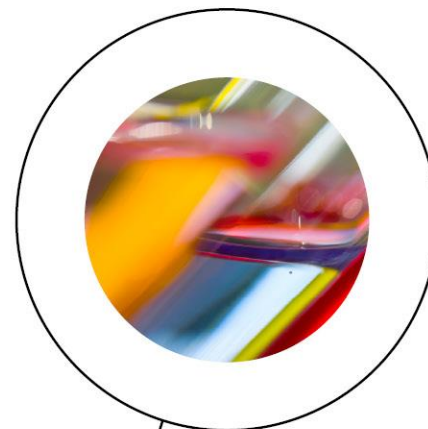
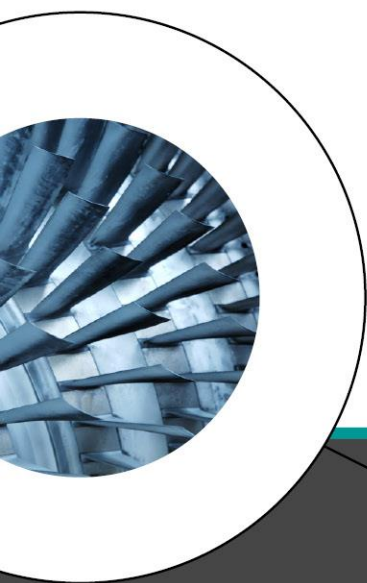


DEALS OF THE YEAR 2014

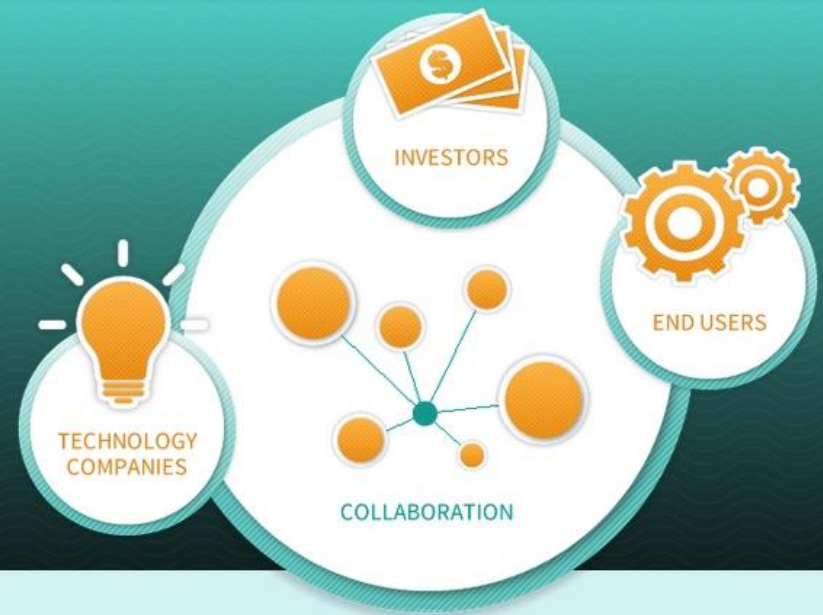
FIONA GRIFFITH

18 SEPTEMBER 2015



Bringing new technologies to life

Connecting expertise, investment and inspired ideas across the globe



Technology Approval Group

TAG is a global innovation forum for the world's leading water utilities. The TAG model was first launched in the UK in 2005, we now run 12 TAG groups across 4 continents, with more groups on the horizon.

Global Locations

- UK
- The Netherlands
- Australia
- US



Consulting

With its highly skilled team of engineers and scientists Isle can provide a wider range of consulting services, from research consultancy to due diligence (both technical and market) to feasibility and evaluation studies.

