



ISRAEL CHINA TECHNOLOGY
INSIGHTS SERVICE

Value is everywhere.

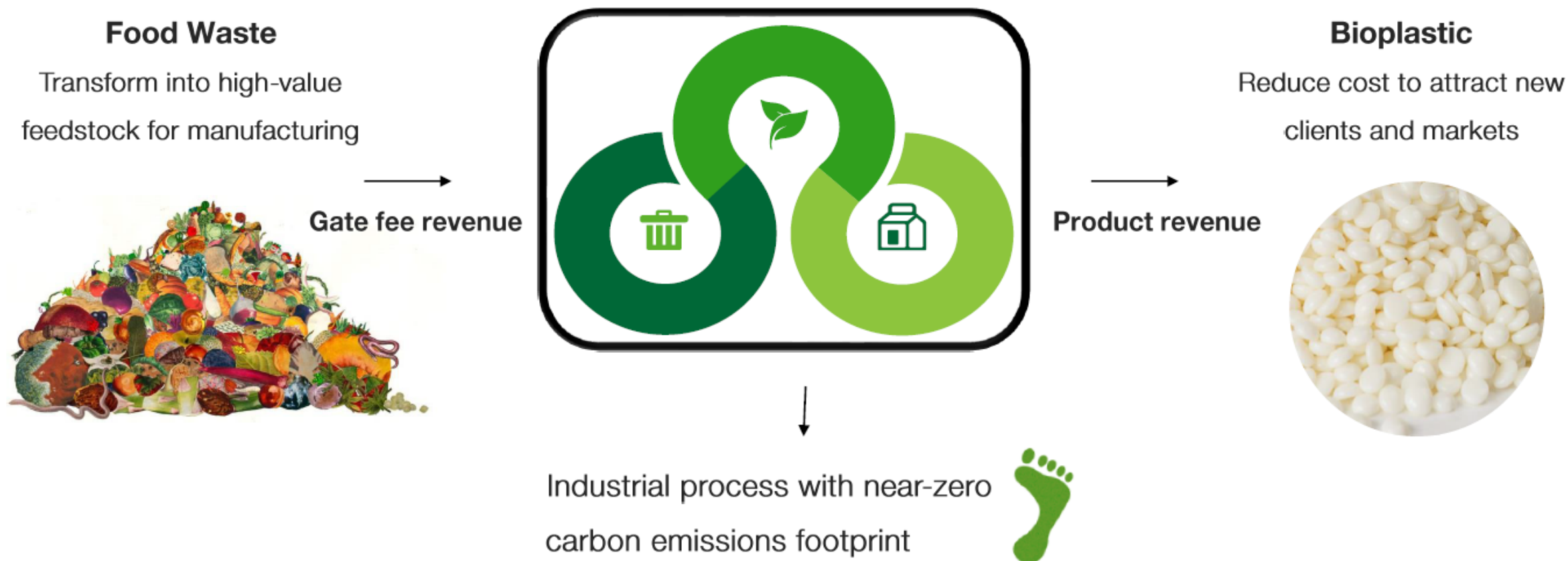
Determination, Honesty, Simplification

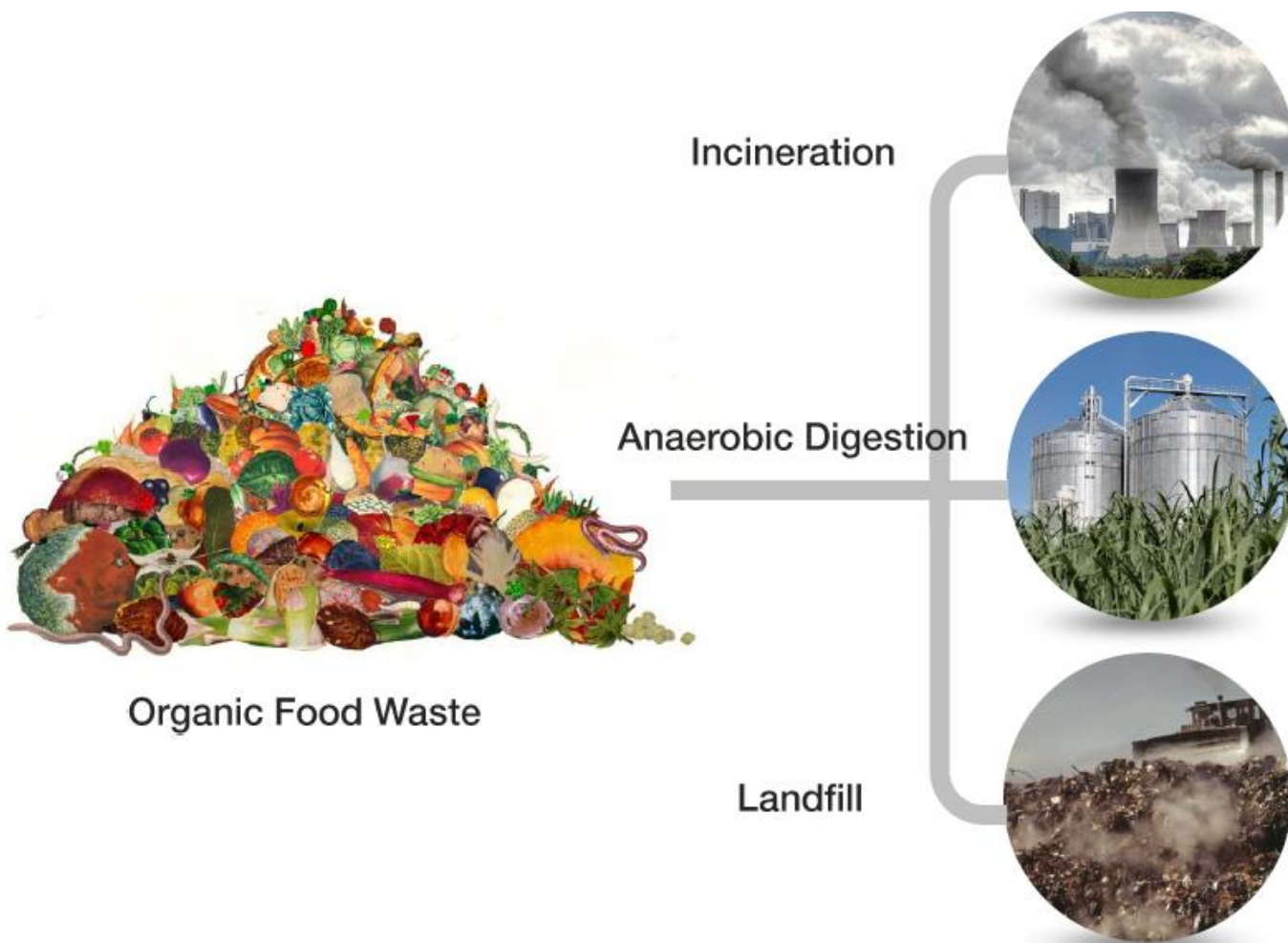
Israeli Biotech Company

- Industry: Biotech, new materials and chemicals;
- Stage: Series A;
- Investment opportunity: \$6 million, investors from previous series will lead this series of investment; ~50%-60% of shares is open;
- Targeting Market: EU, China and US;

Transform Food Waste into Bioplastics

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- › Requires major CAPEX investments for emissions control
- › Organics have low caloric value
- › Heavily dependent on government subsidies
- › Generates major negative environmental impact
- › Banned by regulation in major EU countries

What are the Market Barriers for Bioplastics?



- › Bioplastic is the environmental, safe, and rapidly growing alternative to fossil-fuel based plastics. However, it is currently more expensive to purchase because it is made from food crops.
- › Non-food based bioplastics are in high demand by clients such as major food companies
- › Corn, sugar-cane or other food crops account for 50% or more of bioplastic production cost. Manufacturing is geographically restricted to countries with low sugar prices (e.g. Thailand)



The Solution

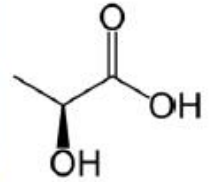
Realize the full potential of
organic waste

The Technology – Bioprocess Utilizing Genetically Engineered Bacteria

- › Proprietary Bacteria and process tailored to allow rapid hydrolysis and eliminate impurities (three patent applications)
- › Demonstrated at least **20% reduction** in lactic acid production cost

