BUSINESS INVESTMENT OPPORTUNITY

Water Powered Technologies®

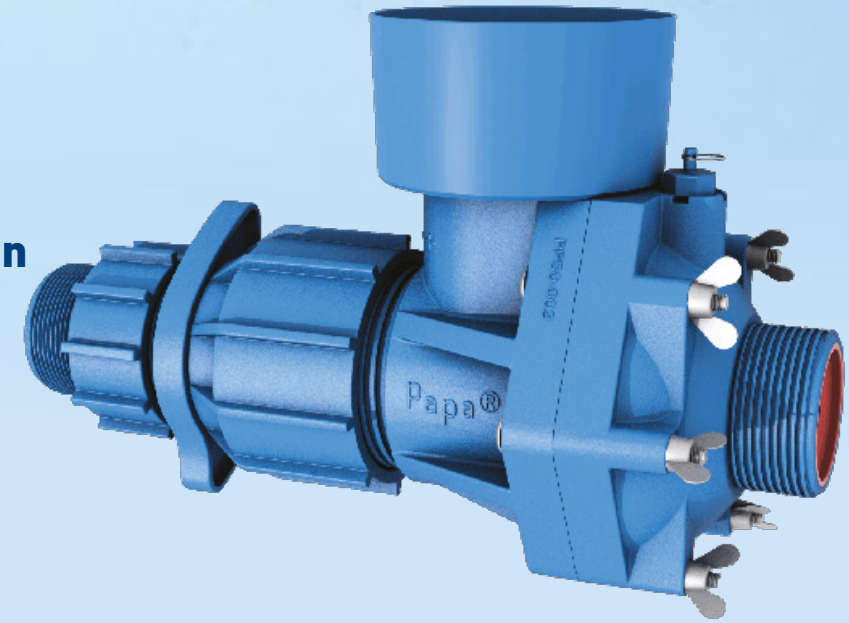
Invest in a forward thinking, environmentally conscious, technology driven business today.

- Phil Selwyn (Founder)

March 2021

(Water Powered Technologies 2021)

Content



(Water Powered Technologies 2021)

1 Executive Summary

The business has long proven its ability to design, manufacture and deploy innovative water pumping systems as well as protecting its intellectual property within a broad suite of international patents and trademarks - with the intention of developing a long term, valuable and trusted 'brand defined' operation.

The core values of the business are in achieving globally significant status as the 'go to' entity for the provision of sustainable and ethical water pumping products whilst reducing damaging emissions and environmental impacts in the process of delivering the valuable and ever-increasing water resources required for humanities future needs.

With a good local UK and growing international base of customers mainly in the agricultural sector along with an increasing general awareness for the requirement of renewable energy solutions – the business is eager to exploit its potential by developing a number of international sales and marketing strategies both within and outside of the agricultural sector.

To rapidly develop the business with the benefits of its well proven technology, Water Powered Technologies (WPT) must now identify and execute effective and efficient market routes and strategies. Having previously investigated existing distributor networks within the traditional water pumping industry, WPT identified a number of reasons why many of these are not currently viable and has consequently restructured its approach towards 'particular' distributor types. In addition, there are a growing number of direct sales opportunities via e-commerce sites as well as opportunities to provide continuous income streams by developing 'lease' or 'pay by use' models which could be delivered using franchise or licensing strategies.

The high growth potential of the business will be realised by the successful identification and execution of these commercialisation models which will require specific skill sets and adequate financial provision.

It is the intention of this document to 'describe' the products and opportunities in a broad sense and to identify the skill sets, strategies and finance required to enact this next but critical stage of the business's development – however, it should be iterated that the actualities of this process would eventually be defined post fund raise and with the benefit of establishing the key personnel and agreed strategies.

2 Strategy

Vision

"To contribute to the provision of global sustainability water resources for human-kind to enable us to maximise our water for drinking, food production, energy conversion and flood management."

Mission

By 2030,
Water Powered Technologies systems are recognised as the most sustainable, resilient and cost-effective water transfer solutions worldwide.

Objectives

• Increase the sales of Papa pumps during 2021 with particular emphasis on the developing markets of Africa, Asia and Latin American countries. This will be via the enhancement of existing and newly identified distributors as well as the deployment of an on-line marketing strategy via e-commerce platforms.

• Increase the sales of Seradisc Filters during 2021 by identifying more diverse distributors than appropriate for Papa pump as well as an online approach via e-commerce platforms.

• Complete development of the Venturo pump by November 2021, fulfil/ finalise initial customer orders and develop further interest and potential customer finance models

(Water Powered Technologies 2021)

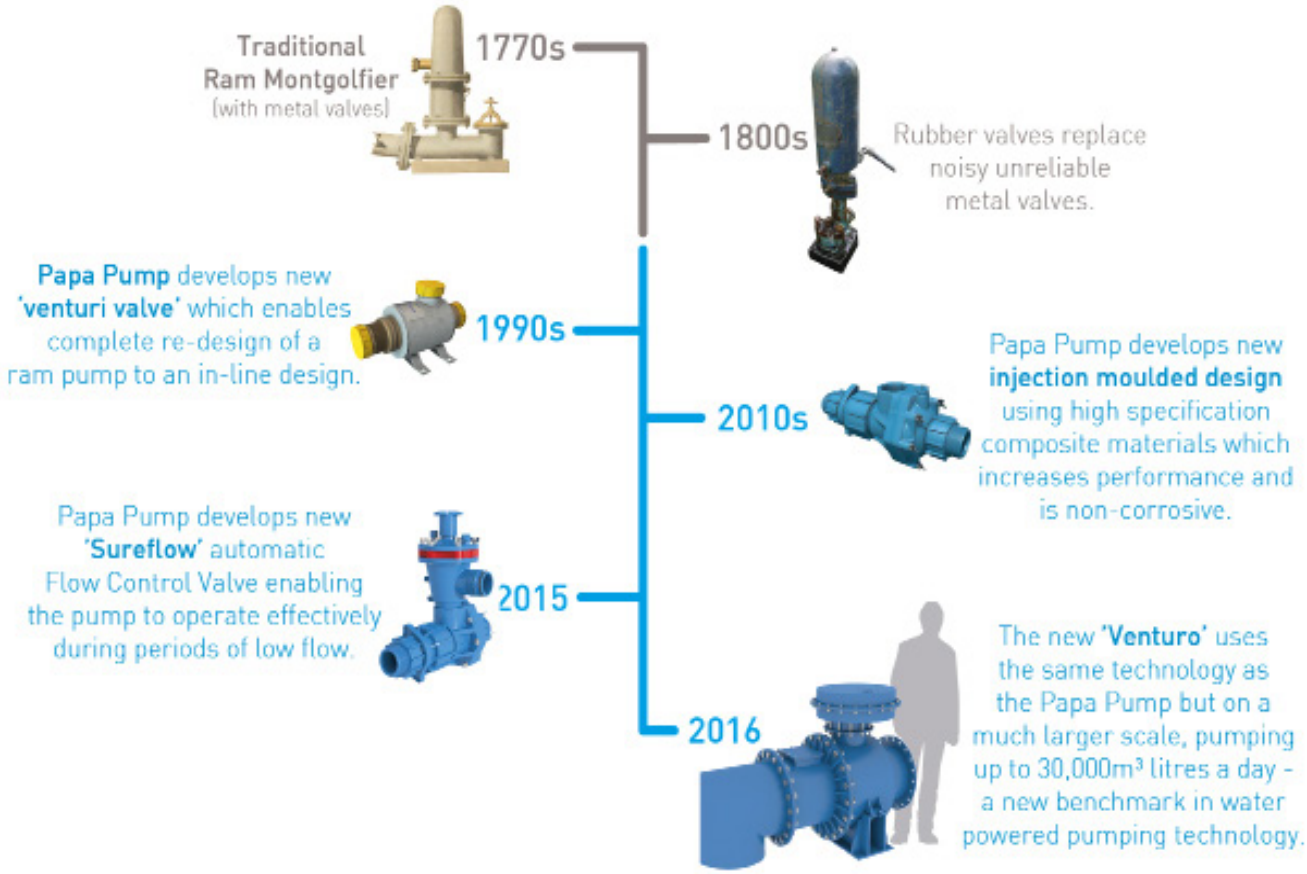
3 Company Background

Water Powered Technologies Ltd has spent the last 10 years conceiving, prototyping, patenting and testing a range of unique zero energy water management products from pumps to filters. These range from the smaller Papa pump for individual farms to the much larger Venturo pump system. All of these products use no external energy sources but operate just through the power of running water and are designed to need little or minimal maintenance during their operational lives.

