



Saving the planet and saving customers' money

# One flush at a time

**propel**air<sup>®</sup>

**Anthony Jones, CFO**

# So why is 1.5 litre a big deal?

The UN predicts a **40%** shortfall  
in global water supply by 2030



Demand > supply  
by 2025



Conventional toilet - 9 or 6 litres

**Propelair saves up to 83%**

# The commercial market

Employees 'at work' use on average



**13,000 litres**  
of water per year

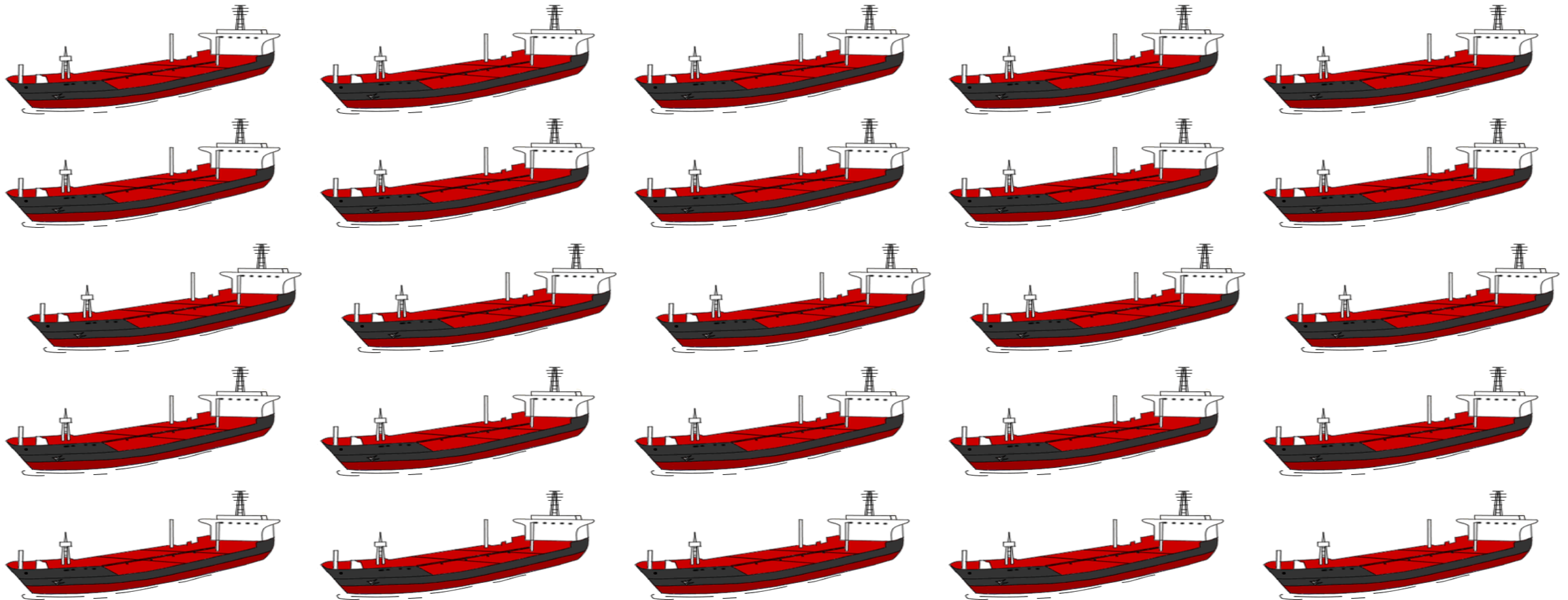


**5,650 litres**  
flushed down toilet

Current installed base

saves **875,000,000 litres p.a.**

# Customers saving 875,000,000 litres per annum



25 oil tankers

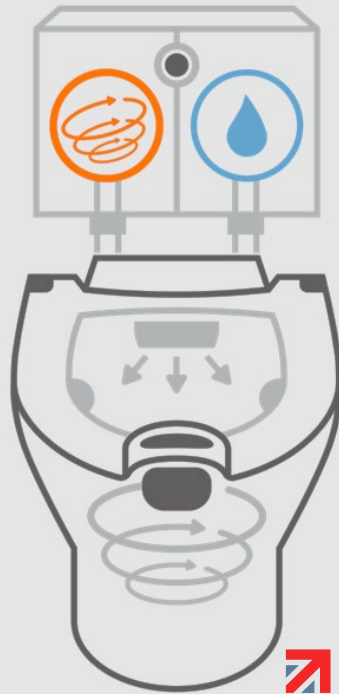
# How does it do this?

