



Strategic Reacquisition of Alabama Franchise

Water Intelligence plc (AIM: WATR.L) (“Water Intelligence” or “Group”), a leading multinational provider of end-to-end preventive maintenance solutions for water management from wireless monitoring to leak detection and repair to aftercare is pleased to announce the strategic reacquisition of its fast growing franchise in southern Alabama within the Group’s core American Leak Detection (“ALD”) subsidiary. Alabama is benefitting from US demographic changes and outpacing national growth. The transaction is expected to be immediately accretive.

Key terms of the Acquisition; Strategic Rationale

The purchase price for the franchise is \$4.7 million in cash with \$2.5 million at completion and the remaining payments spread through 2029. The purchase price is based on trailing twelve-month performance of \$2.15 million in revenue and \$815,000 in adjusted EBITDA. As part of the transaction, the owner Ryan Speir will be joining the management team as Vice President for the Southeast U.S. Mr. Speir will receive stock options priced at 10% above the market price at completion as incentive to accelerate organic growth of corporate and franchise locations throughout the Southeast.

Will Knell, CEO of American Leak Detection stated: “Our entire leadership team is excited to have Ryan join as an integral part. He has built a strong growth business already and has helped various franchise and corporate locations grow through his leadership in providing a range of repair solutions and aftercare beyond our core minimally-invasive leak detection services. Moreover, Ryan will also provide strong leadership in advancing our growth trajectory by rolling-out wireless monitoring linked to our service footprint.

Ryan Speir, added: “I am excited to work with Will. Over the years, I have tried to leverage lessons from his growth of Dallas to build my own franchise business. Now he and I can really energize the Franchise System and corporate locations.”

Executive Chairman, Dr. Patrick DeSouza commented: “Our management team is strengthened and in a better position to expand rapidly upon our various paid pilots with national customers to provide wireless monitoring connected to our services platform. As set out in our interim results, we look forward to scaling up our preventive maintenance offering during Q4 to drive organic growth. We will continue to supplement such new sources of growth through franchise acquisitions that bring further revenue and profit growth from our range of core offerings.”

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