During an extended product testing and product launch schedule lasting from 2012-2018, over 600 of the first new product; the composite Papa pump, have been sold in over 22 countries with full large-scale production capabilities proven and implemented.

During 2019, the Company committed itself to completing commercialization of its core Papa pump product and a new filter product, Seradisc, with several well-established partners globally. Commercializing the Papa pump has prepared the ground for understanding the requirements of launching the much larger Venturo pump which is the next challenge for the Company.

Ram Pumps Timeline



(Water Powered Technologies 2021)

4 Company Structure

Water Powered Technologies Ltd was established in 2011 to acquire all the IP of Papa Ltd plus stock. Papa Ltd was retained as the trading business for all products and has recently undergone a name change to Simple Water Solutions Ltd (SWS) to encapsulate the extended product range based on the company ethos of developing simple cost-effective technology. WPT is the development entity holding and funding the technology and IP whilst SWS is the core trading business.

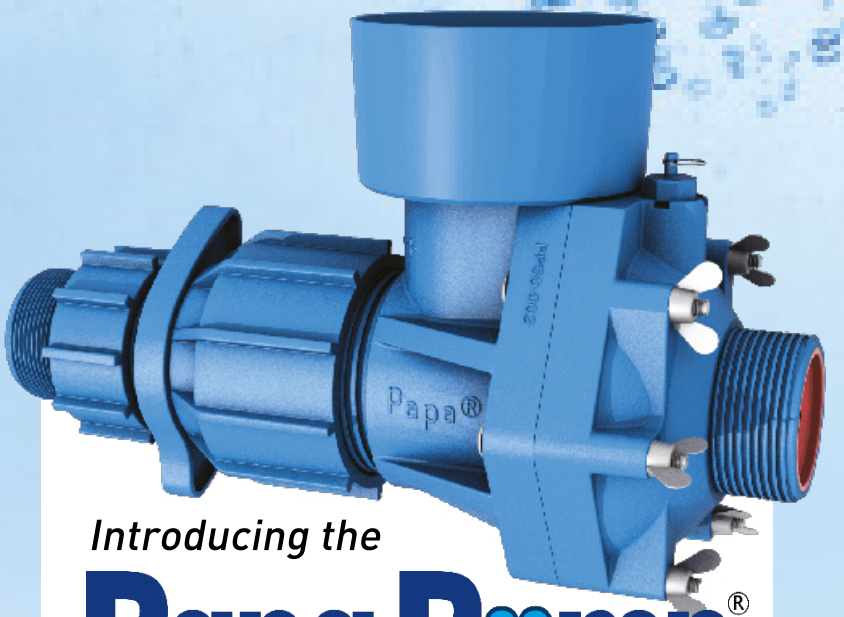
The rationale for operating the two businesses is to isolate the IP business from the trading business in the event that a potential trading liability could otherwise effect the IP business. Licensing partners would pay an annual license fee to SWS for the commercial use of the IP which WPT licences to SWS.

Late in 2020 following strategic business advise – the previous commercial director agreed that it would be in the best interests of the business for him to exit and for him and other directors/shareholders to eradicate all outstanding loans owed to them by the company - thereby providing a positive balance sheet and investable entity for the company to execute the proposed growth strategy.

(Water Powered Technologies 2021)

5 Products

Successful installations in 6 continents!



Introducing the

Papa Pump®

The World's 'First' Composite Injection Moulded Zero Energy Water Pump

Papa Pump

The core product of WPT, the Papa Pump was the original development and inspiration for the product range. It is a 21st Century development of a technology that has been used for the fuel free supply of water over a couple of hundred years but became less attractive due to wide-spread cheap connections to water mains along with the prevalence of electrical, diesel and petrol-powered pumping systems in the developed world. There remains a relatively unfulfilled market in the developing world for this technology, although access to funding is a key requirement. Climate change and the associated use of fossil fuels and electricity have allowed an increasing resurgence of interest for this technology in the developed world.

The new technology harnesses the principles of the 'Venturi effect' to enable pumping of a high-pressure secondary flow from a primary moving water mass. This allows water to be pumped to high levels and over long distances without the requirement for additional energy input. The innovation comes from a simple design allowing easy assembly and maintenance coupled with modern materials that minimise cost and weight.

Development status – Rigorously tested and sold to hundreds of customers worldwide to a high standard and available as a commercial product.

(Water Powered Technologies 2021)

5 Products

Seradisc

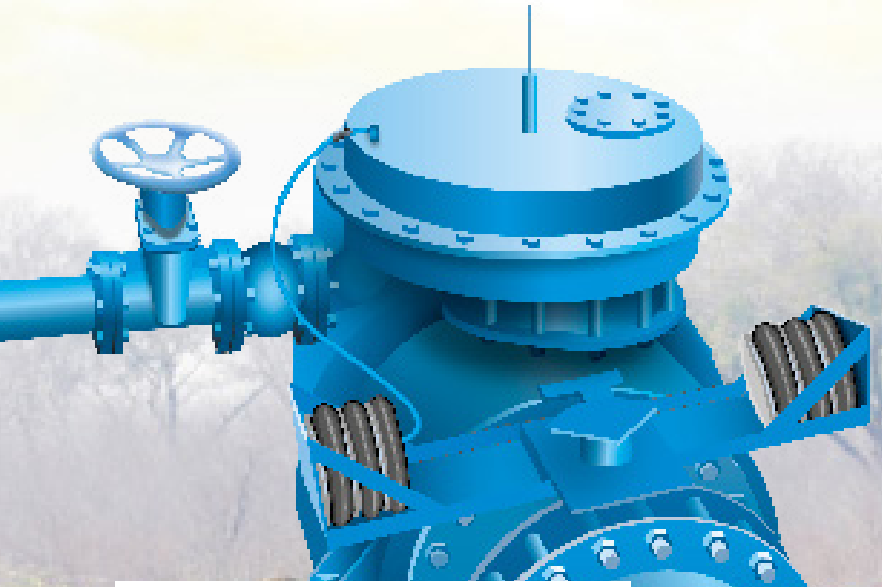
An innovative modular filter system designed originally to complement the Papa Pump however its unique design makes it a stand-alone product for the whole water industry. The Seradisc filter includes a series of integrated spring discs which can be varied to screen particulates of approximately 4mm to 0.1mm. Screening is achieved by installing varying numbers of discs onto the filter assembly whereby the standard 16 discs form a screen of 4mm up to a maximum of 42 discs which provide a screen of 0.1mm. The standard filter unit has 16 discs and additional discs are available in packs of 16.

