

# BIO BASED POLYOLS

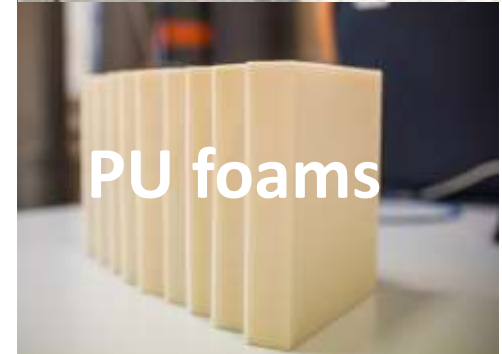
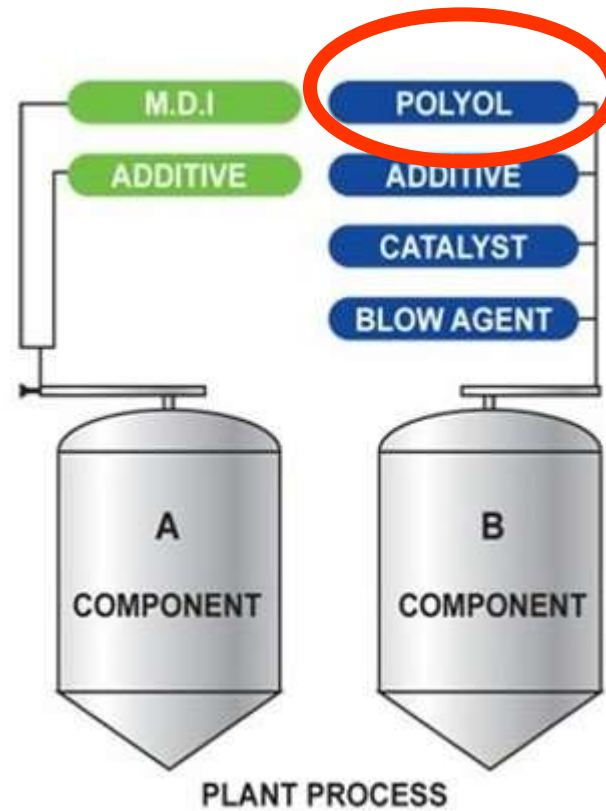
for the polyurethane industry



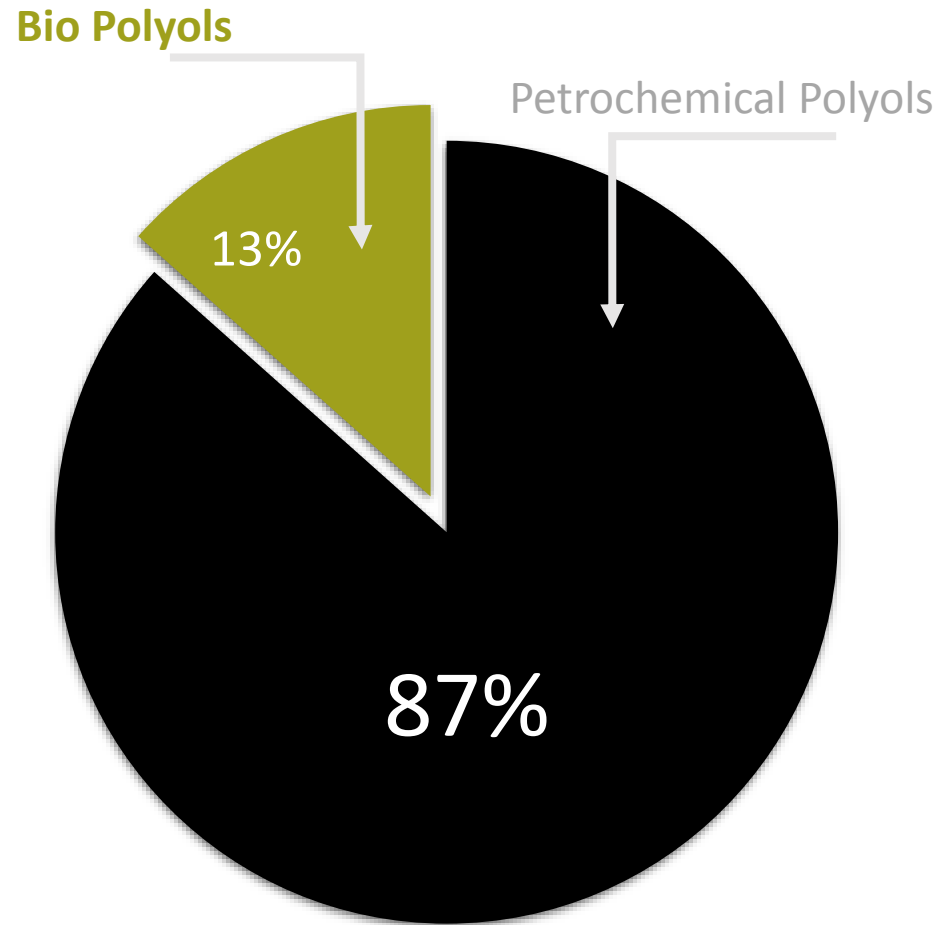
# How its made?



