

# Haydale Graphene Industries plc

**A vertically integrated platform for the delivery of the energy, water & carbon transition **economy****

November 2025

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# Presentation Team



**Simon Turek**  
**(Chief Executive Officer)**

With over 15 years of experience across environmental and financial markets, Simon has built a career at the intersection of sustainability, regulation, and investment. He has been instrumental in developing carbon market infrastructure and climate-finance platforms, including as former Chair and Managing Director of PNZ Carbon, a leading carbon project developer. His background also spans international financial markets, having served as an Executive Director at the Chicago Mercantile Exchange (CME) Group, where he led international government relations and policy engagement.



**Mark Sait**  
**(Proposed Chief Commercial Officer)**

Mark combines hands-on experience with leadership that drives businesses from start-up to scale. As Founder and CEO of SaveMoneyCutCarbon, Mark has built a B2B platform helping organisations save money through sustainability. A member of the Unreasonable Impact global sustainability CEO network, Mark is a recognised voice on Net Zero and the energy transition, regularly featured by the BBC, The Times, Forbes, and other major media. Mark was previously the founder and director of iBAHN EMEA.



**Patrick Carter**  
**(Chief Financial Officer)**

A qualified Chartered Accountant and Barrister, Patrick started his career at Deloitte. He was appointed Group Finance Director of AIM quoted Aukett Swanke Plc (now part of Built Cybernetics plc) in 2002. Between 2007 and 2012, he was CFO of Charteris Plc, an AIM quoted consultancy and IT systems integrator (now part of Sword Group). Between 2012 and 2022, he was CFO of several related private equity backed, UK and Asia based renewable energy companies.

# Summary

<b>PROPOSED ACQUISITION</b>	<ul style="list-style-type: none"><li>• Transformational acquisition of Intelligent Resource Management Limited (trading as SaveMoneyCutCarbon (“SMCC”)) — a leading sustainability solutions platform with qualified B2B deal flow, proven performance, and strong conversion rates</li><li>• Creates a vertically integrated model — combining Haydale’s advanced-materials manufacturing with SMCC’s customer acquisition and delivery network, significantly accelerating JustHeat’s market reach and revenue potential</li><li>• To be satisfied entirely in a fixed number of new Haydale ordinary shares:<ul style="list-style-type: none"><li>• £9.7m in today’s value (1.8bn shares)</li><li>• £3.2m (620m shares) contingent on the share price &gt;0.96p for 30 trading days within 2 years</li><li>• £1.9m (372m shares) contingent on the share price &gt;1.61p for 30 trading days within 5 years</li></ul></li><li>• So total cost (in today's value) is £14.9m, with £5.1m subject to performance.</li></ul>
<b>PROPOSED FUNDRAISE</b>	<ul style="list-style-type: none"><li>• Placing and subscription of new Haydale ordinary shares to raise £5.25 million</li><li>• EIS/VCT relief available with EIS advanced assurance received for £3 million</li><li>• Retail offer of £0.5 million</li></ul>
<b>USE OF PROCEEDS</b>	<ul style="list-style-type: none"><li>• Accelerate the growth of Haydale &amp; SMCC</li><li>• Enlarged group’s general working capital</li></ul>
<b>SHARE HOLDERS</b>	<ul style="list-style-type: none"><li>• Barclays and IW Capital to become significant shareholders in the enlarged group</li><li>• Customary lock-in and orderly market arrangements for SMCC’s shareholders</li><li>• c9% of equity incentivisation (new &amp; existing)</li></ul>

*\* subject to finalisation closer to the deal*



# About Haydale

## WHO WE ARE

An advanced materials company using patented plasma-functionalisation technology to transform the surface chemistry of materials — converting nanomaterials into next-generation products and components for global markets

## OUR TECHNOLOGY ADVANTAGE

Through our patented HDPlas® plasma-functionalisation process, we have effectively “tamed graphene”, unlocking its superior properties to make materials stronger, lighter, more conductive, and longer-lasting

## INFLECTION POINT & GROWTH PLATFORM

Now at a commercial inflection point — Haydale has completed its transition from R&D to revenue, backed by a new management team and three scalable commercial pillars on its platform, each built on the HDPlas® technology

1

### Heating – JustHeat

Graphene-enabled heating technology delivering efficient, low-carbon heat. Marketed under the **JustHeat** brand

2

### Cooling – Fluids

Graphene-enhanced thermal-transfer fluids targeting global **cooling and thermal-management** markets. Advancing from lab validation to field deployment

3

### Functionalisation & Licensing

Providing **functionalisation-as-a-service** and technology licensing to major industrial partners, including **PETRONAS** and **Saint-Gobain**

# JustHeat - Commercial traction accelerating



## Rapid progress from prototype to production

Haydale's next-generation electric heating system, a CE and UL-certified, low-voltage graphene technology, delivers up to 39% lower running costs and lower CO<sub>2</sub> emissions than conventional systems

## Commercial traction accelerating

- Nationwide installations via Quidos Protect, flooring integration with Interfloor (Victoria plc), coving solutions with NMC Group, and deployments through Jersey Energy Technologies and Affordable Warmth Solutions
- International trials underway in the United States, marking the first stage of JustHeat's global rollout
- Strong momentum in residential retrofit markets, where JustHeat delivers an efficient, low-cost, low-carbon heating solution

