



# Acquisition of Eco International AB

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# Document structure

1	EXECUTIVE SUMMARY
2	THE ABSORBENT MARKET
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# Eco International intends to sell the company with intellectual property rights to its two sustainable inventions Eco Land and Eco Sea

## WHAT?

- Eco International AB is for sale including the intellectual property rights to the two sustainable inventions Eco Land and Eco Sea
- Eco Land and Eco Sea, one for land and one for water applications, are **absorbents with unique capabilities like no other alternative on the market**, they are biodegradable, more versatile, cheaper and easier to use
- The company acquisition includes
  - the **trade secret** of the recipe with a patent pending
  - the **unique production technique** developed over 10 years
  - **CAD blueprints** for required machinery
  - Existing machinery
  - Manufacturing personnel available

## WHO?

- Eco International AB is a **development company** focusing on refining, completing and verifying early innovations to create a proof-of concept before selling the company 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 AB.

## WHY?

- Eco International AB is a development company and does not have the intent to start its own large scale production and commercialize present 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 patentand is looking to **sell the company** to a player capable of **taking the products to the market** and **realize the positive environmental impact** on the world.

# THE NEW "GOING GREEN" GENERATION ABSORBENTS

**Environmentally friendly**  
100% biodegradable

**Affordable**  
Low cost of raw material and cost efficient production

**Convenient**  
User friendly, light weight and easily accessible

**Trade secret**  
10 years of research, patent pending

**Efficient**  
2x absorption capacity vs. competitors  
0% leakage

**Universal**  
Removes any liquids anywhere on land or on water

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

# Rare opportunity to acquire a company with two unique inventions and gain a large advantage over competitors in a growing, world wide, market

Next generation proprietary bio-absorbents	<p>Unique method to get rid of undesired liquid by being <b>the only absorbent combining</b></p> <ul style="list-style-type: none"> <li>• <b>Outstanding performance</b> - fast absorption, high capacity, no leakage, safe, easy to use, versatile</li> <li>• <b>Perfect end-result</b> - leaves surface dry and clean, no additional clean-up required, contains odors</li> <li>• <b>Biodegradable</b> - does not harm the environment, circularity from raw material to being disposed as valuable soil</li> <li>• <b>Affordable</b> - is based on an abundant commodity, efficient production process, low lifecycle cost</li> </ul>
Huge growing market driven by regulations in favor of bio alternatives	<ul style="list-style-type: none"> <li>• <b>Large existing need</b> to remove unwanted liquids in almost all industries, incl. manufacturing, shipping, rescue services, sanitation and healthcare</li> <li>• Global market for only industrial absorbents reached <b>3.9 bn USD in 2019</b>, with a future est. <b>growth of 5% p.a.</b> driven by the bio absorbent segment</li> <li>• Increased focus on <b>biodegradability, recyclability and creating the circular economy</b> considered main drivers for future market growth</li> <li>• <b>Additional untapped market potential</b> for new bio absorbents where existing absorbents currently aren't considered suitable solutions</li> <li>• Increasing environmental concerns puts pressure on corporates and governments to <b>take action against liquid pollution</b> - further driving demand</li> </ul>
Predicted market gap with supply deficit of relevant bio alternatives	<ul style="list-style-type: none"> <li>• New regulations forcing the market to shift to biodegradable methods to remove unwanted liquids <b>creating a supply deficit</b> the coming years</li> <li>• as <b>no competitors</b> offer a product that is (1) environmentally friendly, (2) effective and efficient, (3) safe to handle and (4) does not leak</li> <li>• An <b>arising market gap forecasted</b> for the coming years until supply eventually catches up</li> </ul>
Great potential for a highly profitable business with low variable cost	<ul style="list-style-type: none"> <li>• <b>Versatile products</b> that can cater to the broad demand from a variety of industries and purposes without adaptation</li> <li>• <b>Low supply risk</b> as raw material is abundant and traded as a commodity world wide</li> <li>• The unique recipe and production process is what creates the value in turning basic raw material into advanced absorbent, <b>a one time investment</b></li> <li>• <b>Efficient manufacturing process</b> and machinery has been developed to produce large volumes in a small facility requiring <b>limited labor</b></li> <li>• Competitors and <b>existing alternatives are unrefined</b> with regards to product sophistication and business model, large room for improvement</li> </ul>
Rare opportunity to acquire a unique invention at the right time	<ul style="list-style-type: none"> <li>• As awareness and regulations <b>increase the overall need for absorbents</b> while shifting the market towards <b>environmentally friendly</b> alternatives over the coming years there is an <b>opportunity now to capitalize on a rare emerging market gap</b></li> <li>• Eco Land and Eco Sea have taken 10 years of R&amp;D to develop and are <b>several years ahead of any competitors' solutions</b></li> <li>• Proof of concept has been established with <b>great market response and large scale production</b> can be set up in a few months at low cost anywhere in the world.</li> </ul>

