

Season 4 - Episode 5

**DWW
SHOW**

Best Quotes

of this week's Episode



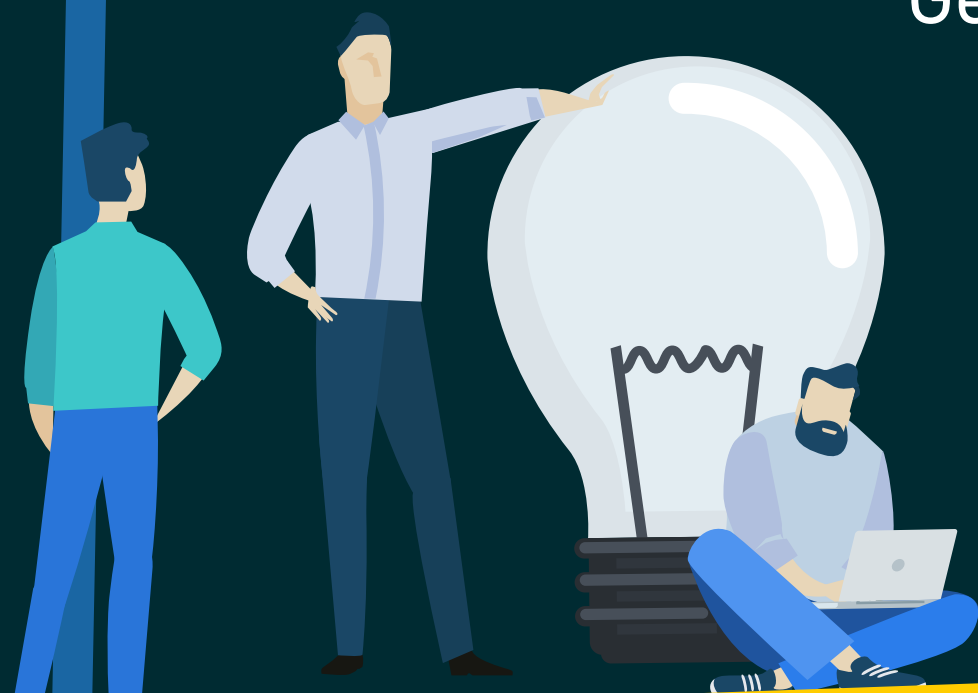


**We focus by design on
Sub-Saharan Africa**
because it's behind in
terms of infrastructure,
needs and opportunities.

Walid Khoury

General Manager
@ Desalytics

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



Full story on dww.show



Multinationals are more prone to go to Asia compared to Africa because they see it as easier to do business.

Walid Khoury

General Manager
@ Desalytics

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



Full story on dww.show

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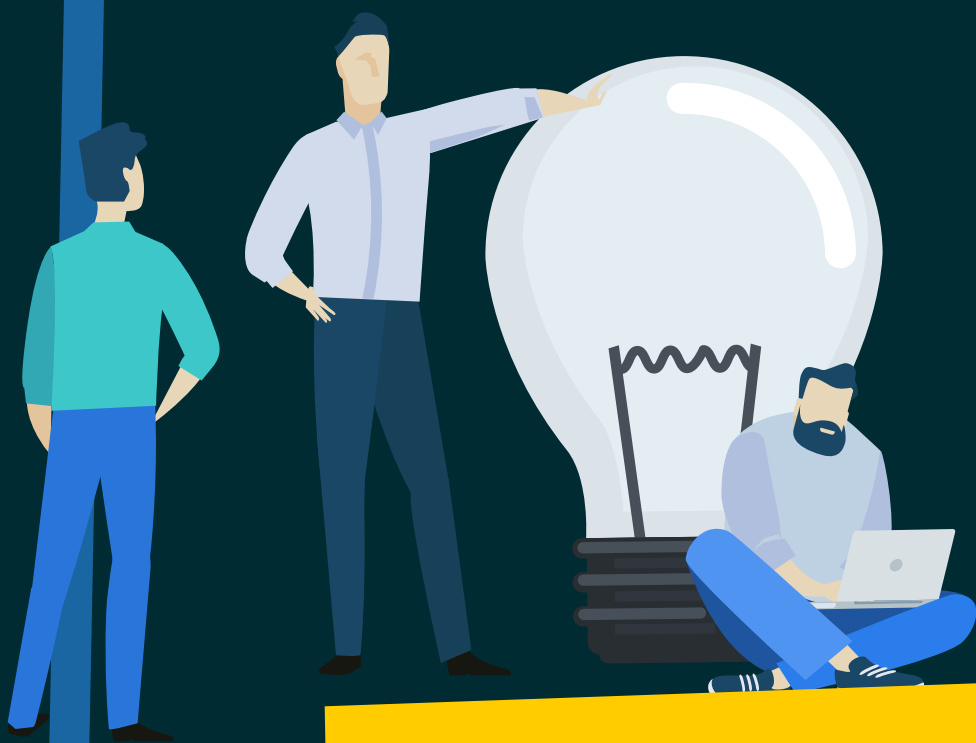
There's a lack of understanding about Africa, and it's driven by bias. You see famine, wars, conflicts, instability...