Development Status – Whole development and IP cycle complete except for detailed routes to market for commercialisation.

5 Products

Venturo

A large-scale water pump based on the principles of the Papa Pump - designed to meet large agricultural and commercial needs for moving high volumes of water.



Introducing the

Venturo™

The World's 'Largest' Zero Energy Water Pump

WPT installed a demonstration technical feasibility pilot project in Cornwall in association with Innovate UK and the University of Strathclyde. It was designed to also test the integration with hydro turbines in a micro pumped hydro project, supplying the national grid and at the same time protecting wildlife. The University of Strathclyde are convinced of the potential applications of this technology and continue to support WPT in validating its uses and commercial viability.

The aim of the project was to use the patented Venturo technology to make agriculture more sustainable and climate resistant and show how the system, integrated with a hydro turbine, can provide an efficient and environmentally friendly way of generating power and creating jobs for the local community.

Pumped hydro in the UK currently relies on low-cost off-peak coal or nuclear power. The Venturo pumped hydro generation system uses no electric power to pump water and simply uses existing or enlarged water storage on farms - giving remote areas megawatts of power to feed into the grid as well as giving farmers and wildlife more water for use in drought.

The benefit of this system is that it provides flexibility so that a relatively small and compact high-pressure turbine can be utilized on-demand instead of a conventional large and continuous flow of river system. This means that the generator can operate only when power is required thereby increasing the efficiency of the grid and producing peak electricity at a lower capital cost with much greater outputs.

Department for International Development

(Water Powered Technologies 2021)

5 Products

THE LOKEFOUNDATION

A Wildlife Park in Kenya is looking at the Venturo Pump to deliver water for elephants which will mean they don't have to travel to waterholes in areas under threat by poachers.

LIONHEART AGROTECH

Venturo Interest

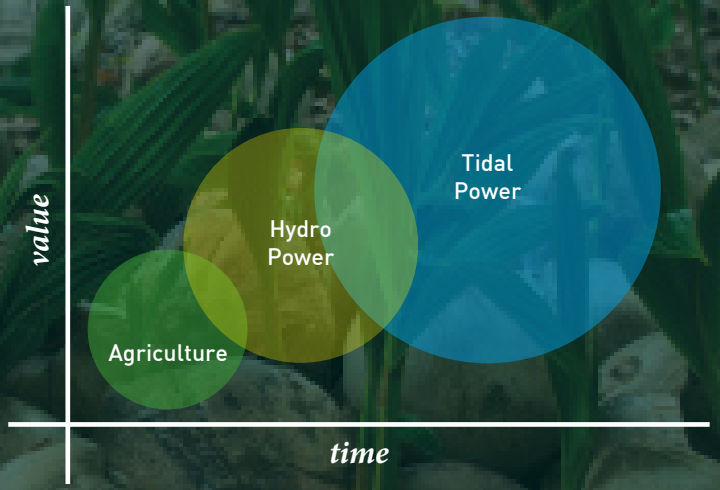
Join us to commercialise the Venturo pump, reaping the rewards in environmental/social impact and sustainable profits!

WPT has received significant interest in the Venturo, and potential early adopter customer sites have been validated after undertaking physical surveys in the Philippines and Kenya and subsequently received confirmation that the customer partners have ascertained the relevant permits to proceed.

It is envisaged that these first projects will proceed during 2021 pending customer finance availability. WPT would like to have the UK testing facility in place and operating to allow any refinements prior to the pumps being constructed and installed.

Several energy companies have approached WPT to see what hydro power applications are possible with the large Venturo pump. There are clear opportunities for zero energy pumped hydro with WPT's technology moving 0000000's of litres of water per day at almost zero Opex cost. This water can be stored and then released to produce power at peak periods of electrical demand. There are also potential applications of powering low-cost turbines with higher pressure water directly generated from low-pressure natural sources by both Venturo and Papa Pump systems.

The Venturo Market



Named as one of the most promising innovations by several International Aid Agencies (Renewable World) and frequently cited as a leading sustainable innovation in UK competitions, WPT has already received widespread interest in the larger Venturo Pump.

Renewable World

Climate Week 4-10 March 2013 Awards Finalist

SHORTLISTED South West Green Energy Awards 2012

ENDS Green Economy Awards 2013 Highly Commended

The Environment and Energy Awards Finalist

CLEAN AND COOL MISSION 2013 BRAZIL

5 Products

Sureflow Valve

A control valve designed to be used in combination with the Papa pump in conditions of low or intermittent flow (which would otherwise limit or damage system performance). It enables automatic self-regulation and maintenance-free operation, particularly in arid regions - and further differentiates the uniqueness of the technology beyond any competition.

Development Status – Final design has been refined with many systems being trialled in the field since 2016. Whilst the initial systems have been assembled by WPT at their Bude workshops, full assembly of the systems is planned to take place during 2021 by their manufacturing partners in China. WPT are not seeking IP protection for this product as its market is mainly limited for use with the Papa pump. However, there could be some high value applications/opportunities within the water and fluid control industries.

(Water Powered Technologies 2021)

6 Developing Products

Hydromentum

An innovative commercial rainwater harvesting (RWH) system using the principles of the Papa Pump to facilitate the collection and useful deployment of rainwater run-off on larger commercial properties with roofs of up to 500 m2. The system does not require an electrical connection unlike most rainwater harvesting systems - although a solar or electrical pump can easily be added to increase the percentage of recovered water where required. Connection in both urban and rural environments, the benefits of utilizing rain water reduce the reliance on other water sources and reduce the effect of flooding by retaining water that would otherwise flow into storm drains or river systems.

The real need for the system is outside the UK, where a low maintenance, zero energy system requiring simple installation can help rising water supply costs, combat waterborne illnesses and flood damage from extreme rainfall. Technically, the current pre-commercialisation version of the Hydromentum system simply shows all the patented / patent pending Papa pump ancillaries operating. More engagement around the ERDF funded HQ demonstration site and marketing is required to show the system as a practical solution in the developing world.

Development Status – Prototyping complete and some sales made with IP protection applied for as a complete system utilising multiple WPT products. Some development/testing is required prior to full commercialisation.

A smaller domestic version of the Hydromentum RWH could be developed as a valuable contribution to that market. Economic drivers for this in many developed geographies are more likely to materialise pending future legislation for this type of supplement based on a sustainable urban development (SUDS) platform. There are however likely to be current viable markets for this technology in some overseas regions where water prices are higher and/or water is less available.

(Water Powered Technologies 2021)

6 Developing Products

Self-charging surge and back flow prevention unit

Hydronetic

Historically, water surges in pipes have the tendency to be very damaging to both the pipework and any equipment attached to the pipes. Therefore, wherever there is a likelihood of a pressure surge in a hydraulic system pressure accumulators or shock arrestors are installed. These are generally in the form of a small vessel with a flexible rubber membrane installed internally so that the water acts on one side with an air cushion on the other.

Currently, accumulators are manufactured usually as a pressed steel vessel construction with a rubber membrane mounted in the center and are generally considered a replaceable unit as the membrane becomes perished. As the rubber membranes being semi permeable allow a gradual amount of air to be depleted from the air side of the vessel – vessels require periodic recharging of air to maintain their operation. Unfortunately, this is often overlooked, causing them to operate ineffectively. Eventually the membrane splits or perishes due to over stretching. The vessel structure itself can also corrode as most are constructed from coated mild steel.

The relatively low cost of mass produced accumulators/pressure vessels means the actual cost of the item itself is not of fundamental significance – however the inconvenience of system failure and the associated labour charges of fitting replacements is more substantial.

