



Revolutionising Food Waste Management through
localized solutions

£5M Series A Fundraise for Growth

INVESTOR DECK

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High Wastage

1/3 of all food produced is wasted each year, with a footprint of 3.3B tonnes of CO₂ equivalent.



Transport

In the UK alone, food waste travels 52.2M miles per year in trucks that get just 3mpg.

Landfill

97% of the waste sector carbon footprint is due to methane emissions from landfill sites and wastewater.



Water Security

Many 'sustainable' organic waste treatment solutions including rapid composting and micro-biodigesters require freshwater input and sewage disposal.

THE SOLUTION

TURN-KEY CIRCULAR ECONOMY FOOD WASTE SYSTEM

FLEXIBUSTER™ 20-year lifetime

PATENTED DESIGN
EU, UK, USA, CA, RU, JP, MX, HK, MY, PH, IN



EQUIVALENT OF 1600 TREES IN CARBON REDUCTION

VALUES FROM OUR SMALLEST FLEXIBUSTER™

BUSINESS OVERVIEW



Addressable Market



Pipeline



Turnover
in FY23



Recurring Revenue



Turnover Growth
Since 2020



Patents
Granted globally



Countries
With Agents/Resellers

Business Summary

- SEaB Energy has developed and supplies a range of modular turnkey patented biogas electricity solutions utilising organic waste products as fuel.
- Since being established they have developed an international network of resellers, installers, agents and suppliers with clients in Europe, North and South America & APAC ranging from universities, bakeries, farms, supermarkets, etc.
- In 2023 the company had a turnover of c.£1.1m which represents a growth of over 50% since 2020.
- In Feb 2024 they signed the first IP licensing deal in Australia which should generate £2.8m revenues per annum.

The Opportunity

- Multiple recurring revenue streams including IP licensing, software licensing, maintenance and repairs alongside equipment sales.
- 25 Patents registered in 12 countries for their modular compact biogas electricity solution that is more efficient and effective in smaller sites with a quicker ROI in only 2.5 years of a 20 years lifespan.
- £45m pipeline in North and South America, Europe, Australia and Middle East.

Benefits to Clients

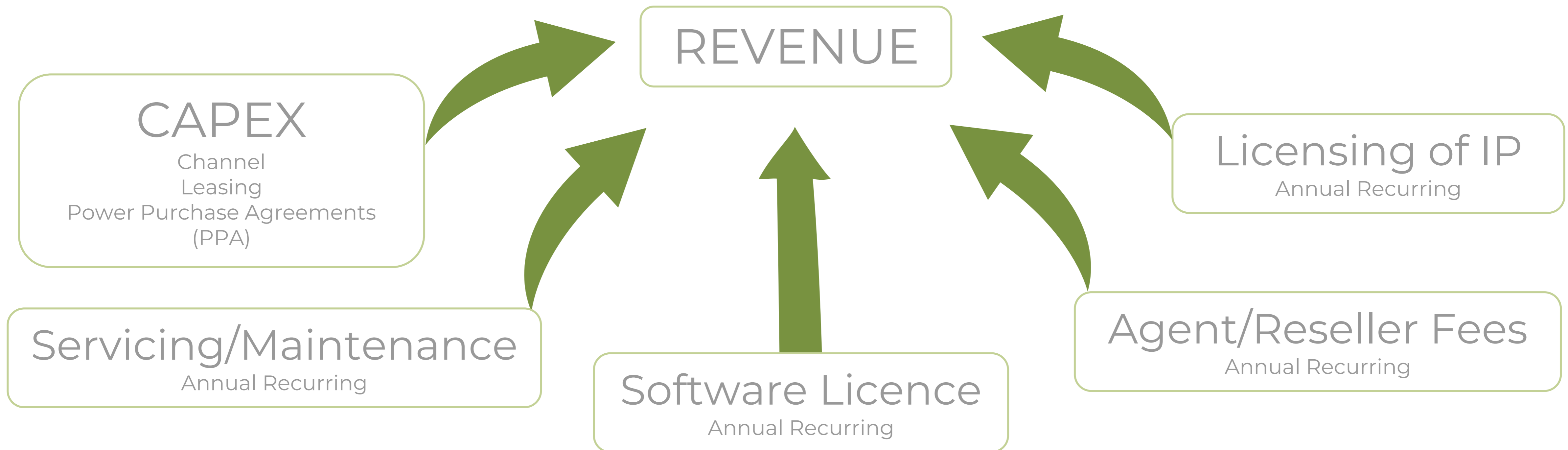
- Clients eliminate their cost of waste disposal of organic waste materials and reduce their carbon footprint by reducing transportation of the waste off-site.
- Clients also benefit from generating their own green electricity to meet their needs and as a by-product also generate organic fertiliser.
- Ideal for closed-loop systems; installation is quick and relatively inexpensive. Maintenance is also relatively straightforward.
- Clients can apply for Power Purchase Agreements (PPA) where a third party will fund the Capex costs and they pay a monthly fee (Waste-as-a-Service WAAS).

Unique Selling Points

- The system comes with SEaB's own proprietary reporting software that allows you to track progress, production figures and report back on function. It also helps with ESG reporting. The software could be monetized separately.
- Localised outsourced manufacturing in Europe and the US with installation by local installers ensure that carbon footprints are minimised further.

MULTIPLE RECURRING REVENUE STREAMS

Apart from the sale of their units which can be through Channel sales, leasing or Power Purchase Agreements, there is also annual recurring revenue from the servicing and maintenance, software licences, agent/reseller fees and licensing of their IP. More details on this can be found in the Business Overview section on Revenue Streams.



