Versatile products that can cater to the broad demand from a variety of industries and purposes without adaptation • Low supply risk as raw material is abundant and traded as a forestry commodity on a global market • The unique recipe and production process is what creates the value in turning basic raw material into advanced absorbent, a one time investment • Efficient manufacturing process and machinery has been developed to produce large volumes in a small facility requiring limited labor • Competitors and existing alternatives are unrefined with regards to product sophistication and business model, large room for improvement
Rare opportunity to acquire a unique invention at the right time	• As awareness and regulations increase the overall need for absorbents while shifting the market towards environmentally friendly alternatives over the coming years there is an opportunity now to capitalize on a rare emerging market gap • Eco Land and Sea have taken 10 years of R&D to develop and are several years ahead of any competitors' solutions • Proof on concept has been established with great market response and large scale production can be set up in months to take the market by storm

Document structure

Absorbents contain and/or remove unwanted liquids in a broad range of application areas across most industries and in various formats

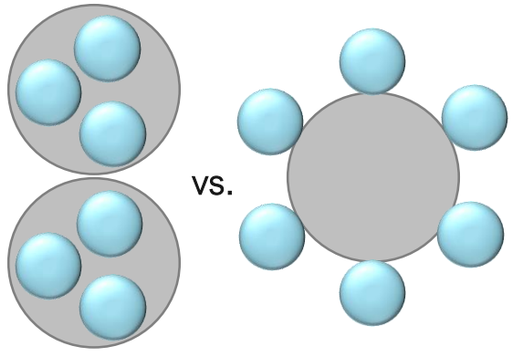
The absorbent market refers to any material that removes an unwanted liquid from a surface or other liquid such as:

- Petroleum and fuel products
- Refining and production wastes
- Acids & Chemicals
- Bodily Fluids
- Food substances
- Paint or Oil

The absorbent market is comprised of both absorbents and adsorbents

Absorbent

An absorbent draws liquids or gases into its capillaries and capsules them into its porous structure, preventing it from leaking leaving little trace behind.



vs.

Adsorbent

An adsorbent traps liquids, gases or dissolved solids on the surface – liquids are easier to separate from the adsorbent but they are also more prone to undesired leakage

Absorbents segmented both according to their purpose and makeup

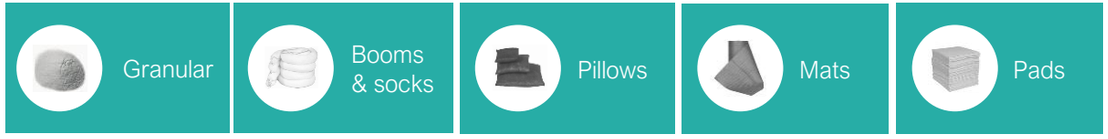
ABSORBENT MATERIAL

APPLICATION AREA

	Natural organic Carbon-based (e.g. straw, hay, saw dust)	Natural inorganic *Clay, perlite, vermiculite, glass wool, sand, or volcanic ash*	Synthetic *e.g. polyurethane, polyethylene, and polypropylene*
Universal	*e.g. saw dust, straw, SpillFix, Eco Land*	*e.g. sand, gravel, Absol, Absodan*	*e.g. Extrasorb*
Oil only	*e.g. BioSorbe Eco Sea*		*e.g. SPC*
Chemical (HAZMAT)			*e.g. GEP*

Regardless of classification, absorbents can be purchased and used in many different formats depending on the purpose

Multi purpose — *Liquid amplitude*



Source: Eco International, Markets and Markets

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Absorbents are used everywhere for a wide range of purposes across multiple industries - for just about anyone in daily contact with liquids

Infinite application areas…

HAZARDOUS LEAKAGES

- Road accident fuel spill
- Transport spill prevention
- Aviation fuel spill
- Removal of acid or hazardous liquids
- Marine fuel spill
- Tanker spills
- Production spill
- Leakage in quarries and mining

CLEANING

- Cleaning fuel or oils in workshops
- Cleaning of containers and tankers
- Cleaning of tools and machinery
- Cleaning of industrial premises
- Cleaning of indoor spills and stains
- Cleaning up liquids in hospitals
- Continuous cleaning of harbors
- Fresh paint spill removal

CONTAINMENT OF LIQUIDS

- Dry sanitation
- Diapers and sanitary products
- Containment of liquids in waste
- Prevent harmful leakage in waste management
- Contain nutrient in soil
- Absorb liquids under operation beds
- Camper & boating WCs

OTHER

- Prevent fires and ignitable fumes
- Extinguish fires
- Fire remediation
- Dry flooring for animals
- Animal feed binders

… for a wide range of industries

- Manufacturing
- Transportation & airports
- Marine & ports
- Oil, gas & refineries
- Chemicals
- Healthcare
- Emergency service & military
- Consumer goods & food
- Agriculture & veterinary
- Water & sanitation
- Waste management
- Restaurants & hotels
- Local governments