Development Status - Prototyping complete but more testing required for final design. Currently no units in operation.

The Hydronetic accumulator is designed to last at least 50 years and have much higher reliability due to 3 main features which include:

1 - Manufactured from a non-corrosive material.
2 - Utilises a replaceable rubber membrane
3 - Designed with an integral self-regulating air pump to automatically charge and maintain the optimum air pressure within the vessel

Uses include:

- **Shock suppression for water or hydraulic systems which utilize intermittent flow**
- **Potential for domestic and commercial cold-water systems**
- **Hot water and hot water heating systems (domestic & commercial)**
- **Utility water supplies**
- **Industrial fluids transfer systems**
- **Marine water and fluids transfer systems**

(Water Powered Technologies 2021)

6 Developing Products

Solar Pump

The solar pump development is to provide a very simple and effective low head - high volume pump that is able deliver relatively large amounts of water to a height of up to 10 metres. One objective of the pump is to enable re-circulation of the exhaust water from Papa pump systems to enhance their operation and efficiency, particularly in times or areas of low rainfall. It could also be utilized with WPT rainwater harvesting systems or as a 'stand-alone' unit for other purposes. The pumps are able to operate directly from one or more P.V. solar panels without any requirement for electronic controls or batteries. Simple replaceable impeller options to maximize the efficiency and serviceability will also be developed. The pump will be designed to allow simple, cost-effective maintenance and reliability in keeping with WPT's ethics and other products.

Jetstream Tidal Lagoon

Tidal lagoons provide potential application for Venturo's and WPT has been instrumental in conceiving a unique solution (Jetstream Lagoon) whereby the lagoon walls are specially designed and profiled to increase water velocities passing around them. Venturo pumps placed around the walls to interact with this increased flow can then pump or evacuate water within the lagoon to enhance the effective head range and generating power from the lagoon system. Integration of solar panels provides a more diverse power station.

(Water Powered Technologies 2021)

7 Marketing and Sales

Revenue Forecast

Sales projection over the following 5 years combined with overheads to produce the following revenue forecast.

Number of Units Sold	2021/22	2022/23	2023/24	2024/25	2025/26	Cost $ unit	Sales $ Unit
Blue Papa Pump Kit	100	300	1000	2500	4000	180	1000
Green Papa Pump Kit	500	2000	5000	10000	20000	180	350
Seradisc Filter	100	200	500	1000	2000	18	40
Venturo 500	0	4	10	50	250	15000	50000
Papa Spares	200	350	500	1000	3000	15	30
Venturo Spares	0	0	0	10	30	100	200
Total Combined Units Sold	900	2854	7010	14560	29280		
Cost of Sales Price	$112,800.00	$482,850.00	$1,246,500.00	$3,034,000.00	$8,154,000.00		
Sales Revenue	$285,000.00	$1,218,500.00	$3,285,000.00	$8,572,000.00	$23,676,000.00		
Gross Profit	$172,200.00	$735,650.00	$2,038,500.00	$5,538,000.00	$15,522,000.00		
Sales & Marketing	$250,000.00	$350,000.00	$450,000.00	$600,000.00	$1,000,000.00		
Technical Support	$40,000.00	$80,000.00	$120,000.00	$140,000.00	$160,000.00		
R&D and IP	$300,000.00	$250,000.00	$250,000.00	$300,000.00	$500,000.00		
Office & Admin	$200,000.00	$250,000.00	$300,000.00	$350,000.00	$500,000.00		
Net Profit	$-617,800.00	$-194,350.00	$918,500.00	$4,148,000.00	$13,362,000.00		

Forecast does not include Hydromentum, Hydronetic, Solar, Jetstream or consultancy revenue.

Marketing

WPT aims to develop its marketing strategy when taking new team members on board. Additional key markets and distributor partners need to be identified as well as brand strategy and delivery developed.

8 Meter Payment Model

As WPT technology does not require fuel or electricity to operate - there is a valuable opportunity to consolidate those OPEX savings within a 'metered payment model' (MPM). Water systems can be supplied, installed and maintained by a WPT subsidiary/licensed business in return for monthly payments based on the metered transport of the water.

The average estimated cost of a Venturo install is US$350,000. The table below demonstrates the potential to borrow and develop a cost effective MPM that delivers a 'maintained' pumping system for the user at no CAPEX or additional OPEX expense. This provides WPT/Partners with a valued long term and consistent revenue model, not based on unit sales. The asset can either remain with WPT/Partners indefinitely on the MPM bases, or be handed over/sold to the customer after a minimum period/pre-conditioned circumstance.

The examples below relate to actual farmers in South Africa, taken from a study done in 2019.

Adaptable to all geographies and customer applications.

		USD		5% interest/annum USD		
	Water Usage (L/day)	Annual Pumping Cost	Cost/month	10 years	20 years	25 years
Farm 1	15,000,000	164,865	13,739	1,295,397	2,081,767	2,350,149
Farm 2	6,700,000	57,836	4,820	454,408	730,307	824,459
Farm 3	15,000,000	91,471	7,623	718,669	1,155,017	1,303,923

Based on electricity unit (kWh) cost of 0.3 USD
Source: Lloyd Collett, ACS Consulting, dated 18/11/2019

9 Management and Organisation

Structure and Governance

Water Powered Technologies Limited is a UK company, incorporated in 2010 and currently has one Director (Phil Selwyn) and two shareholders (Phil Selwyn and Hanne Paint). The company is currently seeking funding to develop its growth plans with a suitable board in conjunction with this process. As the company grows the structure will adapt accordingly to facilitate.

WPT Team

Phil Selwyn Technical Director
Founder of the company and inventor of the technology. Phil also currently acts as M.D and supports other staff members to deal with technical and sales related enquiries as well as R&D and manufacturing processes.

Ellen Hockin Finance and Sales Administration
Ellen has been supporting the business with Phil since inception and manages the everyday accounts and customer/supplier management.

Adam Buckley Systems & Support Engineer
Adam assists with customer technical support as well as site evaluation and testing.

Brian Pedder IT and Design Support
Brian has been supporting the business since 2008 in roles of design and IT manager and although semi-retired remains active within these roles for the business.

Luis Mulet International Sales Manager
Luis is a Chartered Accountant with long-term experience in international business and trade d evelopment with both US and UK Governments as well as the private sector. His trade experience spans Europe, Latin America and Africa.

Dana Selwyn Public Relations manager
Dana is responsible for managing the business PR with responsibilities ranging from website design/visibility to digital and conventional media activities.