# Document structure

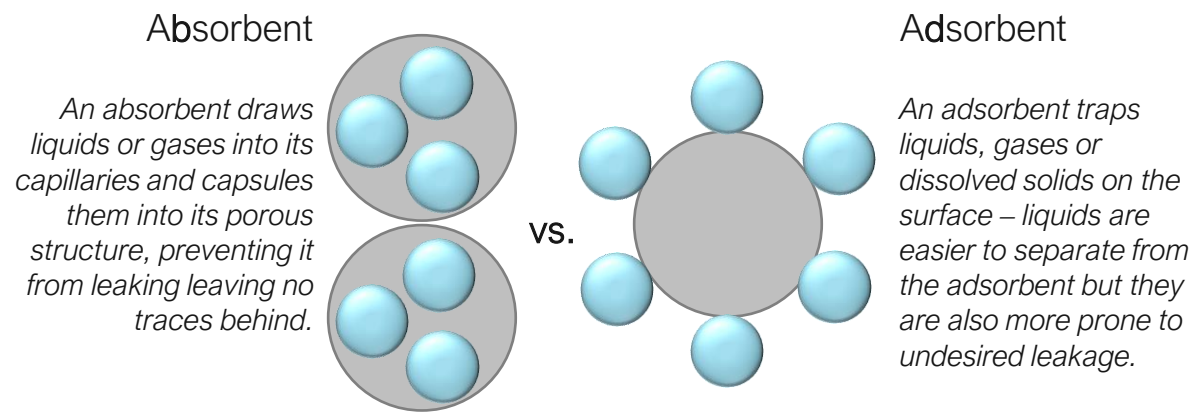
1	EXECUTIVE SUMMARY
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# Absorbents contain and/or remove unwanted liquids in a broad range of application areas across most industries and in various formats

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



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		
 Granular	 Booms & socks	 Pillows	 Mats	 Pads




# 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



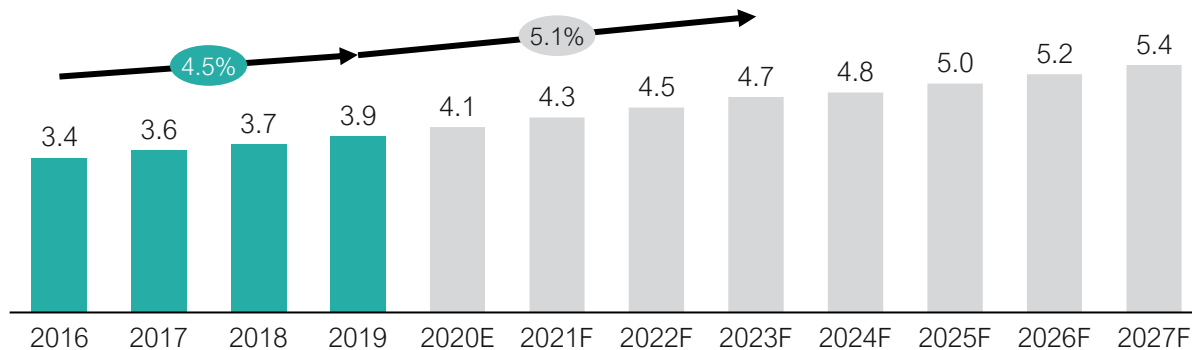
Animal feed binders

... 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

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

Global market for Industrial absorbents<sup>1</sup>  
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



II

“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

<sup>1</sup> 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









# Strong environmental trends and stricter policies expected to support high future growth for biological absorbents

Key trends	Examples
 Increased awareness and concerns for the environment	<ul style="list-style-type: none"> <li>• Growing concern for the environment and increased pressure from employees, customers and society is driving new governmental, institutional and private initiatives globally</li> <li>• 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</li> <li>• 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 &amp; 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 thousand tons 2027)</li> </ul>
 Higher regulations and taxes requiring companies to take more action against hazardous liquids	<ul style="list-style-type: none"> <li>• 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 &amp; Policy)</li> <li>• Increasing requirements in many industries regarding the safe handling of hazardous and/or flammable liquids in the work environment</li> <li>• Independent organizations increasingly scrutinizing corporate and governmental activities leading to a higher transparency in the compliance of environmental laws</li> <li>• Narrower pollution quotas, increasing taxes and fines forcing governments, states and companies to prioritize and more efficiently take care of spill and waste</li> </ul>
 More policies steering demand towards biodegradable absorbents	<ul style="list-style-type: none"> <li>• New bans on the use of chemicals when handling spill and hazardous liquids in nature (due to the risk for secondary contamination) boost market's demand for biodegradable yet efficient absorbent alternatives</li> <li>• Increased taxes and costs of waste handling, incineration and landfills promotes the use of compostable absorbents</li> <li>• Leading institutions recommend the use of absorbents for spill cleanup, that require no further decontamination of the area (e.g. American Chemical Society)</li> <li>• New biodegradable industrial absorbents are starting to extensively being used to clean hazardous hydrocarbon oil spills in the most environmental-friendly way</li> <li>• "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</li> </ul>
 Private and public players increasingly committing to clean targets and certifications	<ul style="list-style-type: none"> <li>• Increased numbers of companies, communities and nations are committing to working towards UN's Sustainable Development Goals (SDG)</li> <li>• 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 free, fossil free, climate neutral, climate positive, circular by a specific year, etc. (e.g. Communities for climate neutrality 2030)</li> <li>• 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&amp;P 500 in 2017)</li> <li>• Increased popularity of certifications for companies to promote working towards cleaner operations (e.g. ISO standards, etc.)</li> </ul>
 Transitioning to a circular economy phasing out traditional alternatives	<ul style="list-style-type: none"> <li>• 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)</li> <li>• 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</li> </ul>

