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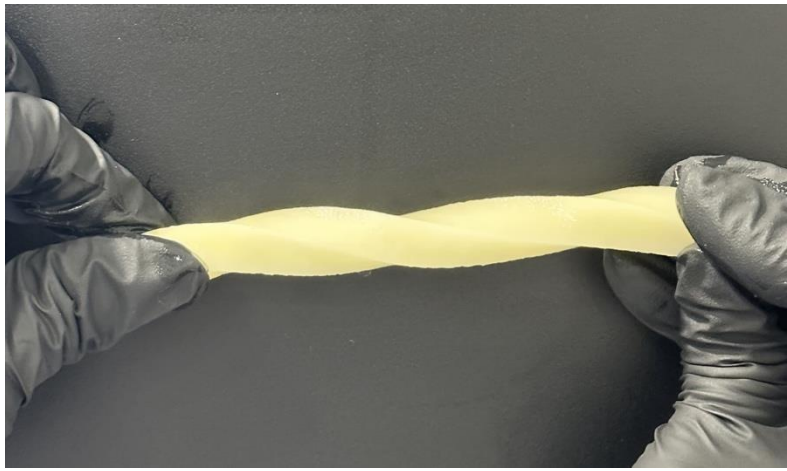
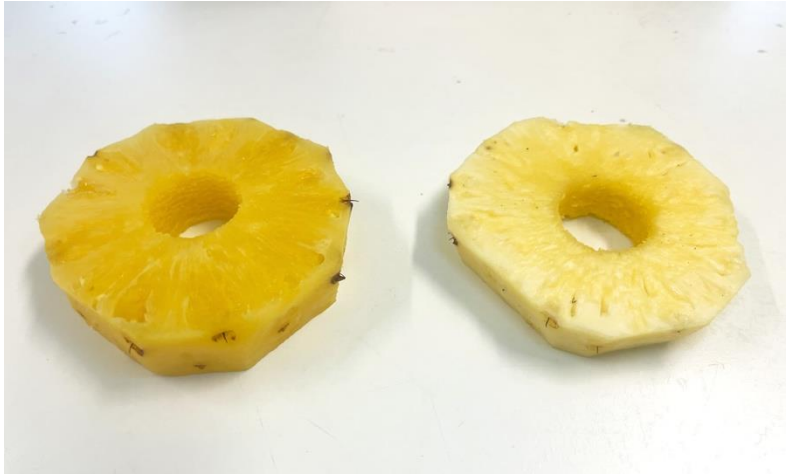
COMPANY PRESENTATION

Unleashing the full potential of organic material

Unleashing the full potential of organic material

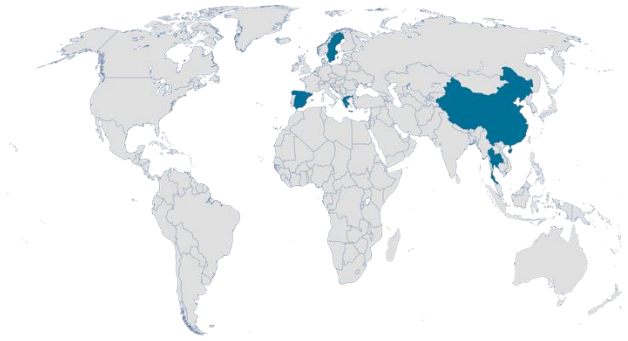
At OptiCept we pioneer advancements in technologies that **maximize output while minimizing resource consumption** for organic material in industrial processes.





Company overview

About our company



HQ
Lund, Sweden

Office
Athens, Greece

OptiCept Asia
Bangkok, Thailand

OptiCept Iberica
Barcelona, Spain

OptiCept Shanghai
Shanghai, China

Listed on Nasdaq First North Growth Market

COLLABORATIONS

Strong collaborations and partnership for rapid market penetration as the Company enter the growth phase for its technologies