## Technology proven and production-ready

Powered by Haydale's HDPlas<sup>®</sup>-functionalised graphene ink, JustHeat converts electricity into radiant heat with near-instant response, uniform surface temperature, and no moving parts — enabling scalable, certified, low-carbon heating

## Why the SMCC acquisition matters

To unlock full market potential, JustHeat requires more than distribution — it needs a solution partner capable of integrated customer onboarding and delivery. SMCC provides that platform — adding a qualified B2B pipeline and route to commercial and institutional customers, complementing Haydale's strong residential focus and accelerating large-scale deployment

# Haydale Financials

- Following the business review and change of management in December 2024, Haydale has:
  - disposed or exited from its loss-making overseas subsidiaries including the U.S. (which, despite being loss making, historically accounted for c. 70% of revenues)
  - consolidated operations into a single site
  - focused activities to the closest-to-market opportunities, namely JustHeat, thermal fluids and functionalisation-as-a-service
  - launched JustHeat to market through a network of 3<sup>rd</sup> party distributors and sales channels and announced receipt of initial contracts
- These initiatives have reduced operating costs by c. 70% and had a significant impact on the historic reported balance sheet**
- Unaudited cash balance as at the end of August 2025 was £1.91m
- Loans relate to VCT-related and Innovate “soft” finance
- Change of year-end to 30 September, to align enlarged group’s reporting timetable
- Brought forward tax losses of c. £32m across group

	Dec-24 6 months Unaudited £'000	Jun-24 12 months Audited £'000	Jun-24 Memo Discontinued Unaudited £'000
<b>PROFIT &amp; LOSS</b>			
Revenue	1,253	4,820	3,881
Loss from Operations	(2,938)	(5,958)	(2,734)
<b>BALANCE SHEET</b>			
<b>Non-current Assets</b>			
Goodwill & intangibles	1,295	1,338	-
Tangible fixed assets	4,535	4,867	3,951
	<b>5,830</b>	<b>6,205</b>	<b>3,951</b>
<b>Current Assets</b>			
Inventories	2,249	1,670	1,253
Trade receivables	871	1,088	1,004
Other receivables	908	627	121
Cash	1,986	1,717	161
	<b>6,014</b>	<b>5,102</b>	<b>2,539</b>
<b>Current Liabilities</b>			
Trade & other payables	(2,796)	(2,186)	(1,193)
Other current liabilities	(400)	(192)	(108)
	<b>(3,196)</b>	<b>(2,378)</b>	<b>(1,301)</b>
<b>Non-current Liabilities</b>			
Loans	(1,743)	(1,392)	(175)
Pension obligations	(261)	(304)	(304)
Other payables	(1,494)	(1,558)	(1,457)
	<b>(3,498)</b>	<b>(3,254)</b>	<b>(1,936)</b>
<b>Total Net Assets</b>	<b>5,150</b>	<b>5,675</b>	<b>3,253</b>





# SMCC Overview

One-stop solution for organisations seeking to reduce their energy, water and carbon use

## VISION & MISSION

Our promise is in our name  
**Save** our clients **money** as well as **reduce** their **energy, water** and **carbon** use

## WHAT SMCC DOES

By uniting services, proven products, smart financing and nationwide installation, we make it **simpler** and **faster**  
**Capability from a single online order to delivery of multi site, multi million-pound projects**