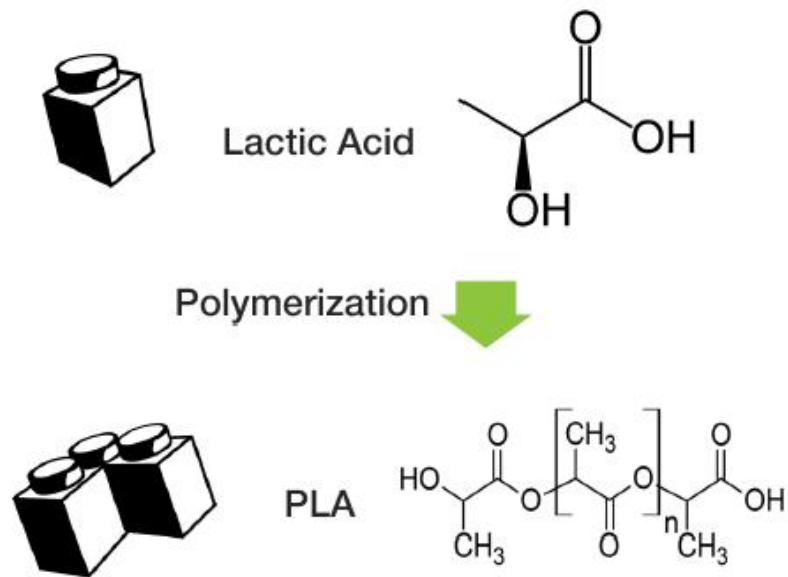


Food Waste



Lactic Acid
PLA bioplastic
building blocks





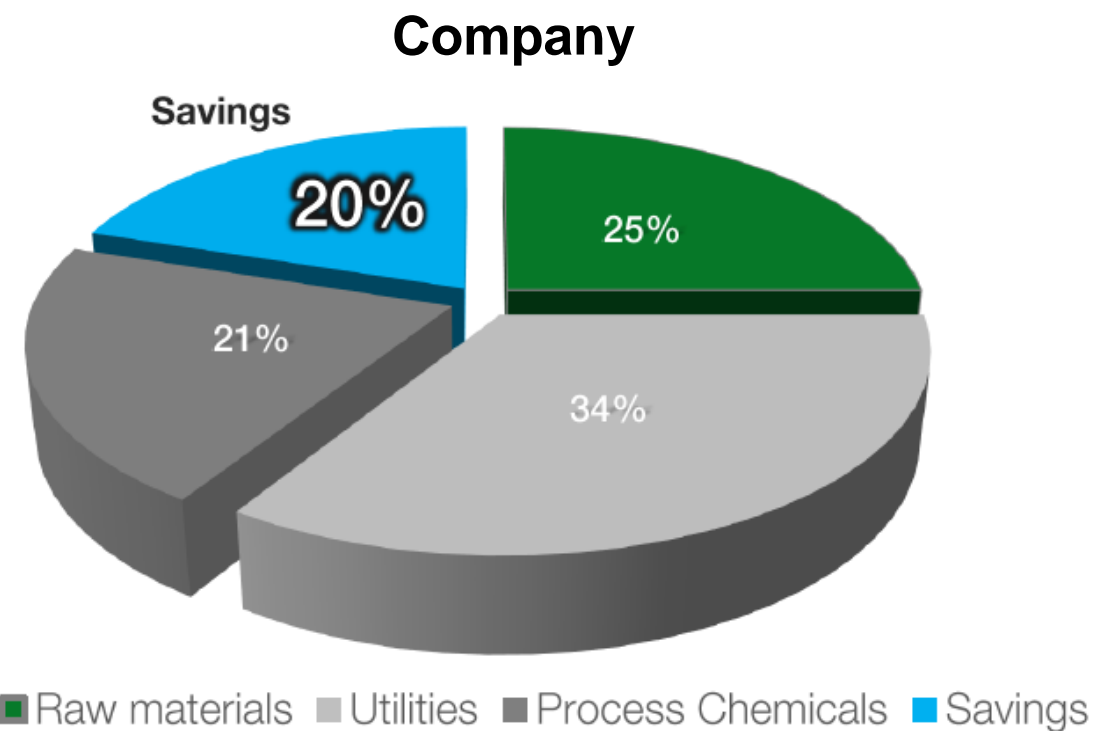
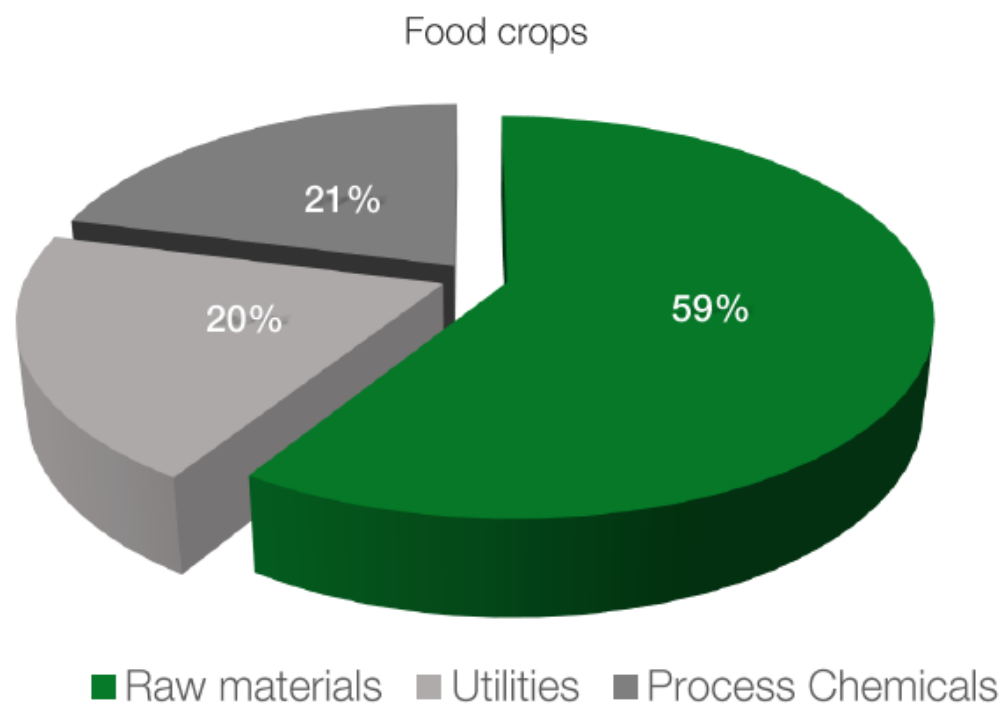
PLA market is estimated at \$2.5B, applications include:

- › Food packaging – dairy products, boxes, foam trays
- › Disposables – coffee capsules
- › Fibers – textiles, diapers, feminine hygiene products
- › 3D printing



Demonstrated Major Production Cost Savings

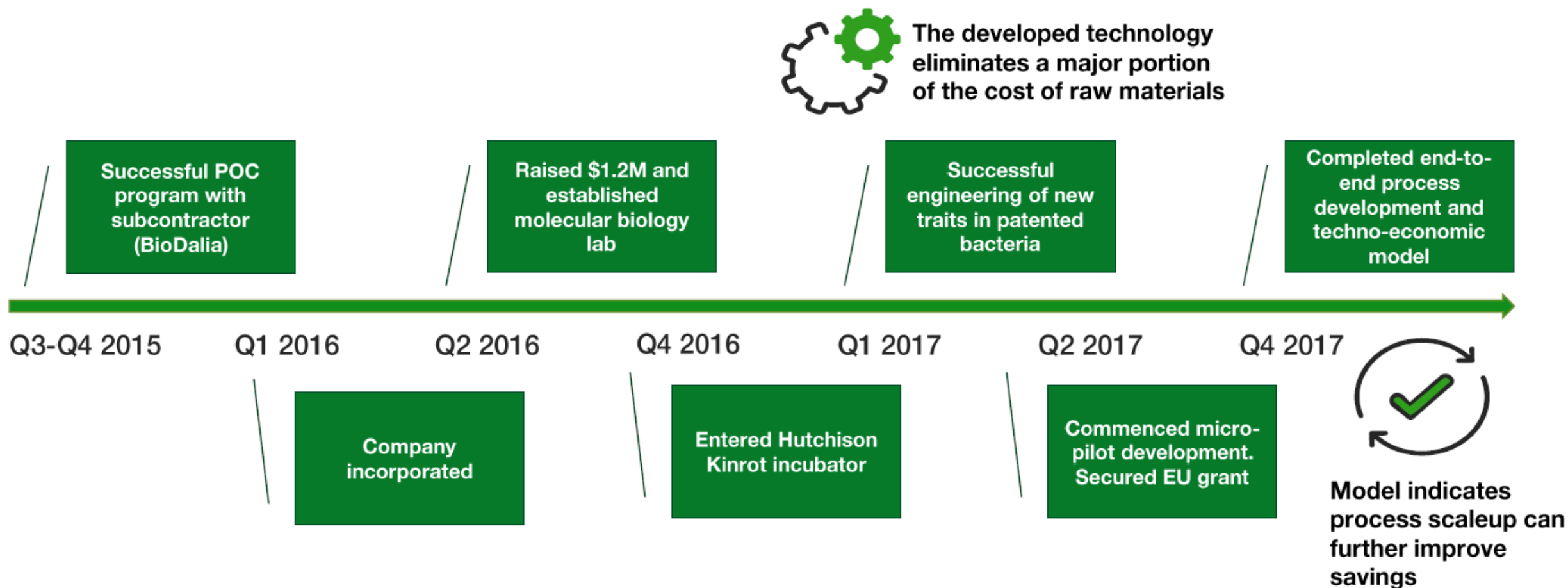
Comparison of lactic acid production OPEX