FPS FOOD PROCESS SOLUTIONS

SAAB

BCC Plant the Planet

TROPICALFOOD MACHINERY

NorthMerge

CHRYSAL

DIVERSE TEAM

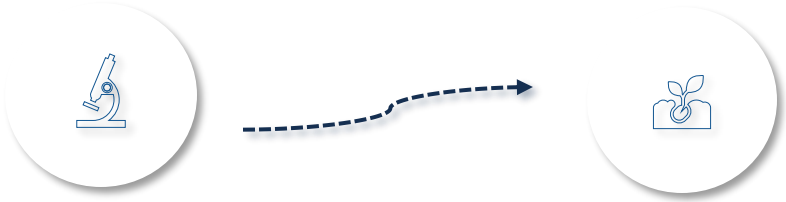
30+ employees with several different nationalities, competences and backgrounds

FOUNDATION

Founded in 2011 by researchers at Lund University and ArcAroma Pure AB

MERGER

Opticept Technologies was formed by a merger between ArcAroma and Optifreeze AB in 2021



Moving from research and development to commercialization and growth

OptiCept - The World leading supplier of PEF and VI solutions

Unleashing the full potential of organic material

OptiCept is a Global leader in advanced technologies (PEF & VI) designed to enhance efficiency, quality, shelf life, and reduce waste across food and plant industries.

Unique patented technology

OptiCept holds patented technologies that deliver rapid payback periods for applications in solid and liquid foods, as well as in the flower and forestry sector.

Strong partnerhips and customer base

OptiCept has secured agreements and partnerships with several world-leading companies across all key segments.

Breakthroughs in liquid and solid food processing

Currently, OptiCept is in an expansive global commercial growth phase, driven by commercial orders from industry leaders, capitalizing on the need for enhanced process profitability and resource efficiency.

Great market potential

With an addressable market in food valued at €6,3 billion, and a yearly recurring potential of €1,3 billion in cut flowers and cuttings, OptiCepts solutions are positioned to meet this growing need.

More from less

Optimized output of processed organic material

- Increase extraction – more product out of less raw material
- Better efficiency – decrease time and energy consumption
- Improved sustainability – less waste, extended shelf-life and higher quality

The problem

Inefficient processes

- **Low profits**
- **Low quality products**
- **Sustainability issues**

€ 990 000 000 000

Yearly cost of Food losses and waste.
30% of all products produced are never consumed.

2-10%

Net margins in food processing. The higher range is food with processers optimizing production processes and supply chains to minimize waste.

20%

Of the Approx. 43 billion cut flowers produced annually is estimated to be waste.

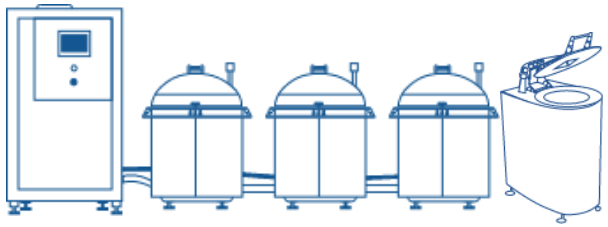
Technology

FOODTECH

PEF (Pulsed Electric Field)

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

PLANTTECH



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

Strategy – partnerships

- ✓ Vital expertise
- ✓ Capital for development of new applications
- ✓ Access to extensive global networks and distribution systems
- ✓ Increases our visibility and credibility

FPS – partnership example

FPS FOOD PROCESS SOLUTIONS

Market-leading partner

FPS Food Process Solutions is a global leader in turn-key food freezing and cooling equipment.

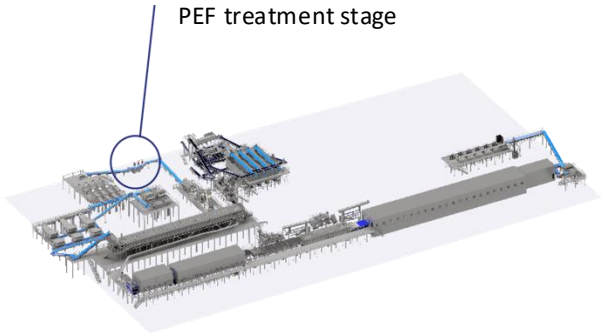
900+
Employees

10
Presence in 10 countries and Manufacturing facilities on 3 continents

Partnering up to launch OptiCepts PEF-system for solid foods on a global scale

OptiCept is responsible for the delivery of the technology (PEF-generators)

FPS will deliver the system that handles and processes the products up to the PEF treatment

