



2022 - INVESTMENT OVERVIEW

Unique patented process for renewing aged water pipes without the need to dig up the pipes

Website: www.aqualiner.co.uk

Location: Loughborough, UK

Stage: First sales

Fundraise in 2021: £3M with HMRC EIS advanced assurance

Overall funding to date: £9.3 mil

Current Burn Rate: £70k/month

2021 Pre-money valuation: £12mil

Team

- Chairman: Dr Dec Downey
- CEO: Archie Adams
- NED: Julian Rogers-Coltman

Year established: 2007

Key developments: Live installation with Severn Trent Water, UK & US Regulatory approved process, new patent grants.

Project undertaken with:

- **Severn Trent Plc**
- **Yorkshire Water**
- **Anglian Water**
- **Wessex Water**
- **OnSite Central Ltd**

(a division of South Staffordshire Plc)

INTRODUCTION

The Aqualiner process was developed in conjunction with Severn Trent, Anglian, Yorkshire and Wessex Water. **In February 2021 Aqualiner completed its initial live commercial installation with Severn Trent Water.** The current phase is to modify our equipment ready to be repetitively used by utility contractors. We are planning to launch our global lining capabilities in 2023.

MARKET & OPPORTUNITY

The UK has 405,000km of water pipes. It is estimated that 120,000km are in need of replacement. **The revenue opportunity is approximately £35k/Km installed.** The US EPA estimates that water infrastructure repairs may be US\$633bil over 20 years. There are 5,000,000kms of drinking water pipes in European & US.



PRODUCT

Process/product has the critical UK & US Regulatory approvals required for installation in drinking water pipes. The process involves winching a thermoplastic sock into a pipe. An inflation tube then pushes a heated "pig" through the sock, melting it against the pipe. It then cools to form a solid pipe. The business model is to protect the technology, to exploit the IP & know how by licensing to utility contractors and to sell them equipment and materials. **The Company continues in 2022 to focus on expanding its global patent portfolio with further patents already granted in 2021 in 9 international territories.**

COMPETITION

Aqualiner has the only fully structural drinking water liner with UK regulatory approval. Traditional replacement methods involve laying or drilling a new pipe in or by inserting a pipe in the existing host pipe. These methods are either slow to install, significantly reduce the pipe flow capacity, very disruptive in urban environments both above and below ground and/or are expensive.

FUNDING STATUS

The Company raised £3m in 2021. The proceeds of the funding are being used as follows:

- 38% - Product Expanded Capability & IP Development
- 22% - Lining Materials Manufacturing & Supply
- 15% - Marketing, Sales, Training Operation and Product Support
- 25% - Operation, Management Expansion, financing costs & working Cap

EXIT TIMETABLE

Planned IPO in 12-18 months. **A successful trade sale is also possible having already received two independent offers to buy the business, one for US\$21 million.**

Achieving installations in 10% of the European & US market equates to in excess of £20bn in revenue

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