

THE WHIFFAWAY DIFFERENCE

Driving Sustainability, Efficiencies & Enhancing User Experience
Presentation February 2026



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Company Overview

Entity Established:

- ✓ Established In 1993 In the United Kingdom
- ✓ 2010 in UAE – VERTECO - First International Subsidiary
- ✓ 2011 in Australia & New Zealand
- ✓ 2015 Acquisition of Sanicus GmbH (Germany)
- ✓ 2018 Launch in USA
- ✓ 2020 WhiffAway Africa Pty

Core Categories:

- ✓ Waterless Urinal Technology, Biological Solutions, Closed Systems, Waste to Energy
- ✓ Smart Connected Solutions and Washrooms of Excellence

Number of Global Customers:

- ✓ In excess of 2,500 customers
- ✓ Distributing to over 50 Countries

Academic Partners:

- ✓ Cape Town University, University of Southampton and Heriot Watt University

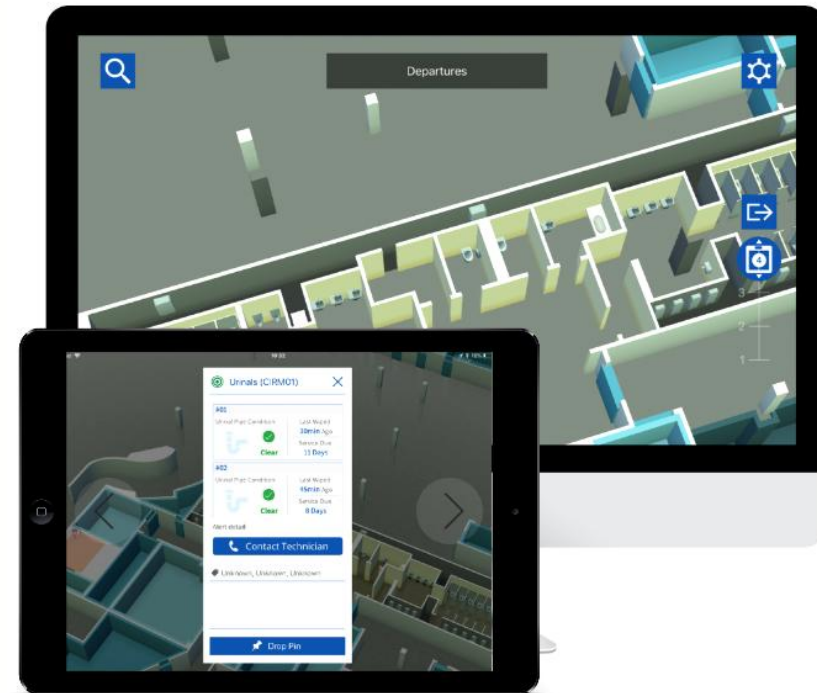
Strengths:

- ✓ Self Funded Operation
- ✓ In-House Development, Tooling & Manufacturing
- ✓ Worldwide Patented Technology
- ✓ Continues Product Development
- ✓ Turn-key Delivery – Plan, Implement, Maintain



Aims & Objectives

- ⊖ **Waterless/Hybrid Technology** – BioShield System, a Simple Solution to a common problem
- ⊖ **LooLights Cubicle Occupancy** – Features & Benefits
- ⊖ **Level Monitoring** – Demand-led Consumables Management
- ⊖ **Active Soap System** – Features & Benefits
- ⊖ **Active Blue System** – Features & Benefits
- ⊖ **Sanicus Hand Dryers** – Driving Sustainability & Enhancing Experience
- ⊖ **Smart Aroma** – Features & Benefits
- ⊖ **Smart Washrooms** – Aims & Objectives
- ⊖ **Smart Washrooms** – Sensor Applications
- ⊖ **Smart Success Measures** – What We Can Achieve
- ⊖ **Mood Metrics** – Feedback and Cleaning Check-in & monitoring
- ⊖ **Client Sample** - Tried and Tested/Testimonial
- ⊖ **Questions & Answers** – Project Images



WhiffAway BioShield System

Key Components:

1. Urinal Bowl
2. Replacement BioShield Cartridge
3. Replacement Valve
4. Adjustable Waste Housing

Customer Benefits:

- Saves Money, Water & Energy
- Retro-Fits/New Specification
- Eliminates Urinal Odours
- No More Flooding
- Reduces Blockages
- More Hygienic/Removes Plumes & L8 Risk
- Fully Recyclable
- Removes Need For Harmful Chemicals
- Cleaning Materials Supplied & Delivered

Typical ROI = Less than 12-18 months*

Estimated Annual Water Saving = 157m³*

Estimated Carbon Saving = 75.67 kgCO₂e*

Initial Installation - Description of Installation Works:

- Replacement Urinal Bowl (where applicable)
- Replacement of the Common Pipe work
- Installation of WhiffAway Installation Packs and Specialist Parts
- Initial Water Warrior Cartridge
- WhiffAway Cleaning Materials & Associated Training

CAPEX Price per urinal installed:

£98.00 (retro-fit)

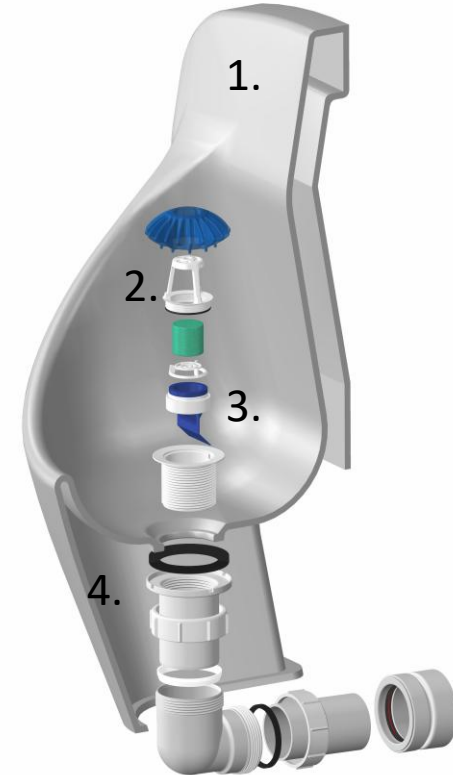
£210.00 (new bowl)

Planned Maintenance Service Visits - Description of PPM Works:

- Replacement of the Water-Warrior Cartridge
- System Inspection
- Flow Test
- Replacement valves on every 2nd PPM Visit
- Rodding of the Urinal Common Pipe Where Necessary
- 1 bottle of WWCleaner per urinal per annum / Sachets
- A Quarterly Washroom Audit

Standard OPEX Price per urinal per annum :

£160.00 (covering 4 x PPM visits)



[WhiffAway BioShield Video](#)

LooLights Overview

Loolights Occupancy Video

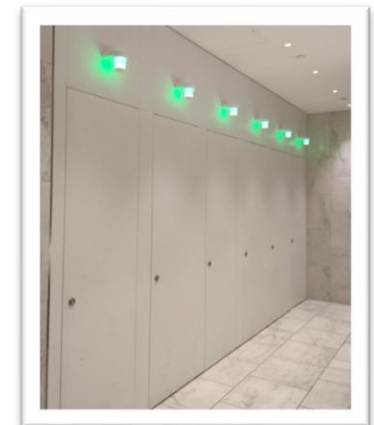
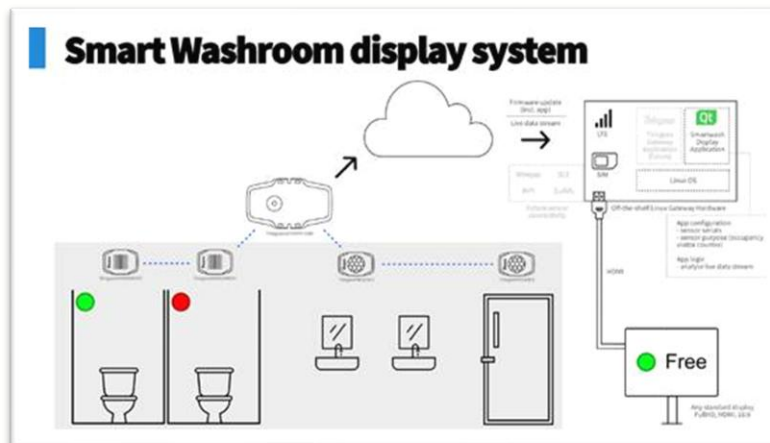
Asset Management – Asset profiling and alert driven cleaning patterns.

