

Agenda

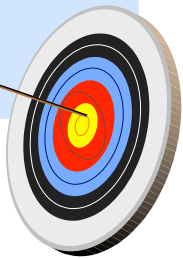
- **Objective of the document**

- Framing the problem
- Assessing the solution
- Action plan

Objective of the document

- Limited **access** to **water** and **sanitation**:
 - 1.1 bln people lack access to **clean water**
 - 2.5 bln people lack access to **safe sanitation**
- Inadequate **fund raising**:
 - **Public spending** in the sector typically represents less than 0.5% of the Country GDP
 - **Aid flows** are significant (about \$ 830mln/year), but not sufficient to meet the need (around \$ 3bln/year)

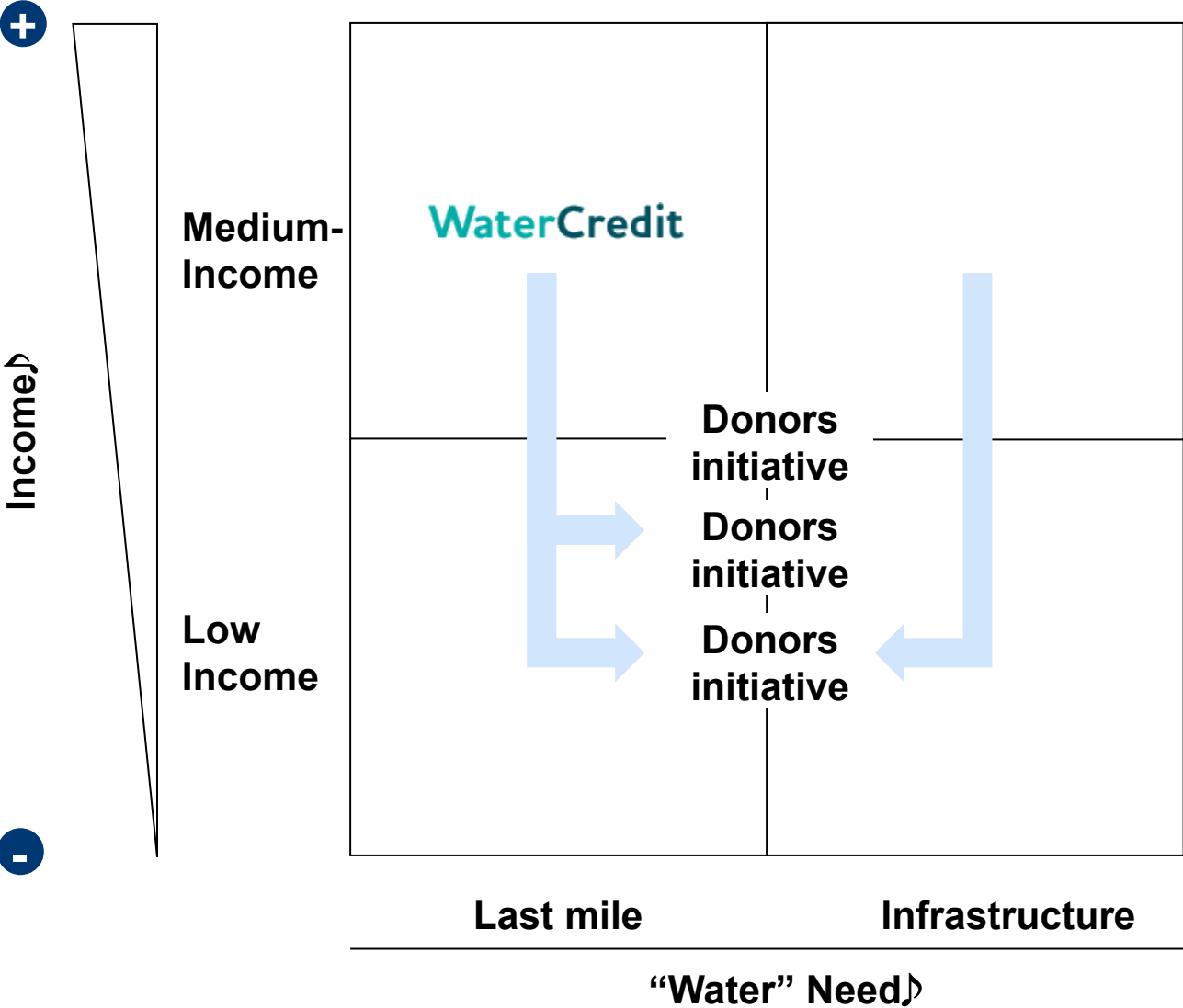
Providing water and sanitation services to the **Bottom of Pyramid**, reaching from today's potential of 10 million people to **100 million people in 5 years**



