

"Save Water"

MALINDI WATER & SEWERAGE COMPANY LTD

**UNLOCKING CASHFLOWS- A QUEST TO
IMPROVE WATER & SANITATION SERVICES.**



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CHALLENGES IMPEDING SDG 6: ENSURE ACCESS TO WATER AND SANITATION FOR ALL.

1

- ❑ Increase in dormant connections.
MAWASCO has over 10,000 dormant connections that require re-activation.

2

- ❑ Increase in pending new water applications.
MAWASCO has over 1,000 pending new water applications.
- ❑ KES 20,000 required for new water connection.

3

- ❑ Cashflow difficulties.
MAWASCO has over 300 Million trade receivable.
- ❑ These are tied up assets to be unlocked.



WHY THE INCREASE IN DORMANCY OF WATER CONNECTION?



High water bills due to leakages at customer premises.



MAWASCO credit policy that does not support favorable payment plans.



Decline in the tourism business.



MARKET OPPORTUNITIES

01

KES 200M CREDIT PORTFOLIO
Through innovative credit facilities to MAWASCO customers with arrears.

02

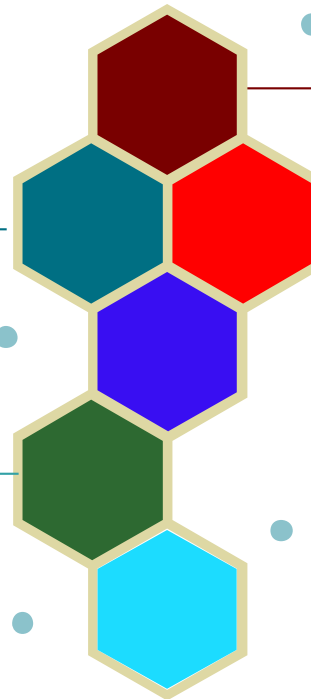
10,000 CONNECTIONS REACTIVATION
Reactivation of over 10,000 dormant water connections as a result of innovative credit facilitates availability.

03

INCREASE ACCESS TO WATER.
Through credit financing of Pending & new water & sanitation application.

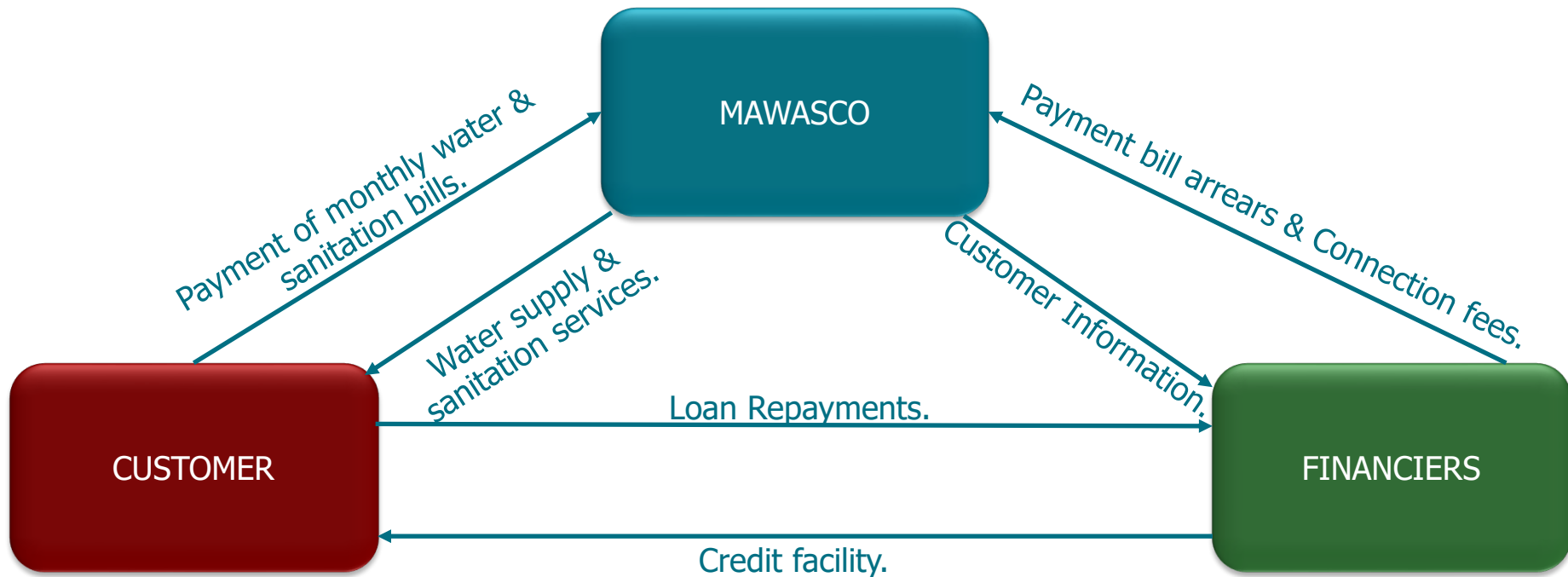
04

TECHNOLOGICAL SOLUTION
To effectively manage debtors portfolio to ensure no liquidity issues in the future.





CREDIT FACILITY PROPOSED MODEL OF OPERATION.





SOLUTION

01

Customized credit facilities targeting connections with arrears & New applications.

02

Updating of contracts between water utilities and their clients.

03

Enter into MOU between water utilities and financial institutions.

04

Deploy technologic innovations to unlock liquidity issues of MAWASCO.

Thank You!

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