

# Update: Negotiations with Vanlead

*N.B. The English text is an in-house translation of the original Swedish text. Should there be any disparities between the Swedish and the English text, the Swedish text shall prevail.*

**With reference to the press release issued on 26 October 2017 headlined "[Enviro final candidate in Chinese tender process](#)", the following is a brief update on the progress of Enviro's negotiations with Vanlead.**

"Last week, a Vanlead delegation visited Gothenburg to discuss the last technical details regarding the scope of delivery and various site-related matters. Both Vanlead and we are continuing to work according to the joint activity plan until our next meeting in December. Our joint ambition is to start the project as soon as possible," says Thomas Sörensson, CEO of Enviro.

**Enviro's latest press release made mention of an official tender certificate. When will you receive the certificate?**

"The official governmental process in China mandates this type of document – neither we nor Vanlead have any control over that process. This means that we can't pinpoint exactly when that will happen, but we estimate that we'll receive the certificate from the tender process shortly. After that, we'll have 30 days to finalize the contract."

**What happens after that?**

"Both parties are making preparations according to the joint activity plan until our next meeting in Guangzhou in December. Once the contract is signed – barring any unforeseen events – the project can start promptly."

**Have the market conditions changed?**

"China is the world's largest producer of carbon black. But there is a great push to decommission factories there for environmental reasons. That, coupled with a rise in price of carbon black, also indicates that we can expect increased demand for both facilities and materials in the near future," notes Sörensson.

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**Enviro is an environmental company** which offers profitable recycling of tires and refined materials primarily to the rubber industry. The company sells complete environmental facilities to industrial investors and also operates a separate facility for end-of-life tires in Åsensbruk, Sweden. Enviro head office located in Gothenburg, was founded in 2001, and employs 20 people and is listed for trading on Nasdaq First North with Mangold securities brokerage, 08 5030 1550, as Certified Adviser. [www.envirosystems.se](http://www.envirosystems.se)

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