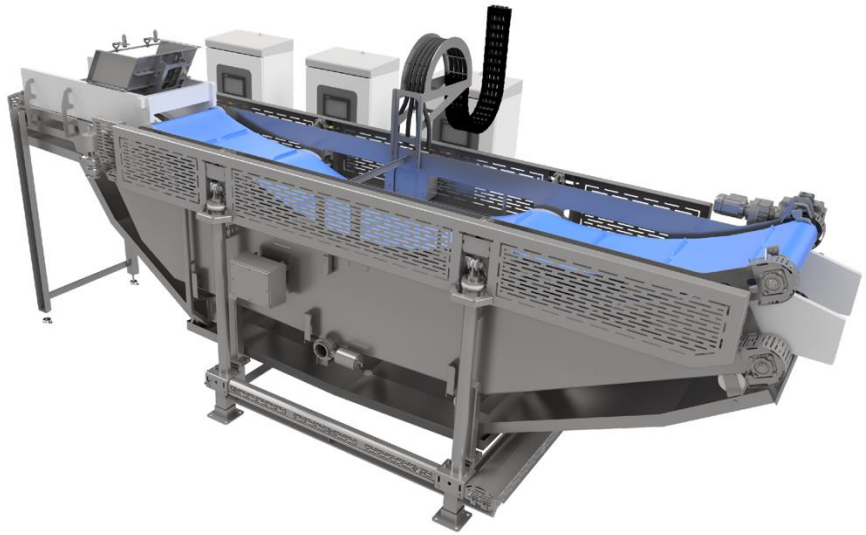


OptiCept is set for global upscaling through partnerships with industry's leaders with a global presence and world-class knowledge

OPTICEPT

SP7
Potato processing

When every potato counts



Energy efficiency

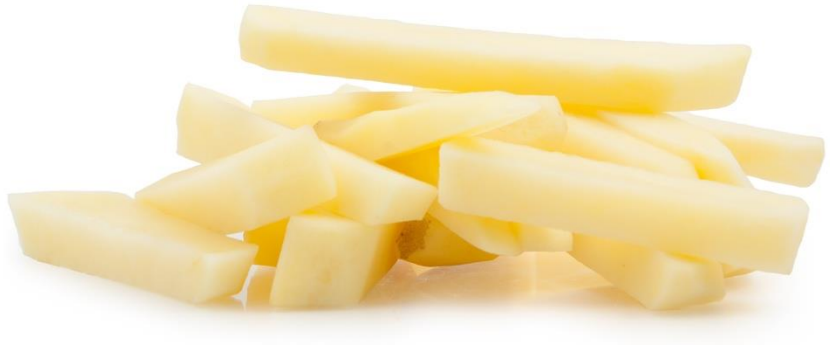
PEF technology is energy efficient compared to traditional heating methods. It works at lower temperatures, uses less water, and requires less energy to operate.

Easy to retrofit

The PEF generator is compact, significantly occupying less space as compared to conventional pre-heaters

Superior product quality

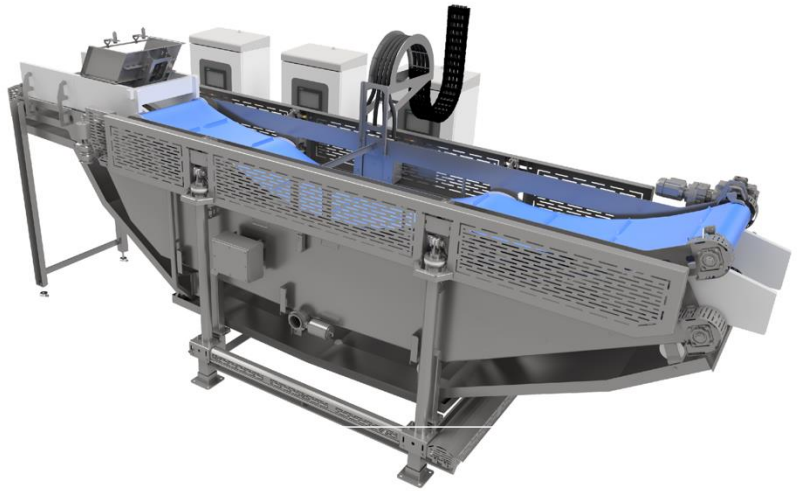
PEF-treated potatoes have a smoother surface, less feathering during cutting, reduced breakage and less wasted product. This results in uniform fries and higher yield.



