



A SUSTAINABLE FUTURE

WATER + ENERGY + ECO-SANITATION





**OVER
100,000**
VILLAGERS BENEFIT
FROM OUR WATER
SYSTEMS



AZAIR AIMS TO CREATE A SUSTAINABLE FUTURE FOR UNDERPRIVILEGED COMMUNITIES BY PROVIDING THE BASIC NECESSITIES OF LIFE

over
1,000
communities aided

over
4 MILLION
litres of water supplied per
day by Azair

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OUR MISSION

*To improve the quality of life
for underprivileged communities*

At Azair, we envision a future where every man, woman and child in Malaysia, Asia and the world:

- ▶ Has access to sustainable clean drinking water
- ▶ Is empowered with renewable energy
- ▶ Has access to safe ecological sanitation facilities

We also hope communities are not burdened by the struggle to obtain these basic necessities so they can focus upon alleviating themselves from their economic deprivations:

- ▶ Fathers can focus on providing for their families
- ▶ Mothers can also gain employment or spend time caring for their families
- ▶ Children can go to school



SOCIAL ENTERPRISE

Azair is a social enterprise focused on changing the lives of communities that do not have access to the basic necessities of life : Water + Energy + Sanitation

- ▶ We design, build and maintain infrastructure that provides the basic necessities for life
- ▶ We provide effective and sustainable water + solar energy + eco-sanitation solutions to poverty stricken rural communities
- ▶ We have been working with rural communities in Malaysia for more than 20 years
- ▶ We operate in the toughest environments, such as the jungles of Borneo, where there are no roads, signs or even addresses
- ▶ Our team is a 150 men and women strong and it is growing
- ▶ We have installed over 1,000 water solutions, which provide over 4 million litres of water each day
- ▶ Our solutions have helped over 100,000 villagers

Our Core Values:

- ▶ We shall always speak the **truth**
- ▶ Keep our **promises**
- ▶ And get results the **right way**



WHAT WE DO

At Azair, we continuously strive to improve the lives of as many Malaysian communities as possible.

Providing the Essentials

We design, fabricate and install independent water + energy + eco-sanitation solutions in remote locations.

Our innovative solutions are reliable, sustainable, cost effective, environmentally responsible and of impeccable quality.



Making a Difference that Lasts

We build long-term relationships with the communities by maintaining the solutions we have installed to ensure its quality and reliability. We go beyond just a business and explore avenues to get involved with the community by lending a helping hand.



Continuous Improvement

Azair develops cutting edge technology through our in-house R&D to continuously improve our solutions in order to become more effective, efficient and user friendly.

We are passionate to learn and look to partner with like-minded organisations to grow and generate a greater impact.





Water Supply

Our comprehensive suite of innovative solutions covers the entire water supply value chain: extraction, purification and storage & distribution. Our water systems are flexible and robust, drawing from a range of potential sources and producing quality drinking water.



Solar Energy Supply

Our solar energy systems supply and store clean energy efficiently to meet a rural community's power needs. Our technology can be installed in any location and can be connected to the public grid in the future. The systems Azair supplies are easy to use and maintain.



Eco-Sanitation

Our eco-sanitation systems are ideal to handle waste management in areas where public sanitation services are unavailable. These systems enhance communities' hygiene and prevent contamination of the local environment and water sources.

▶ OUR SOLUTIONS



Azair serves communities that need the most help with made to measure solutions to meet each community's unique needs. These systems are modular and scalable to match the local context and population size. These systems are designed to withstand the harsh



needs. Our portfolio of water + solar energy + eco-sanitation systems is designed to meet the needs of a rural environment and require minimal maintenance.

WATER

1 Tubewell

Our tubewell system taps underground aquifers to a depth of up to 100 metres to extract quality raw water.

2 Rainwater Harvesting

Our rainwater catchment areas maximise water output with minimal land usage to meet the community's needs.

3 Atmospheric Water Generator (AWG)

Our AWG converts water vapour in the air into a liquid state to provide drinking water in any location.

