



*IP Focused Research,  
Commercialization &  
Investment Banking*

*Low Sodium Salt*

# Outline



- *Company Highlights*
- *Business Objective*
- *Market Highlights*
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# Company Highlights



- A public listed Australian Company
- **Technology/Product :**
  - Low Sodium Salt
- **Other Areas of Specialization:**
  - Glycemic Index Reduction
  - Low Calorie Sugar
  - Low Fat Reducer
  - Botanicals Research
- **Key Business Segment:**
  - Food Processing & Condiments
- **Approval Status:**
  - All ingredient are labeled *as Generally Regarded As Safe*
  - The technology is protected by global patents.



# *Business Objective*



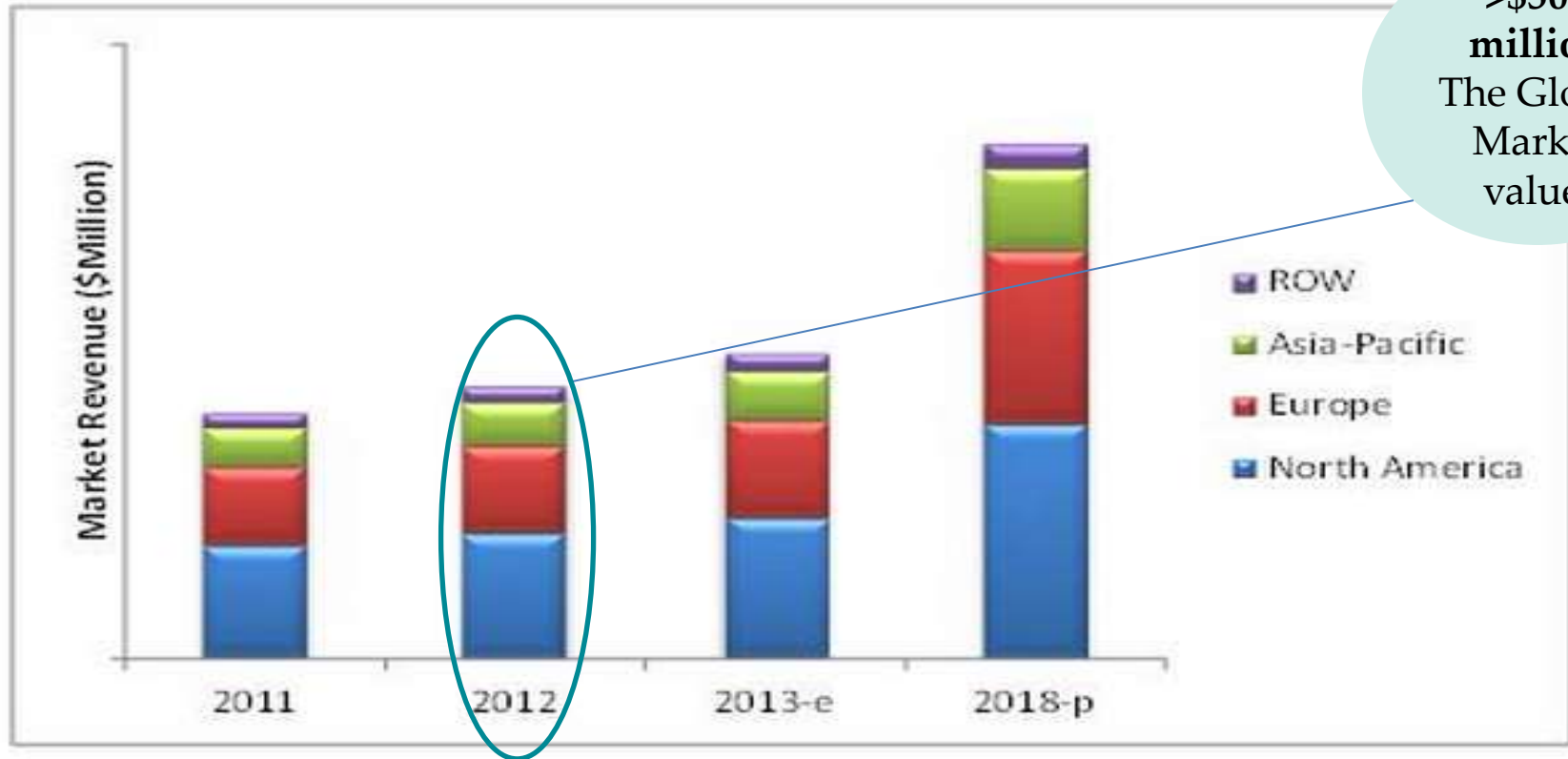
## **Strategic Partnering**

Partnering/commercial rights for a Low Sodium Salt



# Market Overview

## Sodium Reduction



>\$500 million  
The Global Market value.

The market for sodium reduction will see consistent growth in coming years and is expected to witness an annual compounded **growth rate of 11% till 2018.**

# *Common Salt*

## *The Problem*

### **The Problem**

- Salt is the “next sugar”.
- Linked to blood pressure and heart disease.
- Low cost ingredient ... “Abundant”.
- Makes food taste better.
