



The Problem of Food Waste

Magnitude:

The European Union wastes 129 million tons of food annually. Waste occurs at all stages of the food chain.

Waste Distribution:

- Primary production: 13%
- Processing: 21%
- Distribution: 12%
- Households: 40%
- Food service and retail: 14%



Action Needed:

Collaboration from all actors in the food chain is required to reduce, reuse, and recover food waste.



Enarez and the Solution:

Enarez is a circular economy company.

- Transforms agricultural waste (fruits and vegetables) into valuable ingredients.
- Utilizes products discarded due to shelf life or aesthetic criteria.
- Extracts bio actives from this waste using innovative technologies.
- Sells these bio actives as ingredients for food supplements.
- The ingredients are used for the health care of people and pets.

Key Points:

- Approach:** Waste reduction and waste valorization.
- Technology:** Use of technologies to obtain bio actives.
- Impact:** Contribution to human and animal health and well-being.



Benefits for Agri-Food Companies:

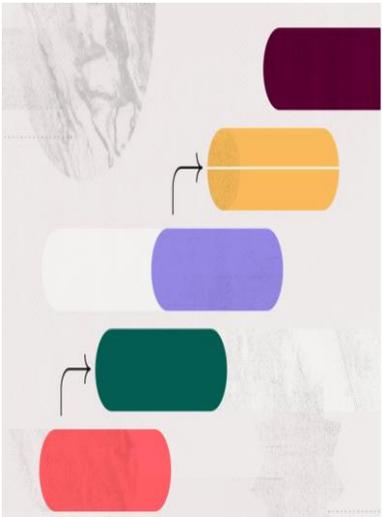
- Savings in waste management.
- Revenue generation from the sale of active ingredients.

Enarez Added Value:

- Network of clients and distributors.
- Transformation of waste into high-value raw materials.
- Converts by-products destined to be discarded into raw materials with functional and economic value.



WE ASSIST THE COMPANY IN THE FULL PROCESS.



STAGE 1. STUDY ABOUT KIND AND QUANTITIES OF THE WASTE.

STAGE 2. DESIGN OR DEVELOP THE RIGH TECNOLOGY TO OBTAIN THE ACTIVE PRINCIPLES .

STAGE 3. MARKETING RESEARCH.

STAGE 4. POC (PROOF OF CONCEPT) IN LAB SCALE IN CENTERS OF INVESTIGATION AND DEVELOPMENT.

STAGE 5. IMPLEMENT THE EQUIPMENTS IN PILOT OR INDUSTRIAL SCALE (DEPENDING ON THE PREVIOUS DONE TRIALS).

STAGE 6. PROPOSE THE LEGAL , MARKETING AND SALES STRATEGY - LEVERAGE THE DISTRIBUTION NET WORKING OF ENAREZ S.L.U.

STAGE 7. SALES IN ALL THE COUNTRIES WHERE ENAREZ HAS DISTRIBUTION.



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SUCCESS STORIES. 1^o-MKARE[®], EGG SHELL MEMBRANE PRODUCES BY ARANDOVO.



Arandovo and MKARE[®]. An Innovative and Sustainable Ingredient.

Product:

- **MKARE[®]**: Multifunctional ingredient based on 100% natural eggshell membrane.
- Rich in bioactive compounds: collagen, hyaluronic acid, chondroitin, glucosamine, elastin, etc.
- Applications: nutraceutical supplements, functional foods, pet products.

Sustainability:

- 100% recycled ingredient, from eggshells of liquid egg production.
- Circular economy model: utilization of waste from Agotzaina (liquid egg producer).
- Industrial process in the same factory where Agotzaina uses the eggs, working in line.



SUCCESS STORIES. 1°-MKARE®, EGGHELL MEMBRANE PRODUCES BY ARANDOVO.



Production Process:

- Separation of the membrane from the eggshell calcium carbonate.
- Obtaining two natural and innovative components.

Benefits:

- Relief of joint problems.
- Improvement of skin, hair, and nail health.