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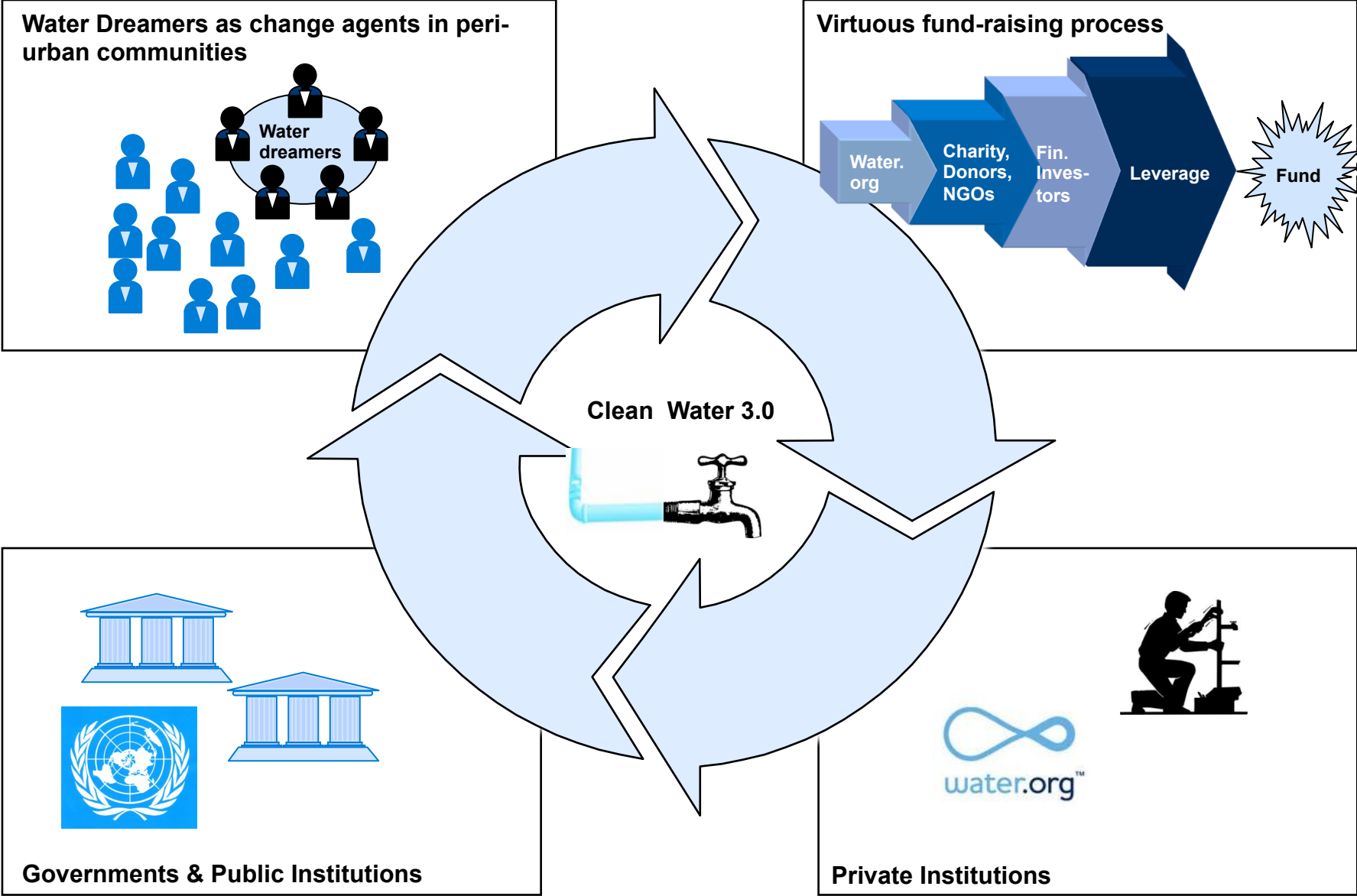
It is crucial to develop a specific solution that focuses on a clear need and segment