## END-TO-END SERVICES

Survey & Audit

Opportunity Report

Product Specification

Finance Options

Project Management

UK-Wide Installation

Commissioning & Maintenance

Compliance & Policies

Addenbrooke's NHS NHS Trust

Hilton

ETON COLLEGE

Radisson BLU

moto

Red Bull RACING

REAL-TIME CONSUMPTION MEASUREMENT TRACKING & ANALYSIS

## SOLUTIONS

WATER SAVING

ENERGY SAVING

ENERGY GENERATION & RENEWABLES

Eco Showers

Eco Taps & Restrictions

Eco Toilets & Urinals

Rain Water Harvesting

LED Lighting

HVAC Controls

Motor Controls

Building Controls

Eco Hand Dryers

Solar Renewables

Battery Storage

EV Charging

## TRUSTED TO DELIVER BY BLUE-CHIP PARTNERS

Impact Partner Program - existing **partnerships** provide **B2B referrals**

BARCLAYS LLOYDS Santander

anglianwater wave

smart vatten. ABB

BANKS

UTILITIES

MANUFACTURERS

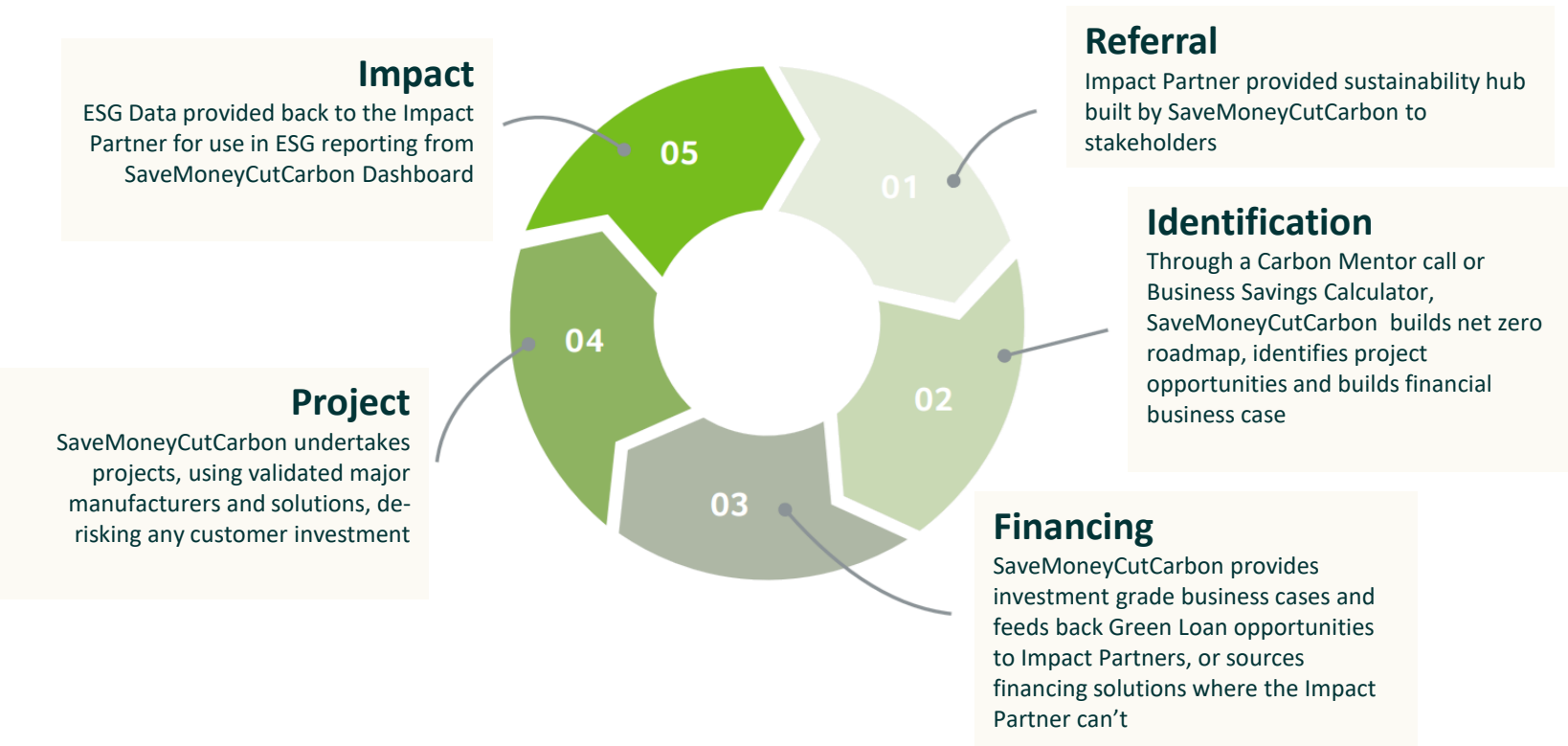
large organisations with business clients & high-profile net zero goals

pursuing efficiency targets

needing service wraps

# Platform enables Impact Partners to refer their B2B clients to us

Banks and other Impact partners pay us to provide our services to their stakeholders in return for ESG data required for reporting



## Examples - Impact Partners 2025



- Supporting their business clients & supply chain



- Supporting their business clients focused on Real Estate



- Supporting their business clients focused on Real Estate



- Example of Impact Partner Client Journey – Barclays



- Supporting Manufactures with delivery service wrap



- Utilities delivering water efficiency targets

Any impact calculations carried out to date per product or company (Y/N)	Y/N	Y	Measured & Verified Savings Example Latest 12m period available that is part of your regular reporting cycles
Reporting period	e.g. YE 30June	YE December 2023	
CO2 Emissions Reduced or Avoided	kgCO2e	17,824,000	
Water saved	k litres	1,957,954,000	
Energy saved	KWH	70,434,474	

# Businesses increasingly seek a single provider for energy, water & carbon savings

Helping our clients save energy and water costs

1

## WHY CLIENTS ENGAGE

Energy and water use are substantial, ongoing, and increasing costs of a company's physical footprint

Proactively adopting retrofitting practices, building owners can:

- reduce operating costs
- increase asset value
- retain long-term competitiveness



Energy & Water Cost  
(now a major cost to businesses)

£ - Other OpEx

£ - Building

£ - People



2

## SIMPLIFYING A FRAGMENTED MARKET

Companies struggle with implementing retrofits due to the number of stakeholders involved and financing challenges