Vision:

- To be the world's leading supplier of eggshell membrane (ESM) supplements.
- Preserve the integrity of biomolecules for maximum effectiveness.

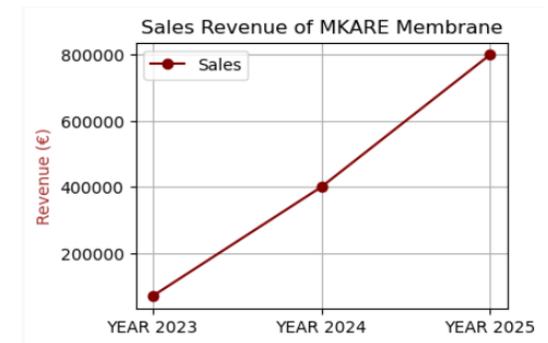


SUCCESS STORIES. 1^o-MKARE[®], EGGHELL MEMBRANE PRODUCES BY ARANDOVO.



Some Examples of Final Products with MKARE[®] in the Following Niches:

1. Joint and Bone Wellness.
2. Hair, Skin, and Nail Care from Within.
3. Joint Care Supplements for Our Pets.



www.arandovo.com

SUCCESS STORIES. 2º- FLAVONOIDS(QUERCETIN). ONIO ´S WASTE.

Quercetin: A Powerful Natural Antioxidant.

What is it?

A flavonoid, a plant compound with antioxidant and anti-inflammatory properties.

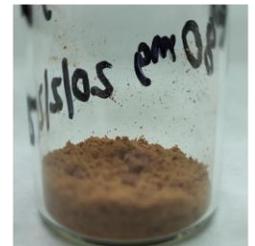
Protects cells from damage caused by free radicals.

Sources:

Abundant in onions and other fruits, vegetables, and grains.

Innovative Project:

Enarez and Cebollas Marchite collaborate to extract quercetin from onion by-products.



SUCCESS STORIES. 2º- FLAVONOIDS(QUERCETIN). ONIO ´S WASTE.

Current Status: Stage 4: Laboratory tests to optimize extraction.

Objectives:

- The high quality of the compound.
- Maximum extraction yield."



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Dietary Supplements: A Boost to Your Nutrition

What are they?

- Food products concentrated in nutrients or substances with a nutritional or physiological effect.
- They are presented in dosage forms: tablets, capsules, liquids, etc.

Key Ingredients:

- Of natural origin: plants, omega 3, probiotics, vitamins, minerals, etc.

Purpose:

- To supplement the normal diet, not replace it.

Other Names:

- Nutritional supplements.
- Nutraceuticals



Important point to consider:

- Dietary supplements are not medications.

Main Clients we target:

Pharmaceutical Sector:

- Companies dedicated to the production of medicines and pharmaceutical products.

Dietary Supplements Sector:

- Manufacturers of dietary supplements.
- Companies that market nutraceuticals.

Animal Feed Sector:

- Manufacturers and companies of food for pets and other animals.

Distributors:

- Companies that handle the distribution of ingredients.



Contribution to the Spanish Economy:

The dietary supplements sector has experienced significant growth in recent years, increasing from a turnover of €1.7 billion in 2019 to over €2 billion in 2023.

Distribution Channels:

Dietary supplements are present in various distribution channels, including pharmacies, para-pharmacies, herbal shops, supermarkets, and e-commerce. Pharmacies are the main sales channel, accounting for more than half of the sales.

Consumer Trust:

In Spain, 72% of consumers trust the information provided by the dietary supplements industry, a figure only surpassed by Italy (85%) and the Netherlands (76%). Additionally, 72% of Spanish people consume dietary supplements, driven by recommendations from health professionals.

New Product Launches:

In Spain, there are more than 300 new dietary supplement product launches per year.





