

How does KCL boost your product from idea to market?

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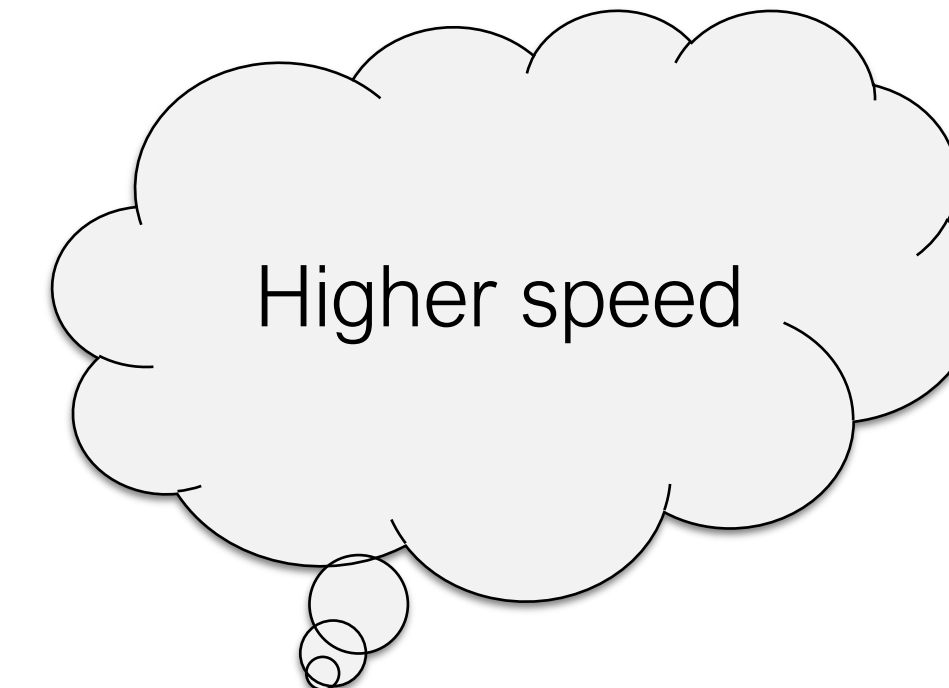
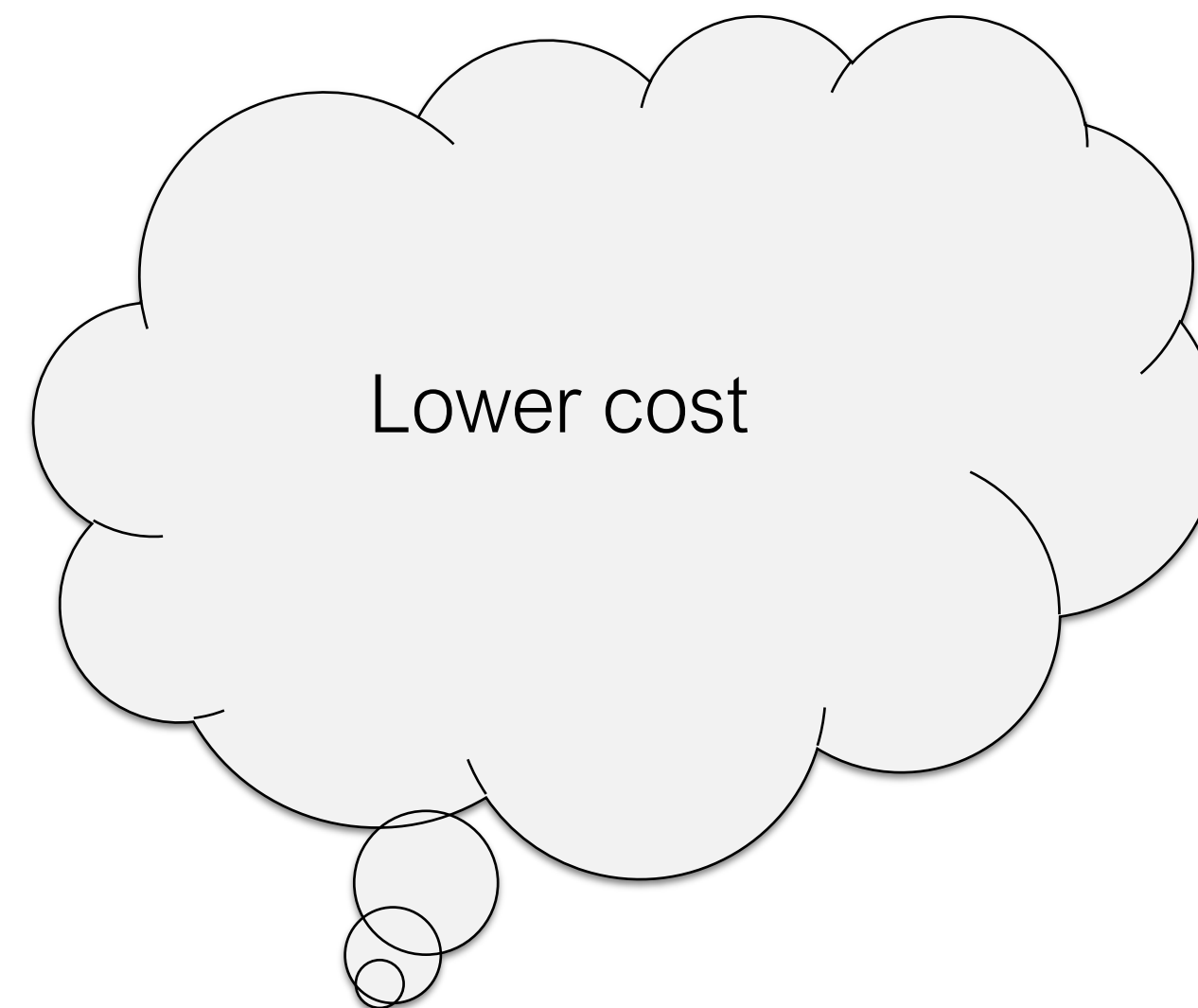
The leading edge
open access
piloting service provider