Introduction

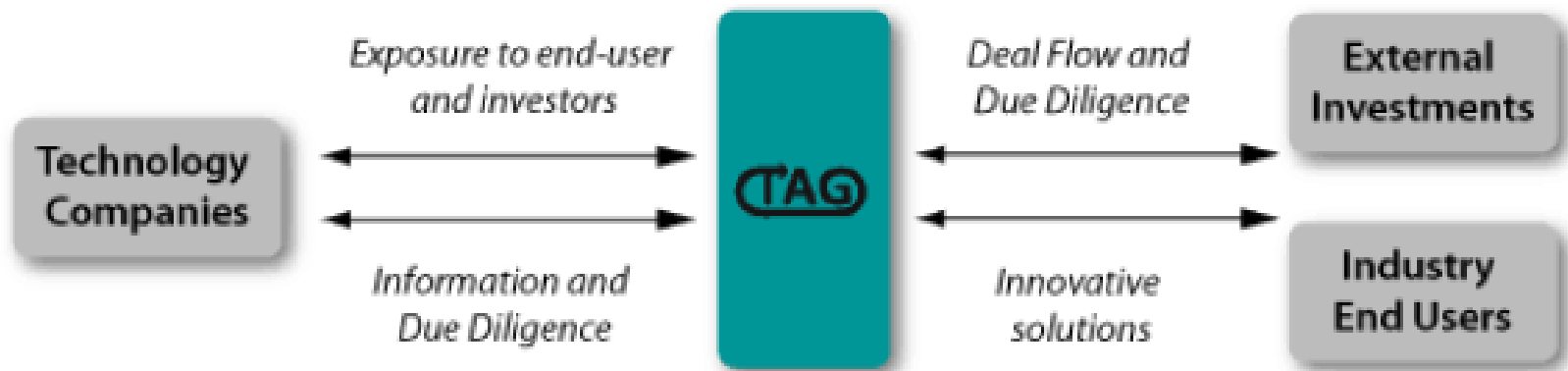
- Technology and innovation consultancy
- Water focus
- Global presence
- Novel Innovation Platform – TAG (Technology Approval Group)
- Facilitating international collaboration
- Unparalleled track record in bringing appropriate technologies to address market needs



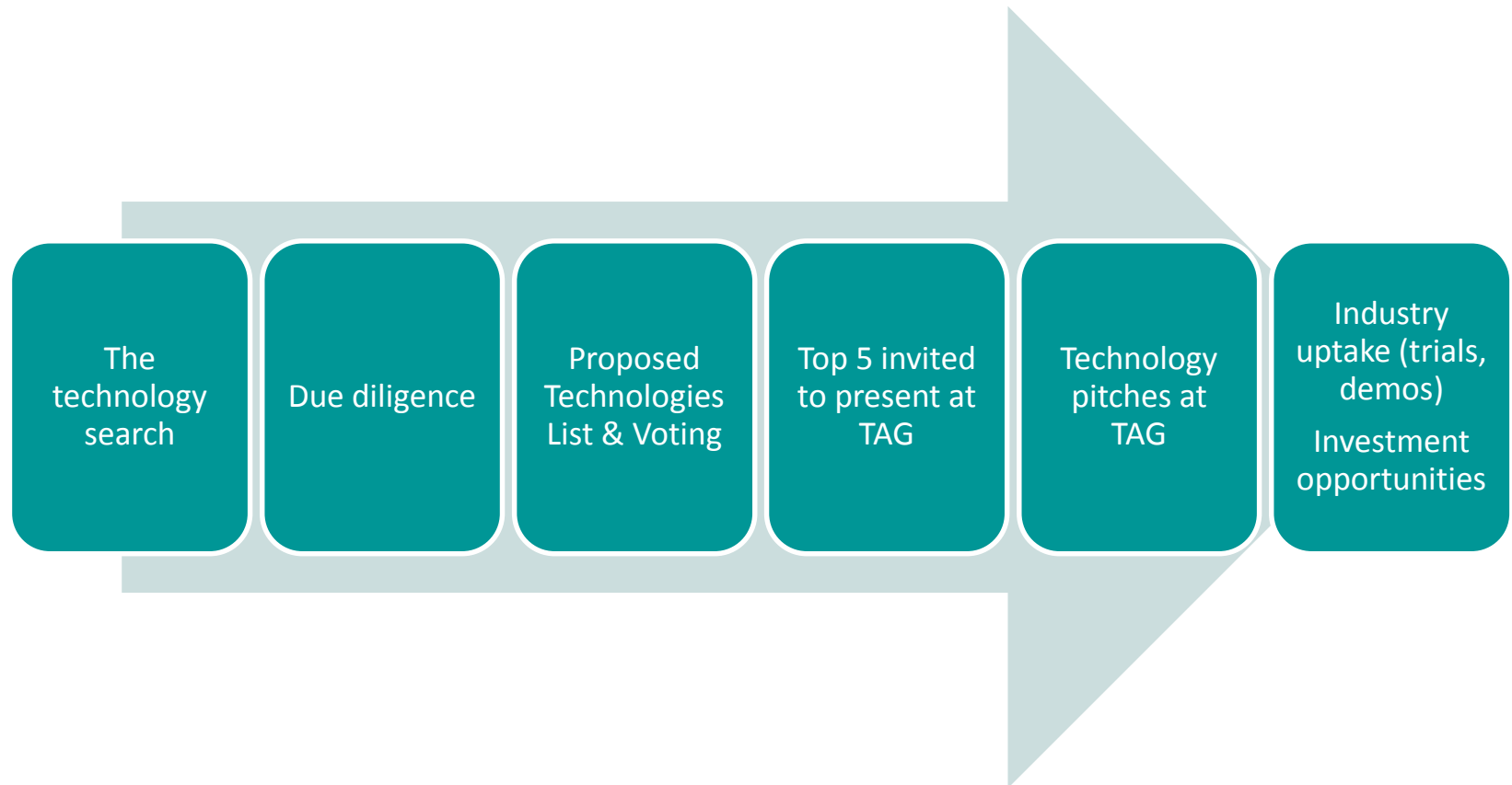
What is TAG?

