

INNOVATE 4 WATER

IN ASIA PACIFIC



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INNOVATE 4 WATER



Marketplace Forum

A GLOBAL BRAND FROM  **Waterpreneurs**



Local Operators (Entrepreneurs, utilities)

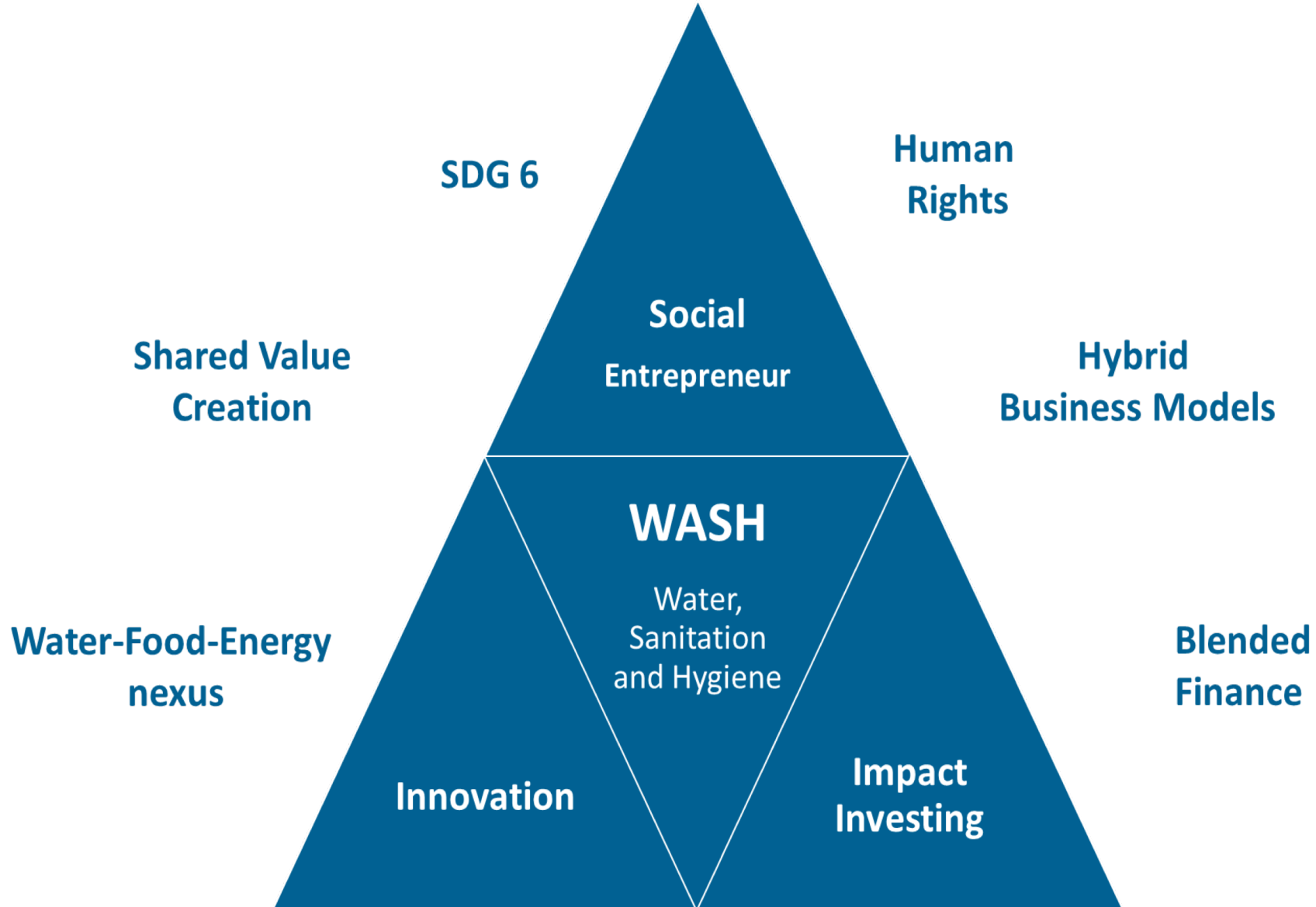


Local and Global Investors



Leaders and Shapers / enabling organisations







Action oriented



Highly curated



Business-networking focused



Consolidate Local
Ecosystem

Build Capacity in
the water nexus*
entrepreneurial
community

Increase private
capital
investments and
other
investments

**Water nexus includes: Water, Sanitation, Hygiene, Agriculture, Water for Energy, Water for Health and other*

GENEVA - JUNE 2017

PARTICIPANTS: FIGURES

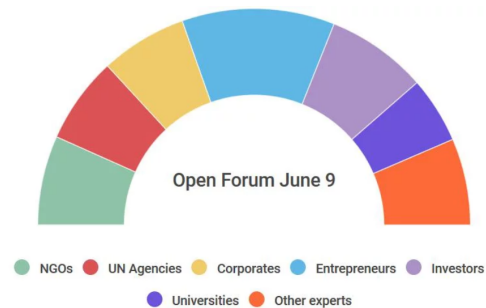
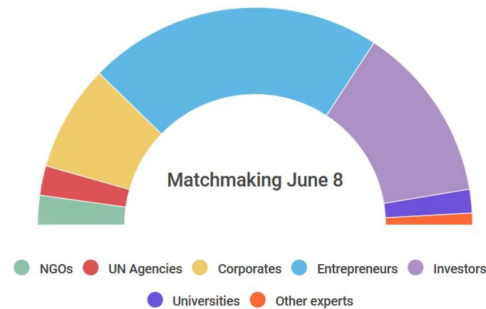
25+ multinational corporations
Number of representatives of multinational corporations

40+ entrepreneurs
Number of entrepreneurs pitching in front of investors on Matchmaking day (June 8)

35+ impact investors
Number of impact investors who will be attending June 8 (investment matchmaking) and/or June 9 (the Open Forum)

350+ participants
Estimated number of expert participants expected to attend Innovate 4 Water

