



*IP Focused Research,
Commercialization &
Investment Banking*

Outline



- *Company Highlights*
- *Business Objective*
- *Market Highlights*
- *Technology Overview*
- *Technology Advantages*
- *Partnering*
- *About Us*

Company Highlights



- Headquartered in Malaysia
- Merger of Malaysian Biotech company with listed Australian biotech
- **Technology/Product :**
 - A low Glycemic Index (GI) bread
- **Other Areas of Specialization:**
 - Botanicals research
 - Satiety
 - Low Fat Reducer
 - Low Sodium Salt
 - Low Sugar Sugar
- **Key Business Segment:**
 - Food & Food Processing
- **Approval Status:**
 - All ingredient are labeled *as Generally Regarded As Safe*
 - The technology is protected by global patents



Business Objective



Strategic Partnering

Regional partnering/commercial rights for ingredients required to bake a low GI baked goods.

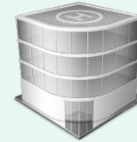


Current Scenario

Market Snapshot – Breads & Baked Food Products



Global Industry Revenue: \$395bn



Businesses: 291,222



Growth Rate: 2.6% (2013)
1.1%(2008-2012)



Employment ('000): 6,274



Focus Market: USA

- Annual Revenue
 - Bakery Products: \$67 billion (2012)
 - Bread: \$21.4 billion (2010)
 - Growth Rate: 7.6% (2005-2010)
- 2,800+ commercial bakeries
 - 50 largest companies → 75% of revenue
- 6,000+ retail bakeries
 - 50 largest companies → 15% of revenue

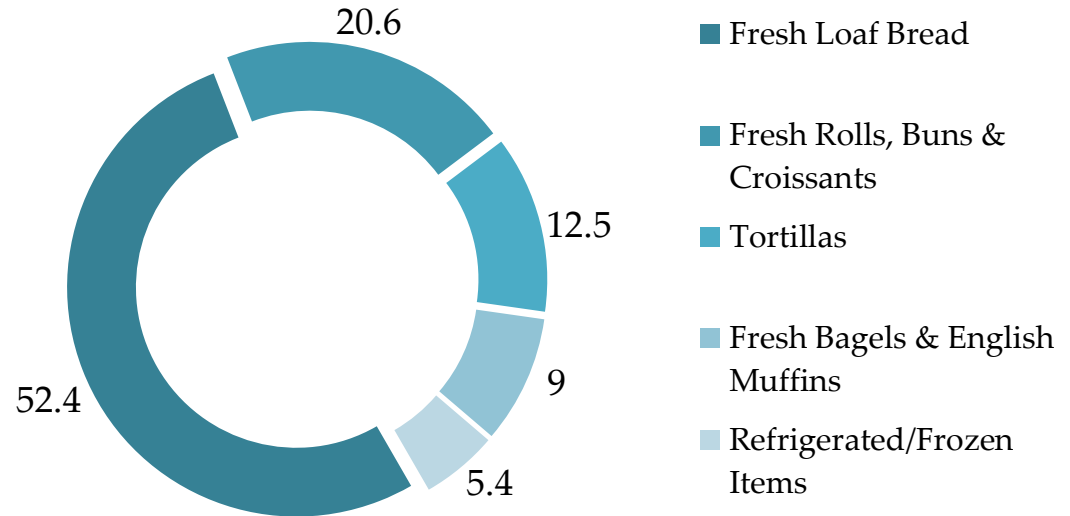
\$720 million
Low GI Food
& Beverage
market
(2013, est.)

