

Loowatt

Flush with Happiness

Going Glocal: Delivering FSM models for global cities.

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Flush With Happiness

Waterless flush toilets and sanitation solutions for everyone, everywhere



Loowatt's Waterless Flush



Loowatt's Waterless flush locks in odour and disease without water or chemicals. A clean bowl for every use.

Waste is packaged and contained so that servicing is safe, simple and quick.

Waste is treated in closed-loop systems and transformed into value.

Whole Value Chain Solution



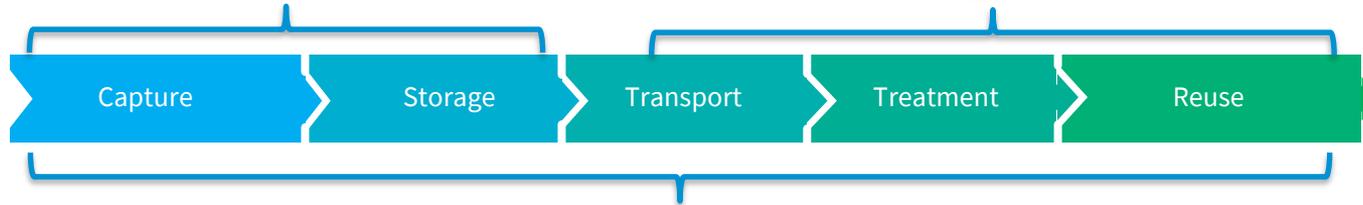
Toilets, Refills and Containers



Waste pre-processing equipment



Mobile app & web platform



Loowatt Madagascar serving household customers, meeting SDG 6.2 requirements since 2016



Glocal :

Reflecting or characterized by both local and global considerations.



**80% of human waste today is
dumped untreated.**

A wide, flat, cracked landscape under a cloudy sky, with two small figures in the distance. The ground is parched and cracked into irregular, polygonal shapes, extending to the horizon. In the far distance, two small figures are walking across the cracked earth. The sky is overcast with grey clouds. A dark semi-transparent box is overlaid on the center of the image, containing white text.

By 2025, **66%** of our population will be living in **water-stressed** areas.

To design products and services that are globally scalable we need to focus on solutions that are universally applicable.

The core issues we focus on:

- Who is the customer and what do they care about?
- What are the universal truths about consumers' sanitation requirements?
- What are the limiting factors in providing solutions for dense urban contexts?
- What are the main drivers to servicing, how do they differ across markets?
- What regulatory trends can help or hinder CBS business models? What future regulations changes can occur?

Every customer wants the same thing!

An enjoyable experience:

- Clean, odourless
- Safe, comfortable

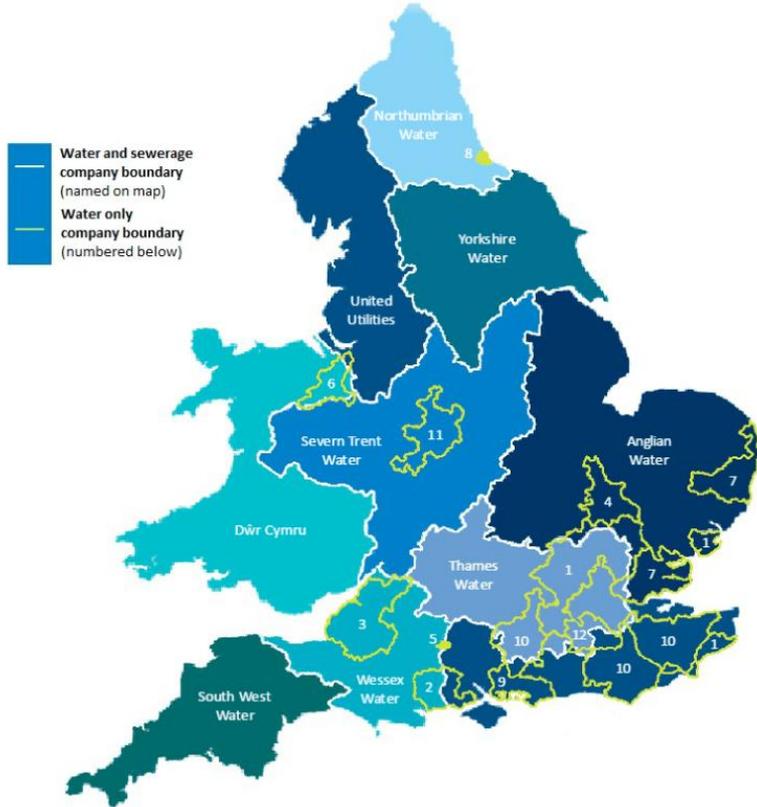
A toilet that adapts to their existing habits:

- Washers/Wipers
- Ability to manage the things people flush down toilets: toilet paper, feminine hygiene products etc...

People time and logistics costs drive service costs



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Regulation drives demand

In the Philippines, strong economic regulation provides a win-win-win relationship between the Government, Utilities and their Investors.

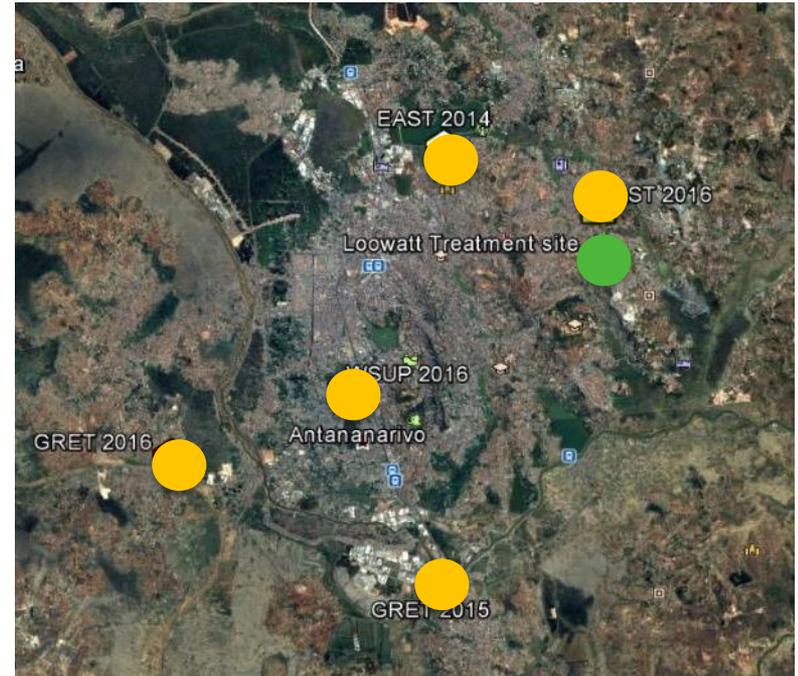
After sustained performance in delivering high-quality water to its residents more focus is being placed on sanitation. After a successful pilot, Loowatt was selected by Laguna Water, a joint-venture of the Laguna Provincial Government and Manila Water, as its preferred toilet provider.



Regulation drives demand

In Antananarivo, Madagascar, a lack of treatment infrastructure has led to the growth of small AD facilities being built by NGOs and turned over to the SAMVA, the waste utility.

There is now sufficient waste treatment capacity to support localised service delivery



Regulation drives demand



Basingstoke STW operating entirely on energy from
sludge

17/10/2018

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