



WIPO/INN/H20/GE/17/INF/1 PROV.3
ORIGINAL: ENGLISH
JUNE 2, 2017

Innovate 4 Water A Matchmaking Forum for Sustainable Development

Organized by Waterpreneurs, WaterVent and the World Intellectual Property Organization (WIPO)

Geneva, Switzerland, June 7 to 9, 2017

WIPO Headquarters, Rooms AB 13.1, B and A

PROVISIONAL PROGRAM

prepared by the Secretariat

The objectives of the event are to:

- Create visibility for entrepreneurs in the water sector in order to enable them to reach investors;
- Promote the transfer of innovative water technologies and innovative business models in emerging markets and developing countries;
- Facilitate connections to catalyze collaborations.

Coaching Sessions, June 7, 2017

Entrepreneurs pitching on June 8 will receive feedback and coaching.

Matchmaking, June 8, 2017

Entrepreneurs with innovative water and sanitation technologies and business models looking for investments will be pitching to prospective investors, including clean-tech venture capitalists, private equity and corporate investors.

Attendance is fee based. WIPO GREEN Network members benefit from discounted fees. Please contact wipo.green@wipo.int

Open Forum, June 9, 2017

It will provide the opportunity for interaction on the intersections between technology, business, and human rights amongst water experts, impact investors, social entrepreneurs, multinational corporations, non-governmental organizations (NGOs) and intergovernmental organizations (IGOs).

Attendance is free of charge but limited by room capacity. Please register by emailing at wipo.green@wipo.int

Confirmed participants include expert representatives from the following organizations:





Wednesday, June 7, 2017

COACHING SESSIONS (ROOM AB 13.1)

14.00 – 18.00 For all entrepreneurs pitching on June 8
16:00 – 16:30 Coffee break

Thursday, June 8, 2017

MATCHMAKING DAY (ROOM B)¹

Moderators: Mr. Ulf Leonhard, Founder, WaterVent, Berlin, Germany
Mr. Nicolas Lorne, Director and Co-founder,
Waterpreneurs, Geneva, Switzerland

08.15 – 09.00 **Coffee and Registration**

09.00 – 09.20 **Opening and Welcome**

Speaker: Mr. Minelik Alemu Getahun, Assistant Director General,
Global Issues Sector, World Intellectual Property
Organization (WIPO)

09.20 – 09.30 Speakers: Mr. Ulf Leonard
Mr. Nicolas Lorne

09:30 – 10:00 **Different Ways of Dealing with Water Issues**

Speakers: Ms. Sally Gutierrez, Director, Environmental Technology
Innovation Cluster Development and Support Program,
Environmental Protection Agency (EPA), Cincinnati,
United States of America

Mr. Booky Oren, CEO, Booky Oren Global Water
Technologies, Tel Aviv, Israel

10:00 – 10.15 **Panel I: Corporate Statement on Water Industry**

Speaker: Mr. Herbert Oberhänsli, Former Vice President,
Economics and International Relations, Nestle, Vevey,
Switzerland

¹ WIPO GREEN Network members benefit from discounted fees. For registration, please contact wipo.green@wipo.int

10.15 – 10.45

Panel II: Universities and Researchers

Speakers: Dr. Lydia S. Vamvakeridou-Lyroudia, Center for Water Systems, University of Exeter, United Kingdom

Mr. André Beck, *Brandenburgische Wasserakademie e.V.*, Water Technology & Utility Association of Brandenburg, Germany

Dr. Katrin Schuhen, Junior Professor, University of Koblenz-Landau, Innovations in Waste Water Treatment, Germany

Mr. William Maize, Senior Research Analyst, Bluefield Research, Barcelona, Spain

10.45 – 11.05

Coffee Break

11.05 – 11.45

Company Presentations, Part I

Speakers: Mr. Felix Schill, Hydromea SA, Lausanne, Switzerland

Mr. Thierry Barbotte, CEO, Odial Solutions, Paris

Mr. Grégoire Profite, Optimum Water Systems, La Celle-Saint-Cloud, France

11:45 – 12:05

Panel III: Clean and Water Tech Clusters

Each cluster will introduce their initiatives and the role they play in water technology development and recent accomplishments.

