



# Company and product presentation

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# Document structure

1	EXECUTIVE SUMMARY
2	THE ABSORBENT MARKET
3	ECO LAND AND ECO SEA

# Eco International AB is introducing two sustainable absorbents, one for land and one for water applications

## WHO?

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- Eco International AB is a **development and manufacturing company** focusing on refining, finalizing and verifying early sustainable innovations.
  - Eco International AB focuses purely on **impact innovations**, building a more **sustainable and environment friendly world**.
  - Owned by five investors, including CEO Thomas Gaterud and Chairman of the Board Pernilla Lindeborg, who together represent the majority share of Eco International AB.
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## WHAT?

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- Eco International AB is **introducing two sustainable absorbents, Eco Land and Eco Sea®**, one for land and one for water applications
  - Holds a Compliance Certificate that the products and its ingredients fully comply with the demand in the REACH Regulation ( EC ) 1907/2006 for registration of chemicals.
  - Holds a certified Security Data Sheet ( SDS )
  - Eco Land and Eco Sea® are **absorbents with unique capabilities like no other alternative on the market**, they are
    - biodegradable,
    - more versatile,
    - less expensive
    - easier to use and
    - fully support circular economy, spill can be reused.
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## ECO LAND AND ECO SEA®-THE NEW GENERATION BIO-FRIENDLY ABSORBENTS

### **Environment friendly**

100% biodegradable,  
no secondary  
contamination

### **Affordable**

Low cost of ingredients  
and cost  
efficient production

### **Compliance**

Ingredients fully  
comply with  
REACH  
Agreement  
1907/2006

### **Trade secret**

10 years of research  
and development

### **Support circular economy**

absorbed oil can be  
pressed out  
and be re-used

### **Universal**

Removes any liquids  
anywhere  
on land or in water

## Unique opportunity to buy the next generation of absorbents

### Next generation 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

### 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
- 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 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

### Great potential 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 commodity world wide
- The unique recipe, machinery and production process is what creates the value in turning basic raw material into advanced absorbent
- **Efficient manufacturing process** and machinery has been developed to produce large volumes
- Competitors and **existing alternatives are unrefined** with regards to product sophistication and efficiency

### Rare opportunity to buy a unique product at the right time

- As awareness and regulations **increase the overall need for absorbents** while shifting the market towards **environmentally friendly** alternatives
- Eco Land and Sea® have taken 10 years of R&D to develop and are **several years ahead of any competitors' solutions**
- **Compliance Certificate**, the products and its ingredients fully comply with the demand in the REACH Regulation ( EC ) 1907/2006 for registration of chemicals and information in the supply chain.

# Document structure

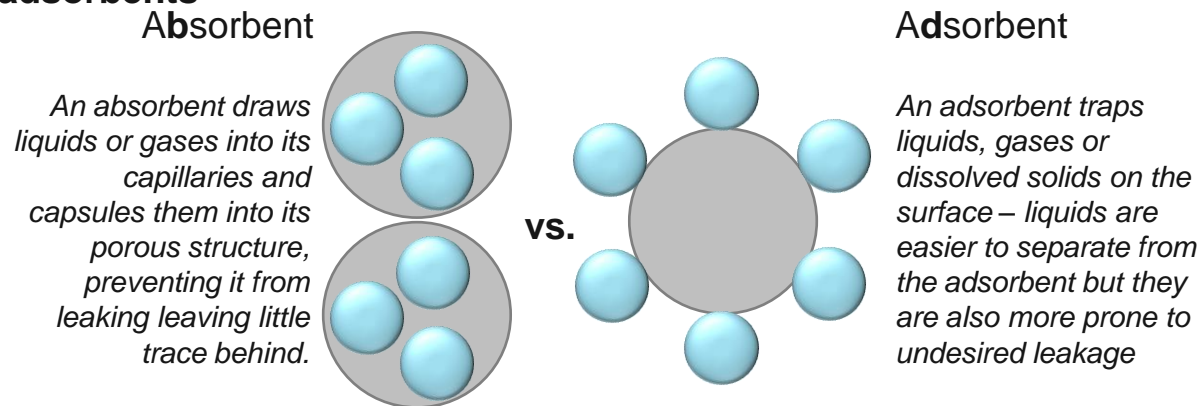
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# Absorbents contain and/or remove unwanted liquids across most industries

