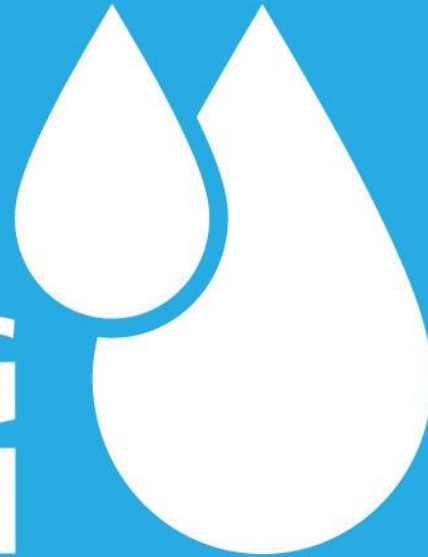


SPRING HEALTH

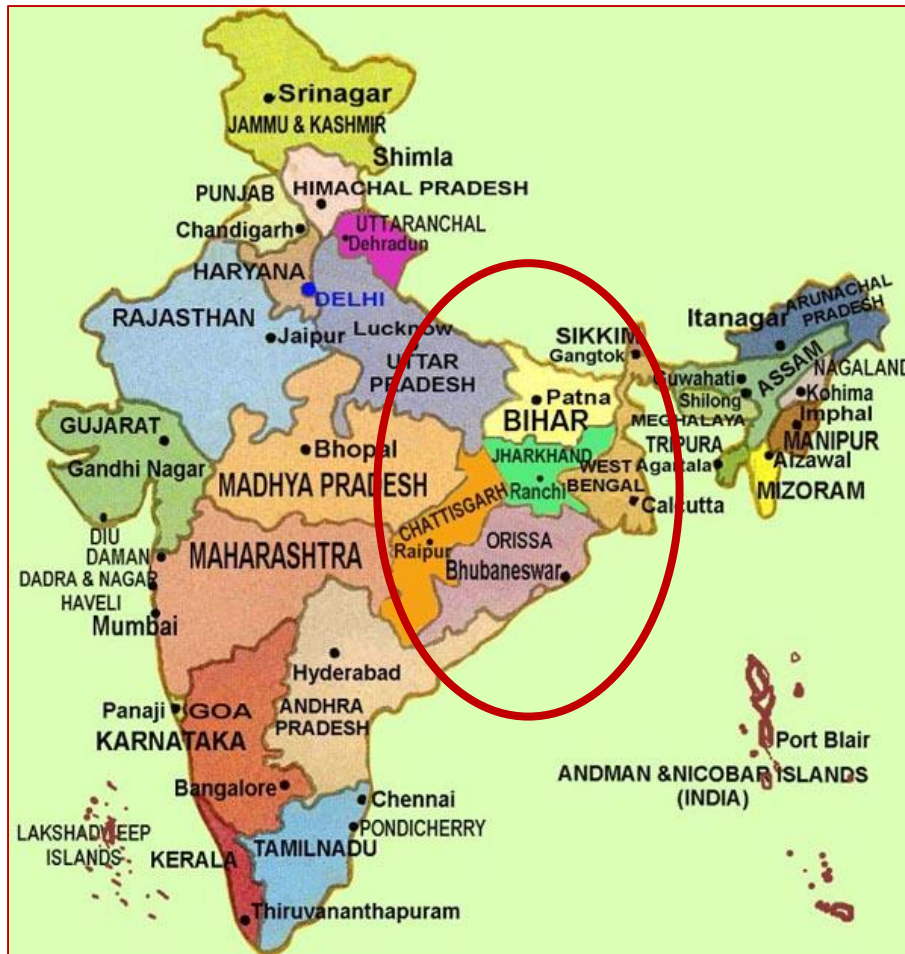
SAFE DRINKING WATER



Safe, affordable drinking water
for rural East India

2013

Land of Rivers: Rural Eastern India



- 325 million residents
- Rural villages with less than 500 households
- Water is laden with fecal bacteria

