



 **PreMal**
PREVENTING MALARIA

Catch a mosquito:
save a life!



Our Goal:

is to catch mosquitoes before they can bite people, reducing the risk of disease transmission.

Our Vision:

a future in which mass trapping is an essential component for vector control policies around the world.

Achievements:

- Product field validation in 20 countries.
- Market validation in 4 regions/continents.
- IP submitted: patent and trademarks.
- Initial sales in 15 countries.
- Regional distribution contracts in 4 regions/continents.

Pre-Seed Capital Raised: € 500K

Fundraising Target: € 500K in 2022



The Problem: MOSQUITOES

Biting mosquitoes are a constant annoyance and transmit deadly diseases such as Dengue, Zika and Malaria!



Disease

1 MILLION deaths and 700 MILLION cases of mosquito-borne diseases occur globally every year.



Cost Burden

15B€ global annual economic burden due to mosquitos considering direct and indirect costs.



Resistance

Mosquito resistance to insecticide is increasing and making spraying and similar solutions less effective.



Nuisance

No-one likes mosquitoes! They are a constant menace and fatal threat around the world



Market Gap

Effective mosquito trap solutions are yet not available in key local and global market.

The MTego Mosquito Trap

Is a high performance, insecticide free mosquito trap suitable for use all over the world.



Optimised design for highest capture rate.



Bio-Inspired and Eco-Friendly.



Insecticide Free Solution.



User centred design for easy use.



Based on more than 10 years of research.



Trapping is effective and more applicable

The MTego can be applied in any scenario and remains easy to use and maintain. This makes the MTego a superior and insecticide-free mosquito control solution!



Current solutions are difficult to apply and ineffective

The MTego is easy to install, customisable and very effective

Beachhead: Professional Pest Control

High value markets, and the pest control companies servicing them, have expressed major problems controlling mosquitoes and are willing to invest in new solutions.



• \$700m Market

- \$1.25 B by 2026.
- 8.5% CAGR during 2021-2026.
- Global increase in Eco and Bio pest solutions.
- Emphasis on MECHANICAL control methods.



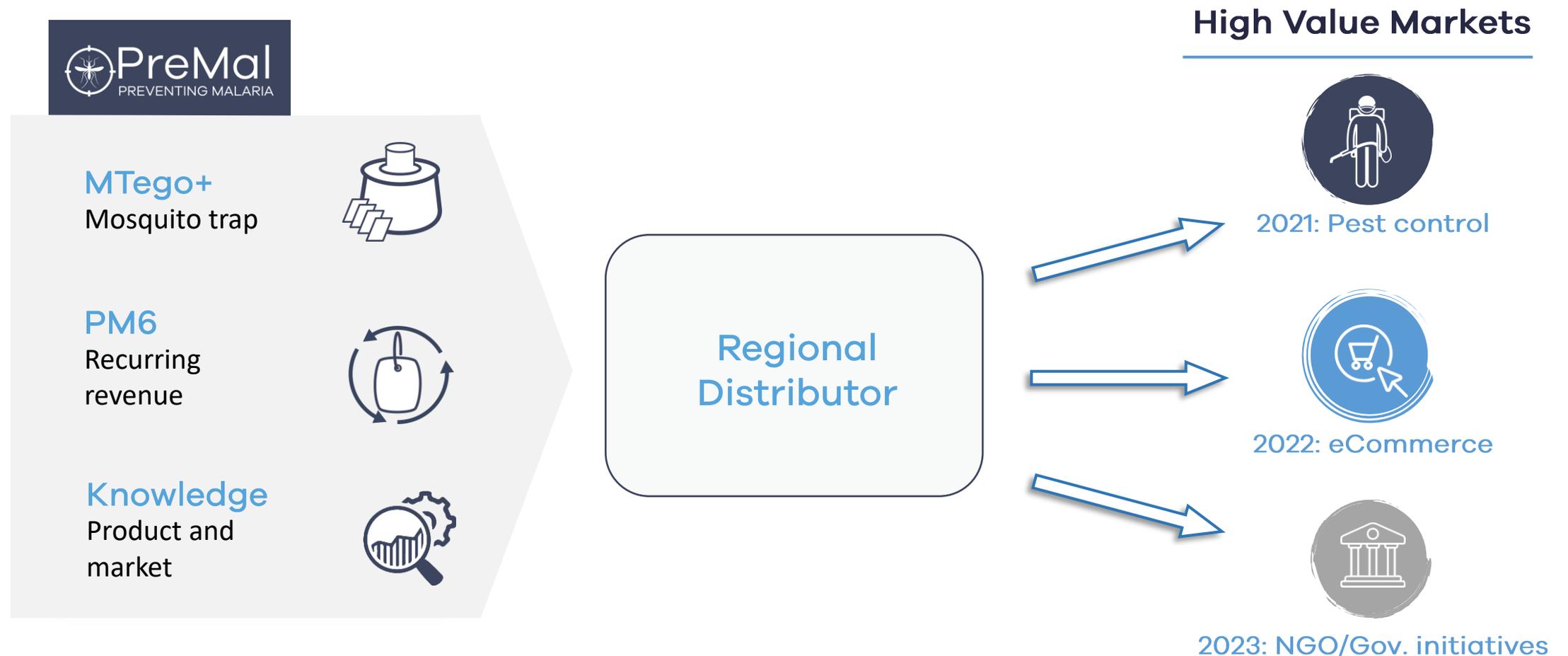
“Before, we were receiving daily complaints due to mosquitoes in our restaurant.

