



Archie Adams
Managing Director

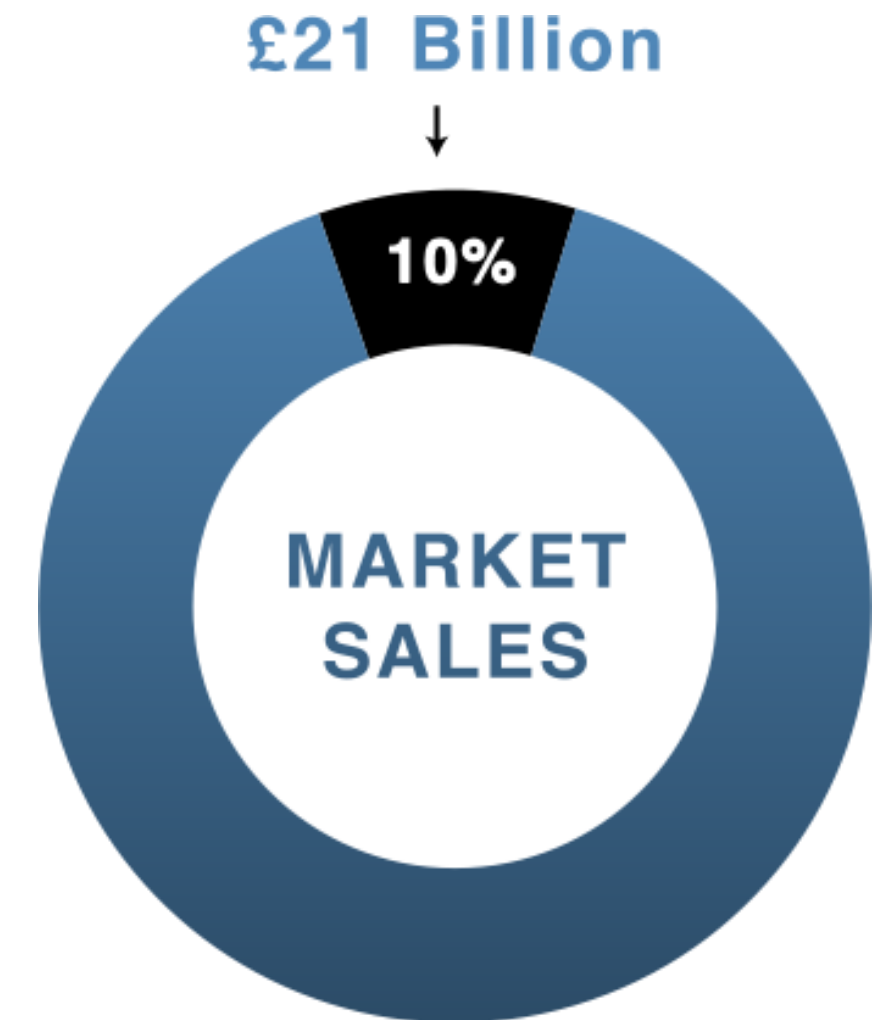
**“The ONLY DWI (REG31) approved liner
for UK drinking water distribution pipes”**

March 2021



OVERVIEW

- 20%* UK drinking water lost in distribution (3 Billion litres) utilizing 0.5% of the total energy used – a problem repeated all over the world.
- The UK's water industry is the country's fourth most energy-intensive sector producing 1% of all the UK's carbon dioxide emissions.
- A unique product for replacing existing drinking water pipes
- Cuts water pipe replacement costs by up to 50% and increases the speed by up to 10 times.
- Renewing 10% of the US and European drinking water pipes could generate £21bn in sales.
- Revenue opportunity of £35k for each km installed + territorial licences/ equipment sales.
- Patent protection to 2038 and expanding



*NAO – DEFRA - Water supply and demand management June 2020

AQUALiNER

CONSERVING FUTURE WATER SUPPLIES

GENERAL

- A unique product with 60 year design life for renewing deteriorating drinking water pipes without the need for open cut technology
- Patented technology developed in conjunction with...