- Spikes thirst.



# *Common Salt*

## *The Challenges*

- Both monovalent atoms.
- Relatively easy to “switch”.
- Bitter or “**metallic after taste**”.
- Naturally “block” the sodium channels on the tongue.



The background is a solid green color with a subtle, light-colored grid pattern. There are several lens flare effects in the top left corner, consisting of small white dots and larger, semi-transparent green circles. The overall aesthetic is clean and modern, typical of a technology presentation.

# *About the Technology*



# Technology Overview

## Neosolite™ Salt



A food-grade, granular, white sodium salt with a 25% reduction of sodium and is made entirely using GRAS ingredients. It is an odorless substance with a salty taste.

### Neosolite™ Features

#### Physical Properties

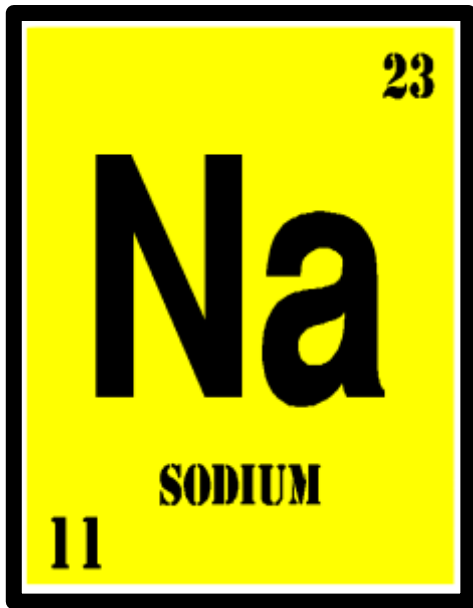
- Appearance : White Powder
- Texture: Rock Granule
- Particle Size  $\leq 100$  mesh
- Colour: White
- Sodium Chloride: 71.25  
g/100g  $\leq X \leq 78.75$  g/100g
- Potassium Chloride: 14.25  
g/100g  $\leq X \leq 15.75$  g/100g

#### Advantages:

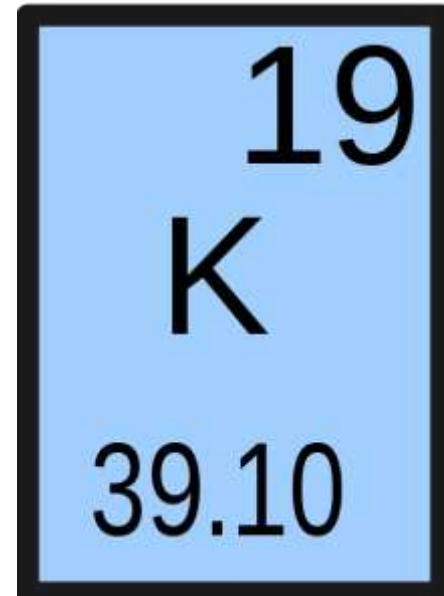
- Natural ingredients
- Generally Regarded As Safe.
- No regulatory hoops to cross.
- Easy to source raw material.