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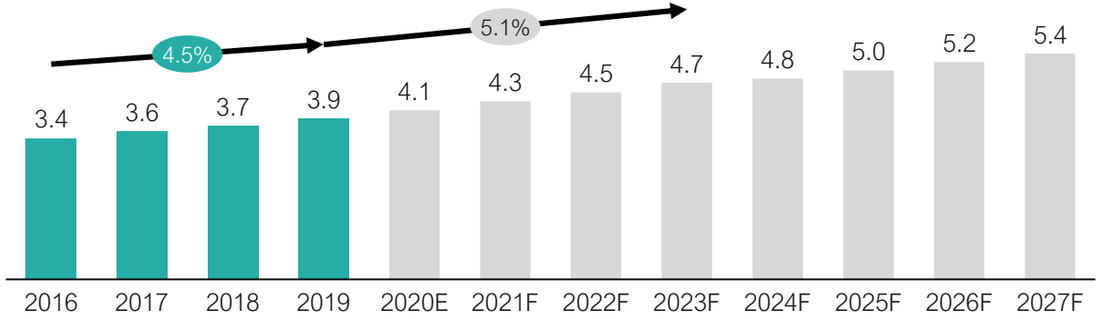
The market for Industrial absorbents[1] is expected to grow by 5% annually the coming years, driven by growing environmental concerns and regulations

Global market for Industrial absorbents[1]

USD billion



Competitive landscape

- Despite several large scale players the global industrial absorbents market is highly fragmented. The five top players account for ~15% of total market and consolidation is not expected in the near term
- Industrial absorbent manufacturers across the world have been focusing on the development of new products by using natural and renewable raw materials that are easily degradable

MARKET OBSERVATIONS

- Growing concerns regarding environmental health and regulations regarding oil and chemical spills are major factors driving the growth of the industrial absorbents market. This trend is particularly strong in Asia/Pacific.
- Biodegradability and recyclability are the key product trends driving market growth and although synthetic absorbents dominate the market, natural industrial absorbents are projected to have the highest growth
- High manufacturing costs of both synthetic and collected material absorbents poses a challenge for manufacturers, as large-scale spill situations demand huge volumes of absorbents
- In terms of end-user demand oil & gas, chemical, food processing and healthcare are all expected to increase usage intensely over the forecast period

> "Manufacturers should increase awareness about recyclability amongst end-use industries to reduce environmental impact. They should invest in the development of naturally-made oil absorbents to boost international exports."
>
> Market analyst, Transparency Market Research institute

1 **Industrial absorbents** refers to all absorbents and adsorbents used for spills, leakages and cleaning etc. in all sectors. This excludes super absorbent polymers, mainly used in consumer products and in agriculture

Source: Transparency Market Research, Markets and Markets, Business Sweden Analysis

Strong environmental trends and stricter policies expected to support high future growth for efficient, affordable bio-absorbents

Increased awareness and concerns for the environment

- Growing concern for the environment and increased pressure from employees, customers and society is driving new governmental, institutional and private initiatives globally
- Increased expectations to reduce land and ocean pollution, poisonous leakages from i.e. waste or manufacturing and threats to ground water, to take proactive measures to avoid accidents and responsibly restore the environment if they incur
- Players are increasingly taking action to become more sustainable throughout their operations and take responsibility for their entire value chain (*e.g. concerns regarding safety requirements in oil & gas industries driving players to comply with safety requirements by increasing the volume of industrial absorbents at their oil processing facilities. Estimated to dominate the industrial absorbents market with ~184 th tons 2027)*

Higher regulations and taxes requiring companies to take more action against hazardous liquids

- Stronger legislations, requirements and taxes reinforced with greater follow-up and fines to reduce liquid pollution in Europe, Americas and around the globe demand polluters to pay the price and take care of any spill caused by their operations *(e.g. US Environmental Cleanup Law and Clean Water act, EU Environment Law & Policy*)
- Increasing requirements in many industries regarding the safe handling of hazardous and/or flammable liquids in the work environment
- Independent organizations increasingly scrutinizing corporate and governmental activities leading to a higher transparency in the compliance of environmental laws
- Narrower pollution quotas, increasing taxes and fines forcing governments, states and companies to prioritize and more efficiently take care of spill and waste

More policies steering demand towards biodegradable absorbents

- New bans on the use of chemicals when handing spill and hazardous liquids in nature (due to the risk for secondary contamination) boost market's demand for biodegradable yet efficient absorbent alternatives
- Increased taxes and costs of waste handling, incineration and landfills promotes the use of compostable absorbents
- Leading institutions recommend the use of absorbents for spill cleanup, that require no further decontamination of the area *(e.g. American Chemical Society)*
- New biodegradable industrial absorbents are starting to extensively being used to clean hazardous hydrocarbon oil spills in the most environmental-friendly way
- *"In a broader perspective, the work to identify and forbid products which contain hazardous ingredients will intensify worldwide and poison free alternatives will be extremely attractive and in great demand"* - Marianne Kemnert, Environment- and Sustainability Director, Mobility Motors Sweden AB

Private and public players increasingly committing to clean targets and certifications

