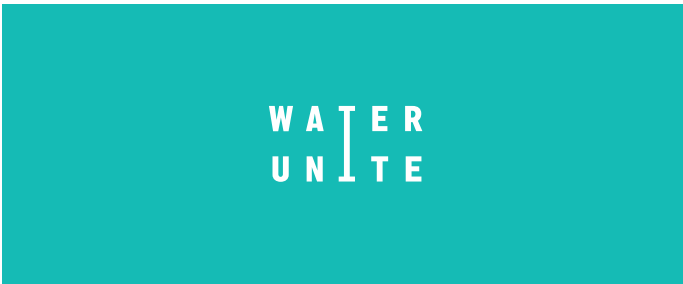


INVESTMENT GUIDE

OVERVIEW



Water Unite is a global not-for-profit organisation founded to end water poverty, improve sanitation and reduce plastics pollution in developing countries. Funds are raised via a voluntary one cent per litre micro-levy from retailers of bottled water.

Water Unite has created Water Unite Impact (WUI), managed by FCA authorised impact investment manager Wellers Impact, to provide risk-tolerant capital to Small & Medium Enterprises ('SMEs') in the water, sanitation and plastics recycling sectors.

Retailer participation in Water Unite Impact will be catalytic for the water, sanitation and plastics recycling sector. Micro-levy donations will have a significant leverage effect: attracting external expertise and commercial capital to achieve social impact, in a way that cannot be achieved with philanthropic capital.



SOCIAL IMPACT

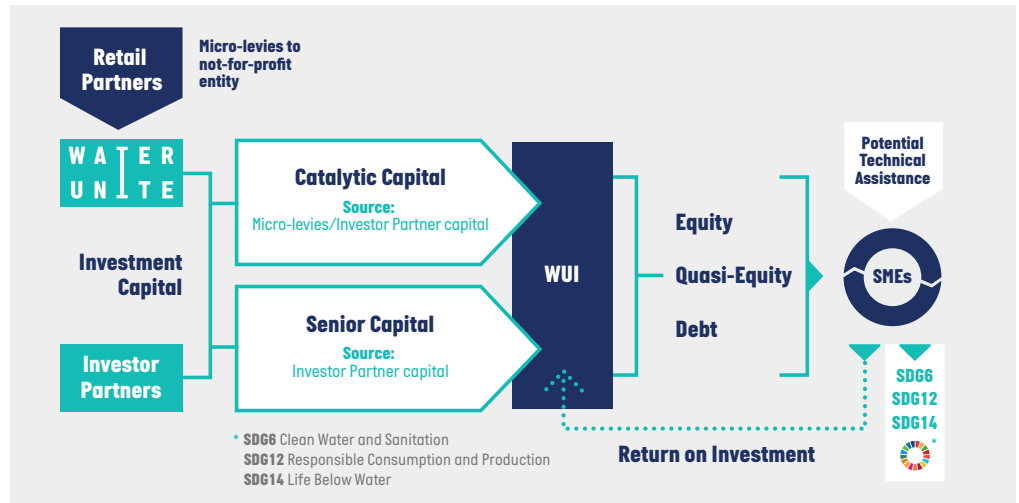
Water Unite Impact will address the funding gap in parts of the finance landscape for the water, sanitation and plastics recycling sectors not met through charitable foundations, microfinance institutions, commercial banks and/or formal capital markets. Enhanced governance mechanisms will ensure that 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 in its priority sectors.

Key areas of focus:

- **Systems strengthening:** Improve operational efficiency, transparency and coordination among water, sanitation and plastics recycling service providers, government and sources of finance.
- **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.
- **Sustainable revenue streams:** Institutionalise full cost recovery models in water, sanitation and plastics recycling to reduce dependence on foreign aid and government subsidy.
- **Commercial capital channelled to priority sectors:** Crowd in commercial capital by demonstrating financial viability.
- **Community resilience:** Withstanding impact of airborne and waterborne pandemics.

STRUCTURE

Water Unite Impact has a risk-reward structure, where the micro-leaves and foundation money will act as catalytic capital to attract commercial investment. This is a dynamic way of enabling each dollar of funding to support more than one organisation and multiply social impact many times over.



UNDERLYING INVESTMENTS

- WUI invests in SMEs through debt, equity or quasi-equity, combined with technical assistance.
- WUI will further leverage against technical assistance provided by aid agencies and development finance institutions to these SMEs.
- Portfolio diversity will seek to minimise defaults and reduce impact of currency volatility.
- Investments provide catalytic funding, to encourage innovation and knowledge transfer and/or facilitate growth of these enterprises so that they can scale activities.
- Investments are guided by internal investment guidelines with a view to managing concentration risks as WUI grows.

INVESTMENT COMMITTEE



Usha Rao-Monari
Water Unite Vice-Chair & Trustee

Senior Advisor at The Blackstone Group on their Water Infrastructure Fund and CEO of Global Water Development Partners in the USA.



Martijn Proos
Water Unite Trustee

Director of the Emerging Africa Infrastructure Fund at Ninety One in the UK.



Dr Peter Higgs Wellers
Representative

Chairman of Wellers Impact Limited and Tactical Global Management Limited (TGM).



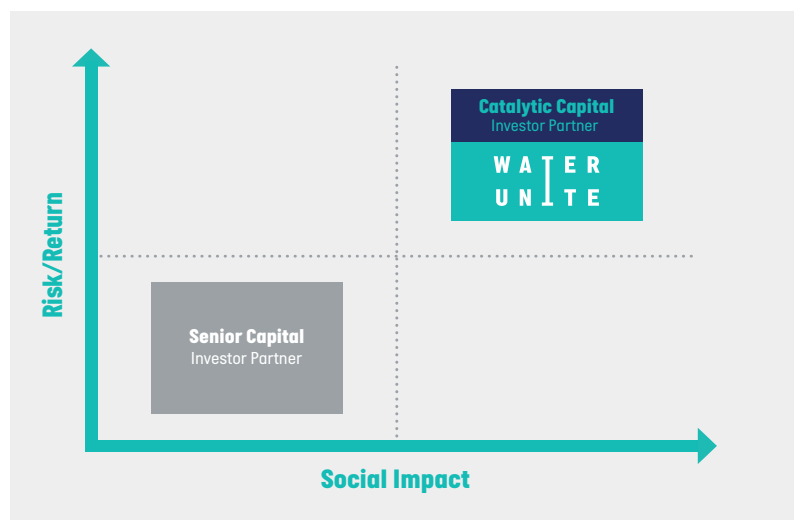
Neil Sandy Wellers
Representative

CEO of the Wellers Law Group and Wellers Impact Limited.

MICRO-LEAVES 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 plastics recycling 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.



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