Childhood illness and death

Lost income and productivity

High medical costs

Solution Designed to Meet the Need



**Decentralized
delivery system**



**Radically
Affordable**



**Purify available
water**



Ruthless Pursuit of Extreme Affordability & Scale

Electro-chlorination

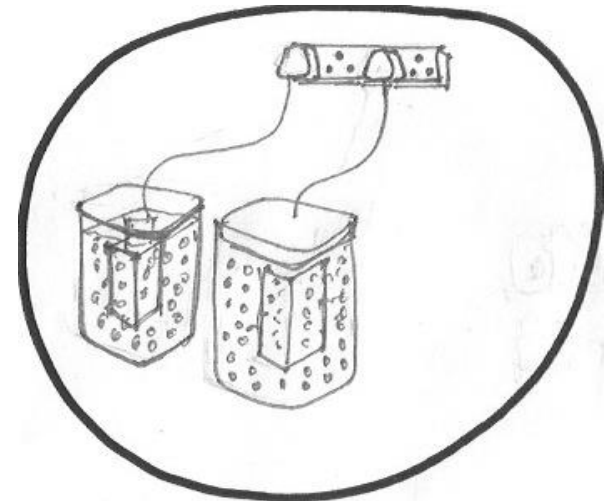
- Simple, proven technology

Almost no CapEx

- \$250 per ECP

Low OpEx = low price

- \$0.05 for 10 liters delivered



Simple electro-chlorinator

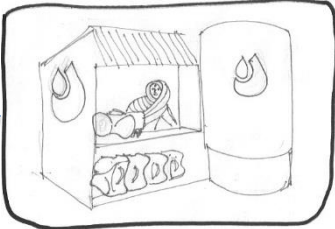
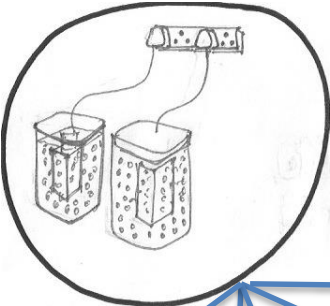


