



**AION**  
BY AKER BIOMARINE



Full circularity for Aker BioMarine's principal waste streams by 2023



Rapidly build and establish AION as a solid and trustworthy **circular solution provider** for companies with same ambitions as Aker BioMarine



Ambition to spin out AION to Aker BioMarine shareholders and list on the stock exchange

# Full circularity for Aker BioMarine's principal waste streams by 2023

## PURPOSE

IMPROVING HUMAN AND PLANETARY HEALTH

PLASTIC WASTE

500 MT  
PR. YEAR

OTHER WASTE

PRODUCT WASTE STREAMS



## PROFIT

DRIVE EBITDA MARGIN

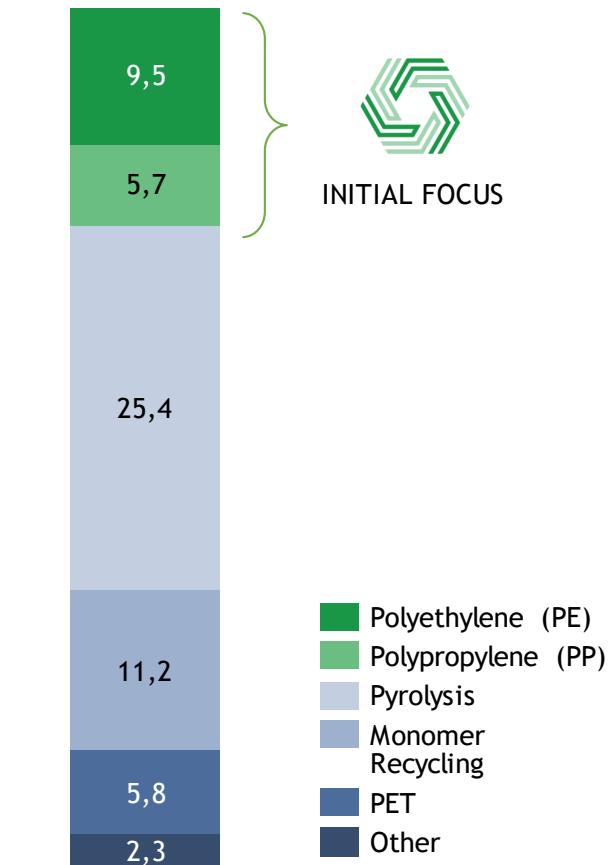
LOST PROFIT FROM CURRENT WASTE HANDLING\*

>3 000 000 USD  
PR. YEAR

\*Note: This is to illustrate the cost of traditional waste managing, not to be understood as financial guiding on EBITDA improvement

# Driven by new regulation, ESG-commitments and consumer demand, the circular economy for plastic is expected to become a significant industry