100+ years in green transition pioneering

AGENDA


KCL BIOHUB can accomplish large product development projects or even complete idea-to-market programs

..And we promise



Inquiries

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KCL framework for product development



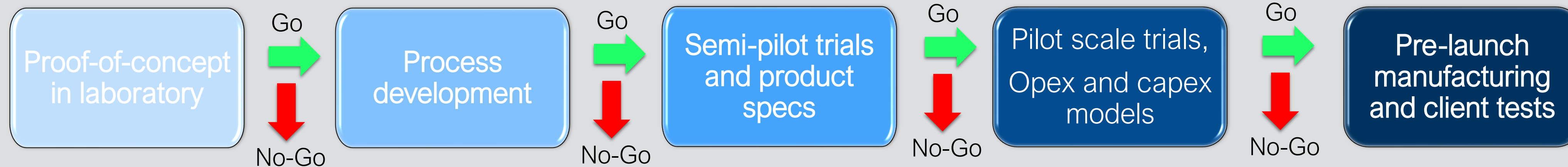
You can enter with...

- Product idea, competitive edge, regulatory pressure, client or environmental demand
- Old product – new application
- Old product – new technology
- Corporate spin-off

Our rules...

- Numerous stage gates to enter
- Many gates to leave
- Parallel development
- Modules can also be outsourced
- Discontinue and re-enter
- You obtain IPR and high confidentiality

KCL service frame



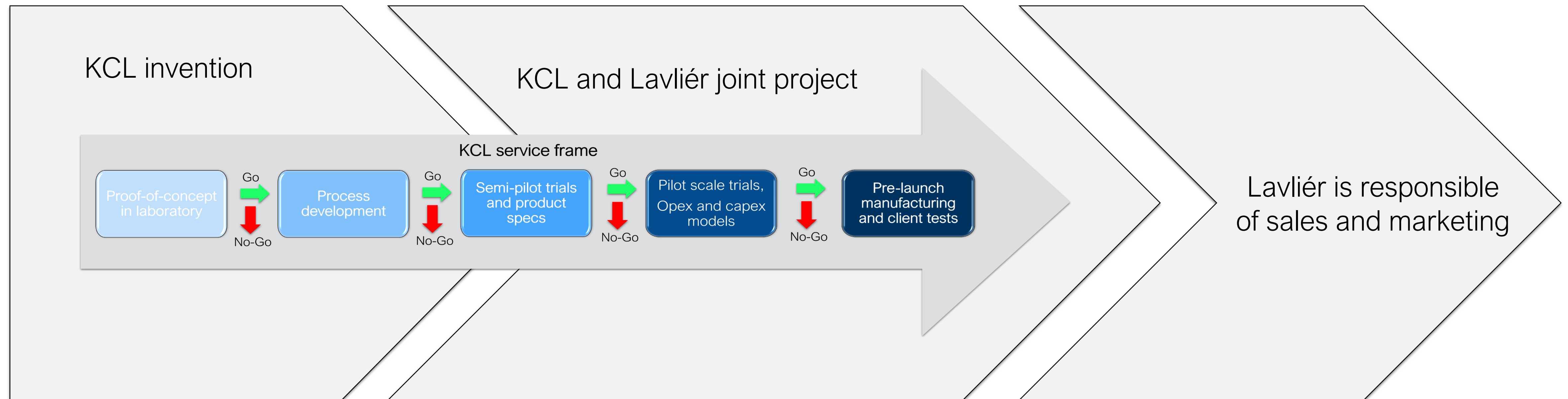
Your role...

- Prepare implementation plan in your own organization
- Understand client

From innovation to market – Novel technology satisfies clients' new sustainability desires

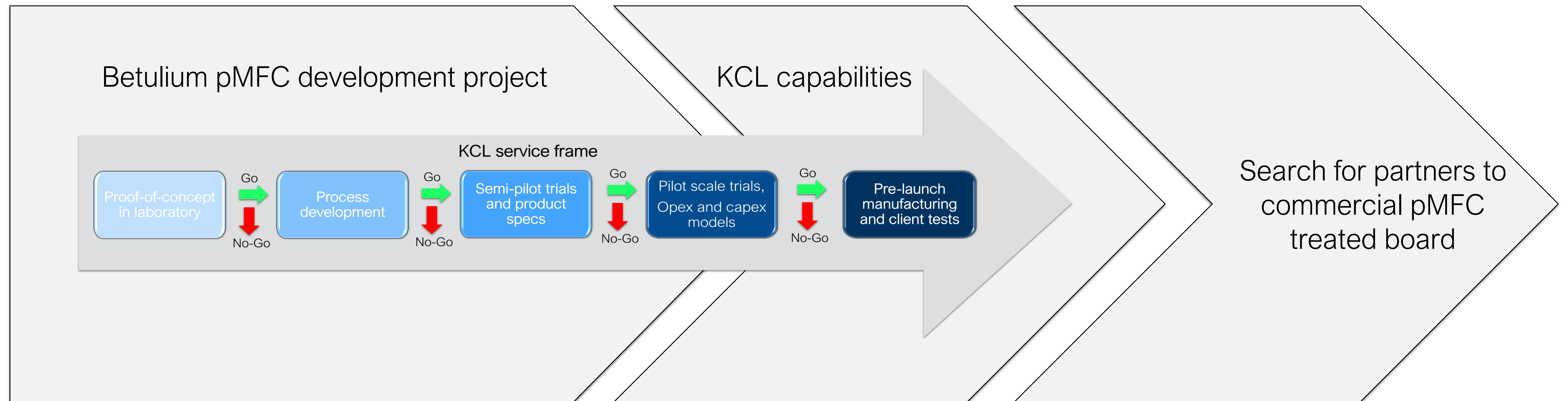


- KCL developed new technology to chemically modify kraft cellulose and create novel rheology modifiers
- Lavliér has identified client desire for natural and “chemless” cosmetics
- Together KCL and Lavliér put together a joint development effort to bring these novel raw materials to world cosmetics market
- Significant sales expected to start in 2027



