



## PRESENTATION

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June 2020

A black and white photograph of a young boy with dark hair, wearing a light-colored short-sleeved shirt, leaning over a large wooden well. He is cupping his hands together to catch water, which is dripping from the well's opening. The background is a blurred natural setting with trees and foliage. A teal banner is in the top left, and a teal box with white text is in the bottom left.

## Drinking water access

**2 BILLION PEOPLE**  
do not have access to safe water

## CURRENT SOLUTIONS HAVE IMPORTANT LIMITS

**Dependence** on consumables

SUSTAINABILITY

Filters replacement **every 6 months** to 3 years

Chemicals purchase **every week** to 3 months

**Expensive** operations

COST

From **25cts** to **1€** per cubic meter

**Incomplete** treatment

EFFICACY

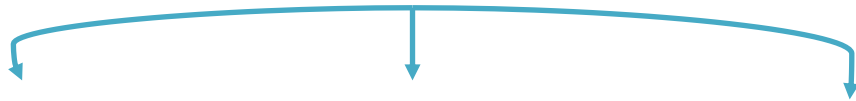
Disolved pollutants (**heavy metals, pesticides**, etc.) remains

# INOVAYA : AN INNOVATIVE MEMBRANE FILTRATION PROCESS



## 1st STEP

Clarification \ disinfection



Succession of  
high-performants  
filters

Filters  
individualised  
back-wash  
process

Monitoring managed  
by a proprietary  
algorithm

## 2nd STEP

Secondary treatment of dissolved molecules



Electrodialysis process  
Electrocoagulation  
RO  
NF

## PRODUCT SHEET: UNYO

Turnkey solutions, modular & robust  
for communities up to 20 000 people

- 🏠 Filters any kind of fresh water
- 💰 Costs €0,52 per m3 or €4 per year/person
- 🔧 Modular for any kind of pollutant