## ANNUAL MARKET OPPORTUNITY \$b, 2030<sup>5</sup>

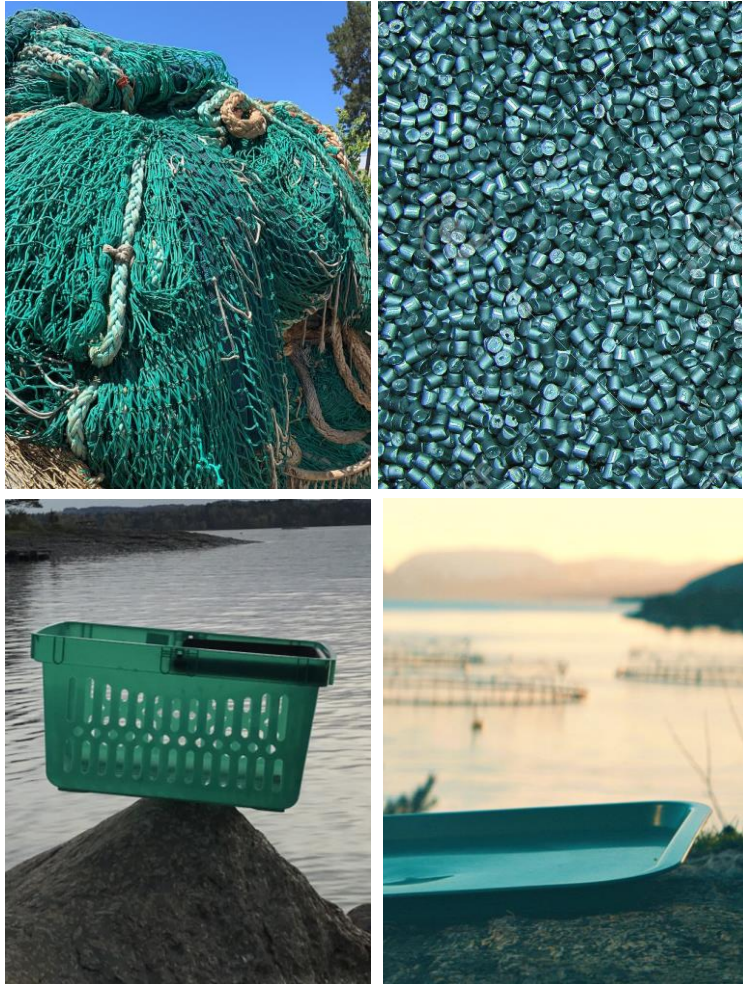
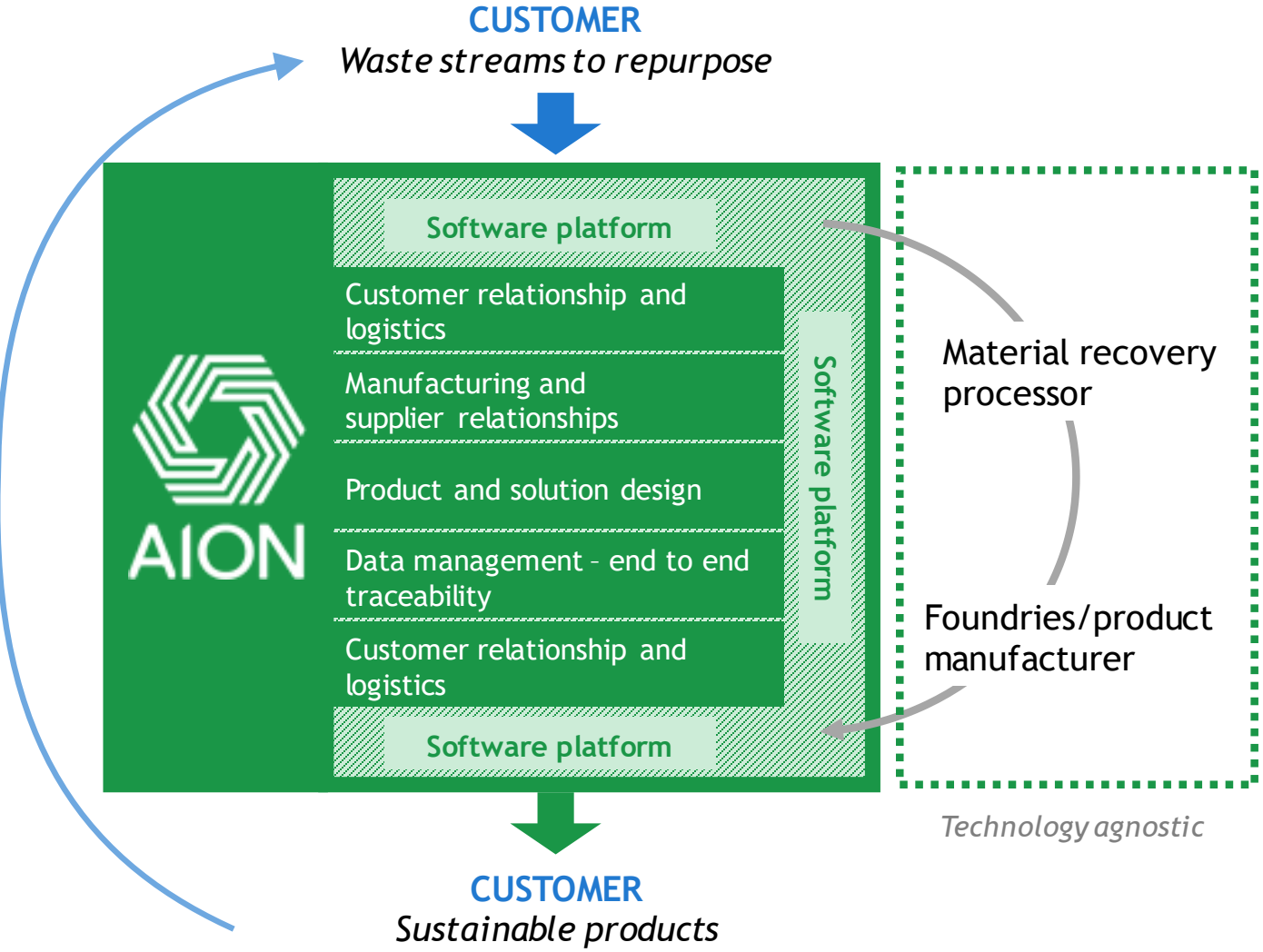