Cubicle Occupancy – Directs users on where to go in terms of cubicle occupancy.

Social Distancing – Manage capacity levels to help enforce social distancing within the washroom.

Enhance Washroom Experience – Speeds up people flow and provides information to users.

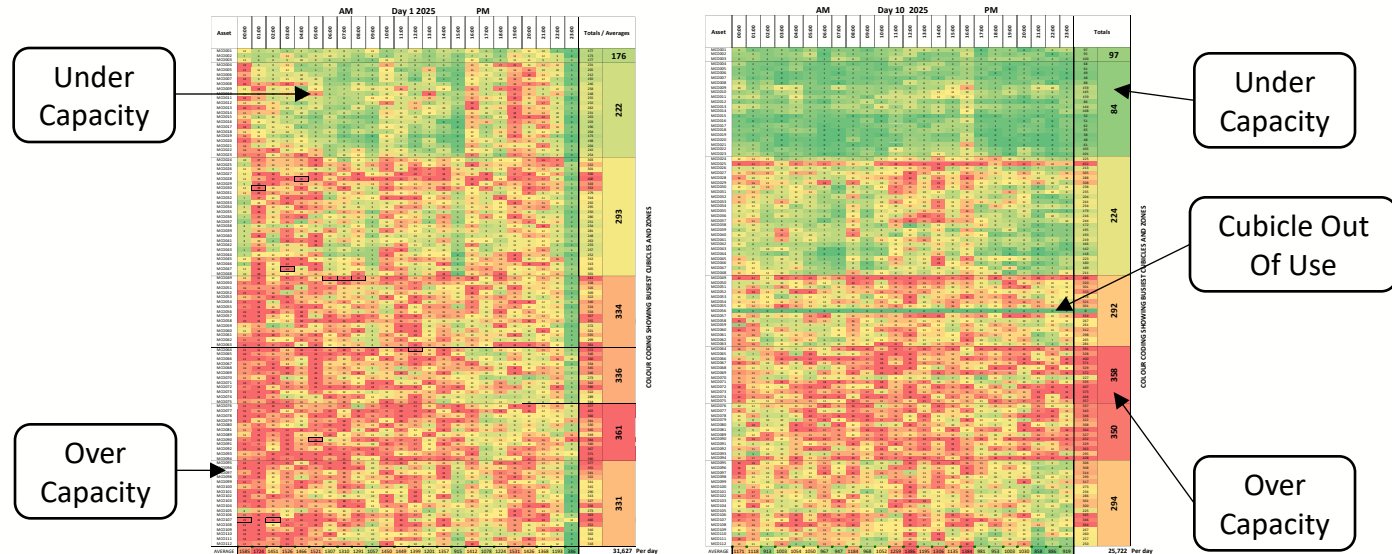
LooLights – Reduce congestion in high traffic environments.



Data Analytics

Holistic Overview

Two days in the life of a washroom with 105 cubicles heat mapped within a space, demonstrating: hot spots; dead zones; daily trends; overuse; failure; opportunity for Call to Action. This system allows you to set your own targets for dynamic cleaning and targeted maintenance, based on dwell time and usage over a timeline.



Inputs > Processes > Outputs

Data Analytics

Asset Profiling

- Pro-active response to end-of-life scenarios of assets

Support the Custodian

- Understanding usage scenarios allows for predictive cleaning

Calls to Action

- 30 minutes Light remaining red can highlight health risk
- Closing cubicle / turning light red when asset is out of order

Excess capacity

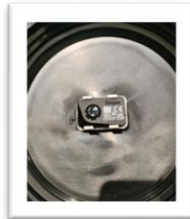
- Understanding your space leads to better future planning
- Utilising the space preventing dead areas
- Future planning with knowledge of space utilisation and asset lifecycles
- Create your own minimum capacity, closing off areas when underutilised
- This will give you minimum cleaning space and maximum quality

