

August 2022



Game-changing Technology For A Sustainable world

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OptiCept Technologies – Today's Presenter



Thomas Lundqvist

CEO

Thomas holds a Master's degree in Industrial Engineering & Management from Linköping University as well as Executive MBA from EFL, Lund University. He has extensive experience from supplying to the food industry, solid and liquid food segments (Ecolean AB, JBT AB, FMC Technologies, Frigoscandia Equipment). Thomas also has broad functional experience from an international business environment. Thomas has a strong track record of productizing services and growing sales and margins. He brings a strong customer focus, has his heart in Business Development and strategic & organizational development

OptiCept Technologies – OptiCept in Brief

About the Company

- OptiCept Technologies provides technological solutions for the food and plant industry
- The company works with biological processes that provide increased efficiency, reduced waste and improved quality
- The company has a patented technology within PEF (pulsed electric field) and VI (Vacuum Infusion)
- The company operates through a network of distributors in Sweden and internationally
- OptiFreeze was founded in 2011 by Lund University (LU) Innovation and Arc Aroma Pure AB
- In 2021, OptiFreeze AB merged with Arc Aroma Pure AB to form OptiCept Technologies



40+ employees from 15 countries



HQ in Lund, Sweden



Listed on Nasdaq First North Growth Market

Product Areas



FoodTech



PlantTech

The company provides solutions within two main areas- the food and flower/plant industry with offerings that are based on two technologies - PEF (Pulsed Electric Fields) and VI (Vacuum Infusion)

