

Woodrow Scientific Limited

Laser-Powered Cleaning Optimisation of Infrastructure Assets



Management & Team

John Clowes CEO / Business Development (BD)
PhD in Photonics, Co-founded Fianium Ltd (sold to NKT Photonics)

Anatoly Grudin CTO – Laser-expert. Co-Founded SPI Lasers (Sold to Trumpf) and Fianium (Sold to NKT Photonics).

Motion Robotics Ltd – non-exclusive AutoLASE development partners for drone and imaging technology.

Intellectual Property

Three patent families, 4 granted patents, further pending - strong IP barriers to competition

Secured Funding

£500K Collaborative project – BEIS (UK Gov)
£200K Founder Cash Investment
Further £500K pending (Gov & Industry)

Investment

£1,500,000 in three tranches over 18-months to expand recruitment, accelerate technology development and to allow time to focus on BD.

Key 24-month Performance Targets

AutoLASE Alpha Prototype – 12 Months
First revenues prototype trials – 18 Months
Close Series A Investment – 24 Months

Woodrow Scientific Limited

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Infrastructure Cleaning - Multiple Markets Unique, IP-Protected Technology Recurring Revenue Model

Multiple Markets - Similar Problems

Wind-Energy (Turbines) – blade contamination leads to loss in efficiency (up to 20%) and revenues. Turbines are rarely cleaned – every 5-7 years

Power Transmission (Towers) - rust and paint layers need to be removed before re-painting to extend lifetime – limited to once every 10-25 years

Heritage (Tourism) Buildings – Clean buildings attract visitors and cleaning enables planned preventative maintenance. Less than 5% of UK listed buildings are cleaned in a 10-year period

Conventional Water, Chemical, Steam & Abrasive Cleaning Issues

Logistics & Environment – delivery, handling and disposal of large amounts of water, chemicals & waste, at height, in challenging locations

Safety & Disruption – solutions require people working from height by ropes, helicopters or covering infrastructure with scaffolding

Cost and lost revenues due to downtime, outages and disruption

WSL Solution – Eye-safe, Laser-Powered Cleaning

The world's first and only eye-safe laser cleaning system enables autonomous, drone-delivered laser-cleaning – **AutoLASE®**

- Water-free, Chemical-free, Scaffold-Free, Rope-free Cleaning
- Efficient, regular cleaning to enhance asset lifetime and performance
- Saving on maintenance costs and delivering greater revenues and profits to owners and operators

Beachhead Market 1 – Global Wind-Energy

More than 400,000 wind-turbines globally and 13,000 new installations every year to 2050 to meet global net zero emissions targets.

Industry will produce greater than £300Billion annual revenue by 2030.

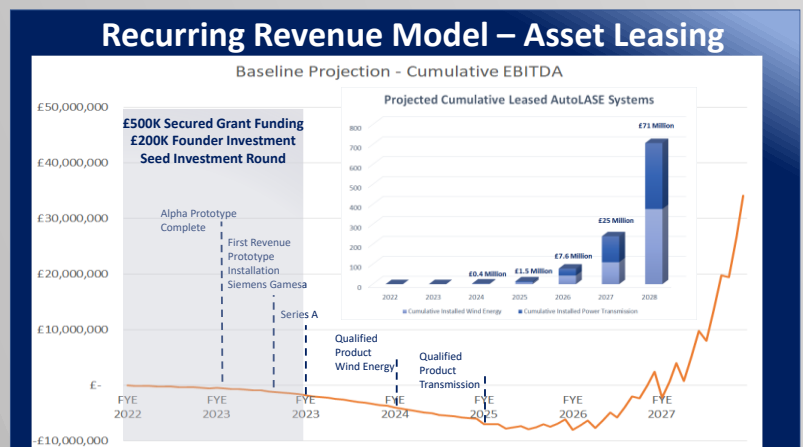
Adding just 1% efficiency improvement through regular cleaning will deliver more than £3Bn added revenue to the sector.

Beachhead Market 2 -Global Power Transmission and Distribution

Estimated 45 Million pylons worldwide, which are “de-rusted” and re-painted on a 10-25 year cycle. The cost of this activity is enormous (£10K per pylon) and involves shutting down lines while people, on ropes, work at height.

Recurring Revenue Model - Wind-Energy & Power Transmission

AutoLASE systems will be asset-leased to our customers in the wind-energy and power-transmission service sectors. 60% Gross Margin on each system achieved in the first 15-months of a 36-month contract.



Parallel Markets – Significant Upside Scenario

Heritage Buildings - >460,000 Listed buildings in the UK alone, >£500M

Contract Cleaning Services – Hand-held **ELASER®**, £245Bn markets

Why Invest?

- ✓ Unique technology with strong IP barriers
- ✓ Compelling value proposition to numerous market sectors
- ✓ Strong leadership team with a proven commercial track record