- Increased numbers of companies, communities and nations committing to working towards UN's Sustainable Development Goals (SDG)
- Businesses and governments around the world are also committing to their own goals and milestones to reduce their impact on the environment, e.g. to become carbon free, waste fee, fossil free, climate neutral, climate positive, circular by a specific year, etc. (e.g. Communities for climate neutrality 2030)
- Companies are prioritizing and allocating more resources to work on achieving these goals and increasing the follow-up on results through sustainability reporting. This drives a need to continuously improve ways of working and look for better alternatives *(it is becoming best-practice to be transparent and follow-up on environmental improvements and SDG figures in annual sustainability reports, from 20% of companies in 2011 to 72% in 2013, reaching 85% of S&P 500 in 2017)*
- Increased popularity of certifications for companies to promote working towards cleaner operations (e.g. ISO standards, etc,)

Transitioning to a circular economy phasing out traditional alternatives

- Expected increases in taxes on waste and incineration as well as bans on landfills further phasing out inorganic alternatives *(e.g. 25 European countries have increased landfill taxes by 50% which has resulted in increased focus on composting and recyclability)*
- Large public and private investments and research is speeding up the creation of a circular economy incl. the required infrastructure in the coming years, enabling for discarded output ("waste") to become valuable raw material in another value chain, what used to be a cost for disposal becomes a revenue. This increases competitiveness of biodegradable absorbents with a much lower lifecycle cost than non-circular alternatives, and allows for a higher market price

Source: ECHA (European Chemical Agency), REACH (Registration, Evaluation, Authorization and restrictions of chemical regulations), CLP (Classification, Labelling, Packaging), ACS, Marketwatch, Transparency market research, Globenewswire; Kirby and Law 2008, Environmentalintegrity, EPA, 'Enforcing EU Environmental Law', eea.europa.eu, g-a institure, IVM Netherlands

Document structure

Summary: Two environmentally friendly and safe absorbents that do not compromise effectiveness or affordability

EFFICIENT
- High absorption capacity
- Fast (<5 minutes) absorption time for all liquids
- Light weight

EFFECTIVE
- Universal – any liquids anywhere
- Encapsulates odors
- Leaves surface 100% clean and dry

SAFE
- Encapsulates hazardous or flammable liquids and fumes, no risk for leaking
- Inflammable, no autoignition
- Non-toxic; safe to handle and inhale

ENVIRON-MENTALLY FRIENDLY
- Biodegradable
- No secondary contamination[1]
- Circular value

EASY TO HANDLE
- Light weight, ergonomic
- Carefree application - no secondary contamination by absorbent itself
- No additional work to restore surface

CONVENIENT
- Space efficient
- Convenient to transport, carry and store
- Increases feasibility to comply with environmental requirements

AFFORDABLE
- Cheap raw material and manufacturing
- Low cost per liter of liquid to absorb
- Low cost of disposal, circular value
- Ability to reuse absorbed liquid

EFFICIENT TO PRODUCE
- Small efficient production
- Made of renewable forestry raw materials
- One recipe, two absorbent solutions, endless possible product formats

1 **Secondary contamination** refers to the scenario of using a non-degradable absorbent that could result in additional contamination if not fully removed from the environment. Alternatively, same absorbents require post- usage cleanup with chemicals also damaging the environment

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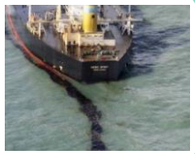
Apply, wait, remove, reuse – simple process with the ability to reuse and recycle the liquid and the used absorbent building a circular economy

1 Apply absorbent on undesired liquid → 2 Wait ~4 minutes for absorption → 3 Remove absorbent with encapsulated liquid → 4 5 Circularity or disposal of absorbent and liquid

Need to remove liquid on land

Eco Land

Need to remove liquid on water

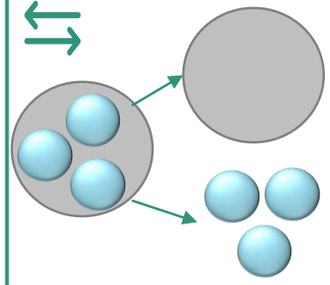


Eco Sea

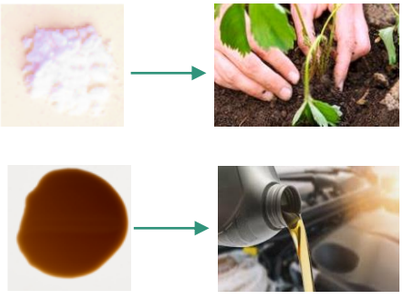
If organic liquid

4 *Composting absorbent and liquid*

5 *Circularity: New value as food soil*



4 *Separation of liquid from absorbent by applying pressure/squeezing*



5 *Circularity: New value as e.g. plant soil and second grade oil*

4 *Disposal of absorbent with absorbed liquid through incineration generating energy (avoid land fills)*

Example for Eco Land and Sea in granular form

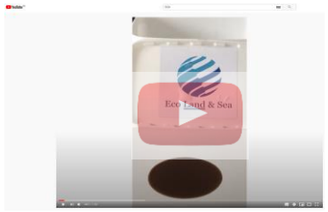
Source: Eco International

Eco International AB

The effectiveness of Eco Land & Sea® with different liquids is best demonstrated in action, several videos available on YouTube