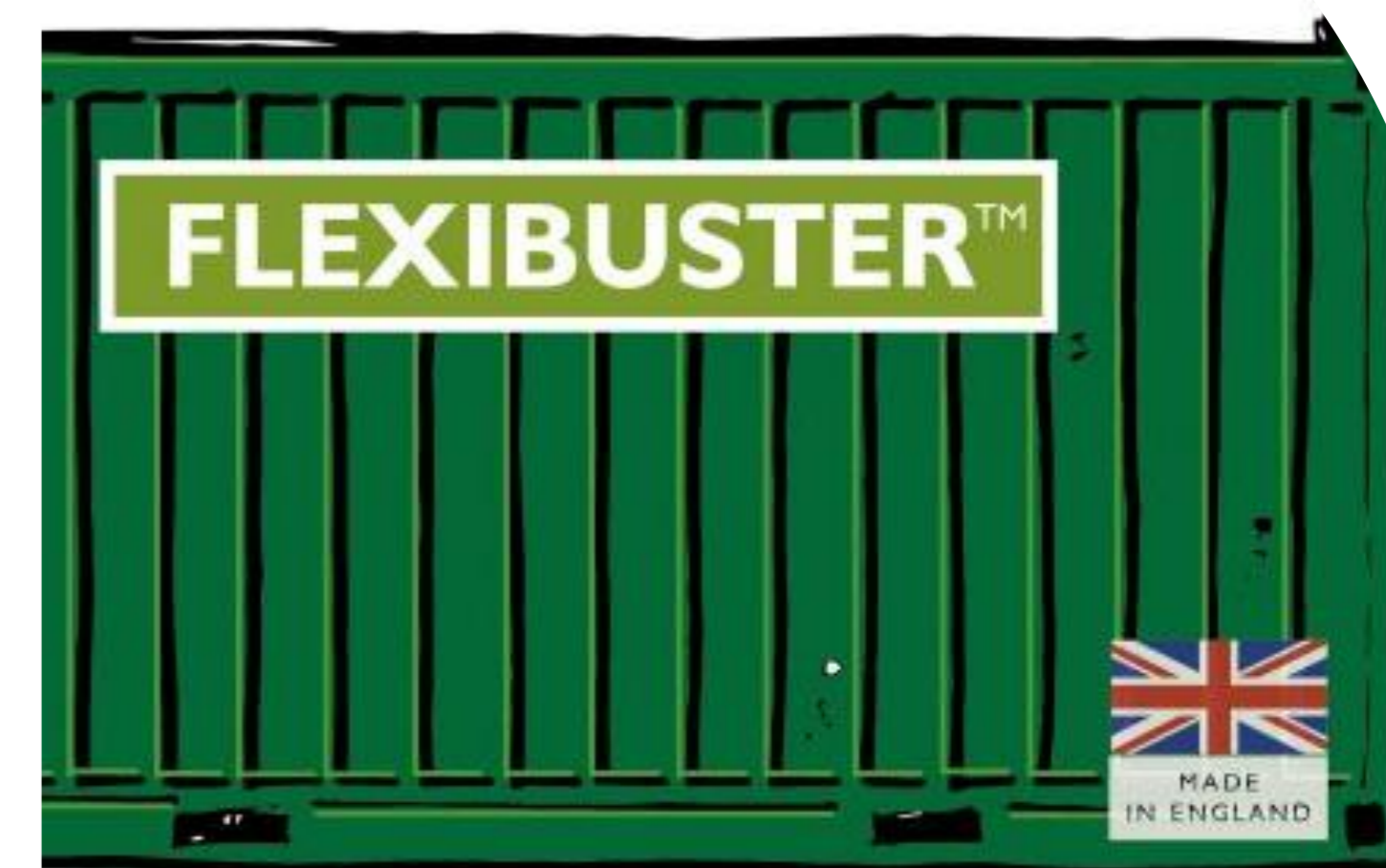
INTRODUCING SEAB ENERGY

SEaB Power Ltd is a British company that specializes in designing and developing innovative waste-to-energy solutions. The company was founded by Sandra Sassow and Nick Sassow and was relaunched in 2018 with the goal of creating sustainable and decentralized energy systems.

SEaB Power gained recognition in the industry with the development of two of their flagship products: the Flexibuster™ and the Muckbuster™. These solutions revolutionized the way organic waste is managed and converted into usable energy.

The Flexibuster™, commercialised in 2018, is a small-scale anaerobic digestion system. Anaerobic digestion is a biological process that breaks down organic waste in the absence of oxygen, producing biogas as a byproduct. The Flexibuster™ is a containerized system that can be easily installed on-site, allowing businesses, communities, and institutions to convert their organic waste into renewable energy and valuable byproducts like fertilizer. It provides a decentralized solution to waste management and reduces reliance on centralized waste disposal facilities.

The Muckbuster, another innovation by SEaB Power, focuses on the agricultural sector. It is a compact anaerobic digestion system specifically designed to process livestock manure and other agricultural waste. By harnessing the energy potential of these organic materials, the Muckbuster enables farmers to generate electricity, heat, and fertilizer on-site. This not only provides a sustainable source of energy but also reduces greenhouse gas emissions and helps improve waste management practices and nutrient reuse in the agricultural industry.



INTRODUCING SEAB ENERGY

Current Traction

In 2023, SEaB Power launched the newest version of Flexibuster™ and Muckbuster®, developed as part of a European Commission Horizon 2020 grant funded MicroRenew project. The MicroRenew project delivered groundbreaking developments to small scale AD. The Flexibuster™ and Muckbuster® have doubled the efficiency in the same compact footprint, are fully automated and designed for plug and play installations. The systems have been designed to seamlessly integrate with waste and energy utilities in urban, suburban and off-grid sites, and now include integrated waste depackaging, pre processing, energy generation and fertiliser dewatering.

Over the years, SEaB Power's solutions have gained recognition and accolades for their environmental and economic benefits, including certification from the Solar Impulse Foundation and features in Wired World 2020 and BBC. The company has successfully deployed its systems in various locations worldwide, helping businesses and communities embrace a circular economy approach by transforming their waste into a valuable resource.

The company has now started commercializing and rolling out their solution globally, and in order to do so are looking to raise funding or sell a majority stake in the business to support the next stage of growth.

Sites/Pilots

Size of Facility	Type of Industry	Type of Waste	Country	Year
500kg/day	Bakery	Waste	UK	2011
500kg/day	Brewery	waste	UK	2012
500kg/day	Food	Waste	UK	2012
500kg/day	Equine	Manure	UK	2013
500kg/day	Supermarket	food	Portugal	2016
2,500kg/day	Municipal	Food	France	2016
1,500kg/day	Food	waste	USA	2016
500kg/day	Food	waste	USA	2016
2,500kg/day	Food	waste	UK	2017
500kg/day	Food	waste	UK	2019
500kg/day	Mixed	waste	UK	2020
500kg/day	Municipal	food	Italy	2020

(Previous & Current Entity)

2024 Update

As of 2024, SEaB Energy has signed its first IP licensing agreement with a party in Australia. The licensee will manufacture, supply, install and maintain all units within the country. This will generate annual royalties from units sold of c. £2-10m per annum over the next 4 years and annual software licence fees per client.

REVENUE MODEL

SEaB Energy has a number of different revenue streams.



Equipment Sales

The majority of the income c. 60% is from direct sales of their Flexibuster and Muckbuster units. Customers are able to purchase the equipment through leasing and PPAs (Power Purchase Agreements are a specialised project finance lender for renewable energy where the lender funds all upfront Capex costs and in turn receives monthly revenues from energy sales and servicing/maintenance.)



Maintenance & Software Licences

SEaB also charge annual maintenance and software licence fees throughout the lifetime of the equipment. The annual fees are approximately 5% of the initial set up costs and are increased by the data storage and reporting requirements the client requests.