### Eco-responsible system



NO CONSUMABLE



NO CHEMICAL



NO MAINTENANCE

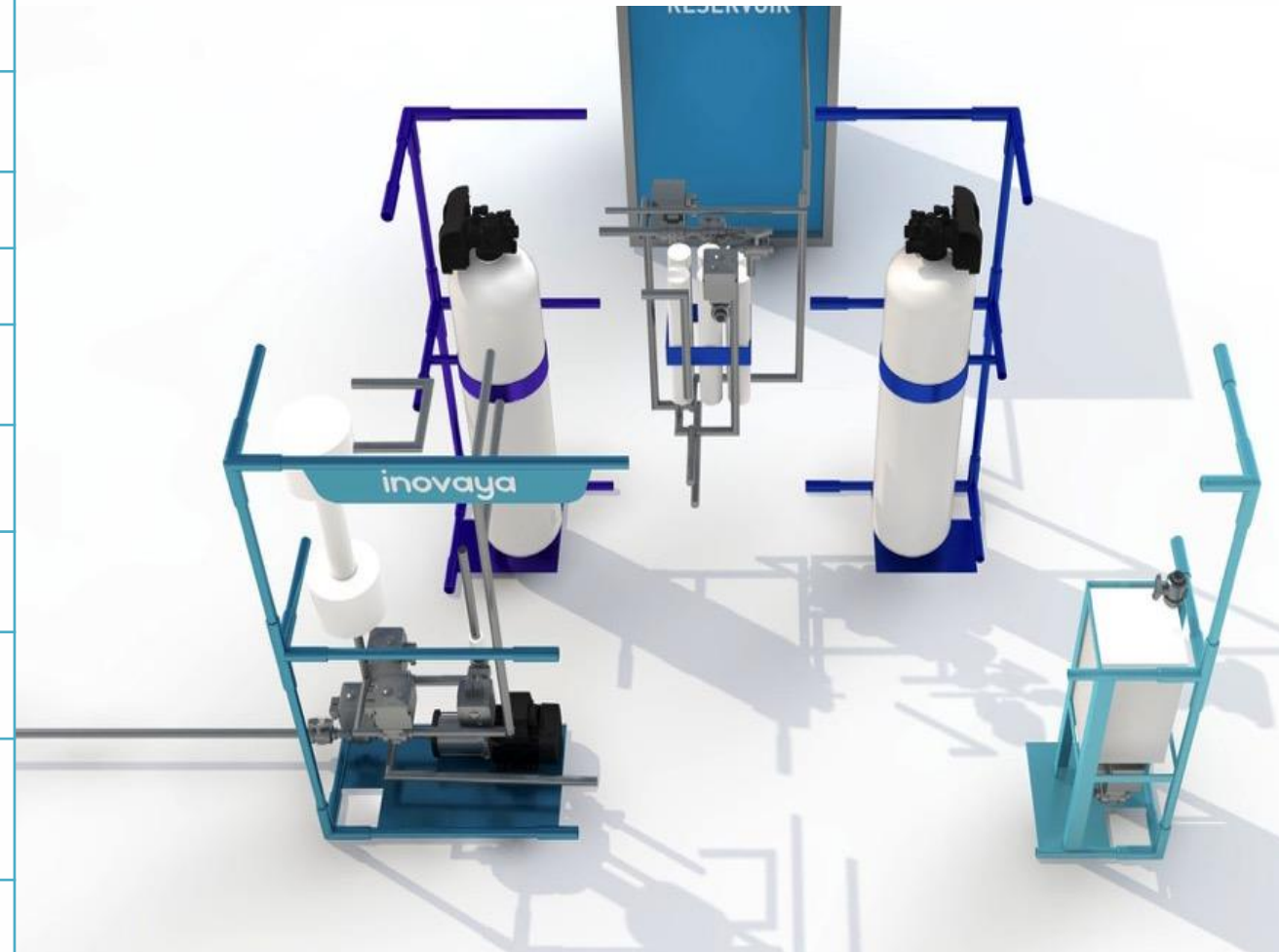




## PRODUCT SHEET: UNYO

Dimension	1000 x 2000 x 2000 mm (compact)
Robustness	GRP® protection Chemical-resistant materials
Ease of use	Modular depending on water pollutants
Filtration	Mechanical High quality permeate
Flow	From 1 to 20m3/h
Turbidity	Max. 900 NTU
Retention	Log 6 for bacterias & spores Log 4 for virus
Treated fluid pH	3 to 11
Backwash	Inversed flow with filtered water (2 bars) Occurrence from 10' to 30'
Electrical characteristics	Installed power : 2 kW Supply voltage: 230 V / 50 Hz
Hydraulic characteristics	Max. circuit pressure : 4 bars Trans-membrane max. pressure : 1.5 bars Temperature : 1 – 35°C
Lifetime	Filtration guaranted 10 years

**FILTERS GUARANTED 10 YEARS**



## A STRONG MARKET DEMAND

Market : **worldwide**  
= **24 Billion** €/ year \*

**INOVAYA** is **UNRIVALLED** on communities  
from **1000 to 20 000** inhabitants  
= **1 million communities**

Total **Potential** for INOVAYA  
= **30 Billion €**

\*OECD : Annual estimated budget for new drinking water access projects

## CUSTOMERS

### 10 INTERNATIONAL NGO

(World Vision, CICR, Unicef, HI, Oxfam, etc.)

### 1 088 INTERNATIONAL ORGANISATIONS

Specialised in the WASH sector  
(Amuka, Gawad Kalinga, Acina, etc.)





# INOVAYA OFFERS A SOLUTION THAT DOES BETTER THAN ITS MARKET COMPETITORS

Name	Prosoft ingénierie	Suez	Nomad'o	Lenntech	Skyjuice	INOVAYA
Removes all water pollutants (viruses, bacteria, heavy metals, pesticides)	X	X	✓	X	✓	✓
Mineralised water	✓	✓	X	✓	✓	✓
Compatible with alternative energy sources (wind, sun etc...)	✓	X	✓	X	✓	✓
Works without consumables (no OPEX)	X	✓	X	X	X	✓
Treatment without chemical products	X	✓	✓	X	✓	✓

## DEVELOPMENT STRATEGY

Pilot tests  
& first  
installations

2018-2020

**Drinking water  
access**

6 pilots (TRL8)