Consultants



Manufacturers



Wholesalers



Distributors



Retailers



Installers



Customer

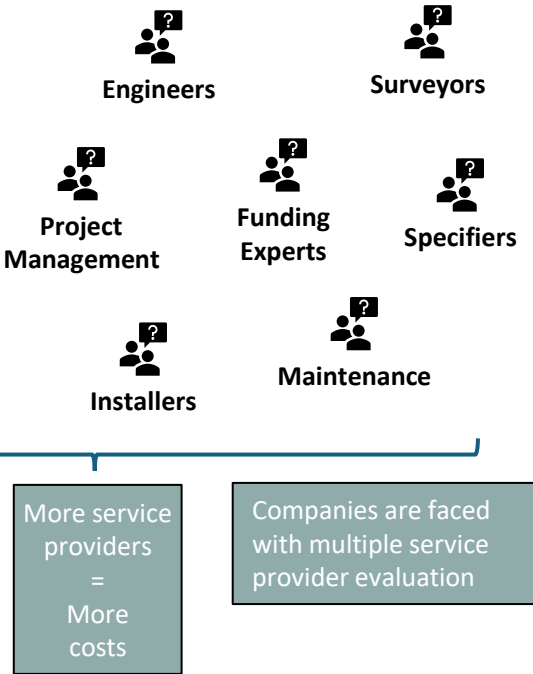
The market is fragmented and difficult to navigate, so orchestrating retrofits is complex

Existing Supply Chain Model for Enterprise

3

## SAVING CLIENTS TIME & MONEY

Execution requires specialised expertise that is outside of companies' core competencies & restrained by management bandwidth



# SMCC's Market Opportunity

Spiralling costs and concerns about energy and water security are pressing issues for businesses

## 1 Energy

- Energy crisis has increased energy bills nationally, directly impacting businesses profitability
- UK electricity demand is projected to rise by around 50% by 2036 and more than double by 2050, as sectors electrify and energy security concerns rise for businesses
- Increasing demand will push up the cost of energy supply and improve payback periods for retrofit and efficiency projects and onsite, low carbon energy solutions provide a reliable, low-cost source of energy

**50%** increase in  
energy demand by 2036

## 2 Water

- 3-year contract signed in October 2025 with Wave Utilities/Anglian Water Business worth min. £800k
- The sector is reaching its inflection point but still lacks scale players or finance infrastructure
- Infrastructure requires >£100 billion of investment this decade to address leaks, resilience and supply security

**3bn** litres water  
wastage per day

## 3 Resources and finance

- 73% of UK businesses rank net zero as a priority, but struggle with resource and financial challenges
- Supply remains fragmented: one company audits, another installs, few measure results
- No national platform delivering end-to-end energy and water solutions
- **Finance is the missing component: the enlarged group's platform will seek to bridge that gap**

Net zero as a priority for  
**73%** of UK businesses

# UK Water Stress Expected to Markedly Increase by 2030

Acceleration of businesses realising that they must act now to curtail huge upward trending water costs

- The water efficiency market is where energy efficiency was 10 years ago and SMCC has an Impact Partner contract with one the UK leading B2B water retailers (Wave Utilities is the jointly owned B2B entity of Northumberland and Anglian Water)
- UK businesses **waste c. 3 billion litres a day** and face tariffs that are up more than 40%
- Water costs for commercial users are set to rise by up to a further 42% over the next five years
- Per capita, the UK uses more water, at 150 litres per day compared to Germany at 121 litres
- National UK projected **daily shortfall of nearly 5 billion litres** by 2055, driven by population growth and rising industrial demand – including data centres and AI infrastructure
- Water utilities are under pressure and have been given budgets to fund water efficiency projects
- Wave Utilities/Anglian Water Business will pay a minimum of £800k to SMCC over the next 3 years to audit a range of their education and commercial customers and then deliver project solutions for both water and wider sustainability initiatives
- SMCC has the expertise and proven ability (MOTO Services outcomes) to capture significant incremental revenue streams by delivering capex free solutions to commercial clients who are compelled to act despite capex constraints

# SMCC Financials

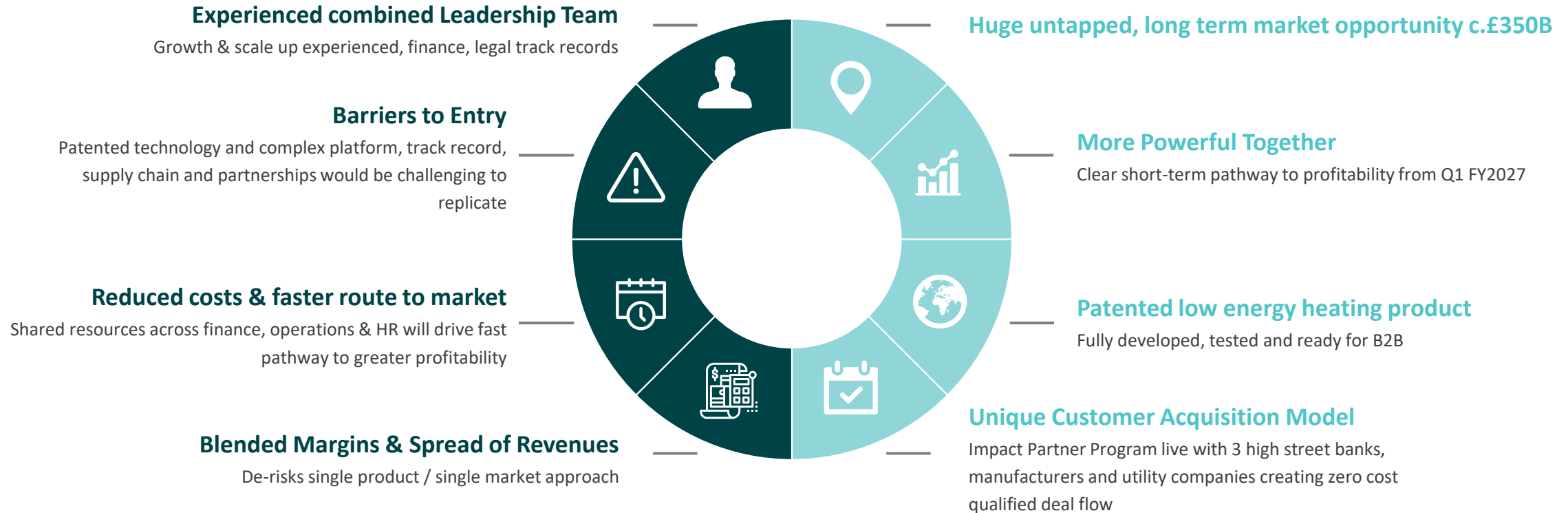
- Historical results
  - Sept-24 revenue reflects **strategic pivot away** from lower-margin projects linked to government grants
  - Does not reflect the current Impact Partnership Programmes (“IPPs”)
- Sept-25 revenues are expected to be circa £3.3m
  - Of which only £0.15m reflects platform access revenues from the IPPs
  - IPPs contracts signed over the last six months are expected to be a key driver of forward revenues
- Growth drivers
  - Based on small scale IPPs trials, £5.2m of invoiced sales generated - expected to scale rapidly
  - Fully signed and contracted IPPs now mobilising across Barclays, Santander & Lloyds, as well as Oct-25 Wave Utilities/Anglian Water Business
  - Entering Sept-26 with a **£1.7m firm order book** across several projects
  - Visibility on **£2m of additional incremental revenue** for Sept-26 from Oct-25 Wave Utilities/Anglian Water Business
- Balance sheet re-organisation pre-acquisition to eliminate debt