Tank sensor and testing systems

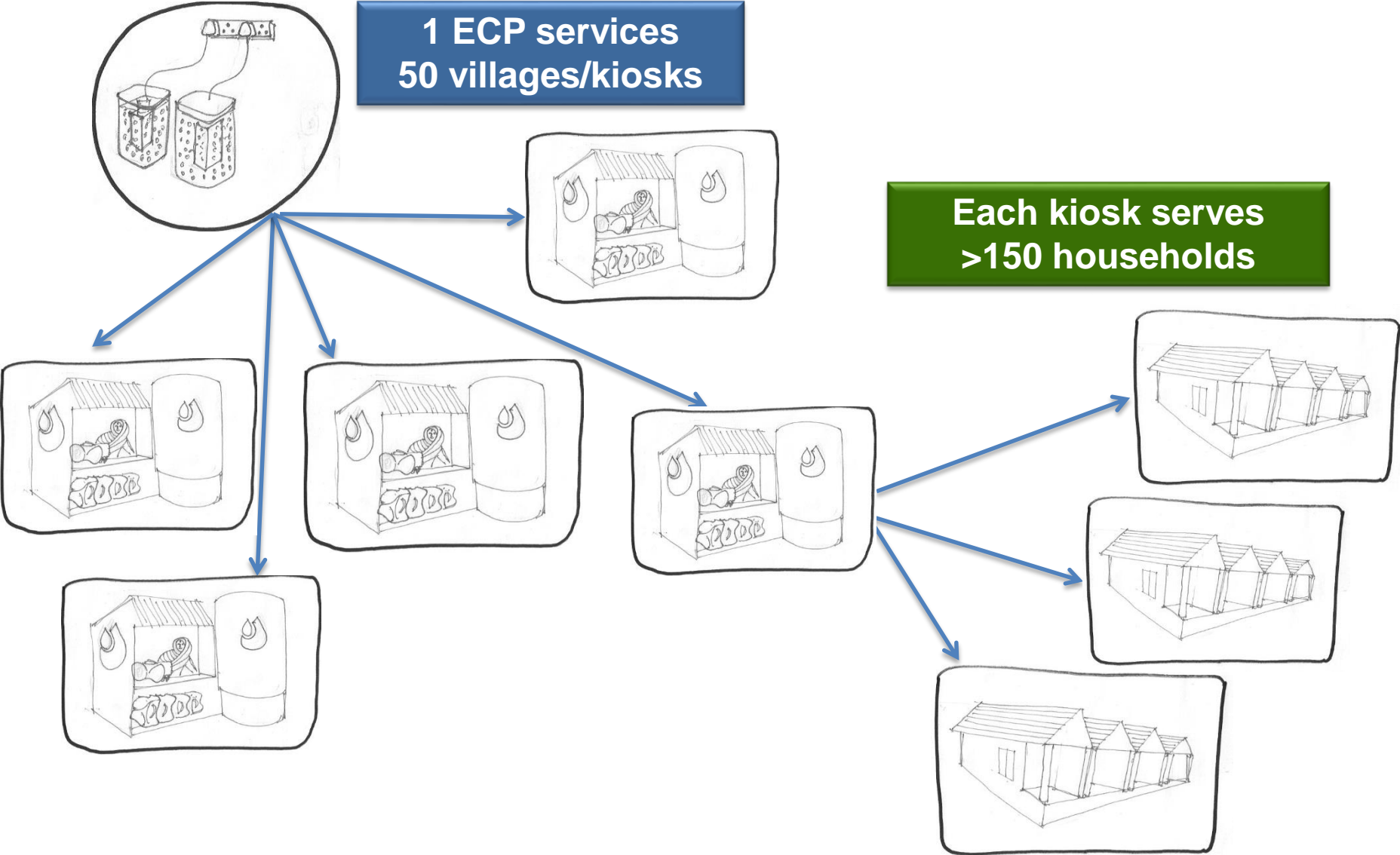
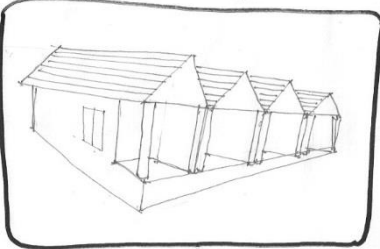
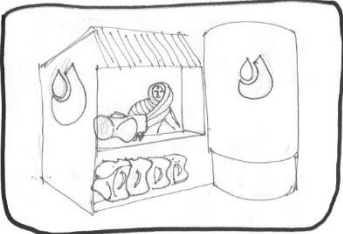
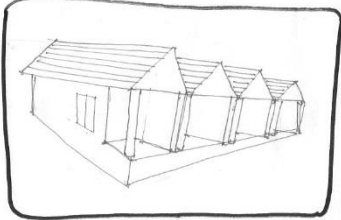
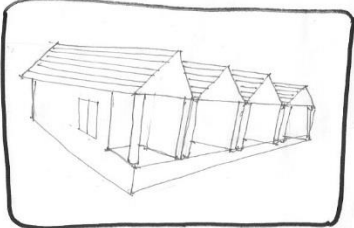
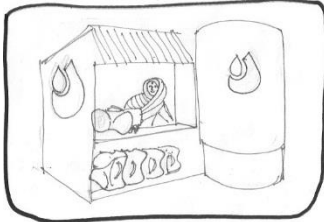
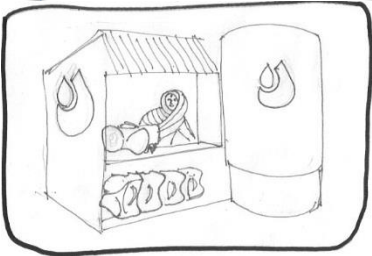
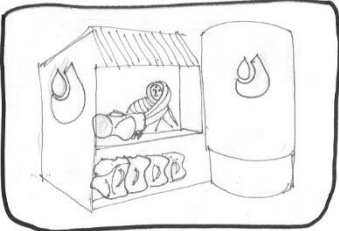


Hub and Spoke Distribution

1 ECP services
50 villages/kiosks



Each kiosk serves
>150 households



Enduring Village Presence

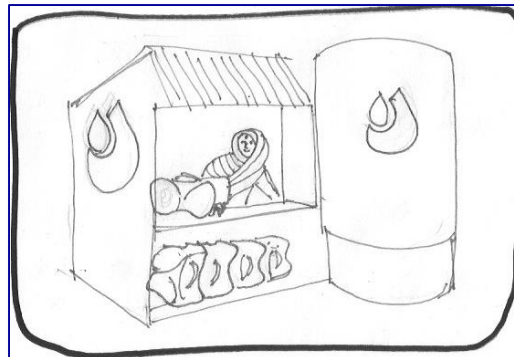
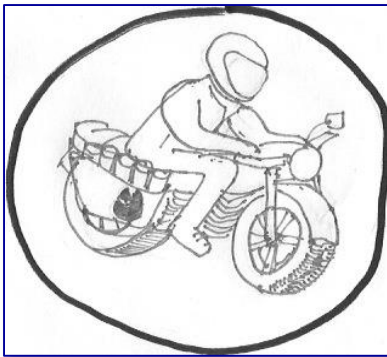
Quality

