

INTERVIEW WITH FPS

FPS Food Process Solutions (“FPS”) has entered into a global exclusive licensing agreement with OptiCept Technologies for pulsed electric field (PEF) systems in selected food segments, including vegetable oils, fruit and vegetable juices, wine, potatoes and other solid foods. In this first Q&A, we speak with Jeffrey Chang, CEO of FPS, about the strategic rationale behind the partnership, what it means for food producers, and how FPS plans to scale commercialization globally.

Q1: What made FPS decide to enter a global exclusive licensing agreement with OptiCept?

We believe PEF is one of the most promising technologies in food manufacturing because it can improve efficiency, increase yield, and enhance product quality. Beyond those immediate benefits, we also see a lot of untapped value in the platform, with potential applications that may extend beyond food processing over time.

OptiCept’s CEPT/PEF platform stood out to us because it is technically strong and already proven in industrial environments, including solid foods and drying-related applications. For FPS, this is a natural fit: we already have a strong position in French fry processing, where PEF is highly relevant, and we are expanding our role as a turnkey solutions provider beyond freezing.

Another important factor was our global sales and service infrastructure. We already have established teams and support networks around the world, which means we can bring this technology to market faster and give customers confidence that local parts, installation, and service support will be available.

The exclusivity of the agreement also matters. It gives FPS a clear mandate to invest in the platform and scale it across our global customer base with full commitment.

Q1.1: Did you evaluate any other PEF manufacturers, and why did you choose OptiCept?

We have spoken with a number of PEF suppliers in the industry, and our customers use other brands of PEF. What set OptiCept apart for us was the combination of technical strength, better performance and an established presence in the olive oil sector, and a strong willingness to collaborate closely.

That collaborative mindset is important in a partnership like this. We also saw real differentiation in OptiCept’s ability to help reduce energy use in processing, which is increasingly important for customers looking to improve efficiency and lower resource consumption.

Q2: How does this agreement strengthen FPS’s offering to food producers globally?

This agreement adds a powerful new technology layer to FPS's existing processing and freezing solutions. By integrating PEF into our lines, we can help customers improve yield, reduce processing time, enhance product texture and quality, and lower energy consumption.

For food producers, that can mean more saleable product from the same raw material, better extraction in applications like oils and juices, and improved processing outcomes in products such as potatoes. It also supports sustainability goals by reducing waste and energy use, which are becoming increasingly important to both customers and retailers.

Q3: Can you briefly describe the division of roles between FPS and OptiCept in this partnership?

From 1 April 2026, FPS receives the global exclusive license to manufacture OptiCept's PEF systems. FPS will also receive the global exclusive license to commercialize these systems across all relevant industries for pumpable and conveyed products.

In practical terms, FPS will be responsible for manufacturing, sales, distribution, installation, and service worldwide. Existing OptiCept sales and agent relationships will transition into FPS's global sales network.

OptiCept will retain all intellectual property rights and continue to focus on technology development, innovation, and further advancement of the PEF platform. This structure allows both companies to play to their strengths: OptiCept on technology, and FPS on industrial scale and global commercialization.

Q4: Which key application areas are included in the agreement today, and why are these segments attractive?

The agreement covers several important application areas, including vegetable oils, fruit and vegetable juices, wine, potatoes, and other solid foods. We will go into each of these segments in more detail in the near future, because each has its own market dynamics and opportunities.

Q5: What benefits can customers expect when they adopt FPS lines equipped with OptiCept's PEF technology?

Customers can expect benefits in four main areas: product quality, yield, efficiency, and sustainability.

On quality, PEF can help improve texture, colour, flavour, and consistency in the final product. On yield, it can improve extraction in oils and juices and reduce breakage and product loss in solid-food applications such as potatoes.

From an efficiency standpoint, PEF can shorten drying or freezing times and support higher throughput on existing lines. And from a sustainability perspective, less waste and lower energy use help customers meet both commercial and regulatory expectations.

We have already seen strong results from early installations in Europe and North America, including meaningful gains in yield, efficiency and energy performance.

Q6: How will FPS practically scale commercialization — sales approach, service network, and manufacturing ramp-up?

FPS is well positioned to scale this technology globally because we already have sales and service teams across North America, Latin America, Brazil, Europe, the Middle East and Africa, India, China, Japan, and Southeast Asia. In many of these regions, we also have service and parts centers, which means we can support customers quickly and reliably, even in markets with short processing seasons.

We see three main sales paths for PEF. First, standalone individual units. Second, PEF process solutions that include upstream and downstream conveyance and processing, where our Process Applications Team can design the right solution for each customer. Third, complete turnkey projects where PEF is integrated into a full end-to-end processing line.

We already manufacture PEF systems for solid foods, so we are building from an existing base rather than starting from zero. As demand grows, we will expand manufacturing capacity using modular design principles and standardized platforms. Just as importantly, we will support customers across the full lifecycle, from feasibility and trials to installation, training, and long-term service.

Q7: What is the expected timeline for broader rollout across regions and product categories?

In the short term, we are focusing on French fry and potato applications, as well as pineapple and olive oil. The Iberian olive oil market is especially important, given OptiCept's key installations there in 2025.

Over the medium term, we expect to expand into a broader customer base in oils, juices, and protein-related applications, particularly in fruit and vegetable processing regions where FPS already has a strong presence, including South America, Africa, and Southeast Asia.

Longer term, our goal is continuous expansion as reference installations build confidence and PEF becomes a standard part of the FPS offering. Both companies are very focused on delivering near-term impact while laying the groundwork for broader adoption.

Q8: Which application areas do you see as the biggest growth opportunities for PEF within FPS's customer base?

We see strong growth potential in potatoes and French fries, oils and extracts, juices, and protein applications. Each of these segments has a clear market driver behind it, whether that is consumer demand for better quality, pressure to reduce costs, or the need to improve sustainability and resource efficiency.

These are also areas where PEF can create measurable value for customers relatively quickly. Over time, we expect to share more detailed insights on each vertical in a series of application-specific Q&As.

Q9: What are your expected sales volumes over the next 18–24 months for PEF equipment?

We are optimistic about the next 18 to 24 months and expect meaningful commercial traction across several priority segments. The strongest near-term opportunities are in potatoes, French fries, drying, Juice and olive oil, while some of the broader applications will naturally take longer to develop but we estimate to have at least 2 new application segments within the period

Rather than focusing on a single number, we think the most important point is that the total addressable market is substantial, and FPS now has the platform to serve it at scale. As more installations are completed and customer references grow, we expect adoption to accelerate. It is too early to get into estimates. Today we have a production capacity of 500 units per year, and we are planning to double this capacity.

We have a long-term goal to make PEF units as standard within food processing not only for the current applications but for many new applications as well.

Closing statement

By combining OptiCept's leading PEF technology with FPS's global industrial platform, we can bring step-change improvements in quality, efficiency, and sustainability to food producers around the world. PEF will become a standard solution within food processing and together with OptiCept we will become the market leaders in PEF solutions.

We look forward to sharing more about each application area in upcoming Q&As.

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, provide 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 (ticker: OPTI). The Company's Certified Adviser is Tapper Partners AB.

For further information visit:

[OptiCept Technologies Official Website](#)

Attachments

[Interview with FPS](#)