Before



After



AQUALiNER

CONSERVING FUTURE WATER SUPPLIES

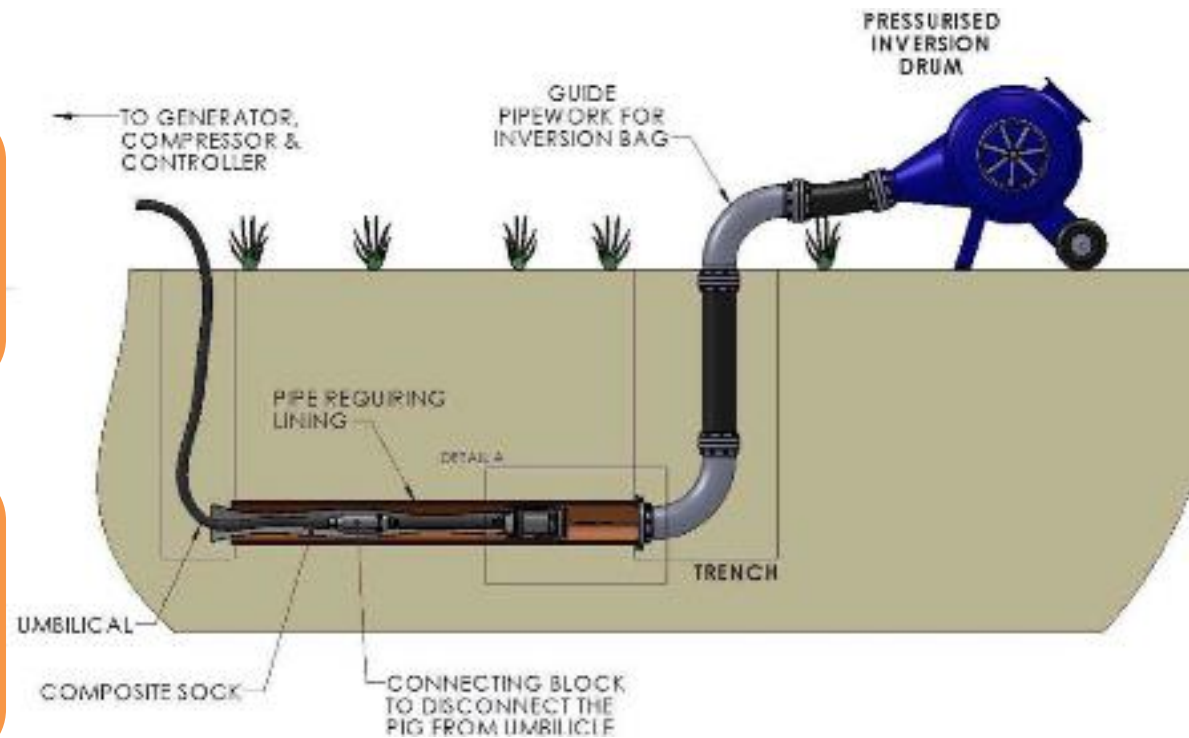
TECHNOLOGY AND PRODUCT



TV Clip



Process Animation




Trenchless


Cost-effective


Structural
Standalone integrity with
60 year life


Thin-walled (3mm)
Maintain pipe's
capacity

First Live drinking water installation completed February 2021 for Severn Trent Water

Process of pipe renewal not repair

AQUALiNER

CONSERVING FUTURE WATER SUPPLIES

INTELLECTUAL PROPERTY

2021 Milestone Year for Aqualiner's Patent Grants

- Patent (GB2554431) granted UK-July 18 covers the unique design of the heated Pig that melts material in the pipe. In 2021 grant has been confirmed in the following countries:

Spain	Germany	Liechtenstein	Switzerland	France	Ireland
Japan					

Patent application is pending in the following countries:

United States	Australia	Italy	Belgium	Netherlands
---------------	-----------	-------	---------	-------------