	Sep-24 12 months Audited £'000	Sep-23 12 months Audited £'000
<b>PROFIT &amp; LOSS</b>		
Revenue	2,970	6,012
Loss from Operations	(2,892)	(2,665)
<b>BALANCE SHEET</b>		
<b>Non-current Assets</b>		
Goodwill & intangibles	191	365
Tangible fixed assets	36	57
	<b>227</b>	<b>422</b>
<b>Current Assets</b>		
Inventories	414	697
Trade receivables	451	734
Other receivables	205	290
Cash	1,741	2,012
	<b>2,811</b>	<b>3,733</b>
<b>Current Liabilities</b>		
Trade & other payables	(450)	(1,204)
Other current liabilities	(339)	(371)
	<b>(789)</b>	<b>(1,575)</b>
<b>Non-current Liabilities</b>		
CLNs and Loans	(11,720)	(7,854)
<b>Total Net Assets</b>	<b>(9,471)</b>	<b>(5,274)</b>

# Proposed acquisition



# Reasons to Invest

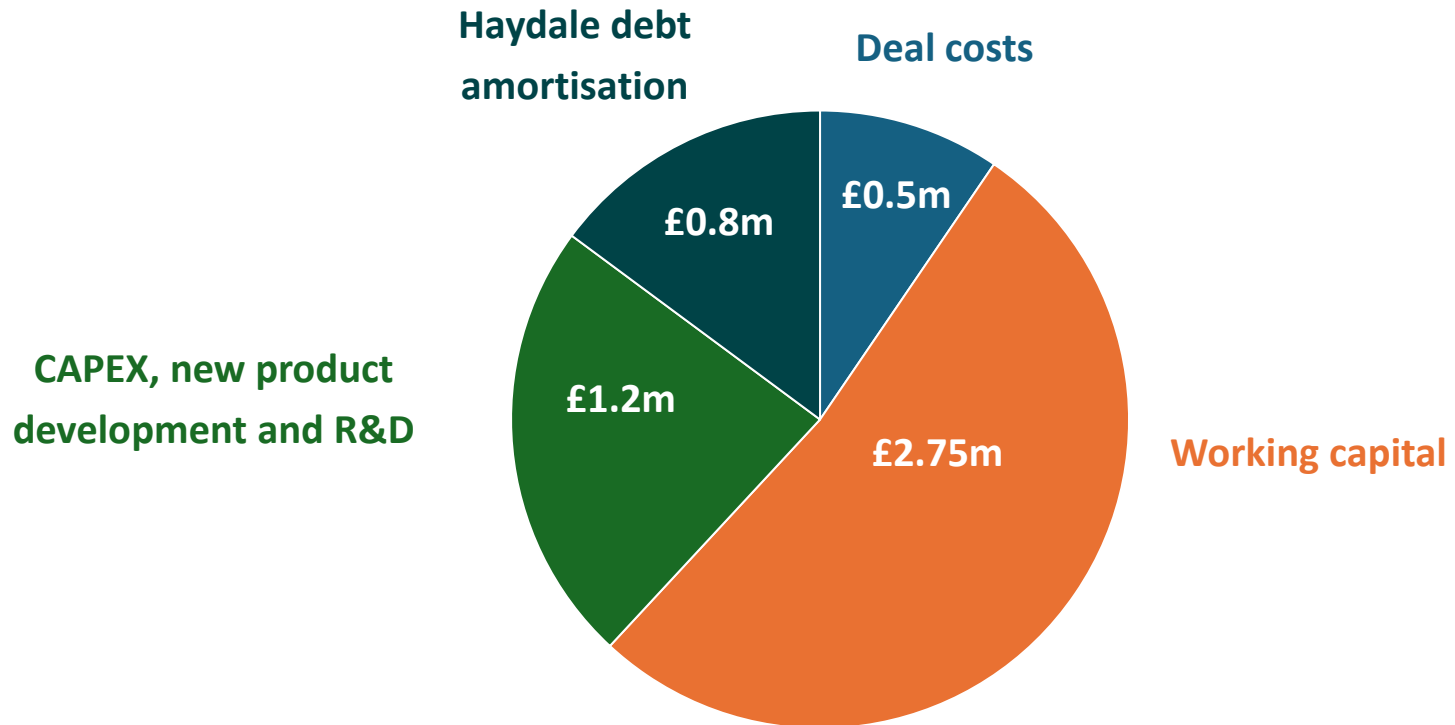