50 challenges shared
Number of challenges that will be pitched by various organisations during the 6 themes of the Open Forum



NAIROBI - APRIL 2018

PARTICIPANTS: FACTS AND FIGURES

5+ water utilities
Number of water utilities

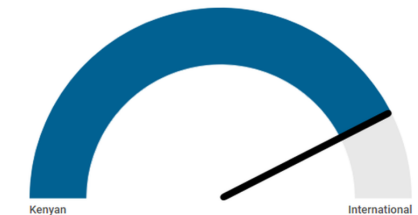
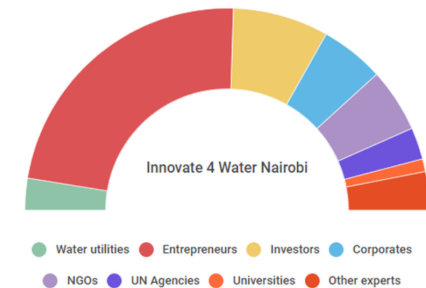
45+ entrepreneurs
Number of water and sanitation entrepreneurs pitching in front of investors

15+ impact investors
Number of impact investors who attended and/or pitched

10+ multinational corporations
Number of representatives of multinational corporations

130+ participants
Number of expert participants who attended Innovate 4 Water Nairobi

50 challenges shared
Number of challenges that were pitched by various organisations



ABUJA – NOVEMBER 2018

KISUMU – FEBRUARY 2019

LUSAKA – JUNE 2019

LAGOS – JULY 2019

MUMBAI – OCTOBER 2019

BRISBANE – NOV 2019



"*Innovate 4 Water*" target cities:

Cape Town, Abuja, Dakar, Abidjan,
Casablanca, Kigali, Kampala, Lusaka,
Tel-Aviv, Amman, Beirut, **Jakarta,**
Dhaka, Shanghai, Singapore, Mumbai,
Manila, Phnom Penh, Brisbane,
Toronto, San Francisco, Mexico, São
Paulo, Bogota, Budapest, Stockholm,
London, Amsterdam, Paris, Geneva...