Since we installed the MTEgo, we have received no complaints!”

*Preston, HKM
Weston Hotel, Nairobi*

Validated scalable B2B distribution system

Through extensive validation efforts working with pest control partners around the world, PreMal have developed a streamlined and scalable and lucrative B2B model.



The PreMal Team

Consists of experience innovators passionate about mosquito control and disease prevention. The core team is supported by an exemplary supervisory board of experience professionals.



CO-FOUNDER CFO
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MSc Management of Technology



CO-FOUNDER CTO
HENRY FAIRBAIRN

MSc Integrated Product Design



Sales Manager (Kenya)
LORRAINE RUTTO

MSc Marketing and Business



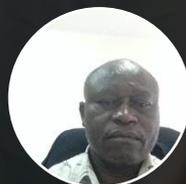
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Hessel Jongebreur
Serial Entrepreneur

Financials

We have built 3 financial scenarios to evaluate the sensitivity of our forecasts' profitability. In all 3 scenarios, PreMal will be profitable before 2025. Below, we show in details the most realistic Base-Case scenario. In all scenarios, we aim to reach all continents by 2023 with 5 different distribution partners.

	2021	2022	2023	2024	2025
Traps	500	2,000	4,800	10,800	16,500
REV	€ 40K	€ 160K	€ 373K	€ 785K	€ 1.25M
COGS	€ 23K	€ 81K	€ 190K	€ 385K	€ 609K
OPEX	€ 122K	€ 174K	€ 219K	€ 289K	€ 343K
Net Result	- € 140K	- € 139K	-€ 76K	€ 75K	€ 266K

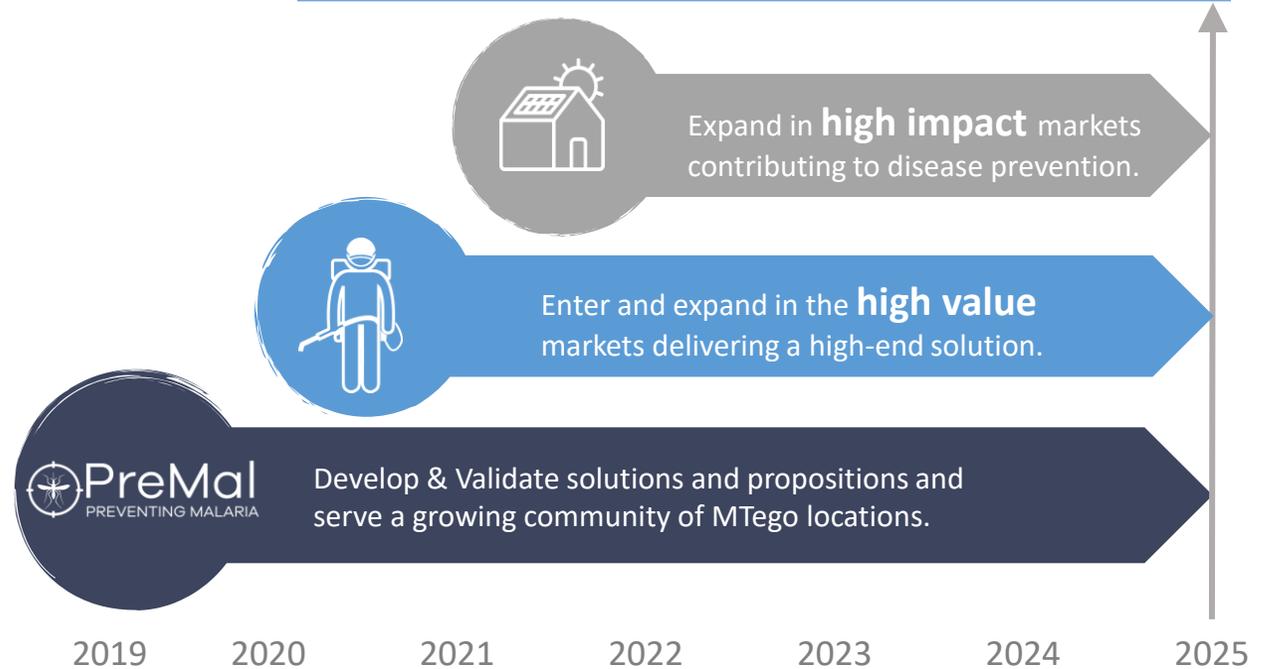
KPIs	
MTego margin	> 40%
PM6 margin	> 50%
DLTV	€ 700K
Recurring Rev.	~ 20%

5 Years: protect 1M people with MTego

The PreMal mission is in line with the UN Sustainable Development Goals. We are committed to collaborate with public and private stakeholders to contribute to the reduction of mosquito-borne diseases!



Goal for 2025
 MTego mosquito control protecting **1.000.000** people in endemic zones!



The Ask: 500K € seed funding

Having validated the market size and demand, PreMal are seeking investment to scale up production and distribution, expand the focus to global market penetration, and provide financial stability and liquidity!



New Product Development

- Development and testing.
- Market Validation.
- Production Set-up.
- Market Entry.



Scale-Up Distribution

- New commercial partners.
- Technology validated Worldwide.
- Deliver training and support.
- Collaboration with distributors for marketing campaigns.
- Global IP protection.



Global Impact

- Expansion in endemic areas.
- Government and NGOs.
- High Impact Projects.
- Scientific research for WHO approval.





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MTEGO
Mosquito Trap

Get in touch, give us a call!
We would be excited to answer any questions you have.



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