Promotion

Adoption

Spring Health Business Associate:

- Delivers chlorine every other day
- Doses and tests water for purity at the kiosk
- Meets with customers to ensure satisfaction
- Gathers usage and quality data
- Conducts gatherings “melas” and other promotional activities



Lessons Learned: 3 ECPs and 205 Villages

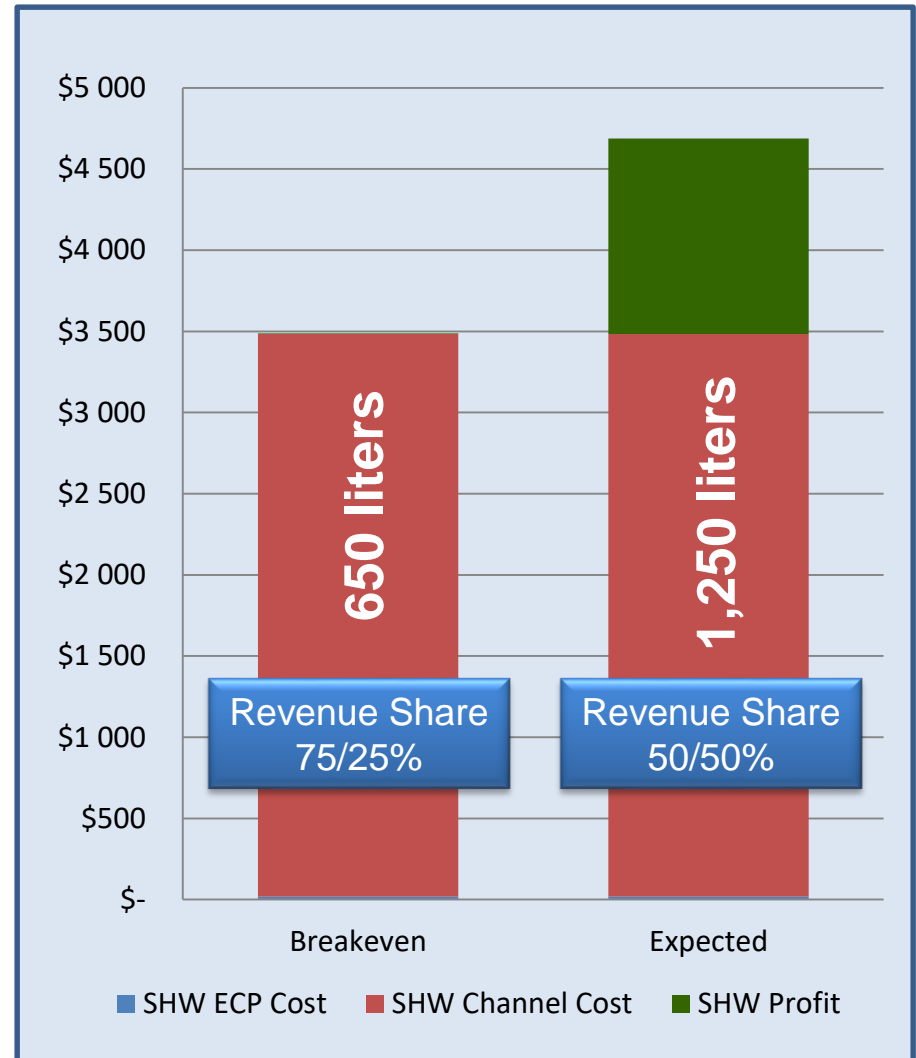
Break even at 650
liters per day

20% contribution margin
at 1,250 liters per day

Dynamic revenue sharing model

Effective demand creation

Active channel management

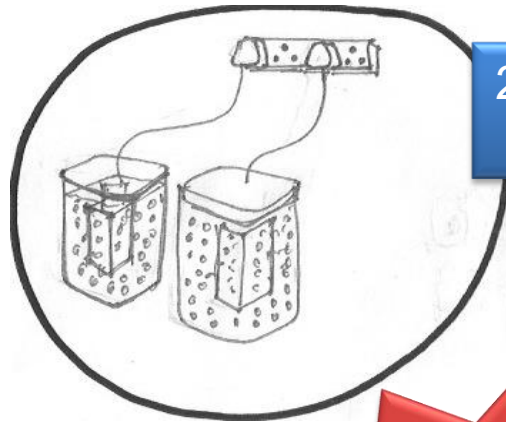


Traction and Goals

**75 new villages this
quarter**

**150 new villages
next quarter**

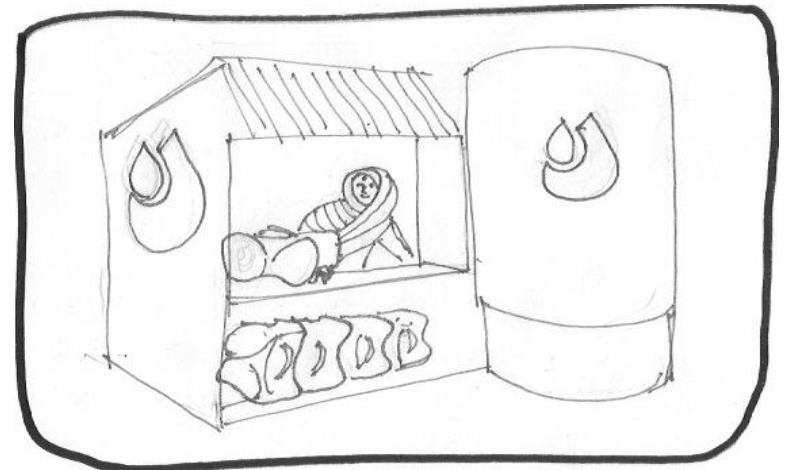
**500 villages by
Q4 2018**



**204 electro-chlorinator
plants in 6 states**

10,800 village kiosks

**8 million
people
in 60
months!**



Financial Summary



	2012-13 (Actual)	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17
Kiosk Count	498	2,280	3,102	2,502	1,800
Cumulative Kiosk Count	498	2,778	5,880	8,382	10,182
Water Sales (Mn. Ltr)	8.89	52.74	296.90	865.31	1,520.81
Revenue	49.4	293.0	1,649.4	4,807.3	8,448.9
Gross Margin %	-45%	-2%	16%	41%	52%
Direct Costs	\$ 71.66	\$ 297.74	\$ 1,378.64	\$ 2,821.36	\$ 4,031.43
Employee Cost (Indirect)	\$ 74.12	\$ 151.56	\$ 336.78	\$ 529.33	\$ 674.14
Selling and General Admin	\$ 93.25	\$ 96.16	\$ 79.14	\$ 88.88	\$ 135.74
Total Opex	\$ 239.04	\$ 545.46	\$ 1,794.55	\$ 3,439.57	\$ 4,841.30
Net Profit	\$ -189.65	\$ -252.46	\$ -145.12	\$ 1,367.72	\$ 3,607.64

(in USD 000's)