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

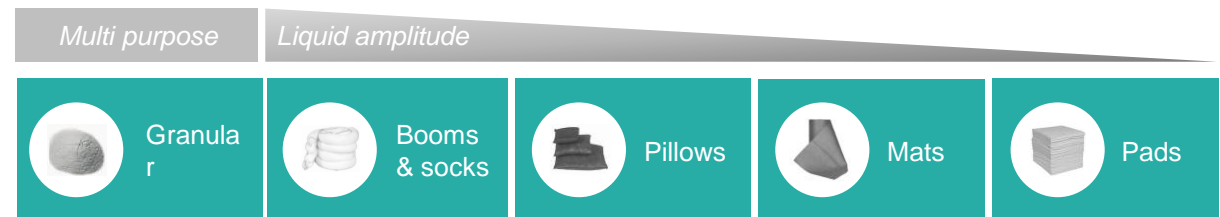
The absorbent market is comprised of both absorbents and adsorbents



Absorbents segmented both according to their purpose and makeup

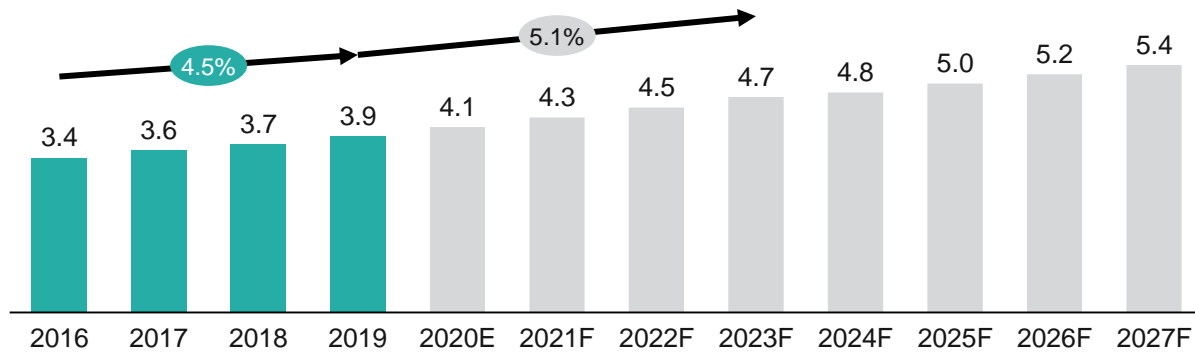
	ABSORBENT MATERIAL		
	Natural organic Carbon-based (e.g. straw, hay, saw dust)	Natural inorganic Clay, perlite, vermiculite, glass wool, sand, or volcanic ash	Synthetic e.g. polyurethane, polyethylene, and polypropylene
Universe	e.g. saw dust, straw, SpillFix, Eco Land	e.g. sand, gravel, Absol, Absodan	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



# 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

“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



# Absorbents are used everywhere for a wide range of purposes






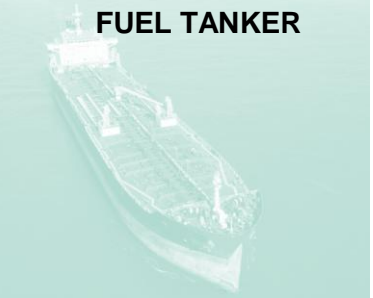
Infinite application areas...