Current Scenario

Market Snapshot – Breads



USA - Market Share (2011)



Sales of Bread by type in the USA (2009-2011)

	2009	2010	2011	Sales Growth
	Million (\$)	Million (\$)	Million (\$)	(%)
Fresh Loaf Bread	6,779	6,681	6,723	-0.8
Fresh Rolls, Buns & Croissants	2,442	2,580	2,643	8.2
Tortillas	1,613	1,680	1,608	-0.3
Fresh Bagels, Bialys and English Muffins	1,118	1,120	1,157	3.5
Refrigerated/Frozen Bread, Bagels, Bialys & English Muffins	694	676	686	-1.1
Total	12,646	12,665	12,818	1.4

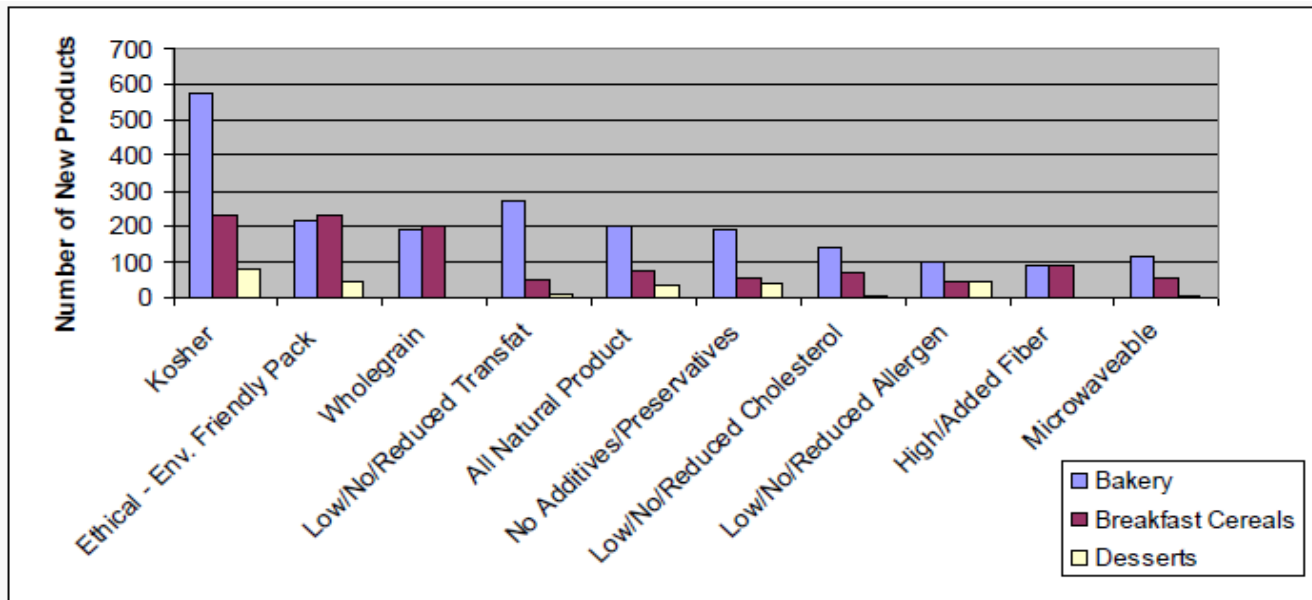
Source: IRI Group 2011

Current Scenario



Industry Trends (USA)

Owing to the need for healthier alternatives, companies have introduced products ranging from lowered use of high-fructose corn syrup and low sodium to higher amounts of fibre and low GI breads among others.



Accounting for 430 new product launches (May 2008 to April 2012), “wholegrain,” “low/no/reduced trans fat” and “low/no/reduced cholesterol” were the most popular breads launched in the U.S.

Source: Mintel Group, 2012

Current Scenario

Industry Trends (USA)



With growing healthcare concerns and adoption of new products:

- *Health and Wellness (HW)* bakery products market accounted for 28.7% of the total bakery products market
- Raking in revenues of nearly US\$ 19.3 billion (*not including frozen bakery and desserts*).

Market Size of HW Bakery Products in the USA (in \$million)			
Categories	2008	2009	2010
Total HW Bakery Products	18,126.2	18,617.8	19,283.7
Breakfast Cereals	9,941.1	10,067.4	10,229.3
Bread	4,638.9	4,876.1	5,303.0
Biscuits	2,326.3	2,378.9	2,433.2
Cakes	244.6	238.4	231.7

14.3%
increase
in retail
value.