Partnerships



LUND UNIVERSITY



AFRY



Application areas



Food Oils



Juice



Dairy and liquid eggs



Plant-based milk



Wine



Beer

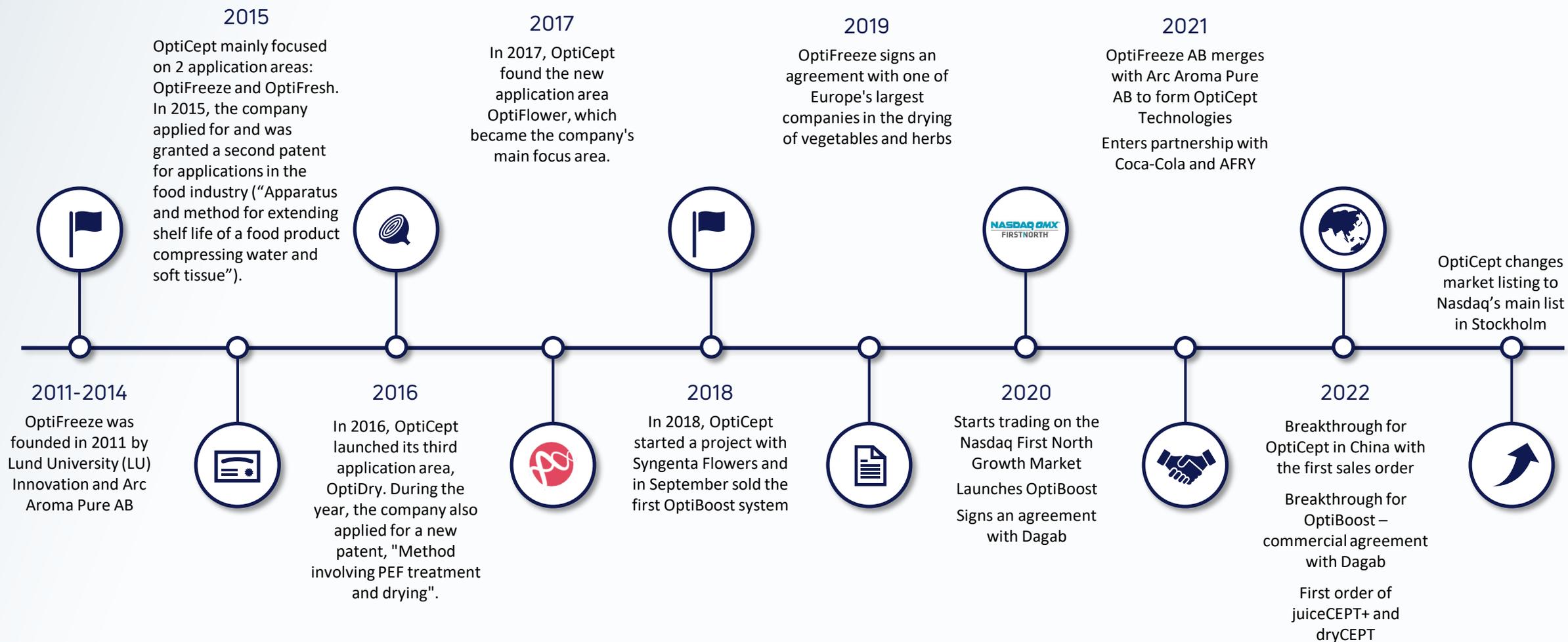


Plants



Dried commodities

OptiCept Technologies – History of Operational Excellence



OptiCept Technologies – What We Do

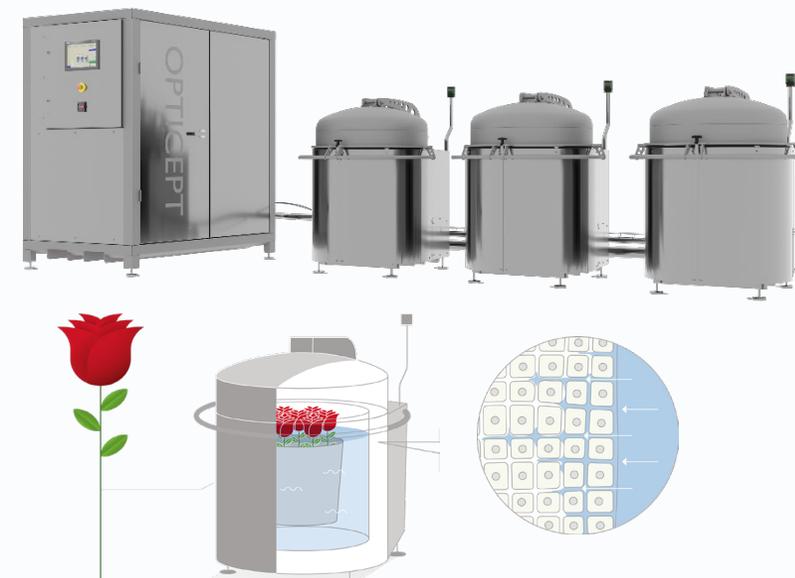
We provide the food and plant industry with high-tech solutions that contribute to a more sustainable world and enable climate-smart economic growth through patented technology within PEF (pulsed electric field) and VI (Vacuum Infusion)

PEF (Pulsed Electric Fields)



The CEPT® platform is a high voltage generator combined with treatment chambers. The technology is primarily used within food production to increase extraction and extend sustainability.

VI (Vacuum Infusion)



The vacuum infusion method impregnates natural ingredients into the flower's stem and green leaves. The technology and the machine, used during the process are unique and designed for treating plant materials

OptiCept Technologies – Benefits in Brief

Key OptiCept technology's advantages



Reduced waste



Improved extraction



Higher quality



Streamlining of extraction processes



Improved fermentation



Reduced energy consumption



Extended shelf life

Innovative technology for the food and flower industry to improve quality, efficiency and reduce waste



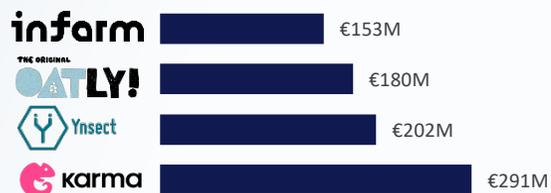
OptiCept Technologies – Global Problem Means a Global Opportunity

Food and cut flower industries are facing major challenges

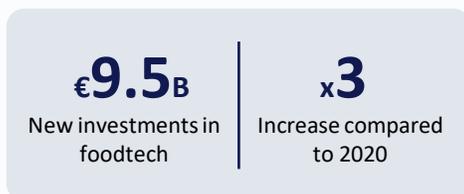
-  45% of fruits and vegetables, and 10-20% of cut flower annual produce is thrown away
-  Food waste is responsible for 8% of global human-made greenhouse gas emissions
-  Most food processing lines have traditional process layouts, consuming 30% of the total energy produced
-  Industrial agriculture causes health problems associated with obesity in the wealthy countries and hunger in the less wealthy countries

