

PITCH DECK

Alexander Morgan

www.ecoburialchambers.co.uk



ECOBURIALCHAMBERS.CO.UK

ABOUT US

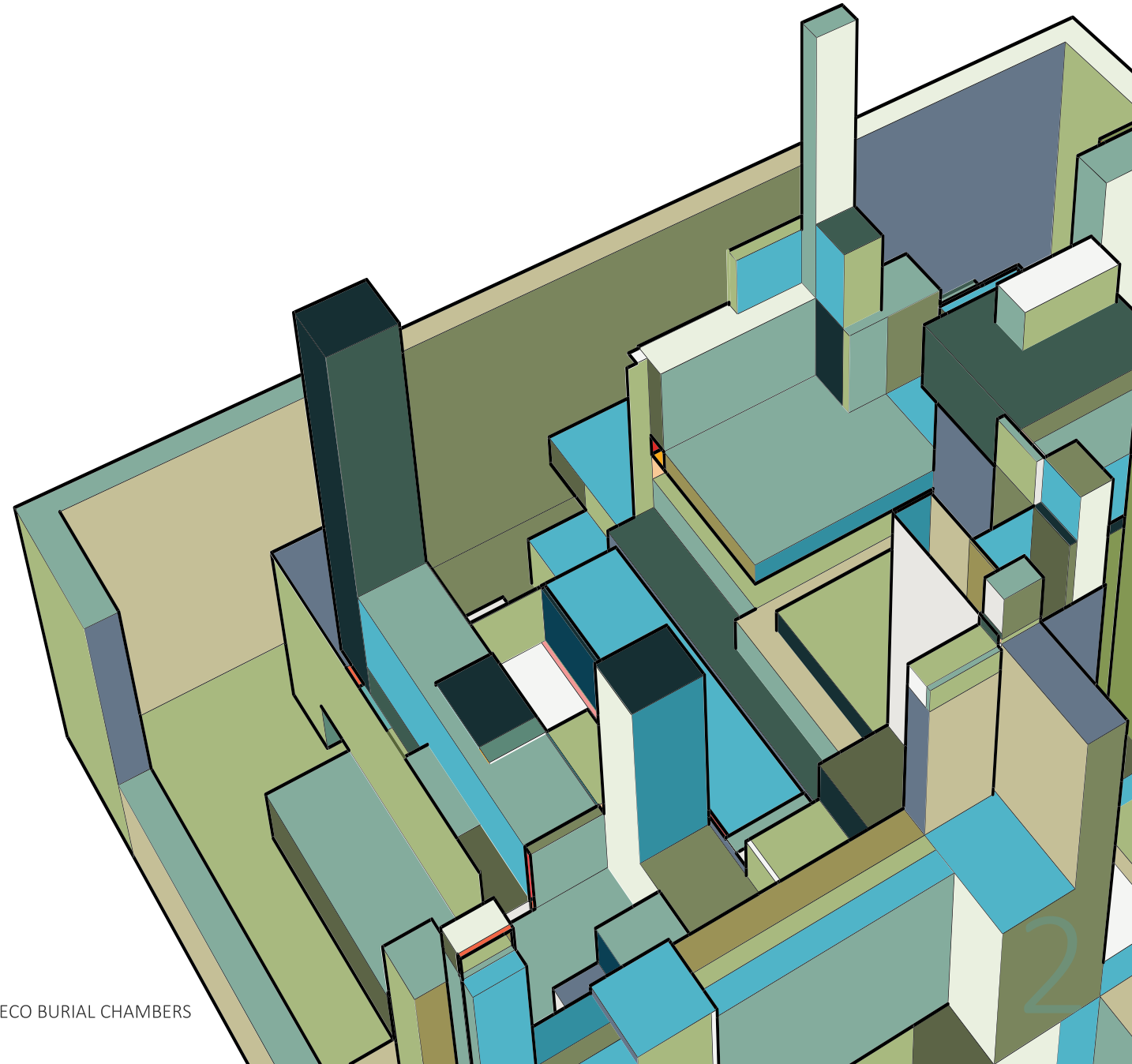
At clean-wave.org, we're an Eco Mortar operation a social business that exclusively focuses on covering delivery costs, Eco Foundations Or First Product Launch is Eco Burial Chambers.

Our aim to create reoccurring revenue through collaborative thinking gaining a further drive of workplace innovation in sustainability.

By closing the loop and leveraging greener commercial buildings, we help businesses grow and nurture a consumer first mindset.

A Focus on Burial Spaces

Eco Burial Chambers Supply and Fix Eco Foundations With Granite Niche Burial Spaces, Personalized and Maintained.



PROBLEM

MARKET GAP

Circular Supply Chain Recycled building materials continue to be consumer driven, but we're seeing a lapse of availability in the market for these products

CUSTOMERS

25% increase of buildings that are made from sustainable materials proves that there's consumer interest for more green building design