TAG brings a new energy & momentum to the water sector

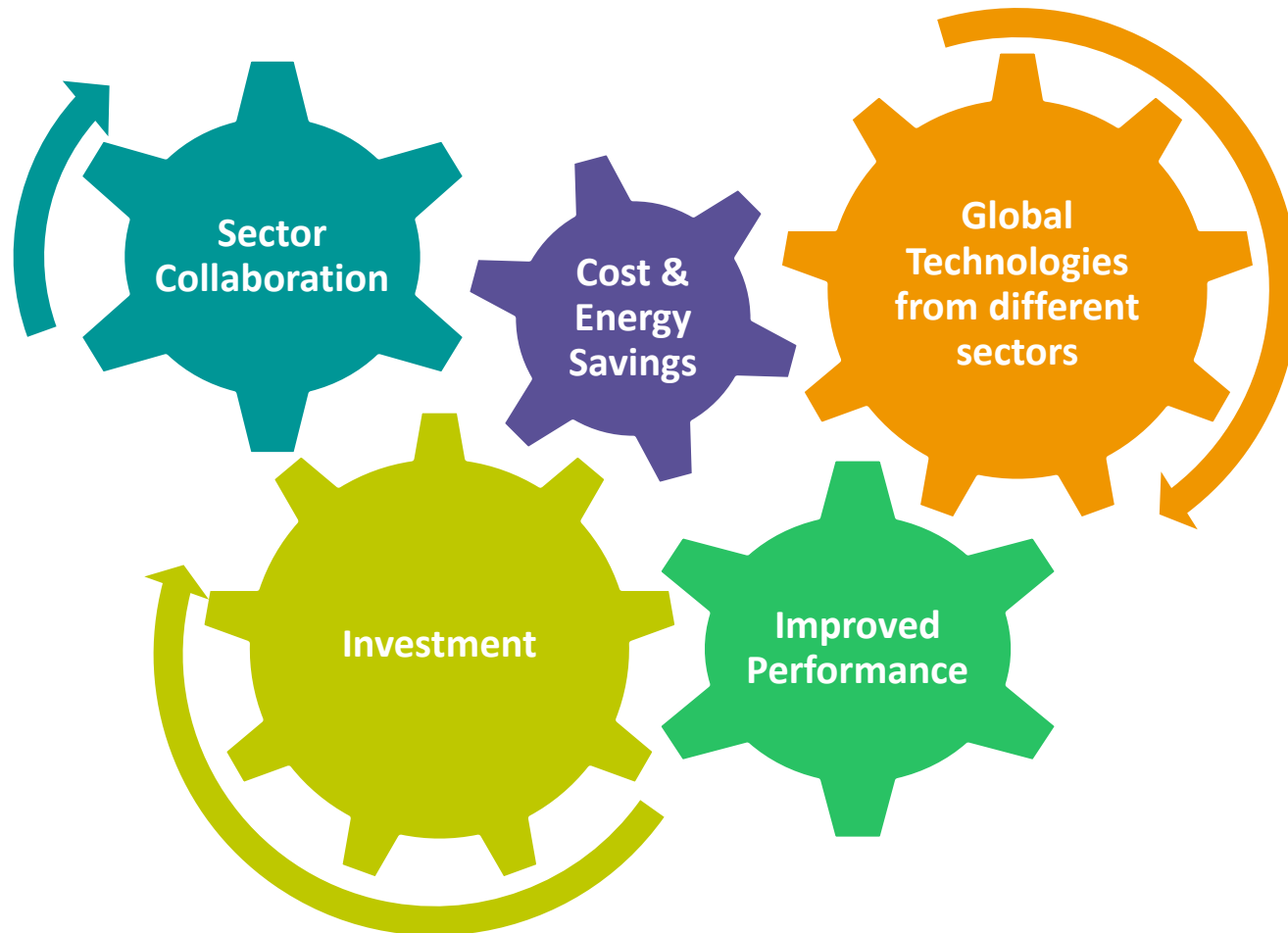
- Understands sector needs
- Identifies appropriate technology solutions
- Accelerates technology uptake through end user engagement
- Facilitates international industry collaboration / sharing of best practice
- Builds strong links to funding
 - Trials
 - Commercialization activities
 - The investment community



How does TAG work?



