



Investment Deck – Scale Up

Active Vibration Control for World Leading Performance and Sustainability



CALM®FLOOR – Active Mass Damper

A game-changing first in floor vibration control with no structural modification.

Transform a building's productivity, value and embodied carbon with CALMFLOOR's patented active mass damping solution.



Our customers' challenges

1. Building retrofit and change of use

Whatever the change and use, CALMFLOOR resolves vibrations meeting even standard lab response level sensitivity.

The result: Ultra-low cost, low-vibration, serviceable floors.

2. Existing buildings

CALMFLOOR resolves vibrations without structural intervention and its associated disruption, cost and carbon impact.

The result: high-performance, compliant, low-vibration buildings.

3. New Builds

CALMFLOOR achieves architectural ambitions on performance, sustainability, cost and carbon commitment.

The result: Stronger, leaner, low-vibration buildings and Net Zero targets reached.

CALMFLOOR – Active mass damper



Game-changing active mass damping (AMD) technology

- 1 Patented solution for floor vibration control
- 2 Cost effective
- 3 Easy to install – an industry first
- 4 Very low maintenance by design
- 5 'Try before you buy' – an industry first



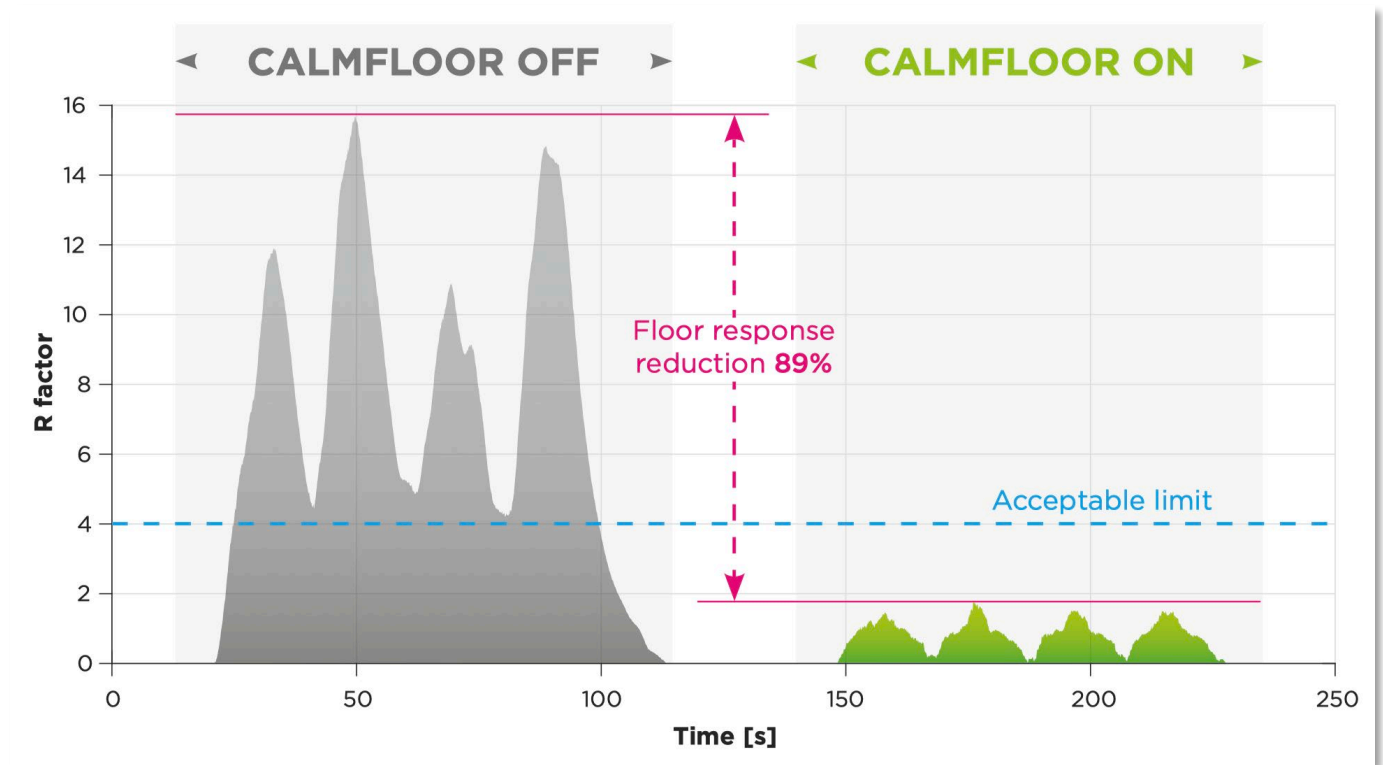
Proven performance

CALMFLOOR in an office building in the UK.

AMD reduced vibrations by 89%, instantly converting the floor performance from highly problematic to well within accepted limits.

Only technology that can deliver these kinds of reductions.

