


## Computer software

AqMB Holdings ramping up water solutions software revenue ahead of potential trade sale from 2020 - MD

 **Proprietary Intelligence**

<p>Headline:</p>	<p>AqMB Holdings ramping up water solutions software revenue ahead of potential trade sale from 2020 - MD</p> <p> <b>Proprietary Intelligence</b></p>
<p>Main body :</p>	<p><b>AqMB Holdings</b>, a privately held Australian water solutions software company, is in the process of maximizing revenue with a view to a trade sale starting 2020, said Managing Director Darren Szczepanski.</p> <p>It is a New South Wales-registered company, with offices in Sydney, Brisbane and Jakarta, spun out of Avon, New York-based <b>Salt Water Solutions</b> to accelerate the release of additional features and commercialise the software and business. A 75% stake in the company is held by Szczepanski, along with co-founder and Technical Director Matthew Brannock, who holds the remaining 25%. Similar to many technology firms, a trade sale is a likely exit for the company's shareholders, the MD noted.</p> <p>AqMB Holdings, which has identified potential global buyers, expects to start attracting serious interest from 2020 on the back of revenue growth, Szczepanski said. In addition to Australia, potential buyers are likely to come from the US, Europe, especially the UK and France, and the Middle East, which are also key sales markets for the company, Szczepanski said.</p> <p>Prospective buyers for AqMB Holdings include engineering software companies, which could integrate its online process design software into their suites for bi-directional building information modelling (BIM), Szczepanski said. It could also attract global engineering consultants and engineering, procurement and construction companies (EPCs), which could leverage its 'Prophet' forecasting and optimization software product with their existing and new utility clients, he added.</p> <p>Global engineering software firms include <b>Autodesk</b> [NASDAQ:ADSK], Exton, Pennsylvania-based <b>Bentley Systems</b> and <b>Schneider</b> [EPA:SU], while consultants include <b>Jacobs Engineering</b> [NYSE:JEC].</p> <p>AqMB Holdings' revenue is forecast to reach some AUD 11.7m (USD 9m) by 2020, and the company expects to achieve a valuation of AUD 12.5m in the next 12 months, Szczepanski said.</p>

The company is currently formulating its sales strategy to boost revenue, which could include direct sales, partnerships or joint ventures. It is also looking to appoint directors in the US and Europe and might need offices on the ground, but no US states or countries have been identified and final decisions have yet to be made, he noted.

Queensland-based corporate advisory firm **Funding Strategies** is its local advisor, but the company is happy to hear from global advisors that can help with its sales plans and possibly to set up offshore offices, Szczepanski said.

AqMB Holdings has developed an online process design software platform for concept design, process modelling and predictive analytics, and is already selling three products that have been used to design or optimize more than 25 water treatment plants since 2014, Szczepanski said.

AqMB's (Aqueous Material Balance) technology, which is hosted in the cloud and delivered to customers via a SaaS model, is relevant to water treatment applications globally, Szczepanski said. There is believed to be no other similar software dedicated to the water treatment sector, he added.

Through process risk reduction, AqMB's technology has the potential to save some 10% of the annual average USD 180bn spent globally on building water treatment plants that is wasted on project upgrade and defect repair costs through errors and contingencies around plant performance, Szczepanski noted.

by Louise Weihart in Sydney

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**Target:** AqMB Holdings

*Financial advisor:* Funding Strategies

**Bidder:** Autodesk, Inc., Schneider Electric SA, Jacobs Engineering Group Inc, Bentley Systems, Incorporated

**Vendor:** Salt Water Solutions

Source : Proprietary Intelligence

Size : < 50m (USD)

Value : 10m USD (Ballpark valuation)

Stake Value :	N/A
Grade :	Confirmed
Alert :	Australian M&A Intelligence
Intelligence ID :	2615312



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