 **PLASTIC  
ODYSSEY**



B2B  
marketing

2021-2022

**Drinking water access**

Selling of the 50 first UNYO units  
International tender calls (2021)  
Miniaturisation of UNYO for domestic usage



B2B2C  
marketing

2023

**Water drinking access**

Partnership for the F1.6 product marketing with a  
distributor on western markets



# SALES MODEL

## Sales cycle

Direct & indirect distribution

## Evolving business model

Implementation of Pay-as-you-go system  
Opportunity of Carbon Credit based business model under assessment

## Direct distribution

SP = 30K€ \\ Gross margin : 60%  
Sales solutions, installation, support

## Indirect distribution

SP = 23K€ \\ Gross margin : 40%

## AN AMBITIOUS & EXPERIMENTED TEAM



**KHALED AL MEZAYEN**

CEO & FOUNDER

Expert in health unities management & industrial pharmacy  
Doctor in industrial pharmacy – Toulouse (Fr)  
10 years of experience in industrial engineering  
Entrepreneurship



**GUILLAUME LONCHAMP**

CFO & FOUNDER

Expert in corporate finance  
Master in international comptability & finance –  
University of Stirling (GB)  
5 years of experience at Faurecia, Khar.



**JUSTINE VIDIL**

CHIEF OF DRINKING WATER ACCESS  
DEPARTMENT & FOUNDER

Expert in SMEs' international development  
Political Sciences Lyon (Fr) / Master of Law  
5 years of experience at Business France,  
European Council, Khar.