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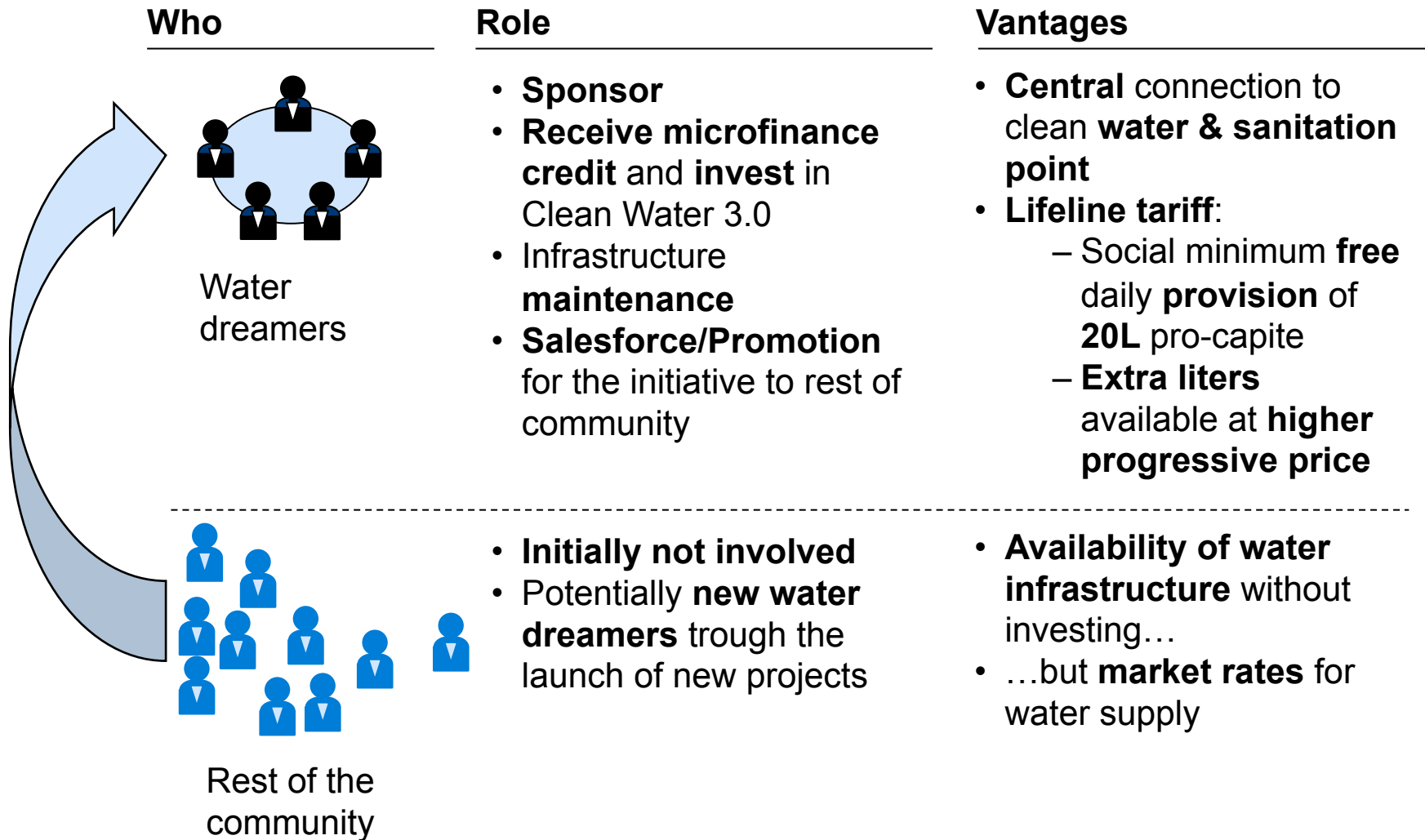
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An holistic approach involving key actors on a win-win basis