Financial Highlights

- EBIDTA positive by month 21
- Cash flow positive by month 51
- Profitable in 2018 and 2019

Economic Impact

- Family view: \$50M savings over 5 years
- Channel view: \$17M income per year

Fundraising Plans



Amount: \$2M

- \$550K secured or committed

ROI: 3x-5x

- Over 6-to-9 years

Flexible Terms

- Preferred stock or convertible debt

Investment Ready

- Already vetted by 3rd party due diligence

High Impact per Invested Dollar



10,000 villages



8 million beneficiaries



\$0.25 invested per beneficiary



A lifetime of safe drinking water



Increased income for thousands

Management Team That Can Deliver



- **Kishan Nanavati, CEO** - Kishan built and led a team managing 25,000 telecommunication retail stores with a leading operator in Karnataka.



- **Founders and Board Members:**

- **Dr. Paul Polak**, Founder of International Development Enterprises (IDE) and Windhorse International Inc. He is the author of the highly regarded Out of Poverty.



- **Jacob Mathew**, Jacob is co-founder of Idiom Design and Consulting Ltd, one of India's largest design consulting firms



Our Customer: The Real Impact

**Meet Bina Behera,
a typical customer**



**Safe drinking water can
restore this family's income**

- Bina lives in a Harijan cluster in one of our villages.
- Her husband's chronic illness limits his ability to work.

**Medical treatment: Rs 3,200
(\$50)**

**Lost income: Rs 8,960
(\$138)**

SPRING
HEALTH

Safe Drinking Water



EMAIL: kishan.nanavati@springhealth.in