

FullSulate's Successful Market Entry in Malta

CASE STUDY

Date: January 2026

Location: Malta

Product Focus: FP OilStop®



1. Executive Summary

Following positive initial discussions during the Maritime World event in November 2025, FullSulate executed a strategic market entry mission to Malta in January 2026. This engagement aimed to demonstrate the efficacy of FP OilStop® technologies to key regulatory bodies and commercial operators. Despite adverse weather conditions impacting attendance, the mission achieved critical milestones, including securing high-level regulatory interest, validating product efficacy through live demonstrations, and establishing a preliminary distribution framework with a major local maritime partner.

Key Achievement: Successful engagement with Transport Malta and the Environmental Resources Authority (ERA), leading to requests for immediate partnership access and collaborative research opportunities.

2. Challenge & Market Opportunity

Malta serves as a critical maritime hub in the Mediterranean, yet faces significant environmental challenges related to marine pollution.

The primary market needs identified included:

Effective Spill Response: A need for rapid response solutions for small Marine Gas Oil (MGO) spills during bunkering and refuelling operations.

Infrastructure Maintenance: Solutions required for removing sheen from marinas and cleaning contaminated vessel hulls.

Aquaculture Protection: A pressing industry / country wide issue regarding “fish slime” contamination affecting aquaculture producers, requiring specialised biodegradation solutions.

Regulatory Compliance: Strict oversight by Transport Malta and ERA necessitates that any new solution meets rigorous environmental certification standards.

3. Solution & Demonstration Approach

FullSulate deployed a multi-faceted engagement strategy designed to address both the regulatory requirements and the practical operational needs of the Maltese market.

The approach involved:

Strategic Presentations: Targeted high-level overview delivered to ministries and regulators to establish credibility and compliance.

Live Technical Demonstrations: Practical application of FP OilStop® products (Float, Sinking, Sinking X, and Gel) at Boiler Wharf to prove efficacy under real-world conditions.

Commercial Partnership Negotiation: Direct discussions with local maritime leaders to establish a distribution and logistics hub.

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4. Implementation & Engagement Details

Phase 1: Regulatory Presentation (January 21, 2026)

Hosted at Transport Malta Head Office, the presentation targeted decision-makers from operations, environmental departments, and permitting authorities.

Attendees included representatives from the Environmental Resources Authority (ERA), Aquatic Resources Malta, and the Federation for Aquaculture Producers.

Outcome: The presentation was well-received, confirming that the "fish slime" issue is a priority problem for all parties.

Francis Fabri (CEO, Aquatic Resources Malta) offered the use of research facilities for certification testing, and Dr. Charlon Gouder expressed strong interest in biodegradation support.



Phase 2: Technical Demonstration at Boiler Wharf (January 21, 2026)

A rigorous testing environment was established at the Transport Malta Oil Spill warehouse using fresh and sea water across three IBCs. The demonstration tested efficacy against HFO, Marine Gas Oil, and VLSFO.

Technical Observations:

FP OilStop® Float: Demonstrated successful adsorption of hydrocarbons and removal of VOCs when applied to Marine Gas Oil in fresh water. Also proved effective on fish oil samples.

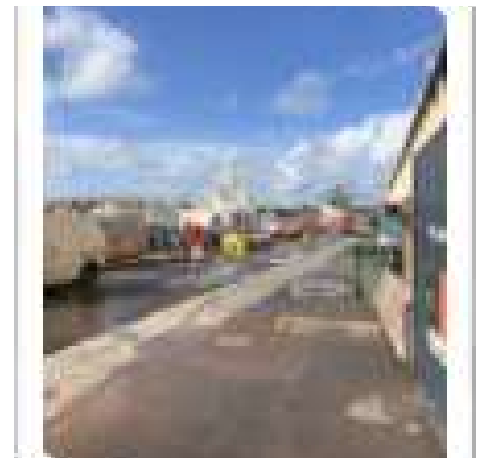
FP OilStop® Gel: Successfully applied to surfaces for tank and hull cleaning simulation; removal was executed successfully by the Transport Malta team the following day.

Environmental Factors: Low water and fuel temperatures impacted the reaction times for HFO and VLSFO, providing valuable data for operational guidelines in cold weather conditions.

Phase 3: Strategic Partnership Meeting (January 22, 2026)

A decisive meeting was held with a leading maritime company well established in Malta to explore opportunities for a commercial alliance.

Expressions of strong interest in acting as the exclusive broker and distributor for FullSulate products in Malta.



5. Results & Commercial Outcomes

The mission delivered tangible business results and opened multiple pathways:

Commercial Distribution: Local partner is evaluating the feasibility of becoming a European/Global shipping hub for FP OilStop®, including holding stockpiles and managing distribution.

Regulatory Endorsement: Transport Malta indicated they would recommend FP OilStop® products to the three major Oil Spill Response Organisations (OSROs) in Malta.

Product Validation: Transport Malta identified specific use-cases for immediate adoption:

- Float: For bunkering spills and marina sheen removal.
- Gel: For tank cleaning and hull decontamination.

Research Collaboration: Agreement to form a working group to address the aquaculture "fish slime" issue, positioning FullSulate as a technological partner for the industry.

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6. Key Stakeholders & Participants

The success of the mission was driven by engagement with the following key organizations:

Government & Regulatory: Transport Malta (Operations & Environmental Dept), Environmental Resources Authority (ERA), Aquatic Resources Malta.

Industry Associations: Federation for Aquaculture Producers.

Commercial Partners: Sullivan Maritime (Senior Management & Operations), Pallumbo, Maritime World, OceanCare etc.

7. Conclusion

The Malta demonstration trip was a definitive success, validating the market demand for FullSulate solutions. Despite weather challenges, the mission achieved its core objectives: securing regulatory support, demonstrating product capability, and laying the groundwork for a strategic distribution hub. This signals a strong entry into the Mediterranean market, with significant potential for scaling operations through the proposed aquaculture and logistics partnerships.

8. Next Steps & Action Plan

To capitalise on the momentum generated during the trip, the following actions are currently in progress:

PARTNERSHIP FORMALIZATION

AQUACULTURE SOLUTION DEVELOPMENT

CERTIFICATION

FOLLOW-UP ENGAGEMENT