INFORMATION MEMORANDUM

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Its contents have not been approved by a person authorized or regulated by the Financial Conduct Authority, and it is directed only at those persons to whom it may lawfully be issued in accordance with the Financial Services and Markets Act 2000 ("FSMA") and the regulations made thereunder. Reference is made throughout the document to "Company Tech", "Company", "the Company" and "the company". Such references always mean Company Limited, UK Company number 11032656, registered address Tower 42, 25 Old Broad Street, London EC2N 1HQ, United Kingdom.

IMPORTANT NOTICE

This Information Memorandum is issued by Company Limited (registered in England and Wales with Company number 11032656).

This Information Memorandum is exempt from the general restriction (in section 21 of the FSMA) on the communication of invitations or inducements to engage in investment activity on the ground that it is made only to certified high-net-worth individuals. The requirements that must be met for an individual to qualify as a Certified high net worth individual are set out below.

This Information Memorandum is issued solely for the purpose of seeking Investors under the Offer. Reliance on this Information Memorandum for the purpose of engaging in any investment activity may expose an individual to a significant risk of losing all of the property or other assets invested. If you are in any doubt about the investments to which this Information Memorandum relates, you should consult a professional adviser authorised under the FSMA who specialises in advising on investment in shares and other securities of the nature described in this Information Memorandum.

PROSPECTUS REQUIREMENT

The maximum raise under this offer is £2,000,000 and consequently, this document does not constitute an offer to the public requiring an approved prospectus under section 85 of the FSMA. Accordingly, this Information Memorandum does not constitute a prospectus for these purposes and has not been pre-approved by the Financial Conduct Authority pursuant to section 85 of the FSMA.

REGULATORY STATUS

This Offer is not regulated by the Financial Conduct Authority. Investors will not have the benefit of the Financial Services Compensation Scheme and other protections afforded by the FSMA or any of the rules and regulations made thereunder. In addition, Investors in the Shares may not have access to the UK Financial Ombudsman Service.

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Prospective Investors are warned that they are expected to undertake their own due diligence in relation to an investment in the Company. Although the Directors consider that factual statements herein are correct and that statements of opinion are reasonably held, neither they nor the Company will accept responsibility to prospective investors in relation to the reliance that such persons may place upon the content of this information memorandum.

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Please note that this Information Memorandum uses forward-looking statements and financial projections based on specific assumptions as well as judgements and estimates with respect to economic conditions, purchase and sales structure, regulatory, market and financial conditions and future events, all of which are beyond our control and could cause actual results to differ materially from those anticipated or projected. All forward-looking statements and financial projections speak only as of the date made and do not take into account any circumstances or events occurring after the date they were prepared. Your capital is at risk if you invest.

Foreword

Company has spent over a decade navigating the complex landscape of sustainable material development.

Our journey has evolved from profound research and innovation, in collaboration with the world's leading scientists, to a robust commercialization phase aimed at solving the critical global issue of plastic pollution. **Our unique brandname ™ technology exemplifies this transition, standing out as a renewable, fully biodegradable alternative to traditional plastics, designed for diverse applications.** Our mission extends beyond innovation; it is about setting a new standard in the materials sector, making 'friendly' and sustainable solutions a norm, not an exception.

Company is not just a name but a representation of our ethos—a 'friendly place' for innovation, collaboration, and environmental stewardship

At a Glance

The Problem	Plastic pollution is escalating at a crisis level—over **413 million tons of plastic** are produced annually, with less than 10% recycled. Existing bioplastics often require industrial composting, rely on food crops, or lack performance flexibility. The global shift toward sustainability demands scalable, effective alternatives.
The Solution	**brandname™** – Company's patented, **fully biodegradable biopolymer platform**. Made from **natural, waste-derived sugars,** brandname™ offers tunable material properties to replace conventional plastics in **packaging, cosmetics, adventure sports, and more**. It biodegrades naturally and avoids the shortcomings of current bioplastics like PLA.
Market Opportunity	**Packaging Market**: $1.24T (2024); projected $1.69T by 2034 **Adventure Sports Market**: $578B (2024); projected $986B by 2034 **Cosmetics Market**: $419B (2024); projected $630B by 2033 Company targets high-growth, high-impact segments where eco-innovation is both urgent and lucrative.
The Ask	We are seeking £2 million in equity investment to: • Scale commercial deployment of brandname™ • Expand into global markets • Build brand and B2B distribution channels

Introduction

Company has reached a crucial juncture with our innovative biopolymer, **brandname ™**, now poised for widespread commercial use across multiple industries.

Born from a decade of meticulous research and development, brandname™ represents the pinnacle of our efforts to create sustainable alternatives to traditional plastics.

Our materials are a Sustainable Choice—made from natural sugars sourced from waste and cleverly formulated to produce high-performance materials that fully biodegrade once finished with.

As we transition from development to delivery, our strategy is clear: to penetrate these markets with a portfolio of versatile, high-performance materials that address both the ecological impacts of waste and the consumers' demand for quality and reliability.

Company is not just creating products; we are fostering a movement towards a more sustainable future, setting **new benchmarks** for the industry, and redefining what is possible with biodegradable materials.

Today, Company stands ready to deploy **brandname ™** in sectors critically in need of sustainable solutions, including **single-use plastics, cosmetics, adventure sports equipment, and many more**.

Our approach combines **rigorous scientific methods** with proactive market strategies to introduce products that are not only eco-friendly but also meet the high standards of functionality and durability required by these industries.

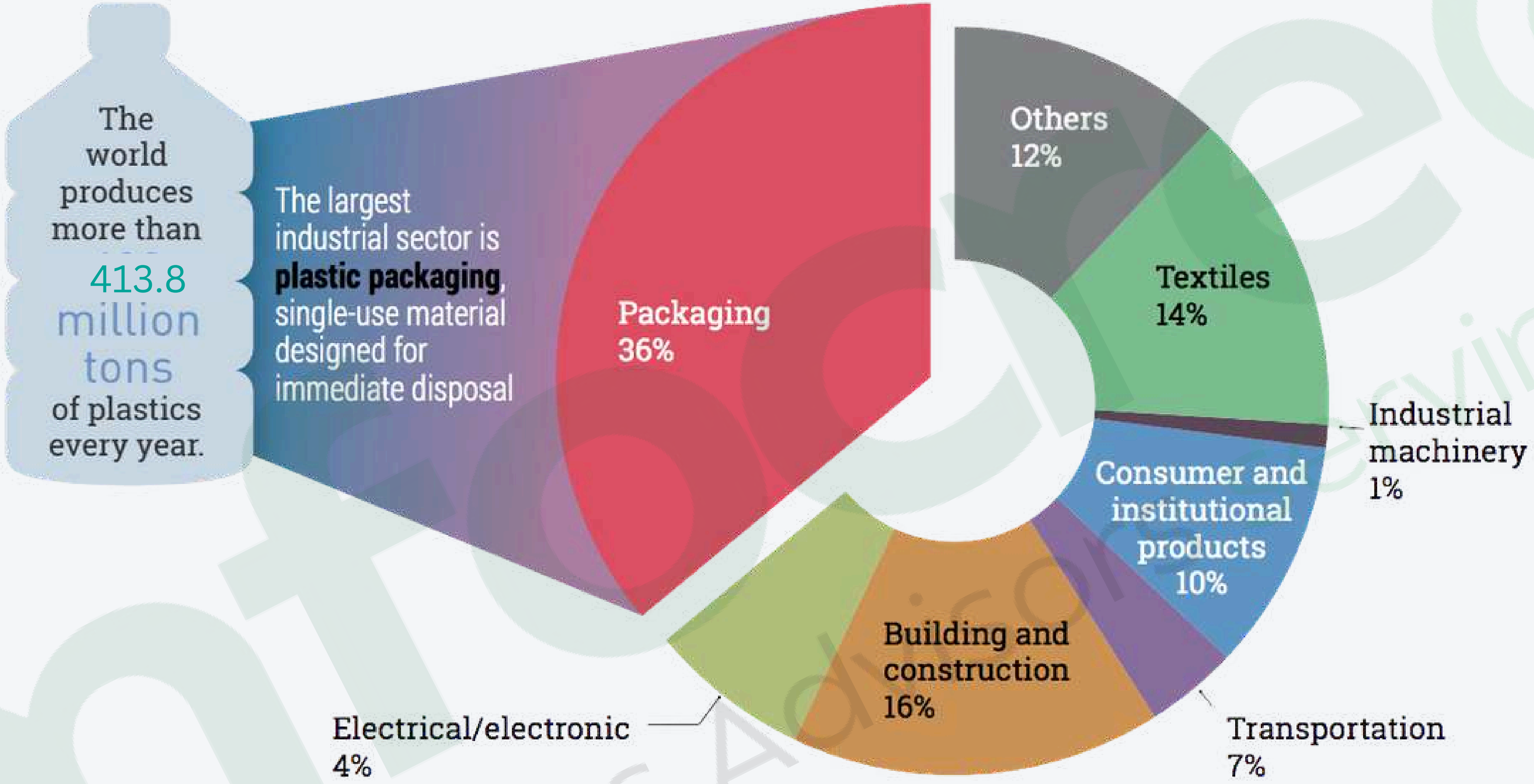
Company is revolutionizing material science with **brandname ™**, a series of fully biodegradable polymers designed for diverse applications.

brandname-8 offers hydrophobic, durable coatings

brandname-12 provides flexible solutions for products requiring elasticity and strength.

