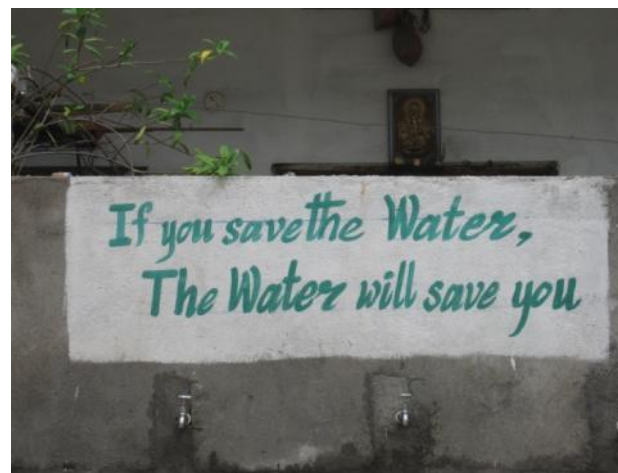


**Mission**

- We are committed to help less privileged people with
  - clean and safe drinking water for an affordable price
  - proper sanitation facilities
  - clear awareness programs on hygiene.
- We will create jobs for local people by establishing local water companies and Water Shops.
- We will improve local circumstances and economies by projects for community development.

**We operate in**

- Urban and per-urban areas
  - city solutions with home delivery
- Rural areas
  - network of villages with local water shops
- Slum/township area
  - water plants with taps
  - combined with a city solutions



MPI Clean Water – clean and safe drinking water  
Water Shops sell drinking water to less privileged people

# Drinking Water Cluster Operation

*A Cluster Operation consists of 10 Micro Water Companies combined with a service unit and staff support*

MPI Clean Water  
A division of MPI Group

Managing Director Michèl Evers  
Marconistraat 20, 7575 AR Oldenzaal  
The Netherlands  
m.evers@mpi-group.eu  
+31 6 20506614  
+31 541 532741  
www.mpi-group.eu



# Cluster Operation

## Impact

**Drinking Water:**  
 60m3 drinking water a day, per Micro Water Company; WHO/KIWA® Quality  
 Bottled (chilled) water in 20l, 10l and 1l and 500ml bottles  
 Price level: affordable for base of the pyramid  
 Consumers: people in developing countries

**Employment:**  
 Some 20 – 25 employees per Micro Water Company  
 Some 250 – 300 employees per Cluster Operation  
 Management coached by experienced entrepreneur

**Spin off:**  
 15 m3 a day per MWC flush water for irrigation , fish farms, sanitation

Business and Community Development projects funded by profit of Cluster Operation.  
 Training local people, vocational schools

**Health:**  
 Improved local circumstances by awareness program hygiene, sanitation facility and clean and safe drinking water. In cooperation with reliable (local) networks

**Projects:**  
 Pilot project MWC Nyali in Mombasa, Kenya

**Preparation:**  
 Pilot MWC Nizamabad, India  
 Cluster Operation Accra, Ghana  
 Cluster Operation Mombasa, Kenya  
 Cluster Operation Jakarta, Indonesia  
 Cluster Operation Maputo, Mozambique

**Orientation:**  
 Bangladesh  
 Philippines



# Cluster Operation

## Organization

**Drinking Water:**  
 10 Micro Water Companies (MWCs)  
 Decentralized, stand alone drinking water production companies  
 Selling bottled water to less privileged people



**Service Unit:**

- MPI Academy
- Project Management
- Maintenance & Service
- Remote control (in The Netherlands)
- Business & Community Development
- Micro Bottle Plant (optional)
- Micro PET Recycling Plant (optional)

**Staff Unit:**

- Finance, Tax, Legal, HR, IT, PR

**Sanitation (optional):**

- MPI Sustainable Sanitation Facility  
 8 toilets, 6 showers, 20 washing bowls

**Water Shops:**

- Drinking Water for some 2000 people a day
- Shop with water tank
- Daily refill with water tanker of MWC
- Franchise taker; micro credit

## Return

**Funding:**

Investment:	€ 3.000.000,-
Initial investment:	€ 1,6 M*
Re-invested Cash Flow:	€ 1,4 M

**Return:**

To funder: 15 – 20% per year, for 5 years  
 Payback time: ~ 4 years

\* Final figures are based on local Business Plan and Business Case

