



Novel Water-Soluble and Edible Packaging Material

www.decomertechnology.com

Decomer Technology is developing a **novel water-soluble and edible packaging material**, as well as **products thereof**. The material is **plant-based, tasteless, transparent** and **hypoallergenic** and can be used in **food-, pharmaceutical-, agriculture-** and other industries. Our **first real product** is **water-soluble honey packages** that make consuming honey in drinks more convenient.

GENERAL INFORMATION

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Tartu, Estonia
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CURRENT STATUS

- Lab-Scale Material Production
- Test-Products & User Tests
- Pre-Sale Agreements
- Patent Application being compiled
- Manufacturing Process development

PROBLEM

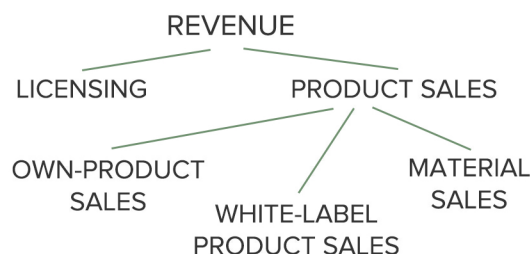
The consumption of plastic products is increasing and it causes **global environmental problems**. The **demand for eco-friendly materials** and the **wish for convenience products** are **growing fast at the same time**. In addition to modifying existing products, completely new product categories need to be created. However, even for the development of eco-friendly materials, **sustainability** and the origin of raw materials must be kept in mind.

SOLUTION

We are developing a **packaging material** that is **edible, plant-based, tasteless, transparent, hypoallergenic, soluble in hot and cold water**. Interest towards our material has already been shown from **food-, pharmaceutical-, agriculture-** and **detergent** industries. The use of our material will **increase convenience without sacrificing eco-friendliness**.

BUSINESS MODEL

In a longer perspective our business model would mostly involve **licensing out our production process** and being **material producers**, but first of all we are starting with selling our **own products** and gradually moving into the field of **white-label production**.





Honeydrops™ Water-Soluble Honey Packages are a non-sticky solution for making consuming honey in drinks more convenient. Our target end-users are people who value convenience products, high-quality healthy food and eco-friendly lifestyles. Our main target markets are Japan, UK and Germany, as countries with a highly developed society and high honey consumption. Even only in these countries we are eventually targeting a 32M EUR annual revenue (0,5% market share). We already have presale agreements from wholesalers, airlines and cafes in Estonia and abroad.

MARKET

Each of our development directions features **multi-billion € markets** (e.g. softgel pharmaceuticals – 35bn, detergents – 100bn, honey – 6bn) but in many fields we are creating completely new product categories. Our main target markets are **Germany, France, UK, Japan** and **USA**. Our own-products will be sold through resellers in retail and horeca markets. Other segments are covered through direct contacts, diplomatic relations, exhibitions and sales agents. Our business is easily scalable and combining all directions we can forecast a 100M annual turnover in 10 years.

COMPETITION & COMPETITIONAL ADVANTAGE

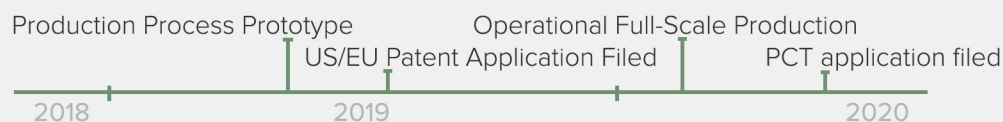
We are the **only company that can produce** a water-soluble packaging material that is **edible, plant-based, soluble in hot and cold water** and can use the material to **pack various goods in an aesthetic way**. The alternatives are mostly made of animal leftover-based gelatin (softgel capsules, e.g. Catalent) or petroleum (detergent pods, e.g. Solupak). We see the largest competitive threat from companies/research centers that are developing novel materials or engineer production machinery in this field. Therefore, sufficient IPR protection is vital for us. Companies that use established technologies can instead be our partners.

NEAR-TERM DEVELOPMENT ROADMAP

One of the most fundamental parts of our business is the **production process** and we want to patent it. Over 2/3 of the process has been tested already on full scale. The remaining part **needs to be custom developed** (at first not on full scale). For that, **necessary machinery details need to be acquired, modified and rebuilt to suit for the intended purpose**. The whole development process could be carried out within half a year. **As a result of the development:**

- We have completely figured out and tested the production process
- We can finish the patent application and file it
- We can manufacture products using our material in a small scale
- We have reached the goals for our potential investors for setting up a full-scale facility

KEY MILESTONES:



REVENUE FORECAST:

2019:	35 000\$
2020:	300 000\$
2021:	2 000 000\$