FINANCIALS

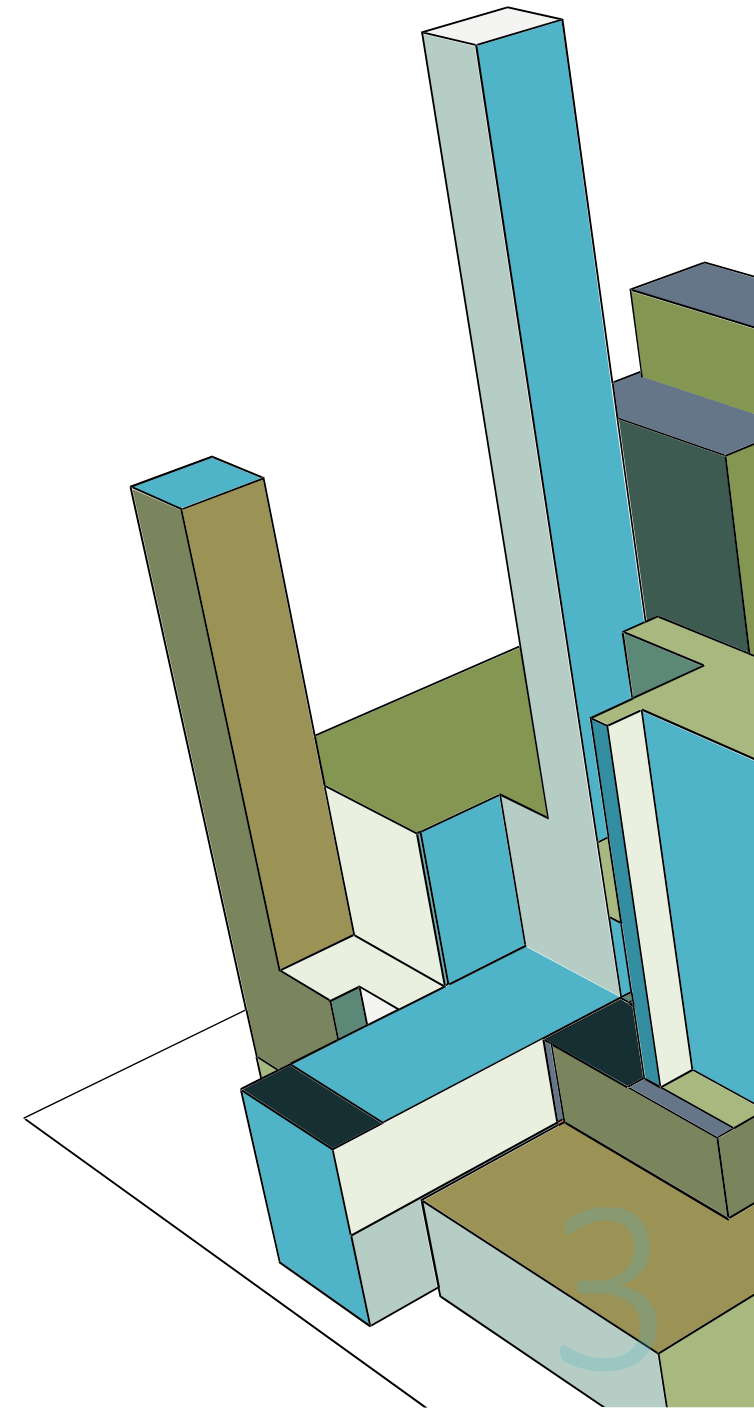
Commercial architecture sales were up by £100 million in 2020

COSTS

Loss of sales by not offering greener alternatives to building materials

USABILITY

Customers want their spaces to be stylish, but also Sustainable and space efficient



SOLUTION

CLOSE THE GAP

Our product offers the **style and function** of traditional commercial spaces
With Sustainability efficiency , – **You assume conscious responsibility for the environmental impact of your burial.**

TARGET AUDIENCE

Relatives of the deceased [2,174,730 UK deaths in 2020 -2023]

COST SAVINGS

Reduce expenses for supply and fix of compete vertical burial solution

EASY TO USE

A simple building that gives customers the space, personalization and environmental conservation they need and without the high cost of building maintenance

ECO BURIAL CHAMBERS

ECo Elite

- Decarbonise New Spaces** (Icon: CO2 with circular arrows)
- 50% recycled Waste Water** (Icon: Water drop in a basin)
- 2ndary Market EBC Plastic Carbon Offsets** (Icon: Sun over water)
- CO2 -99%** (Icon: Green leaf)
- 30 % reduction in carbon emmissions 3 times less energy to produce** (Icon: Leaf with recycling symbol)
- 90% Reduction in co2 Emmisions Using Hydrogen based cement production** (Icon: Pile of grey powder)



PRODUCT OVERVIEW

UNIQUE

Only product specifically dedicated to the Unavoidable emissions associated with cremations; mitigating **air pollution PM2.5**, water table contamination, Formaldehyde chemical leak.

Decarbonising New Spaces

CONDUCT TEST INSTALLATIONS

Collaborate on pilot projects to erect Eco Elite Concrete Foundations

First Project An 84 Grey Granite Niche Columbarium

Further Pilot projects to erect Eco Elite Concrete Foundations with 3D printed Elite concrete mortar

ASSESS REVENUE POTENTIAL

This business model is 1150%, Revenue. This means that for every £1 invested in the buildings, the business earns £11.5 in profit,

Council needs to spend £1 out of every £3 with local small business

This revenue generation model has the potential contribution to addressing council budget gaps,

Due to high rate of return percentage distribution stipulated 50% revenue share split = £1 returns £5.75 in profit + Benefits to the council client and £5.75 to EBC Business.

FIRST TO MARKET

Conducted testing fixing Granite Memorials Across London cemetery via [Loving Memory](#) Monumental mason experts in the field First beautifully designed building that's both stylish and functional

AUTHENTIC

Preserving history for the future, you take conscious responsibility for the environmental impact of your burial.

