

Making waves with speedboats

PART OF THE

**FLUID
CREW**



to address
the **CHALLENGES**
of tomorrow



to remain
RELEVANT
in a fast-paced
environment



to **DIVERSIFY**
our products
and services

to render the
best service to
our **CUSTOMERS**



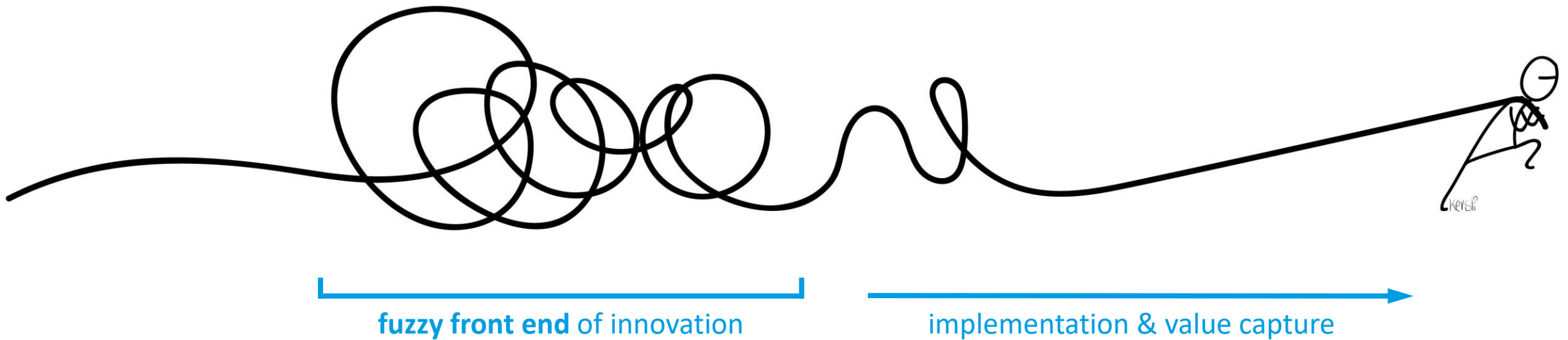


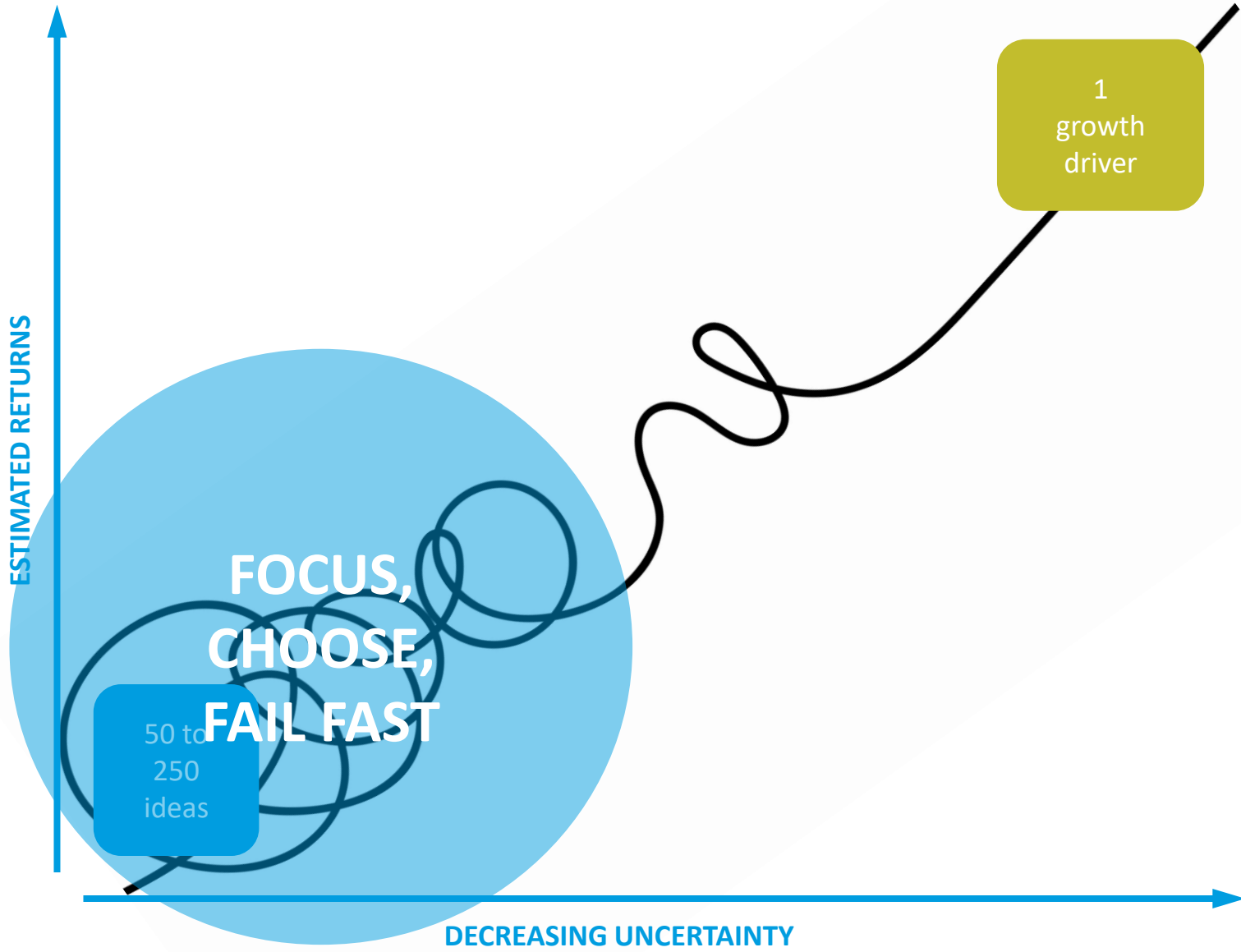
... yearly, part of
Aquafin's profit
is used to fuel
INNOVATION