OPTICEPT

SD7
Dried vegetables & fruits

Brings out the best in dried products



Optimized efficiency

With OPTICEPT® installed in your production line you increase your processing capacity. Produce more in less time.

Reduced drying time

Significant energy savings can be made as a result of the reduced drying time.
E.g. what took 8 hours before, now only takes 6 hours.

Improved quality

The mild treatment ensures that taste, aroma, color and rehydrating properties are kept intact.

OPTICEPT

LO7
Olive oil

More olive oil at better quality

Increased extraction

increased extraction up to 15% yield with the same amount of raw material. Secured extraction volume and improved oil yield.

Better efficiency

Reduced operational cost and improved productivity

Improved quality

Increase of polyphenols and other quality compounds.
Improved taste, color and nutrition.

OPTICEPT

Olive oil - case

Moulin Agricole de L'Olivette based in Manosque in Provence, France, has produced olive oil for close to a century. After installing an oliveCEPT® system, the cooperative not only managed to increase yield but improved in many other areas as well!

We were able to extract more from the olives and enrich the olive oil with the aroma locked in the cells, thereby enhancing the organoleptic attributes of the olive oil. Most importantly, with OPTICEPT®, one can achieve both enhanced yields and improved quality"

Grégory Leme
Mill Director

+4,88 %

Increased efficiency

+7,4 %

Max Yield increase

-50 %

Energy consumption

OPTICEPT

LJ7
Fruit & vegetable juice

More juice at better quality

Optimized extraction

Improve extraction by micro-scale destruction of cell membranes of the mashed raw material like fruits, berries, and vegetables.

Extended shelf-life

Minimal heat impact that does not damage color, taste and nutritional values. Maintained quality in taste, color and nutritional values of bottled juices due to the cold process treatment .

Improved quality

Boost cellular release of minerals, vitamins, colors compounds, and other micronutrients enhancing quality substantially.

OPTICEPT

OPTICEPT

Juice - case

Dole is one of the world's largest producers and marketers of high-quality fresh fruit with revenues of approximately billion USD 2.5. Dole's operations are conducted in 30 countries by 40,000 employees and include around 162 distribution and manufacturing facilities

+10-15 %

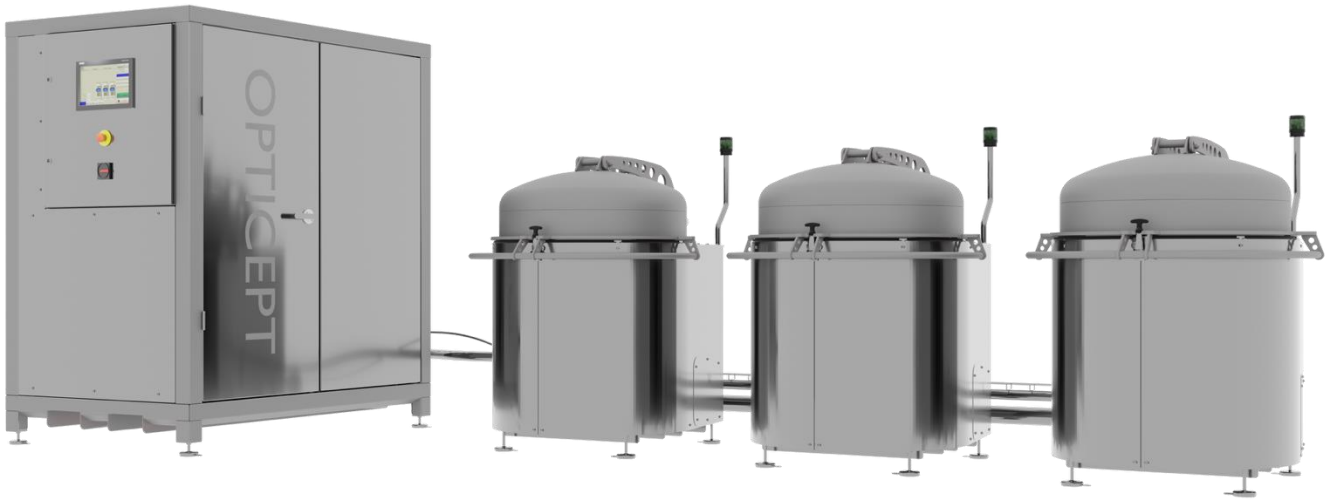
Increased extraction

Average results for pineapple juice based on lab results

OPTIBOOST

CF1
Cut flowers

Optimizing the cut flower experience



Pro-longed consumer vase life

An average increase of 30-70% depending on variety, transport and handling conditions