	Company	Anaerobic Digestion
Main product	Polymer grade lactic acid	Biogas (methane)
Residence time	High-throughput 48-56 hours	15-60 days
Direct carbon emissions	Near-zero	High
Sales of main product*	\$19,500,000	\$3,900,000
Estimated total revenue* All products sold + gate fee	\$29,000,000	\$9,100,000

*Facility treating 130,000 tons/annum of source-separated food waste

Company Progress



Partnerships and Collaborations

Hutchison Kinrot, Israel

- › Technology incubator owned by Hutchison Water, a division within the international conglomerate CK Hutchison Holdings Limited
- › Invested \$600K in seed round via Israel Innovation Authority (IIA) incubator program
- › Business, operational and technical expertise in the water and cleantech industries



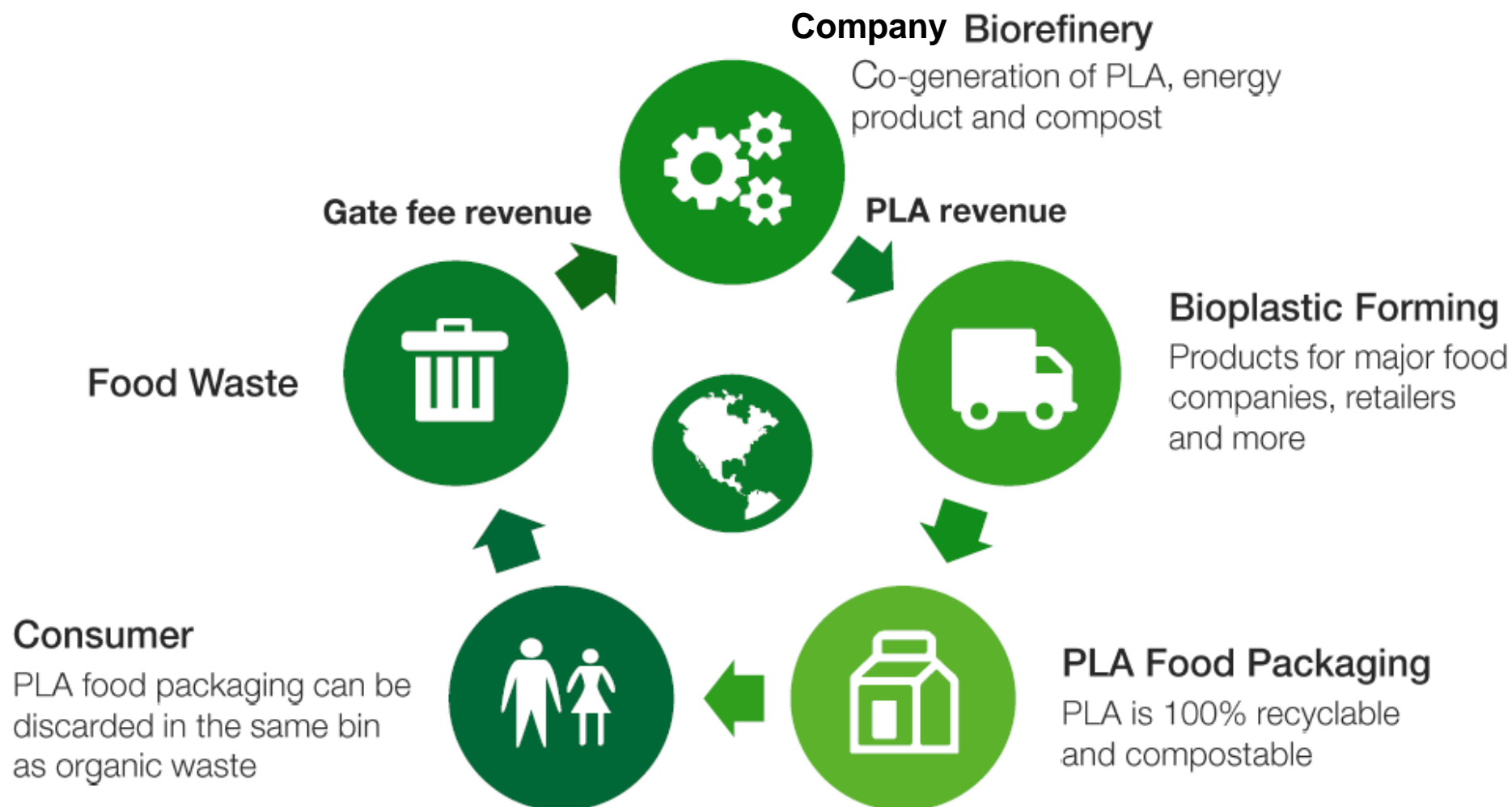
BBEPP, Belgium

- › subcontractor for successful micro-pilot project and industrial scale techno-economic model
- › Industrial scale demonstration capabilities (up to 30M³)
- › Expertise in Down-Stream Processing (DSP)