(specify response in vibration level)



An easy choice for architects and structural engineers

- 1 Proven link to productivity of occupants with low vibration
- 2 Owner and building operators have increased perceived value
- 3 Meeting the standards required for offices ($R = 4 - 8$), labs and controlled environments ($R = 1 - 2$)
- 4 Achieving architectural ambition of high performance, low carbon and larger unsupported spaces within building design

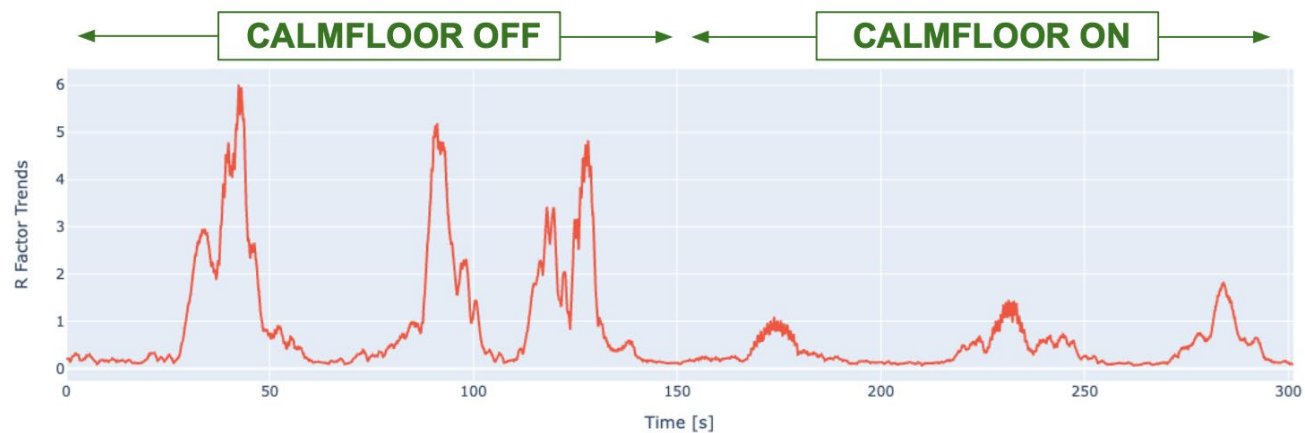


CALMFLOOR case studies

67kg CALMFLOOR
outperforms 1500kg passive
tuned mass dampers in
Geneva! ◀



Try before you buy!
Boston, USA, September 2022 ◀



Secure online portal system



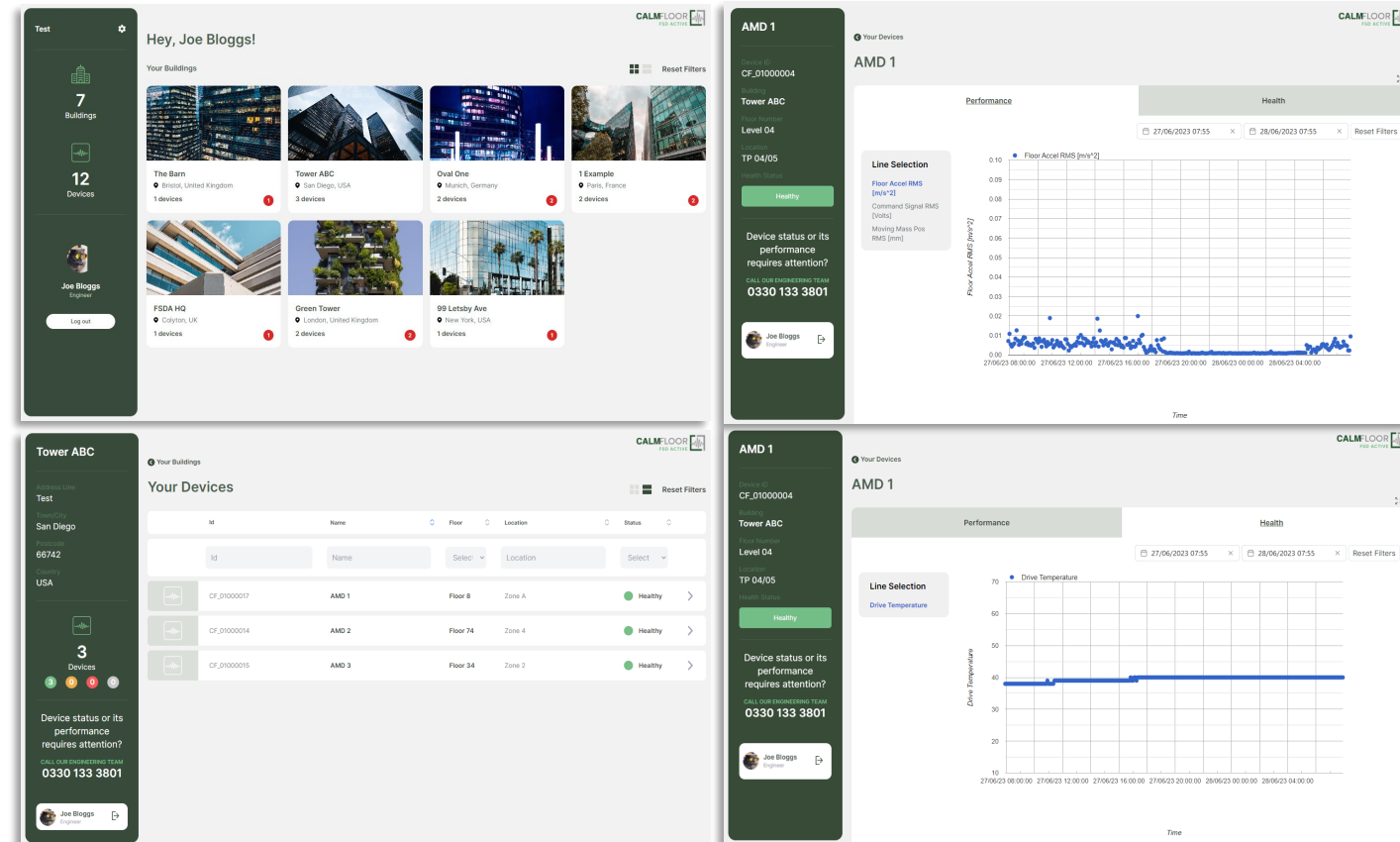
1 Provides customers with status and health of all installed units

