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We've already covered how reaching the SDG6 involves a \$4 trillion investment worldwide, of which \$1.3 trillion shall be spent in Western Europe and North America.



(This, on top of the \$1.8 trillion needed for asset rehabilitation.)

Yet, for now, all of this rarely goes further than numbers on paper.

There hasn't been a lot of interest from the finance field into Water because it happens to be so confusing and difficult to understand... Still, Sciens Capital Management has a strong belief:

## Water is a Growth Market. And an opportunity for a spin-off, Sciens Water.

## Focusing on the US, they identified three main challenges:

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First, there are just way too many systems of water and wastewater utilities in the United States

# Actually, over 66,000 on the latest count - 50k for Water,

#### (DON'T!) WASTE WATER

### 16k for Wastewater.

Grown in a decentralized fashion, many of these systems lack the needed capital today to fix them.

And that has consequences: the proportion of pipes classified by EPA as "very poor" was multiplied by ten in 40 years.

## To solve this, Sciens Water attempts to consolidate them:

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One of our companies, Central State's Water Resources, proceeds to buy smaller systems that are very much out of compliance, fixes them, and gives people better and cleaner Water.

## Hence, adding scalability in the decentralized mix.

Second challenge: we recycle and reuse such a small percentage of our Water, while the lack of Water on the west coast regularly makes the headlines

This involves solving the mismatch between supply and demand by increasing the level of treatment.

For Sciens Water, it comes in the form of an MBR company: Integrated Water Services.

Yet, it's not a one size fits all! We're approaching this from a grassroots perspective.

It indeed makes more sense to reuse Water in California, than it does in Long Island. 😄

Third problem, the Infrastructure in the US is really old!

Here, Sciens Water's bet is to leverage the new technologies available on the market to trigger a network upgrade.

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Not every so-called infrastructure thing is a multi-billion project!



Hence, Alex's belief that a grassroots approach will be the real actor of change.

#### We also covered:

 How Sciens Water leverages institutional capital from many investors worldwide to trigger an impact on the Water Industry



- How public awareness shall generate a change in the approach to Water in the future
- How hypergrowth is possible in the Water Industry, yet not in a Twitter or Uber fashion
- How bottled water may well overtake utility water in the residential segment; it doesn't necessarily matter when you put it in perspective with the much larger industrial and agriculture pieces of the puzzle
- How water doesn't work in isolation: just look beyond the silo
- How the Water space very much resembles an orchestra, currently producing a cacophonous noise.
- The distributed benefits of Water, Water as an investment good, Financial and Societal benefits not being mutually exclusive... and much more!

Don't miss a single bite: head over to dww.show!

