



ZUPLEX

— BOTANICALS —

WHO WE ARE

- Company **founded 2015**. 30 years combined experience of African botanicals
- Zuplex develops and produces **botanical extracts** as **active ingredients** for the cosmetics sector
- Zuplex also cultivates, sources and exports a wide range of **indigenous botanicals**
- Focus on **international cosmetics market**

COMMUNITY

Zuplex is also a **Social Enterprise**

- Muthi Futhi, a community business in KwaZulu-Natal, has a 32% shareholding in Zuplex
- The Trust manages a cultivation site and supplies botanical material to Zuplex and other customers
- Zuplex:BBBEE level 2
- Muthi Futhi BBBEE level 1



ENVIRONMENT

- Botanicals for our products are cultivated at one of our sites or sustainably harvested after a careful resource assessment
- Cultivation and harvesting create jobs for rural women
- Full Nagoya/ABS compliance
- Full traceability of botanical material
- Cosmos organic certification for Zuplex extracts

TECHNICAL AND FUNDING SUPPORT

- **CBI**

Market intelligence, training and access

4 years of In Cosmetics Global

Sign up of international distributors- Europe, Asia, US

- **IDC**

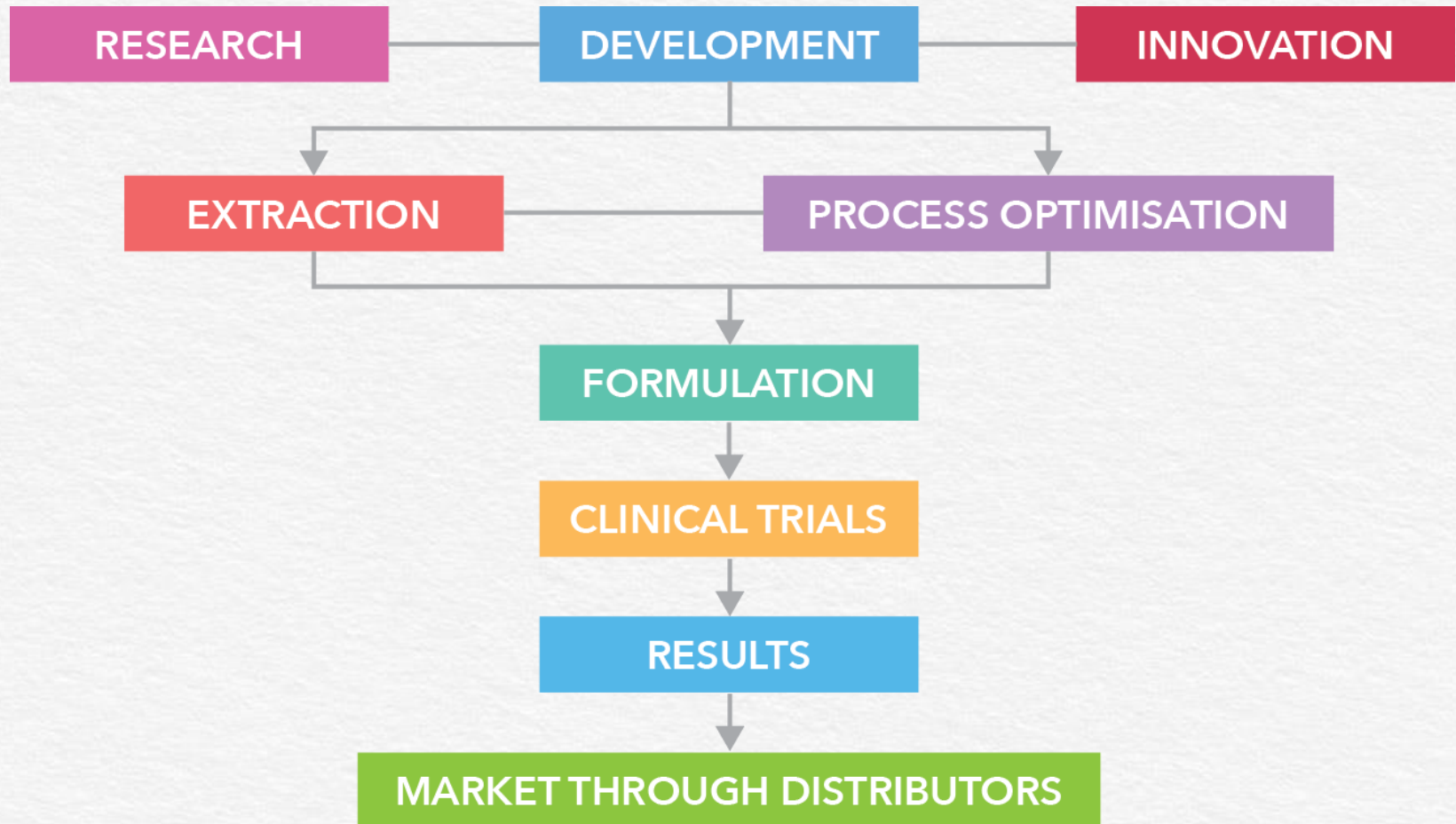
Social Enterprise fund grant for R&D

Enabled share allocation to community partner

- **TIA**

Bioplatform- R&D and trial manufacture

PRODUCT DEVELOPMENT



PRODUCTS

KIGAFIRM



MYRAVIVE



ATRICLEAR



ROSACALM



BAO-ACTIVE C



MIRAMOR



R&D to Commercialisation: Funding

- R&D and commercialisation must run in tandem
- High cost of in vivo clinical trials
- Long lead times from development to initial sales (18-24 months)
- Start-up and working capital essential
- Funding organisations and instruments need to be aligned accordingly

R&D to Commercialisation: Market access

- Market access and intelligence essential from the start
- CBI support for 4 years
- Passing the baton to dti/Cecosa ??





A30

DERBYTEC
Peru

Derbytec
THE GREAT SACRED
PERU
NATURAL INGREDIENTS

Natural ingredients
Around the world

DERBYTEC
South Africa

DERBYTEC
South Africa

R&D to Commercialisation: Regulatory process

- Key challenge for the sector
- 2.5 years to receive Biotrade/Bioprospecting permit
- Majority of potential suppliers do not yet have permits
- Result: lost export sales, lost jobs, stifled growth, SA reputational damage

R&D to Commercialisation: Collaboration

Needs further work.....

- Between government departments for sector growth ?
- Between industry and academic institutions ?
- Between public and private sector ?

Reasons to be optimistic

- International market size and trends
- Collaboration between companies in the sector
- Continuing dialogue to highlight and address challenges



THANK YOU