Foodtech is attracting large and accelerating investments

European top foodtech deals 2020



Projected foodtech investments in EU 2021



Source: Statista, Forbes, Iberdola, Digitalfoodlab

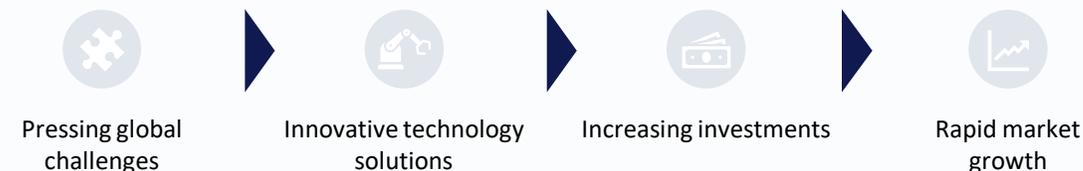
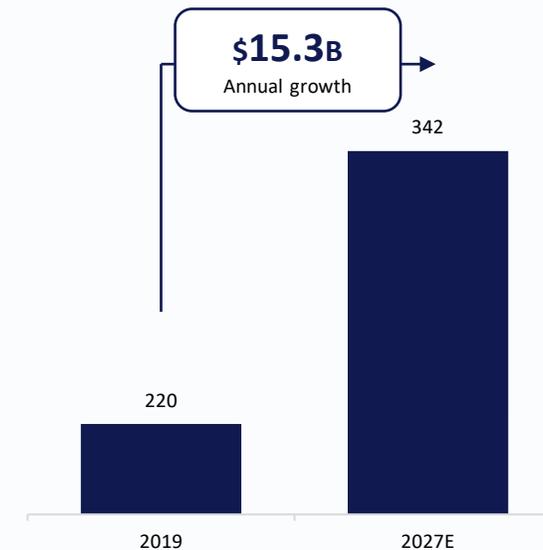
Need for solutions that are reshaping the industry

Foodtech involves companies that use technologies to turn the food industry into a more modern, sustainable and efficient sector.

Main foodtech market trends

-  Increasing focus on methods to produce valuable nutrients while keeping costs and raw material usage low
-  Demand for healthier products while optimizing the taste
-  Accelerating trend in solutions targeting reduction of food waste

Food technology market size worldwide, USDbn



OptiCept Technologies – Sustainability at Core

Contributing to the transition towards a sustainable future



OptiCept minimizes waste

OptiCept’s technology significantly extends shelf life of food, drinks and flowers, consequently reducing vast number of products that get thrown away



OptiCept reduces energy consumption

OptiCept’s technology reduces the process time in production, implying substantial energy savings



OptiCept increases health benefits

OptiCept’s technology increases the number of vitamins, polyphenols and other nutrients in the treated products



OptiCept reduces CO₂ emissions

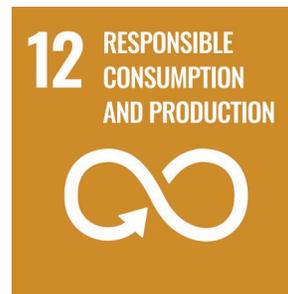
Wasted food is responsible for 8-10% of greenhouse gas emissions . With OptiCept’s technology that can be reduced by up to 50%



OptiCept allows more sustainable use of transportation

OptiCept’s technology extends the durability of the treated products, consequently allowing for more optimal transportation choice and route planning

SUSTAINABLE DEVELOPMENT GOALS



OptiCept Technologies – OptiCept’s Technology Has a Clear Sustainable Impact

Waste Management & Recycling

- Optimized extraction
- Extended shelf life



Raw Material Extraction

- Dematerialization - More output from less / the same amount of raw material
- Improved rooting



Health & Use

- Healthier products - Increased number of vitamins, polyphenols and other nutrients
- Improved quality - Aroma, taste, and color
- Higher quality of cut flowers - Longer life, smoother flower opening, greener leaves



Transportation

- Extended durability means transports can be better optimized
- Longer life for cut flowers means that other types of transport can be used