Source: Euromonitor, 2011

Many companies are introducing products with:

- Lower amounts of high-fructose corn syrup
- Low sodium
- Higher amounts of fibre,
- More whole wheat.

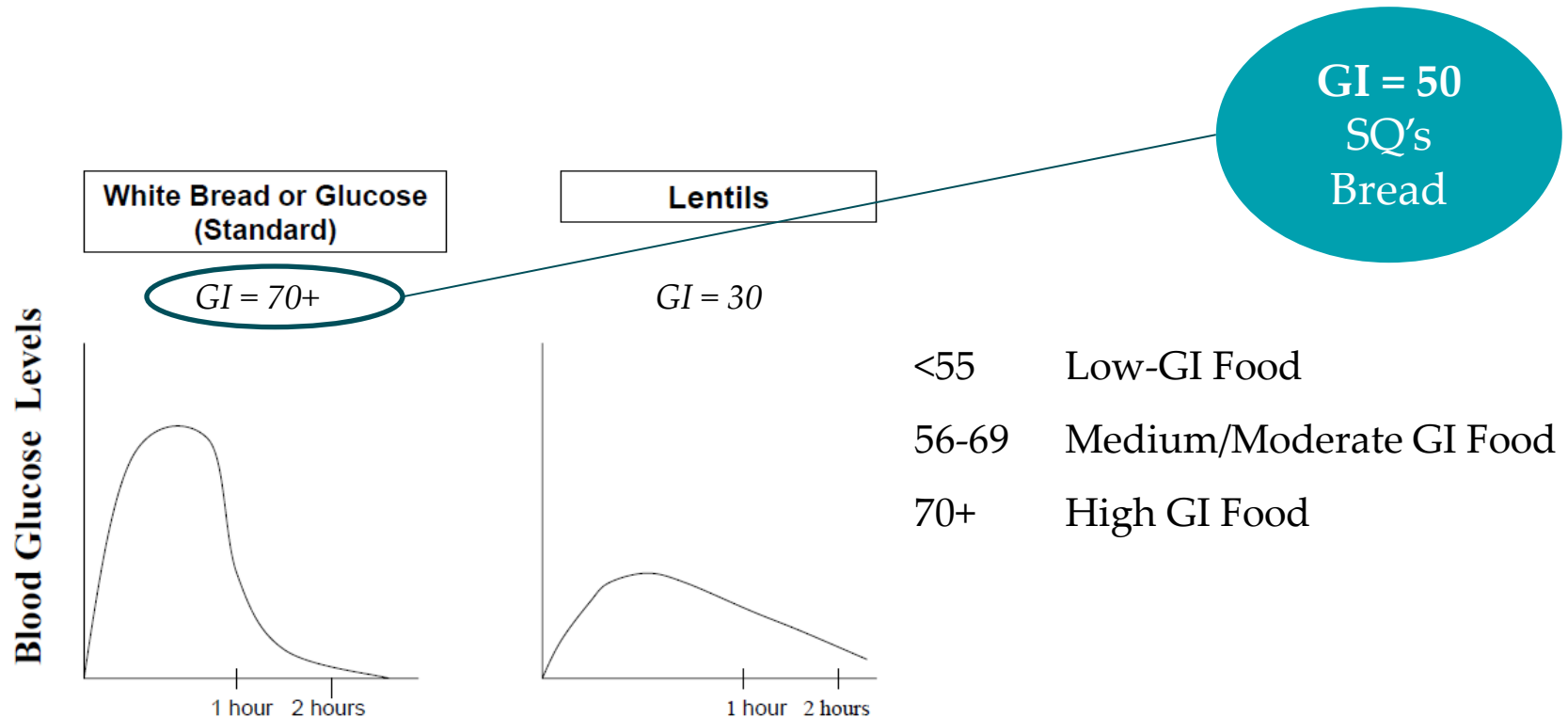
Whole wheat
bread outsold
white bread in
2010.

Current Scenario



What is Glycemic Index (GI)?

A scale that ranks carbohydrate-rich foods by how much they raise blood glucose levels.



Current Scenario

What is Glycemic Index (GI)?