**LOW ENTRY COST
LOW SERVICE COST
LOW MAINTIANCE**

**REDUCE
PM2.5
HEART
ATTACK**

**ULTRA HIGH
HEAVY DUTY
CONCRETE**

**CREMATION
INCREASE
FORCAST**

**INNOVATIVE
SUPPLY
CHAIN**



**DELIVERED & FIXED
IN THE CEMETERY**



**Off Balance
sheet + EIS**



NICHE GRANT



INSCRIPTION



REVENUE

PRODUCT BENEFITS



Simple and quick to
build



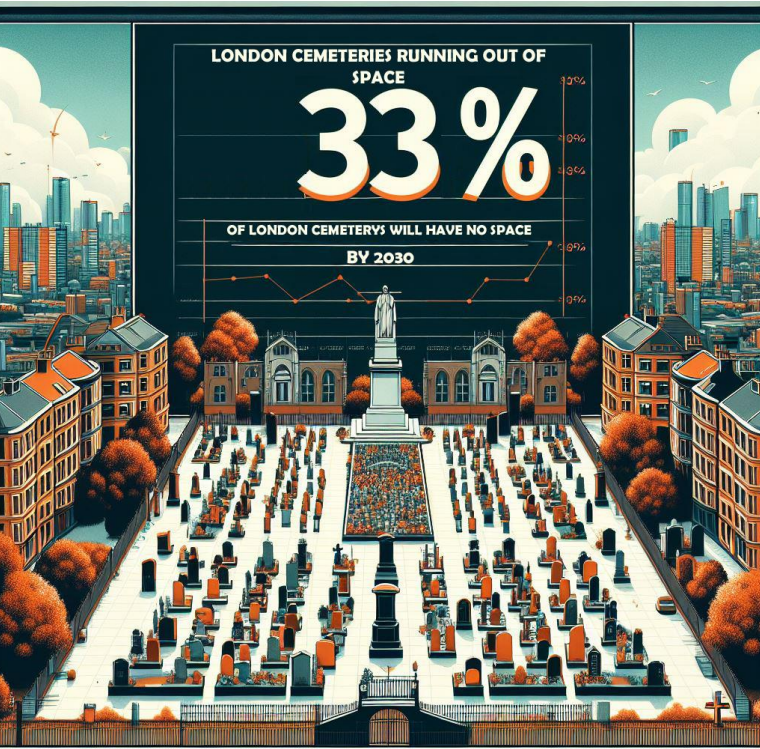
Reduces carbon
footprint



Creates spaces for
community interactions



Recurring Revenue



MARKET

UK Deaths 2020-2023 = 2,174,730 deceased

x10%

217,473

[50% £500 =5%] / [50% £12,000 =5%]

Cremation

Burial

Potential Customers x Average Market Price

217,473 Cremation x £500 = £108,736,500.00

217,473 Cremation x £1000 = £217,473,000.00

217,473 Burial x £12,000 = £2,609,676,000.00

<<

BUSINESS MODEL



RESEARCH

We based our research on
market trends and
commercial sales;
Demand for Cremations;
Intelligence + Direct
Marketing
B2C



DESIGN

We believe people need
sustainable and space
efficient buildings

Lack Of Funeral Space To
Intern Remains



ABSTRACT

Minimalist design and easy
to build

Equal to 430 Trees CO2
Abatement in 1 Year



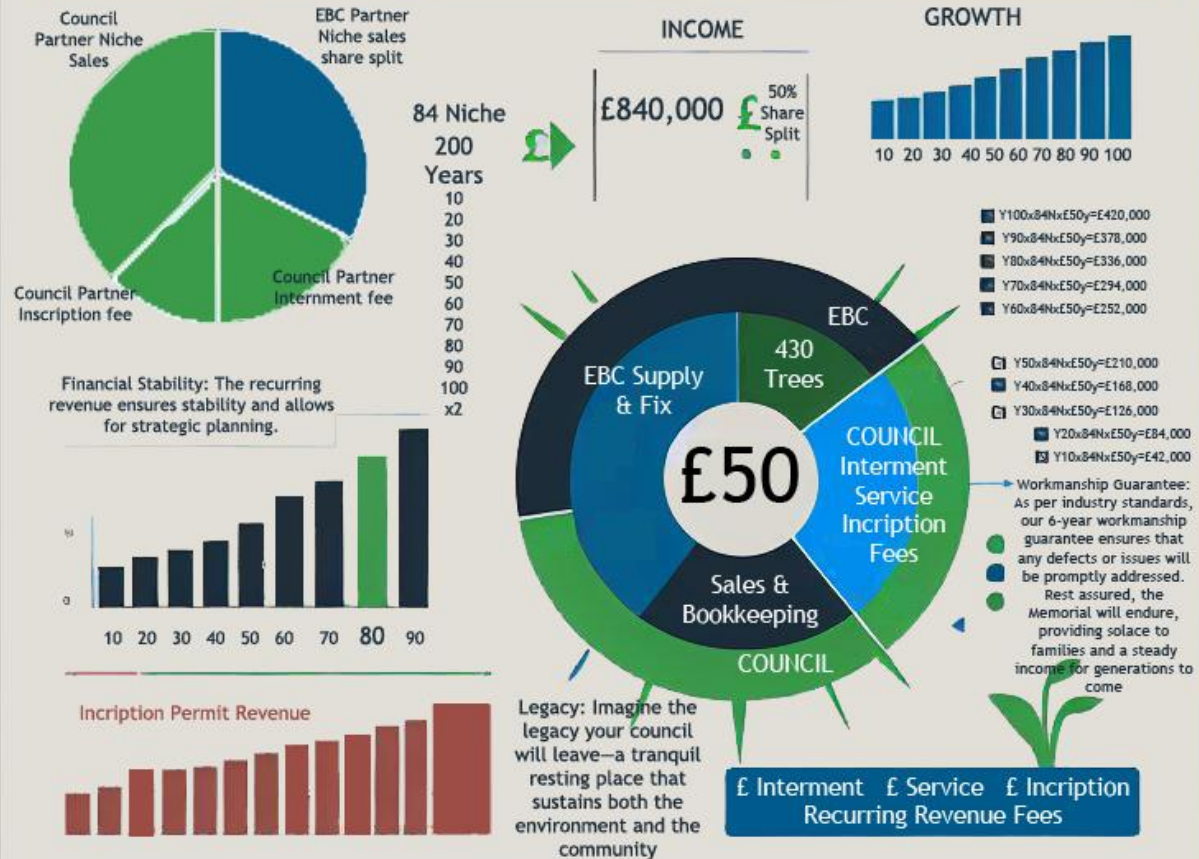
Recurring Revenue Stream for Centuries

Sustainability, community service, and long-term financial gains. Our eco burial space, offers 84 meticulously crafted niches