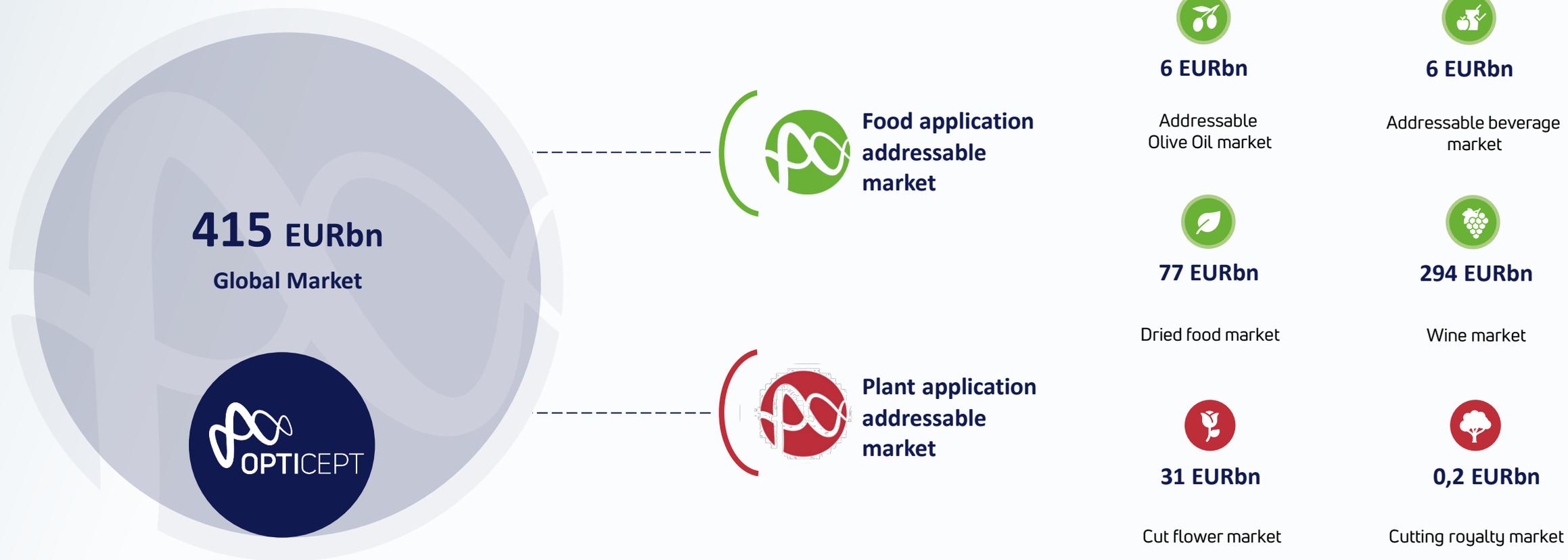


Manufacturing Process

- Reduced process time
- Reduced energy consumption
- New technology is implemented in an industry with a generally low technology level



OptiCept Technologies – Substantial Market Opportunity



Sustainability tailwinds paving the way for OptiCept to capture a share of a large global addressable market

OptiCept Technologies – Food Applications

oliveCEPT®



Avocado



Olive oil



Vegetable oils

- ✓ Improved quality - increase in polyphenols
- ✓ Processing temperature below 25°C
- ✓ Increased extraction by 5-15%
- ✓ Process efficiency (reduction of malaxation time by 50%)




juiceCEPT®



Juices



Cold-brewed tea



Oat milk

- ✓ Extended shelf life
- ✓ Increased extraction
- ✓ Improved quality - taste, color and aroma
- ✓ Better nutritional values




wineCEPT®



Red & white wines

- ✓ Increased recovery
- ✓ Improved quality - higher levels of polyphenols, phenolic acids, tannins, etc.
- ✓ Maceration halved with improved results



dryCEPT®



Vegetables



Berries



Spices

- ✓ Shortened drying time
- ✓ Retains taste, aroma and color better
- ✓ Industrial evaluation is underway with Steinicke in Germany for drying carrots




OptiCept Technologies – Innovation Protected with Patents/Utility Model



CEPT® Technology (PEF)

System protected	Status	Regions
Design of generator	Granted	
Treatment of pumpable liquids	Granted	
Design of PEF chamber	Granted	
Design of PEF chamber - Insertable electrodes	Granted	
Design of PEF chamber for shelf-life extension	Granted utility model in China, pending in others	
New transformer and high voltage generator	PCT application	N/A yet
PEF system with belt	Pending applications	