Introduction

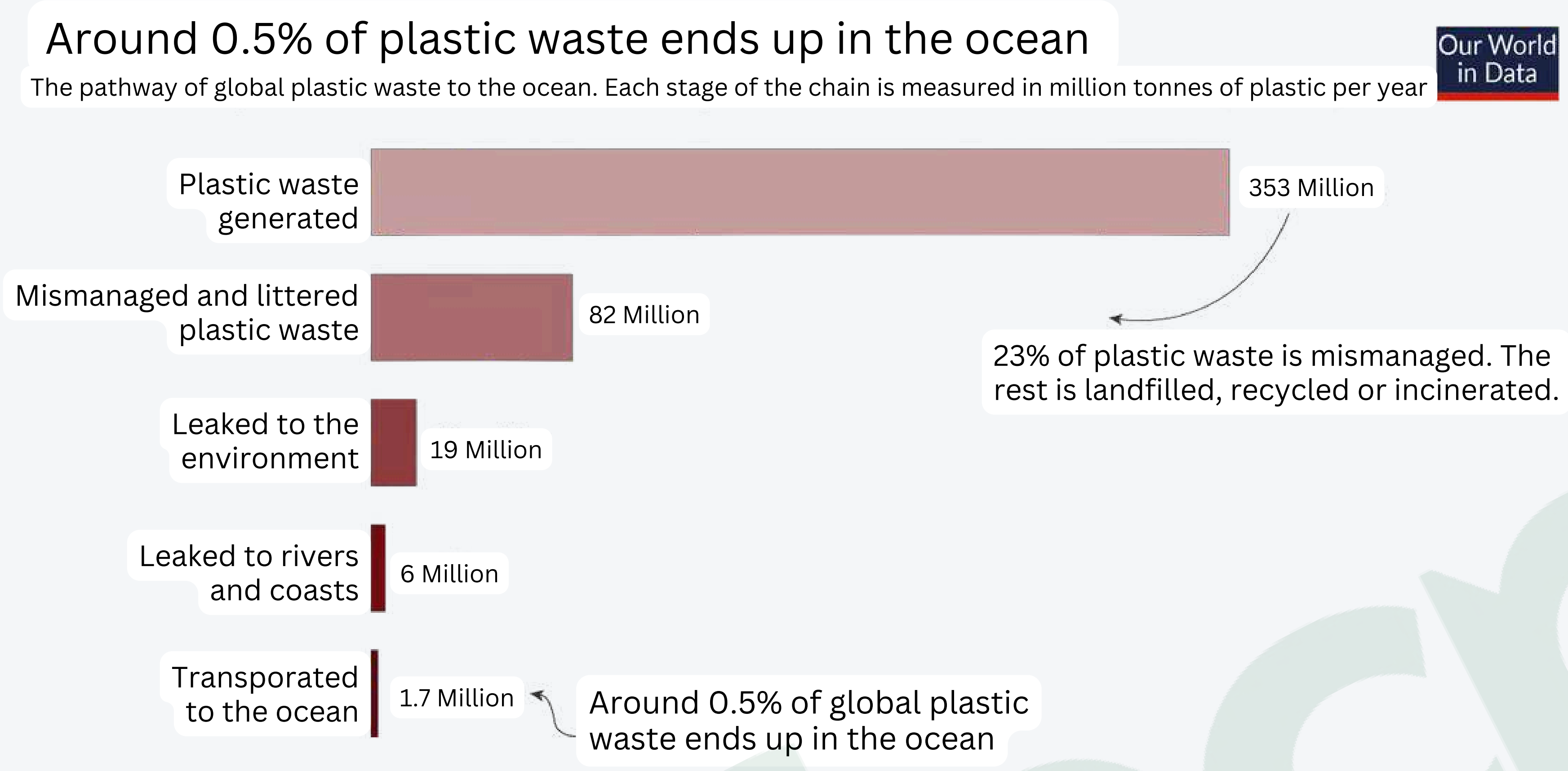
Plastics have shaped modern civilization with their applications across healthcare, automotive, and consumer goods sectors due to their cost-effectiveness and versatility. However, the rapid increase in plastic production and inadequate disposal measures have led to severe environmental challenges, notably affecting our oceans and wildlife.

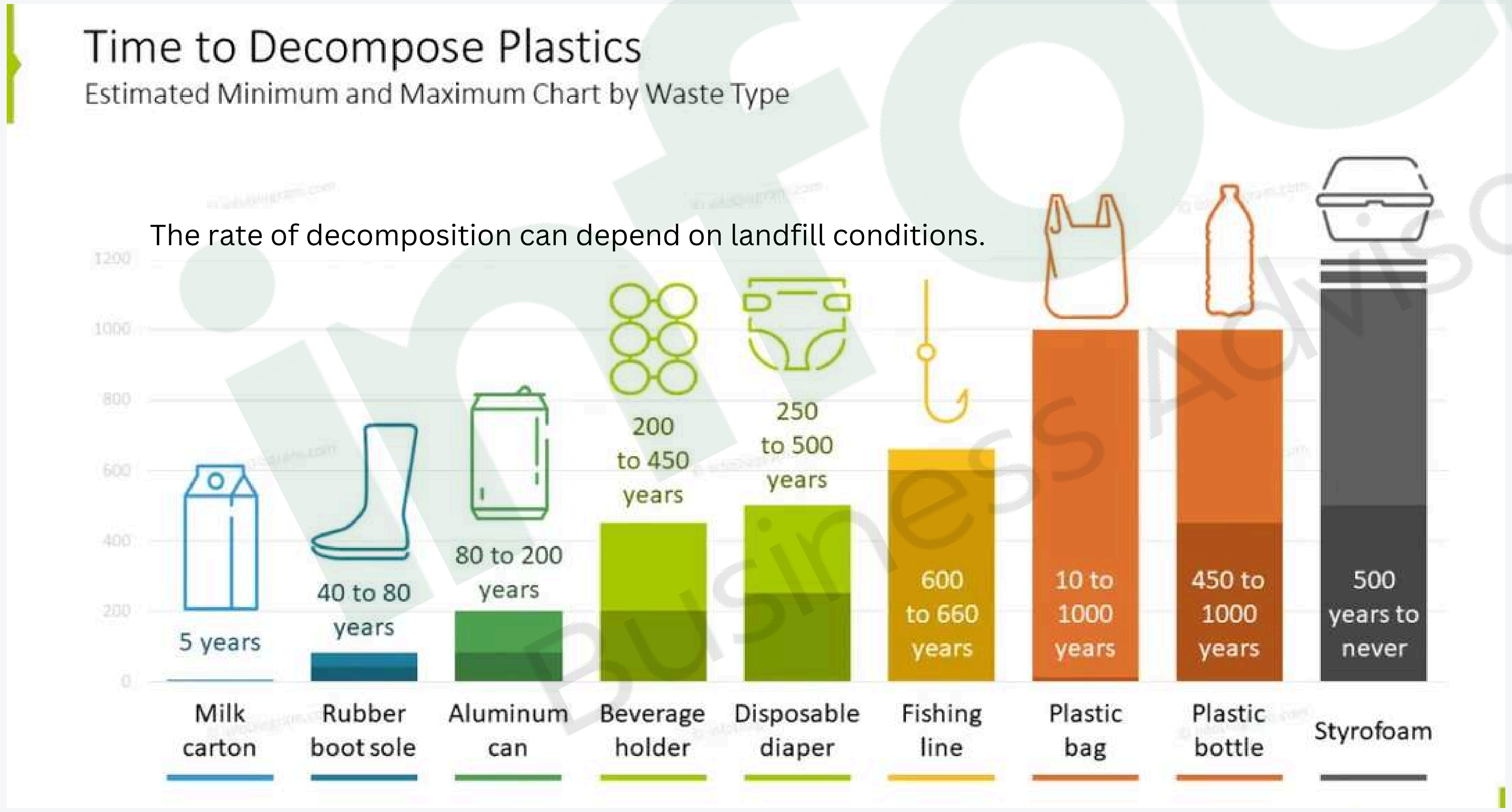


In 2023, global plastic production escalated to 413.8 million metric tons, underscoring the material's versatility and its expanding role in various industries. However, with less than 10% of these plastics being effectively recycled, a substantial environmental challenge persists, notably affecting marine ecosystems due to significant pollution.

Sources

Introduction





In the past 15 years, half of all the plastics ever produced have been manufactured, marking a dramatic increase in production. From just 2.3 million tons in 1950, plastic production surged to 448 million tons by 2015. It is projected that by 2050, plastic production will double from current levels.

Annually, coastal nations contribute approximately 8 million tons of plastic waste to the oceans. This amount is akin to depositing five garbage bags full of trash on every foot of shoreline globally.

Plastics are often made stronger and more durable with additives, which can cause them to persist in the environment as litter for up to 400 years or more.

Plastic debris poses a severe threat to wildlife, causing the death of over 100,000 marine mammals and turtles, along with millions of birds and fish each year due to ingestion or entanglement.

Our Products

Patented Products

brandname-8

Properties: Hydrophobic, brittle, with a high glass transition temperature.

Applications: Ideal for water-repellent coatings on various packaging materials such as cardboard, wood, and fabric. It serves as an eco-friendly alternative to traditional coatings like polyethylene.

Form: Available in both powder and solution form for versatile use.

brandname-12

Properties: Rubber-like, pliable, and elastomeric, offering flexibility and strength.

Applications: Perfect for use in gums, films, and adhesives where durability and flexibility are crucial.

Form: Offered as a concentrated solution, ready for integration into various products.

Own Brand Products

Packaging Solutions

Designed to minimize environmental impact, Company's packaging options provide the strength and durability of traditional plastics but are eco-friendly and 100% biodegradable.

Adventure Sports Equipment

Engineered for durability and performance, these products are tested rigorously in extreme conditions, supporting the shift towards sustainable materials in sports.

Cosmetics

Utilizing natural, crop-derived ingredients free from harsh chemicals, Company's cosmetics are safe for skin contact and come in sustainable packaging, offering a healthier choice for consumers and the environment.

