Introducing Foamstream
Hammersmith and Fulham, 29th of June 2018

weedingtech
Herbicide-Free Weed Control, Redefined.
Objective

• Who are Weedingtech
• How Foamstream works – our unique product offering
• Our Machinery
• Partners around the world
• How Foamstream can solve your challenges
  • Benefits – Multi-use - Economics
Introducing The Alternatives Market

**Traditional market:** Spraying of Roundup and other herbicides
**Alternatives:** Any non-traditional practice. Thermal, mechanical, manual etc

**Market Drivers:** Legislation, litigation and public demand for change

**Why is it Interesting for us?** Disruptive, high growth sector with a positive socio-environmental impact
Who Are Weedingtech

INNOVATE | MANUFACTURE | SUPPLY | SUPPORT

Founded: 2011
Headquarters: London, UK
Manufacturing facilities: UK and France

Our offering: The first commercially viable alternative to traditional herbicide, Foamstream

How it works: Kills weeds using hot-water insulated by a biodegradable foam, delivered by our machinery.
What is the Foamstream™ process?

A patented, award-winning process

Combines hot water and a biodegradable foam
Used to control unwanted vegetation (weeds, moss & algae) as well as for street sanitisation including street cleaning, power-washing and gum removal.

What is the Foamstream™ process?

The foam blend is made from natural plant oils and sugars including: Wheat, maize, coconut oil, Rapeseed Oil, potatoes

info@weedingtech.com | www.weedingtech.com
Our Machinery – Foamstream Municipal Series

**Foamstream**

**M1200**
- Ideal for large jobs
- Faster working rate
- Intended for larger municipal vehicles
- Lower cost per Sqft
- Single fuel source

**Foamstream**

**M600**
- Smaller and lighter
- Quieter
- Designed for use on UTV’s such as the HDX™
- Hard to reach places
- Propane option for carbon reduction
Foamstreamconomics

*It’s all about the treatment cycles, stupid.*

Understanding weed control OPEX:
- Consumable cost (fuel)
- Treatment area covered per hour (speed)
- Labour cost (labour rate and training)
- The amount of times you have to retreat the weeds per year

What does this all mean?
- The repetitive accumulation of consumable cost and labour of other alternatives makes them more expensive
Foamstream Vs. Steam

The case for steam:
- Lower CAPEX
- Lower single treatment OPEX
- Ticks the environmental box

Case against steam:
- Total Cost!
- Effectiveness of kill (% kill per sqft)
- You can’t treat all surfaces

<table>
<thead>
<tr>
<th>Parameters</th>
<th>Steam</th>
<th>Foamstream</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hourly labor rate</td>
<td>$25</td>
<td>$25</td>
</tr>
<tr>
<td>Number of hours worked in a day</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>Daily labor cost</td>
<td>$125</td>
<td>$125</td>
</tr>
<tr>
<td>Consumable cost (Foamstream, diesel, petrol and anti-lime)*</td>
<td>$52.5</td>
<td>$174.5</td>
</tr>
<tr>
<td>OPEX per day (5 hours of actual work)</td>
<td>$177.5</td>
<td>$299.5</td>
</tr>
<tr>
<td>100% treatment area in an hour (sqft/ Hour)</td>
<td>2000</td>
<td>5250</td>
</tr>
<tr>
<td>Treatment area covered in 5 hours (sqft)</td>
<td>10000</td>
<td>26250</td>
</tr>
<tr>
<td>Cost per sq ft</td>
<td>$0.0178</td>
<td>$0.0114</td>
</tr>
<tr>
<td>Comparative cost of single treatment of 100,000 sq ft</td>
<td>$1,775</td>
<td>$1,141</td>
</tr>
<tr>
<td>Treatment cycles per year</td>
<td>8</td>
<td>3</td>
</tr>
<tr>
<td>Comparative cost of annual treatment of 100,000 sq ft</td>
<td>$14,200</td>
<td>$3,423</td>
</tr>
</tbody>
</table>

Assumptions: (L = Iitre)

Steam system consumes: 9 L diesel, 0.3 L of descaling agent, 1 L of gasoline per hour: \$7.2 + \$2.50 + \$0.8 = \$10.5

Foamstream consumes: 8 L of diesel and 3 L of foam = \$6.4 + \$28.5 = \$34.9

Price of gasoline: 0.75 \$ per L (0.21 gal)  
Price of diesel: 0.80 \$ per L (0.21 gal)  
Price of Foamstream: \$28 per hour
Foamstream Vs. Manual Weeding

The case for Manual:
- Tight budget
- Have an existing work force
- Ticks similar environmental boxes

Case against manual:
- Total Cost
- Weed problem gets worse
- Hugely time consuming

<table>
<thead>
<tr>
<th>Method</th>
<th>Cost per treatment</th>
<th>No of treatments per season</th>
<th>Total per season</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOAMSTREAM Costing BASED on Actual works undertaken</td>
<td>£363.42</td>
<td>3</td>
<td>£1,090.26</td>
</tr>
<tr>
<td>HANDWEEDING - based on WAGS estimates</td>
<td>£2,160.50</td>
<td>5</td>
<td>£10,802.50</td>
</tr>
<tr>
<td>HANDWEEDING - based on Curo Contract - Liner cost Housing paved areas</td>
<td>£3,443.98</td>
<td>5</td>
<td>£17,219.88</td>
</tr>
</tbody>
</table>

HEADLINE SAVINGS - FOAMSTREAM Vs HANDWEEDING

- Cost saving Per season: 991%
- Labour saved - Hours per season: 1124
- Labour saved - Days per season: 140.5

