# NOMO by

# MOLDGUARD safe, green & clean



# What is Mold Guard and why is it important?

Moldguard Inc. founded 2019, a company headquartered in Montreal, Canada has made it their mission to produce natural, non-toxic cleaning and prevention products and stop damage from these prolific microbes on the move and the health issues linked to them. All intellectual property rights belong to the company. Likewise, the company was able to secure the commitment of the inventor, Vladimir Podlipskiy, as well as other R&D employees who were involved in the development of the technology for many years. Nomo and NOMO Professional, the company's top-of-the-line products, creates a natural and non- toxic 'hydrophobic' barrier that prevents spores from penetrating its surface and spreading. It's a natural prevention against mold used in new construction as well.



# Where we are active.





## Moulds thrive in our changing climate

As more and more people around the world are affected by extreme weather conditions, experts are advising homeowners to take moisture and mold problems seriously.

Fungal toxins and allergens are thriving due to warmer temperatures, rising CO2 levels, and heavier rain. In previously unaffected areas, housing and building precautions may need to be updated, and people need to be aware of conditions that can significantly affect health and property.





### What exactly is mold?

Molds are fungi that grow in the form of multifilaments (multicellular filaments) called hyphae (algae are very similar to fungi).

Molds reproduce by forming these "spores." There are about 300,000 different species of these. Mold germs and spores are everywhere, they are part of our natural environment. If they find a suitable breeding ground (organic materials such as wallpaper, wood, paste or synthetic resin, etc.) and sufficient moisture is added over a period of time, visible mold develops.

Molds release not only spores, but also mycotoxins. These are often highly toxic (some deadly) and are usually released as solids. These very small particles float in the air as "micropowders."

Volatoxins are a type of toxic gas also given off by molds. These produce the odor known as "mold odor." These gases are not nearly as toxic as mycotoxins, but some of these gases produced by molds can still be harmful to people who are in such spaces





### The CAUSES of mold

#### Condensation

Leakage in the roof

Leakage in the water pipe

Overflow from tubs, sinks or toilets

Firewood stored indoors

Improper use of humidifiers

Inadequate ventilation in kitchens and bathrooms

Improper ventilation of heating and combustion equipment

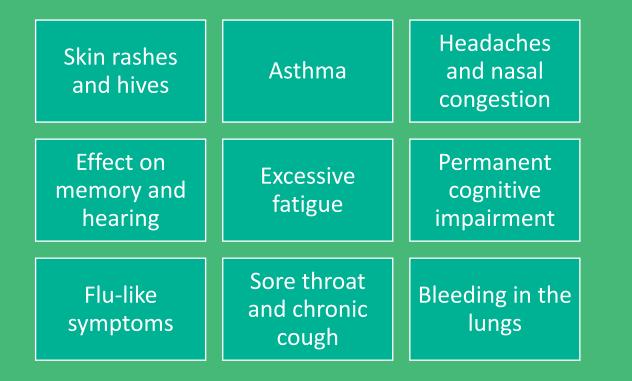
Improper discharge of exhaust air from clothes dryer

Allowing laundry to dry in living areas





### Health effect of mold.







### **Conventional SOLUTIONS / Products on the Market**

There are many chemical mold removers on the market, but most are reactive. These chemical cleaning solutions for mold wage a chemical war that attacks the mold and spore structures, burning them to carbon.

However, it is in the nature of these oxidizing agents that they themselves oxidize and the chemicals are neutralized and rendered harmless after a short time.

That is, the mold is back after a short time. In addition, all these agents are toxic and harmful to health.





# Opportunity for MoldGuard

In this respect, Mold Guard products really stand out.

Unlike chemical agents, Nomo can be applied to any surface in a building or home, to clean and prevent mold growth for up to one year or longer. It's a sustainable, safe, and natural cleaning and prevention agent that doesn't harm people or animals.

By solving a small percentage of the world's problems, within a few years we will become a major player with annual sales in the two to three digit million € range.





