

# EII Investment Opportunity 2022



## Overview

UV Medico Ireland Limited are the exclusive distributors for UV Medico's human-safe Far UV-C light disinfection products across the Island of Ireland and UK markets.

UV light has been effectively used in infection control for over 100 years. What is unique about UV Medico's Far UV-C products is that they are completely safe to use in occupied spaces- they are human and animal safe and will not cause damage to skin or eyes. This is all possible thanks to a patented technology developed by Japanese company 'USHIO'. USHIO's technology is called Care222 and this is what is used within UV Medico products.



Care222 is a new and one-of-a-kind disinfecting light technology which is endorsed by the World Health Organisation. It inactivates bacteria and viruses in the same manner as conventional ultraviolet sanitisers but can be used while people are present. Care222 is not a stand-alone disinfecting system but is a key component in the very latest UV light disinfecting systems available.

UV Medico, headquartered in Denmark are a team of business entrepreneurs, lighting technologists and scientific experts who gathered this technology in a small, compact, and low-maintenance Far UV-C lamp with a lifetime of 17 500+ hours. When turned on in intervals, this lifetime is extended and the lamp can be used for years. The products are effective, safe, and affordable, with a performance comparable to 35 air changes per hour.

The lamp inactivates up to 99.9% of viruses including SARS-CoV-2 and other pathogens in a few minutes without harming human skin or eyes.

Extensive research and development into the efficacy and safety of the UV Medico Far UV-C lamp was carried out by with support from Aarhus University, Columbia University and University of Boulder Colorado alongside some of Denmark's largest hospitals- Aarhus University Hospital, National Hospital Denmark and Kolding Hospital.

UV Medico's Far UV-C products have been adopted for use across several application areas including medical, pharmaceutical, transport, business settings, food processing, agricultural, sports & entertainment as well as educational institutions.

Distributed across the World, UV Medico have distributors across Europe, Australia, the USA and Africa. UV Medico Ireland Limited have spent the last 18 months researching the opportunity for the UK and Irish markets. They have identified specific niches that they believe represent significant near-term opportunities, as well as key industry experts and personnel that will be engaged once the EIS funding is in place. Funds are being raised to facilitate further expansion in the Irish market and entry into the UK market – funds will be used for product promotion, marketing, direct sales, reseller engagement, working capital and future development in the sector.

## The Opportunity

UV Medico Ireland Limited are using products which are fully regulatory compliant, medically endorsed, technologically advanced and proven in infection control for both air and surfaces. Having

developed its products over many years the company is well placed to meet growing consumer demand and has a clear competitive advantage in the sector.

It is the proven track record of management in successfully promoting and scaling other enterprises, together with the unique competitive advantage in the endorsed products that provide both opportunity and comfort to investors.

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Initial funding is in the amount of €1.5 million through EII (Enterprise Investment Incentive). EII offers investors the last significant tax break for investors in Ireland, relief of 40% can be obtained in year 1 based on company self-certification. Taking a tax break of 40% alone, provides the investor with a 67% return over 4 years. The tax break can be used against 'all income', including funds from ARF's (Approved Retirement Funds) – investors are currently struggling to maintain the current real value in their funds and EII provides them with a welcome opportunity.

## Market Overview

The global UV disinfection equipment market is projected to grow from a 2019 level of \$1.3 billion to \$5.7 billion in 2027 – this represents a compound annual growth rate of 17.1% per annum. Given the above, quite conservative, growth estimate – UV Medico Ireland Limited through their proven management team and unique technology solution are superbly positioned to serve this high growth market segment.

It is through the service of this segment that a unique investment opportunity exists for EII Investors.

## Financial Projections

Projected Profit & Loss Accounts and Cash-flow Forecasts have been prepared for the 5 years ended 31st December 2027 for both the Irish Market and the UK Market. These forecasts have been prudently prepared, costs have been stressed upwards and revenues downward – the promoters are reasonably confident that net profit as projected will be exceeded.

