



*WATER FOR A SUSTANABLE FUTURE*

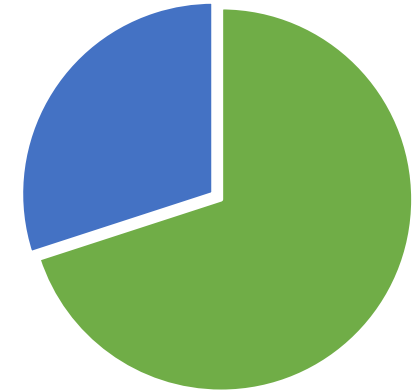


CUBO design, install and operate compact, modular, containerized, **water treatment units** for small population clusters and off-grid water distribution, able to provide safe drinking water at an affordable price.

# GETTING TO KNOW THE COMPANY



## Share Distribution



■ Founders ■ Portugal Venture

- CUBO started in 2015
- CUBO HQ's in Maia, near Porto, north of Portugal
- Production is located in our Factory in Maia
- CUBO is currently active with solid partnerships in Nigeria, Senegal and Kenya and looking to expand to other locations such as India and South America

## BOARD



**Pedro  
Magalhães**

*CEO  
CUBO founder*



**Rui  
Brás Gomes**

*CTO  
CUBO founder*



**Ana  
Xavier**

*Board member  
representative of  
Portugal Ventures  
on Cubo's board*



**Avner  
Ben Yeshaya**

*Advisor  
Financial consultant,  
Independent board  
member*

# BRIEF HISTORY OF CUBO

CUBO is founded with the support of PORTUGAL VENTURES, the largest VC company in Portugal

Commercial roll-out of CUBO and several market approaches and negotiations with potential partners.

2015

2016

First unit deployed in a small village in Kenya. Partnership with ENEREF to deliver safe drinking water to local rural community (<http://eneref.org/eneref-and-cubo-to-deliver-potable-water-to-kenyan-village/>)

Commercial and technical partnerships with local representatives established in Nigeria, Senegal and Kenya. Several leads in progress with these partners.

2017

2018

# INVESTING IN IMPACT

- Access safe drinking water at an affordable price, due the low water treatment and operation cost.
- Equipment operation and easy maintenance enables a long term use in remote and rural areas, where other usually fail.
- Creates opportunity for local economy in the water sector, through self entrepreneurship (e.g. Water kiosks)





# BUSINESS MODEL

## PROJECT (WATER UTILITY COMPANY)

- Equipment ownership
- Local entrepreneurs/investor/company
- Maintenance and operational support
- Manufactures equipment
- Install and implement
- Support to operation and maintenance



Public Private Partnership  
(PPP)

Licencing /permits /taxes

## LOCAL GOVERNMENT / WATER AUTHORITY

- Concedes systems exploitation
- Regulates sector and activity

Operation

\$



Micro-payment

\$ / water



Projects with fast ROI (under 2 year) and low operational costs (down to 50%) per unit compare to other solutions.

# PARTNERSHIPS

## Market partners



## Financial partner



## Technology & Project Partners



# FUNDING NEEDS

- We seek direct financing/investment for specific targeted country we focus on.
- Investment **on projects** with high social impact and economic return (average ROI < 2 years ; IRR [5y] ≈ 50 %)

## MAIN CURRENT PROJECTS

Drinking water treatment to rural population

Population served: up to 2.5M people

Project Investment: ≈ 35 M €

Project: Water kiosks in Dakar

Population served: 25 000 people

Project Investment: ≈ 500 K €

Drinking water treatment system to military camps

Population served: 15 000 to 30 000 people

Project Investment: ≈ 6.5 M €

Drinking water treatment system to peri-urban area

Population served: 15 000 to 30 000 people

Project Investment: ≈ 850 K €

Drinking water treatment system to Rural communities

Population served: 10 000 to 15 000 people

Project Investment: ≈ 750 K €

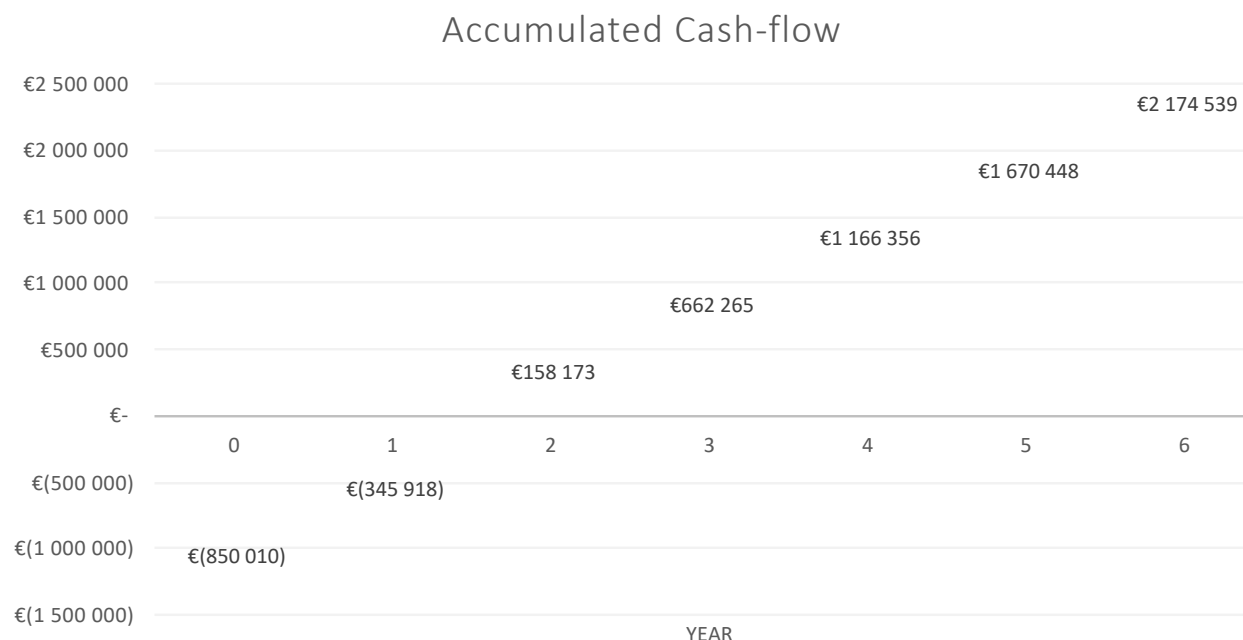


# INVESTMENT SCENARIO \*

## 5 units project

\* Scenarios with validated assumption values. Conservative values for investment, water price, and sales.

- **Create a PPP** to water treatment and distribution
- Local partner will run operation with CUBO support
- Total project implementation cost around 850 K€
- Project water treatment capacity of **375 m<sup>3</sup>/day**
- Potable water selling price : **1 cents per liter** on site.
- Cost of water treatment around **0,25 €/m<sup>3</sup>**.
- Safe drinking water up to **30 000** people



5 year IRR	52%
5 year NPV 20%	547 944 €
Number of years to return the investment	2



*We believe that together, we can  
change the **WATER** reality for  
millions of people!*

***Join us!***



***Water for a sustainable future***

[www.cubo-et.com](http://www.cubo-et.com)