



OrganoWood enters distribution agreement for the Baltic market

OrganoClick's co-owned subsidiary OrganoWood has entered into a sales and distribution agreement with Osmo Baltic for the Baltic market (Estonia, Latvia, and Lithuania). The agreement is valid for Osmo Baltic to sell and distribute OrganoWood's wooden products as well as OrganoWood's wood treatment products in the Baltic region.

Currently OrganoWood is established through its own sales companies in Sweden, and Norway and has distribution agreements for its wooden products in Finland, Denmark, Germany and the UK. For its wood treatment products, OrganoWood is represented by distributors in Sweden, Finland, Denmark, the UK, and the Benelux countries. This has proven to be an expansion strategy that works very well.

Osmo Baltic is a well established of wooden products and wood treatment products, and has sales offices in all three Baltic countries. The company is selling both to industrial customers as well as to consumers. Although being relatively small region, the Baltic states has a quite big wood industry with many companies working with the manufacturing of wooden houses and wooden products.

- "We are very selective when choosing distributors internationally. They are very important partners for us and a key part of our international expansion strategy. We are really looking forward to see what Osmo Baltic can contribute to this expansion and in particular as the Baltic region has a strong industrial market ." says Jens Hamlin, CEO OrganoWood AB.

The agreement with Osmo Baltic is a five year exclusive contract, stipulating annual minimum order volumes in order for the exclusivity to continue.

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About OrganoClick

OrganoClick AB (publ) is a public Swedish cleantech company listed on Nasdaq First North. The company develops, produces and markets functional materials based on environmentally friendly fiber chemistry. Examples of products that are marketed by OrganoClick are the biocomposite material OrganoComp®, surface treatment and maintenance products for villa and property owners under the brand name BLOKleen®, biobased binder under the trade name OC-BioBinder™ and the flame and rot-resistant timber OrganoWood® (through the joint-venture OrganoWood AB). OrganoClick was founded in 2006 as a commercial spin-off company based on research performed at Stockholm University and the Swedish University of Agricultural Sciences within environmentally friendly fiber chemistry. OrganoClick has won a number of prizes, such as "Sweden's Most Promising Start-up" and "Sweden's Best Environmental Innovation", and has also received a number of awards, such as the WWF "Climate Solver" award, listed as a SUSTAINIA100 company and has also appeared for two years on the Affärsvärldens and NyTekniks list of Sweden's top 33 hottest technology companies. OrganoClick has its head office, production and R&D located in Täby, north of Stockholm. OrganoClick's Certified Adviser on Nasdaq First North is Erik Penser Bank.

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