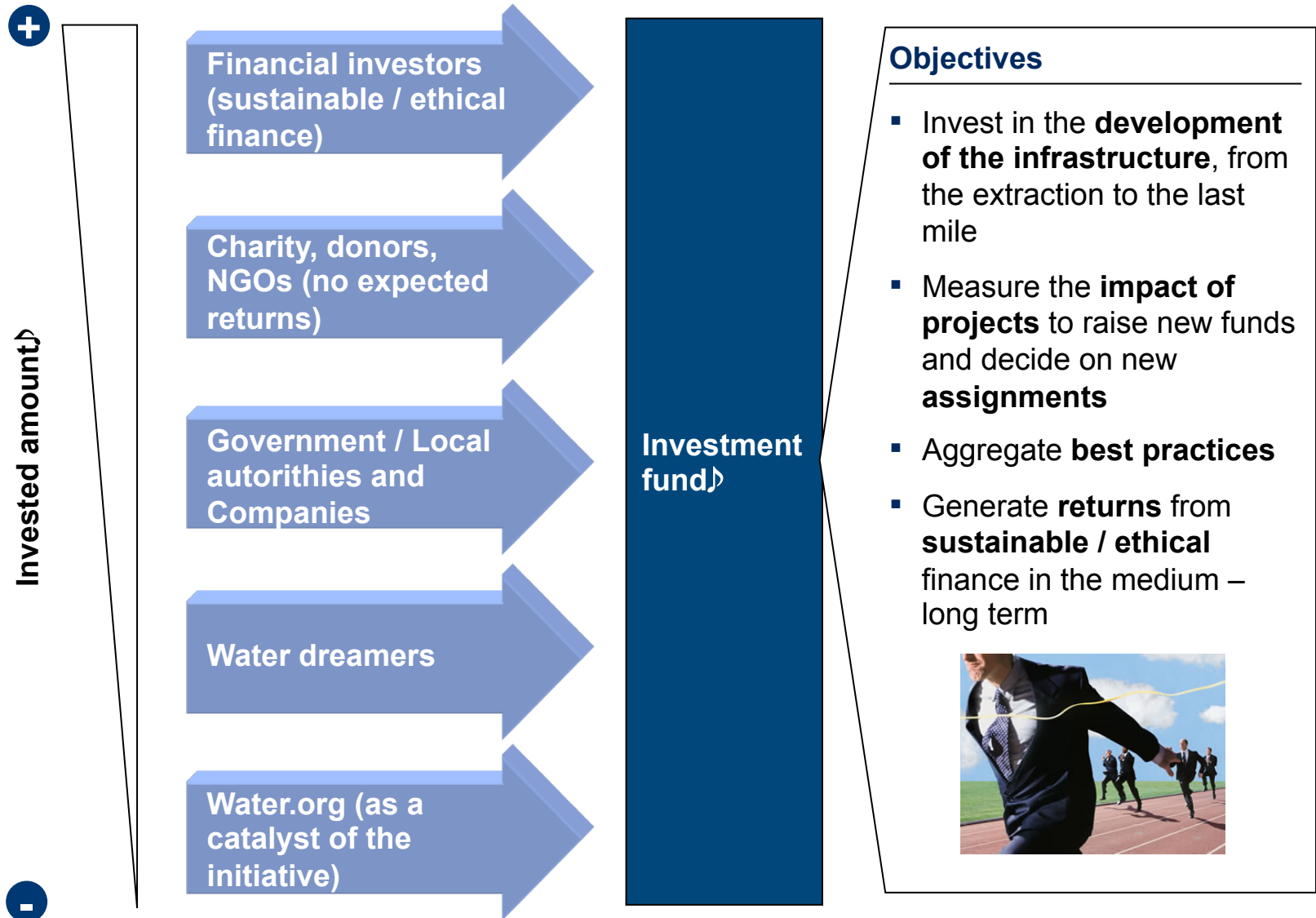


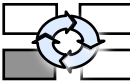
The Water Dreamers sponsor and coordinate the project for local community





