AquaTech Ventures Data Room

Executive Summary

- **Founded:** 2018
- **Location:** San Diego, CA, USA
- **Team:** 50 employees (10 PhDs, 20 engineers, and 10 AI specialists)

Financial Overview

- **Revenue (2023):** $12.5M
- **Projected Revenue (2024):** $25M
- **Burn Rate:** $800,000/month
- **Previous Funding:** $7M (Seed & Pre-Series A)
- **Current Raise:** $10M Series A

Technology

- **Core Innovations:**
  - Graphene-based filtration membranes achieving **99.9% impurity removal**.
  - Scalable energy-efficient desalination plants designed for industrial and municipal use.
  - AI-driven smart water management systems for predictive analytics and optimal distribution.
  - Portable water purification units for disaster relief and emergency applications.
- **Patents:** 4 granted, 3 pending.
- **Key Differentiators:**
  - Energy consumption reduced by 40% compared to traditional systems.
  - Modular designs allowing deployment in various environments.

Market Analysis

- **Total Addressable Market (TAM):** $400B by 2030 (global water purification and desalination market).
- **Customer Segments:**
  - Municipalities and urban infrastructure.
  - Industrial facilities and factories.
  - NGOs and disaster relief organizations.
  - Agricultural water systems.
- **Current Partners:**

- ○ **Government Agencies:** Collaboration with 5 governments for municipal deployments.
  - ○ **NGOs:** Supplying disaster relief units in 12 countries.
  - ○ **Private Sector:** Agreements with 15 companies in food, beverage, and manufacturing sectors.
- ● **Projected Impact:**
  - ○ Provide clean water to 50M people by 2027.

Use of Funds

- ● **R&D:** 35% (Advancing membrane technology, AI analytics, and energy optimization).
- ● **Production Expansion:** 40% (Setting up manufacturing units for desalination plants and portable units).
- ● **Market Penetration:** 20% (Marketing, partnerships, and regional expansion in South Asia and Africa).
- ● **Operational Costs:** 5%.

Risk Factors

- ● **Technological Challenges:**
  - ○ Scaling up graphene membrane production for mass adoption.
  - ○ Ensuring AI models adapt effectively to diverse usage scenarios.
- ● **Competitive Landscape:**
  - ○ Rival technologies from established giants like GE and Veolia.
  - ○ Emerging competitors in smart water solutions.
- ● **Regulatory Hurdles:**
  - ○ Meeting varying standards across regions for water safety and quality.
- ● **Market Dynamics:**
  - ○ Dependency on adoption by municipal and industrial clients.

Attachments

- ● **Detailed Financial Projections:** aquatech_financials_2023.pdf
- ● **Technology Overview Presentation:** aquatech_tech_pitch.pdf
- ● **Case Studies:** aquatech_case_studies.pdf
- ● **Leadership Bios:** aquatech_team_profiles.pdf