# WASTEWATER: THE ULTIMATE RENEWABLE ENERGY SOURCE

**NOVEMBER 2017** 



CSE: SHRC FSE: IWIA OTCQB: INTWD

# THE OPPORTUNITY

- North America and EU, 330 billion liters of wastewater is discharged through sewer systems every day.
- Higher in temperature than other regenerative sources;
   ~70°F
- Potential to replace 1.5 billion MWh of the natural gas consumption used to provide water heating and space conditioning.



## **PIRANHA**

Award-winning tech with a payback of 4 years, exceeding competing technology.



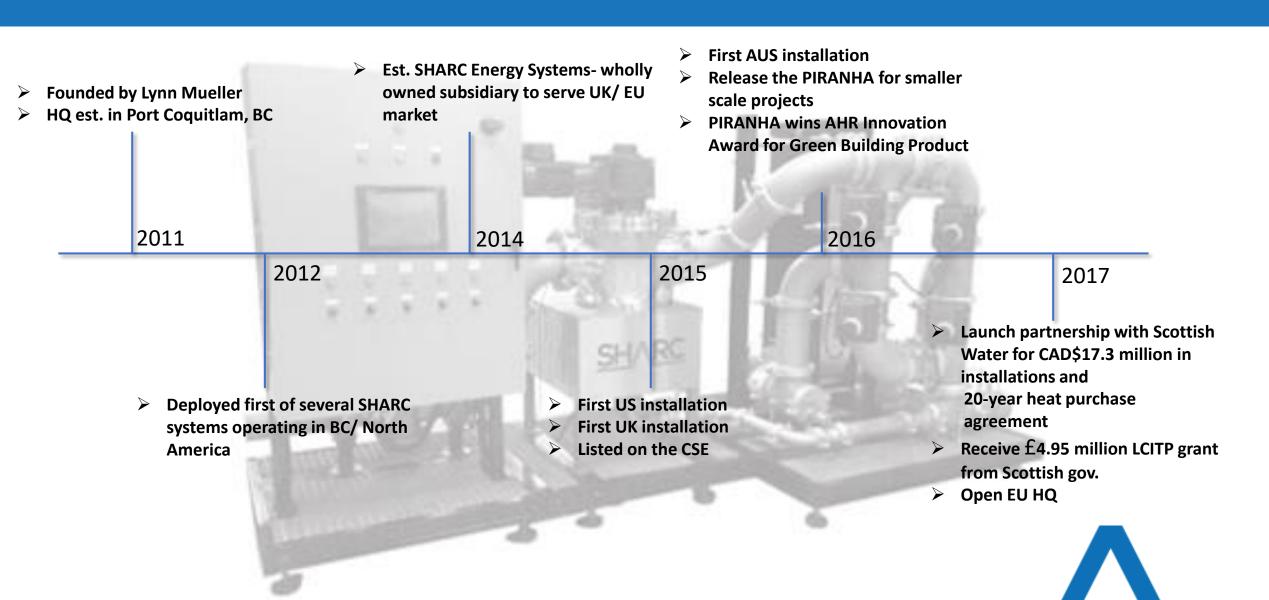


# **RECYCLED ENERGY**



- Wastewater, typically ~70°F, leaves a facility and is captured in an onsite tank.
- Solids are separated from the waste stream and the warm water is passed through a heat exchanger which transfers thermal energy from the contaminated water to a process loop
- The PIRANHA can pre-heat the domestic hot water supply at high efficiencies (400-600%)
- Solids and contaminated water are released to the sewer system

## **TIMELINE**



## **TRENDS AND OPPORTUNITIES**

- Regulatory Compliance, e.g.:
  - Zero Emission Building Plan 2018, LEED® Gold mandate, Vancouver, BC.
  - Energy Efficiency Standards for Residential and Nonresidential Buildings, California, USA.
- Incentives
  - Renewable Heat Incentive (RHI), UK.
- Demand for multifamily construction projects
  - Population density + rising home prices
- Increasing global demand for energy and water
  - World energy consumption will grow by 48% between 2012-2040 (IEO2016)



# **REVENUE MODEL**

Canada

Original Equipment Manufacturer (OEM)

**System Sales and Project Development** 

Servicing

UK DBFO



## IN THE PIPELINE

Revenue guidance of \$20 million from installations over the next two years.

#### UK

- Strategic alliance with Scottish Water Horizons Ltd., a public utility owed by the Scottish Gov.
- Secured projects for 5 locations across Scotland for approx. CAD \$17.3 million in installations.
- Recurring revenue through 20-year heat purchase agreement for five sites.

#### **USA**

- Joint Venture in California.
- Signed in November 2016; Production expected Q1 2018.

#### Canada

- Working with BC Hydro to implement SHARC systems in educational institutes.
- Planning stages for district heating opportunities in Richmond, BC; Ottawa, ON; Chicago (US); LA (US).

#### **Australia**

- Finalizing joint venture contract with Environmental Technology Solutions (ETS).
- Several sites identified for SHARC and PIRANHA systems and are in planning stages.

#### **TEAM**



Lynn Mueller - CEO & Chairman

- 25 years of experience in geothermal heat pump sales
- Pioneered many innovative approaches to geothermal installation



Russell Burton - COO

- 30+ year in real estate management
- Focus on managing income growth through asset/ corporate acquisition



David Alexander - CFO

- Proven history of advancing and accelerating businesses
- 30+ years of capital markets and executive management



Richard Mort- UK FD

- CA 20+ years experience in construction and infra sector
- Large focus on water and wastewater projects

## **CONTACT**

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