




Clean Wave

“3D Printed buildings using recycled materials?”

WWW.CLEAN-WAVE.ORG

Greatly reduce the amount of material that needs to be sent to
landfill or incinerated



**Ambition to reduce the yearly
consumption of virgin raw
material by 20% in new
construction and show cost
savings of 15%**

We envision radical change in the way we build and explore how to incorporate more reclaimed materials and components within new developments

Solution



For the consented receipt and handling of a limited type and quantity of contaminated waste not currently recycled 60,000 tones generated locally

This would allow waste to be Handled in a more sustainable manner

Plastic shards smaller than 10mm at printed with equal quantities of Cement

- Remolding waste in to buildings
- Selling what we produce for income

Value propositions

- 15% cost savings
- 50% quicker build
- Carbon emission reduction
- Supply chain availability
- New Reinforced Composite Materials
- Government Recycled Content Regulations
- CIRCulT
- EIS



Traction

I hold 15 years office experience gaining various UK cemetery mason permits
I am a skilled Monumental Mason erecting 200+ monuments- September 2021 to December 2021
Team member worker connections (x16ppl)
Won £500 to develop recycled building materials
Letter of interest From The Mayor Of London

Project Build (Work in Progress)
Project Sale
Shareholder Dividend
New Project

TEAM
4 groups of Monumental Masons
99 Designs
1st Formations
Seed Legals

Grant Applications (Work in Progress)
99 Designs Vista Print (Winner)
Innovation Funding Service
Climate Action Challenge Fund essex.gov.uk
Environment Agency Natural environment investment readiness fund grant

Fund Raise (Work in Progress)
Obtain Land / Building Permits
Purchase Tooling
Purchase Raw Materials
Organize Team
Project Logistics

Business Plan

Target



Client / Land Aquisition
Obtain permits
Transport logistics
Team Logistics

Build



2 week Concrete Print
Daily 8 hours / 20 ton per day
3rd week electric
4th week plumbing
5th week heating
6th week decorating
7th week corrections
8th week sales marketing

Sell



Target sale £350.000
Concrete affects the
bottom line in other
ways, lowering heating
and cooling costs and
even insurance premiums

New project repeat
process

Product overview

3D concrete printer

£450,000



Land



Permits

£6,000



Team

£450,000



Sales est.

£200,000



Uk Registered

Seedlegal Shares At £0.10



- I. There is no obligation to notify any local or national government body that a cemetery has either been opened or closed, and the development of new burial grounds is largely unregulated
- II. Sell to owners of land; Cemetery's / Local Authorities for us to develop mausoleum's they may purchase at whole sale costing



Cash flows of a typical contract



- I. A typical contract which the customer signs for a number of products, which will be delivered at various times and pays over a month term.
- II. Assumes Interment rights passed onto cemetery at £300
- III. Assumes the customer purchases the mausoleum consisting of 20 Niches whole sale £5000 per Niche or £10,300 retail recommended price. Wholesale offered to Cemetery's and Local Authorities.
- IV. The customer makes – 10% down payment at time of sale

Cash flows

	Time of sale	Year 1	Year 2	Year 3	Quantity of units sold Y1/Y2/Y3/	Total	Mausoleum
Retail	£10,300	£10,300	£20,600	£10,300	1 / 2 / 1 Niches	£41,200	
Wholesale	£95,000	£95,000	£190,000	£195,000	19 / 38 / 39 Niches	£480,000	1 / 2 / 2
Interment rights sold to cemetery	£6000	£6000	£12,000	£12,000	100	£30,000	100
Granite Covering (Bonus revenue)	£20,000	£20,000	£40,000	£40,000	100	£100,000	
Totals		£125,300	£250,600	£245,300		£651,200	



Is there a crisis for British cemeteries?

Despite the perception that there is a national crisis to do with the conservation of historic cemeteries, and maintenance of operational ones, there is also a view that this is very much a London perspective, and that outside London there are many good examples of churchyard and cemetery management and maintenance.

Nevertheless it is clear that in many places there is a shortage of local burial space, and pricing policies are being used to manage demand. Some would argue that if local burial is to be a genuine choice, then some form of subsidy may need to happen – but from where? Also, local authority cemetery managers are talking about a **forthcoming upsurge in burial demand**, as the present older generation finally succumbs to the demands of longevity. One way in which **some public and private cemeteries are dealing with the lack of burial space is through ‘cramming’ new graves** into historic cemeteries, often in inappropriate places such as footpaths, and planting areas.