**SYLVAIN MASSON**  
R&D MANAGER

Continuous improvement of solutions  
& dimensioning



**VIETNAM HUYNH**  
PROJECT ENGINEER

Dimensioning



**CHARLÈNE ROULLE OBERTI**  
DRINKING WATER PROJECT OFFICER

Exploratory missions & drinking water access project  
management



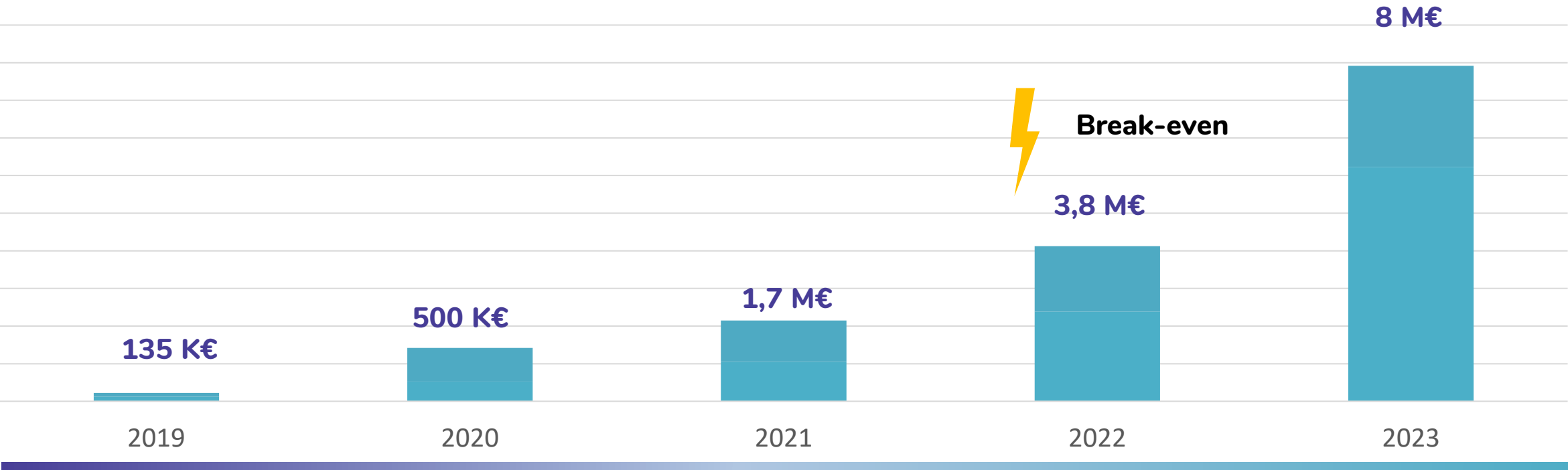
**OLIVIER BOUDAU**  
FIELD TECHNICIAN

Exploratory missions & field installations



# KEY FINANCIAL ELEMENTS

SALES FORECAST

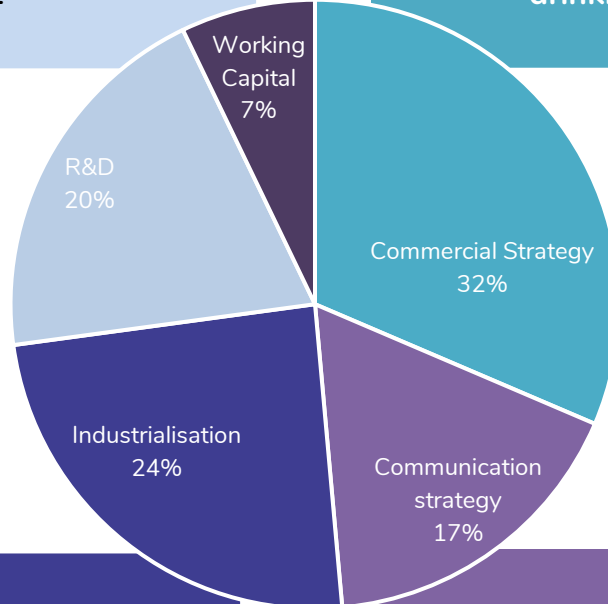


## FUNDS NEEDED : 1,5 Million €

### USE OF FUNDS

2 Programs (FANON, F1.6)  
Intellectual property (2 patents)  
Recruitment : engineers x2

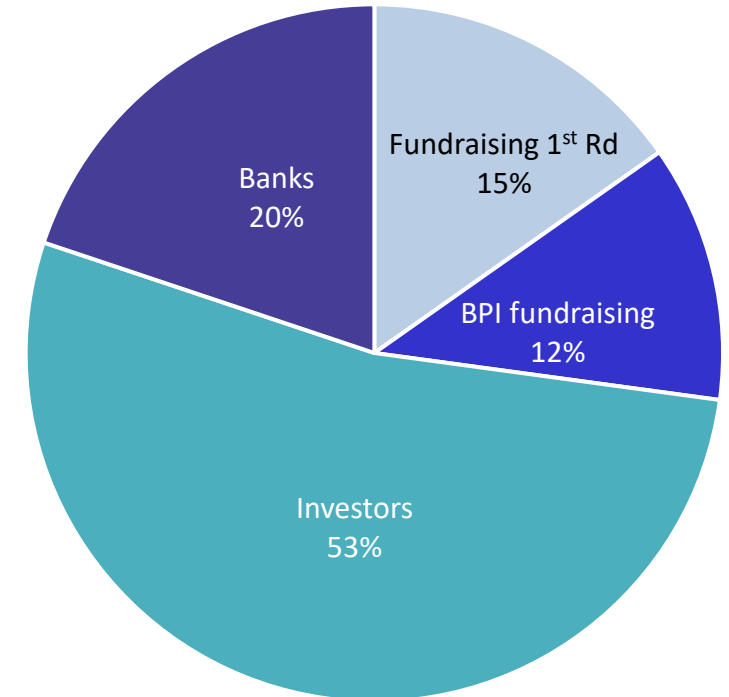
UNYO for renting  
Recruitment : technical sales force x1  
drinking water project officers x2



Industrial flow structuring  
Immobilized equipment  
Recruitment : Logistics officer x1  
maintenance technician x1

Website  
Professional events  
Recruitment: marketing and social  
networks expert x1

### SOURCE OF FUNDS





## ANNEXES

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## PRODUCT SHEET : AYA Mx

Economical solution for water network safety in emerging countries

Filtration	Mecanical
Flow	From 1 to 4 m <sup>3</sup> /h
Turbidity	Max. 15 NTU
Retention	Log 4 : bacterias & spores Log 2 : virus