HAZARDOUS LEAKAGES	CLEANING	CONTAINMENT OF LIQUIDS	OTHER
 Road accident fuel spill  Transport spill prevention	 Cleaning fuel or oils in workshops  Cleaning of containers and tankers	 Dry sanitation  Diapers and sanitary products	 Prevent fires and ignitable fumes  Extinguish fires
 Aviation fuel spill  Removal of acid or hazardous liquids	 Cleaning of tools and machinery  Cleaning of industrial premises	 Containment of liquids in waste  Prevent harmful leakage in waste management	 Fire remediation
 Marine fuel spill  Tanker spills	 Cleaning of indoor spills and stains  Cleaning up liquids in hospitals	 Contain nutrient in soil  Absorb liquids under operation beds	 Dry flooring for animals  Animal feed binders
 Production spill  Leakage in quarries and mining	 Continuous cleaning of harbors  Fresh paint spill removal	 Camper & boating WCs	

... 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 |
|---------------|---------------------------|----------------|-----------------------|-----------|------------|------------------------------|-----------------------|--------------------------|--------------------|------------------|----------------------|-------------------|

# 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
					
<i>Mandatory precaution in all land transports</i>	<i>Absorb hazardous leakages, prevent fires and fumes</i>	<i>For fuel and oil spill in car, MC and boat workshops</i>	<i>For containment of bodily fluids in toilets – no water access</i>	<i>To absorb incidental leakages of fuel and oil on water</i>	<i>Cleaning fuel tankers</i>
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
<b>Liters of liquid to absorb</b> 600M	<b>Liters of liquid to absorb</b> 50M	<b>Liters of liquid to absorb</b> 200M	<b>Liters of liquid to absorb</b> 13 bn	<b>Liters of liquid to absorb</b> 375M	<b>Meters of absorbent</b> 12bn
<b>Market value potential<sup>2</sup>(€)</b> 780M	<b>Market value potential(€)</b> 65M	<b>Market value potential(€)</b> 260M	<b>Market value potential(€)</b> 17bn	<b>Market value potential(€)</b> 488M	<b>Market value potential(€)</b> 16bn
<b>Current absorbent usage:</b> ●	<b>Current absorbent usage</b> ●	<b>Current absorbent usage:</b> ●	<b>Current absorbent usage</b> ○	<b>Current absorbent usage</b> ●	<b>Current absorbent usage</b> ●
<b>Trend:</b> ↗	<b>Trend:</b> ↗	<b>Trend:</b> ↗	<b>Trend:</b> ↗	<b>Trend:</b> ↗	<b>Trend:</b> →

<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€)

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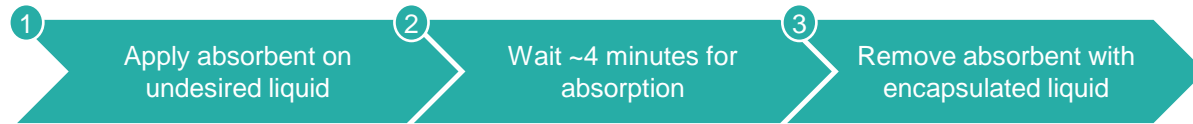
# Summary: Eco Land and Eco Sea ® environment friendly and safe absorbents that do not compromise effectiveness or affordability

 <b>EFFICIENT</b>	<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>	 <b>EASY TO HANDLE</b>	<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>
 <b>EFFECTIVE</b>	<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>	 <b>CONVENIENT</b>	<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>
 <b>SAFE</b>	<ul style="list-style-type: none"><li>• Encapsulates hazardous or flammable liquids and fumes, no risk for leaking</li><li>• Uninflammable, no autoignition</li><li>• Non-toxic; safe to handle and inhale</li></ul>	 <b>AFFORDABLE</b>	<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>
 <b>ENVIRONMENTALLY FRIENDLY</b>	<ul style="list-style-type: none"><li>• Biodegradable</li><li>• No secondary contamination<sup>1</sup></li><li>• Circular value, spill can be re-used</li></ul>	 <b>EFFICIENT TO PRODUCE</b>	<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>