Licensing of IP

SEaB also licence their IP, allowing companies to manufacture and distribute within certain jurisdiction. They currently have one license agreement agreed on a 4-year contract with upfront license fee and per unit royalties. The first year is estimated to bring in around £2.8m in royalties.



Agency/Reseller Fees

SEaB energy charge fees to agencies and resellers who wish to represent their product in the market. Agents in the US pay an annual licence fee of \$25,000 to represent SEaB; agents based in the rest of the world pay £15,0000 per annum. SEaB currently has 6 agents covering Australia, Canada, the Carribbean and Cayman Islands, Greece, Nigeria. Agents sell SEaB energy units and services and receive commission on sales. Resellers are able to buy SEaB energy products and services at wholesale prices and take a margin on the sale. They have 3 resellers covering Australia, Belgium, Luxembourg, the Netherlands, and Colombia.



Consultancy/Site Analysis

SEaB offer a custom site analysis and impact analysis as a service. This is charged as a consulting agreement at \$20K for US and £15K for EU/UK/Rest of World, plus travel and expenses.

Previous Entity Clients

Current Direct Clients

Channel agents, Resellers, Partners & Licenceses

Early Pilots



SALES PIPELINE (Selected Projects)



Nestle Gerber USA – Opening up space on site for localized SEaB Digester Plant. Client losing access to current off-site digester facility. \$3.2M transaction.



Nestle Purina R&D Facility – paid feasibility study. Corporate sustainability leadership sponsors. Have access to funds. \$1.2M transaction.



Corporate approved project **Airport partner** approved project. SEaB approved vendor. Finalizing contract. \$600K transaction.



Two plant approved opportunity. Setting up approved vendor status. Putting MSA in place. \$2M transaction.



Pilot plant fast track approvals March, April, May. \$1.6M transaction. Upside follow-on at main plant \$9M.

Canadian Municipality Waste Transfer Station fast tracking with new grant money approved 1 January 2024. \$2.3M transaction.



Pilot plant recommendation with corporate sustainability support. \$1.6M transaction

Canadian Municipality Landfill. New grant money approved. Community odor issues. \$3.5M transaction.

Letter of agreement with **hospital** and a power purchase agreement fast tracking. \$1.7M transaction



Location identified for pilot plant fast tracking. \$500K transaction. Upside follow-on potential \$5M

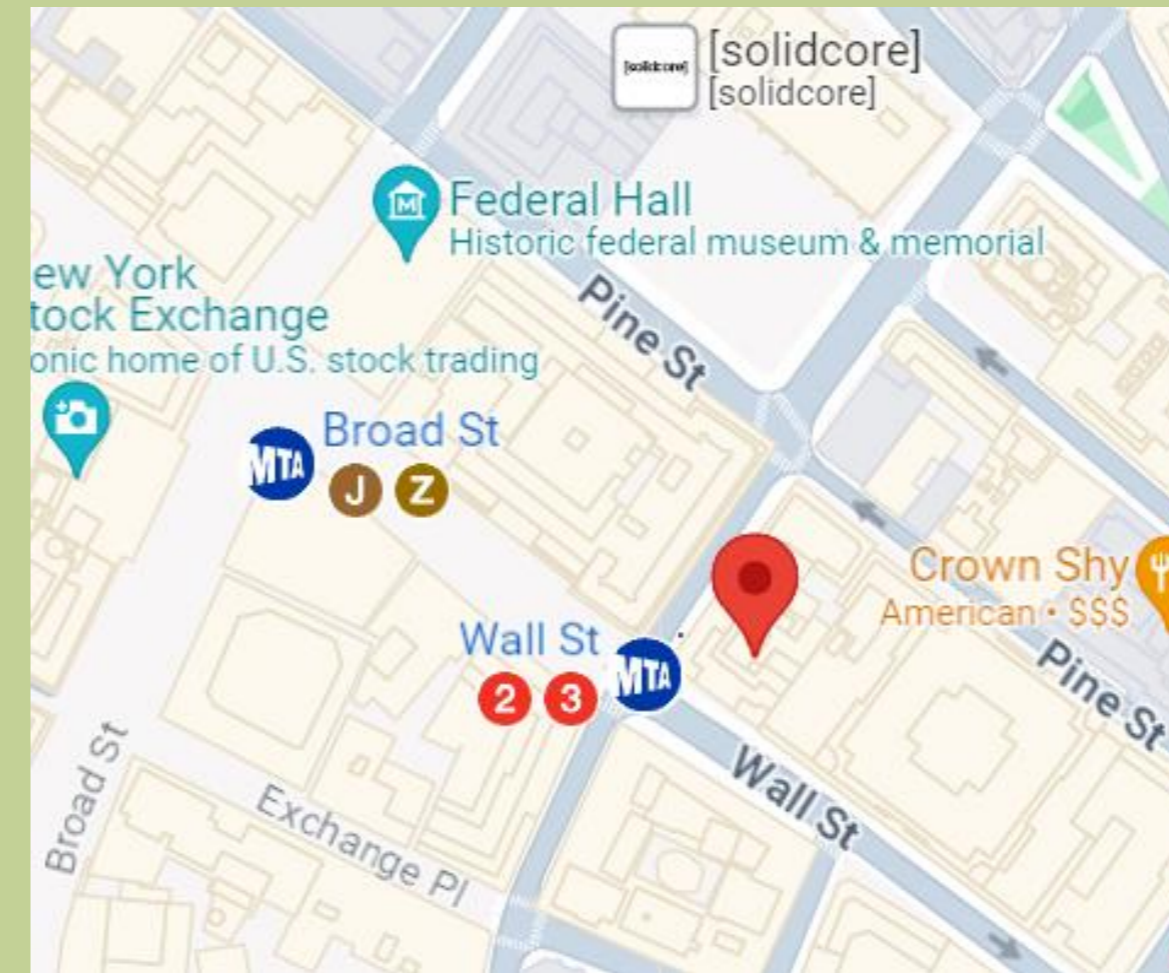


Total: US\$54,602,534

UK Office
 SEaB Power Ltd
 63 St Mary Axe
 London
 EC3A 8AA
 UK



USA Office
 SEaB Energy Inc
 48 Wall Street
 Suite 1100
 New York
 NY 10005



Flagship Flexibuster System
 Whiteknights House
 Reading RG6 6UR
 United Kingdom

Agents

Agents sell SEaB energy units and services and receive commission on sales.