What are the newest or most innovative technologies coming out from their initiatives?

Speakers: Dr. Regina Gnirss, Innovation Management, Berlin Water, Germany

Mr. David Dornbusch, Clean Tuesday, Paris

Mr. Claus R. Mertes, Managing Director, *Deutsche Meerwasserentsalzung (DME) GmbH* (German Desal), Duisburg, Germany

Mr. Sergio Vallesi, Research Associate, Durham University, Durham, United Kingdom

12.05 – 13:15

Company Presentations, Part II

Speakers: Messrs. Mehdi Berrada and Mauro Pedretti, ALTO Solution, Agadir, Morocco

Mr. Thomas Stiefmeier, Amphiro AG, Zurich, Switzerland

Mr. Joseph Ernes, Agua for All, on behalf of @scale Ltd., VK 's-Gravenhage, Netherlands

Mr. Zeev Efrat, AST Innovation – WellToDo, Rotec, D-Light, Israel

Ms. Namita Banka, Founder and Director, Banka BioLoo, Hyderabad, India

Ms. Rachel Major, Chief Executive Officer (CEO) and Co-founder, NuLeaf Tech, Cupertino, United States of America

Mr. Lars Willi, CEO, WECONNEX Ltd., St. Gallen, Switzerland

Mr. Guido Kohler, CEO, AquaNetto Group GmbH, Sierre, Switzerland

Ms. Jasmina van Driel, SMART Centre Group, Wageningen, Netherlands

Mr. Mino Negrin, Nufiltration, Caesarea, Israel

13.00 – 14.15

Lunch (Sandwiches will be provided)

14:15 – 14.45

Panel IV: Institutions Supporting New Technologies

Speakers: Mr. Dieter Ernst, Innovation and Water Consult (IWC), Member of the Board, German Water Partnership, Berlin

Mr. Pau M. Garcia, Senior Consultant, Florenus AG, Berlin

Mr. Amir Cahn, Director of Research & Business Development, SWAN Forum, London, represented by Mr. Uri Gutermann, Gutermann AG, Zurich, Switzerland

Mr. Elad Frenkel, Aqwise, for Watec Israel, Tel Aviv, Israel

Ms. Sandra Bry, Climate Technology Specialist, UN Climate Technology Centre & Network (CTCN), UNFCCC

Climate Technology Centre and Network Copenhagen,
Denmark

Dr. Joachim Nöller, Heimholtz Centre for Environmental
Research, Leipzig, Germany

14:45 – 15:45

Company Presentations, Part III

- Speakers:
- Mr. Denis Ngonian Kouakou, Bedemir, Ivory Coast
 - Mr. Sergey Petrov, Biotechprogress, Saint Petersburg, Russia
 - Ms. Ainhoa Lete, CEO, Bunt Planet, San Sebastian, Spain
 - Dr. Bekithemba Gumbo, Cap-Net, United Nations Development Program (UNDP), UNDP Water and Ocean Governance Programme, Rio de Janeiro, Brazil
 - Mr. Rui Bras Gomez, CUBO Environmental Technologies, Castelo da Maia, Portugal
 - Mr. Zoé Froget, *Eau et Vie*, Nantes, France
 - Mr. Brian Wickins, Ecotec Water Treatment Ltd., London
 - Ms. Nicole Georges, ECyTech, Basel, Switzerland
 - Mr. Etienne Cabane, ETH Zurich, Switzerland
 - Mr. Denis Nyamu, Human Needs Project, Nairobi