Asset	All LooLights																																Total																
	11/09/2025 12AM		11/09/2025 1AM		11/09/2025 2AM		11/09/2025 3AM		11/09/2025 4AM		11/09/2025 5AM		11/09/2025 6AM		11/09/2025 7AM		11/09/2025 8AM		11/09/2025 9AM		11/09/2025 10AM		11/09/2025 11AM		11/09/2025 12PM		11/09/2025 1PM		11/09/2025 2PM		11/09/2025 3PM			11/09/2025 4PM		11/09/2025 5PM		11/09/2025 6PM		11/09/2025 7PM		11/09/2025 8PM		11/09/2025 9PM		11/09/2025 10PM		11/09/2025 11PM	
FC01	18	9	0	12	0	4	6	20	12	6	4	36	24	18	22	14	10	6	22	39	0	2	8	26	318																								
FC02	10	18	0	3	0	2	18	22	20	8	6	34	38	24	44	22	4	4	28	38	2	8	10	24	387																								
FC03	24	21	0	21	0	6	12	16	16	2	2	46	40	30	32	18	20	8	38	60	0	8	10	34	464																								
FC04	0	0	0	0	0	2	26	36	8	10	12	2	44	30	30	36	14	6	48	40	2	10	16	38	410																								
FC05	26	14	0	9	0	8	6	20	22	8	6	38	24	18	40	28	14	4	20	24	2	6	8	44	389																								
FC06	6	6	0	12	0	4	14	14	21	0	3	32	16	12	22	10	8	2	24	18	6	10	18	251																									
FC07	14	9	0	6	2	8	12	16	2	8	32	20	10	24	22	4	2	24	30	0	8	6	12	38	307																								
FC08	0	0	0	0	2	4	12	8	2	2	28	2	16	20	3	12	22	4	4	8	4	8	28	187																									
FC09	0	0	0	0	6	0	4	6	4	6	26	10	2	14	6	3	0	10	12	2	2	6	20	139																									
FC10	0	0	0	0	4	2	8	10	4	4	28	8	8	8	6	6	0	12	12	2	2	6	28	158																									
FC11	12	6	0	2	2	4	4	8	6	2	4	30	6	6	16	8	6	0	18	2	4	8	22	184																									
FC12	12	0	0	4	3	0	2	2	4	3	0	16	3	0	6	10	3	0	6	6	2	2	2	8	94																								
Total	120	83	0	69	7	46	92	174	149	51	60	348	243	160	274	200	95	32	252	319	20	62	104	328	3,288																								
MC01	0	0	0	0	0	0	4	2	2	2	2	4	2	8	4	4	2	4	4	6	0	2	6	12	70																								
MC02	0	0	0	0	2	8	8	8	21	0	14	6	12	6	18	10	8	9	0	10	36	0	2	6	18	174																							
MC03	6	3	0	3	3	10	10	12	6	12	4	10	10	18	10	18	10	6	2	2	2	6	28	193																									
MC04	4	3	0	3	6	4	6	4	4	8	2	4	4	10	8	8	8	12	0	8	10	2	8	103	208																								
MC05	24	0	0	6	6	6	16	8	15	0	12	16	12	16	16	14	2	10	30	0	12	0	2	223	511																								
MC06	2	3	0	2	2	2	8	12	16	6	8	2	12	10	2	10	8	2	8	15	0	3	0	10	151																								
Total	36	9	0	14	2	30	46	58	32	64	4	54	46	56	56	54	48	10	48	126	0	23	20	78	911																								



Level Monitoring

- ✓ **Consumable Levels** – Captures consumable levels of Active Blue, Bins, Toilet Paper and Soap
- ✓ **Retro-Fit Behaviour** – Adapt to most existing dispensers and remain agnostic on consumables
- ✓ **Tailored Alerts** – A more dynamic and demand driven approach to replacing consumables
- ✓ **Track Patterns** – Track patterns to determine usage and underpin budgetary requirements
- ✓ **Data Visualisation** – Transparency and real time data insights, analytics and reporting



