PARTNERSHIP WITH ROTARY FOR PROVIDING CLEAN AND SAFE DRINKING WATER

Impure Water is the biggest source of disease. 80% diseases are water borne and around 37.7 million are afflicted with water borne diseases every year. Out of these, 75% of them are children. India stands at 120 out of 122 countries rated on the quality of potable water.

This emerging need for clean, safe and healthy water inspired the first leg of our Tandarust Bharat ideology and propelled a national initiative towards providing healthy water to every Indian. As part of this initiative, Eureka Forbes has set-up Water Purification Products & Community Water Plants aimed at providing safe and clean drinking water in partnership with various service organizations, PSUs and corporates.

So far, we have deployed over 375 Community Water Plants & Products across rural and urban India. With Rotary itself, we have set up water purification systems in schools across Boisar, Wada, Karjat & Mumbai and about 3 Community Water Plants in one of the biggest slums in Govandi. We also deployed 57 units across 32 BMC schools as part of the pilot project of Rotary Pratham year. We have also provided non-electric Gravity Based purifiers to places, where there is no continuous source of water and electricity. **We have undertaken these projects with various Rotary Clubs (viz. Bombay, Bombay Seacoast, Deonar, Mira Road, Bombay East, Nagpur, North Island) on cost sharing basis. As a special gesture for Rotary projects, Eureka Forbes contributes 20% towards the plant/product cost while the balance is borne by the participating Rotary club.**

As part of the process, Eureka Forbes conducts site surveys and collects water samples for testing. We have over 18 accredited Water Labs across India where the water testing is carried out. Based on the testing, we then recommend the right technology (UV, UF or RO or combination) to make the water potable depending upon the Total Dissolved Salts (TDS) and other water parameters and also consumption pattern and infrastructure available. Here's a matrix which will give you an idea of the approximate costing:

1. <u>UV Based Water Purification Solutions:</u>

No. of users (in Nos)	Daily Average Consumption (in Ltrs)	UV based solution	Price for product & plant (in Rs.)	Rotary (80% contribution) in Rs.	EFIE (20% Contribution) in Rs.	Installation (in Rs.)	Freight (in Rs.)	TOTAL Cost to Rotary (in Rs.)
100	100-150	AG200 product	9,660	7,728	1,932	-	-	**7,728**
200-600	200-600	AG600 product	28,622	22,898	5,724	-	-	**22,898**
200	200-300	80 FSS storage product with chiller	78,900	63,120	15,780	-	-	**63,120**
300 - 400	300-400	120 SS storage product with chiller	94,600	75,680	18,920	-	-	**75,680**
Over 400	800 and above	UV 1000 LPH plant	1,06,365	85,092	21,273	5,000	10,000	**1,00,092**

2. RO Based Water Purification Solutions:

No. of users (in Nos)	Daily Average Consumption (in Ltrs)	RO based solution	Price for product & plant (in Rs.)	Rotary (80% contribution) in Rs.	EFIE (20% Contribution) in Rs.	Installation (in Rs.)	Freight (in Rs.)	TOTAL Cost to Rotary (in Rs.)
100 - 200	100-300	Reviva 50 LPH storage product	39,356	31,485	7,871	-	-	31,485
300	300-400	80 FSS storage product with chiller	96,600	77,280	19,320			77,280
400 -1000	400-1000	250 LPH plant	2,90,550	2,32,440	58,110	10,000	10,000	2,52,440
1000 - 2000	1200-2500	500 LPH plant	3,24,370	2,59,496	64,874	10,000	10,000	2,79,496
Above 2000	Above 2500	1000 LPH plant	4,61,350	3,69,080	92,270	10,000	10,000	3,89,080

Notes:

All prices are inclusive of taxes. In case of any change in statutory law, taxes will be levied accordingly**.**

For products, installation and freight are included in the product cost.

For plants, installation and freight is additional and has been mentioned above.

Eureka Forbes shares 20% only on product/plant cost.

Above costing doesn't include annual maintenance costs.

No. of product units required depends on the number of users as well as the infrastructure of the site and spread of users across the infrastructure.

All plants are fully automated with auto backwash and pH dosing system.

3. Non-Electric Gravity Based Water Purification Systems:

	Aquasure Maxima 4000	Aquasure Aayush Plus
MRP (in Rs.)	**2,199**	**2,299**
Purification Technology	Bromine beads	Bromine beads
Certifications	USEPA registered technology	USEPA registered technology
Types of impurities removed	Removes Bacteria, viruses, cyst, Protozoa, Algae, Fungi, , turbidity	Removes Bacteria, viruses, cyst, Protozoa, Algae, Fungi, , turbidity
Removal of chemicals & water odour	Removes bad odour, chemicals, chlorine, organic impurities	Removes bad odour, chemicals, chlorine, organic impurities
Cartridge Life (Litres)	4,000	4,000
Auto Shut off	Yes	Yes
Storage capacity	15 litres	22 litres
Purified Water Storage	6.5 litres	11 litres

Note: These are basically for domestic use. Consumables costs are extra.

OUR INITIAVTIES WITH ROTARY

ROLES & RESPONSIBILITIES

School or Community:

1. They need to provide clean space for product and/or covered shelter space for the plant.
2. They need to provide continuous source of water (water sources can be municipal supply, tanker water, bore wells, ponds, etc.)
3. They need to provide continuous source of electricity (single phase 220V).
4. They need to provide proper drainage; piping and inlet connection up to the plant or product.
5. They need to provide infrastructure like raw water tanks and any other civil work or plumbing work that needs to be carried out.

Eureka Forbes:

1. They will carry out the site survey and perform feasibility study.
2. They will design and implement solutions.
3. They will supply, install and commission the solution.
4. They will train the operators for daily running of the plants.
5. They will provide warranty for 1 year from date of installation.
6. They will provide project completion report.

Rotary Club:

1. They will identify sites.
2. They will provide necessary approvals from school/community for setting up of the project.
3. They will help in coordinating with the school/community to get the site ready.

PAYMENT TERMS

50% Advance and 50% Balance on installation and commissioning