TAG – the benefits



Our Track Record



Metric	Value
TAG Meetings	> 70
TAG members globally	100 +
Technologies presented to TAG members	420+
Investment secured	\$600m+
Technologies reviewed	Over 3500

> **70** TAG
Meetings

100 + TAG
members
globally

420+
Technologies
presented to
TAG members

\$600m+
Investment
secured

Over **3500**
technologies
reviewed

Global TAG Members



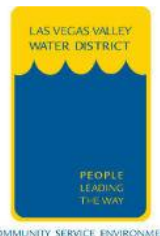
100+
Global utilities



Approx. **280m**
Customers served



Approx. **\$430m**
R&D investment



Global TAG Members



>24m MLD

Water treated



>9m MLD

Waste-water
treated



Technology Companies



Investors

Key Facts

\$10m

Typical
investment size

50+

Technology companies
received investment

\$600m+

Investment facilitated by Isle

WHEB
Partners



XPV
capital corporation

IFC
International
Finance
Corporation
World Bank Group

TURQUOISE
Finance | Energy and Environment



OCTOPUS
VENTURES

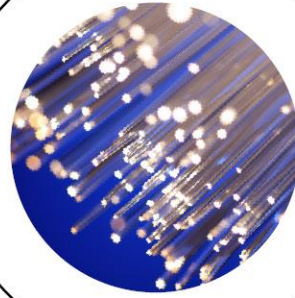
TRUE
NORTH
VENTURE PARTNERS

emerald
Technology Ventures



AC
Apsara Capital LLP

Investment Examples

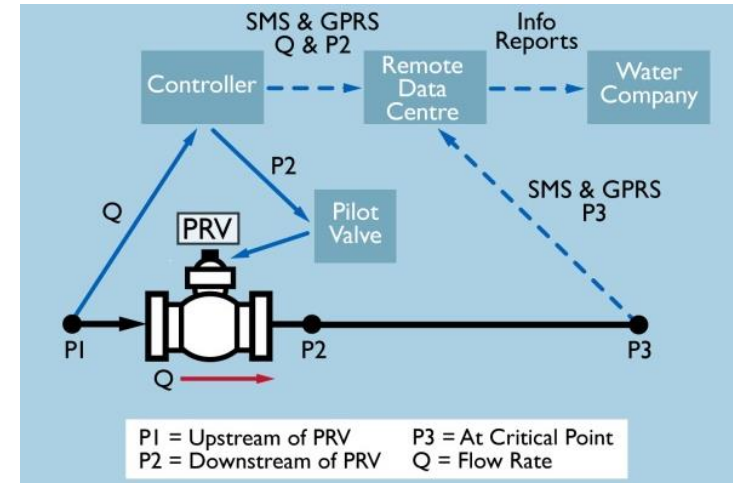


i20 Water



Technology Application: Advanced pressure management system

Technology Description: Designed to enable water companies to reduce their leakage and burst rates while improving customer service through intelligent pressure control. A range of algorithms have been developed to vary the output pressure of the PRV so that the pressure at the critical point is kept at a stable target level independent of the water demand in the DMA.



Isle Identified
Technology &
Undertook DD

January 2008

i20 Presentation at
TAG Resulted in
Several UK Trials

March 2008

Success of Trials
Enabled Early Stage
Funding of \$2.5m

2008

i20 has secured
\$48m of funding in
total

2009 - 2015

Many UK and
international
commercial installs

GW Fathom

Technology Application: Meter reading and customer billing

Technology Description: FATHOM is the world's foremost Software-as-a-Service (SaaS) provider in the Water Sector. FATHOM defines the vertical between meter data management and the customer through a variety of products including meter data management, customer information system and a customer engagement platform.



