

WATER WORKS FOR YOU

MPI Clean Water – clean and safe drinking water

Water Shops sell drinking water out of own water purification

MPI Clean Water First Journal

So many activities after the start 6 months ago. It is pleasure to tell all about the latest developments of MPI Clean Water. The objective of this journal is to inform the relations of MPI Clean Water and MPI Group about the drinking water activities. This journal is produced by MPI Clean Water and will be a periodical in a non regular frequency. May 2011

Nyali Clean Water Ltd



This is the location where it all started. Just after the demonstration in Nairobi and Mombasa, the 'container' was transformed into the first set up of a Micro Water Company. A pilot organization meant to be an learning environment. And it is, still now. Nyali Clean Water is located at corner of MjiPjya Road and Mount Kenya Road, opposite Mombasa Beach Hotel, Mombasa, Republic of Kenya. The office can be reached by phone: +254715777444 or by mail: info@imarawater.co.ke.

Currently we are producing and selling some 2,000 litres drinking water a day, 6 days a week. In April 2011 a plan is launched called "Growth". Step 1 is to grow from 2,000 litres a day to some 20,000 litres a day, to be achieved by within 6 – 8 weeks. Step 2 is to grow from 20,000 – 40,000 liters within a few months. Thanks to a Dutch private investor we are able to fund this plan of growth. One of the more stroking issues is the registration of the new company after quitting with the previous business partner. A tough lesson is learned by all of us.

Water shops

We started with the first concept, a Micro Water Company. This is a combination of a water treatment system with distribution of mainly bottled water. For several occasions we developed a new way of distributing clean and safe water for a very low price: water shops. These shops have their own water tank, a 10 foot sea container as a shop and are able to sell drinking for a very low price to those who buy water using their own jerry can.

In several countries and business plans the water shops have been introduced for less

developed areas in cities and for rural environments.

India: visit to Hyderabad

With full respect to the speed of growth to India, we visited in March 2011 cities in province Andhra Pradesh: Hyderabad and Nizamabad. During a 8 days pre-feasibility study we discovered the potential of India, with local and international competitors in drinking water. Despite the great number of small water producers there is still a big need for drinking water in both cities. After several discussions with potential Indian business partners, visits to water producers and a good feeling about potential drinking water business in India, we left the country with an admiration for very attractive Indian food. We decided to prepare a feasibility study in cooperation with a Indian investor, potentially for Micro Water Companies in Hyderabad, Nizamabad and water shops in surrounding villages.



Investors

Some 6 months ago we started with the first project in Mombasa, Kenya. Now we also are involved in Ghana, South Africa, Mozambique, but also on the Asian continent in countries like India, Indonesia, and Bangladesh and in South America countries like El Salvador, Bolivia and Venezuela. For the establishment of MWCs in all the countries MPI Clean Water wants to cooperate with (local) investors. In The Netherlands a financial group is assisting MPI Group in finding and dealing with (private) investors. They developed an Information Memorandum, especially for local and international investors/funds who share our ideas about selling clean and safe drinking water. We offer an attractive return with a social impact to the poor.

MPI Americas

For the region The Americas a Florida based agent is active. Two originated Columbian ladies are developing the mainly

South American market. Solutions have been developed for e.g. El Salvador, a pesticide polluted river with kidney diseases for local citizens. MPI developed a fundamental solution including a contribution to improve the agriculture by drip irrigation using the flush water from the purification process. Marcella and Sandra are doing a good job (mgillman@mpiamericas.us)

A growing assortment mix



Started with the 20l water bottle we already expand the assortment with other packages like 10l, 1 l and 500ml in Kenya. In other countries packages like 5l can be part of the total proposition. The biggest package is bulk distributed by our water tanker.



Indonesia, water with potential

A country with so many water around the more than 200 islands, has still an issue with affordable drinking water. It is also a country with a lot of potential with regard to drinking water business. A pre-feasibility study has been performed for Bali and a feasibility study for the city Jakarta is in preparation. Hopefully investors will help us to make a start in Indonesia.

Next journal

In our next journal we will report the growth in Nyali, our visit to Mozambique in March 2011, pre-feasibility in Bonaire and contacts with new investors e.g. in MWCs in South Africa.

MPI Clean Water Team:

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