

WATER UNITE IMPACT

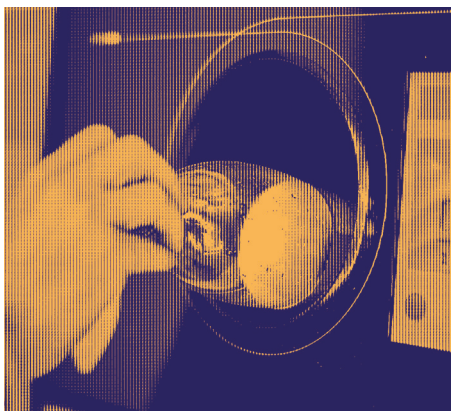
OVERVIEW



Water Unite is a global not-for-profit organisation founded to end water poverty, improve sanitation and promote circular economy in developing countries. Funds are raised via voluntary micro-contributions on products and services of corporate partners.

Water Unite Impact (WUI), a collaboration between Water Unite and Wellers Impact (FCA authorised impact investment manager) is an investment vehicle that aims to provide risk-tolerant capital to Small & Medium Enterprises ('SMEs') in the water, sanitation and circular economy sectors.

WUI takes a systematic approach to tackling water, sanitation and circular economy issues at scale in a way that cannot be achieved with philanthropic capital alone. The fund leverages micro-contributions from corporate partners with commercial capital and recycles it several times over, creatively amplifying the impact of each penny/cent donated.



SOCIAL IMPACT

WUI addresses the funding gap in parts of the finance landscape for the water, sanitation and circular economy sectors not met through charitable foundations, microfinance institutions, commercial banks and/or formal capital markets. Enhanced governance mechanisms ensure that Water Unite Impact remains true to Water Unite's social mission and only invests in projects which achieve both a financial return and a high level of social impact.

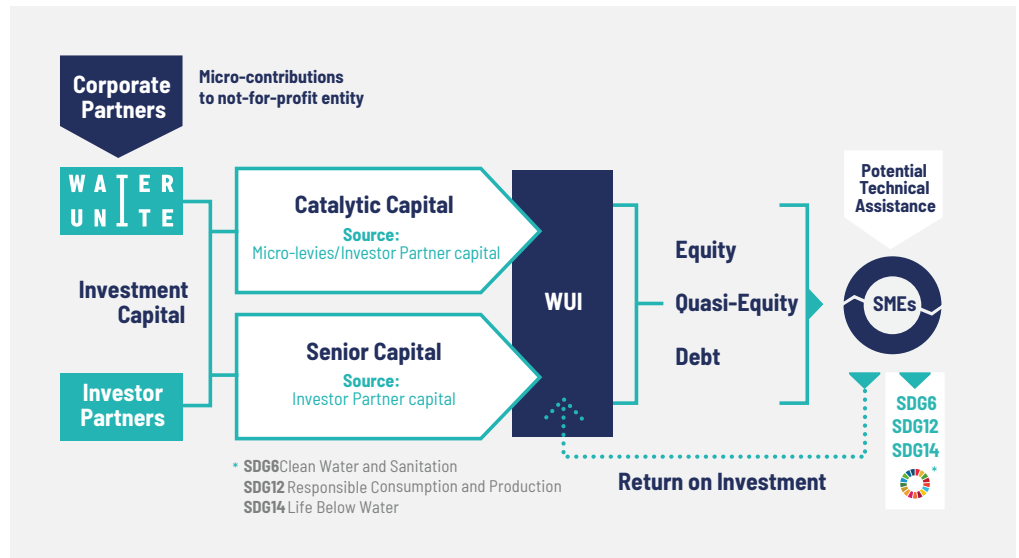
Key areas of focus:

- **Systems strengthening:** Improve operational efficiency, transparency and coordination among water, sanitation and waste management service providers, government and sources of finance.
- **Sustainable revenue streams:** Institutionalise full cost recovery models in water, sanitation and circular economy to reduce dependence on foreign aid and government subsidy.
- **Circular economy:** Encourage the use of materials to reduce pollution and ultimately limit greenhouse gas emissions and other by-products of industrial processes that are harmful to the environment.
- **Commercial capital channelled to priority sectors:** Crowd in commercial capital by demonstrating financial viability.
- **Community resilience:** Withstanding impact of airborne and waterborne pandemics.