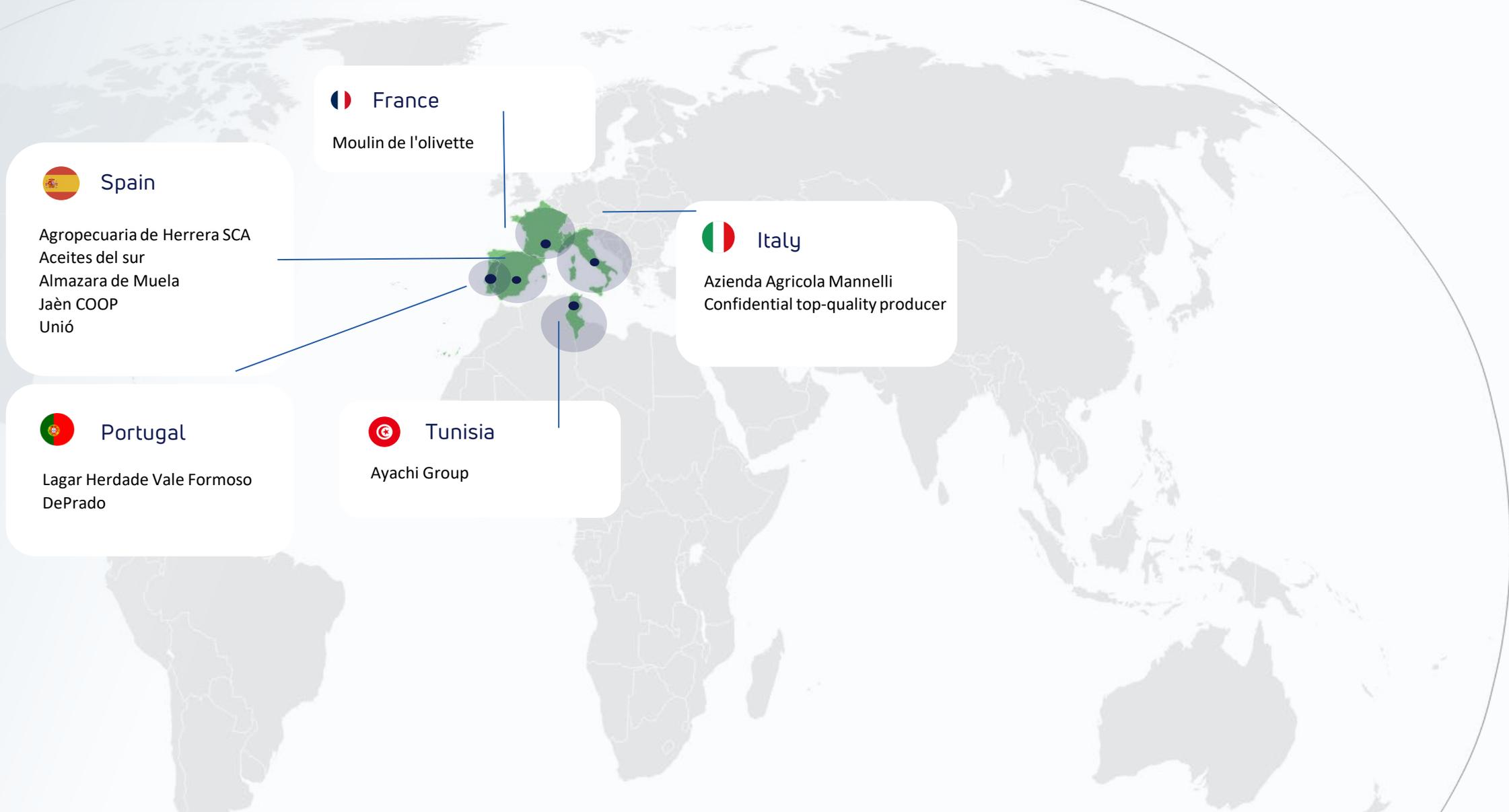


OptiBoost® Technology (VI)

System protected	Status	Regions
Cut flowers (treatment method)	Pending applications	
Treatment of cuttings and roots (method)	PCT application	N/A yet
End product (cut flowers) protection	PCT application	N/A yet
Treatment of biological materials with surfactant / Short cycle VI treatment on cut flowers (method and system)	PCT application and utility model in China	 and N/A yet