Our Products

brandname ™, a proprietary technology of Company Limited, offers an eco-friendly alternative to traditional plastics. It is fully biodegradable and can be applied to a variety of long and short-term uses, competitively priced to meet market needs.

brandname ™ is a registered trademark in the United Kingdom, ensuring its unique identity across multiple sectors, from industrial applications to consumer products.

brandname ™ is protected under two key patents:

- **PCT/US10,329,381 B2:** Covers the broad composition of matter and methods of preparation, securing the unique formulation and manufacturing processes.
- **PCT/US2017/042061 and US No. 20180016390-A1:** These patents cover additional polymer compositions and their applications in creating hydrolytically-degradable devices, expanding the scope of brandname ™'s use in various industries.

Reduce Cost

Fully Naturally Sourced

Green Processing

The Technology

Crop Growth

Begins with the cultivation of crops to extract natural sugars.

Biorefining

These sugars are processed into a usable form.

Regioselective Protection

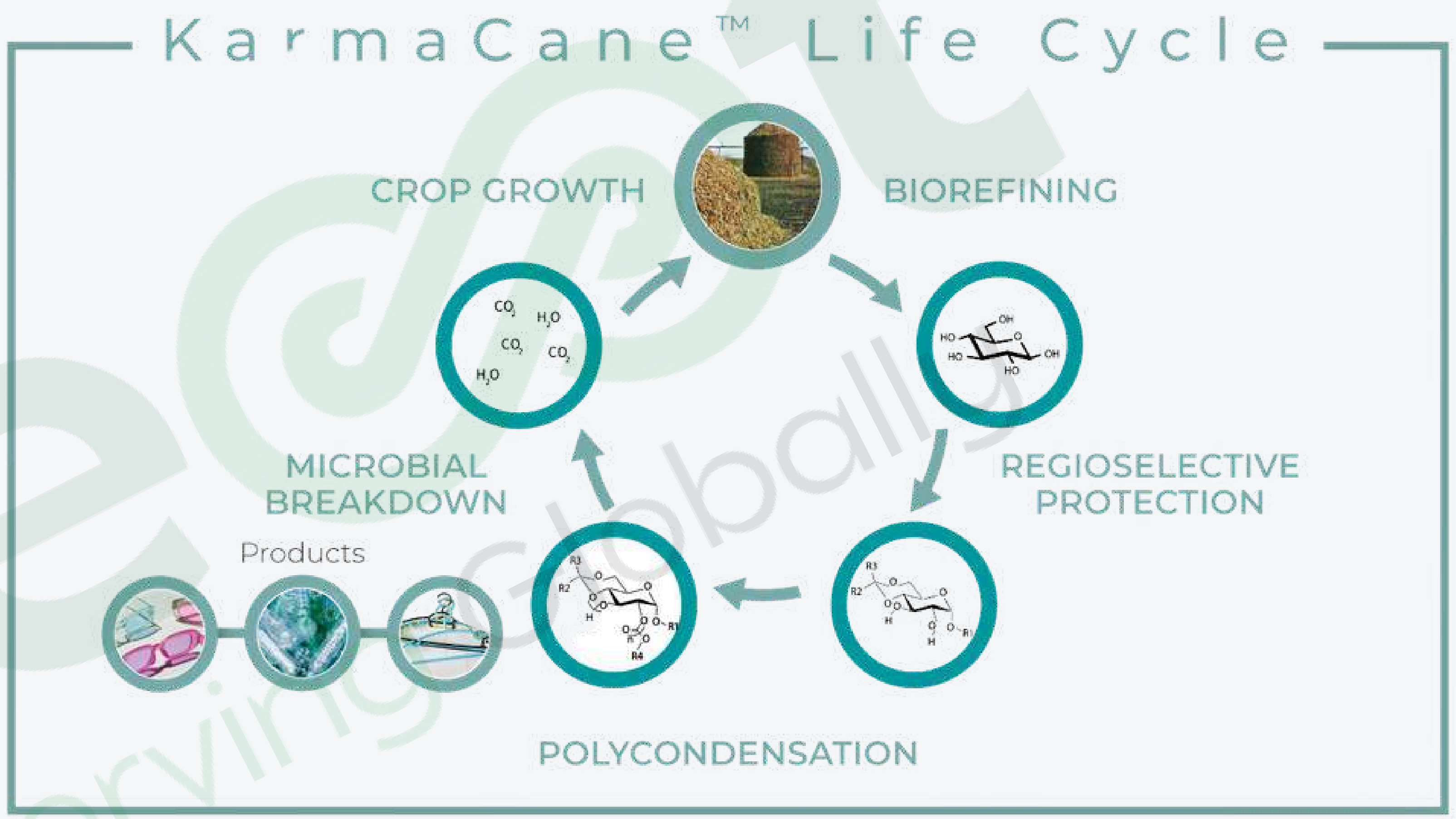
Sugars are chemically modified to enable controlled polymerization.

Polycondensation

Sugars are transformed into long-chain polymers.

Microbial Breakdown

Post-use, the polymer biodegrades naturally, aided by microorganisms.



Company has developed these polymers to be versatile and adaptable to various uses. Whether it's for creating water-repellent coatings, biodegradable additives, or flexible elastomers, brandname ™ offers sustainable solutions across a wide range of applications, supporting industries in transitioning to greener alternatives.

Applications

brandname ™ polymers developed by Company are versatile and adaptable, suitable for a wide range of applications across various industries. Here are some of the key applications:

Packaging

Creates eco-friendly, biodegradable packaging.

Medical Devices

Useful for disposable, biodegradable medical tools

Automotive

Provides lightweight, durable components.

Cosmetics

Used for biodegradable packaging of makeup products.

Adventure Sports

Ideal for sustainable outdoor sports gear such as surfboards and climbing ropes.

Organic Gum

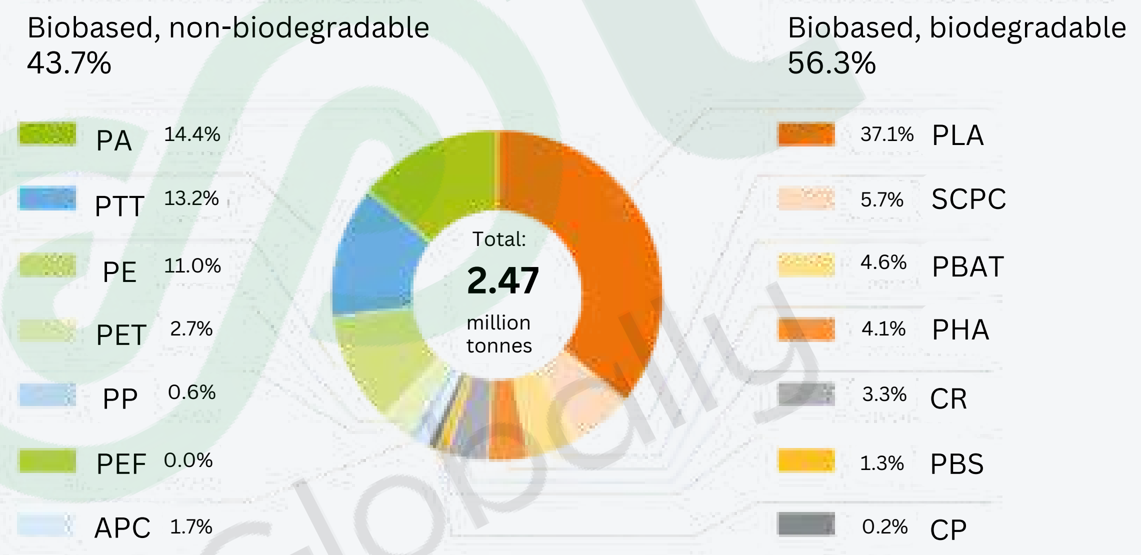
Suitable for making biodegradable organic chewing gum bases.

Markets

The bioplastics market is experiencing growth driven by heightened sustainability concerns and broader application scopes.

Tighter environmental policies and increasing consumer consciousness are propelling this growth. Bioplastics, known for their biodegradability and lesser environmental footprint, provide a greener alternative to conventional plastics. This movement towards sustainability is anticipated to spur further expansion of the bioplastics market across diverse sectors.

Global production capacities of bioplastics 2024



APC Aliphatic Polycarbonates
CP Casein Polymers
CPI Cellulose Regenerates
PA Polyamides
PBAT Poly(Butylene Adipate-co-Terephthalate
PBS Polybutylene Succinate and Copolymers
PE Polyethylene
PEF Polyethylene Furanoate
PET Polyethylene Terephthalate
PHA Polyhydroxyalkanoates
PLA Polylactic Acid
PP Polypropylene
PTT Polytrimethylene Terephthalate
SCPC Starch Containing Polymer Compounds

PEF avalable at corrinercial scale an of 2024
Source: European Bioplastics, nova-Institute (2024)

Key Market Segments

Packaging:
The largest segment involving food containers and biodegradable wraps.

Agriculture:
Uses include biodegradable mulch films to improve soil and reduce waste.

Textiles:
Incorporation of eco-friendly fibers in sustainable fashion.

Consumer Goods:
Items like bioplastic utensils and toys are gaining popularity.

