

# OXWASH

Clinically Clean. Space Age Laundry



# LAUNDRY'S DIRTY SECRETS

Current legacy laundry solutions are ineffective, geographically disparate and unsustainable with high error rates and low margins.



INEFFICIENT

LOW  
QUALITY

LOW MARGINS



CUSTOMER SATISFACTION  
LOW



CONGESTING

"LAUNDRY HAS THE MOST WIDESPREAD ENVIRONMENTAL IMPACT  
OF ANY SERVICE INDUSTRY"

WSJ MARCH 2019



# THE WASHING

SME's are underserved and are the fastest growing segment of the washing industry.  
Too big for consumer solutions and too small for enterprise solutions.

CONSUMER



SME's



ENTERPRISE



Present Service

£2.5B UK MARKET  
£42B GLOBAL MARKET

# OXWASH MODEL

Network of Localised End Users

High Margin/Unit Economics

Sustainable Processing

Reliable, Adaptive Automated Logistics





# OXWASH TECHNOLOGY eCARGO BIKES

85% more efficient than  
traditional road vehicles

## AMBIENT TEMPERATURE

20°C washing reduces carbon emitted  
by 45% and increases longevity of items by 3X

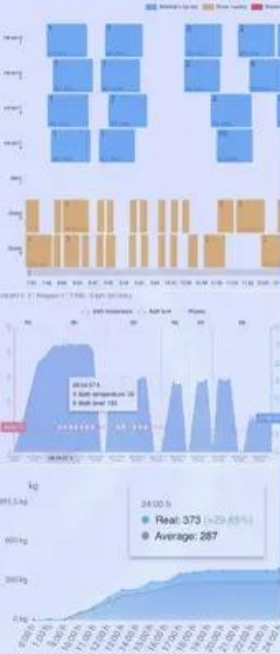
## OZONE

99% sterilisation of items at ambient temperature  
and oxidation of unused detergent in wastewater

## MICROFIBRE FILTRATION

Over 1 million polyester, cotton and polyamide

fibers filtered from effluent per wash  
involves fine air filter, protein in drying, pressure conditioner and microfiber  
filtration



## EFFICACY

*Successful collection/delivery rate: 99.8%*

## ACCURACY

*On-time (15 minute window) rate: 86.4%*

## EFFICIENCY

*Rider utilisation rate:  
78.2%*

## CAPACITY

*Currently averaging ~300 kg per day*

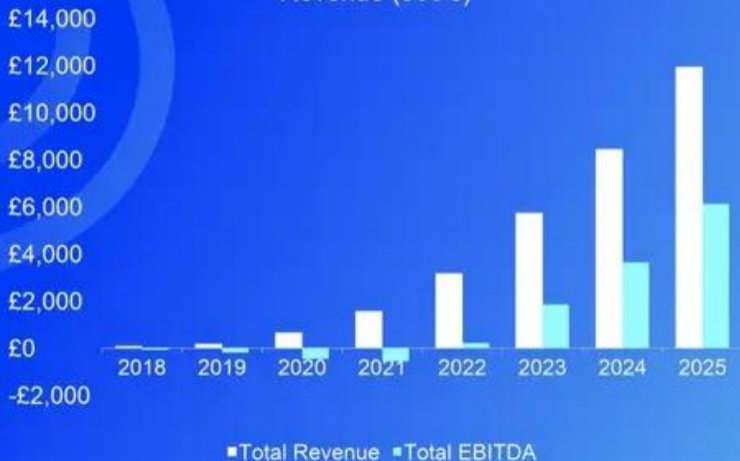
## NO. CUSTOMERS PER DAY

*Currently averaging ~40-50 customers per day*

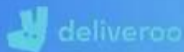


# FINANCIAL TRAJECTORY

Revenue (000's)



## KEY CUSTOMERS



UNIVERSITY OF  
OXFORD



# LEADERSHIP



Kyle C Grant

CEO

An ex-NASA scientist and PhD from Oxford University. Kyle is passionate about modernising the laundry industry



Thomas de Wilton

COO

Oxford Engineer with half a decade of modular assembly, operations and process experience



Aron Ping D'Souza

Chairman

Co-founder and private equity fund manager with experience managing \$10 billion of global assets

# KEY ADVISORS & INVESTORS



Benjamin Legg

Ex-Google COO, Ola UK CEO and VP Sales for Coca Cola.



Srin Madipalli

Airbnb Head of Product, ex-CEO Accomable, Oxford MBA



Daniel Channer

Ex-managing director of Finders Keepers, director of Countrywide and fellow at WPP.



# OXWASH

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