- 260 000 000 MT of plastic waste is generated across the globe every year, only 16 percent gets recycled<sup>1</sup>
- EUs new target for plastic packaging recycling is 55 percent by 2030<sup>2</sup>, 127 countries have adopted plastic legislations<sup>3</sup>
- EU Taxonomy objective on circularity will be defined with specific ESG criteria during 2021 and create a pull in the market for recycled products
- EU has put in place a Circular Plastics Alliance with a target to increase the EU market for recycled plastic to 10 000 000 MT by 2025
- McKinsey estimates the recycling-based profit pool to be 55 billion dollars by 2030<sup>5</sup>

1. McKinsey (2018), No time to waste: What plastics recycling could offer  
 2. European Commission, European strategy for plastics  
 3. World Economic Forum (2020), Plastic, the Circular Economy and Global Trade

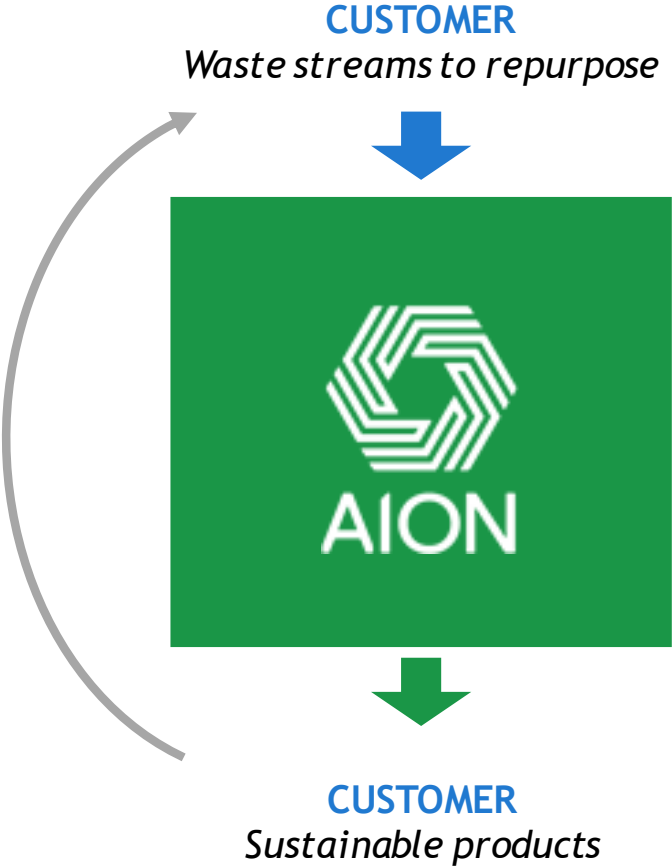
4. Bain (July, 2020), Supply Chain Traceability Survey  
 5. McKinsey (2018), How plastics waste recycling could transform the chemical industry