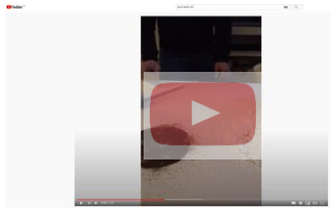
Eco Land

Oil removal



Eco Land absorbing used engine oil on and leaves clean and dry surface behind

Comparison to alternative



Comparison between Eco Land and an common alternative adsorbent based on clay/cement

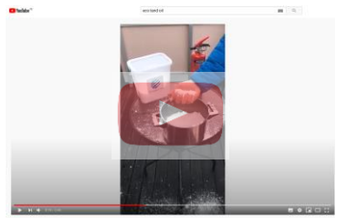
Body fluids removal

Eco Land absorbing and cleaning surface from blood and urine. Encapsulates the odors

Mixed spill test

Eco Land absorbing a cocktail of spills showing the universal benefits of the product

Fire extinguishing



Eco Land encapsulates the fumes and extinguish a fire. Not possible to reignite the fire

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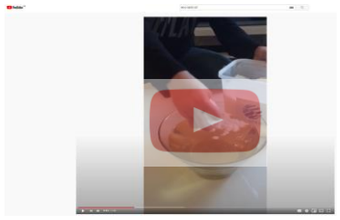
YouTube

Eco Sea

Oil removal



Eco Sea absorbing engine oil on water

Comparison to alternative

Comparison between Eco Sea and different common available adsorbents based on clay, cement and bark

Fire prevention of gasoline

Demo of fire on Eco Sea -The encapsulated gasoline and motor oil does not ignite so no risk for autoignition during transport or storage

Eco International AB

Eco Land & Eco Sea are revolutionizing absorption and spill handling, outperforming other absorbents enabling a more convenient solution

	1 Raw material and production	2 Distribution and wholesale	3 Pre-usage	4 Application	5 Absorption	6 Removal of used and excess absorbent	7 Separation of absorbent and liquid	8 Disposal and circularity
Key for competitiveness	• Access to cheap, abundant raw material • Efficient production process • Low costs • Sustainable operations	• Light, easy to handle • Space efficient • Versatile product, broad demand • Low cost of transportation • High pot. margins • Easy to store, in most condition	• Space efficient • Light, easy always have at hand • Low cost of transportation • Easy to store and carry in various places and conditions • No expiry	• Light to handle and easy to apply • Non-toxic to user • Safe to apply excess absorbent not harming nature • Cheap • Suitable format to condition	• Fast absorption time • Effectiveness of absorption • 100% absorption without leakage • Not flammable • No contamination • Contain odors	• Easy to remove • Leaves surface in the same conditions as prior to spill • Not leaving harmful rests or stains • Stress-free, not time sensitive • Does not induce any additional cost/work	• Separation ability of absorbed liquid from the absorbent • Possible reusage of absorbed liquid • Minimum contamination when separated • Easy to separate	• Ability to reuse/recycle /compost the absorbent getting a new circular value • Easy, convenient cheap and environmentally friendly disposal of both absorbent and liquid
Challenges with traditional absorbents	• Need for more affordable products, based on cheap accessible raw materials • Heavy and bulky • Few (no) good bio-based absorbents available	• Too heavy and bulky, costly to transport and handle, takes up expensive space • Need for more versatile products “one absorbent fits all”	• Heavy and bulky absorbents, hard to carry/store –currently challenging to comply with regulations • Need for more convenient products	• Need for safer products, not harming user or environment • Easy to use	• Traditional products either harm the environment, are inefficient or ineffective • Few contain odors	• Existing alternatives require a lot of work to remove and few are degradable • Leave surface wet or damaged, incurring additional costs	• Few leak-proof alternatives able to separate absorbed liquid from absorbent in a controlled way	• Traditional products require an expensive and inefficient disposal process • Few biodegradable and compostable alternatives available
Benefits with Eco Land & Eco Sea	• Raw material excess from forestry industry, endless supply • One recipe two absorbents solutions • Efficient production process, large quantities from small facility. Few FTEs	• Light weight & easy to handle • Easily stored in room temperature and other varieties of conditions • Space efficient • Extremely versatile	• Light weight & easy to handle • Easily stored in room temperature and varying conditions • Space efficient • Convenient • Accessible “on-the-go” thereby higher chance of usage	• Not harmful to user, could be held directly • Easy to use, apply a small amount on spill • No risk in applying excesses amount, biodegradable	• 4 minutes to absorb • Absorbs 10x own weight • Not flammable, • No leakage nor harms the environment • Contains odors	• Easy to remove • Leaves surface clean and dry – as the spill never happened • Can be removed after minutes or months, does not leak or sink • Biodegradable	• Ability to squeeze out the and reuse absorbed liquid if needed	• Absorbent is 100% compostable when separated or while containing organic liquids • If not separated from harmful liquid, preferably incinerated • Affordable disposal

Source: Eco International, Business Sweden Analysis

Eco Land and Eco Sea beat existing products across more or less all key buying criteria