- Patent (GB2571127) granted UK-March 21 covers the design necessary to achieve even air flow and temperature as it exits the heated pig. Patent applications are pending in the following territories:

United States	Australia	Japan	Canada	Europe
---------------	-----------	-------	--------	--------

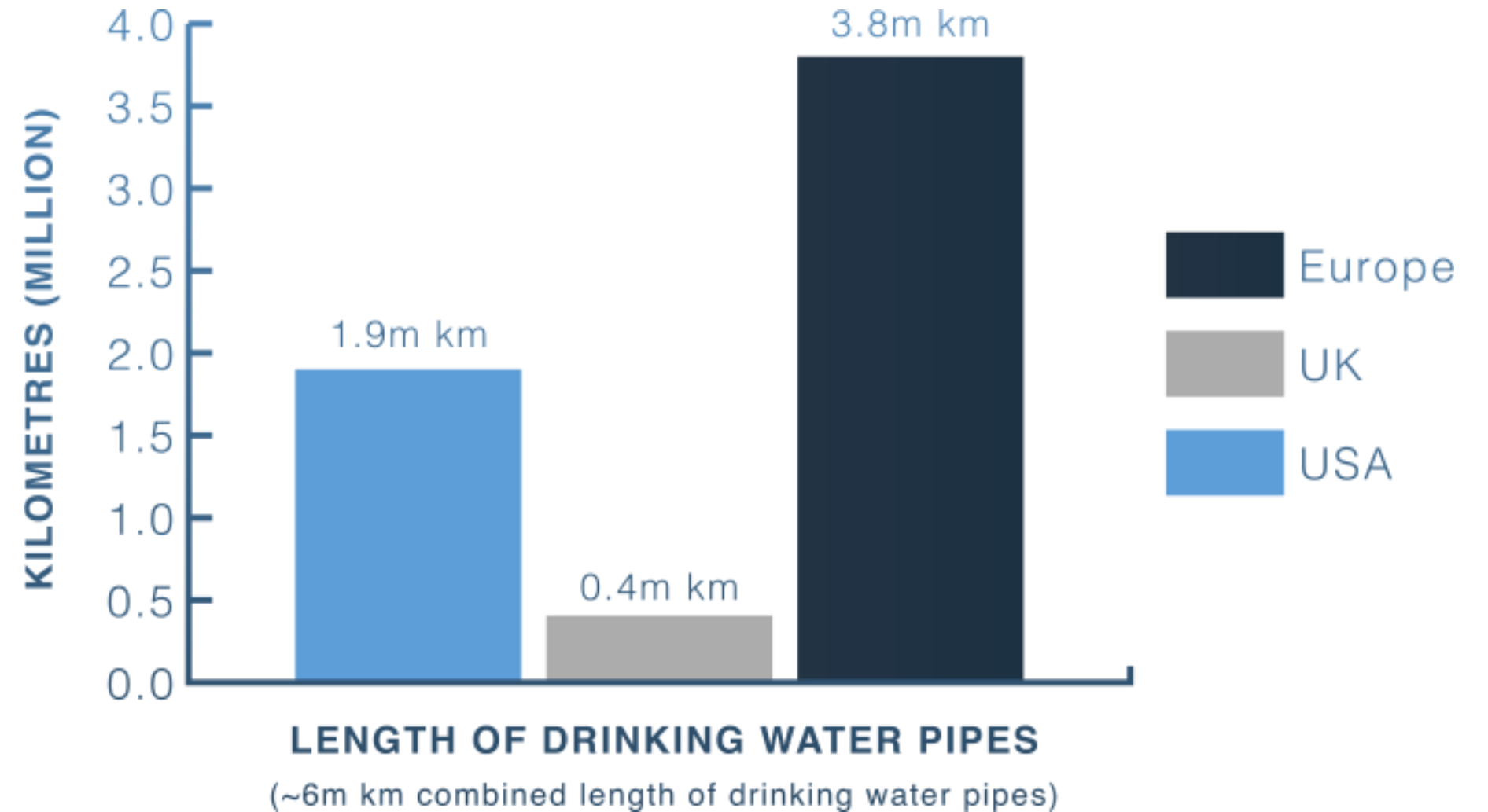
MARKET

DRINKING WATER REPLACEMENT

- Laying or drilling in a new pipe
- Inserting a pipe inside the existing host pipe

