



PRESS RELEASE

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For Immediate Release

Waterlife Receives INR 22 Crores (approx USD 4.2 Mn) Investment from Matrix Partners India, with Intellectap as Sole Advisor

Waterlife India Private Limited (Waterlife) announced that it has received INR 22 Crores (approx USD 4.2 Mn) investment from Matrix Partners India. Intellectap was the sole advisor for this transaction. Waterlife is a pioneer in providing high quality potable water solutions to the underserved in an affordable and sustainable manner. It has installed safe water systems in more than 1,500 villages & urban areas covering more than 1 million people in a sustainable manner.

"This capital infusion provides Waterlife the growth capital to expand its scale in the underserved potable water space. We started our work in West Bengal & Uttar Pradesh and presently work in six states to provide potable water solutions. We are now poised to emerge as the leading player in this segment across India. We are very impressed with Matrix's deep understanding of the water sector & are very pleased to have them as our partner" said Sudesh Menon, Managing Director, Waterlife India Private Limited.

Anurag Agrawal, Co-Founder Intellectap, and Senior Vice President of the Investment Banking arm said, "We are delighted to partner with Waterlife as it is one of those rare business models that have successfully demonstrated that it is possible to create true triple bottom-line returns and create tangible large scale impact on the ground in rural India. We're confident this is just the start of many paradigm shifting achievements for Sudesh and his team."

"It is our privilege to be associated with the Promoter team of Sudesh Menon, Mohan Ranbaore & Indranil Das. We believe Water will remain a high growth sector driven by strong government focus & socio-economic relevance of water as a resource. We believe Waterlife with its innovative business model complemented by a high quality management team is set to emerge as a leader in the potable water segment" said Avnish Bajaj, Co-Founder & Managing Director, Matrix India.

Waterlife also won the prestigious Sankalp Award this year in the Health, Water and Sanitation category.

About Waterlife India Private Limited

Waterlife India (www.waterlifeindia.com) is a ISO 9001:2008 Certified company focused on providing high quality potable water to underserved and challenging areas in an affordable and sustainable manner, while focusing on green and environmentally friendly technologies. Affordability, focus on quality with long term service and a viable economic model has been the crux of the Waterlife model. The Company installs contamination removal units, community water systems, mobile water units, apartment and institutional systems and implements water supply schemes for communities across India. The Waterlife installation base & operations have registered an exponential growth since its inception in 2009.

About Matrix Partners India

Matrix Partners India (www.matrixpartners.in) is an investment firm with INR 3,000 crore under management. The firm invests in companies targeting the Indian domestic market with a sector independent investment

strategy focused on generating exceptional returns. The firm invests up to US \$30 million in a company depending on its stage of development and has invested in several companies including Chetas (Water metering solutions), Center for Sight (eye care chain), Muthoot Finance (gold loan NBFC), Quikr (online classifieds), Tree House Education (preschool and K-12 schools), and Ver se Innovation (mobile classifieds) among others. Matrix Partners has a global network of funds investing in the US, China and India with US \$3 billion under management.

About Intellecap

Intellecap (www.intellecap.com) is a global advisory firm with operations in India and Africa. Its 4 year old Investment Banking arm is dedicated to creating a vibrant eco-system in the sectors of healthcare, education, financial inclusion, clean technology, agriculture and rural businesses. The team at Intellecap has successfully helped companies raise over USD 200 Mn of funds. A ranking study by Venture Intelligence, placed Intellecap at the 2nd position amongst investment banks in the PE advisory space in India for calendar year 2010.

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