Optimized quality

We can control the opening rate of the flowers, with the right recipe we get a more even opening. The treatment affects the leaves as well, producing fresher greener leaves

Better efficiency

Less waste to manage and reduced impact on our planet and increasing sustainability.

OPTIBOOST

Cut flowers - case

Axfood DAGAB

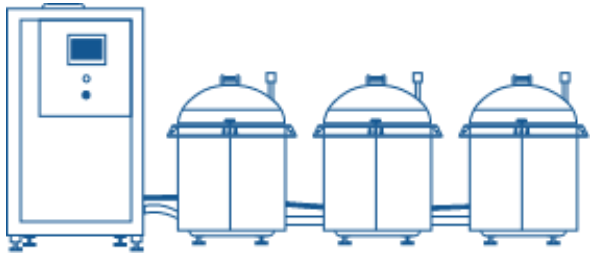
Dagab, which is part of the Axfood Group, is the leading wholesaler and logistics partner in the service trade in Sweden

+36 %

Increased sales

-50 %

Reduced waste



”Customer satisfaction and sustainability are key issues for us at Dagab. During the evaluation we carried through, we saw very good results and therefore we now choose to implement the method fully. We look forward to reducing waste and gaining even more satisfied customers.”

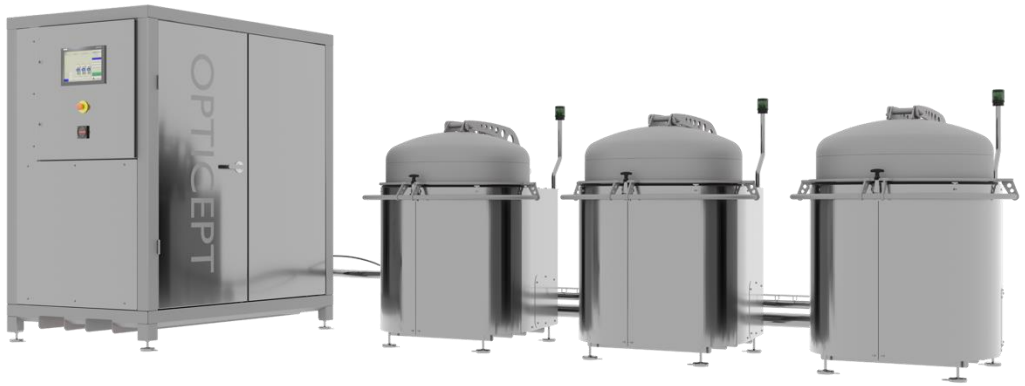
Daniel Månsson
Category area manager for fruit, vegetables & flowers, Dagab

OPTIBOOST

CF1
Cut flowers

OPTICEPT

”OptiBoost Inside”



CHRYSAL

Pro-longed consumer vase life

Increased sustainability

Better efficiency

OPTIBOOST

FC1
Forest cuttings

Optimizing propagation of plant cuttings

Enhanced rooting

Significantly enhance survival rates of cuttings by more efficient water and nutrient uptake.

Better quality

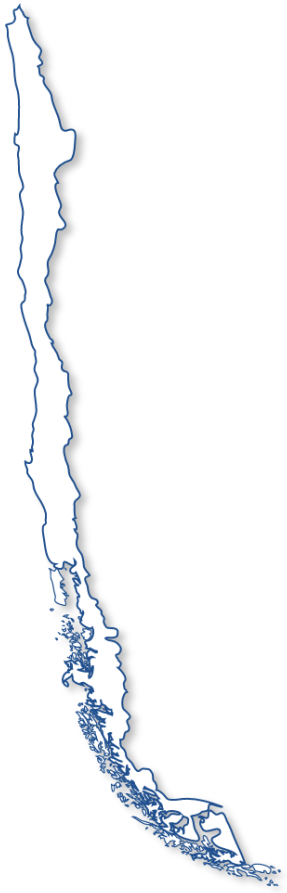
Guaranteeing ideal conditions for the growth of new plants. More branched roots, Increased % Root/shoot ratio, heavier roots.