How to
innovate?



... there is **no standard** process ...





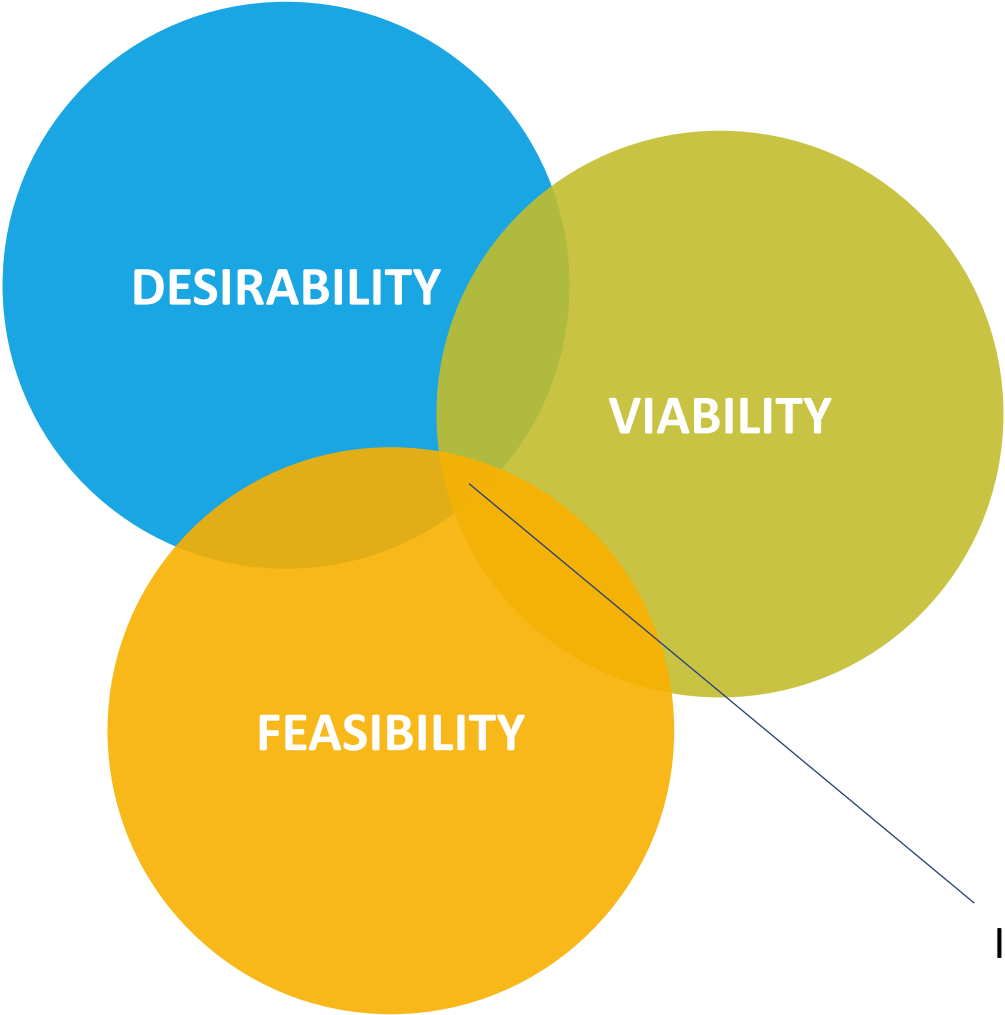
ESTIMATED RETURNS

