

Susteq: Safe water for all



- Everyone shall have access to clean drinking water
- Susteq
 - Started in 2013: First pre-paid handpump
 - 2015: Larger pilots (10+ waterpoints)
 - 2016: Awarded Nairobi Water tender
 - Now over 200 active waterpoints, 500 sold.
 - Modular system suitable for low and high pressure
- Fight Non Revenue Water
 - leakages
 - water theft and improper metering
- Online data
 - clear information about credit sales and water dispensed

Safe water for all via Susteq pay per use service



Solution model

Via the SusteQ Water ATM **people** benefit by making a small **payment** for a reliable source of **safe water**.

These payments are used by the **water utility company** to expand, maintain and repair their safe water supply **infrastructure**.

Over 200 SusteQ systems are operational, mainly in East Africa.

We work with Water Utilities like Nairobi Water and Uganda National Water.

We pilot with NGO's, such as Amref, Oxfam, Red Cross and others.

Business model

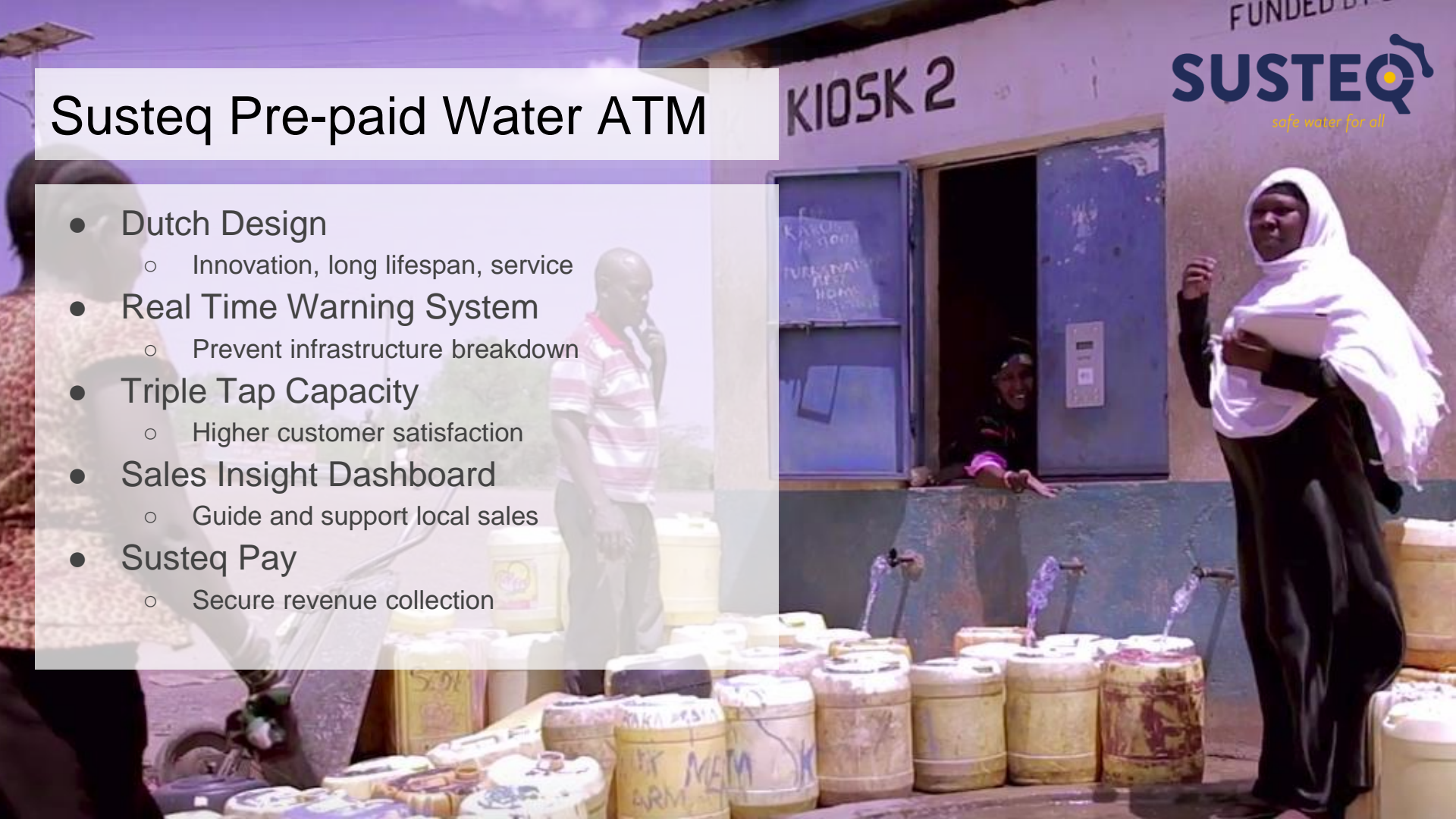
The value chain and how stakeholders are making money.
Averages over the period of one year.



Susteq Pre-paid Water ATM

- Dutch Design
 - Innovation, long lifespan, service
- Real Time Warning System
 - Prevent infrastructure breakdown
- Triple Tap Capacity
 - Higher customer satisfaction
- Sales Insight Dashboard
 - Guide and support local sales
- Susteq Pay
 - Secure revenue collection

KIOSK 2



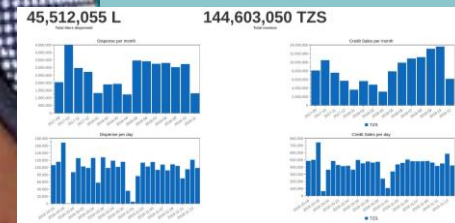
Case: Rural Village Tanzania

- **Challenge**

- High price for safe water
- Not enough water available
- Collecting revenue for water supply

- **Solution**

- New connection to large pipeline
- Water sales via kiosk
- ~ 20 x Water ATM = ~ 100.000.000 TZS / Yr
- 1 x Water ATM = ~ 5.000.000 TZS / Yr = 2000 USD
- Susteq pre-paid system 1000 - 2000 USD



To be successful in Nigeria



- Distributers
 - With technical skill to install the system
 - Able to market and sell the product
- Launching customers
 - Pilot projects 10-50 waterpoints
 - Demonstration site in Abuja and Lagos