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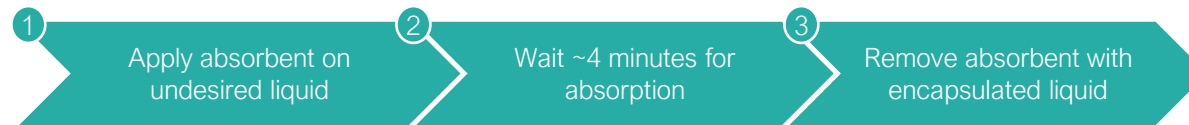
# Summary: Eco land and Eco Sea are two environment friendly absorbents that do not compromise effectiveness or affordability

 <div>EFFICIENT</div>	<ul style="list-style-type: none"><li>• High absorption capacity</li><li>• Fast (&lt;5 minutes) absorption time for all liquids</li><li>• Light weight</li></ul>	 <div>EASY TO HANDLE</div>	<ul style="list-style-type: none"><li>• Light weight, ergonomic</li><li>• Carefree application - no secondary contamination by absorbent itself</li><li>• No additional work to restore surface</li></ul>
 <div>EFFECTIVE</div>	<ul style="list-style-type: none"><li>• Universal – any liquids anywhere</li><li>• Encapsulates odors</li><li>• Leaves surface 100% clean and dry</li></ul>	 <div>CONVENIENT</div>	<ul style="list-style-type: none"><li>• Space efficient</li><li>• Convenient to transport, carry and store</li><li>• Increases feasibility to comply with environmental requirements</li></ul>
 <div>SAFE</div>	<ul style="list-style-type: none"><li>• Encapsulates hazardous or flammable liquids and fumes, no risk for leaking</li><li>• Unflammable, no autoignition</li><li>• Non-toxic; safe to handle and inhale</li></ul>	 <div>AFFORDABLE</div>	<ul style="list-style-type: none"><li>• Cheap raw material and manufacturing</li><li>• Low cost per liter of liquid to absorb</li><li>• Low cost of disposal, circular value</li><li>• Ability to reuse absorbed liquid</li></ul>
 <div>ENVIRONMENTALLY FRIENDLY</div>	<ul style="list-style-type: none"><li>• Biodegradable</li><li>• No secondary contamination<sup>1</sup></li><li>• Circular value</li></ul>	 <div>EFFICIENT TO PRODUCE</div>	<ul style="list-style-type: none"><li>• Small efficient production</li><li>• Made of commodity raw materials</li><li>• One recipe, two absorbent solutions, endless possible product formats</li></ul>

<sup>1</sup> **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



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



Need to remove liquid on land



Eco Land



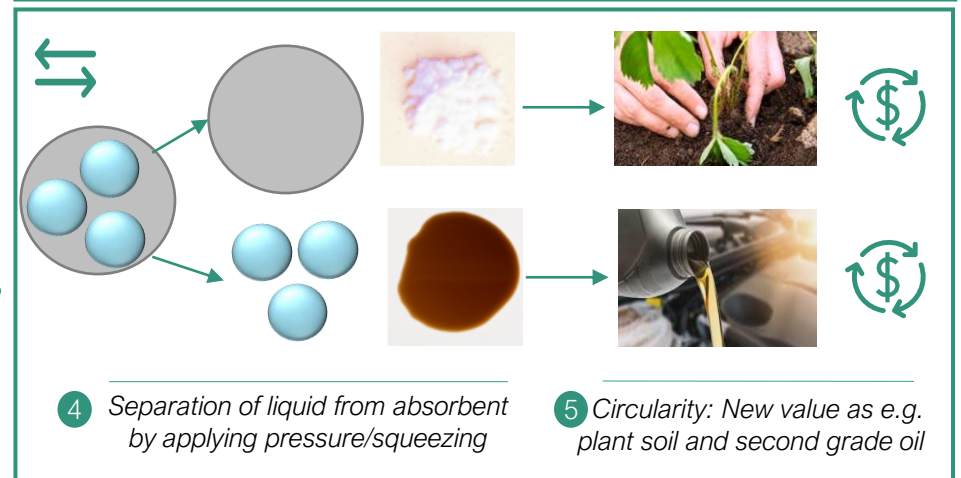
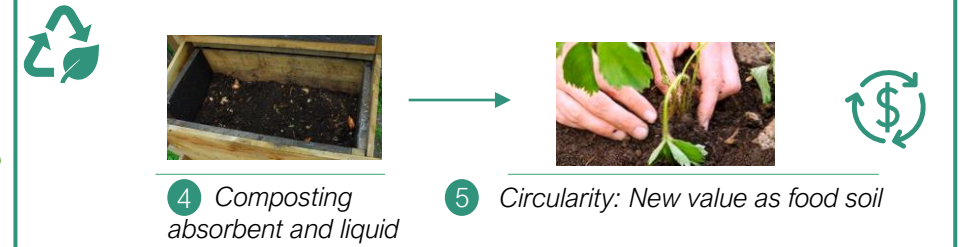
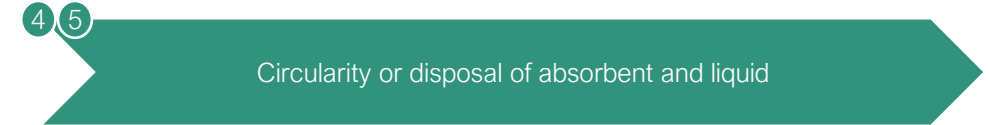
Need to remove liquid on water