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

Walid Khoury

General Manager
@ Desalytics

Full story on dww.show



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... the currency fluctuation, the commodities and payment risk. **It's very fragmented, 43 countries, different languages, a giant landscape....**

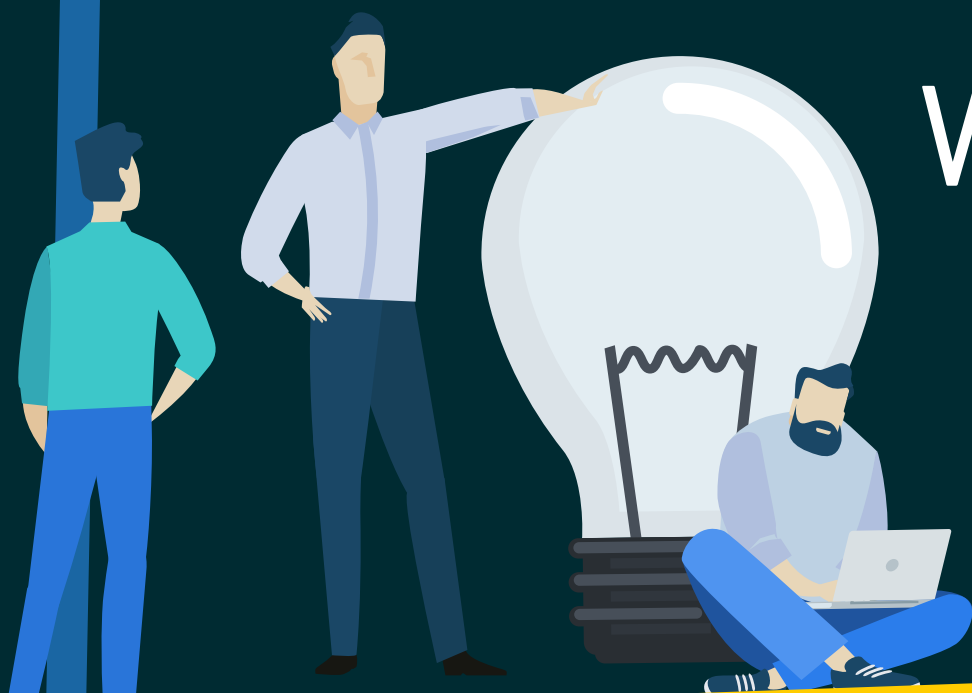
Walid Khoury

General Manager
@ Desalytics

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



Full story on dww.show



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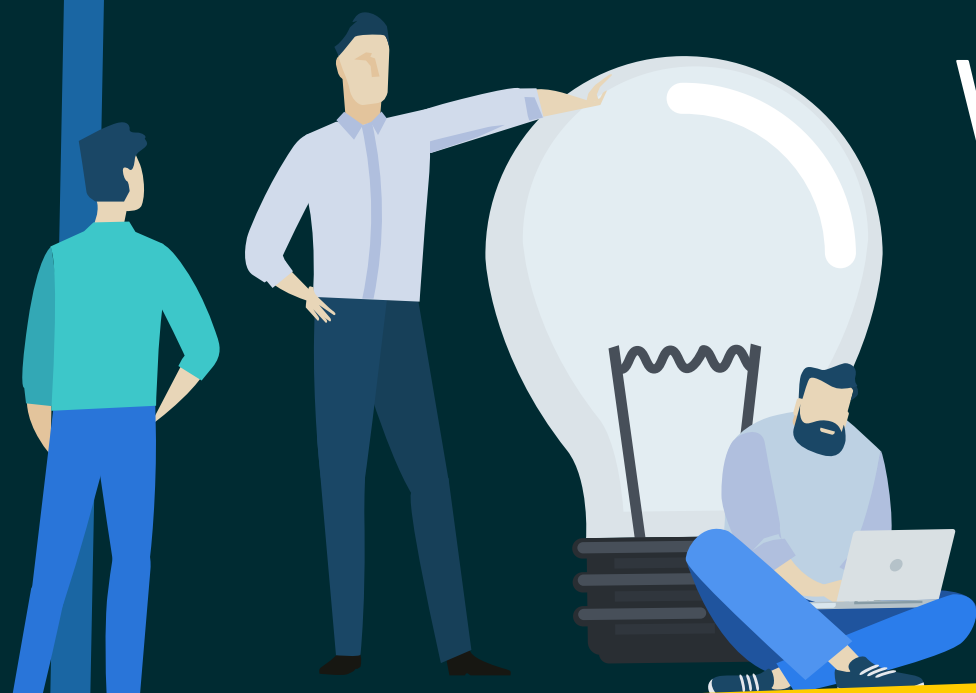
... but you're missing the loads of positive drivers! Urbanization, Infrastructure needs, Industrialization, Legislations, Demographics and rising GDP!