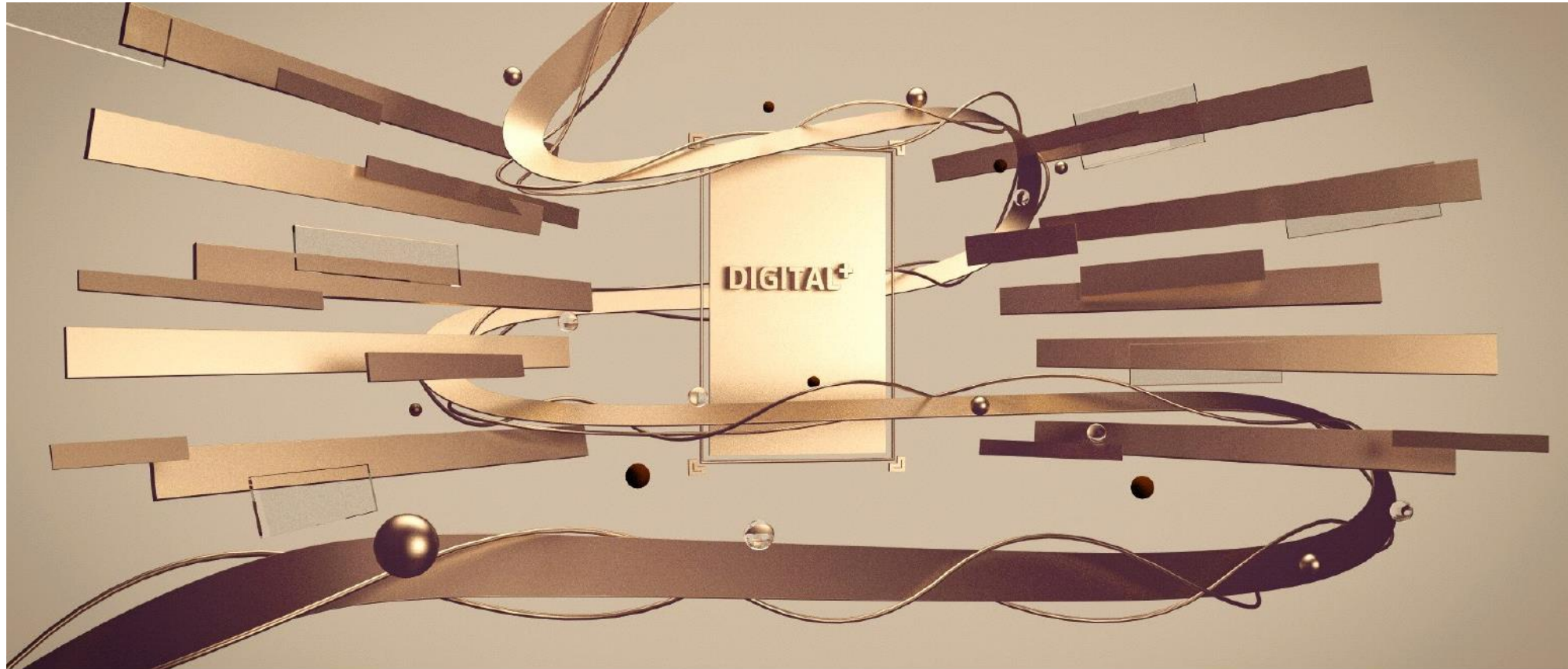
Company Status

The company completed a micro-pilot demonstration, in collaboration with Bio-Base Europe pilot plant in Ghent, Belgium. efficiently produces polymer grade lactic acid from organic waste. The company is in the process of raising \$6M round A investment for the purpose of a Q3 2018 scaleup program in Europe. The company operates a molecular biology and fermentation lab, employing Ph.D. scientists with rich experience in molecular biology and microbiology.

- Currently, China's kitchen garbage market attained to RMB 40 billion, and China's government subsidizes the companies which deals with kitchen garbage in an economic way, averaging subsidy ~ RMB 210 per ton.
- ✓ This company provides PLA technical know-how and IP to convert fermentation facilities into biorefineries for bioplastic production, offering a tailored bacterial fermentation solution, just standing in a rapid growth trend, resulting from tremendous demand on organic waste.



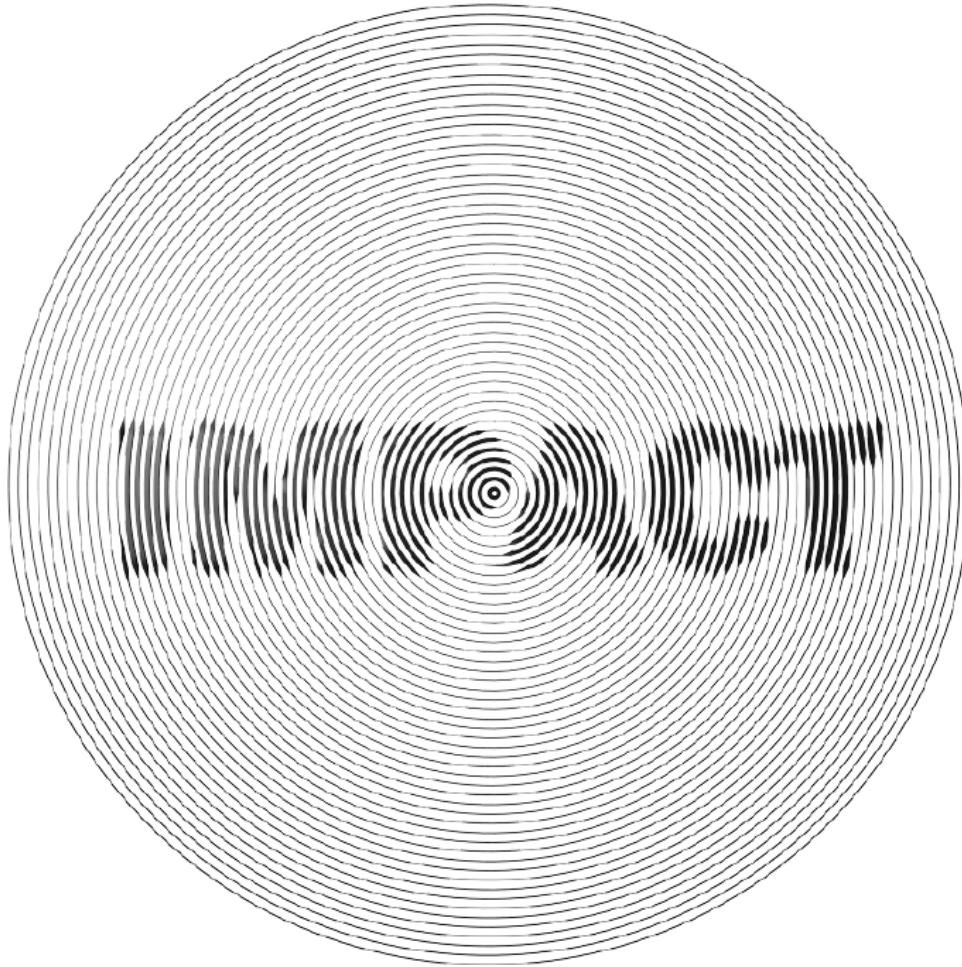
About ICTIS



ICTIS is positioned as a financial intermediation or a financial advisory services provider that concentrate on services of financing Israel hi-tech startups, assisting them with well-fitted investor who could help them with realization of its value growth.