Common absorbent types	Type	Absorbent/ Adsorbent	Absorption time	Absorption capacity x weight	Biodeg-radable	Flamma-ble	Possibility to extract absorbed liquid	Holds liquid and floats (over time)	Volume L to remove 1 L liquid	€ to remove 1 L liquid	Raw Material Cost	Destruction Cost / kg	Total lifecycle cost per absorbed liter
Eco Land Eco Sea	Organic	AB	Instant	>10x		No	Yes	Forever	1.1	1.0	$	$	$
Cellulose	Organic	AD	Instant	1-5x		Yes	Yes	Days	1.6	1.5	$$	$$	$$
Peat, Sawdust	Organic	AD	>10 min	1-5x		Yes	Yes	Minutes	3.3	3.5	$$	$$	$$$
Coconut shells	Organic	AB	>10 min	1-5x		Yes	Yes	Days	2.0	1.1	$$$	$$	$$
MoClay Granulate	Natural inorganic	AD	>10 min	<1x	No	Yes	No	No	2.0	1.3	$$	$$$	$$
Sand, Lime, Cement	Natural inorganic	AD	>10 min	<1x	No	Yes	No	No	2.5	1.3	$	$$$	$$
Perlite	Natural inorganic	AB	Instant	1-5x	No	No	Yes	Days	1.4	1.4	$$$	$$$	$$$

Source: Eco International,spillfix, Denios, Yxhult, Decorus Europe, Hazero, Spilldeal

Eco International AB

Praised and endorsed by professionals across industries and areas of expertise around the globe

“

As the products are affordable, biodegradable and cause no secondary contamination I think these by far are the best available options on the market among available absorbents and adsorbents.
The products are light weight and easy to work with, they are very efficient don’t leak during the removal and disposal process.

An added bonus is that Eco Land quenches fire flames in seconds with no risk for auto ignition or secondary contamination.
Eco Land and Eco Sea are the future of spill handling!

Roedolf Mias Coetzer
Executive VPO
NAWAFID AL-AWALI Contracting Co, Ltd,
Saudi Arabia

“

Chemicals- and spill handling is a daily task in our workshops and we continuously strive to find and test new products in order to maintain and also improve our environment- and sustainability standards.

Eco Land and Eco Sea are unique new absorbents that fully meet our environmental standards and also offer efficient handling and removal of any type of spill in a efficient way.

Marianne Kemnert
Manager Environment and Sustainability, Mobility Motors Sweden AB
(20 years experience in car and repair industry)

“

Eco Sea will revolutionize the spill handling at sea with its capacity to encapsulate the spill and not sink below water level for hours, days and even months

President, Oil spill handling company, India

“

Now we need only one absorbent and no extra chemicals to clean and dry any surface.

Managing Director, Oil company, Russia

“

It is any hospital’s dream, to clean and dry any working floor from blood, urine, vomits etc. in minutes

Sales Director, Chemical company, Saudi Arabia

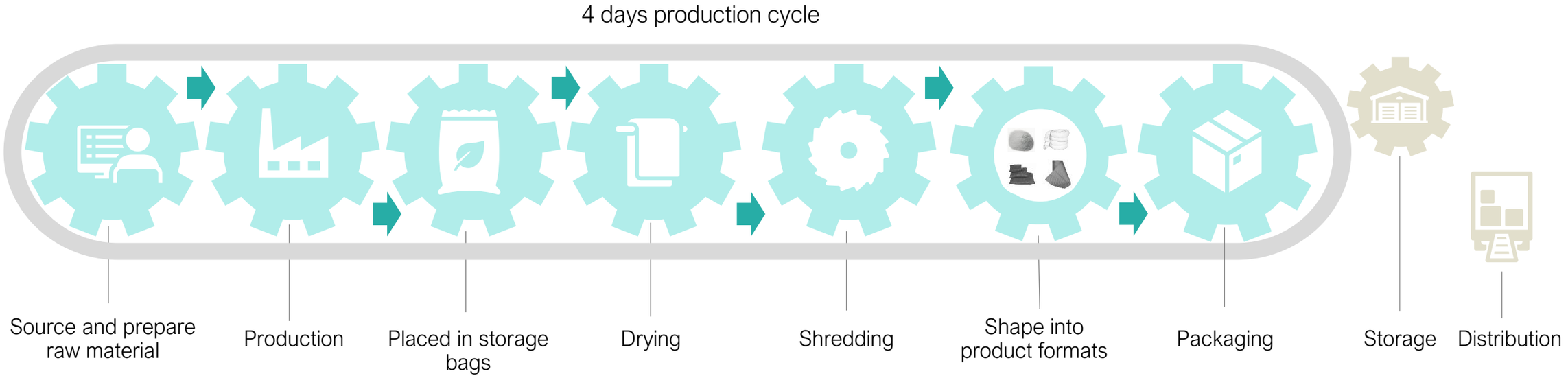
Biodegradable before use

Biodegradable after use

100% versatile, in all environments

Eco International AB

A simple and efficient production process produces advanced and revolutionizing results – large capacity from a small facility with little labor