Eco Sea



If organic liquid



Example for Eco Land and Eco Sea in granular form

Source: Eco International

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

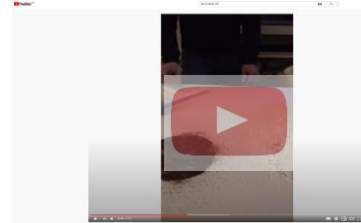
## Eco Land

### Oil removal



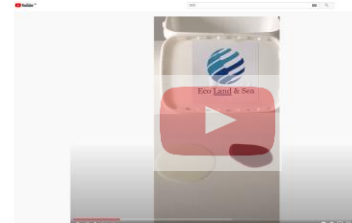
Eco Land absorbing used engine oil on and leaves clean and dry surface behind

### Comparison to alternative



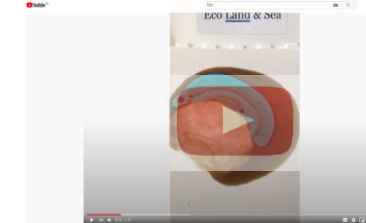
Comparison between Eco Land and an common alternative adsorbent based on clay/cement

### Body fluids removal



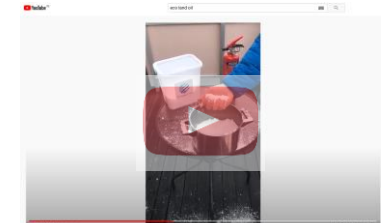
Eco Land absorbing and cleaning surface from blood and urine. Encapsulates the odors