 **Market in Spain and Europe 2023.**

a) Annual Revenue:

Spain: €2,000 million

Europe: €13,500 million

b) Average Annual Growth:

Spain: +5%

Europe: +9.3%

c) Healthcare Savings:

Spain: €8,873 million

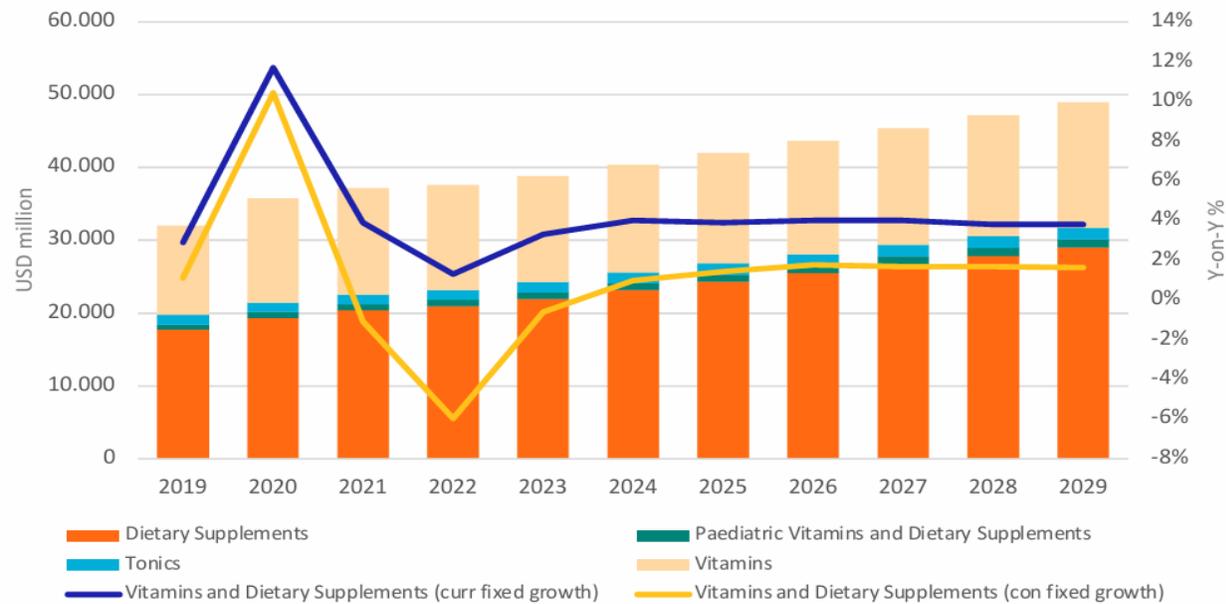
Europe: €64,500 million



Regional Spotlight: North America



Vitamins and Dietary Supplements Sales in North America



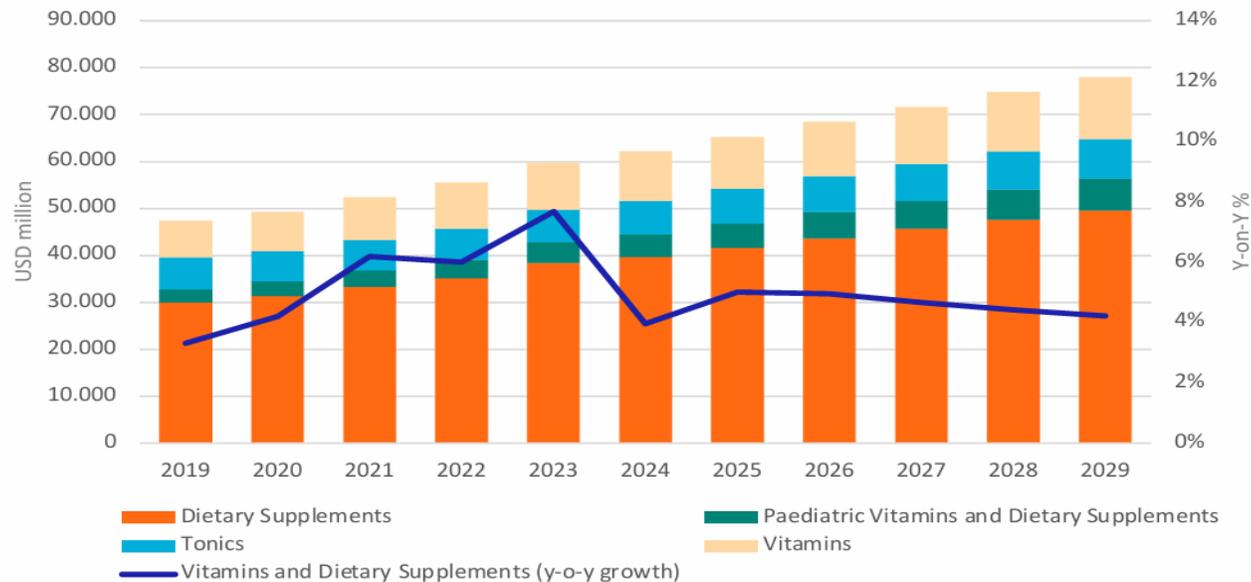
Source: Euromonitor International, Consumer Health