SUMMARY OF ALL METHODS - Zone 1
# Foamstream Vs. Vinegar

<table>
<thead>
<tr>
<th></th>
<th>Cost per day</th>
<th>Cost per 30 days</th>
<th>Cost 90 days</th>
<th>Cost 130 days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foamstream</td>
<td>$ 326.00</td>
<td>$ 9,780.00</td>
<td>$ 29,340.00</td>
<td>$ 42,054.00</td>
</tr>
<tr>
<td>Vineger</td>
<td>$ 705.00</td>
<td>$ 21,150.00</td>
<td>$ 63,450.00</td>
<td>$ 90,945.00</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>-$379</strong></td>
<td><strong>-$11,370</strong></td>
<td><strong>-$34,110</strong></td>
<td><strong>-$48,891</strong></td>
</tr>
<tr>
<td><strong>Saving</strong></td>
<td>53.8%</td>
<td>53.8%</td>
<td>53.8%</td>
<td>53.8%</td>
</tr>
</tbody>
</table>

**Sq feet per day**

- Foamstream: 21,000
- Vineger: 12,000
- **Diff Sq feet**: 9,000

<table>
<thead>
<tr>
<th></th>
<th>Daily cost per sq foot</th>
<th>Season Cycle Coefficient</th>
<th>Daily Seasonal cost per sq foot *</th>
<th>Costs for 1,000,000 sq feet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foamstream</td>
<td>0.0155</td>
<td>4</td>
<td>0.0621</td>
<td>$ 62,095.24</td>
</tr>
<tr>
<td>Vineger</td>
<td>0.0336</td>
<td>9</td>
<td>0.3021</td>
<td>$ 302,142.86</td>
</tr>
</tbody>
</table>

*The daily seasonal cost per sq foot will almost be **five** times more important when using vinegar.
Weedingtech in use around the world in public spaces

North America – USA and Canada
New York City Parks
Central Park
City of Toronto
City of Pickering
City of Orange Town

European Cities:
City of Ljubljana – Green capital of Europe 2017
City of Stockholm
City of Munich
City of Madrid
City of Barcelona
City of Porto
City of Barcelo (Portugal)
City of Jargeao

UK councils:
Glastonbury Council
Lewes Council
London Borough of Southwark
London Borough of Hammersmith and Fulham
Foamstream – Not just weed control

PHASE 1
WEED CONTROL

PHASE 2
MOSS CONTROL

PHASE 3
STREET CLEANING & GUM REMOVAL

Northern Hemisphere

Southern Hemisphere

info@weedingtech.com | www.weedingtech.com
Cleaning street furniture

Cleaning street furniture

Chewing gum removal

**Common areas of use:** Theme parks, academic institutions, graveyards, municipal streets and parks, harbours
How Foamstream can solve your challenges

1. Works with council budgets by having lowest cost of ownership of alternatives.
2. No license or training requirements
3. Easy and safe for operators to use
4. Uses existing infrastructure
5. Addresses concerns of all residents including those who are environmentally conscious.
5. Positive publicity for your borough
1. Works with council budgets by having lowest cost of ownership of alternatives.

How?

• Least treatment cycles per year of alternatives
• Sterilises seeds and spores leading to net reduction in weed regrowth
• All weather solution
• Suitable for all surfaces
• Vegetation control and street sanitisation – costs spread across departments
How Foamstream can solve your challenges

2. No license or training requirements

Why?
• No certification or on-going specialist training by operators is required
• Cleared for use as an organic, non-toxic and safe product by accreditation bodies across the world including OF&G, UK Soil Association
How Foamstream can solve your challenges

3. Easy and safe for operators to use

- Instantaneous results so operators can see where they have treated
- Simple to use and full bank of training resources
- Ergonomic lance design
- Reduces health and safety risks of manual other methods
- No safety clothing and kit needed unlike when using chemicals

4. Uses existing infrastructure

- Uses existing infrastructure such as vehicles – no additional capital costs required.
How Foamstream can solve your challenges

5. Addresses concerns of all residents including those who are environmentally conscious.

- Safe for use around people, animals and delicate ecosystems including waterways.
- Positive impact on residents

“I was struck by the speed and efficiency of Foamstream. What is particularly pleasant is how clean the streets look and actually feel to be in. During treatment the streets are cleaned as well as weeded. My impression is that there is a freshening quality to Foamstream treatment.

We could say this is a holistic approach to community health.”

Victoria Conran – Resident - Bonnington Square, London
How Foamstream can solve your challenges

6. Positive publicity for your borough

Gives you the opportunity to publicise your borough in a positive way. Helps support environmentally friendly credentials and promote safer, cleaner and greener green and urban spaces for your residents.
Weedingtech for as part of a contracting business – saving you time and money

– Contracted to carry our work in the London Boroughs
Mark Tavener, Contract Manager at G Burley need to find a safe, environmentally friendly and non-toxic solution for their client, Lewes District Council who approached them to look at an alternative to glyphosate to treat weeds and other vegetation.

“Over a period of six months we looked at and trialled Foamstream, hot water technology, electricity and thermal heat by means of flame. Having tested each one to its entirety the overall winner was the Foamstream technology. As it is totally harmless, it is safe for use around people, pets and wildlife and can be used effectively in inclement weather and is superb for Graffiti removal. As a business it has been extremely well received and has enforced our ‘green credentials ‘leading to numerous enquiries from other local authorities, schools and universities.”
Thank you