Cost estimate

	Production space 200 m2	Raw material commodities[1] 0.12€ /L	2 FTE factory workers with some prev. exp.	Customized machinery (max capacity 50' L/day)	Shelves to dry Length: 15m 4 stories high	Shredder machine (max capacity 200 000 L/day)	Material and machining to shape into various formats	Packaging material (biodegradable) and machinery
Example: 50' L / 8h workday ~ 1 million L / month	= Depends on market	= Variable cost 120 k€ / month	= Depends on market	= CAPEX 300 k€	= Fixed cost 20 k€	= Fixed cost 15 k€	= Depends on product types	= Depends on product types and SKUs

1 Urea, phosphoric acid, benzene sulphonic acid, ammonia and water

Source: Eco International

Eco International AB

Inefficient removal of harmful adsorbents resulted in a new environmentally friendly, efficient and completely unique absorbent for both land and sea

Inventors

Eco International

The beginning
Two Swedes, one in fire remediation, the other in water treatment, started to elaborate on a more efficient solution to ease the removal of adsorbent remains leaving a clean surface (existing alternatives being toxic and flammable)

2008

Team
Inventors teaming up with an Estonian chemist

2010

First land absorbent is born
The idea of an absorbent remover has evolved to an actual absorbent, however very smelly

2010

First sample of Eco Land
First sample of what today is Eco Land

2012

A water-resistant absorbent
An absorbent that works on water is created by accident – the foundation for Eco Sea

2012

Fully bio degradable
The absorbents become 100% clean and biodegradable

2016

End formula reached
Achieved goal to produce an absorbent being efficient, effective, convenient and biodegradable

2018

Eco International acquires IPR to finalize the development ofthe product and production process and verify towards the market

2019

First sample send out
Send out of samples to potential end-users for feedback

2019

Ready to sell IPR
Proof of Concept finalized, Eco International is ready to sell IPR

2020

Glue experiments
Experimented with creating a range of less-hazardous glues and sticky material

Improvement phase
Experimenting with thousands of variables to reach the optimal recipe and production technique, working on smell, consistency, hydration level, granularity, manufacturing technique, machinery and biodegradability

Development of specific manufacturing equipment
Machine in which combination with the formula makes the products unique are developed

Verification and optimization
of production technique and efficiency, reviewed methodology to increase capacity, verification of operational and production costs and time

Proof of concept
Send out of samples to potential end-users, demos and test to receive feedback from the market

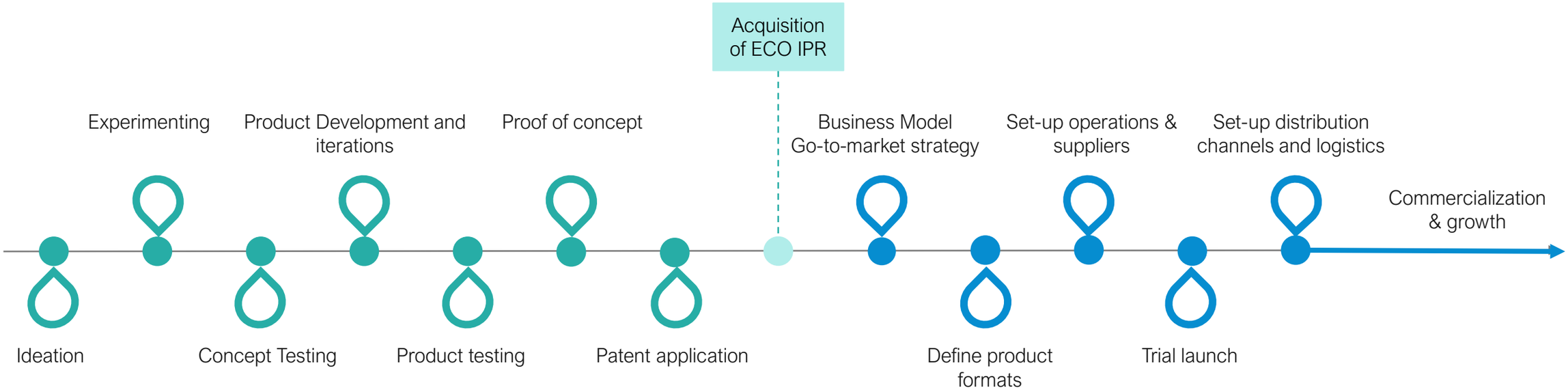
"The long list of testing and evaluating results of these tests has gained us great experience and also trust, confidence and pride with the products ability, on land and in water, to absorb any kind of liquid spill without leaking or causing secondary contamination" – Inventor

"Our objective has been to develop a biodegradable absorbent for spill handling, but after extensive testing and input from the market we discovered many alternative applications such as composting, preventing fires, cleaning, etc" – Inventor

Source: Eco International

Eco International AB

The R&D process is now finalized and the two inventions are ready to take on the global market, replacing the rather basic competition



10 years of R&D, prototyping and finalized proof-of-concept

Next steps to grow Eco Land & Sea into the global absorbent market and deliver environmental impact

