



PROGRAM
AIR MINUM
SEKOLAH

Program Air Minum ini bertujuan untuk menyediakan akses hidrasi yang aman dan sehat bagi siswa dan guru selama di sekolah. Hidrasi yang cukup penting untuk menjaga kesehatan dan konsentrasi selama belajar.

AQUA mendonasikan alat penyaring air minum ini untuk pemenuhan hidrasi siswa di sekolah. Alat ini akan berfungsi dengan baik selama mengikuti tata cara penggunaan dan perawatan.



Danone Communities

18 social businesses in 25 countries



11.5 MILLION

people impacted everyday

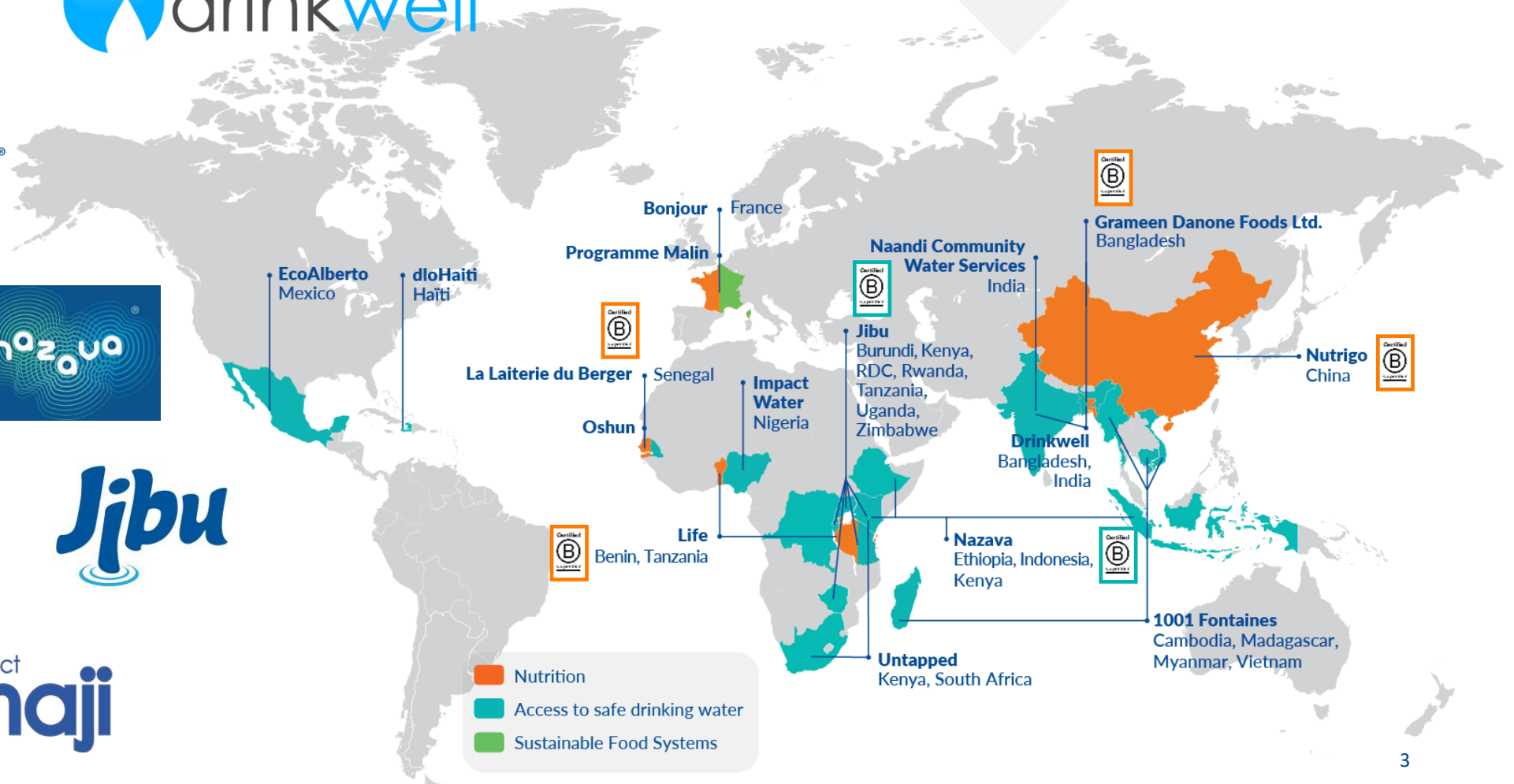


2.8 BILLION

liters of affordable drinking water sold to vulnerable populations

Danone Communities

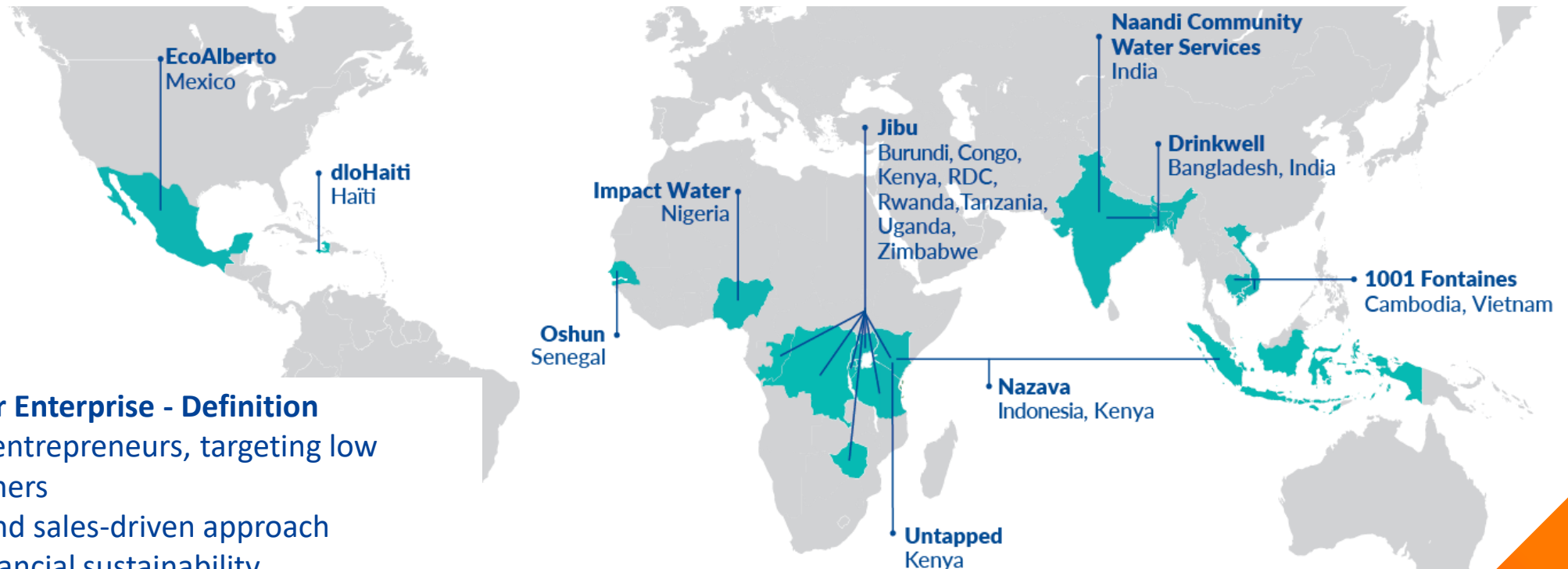
Access to safe drinking Water to 10,6 Millions people every day



- Nutrition
- Access to safe drinking water
- Sustainable Food Systems

Objectives of the analysis:

Understand how different models of **Safe Water Enterprises** can reach **financial sustainability**, leveraging learnings of our portfolio and 15 years of investment in water sector.



• SWE : Safe Water Enterprise - Definition

- Mission-driven entrepreneurs, targeting low incomes consumers
- Market based and sales-driven approach
- Aim to reach financial sustainability
- Decentralized/modular solutions, to address different contexts & challenges

Multiple business models of Safe Water Enterprises have emerged throughout the years to target low income population

Off premise - Bulk

Bulk Rural



« Water Kiosk »

- Decentralized production
- Bulk
- Rural

Bulk Urban



« Water Kiosk »

- Decentralized production
- Bulk
- Urban (high density / less distance)

Tank Bulk Retail



- Centralized production
- Tanks set up in shops, refilled by trucks.
- Bulk

IOT Fountains Retail



- Decentralized production
- Dispensing system in retail/corporate
- IoT → remote contrôle & monitoring
- Bulk

On premise

HOD Cent.



- Centralized production
- Jugs >30k jugs / day
- Retail & D2C
- Reach 5 to >100 km²

HOD Dec.



