



# AQUALINER

CONSERVING FUTURE WATER SUPPLIES

Pitch Deck - 2023



## **THE ONLY FULLY STRUCTURAL PIPE RENEWAL LINING PROCESS WITH UK DRINKING WATER APPROVAL**

Since 2007 Aqualiner has developed a fourth generation of fully process controlled equipment capable of producing liners in water companies live infrastructure.

In 2021 Aqualiner completed its initial live commercial installation with Severn Trent Water.

## THE PROBLEM

**The UK has 405,000km of drinking 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.

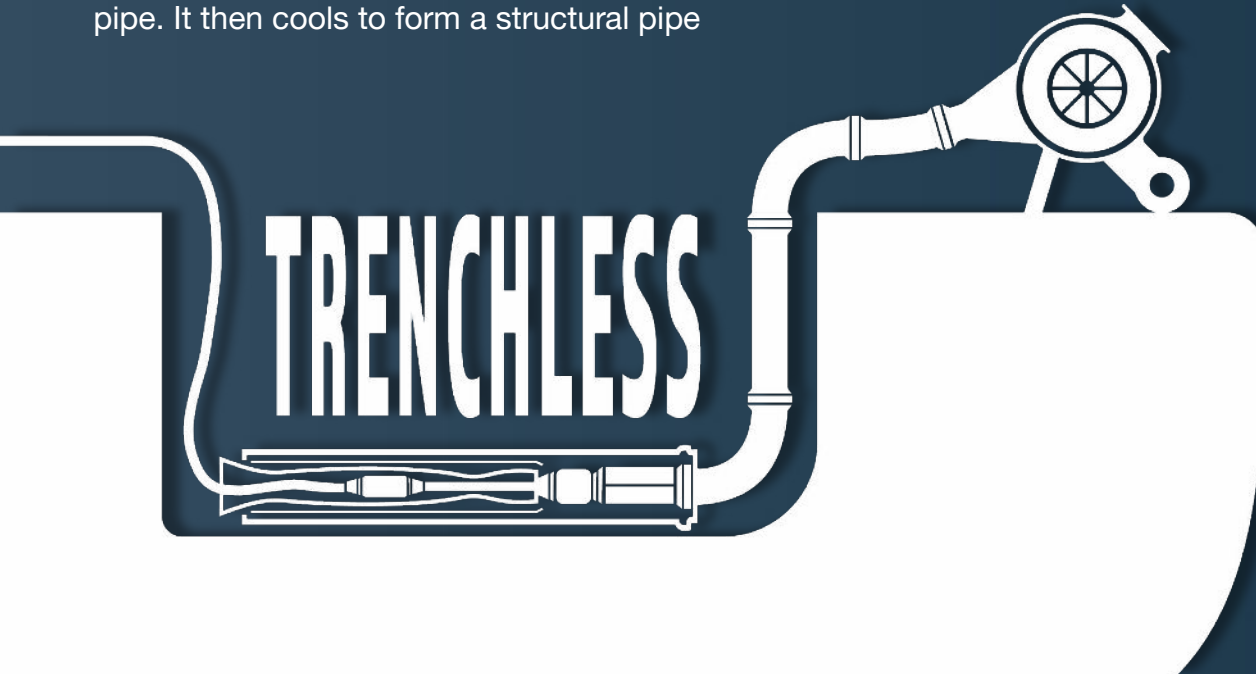
There are 5,000,000kms of drinking water pipes in Europe & US.



## THE SOLUTION

# AQUALINER PIPE RENEWAL

The process involves winching a thermoplastic engineered liner into a pipe. An inflation tube then pushes a heated “pig” through the engineered liner, melting it against the pipe. It then cools to form a structural pipe



- A unique product for the renewal (60+ year design life) of deteriorating drinking water pipes without the need for open cut technology
- Cuts water pipe replacement costs by up to 50% and increases the speed by up to 10 times.
- Saves 20% of water currently lost in distribution. A problem repeated all over the world.

[CLICK HERE  
TO VIEW PROCESS ANIMATION](#)



## TRENCHLESS

Added advantage to line pipes that are difficult to access (underneath rivers, roads, railway tracks etc)



## STRUCTURAL

Restoration of the functionality of a pipeline system for many decades to come



## COST-EFFECTIVE

The Rehabilitation is less expensive than traditional open cut alternatives;



## THIN-WALLED

Whilst maintaining the same standalone burst pressure of 50+ bar

**DEVELOPED IN  
CONJUNCTION WITH...**



anglianwater



## INTELLECTUAL PROPERTY

# Aqualiner continues to expand the vast patent portfolio to increase the life long value of the company on a global basis

During 2016, the Company started to make applications for patents covering the new inventions. This has been transformational for the Company as it created new and valuable intellectual property. Patents have been granted in the following countries (including Netherlands and Switzerland):



UK



IRELAND



GERMANY



FRANCE



SPAIN



JAPAN



USA



ITALY

This gives Aqualiner direct patent protection and life to the ongoing product development plan as the patents are held by the Company outside the original technology license from the UK water companies.