Australia	Environmental Technology Solutions Pty Ltd - non-exclusive agent - (to be cancelled once W8ST contract finalised)
Canada	Sambren Limited - Non-exclusive agent
Carribbean	Apogee Ltd - Non-exclusive agent
Cayman	Apogee Ltd - Non-exclusive agent
Canada	QC Pumps & Compressors Ltd - non-exclusive sales representative
Greece	Brandtales Ltd - Non-exclusive agent
Nigeria	Alfcom Energy - Non-exclusive agent

Resellers

Resellers are able to buy SEaB energy products and services at wholesale prices and take a margin on the sale.

Australia	EQ Energy
Belgium & Luxembourg	Circologic BV - Reseller - (exclusive),
Netherlands	Circologic BV - Reseller - (non-exclusive)
Colombia	Imocom SAS - non-exclusive reseller

Prospective Resellers

Canada	Top Speed Energy
USA	USA Sludge
USA	Iflow Tech

Licencees (IP)

Licencees are given permission to manufacture SEaB units and provide services. They pay an annual royalty on all sales made.

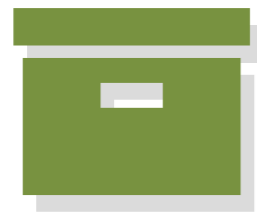
Australia	W8ST Pty Ltd - Exclusive Manufacturer and Distributor (pending)
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Global MOU (Technically lapsed but will be renewed)

The MOU with Veolia allows them to include SEaB energy's products and services in their products and services offering.

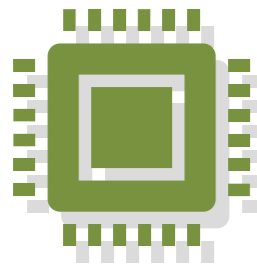
Veolia

DETAILED WORKFLOW



Mechanical Hardware

SEaB have outsourced production of the mechanical hardware to several providers in Europe who build the tanks, containers and interconnections according to the CAD drawings that SEaB provide to them. 70% of components of the build can be locally sourced. Other items are provided by named suppliers. If the finished unit is going to the USA, the unit is then sent on to the US for wiring to meet local requirements.



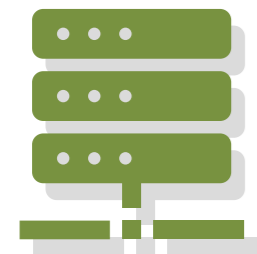
Electrical Hardware

They have outsourced the electrical cabinet design and build to cabinet builders in the UK and EU, who are able to build CE, UL, CUL compliant cabinets



Electrical Wiring

This is done by SEaB's outsourced production partners. SEaB have specified the control system hardware and other components as well as the electrical cabinets which are free issued to them to be installed in the units and built according to the design specifications.



Infrastructure and Data Management

SEaB use a provider that manages their stack and cloud services requirements for their global customer footprint including cyber security.

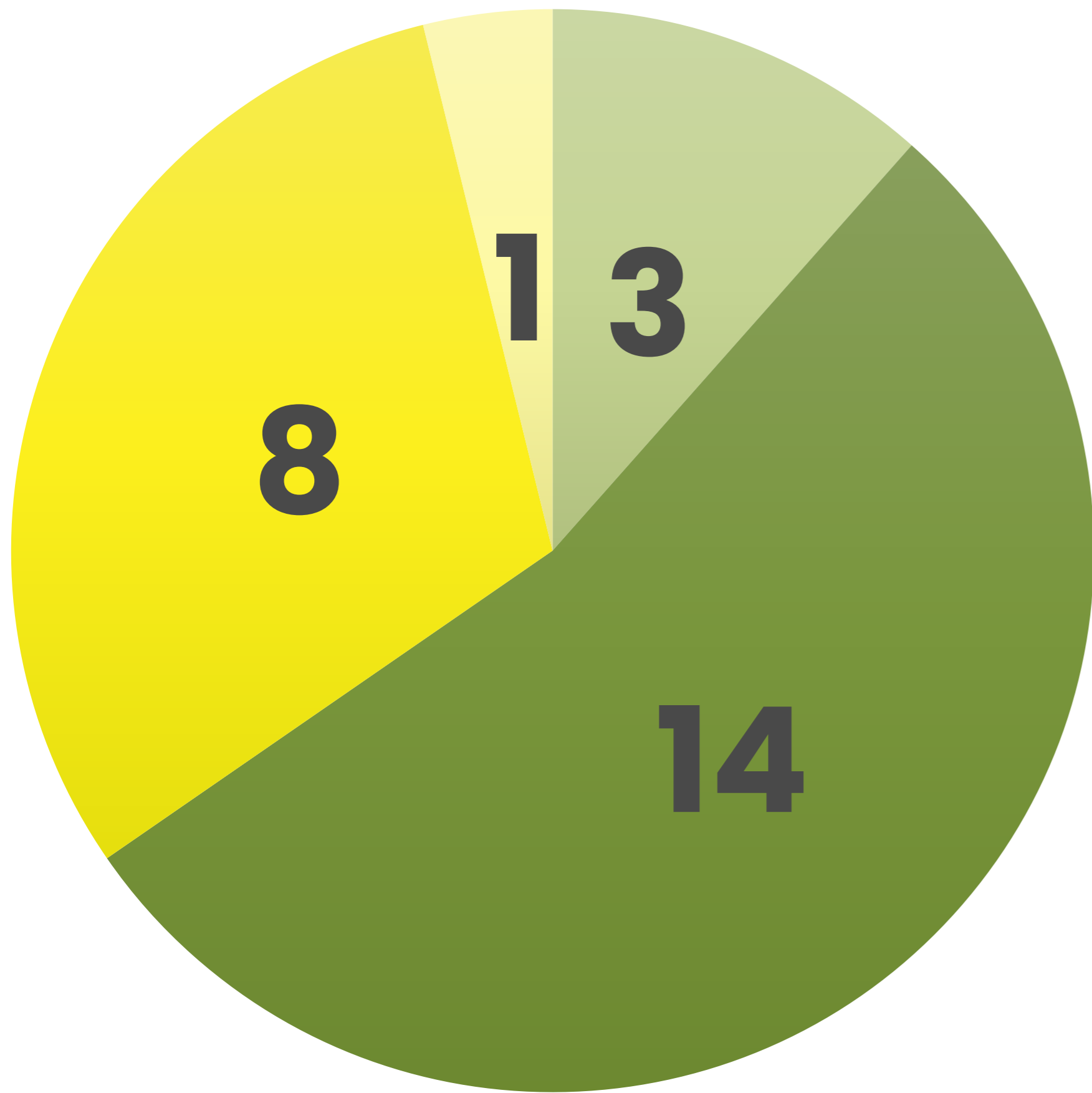


Installation and Commissioning and ongoing maintenance

They have partnered with a UK company to provide commissioning services in the UK and EU and any ongoing onsite maintenance requirements if the client selects our Gold maintenance program. For the US market they are currently sourcing an EPC contractor to play the same role.