Liquid chemicals



# THE MARKET



- polyol market **\$ 21 bn**
- annual growth 8,5%
- Bio polyol market **\$ 2,88 bn**
- Annual growth 9,5%
- **Shifting market trend**

# INDUSTRY PROBLEM

Industry can not satisfy **growing market demand** for reasonably priced **bio based products**.

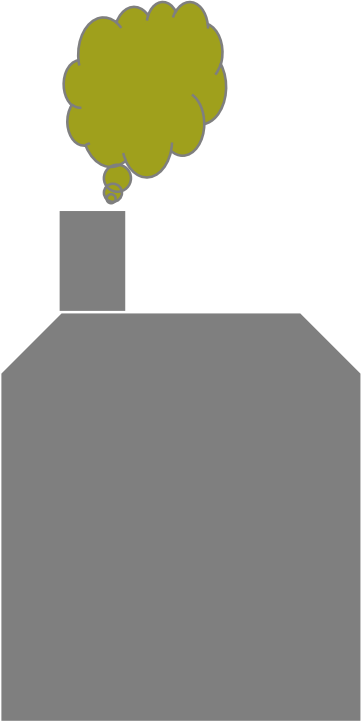
- **Growing** Bio product demand
- **Expensive** Bio polyol alternatives
- **High CO2** footprint
- **No access** to green markets
- **No eco** certification
- **Dependance** of crude oil price