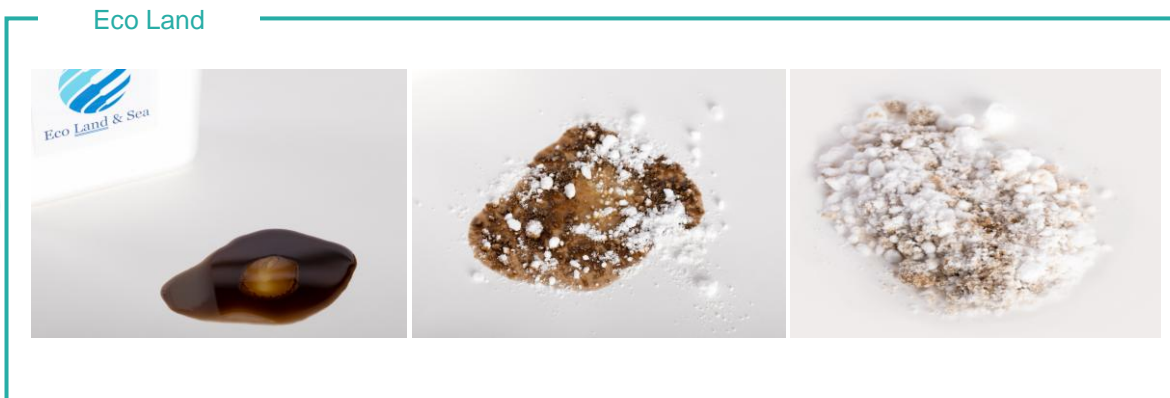
<sup>1</sup> **Secondary contamination** refers to the scenario of using a non-degradable absorbent that could result in additional contamination if not fully removed from the environment. Alternatively, same absorbents require post- usage cleanup with chemicals also damaging the environment



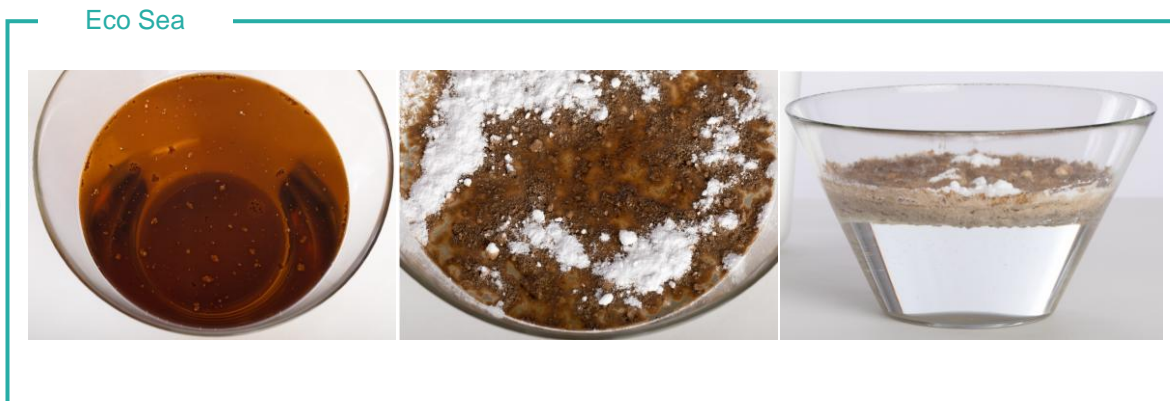
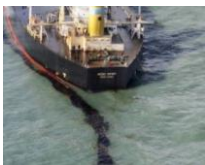
# Apply, wait, remove, reuse – simple process with the ability to reuse and recycle the liquid and the used absorbent building a circular economy



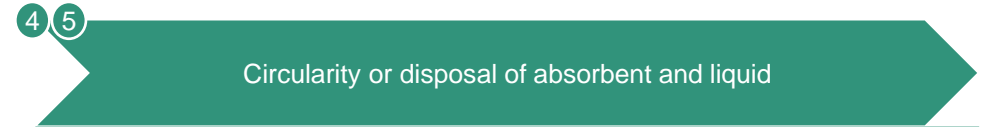
Need to remove liquid on land



Need to remove liquid on water



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

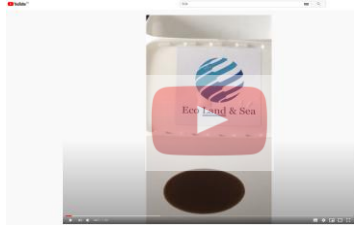
4 Disposal of absorbent with absorbed liquid through incineration generating energy (avoid land fills)