The US is still the leading market for VDS globally but is suffering through a multi-year period of soft organic growth

Regional Spotlight: **Asia Pacific**



Vitamins and Dietary Supplements Sales in Asia Pacific



Source: Euromonitor International, Consumer Health

Asia is VDS's largest region, taking in almost 50% of category sales behind steady, broad-based growth

RED DE DISTRIBUCIÓN INTERNACIONAL DE ENAREZ.



ASIA

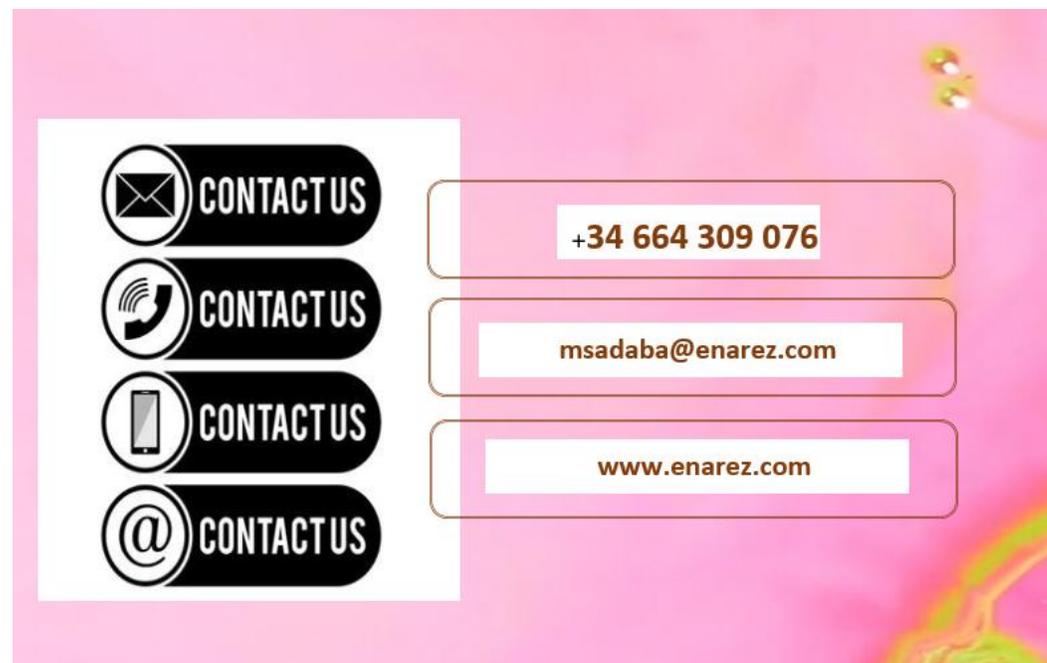
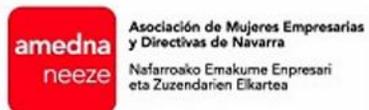




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