



iW+ Water Innovation Financing

Increasing Efficiency of local Water Operators to
expand quality, affordable water services to fast-growing urban areas

Jim Chu, CEO, UNTAPPED



sunwaterlife[™]
L'EAU POTABLE POUR TOUS

UNTAPPED
Unlock the Potential of the Next Billion

Waterpreneurs

Innovation: Challenges in Adoption

iW+

Securing Financing for new innovations

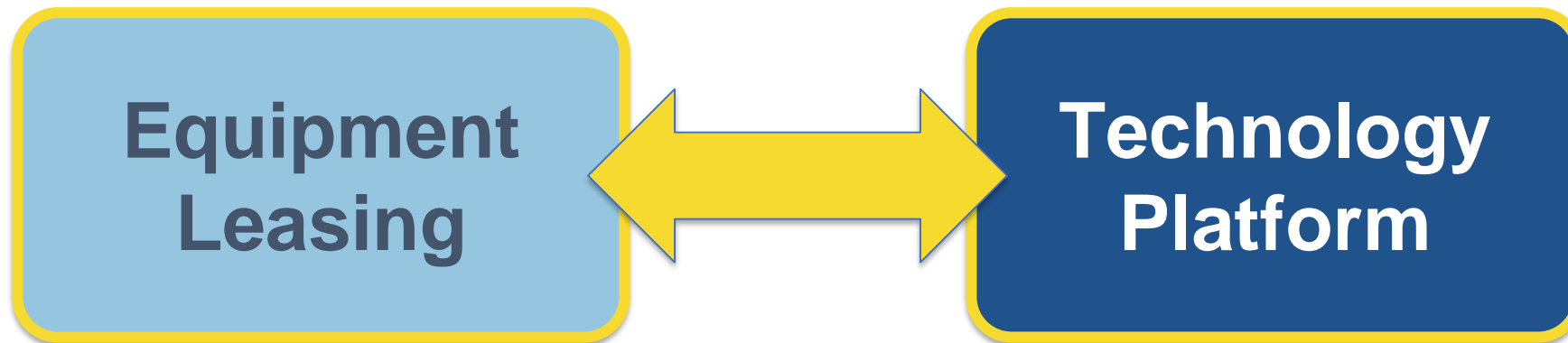
Managing Risk of new technology and innovations

Pilots too small for many institutional funders

The iW+ Solution

iW+

Facilitate adoption of validated, innovative solutions through equipment leasing and digital solution integration



Provide lease financing for projects

**Channel private and public financing
(bonds, grants)**

Offer reliable repayment model for investors

Validate & integrate new technologies

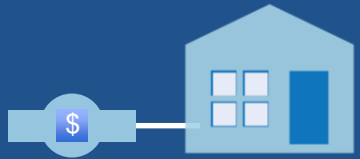
**Integrate digital payment into seamless
platform for utilities**

Reduce risk and time-to-deployment

Focus: PAYGO Water Solutions

iW+

On-Premise PAYGO

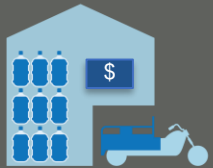


Pay-as-you-go water meters in homes

- Subscribers pay through mobile money
- Reduce arrears and cost of collections



PAYGO Water Kiosk

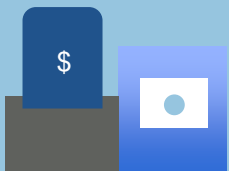


Pay-as-you-go water treatment systems

- Local micro-operators pay for treated product water as they sell and distribute
- IoT meter volume and monitor quality