ActiveSoap System

Environmentally Friendly (IOT Enabled) Dosing Solutions

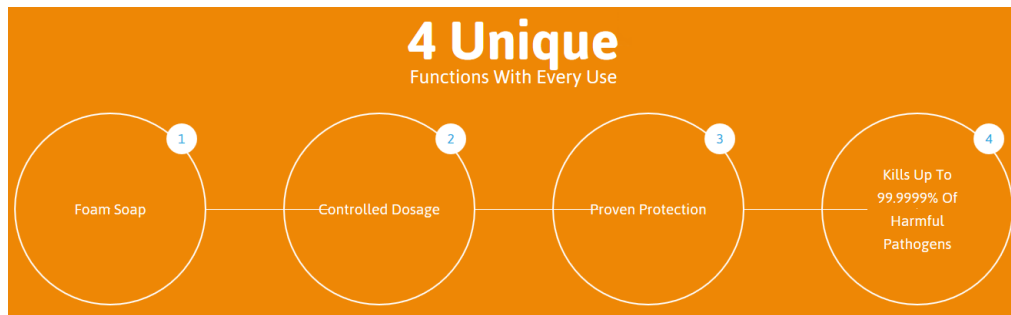
- ❖ **Active Soap** – The Active Soap Delivery system is both smart (IOT) and sensor operated, delivering a controlled dose of foam soap for a quality hand washing experience. WhiffAway recommends the use of its UKAS accredited soap delivering up to 99.9999% log reduction against most harmful bacteria.

ActiveSoap Core Benefits

- 16500 handwashes from 5L of soap
- Custom Dosage Levels
- Monitor Consumable Usage

Features

- Reduces Costs
- Proven protection on hands
- Fully Serviced Solution
- Centralised Consumable Containers



ActiveBlue Delivery Systems

Environmentally Friendly Solutions:

- ❖ **Active Blue** – Active Blue is a four pronged dosing system, delivered via peristaltic or venturi methods. The formulation, combined with accurate and economic dosing on every flush achieves a) **Blue Water** in the WC or Urinal b) **De Scaling** properties using friendly bacteria to help keep surfaces clean c) **Odour Neutraliser** keeping the cubicle fresh and d) **Foaming Action**. Case Study: Used throughout Heathrow Airport.



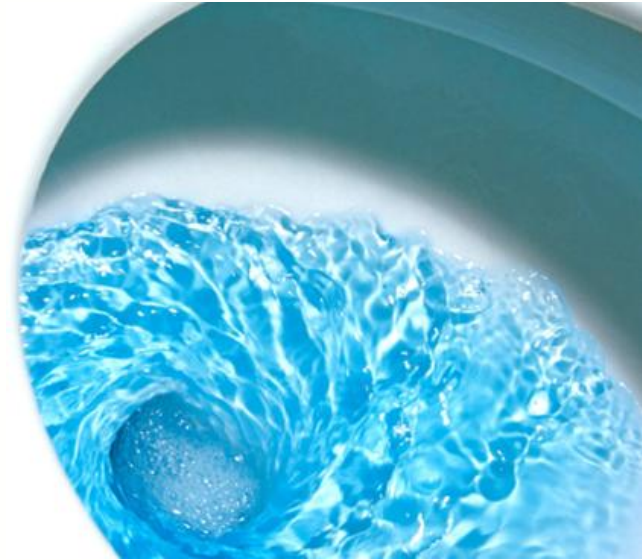
APPLICATIONS



WC



Urinals



Sanicus Hand Dryer Solutions

DRIVING SUSTAINABILITY & ENHANCING EXPERIENCE

Value Proposition:

Dual Offering – R1 and R4 Models, covering 'Hands In' and Hands Under' options

Energy Efficient – Energy efficient at 700w (R1) and 350w (R4) respectively

Drying Time – < 10 Second Drying Time

Cost Effective – Significantly more Cost Effective than competitive equivalents

Hygienic – Built in Ionization, heap filters, odour control and water collection

Durability – Brushless Motors, 5 Year Warranty and Fully Supported

Smart Enabled – Ability to Monitor System Data in Realtime



Did you know you're being led by the nose?

The sense of smell belongs more to the world of feelings and emotions than to the world of mind and intellect

It takes just **two seconds** for an aroma to enter the nose and travel to an area of the brain that governs memory and emotions

And then imagine.....