This then destroys the original design and aesthetic harmony of the cemetery.

Operating Metrics

Operating Data:	Year 1	Year 2	Year 3	Total
Interments performed	29,380	38,863	37,782	106,025
Mausoleum crypts	1	2	2	5
Niches	20	40	40	100
Interment rights sold	£6000	£12,000	£12,000	£30,000
Number of pre-construction pre-need contracts written	5 (10% deposit)	10 (10% deposit)	10 (10% deposit)	£250,000
Totals	£156,000	£312,000	£312,000	£780,000



Meet The Team

01. Alexander Morgan

Founder

360 All business activities

Multimedia Technology & Design Bsc Brunel University

Civil Enforcement Officer

Monumental Mason Fixer

Agreement Closer

02. Carlo Pozzuto

Committee Member

Transport Logistics

Lorry Driver

03. The Loving Memory Gravestone Co

Sales Monumental Masons

Pre sales Lead generation

Opening clients

www.tlmgco.com

Why We Stand Out



Value Enhancing Strategy in the Cemetery Business

We are experts at operating and growing a cemetery-focused death care business

Best practices in pre-need marketing

Extensive and highly driven commission based sales force

Volume purchasing lowers costs for cemetery and funeral home merchandise—Centralized administrative functions lower operating expenses

Our strategy leverages our existing asset base to drive revenues, adjusted operating profit and cash flow available for distributions to common unit holders



Masonry history
www.tlmgco.com


Grandfathers trade, fathers trade, my trade (3rd Gen)

Sourcing Employees



Posting Job Adverts for 15 available jobs

- Indeed
- Monster
- Reed
- LinkedIn



Position Title: Cemetery Worker
Salary: Grade 5 £22,627 to £25,481 (Bar at £24,491) per annum
Contract Type: Permanent, Full Time
Hours: 35 per week (Monday - Friday 8.00-16.00)
Work Location: City Wide - all cemetery sites across the city
Pre-employment Health Assessment: Yes
Closing Date: 01 September 2022
Reference: WK1

Bereavement Services delivers in the region of 3,000 burial and cremation services each year at the Council's five cemeteries and one crematorium. The Service also ensures we are respectful to a city wide green space cemetery infrastructure including road, pathway and drainage networks, memorial gardens and heritage listed structures and buildings.

The Cemetery Worker role sits within the Infrastructure Team which provides Burial and Cremation services and delivery of the grounds maintenance function for City Wide - all cemetery sites across the city within Bereavement Services.

The Cemetery Worker role is required to work flexibly across the CityWide - all cemetery sites across the city

You will be required to undertake formal training to operate machinery and carry out duties safely and effectively, including foundation digging quarter meter, Lifting and loading cement 25kg bags, cleaning mud and cement off surfaces with water and grounds maintenance.

Sorting plastic, loading plastic, shredding plastic, mixing cement plastic and water.

To support the service in the delivery of a high standard burial and cremation service and grounds maintenance function, ensuring provision of a sensitive service to the bereaved.


deally have hands on operational skills and experience of operating machinery such as cement mixers and experience of working in a cemetery or crematorium environment or similar.

The ability to deal with bereaved people in a sensitive and calm manner is essential. Applicants will need to demonstrate the ability to handle difficult situations professionally and show quick thinking to resolve problems, offering solutions that are within legislative or procedural boundaries.

You will need to demonstrate the skills to work well as part of a team and build good relationships with stakeholders such as Funeral Directors and Faith Leaders.

Be willing to work flexibly across multiple sites at short notice.

Be willing to undertake required training and development as part of this role. A clean driving licence is essential, in order to use service fleet vehicles.



.....Employment Contract

Date:

This is your clean-wave.org employment contract for the role of

The main terms and conditions on which clean-wave.org employs you, are set out in this Agreement (which complies with Section One of the Employment Rights Act 1996). The Agreement is effective from the date that it is signed by both you and clean-wave.org. It supersedes any and all other agreements relating to any relationship between you and clean-wave.org.

Throughout this Agreement, You of Address:

We, clean-wave.org Address:

are called the Company, We, Us and Our, in this Agreement.

1. Key details relating to your employment with clean-wave.org

1.1. Your job title is

1.2. Please ensure that you use it consistently and accurately in all communications relating to your employment with us.

1.3. Your employment start date with us OR.....

1.4. Your normal place of work is....., or any other premises to which we may move or to which we may reasonably direct you, within You will not be required to work outside the UK for any continuous period of more than one month during the term of your employment.