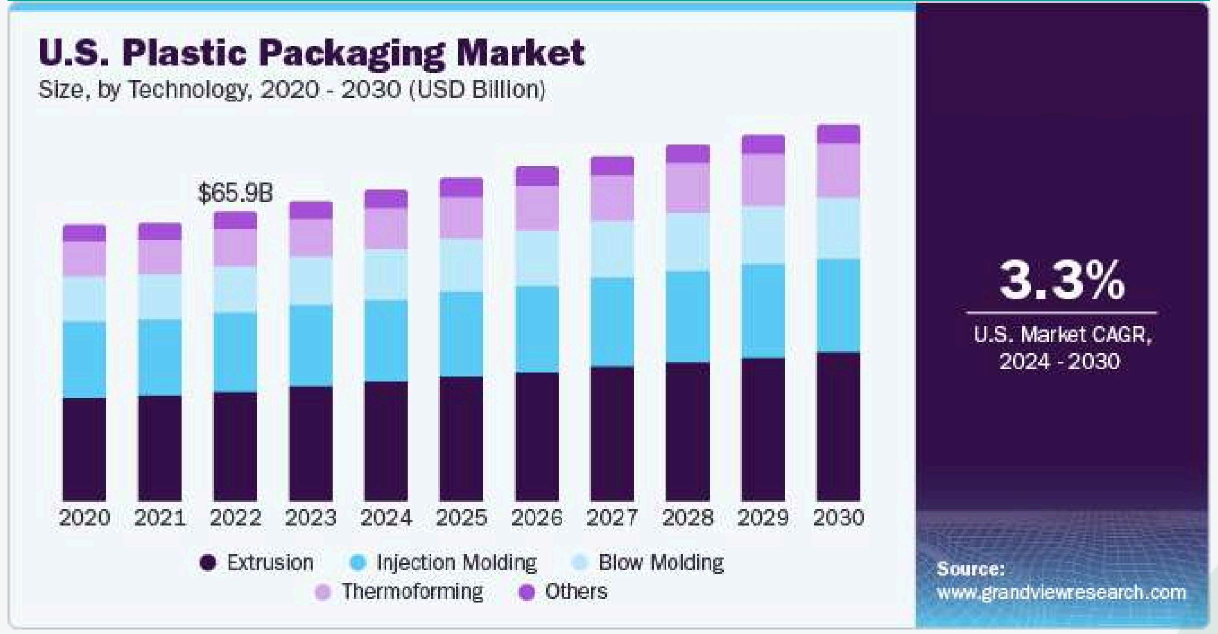
Automotive:
Bioplastics are used to lighten vehicles and enhance recyclability.

Electronics:
Applied in casings for devices as sustainable alternatives.

Medical:
Employed in biodegradable implants and sutures to reduce waste.

Packaging Market Size

Packaging Market



Market Size (2024): USD 1.24 trillion
Projected Market Size (2034): USD 1.69 trillion
CAGR (2023-2030): 3.16%

Market Regional Insights

Asia-Pacific: USD 500B – Driven by e-commerce & industrial growth.

North America: USD 350B – Sustainability & tech advancements.

Europe: USD 300B – Focus on eco-friendly packaging & regulations.

Target Audience

Manufacturers: Need cost-effective, innovative packaging for various industries.

Retailers: Require packaging that enhances shelf life & consumer appeal.

E-commerce Platforms: Demand durable, lightweight packaging for shipping efficiency.

Consumers: Prefer sustainable & easy-to-use packaging.

Packaging Market Size (Patented Product)

Global Plastics Market Overview:

Market Size (2023): USD 712 billion

Projected Market Size (2033): Over USD 1,050 billion

CAGR (2023-2033): 4%

Packaging Market Overview:

Market Size (2024): USD 1.24 trillion

2034 Projection: USD 1.69 trillion

CAGR (2025-2034): 3.16%

Estimated Contribution of Plastics to Packaging

Current Contribution (2024): ~41.6% of Packaging

Plastic Usage in Packaging:

2024: USD 515.84 billion
2034: USD 703.04 billion

Share of Global Bioplastics Market:

2024: 72.45% (USD 515.84B / USD 712B)
2034: 98.74% (USD 703.04B / USD 712B)

Adventure Sports Market Size

2024 Market Value: Approximately USD 578.49 billion.
2025 Projection: Estimated to increase to USD 610.20 billion.
2034 Forecast: Expected to reach USD 986.46 billion.
Growth Rate: Predicted CAGR of about 5.5% from 2025 to 2034.

Drivers: Popularity of outdoor adventures, higher disposable incomes, more leisure time.

Market Regional Insights

North America: Leading in market share due to a robust outdoor culture, with a market size of **USD 160 billion.**

Europe: Significant contributions from diverse geographical features, contributing USD **140 billion** to the market.

Asia-Pacific: Fastest growth, driven by rising incomes and growing interest in adventure sports, with the market size projected to reach **USD 120 billion**.

Target Audience

Adventure Seekers: Individuals looking for excitement and adventure.

Travel and Tourism Operators: Focused on adventure-based travel.

Equipment Manufacturers: Providers of gear and tools for adventure activities.

Adventure Sports Market Size (Patented Product)

Global Plastics Market Overview:

Market Size (2023): USD 712 billion

Projected Market Size (2033): Over USD 1,050 billion
CAGR (2023-2033): 4%

Adventure Sports Market Overview:

2024 Market Size: USD 578.49 billion

2034 Projection: USD 986.46 billion

CAGR (2025-2034): 5.5%

Estimated Contribution of Plastics to Adventure Sports

Current Contribution (2024): ~70% of adventure sports equipment

Plastic Consumption in Adventure Sports:

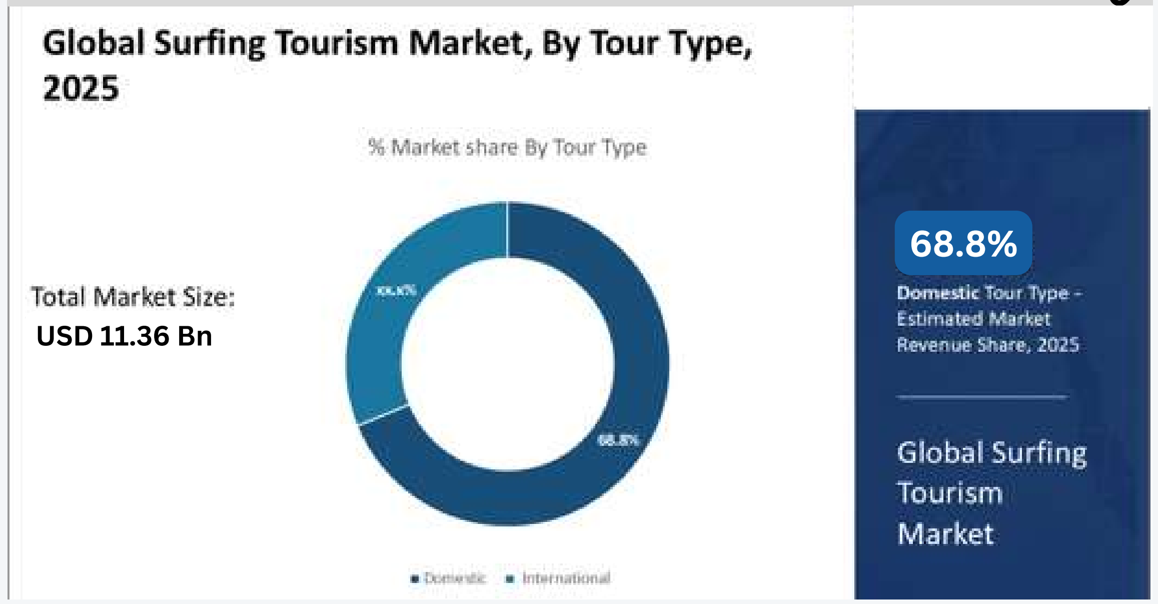
2024: USD 404.94 billion
2034: USD 690.52 billion

Contribution to global plastics market:

2024: 56.87% (USD 404.94B / USD 712B)
2034: 65.76% (USD 690.52B / USD 1050B)

Adventure Sports Market Size (Own Brands)

Surfing Market



2025 Market Size: Estimated at USD 11.36 billion.
2032 Market Projection: Expected to reach USD 17.44 billion.
Annual Growth Rate: Projected CAGR of 6.3% from 2025 to 2032.

Market Regional Insights

North America: Dominant in the market, valued at USD **3.5 billion**.

Asia-Pacific: Rapid growth with market value of **USD 2.8 billion**, driven by popularity in Australia and Indonesia.

Europe: Steady growth, market size of **USD 2.1 billion,** with Portugal as a key destination.

Target Audience

Surf Enthusiasts: Amateurs and professional surfers.

Travel Agencies: Specializing in adventure and sports tourism.

Sports Equipment Companies: Manufacturers and retailers of surfing gear.

Adventure Sports Market Size (Own Brands)

Eyewear Market

2025 Market Size: Estimated at USD 18.42 billion..
2030 Projection: Expected to reach USD 24.61 billion**.**
Growth Rate: Projected CAGR of 6.0% from 2025 to 2030.

Market Regional Insights

North America: Largest market, USD 6.5B, dominates due to high participation in sports and outdoor activities.

Europe: USD 5B, strong growth supported by increasing health awareness and sports activities.

Asia-Pacific: Fastest-growing region, **USD 4B**, driven by rising sports participation and disposable income.

Latin America: USD 1B, growing interest in sports and rising awareness about eye protection.

Middle East & Africa (MEA): USD 0.8B, emerging market benefiting from increasing sports infrastructure and investment.