Imagine a consistent revenue stream for 200 years. Each niche generates £50 per year, With our revenue-sharing model, the Client enjoys significant benefits

Quality Assurance and Durability

The Memorial, built with the utmost care, will stand as a testament to our craftsmanship. The granite used in each niche is not only beautiful but also robust, It can confidently bear a weight of 35 kg, ensuring longevity and safety.



OUR COMPETITION

ECO BURIAL CHAMBERS

Our product is priced below that of other above ground Outdoor Granite burial solutions on the market

The construction process is made simple and straightforward, supported by logistics that have been verified applied with risk assessments and environmental reports.

Affordability, Environment & Space conservation is the main draw for our consumers to our product

Preserving history for the future, you can take a **conscious responsibility** for the environmental impact of your burial.

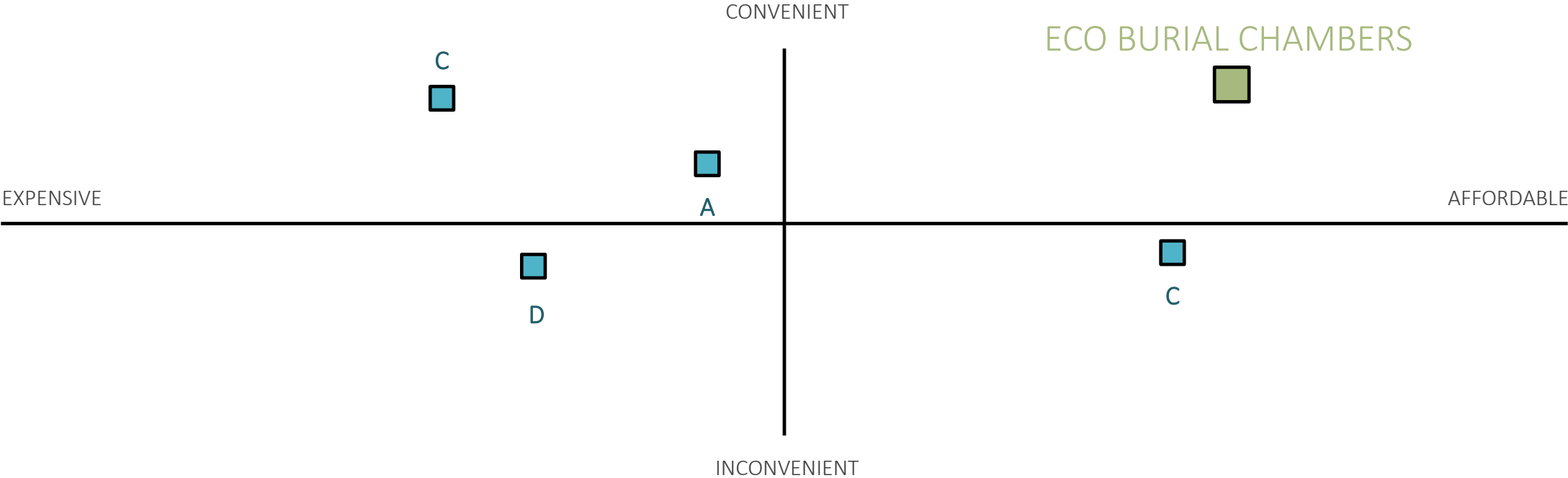
03/03/2024

ECO BURIAL CHAMBERS

	Price	Feature/experience
Eco Burial Chambers EBC	£1000	Columbarium Niche [9"x12"] £50 per year lease 20y-£1000 40y-£2000 50y-£2500 75y-£3750
Competitor A City Of London	£3942	Classic Grave for Ashes 10Yr £1530 Lawn Grave for Ashes 20Yr £3942 Garden Bench 30Yr £4008 Out Door Niche 20Yr £2774 Columbarium 30Yr £2522
Competitor B Manor Park	£950	Brick Wall 10Yr Tablet Words only £ 265.00 Brick Wall 10Yr Tablet Photograph £ 475.00 GARDEN SEAT & memorial plaque £1,700.00 SHRUBS Standard Rose 10 Years £1,306.00 Lawn Grave for future Reserve plus 1st interment (50 yrs) £5,225.00 Interment of cremated remains in existing Traditional Grave £210.00
Competitor C Brightwater	£91,476	INTERNAL FAMILY VAULTS 99 Year Term Level 1 to 3 £91,476
Competitor D Mortlake Crematorium	£2000	30y £5,000 10y £2000 plus an interment fee of £600

10

OUR COMPETITION



GROWTH STRATEGY

How we'll scale in the future

FEB 2024

Roll out drafts to local authority's cemeteries and private cemeteries in the region to help establish the product