(Water Powered Technologies 2021)

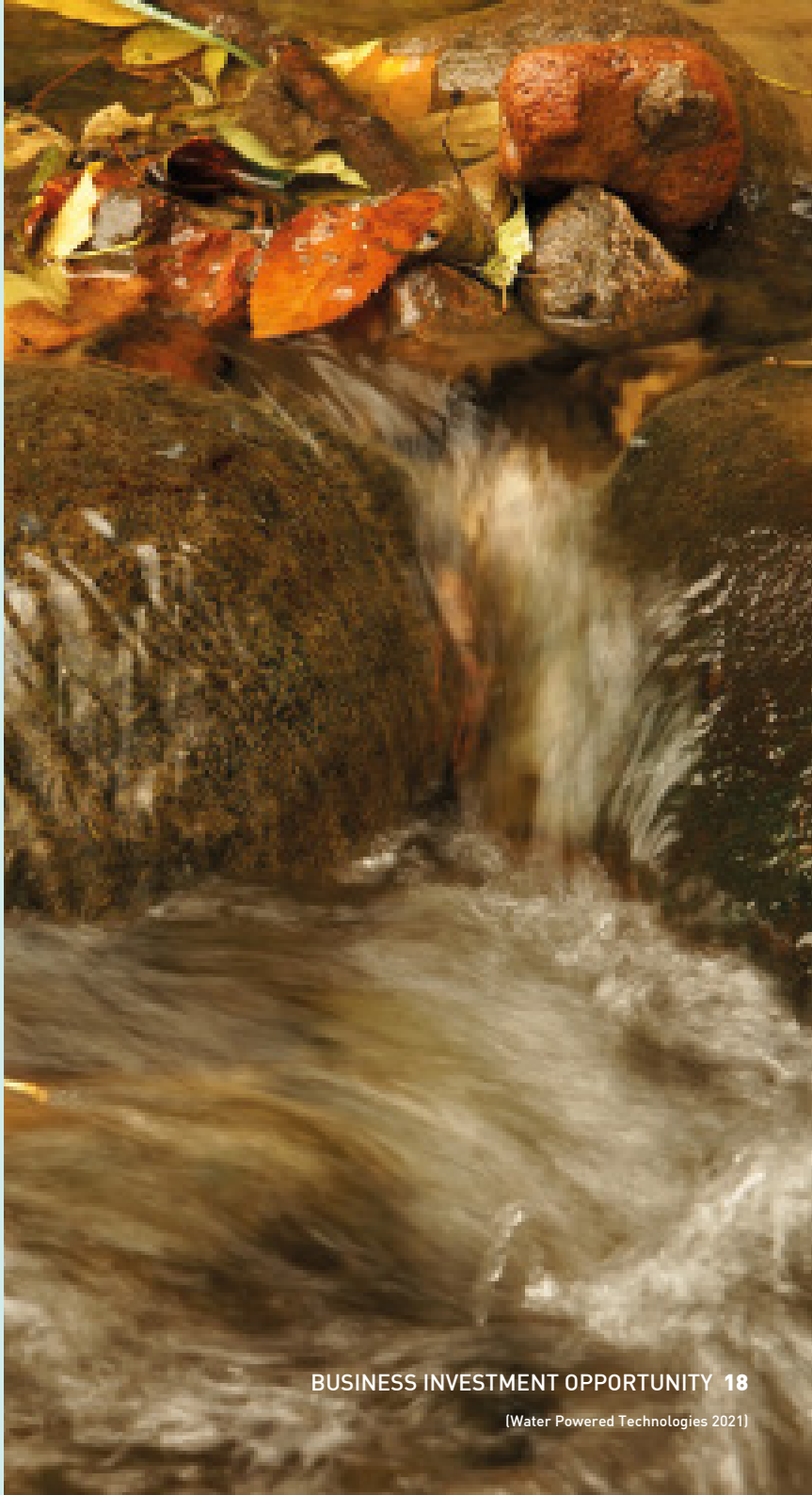
9 Management and Organisation

Professional and Advisory Support

Tom Vigg Accountant
Tom is a key member of a local accountancy business (Metherell Guard) that undertakes WPT accounts and advise both within and externally of our offices. He has previous experience in working with technology start ups and businesses around the UK technology hubs and understands the demands and requirements of growth businesses such as ours.

Ashfords Legal
Ashfords are a relatively large and growing legal practise with a number of offices around the UK - although are originally locally founded. They have a diverse range of expertise in all the legal disciplines and have proved efficient and professional in providing advise on a range of issues.

Stephen Craske I.P.
Stephen has many decades of experience in the sector and has advised the business on I.P. matters for many years. He currently undertakes all aspects of compiling, applying and maintaining the patents and copyrights as well as advising on I.P. strategy.



(Water Powered Technologies 2021)

9 Management and Organisation

Team expansion

Finance Director

To assist management in prioritizing resources and financial structures within the business. Also, to assist in identifying relevant funding and capital efficient opportunities in line with the business objectives and also assist to develop a suitable trial funding model and oversee budget use and responsibilities.

Business Development Director

To focus development of sales and marketing with Luis whilst founder/Technical Director supports key staff member in their respective roles. Focus on developing existing and new distribution /commercial partners. The individual would also assist the FD with developing a pump financing model and assessing industry partnering opportunities in addition to building the profile of the business. The Business Development Director should ideally have a track record in developing successful international sales networks and remuneration should include a leveraged share option and commission package to distinguish long term confidence and ability.

R&D Support/Technical Sales Manager

An additional member of staff will be employed to work alongside the Systems and Support engineer and Technical Director in developing the Center of excellence/ Demonstrations site. He/she will also be overseeing production of current products as well as testing and scaling up production of the Venturo.

Venturo Project Manager

To be recruited following confirmation of Venturo projects for Kenya and/or Philippines.

The core team is lead by Phil with particular focus towards technical and technical sales processes. Phil is able to initially train technical and technical sales staff to form the core WPT team to lead on the Venturo sales side. He will also oversee the production and R&D team in any future equity or grant funded expansion.

(Water Powered Technologies 2021)

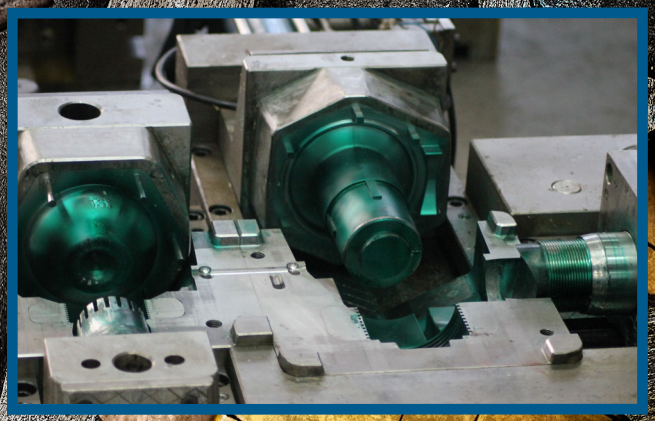
10 Operations

Manufacturing Partners

The Papa pump, Seradisc and Sureflow are currently manufactured in China. This is undertaken by a company that WPT have worked with since 2009 who manufacture the mould tools for most the components and also undertake the assembly and packaging.

There is also another Chinese manufacturing partner that we have worked with since 2016 who produces the tooling and components for some of the Sureflow assembly.

WPT recognise the value of the manufacturing partnerships whilst also acknowledging the benefits and potential risks of managing foreign based supply chains and part of the longer term strategy will be to develop additional manufacturing diversity utilising licensing opportunities - where products can also be manufactured in additional countries to provide local employment, technology 'ownership' and reduced costs of freight and import taxes.



11 Finance

Unfortunately, the recent Energy Catalyst 6 project has been stopped by WPT following a number of interruptions from the Covid crisis preventing the projects to advance as perceived and WPT not wanting itself or partners to be adversely affected.

Prior to WPT's formation, Papa Ltd had invested over £1million in stock and product development.

This investment of over £3million has yielded over £800,000 in revenues for new products (principally the Papa pump where over 1000 of the new Composite pumps have been sold to date).