Source: Eco International, Business Sweden Analysis

Eco International AB

Document structure

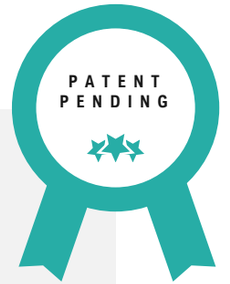
The acquirer of Eco Land and Eco Sea will have all the prerequisites for an efficient commercialization and rapid sales growth

KEY COMPONENTS OF THE IPR TRANSACTION

- *The formula for Eco Land and Eco Sea (specific ingredients and proportions)*
- *CAD blueprints of production equipment (required components and suggested suppliers)*
- *Production manual - detailed documentation of the unique manufacturing technique and how to operate the machinery*

OPTIONAL

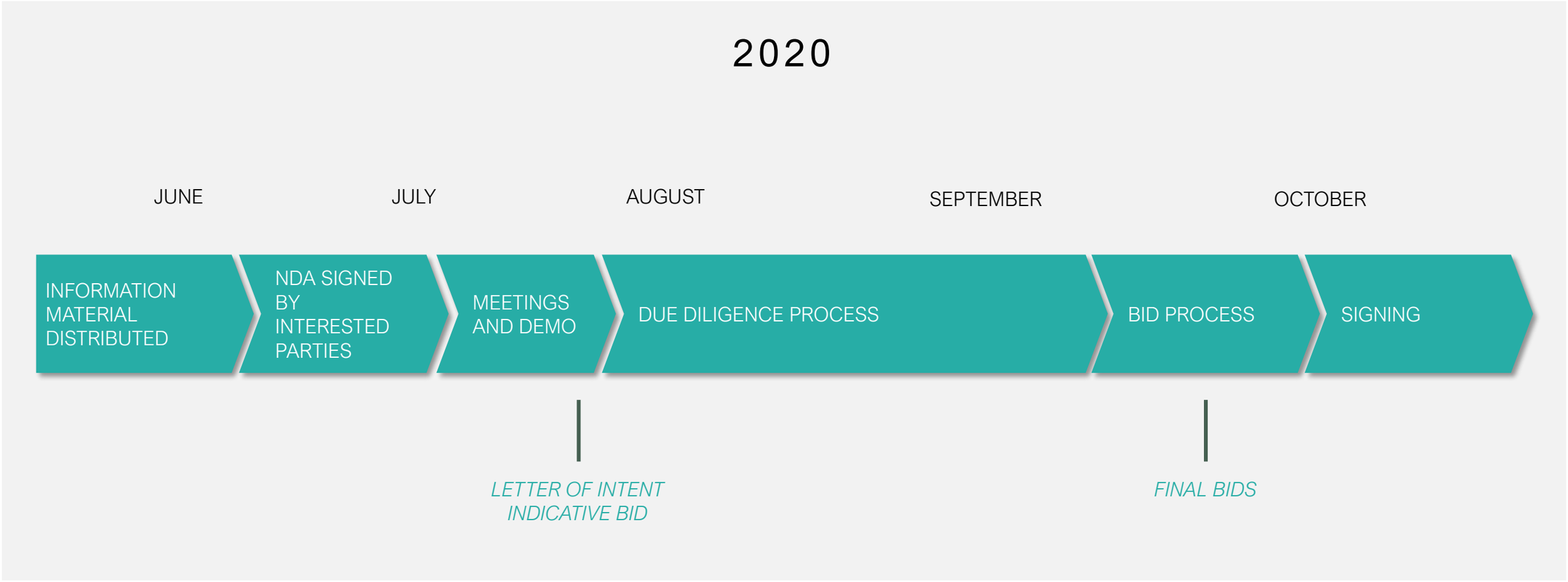
- *Existing production facility could supply the acquirer with absorbent until own production is set-up*
- *Support from inventors, willing to relocate and join the acquiring company to set-up or for a longer period of time*
- *Existing production equipment as part of the transaction*



- As of now, the production process and recipe of Eco Land and Eco Sea are protected as a trade secret
- In addition, patent application for the underlying inventions was filed in Sweden on June 4th 2020
  The application remains confidential until November 2021
- *Possibility to extend the patent to other geographies within 12 months*
- The recipe contains a series of blockers to minimize the risk of reverse engineering

Source: Eco International

Indicative timeline of the sales process means the process should close by Q4 2020



Source: Eco International

Eco International AB

Document structure

Broad market potential on a global level for several different industries and usage areas

