Versarien®

PLC

Tomorrow's materials available *TODAY*

Market Engagement

David Kerr – Head of Commercial

Commercial Process

Initial Engagement → NDA → Collaboration Agreement → Commercial Agreement

Initial Engagement	NDA	Collaboration Agreement	Commercial Agreement
Outline discussions	Company due diligence	Commercial modeling	Straight material supply
Internal evaluation	Legal	More legal	Value chain opportunities(Polygrene)
	Demand and expectations	Funding – Research/Engineering cost	Licensing deals
		Resource – Internal or external	Royalty deals
			JV Companies

Current Engagement Status

- 67 live engagements.(excluding China/Korea).
- 20 engagements under formal collaboration agreements.
- 47 under NDA agreements.
- 27 engagements are global operators within their sectors.
- Not all NDA's result in collaboration agreements, many go directly to testing of materials.
- Most companies prefer to remain anonymous to protect potential competitive advantage or IP generation.
- All engagements at various stages of development.
- Some engagements involve multiple partners.
- Legal agreements can be complex, even NDA's.
- The bigger the company, the slower the process.
- No engagement to date has failed due to product performance.

Main Market Sectors & Applications

Household FMCG – *Films, Barriers, Bottles, Flexible Packaging, Smart Packaging, Cans*

Sports/Lifestyle Equipment- *Football, Cycling, Wetsuits, Protective Eyewear, Luggage, Audio*

Footwear – *Outdoor/Trail Shoes, Football Boots, Training Shoes*

Specialist Engineering & Construction – *Polymer Structures, Composite Parts. Smart Buildings, Concrete, Protective coatings*

Electronics- *Printed Circuits, Protective Films, Office Equipment*

Textiles- *Sportswear, Industrial, Shoes, Lingerie, Fashion, Smart textiles*

Oil and Gas – *Component parts, protective coatings, drilling equipment, Sub-Sea Insulation*

Energy- *Supercaps, Batteries, Charging, Turbines*

Medical – *Digital Dressings, Sensors, Surgical equipment*

Automotive- *Engine parts, Tyres, Interior plastics, fabrics & leathers, batteries, coatings*

Defence - *Confidential*

Mobile Communications- Electronics, Accessories

Chemical- *Polymer Blends*

Lighting- *Component parts*

Aerospace- *Interior plastics, Engine Parts & Sensors*

Securities – Bank Notes, Passports

Latest Updates

Updates since Interim report issued on 6/1/18.

Global Chemical Major – Testing agreed for film application with Inks. Testing to be done at WMG.

AECOM – Further SOW confirmed.