4 Gravity Feed (Surface water)

Our gravity feed system taps nearby surface water sources (e.g. rivers & springs) and is designed in such a way that minimal electricity is required and that no blockage from debris can occur.

ELECTRICITY

5 Solar System

Our solar system captures and stores clean energy from the sun that can be used to power electrical appliances.

WASTE MANAGEMENT

6 Eco-Sanitation System

Our ecological sanitation system converts harmful waste into useful by-products such as biogas and fertiliser.





"The water is fresh and clean and always there"

**Ann Sebastian, 10 years old,
SK Wangkod**

THE LIFELINE INITIATIVE

The rural community in Malaysia is still suffering from a lack of access to reliable clean water, sustainable electricity and improved sanitation facilities.



600 thousand people in rural Malaysia are estimated to not have access to sustainable improved clean water



1.6 million people in rural Malaysia do not have access to a sustainable energy source



1.1 million people in rural Malaysia do not have access to sustainable improved sanitation



1 million Malaysians live below the poverty line and 55% of them live in East Malaysia



36 RM / month is the amount a typical villager has to survive for a month in East Malaysia



84 percent of villagers surveyed have their untreated sewage waste flow within metres of their house, livestock or crops

18000 ▶

**INCIDENCES OF
WATERBORNE
AND HYGIENE
RELATED
DISEASES
REPORTED
EVERY YEAR**



86 days / year

is the average number of days of drought a typical villager experiences, whereby the primary water sources dries up



32 kilometers

is the average distance a typical villager travels to bring clean water to his/ her house during the dry season



100 percent

of the communities without a sustainable water supply use boiling as the only means for purification, which does not remove toxic metals or chemicals



51 percent

of villagers feel they do not have enough water to meet their basic needs

Source:

Suruhanjaya Perkhidmatan Air Negara (SPAN)
Ministry of Health
Jabatan Perangkaan Malaysia
Unicef
World Bank
Azair Primary Research



THE WORLD BANK



AZAIR SDN BHD

PARTNERING TO SOLVE THE PROBLEM

We are in search of partners that share the same principles and aspirations of supporting underprivileged communities and wish to adopt villages that do not have the basic essentials. By adopting a village, your organisation can improve the quality of life for a community which is in dire need of our help.



1

Select a village to be adopted from our database or one that you currently engage



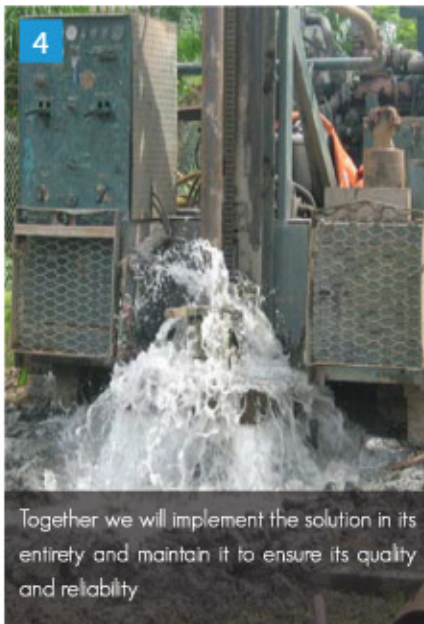
2

Azair will recommend a solution to be installed and we can determine the level of involvement you would like to commit during implementation



3

Azair will formulate the plan of action and outline the financial commitment required. Once the prerequisites have been fulfilled we can start to make a difference!



4

Together we will implement the solution in its entirety and maintain it to ensure its quality and reliability



5

All solutions sponsored by you can be branded under your organisation



6

Azair will provide transparent regular reporting on the progress and the impact achieved

WINNING SCENARIO

WIN ► WIN ► WIN ►

When you embark on this journey with Azair, all parties involved will realise the benefits.

For every \$1 invested in water and sanitation, there is an economic return of between \$3 and \$34!