Lower GI Foods		Higher GI Foods	
Raise blood glucose slower & lower		Raise blood glucose faster & higher	
All Bran	42	Branflakes	74
Oatmeal	42-66	Cornflakes	84
Pasta	32-64	Baked Potato	74
Pumpernickel Bread	46	White Bread	71-77
Rice	48-56	Instant Rice	87
Chana Dal (Lentil)	8	Pretzels	89
Popcorn	55	French Fries	75
Pear, Plum, Peach	38-42	Watermelon	72

Current Scenario

Factors Influencing GI



- Type of Starch
 - Tighter molecular clumps (*Amylose*) → Harder to digest → Lower GI rating
 - Open molecular clumps (*Amylopectin*) → Easier to digest → Higher GI rating
- Food Processing
 - Processed Foods → Faster Digestion → Higher GI
 - ❖ *Pretzels*: GI = 89
 - ❖ *White Bread*: GI = 70+
- Cooking
 - Swells starch molecules → Higher GI
 - ❖ *Spaghetti Boiled (5 mins)*: GI = 34
 - ❖ *Spaghetti Boiled (10-15mins)*: GI = 40



Current Scenario

Factors Influencing GI



- Fat content of the food
 - Fat content changes the digestion process
 - Fatty food → Lower GI
 - Non-fatty food → High GI
 - *Caution:* Low GI foods are NOT always healthy
 - *Potato chips:* GI = 75
 - *Baked potato:* GI = 93



- Acid content of the food
 - Acid content → slower digestion → slower rise in blood glucose.
 - E.g. Sourdough Breads.



Low GI

Advantages of low GI food



Address the effects are ballooning obesity, skyrocketing cardiovascular disease as well as diabetes.

- Control blood glucose levels
- Control cholesterol levels
- Control appetite
- Decrease risk of heart disease
- Decrease risk of diabetes (type 2)



The background is a solid green color with a subtle grid pattern. There are several abstract, curved shapes in a lighter shade of green, creating a sense of depth and movement. In the top left corner, there are a few small white dots and a faint, larger circular shape with a crosshair inside, resembling a technical or scientific diagram.

About the Technology

Technology Overview



What it is?

A proprietary blend of ingredients to reduce the Glycemic response of carbohydrate-based foods. This formulation is easily added to create healthier bread, buns, and pizzas while minimizing changes in texture, taste, aroma, and colour observed in the final product.

Features

Advantages:

- Significant reduction (30%-35%) over GI value of white bread
- Easily added to the food manufacturing process.
- Control blood glucose levels
- Control cholesterol levels
- Control appetite
- Decrease risk of heart disease
- Decrease risk of diabetes (type 2)

Approval Status: All ingredients Generally Regarded as Safe (GRAS)

Usage: Ingredients used in low concentration (1-3% added)

Physical Properties: Free flowing powder and is pale yellow in color

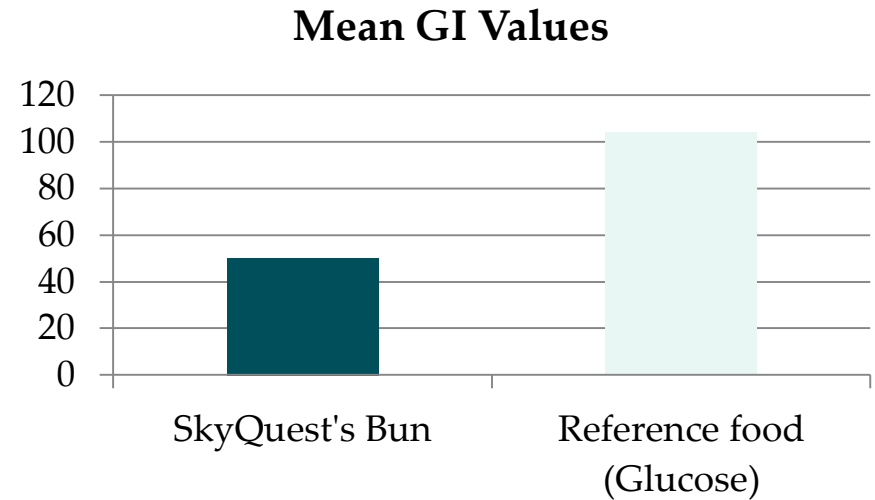
Storage: Keep tightly sealed in a clean cool and dry area.