2 Performance data of the CALMFLOOR unit and the floor itself

3 Secure login of CALMFLOOR units

4 All on one slide: portal, service agreement, SaaS, ARR, maintenance

5 (proof of quality through continuous measurement, monetisation of data)





A unique technology

Rival product

No competing AMD products.
Crucial to exploit first mover advantage.

- No structural intervention needed
- Cost advantage
- Speed of deployment advantage
- The only system allowing 'Try before you buy'

Less effective products from:

- Maurer Söhne (Germany)
- Gerb (Germany)
- Deicon (USA)
- Taylor Devices (USA)
- Multitech (France)
- Mageba (Switzerland)
- Resotec (UK)
- Thornton Tomasetti (USA/CAN)
- Motioneering (CAN/USA)



Tuned mass dampers typically 20-40 times heavier than CALMFLOOR





RTM value proposition

The market and progress



60 years pent-up demand for vibration control technology

£1.9m CALMFLOOR revenue already secured

20 years academic research behind active vibration control expertise

£2.5bn Existing technology market annually globally for retrofit and new build applications

2 years intensive development work behind CALMFLOOR

£2m Scale-up globally in 2024 - 2027

1 year proof of concept and commercialisation of CALMFLOOR

£850k Invoiced at the half year point

RTM - Partnering the biggest in the construction industry



Current collaborations from the top 20 in the world:

**Thornton
Tomasetti**



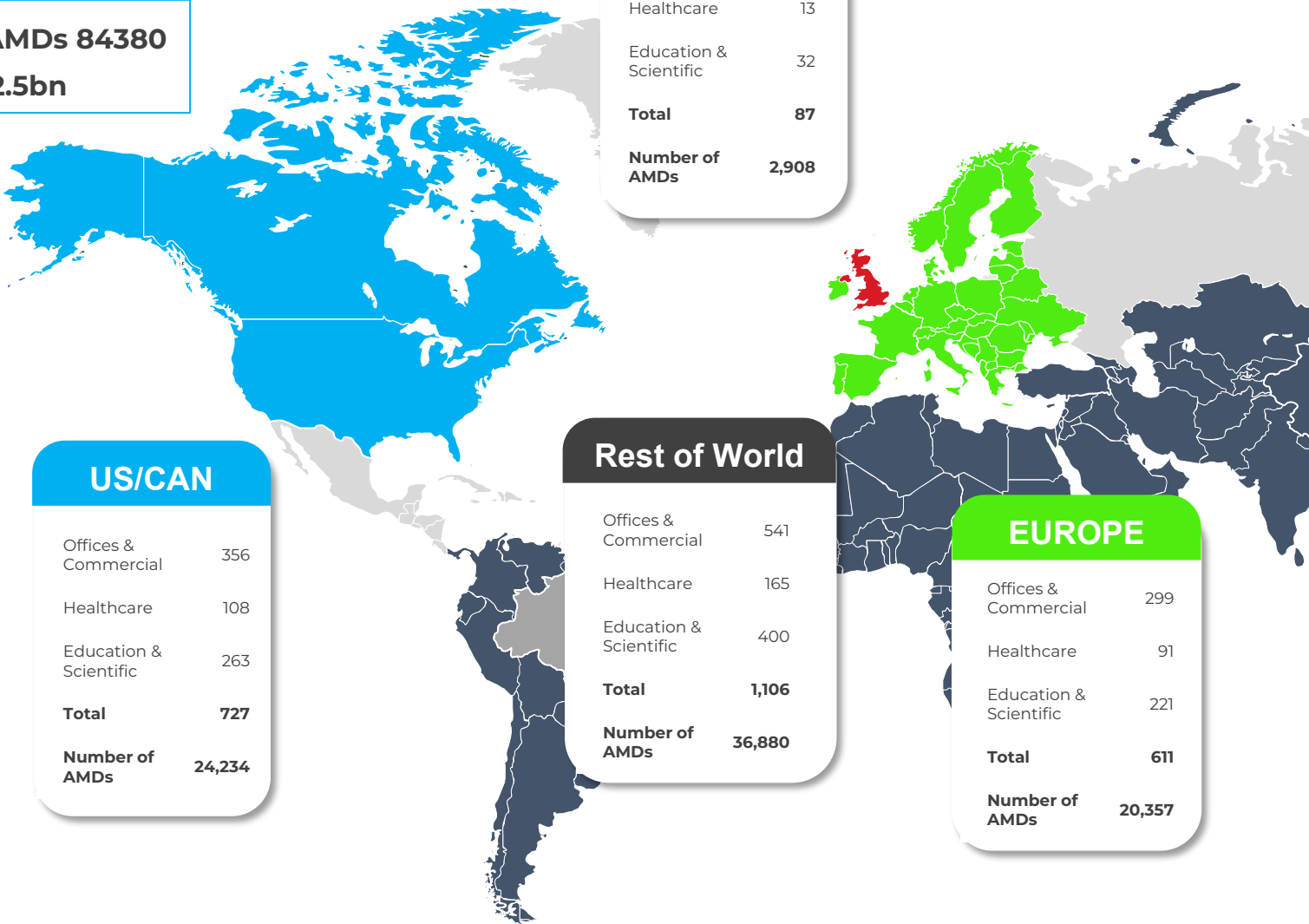
Market analysis

No of AMDs 84380
TAM £2.5bn

Growth profile:

- Initial growth in retrofit/refurb markets
- Long term grown in new build

Additional annual recurring revenue from monitoring and maintenance contracts



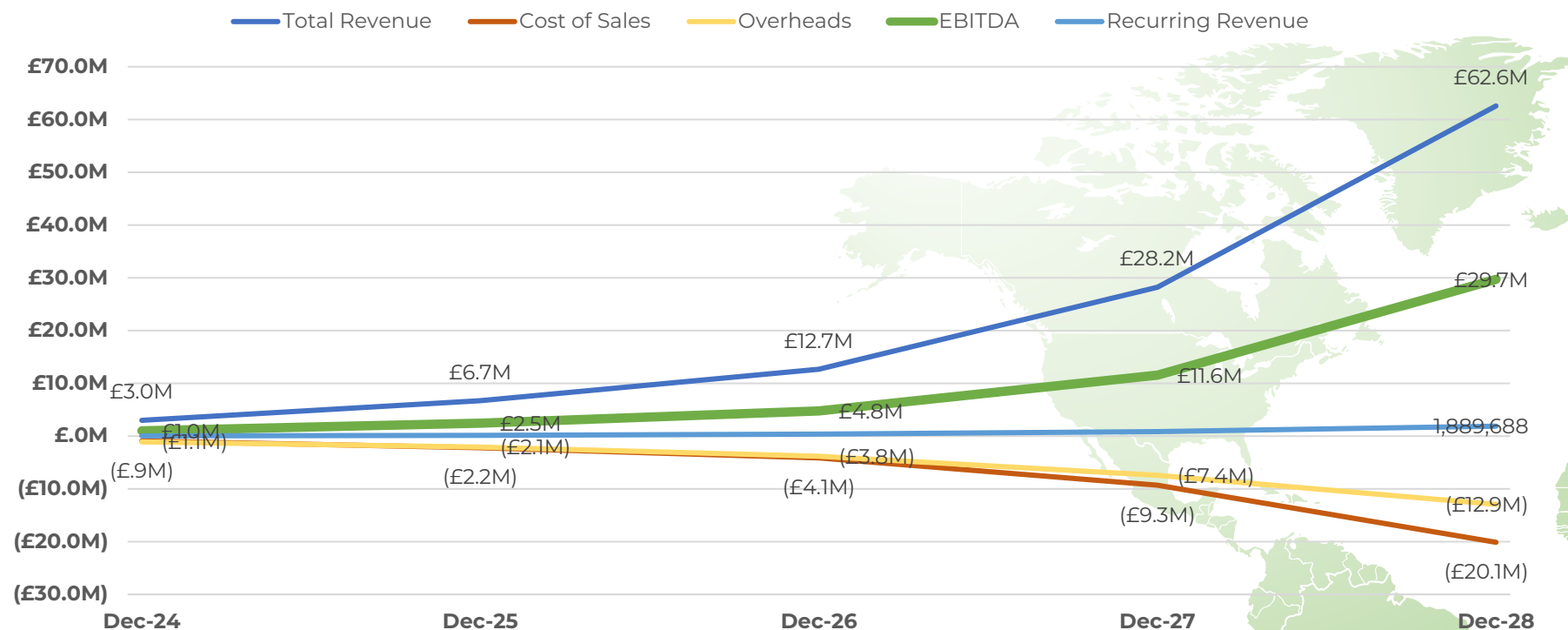
Primary source data

- Europe's buildings under the microscope. Buildings Performance Institute Europe 2011
- UN Environment and International Energy Agency (2017): Towards a zero-emission, efficient, and resilient buildings and construction sector. Global Status Report 2017.

Analysis based on estimated growth and renovations, a proportion of which uses AMDs for sustainable design or retrofit.