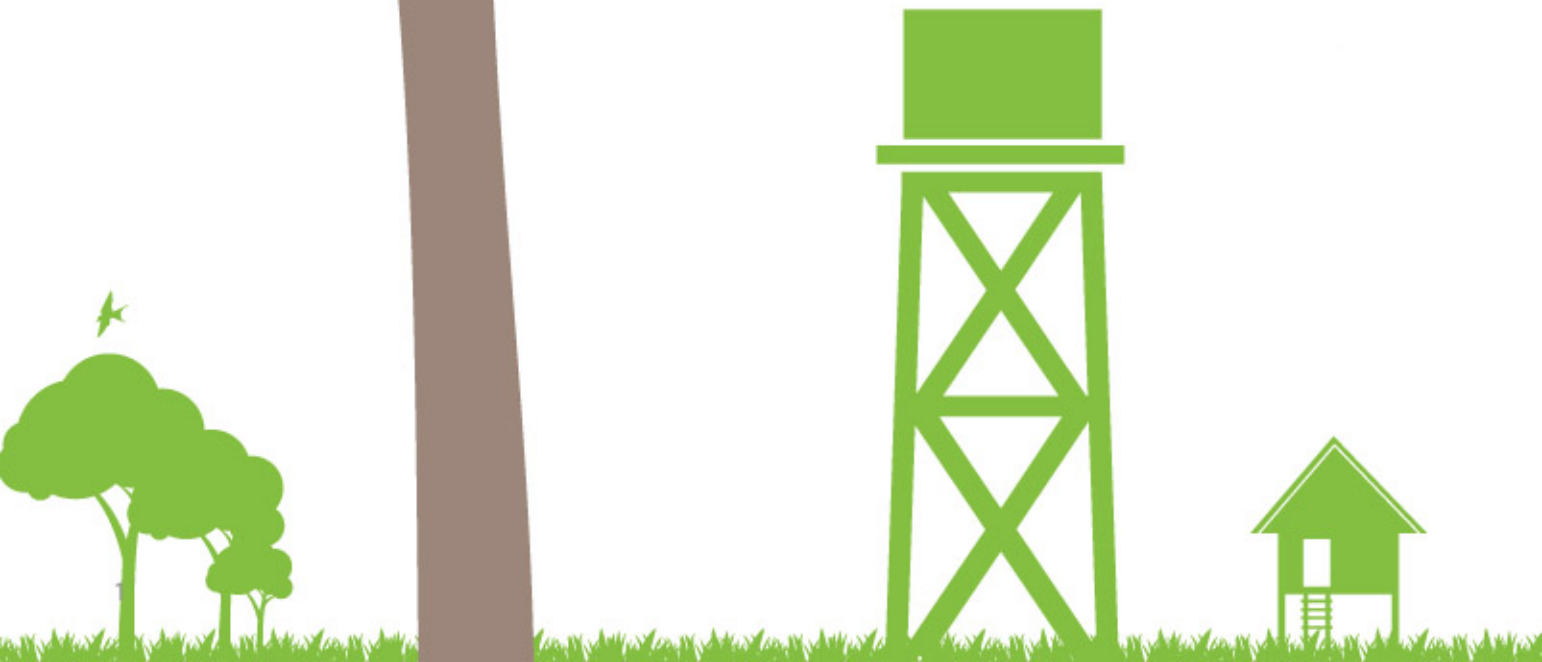
Source : World Health Organisation



Our Competitive Advantage

8 REASONS TO PARTNER WITH AZAIR

Azair is a specialised enterprise that has built up 20 years of experience working in the jungles of East Malaysia. What makes us unique is that we are focused on achieving social goals, but are driven like a competitive business. When you add a passionate and skilled team to the equation, we deliver results that transform the rural landscape.



1 **QUALITY + RELIABILITY**

Azair delivers the best outcomes for the community. Our water solutions arm is ISO certified and we are responsive in addressing our communities' water issues within 5 working days, wherever they are located.

2 **CUSTOMISABLE SOLUTIONS**

Our solutions are designed to meet each unique need and can be scaled-up to meet future needs.

3 **RESPONSIBLE OPERATIONS**

We have a green supply chain policy and are actively exploring ways to reduce our impact on the environment. We look after our team and employ ISO certified Health & Safety policies.