**Recommended Use:** As a one-to-one replacement for table salt

# Technology Concept



Reduce sodium by 25%



Increase potassium by 20%

Replacing Sodium With Potassium  
Without The “Bitter After Taste”

# Ingredients

- Use a glycerol monostearate and maltodextrin combination to mask “metallic after taste”
- Patent Filed (2011)

## Ingredients

- Sodium Chloride
- Potassium Chloride
- Glycerol Monostearate
- Maltodextrin
- Magnesium Stearate
- L-Lysine

## Heavy Metal Parameters

- Arsenic:  $\leq 0.5\text{ppm}$
- Lead:  $\leq 2\text{ppm}$
- Cadmium:  $\leq 0.5\text{ppm}$
- Mercury:  $\leq 0.1\text{ppm}$

# Pricing

Neosolite™	
Price <i>(in USD/Kilograms)</i>	Order Quantity <i>(in metric tons)</i>
2.78	≤ 50
2.50	51 to 100
2.23	101 to 150
2.09	>150
Min. Order Quantity	1 metric tons

Minimal cost increase over common salt

# *Benefits*

*Improving Wellness . . . .Through “Intelligent” Ingredients*

- Natural ingredients
- Generally Regarded As Safe (GRAS).
- No regulatory hoops to cross.
- Easy to source raw material.



No Bitter or “metallic after taste” found in  
other Low Sodium Salts

# Applications

- Sauces
- Seasoning
- Bakery & Confectionery
- Snacks & Processed Foods



## Low Sodium Movement

According to a study released in 2012, breads, pizzas and pastas account for over 10% of the daily sodium intake by the American population. With current sodium intake exceeding the recommended levels by 1000 mg (slice of white bread: 80-230 mg) consumers are being pushed to reduce the intake in significant quantities.

-Centers for Disease Control (2012)

# Partnering

## Advantages



- NO bitter or metallic after taste which is found in products from leading companies.
- Proven and most effective results with all natural ingredients.
- Breakthrough technology addressing the effects of skyrocketing cardiovascular disease and general well-being
- Opportunity to partner for multiple products with other multiple intelligent ingredients:
  - Low GI Reducer .
  - Low Fat Reducer.
  - Low Calorie Sugar.



# Partnering Process



Partner Criteria	Exchange	Plan	Evaluate	Partnership
	Activities			
Share Similar Vertical Markets	NDA & Exchange of Information	Partnering Approach	Product/Technology Validation	Agreement
Have Proven Sales Base	Outcomes			
	Executing of a Non-Disclosure Agreement by each party to ensure confidentiality of material(s) exchanged by both parties.	Identify & discuss partnering opportunities & fitment for mutual benefit.	Indication of interest to test ingredients and arrangement of samples to be tested	Partnering Agreement



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# *About Our Organization*



# About Us

SkyQuest Technology Group is a Global IP focused Research, Accelerator & Investment Bank, profoundly engaged in innovation ecosystem with myriad stakeholders in various capacities helping them leverage external sources of R&D and create value from intellectual property. It operates by way of:

## **Skyquest Technology Ventures, USA**

*Investments, Technology Transfer & Market Entry (NA, EU)*

## **SkyQuest Technology Consulting Pvt. Ltd., INDIA**

*Research, Investments, Technology Transfer & Market Entry (India, Israel, MENA)*

## **SkyQuest IRN Associates Inc., CHINA**

*Research, Investment, Technology Transfer & Market Entry (China, Far East & ASEAN)*

## **Investigators Forum Network, INDIA**

*Low-cost Clinical Development & Usability Studies for New Tech*

## **Global Healthcare Innovations, INDIA, CHINA, EU, NA**

*MedTech Regulatory Affairs & Distribution management (India, China, ASEAN, EU, NA)*

## **Ingenuity Ventures, EMERGING MARKETS**

*Early Stage Investments in Health & Food, Energy, Digital Media, Water & Agriculture*



# *Our International Offices*

## **UNITED STATES OF AMERICA**

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σ' ευχαριστώ

*merci beaucoup*

obrigado

dank u wel

תודה

धन्यवाद

danke schön

спасибо

*Thank You*

謝謝你

ありがとう

grazie

teşekkür ederim

شكرا

děkuji

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