This outsourced supply chain playbook, allows SEaB to scale and localise the business quickly.

Patents by Region



■ Asia ■ Europe ■ North America ■ South America

Country	Region	Official	No.	Grant Date
Canada	North America		CA2796318	30/05/2017
Chile	South America		54401	26/03/2017
France	Europe	EP(FR)	2504420	25/03/2020
France	Europe	EP(FR)	2781589	26/08/2020
Germany	Europe	EP(DE)	2504420	25/03/2020
Germany	Europe	EP(DE)	2781589	26/08/2020
Hong Kong	Asia		HK1182126	29/07/2016
India	Asia		9713/DELNP/2012	Not yet granted
Italy	Europe	EP(IT)	2504420	25/03/2020
Italy	Europe	EP(IT)	2781589	26/08/2020
Japan	Asia		5861945	12/02/2016
Netherlands	Europe	EP(NL)	2504420	25/03/2020
Netherlands	Europe	EP(NL)	2781589	26/08/2020
Spain	Europe	EP(ES)	2504420	25/03/2020
Spain	Europe	EP(ES)	2781589	26/08/2020
Switzerland	Europe	EP(CH)	2504420	25/03/2020
Switzerland	Europe	EP(CH)	2781589	26/08/2020
United Kingdom	Europe		GB2484883	27/08/2013
United Kingdom	Europe	EP(GB)	2781589	26/08/2020
United States	North America		8221626	17/07/2012
United States	North America		8465645	18/06/2013
United States	North America		9682880	20/06/2017
United States	North America		9272930	01/03/2016
United States	North America		10384969	20/08/2019
United States	North America		10611655	07/04/2020
United States	North America		11198628	14/12/2021
Total				25

SEaB have developed their own cloud based proprietary software that covers a number of areas. The cost of developing the software has been partially paid for by the Horizon 2020 grant, and the rest put through the PNL for R&D tax credits. Therefore it has not been capitalised and is not captured in intangible assets.

- **Control Logic for the systems**

- The FLEXIBUSTER™ control system continually monitors a large number of sensors within the unit.
- A full SCADA interface with these sensors produce a vast array of data that allows SEaB Energy to remote monitor the system. Any potential issues can be observed in real time.
- There are a number of dedicated safety switches installed both inside and outside the unit, all of which will shut down part or all of the system as required.
- FLEXIBUSTER™ is equipped with a full set of certified gas detectors that are linked to the PLC, safety control circuits, warning beacons and sirens, and the remote monitoring system.
- The system incorporates intrusion detection systems and tracking.

- **HMI software**
- **Reporting Capability**
- **Impact Reporting Capability**
- **Data Architecture**
- **Site Configuration tool – Mass Balance Calculator**



Current Biogas Market

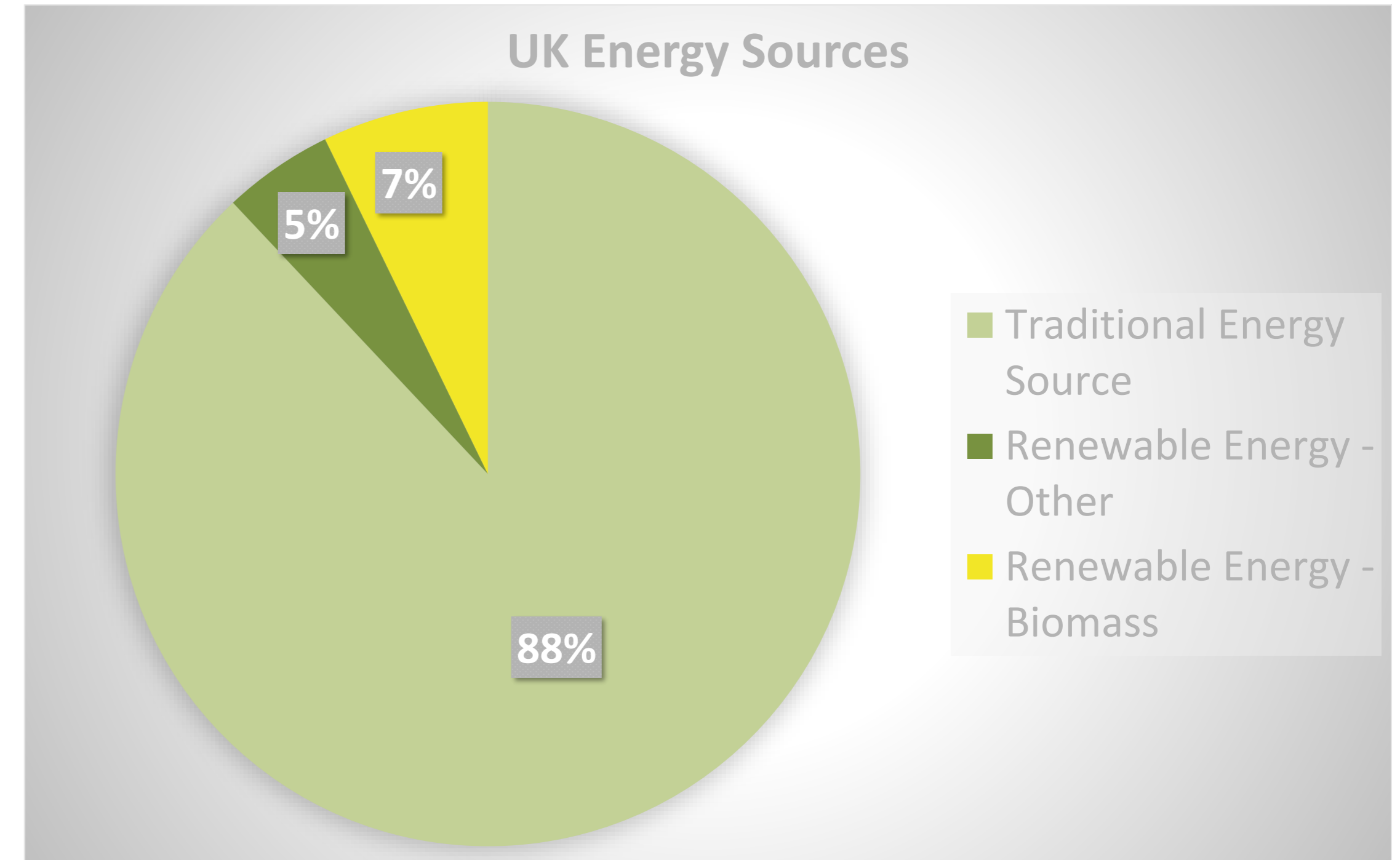
- The global biogas market is estimated at US\$75bn in 2023 with a CAGR of 6.3% forecasted between 2023-2033. Within that space the market for Plant installations is valued at US\$4.05bn with a CAGR of 9.3% to 2033.
- In the United Kingdom, Renewables made up 12% of total energy supply in 2019. Around 60% of renewable energy is from biomass of which biogas is the dominant source.
- As per the American Biogas Council, the USA currently has over 2,200 biogas production sites across 50 states. The biogas plants comprise 250 anaerobic digesters on farms, 1,269 water resource recovery facilities, 66 stand-alone systems for food waste, and 652 landfill biogas projects.
- In the United Kingdom there are currently 686 anaerobic digestion (AD) plants with a total biogas capacity of 2,721 megawatts in operation.

