



SioGreen Inc.

Expansion



Marketing and Manufacturing

4501 107th Circle N

Ph: 888-270-8452

sales@siogreenusa.com

Clearwater, FL 33762

www.siogreenusa.com

Executive Summary

Our Mission

SioGreen Inc. has developed a unique, patented, energy efficient water heating technology. Our mission is to promote this technology and expand our presence in the U.S. and Global markets in support of Green Building Practices.

Company History

In 2008, Henry Mai began his mission of developing a better means of heating water for residential and commercial applications. In 2013, Mai formed SioGreen Inc., a Florida Corporation, to continue his efforts in developing his products. In 2014, he obtained a patent on his Quartz Infrared heating element for use in the SioGreen Quartz Infrared Electric Tankless Water Heaters.

Over the last 12 years, Mai has invested over \$700,000 on research & development, tested over 60 prototypes, and secured test certifications from MET, CSA, Water Regulations Advisory Scheme, and CE, as well as UL-499 Compliance.

SioGreen Inc has received its certification as an MBE, Minority Owned Business Enterprise.

Ownership and Management

The SioGreen Management Team consists of:

- Henry Mai, 70% Owner and President
- Van Le, 30% Owner and Vice President
- Anthony Mai, Vice President Sales and Marketing
- Andy Mai, Vice President Operations and Technical Services
- Lor Krueger, Business and Marketing Consultant

The Market

The Global Water Heater Market size was valued at over \$22 billion in 2019. The U.S. Market was valued at \$2.7 billion with sales of 9 million units. The projected CAGR for the U.S. market through 2025 is between 4.2% to 5.1% according to three market research organizations resulting in annual sales of approximately \$3.5 billion.

The Product

The patented SioGreen Quartz Infrared Electric Tankless Water Heater is the world's only water heating system that uses Far-Infrared energy as a radiant heat source in combination with the patented carbon coated quartz tube heat exchanger. This combination produces an endless supply of hot water, on demand, with no mineral scale or corrosion. As a result, SioGreen units are Maintenance Free and can reduce water heating costs by up to 60% compared to tank water heaters.

Competition

Typical current water heating systems, whether gas or electric, tank or tankless, use some form of metallic heating elements or heat exchangers. These metal components come in direct contact with the water and heats the water through conduction. Mineral content in the water accumulates on the metal components in the form of scale that decreases the heating efficiency, requires costly regular maintenance, and ultimately leads to failure.

Historical Financial Results

Sales for the past 3 years are as follows:

- 2017 \$360,067.82
- 2018 \$452,293.33
- 2019 \$446,513.79
- 6 Months 2020 \$82,008.30 (Affected by COVID)

Specific Needs to Ensure Success

SioGreen Inc. is poised to expand their market share based on the existing successful installations worldwide. To achieve these goals, the company must hire an experienced General Manager and form a professional management team that can lead the company to the next level of market share within the industry.

SioGreen will relocate all manufacturing operations from China to the Tampa, FL area to ensure product availability and to capitalize on the Made in USA manufacturing trend. This will be primarily an assembly operation with the supply chain sources transferred from foreign sources to U.S. suppliers.

Capital Required

Expanded Operations and Manufacturing: \$1.5 Million