### Mixed spill test



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

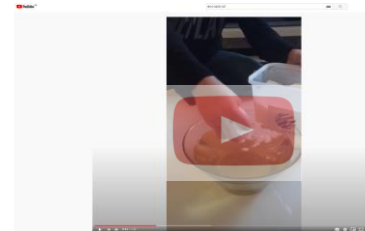
### Fire extinguishing



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

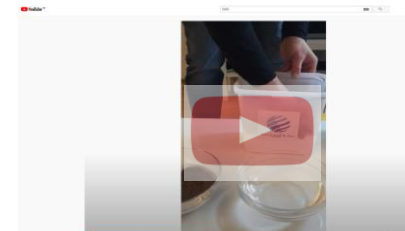
## Eco Sea

### Oil removal



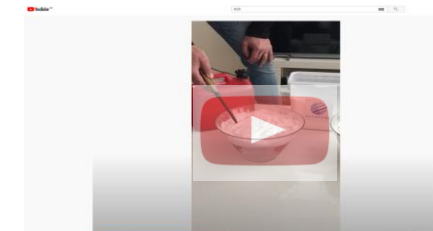
Eco Sea absorbing engine oil on water

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

	1	2	3	4	5	6	7	8
	Raw material and production	Distribution and wholesale	Pre-usage	Application	Absorption	Removal of used and excess absorbent	Separation of absorbent and liquid	Disposal and circularity
Key for competitiveness	<ul style="list-style-type: none"> <li>Access to cheap, abundant raw material</li> <li>Efficient production process</li> <li>Low costs</li> <li>Sustainable operations</li> </ul>	<ul style="list-style-type: none"> <li>Light, easy to handle</li> <li>Space efficient</li> <li>Versatile product, broad demand</li> <li>Low cost of transportation</li> <li>High pot. margins</li> <li>Easy to store, in most condition</li> </ul>	<ul style="list-style-type: none"> <li>Space efficient</li> <li>Light, easy always have at hand</li> <li>Low cost of transportation</li> <li>Easy to store and carry in various places and conditions</li> <li>No expiry</li> </ul>	<ul style="list-style-type: none"> <li>Light to handle and easy to apply</li> <li>Non-toxic to user</li> <li>Safe to apply excess absorbent not harming nature</li> <li>Cheap</li> <li>Suitable format to condition</li> </ul>	<ul style="list-style-type: none"> <li>Fast absorption time</li> <li>Effectiveness of absorption</li> <li>100% absorption without leakage</li> <li>Not flammable</li> <li>No contamination</li> <li>Contain odors</li> </ul>	<ul style="list-style-type: none"> <li>Easy to remove</li> <li>Leaves surface in the same conditions as prior to spill</li> <li>Not leaving harmful rests or stains</li> <li>Stress-free, not time sensitive</li> <li>Does not induce any additional cost/work</li> </ul>	<ul style="list-style-type: none"> <li>Separation ability of absorbed liquid from the absorbent</li> <li>Possible reuse of absorbed liquid</li> <li>Minimum contamination when separated</li> <li>Easy to separate</li> </ul>	<ul style="list-style-type: none"> <li>Ability to reuse/recycle /compost the absorbent getting a new circular value</li> <li>Easy, convenient cheap and environmentally friendly disposal of both absorbent and liquid</li> </ul>
Challenges with traditional absorbents	<ul style="list-style-type: none"> <li>Need for more affordable products, based on cheap accessible raw materials</li> <li>Heavy and bulky</li> <li>Few (no) good bio-based absorbents available</li> </ul>	<ul style="list-style-type: none"> <li>Too heavy and bulky, costly to transport and handle, takes up expensive space</li> <li>Need for more versatile products "one absorbent fits all"</li> </ul>	<ul style="list-style-type: none"> <li>Heavy and bulky absorbents, hard to carry/store –currently challenging to comply with regulations</li> <li>Need for more convenient products</li> </ul>	<ul style="list-style-type: none"> <li>Need for safer products, not harming user or environment</li> <li>Easy to use</li> </ul>	<ul style="list-style-type: none"> <li>Traditional products either harm the environment, are inefficient or ineffective</li> <li>Few contain odors</li> </ul>	<ul style="list-style-type: none"> <li>Existing alternatives require a lot of work to remove and few are degradable</li> <li>Leave surface wet or damaged, incurring additional costs</li> </ul>	<ul style="list-style-type: none"> <li>Few leak-proof alternatives able to separate absorbed liquid from absorbent in a controlled way</li> </ul>	<ul style="list-style-type: none"> <li>Traditional products require an expensive and inefficient disposal process</li> <li>Few biodegradable and compostable alternatives available</li> </ul>
								
Benefits with Eco Land & Eco Sea	<ul style="list-style-type: none"> <li>Raw material a basic commodity, <b>endless supply</b></li> <li><b>One recipe</b> two absorbents solutions</li> <li><b>Efficient production process</b>, large quantities from small facility. Few FTEs</li> </ul>	<ul style="list-style-type: none"> <li><b>Light weight &amp; easy to handle</b></li> <li><b>Easily stored</b> in room temperature and other varieties of conditions</li> <li><b>Space efficient</b></li> <li>Extremely <b>versatile</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Light weight &amp; easy to handle</b></li> <li><b>Easily stored</b> in room temperature</li> <li><b>Space efficient</b></li> <li><b>Convenient</b></li> <li><b>Accessible</b> "on-the-go" thereby higher chance of usage</li> </ul>	<ul style="list-style-type: none"> <li><b>Not harmful to user</b>, could be held directly</li> <li><b>Easy to use</b>, apply a small amount on spill</li> <li>No risk in applying <b>excesses amount</b>, <b>biodegradable</b></li> </ul>	<ul style="list-style-type: none"> <li><b>4 minutes</b> to absorb</li> <li>Absorbs <b>10x</b> own weight</li> <li><b>Not flammable</b>,</li> <li><b>No leakage nor harms the environment</b></li> <li><b>Contains odors</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Easy to remove</b></li> <li><b>Leaves surface clean and dry</b> – as the spill never happened</li> <li><b>Can be removed after minutes or months</b>, does not leak or sink</li> <li><b>Biodegradable</b></li> </ul>	<ul style="list-style-type: none"> <li>Ability to <b>squeeze out</b> the and <b>reuse absorbed</b> liquid if needed</li> </ul>	<ul style="list-style-type: none"> <li>Absorbent is <b>100% compostable</b> when separated or while containing organic liquids</li> <li><b>Affordable disposal</b></li> </ul>



# Eco Land and Eco Sea beats existing products across all key buying criterias

Most common absorbent types <sup>1</sup>	Type	Absorbent/ Adsorbent											
			Absorption time	Absorption capacity x weight	Biodegradable	Flammable	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
<i>Eco Land Eco Sea</i>	Organic	AB	Instant	>10x		No	Yes	Forever 	 1.1 	 1.0 	\$	\$ 	\$ 
Cellulose	Organic	AD	Instant	1-5x		Yes	Yes	Days	 1.6	 1.5	\$\$	\$\$	\$\$
Sawdust, Peat	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, Cement, Lime	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	\$\$\$	\$\$\$	\$\$\$

<sup>1</sup> The list contains the most common types of organic and natural inorganic absorbents on the industrial absorbent market. Figures represent an approximate for the type, exact data for any specific brand could vary

# 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 Director  
Masha' al Al-Jandali & Partner Co.  
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)

