

Q & A

1. What does MHE/ MHE FF & PFF stand for?
2. Is the difference with Bio-Eco TT-line the patent and/or trademark status?

MHE is the abbreviation for “**Molecule Heat Eater.**”

- (a) To file for a patent, the file has to meet a “News Value” and a “Technical Height.”
- (b) The patent application must describe a technical device that meets (a)
- (c) Mats Nilsson at Trulstech Innovation KB has studied patent technology at Chalmers - the Swedish Technical University in Gothenburg -, and he had Mr. Lennart Sjöö - Patent - Head Patent Officer at Ericsson Telecom - as his mentor after the studies in patent technology.
- (d) Mr. Lennart Sjöö taught Mats Nilsson how to apply for a patent without giving away the most important “Know-How” to produce the technical device application.
- (e) MHE was filed by a PCT (Patent Cooperation Treaty) with a number of designated national states.
- (f) The MHE technical device filed for patents was granted regarding PCT and a number of designates national states.
- (g) The broad spectrum of absolute non-toxic product developments have received a number of international prestigious awards, based on the written patent documentation done, i.e. - The SME British Made Awards for non-toxic surface protection products (2024) - and a variety of international innovation awards from events like “Seoul International Innovations Fair (2004, 2010)” ; the “BBC World Challenge (2006)” ; “The Energy Globe Awards (2011)” ; “UNEP - Technical Awards (2007)” ; “UNEP - Nature’s 100 Best Innovation Awards (2008)” ;
- (h) However, to produce **MHE** products you have to know the chemical composition to achieve the requested functionality, in combination with the most cost- efficient manufacturing.
- (i) By keeping the chemical composition in house - like Coca Cola has done - you reduce the risk of unexpected copies.

Q & A

In both **MHE** and **Bio-Eco** TT-line cases, all chemical compositions are kept in house to avoid unexpected copies to pop-up on the international business market.

Trademarks are essential for a company of marketing and selling products, very seldom for a product development company business, without market and sales activities. A non-toxic chemical product development that has been Mats Nilsson's dedicated work since year 2003.

It is often better for a marketing and selling company to launch a new product on the market by a new brand.

Both **MHE** and **Bio-Eco** have been names given during the product development periods, but can be re-named or leveraged using existing products/brands.

While keeping things proprietary, what are the key ingredients used in the formulations? Examples, etc.

In **MHE** - it is weak organic salts that people have consumed for thousands of years, named food grade chemicals, applied in quantities and concentrations, like you find in berries, grapes, fruits, and bread.

In **Bio-Eco TT-lines** it is modified cellulose/lignin from different vegetations to meet the target application, in combination with the above mentioned chemicals.

If I understand, based on the website, there are five key areas where formulations have been developed per below.

Correct - **Bio-Eco TT- products** are all liquids developed for advanced cleaning products, coating/impregnation/saturation, surface protection/coating, disinfection.

MHE products represent both liquids and powder particles. Powder particles developed especially for extrusion processing producing synthetic materials requesting flame-retardant protection.

Each material in target for a chemical treatment requires its unique chemical composition, based on the target material decomposition data etc.

What would be the "pitch" to a chemical manufacture/company that already has brands in the commercial and retail space to add these chemical compositions to their portfolio?

Q & A

Absolute recommended adding these formulations to their portfolio, using existing brands

I would assume beyond the products; there's tremendous value in understanding how you are able to use natural ingredients to make chemical products with strong efficiency ?

Absolutely, Mats agree. Mats says, he has studied the nature vegetation to see the difference between plants etc., what they chemically consist of. But also, regarding how the different vegetation stands against micro-organisms attack etc.

When Mats began to study existing flame retardants available on the global business market, he noticed, they all were in a chemical way similar copies of each other. It was just small exchanges done to separate them from each other.

But they all definitely contained most environmentally poor, well-known chemicals, far away from being environmentally friendly or biodegradable.

Mats began with another way of thinking. Mats started with human metabolism and nutrition; to find out what chemicals would be acceptable out from that point. At the same, it had to offer both endothermic and exothermic chemical reactions.

I focused on food grade chemicals in quantities and concentration acceptable for a human inner organ to handle without to cause any health problem.

Anything tricky about blending/manufacturing the chemicals in any of the products? - I understand for fire protection, there is an initial step regarding lignin, but then the rest is standard production.

It has to be done in a special order to achieve the requested chemical function in the shortest processing time.

The extraction of cellulose/lignin to be modified, puts demands on a special independent process. It has to take place before proceeding by adding food grade chemicals.

I understand you have approvals in Europe for many of these chemical products/ formulations. I have reached out to a colleague of mine in the US to figure out the process for getting everything approved in the US market. He and I went through the process before on a new chemical product that uses enzymes to treat pet waste, but I do not recall the steps, costs, etc.

Q & A

(p) As neither **MHE** nor **Bio-Eco TT-products** contain anything else than food grade chemicals, in quantities and concentrations, like you find in the daily food consumption. It's just up to the "Chemical Inspectorate" in Australia and in the US to put the products into their registration books.

If anyone has objections concerning the content of MHE or Bio-Eco chemicals, they have to have objections against the existence of the content of daily food in the food store, as it's all food grade formulations fit for human consumption.

8. *How do you envision the transfer of the IP? Is this an all-out sale or a license, etc.?*

(q) Mats own former experience of selling the "know-how" regarding a product development done has been by a bank "letter of credit."

- The first alternative concern the sales of national geographic territorial exclusive legal right of a certain IP product development application.
- the second alternative concern the sales of the entire Biomimetic Technology Ltd
- the British R&D engineering company - the hub of all absolute toxic-free chemical IP product technology developments of additives and standalone products.

9. *What are your expectations - Mats - for a salary/retainer post-close to help new ownership transition the formulas to products? I am sure they would appreciate your knowledge.*

(r) I believe the new ownership of the IP chemical composition understand the benefits of my initial assistance over the Internet. As I understood from Biomimetic's initial idea, I was expected to support the new ownership as a consultant (Trulstech Innovation KB) with the knowledge required, limited in time to max one year, paid by a monthly fee of £4,000 GBP.

10. *Are there any companies/countries you prefer not to have a look at the IP? It's recommendable to do business in developed economies with well-built regulations and standards.*

(s) You shall definitely not disclose the IP to anyone without a written agreement signed by the Directors of the Board of any company interested in the purchase.

Q & A

11. *Do you have any thoughts on potential competitors to your products, their gross margins etc. on the products they sell? Or is the pitch really to present this as environmentally friendly products, with both safety and efficacy and price is not a big deal.... It is a small premium, but worth it for buyers that value the pureness and natural aspects of the products.*

(t) **Primarily**, the most important to marketing and selling companies are the low manufacturing cost - the pitch.

(u) **Secondly**, it concerns the absolute toxic-free chemical "know-how" product technology developments of additives and standalone products.

- Toxic-free chemicals are to be offered, in order to increase existing market share.