### Income & Expenditure

	Total 2023(€)	Total 2024(€)	Total 2025(€)	Total 2026(€)	Total 2027(€)	Overall Total
Turnover	963,351	7,149,066	9,637,530	12,375,514	16,019,463	46,144,924
Cost of Sales	627,350	4,175,750	5,503,200	6,962,700	8,905,920	26,174,920
Gross Profit	336,001	2,973,316	4,134,330	5,412,814	7,113,543	19,970,004
Net Profit/(Loss) (before tax)	(1,075,802)	284,074	1,072,591	2,078,720	3,654,928	6,014,512

### Cashflow Position

	2023(€)	2024(€)	2025(€)	2026(€)	2027(€)	Overall Total
Total Net Cashflow (before investments)	(1,143,442)	134,431	1,084,956	1,998,715	3,572,738	5,647,399

# Application Areas

## Healthcare

Since the COVID-19 pandemic, increasing attention is being paid to vulnerable patients in hospitals and clinics. Infection controls in healthcare environments rely on the use of protective equipment and personal hygiene which are both dependant on human behaviour.

Far UV-C light has been identified as an efficient method to decrease the microbial burden on closed spaces and is suitable to operate in the presence of people. This makes Far UV-C light an apt solution for waiting rooms, operating rooms, patient rooms and dental surgeries.

UV Medico have also developed the 'UV222 Vehicle' product which is suitable for use in ambulance cabins to reduce bacteria and viruses.



## Transport

The pandemic has had a devastating impact on airports, train station and other transport stations. The sector is studying solutions to mitigate the risk of infection and increase confidence among passengers. The use of germicidal Far UV-light is emerging due to its efficacy to kill bacteria and suitability to be used in occupied spaces.

UV Medico's 'UV222 Vehicle' product can be installed in several transport vehicles including buses and shuttles to protect passengers.

## Business & Entertainment

Industries such as businesses with office workers, hospitality, entertainment, and sports were heavily affected by the COVID-19 pandemic and are now recovering slowly. Most of the infection countermeasures are based on human behaviour, such as the use of facial masks or keeping social distances. The implementation of these types of measures is particularly challenging in venues where the traffic of people is dense, and space is limited.

UV Medico's UV222 disinfection lamps can be used to protect employees, customers, and spectators in these industries where

## Food Industry (Meat, Fruit, Vegetables)

UV light disinfection improves food safety, prolongs shelf-life, prevents food-borne illnesses and controls insects. It is also a good alternative to chemicals in the food industry since it does not generate any residues.

UV light disinfection can be used in several areas including production areas and packing areas and can yield benefits for meat processing, dairy, or fruit and vegetable industries.

## Farming & Animal Health

UV light disinfection provides many benefits to the swine, poultry, bovine, and equine industries. UV light disinfection has been successfully tested and proven to inactivate several animal viruses

and is safe for use in the presence of animals.

Biocontainment measures are common practices to avoid the spread of infections in farms, like the isolation of ill animals. UV222 Far UV-C lamps can be perfectly integrated in sanitation and containment procedures. The spread of infectious disease can also occur in veterinary hospitals and clinics. Pathogens can be transmitted among animals or from animal to humans. Studies have shown the benefit of supplementing manual disinfection with UV light.

### Cleanrooms (Pharmaceutical & Other)

UV-C light disinfection systems are installed in the pharmaceutical industry at several points throughout the production process. Some examples are water treatment, air and tool disinfection.

UV Medico has developed and adapted a solution for the pharmaceutical industry using UV222 technology: The UV Booth. The UV Booth can help maintain the established limits for microbial contamination by disinfecting gowned personnel right at the entrance of manufacturing areas.



## Conclusion

UV Medico Ireland Limited are confident that there is a significant growth opportunity in this sector in the coming years, as is evidenced by its financial projections. By securing funding, the company are confident that it will be ideally placed to take advantage of the inevitable growth that will occur in this rapidly expanding sector. A detailed Information Memorandum is available on request. Should you wish to avail of further information please contact [sales@uvmedico.ie](mailto:sales@uvmedico.ie)

## Future Developments

In addition, there is a clearly defined product runway in development in areas such as medical and surgical device applications. These will likely come to market in the next 2-4 years post approvals processes.



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