

Launching Project California

(1) This is the day I've been looking forward to for almost half a year, and it's been very fortunate for us to be able to introduce new eco-friendliness to the world.

(2) Now, did you know that the garbage density has reached more than a hundred thousand pieces on the west coast of our country? Upon which 85% of the world's plastic products ended up in the landfills.

(3) Let us think again in a moment, there are some products out there that claim to clean waste and make the environment better, which themselves are made up of disposable plastic. What's worse, it also traps bacteria and pollutes the environment merely after some usage. (4) According to our research, more than half of our consumers support environmentally friendly products. (5) In addition to that, I think it is time for us to make a change starting with cleaning products themselves.

(6) The cleaning sponge has evolved a lot since the last century, the earliest form of which is the cellulose sponge. At that time, it was just a plastic structure that could absorb liquid. Some time later, antibacterial sponges were invented, still, a majority of them were made with non-environmentally friendly materials. In the 2000, some eco-friendly sponges were developed. Now you might wonder "What makes our products different from others?" We'll explain it in a minute.

(7) And this brings us to the benefits of our products. (8) Beyond

has excellent status and does not need to be constantly replaced, saving yourself a ton of money. When using it, there is no need to use any cleaning liquid, Beyond is composed of advanced biotechnology. It can remove any stains. It provides three advantages that other sponges do not have. One, it does not need cleaning liquid to support itself, you don't need to worry about running out of soap. Second is self-cleaning. You simply need to place it in a dry area, and in no time the sponge will become completely clean. And finally, Regenerate. These damaged sponges can recover their original shape after a period of time.

If we compare our products with other sponges on the market which we have talked about. Normal plastic sponges only provide basic cleaning abilities. As for antibacterial ones, they may be more sustainable by keeping off the germs, but still, they are not great in eco-friendliness. For eco-friendly sponges, although they may better the environment. However, compared to our product, it's reusability and sustainability still have a long way to catch up.

At the same time, our product comes with different sorts. Customers can make purchases based on their specific needs. The general version of our product provides equal

versatility to all kinds of surfaces. Compressed versions are designed to be carried with convenience, just by putting it in water, it can be instantly used. Kitchen versions are highly-effective in removing oil from utensils without damaging bowls and plates, making them an essential tool for the kitchen.

Seeing opportunities in international markets, we plan to sell them in countries with lower EPI (which means Environmental Performance Index) ,and these countries include Taiwan, China, India and Japan. So don't worry about where you can get one!

They will be available on a variety of shopping platforms including in online websites, supermarkets, and convenience stores.

According to our research data, 77% of people are willing to pay a premium price of around NTD 100 to 200, so the final price of our product will be \$149 NTD.

As we bring this presentation to a close, I invite you to witness the future of our bio-technology innovation. We pride ourselves to be able to build upon the legacy of previous sponges and introduce a product that pushes the boundaries of what we can achieve. I believe that with our product launched, cleaning will

never be the same.

For more information, please visit our website link. And thank you very much for listening.