1.5. Your normal working hours are specify, [Mondays to Fridays] inclusive. You're entitled to a one-hour lunch break [between the hours 12-2pm]. We may request that you work additional hours from time to time, extra

Monthly employment contracts with commission, Successful employees are offered a 3 month employment contract. There after, 6 months then permanent offer

Proven Acquisition Track Record

15 years Assisting The Loving Memory Gravestone Co www.tlmgco.com

- Growth primarily driven by acquisitions
- Never-break-the-model discipline in selecting acquisition targets
- Focus on acquisitions that generate incremental cash flow in excess of financing costs
- Accretive from day one
- Initial capital requirements
- Strength of family tradition and heritage
- Administratively complex business for new entrants
- Expertise in Cemetery Operations generates significant value
- Favorable demographic trends

Experienced management

Averages over 27 years of industry experience
Conservative financial profile

- No debt maturities
- Consistent growth in cash flows
- Tax free structure and minimal capital expenditures

There is no obligation to notify any local or national government body that a cemetery has either been opened or closed, and the development of new burial grounds is largely unregulated.



How Are Pre-Need Sales Generated?

Leads are generated and appointments made
10% of leads result in a presentation
98% of all presentations result in a sale
Pre-need sale is usually financed on terms averaging 3 months
22% of all sales are cash at the time of the sale
Down payments average 10%

Cemetery Accounting & Sourcing projects

Cemetery Land

Approximately 10,000 Acres
 Weighed Average Estimated Sales life of over 225 years
 Book Value of approximately £304.0 million



Cemetery Revenue – Accounting Recognition

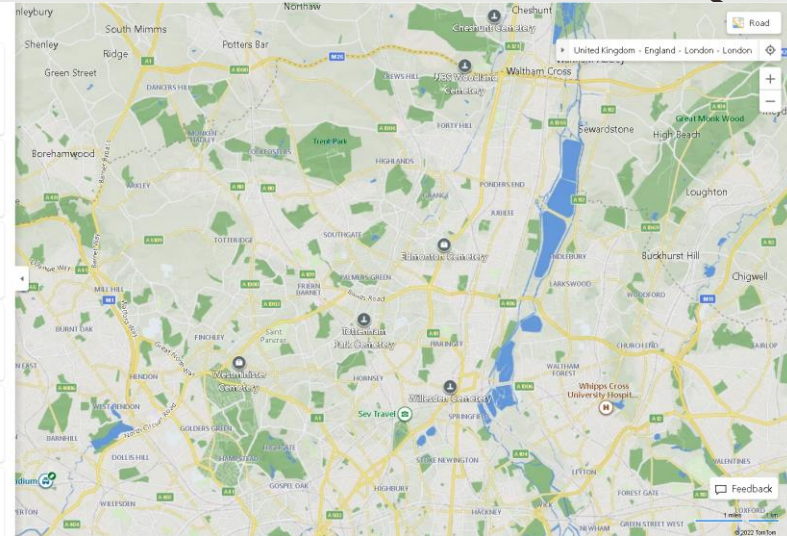
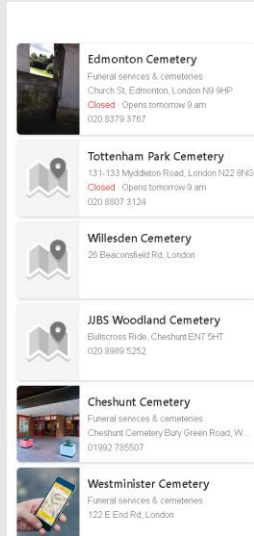
◆ There are significant timing differences for cemetery product revenue recognition

Cemetery Product	Revenue Recognition	Accrual Revenue Recognition
Burial Lots	10% of selling price collected	Recognized when the customer finalize a contract for a particular product or service Revenue is recorded less a 10% bad debt reserve (historically 8.8%) Expenses are accrued Receivables are booked
Mausoleums (Pre-Constructed)	% of completion basis, once 10% of selling price collected	
Mausoleums (Existing)	10% of selling price collected	
Burial Vaults and Crypts	When installed in the ground (0 to 18 months)	
Grave Markers	When stored in a warehouse owned by a 3 rd party (~18 months)	

- The cemetery product revenue be deferred until

- (i) the product is purchased,
- (ii) the product is specifically identified to the customer, and
- (iii) title is transferred Management uses “accrual” accounting to monitor its performance, recognizing revenue at the time a contract is finalized