STRUCTURE

WUI has a risk-reward structure, where the micro-contributions and risk tolerant capital catalyses commercial investment. This is a dynamic way of enabling each dollar of funding to be amplified and support more than one organisation as well as multiply environmental and social impact.

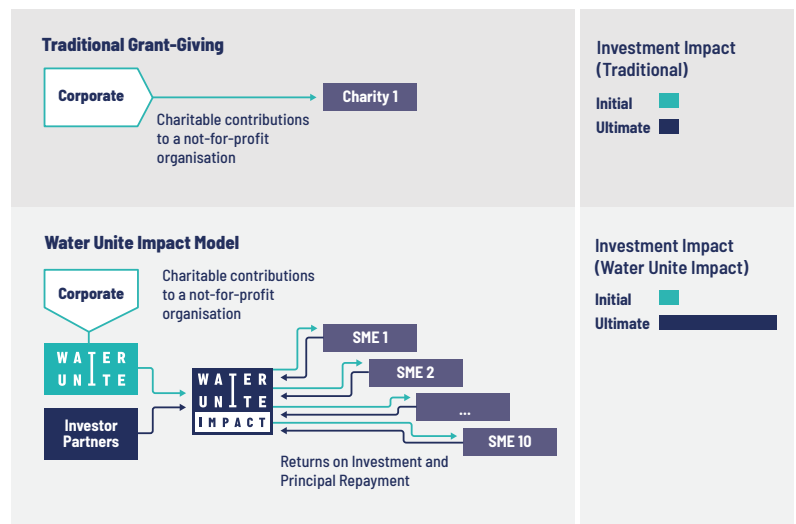
In 2021, the structure was awarded the 'Impact Project/Investment of the Year: Water Category' in Environmental Finance's IMPACT Awards 2021.



MICRO-LEVIES AS CREDIT ENHANCER

Catalytic capital which will act as a credit enhancement for the senior capital is essential due to the following:

- **Impact acceleration:** Attracts capital towards addressing challenges in the water, sanitation and waste management sector that could not be mobilised otherwise, thus multiplying the scale of impact many-fold.
- **Resource optimisation:** Lay the groundwork for sustainable investment flows into markets previously untouched or underserved by formal capital markets. Incentivising commercial investors to explore new underserved markets.
- **Better terms for SMEs:** Foster healthy and responsible competition in local markets to enable fairer and more accessible terms for SMEs that are demonstrably working to address important social and/or environmental problems.



SECTOR FOCUS AND SAMPLE INVESTMENTS

- **Water:** Technology providers that enhance the ability of water operators to provide water services to some of the world's most vulnerable population.
- **Sanitation:** Private sector providers that demonstrate a sustainable approach to provide sanitation and hygiene services to some of the world's most vulnerable population.
- **Circular economy:** Private sector providers that approach waste from a circular economy perspective, such that waste becomes a productive input.



Jibu (Rwanda) Water Kiosk Franchises

A clean water innovator that manages 160 production and last-mile distribution franchises that operate 8,500 retail points throughout Rwanda, Uganda, Tanzania, Zambia, Ghana, Kenya, Burundi and DR Congo.



Mr Green Africa (Kenya) Circular Economy Solutions

Plastics recycling pioneer, processing over 1.5 million kgs a year, whose mission is to turn waste into value, thereby integrating and strengthening localised, circular economies in emerging markets.

Water Unite Pilot Investment Vehicle LP: Disclaimer

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