INNOVATE 4 WATER

KEY PARTNERS AND STAKEHOLDERS





International
WaterCentre

Partnering with Waterpreneurs to support “*Innovate 4 Water*” initiative in Asia and Asia-Pacific

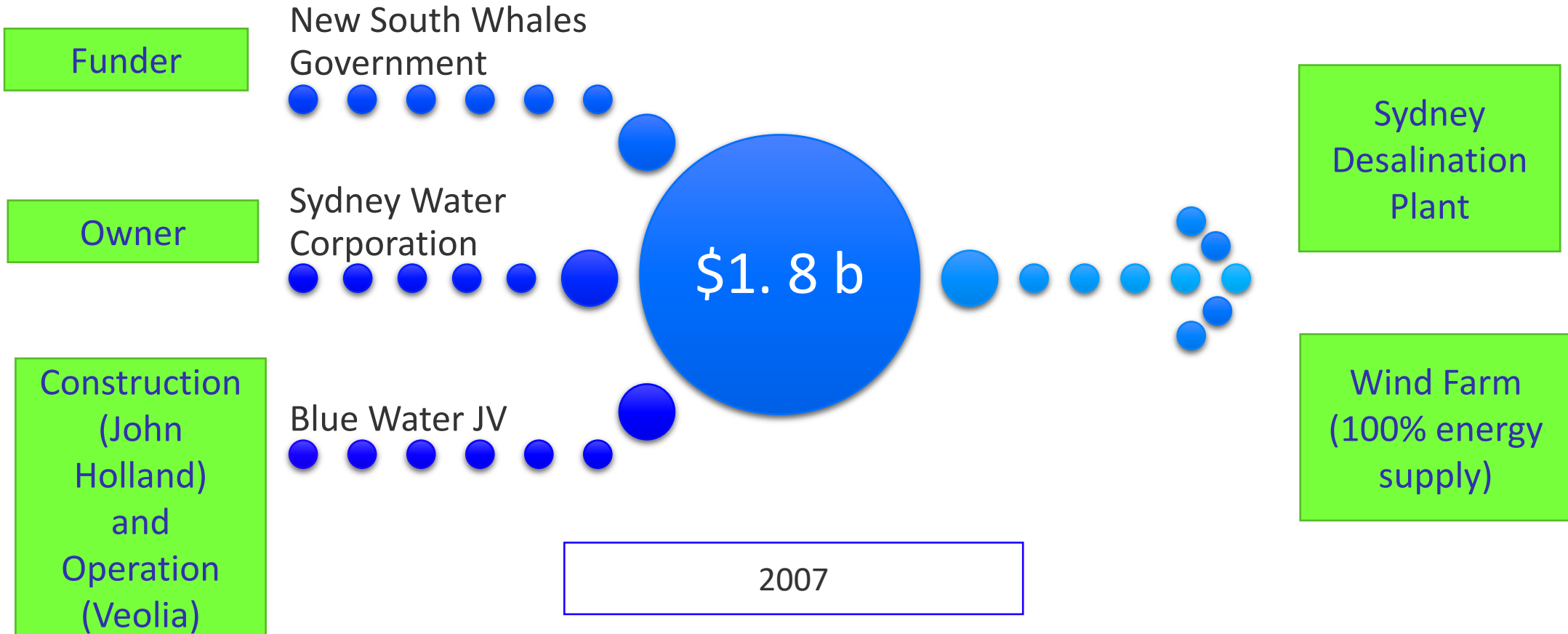
IWC brings networks and Australian expertise and partners in water management and innovative financing

Mobilising local ecosystems for enablers, investors and entrepreneurs for the water sector in Asia and Asia-Pacific