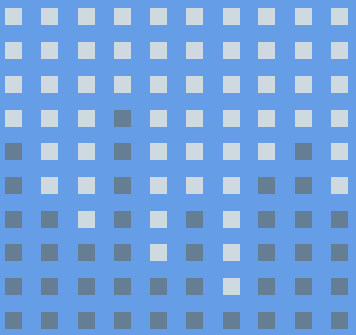
- The timing differences between criteria for recognition and the time sales are made create significant disparities in financial results across the two methods Cemetery operations are particularly affected due to the high level of pre-need sales



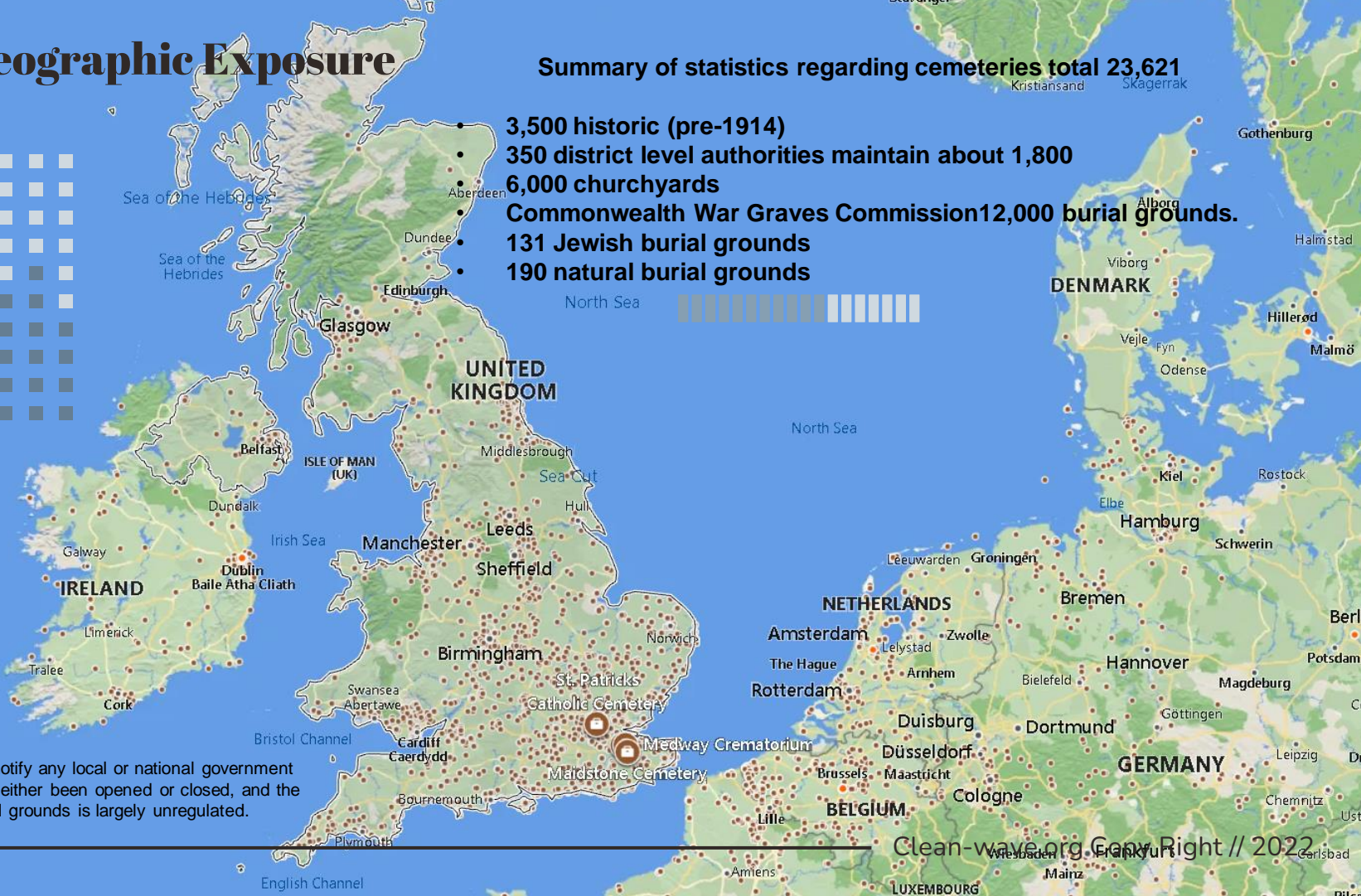
Diverse Geographic Exposure

Summary of statistics regarding cemeteries total 23,621

- 3,500 historic (pre-1914)
- 350 district level authorities maintain about 1,800
- 6,000 churchyards
- Commonwealth War Graves Commission 12,000 burial grounds.
- 131 Jewish burial grounds
- 190 natural burial grounds