# Deal Highlights

1. Haydale represents a scalable, graphene-enabled technology platform delivering practical decarbonisation solutions and foundational materials for the global energy-efficiency transition
2. SMCC provides qualified, zero-cost deal flow and a proven delivery engine
3. Together, they create a vertically integrated platform connecting technology, manufacturing, and customer delivery across the energy, water, and carbon transition economy
4. Clear path to profitability from Q1 FY2027
5. Placing and subscription of new Haydale ordinary shares to raise £5.25 million to accelerate growth of Haydale and SMCC

# Appendix

# Timeline & Use of Proceeds



**18 November**

Launch of ABB

**19 November**

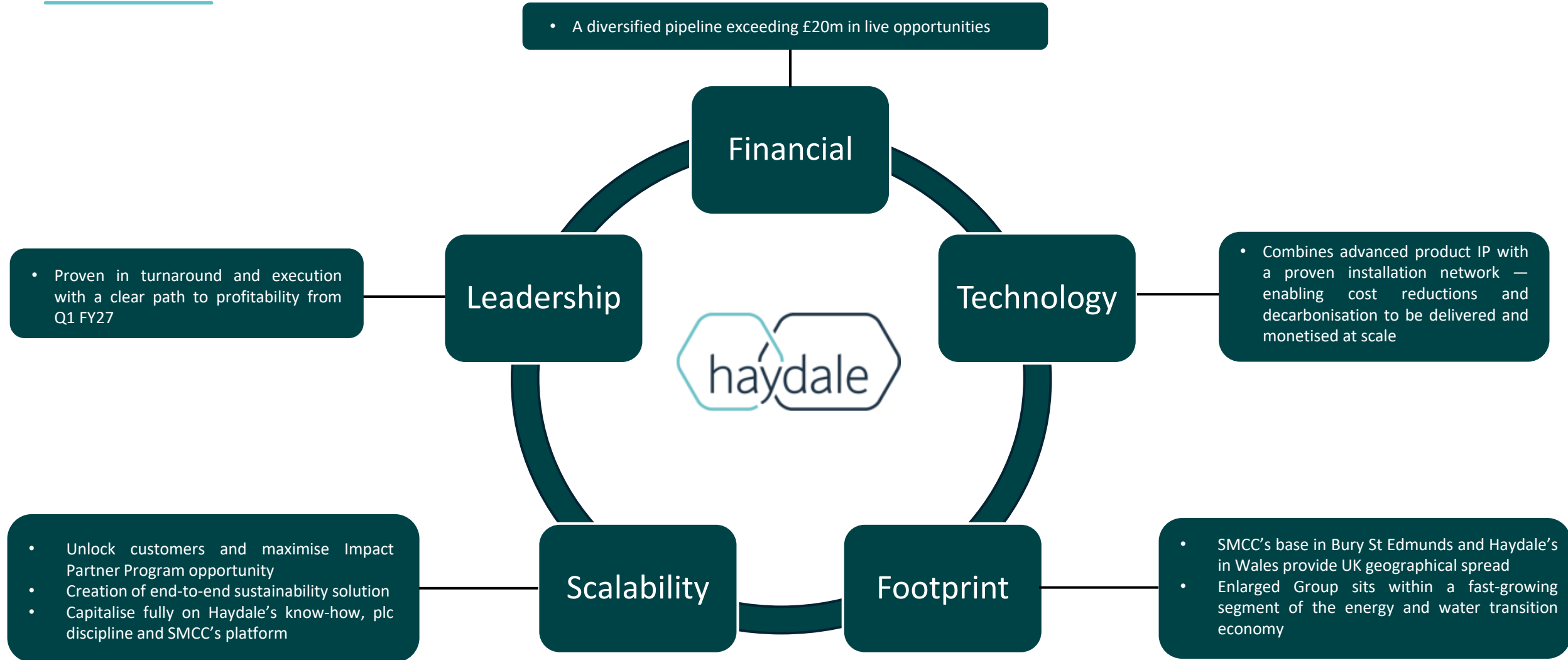
Results of ABB

**5 December**

General meeting

Fundraising shares  
admission: 8 December  
Consideration shares  
admission: 9 December