Background

For Phase I, the Company is seeking £2 million in funding which is the first external fund-raise in 10 years. The bulk of the funds are to develop a new management team and technical sales team to launch and manage the first sales and installation of the Venturo. Investment will also be needed to develop a new 'Technical Centre of Excellence' with tailor-built building and Venturo demonstration rig. This site has already been identified and designed previously at the businesses expense of £300,000 subsequent to receiving the in-principle agreement of £1.5M European funding towards its purchase/ construction. The additional cost of this will be £1.5 million subject to successful match funding as above although there is some uncertainty (post covid) to the current availability of funds of which notification should now be due before mid 2021.
Over the past 10 years, the current management team has attracted over £1.7mn in equity and debt funding to develop a patented / patent pending range of commercialised and close to commercialised systems.

The equity/ debt funding raised so far has been invested in conjunction with over £1.2M of competitively won UK Government innovation awards- details as below;

Government Department	Competition	Product	Grant Value
Environment Agency	Zero Carbon Pumping	Venturo	£35,000
Department of International Development	Energy Catalyst	Venturo	£180,000
Department of Farming and Rural Affair		Hydromentum	£90,000
Cornwall Council	Climate Innovation	Hydromentum	£10,000
Innovate UK	Energy Catalyst 6	Papa pumps	£940,000

(Water Powered Technologies 2021)

11 Finance

Future Plans

Funds needed short term

As previously described, this could be secured in one or two phases whereby Phase I could be to focus sales/marketing funds during 2021 to allow the company to develop and monetise some of its already tested and patented products- through new business models (pump system leasing) and technology licensing.

Phase 2 would allow the business to expand more rapidly by establishing its world leading 'water powered technologies centre of excellence' which would both raise awareness and profile of the technologies and business to potential customers and assist in attracting the high quality team members and partnerships required in progressing the business to its potential. Funds would also allow the development and proof of a financial model that once proven would dramatically increase the income prospects of the business by moving from a 'product sales' only platform to a 'water delivery' platform with perpetual income streams. The complimentary products could also be developed and commercialised to broaden the product and customer base.

The funding required to fulfil both phases is estimated to be US$10M

This includes a $5M water delivery trial fund and $1.5M for WPT 'Centre of Excellence'

Matters of Consideration

- **Estimated return or exit strategy for investors (buyback, sale, or IPO)** Otherwise, returns for investors will be in the form of dividends developed via technology licence / product sales and long-term revenues/royalties.
- **Value and debit/equity investment**
- **Financial reporting to be provided**
- **Involvement of investors on the Board or in management**

As the company is seeking not just funding but leverage through connections and contacts through the NGO/ irrigation and water sector, it is hoped the investor would make full use of the Board seat / Board observer role potentially being offered.

11 Finance

Technology Centre of Excellence

To facilitate an expanding team and to reflect the companies increasing prevalence in the sector and potential to deliver technologies compatible with the climate change agenda - it has sought to secure a relevant HQ reflecting the both the practicality and ambition of the business. WPT has identified development land available close to an international airport at Newquay that will allow the modest construction of a building and testing facility. It will enable distributors and partners to quickly fly in from the main UK city airports to receive complete training whilst viewing new products operating in conditions representative of their own site/ requirements.
Grants may be possible to support the development required to present the range of innovative products WPT has developed - although this is not guaranteed and will be dependant on securing match funding from investors.

Since launching the new composite Papa Pump commercially in 2016, there is mounting evidence that communicating the benefits of the pump at agricultural shows is too abstract. Therefore demonstrating the product operating is the quickest way to develop customer sales. Leveraging single hotspots of varied installations allows interested distributors, technology partners or new team members to travel to an area and learn how to operate and install the systems. This can work well when demonstrating the technology to local farming networks, however does not allow sufficient technical visibility of the systems or install requirements that many NGO, water industry technicians and foreign funders may want to see. Nor does it provide a suitable training base for WPT staff or organisations wishing to educate installation or sales teams. For these reasons, a Centre of Excellence is a necessary investment.

(Water Powered Technologies 2021)

11 Finance

Timeline

The following timetable maps out the various actions which the company needs to take to keep sales growing of the Papa pump, deliver on the first Venturo sales and on board the new core management team while supporting both sales and academic partners to pursue project equity investment, franchising or grant funding opportunities.

1-3 months

Recruitment Key Sales / R&D roles to support Technical Director on Venturo and Papa pump sales. Team have to develop franchise model to attract suitable local partners to facilitate local production in Latam and Africa regions (focusing on Development Bank of Latin America/Colombia) and working with CDC and partners on a franchise model for Africa.

6-12 months

Following successful Venturo project funding in Kenya or Philippines, recruit Venturo project manager

3-6 months

Recruit new Technical support - decide on Venturo demonstration centre to break ground during Quarter.

Recruit sales manager - achieve retail partners in the UK (Scotland and Wales focus) with consistent UK sales cycle of 10 pumps per month

12 Exit Strategy

There are a number of exit opportunities for share-holders to liquidate their investment.

WPT believe that as primary green revolution disrupter's - the market will attract both significant interest from existing large trade corporates either as I.P. license purchasers or partial equity/complete business buyout options. Other opportunities may be via an IPO or SPV routes.

13 Risk Analysis

The following table outlines the current risks identified for the business and their mitigation measures. This list is reviewed by the management team and actions taken accordingly to manage risks.

Risk	Likelihood	Impact	Outcome	Mitigation
Technical failure of product	Low	Medium	Low	All products have been comprehensively tested during pre-production. The nature of the design and the materials used in manufacturing minimize the danger of failure during operation. Papa Pump has no reported failures of design or manufacture during thousands of hours of customer use.
Theft of intellectual property	Low	Medium	Medium	Papa Pump is protected by patents filed in all major territories and we have a licensing strategy to turn 'poachers into gamekeepers'. This status is regularly reviewed and additional actions taken when necessary.
Lack of sales	Low	Medium	Low	The company is well resourced for cash-flow and a long term strategic view is taken of operations and so short-term variations in sales volume are less important. Overall sales growth trajectory continues to be positive and as the management team and sales force are refined and grown then this should be maintained in the medium to longer term.
Loss of key staff	Low	High	High	The workforce is settled but the corporate knowledge and technical innovation is vested in a couple of individuals, notably the Technical Director. As a shareholder his motivation is not in doubt but all other factors are protected. Growth of the management team to help further is currently underway.
Catastrophic loss of office/ workshop/warehouse	Low	High	Medium	A project is underway to create a bespoke new site but loss would be disruptive but not disastrous. IT systems are backed up, alternative sites are locally available and manufacturing and the majority of stock are held remotely.
Failure of new product development	Medium	High	High	Rising sales mitigate against this 'high risk' of a single product. Only the Hydronetic has not been field tested so company exposure is minimal. Operational business pressures often mitigate against new product development. New management capacity will help with this. There a good number of new products in various stages of development.