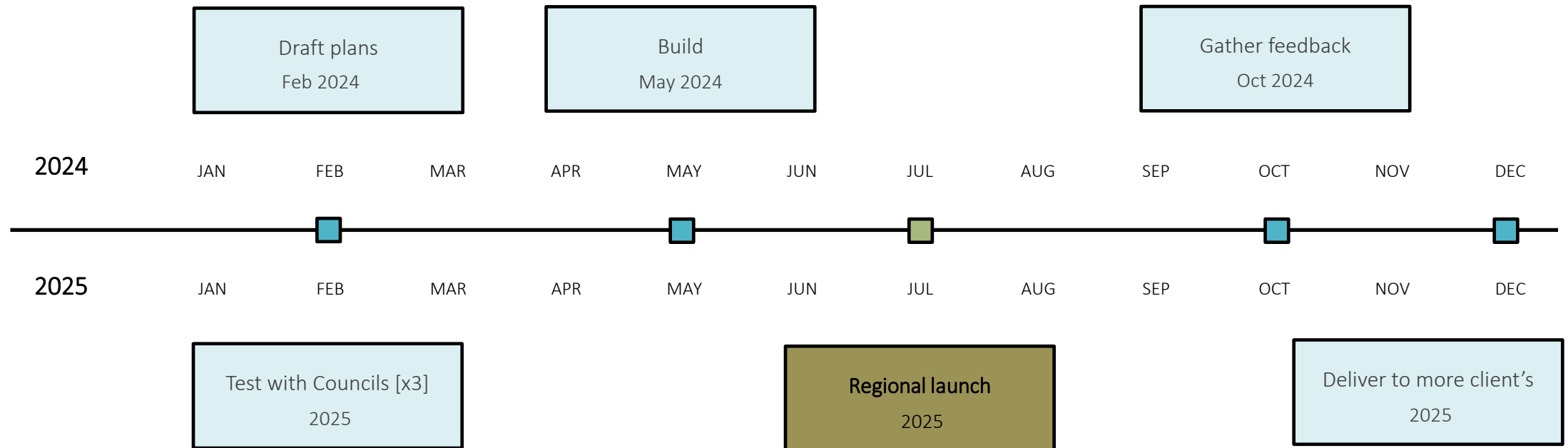
MAY 2025

Release the drafts to the public, funeral directors, churches and monitor press and regional market trends

OCT 2026

Gather feedback from Local authorities, Monumental masons
Cement manufactures, Recycled Plastics business owners to expand availability of the product

TWO-YEAR ACTION PLAN



12-MONTH CASH FLOW FORECAST



Alexander Morgan
Circular Clean-Wave.Org
Eco Burial Chambers

Key:

	These cells auto-calculate and are locked so you can't edit them.
	Insert your own text/numbers into these cells as relevant.

Select your starting month: Jan-24

Cash in-flows	Description (as required)	Starting point	MONTHS												TOTAL
			[X4 Units]	0	0	[X8 Units]	0	0	[X4 Units]	0	0	[X8 Units]	0	0	
Total anticipated sales		£1	£200,000	£0	£0	£400,000	£0	£0	£200,000	£0	£0	£400,000	£0	£0	£1,200,001
Value of your Start Up Loan		£0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	£0
Other sources of cash or equity		£13,000	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£13,000
Existing assets for business purposes		£5,000	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£5,000
Innovate UK		£34,684	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£34,684
Newable		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
MSDUK		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Virgin 100		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Total cash in-flows (A)		£34,684	£200,000	£0	£0	£400,000	£0	£0	£200,000	£0	£0	£400,000	£0	£0	£1,234,684

Cash out-flows	Description (as required)	Starting point	MONTHS												TOTAL
			1	2	3	4	5	6	7	8	9	10	11	12	
Total anticipated cost of sales		£0	£5,900	£0	£0	£5,900	£0	£0	£0	£0	£0	£0	£0	£0	£11,800
Existing assets for business purposes		£34,684	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£34,684
Rent or premises costs		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Business rates for your business premises		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Utilities (gas, electricity, water)		£0	£30	£30	£30	£30	£30	£30	£30	£30	£30	£30	£30	£30	£360
Insurance		£0	£900	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£900
Telephone and internet		£0	£25	£25	£25	£25	£25	£25	£25	£25	£25	£25	£25	£25	£300
Marketing and advertising expenses		£0	£9,000	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£9,000
Vehicle running costs		£0	£800	£1,353	£1,353	£1,353	£1,353	£1,353	£1,353	£1,353	£1,353	£1,353	£1,353	£1,353	£15,683
Equipment purchase or leasing		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Postage, printing, stationery		£0	£40	£40	£40	£40	£40	£40	£40	£40	£40	£40	£40	£40	£480
Transport and delivery		£0	£1,000	£0	£1,000	£0	£1,000	£0	£1,000	£0	£1,000	£0	£1,000	£0	£6,000
Professional fees (legal, accounting etc.)		£0	£2,099	£0	£0	£0	£2,099	£0	£0	£0	£2,099	£0	£0	£0	£6,297
Your salary (if PSB is in deficit)*		n/a	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Your salary (over and above your PSB needs)*		n/a	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Staff costs		£0	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000	£1,200	£12,200
84 Grey Granite Niche		n/a	£36,000	n/a	n/a	£72,000	n/a	n/a	£36,000	n/a	n/a	£72,000	n/a	n/a	£216,000
Biffa Recycled Plastics		n/a	£800	£0	£0	£1,600	£0	£0	£800	£0	£0	£1,600	£0	£0	£4,800
Carbon Certification		£0	£5,000	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£5,000
Foundations		£0	£8,000	£0	£0	£16,000	£0	£0	£8,000	£0	£0	£16,000	£0	£0	£48,000
Fixing labour		£0	£44,000	£0	£0	£88,000	£0	£0	£44,000	£0	£0	£88,000	£0	£0	£264,000
BS Certification		£0	£4,000	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£4,000
Enter other		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Total cash out-flows (B)		£0	£118,594	£2,448	£3,448	£185,948	£5,547	£2,448	£92,248	£2,448	£5,547	£180,048	£3,448	£2,648	£604,820