“

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

Managing Director, Oil company, Russia

“

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

President, Oil spill handling company, India

“

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

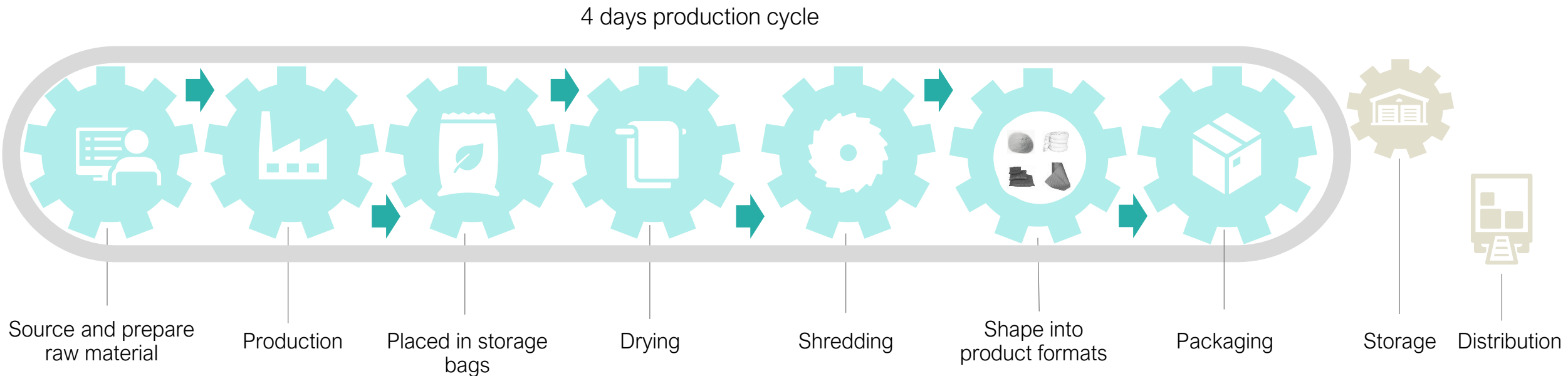
Biodegradable before use



Biodegradable after use

100% versatile, in all environments

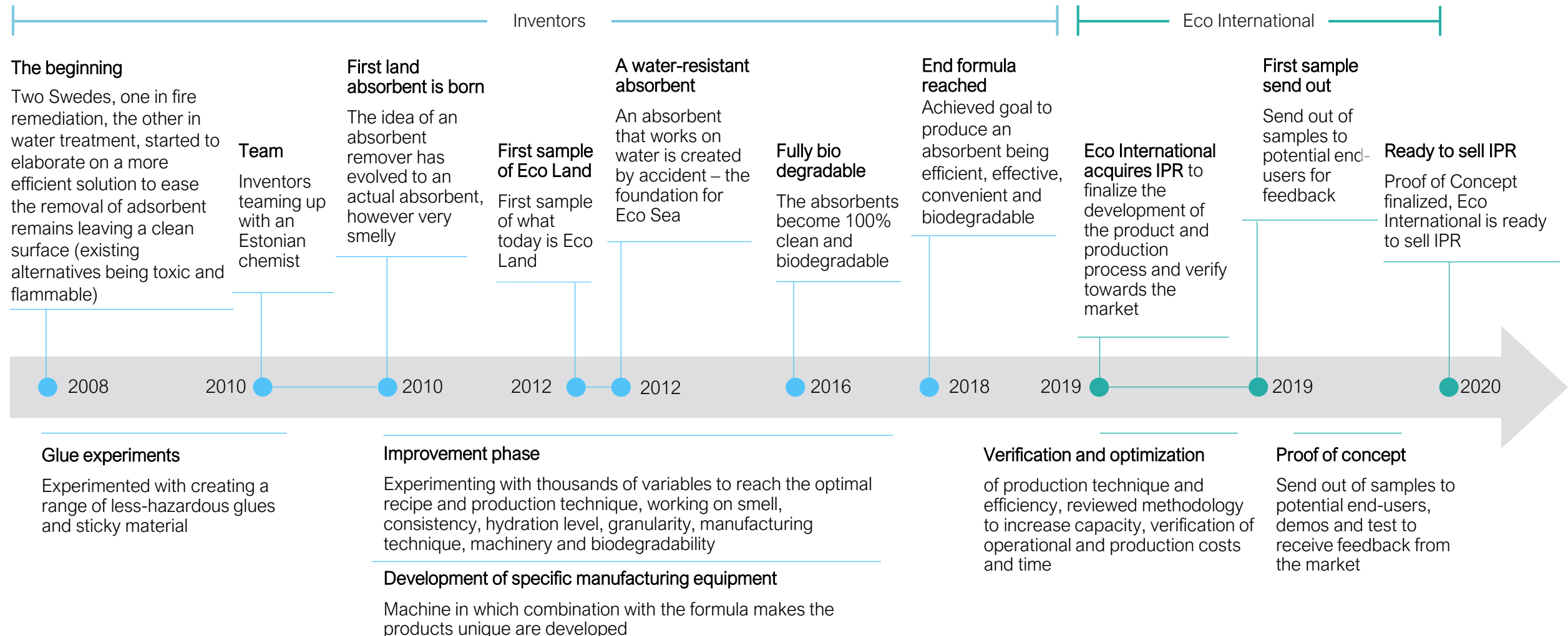
# A simple and efficient production process produces advanced and revolutionizing results – large capacity from a small facility with few workers