Re-entry with old technology – New coating recipe significantly improves board strength and surface properties

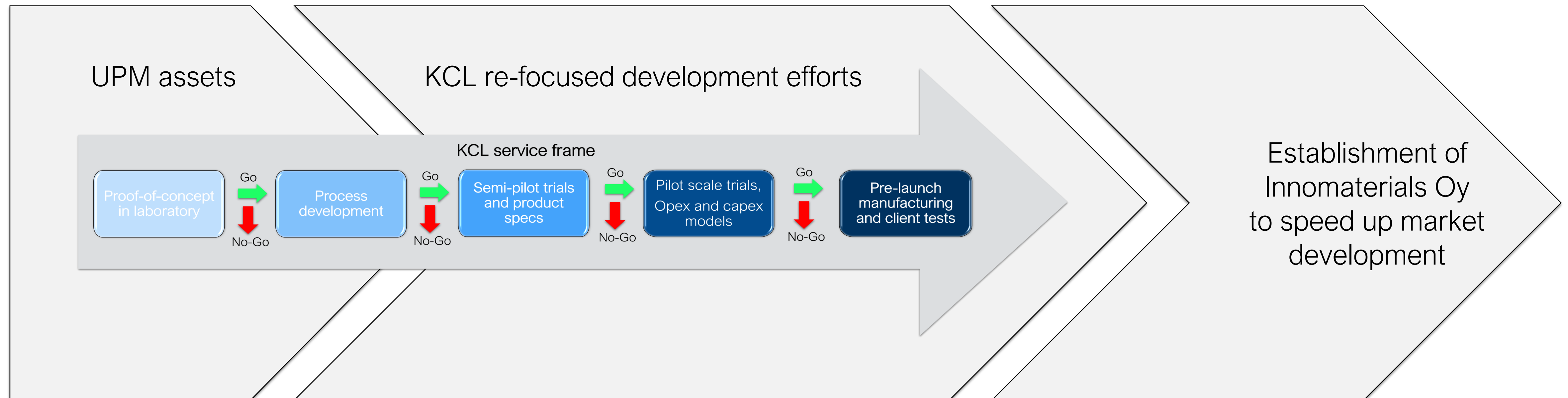
- Since 2014, Betulium, KCL's daughter, developed beet pulp based microfibrillar cellulose product (pMFC)
- pMFC is a well-documented product and its current manufacturing capacity is about 350 tn/year
- With KCL coating recipe, pMFC annual capacity reaches coating of 350 000 tn board
- To speed up test marketing and client acceptance, KCL is equipped to coat truck load (40 tn) of board per day



Corporate spin-off – Re-entry to new rapidly developing natural fiber composite markets



- In 2024, KCL acquired UPM biocomposite process line and started developing it to new application areas
- Objective was to provide technically improved and cheaper fiber fortified plastic composites for reusable food-contact sector and for industrial 3D printing market
- Both targets are met and sales are expected to grow from 1M€ in 2026 to 15M€ in 2032



Why outsource larger development projects to KCL?



Cheaper?
No investments to
device, lab, pilot,
education

Painless to exit?
No layoffs or divestments

Faster?
Surely

Flexible?
Easy to accelerate or put on hold or
exit through stage gate points

Tax benefits, grants, loans?
More likely

Risks?
Definitely lower

Better?
More experienced at least