# THE DEAL



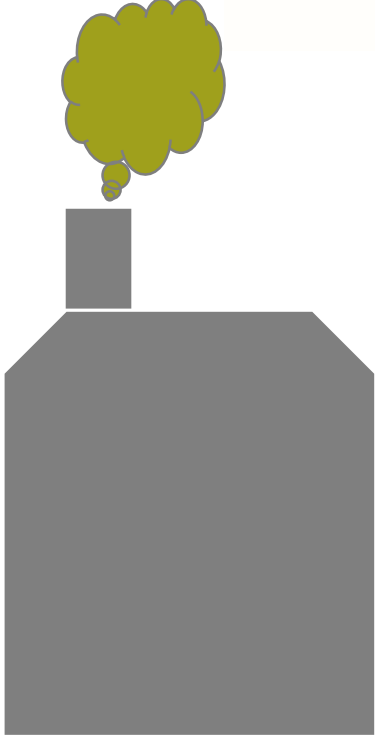
Bio polyols



PU systems/product producer



Bio PU product



End user

POLYLABS produces bio polyols

# TECHNOLOGY

NATURAL OILS



POLYLABS TECHNOLOGY

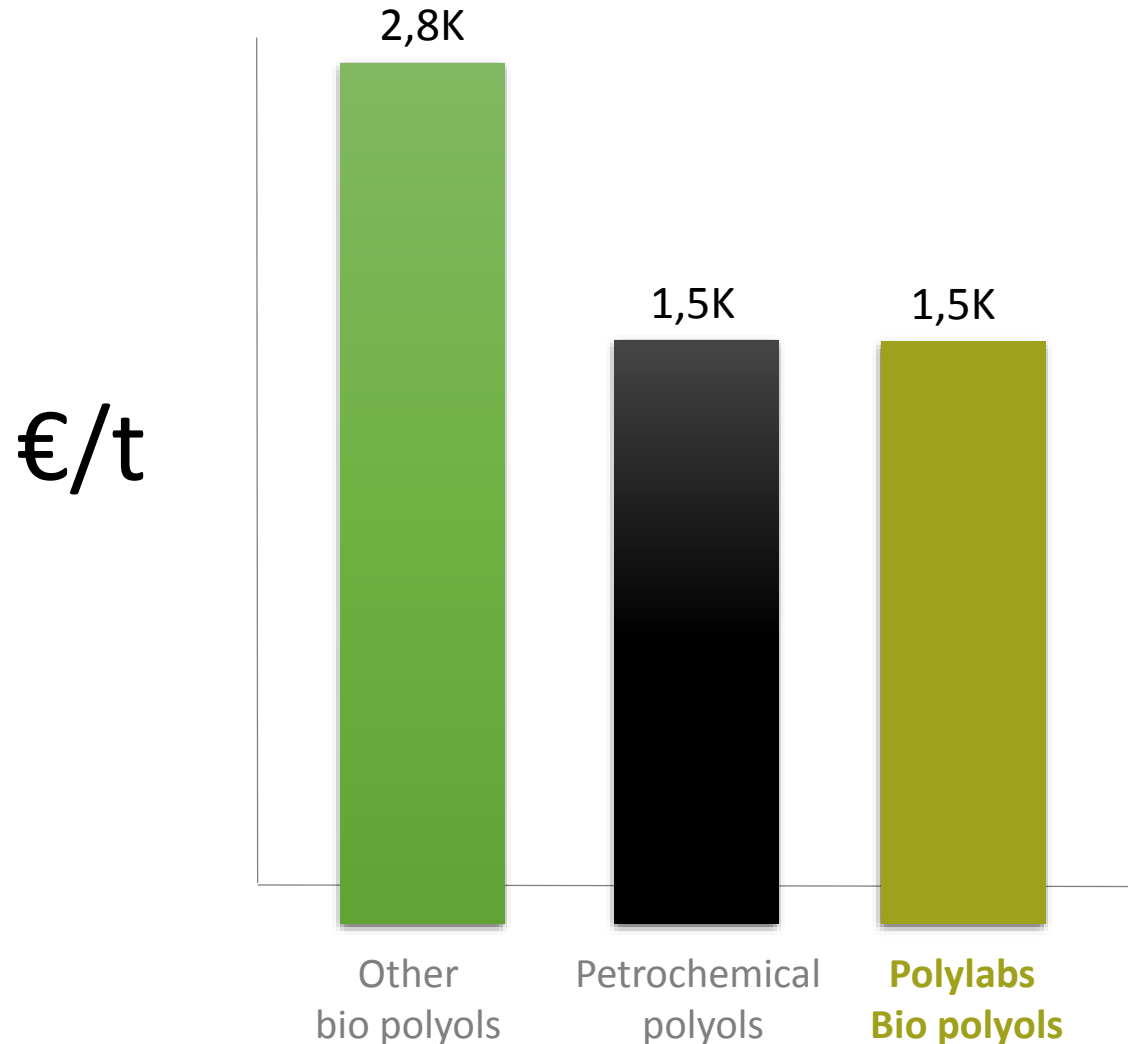


BIO POLYOLS



- One step process
- Wasteless technology
- Resource efficient

# VALUE PROPOSITION



- Price match to fossil based
- High % renewable content
- Access to green markets
- Reduced CO2 footprint
- ECO certificate compliant
- Save \$ in PU production
- Technical advantages



# THE TEAM



**Kristiāns Grundštoks**

*Founder, CEO*

Background in law, experience in sales and international business



**Edgars Vanags**

*R&D*

Organic chemistry and polyol development specialist



**Miķelis Kirpļuks**

*Co-founder, R&D*

Experienced polyurethane scientist



**Dr. Daniel Auriel**

*Advisor*

15+ years experience in chemicals & materials incl. Bayer, StoraEnso, EEnergy, Capricorn venture partners

# ADVISORS



**Dr. Uģis Cabulis**

*SB member, advisor*

Director of the Institute of wood chemistry of Latvia



# TIMELINE

- Founded in 2014
  - Total investment 200 k EUR
  - 3 products ready, 2 in development
  - Production capacity 3000 t/year
  - Sales channels in 19 countries
  - Revenue 2017 11 k EUR
  - Revenue 2018 72k EUR
- 
- Production expansion in 2019 to 10 000 t/year



*Polylabs production facility*

# FUNDING OPPORTUNITY

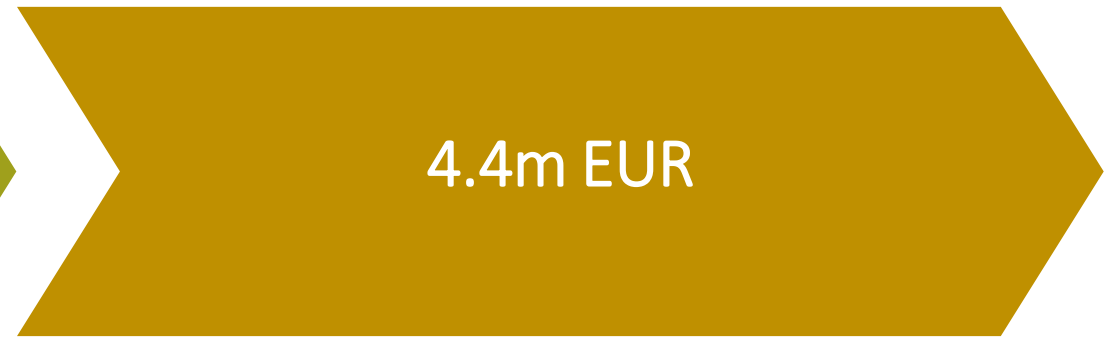
## 5 m EUR

1<sup>st</sup> phase

2<sup>nd</sup> phase



600k EUR



4.4m EUR

### Use of funds

- Team expansion
- Sales & Marketing
- R&D, patents

### 2Y milestones

- Volume 3 200 t
- Revenue 5 MEUR
- EBITDA 0,88 MEUR
- EBITDA Margin 17%

### Use of funds

- Capacity expansion to 10 000 t p.a.

### 3Y milestones

- Volume 47 000 t
- Revenue 73.3 MEUR
- EBITDA 23.7 MEUR
- EBITDA Margin 32%



The image shows two parallel rows of vibrant green grass growing in dark, rich soil. The grass is dense and appears to be in the early stages of growth. The soil between the rows is dark brown and has a crumbly texture. The overall scene is a close-up, top-down view of the plants and soil.

Kristiāns Grundštoks

Founder, CEO

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