Cost estimate								
	Production space 200 m2	Raw material commodities <sup>1</sup> 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

**NOTE:** Total volumes produced to date by existing production equipment: ~500,000 liters, tested at maximum capacity of 50,000 liters per day  
**1** Urea, phosphoric acid, benzene sulphononic acid, ammonia and water  
**Source:** Eco International

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



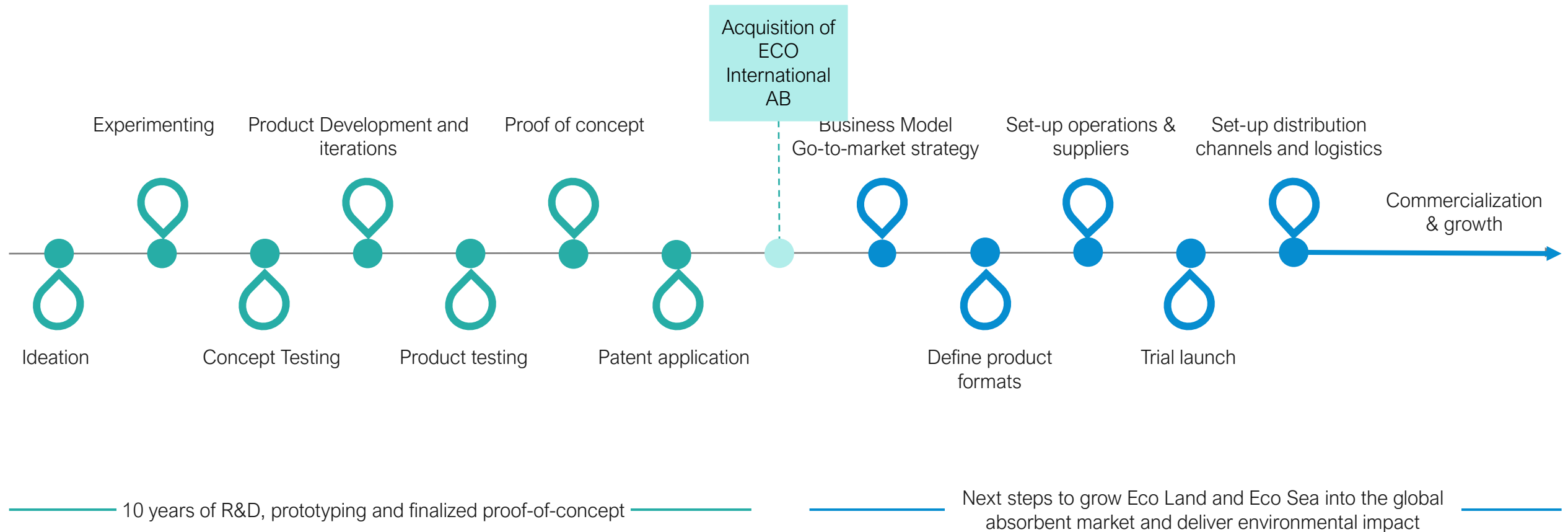
*“The long list of testing and evaluating results of these tests has gained us great experience and also trust, confidence and pride with the products ability, on land and in water, to absorb any kind of liquid spill without leaking or causing secondary contamination” – Inventor*

*“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*

# Document structure

1	EXECUTIVE SUMMARY
2	THE ABSORBENT MARKET
3	ECO LAND AND ECO SEA
4	NEXT STEPS
5	APPENDIX

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



# The acquirer of Eco International AB will have all the prerequisites for an efficient commercialization and rapid sales growth

## KEY COMPONENTS OF THE 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*



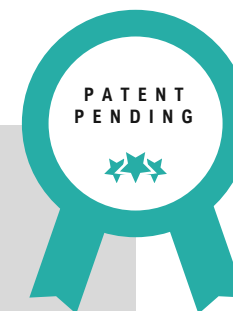
*Existing production equipment as part of the transaction*

## OPTIONAL



*Support from inventors, willing to relocate and join the acquiring company to set-up or for a longer period of time*

- 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 4<sup>th</sup> 2020  
*The application remains confidential until November 2021*
- Possibility to extend the patent to other geographies within 12 months from first application date
- The recipe contains a series of blockers to minimize the risk of reverse engineering






