



Jibu equips local entrepreneurs to set up a franchise business to provide access to affordable drinking water in their communities.

Ignite economic development and deliver access to clean water in Tanzania.

### Our Solution

Equip co-invested entrepreneurs with turn-key businesses that make safe drinking water radically affordable.

Our franchise model gives small entrepreneurs a big business advantage:

- · Training: owners and staff
- Production line and system
- · High-visibility retail front
- Branding and patented bottles
- Consumable inventory: economies of scale
- Standard operating procedures
- Financing: assets and inventory
- Govt regulatory support (TBS, OSHA, etc)







## Covid-19 and new opportunities

# A D A P T

#### **ASYMMETRY**

Increasing wealth disparity and the erosion of the middle class

- The crisis will hit poor people, poor regions, and poor countries hardest
- Unemployment at the bottom of the wealth pyramid will grow
- Small businesses will fail on a massive scale

#### DISRUPTION

The pervasive nature of technology and its impact on individuals, society, and the climate

- The power of the big tech platform companies will increase
- Climate change will be less of a focus in the short term, but may become a stronger imperative in the longer term

#### AGE

Demographic pressure on business, social institutions, and economies

- Fewer opportunities will be available for young workers
- Pressure on pensions and and social welfare systems will increase
- Developing markets will struggle to stimulate job creation

#### POLARIZATION

Breakdown in global consensus and a fracturing world, with growing nationalism and populism

- Economies will become more localized owing to the reconfiguration of supply chains
- Humanity may come together to solve important problems

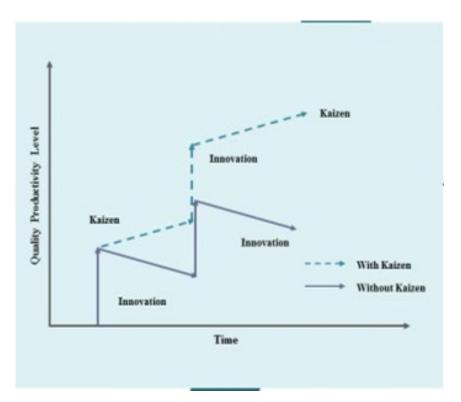
#### TRUST

Declining confidence in the institutions that underpin society

- Distrust in institutions' ability to respond fairly will grow
- Some institutions and leaders will come out of the crisis with stronger reputations



## Kaizen and Innovation process



Kaizen mindset encourages ever-evolving improvement.

- Radical Innovations
- Continuous Improvement

Second the COVID-19 outbreak may induce persistent changes in societies, consumer habits or needs that could uncover valuable business opportunities for start-ups that are able to anticipate these changes.