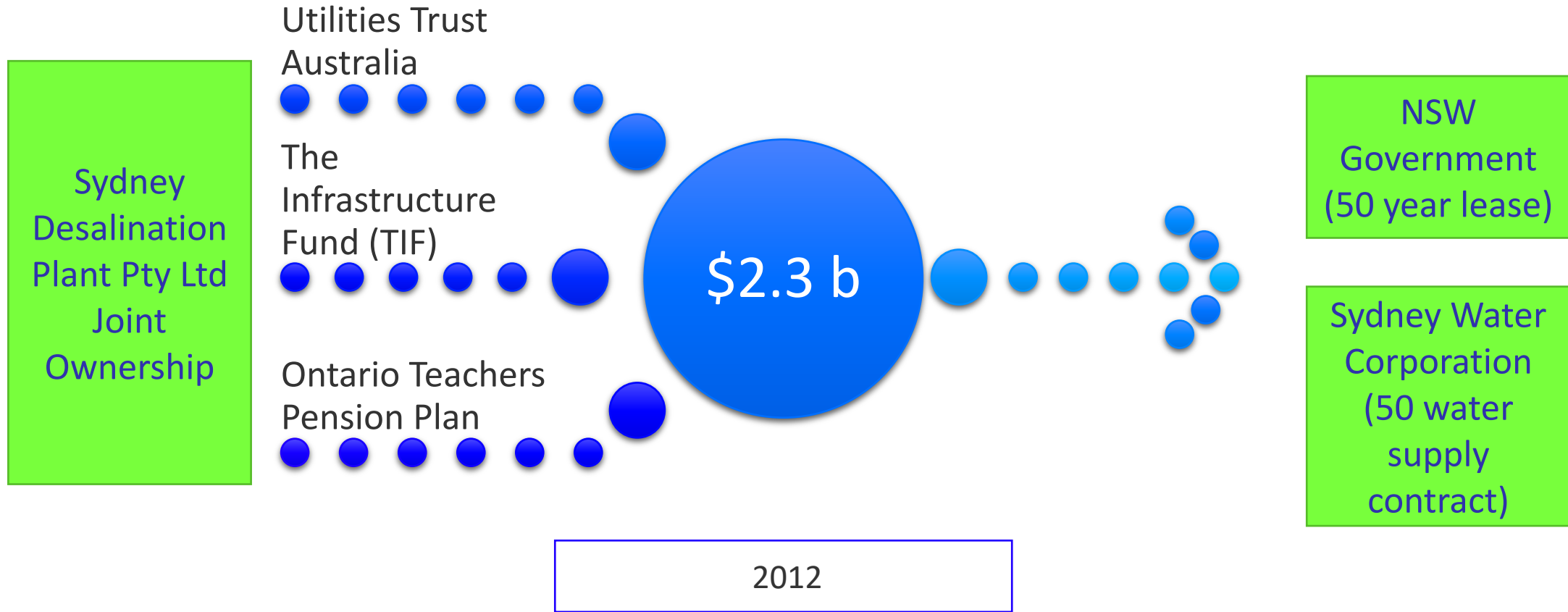
“*Innovate 4 Water*” Forums idea and the know-how belongs to

 **Waterpreneurs**

Australian Practices: Sydney Desalination Plant - Funding Stage



Australian Practices: Sydney Desalination Plant - Leasing Stage



Australian Practices: Sydney Desalination Plant lending arrangements

2015

Syndicated facility agreement
(\$1.6 billion AUD = \$400m 3y,
\$600m 5y, \$600m 7y)