# Aker BioMarine has put in place an affordable, end-to-end solution with traceability, transparency and certifications



# Introducing CaaS - Circularity as a Service

## Providing essential capabilities for a circular future as a subscription service



- Capability offering:
- End-to-end plastic waste handling and support
  - Sound ESG reporting and KPIs
  - Traceability
  - Brand building opportunities

- Capability offering:
- Recycled products and materials
  - Sound ESG reporting and KPIs
  - Traceable and secure value chain
  - Brand building opportunities
  - CaaS - Plug & Play

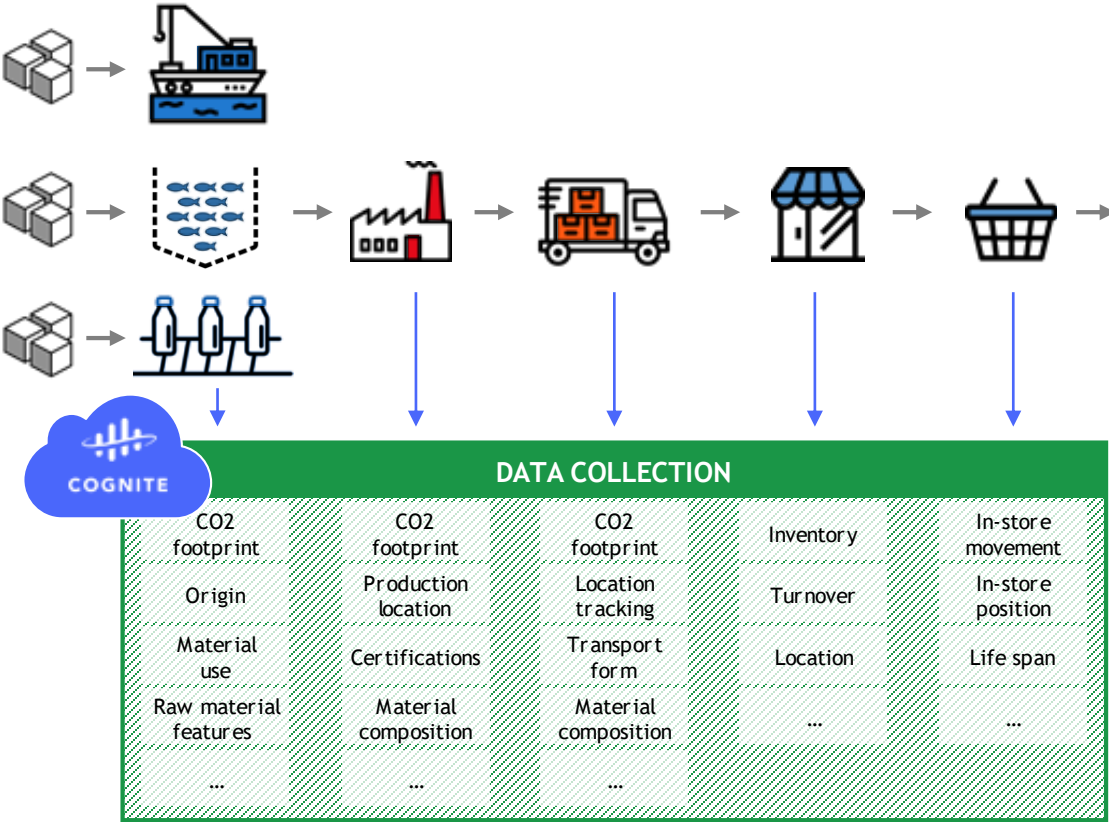
**PARTNERS**

**CERTIFICATION**

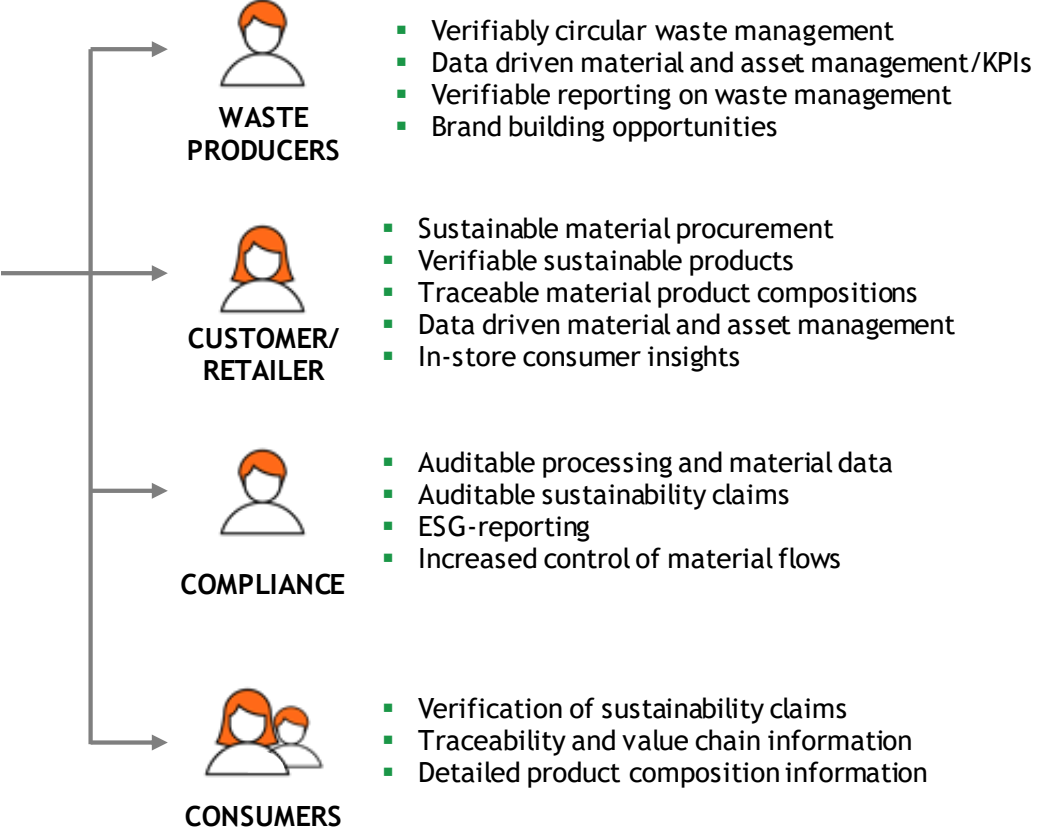
**CUSTOMERS**

# By building a strong technology solution AION is able to develop a host of attractive capabilities and offer them as a service

