

G-volution Ltd



G-VOLUTION™  
World Leaders in Multi Fuel Technology

**Clean Tech Forum, Amsterdam – May 2011**

**Chris Smith, Managing Director**



Award Winner 2008

# G-volution - Background



G-VOLUTION™  
Advanced Multi Fuel Technology

- 2006 Company Formed and commenced R&D at Cranfield University on Fuel mixing. DTI grant awarded to build 1<sup>st</sup> Optimiser
- 2007 Prototype Optimiser developed. Live testing with Commercial Operators
- 2008 Shell Springboard award for Innovation.  
G-volution formed as a brand
- 2009 Carbon Trust Incubation award. Fuel injection emulation patent granted
- 2010 Investment from Finance Wales. 30+ installations, >3.5m kms covered

# G-volution Ltd – The Challenge



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- ❑ Fuel represents 30-35% of total costs of haulage
- ❑ Pressure to reduce costs and emissions is increasing
- ❑ Carbon tax, Carbon trading will soon be a reality for the haulage industry
- ❑ Oil may be running out. It is certainly getting more expensive.
- ❑ Diesel infrastructure and technology exist today and cannot [will] not be replaced overnight

***Hauliers need an immediate and effective way to reduce costs and emissions that will fit within the current diesel infrastructure***

# Multi-fuelling is the answer



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# Our Solution – the G-volution Optimiser



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- ❑ Unique patented technology that mixes two or more fuels in a diesel engine
- ❑ Reduces fuel costs by 10-15 % today (saving \$800-1600/month per truck)
- ❑ Reduces carbon [CO<sub>2</sub>e] emissions by 8-10% today
- ❑ Payback period 12-18 months today [\$14k purchase price]
- ❑ Can be fitted to new or existing vehicles today
- ❑ Compatible with multiple “cleaner” fuels of the future and the existing infrastructure (any diesel engine with electronic control)

## ***G-volution's USP is***

- a) The ability to control two or more fuels with electronic precision = no overpowering, no over fuelling***
- b) To be fuel agnostic allowing the introduction of “cleaner” secondary fuels as they become available***

# The Market and the G-volution Optimiser



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- ❑ Growing client base in the UK with repeat orders, 30 units sold and a pipeline of 30+ vehicles (sale and rental) for 2011
- ❑ *Current clients include:*
- ❑ **Lafarge, AB Agri, CEVA Logistics, Maidens of Telford,**
- ❑ G-volution in a program of live testing at the factory with one OEM seeking “approval” status. (in discussions with a 2<sup>nd</sup> OEM)
- ❑ The Optimiser can be retro-fitted to existing vehicles today, or new vehicles
- ❑ Compatible with multiple “cleaner” fuels of the future and the existing diesel infrastructure (CNG, LNG, Ethanol)

# The Market and the G-volution Optimiser



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- ❑ HGV Market UK = 100,000 vehicles, EU 1M, RoW 2.5M
- ❑ Technology can apply to all diesel engines, and around the World
- ❑ Competition:
  - Clean Air Power – Natural Gas:
  - Hardstaff – Natural Gas
  
  - CNG/LNG = expensive, no infrastructure, but greener than LPG
  
  - GSPK - LPG
  - Not OEM standard, LPG only

# G-volution Ltd – Management Team



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## □ **Chris Smith – Finance, Investment , Development Strategy/Research**

- Co-founded Inspecs Ltd 1988. Spectacle distribution/manufacture [Queens Award for Export 2007] - Finance and Operations Director 1999-2009, exited 2009-2010
- Co-founded Maratex Ltd 2001. Retailer CIS. Sales Euro 100M in 2010, partial exit 2007, full exit planned 2011.
- Founded G-volution Ltd in 2007

## □ **Simon Pickess – Sales and Operations**

- 25 years in automotive sector, client facing Director and MD roles
- Involved in introduction of Liquefied Natural Gas as a road fuel
- Experienced in business “start ups”

## □ **Stephen Kimbell – Chairman**

- Experienced corporate lawyer with a strong commercial flair
- Heads up Greenspire Advisors Limited who offer corporate finance and strategic advice to companies in the green sector

# Summary



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- ❑ Award winning revenue generating (\$300,000k+ to date) proven technology
- ❑ Compelling proposition, 10-15% fuel cost savings, 8-10% CO2e reduction
- ❑ Growing sales pipeline with repeat business (30+ units sold)
- ❑ Strong market drivers
- ❑ Patented USP
- ❑ Future proof, fuel agnostic technology
- ❑ Highly scalable and global opportunity in the clean tech space
- ❑ Strong management team
- ❑ Triple your money by 2013

# G-volution Ltd – Funding Requirement



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## □ Funds required:

- 2011 - \$1.25M (\$650k+ already pledged)
- NOTE fundraising supported by initial investment fund (Finance Wales)

## □ Use of Funds

- Working capital (\$600,000) including testing
- Installation of rental optimisers on customer vehicles (\$450,000)
- Develop systems to work with other engines, and to combust other fuels mixes: (\$200,000)

## □ The Proposition

- **Subject to discussion**
- **We aim to triple your money by 2013**
- **2013 Turnover \$6M, GM 60%, NP 25%+ EBITDA \$2M**