4 **ESTABLISHED NETWORK**

Azair already has an established network in rural East Malaysia, enabling us to transport critical components and equipment quickly to our communities.

5 **TECHNOLOGY**

Azair develops and employs effective and innovative technology and our technology is environmentally responsible.

6 **CAPABILITY**

Our staff are trained specialists in their field of expertise (water + solar energy + eco-sanitation). In addition, our team is able to work in the toughest of environments.

7 **EQUAL OPPORTUNITY**

We actively recruit from local communities. 93% of our team are from East Malaysia, of which 46% are from rural areas.

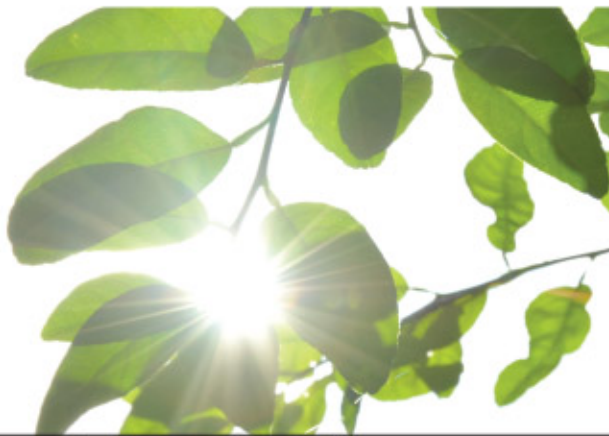
8 **PROVEN TRACK RECORD**

Azair has delivered quality and reliable solutions for more than 20 years with over 1,000 solutions implemented, improving over 100,000 lives.



EFFECTIVE, INNOVATIVE

At Azair we employ effective and innovative technologies to achieve the best results for the rural communities.



ECO-FRIENDLY DESIGN

Azair's integrated systems harness renewable resources to maximise efficiency and minimise the impact to the environment. For example, energy generated from the composting process in our eco-sanitation is used in our water treatment system.



STRATEGIC WATER SOURCE MAPPING

Using the latest water resistivity technology we are able to map underground water aquifers, enabling us to pin-point the optimal location to install a tubewell. As a result our tubewells produce greater water output and have greater longevity.



ROBUST WATER PURIFICATION

Our portfolio of purification technology range from basic filters to reverse osmosis, which enables us to convert a multitude of raw water types to clean and safe drinking water.



EASY TO USE + MAINTAIN

Our systems are easy to use and manage. We strive to automate as many processes in our design, whilst maintaining simplicity so that our users are not burdened.

COMMITTED, EXPERIENCED

We employ and train qualified and experienced team members to deliver results in the most remote locations in Malaysia



OPERATE ANYWHERE

Our team can operate in all types of harsh conditions and terrains, from rocky mountainous regions to dense inaccessible jungles to isolated islands where access is only via boat or helicopter.



EXPERIENCE

We have an experienced team that fully understands the challenges and complexity of delivering quality in a rural setting. This allows us to produce results efficiently and effectively.



COMMITTED TEAM

Azair recruits and trains quality personnel that are committed to our mission and engage our stakeholders with the upmost respect. We are passionate about delivering the best outcome for our stakeholders.



QUALITY

We are committed to providing our users with the highest quality and most reliable solutions. We have invested early and are the first company in Malaysia to be ISO 9001:2000 certified for maintaining tubewell systems.

A PROVEN TRACK RECORD

Azair has and continues to successfully partner with several public and private institutions to provide the basic necessities of life to rural communities.



1992 - 1996

Manufactured and installed 410 tubewell systems for FELDA



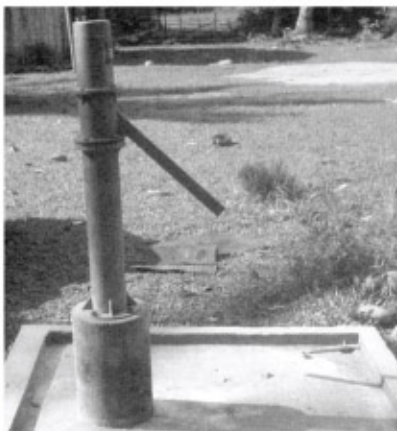
1993 - 1994

Developed 30 tubewells along the North-South Expressway



1997

Developed 20 tubewells for the Ministry of Rural Development in response to El Nino



1998 - 2000

Developed 119 tubewells in rural Sabah for the Ministry Of Health



2001 - 2002

Developed water systems for the Ministry Defence's operations in remote islands



2005

Piloted the solar hybrid rural water system in Sepang



2003 – PRESENT

Constructed and maintained over 300 water systems for rural schools across East Malaysia for the Ministry Of Education.