Isle Identified
Technology &
Undertook DD

2012

Fathom
Presentation at
TAG – In EU and US

April 2013

Initial uptake in US,
Trials with Thames
Water

2013

Significant
Investment from
XPV and Silver Lake
Kraftwerk

2014

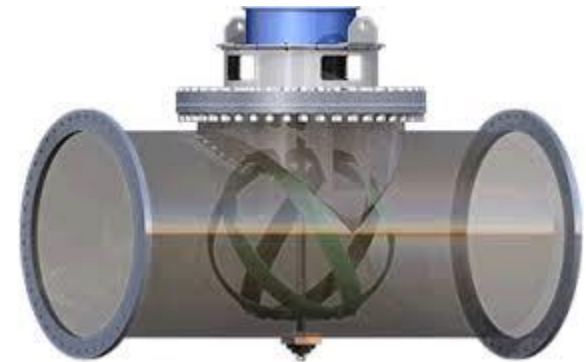
Now a shared
platform for water
software
entrepreneurs

2015

Lucid Energy

Technology Application: Energy recovery from pressure in water pipes

Technology Description: LucidPipe utilises an in-pipe turbine that captures energy from water inside of large diameter, gravity-fed pipelines, with no impact on flow or operation. Depending on head, flow and pipe diameter, each LucidPipe turbine produces up to 100 kilowatts of electricity by extracting excess head pressure.



Isle Identified
Technology &
Undertook DD

Dec 2013

Presented at TAG in
EU and US

Jan 2014

Secured \$5.7m
equity investment

2014

Commercial
demonstrators in
US

2014

Now looking at
market in South
Africa

2015

Lontra

Technology Application: Aeration Blade Compressor for Variable Capacity Compressors

Technology Description: The patented design has a novel rotary geometry, designed for high volumetric and thermal efficiency. It can deliver the benefits of variable capacity, variable compression ratio and variable output through the basic mechanism. This obviates the requirement for complex variable speed control systems, delivering the efficiency improvements of VSDs (of up to 35%) without the attendant capital costs.



Isle Identified
Technology &
Undertook DD

June 2007

Lontra Presented at
TAG

September 2007

Isle facilitated trial
with Severn Trent
Water

2008

Isle facilitates
meetings resulting
in Lontra securing
\$500,000 in
investment

June 2010

Lontra establishes
licensing deal with
Sulzer

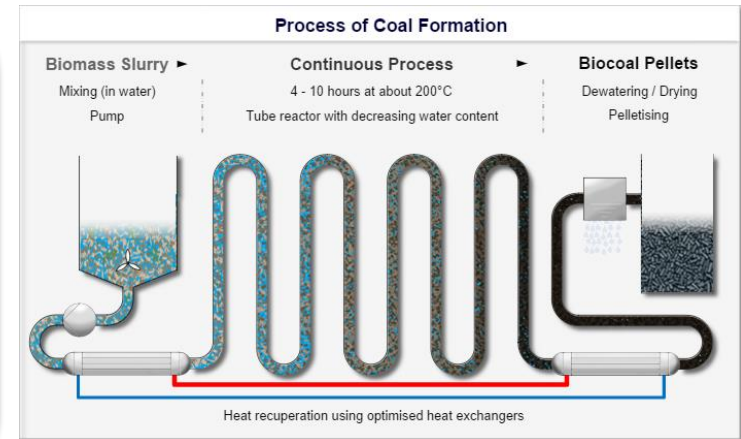
January 2014

Antaco



Technology Application: Convert waste into carbon neutral solid fuel

Technology Description: Hydrothermal carbonisation is a highly efficient process which replicates the natural process of coal generation. The process uses a combination of heat and pressure to chemically transform biowaste into a carbon dense material with similar or better properties as fossil coal.



Isle Identified
Technology &
Undertook DD

Jan 2013

Antaco not selected
to present at TAG –
too early stage

March 2013

Introductions to
interested water
utilities

2013

Grant funding from
DECC - \$1.34m

2014

Commercial
demonstrators
being established

2015

Orege

Technology Application: Sludge dewatering optimisation

Technology Description: SLG is a physio-chemical pre-treatment system which can be used on a wide range of different sludge streams before traditional dewatering tools such as filters or centrifuges. Reduces chemical consumption, sludge volumes and transport costs.



Isle Identified
Technology &
Undertook DD

Jan 2012

Orege Presentation
at TAG – In EU and
US

March 2012

Additional VC
investment, trials
with Anglian Water

2013

Sale of company to
natural resource
efficiency group
Eren S.A.

2014

Growth and
commercial sales in
municipal water

2015

Thank you

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