15:45 – 16:05

Coffee Break

16:05 – 18:05

Company Presentations, Part IV

- Speakers:
- Mr. Jonathan Levine, Folia Water, Mountain View, California
 - Mr. David Monnier, Fonto de Vivo, Nantes, France
 - Mr. Martin Wesian, Helioz GmbH, Vienna
 - Dr. Joachim Nöller, Heimholtz Centre for Environmental Research, Leipzig, Germany
 - Mr. Urs Studer, Rabtherm AG, Zurich, Switzerland
 - Mr. Tobias Schaad, Rqmicro AG, Zurich, Switzerland

Mr. Kishan Nanavati, CEO, Spring Health Water India Pvt. Ltd., Bangalore, India

Ms. Violette Ruppenner, Partner/Manager, Strategos, Swiss Bluetec Bridge, Lausanne, Switzerland

Ms. Sophie Berthoud, Swiss Fresh Water, Lausanne, Switzerland

Mr. Saad Khan, Pakoswiss Technologies Ltd. Pakistan, Rawalpindi, Islamabad

Mr. Magnus Jern, TAPP Water, Barcelona, Spain

Mr. Francesco Manso, Trigger Systems, Lisbon

Mr. Nhat Vuong, Water Inception, Lausanne, Switzerland

Mr. Thomas Vernier

Mr. David Kuria, CEO, AfriAqua, Nairobi

Mr. Sascha Donougher, Ynspire Water, Kassel, Germany

Mr. Jim Chu, CEO, UNTAPPED, San Francisco, United States of America

18:05 – 18:30

Wrap up by Water Tech Investors (Financial Investors)

Speakers: Mr. Philipp Hasler (TBC), Emerald Ventures, Zurich, Switzerland

Mr. Graham Symmonds, Chief Knowledge Officer, FATHOM, Global Water Management, LLC, Phoenix, United States of America

Mr. Arthur Woods, Founding Partner, TOTAL Impact Capital, Geneva

Mr. Nick Pendleton, Forge Strategy & Growth Associated, Weybridge, United Kingdom

Mr. Raj Malhotra, CEO, Inventrust, Boston, United States of America

Mr. Min-Gon Kim, Senior Manager, Korea Technology Finance Corporation, Busan, Republic of Korea

18.30 – 18.40

Concluding Remarks and Outlook for the Open Forum on June 9

Speakers: Mr. Nicolas Lorne

Mr. Ulf Leonhard

Mr. Anatole Krattiger, Director, Global Challenges
Division, WIPO

Friday, June 9, 2017 (Participation is free of charge but limited by room capacity)²

OPEN FORUM (ROOM A)

Moderators: Mr. Anatole Krattiger, Director, Global Challenges
Division, WIPO

Mr. Nicolas Lorne, Director and co-founder,
Waterpreneurs, Geneva

08.00 – 08.45 **Registration**

08.45 – 09.00 **Opening and Welcome**

Speakers: Mr. Minelik Alemu Getahun, Assistant Director General,
Global Issues Sector, WIPO

Mr. Ulf Leonard, Founder, WaterVent, Berlin

09.00 – 09.20 **Keynote Address**

Speaker: Mr. John Tidmarsh, Chief Investment Officer, R20
Regions for Climate Action (WIPO GREEN Partner),
Geneva

TOPIC 1: WATER AND SANITATION IN THE CIRCULAR ECONOMY

Water overuse is a major cause of water stress and human rights breaches. Water reuse and recycling is an opportunity to mitigate the risks faced by large water users and to improve access to water and sanitation for all through innovative technological and entrepreneurial models.

09.20 – 09.45 **Organizations' Pitches**

Speakers: Ms. Namita Banka, Founder and Director, Banka Biolo, Steering Committee Member of Sanitation and Water for All, Hyderabad, India

Ms. Tatiana Fedotova, Water Director, World Business Council for Sustainable Development (WBCSD), Geneva

Mr. Tom Wildman, WASH Advisor for Sustainable Market Development, OXFAM UK, London

Ms. Annabelle Prin-Cojan, Head of Environment, *Entreprises pour l'environnement*, Paris

² For registration, please send an email to wipo.green@wipo.int

Ms. Laure Criqui, Fellow, International Urban Development, *Institut du développement durable et des relations internationales* (IDDRI), Paris

09.45 – 10.10 **Panel Discussion**

Moderator: Ms. Cheryl Hicks, General Director, Toilet Board Coalition, Geneva

10.10 – 10.30 **Networking**

TOPIC 2: WATER- FOOD- ENERGY-HEALTH NEXUS

In the development sector, water, energy and food issues are closely intertwined. In many instances, coordinated approaches open up creative opportunities for win-win solutions.