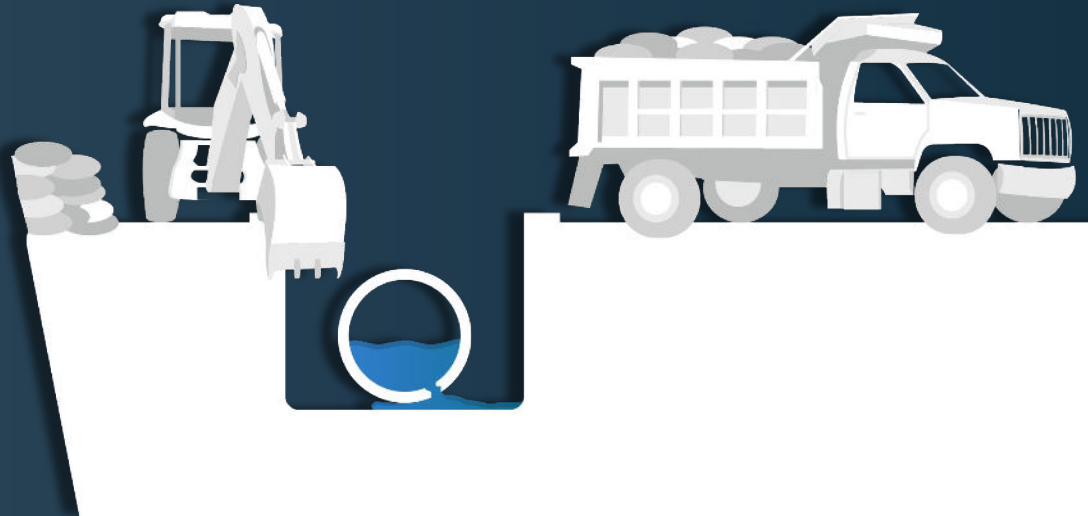
## ADVANTAGES OVER EXISTING MARKET

# RENEW NOT REPLACE

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.

All of the mentioned processes have significant downsides. Aqualiner is at an advantage over competing pipe rehabilitation methods, as it is versatile enough to be suitable in a wide range of scenarios and is generally lower cost.

- **Dig Up & Replace**
- **Horizontal Directional Drill**
- **Fold and Form**
- **Pipe Burst**







## MANAGEMENT

We are looking for engineers with specific/relevant skills and experience that would be beneficial to developing our unique process. We are encouraged by discussions with the water companies and utility contractors, who have had a similar challenging experience over the past year, that they now believe the engineer recruitment environment is showing signs of improvement due to recent events in the UK economy.

### **DEC DOWNEY**

#### **CHAIRMAN**

World renowned and recognized water & sewer pipe rehabilitation expert” Over 40 years’ experience in pipeline design, installation and rehabilitation. Past Chairman of the International Society for Trenchless Technology (ISTT).

### **ARCHIE ADAMS**

#### **MANAGING AND FINANCE DIRECTOR**

Corporate finance, business management and sales professional. 25+ years’ experience including founder, CFO and CEO of Jyra, a SEC reporting issuer, which achieved a value of US\$250million (a return of up to 80 times for investors).

### **JULIAN ROGERS-COLTMAN**

#### **DIRECTOR**

Over 30 years’ experience in financial and commodity markets. He was CEO of Fleming Capital Management, part of Fleming Family and Partners and, prior to that, CEO of GNI Limited (now part of MAN Group).



## KEY DEVELOPMENTS

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

Projects undertaken with:

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

Recent Developments

Process/product has UK & US Regulatory approval for installation in public drinking water pipes

## 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.”

## KEY CURRENT ACTIVITIES

# Complete the development of the utility, contractor commercial, equipment, for field installation.

Activities in our development center in Loughborough include:

- Lower cost approved lining material supply
- UK launch of commercial installation equipment
- Start planned UK roll out of the Aqualiner solution
- Additional patent applications and international patent grants
- Complete negotiations for a series of global territorial licenses



## GLOBAL BUSINESS MODEL

# “NESPRESSO MODEL”

Aqualiner’s lining material is it’s “Coffee Capsules”!



The diagram consists of three vertical, dark blue cylindrical pillars. Each pillar has a light blue, glowing ring at its top. The text is centered within each pillar. The first pillar is on the left, the second in the middle, and the third on the right.

Territorial  
Licenses  
sold to  
Utility  
Contractors

Installation  
Equipment  
Sales

Lining  
Material  
Sales -  
recurring  
revenue

- License & Equipment sold to Japanese Licensee
- Revenue opportunity of £35k for each km installed + territorial licences/ equipment sales.

## FUNDING STATUS

# THE COMPANY'S LAST RAISE WAS £3M

The proceeds of the funding were allocated as follows:

OVERALL FUNDING TO DATE: £10M

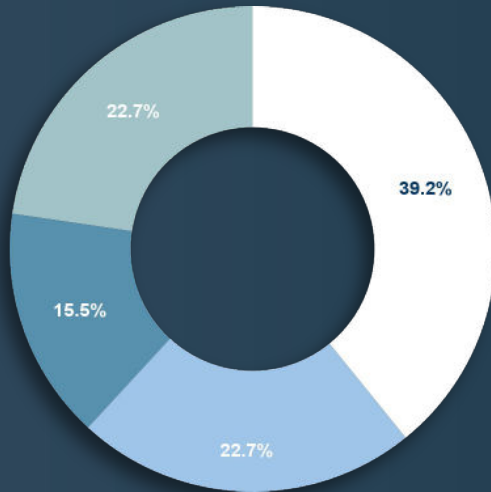
CURRENT BURN RATE: £70k/ month

Last Valuation: £15M

Shares outstanding - 30 million

Directors/ founders own 20%

- Product Expanded Capability & IP Development
- Lining Materials Manufacturing & Supply
- Marketing, Sales, Training Operation and Product Support
- 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.



**USA**



Significant financial opportunity with annual projected revenues of **£52.5M** for the third year following commercial launch.

This is based on an annual install rate of 1,500km which only represents 0.03% market share of the UK & US drinking water pipes.

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



**EUROPE**



CONTACT

**ARCHIE ADAMS**  
MANAGING DIRECTOR

[a.adams@aqualiner.co.uk](mailto:a.adams@aqualiner.co.uk)  
+44 7768 774311