Higher value of forest yield

Many cuttings with higher cellulose content are harder to propagate. Many cuttings with higher energy content are harder to propagate. OptiBoost help customers to improve value of the forest.

OPTIBOOST

Cuttings - case



cmpc

- ✓ CMPC is one of the world's largest pulp and paper companies
- ✓ A listed company with 17 000 employees
- ✓ The business includes Forestry, pulp, paper and paper products

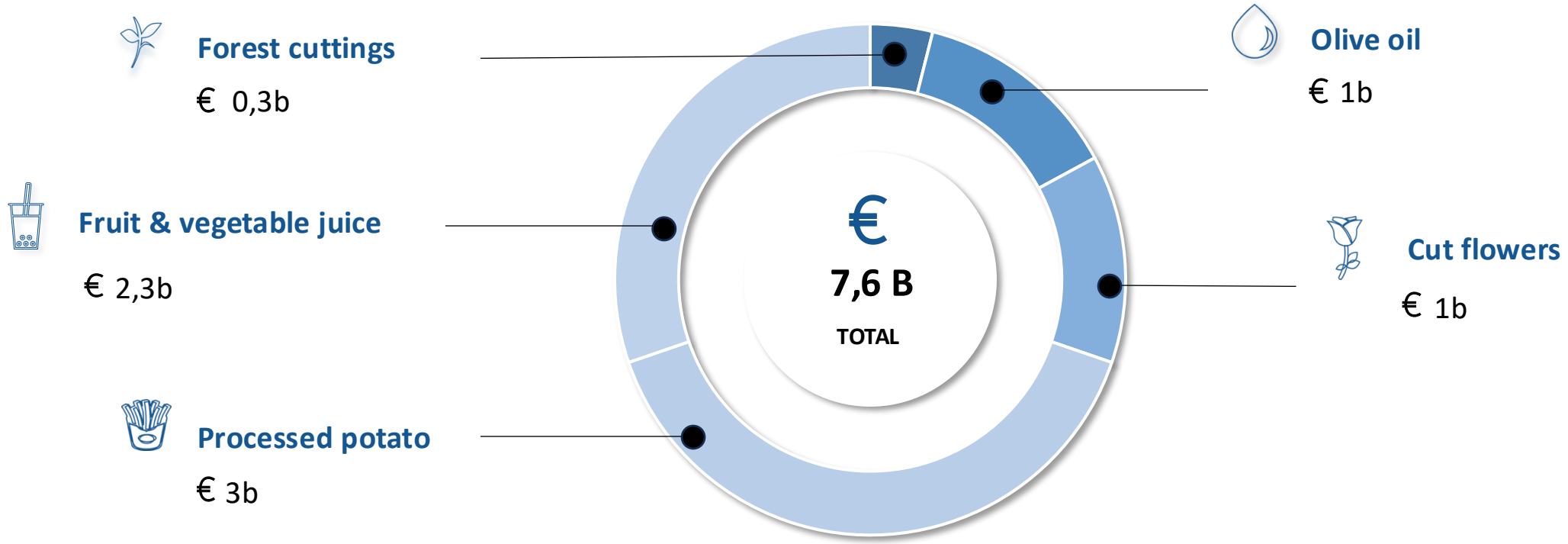
+46 %

Improved rooting

Average results for trials in South America
YTD (hard/medium cultivated)

Market potential

Adressable market - Current application areas



Future potential

Exceptional expansion opportunities

- Fish feed
- Freezing Optimization
- Pineapple Bromelain extraction
- Cold brewed green and black tea
- Starch extraction from Potatoes
- Avocado Oil
- Beer
- Avocado Seeds
- Fava Beans
- Oat milk
- Rice oil
- Wine

Board

Ulf Hagman
Chairman

Born 1963, Chairman since 2021.