Creating an emotional subliminal link with every visitor through their sense of smell



Smart Aroma Systems

Scenting Spaces & Enhancing User Experience

Value Proposition:

Inspiration – Create a range of scents that stimulate our senses, support airline providers and enhance user experience in the washroom and open spaces.

Fragrance Library – A range of over 85 different fragrances.

Signature Scents – English Tea, Scents Of Britain, Christmas Scent and many more.

Delivery Systems - Delivery Systems for wall mounted and concealed application.

Smart Enabled – Programmable and scent applied on demand.

Customer Led – A turnkey solution tailored to a high footfall environment.

Duty of Care – Compliant solutions, fully supported by onsite skilled technicians.



Smart Aroma Systems

Disruptive Technology & Superior Performance

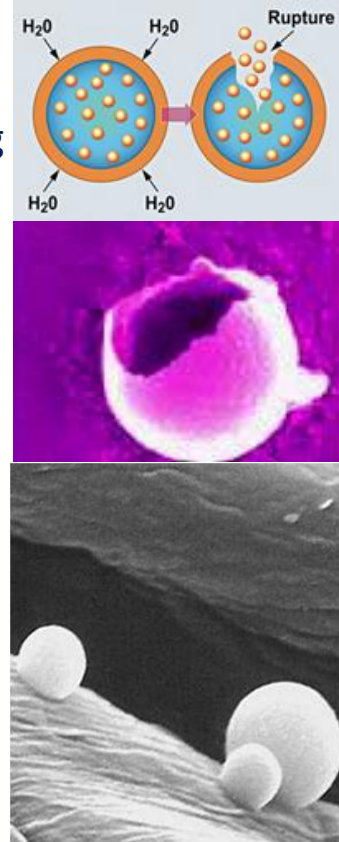
Proud History – A proud 30 year history of pioneering microencapsulation, developing delivery systems and carrier technology.

Quality Fragrances – High quality fragrances produced by premier fragrance houses.

Microencapsulation – Patented 'ActiCap' Carrier technology to deliver longer lasting fragrance on demand.

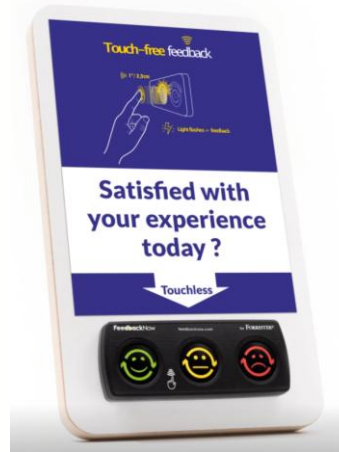
Malodour Control – Proprietary malodour control to tackle root cause of odours without masking them.

Connected Solutions – A broad range of connected solutions to deliver superior performance.



Smart Washrooms - Aims & Objectives

- ✓ Drive Efficiencies
- ✓ Identify Cost Savings
- ✓ Manage Assets
- ✓ Improve Operational Performance
- ✓ Be More Environmental
- ✓ Enhance User Experience