FOCUS,
CHOOSE,
FAIL FAST

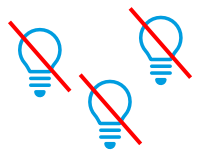
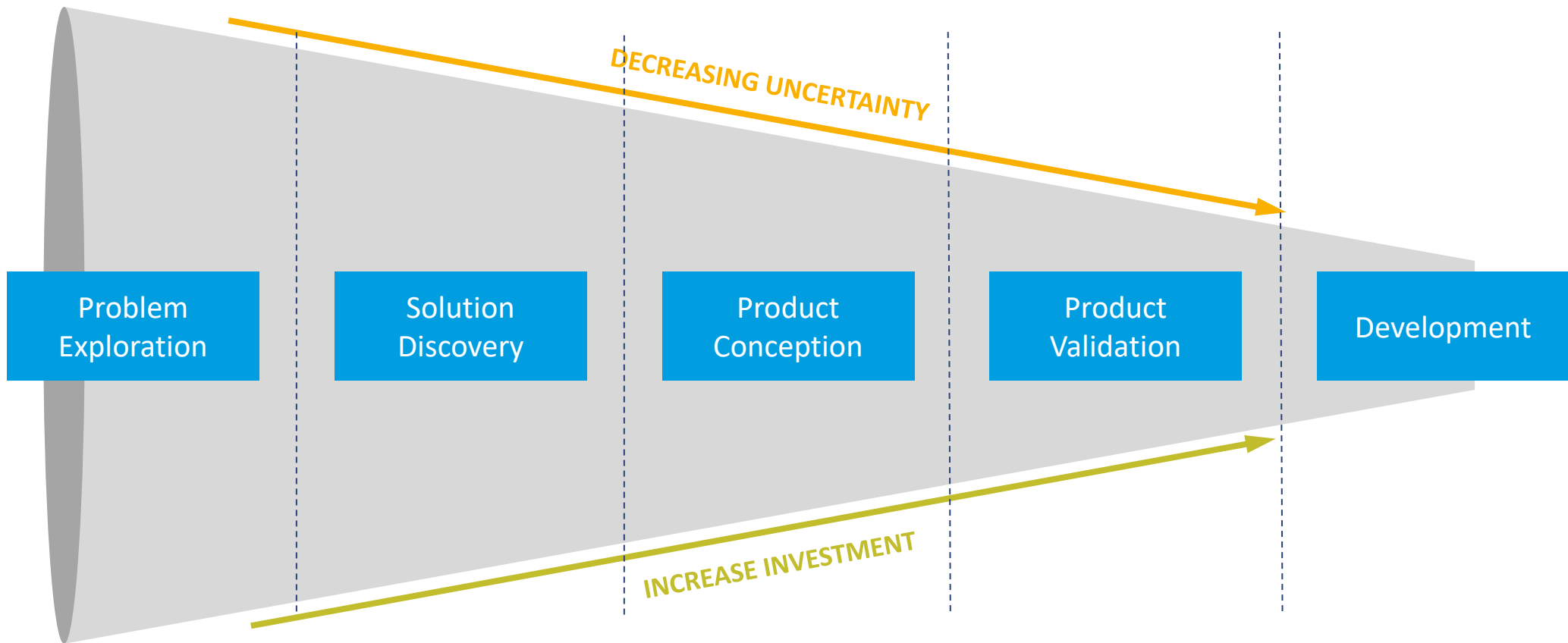
50 to
250
ideas