ASPIRATIONAL BEGINNINGS

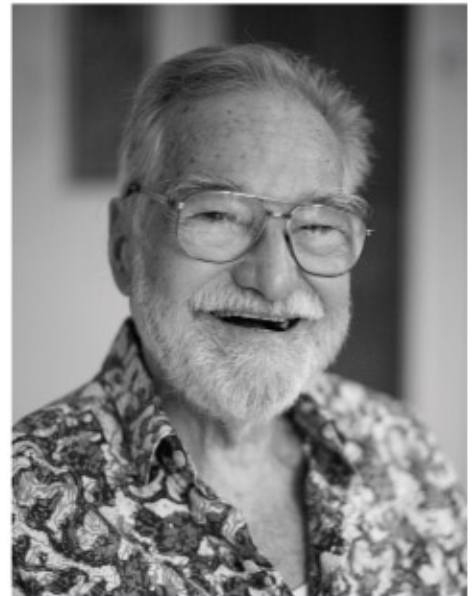
Azair was born through innovation. Our Chairman, Royal Professor Ungku Aziz, created this venture due to the development of a breakthrough technology; a low-cost, yet robust and reliable hand pump.

The invention brought a change to rural communities in Malaysia and provided access to water for the underprivileged and underserved.

Azair's ambitions have always been focused on tackling the social issues impacting the poor in Malaysia. Through Ungku Aziz's research on poverty, he observed that many communities were plagued by water and health issues, which prevented them from breaking out of the poverty trap.

There was a clear need and Azair stepped in to address it. Azair went on to work with various government agencies to provide support in any way we could, such as providing assistance during the El Nino drought in 1997.

We have continued to learn and evolve over time. Since the early days, our solutions have become more sophisticated and more impactful to game change the quality of life for the rural community.



Royal Professor Ungku Aziz

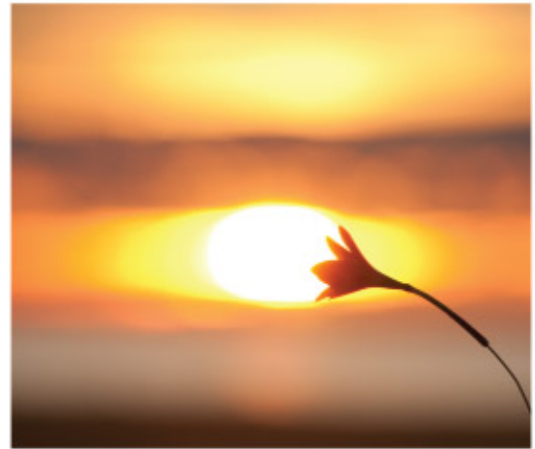


HIGH IMPACT HORIZONS

We aim to continue to be a trusted partner with both the public and private sector to solve social issues impacting our community.

Azair will continue to develop breakthrough technology and spread these new solutions to other parts of the world to those who need it most.

We hope to partner with more like-minded organisations to bring scale to the change we want to make happen. From this we will build deeper relationships with rural Malaysia and further explore other opportunities to solve the socio economic issues burdening the underprivileged.



WE AIM TO BE CARBON NEUTRAL

At Azair we are committed to the conservation of the natural environment and we are currently working towards being carbon neutral.

We have embedded these environmental principles in our organisation and moving forward, we hope to champion them in our rural communities.



DID YOU KNOW?

- ▶ Borneo jungles are being deforested at 2% per annum. If we continue at this rate we will lose the majority of our rainforest in 20 years.



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