

Potential Investment Opportunity in Revolutionizing Water Access with Deep-Tech Innovation | multifold Opportunity

The company is a deep-tech company revolutionizing water access through Air-Water Generation (AWG) technology, converting humidity into clean, mineralized, and alkaline water (pH 7.0-8.5). With 9 design patents, 1 granted process patent, and 2 more under application, its energy-efficient systems provide up to 475 liters/day for homes, industries, and governments. Backed by 270+ paid pilots and a \$1.2M order book, Company is scaling rapidly with an \$3M active sales pipeline (80% closure rate). The company collaborates with IIT-M, IIT-KGP, and ICCW, ensuring continuous innovation and market leadership in AWG technology. Recognized with 5+ global awards, including the “Best Innovator” award at the World Health Assembly, Company is shaping the future of sustainable water independence.

Investment Highlights:

- **Strong Business Visibility:** The company has a robust order book (active sales pipeline \$2Mn and an upcoming bid pipeline of ~ INR \$3+Mn, covering government, private, commercial, and residential projects).
- **Addressing a Global Crisis:** Over 1.2 bn people lack access to clean water. By 2050, >60% of the world’s population will experience water stress. Air-Water Generation (AWG) technology provides a sustainable, scalable solution.
- **Strong Market Opportunity:** The AWG market is driven by declining freshwater reserves, high desalination costs, and regulatory support for sustainable solutions. A 2.6% MS translates to an estimated \$76 mn in sales within five years.
- **Orders:** \$1.2M, with an \$3M active sales pipeline at an 80% closure rate.
- **Financial Viability:** 270+ paid pilots across India and internationally. FY22 of \$40K revenue, FY23 of \$120K (break-even at 3% PAT) FY24, \$100K (7% PAT, focused on R&D for Product 2.0). FY25 projected revenue \$400K (March FY25).
- **Patented:** Deep-tech AWG system with 9 design patents & multiple process patents. Dual-technology approach (Condensation + Desiccant) makes company the only company offering both methodologies.
- **Lowest energy consumption** per liter in the AWG market. Smart IoT-enabled water production & remote monitoring via a mobile & web app.
- **Scalability & Future Growth:** Multiple revenue streams: B2B2C, B2G, B2B. Expansion into defense, government tenders (GEM), e-commerce, and international markets. Master distributor strategy to accelerate global penetration.
- **Capex Target:** Inventory for fulfilling sales pipeline (35%), Marketing & brand awareness (36%), Admin & manpower (21%) and R&D for next-gen AWG innovation (8%).

Fundraising & Growth Potential:

- Given its strong order book and market position, this investment presents a multifold opportunity

This is an exceptional opportunity to invest in a company that is shaping the future of sustainable infrastructure. With strong financial visibility, technological leadership, and a commitment to environmental sustainability, the company stands poised for significant growth in the years ahead.