# Our solution: NOMO = (No Mould)

- Long-term protection against mould
- Natural, biological and sustainable
  - Harmless to humans, animals and the environment



Moulds are not able to produce their own food, therefore they have to get their food from other organisms.



We have studied the method of nutrient absorption by moulds and fungi. There are several places on earth where no mould or fungus species exist.



We have found that this is due to certain plant extracts.





### What is NOMO?

NOMO is different, it is a unique protective agent against mould, made of **purely natural ingredients**, sustainable and harmless to humans and animals.

NOMO's ingredients were chosen with the health of people, animals, and the planet in mind. NOMO is the only remedy with a long-lasting barrier effect that proactively shields against mould and helps protect against the growth of mould indoors.

NOMO is a protective agent and not a mould removal solution. It is recommended to use NOMO before mould problems occur to ensure that mould does not grow and pose a potential threat to your health.



### Natural, biological and sustainable



### How does NOMO work? "Like a Trojan horse"

NOMO creates an environment that is unattractive for mold growth. It is scientifically proven that mold grows in moist environments.

When NOMO is applied to the surface and the solution dries, the ingredients create a physical-mechanical barrier that prevents the penetration and growth of fungi and moisture.

Another feature of the product is that new mold spores remain on the surface treated with NOMO and cannot migrate to grow on another surface.

We have further investigated how these extracts act on moulds. Based on the extracts, a mould nutrient was developed that is a "Trojan horse". The nutrient causes the moulds enzymatic activity to stagnate within minutes and the mould becomes inactive.

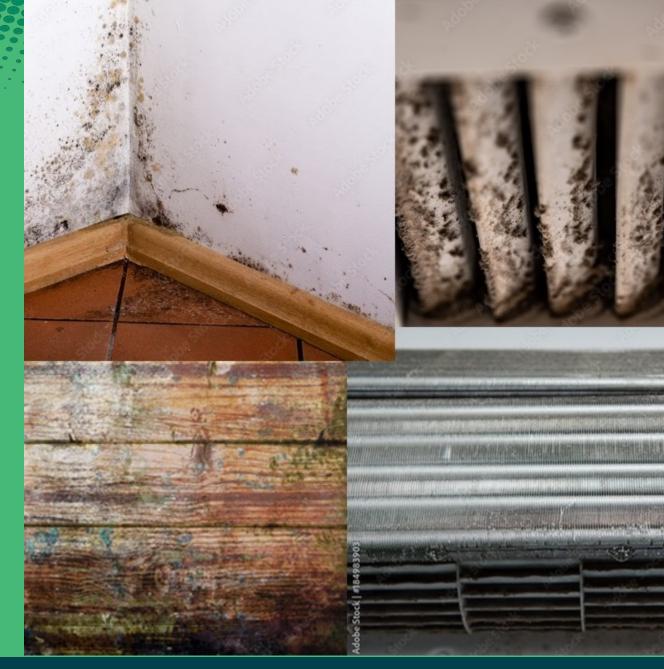
NOMO is 100% effective against all types of mould and has been tested on concrete, gypsum, wood, all types of structures, in air ducts, horse stables and cruise ships.





# Size of the Market

Mold problems occur worldwide, causing significant damage to homes, buildings, laboratories, factories, crops, food, storage areas and containers, and harming both animal and human health. Annual economic damage is estimated to be at least 100 billion US dollars.





# Sales Strategy

Mold is everywhere, so our product is needed in every customer group, in all areas. For this reason we are active in both areas (B2B and B2C).

The basic goal in both areas is to find partners who will include our product in their program, or possibly also distribute it under their own label.

For companies that use the product in their own area, a very decisive additional key fact comes into play. By shortening the downtime, due to the cleaning intervals as well as the associated necessary ventilation times, we are able to guarantee the companies savings in several  $10'000 \in$ .





# Price and Product Strategy

We pursue a three-product strategy that allows us to cover the entire range of applications.

#### NOMO / NOMO-Professional / NOMO Pharma

The products differ in composition, i.e. one ingredient is added in a slightly higher concentration.