DISADVANTAGES OF CURRENT METHODS

- Slow to install
- Large reduction in flow capacity
- Very disruptive above and below ground
- Expensive



AQUALiNER

CONSERVING FUTURE WATER SUPPLIES

MANAGEMENT



Dec Downey
Chairman

World renowned pipe
rehabilitation industry expert
Published 60 papers on pipeline
rehabilitation



Archie Adams
Managing & Finance Director

Wide experience in corporate
finance
Former CEO/ CFO of Jyra,
SEC reporting issuer



Julian Rogers-Coltman
Non-Executive Director

Over 30 years in financial and
commodities markets
CIO of InvestUK Holdings, former
CEO GNI and CEO FF&P CM

- Core Team also includes Product Design & Engineering Expert and Product Development & Installation Manager
- Post Funding new hires include full time Commercial Director, Finance Director and Sales Director

TRACTION

Key Achievements To Date

- ✓ First commercial installation with Severn Trent Water
- ✓ UK & US Regulatory approval for installation in drinking water pipes
- ✓ Installations for Yorkshire Water, Anglian Water and Wessex Water
- ✓ Recent patents granted in 2021

Anticipated Milestones

- Equity Funding for £2.5 million
- Increased commercial equipment lining length and pipe diameter range
- Complete negotiations for a series of global territorial licences
- Lower cost approved material supply
- Increase the length of water installations to 25km in 2022
- Appointment of the UK broker and Nomads for an IPO

Jamie Perry, Innovation Trials lead for Severn Trent

“Currently, our main option is to renew leaky pipes by digging them up and replacing them. Aqualiner has the potential to fully line a pipe with reduced excavations and less time on site. Ultimately, this means our customers experience less disruption. We look forward to our continuing partnership with Aqualiner, as we further develop their system to include a greater range of pipe diameters.”

GLOBAL BUSINESS MODEL

MAIN REVENUE SOURCES

- 1) Territorial Licenses sold to Utility Contractors
- 2) Installation Equipment Sales
- 3) Lining Material Sales - recurring revenue

“HP PRINTER MODEL”

- Aqualiner’s Lining Material is it’s “ink”!
- ✓ License & Equipment sold to Japanese Licensee
- £250,000

An annual install rate of 1,500km in 2024 **only** represents 0.03% of the UK & US drinking water pipes.

	EXISTING	2021	2022	2023	2024	TOTAL
LICENSEE ASSUMPTIONS						
UK Licensees Added	1	1	4	0	0	6
International Licensees Added	1	1	5	4	4	15

	EXISTING	2021	2022	2023	2024	TOTAL
EQUIPMENT/ CREW ASSUMPTIONS						
UK Installation Crews Added	1	0	8	20	22	51
International Installation Crews Added	1	0	6	18	20	45

KMs LINED	2021	2022	2023	2024
UK	0.035	21	348	850
International	-	11	221	650
Total	0.035	32	569	1,500