Technology Overview

Scientific Validation



- Scientifically validated GI of 50.
- Significant reduction (30%-35%) over GI value of white bread

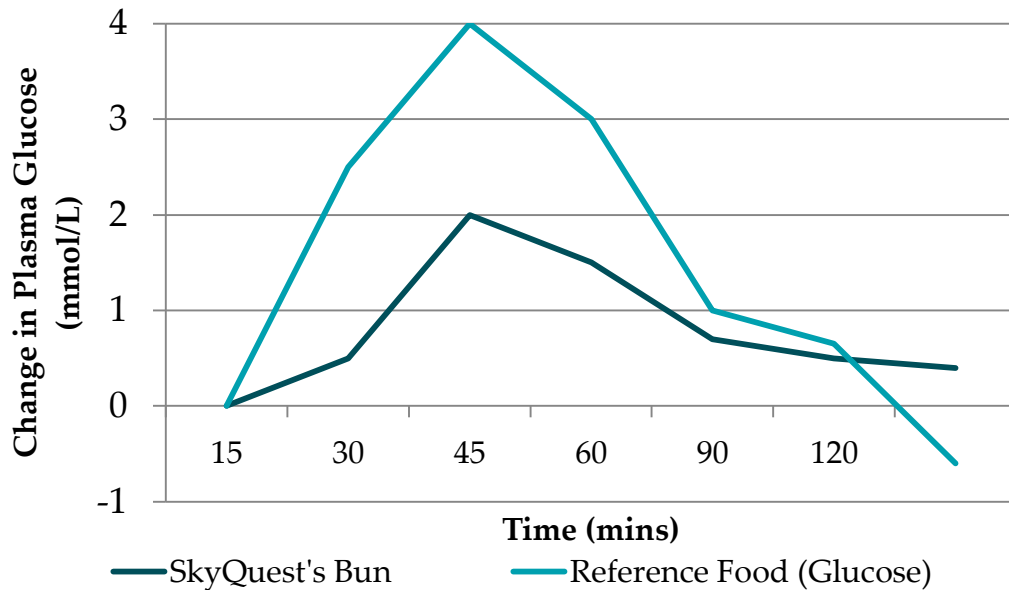


Laboratory validated at a leading Australian University

	GI Value	GI Category
SkyQuest's Bun	50 \pm 3	Low GI
Reference Food	100 \pm 3	High GI

Technology Overview

Scientific Validation



- SkyQuest's bun leads to an acceptable rise in plasma glucose concentration levels
- Response produced remained above the baseline concentration at the completion of the 2 hr experimental period

Laboratory validated at a leading Australian University

	Portion (g)	Energy (kJ)	Protein (g)	Fat (g)	Carbs (g)	Sugar (g)	Fibre (g)
SkyQuest's Bun	112.6	1346	11.4	5.7	50	4.6	5.3

Technology Overview

Our Advantages:



Global Problem

- Bread high in Glycemic Index

Our Solution

- Using Asian botanicals to create healthier bread, buns and pizzas
- Combination of naturally available ingredients



Okra



Mung Bean

Patent Protected

Only company in the world that can combine these two foods for G I reduction.

Technology Overview

Our Advantages

Intelligent Ingredients – Creating Healthier Food

- Natural
 - No synthetic or genetically modified ingredients
- Final Food Appearance
 - No final outcome compromise
- GRAS Material
 - All ingredient are labeled as Generally Regarded As Safe
- Easy to Use
 - Easily added to the food manufacturing process.

