



Aquarion SCFI 7.2% INCOME BOND 2020

ISIN:IE00BM97PJ90-Maturity 30/06/2025

Ireland 2020

The most precious currency of all: **Clean Water**



John O' Regan's ScFi Ltd in Bishopstown, Cork, has a very important patented technology for spent caustic treatment for the oil & gas industry and for the sludge industry. Spent caustic is the toxic ground waste from oil & gas and sludge is human waste at municipalities and the largest waste problem in the World.

Aquarion AG is a mid-cap expert industrial wastewater treatment firm and SciFi Ltd was acquired last year to enhance the technology suite of products for industrial customers. The expectation is many of the largest oil & gas companies will order "Aquacritox" for their toxic waste problems that can no longer go into the ground and customers like municipalities will also order to clean up their very serious problems with municipal waste which can no longer go into landfills.

- The bond pays a coupon/interest of 7.2% p.a. paid quarterly (1.8%), and the term is 5 years with an early exit option after 3 years.
- Minimum subscription €10k.

AGENDA

01 . WHY WATER

02 . WHY AQUARION

03 . GROWTH PROJECTIONS



01. Why Water "WATER THE BLUE GOLD"

Sustainable Development Goals UN



- Huge increase in installed capacity in 10 years
- Forecast for the future: 5-7% growing per year
- Aquarion follows the 17 UN Sustainable Development Goals
- For the majority of them, they are goals that can be used as KPIs to report against.

02. Why Aquarion

- Headquartered in Baar (CH), Aquarion AG (“Aquarion”) is a mid-cap leading provider of wastewater treatment and water purification systems for industrial wastewater.
- Aquarion offers its solution across industries including oil and gas, energy sector and other processing industries:
 - **Semiconductors**
 - **Chemicals**
 - **Pulp and paper**
 - **Oil and gas**
 - **Food and beverage**
 - **Other**



- The reuse of water is a major concern for industrial players and water cleaned in dirty industrial processes is typically measured in cubic meter
- In 2019, ScFi Ltd. (“ScFi”) launched a new technology “AquaCritox”
- AquaCritox is a distinct technology cleaning spent caustic toxic waste from oil and gas, petrochemicals and sludge
- Based in Cork (IRE), ScFi is an Irish subsidiary of Aquarion
- In addition to that, Aquarion provides great desalination technologies

Company Overview

Founded only in 2010, Aquarion's roots trace back more than 100 years in the growing wastewater treatment market:



2010	Foundation of Aquarion AG (CH)
2012	Acquisition of H2Oil & Gas Ltd. (UK)
2014	Acquisition of Hager + Elsässer GmbH (DE)
2015	Acquisition of MFT GmbH (DE) Launch of ECO2 ZLD* (Low cost ZLD solution)
2018	Availed convertible loan investment of €15m
2019	Global launch of AquaCritox technology under ScFi

*Zero liquid discharge

"When fresh water becomes process water and then wastewater, wastewater must also become fresh water again."

Vision of H+E founder: WILLY HAGER 1932

03. Growth Projections

Future Growth Expectations Aquarion Group

THE FOLLOWING ARE REASONS FOR IMPROVEMENT IN FUTURE YEARS:

Aquarion Group and H+E GmbH follow an excellent growth path since the sales organization has been optimized backed up with a substantial qualified pipeline

- Qualified pipeline to:
 - Exceed year end targets
 - Achieve our 3-year Growth Strategy
- Sales Leadership focusing on a Market Strategy and Specific Targets
- Top Line Market Strategy is based on a number of themes:
 - Customer focused – Key Accounts, maximise order potential with existing clients
 - New Clients – Existing Solutions in New Markets/New Clients, represents substantial growth potential
 - Global Service Strategy, lever the 30,000 plus references
 - Develop Markets for BOO, BOT, BOOT
 - Develop Regional Markets with Strategic Partners

USE OF PROCEEDS

- Market introduction of AquaCritox by Investment in ScFi: Treatment of heavy contaminated wastewater has very high potential with a revenue of around €60 million for first year to be increased to € 140 million in next 4 years with a profit margin of more than 10%
- Increase Recurring revenues by O&M
- Working capital for project financing
- Refinancing of short-term loans to mid-term loan.

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<https://www.ise.ie/Market-Data-Announcements/Debt/Individual-Debt-Instrument-Data/ShowSecTranche/?refNo=9972&trancheID=170276>

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