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EdenCrete® - US Sales and Marketing Update

A summary of key developments with EdenCrete® sales and marketing is as follows:

Georgia

- GDOT
 — Federal Highway Administration (FHWA) Joint Funded Repair Projects
 - o I-16 Twiggs County Project
 - The scope of the first Georgia Department of Transportation (GDOT)/FHWA project that commenced in September 2018, has been extended further. The estimated value of EdenCrete® to be used in this project, that should be completed within two weeks, originally estimated at US\$525,000, is now US\$750,000 US\$800,000.
 - ➤ The EdenCrete® concrete used on this project has been tested in an independent laboratory as required under the project specifications, and met all the additional performance specifications that GDOT required.

Further FHWA/ GDOT funded repair projects

- ➤ The next GDOT/FHWA funded project is expected to involve 11 miles of pavement repair on I-285, and to be of similar size to the Twiggs County project. The specifications for this project, which has not yet been advertised for tendering, are anticipated will include similar additional performance specifications to those that resulted in EdenCrete® being selected to be used on the Twiggs County project.
- GDOT State funded repair projects
 - The first repair project for the current financial year was tendered in December 2018 and has been let and work is expected to be start late this month or early in March – the anticipated revenue from sale of EdenCrete® is approx. US\$60,000.
 - O Two further repair projects are presently out for tender the anticipated total revenue from the sale of EdenCrete® for these projects is approx. US\$180,000.

GDOT- Bridge Trials

O GDOT has advised that it is prepared to consider using EdenCrete® in the concrete used on its many concrete bridges. Bridge repairs / construction form a major part of the

GDOT budget. Suitable trials of EdenCrete® for GDOT bridge applications are currently being explored.

GDOT – Second mainline paving trial- I-20 (Carroll County)

A second concrete mainline paving trial of EdenCrete® has been undertaken in Georgia on the I-20 in Carroll County. Two sections of pavement were poured, one without EdenCrete® and one with EdenCrete®, which was added at 2 gallons per cubic yard of concrete. This trial, similar to the earlier mainline paving trial in Comer County trial that is currently still underway, is likely to be reviewed 12 months after the new section of the highway is opened to traffic.

Colorado

Regular sales (and many further trials) of EdenCrete®, for a wide range of applications, are increasing across Colorado. These include sales and trials of EdenCrete® for use in concrete for driveways, shotcrete for tunnels and concrete swimming pools, warehouse floors and hard stand areas.

US Industrial Projects

- A key target market that has been identified is industrial projects that involve building concrete surfaces that are subject to heavy duty wear including abrasion and heavy loading. This very large market includes warehouses/ factories, logistics hubs and other areas that involve large hard stand areas.
- EdenCrete® has a proven track record in this area, including in the railway wagon repair facility in Georgia where it has been used to great advantage for three years through greatly improving so many performance characteristics of the concrete, resulting in longer lasting, more durable concrete.
- o A rapidly growing US market sector, dozens of large logistics centres and manufacturing facilities are being planned and encouraging progress is being in identifying and engaging with relevant parties in the market areas in which our sales team operates.
- A standard warehouse floor concrete mix using EdenCrete® has already been developed with a Colorado based ready mix supplier, has been trialled and approved and is scheduled to be used in its first commercial application in the next two weeks.
- O Discussions with a number of parties in various States are also underway that are hoped will lead to significant regular sales in the short to medium term.

US Ready Mix Trials

- Following a successful recent trial of a ready mix truck load of concrete with a low dosage (and accordingly low cost) of added EdenCrete® Pz, in the north east of the US that was conducted with a major national ready mix supplier, a follow up trial involving three truck loads is currently being scheduled.
- o If this trial repeats the recent success with the same concrete mix, it is hoped that this will result in EdenCrete®'s first sale into the huge northeast US concrete market and in regular ongoing sales of EdenCrete®Pz into this market.
- Truck trials for similar purposes, but involving various concrete mixes, are also being undertaken or being planned with a number of other ready mix suppliers in various parts of the US.

EdenCrete® Background

EdenCrete is Eden's 100% owned, proprietary carbon-strengthened concrete additive, one of the primary target markets for which is improving the performance of concrete used in the construction and maintenance of concrete roads, bridges and other infrastructure. Additionally, it has potential for use in a range of other concrete applications including high-rise building construction, marine and coastal applications, water storage and pipelines, and pre-fabricated concrete structures and products.

Gregory H. Solomon

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