

OPTICEPT ACCELERATE SALES EFFORTS IN FORESTRY CUTTINGS AND CUT FLOWERS WHILE SYNGENTA FOCUSES ON ORNAMENTAL CUTTINGS

To further focus and strengthen the global commercialization of OptiBoost, OptiCept has renegotiated its partnership with Syngenta Flowers and takes full control of the global sales and marketing efforts for the OptiBoost application starting 1st of August 2023. Syngenta Flowers will become a reference customer by looking to introduce OptiBoost for ornamental cuttings within their own operations. Agreements will be drawn up and signed by the end of 2023 at the latest.

"We are in a global commercialization phase both for forestry cuttings and for cut flowers. This requires absolute focus and 100% dedication to closing commercial deals. This must be the first priority. With this change, this is achieved. Sales commission from OptiBoost to OptiCept, will not only enhance our bottom line but also allow us to strengthen the overall offering and organization around OptiBoost. Additionally, we open the important market for ornamental cuttings through the commercial agreement with Syngenta Flowers. This a win-win for OptiBoost and Syngenta Flowers." says Thomas Lundqvist CEO, OptiCept Technologies AB"

OptiCept will drive global sales and marketing from August 1st, 2023. The target is to have the triparty agreement between OptiCept, Syngenta and Prebona amended by year end. Syngenta Flowers' commissions will consequently be moved to OptiCept in two steps. With two thirds by August 1st and then fully from year-end. Prebona will continue to supply the patented OptiBona solution.

Following this transition Syngenta will sign a commercial contract as a preferred customer while the triparty collaboration agreement is amended in parallel. OptiCept will take over the current agent agreement with BCC and finish ongoing discussions with additional sales resources in forestry cuttings.

"This is an important next step for the commercialization of OptiBoost. OptiCept will help us push through commercially while we widen our business scope with ornamental cuttings through Syngenta Flowers which is the largest suppliers of ornamentals in the world. I am also pleased to see that we have secured continued cooperation with key Syngenta resources who will be available going forward with their expertise and to support our ongoing business." Says Christian Östberg, CEO Prebona AB."

OptiCept Technologies AB, Syngenta Seeds BV and Prebona AB entered into an agreement in 2021 for a global launch of the OptiBoost™ application for cut flowers.

Prebona, the third party in the partnership, is a Swedish materials technology company that has been involved in the development of the nutrient solution used within the framework of the OptiBoost method.

Contacts

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About Us

OptiCept Technologies AB (publ) provides the food and plant industry with technological solutions that contribute to a more sustainable world and enable climate-smart economic growth. OptiCept optimizes biological processes - Increased extraction from raw material, extended shelf life, reduced waste, and improved quality (taste, aroma, color, nutritional content) of the final product.

The positive effects of technology increase efficiency for our customers, better products for the consumers, and minimal impact on our environment. Through patented technology in PEF (pulsed electric field) and VI (Vacuum Infusion), the technology opens up new business opportunities for the food and plant industry worldwide. OptiCept's vision is to contribute to a sustainable world by offering efficient green cutting-edge technology that is easy to use in the areas of FoodTech and PlantTech.

The company is located in Lund and the share is traded on the Nasdaq First North Growth Market. Erik Penser Bank is a Certified Adviser and is available at 08-463 80 00 or certifiedadviser@penser.se.

For further information visit:

[OptiCept Technologies Official Website](https://www.opticept.se)

This information is information that OptiCept Technologies is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at 2023-06-16 08:04 CEST.

Attachments

OptiCept accelerate sales efforts in forestry cuttings and cut flowers while Syngenta focuses on ornamental cuttings