Replaces the 7.5 litres of water with 120 litre air

A **two-section cistern**;  
one for **air** and one for **water**

Before flushing, the lid is  
closed to **form a seal**

Refills in **only 20-30 seconds**



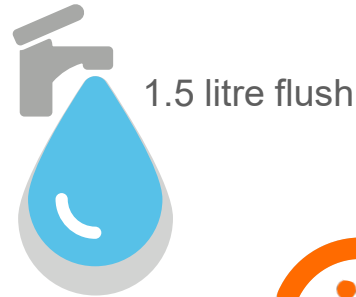
When flushing, **water washes the pan**,  
and **air from the unique patented pump**  
**pushes out the pan contents**

**Flushes in only 3 seconds** – powerful  
and reliable, leaving a clean bowl

**The lowest water flush toilet in the world**

# Business benefits – rapid savings

1 Up to **83%** less water



2 Up to **80%** carbon reduction



3 Strong, durable design significantly **reduces maintenance costs**



4 Total building water and sewage **bills reduced by up to 60%**



**Payback <1 to 3 years**

# Positive user feedback

① **Flush performance superior** to a standard toilet



② Quick refill time **reduces queues**



③ **Reduces airborne germs** by **95%**



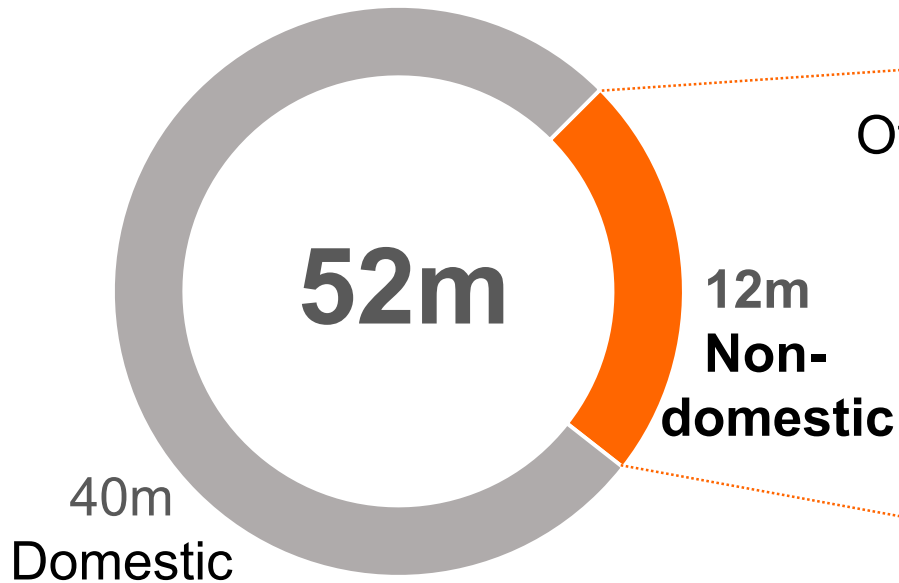
④ **81%** of users **valued** the **water saving** of the toilet