(Water Powered Technologies 2021)

14 SWOT Analysis

Strengths

- Strong product range
- Innovation-led business
- Good product development pipeline
- Sound financial backing
- Scalable manufacturing processes
- Strong customer advocacy
- Extensive team technical expertise
- Good website and design capability
- Good video marketing capacity
- Friendly, realistic outlook

Weakness

- Unique/novel technology, not understood
- Infrastructure requirement for deployment
- Slow sales growth
- Small team
- Poor site
- Inexperience in Sales and Marketing
- Shortage of technical field sales operatives
- Lack of employee understanding of strategy
- Unsuitability of products to e-commerce
- Poor teamwork and communication

Opportunities

- Large number of potential uses/markets
- High product margin
- Global water shortage pressures
- Carbon-free operations
- Development of further product in same space
- Market for technology licenses globally
- 'Altruistic' technology effect

Threats

- Multiplicity of strategy opportunities
- IP theft / copycat entrants
- Potential resilience on large deals (cash-flow)
- Lack of credible installation delivery partners
- Government/political interference
- Geographically remote manufacturing

(Water Powered Technologies 2021)

15 Appendices

Appendix list

1 - Papa Pump UK Market size forecast

2 - The Carbon Dimension

3 - Global Market Size

4 - Green/Sustainable Infrastructure Financing Models and Partners

5 - Technology Licensing

6 - Consultancy Revenues

7 - Intellectual Property

8 - New Product Summary

(Water Powered Technologies 2021)

15 Appendix 1

Papa Pump UK Market Size Forecast

Market size based on South West Water study

Sector	Number	Conversion Potential	No of Installs	Av pumps per install	Potential Market	Av trade price (£)	Total Revenue (£)	Source of Numbers
Dairy farms - England	9,500	10%	950	2	1,900	1,540	2,926,000	DEFRA
Dairy farms - Wales	1,788	10%	179	2	358	1,540	550,704	Welsh Government
Dairy farms - Scotland	1,514	10%	151	2	303	1,540	466,312	Scottish NFU
Other farms - England	200,000	2%	4,000	2	8,000	1,540	12,320,000	DEFRA
Other farms - Wales	15,000	2%	300	2	600	1,540	924,000	Welsh Government
Other farms - Scotland	22,600	2%	452	2	904	1,540	1,392,160	Scottish NFU
Private water supplies	34,221	5%	1,711	1	1,711	1,540	2,635,017	DWI
Golf courses	2,800	10%	280	3	840	1,540	1,293,600	Golf Today
Garden centres	2,500	15%	375	2	750	1,540	1,155,000	GCA
Ponds	478,000	1%	4,780	1	4,780	1,540	7,361,200	Ponds Trust
Water treatment works	8,581	2%	172	2	343	1,540	528,590	OFWAT
Sewage treatment works	8,176	10%	818	3	2,454	1,540	3,779,160	OFWAT
Total	**784,680**		**14,168**		**22,943**		**35,331,743**	

Pump market size based on experience

The UK agricultural market is composed of 250,000 individual farm businesses. As WPT is a South West UK based company, the team has worked with local customers first to provide solutions. In fact, most of the initial focus testing and improving the Papa pump and the accessories in each Papa Pump Kit, has been made within a 100 kilometre radius of WPT's base in Cornwall and within the agricultural sector.

Of the 20,000 farms in that 100km radius WPT has currently installed systems on nearly 500 which represents a 2.5% market penetration. Not all farms have flowing water sources and all of them already have water provision either by mains or groundwater supplies and so the opportunity for Papa pumps is not only as a potential alternative to other systems – but as a complimentary addition.

WPT therefore estimates that up to 30% of farm businesses could benefit in the future with their technology which translates into a figure of 75,000 farms in the UK - many of which would utilize more than one pump and so this figure could be 100,000 units.

WPT has an established base in Cornwall, with a good spread of customers locally.

(Water Powered Technologies 2021)

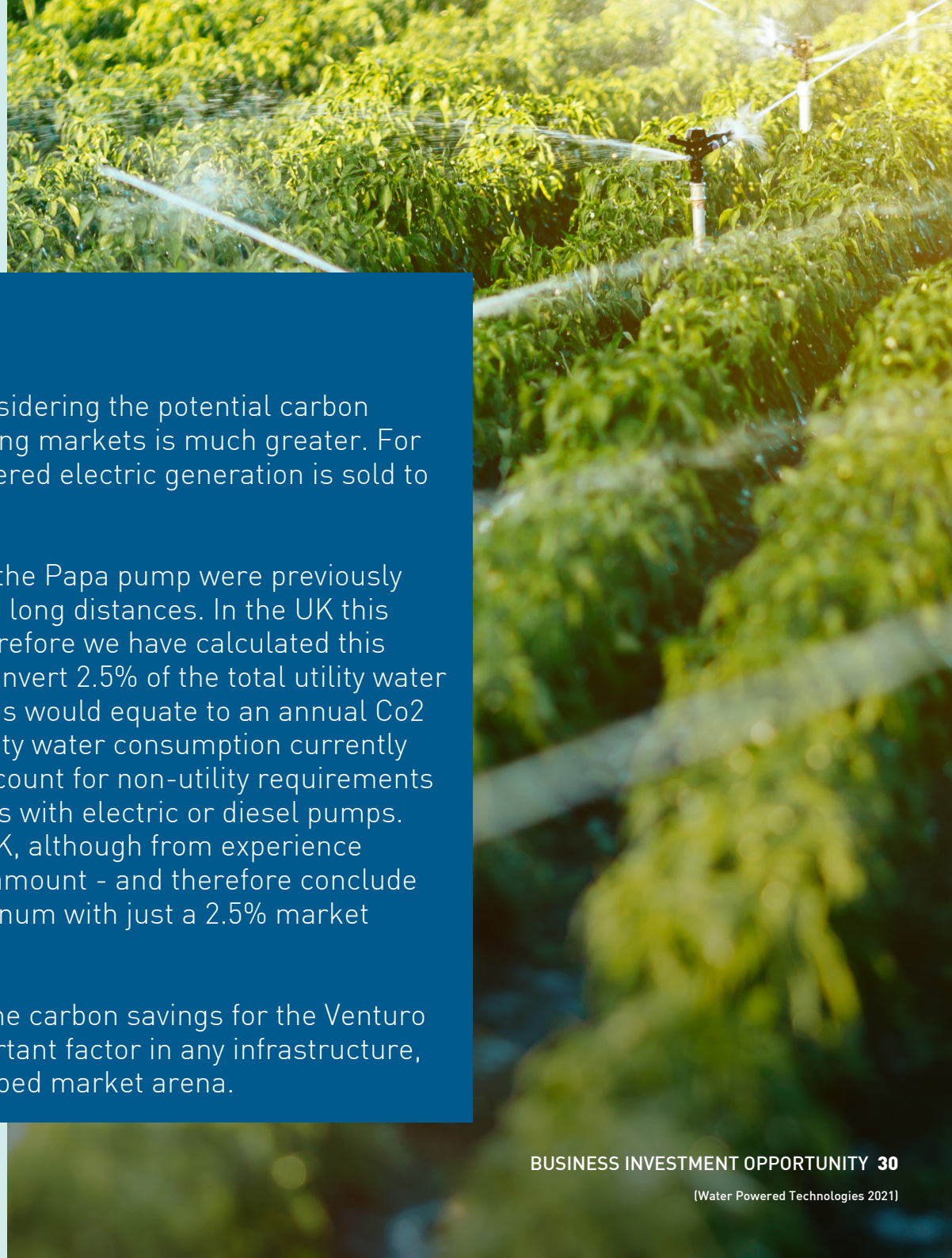
15 Appendix 2

The Carbon Dimension

While the UK market is the best known; it is worth considering the potential carbon savings when the use of diesel for pumping in developing markets is much greater. For example, in India, a quarter of the principally coal powered electric generation is sold to farmers for pumping water

Most of the current 500 South West UK farmers using the Papa pump were previously using utility water which has been treated and pumped long distances. In the UK this water has a Co2 average of 0.59grammes/liter and therefore we have calculated this saving to be around 300 tonnes per year. If we could convert 2.5% of the total utility water usage on UK farms using our Papa pump systems - this would equate to an annual Co2 saving of 2,700 tonnes. The annual UK agricultural utility water consumption currently equates to 108,000 tonnes co2. This figure does not account for non-utility requirements which are generally pumped from bore holes and rivers with electric or diesel pumps. There is insufficient data regarding this figure in the UK, although from experience WPT has estimated that it would be around twice this amount - and therefore conclude that the Co2 savings could be over 5,000 tonnes per annum with just a 2.5% market penetration.