With this strategy we are also able to sell at different prices. An end-user will never buy a product at the price of, for example, a building renovation company (who charges for both the product and his work). With NOMO Pharma we already have the best experience in the USA, where companies like Pfizer, Amgen etc. use our product for their clean rooms.





# Price range

**Superior Product allows price differentiation.** We are sure, that we can build on an important percentage of consumers being ready to pay more for a healthy and an environmentally solution. The added benefit "barrier effect" will influence the purchase decision even at a very reasonable price-value-ratio.

The biocide (chemical) products range from 13/15/18 to 25 euros, so that our allnatural product, without all the dangerous side effects of the other products, at the price of 24.95 is certainly not too high.



# Active B2C and B2B areas

#### B2C:

- Online retailer with a wide range of products
- Dealer in the horse accessories sector
- Dealer in the agricultural accessories sector
- Boat supplies
- Camping and caravan supplies

#### B2B:

- Cleaning companies in general
- Detergent suppliers general
- Facade Cleaning
- Chemical Company
- Container Service
- Cleaning suppliers in the food sector
- Shipbuilding
- Ferries
- Animal husbandry (chickens, calves, etc.)



# **Containers and Cargo Spaces**

- The logistics companies that ship goods in containers know about the problems and costs of mold (textiles, food, various products, garbage).
- Many cargo spaces are difficult or impossible to keep dry and moisture problems are a fact. Mold lives there and grows fast.





### **Companies' offices and warehouses**







- While the ships live their own lives, there are properties on land that represent the company.
- Offices, Terminals, Warehouses etc.
- NOMO Professional creates both a healthy environment indoors and also creates a long-term luxury finish on the outside of the properties



### That's why you should choose NOMO!

NOMO offers many advantages over other mould protection products on the market. Here are some reasons why you should choose NOMO:

- NOMO is made of all-natural ingredients that are safe and harmless to humans and animals.
- NOMO is 100% VEGAN and free of Microplastics
- NOMO is proactive against mould and helps prevent mould growth before it becomes a problem.
- NOMO is an environmentally friendly solution that is sustainable and biodegradable.
- NOMO leaves no chemical odor or residue. Quite unlike other mould removal products.
- NOMO is easy to use and requires no special knowledge or skills.
- NOMO protects against mould problems, helping to save money long term.



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# Individual solutions



Since there are more than 100,000 species of moulds, our R&D department will also work to provide customized solutions for customers and/or industries.



For the future, with a necessary approval, solutions in agriculture and food handling, can be offered.





## A Tragedy

died Awaab Ishak in December 2020 from a respiratory condition caused by mould in the onebedroom housing association flat where he lived with his parents, Faisal Abdullah and Aisha Amin, Rochdale, in Greater Manchester.

In response to his death, ministers have proposed that landlords will have to investigate and fix damp and mould in social housing within strict time limits under what would be known as Awaab's Law.



Awaab Ishak died in December 2020 from a respiratory condition caused by mould





### Laboratory Testing Report

#### **Antifungal Product Testing**

Job # :	050407-287/2					
<b>Product Tested:</b>	MOLD BARRIER SYSTEM	BARRIER SYSTEM				
Date Received:	05/01/09					
Date Analyzed/Tested:	05/02/09 to 11/21/09					
<b>Date Printed Report:</b>	11/22/09					



### **INDEPENDENT TESTING – EXPERT CHEMICAL ANALYSIS**

### A ZERO score means that NO MOULD Developed

Sample	Rating									
ID 40		40 Days 80 1		Days 12(		Days 16		Days	200	Days
Mold Barrier System 1 and 2	0	0	0	0	0	0	0	0	0	0
Control	n/a		n/a		n/a		n/a		n/a	

In short :-

NOMO Prevented any mould growth from forming, even after a 200-days exposure



**Table 3:** Pictures of samples evaluated 200 days after inoculation and control sample evaluated 5 days after inoculation.

Mold Barrier System 1 sample	
Mold Barrier System 2 sample	
Control sample	



### Only NOMO can prevent new mould growth

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