WHO ARE WE?

About ICTIS



OUR FIELDS +

- E-commerce
- Upgrading Consumption and Life Services
- B2B Services
- "Big Data" and Cloud Computing
- Artificial Intelligence and Intelligent Hardware
- Agricultural Technology
- Biotech and Medical Technology

About ICTIS

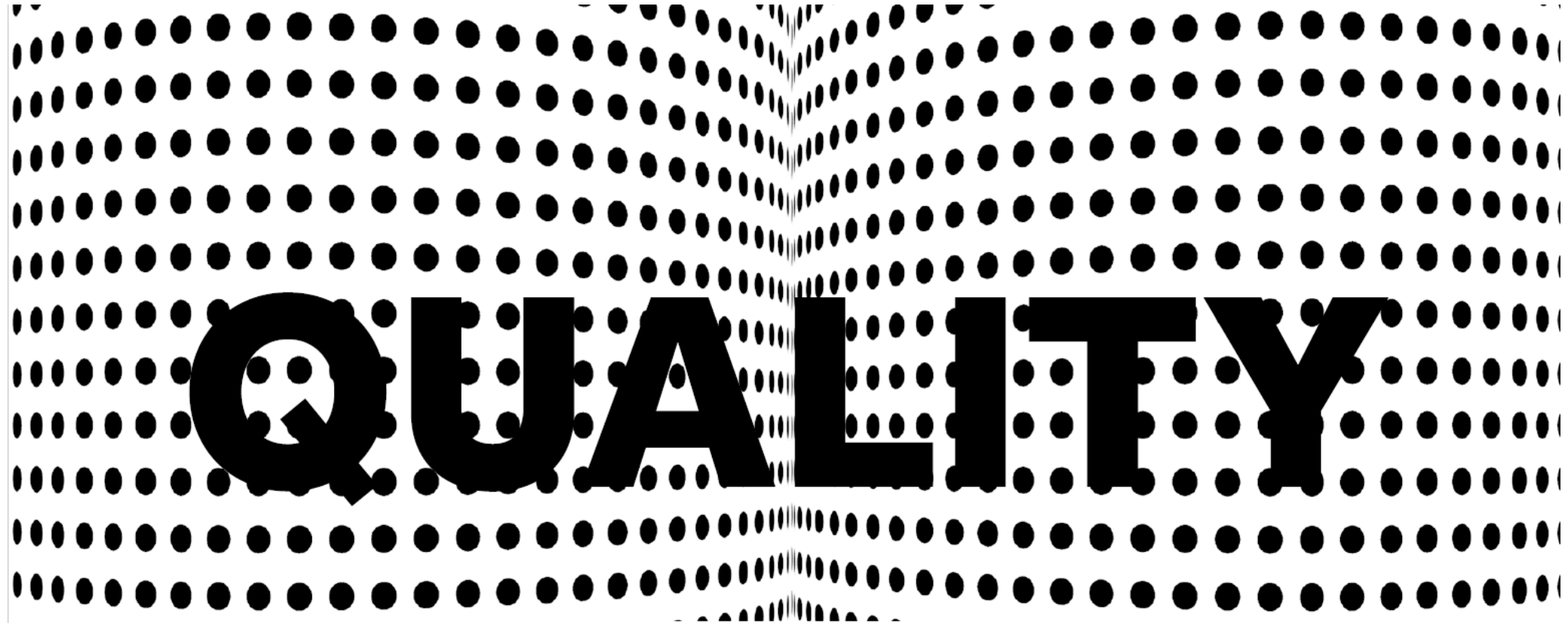


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OUR ADVANTAGES

- Stable Projects Channels in Israel
- Good Relations with Israel's Government
- Solid Knowledge on Experiences on China's TMT Market
- Excellent Abilities on Understanding Business Models and Commercial Due Diligence
- Excellent Abilities on Financial Analysis and Financial Due Diligence
- Outstanding Abilities on Overall Planning and Execution of Advertising and Branding
- Outstanding Abilities on Overall Design and Execution of Legal Risks

