

# NEWSLETTER

Josab Water Solutions AB

July 2022

## Words to the Shareholders

Josab has been out of the market for more than 4 months. Many shareholders raised questions about our relisting plan and other important issues.

There are several questions that in these times need answers. Let me take them separately and I hope it brings some clarity:

- Several shareholders ask when we plan to list the Josab share again. We work according to a defined path, but I unfortunately have to answer as before that we can not state when or in which marketplace new listing takes place. Of course, we want it to happen as soon as possible so that Josab's share can be traded in the traditional way, but I must ask our shareholders to have a little more patience.
- The opportunity to trade the Josab share despite delisting has been possible via Mangoldlistan, which has distributed courses to external players such as Avanza and Nordnet. This opportunity ceased on 30 June 2022, which was explained by Mangold by regulatory changes in the securities market and Finansinspektionen's position towards Pepins AB. However, we have agreed on new contract terms with Mangold and thus hope that trade can be resumed before the end of July.
- Our website was shut down for a few days in early July and understandably it was shareholders who reacted. It is in the transition to a new website with a new IT company that the problems have arisen. We are happy to announce that our new website is available now.

## Josab's Annual General Meeting for VÅ 2021

On June 30, Josab's annual meeting was held in KG 10's premises in Stockholm. About ten shareholders attended the meeting. The minutes of the meeting are available on the website.

After the meeting, Kai Chi gave a presentation of Clear Industry's operations in China and described how the collaboration with Josab will be successful.



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# FROM NATURE TO NATURE

## Highlights of the month



Josab signed an MoU in June with the Oromo Water and Energy Bureau in Ethiopia, which also included COOP Bank of Oromia as a financier of projects in this collaboration. The goal is to obtain the first project in Sululta based on this cooperation agreement soon,

which has already come a long way in planning, on both sides, based on successful on-site tests under the auspices of Oromo.

Within the cooperation agreement, Josab also takes part in “5 town projects” which is a detailed plan for 5 areas within Oromo with different types of water problems. In total, about 180 cities are included in this plan to obtain a



better water supply for the population. Oromo has defined clean water as one of the cornerstones of what it believes the people can demand of the Ethiopian authorities.

Initially, Josab sees the greatest potential in the areas of iron and manganese problems, which is the largest problem area in the country, but will also work with solutions for other water problems, in order to become a long-term and significant partner in the cooperation agreement.

## New sales manager in Josab Hungary



In 2022 June, David Horvath joined Josab Hungary as Sales Manager of the company. He is an ambitious and experienced professional with a strong background in sales. His more than ten years of sales experience in diverse industries will give him the impetus to excel in Josab sales.

David believes first class customer service and listening to customers' concerns and requirements are the keys to his success. His goal is to sell solutions to solve problems for the clients rather than simply selling a product.

Mr. Norbert Udvardi general manager of Josab Hungary says: “Josab's recruitment of a new sales manager shows its commitment to increasing sales. In addition to the Hungarian domestic market, David focuses on the water application of Aqualite™ in Central Europe. The strong negotiation skills and sales experience David has will certainly lead to measurable results in the near future.”

Josab Hungary also launched its own website in June. Initially, the website will focus on promoting Aqualite™ organic filter media and preparing for future online sales.

**Josab Water Solution AB** is an innovative company, and specialized in water purification systems based on own filter material Aqualite™. The company was formed in 1999, and now has five wholly-owned subsidiaries: Josab Hungary Kft, Josab International Ecological Technology (Beijing) Co. Ltd. Josab India Private Ltd, JBCI 2022 Holding AB and JOSINT Financial Services AB. Via JBCI 2022 Holding AB, Josab also owns 100% in Clear Industry Company Ltd. (Hong Kong).



# Josab + Clear Industry

## Visiting IVL

On 22 June, a fruitful meeting was held at IVL's head office in Stockholm. Participants in this meeting were Anna Jarnehammar, Deputy CEO of the Swedish Environmental Institute (IVL), Gao Si, Head of IVL China, Jane Jeppsson, CEO of Josab Water Solutions AB, Kai Chi, CEO of Clear Industry and senior tech-consultant Professor Jinying Yan.

Josab hopes to be able to integrate LCA (Life-Cycle Assessment) systems into future products and environmental solutions in both Sweden and China. Compared to traditional methods, larvae from insects can break down food waste and reduce greenhouse gas emissions significantly.

At the same time, there were in-depth discussions about the carbon footprint, calculation of carbon dioxide neutrality and the application of LCA in the area of food waste treatment. The meeting also confirmed that IVL and Josab will jointly promote LCA in the field of insect technology for food waste. The first step is the development of these technologies here in Sweden, this starts with the realization of a first pilot project with the help of the IVL.



## Fair and Exhibition



Suzhou Clear Industry launched a new business model on July 5 at the 2022 China Urban Waste Classification (Qingdao) Summit Forum. By combining the insect food waste treatment solution with Josab's drinking water kiosks, Clear Industry optimizes food waste sorting in China. This business model has been welcomed by the market.

To encourage Chinese residents to efficiently sort food waste, this business model provides residents with high-quality drinking water treated using Aqualite. The food waste is finally treated in the waste treatment plant and becomes feed for insect breeding, and finally insect protein is produced, which is another economic benefit. The revenue partially compensates for the cost of Kiosk drinking water supply.

## Upcoming exhibition

### Aquatech China , 9-12th October

Shanghai International Exhibition Center,  
Booth no. 8.2H130

## Josab owns 100% Clear Industry

In mid-July, Josab Water Solutions AB signed the share purchase agreement with the last three minority shareholders in Clear Industry, who own 4.41% of Clear Industry's shares. Since then, Clear Industry has become a 100% owned subsidiary of Josab Water Solutions AB.