1
growth
driver

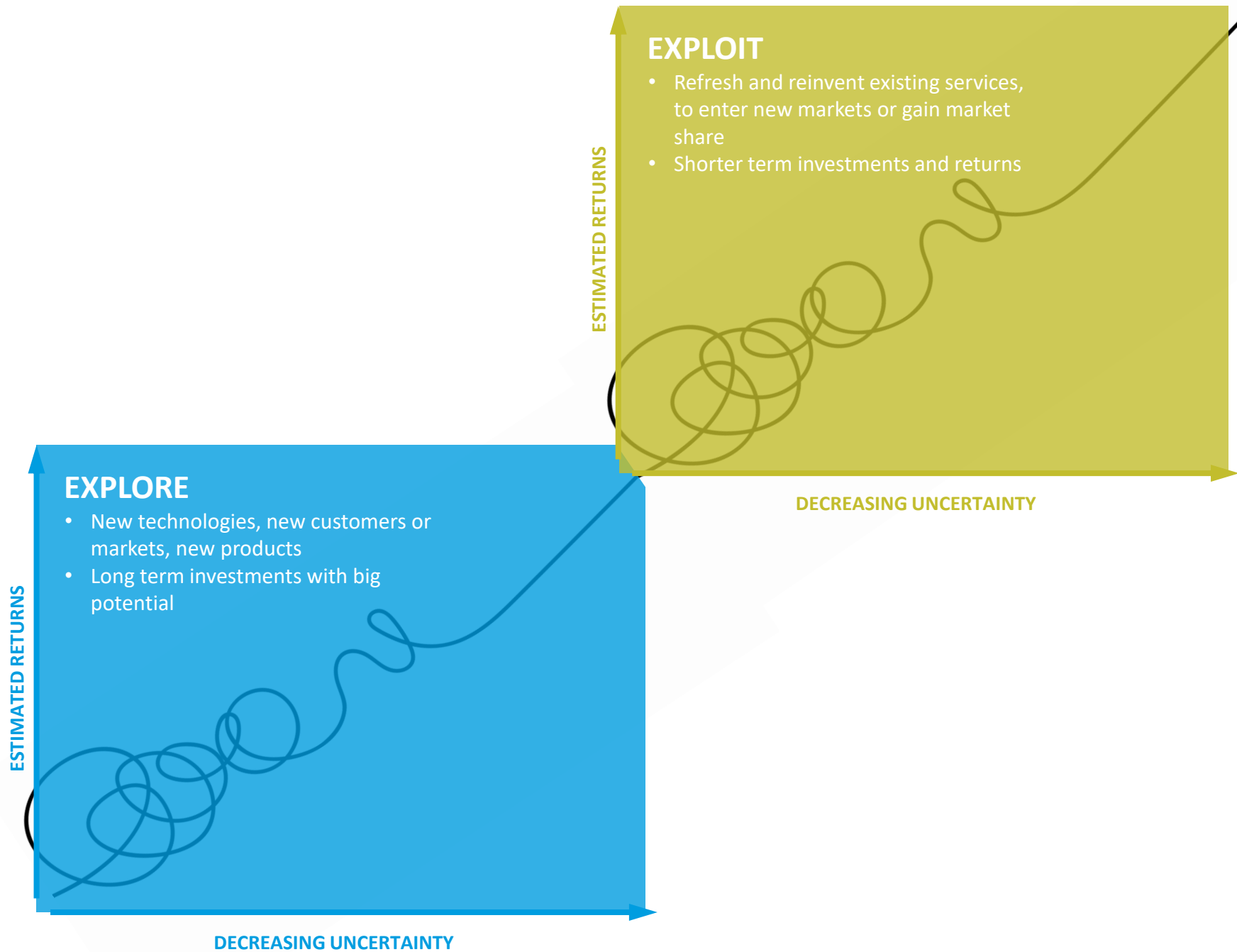
DECREASING UNCERTAINTY

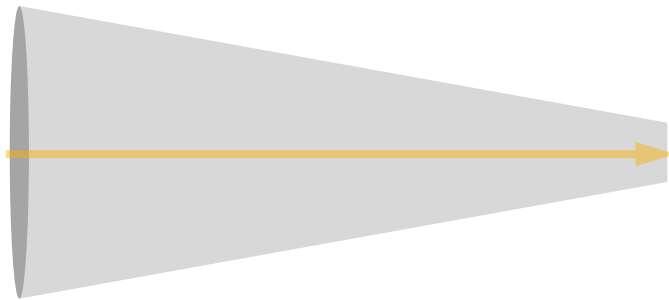
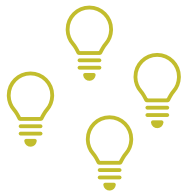


Innovation sweet spot



Kill, kill & kill





GENERATE IDEAS

SELECT & DERISK IDEAS

BUILD, VALIDATE AND SCALE

Cases



← Terug naar overzicht | Actuele situatie | Turnhout

Filteren

Structurele toestand [ⓘ] ^

- Heel slecht
- Slecht
- Matig
- Goed
- Heel Goed
- Niet gekend

Kriticiteitsklasse [ⓘ] v

Operationele toestand [ⓘ] v

Prioriteit herstelling [ⓘ] v

Jaren sinds laatste inspectie [ⓘ] ^

10 - 20

1 50

Zoeken op straatnaam

AZ Turnhout Campus Sint Jozef

STOKT

Turnhout

AZ Turnhout Campus Sint Elizabeth

BLIJKHOF

SCHURDURT

80% Dekking t.o.v. GRB

Aanbeveling

Momenteel geen acties vereist. U kan zelf een inspectie aanvragen.

Inspectie aanvragen

Staat

Laatste inspectie
08/2005 - Putcamera inspectie

Structurele toestand [ⓘ]

Heel slecht

Operationele toestand [ⓘ]