10.30 – 10.55 **Organizations' Pitches**

Speakers: Mr. Mathieu Lamolle, Senior Advisor, Sustainability Standards and Value Chains, International Trade Center, Geneva

Ms. Claire Balbo, Accelerator & Pipeline Manager, Toilet Board Coalition, Geneva

Mr. Lars Willi, Founder, WeConnex AG, St Gallen, Switzerland

Prof. Eusebi Nomen, Co-founder WGA Water Global Access, Andorra

Mr. Nat Paynter, Vice President, Strategic Partnerships, Safe Water Network, New York, United States of America

Mr. Florian Thevenon, Scientific Officer, WaterLex, Geneva

Mr. José Luis, Carrasco, Aquasis Solutions, Vevey, Switzerland

Mr. Mudhyan Al Mudhyan, King Abdullah City for Atomic and Renewable Energy, Riyadh

Mr. Olivier Jacquet, Schneider Electric, Sustainable Development, Rennes, France

Mr. Jérôme Voillat, Coordinator, Antenna Foundation,
Geneva

Mr. Tom Wildman, WASH Advisor for Sustainable Market
Development, Oxfam, GB, Manila, Philippines

Ms. Martine Vullierme, Assistant Manager Africa Middle
East, Veolia, Paris/Mr. Thierry Barbotte, CEO at Odial
Solutions, Ingré, France

10.55 – 11.20

Panel Discussion

Moderator: Ms. Anja Von der Ropp, Program Officer, Climate Change
and Food Security, Global Challenges Division, WIPO

11.20 – 11.50

Coffee Break

TOPIC 3: SMART WATER TECHNOLOGIES

New technologies in the water sector can facilitate and accelerate the
deployment of successful solutions and the monitoring of activities and
their impact.

11.50 – 12.15

Organizations' Pitches

Speakers: Mr. Michael Nique, Research and Insights Senior
Manager, Groupe Speciale Mobile Association (GSMA),
London

Mr. Phil Newman, Head of Innovation, Anglo American,
Guildford, United Kingdom

Ms. Sandy Hwang, Vice President, Business Analytics &
Development, Safe Water Network, New York, United
States of America

Mr. Steve Mac Feely, Chief Statistician, UNCTAD,
Geneva

Mr. Themba Gumbo, Director, Cap-Net initiated by UNDP,
Rio de Janeiro, Brazil

Mr. Daniel Lipschits, Strategic Production,
CONTRACTS11, Brazil

Mr. Chris Perceval, Director Sustainability Solutions,
South Pole Group, Geneva

12.15 – 12.40

Panel Discussion

Moderator: Mr. Ludovic Centonze, Corporate Sustainability and
Responsibility Manager, Orange, Paris

12.40 – 14.00 Lunch (Sandwiches will be provided)

OPEN CHALLENGE LAUNCH:

A brief luncheon speech will launch two open challenges: Energy consumption during waste water treatment, and Measure and monitor water resources.

Speaker: Mr. Raj Malhotra, CEO, InvenTrust, Delaware, United States of America

TOPIC 4: SUSTAINABLE ECOSYSTEM FOR WATER ENTREPRENEURS

Entrepreneurs often require support from partners in the various phases of their growth. The variety of stakeholders each with their specializations involved sometimes makes continuity difficult.