Target Audience

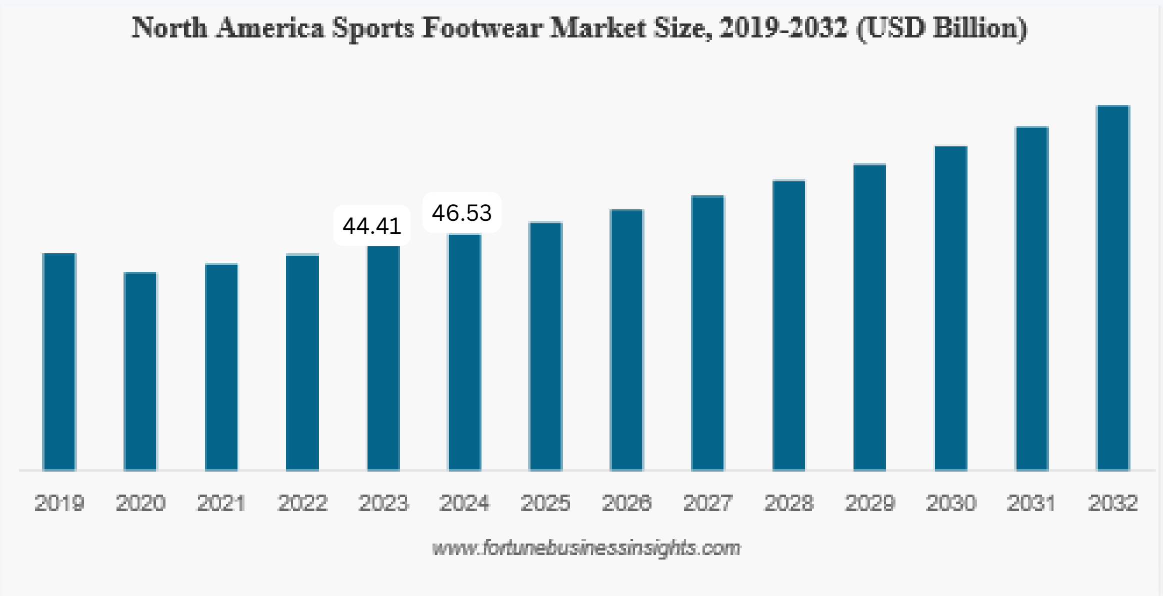
Surf Enthusiasts: Individuals engaged in outdoor and athletic activities.

Optical Retailers: Stores specializing in sports-related eyewear.

Health and Fitness Industry: Gyms and fitness centers promoting sports safety.

Adventure Sports Market Size (Own Brands)

Sports Footwear Market



2025 Market Size: Estimated at USD 116.20 billion.
2032 Projection: Expected to reach USD 168.92 billion.
Growth Rate: Anticipated CAGR of 5.49% from 2025 to 2032.

Market Regional Insights

North America: USD 46.5B – High demand driven by diverse sports culture and strong consumer spending.

Europe: USD 35.5B – Strong market presence supported by well-established sports infrastructure.

Asia-Pacific: USD 22.2B—fastest-growing region due to rising sports participation and economic growth.

Latin America: USD 4.7B – Growing market with increasing interest in sports and fitness.

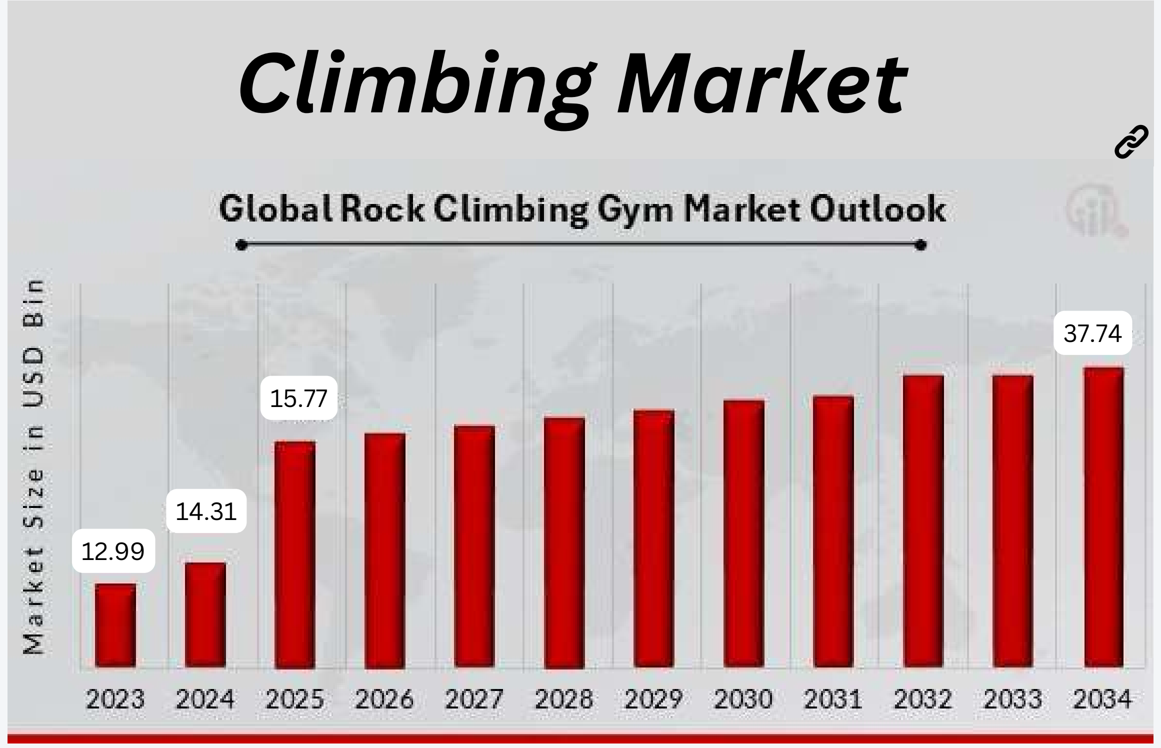
Target Audience

Athletes and Sports Enthusiasts: Individuals actively participating in sports.

Sporting Goods Retailers: Stores and e-commerce platforms selling sports footwear.

Gyms and Fitness Centers: Institutions that may recommend specific types of sports footwear for activities.

Adventure Sports Market Size (Own Brands)



2024 Market Size: Valued at USD 14.31 billion.
2025 Projection: Expected to reach USD 15.77 billion
2034 Forecast: Anticipated to grow to USD 37.74 billion.
Growth Rate: Projected CAGR of 10.18% from 2025 to 2034.

Market Regional Insights

North America: USD 1.1B – Leading market with strong climbing facilities and adventure sports interest.

Europe: USD 1.0B – Significant presence, led by Germany's extensive climbing infrastructure.

Asia-Pacific: USD 0.8B – Rapid growth due to rising fitness trends and disposable income.

Latin America: USD 0.5B – Emerging market with increasing recreational and competitive climbing.

Target Audience

Individual Climbers: Enthusiasts seeking personal fitness and adventure challenges.

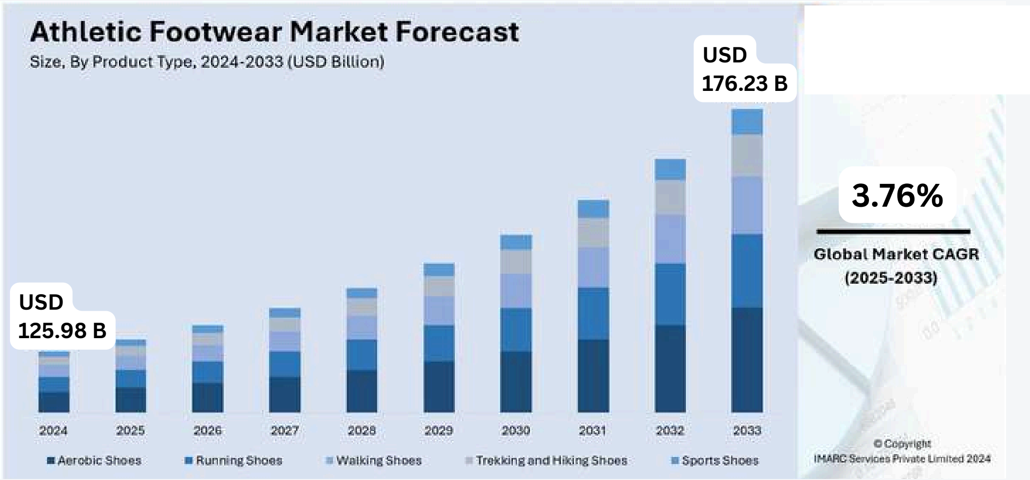
Families: Looking for recreational activities suitable for all ages.

Corporate Groups: Engaging in team-building exercises and corporate events.

Educational Institutions: Incorporating climbing activities into physical education programs.

Adventure Sports Market Size (Own Brands)

Camping Market



2024 Market Size: Valued at USD 89.81 billion.
2025 Projection: Expected to reach USD 96.75 billion.
2032 Forecast: Anticipated to grow to USD 172.21 billion.
Growth Rate: Projected CAGR of 8.58% from 2025 to 2032

Market Regional Insights

North America: USD 36.3B – Largest market, driven by high camping participation.

Europe: USD 28.5B – Strong market, supported by established outdoor culture.

Asia-Pacific: USD 18.7B – Fastest-growing due to rising disposable income.

Latin America: USD 5.4B – Emerging market with increasing adventure tourism.

Target Audience

Outdoor Enthusiasts: Individuals seeking adventure and nature experiences.

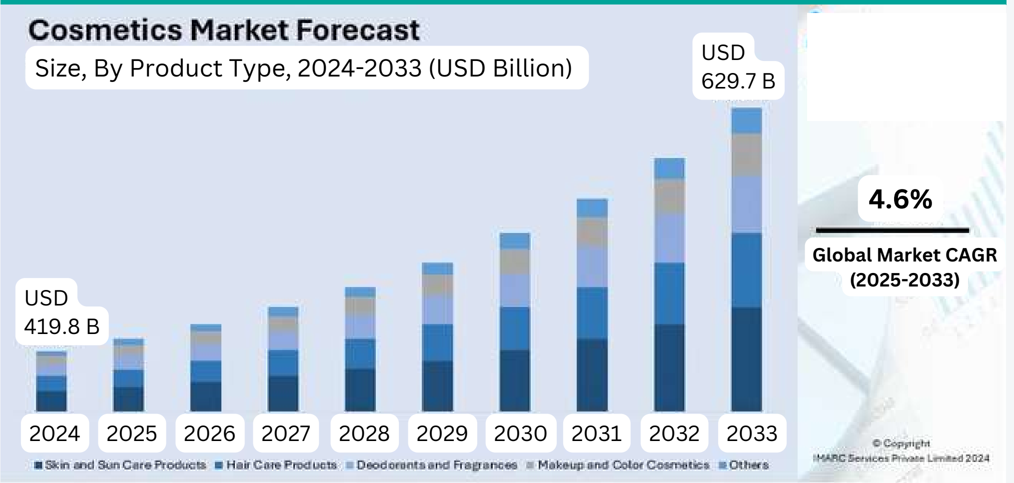
Families: Looking for recreational activities suitable for all ages.