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Current Marketing Mix



Companies Using Recycled bathroom tiles in mortar

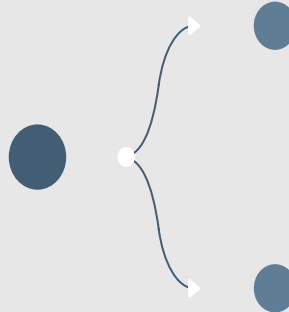
Companies Using Recycled steel shards in mortar

Companies Using mud and clay in mortar

Risk



1. Poor Brand Image
2. Low Cash Flow
3. Zero physical assets
4. Bad Weather + Frosty Climate
5. Worker sickness / Site Injury
6. Supply Transport (Time & Cost)
7. Power Generator or Computer failure
8. Building Utilities Connection assess ability



- New Technology
- Expiring Contracts
- Stall sale of building

- Build Permits
- Land Acquisition
- Concrete Collapse Death

SWOT analysis



Strengths

New technology
Stronger composite materials
Carbon emissions reduction

S

O

Opportunities

Build time saving
15% lower costs
New Trend

Weaknesses

Funding
Planning permission
Land

W

T

Threats

Weather
Financing

Funding round target

Amount **£900,000**

3D printed buildings using recycled plastic shards and normal cement to enable construction sector transition to a circular economy.

Pre-money valuation £8,400,000

Schemes SEIS/EIS

Location London, United Kingdom

Employees 1 – 5

Product demo



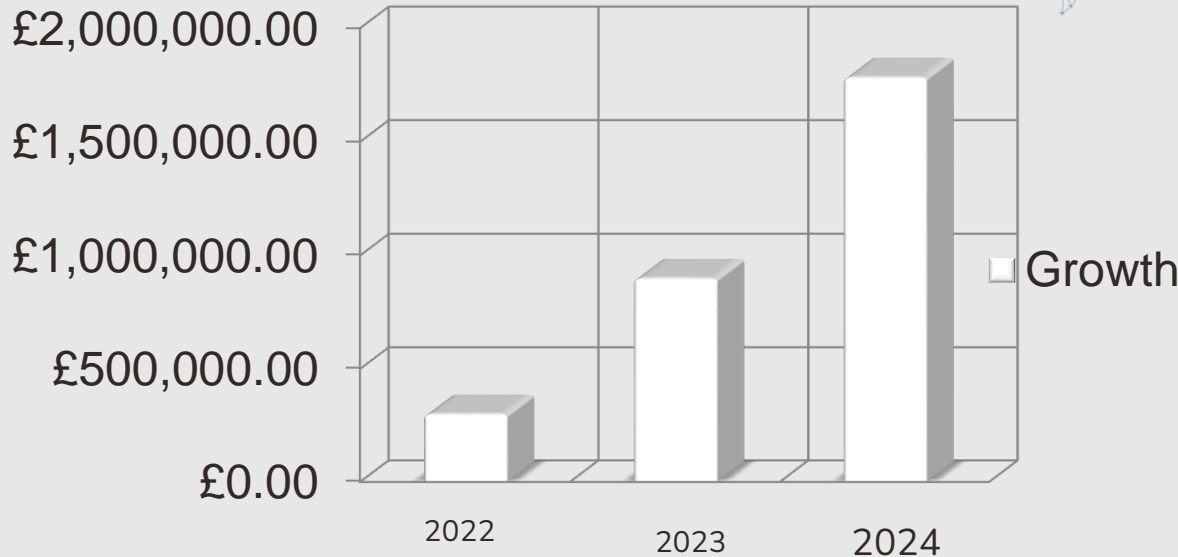
Heated build chamber -
Dual extruder -
Independent Dual Extruder (IDEX)
Multiple extruders (3+)
Pellet extruder
Conveyor belt
5-axis

Hybrid manufacturing -Robotic arm
Max. build size 12250 × 12250 × 7000 mm
Max. build volume 1050437.5 L -
Min. layer thickness 5 mm
XY accuracy 10 mm
Max. print speed 300 mm/s

Hardware
Dimensions 3000 × 850 × 2000 mm
Weight 2500 kg
Nozzle diameter(s) 20 mm



Predicted growth



+£299,149K

2021-2022

+£898,328K

2022-2023

+£1,782,656K

2023-2024