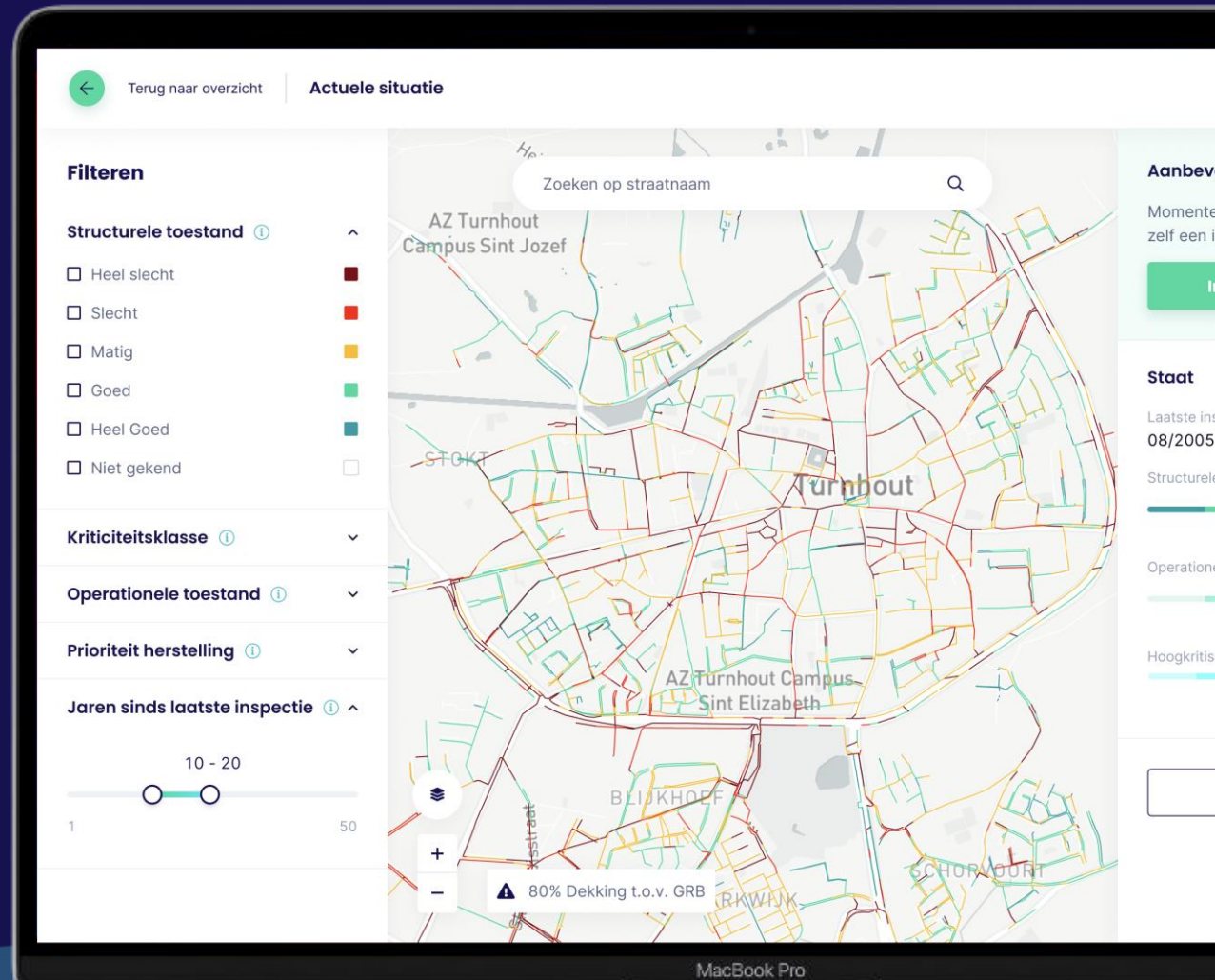
Heel slecht

Hoogkritisch [ⓘ]

Acuut

Leiding details

MacBook Pro



EXPLOIT

INTERNAL VENTURE

WHAT
 A modern customer experience for our municipal customers + a new "as-a-Service" business model

WHY
 Growing attraction for this service (new customers) and increasing volume. Desire to translate efficiencies into increased profitability.

HOW
 Customer-centric Service Design + In-house development

STATUS
 Doubled # of customers, +50% in recurring revenue





EXPLORE

JOINT-VENTURE TO BE

WHAT

Enable sewer inspections without having to remove sludge and sedimentation

WHY

70 to 80% of the cost of inspections is bound to "cleaning" the pipes

HOW

Create joint-venture with industry leading partners to prototype, develop and market a new generation of inspection "vehicles"

STATUS

Negotiating terms



SEWER HEAT





SEWER HEAT

EXPLORE

INTERNAL VENTURE

WHAT

Gain thermal energy (warm & cool) from sewage water (pipes and WWTP)

WHY

Sustainable and renewable/continuous source of energy with interesting ROI

Especially applicable in densely populated areas

HOW

Install a heat exchange at the bottom of the pipes and deliver a warm or cool conductor liquid to pools, housing projects, office spaces, ...

STATUS

Installed 1 case, signed 1 case. Finalizing terms for 5 others, including heat nets

Innovation
award winner



Innovation award winner