Your net cash flow (A-B)	£34,684	£81,406	£-2,448	£-3,448	£214,052	£-5,547	£-2,448	£107,752	£-2,448	£-5,547	£219,952	£-3,448	£-2,648	£629,864
Your monthly opening business bank account balance	£30,000	£64,684	£146,090	£143,642	£140,194	£354,246	£348,699	£346,251	£454,003	£451,555	£446,008	£665,960	£1,112,694	£1,110,046
Your closing cash position	£64,684	£146,090	£143,642	£140,194	£354,246	£348,699	£346,251	£454,003	£451,555	£446,008	£665,960	£1,112,694	£1,110,046	£1,110,046

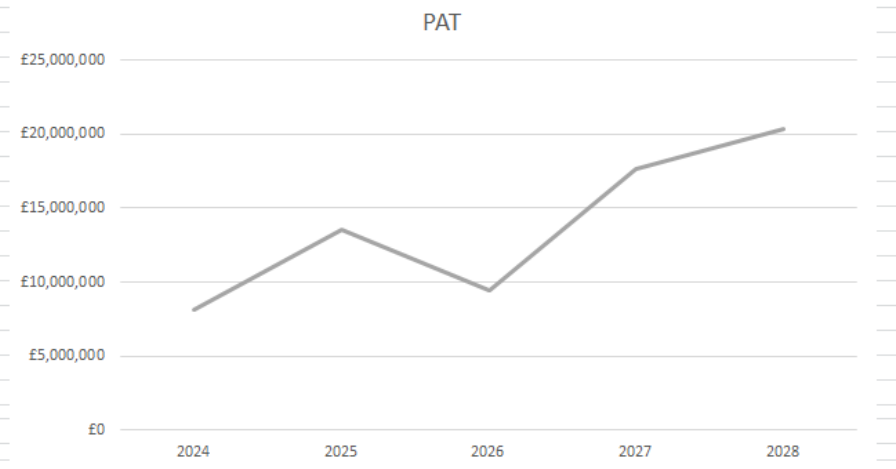
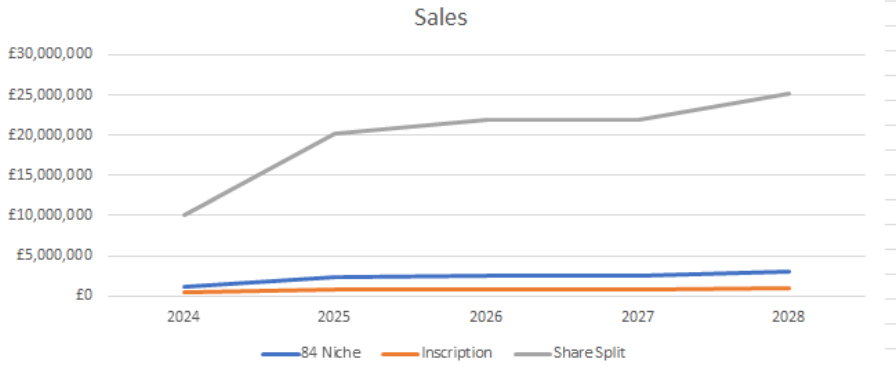
YOUR NOTES OR COMMENTARY
Use this space to explain any of the information you have provided in the fields above.

Council Revenue > Interment	inscription	lease A	lease B	Revenue	Years	84 Niche	Cost	X24[2,016 N]	12 months [24XU]	
£ 12,450.00	£ 12,450.00	£ 315,000.00	£ 315,000.00	£ 654,900.00	75 A + 75 B	£654,900.00	£-50,000	£604,900.00	x24	£15,717,600.00
£ 12,450.00	£ 12,450.00	£ 171,000.00	£ 12,900.00	£ 324,900.00	Avg.	£324,900.00	£-50,000	£274,900.00	x24	£7,797,600.00
£ 12,450.00	£ 12,450.00	£ 84,000.00	£ 84,000.00	£ 192,900.00	20 A + 20 B	£192,900.00	£-50,000	£142,900.00	x24	£4,629,600.00
£ 12,450.00	£ 12,450.00	£ 84,000.00	£ -	£ 108,900.00	20 A + 0 B	£108,900.00	£-50,000	£58,900.00	x24	£2,613,600.00