Youth Groups: Engaging in educational and team-building camping trips.

Tour Operators: Offering camping packages and experiences.

Cosmetics Market Size

Cosmetic Market



2024 Market Size: Approximately USD 419.8 billion**.**
Projected Growth: Expected to reach USD 629.7 billion by 2033.

Compound Annual Growth Rate (CAGR): Forecasted at 4.6% from 2025 to 2033.

Market Regional Insights

North America: USD 85.83B (29% share) – High demand, strong brand presence.

Europe: USD 71.03B (24% share) – Strong regulatory standards, premium product demand.

Latin America: USD 26.64B (9% share) – Increasing beauty consciousness.

SAPMENA-SSA (South Asia Pacific, Middle East, Africa): USD 26.64B (9% share) – Expanding market, rising consumer spending.

Target Audience

Women & Men – Increasing demand for beauty and grooming products.

Gen Z & Millennials – Driving trends in sustainable and innovative cosmetics.

Luxury Consumers – High demand for premium and organic products.

E-commerce Shoppers – Growing preference for online beauty purchases.

Cosmetics Market Size (Patented Product)

Global Plastics Market Overview:

Market Size (2023): USD 712 billion

Projected Market Size (2033): Over USD 1,050 billion

CAGR (2023-2033): 4%

Cosmetics Market Overview:

2024 Market Size: USD 419.8 billion

2033 Projection: USD 629.7 billion

CAGR (2025-2033): 4.6%

Estimated Contribution of Plastics to Cosmetics

Current Contribution Of Plastics in Cosmetic Packaging (2024): ~62.5% of the plastics market

Current Contribution Of Microplastics in Cosmetic Products (2024): ~70% of the plastics market

Total Plastic Use in Cosmetics (Packaging + Raw Materials)

2024: USD 556.24B (262.38+293.86)
2032: USD834.35B (393.56+440.79)

Contribution of Cosmetics to the Global Plastics Market

2024: **78.12%** of the global plastics market
2033: **79.46%** of the global plastics market

Cosmetics Market Size (Own Brands)

Makeup Products Market

2024 Market Size: Approximately USD 43.61 billion.

Projected Growth: Expected to reach USD 70.80 billion by 2032.

Compound Annual Growth Rate (CAGR): Forecasted at 6.37% from 2025 to 2032.

Market Regional Insights

Asia Pacific: 47.03% share – Largest market, driven by beauty awareness.

United States: USD 12.77B (2032 projection) – Growth from rising skin health focus.

Target Audience

Women & Men – Expanding demand across genders.

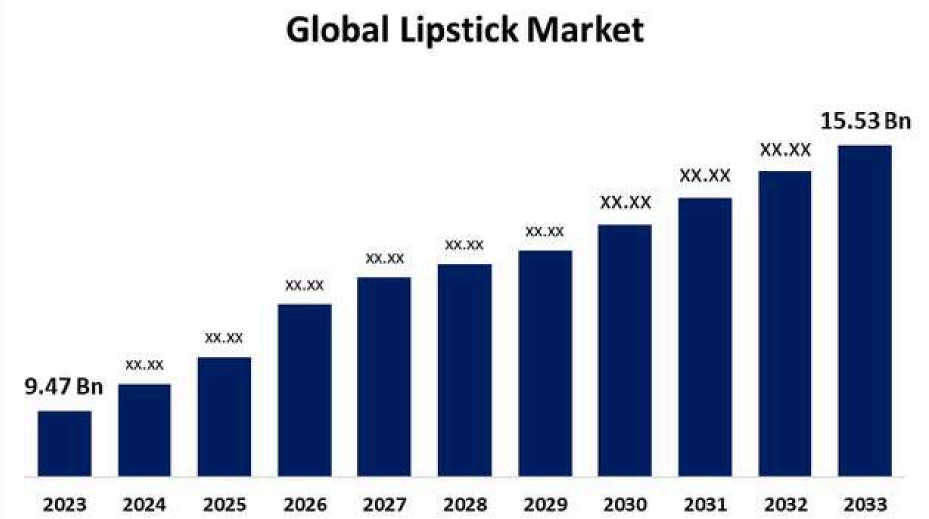
Gen Z & Millennials – Key drivers of trends and innovation.

Luxury & Organic Consumers – Preference for premium, sustainable products.

E-commerce Shoppers – Increasing online beauty purchases.

Cosmetics Market Size (Own Brands)

Lipsticks Market



2023 Market Size: Approximately USD 10.08 billion.
2024 : Approximately USD 10.63 billion.

2032 Projection: Anticipated to grow to USD 16.32 billion.
Compound Annual Growth Rate (CAGR): Forecasted at 5.5% from 2025 to 2032.

Market Regional Insights

Asia-Pacific: USD 4.98B – Largest market, driven by beauty consciousness.

North America: USD 2.52B – High demand for premium and organic products.

Europe: USD 2.12B – Strong luxury brand presence.

Latin America: USD 0.30B – Urbanization fueling demand.

Target Audience

Women & Men – Expanding demand across genders.

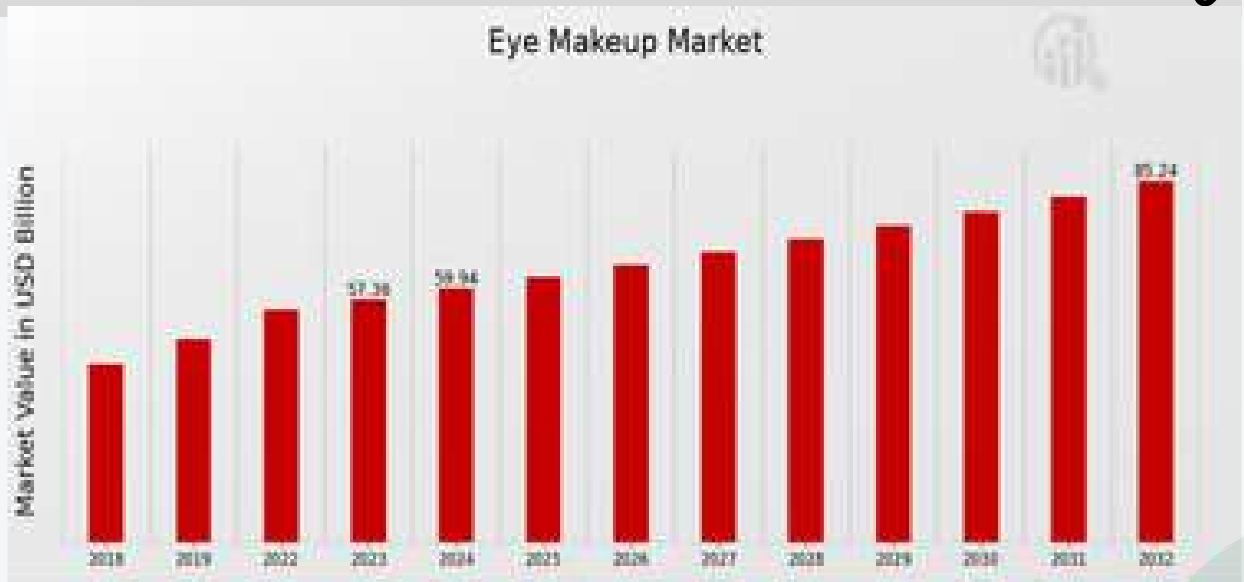
Gen Z & Millennials – Trend-driven and beauty-conscious consumers.

Luxury & Organic Buyers – Preference for premium, eco-friendly lip products.

E-commerce Shoppers – Increasing online beauty purchases.

Cosmetics Market Size (Own Brands)

Eye Make-up Products Market



2024 Market Size: Approximately USD 18.2 billion.
2030 Projection: Expected to reach USD 26.8 billion.

Compound Annual Growth Rate (CAGR): Forecasted at 5.7% from 2024 to 2030.

Market Regional Insights

North America: 23.9% share – High demand for premium products.

Asia-Pacific: 34.9% share – Fastest-growing region, driven by beauty trends.

Europe: 26.3% share – Strong luxury and organic product demand.

Target Audience

Women & Men – Expanding gender-inclusive beauty trends.

Gen Z & Millennials – Key drivers of innovation and digital influence.

Luxury & Organic Buyers – Preference for high-end, sustainable products.

Daily & Occasional Users – Makeup enthusiasts and event-based consumers.

