

Your global  
growth partner  
in the water  
economy.

# Not the usual suspects

## Why team up with Water Impact Partners?

We are all about supporting your growth journey hands-on. Growth equals impact in most water tech companies and that is the greatest part of working in the water industry.

Growth can be obtained through many means and activities whether you are an investor or water technology company, but at the end of the day it's all about people and mindset.

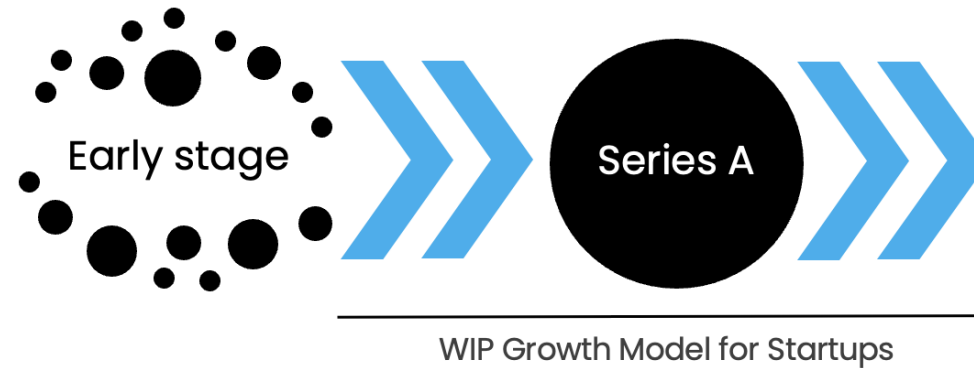
By teaming up with WIP as water tech company we provide you with hands on growth activities due to our strong experience as founders, investors, and leaders in large water companies.

Additionally, we support investors to either grow their portfolio companies, enter the water industry with desired impact, or simply become their operating partner in the water economy.

# Where we play

## Water technology companies

- From Series A and onwards
- Proven product market fit
- Existing customer base
- Potential to become a category winner



## Investors in the water economy

- Grow existing portfolio companies
- Support to enter water investments
- Partnerships, M&A and exit mandates
- Operating Partner across industry or verticals





*"At Water Impact Partners, our mission is to co-drive massive impact through the water economy by empowering startups, corporates and investors with the knowledge, resources, and network needed to innovate, grow, and scale solutions to solve world's water challenges."*

**Sead Bajrovic**, Founding Partner

# Our offerings.



# WIP Growth Advisory: Water Tech's

Starter	Managed	Operating Partner
<p>2 growth sparring sessions Bi-weekly check-ins Network intros</p> <p>1 Senior Advisor</p>	<p>Starter included + Weekly check-ins + Dedicated Advisory / Board engagement + Strategy day session</p> <p>2 Senior Advisors</p>	<p>Managed included + Interim leadership / part- time engagement + WIP to represent client in relevant industry events</p> <p>1 Partner lead &amp; multiple Advisors on demand</p>
3.000 EUR /month	15.000 EUR /month (up to 50% via sweat equity)	Per Quote

*All amounts are in EUR & ex. VAT. All payments are due in full in advance with 5 days payment terms upon order/signing. All hours must be spent within 12 months*



# WIP Advisory: Investors & Corporates

Starter	Managed	Operating Partner
<p>Opportunity sessions Selected deal flow Monthly check-in Water Tech intros</p> <p>1 Senior Advisor</p>	<p>Starter included</p> <ul style="list-style-type: none"><li>+ Bi-weekly check-ins</li><li>+ Venturing support (unit setup &amp; strategy, deal flow, light DD, IC alignment)</li><li>+ Portfolio team coaching</li><li>+ Strategy day session</li></ul> <p>2 Senior Advisors</p>	<p>Managed included</p> <ul style="list-style-type: none"><li>+ Venturing as a service</li><li>+ IC/Board/Leadership sessions on venturing and industry best practices</li><li>+ Fund of funds strategy, SPVs &amp; ecosystem collaboration</li><li>+ WIP to represent client in relevant industry events</li></ul> <p>1 Partner lead &amp; multiple Advisors on demand</p>
<p>5000 EUR /month (approx. 10 hours)</p>	<p>30.000 EUR /month (approximately 75 hours)</p>	<p>Per Quote</p>

*All amounts are in EUR & ex. VAT. All payments are due in full in advance with 5 days payment terms upon order/signing. All hours must be spent within 12 months*



# Hourly Rate Card & One-Off Services

Small	Medium	Large	Growth Session
10 – 25 Hours	25-50 Hours	50-100 Hours	Structured 2 days session on-site to define 18-24 months growth journey
500 EUR/Hour	450 EUR/Hour	400 EUR/Hour	20.000 EUR/2 Days*

*All amounts are in EUR & ex. VAT. All payments are due in full in advance with 5 days payment terms upon order/signing. All hours must be spent within 12 months*

*\*Our Growth Sessions are often a part of the initial engagement & is based on 2 full days including preparation & follow-up deliverables.*



# Our Core Team

## Experience that makes a difference

The core team of Water Impact Partners has collectively more than 75 years of experience within innovation, business building, corporate M&A, executive leadership and venture investments in a global context.

The team is used to work with both the classical water industry and in the broader water economy. They are strong in building the right teams, business models and go to market strategies, making investment and exit cases; working closely with water tech CEO's and investment teams.



### **Jesper Munkholm**

Founding Partner, Senior Advisor  
jesper@water-impact.com

**Background:** Grundfos, Entrepreneur, CXO and Board member.  
**Based:** UAE, Switzerland



### **Sead Bajrovic**

Founding Partner, Senior Advisor  
sead@water-impact.com

**Background:** Grundfos, Aliaxis Next, Entrepreneur & Board member.  
**Based:** Denmark



### **Alexander van 't Riet**

Senior Advisor  
alexander@water-impact.com

**Background:** Mai Dubai, Constantia Flexibles & Senior Executive.  
**Based:** UAE, France



### **Vinod Jose**

Senior Advisor  
vinod@water-impact.com

**Background:** Amane Advisors, Accenture, Investor.  
**Based:** USA

# The WIP Collective

## Global network

Besides our core team of senior advisors, we have an extensive team of advisors through our Water Impact Partners Collective.

WIP Collective advisors have been carefully selected with strong expertise in selected areas and can be pulled in for deep technical due diligence, regional market insights, or added as advisors to bring speed into deliverables.



# Contact



**Jesper Munkholm**

Founding Partner, Senior Advisor

[jesper@water-impact.com](mailto:jesper@water-impact.com)

Mobile: +971 522 499 248



**Sead Bajrovic**

Founding Partner, Senior Advisor

[sead@water-impact.com](mailto:sead@water-impact.com)

Mobile: +45 23 28 32 75



United Arab Emirates | Denmark | France | Switzerland | USA