TAM – Active mass dampers (UK £m Hardware sales only)

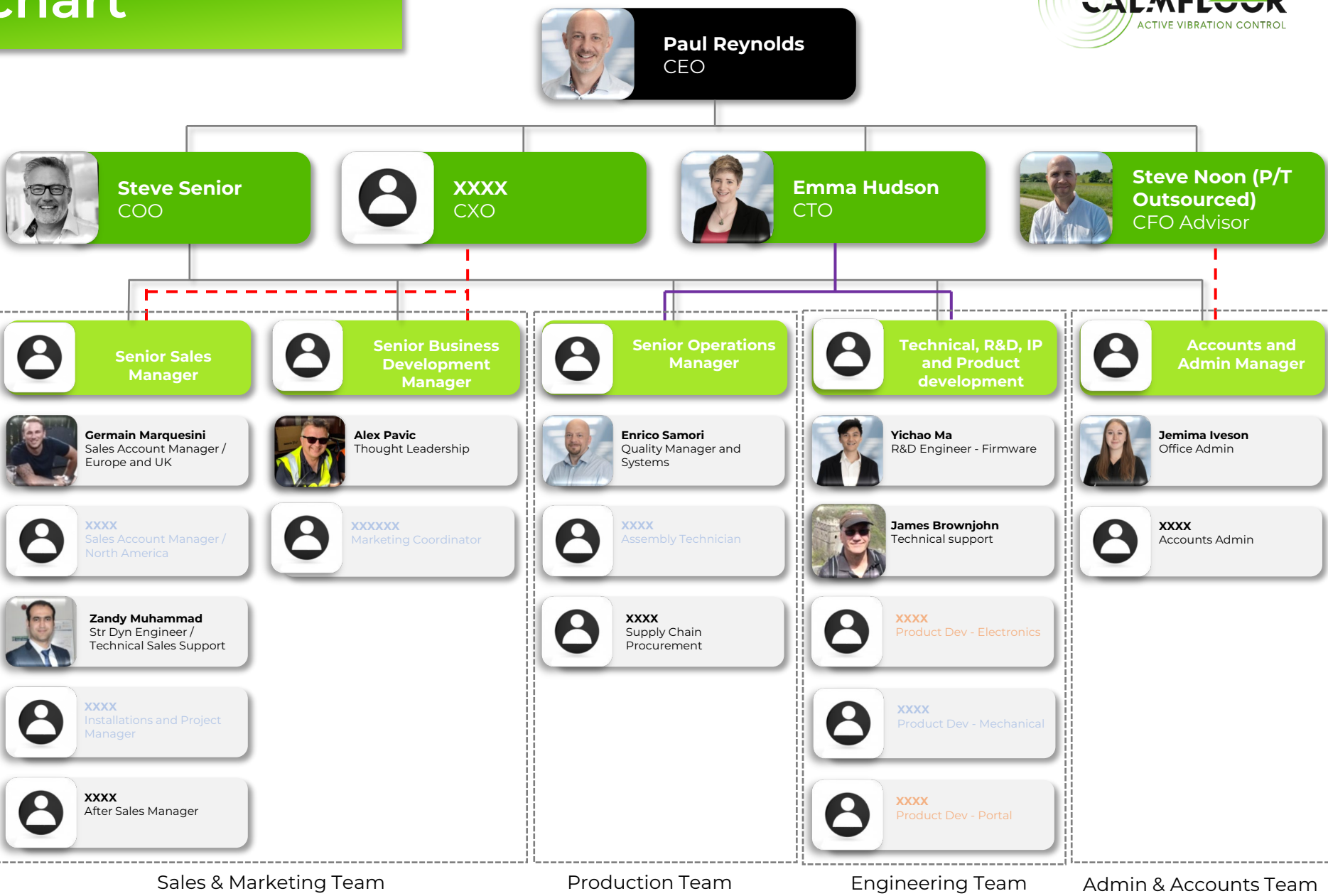
Sales, Cash and NP (£)



VALUE INFLECTION POINTS

- Speed to market is essential
- Joint ventures
- Renting of units
- £500k per month recurring revenue by October 2028.
£6,296,256 per annum
- £1m per month recurring revenue by July 29

Organisational chart



Non-Exec Board
Neil Kirk (Board Chair)
Tom Weller (NED)

Advisors required for 2024
Growth mindset
Supply chain
Investment

Key

- Future reporting line
- Current reporting line
- Current reporting line
- AAA 2024 hires
- AAA 2024 Outsourced