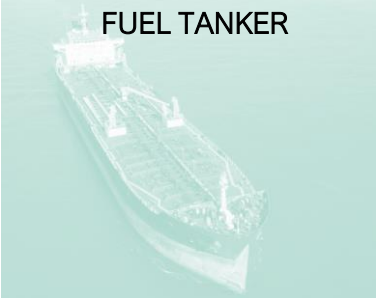




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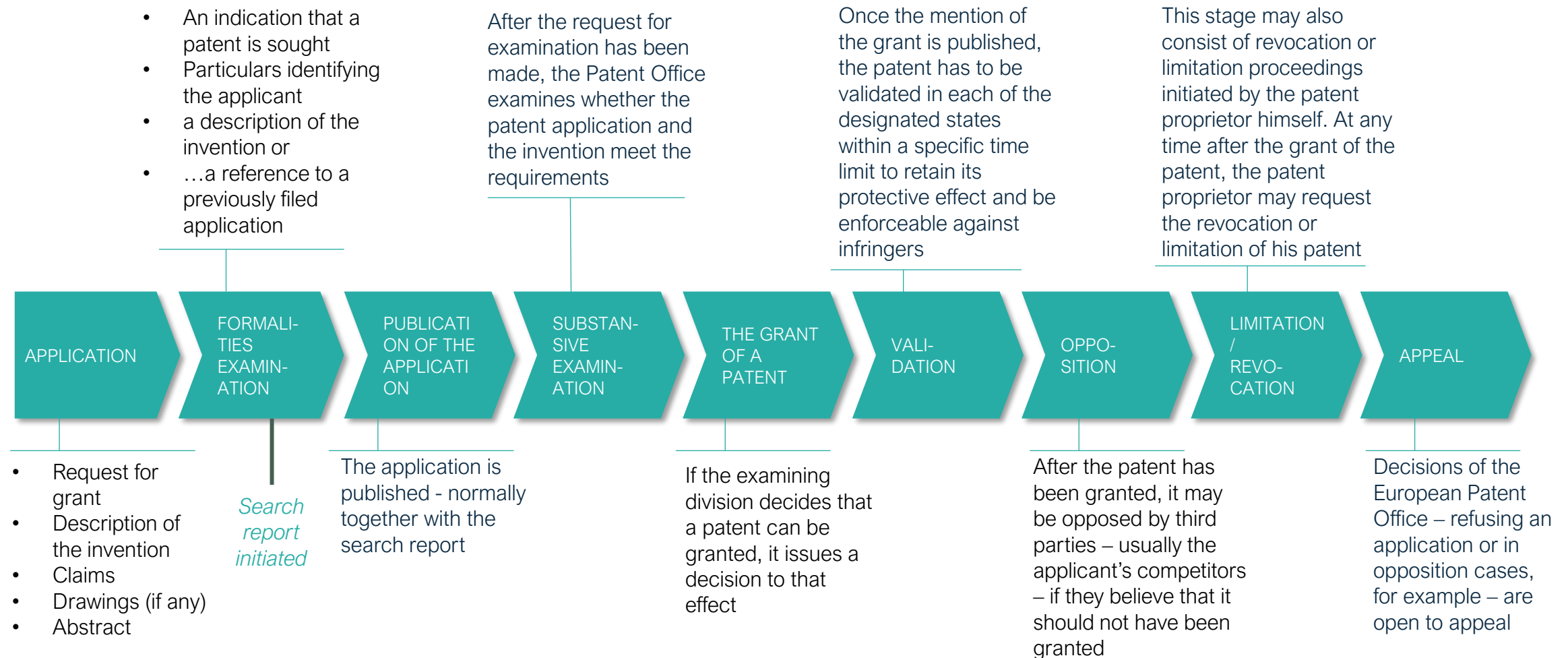
# Broad market potential on a global level for several different industries and usage areas

TRANSPORT	RESCUE SERVICE	WORKSHOPS	SANITATION W/O 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 fuel tankers
300M trucks globally If estimated 40L average liquid capacity to absorb at any given time/ truck / year If estimated 5% buy new absorbent each year	10M accidents globally per year defined as “serious”, if assuming all requiring absorption of liquid If assuming average accident needs to absorb 5L spill	Est global average: 1 workshop per 7 000 inhabitants <sup>1</sup> = 1M workshops globally Assuming avg workshop absorbs 200 L spill / year (very little)	3 billion people globally without access to water sanitation, WC 1.2 L liquid / person/day If 1% were to use absorbents = 11 bn Liters	Globally 750M liters of oil and petroleum were spilled from boats in line of duty Assume if 50% would carry absorbents on board	100 000 fuel tanker ships in the world Regulatory requirement to clean and check the tanker once per month Mid size tanker requires 50 000L Eco Land + 50 000L Eco Sea = 1.2 Million liters/year Assuming 10% compliance
Liters of liquid to absorb 600M	Liters of liquid to absorb 50M	Liters of liquid to absorb 200M	Liters of liquid to absorb 13 bn	Liters of liquid to absorb 375M	Liters of absorbent 12bn
Market value potential <sup>2</sup> (€) 780M	Market value potential(€) 65M	Market value potential(€) 260M	Market value potential(€) 17bn	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: →

<sup>1</sup> Calculated as an average of samples from Europe samples (1/ 2500) MEA (1/20000) and APAC (1/3500) (equally weighted)

<sup>2</sup> Estimated average absorbent end-customer price per liter removed liquid (1.3€)

# 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](http://www.epo.org/applying)