SMART WASHROOM APPLICATIONS

OPERATIONAL

Water, Energy Resource Consumption

Temperature & Leaks

Monitor Consumable Levels

Footfall Levels

Asset Usage Profiles

Cleaning Patterns

CUSTOMER FACING

Cubicle Occupancy/Lighting

Digital Signage

Customer Satisfaction Levels/Real Time
Touch-Free Feedback

Air Quality

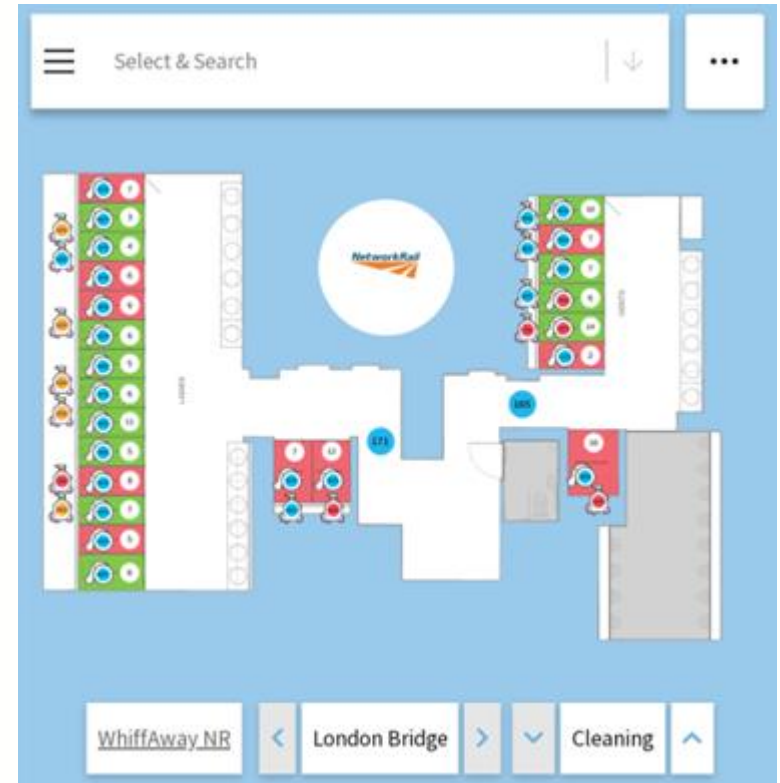


[WhiffAway Smart Washrooms](#)



SUCCESS MEASURES

- ✓ Identify Patterns
- ✓ Better Allocate Resources
- ✓ Less Reactive Callouts
- ✓ Smarter Maintenance
- ✓ Scalability
- ✓ Enhance User Perception



Mood Metrics

Customer Feedback / Cleaner Check In Tablet

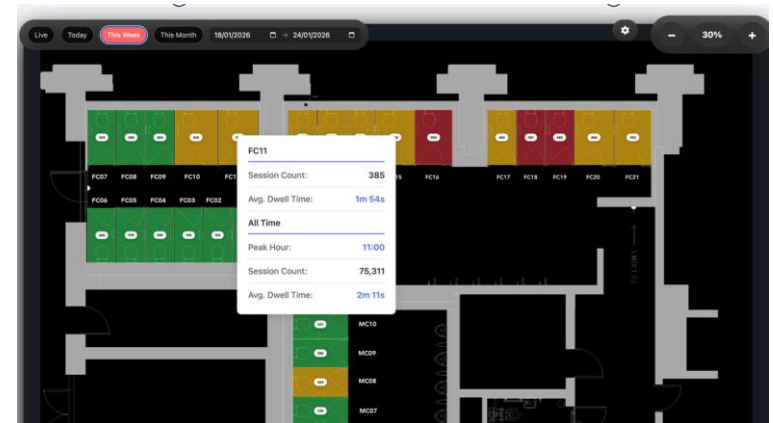
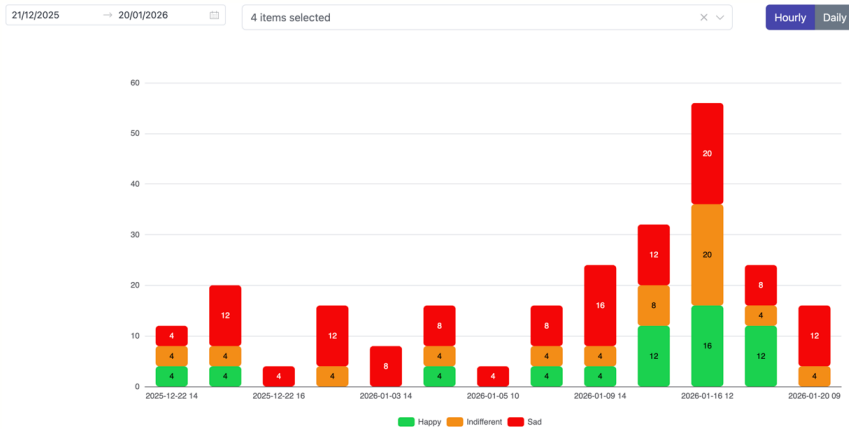
User Interface