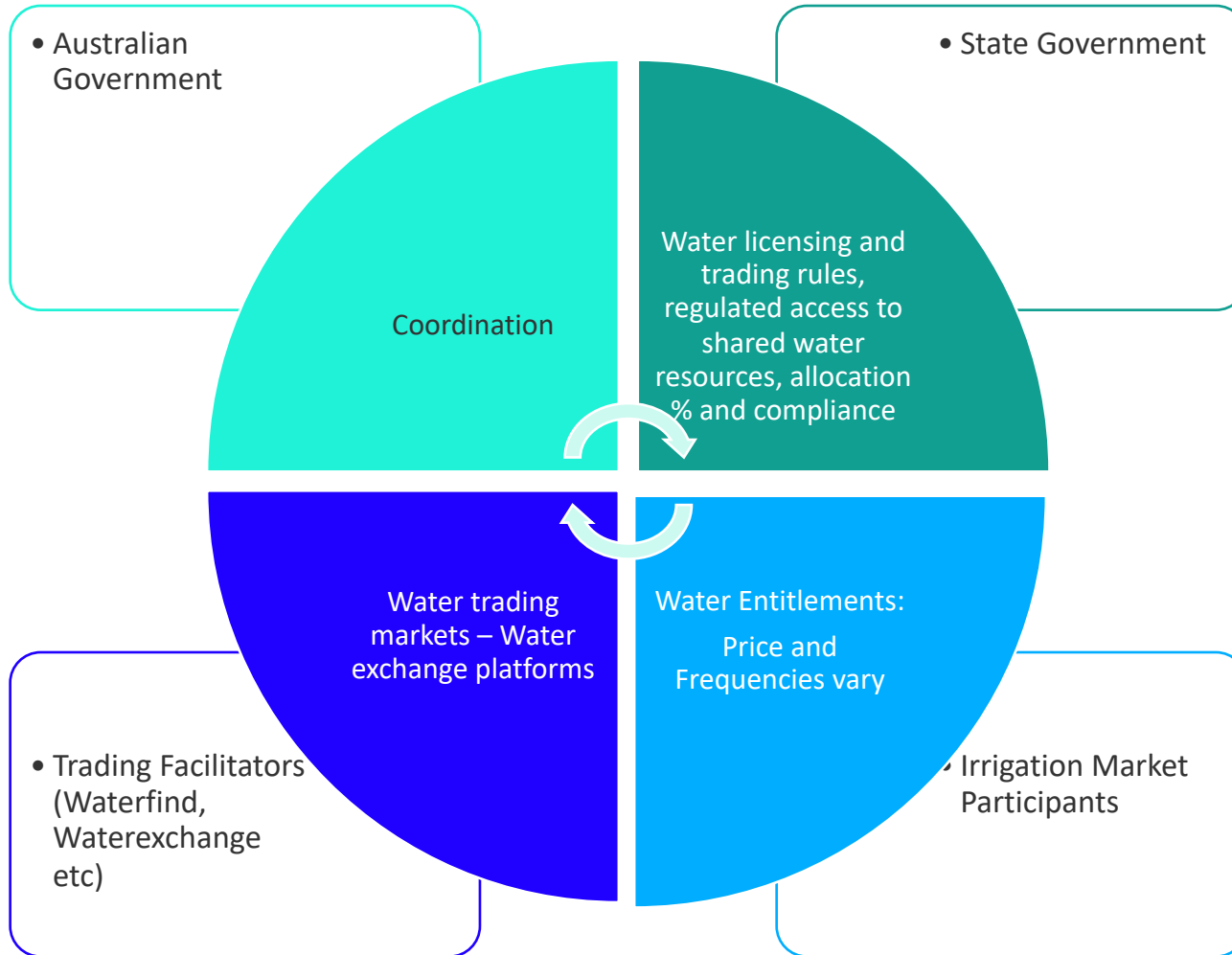
2018

Refinanced to common terms
deed platform

Lenders include ANZ, Commonwealth Bank (CBA), Export Development Canada, HSBC, MUFG (Mitsubishi UFG Financial Group), NAB, RBC, SMBC (Sumitomo Mitsui Banking Corporation), Westpac, joined by 2 new - Norinuchukin Bank (Nochu Bank) and Société Generale

Fund Manager – Morrison & Co (since 2018) - took over from Hastings Fund Management

Australian Practices: Water Markets – Australian Water Reform



A Call for Industry Support

Entrepreneurship in the Water Industry has been experiencing attention deficit for a long time, resulting in low pipeline of investable deals and relatively low investments from private investors, compared to other industries

International Water Centre, Waterpreneurs and interested partners can play significant role in supporting development of water innovations and entrepreneurship, leveraged with Australian expertise.