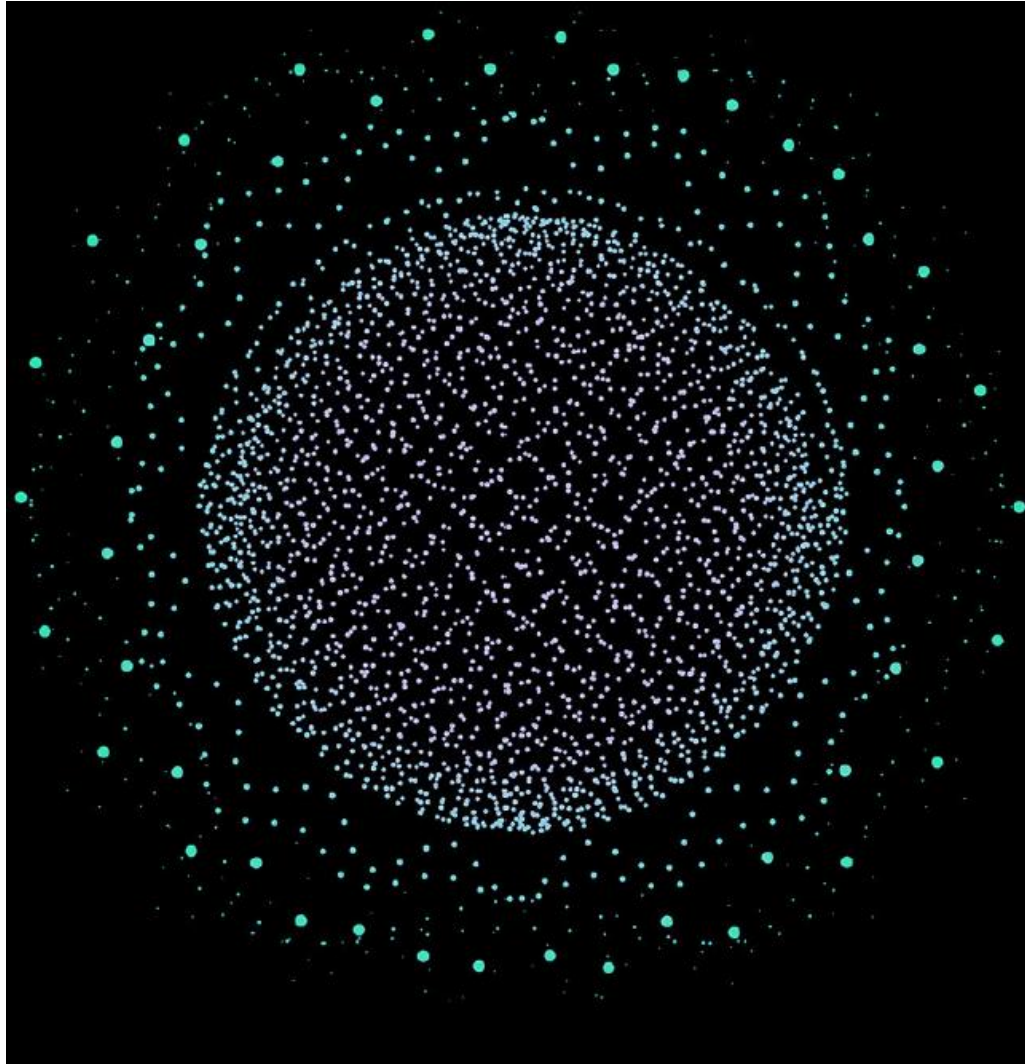
About ICTIS



**OUR QUALITY OF⁺
BUSINESS PLAN**

Every single page of business plan could be regarded as promotional materials of your products and services. Value-added Services: Full package of design materials could be taken as deliveries for clients.

Services of ICTIS



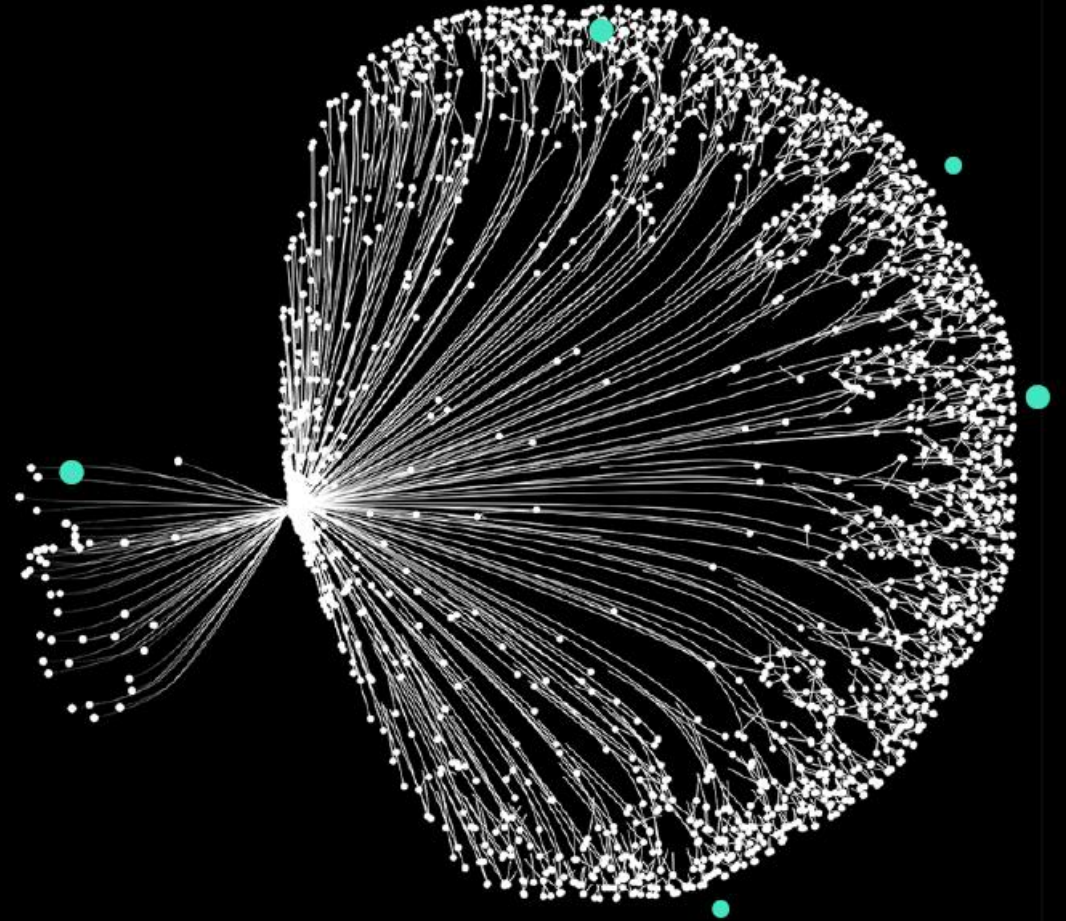
2 览思 **DIGITAL+** **SERVICE FOR SELLERS**

Services we provide are identification and selection on potential buyers, strategic and transactional structure consulting, etc. , maximizing sellers' values in negotiation with buyers.