Technology Overview

Our Advantages

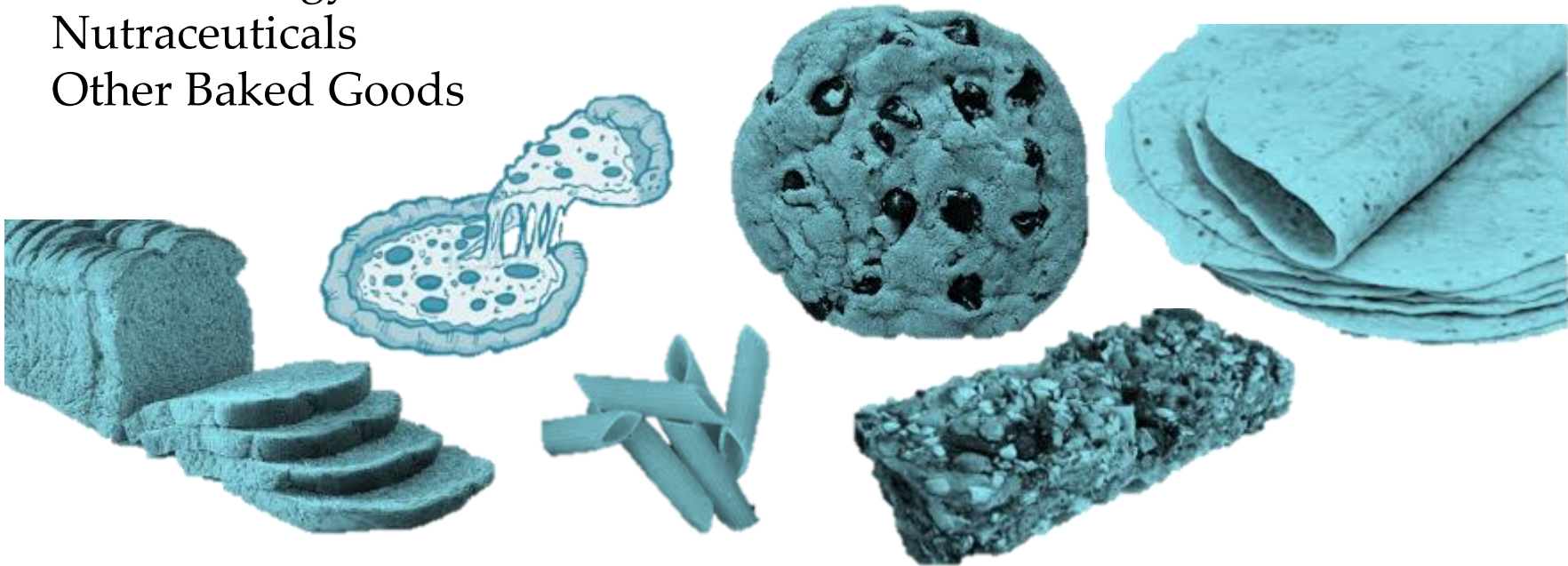
- Easily Available
 - The ingredients are largely Asian food and easily sourced in Asia.
- Low Cost
 - Very low percentage used with minimal price impact.
- Tested and Proven
 - Oxford Brooks University, UK, Europe's largest Food testing centre.
- Socially Right and Sustainable
 - Working with Indian farmers using sustainable agriculture.

Technology Overview

Applications

Intelligent Ingredients – Creating Healthier Food

- Breads & Buns
- Pizzas
- Pastas
- Tortillas
- Biscuits, Cookies & Crackers
- Cereal/Energy Bars
- Nutraceuticals
- Other Baked Goods



Partnering Advantages



- Breakthrough technology addressing the effects are ballooning obesity and skyrocketing cardiovascular disease as well as diabetes
- Proven and most effective results with all natural (no synthetic/chemical) ingredients.
- Lower GI than leading companies.
- Opportunity to partner for multiple products with other multiple intelligent ingredients:
 - Low Sodium Salt.
 - Low Fat Reducer.
 - Low Sugar 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			
Willing to Invest in Joint Venture	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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merci beaucoup

obrigado

dank u wel

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धन्यवाद

danke schön

спасибо

Thank You

謝謝你

ありがとう

grazie

teşekkür ederim

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děkuji

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