Competitive Landscape

- The biogas market is dominated by large energy companies such as Air Liquide, Wartsila, Total, etc. These companies are typically focused on large scale production through their own biogas plants. There are currently fewer companies focused on small-scale on-site production.
- One example is PlanET Biogas a German headquartered global company with €120m turnover who have installed to date over 600 biogas plants globally. Their product range covers larger scale sites compared to SEaB Energy.

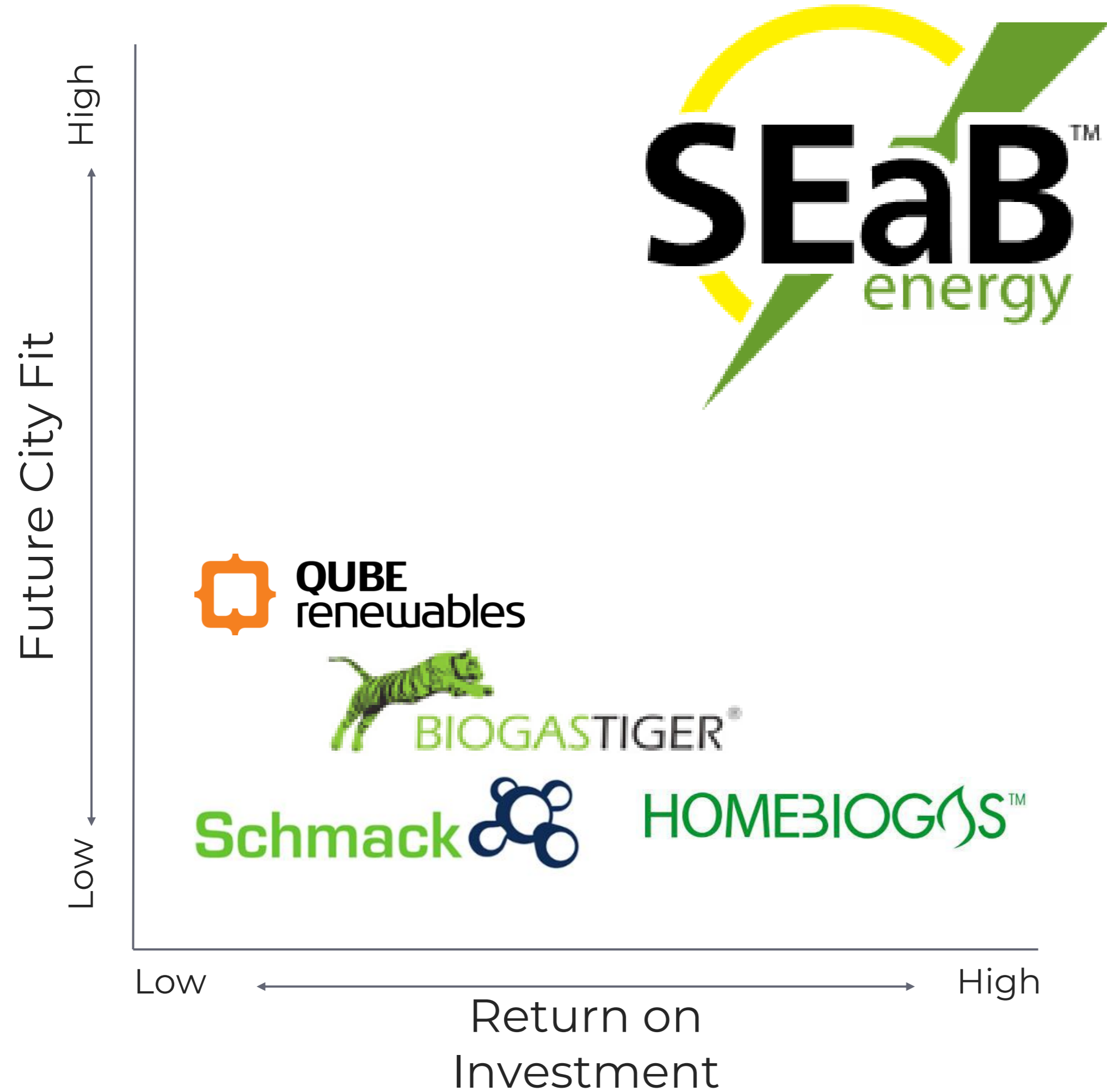
Growth Forecasts

- From 2017-2022 the biogas industry has grown 19% globally with forecasts from the IEA's Net Zero Scenario projecting further growth of 32% from 2023-2028.
- CAGR estimates vary from 4.5-6.3%.