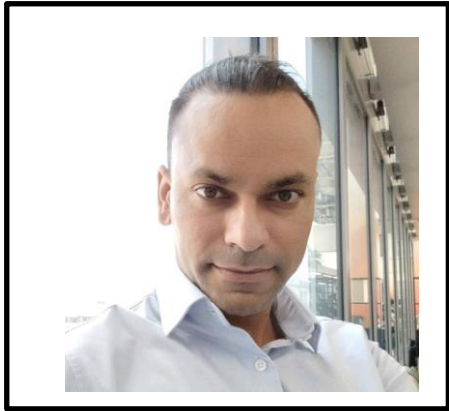
FINANCIALS 1YR

FINANCIALS 5YR

	A	B	C	D	F	G	H	I	J	K	L	M	N	O	P	Q	R
11																	
12		Eco Burial Chambers / Clean-wave.Org															
13																	
14		P&L															
15					2024	2025	2026	2027	2028								
16		"Sales"															
17		<i>Number of products</i>	<i>Price each</i>														
18		Quantity sold	#		24	48	52	52	60								
19		84 Niche	£	50,000	calc	£1,200,000	£2,400,000	£2,600,000	£2,600,000	£3,000,000							
20		Quantity sold	#		2,016	4,032	4,368	4,368	5,040								
21		Inscription	£	200	calc	£403,200	£806,400	£873,600	£873,600	£1,008,000							
22		Quantity sold	#		403,200	806,400	873,600	873,600	1,008,000								
23		Share Split	£	25	calc	£10,080,000	£20,160,000	£21,840,000	£21,840,000	£25,200,000							
24		Total Sales (Revenue)			calc	£11,683,200	£23,366,400	£25,313,600	£25,313,600	£29,208,000							
25																	
26		"Costs"															
27		<i>Variable delivery costs</i>	<i>Var. Cost</i>														
28		84 Niche	£	25,000	calc	£600,000	£1,200,000	£1,300,000	£1,300,000	£1,500,000							
29		Inscription	£	100	calc	£201,600	£403,200	£436,800	£436,800	£504,000							
30		Share Split	£	0	calc	£40,320	£80,640	£87,360	£87,360	£100,800							
31		Total Cost of Goods Sold			calc	£841,920	£1,683,840	£1,824,160	£1,824,160	£2,104,800							
32																	
33		Gross profit			calc	£10,841,280	£21,682,560	£23,489,440	£23,489,440	£27,103,200							
34		Gross margin (%)			calc	93%	93%	93%	93%	93%							
35																	
36		<i>Non variable costs</i>															
37		e.g. Database development	#		£0	£0	£0	£0	£0	£0							
38		e.g. Admin staff	#		£12,000	£12,000	£12,000	£12,000	£12,000	£12,000							
39		e.g. Content generation	#		£5,000	£5,000	£5,000	£5,000	£5,000	£5,000							
40		e.g. Interface development	#		£0	£0	£0	£0	£0	£0							
41		e.g. PR & communications	#		£2,000	£2,000	£2,000	£2,000	£2,000	£2,000							
42		e.g. Exhibitions & travel	#		£800	£800	£800	£800	£800	£800							
43		e.g. Self guides/webinars dev	#		£0	£0	£0	£0	£0	£0							
44		Selling General & Admin Costs				£19,800	£19,800	£19,800	£19,800	£19,800							
45																	
46		Depreciation/Amortisation	#		£0	£0	£0	£0	£0	£0							
47		App 2% per annum	rate	2%		£201,600	£403,200	£436,800	£436,800	£504,000							
48		Profit before tax (PBT)			calc	£10,821,480	£21,662,760	£23,469,640	£23,469,640	£27,083,400							
49		Tax	rate	25%		£2,705,370	£8,121,060	£13,988,470	£13,988,470	£17,008,350							
50		Profit after tax (PAT)			calc	£8,116,110	£13,541,700	£9,481,170	£9,481,170	£10,075,050							
51																	
52																	
53																	
54																	

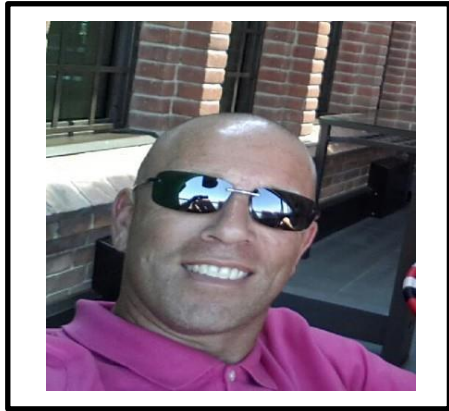


MEET THE TEAM



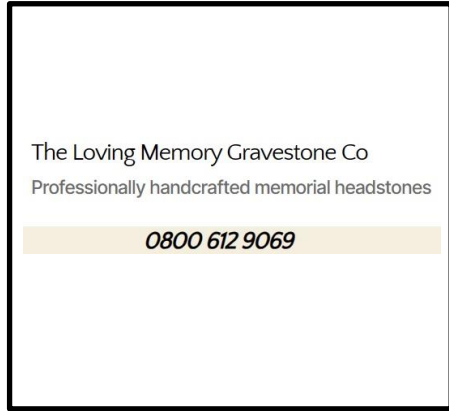
Alexander Morgan

Circular clean-wave.org Ltd
Director
trading as
Eco Burial Chambers
Monumental Mason
Design & Fixing



Jason Meyers

JM Formwork Ltd Managing
Director



Alan

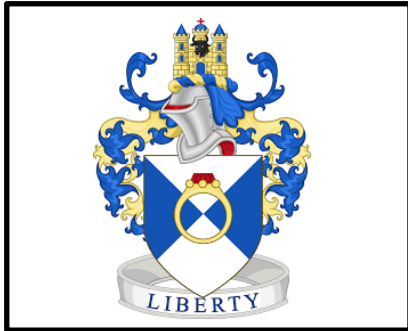
Proprietor
Our team of skilled stone masons, with over 20
years of experience, expertly finishes the
structures using traditional stone masonry
techniques



CJ

UK manufacturer and importer
of premium quality Granite
Memorials and Tombstones

MEET THE PROSPECTS



@havering.gov.uk

Havering 'Liberty'



@lbbd.gov.uk

Barking & Dagenham 'Judge Us By Our Deeds'



@newham.gov.uk

Newham 'Progress with the people'



@walthamforest.gov.uk

Waltham Forest 'Fellowship Is Life'