The patent families are targeting to protect OptiCept Technology methods, systems and end-products

OptiCept Technologies – New oliveCEPT® Customers Summer 2022 BALDER



 **Spain**
Agropecuaria de Herrera SCA
Aceites del sur
Almazara de Muela
Jaèn COOP
Unió

 **France**
Moulin de l'olivette

 **Italy**
Azienda Agricola Mannelli
Confidential top-quality producer

 **Portugal**
Lagar Herdade Vale Formoso
DePrado

 **Tunisia**
Ayachi Group

OptiCept Technologies – Customer Cases



Agropecuaria de Herrera

Project summary



10 tonnes/h
Production capacity



320,000 €
Sales agreement



100 machines
Customer's capacity

- ✓ Agropecuaria de Herrera SCA is part of the award-winning cooperative Oleoestepa, one of Spain's largest cooperatives in olive oil
- ✓ Agropecuaria has entered a combined evaluation agreement and sales agreement with OptiCept for the oliveCEPT® machine
- ✓ The relationship that has been built with Oleoestepa will lead to many future deals within the cooperative and the Spanish market, producing about 44% of all world's production



Acesur
OUR TRADITION IS INNOVATION

Project summary



10 tonnes/hour
Production capacity



320,000 €
Sales Agreement



120 Machines
Production capacity

- ✓ One of the world's largest olive oil producers and the 5th largest in Spain
- ✓ An international company that is recognized for its innovative mindset and high quality products.
- ✓ Excellent reference for BALDER
- ✓ Also sells herbs, olives and other foods

OptiCept will accelerate sales on the base of successful contracts and relationships with the most experienced players in the market

OptiCept Technologies – Customer Cases



Project summary



10 tonnes/hour
Production capacity

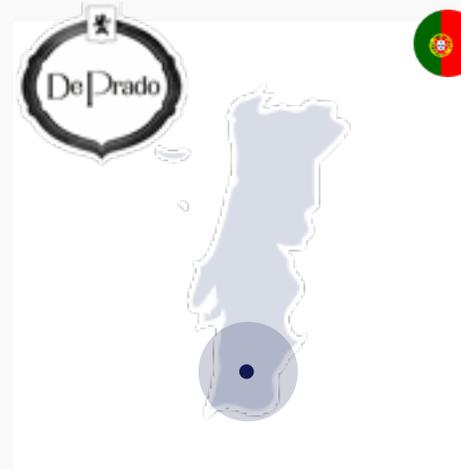


Profit-sharing



80 Machines
Production capacity

- ✓ One of the world's largest olive oil producers and the 2nd largest in Spain
- ✓ The cooperative consists of 26 companies that together produce olive oil on 80 olive lines.
- ✓ Excellent reference for BALDER



10 tonnes/h
Production capacity



Evaluation agreement



90 million kg
Olives processed yearly

- ✓ More than 7,500 hectares for olive oil and 1,600 hectares for table olives – in Spain, Portugal, California and Chile.

OptiCept Technologies – Plant Applications



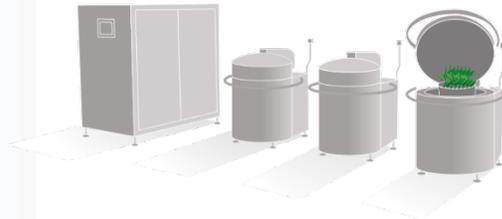
Cut flowers

- ✓ Longer vase-life of the flowers
- ✓ Better opening rate
- ✓ Enhanced coloring of the flower and greener leaves
- ✓ More flexible handling for wholesalers



Cuttings

- ✓ Increases the life expectancy of unrooted cuttings
- ✓ Improves rooting after planting
- ✓ Accelerates growth after planting



Proven results



50%
Longer average consumer
vase-life



50%
Reduced waste



36%
Increase in sales for the
customer

Tested in commercial application

Hemköp

WILLY:S

WILLY:S Hemma

PrisXTRA

Dagab

Närlivs

Snabbgross

HANDLARN



tempo

Direkten

OptiCept Technologies – Customer Cases



Project summary

-  **40,000 flowers/h**
Production capacity
-  **3-5 MSEK/year**
EST. transaction value
-  **600 stores**
Served by the customer