14.00 – 14.25

Organizations' Pitches

Speakers: Ms. Tandiwe Erlmann, Manager, CEWAS, Willisau, Switzerland

Mr. Sören Brosch, BORDA e.V., Bremen, Germany

Ms. Bryony Stentiford, Head of Strategic Partnerships, IRC (WASH), Amsterdam, Netherlands

Ms. Jasmina van Driel, SMART Centre Group, Wageningen, Netherlands

Mr. Tomi Nummi, Accenture Development Partnerships, Nordic Lead, Helsinki

Ms. Titia Wouters, Program Manager, VIA Water, hosted by UNESCO-IHE Institute for Water Education, Delft, Netherlands

Mr. Jonathan Normand, Codethic/B LAB, Geneva

14.25 – 14.50

Panel Discussion

Moderators: Ms. Violette Ruppner, Partner/Manager, Strategos/Swiss Bluetec Bridge, Lausanne, Switzerland

Mr. Jim Chu, CEO, UNTAPPED, San Francisco, United States of America

Ms. Jessie Coates, EY, Head of Operations at Enterprise Growth Services, London

Mr. Derek Queisser, Queisser & Cie, Managing Partner, Geneva

Ms. Amanda Loeffen, Director General, WaterLex, Geneva

14.50 – 15.10 **Networking**

TOPIC 5: HYBRID BUSINESS MODELS

The water sector is seeing the emergence of various hybrid models that contribute to solve local problems (in particular accessibility and affordability). These models are often considered the most effective, combining complementary and sometimes unconventional approaches.

15.10 – 15.35 **Organizations' Pitches**

Speakers: Mr. Kishan Nanavati, CEO, Spring Health Water India Pvt. Ltd., Bangalore, India

Mr. Olivier Richards, Policy and Innovation Analyst, Carbon Trust, London

Mr. Nicolas Schmitt, Business Development Manager, Danone Communities, Paris

Mr. Cyrille Antignac, Founder, UBERIS Capital, London

Mr. Nat Paynter, Vice President, Safe Water Network, VP – Strategic Partnerships, New York, United States of America

Mr. Gerdien Seegers, Business Developer, Smart Water Solutions, Delft, Netherlands

15.35 – 16.00 **Panel Discussion**

Moderator: Ms. Jessica Graf, Founder and Managing Director, LeFil Consulting and Hystra Network Partner, Zurich, Switzerland

16.00 – 16.30 Coffee Break

TOPIC 6: BLENDED FINANCE

Investing in the water sector is often perceived as risky and complex. To de-risk and make the sector more attractive for public and private investments, innovative finance mechanisms are needed. Many are currently being developed and tested.

16.30 – 16.55

Organizations' Pitches

Speakers: Mr. Pierre Carpentier, Chief Investment Officer,
Investisseurs et Partenaires, Paris

Mr. Christophe Guillemin, Board Member, UDUMA, The Hague

Mr. Jeremy Gorelick, Senior Infrastructure Finance Advisor, USAID WASH-FIN, New York, United States of America

Ms. Siham Boukali, Advisor Financial Sector Development & Business Management, HELVETAS, Bern

Mr. David Uzsoki, IISD, Infrastructure Finance Specialist, Geneva

Mr. Philippe Spicher, Amos Advisory, Consultant for Swiss Water Partnership, Fribourg, Switzerland

Mr. Sjeff Ernes, Managing Director, Aqua for All, The Hague

Mr. Robert Rubinstein, Chairman and Founder, TBLI Group Holding B.V., Amsterdam, Netherlands

16.55 – 17.20

Panel Discussion

Ms. Sandy Hwang, Vice President, Business Analytics & Development, Safe Water Network, New York

Mr. Philippe Guettier, General Director, *Partenariat Français pour l'eau* (PFE), Paris

Mr. Michael Nique, Research and Insights Senior Manager, Groupe Speciale Mobile Association (GSMA), London

Dr. Serena Guarnaschelli, Partner, KOIS Invest, London, United Kingdom

Moderator: Mr. Roland Dominicé, CEO, Symbiotics S.A., Geneva

17.20 – 17.30

Closing Remarks

Speaker: Mr. Edward Kwakwa, Senior Director, Department for
Traditional Knowledge and Global Challenges, WIPO

[Annex follows]

Overview

The Open Forum will provide the opportunity for meaningful interaction on the intersections between technology, business, and human rights amongst water experts, impact investors, social entrepreneurs, multinational corporations, NGOs and IGOs.