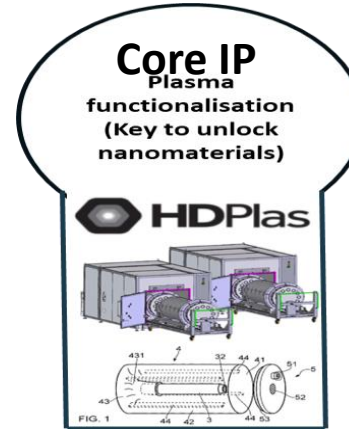
# Potential Synergies



# Haydale's Proprietary Technology and Functionalisation

IP is core to Haydale's strategy:

- ➔ Preservation of unique technical advantage
- ➔ Patents and Know-How
- ➔ Trademarks
- ➔ Barriers to competitors
- ➔ Unlock performance advantage

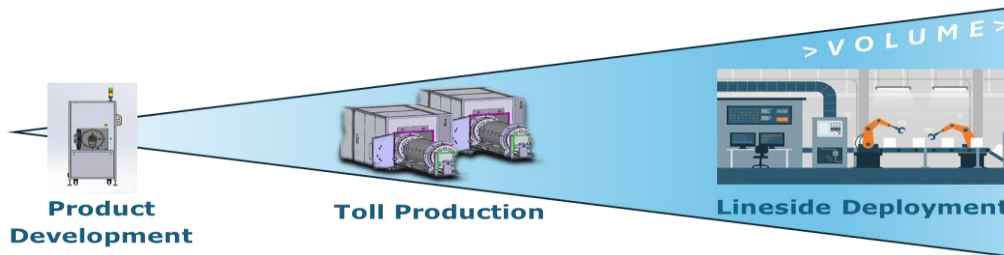


Routes to Market



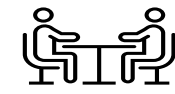
Third Party Functionalisation as a Service

Product IP Commercialisation



BESPOKE  
PROJECTS

RECURRING REVENUES FROM REPEAT  
CONTRACTS  
(SECTOR AGNOSTIC)



Partnership GTM Model



Sector focused

# SMCC's Go-to-Market

**Via its “Impact Partner” relationships with 3 UK high street banks, Wave Utilities/Anglian Water Business and other blue-chip technology manufacturers**

- SMCC embeds its “Sustainability Hub” platform within the offerings of major banks and utilities — including Barclays, Lloyds, Santander and Wave Utilities, which provides qualified leads and access to businesses
- These partners refer their SME and corporate customers, who are seeking energy and water efficiency solutions for their building stock to SMCC. This referral provides strong credentials for SMCC as a trusted sustainability provider and enables the Impact Partners to gather valuable carbon reduction data for their own ESG reporting
  - For the year ended 31 December 2023, SMCC contributed to a reduction of 17,824,000 kilograms of CO2 emissions, 70,434,474 kilowatts-hour in energy savings as well as 1,957,954,000 litres in water savings
- The model generates a steady, low-cost pipeline of warm leads, with tens of millions of pounds in identified project opportunities and in excess of £5m revenues already achieved through the partnerships. Partner banks fund the referral platform, making this a scalable and defensible route-to-market

**This contributes towards a powerful lead generation engine for the enlarged group. Through this channel, Haydale’s graphene-based heating products such as JustHeat will reach thousands of pre-qualified clients across multiple sectors**

# ESG & Impact

- Every product SMCC installs reduces energy or water bills which in turn reduces carbon emissions. Every project SMCC delivers is measured and verified
- Each installation produces measurable, auditable savings, creating a data set that converts ESG delivery into a financeable commodity
- By embedding carbon finance and insurance-backed performance guarantees, SMCC enables banks, corporates and public bodies to treat efficiency projects as creditworthy assets — not discretionary spend
- SMCC's verified-data model supports institutional ESG targets while delivering direct customer savings and social impact
- Haydale's technology is already part of national programmes with Affordable Warmth Solutions (National Grid), tackling fuel poverty and improving living conditions in vulnerable homes



# Enlarged Group's Board\*

## **Simon Turek** **(Chief Executive Officer)**

With over 15 years of experience across environmental and financial markets, Simon has built a career at the intersection of sustainability, regulation, and investment. He has been instrumental in developing carbon market infrastructure and climate-finance platforms, including as former Chair and Managing Director of PNZ Carbon, a leading carbon project developer. His background also spans international financial markets, having served as an Executive Director at the Chicago Mercantile Exchange (CME) Group, where he led international government relations and policy engagement.

## **Gareth Kaminski-Cook** **(Independent Non-Executive Director)**

Gareth currently acts as Chair of MYCELX Technologies Corporation (AIM: MYX), the clean water and clean air technology company. Gareth was former Chief Executive Officer of Autins Group plc, a UK and continental Europe based industrial materials technology business. Gareth joined Autins from Low & Bonar plc, the fully listed international performance materials group, where he was Group Director of Strategy, Sales and Marketing and Global Business Director, Interiors and Transportation.

## **Mark Sait** **(Proposed Chief Commercial Officer)**

Mark combines hands-on experience with leadership that drives businesses from start-up to scale. As Founder and CEO of SaveMoneyCutCarbon, Mark has built a B2B platform helping organisations save money through sustainability. A member of the Unreasonable Impact global sustainability CEO network, Mark is a recognised voice on Net Zero and the energy transition, regularly featured by the BBC, The Times, Forbes, and other major media. Mark was previously the founder and director of iBAHN EMEA.