**NO CONSUMABLE**



**NO CHEMICAL**



**NO MAINTENANCE**

**FILTERS GUARANTED 10 YEARS**





Economical solution for households from 1 to 6 people

FILTERS GUARANTEED 10 YEARS

Usage	Direct connection to the point of use
Flow	120L/d
Treatment	Pesticides \ micro-pollutants Endocrine disrupters \ Hardness \ Turbidity \ Chlorine



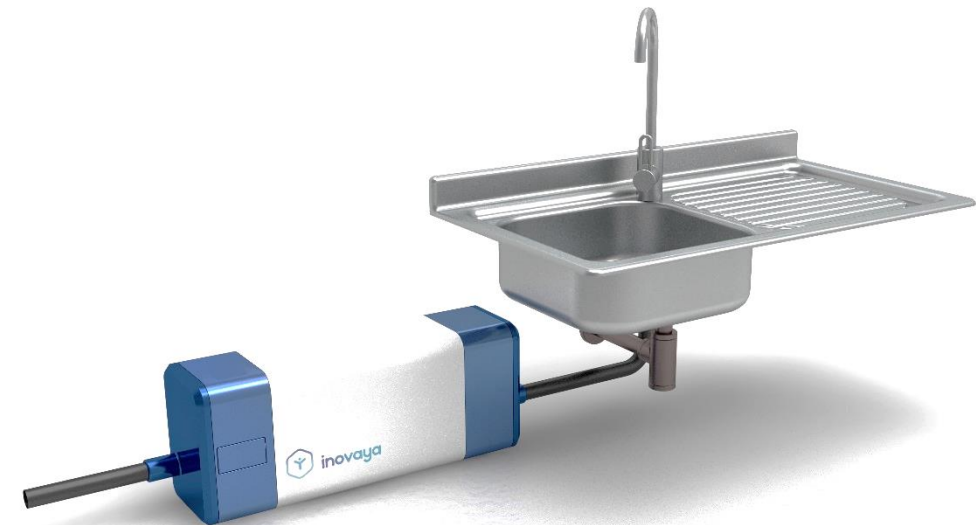
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**NO CHEMICAL**



**NO MAINTENANCE**



## COMMERCIAL PIPE

- Finished
- In progress
- Under discussion
- In neutral

<b>SOCIAL INNOVATION CHALLENGE (Romania)</b>	European project call ; installation for fishermen shelters of the Danube's delta (protected area)	30 000 €	<span style="color: green;">●</span>
<b>GAWAD KALINGA (Philippines)</b>	Distribution of UNYO, AYA & F1.6	3 000 000 €	<span style="color: green;">●</span>
<b>AMUKA (DRC)</b>	Installation in Kalemie's district (14 000 inhabitants); tripartite agreement with Électricien Sans Frontière	800 000 €	<span style="color: green;">●</span>
<b>GAWAD KALINGA (Philippines)</b>	Establishment of the NGO's water strategy as part of the Poverty erracy plant until 2024(3,000 communities)	15 M €	<span style="color: orange;">●</span>
<b>MINDFUL INTERV. (Portugal)</b>	Installation for ecological lodges	15 000 €	<span style="color: orange;">●</span>
<b>OVR SUISSE (Cameroun)</b>	Installation at Mimboman village	36 930 €	<span style="color: orange;">●</span>
<b>SOLIDARITÉ INTERNATIONALE (DRC)</b>	Installation in Nord Kivu (DRC)		<span style="color: red;">●</span>
<b>ACINA (France)</b>	Installation in French slums and squats	12 000 €	<span style="color: darkblue;">●</span>
<b>INDIRECT DISTRIBUTION</b>			
<b>CNC (RDC)</b>	Distribution of water kiosques	Env. 750 000 €	<span style="color: darkblue;">●</span>
<b>DIFFUSION GLOBAL (Mexico)</b>	Distribution of AYA & F1.6	Env. 1M €	<span style="color: darkblue;">●</span>
<b>UTILIS</b>	Distribution of UNYO	Env. 500 000 €	<span style="color: darkblue;">●</span>

## OUR COMMUNITY