TRANSPORT	RESCUE SERVICE	WORKSHOPS	SANITATION NO WATER	MARINE	FUEL TANKER
					
Mandatory precaution in all land transports	*Absorb hazardous leakages, prevent fires and fumes*	*For fuel and oil spill in car, MC and boat workshops*	*For containment of bodily fluids in toilets – no water access*	*To absorb incidental leakages of fuel and oil on water*	*Cleaning liquid of fuel tankers*
300M trucks globally If estimated 40L average capacity to absorb at any given time/ truck / year	10M accidents per year globally defined as serious. Assume all requiring absorption of liquid If estimated average accident needs to absorb 5L spill	Globally avg one workshop per 7 000 inhabitants [1] 1M workshops globally Avg workshop absorbs 200 L spill / year	3 billion people globally without a water toilet 1 L Eco Land required/person/day If 1% have to use absorbents = 11 bn Liters	Globally 750M liters of oil and petroleum were spilled from boats in line of duty Assume that 50% are carrying absorbents on board	100 000 fuel tanker ships in the world Reequipment to clean and check once per month If 10% compliance Mid size tanker requires 50 000L Eco Land + 50 000L Eco Sea = 1.2 Million liters/year
Liters of liquid to absorb 12bn	*Liters of liquid to absorb* 50M	*Liters of liquid to absorb* 200M	*Liters of liquid to absorb* 1,1bn	*Liters of liquid to absorb* 375M	*Liters of liquid to absorb* 12bn
Market value potential[2](€) 16bn	*Market value potential(€)* 65M	*Market value potential(€)* 260M	*Market value potential(€)* 1,4bn	*Market value potential(€)* 488M	*Market value potential(€)* 16bn
Current absorbent usage:	*Current absorbent usage*	*Current absorbent usage:*	*Current absorbent usage*	*Current absorbent usage*	*Current absorbent usage*
Trend: ↗	Trend: ↗	Trend: →	Trend: ↗	Trend: ↗	Trend: →

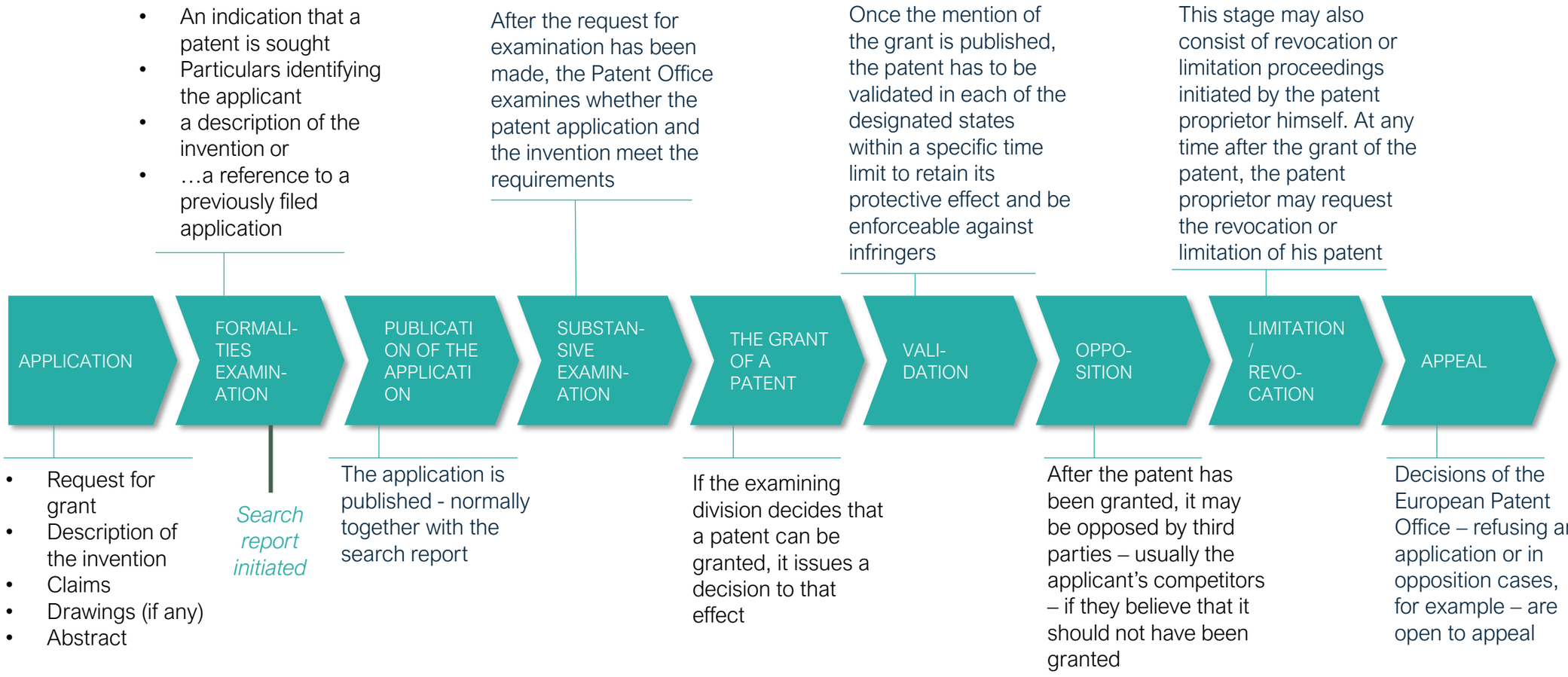
1 Calculated as an average of samples from Europe samples (1/ 2500) MEA (1/20000) and APAC (1/3500) (equally weighted)
2 Estimated average absorbent end-customer price per liter removed liquid (1.3€)

High Medium Low

Source: Eco International; Statista; Live science; WHO

Eco International AB

Typical EU patent process consists of several mandatory activities, usually with a total lead time of 18 months



For more information, please visit www.epo.org/applying

Source: EPO