Intellectual property

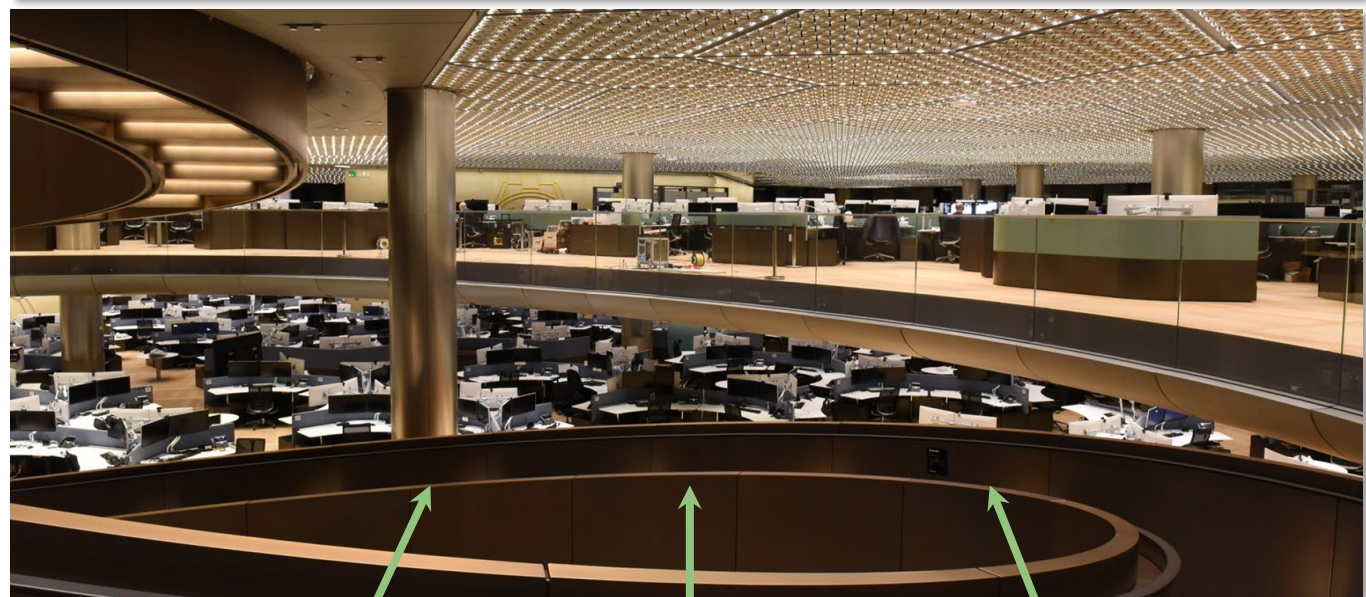


- Background IP assigned from University of Exeter and Full Scale Dynamics Ltd
- Previous hardware designs
- Control algorithms
- Royalties (to UoE only) 2% of gross revenue for 5 years, 1% for 3 years, zero thereafter
- [Registered trademark](#) CALM® in the UK and a range of international territories
- New IP protected by patent [GB2201847.7](#)

Region	Date of latest update	Status
Australia	6-Dec-23	Accepted
Canada	17-Oct-23	Accepted and filing fees paid
Europe	22-Nov-23	Deadline set at 27 March 2024 for response to PCT Examiner report ('written opinion')
UK	18-Sep-23	Granted on 06 Sep 2023
USA	14-Aug-23	National phase of PCT started (with amendments)
Hong Kong	22-Nov-23	Confirmed intention to apply with GB designation

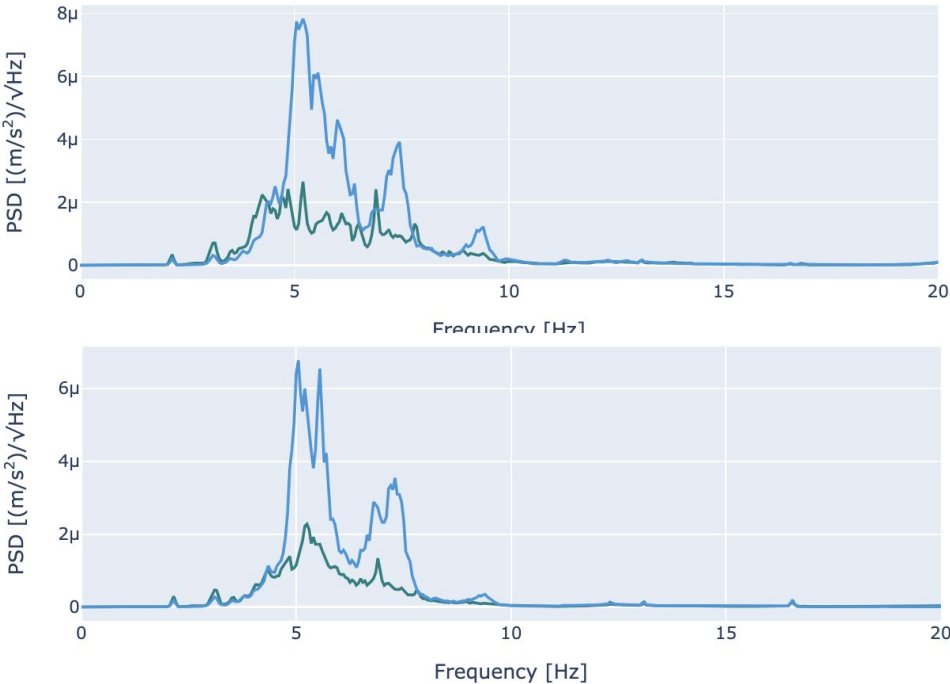
Highlighted Customer Installations

London – July 2022:



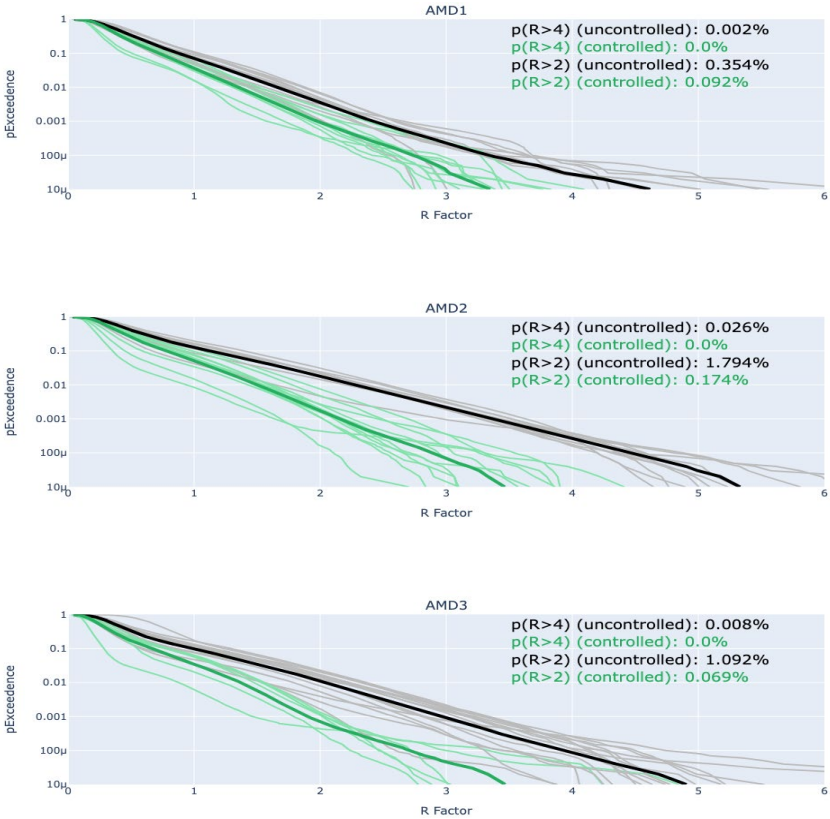
Highlighted Customer Installations

Leadenhall Building London –
August 2022:

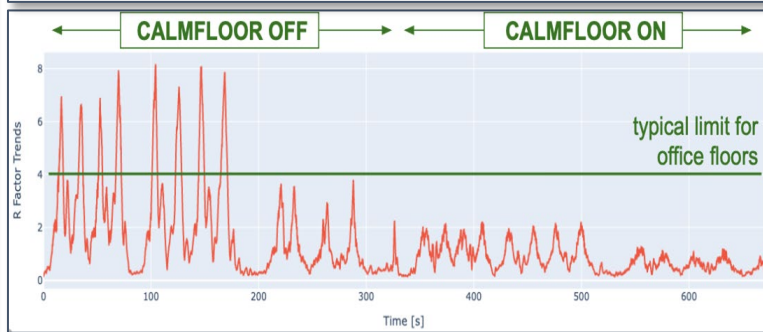
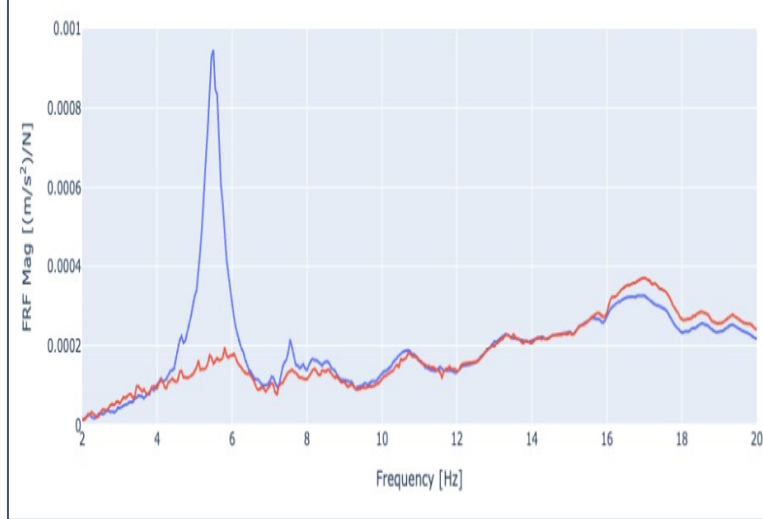


Highlighted Customer Installations

Geneva – February 2023:



Organisational chart



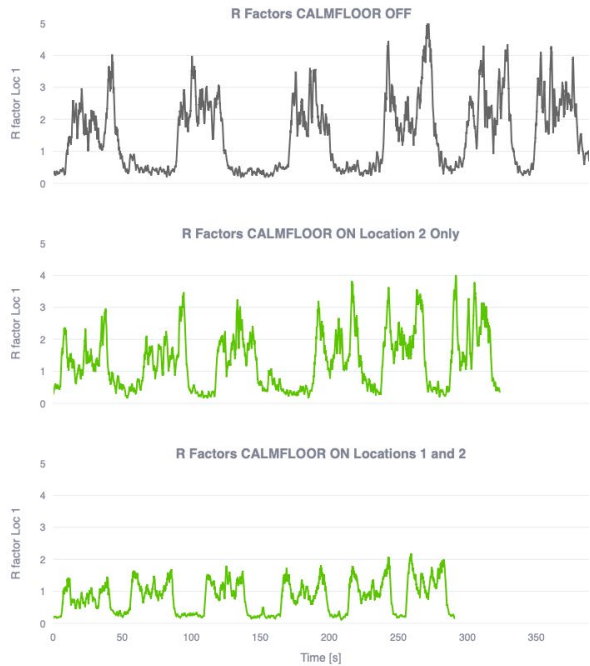
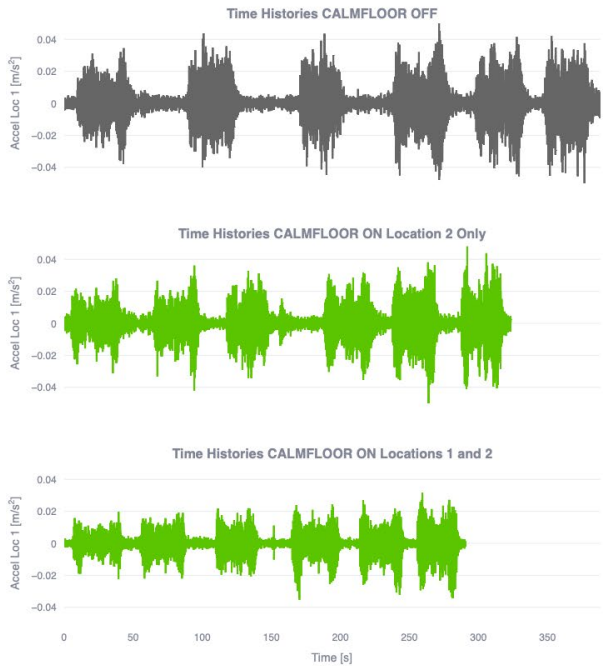
Demo
October
2022