Example for Eco Land and Eco Sea in granular form

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

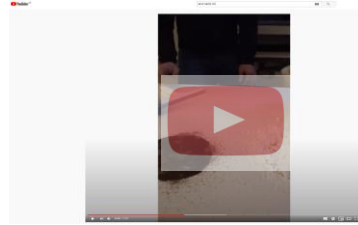
## Eco Land

### 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



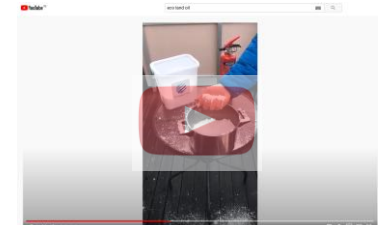
Eco Land absorbing and cleaning surface from blood and urine. Encapsulates the odors

### Mixed spill test



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

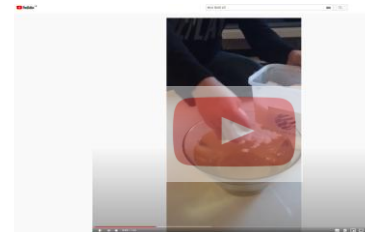
### Fire extinguishing



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

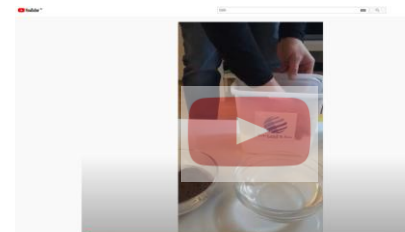
## Eco Sea

### Oil removal



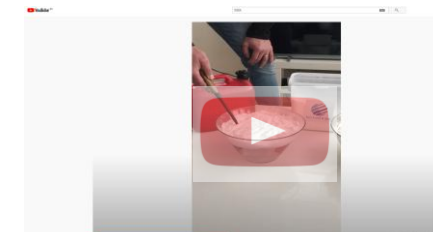
Eco Sea absorbing engine oil on water

### 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 & Eco Sea® are revolutionizing absorption and spill handling, enabling more convenient solutions

	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 reusage 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, endless supply</li> <li>One recipe two absorbents solutions</li> <li>Efficient production process, large quantities from small facility, Few FTEs</li> </ul>	<ul style="list-style-type: none"> <li>Light weight &amp; easy to handle</li> <li>Easily stored in room temperature and other varieties of conditions</li> <li>Space efficient</li> <li>Extremely versatile</li> </ul>	<ul style="list-style-type: none"> <li>Light weight &amp; easy to handle</li> <li>Easily stored in room temperature and varying conditions</li> <li>Space efficient</li> <li>Convenient</li> <li>Accessible “on-the-go” thereby higher chance of usage</li> </ul>	<ul style="list-style-type: none"> <li>Not harmful to user, could be held directly</li> <li>Easy to use, apply a small amount on spill</li> <li>No risk in applying excesses amount, biodegradable</li> </ul>	<ul style="list-style-type: none"> <li>4 minutes to absorb</li> <li>Absorbs 10x own weight</li> <li>Not flammable,</li> <li>No leakage nor harms the environment</li> <li>Contains odors</li> </ul>	<ul style="list-style-type: none"> <li>Easy to remove</li> <li>Leaves surface clean and dry – as the spill never happened</li> <li>Can be removed after minutes or months, does not leak or sink</li> <li>Biodegradable</li> </ul>	<ul style="list-style-type: none"> <li>Ability to squeeze out the and reuse absorbed liquid if needed</li> </ul>	<ul style="list-style-type: none"> <li>Absorbent is 100% compostable when separated or while containing organic liquids</li> <li>Affordable disposal</li> </ul>

# Eco Land and Eco Sea® beat 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 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)

“

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 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