PAYGO Water ATM



Pay-as-you-go Water ATMs

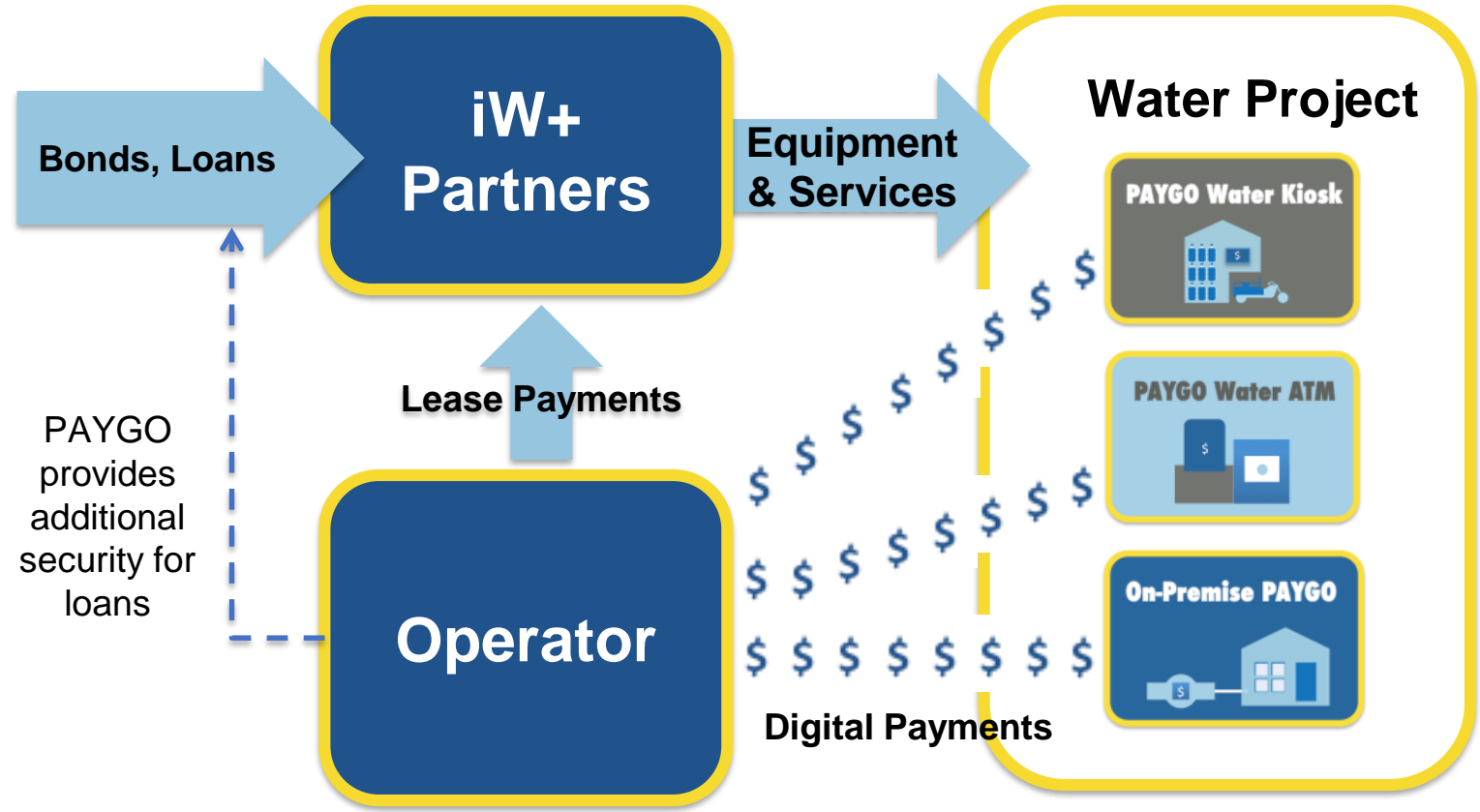
- Metering for community water services
- Consumers pay through RFID cards charged with mobile money