The investment fund is the armed arm of the initiative with a “public private partnership” approach





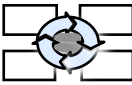
Despite limited involvement, Governments will benefit from the initiative in the medium-long term

Government contribution



Long-term benefits

- 1 GDP growth
- 2 Consensus
- 3 Ready-to-use infrastructure
- 4 Skilled workforce



Several peculiar conditions make SPV business attractive and sustainable



1 Committed workforce (Water Dreamers) at advantageous conditions



2 Land and water spring granted by Governments



3 Facilitated financing from Water Fund

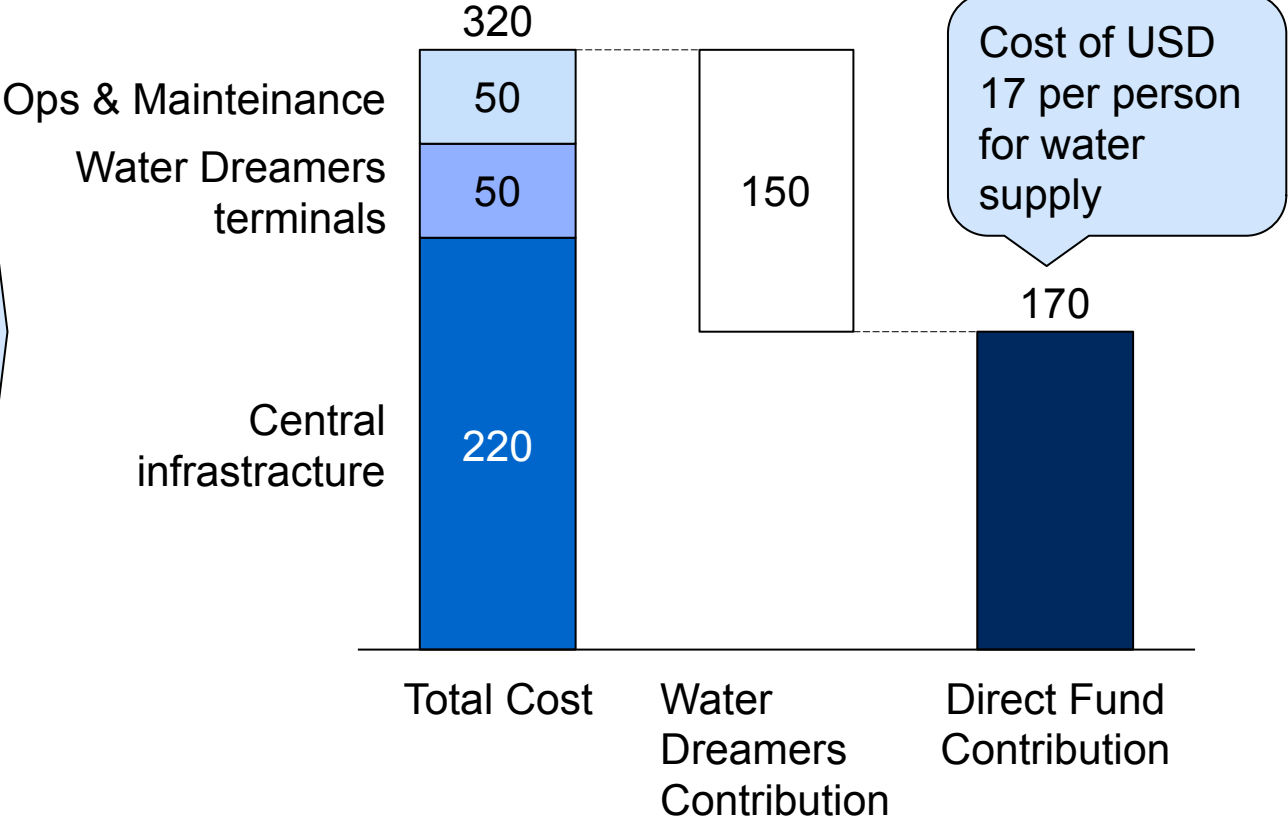


4 Privileged position in a potential booming market (Western consumption levels)

This scheme allows to lower significantly the cost per beneficiary

USD Thousand

- Case example assumptions**
- 10,000 person community
 - 1000 water dreamers investing USD 150
 - Capacity 50 L/day/person
 - Infrastructure cost USD 22/person based on comparable infrastructures
 - Terminals provided only to Water Dreamers



Our solution performs well across all the relevant KPIs

Availability

- Constant flow of water
- Direct community (Water Dreamers) involvement in maintenance)

Accessibility

- Very high for water dreamers
- Good and potentially high for other community member

Scalability