Walid Khoury

General Manager
@ Desalytics

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

Full story on dww.show





People look at Africa
or Sub-Saharan
Africa like it's one.
**But every single
country is different!**

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

Walid Khoury

General Manager
@ Desalytics



Full story on dww.show

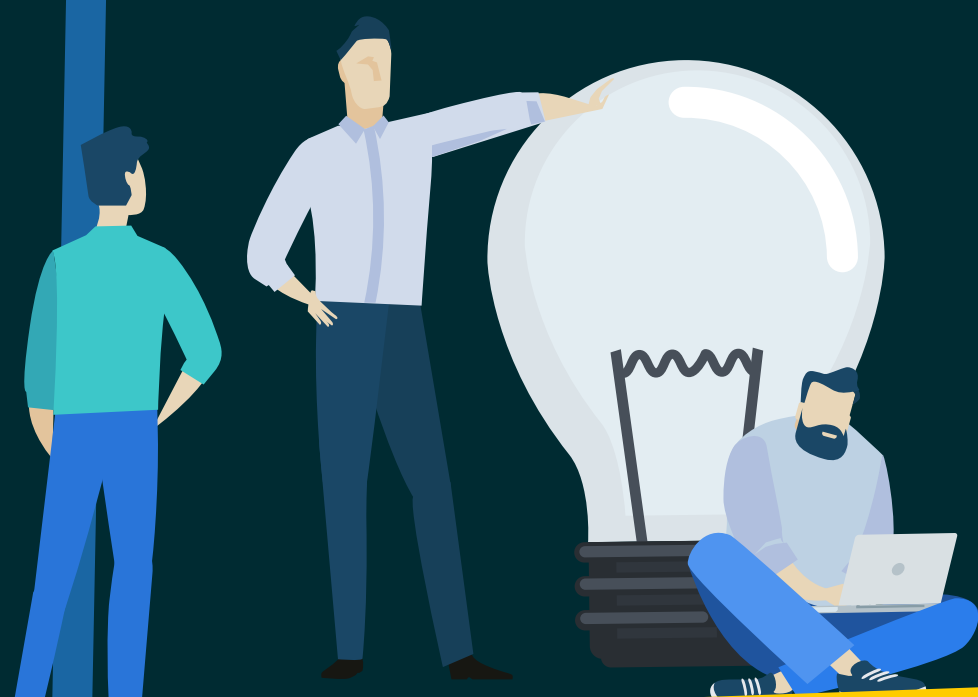


The fundamental of
our business model
is to **go with a local
entrepreneur in every
country.**

Walid Khoury

General Manager
@ Desalytics

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



Full story on dww.show

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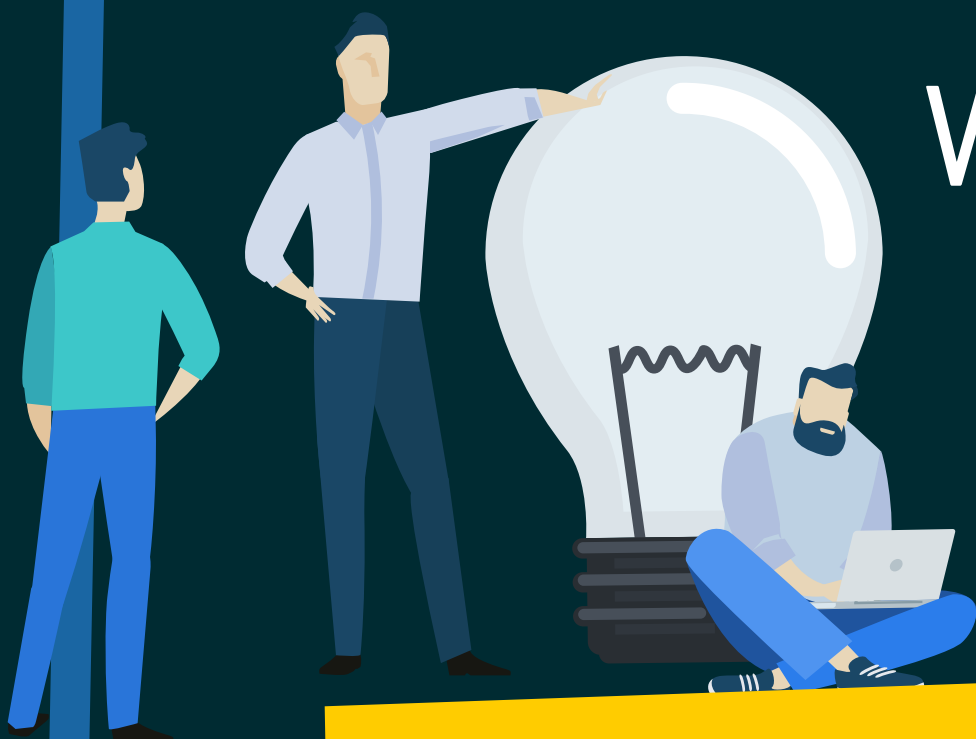
A couple of months later, I was like: “OK, we’re doing this for Kenya, **why don’t we do it in other places?**”

Walid Khoury

General Manager
@ Desalytics

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

Full story on dww.show



**Wanna pick a quote
yourself?**

**Check
Walid's
Interview!**

dww.show