## DATA COLLECTION, CONTEXTUALIZATION AND STRUCTURE TO ENABLE CONSISTENT, ACCURATE, SECURE AND VALUABLE USE OF DATA



## DATA DRIVEN CAPABILITIES AS SERVICE VALUE PROPOSITIONS



# Our ambition is to build this business and take it further through our network and eventually to a global market

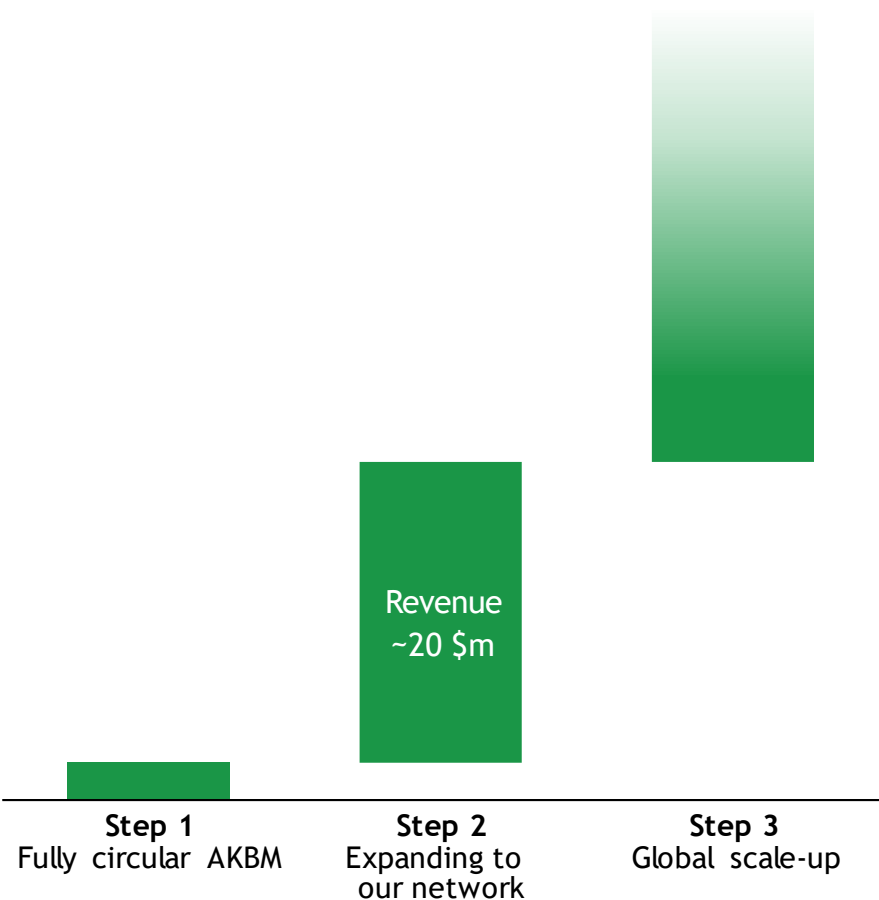
### SUCCESSFULLY COMPLETED PROOF OF CONCEPT STAGE

- Establish and test the value chain for different resources ✓
- Test the market and establish commercial partnerships ✓

### THREE STEP PLAN TO COMMIT TO BUILDING THESE ESSENTIAL MARKETS

- Fully circular Aker BioMarine
- Expanding the service to near network
- AION as a leading global circularity service provider - ambition to spin-off