FUNDING REQUIREMENTS

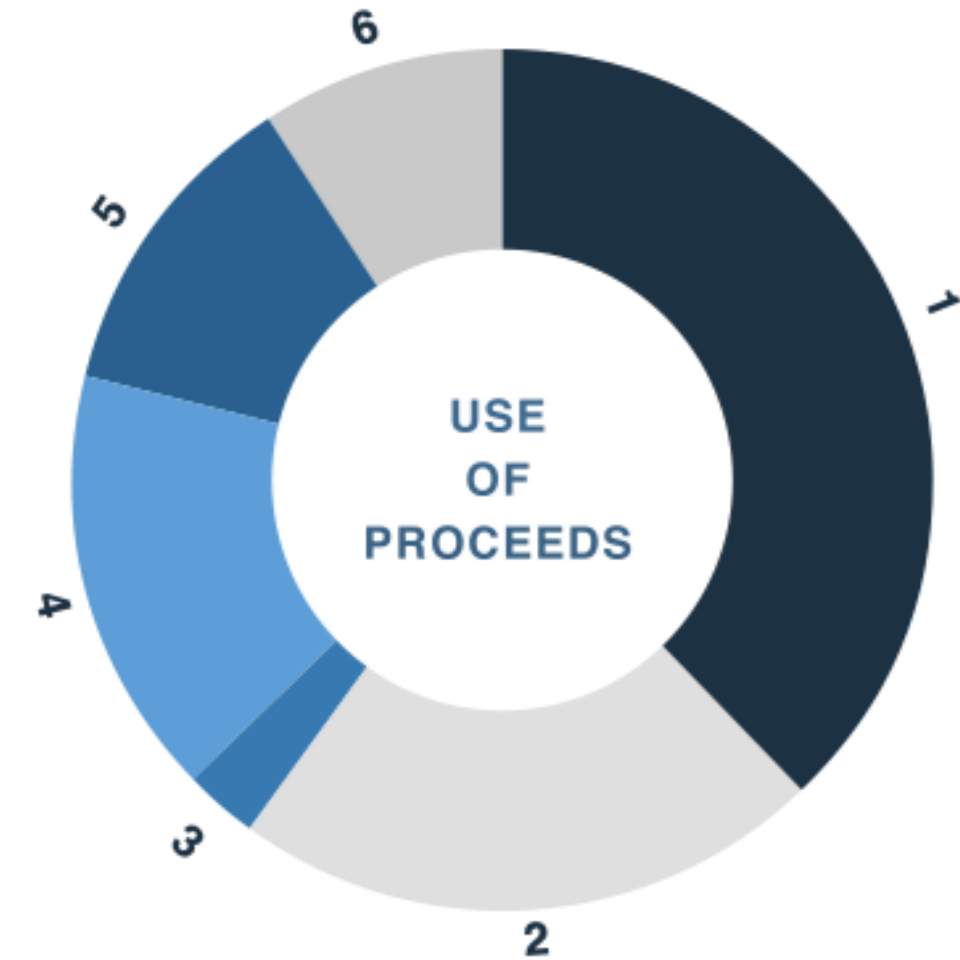
CONSOLIDATED PROFIT & LOSS ('000)

- Projected Gross Margin 40+%
- Projected cash flow positive 1st half 2023

	2021	2022	2023	2024
Revenue	127	4,384	26,229	58,744
Cost of Rev	1	2,188	15,395	34,426
Gross Profit (Loss)	126	2,196	10,834	24,318
Operating Expenses	1,421	2,895	5,168	6,899
Depreciation	20	67	104	133
Profit/ (loss) before tax	(1,315)	(766)	5,562	17,286

FINANCIAL PROJECTIONS

		£'000
1	Product Expand Capability/ Intellectual Property Dev	950
2	Materials & Approvals/ Stock Manufacturing & Supply	550
3	Product Technical Support/ Training Operation	75
4	Facilities/ Management and Operation Expansion	400
5	Global Product Launch (marketing, sales and support)	300
6	Working Capital (incl. Financing Cost)	225
TOTAL		£2,500



2021 - £2.5 million Private Placement* to leverage unique opportunity to a mass global market

*with 2021 EIS advanced assurance

FUNDING

KEY OBJECTIVES OF THE FINANCING

- Launch global lining capability by producing “utility contractor” commercial equipment with:
 - Expanded diameter range capability (100mm - 300mm)
 - Increased lining single shot length (120m) and lining speed
 - New lining material with improved manufacturing capabilities
- Expand the business to adapt to meet the demand of global licensed contractors conducting commercial installations
- Investment to date: £6.3m
- Revenues to date: £1.0m
- Grants/ Tax Credits: £0.6m



Contact

Archie Adams
Managing Director

a.adams@aqualiner.co.uk
+44 7768 774311