Political and Economic Factors

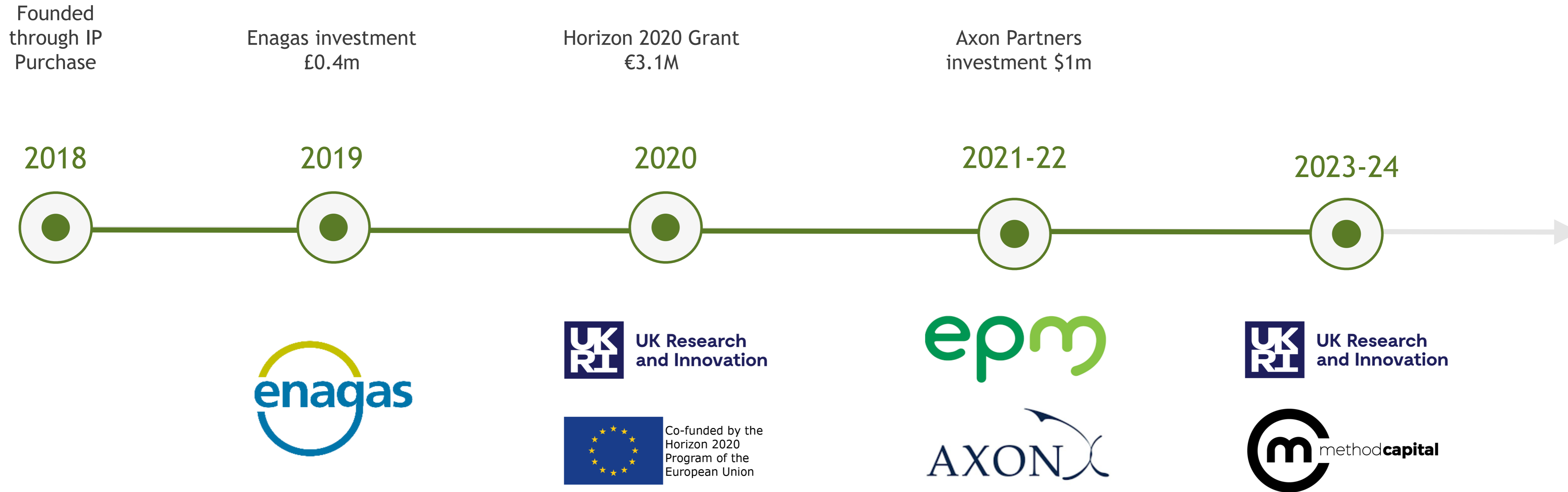
- In the EU, the Renewable Energy Directive sets every country a legally binding target of increasing renewable energy to 32% of energy consumed by 2030.
- In December 2022, USDA made available \$50 million in funding to expand the use and availability of higher-blend biofuels through the Higher Blends Infrastructure Incentive Program (HBIIIP). In June 2023 they have increased the funding commitment to \$500m.
- As a result of the Ukraine war, energy security has become a priority for most governments and companies with biogas at the forefront.



FLEXIBUSTER™ is superior vs direct competition:

- Price: up to 50% less than competitors
- Highest fit to Future City concept:
- Fully automated & remotely managed
- End to end integration into urban infrastructure
- Integrated pre-processing & biogas valorisation
- Modular, Plug & Play
- Fertiliser bagging system
- Grey water recaptured
- Health and safety
- AI process control
- Effective odour management
- PATENTED

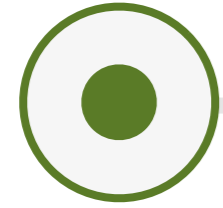
INVESTMENT MILESTONES



5 YEAR BUSINESS PLAN OVERVIEW



2023



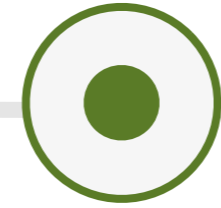
Launch of V6. First sites installed in Belgium, Greece. Series A. USA market entry

2024



Scale US Subsidiary, Deployment of WAAS contracts. LATAM market entry. Australia Pilot sites.