Trial
March
2023

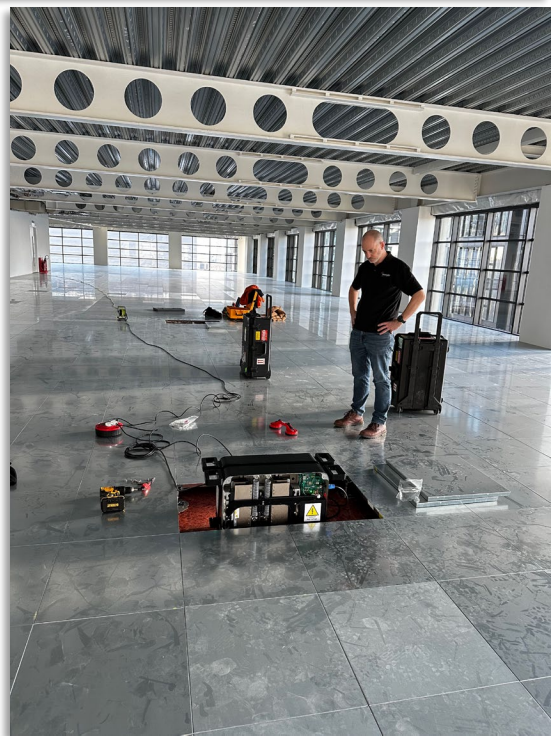


Canary Wharf – January 2024



Change of use (office to lab across multiple high rises and floors)
Client cannot find occupiers without achieving an R Value of 1-2
rather than the current 4-8 that is suitable for offices

[You Tube link - Demonstration](#)



CALMFLOOR



We seek investment to accelerate **SCALING UP** of CALMFLOOR

Our current focus is clear – scale and build our sales process and keep systems and structure in check

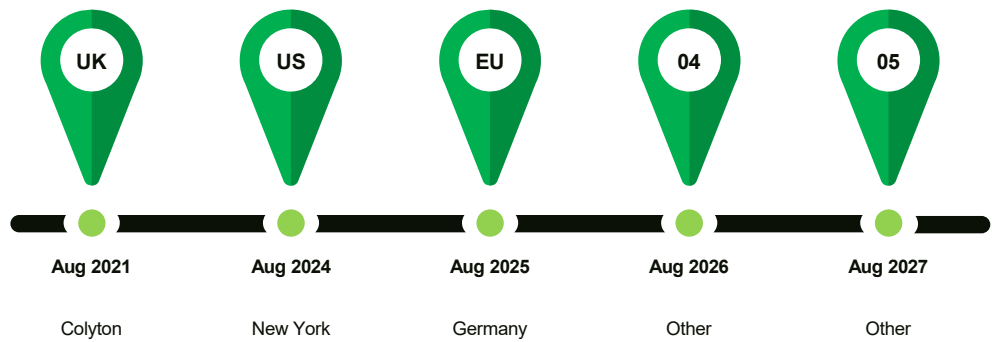
- PMV £15m

£2m raise Q3 2024 – Use of funds

- 1 **40%** Offices and assembly facilities to increase global coverage
- 2 **20%** R&D to make two new products that allow wider market penetration

Develop brand, case studies and exhibitions, with particular focus on sustainability case for CALMFLOOR

Offices - Worldwide



- 1 **20%** Marketing agencies North America and Europe
- 2 **20%** Sales teams to deliver larger audiences and the CPD program globally

Sales of £1.9m with very few leads – we know conversion rate is high. The aim is to touch more Architects and Structural Engineers globally

Assembly facilities



Dataroom



- 1 Management financial report
- 2 Float Cash runway
- 3 Investors deck
- 4 Full business plan



Active Vibration Control for World Leading Performance and Sustainability

www.calmfloor.com

Tel: +44 (0) 330 133 3801

Email: enquiries@calmfloor.com

Operating address:

FSD Active, 5a Colyton
Business Park, Wheelers Yard,
Colyton, EX24 6DT, UK

Registered address:

FSD Active, Unit 14 Greenway
Farm, Bath Road, Wick, Bristol,
Gloucestershire, BS30 5RL, UK