« Water Kiosk »

- Decentralized production
- Jugs ~100 jugs / kiosk / day
- Retail & D2C
- Reach < 5 km

Household Filters



- Decentralized production
- Countertop filter equipment
- Bulk

Mini-Grid



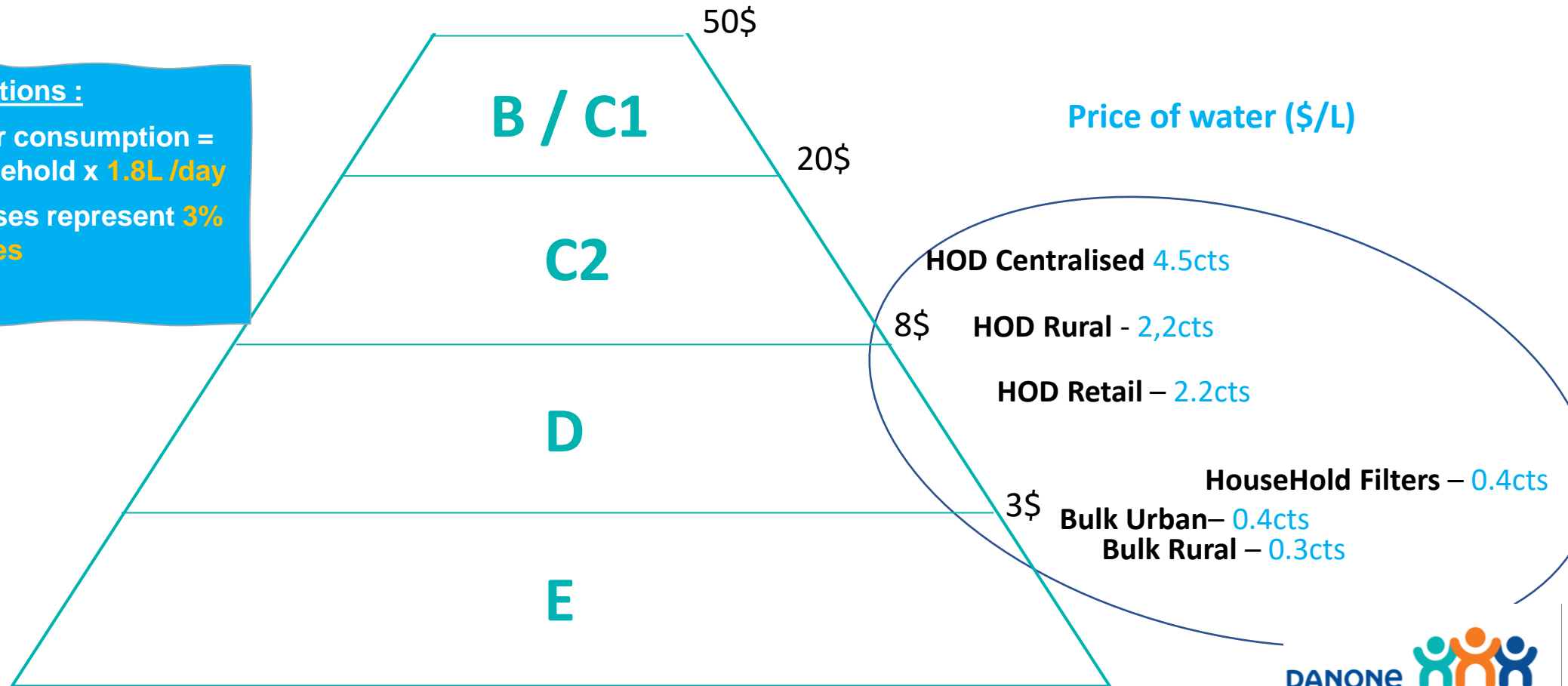
- Decentralized production
- Village-community size grid
- Bulk
- Community & household taps

Right level of hydration* is determined by capacity to provide safe water at Affordable price ie within the 3% of Disposable Revenue from UN

Income level* to afford water per Social Business *(daily)*

Key assumptions :

- Daily household water consumption = nb of people per household x 1.8L /day
- Drinking water expenses represent 3% of household revenues (UN threshold)



*SEL= Socio Economic Level

Bulk Rural



Bulk Urban



Tank Bulk Retail



HOD Cent



HOD Decent



Filter



SWE Model

Water Treatment

Consumers

Conditions for financial sustainability

Key Success Factors

**Bacterial
Chemical**

**Bacterial
Chemical**

**Bacterial
Chemical**

**Bacterial
Chemical**

**Bacterial
Chemical**

Bacterial

D & E

C2 & D

C1-C2 & D2

C1 & C2

C2 & D2

All

**CAPEX &
OPEX
Subsidized, CC
fundings
or Hybrid
Model**

**CAPEX
Subsidized, CC
or Hybrid
Model,
Self sustainable
if target C2**

**Self
sustainable**

**Self
sustainable**

**Self
sustainable

CAPEX
subsidized
if D**

**Self
sustainable**

Demand creation, own the technology

Vol/ Point of sales

**Maintenance
Sales**



All models and fundings are needed to fill the gap of the 2 Billions people lacking access to safe drinking water

