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Swiss Water Power International SA



Business Overview

ESTABLISHED: 2003

LOCATION: Geneva, Switzerland

LISTING: Unlisted

TYPE OF COMPANY: For profit

NUMBER OF EMPLOYEES: 1-10

BUSINESS AREA:

Water Treatment and Management;
Water Purification Technology;
Conservation of the Natural Environment;
Water Scarcity

COMPANY WEBSITE:

www.swisswaterpower.ch

BUSINESS OVERVIEW

Swiss Water Power International SA (SWPI) develops, manufactures and installs water treatment solutions for public authorities and other operators with a focus on the African continent. In addition, SWPI supplies clean energy photovoltaic panels, electrical power generation units and transformers. To date, the company has installed drinking water units valued at over CHF50M with capacity to supply over 23M people.

At present SWPI offers four product lines:

Aquabloc®, Compact drinking water production unit
Transbloc®, Compact electricity transformer unit
Powerbloc®, Compact electrical power generation unit
Petrobloc®, Compact electrical power generation unit

SWPI has presence in both West and Central Africa through 100% owned subsidiaries Swiss Water Power Congo (in Pointe Noire) and Swiss Water Power Mali (in Bamako). It is also present through commercial representation in Angola, Benin, Burkina Faso, Cameroon, Ivory Coast, Guinea Conakry, Equatorial Guinea, Morocco, Niger, Rwanda, Chad and the Maghreb.

The Aquabloc® compact water production units are manufactured and assembled in Europe

and can be installed on site in less than 9 months through pre-funded 10-year operating contracts. The units can serve communities up to and exceeding 1m people. The quality of engineering is reflected in the potential operating lifespan of 30+ years.

SOCIAL MISSION

Africa is the world's second-driest continent after Australia. About 66% of Africa is arid or semi-arid and more than 300 of the 800 million people in sub-Saharan Africa live in a water-scarce environment, meaning that they have less than 1,000 m³ per capita per year. This is not due to a lack of source water but is economically driven and due to poor infrastructure and a lack of treated water. An estimated 115 people in Africa die every hour from diseases linked to poor sanitation, poor hygiene and contaminated water. Some 35% of the water and sanitation aid commitments under the Millennium Development Goals was directed to Africa with Sub-Saharan having 27% of the financial allocation.

SWPI's principal aim is to improve access to safe drinking water. Revenue comes entirely from the provision of drinking water and, in some deployments, clean energy. On this basis, the company's success is entirely derived from achievement of this social aim and its social purpose is fundamental to its business planning

and objectives. Since 2003 SWPI has delivered clean water to 23.9 million people in Africa and the Middle East.

WHO BENEFITS?

LOCAL POPULATIONS: Access to clean drinking water as a direct result of Swiss Water Power products

LOCAL COMMUNITIES: The primary beneficiaries of Swiss Water Power's activities, receiving secure access to safe drinking water that would otherwise be unavailable.

PUBLIC HEALTH: Increased access to clean water can help reducing the burden of water borne disease on society. The potential benefits being greatest where continuous access to safe drinking water can be provided within the home with the highest levels of quality and reliability.

LOCAL GOVERNMENTS

MUNICIPALITIES: The provision of clean drinking water is generally the responsibility of local government and municipalities. This infrastructure comes at great cost but SWPI's solutions deliver substantial cost savings to these organisations over the medium to long term, allowing for capital allocation to other development projects.

Commercial and Financial Summary

FUNDING PLANS

The growth strategy requires an increase in working capital and SWPI plans to raise funds in early 2017 through the private issue of shares. SWPI intends to raise further funding through a public offering in 2018 via an IPO in London (AIM or NEX Exchange).

FINANCIAL PERFORMANCE

Revenue (CHF '000)	31-Dec-2014	31-Dec-2015
Revenue	5983.6	4119.7
Operating Profit (Loss)	1285.1	1178.3
Net Profit (Loss)	938.0	190.7
Total Assets	2728.8	2315.8
Cash Balances	84.4	26.7
Cash flows from (used by) operating activities	N.A.	N.A.
Current Ratio ¹	0.66	0.47

OPERATING SUMMARY

Since 2003, SWPI has generated more than CHF50m in revenue from the sale and installation of Aquabloc® units. The concept is completely proven and scalable.

The Aquabloc® 500, 1000 and 2000 units supply sufficient drinking water for up to 200,000, 400,000 and over 800,000 inhabitants respectively. The cost of manufacture, transport and installation is between CHF20-30 per head of population supplied.

The sales projections for both the “design & build” phase and the subsequent production revenues are as follows

2017: CHF13M (€12M)
 2018: CHF35M (€33M)
 2019: CHF56M (€56M)
 2020: CHF93M (€87M)
 2021: CHF124M (€116M)

¹ (Current Assets /Current Liabilities)

Impact Assessment Matrix

ECONOMIC IMPACT

	MEASUREMENT	REPORTED OUTCOME
Community	Total annual production of clean water (m ³) by Aquabloc® units	436.2m m ³
	Total population potentially served by Aquabloc® installations	23.9m
Government	Temporary and ongoing Employment opportunities created by Aquabloc® installations	To be reported

SOCIAL IMPACT

	MEASUREMENT	REPORTED OUTCOME
End User	Number of people who are positively impacted by SWPI Products	To be reported
	Reduction in occurrence of illness commonly attributable to untreated water	To be reported

ENVIRONMENTAL IMPACT

	MEASUREMENT	REPORTED OUTCOME
None reported	None reported	None reported

GOVERNANCE

	MEASUREMENT	REPORTED OUTCOME
None reported	None reported	None reported

MUST READ

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