The focus of the day is on “**access to safe water and sanitation**”, with three main objectives:

- Give **visibility** to organizations (UN agencies and programs, NGOs, corporations) presenting their needs and/or current projects (impact funds, coalitions, innovative public/private models, new financial vehicles) to potential service providers (social entrepreneurs, water and technology experts), partners, and investors
- **Leverage** the interests of entrepreneurs who innovate, including through disruptive technologies and social business models, thus contributing to Sustainable Development Goal (SDG) 6
- Facilitate connections to **catalyze** collaborations

The day is structured for **dynamic** interaction, with specific time allocated to **facilitate connections** between project owners, potential partners and investors. There will be **six sessions** of 1h20 each covering relevant topics in an **interactive format** composed of three elements:

- Public and private organisations pitching their needs and/or projects (**3 to 5 minutes/pitches**)
- Panel discussion (~30 minutes)
- Networking (~20 minutes)

Topics

1. WATER AND SANITATION IN THE CIRCULAR ECONOMY

Water overuse is a major cause of water stress and human rights breaches. Water reuse and recycling provides an opportunity for large water users. It can improve access to water and sanitation for all through innovative technological and entrepreneurial models.

The following topics will be discussed:

- Transformation of business models
- Circular economy: corporate supply chains
- R&D collaboration
- The roles of municipalities
- Investments

2. WATER- ENERGY-FOOD-HEALTH NEXUS

In the development sector, water, energy and food issues are closely intertwined. In many instances, coordinated approaches open-up creative opportunities for win-win-win solutions.

The following topics issues will be discussed:

- Energy industry perspective
- Water industry perspective
- Agrifood industry perspective

- Complementarity/synergies (including efficient solutions for addressing human rights challenges)
- Circular economy/integrated water resource management/river basins management
- Coalitions/alliances/Public-Private Partnerships

3. SMART WATER TECHNOLOGIES (DATA LEVERAGING, DATA MONITORING)

New technologies in the water sector can facilitate and accelerate the deployment of successful solutions and the monitoring of activities and their impact.

The following topics will be discussed:

- Big data (geospatial observation, global SDG monitoring ...)
- Micro data (local impact measurement, quality treatment, sensors, metering ...)
- Telecom technologies (payment ...)
- Social media (peer to peer review, due diligence, knowledge sharing ...)
- Information and participation of the communities (regarding human rights)

4. SUSTAINABLE ECOSYSTEM FOR WATER ENTREPRENEURS

The following topics will be discussed:

Entrepreneurs often require support from partners in the various phases of their growth. The variety of stakeholders involved, each with their specializations, sometimes makes continuity difficult. How can we unlock silos to achieve a more transversal approach in supporting impactful entrepreneurs, fully respecting human rights?

- R&D
- Incubation
- Seed starting
- Scaling up
- Maturity

5. HYBRID BUSINESS MODELS

The water sector is seeing the emergence of various hybrid models that contribute to solve local problems (in particular: accessibility and affordability). These models are often considered the most effective, combining complementary and sometimes unconventional approaches.

The following topics will be discussed:

- Urban/rural
- For profit/not for profit
- Multi-services (water, internet, health, food, etc.)
- SMEs/large companies

6. BLENDED FINANCE

Investing in the water sector is often perceived as risky and complex. To de-risk and make the sector more attractive for public and private investments, innovative finance mechanisms are needed. Many are currently being developed and tested.

The following topics will be discussed:

- Financing the CAPEX (Capital Expenditure)
- Financing the OPEX (Operational Expenditure)
- Guaranties
- Risks
- Social impact bonds
- Thematic investment funds
- Due diligence, impact measurement (SDG's / human rights)

[End of annex and document]