How iW+ Works

iW+

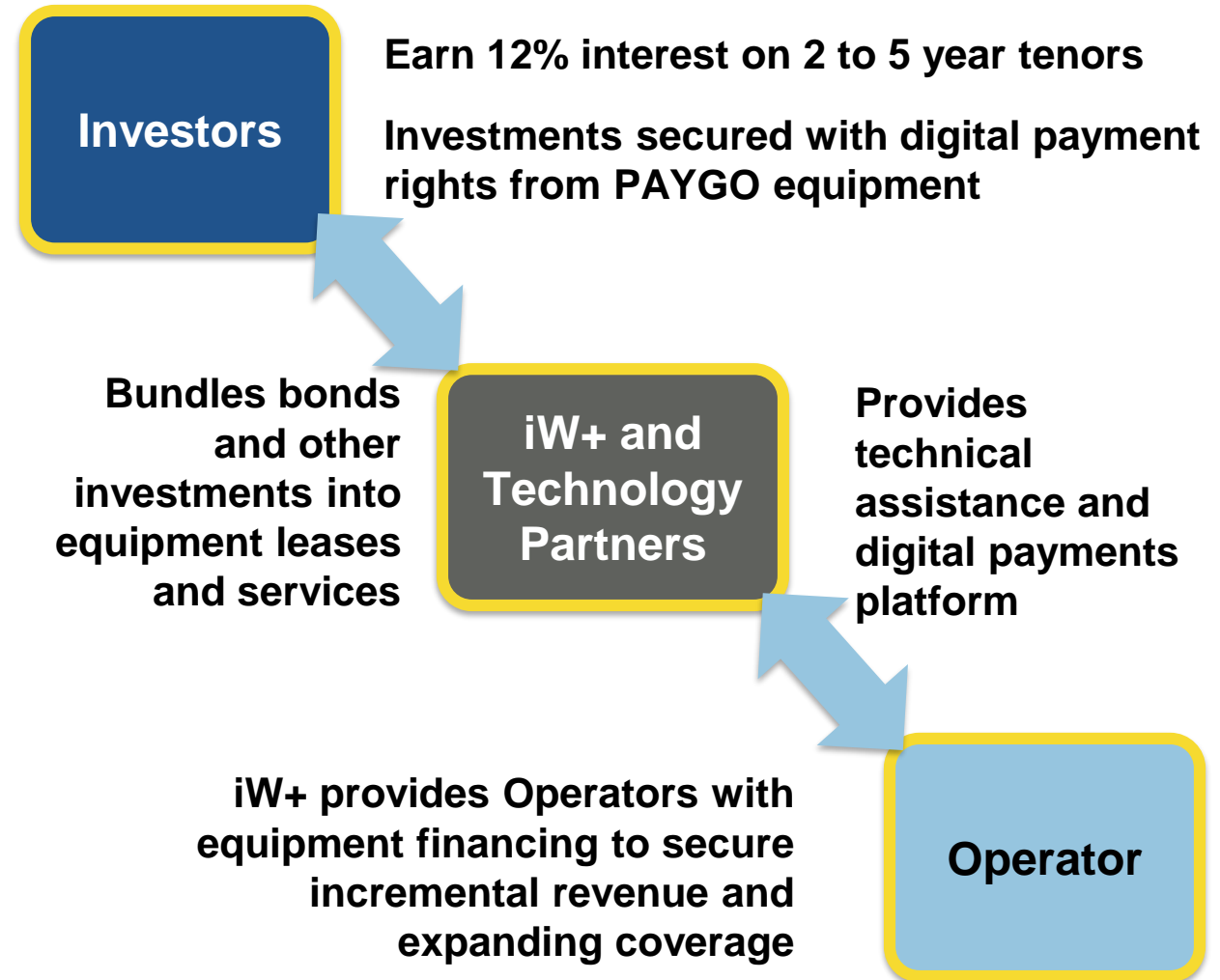
- iW+ takes investments and turns them into equipment leases for Operators
- iW+ Partners deliver equipment and services in Water Projects managed by Operators
- Digital payment streams are collateral to provide additional transparency and security for financiers



iW+ Financial Model

iW+

- For every **€1M of investor capital**:
 - iW+ offers **12% interest** to investors
 - Operators generate **€0.9M - €1.56M** in incremental revenue and savings after lease payments
- **Lease payments secured** for investors with revenue stream from PAYGO systems
- **Lease-to-own**: Assets transferred to public authority after lease period



Sample Financials: PAYGO Water Kiosk iW+

100 Water Kiosks @ €1M Cost
2 year project rollout

160,000 people served
10-year useful lifespan

€6.25 CAPEX per person served



@ 12% interest, 5 year term:

- 34% Return on Investment (€1.34M principal and interest) for investors
- Loan backed by digital payment revenue streams from project in case of Operator default

First 5 years of project:

- €3.9M in incremental subscriber revenue
- €2.34M in equipment lease payments
- €1.56M in net revenues after lease payments

Sample Financials: PAYGO Smart Meter iW+

10,000 households @ €1M Cost
1-year project rollout

50,000 people served
10-year useful lifespan

€20 CAPEX per person
served



@ 12% interest, 2 year term:

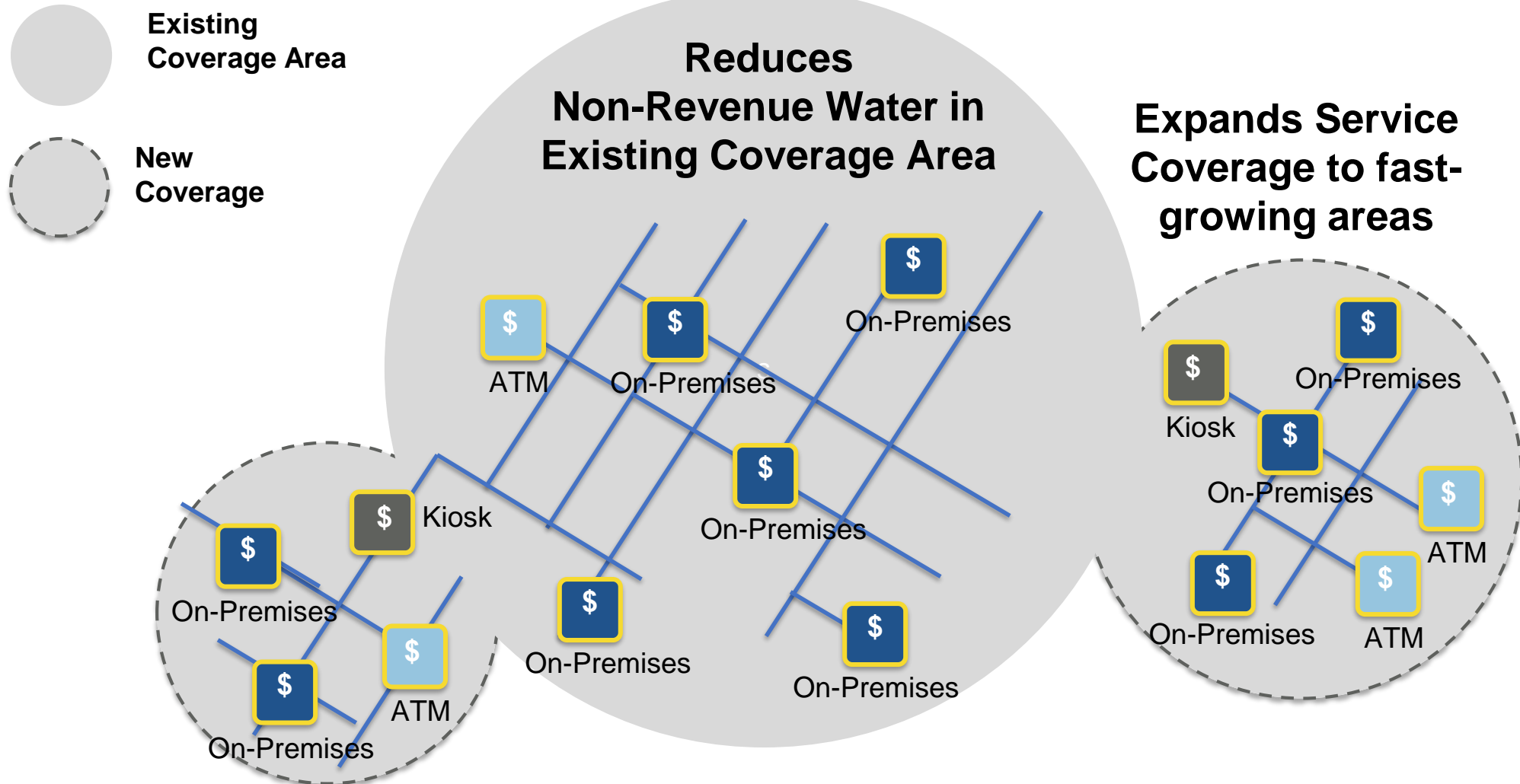
- 34% Return on Investment (€1.34M principal and interest) for investors
- Loan backed by digital payment revenue streams from project in case of Operator default

Results after 3 years:

- €1M in arrears collections (assuming 90% with arrears)
- €1M of savings in OPEX and collections
- €1.1M in equipment lease payments
- €0.9M net gain versus conventional metering and post-paid collections

PAYGO Reduces NRW & Expands Service Coverage

iW+



Win-Win-Win Value Proposition

iW+

Investors

- Impact investment funds
- Governments
- DFI's and nexus-oriented investors (food-health-energy)

Water Operators

- Utilities and/or decentralised public & private operators (SWE's)
- Local water authorities

Technology Companies

- Innovative technology solution providers
- Validated solutions that can improve and expand service coverage

Reduce investment risk
Pull in private capital

Increase efficiency
Increase revenue
Speed up projects

Access markets
Facilitate deals

What's Next? iW+ is Seeking:

- **Local operators**
 - Municipal and regional operators
 - Public and private, large and small
- **Local financing partners incl. leasing companies**
- **Concrete projects**
 - Small pilots (\$500K+)
 - Scale up project (\$2M+)
- **More technology partners**

iW+ Consortium Partners

iW+



Sjef Ernes



Greg Landel



Ben Tam



Christophe Camperi-Ginestet



Jim Chu



Nicolas Lorne



Thank You

PAYGO Water Kiosk

iW+

- Focus on local production of safe water
- Metering of water treated water produced and distributed
- Operators pay for what they use
- Expands service quickly to fast-growing regions in developing markets
- Acts as hub for home smartmeters and water ATMs