Measure – Manage – Save

Mood Metrics

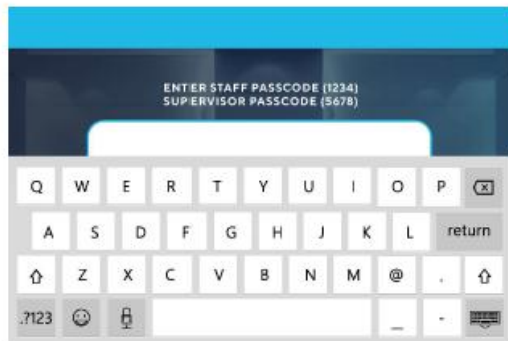
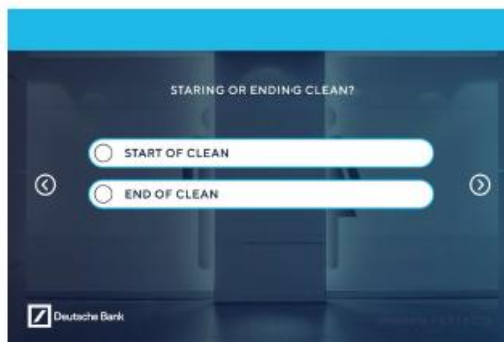
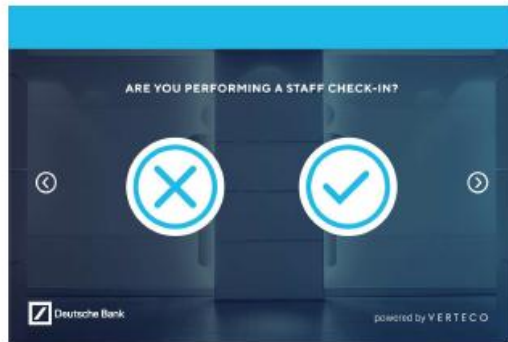
Customer Feedback / Data Insights



Measure – Manage – Save

Mood Metrics

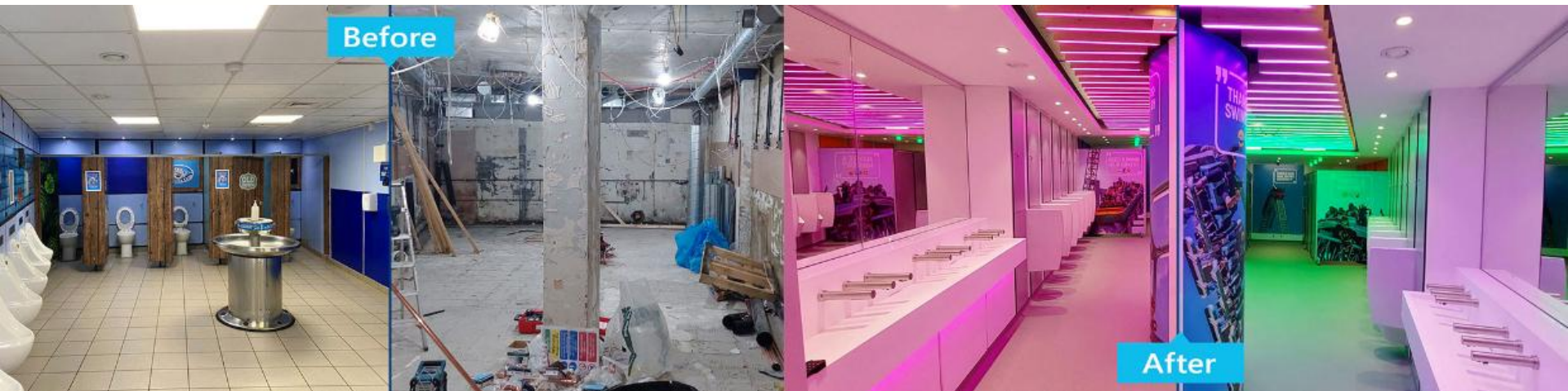
Cleaner + Supervisor Check In



Measure – Manage – Save

Washrooms Of Excellence

- ✓ Transform Spaces
- ✓ Drive Efficiencies
- ✓ Identify Cost Savings
- ✓ Better Manage Assets
- ✓ Improve Operational Performance
- ✓ Be More Environmental
- ✓ Enhance Washroom Experience



QUESTIONS & ANSWERS