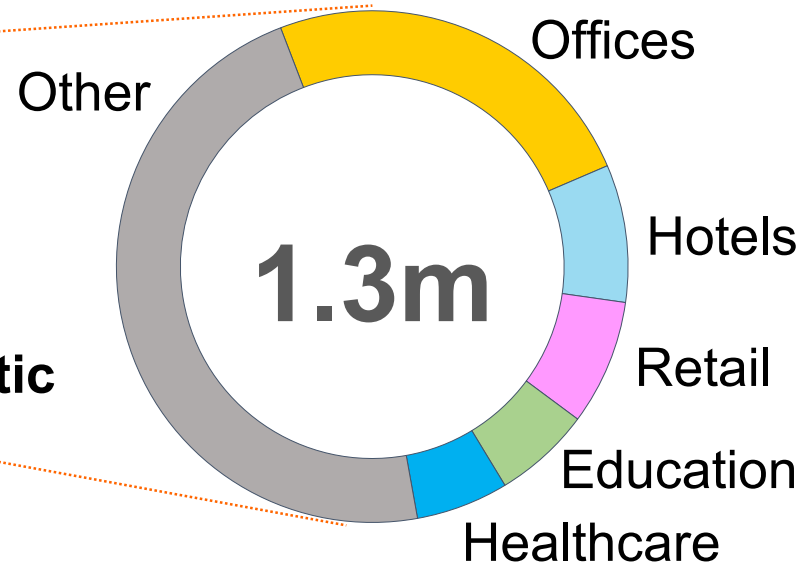


# Focused target market in UK

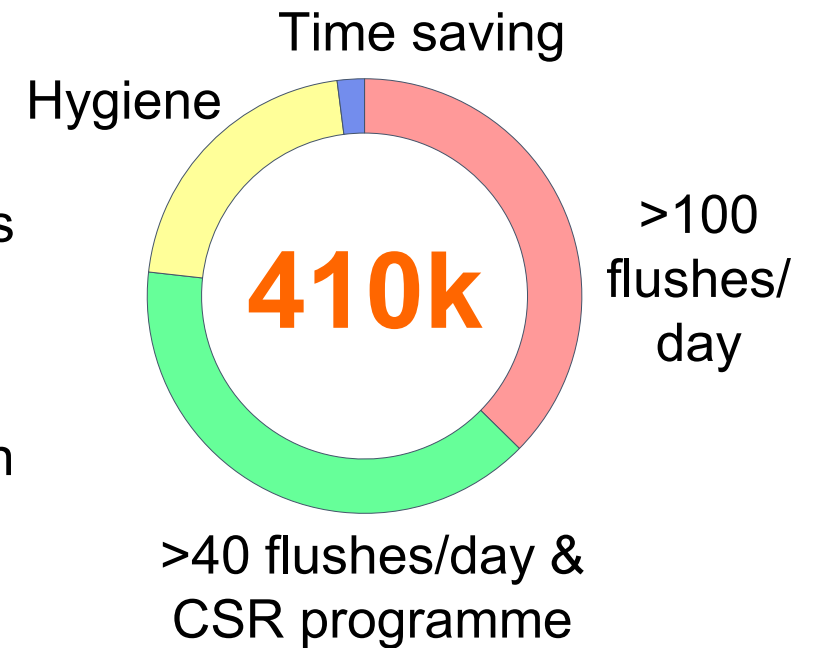
Total UK toilets



Non-domestic toilet sales p.a.