Policy

"The United Nations' Global Plastics Treaty negotiations are set to finalize in 2025, aiming to cut plastic waste through legally binding agreements."
United Nations Environment Programme (UNEP)

"The European Union's Single-Use Plastics Directive will enforce stricter bans on plastic packaging and encourage bioplastic alternatives by 2025."
European Commission President Ursula von der Leyen

"The US Plastic Pollution Reduction Act will introduce extended producer responsibility (EPR) schemes, ensuring companies pay for plastic waste management."
United States Senator Jeff Merkley

"Cosmetics companies are transitioning to refillable and biodegradable packaging as regulatory frameworks tighten against single-use plastic containers."
Cosmetic Industry Sustainability Report, 2024

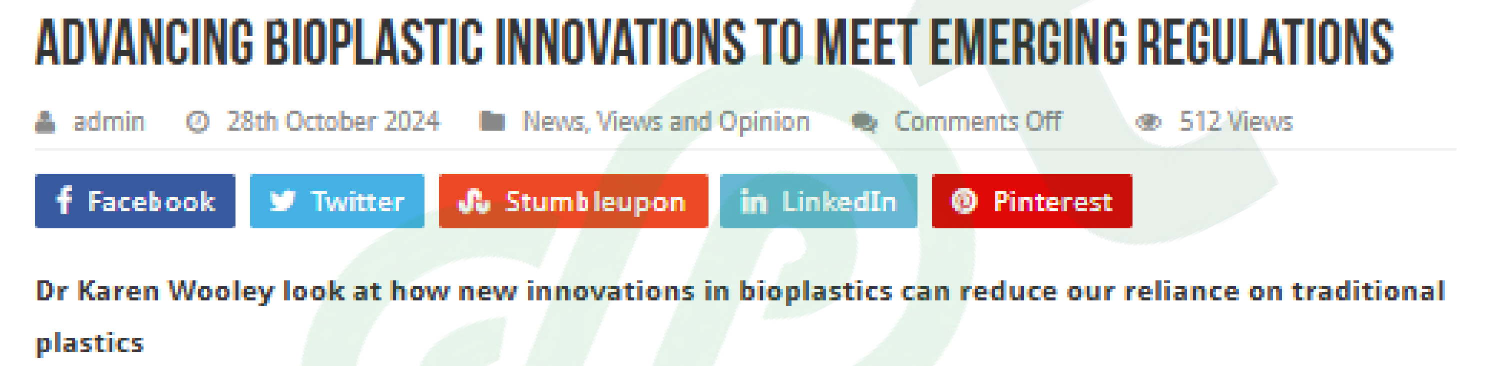
"The Outdoor Gear and Adventure Sports industry is committing to net-zero plastic waste, with brands moving towards plant-based and recycled materials."
Sustainable Outdoor Industry Report, 2024

"Countries worldwide are mandating higher recyclability standards in sportswear and footwear, targeting synthetic polymer-based products."
World Trade Organization Sustainability Guidelines, 2025

Media

Advancing Bioplastic Innovations to Meet Emerging Regulations – Engineer News Network
October 2024

www.engineernewsnetwork.com/blog/advancing-bioplastic-innovations-to-meet-emerging-regulations/



ADVANCING BIOPLASTIC INNOVATIONS TO MEET EMERGING REGULATIONS

admin 28th October 2024 News, Views and Opinion Comments Off 512 Views

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Dr Karen Wooley look at how new innovations in bioplastics can reduce our reliance on traditional plastics

Teysha Technologies CTO: Connecting academic research with the biopolymer market

15 Oct 2024 | By Louis Gore Langton

We speak with Dr. Karen Wooley, chief technology officer at biomaterials company Teysha Technology, about her work developing bioplastics materials for the packaging market.

Wooley holds the W. T. Doherty-Welch chair in Chemistry and is a University distinguished professor at Texas A&M University, with appointments in the Departments of Chemistry, Chemical Engineering and Materials Science & Engineering. She also serves as director of the Laboratory for Synthetic-Biologic Interactions.

Dr. Karen Wooley.

Wooley describes how her academic work fed into the development of Teysha's signature product, AggiePol, which is designed to replace fossil-based plastics. We also discuss industry hesitation toward bioplastics, the subsidization of fossil-based materials and the business case for long-term biopolymer investments.

Company CTO: Connecting Academic Research with the Biopolymer Market – Packaging Insights
October 2024

www.packaginginsights.com/news/Company-technologies-cto-connecting-academic-research-with-the-biopolymer-market.html

Company Works to Remove Plastics from Personal Care Industry – Personal Care Insights
September 2024

www.personalcareinsights.com/video/Company-technologies-works-to-remove-plastics-from-the-personal-care-industry.html

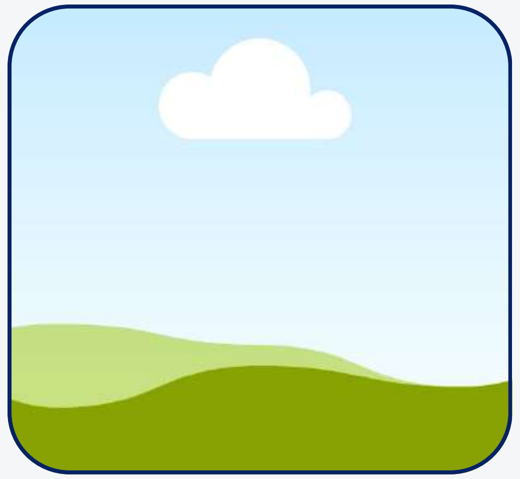
How to Build a Career in the Nature-Positive Economy – The Times

www.thetimes.com/business-money/companies/article/how-to-build-a-career-in-the-nature-positive-economy-ppzjkvmsc

Creating Microplastic-Free Beauty Products – Springwise

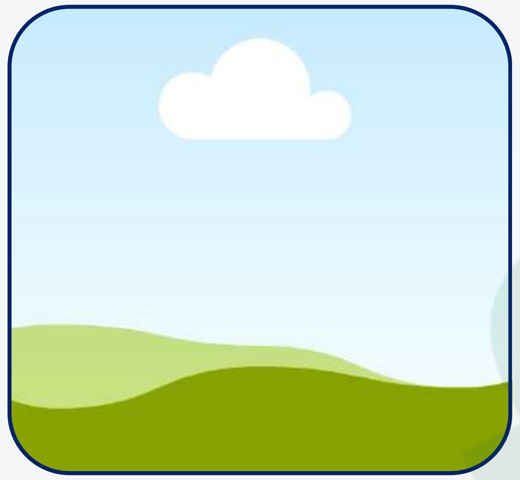
springwise.com/innovation/fashion-beauty/a-beauty-ingredient-tackles-microplastics/

Team



ABC
Inventor and Chief Technology Officer

ABC is a distinguished professor at Texas A&M University, holding multiple appointments in Chemistry, Chemical Engineering, and Materials Science & Engineering. She directs the Laboratory for Synthetic-Biologic Interactions and specializes in synthetic organic and polymer chemistries. Her work focuses on developing materials for medical, environmental, and technological applications. Karen is also an associate editor for the Journal of the American Chemical Society and serves on various scientific advisory boards.



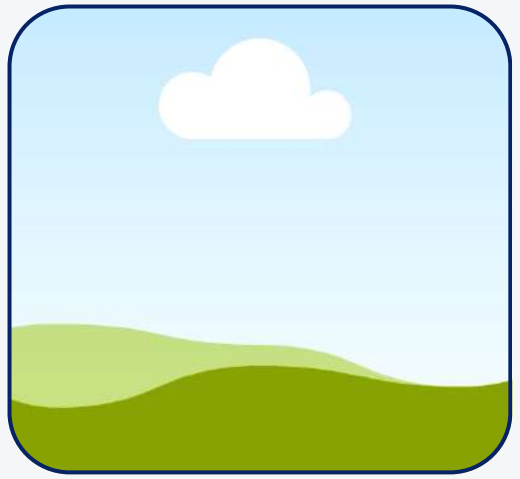
ABC
Chairman

ABC is an experienced international business leader with expertise in the industrial sector, including roles in packaging, plastics, and chemicals. He has held top positions in multiple countries and was a divisional chairman at Laporte Fine Chemicals, later becoming VP at Degussa Fine Chemicals. In 2008, he was appointed the UK's climate change expert to the UNFCCC. ABC holds a B.Sc. and a PhD in Chemistry from St. Andrews University.

ABC
Managing Director

ABCis a technology transfer specialist with over 12 years of experience in clean technology, biomass processing, and energy. He has founded several companies, including Renovare Fuels and Nextgen Nano, and consults globally for leading research centers and innovative businesses. His expertise covers bio-chemistry, waste-to-energy, and nanotechnology, with a track record of turning startups into valuable commercial enterprises.

Team



ABC
Technology Development Director

ABC is an expert in industrial biocatalysis with over 25 years of experience across the pharmaceutical, fine chemical, and biofuel sectors. He has led biocatalysis departments in both start-ups and global companies, developing green production technologies for drug intermediates. A graduate of Imperial College London, ABC holds a first-class B.Sc. and PhD in Biochemistry and has published extensively in various scientific disciplines.

ABC
Head of Research

ABC is a seasoned executive with extensive experience in the packaging, plastics, engineering, and chemicals industries. He has held leadership roles globally and was a divisional chairman at Laporte Fine Chemicals before becoming VP at Degussa. In 2008, he was named the UK's climate change expert to the UNFCCC. ABC earned his B.Sc. and PhD in Chemistry from St. Andrews University, focusing on polymer behavior.

Competitive Landscape

Our technology is poised to rival leading biopolymers on the market, as it consists entirely of **100% organic materials** and is suitable for a vast array of applications. **brandname ™** could surpass the environmental benefits of PLA because it is derived from waste, fully biodegradable, and extremely adaptable to a wide range of uses. PLA, the current market leader in biopolymers, generates annual sales of $5.2 billion.