Services of ICTIS

BUSINESS PLAN

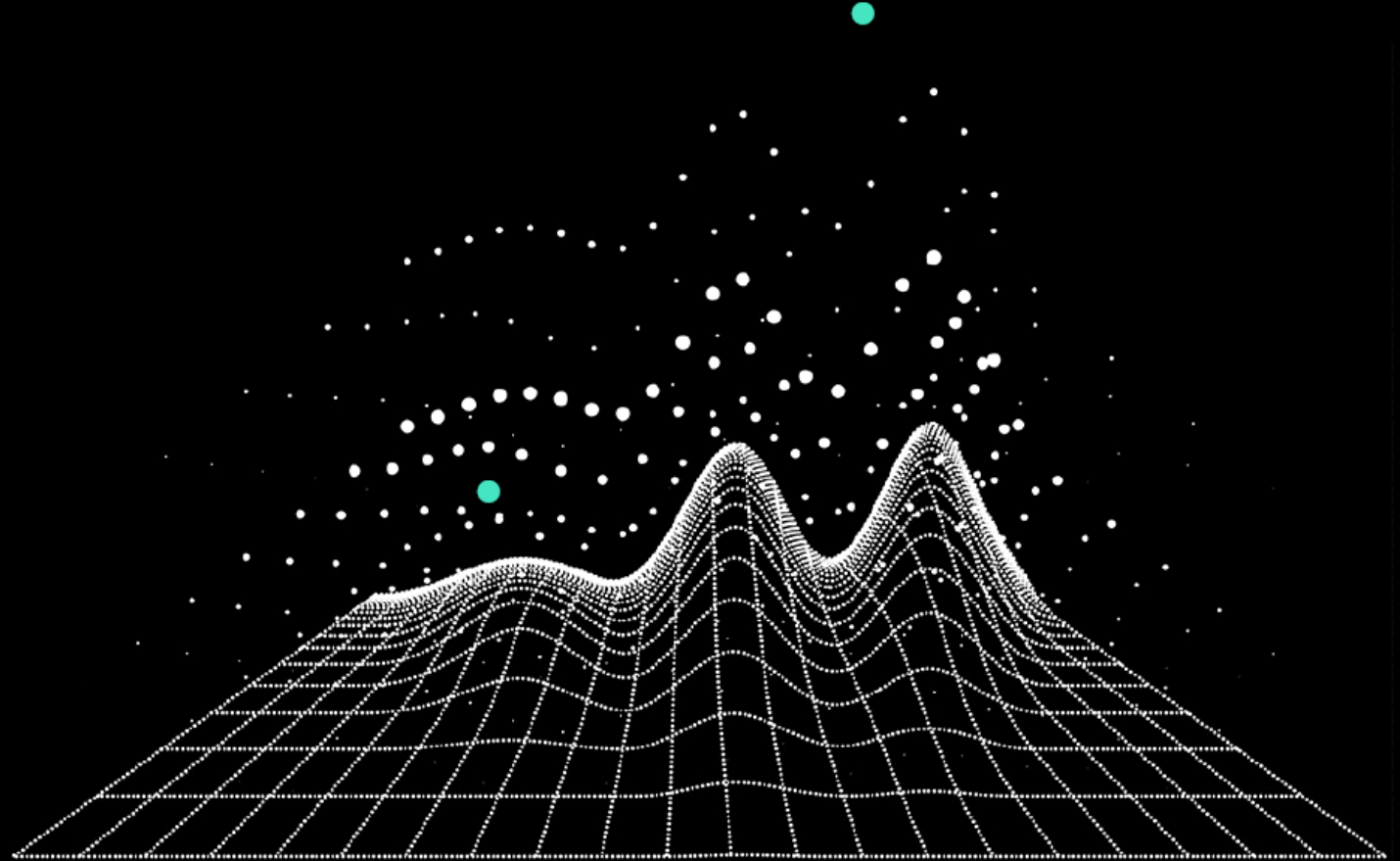
- Assisting sellers with combining business model and revenue collection model
- Assisting sellers with evaluation, business plan polishing and translation service



Services of ICTIS

THINK TANK

- Marketing preliminary survey and analysis
- Brand strategic positioning
- Pricing strategy
- Sales channel investigation
- Market entry strategy



Team of ICTIS



李 寒 钥

Stephen Mars Li
CO-FOUNDER & CEO
联合创始人

Mr. Stephen Mars Li has spent several years in investment analysis and consulting roles for clients all over the world. He advises multinational companies and investment institutions on evaluation, post-investment management, strategic growth and expansion opportunities, financial management in China and other countries, while also serving the needs of investment institutions on fundraising, commercial due diligence, IPO report services. Mr. Li has expertised in industries like TMT, advertising, energy, finance, logistics, education, video, upgrading consumption, etc. The clients he has serviced include Sinopec, Shenhua Group, Guodian Group, Postal Savings Bank of China, Goldman Sachs, GIC, Temasek, DCM, Sailing Capital, Silver Lake, and BOC International.

Team of ICTIS



包时雨

Sawyer.bao
CO-FOUNDER & CMO
联合创始人&首席营销官

Mr. Sawyer Bao specializes in overseas project promotion in China, having many years of experience in TMT industry, Internet Plus and entrepreneuring. Participated in projects including NYIS Xiaoni and CITIC Immigration Service, he was mainly responsible for making marketing strategy and building cooperation channels. He has successfully established relationship with service and education industry conglomerates including CITIC, China Minmetals, Bank of Beijing, New Oriental, JJL Overseas Education. With keen insight of social hotspot and trends, he advises overseas project companies on planning and execution of internet self-media promotion.

Team of ICTIS



卞 剑 文

Morandi
CO-FOUNDER & COO
联合创始人&首席运营官

As is a 12-year experienced branding professionals in China's market, Mr. Morandi Bian has been serviced hundreds of clients in various sectors as automobile, FMCG, TMT and Finance etc., particularly specializing in digital branding services, integration & promotion services relying on fully media resources, and execution planning services on advertising.

Mr. Morandi Bian served as director of Visual Design Department of CCTV and has been serving as creative director for LAPASSION, which has been responsible for branding services for GMIC in Beijing for three years. The clients he has serviced for includes CCTV, LUNENG Group, BEIJING HYUNDAI Group, Sequoia Capital, etc.



览思咨询

览天下 勤于思
中以掘金动力舱

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