

## We Make Water from the Air - Providing Water Security and Access from Climate Change



aquaria.world/about Los Angeles CA

### LEAD INVESTOR



**Fouad Farhat** VC Investor at Soma Capital

We invest in companies that push humanity forward and Aquaria's bold vision along with its proven technology brings us a step closer to water security. Brian is investing his life's work into the company and brings a unique blend of technical expertise and scrappiness to execute on the vision and sell across geographies that are impacted by water shortages. Over the last few months, we were most impressed by the company's speed in defining new market segments, doubling down on execution and growing top line revenue while keeping margins highly attractive. Brian is working on the right partnerships to deploy the hardware at scale and we're excited to see Aquaria becoming a household name in geographies most impacted by water shortages.

**Invested \$200,000 this round & \$200,000 previously**

## Highlights

- 1 \$1M+ total revenue - from only two B2B customers\*
- 2 Backed by Soma Capital, Bow Capital, Dao Jones, Larta Institute
- 3 Up to 3x more efficient than the competition
- 4 20x more cost effective than bottled water
- 5 Founding team from Princeton and Wharton - over 20 years combined water generator experience
- 6 \$375 Billion TAM in the US alone
- 7 \*booked revenue, of which \$450k has been realized

## Our Team



**Brian Sheng** Co-Founder and CEO

At 19, founded an SF based seed stage venture capital fund focusing on investing in frontier technologies, which includes Climate Tech and Government Tech. Two IPOs and \$2B in total portfolio value. Princeton thesis on Atmospheric water generation.



**Eric Sheng** Co-Founder and COO

First member of the international team at FND Water and Energy. Focused on establishing new market operations. FND was the first company in the world to sell desktop consumer atmospheric water generators. Wharton Grad

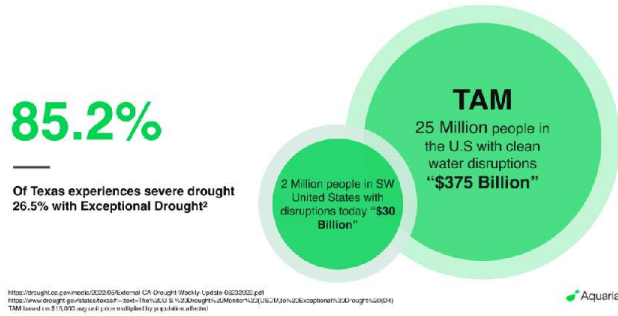
## We Ensure Access to Water

Our mission is to eliminate water insecurity for millions of people by making use of our scalable frontier technology. We generate safe, potable water from the air.

## Climate change creates water insecurity



## We need abundant and safe access to water

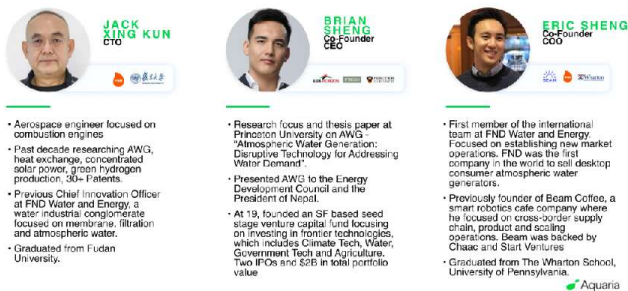


**Atmospheric Water Generators (AWGs) are a solution to water insecurity.**

## How the water shortage is addressed today



**Our founding team has significant experience with AWG**

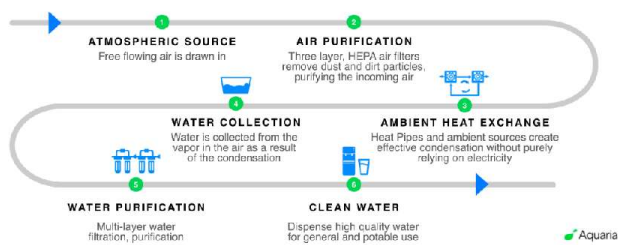


## How it Works

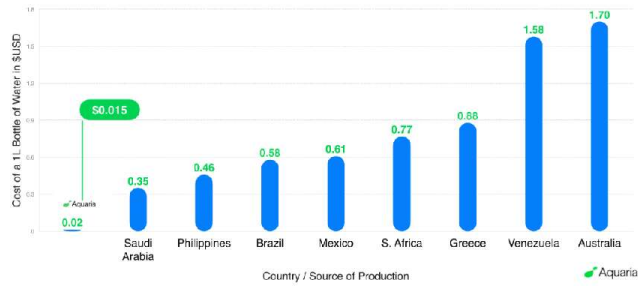
**Proprietary technology with industry best in energy efficiency**