Feature	brandname ™	PLA
Organic Materials	✓	✓
Waste Derived	✓	✗
Cost	✓	✓
Strength	✓	✓
Temperature Tolerance	✓	✓
Toxicity	Non-Toxic	Non-Toxic
Tuneability	✓	✓
Natural Biodegradability	✓	✗

Key Competitive Advantages of brandname ™:

- Natural building blocks and degradation products
- Avoids food crop competition
- Doesn’t require industrial composting
- Tunable lifetime stability
- Versatile property landscape – platform technology

Financial Forecast

(GBP in thousands)

Profit & Loss Account	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	£	£	£	£	£
Revenue from Patent Products (Karma Canne)	103.63	5,137.44	15,775.87	32,092.14	54,289.71
Revenue from Own Brands	560.88	9,158.61	38,051.05	75,322.11	122,199.85
Total Sales	664.51	14,296.05	53,826.91	107,414.26	176,489.55
Direct Cost:					
Cogs Patent Products	82.90	4,077.07	12,444.61	25,188.94	42,441.23
Cogs Own Brands	364.57	5,905.47	24,388.10	48,034.91	77,618.37
Total Direct Cost	447.47	9,982.54	36,832.71	73,223.85	120,059.59
Gross Profit	217.03	4,313.51	16,994.20	34,190.41	56,429.96
Gross Margin %	32.66%	30.17%	31.57%	31.83%	31.97%
Indirect Cost:					
Legal Fees	20.00	22.00	25.30	30.36	37.95
Marketing(KarmaCanne)	45.00	54.00	70.20	98.28	147.42
Marketing(Own Brand)	60.00	75.00	112.50	202.50	384.75
Accounting & Auditing	60.00	66.00	72.60	79.86	87.85
Miscellaneous Business Costs	20.00	22.00	24.20	26.62	29.28
Office Rent	24.00	26.40	29.04	31.94	35.14
R&D	250.00	275.00	302.50	332.75	366.03
Employee Cost	430.00	609.00	820.05	952.88	1,125.03
Total Indirect Cost	909.00	1,149.40	1,456.39	1,755.19	2,213.44
EBITDA	691.97	3,164.11	15,537.81	32,435.22	54,216.52
EBITDA Margin %	(104.13%)	22.13%	28.87%	30.20%	30.72%
Depreciation & Amortization	9.88	37.57	43.59	49.02	53.93
Finance Cost (Interest)	-	-	-	-	-
Profit Before Tax - PBT	(701.84)	3,126.53	15,494.23	32,386.20	54,162.59
Corporation Tax	(175.46)	781.63	3,873.56	8,096.55	13,540.65
Profit After Tax - PAT	(526.38)	2,344.90	11,620.67	24,289.65	40,621.94
PAT %	(79.21%)	16.40%	21.59%	22.61%	23.02%
Retained Profit	**526.38**	**1,818.52**	**13,439.19**	**37,728.84**	**78,350.78**

Target Market from Karma Canne	Market Size – Year 3	Year 3 – Uk ,Europe & Row (Net sales)	Year 4 – Uk, Europe & Row (Net sales)	Year 5 – Uk, Europe & Row (Net sales)
Packaging Market	£1,057,047.15	£4,458.84	£8,918.27	£14,624.87
Cosmetic Market	£356,424.48	£10,315.85	£21,122.03	£36,217.79
Adventure Sport Market	£499,646.09	£1,001.18	£2,051.85	£3,447.05
Net sales from Karma Canne		**£15,775.87**	**£32,092.14**	**£54,289.71**

Target Market from Own Brand	Market Size – Year 3	Year 3 – Uk ,Europe & Row (Net sales)	Year 4 – Uk, Europe & Row (Net sales)	Year 5 – Uk, Europe & Row (Net sales)
Packaging Market	£1,057,047.15	£25,789.81	£50,901.25	£82,336.17
Cosmetic Market	£356,424.48	£7,089.41	£14,069.01	£21,212.68
Adventure Sport Market	£499,646.09	£5,171.83	£10,351.85	£16,981.43
Net sales from Own Brand		**£38,051.05**	**£75,322.11**	**£120,530.27**

The basis of the financial model is the use of bioplastics in varied applications. The first two years of the operation are focused on research and development. Company Technologies plans to cater to the following industries:

- Packaging Market
- Cosmetic Market
- Adventure Sport Market

Assumptions And Notes

(GBP in thousands)

Corporate Tax rate is 25%.
It is assumed that all sales will be generated through cash and there will be no trade debtors.

Balance Sheet	Year 1	Year 2	Year 3	Year 4	Year 5
	£	£	£	£	£
Lab Space	95.06	176.28	249.67	315.99	375.92
Equipments	95.06	176.28	159.30	143.96	130.09
Total Tangible Assets	190.13	352.55	408.97	459.95	506.02
Current Assets:					
Cash and Bank	1,283.49	3,465.97	15,030.22	39,268.89	79,844.76
Total Current Assets	1,283.49	3,465.97	15,030.22	39,268.89	79,844.76
Equity:					
Common Stock (Equity + Preference Capital)	-	-	-	-	-
Investors Fund	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Retained Earnings	(526.38)	1,818.52	13,439.19	37,728.84	78,350.78
Total Equity	1,473.62	3,818.52	15,439.19	39,728.84	80,350.78

** Please note that this section uses forward-looking statements and financial projections based on specific assumptions as well as judgements and estimates with respect to economic conditions, purchase and sales structure, regulatory, market and financial conditions and future events, all of which are beyond our control and could cause actual results to differ materially from those anticipated or projected. All forward-looking statements and financial projections speak only as of the date made and do not take into account any circumstances or events occurring after the date they were prepared.*

Valuation

In a discounted cash flow (DCF) valuation, the discount rate applied is the company's weighted average cost of capital (WACC). Since high-tech start-ups are entirely equity-financed, the WACC is equivalent to the cost of equity. To estimate the cost of equity, we use the Capital Asset Pricing Model (CAPM). Through CAPM, we derive the Beta, which is then adjusted to reflect the company's specific risk profile. This results in a discount rate of 36%.

Discounting Rate/Cost of Capital	**36.00%**
Growth Rate	0.5%
Equity, Valuation, Capital Distribution for Seed Funding	
Pre-Money Valuation	46.049 Million
Equity Raised	£ 2 Million
% of Company Sold in Initial Equity Round (Pre-Money)	4.16%
Post-Money Valuation	48.049 Millions
% of Company Sold in Initial Equity Round (Post-Money)	4.16%

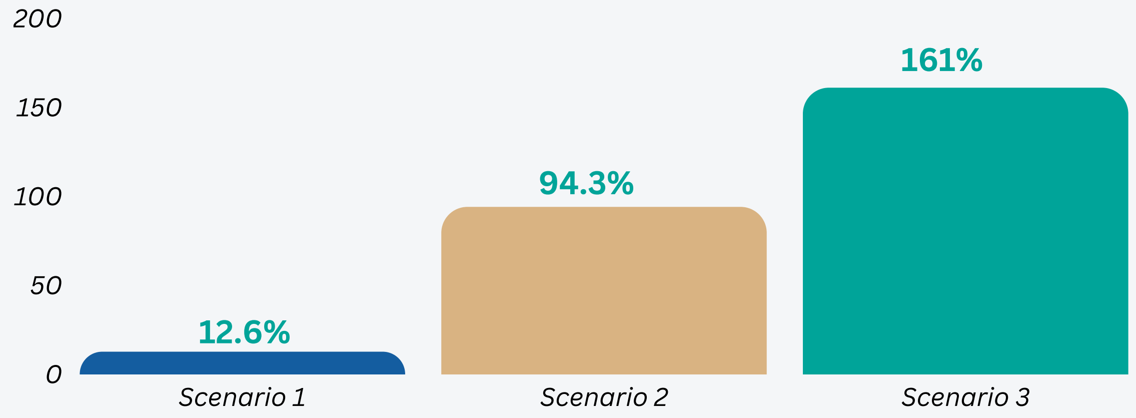
Exit (EIS)

(GBP in thousands)

The directors of Company Limited are actively involved in developing an exit strategy. Management believes that the UK public markets, including AIM, offer a favorable environment for listing in the energy and technology sector. In addition, the directors are exploring a range of financial options, further product development, and an accelerated expansion into international markets. These initiatives are expected to deliver highly attractive exit opportunities for our equity shareholders. The following tables present an analysis of potential exit scenarios.

	Scenario 1: Breakeven				Scenario 2: £5.13 ROI in year 5				Scenario 3: £12.45 ROI in year 5			
	Now		Year 5		Now		Year 5		Now		Year 5	
Capital Invested	(2,000.00)	-	-	-	(2,000.00)	-	-	-	(2,000.00)	-	-	-
HMRC Repayment - Income Tax at 30%	600.00	-	-	-	600.00	-	-	-	600.00	-	-	-
HMRC Repayment - CGT at 28%	-	-	-	-	-	-	-	-	-	-	-	-
Capital Repaid	-	-	-	2,000.00	-	-	-	10,263.56	-	-	-	24,902.91
TOTAL	(1,400.00)	-	-	2,000.00	(1,400.00)	-	-	10,263.56	(1,400.00)	-	-	24,902.91
Total Return	43%				633%				1679%			
IRR - After Tax	12.6%				94.3%				161%			
40% taxpayer - Before Tax IRR	21.0%				157.1%				268%			
45% taxpayer - Before Tax IRR	23.0%				171.4%				293%			

** Please note that this section uses forward-looking statements and financial projections based on specific assumptions as well as judgements and estimates with respect to economic conditions, purchase and sales structure, regulatory, market and financial conditions and future events, all of which are beyond our control and could cause actual results to differ materially from those anticipated or projected. All forward-looking statements and financial projections speak only as of the date made and do not take into account any circumstances or events occurring after the date they were prepared.*



Key Terms

The Target Investment Figure Sought Under Offer	£ 2 Million
Current Issued Shares	16,443,714
Number Of Newly Issued Shares Available Under The Offer	714,182
Total Issued Shares	17,157,896
Share Price	£ 2.80
Pre/Post Money Valuation	£ 46.04 / £ 48.04 (Million)