2025



Scale US, LATAM, EU & Australia Markets

2026



Scale

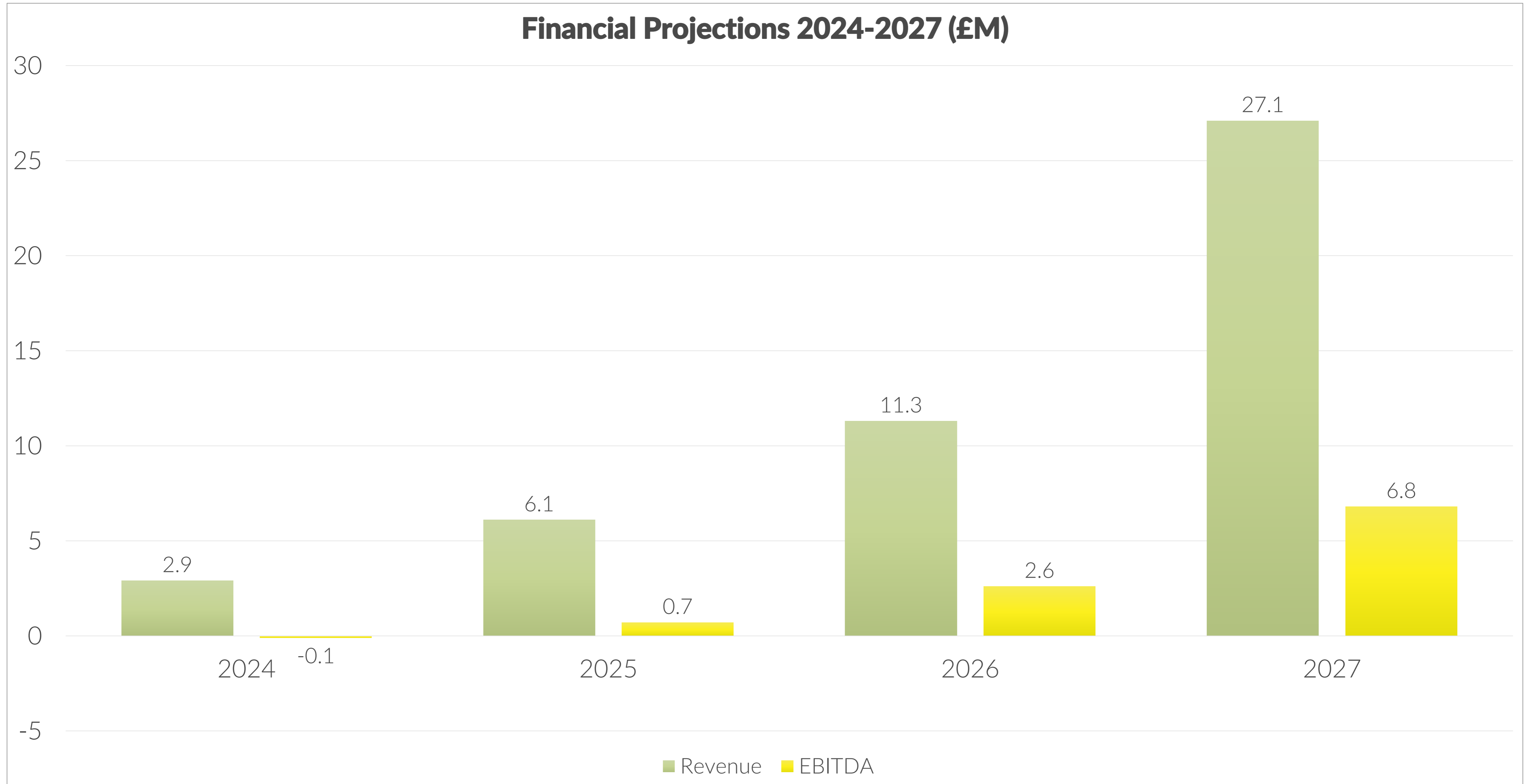
2027



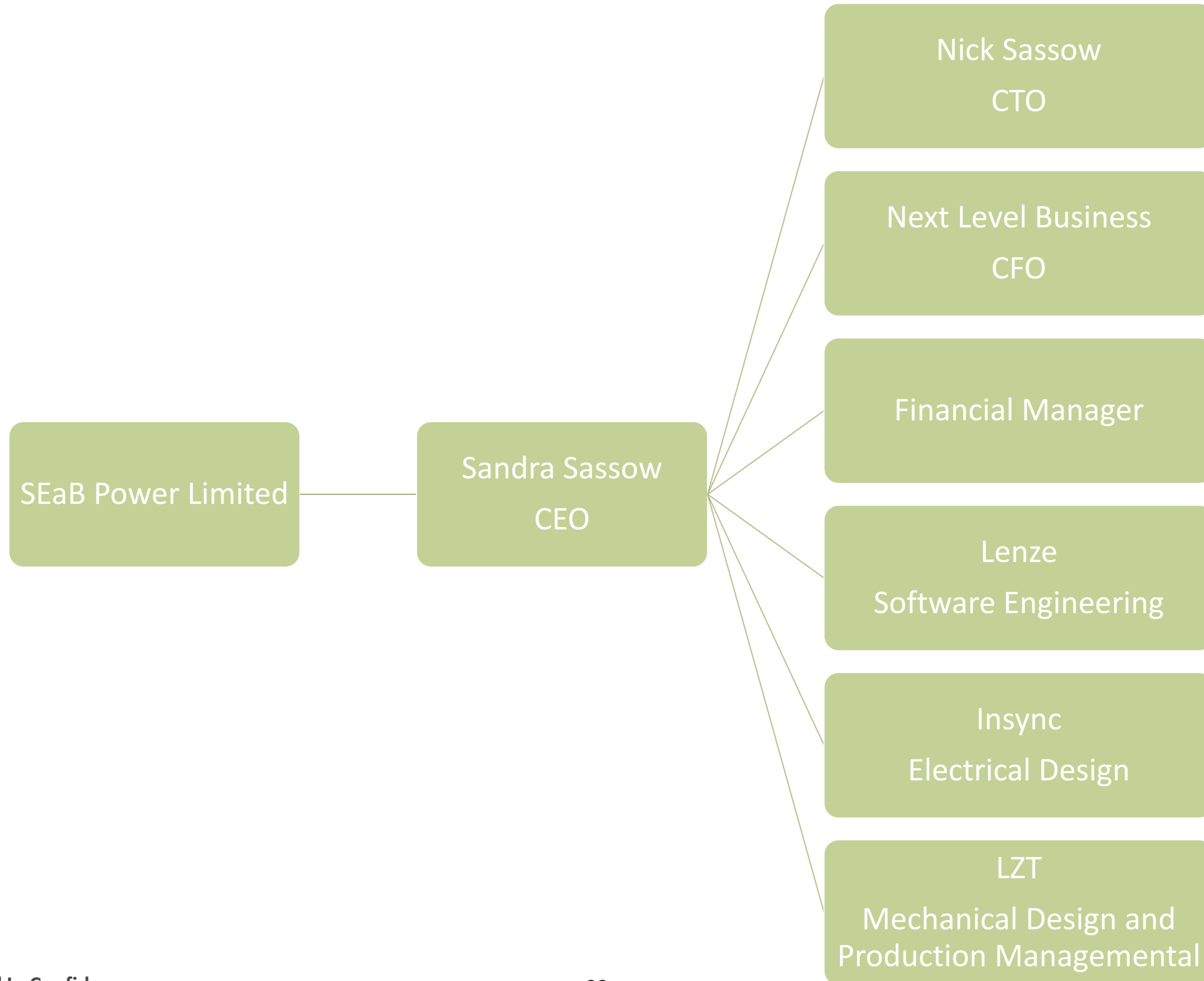
Scale



Financial Projections 2024-2027 (£M)



THE TEAM



LEADERSHIP TEAM

SENIOR TEAM



Sandra Sassow
CEO



Nick Sassow
CTO



Roger Kent
Head of Engineering



Sean Brophy
VP Sales USA



EXTERNAL BOARD



Alfonso de León
Board Advisor
Global Sales Strategy



Carmen Marquez
Board Observer
Business Strategy



Kerry Ritz
Board Advisor
Funding Strategy



USE OF FUNDS

☑ **Equity Raise of £5M**

- Will provide 24 month runway.
- Looking to close by Q3 2024
- Current investors leading the round

☑ **Use of Funds**

- Build team and structure to deploy sales and support units (10 more team members)
- Licence deals and launch waste as a service (WAAS) funding
- Invest in waste as a service units to kick-start sales in USA subsidiary

- InnovateUK Edge - Gateway to Australia Agritech 2023
- InnovateUK Edge - Global Innovation Program NREL 2023
- Shortlisted - Circular Economy Project of the Year; Business Green Leaders Awards 2022
- Shortlisted - AD Pacesetter: Micro AD; ADBA Awards 2022
- Shortlisted - Sustainable Campus iChallenge, Sacyr Innovation Awards 2021
- Winner - Finalist (Top 5); Shell New Energy Challenge 2019
- Winner - BusinessGreen Technology Awards: Smart Cities Technology of the Year 2016
- Winner - Canary Wharf Cognicity Challenge 2015: Integrated Resource Management
- Winner - Enterprising Woman of the Year Award 2015
- Graduate - Goldman Sachs 10,000 Small Business Programme 2015
- Winner - Design and Sustainability Award; UKSPA 2014
- Winner - GB Eco Entrepreneur Award 2013
- Winner - Defense Energy Technology 2013 Challenge
- Winner - LAUNCH: Beyond Waste 2012; Backed by NASA
- Winner - Best Micro-AD Project; ADBA Awards 2012
- Winner - Innovation & Technology Award; Test Valley Business Awards 2012



SOCIAL MEDIA LINKS

- SEaB Energy – How it works [SEaB Energy YouTube Link](#)
- SEaB Energy on BBC [SEaB Energy On BBC YouTube Link](#)
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- Investment: £5M To Build team & Scale US Subsidiary
- Plug & Play closed-loop urban food waste valorisation
- Business Model – outsourced manufacturing, direct & channel sales partnerships, recurring revenue
- Current Status: Commercialising & Scaling. Corporate VC funded.
- EBITDA Positive 2025
- Experienced Leadership Team & External Board



seabenergy.com



finance@seabenergy.com



[seabenergy](https://twitter.com/seabenergy)

FORSTER CHASE

Temple Chambers
3-7 Temple
Avenue London
EC4Y 0HP

CHRIS GROVE
Founding Partner
chrisgrove@forsterchase.com

ALISON SIMON
Corporate Finance Director
alisonsimon@forsterchase.com

ESTHER GROVE
Head of Research
esthergrove@forsterchase.com