USPTO Provisional Patent #63435356 (ambient heat and cooling for lowest energy water production)



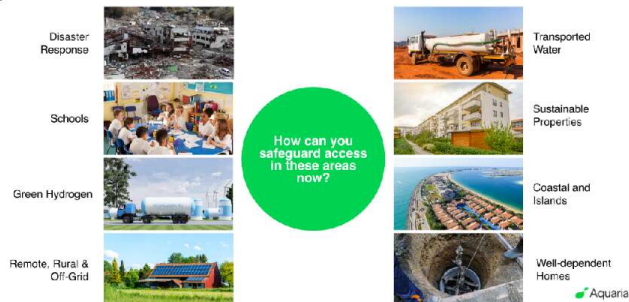


**Already 20 times+ more cost effective than bottled water**



Assorted use cases have inferior solutions.

**Aquaria enables access nearly anywhere- anytime**



We benefit from a two-pronged distribution strategy

**Scalable distribution strategy - similar to Tesla power pack**

**Sells to Direct-to-customer Marketing**

- Living in areas of high water stress
- Compatible with existing solar / battery
- 5% - 10% of the population is FEMA-defined "Resilient"

**Sells to Regional partners (distributors)**

- Synergistic upsell to existing base of customers

**PROFITABLE FROM DAY 1 WITH SCALABLE REVENUE**

Aquaria

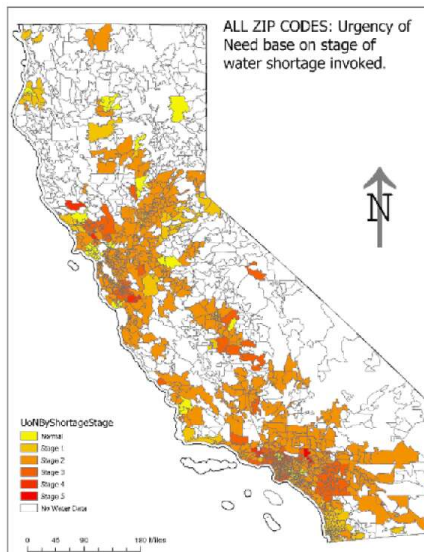
**Direct to Consumer:** We source inbound leads from customer interested in water security, similar to homeowners buying a backup generator or battery.

**Regional Partners:** This encapsulates large clients, such as a hotels groups, as well as distributors which, purchase multiple generators and resell them or build larger installations.

**Rapid growth amid historic droughts**



## Business Development



Our outreach is informed by our algorithmic model. We only focus on areas that represent good use cases for a atmospheric water

## The Right Time For Aquaria

The best time for climate tech in the property environment

**\$369 BILLION**

In inflation reduction act incentives for climate change

**Massive incentives accelerate demand for clean tech solutions**



## 3 year revenue projection

|                          | 2022        | 2023        | 2024         |
|--------------------------|-------------|-------------|--------------|
| B2C SALES                | \$100,000   | \$3,000,000 | \$8,500,000  |
| B2B Sales                | \$1,000,000 | \$1,250,000 | \$12,500,000 |
| California               | ✓           | ✓           | ✓            |
| California, TX, FL       | -           | ✓           | ✓            |
| CA, TX, FL, PR, HI, INTL | -           | -           | ✓            |
| Total                    | \$1.1m*     | \$4.25m     | \$21M        |

\*Bootstrapped

Aquaria

Leading the industry in our efficiency and

Leading the industry in up to 3x efficiency and deployment cost

|                        | Aquaria      | SOURCE     | TSUNAMI PRODUCTS | Watergen    | Skywater     |
|------------------------|--------------|------------|------------------|-------------|--------------|
| Production             | 1000 L / Day | 10 L / Day | 750 L / Day      | 800 L / Day | 1000 L / Day |
| Deployment Cost / L    | \$25 / L     | \$550 / L  | \$48 / L         | \$81 / L    | \$66 / L     |
| Production Efficiency* | 1.87¢ / L    | N/A        | 4.3¢ / L         | 3.65¢ / L   | 4.18¢ / L    |

\* Calculated using reference electricity price average of 9.4¢/kWh

Aquaria

An Aquaria hydro pack can eliminate the following each year!



480 Barrels of Oil



~4 Tons of Plastic



180,000+ L of Wasted Water



Invest in Aquaria today!