Though energy savings might be the principle driver, the carbon savings for the Venturo will be considerable and are now an increasingly important factor in any infrastructure, mining or water utility project- especially in the developed market arena.



(Water Powered Technologies 2021)

15 Appendix 3

Global Market Size

Papa Pump

Various appraisals have been received over the years from numerous parties about national market sizes. As earlier noted, OECD countries are likely to have higher mains water costs and pollution controls which drive adoption of the Papa pump. In the developing world, the sheer need to transfer water, without costs, in greater volumes and heights, can provide the significant market size. This is confirmed repeatedly by many parties such as international governments and NGO's.

The value to the company is creating customers who can afford and operate numerous ancillaries from extra filters to added value options, creating a sustainable repeat sales cycle.

Early interest from the Malaysian Government via its agricultural and trade departments identified a technology licensing route. Their independent market study of south east Asia and global agricultural demand indicated that Papa pump sales in the region should ramp up to around 50,000 units annually with total sales globally reaching 5 million units. Unfortunately, there was some internal government dispute that emerged which caused WPT to exit the license negotiations – however, their study was able to confirm that there is a significant potential.

The global market will include farmers in most regions of the world where we anticipate that the split will be 20% developed world and 80% developing world.

Venturo

Based on feedback, the addressable market for large Venturo pumps will likely be 50,000 units for inland (freshwater) utility and agricultural applications and up to 100,000 for marine energy applications.

Hydromentum

WPT ultimately believe that the addressable market for rainwater harvesting will be 50 million units with a similar 20%/80% split between developed and developing markets.

(Water Powered Technologies 2021)

15 Appendix 4

Green/Sustainable Infrastructure Financing Models and Partners

WPT have been advised that there is significant value in establishing a vehicle providing financing where there is already IFC/World Bank or other multi-lateral body activity supporting low carbon alternatives to fossil fuels. Funding would be sought from these bodies and other social lenders to generate returns while allowing the roll out of product in capital/banking starved markets through a 'solar entrepreneurs' type model. However, WPT needs to develop pilots to show that the technology can be easily scaled before these debt funders are likely to be interested.

This funding will allow the Company to monetize its range of products in many other ways aside from a one-off sale; from generating returns for the carbon saved or the reduced mains water / energy costs paid for by companies. WPT is focused on using the new Technology Centre of Excellence to attract external funders to contribute – such as Green Investment Banks, Carbon Financing Groups or social lenders-with the level of risks being managed by the Company to suit each party.

While there is a temptation to sell the Venturo or any of WPT's innovative equipment as competitively as possible, it is in the long-term interests of the Company to develop annuity type income through sharing the savings with customers by cutting their currently very high fossil fuel powered water management costs.

The customer should not care how the water is transported from A to B and will only notice the immediate savings associated with adopting Venturo technology. Operating through a lease structure, Venturo systems might be bought out at a premium thanks to developing carbon saving finance models or benchmarked to future energy costs. This will protect income well into the future with possible upside from benchmarking shared savings to future energy pricing rises.

Emerging markets: NGO micro payment loan structures

Discussions have been underway for some time with a leading international irrigation business planning to license Papa pumps for sale initially in India, Bangladesh and Nepal. This company also assists customers with payment options and could help provide both a valuable sales and commercial model going forward. This underlines the belief by many in the NGO and renewable energy sector that financing models are a key instrument in successfully rolling out such technologies in developing markets. It may become more significant in developed markets as businesses increasingly leverage finance to achieve longer term cost and energy reductions whilst improving their carbon and sustainability credentials.

Product financing for green infrastructure has a large international dimension as the IFC, World Bank and other institutions are ready to finance significant low carbon water infrastructure products.

15 Appendix 5

LATI

WPT has leading expertise at injection molding high strength advanced composites. Some of these materials are only currently used in aerospace and automotive. WPT has relationships with the key suppliers of these materials who are also keen to assist with further developments and applications.

Technology Licensing

WPT are currently appraising the opportunity of a license agreement with a large Indian business and believe that such license agreements executed correctly will be a key element in commercializing Papa pumps and other WPT technology in the future.

License based on IP

The many internationally granted patents, copyrights and trademarks have a value in protecting the designs and branding whilst undergoing commercialization - and as the business develops will further enhance the value of the business. Unfortunately, I.P. is not easy to value on its own above cost price – however, there is a growing acceptance that the value associated with I.P. can be significant and at the very least provides security for investment in growing the business.

License based on 'know how'

Apart from the patent and copyright I.P. - there has been a lot of knowledge (know how) developed in the process of material compounding and moulding techniques which have valuable applications both in terms of the current products but also in transferring this in the design of other/new products.

Long term value for WPT

A license focus will enable the Company to benefit from long term, predictable license fees as the portfolio grows and increased royalties. Another attraction of a license model is that it can also be utilized by companies as part of their own branding and create additional local value as a locally produced product potentially attracting additional funding from local government as part of a jobs/ sustainability initiative.

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15 Appendix 6

This picture is from a project in Nepal where 5 Papa pumps provide water to an 18 family community! It pumps enough water for their domestic use and smallholder agri-businesses.

Consultancy Revenues

A leading UK infrastructure contractor concluded WPT's products could be included in many of its project applications thereby increasing their chances of winning tenders due to the reduction of energy costs and increased sustainability.

The Technical Director of a UK flood management infrastructure company has confirmed there are potentially dozens of projects where upstream pumping of flood water would reduce downstream flood impacts. He noted there are now customers who are ready to invest on long term projects for appropriate solutions.

The Papa Pump presently moves water to great heights and over many kilometres, while Venturo's can potentially move much larger volumes of water over dozens of kilometres allowing true pan-regional water transfer solutions to be developed.

Currently, registered infrastructure contractors and consultants design and specify new water schemes. Therefore there are opportunities for WPT to add value by working with these organisations or consulting to them in respect of specifying our products within their future projects.

Any technology license or regional agreement will include fees for WPT to deliver its growing expertise for larger projects or licensed manufacture of the products. The new board of directors will be looking at this component to reflect a growing ambition to deliver such consultancy services.

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15 Appendix 7

Intellectual Property

As a first mover in the 'water powered pumping' sector, WPT still has a balanced view on patents value going for a 'global 5 +' strategy. For instance, the Venturo and Papa pump patents have been granted in Europe, USA, China and India with Brazil still pending. On both there are '+'regions like Israel for the Papa pump and Korea for the Venturo pump.

The current patent situation is as follows:

Product	Patent Number	Patent status
Papa Pump	EP 2 556 262	10 granted, 3 pending
Venturo	EP 2 582 965	7 granted, 4 pending
Hydromentum	PCT 14 08 431.3	Pending
Hydronetic	GB 12 07 554.5	Pending
Seradisc	GB 14 15 431.4	Pending
Matrix	EP 2783 117 B1	Pending

(Water Powered Technologies 2021)

15 Appendix 8

New Product Summary

Product	Design complete	Prototype testing	First sales	Intellectual property in place	Large scale production ready	Sales Cycle Achieved
Papa pump	Y	Y	Y	Y	Y	Y
Seradisc	Y	Y	Y	Y	Y	N
Venturo	Y	Y	Y	Y	N	N
Sureflow	Y	Y	Y	N	N	N
Hydromentum	Y	Y	Y	N	N	N
Hydronetic	Y	Y	N	N	N	N
Solar pump	Y	Y	N	N	N	N

(Water Powered Technologies 2021)

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