## **Theresa Wallis** **(Independent Non-Executive Director)**

Theresa Wallis worked most of her executive career in financial services, moving into technology commercialisation in 2001. She was with the London Stock Exchange for 13 years, where from 1995 to 2001 she was chief operating officer of AIM, the market for smaller growing companies, having managed the market's development and launch. From 2001 to end 2006 she was a principal executive of ANGLE plc, a venture management and consulting business focusing on the commercialisation of technology.

## **Patrick Carter** **(Chief Financial Officer)**

A qualified Chartered Accountant and Barrister, Patrick started his career at Deloitte. He was appointed Group Finance Director of AIM quoted Aukett Swanke Plc (now part of Built Cybernetics plc) in 2002. Between 2007 and 2012, he was CFO of Charteris Plc, an AIM quoted consultancy and IT systems integrator (now part of Sword Group). Between 2012 and 2022, he was CFO of several related private equity backed, UK and Asia based renewable energy companies.

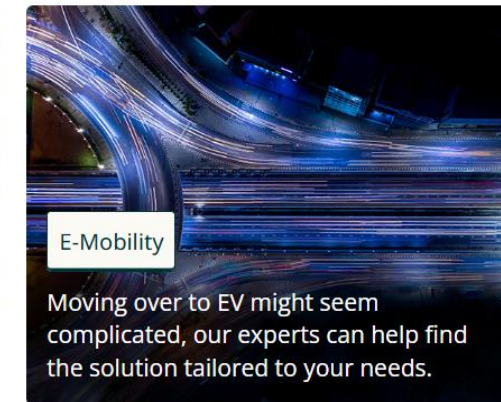
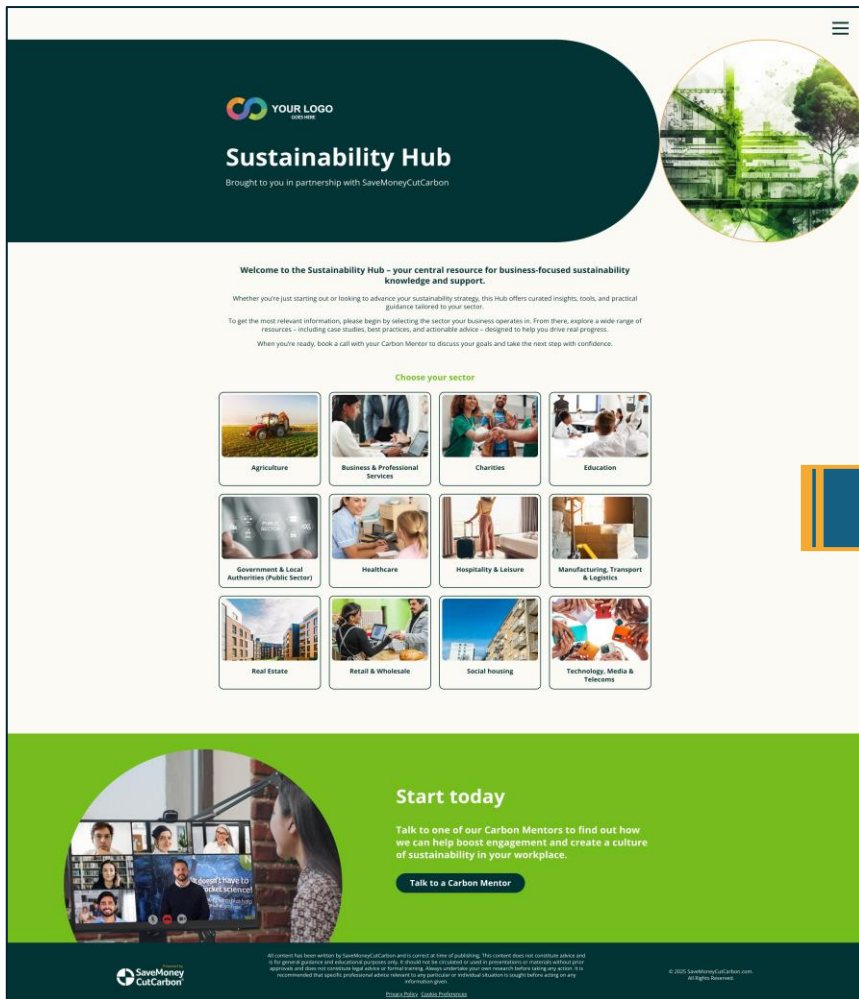
## **Jeremy Nesbitt** **(Non-Executive Director)**

Jeremy brings over 40 years' experience in the energy sector, including senior leadership roles at National Grid and as Managing Director of Affordable Warmth Solutions, where he secured and oversaw the deployment of over £160 million to support energy efficiency in low-income homes. His background in regulated utilities, strategic programme delivery, and public-private partnerships will be invaluable as Haydale advances the roll-out of its energy-efficient heating technology.

*\*Barclays will have the right to nominate either a director or observer to the enlarged group's board*

# SaveMoneyCutCarbon Monetising Qualified Deal Flow

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Centralised Functions

# Haydale Graphene Industries plc

Haydale Graphene Industries plc | Clos Fferws Parc Hendre, Tycroes, Ammanford SA18 3BL

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