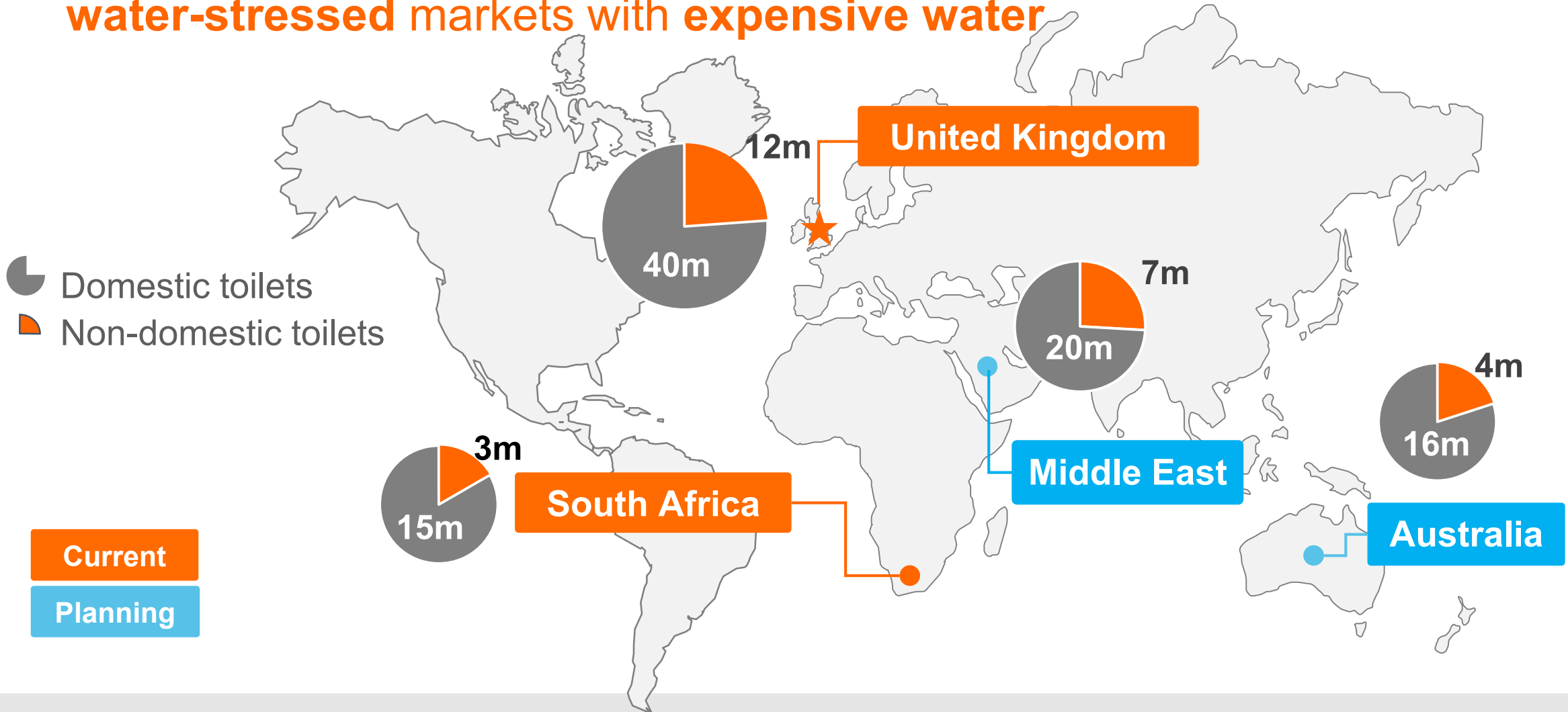
Specific obtainable target





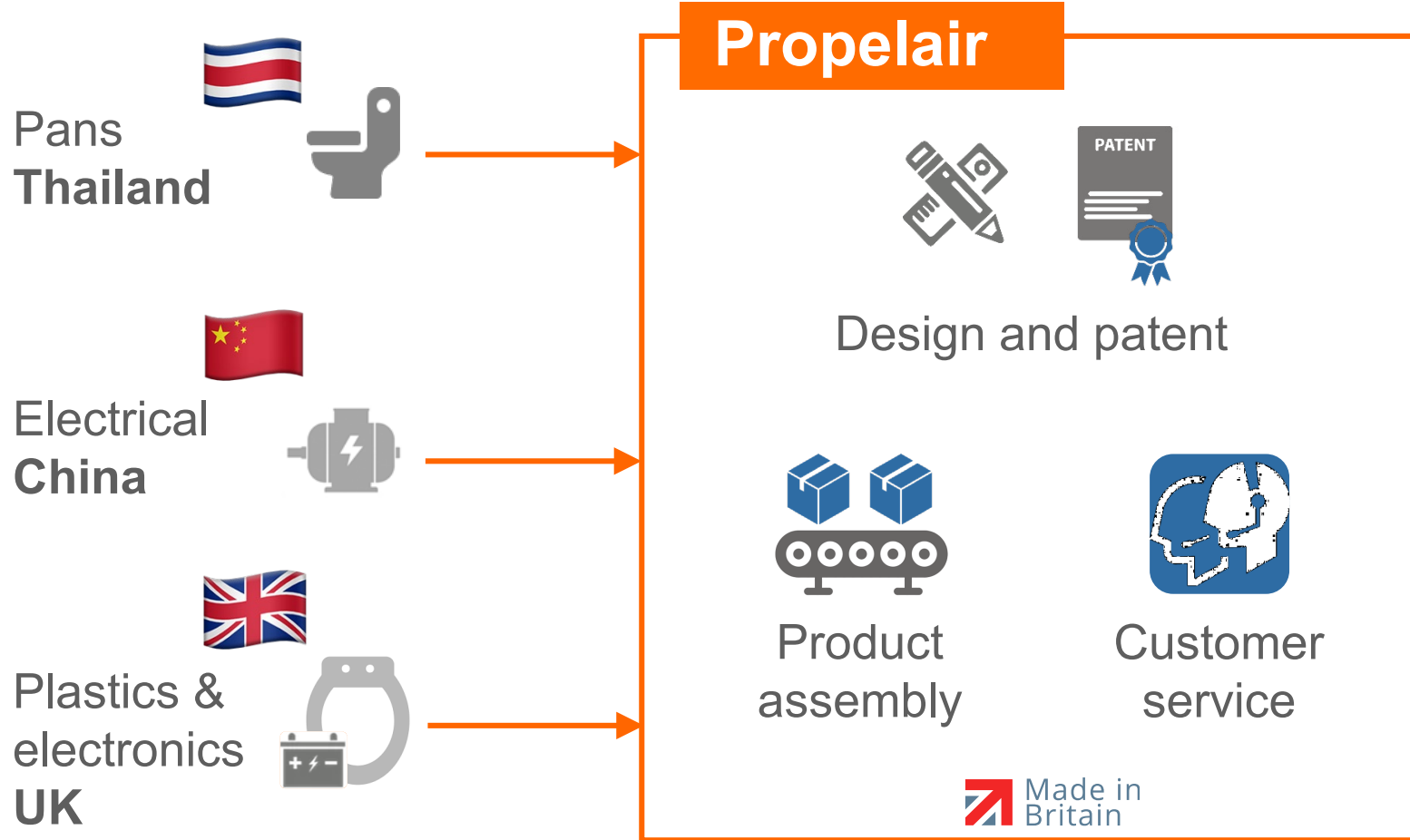
# Our immediate market

water-stressed markets with expensive water

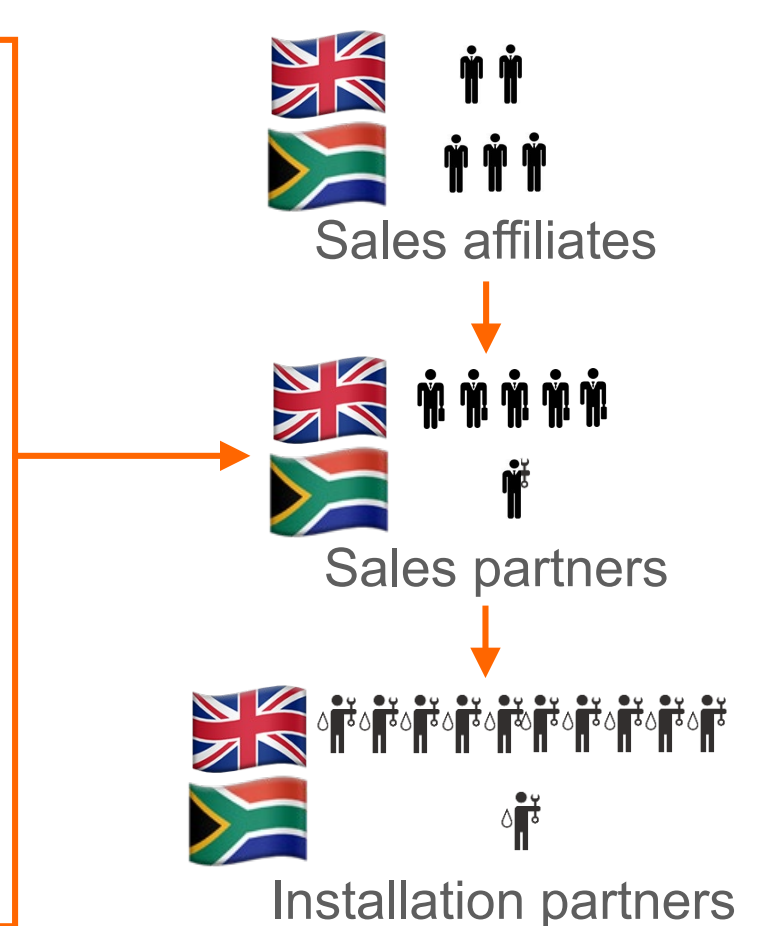


# Our business model

## Supply Partners



## Sales Partners



# Our new management team - over 160 years experience

**David Hollander**  
CEO



MD, Dyson UK&I  
PE exit as CEO  
Aqualisa

**Anthony Jones**  
CFO



Specialist in start-ups and business improvement

**James Surgeon**  
Commercial Director



EMEA Sales Director at Honeywell

**David Mosscrop**  
Operations Director



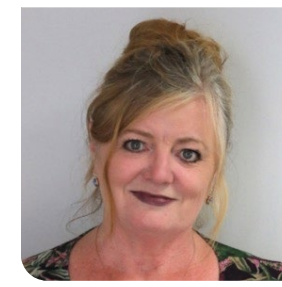
Supply Chain Director at Selecta

**Alex Newman**  
Innovation Director



Head of Innovation at Aspen Pumps

**Andrea Holton**  
Fractional HR Director



HR Director of Charles Wells Pubs



# Performance to date and forecast

## Dramatic increase in sales funnel underpins growth forecast

3-year forecast	2016	2017	2018	2019	2020	2021	2022
	Actual	Actual	Actual	Actual	Budget	Budget	Budget
Year End Sales Funnel (units)	850	2,862	3,169	36,083			
Total Units Sold (units)	379	428	1,294	1,095	4,597	9,970	19,550



# £3.2m required to fund continued growth

• Stock acquisition	1.50m
• Innovation, product improvement, tooling, IP	0.90m
• Market expansion	0.25m
• Marketing and enhancing sales channels	0.35m
• Raising fees	0.20m
	<hr/>
	<b>3.20m*</b>

**\* Eligible for EIS**





Now is *Your* chance to help save the planet and customers' money

# One flush at a time

Anthony.Jones@Propelair.com  
Chief Finance Officer

**propelair**<sup>®</sup>

Flushing with **water & air** because you care

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save water | save money | improve hygiene