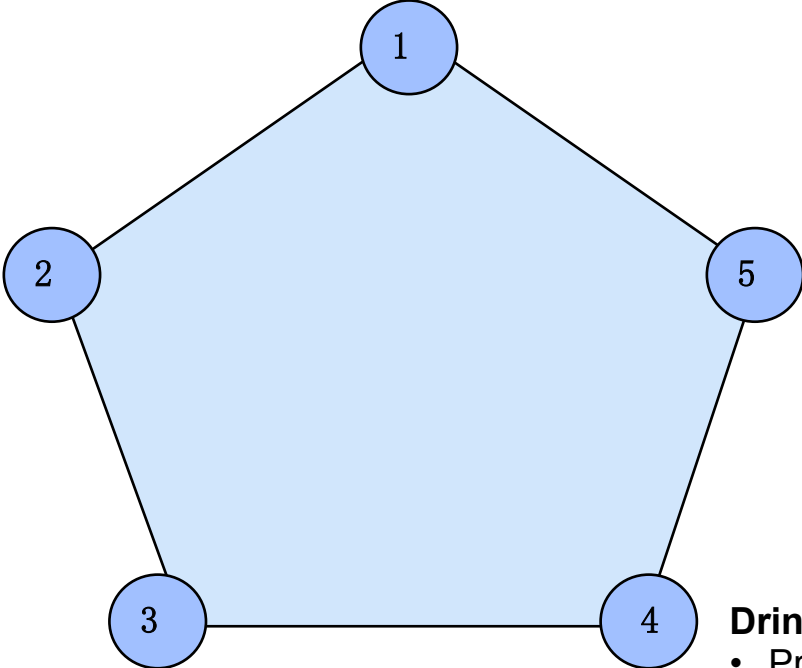
- Low marginal cost to expand direct access to non Water Dreamers

Sustainability

- Attractive business opportunity for private
- Cost efficient for Water Fund

Drinkability

- Prerequisite of the infrastructure
- Water Dreamers ensuring quality



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Action plan to start the pilot phase on January 2012

		2011							
Task		Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Communication and community	<ul style="list-style-type: none"> Selection of areas ready to change 	█							
	<ul style="list-style-type: none"> Communication / promotion of the initiative 	█							
	<ul style="list-style-type: none"> Collection of local proposals 			█					
Funding	<ul style="list-style-type: none"> Road-show with potential investors for fund raising 				█				
	<ul style="list-style-type: none"> Involvement of financial institutions, charities, donors and NGOs 				█				
Partnerships	<ul style="list-style-type: none"> Identification of potential private local partners: <ul style="list-style-type: none"> - RFI - RFP - Short-list - Final decision 				█				
	<ul style="list-style-type: none"> Involvement of supranational institutions (e.g., UN, ...) 		█						
	<ul style="list-style-type: none"> Start of the pilot phase 		█						
									▲

Thank you!