- ✓ Dagab, which is part of the Axfood Group, is the leading wholesaler and logistics partner in the service trade in Sweden.
- ✓ Dagab has entered a commercial agreement with OptiCept for the treatment of cut flowers
- ✓ They deliver the grocery assortment to about 600 own and collaborating stores within Axfood, and are looking to further explore other areas of OptiCepts offering



Project summary

-  **40,000 flowers/h**
Production capacity
-  **300 MSEK/year**
Potential Transaction value
-  **£1,5 billion / year**
Sales volumes of stems

- ✓ One of the world’s leading growers and suppliers of fresh cut flowers
- ✓ Evaluation initiated in 2022 with commercial agreement as option

OptiCept will accelerate sales on the base of successful contracts and relationships with the most experienced players in the market

OptiCept Technologies – Solid Value Potential Based on R&D Activities

OptiCept is exploring fields with enormous potential



Oat milk

- ✓ OptiCept's treatment tests have transformed oat milk in a cleaner product with good foamability, dense foam and increased number of proteins
- ✓ Planned further tests to refine the application



Cold brewed green tea

- ✓ The process of brewing cold tea normally takes about 24 hours, but with juiceCEPT® this can be done in less than 1 hour
- ✓ OptiCept has signed an agreement with Coca-Cola Beverage Company Shanghai for a collaboration to evaluate juiceCEPT® for large scale application



OptiFreeze

- ✓ Developing technology for increasing yield and improving the quality of frozen products
- ✓ Large-scale potential for wholesalers and distributors



Beer

- ✓ During the brewing process, the CEPT can enhance fermentation through the release of more sugars/nitrogen and natural fragrances from the grains
- ✓ Currently in discussions with breweries to test on an industrial scale



Fish feed

- ✓ Exploring the possibility of increasing the extraction of proteins in fish feed
- ✓ Huge market potential for large scale applications in fish farming



OptiFresh

- ✓ Developing technology for preserving the structure, colour and lifetime of freshly cut fruits and vegetables
- ✓ Large-scale potential for wholesalers and distributors

OptiCept Technologies – Summary of Opportunities

- Patented high margin technologies providing quick customer payback, while addressing real environmental issues
- Catering to huge market food/plant segments under rapid growth
 - Plant/Cutting technology potentially driving **2+ billion € in recurring revenues**
 - CEPT technology addressing a **+20 billion € equipment market**. Balder enabling breakthrough in volume markets and new applications
- Global footprint and strong partnership for rapid market penetration as we enter the growth phase for our technologies

OptiCept Technologies – Board and Management

Thomas Lundqvist
CEO



Thomas Lundqvist holds a master of Science in industrial engineering and management from the University of Linköping. He also holds an Executive MBA from EFL, Lund University. He has more than 20 years of experience in leading key positions in the field of technology for the food industry.

Ulf Hagman
Chairman of the board



More than 30 years of experience from leading positions in the flower, fruit and vegetable industry. Previously worked as CFO at Euroflorist, Europe's largest flower distributor. Extensive experience as a management consultant and working with various board assignments. Ulf was the CEO of OptiFreeze AB before the merger with ArcAroma

Michael Kester
Board member



B.SC. in horticulture and an MBA from NIMA. Previously Michael had a long career in Syngenta, where he started in plant protection and then shifted towards marketing and sales. Michael has been active in multiple management positions in Syngenta, and most recently actively worked as a member of the group's management team

Elisabeth Yllfors
Board member



Yllfors manages a consultancy firm specialized in business development and management. Yllfors has board experience from the food industry and was previously Nordic Marketing Director and CEO at Findus. She also held management positions at Unilever and within Nestlé

Petr Dejmek
Board member



Dr. Dejmek is professor emeritus at Lunds University, an engineer and doctor of technology. He studied mechanical engineering in former Czechoslovakia, process engineering in Germany, and food technology in Sweden. Dr. Dejmek is the founding innovator and originator of the patented technology that was the foundation of OptiFreeze

Anders Hättmark
Board member



Anders Hättmark has many years of experience in the management of the majority of companies, including OptiFreeze and ArcAroma. He also has an extensive experience in business development and improving profitability and competitiveness of companies. He is also a major shareholder and board member of Veg of Lund.