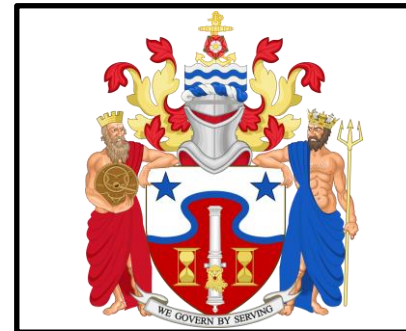
@enfield.gov.uk

Enfield 'By Industry Ever Stronger'



@Hillingdon.gov.uk

Hillingdon 'Forward'



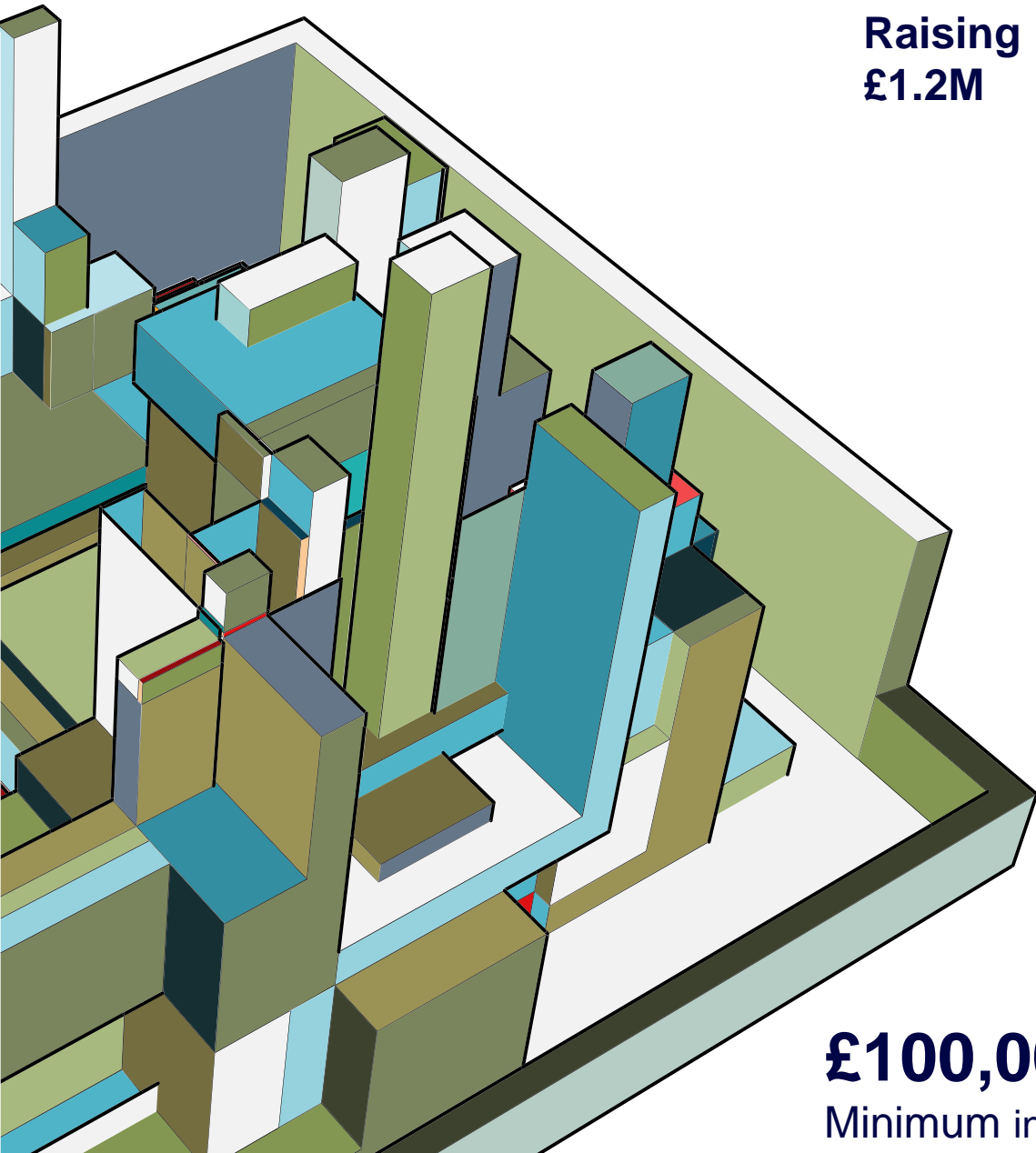
@royalgreenwich.gov.uk

Royal Greenwich 'We Govern By Serving'



@camden.gov.uk

Camden 'Not For Self But For All'



**Raising
£1.2M**

We have already obtained SEIS/EIS Advance Assurance

SUMMARY

Eco Burial Chambers, driven by sustainable and efficient building practices, embodies a consumer-centric approach.

Our success is rooted in a combination of market expertise and a dedicated team.

As a cornerstone of the Eco Mortar revolution, we prioritize environmentally friendly materials and responsible practices to create a dignified and respectful final resting place while positively contributing to the planet

£100,000
Minimum investment amount

ROI
Amount spent on buildings, which is £1.2 million. The current value is the amount received from selling the buildings, which is £15 million.

$$\text{Rate of Return} = \frac{15,000,000 - 1,200,000}{1,200,000} \times 100$$
$$\text{Rate of Return} = \frac{13,800,000}{1,200,000} \times 100$$
$$\text{Rate of Return} = 11.5 \times 100$$
$$\text{Rate of Return} = 1150$$

Therefore, the rate of return for this business model is 1150%. This means that for every £1 invested in the buildings, the business earns £11.5 in profit.



ECOBURIALCHAMBERS.CO.UK

THANK YOU

Alexander Morgan

cleanwaveorg@gmail.com

www.ecoburialchambers.co.uk