Education: Agricultural and business economics

Previous positions (last five years): CEO of OptiCept Technologies AB. Chairman of the board of CodeUnit Solutions International AB, TopVisible AB and RankTrail AB. Board member EuroFlorist Sverige AB, Euroflorist Aktiebolag and EuroFlorist Holding AB.

Holdings in the Company (including related parties): 348 180 shares.

Nicklas Margård
Board member

Born 1969, board member since 2024.

Education: Msc Business Administration at Lund University, Visiting scholar MBA programme at Concordia University, Montreal.

Previous positions (last five years): Head of Business Area Industry, Volati AB, CEO Tornum Group, Chairman of St Eriks AB, Chairman of Ettiketto Group, Chairman of Scanmast & Mafi AB, Board member at Micvac AB

Holdings in the Company (including related parties): 100 000 shares.

Eda Demir Westman
Board member

Born 1985, board member since 2024.

Education: Msc Food Technology, Engineering & Nutrition, Lund University
Other assignments: Innovation Resource Director, Oatly AB, PhD Student, Food Technology, Engineering & Nutrition, Lund University
Previous positions (last five years): Innovation Support Manager, Oatly AB, VP & CDO, OptiCept Technologies AB.
Holdings in the Company (including related parties): 5 000

Kees Jansen van Rosendaal
Board member

Born 1963, board member since 2024.

Education: B.Sc. in Mechanical Engineering at the Hogeschool Zeeland Vlissingen, B.Sc. in Food Science and Technology at the Hogeschool Delft, Business Administration at the Hogeschool Amsterdam.

Previous positions (last five years*): Director of Project Management at Food Process Solutions Corp. (CDN)

Holdings in the Company (including related parties): -

Carlos Fernandez
Board member

Born 1970, board member since 2024.

Education: B.Sc. Economics & Business, Universidad Autonoma de Madrid, Law Certificate, Universidad Nacional de Educacion a Distancia, Advanced Industrial Marketing Strategy Course, INSEAD, Executive Board member of the FPME Association, Leadership Development Training, CCL, Strategy and Finance Course, Harvard University, Global Market Management Course, Wharton University.
Previous positions (last five years*): Executive Vice President, JBT Corporation, President, Diversified Food & Health.
Holdings in the Company (including related parties): 50 000 shares

Management

Thomas Lundqvist
CEO

Born 1969, CEO since 2022

Education: Executive MBA from EFL, at Lund University and master's degree in industrial economics at Linköping University of Technology
Previous positions (last five years): Global Service Director, Ecolean AB, Operations Director, John Bean Technologies AB.
Holdings in the Company (including related parties): As of today, Thomas Lundqvist holds 191 287 shares

Henrik Nettersand
CFO

Born 1974, CFO since 2025.

Education: M.Sc. i Economics and Business Administration från Lunds universitet
Previous positions (last five years): CFO, S:t Eriks AB och CFO, Besikta Bilprovning**Holdings in the Company (including related parties):**
As of today, Henrik Nettersand holds 25 000 shares.

Adeel Khan
COO

Born 1989 Head of technical support & service since 2022..

Education: Master's in electrical engineering at the University of Management & Technology Lahore in Pakistan.
Previous positions (last five years): System specialist, Ecolean Pakistan, Technical Coordinator and Global Manager Technical Support at Ecolean AB.
Holdings in the Company (including related parties):
As of today, Adeel Khan holds 6 823 shares.

Katarzyna Dymek
Head of applications

Born 1986, Head of applications since 2024.

Education: PhD in Food Technology and Engineering, Lund University
Previous positions (last five years*): R&D Manager OptiFreeze AB, Process Development Director OptiCept*
Holdings in the Company (including related parties): As of today, Katarzyna Dymek holds 374 219 shares.

Hanshenric Carenborn
Head of technology

Born 1977, Head of applications since 2024.

Education: Master of Science in Applied Physics and Electrical Engineering at Linköping University of Technology
Previous positions (last five years*):* Product Development Opticept Technologies AB
CTO ArcAroma AB
Holdings in the Company (including related parties): As of today, Hanshenric Carenborn holds 73 947 shares.

Unleashing the full potential of organic material