EXPLOIT

EARLY STAGE FUNNEL

WHAT

An advisory partner in blue-green concepts, water-use & infiltration scenarios

WHY

A need for many municipal customers as well as project-developers, where we can add expertise and value

HOW

Agency model along with partners

STATUS

We frequently do this, but do not structurally position this as a service. Exploring the value proposition and size of the opportunity







EXPLORE

INTERNAL PILOT

WHAT

Purify biogas (gained from sludge fertilisation) to biomethane as sustainable green gas

WHY

More sustainable solutions available to generate heat and electricity than CHP
New revenue stream

HOW

Pilot installation in WWTP Antwerp-South to assess business case, using a full service DBFMO leasing formula

STATUS

1 installation up and running, expansion to another 3 planned. We will produce green gas for the equivalent consumption of 11.500 homes.

Aqti Rain



Aqti Rain



EXPLORE

LATE STAGE FUNNEL

WHAT

Control storm water buffers to enable smart water re-use

WHY

Expensive buffer volumes simply delay the outflow of water. What if we could harvest and reuse it in periods of drought?

HOW

Control the outflow of the tanks based on usage model, rainfall history & forecasts to determine a safe harvesting level

STATUS

Proposition and willingness to pay validated: 2 pilots signed, 7 late stage pipeline

Questions

PART OF THE

**FLUID
CREW**