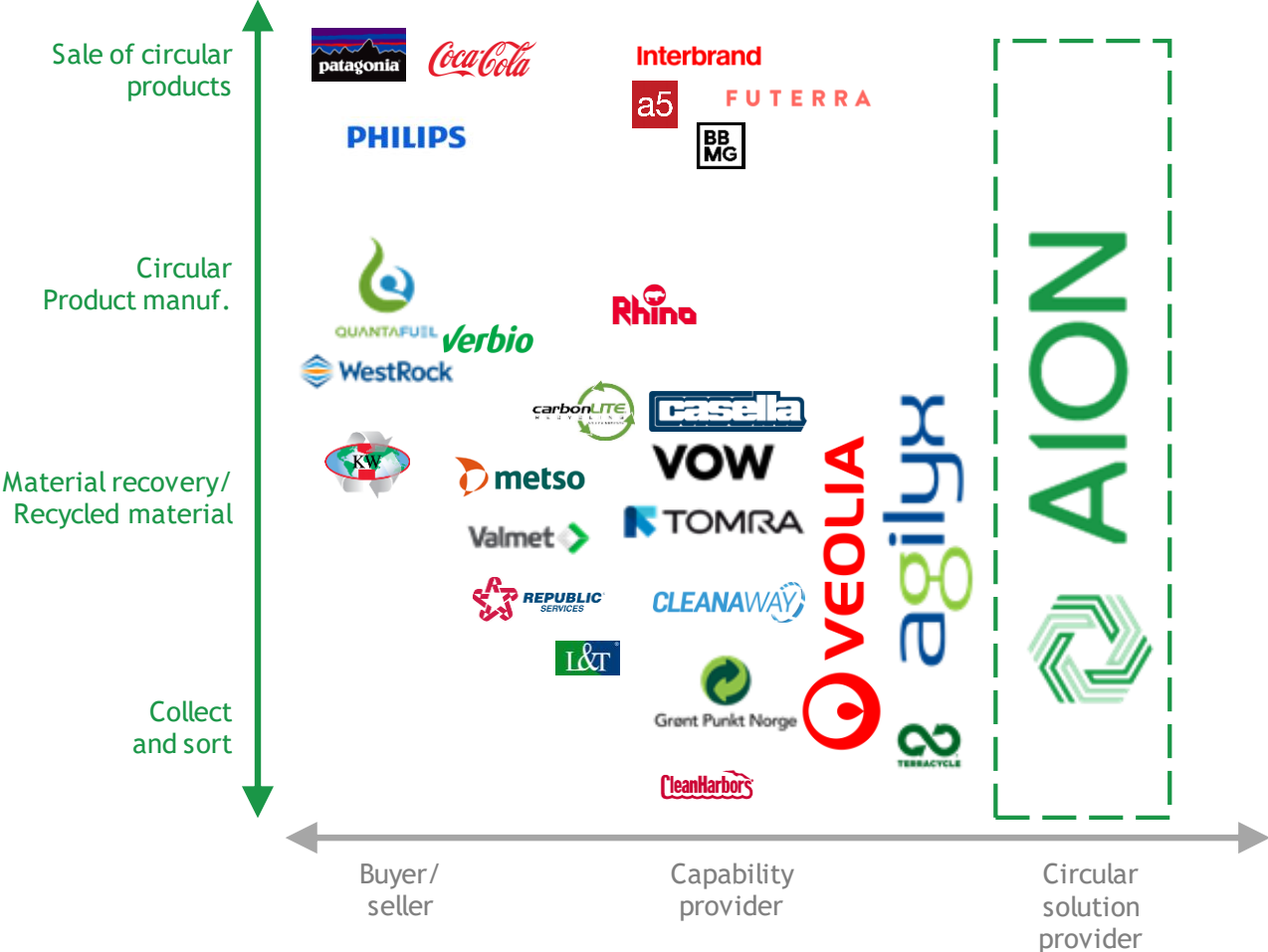
### REVENUE POTENTIAL\*



\* This is to illustrate the potential and not to be understood as financial guiding for the company



# AION has a unique position and a robust business model in the booming business of circularity



- Most multi-capability companies in the space have made heavy infrastructure investments
- The AION model is asset light and production technology agnostic
- Highly scalable CaaS-model with recurring revenues
- Aiming for a unique plug and play solution for customers

# AION established as a clear ESG company from the get-go



## WHAT IT IS

Only three Certified B Corps in Norway. ESG 'stamp' that the company meets the highest standard of social and environmental impact. Global network of 3 600 companies where Unilever, Danone, Patagonia and Natura are most visible. US and UK oriented.

## BENEFITS

- Internationally recognized ESG rating
- Financing friendly
- Customer appeal
- Marketing tool
- Network



## WHAT IT IS

A growing movement where members pledge to give 1% of revenue to environmental & nature causes. Primarily consumer brands as it resonates with end customers.

## BENEFITS

- Customer appeal
- Packaging
- Marketing tool
- Network



## WHAT IT IS

Over 600 businesses such as BP, RABO, IKEA, Walmart, Yara, Microsoft and Equinor part of this network to demonstrate business momentum on nature

## BENEFITS

- Network
- Marketing tool

