

BÜFA

Cleaning



**Aqseptence
Group**

**MÖSSLEIN
WASSESTECHNIK**



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30 Forums

5,300 Attendees

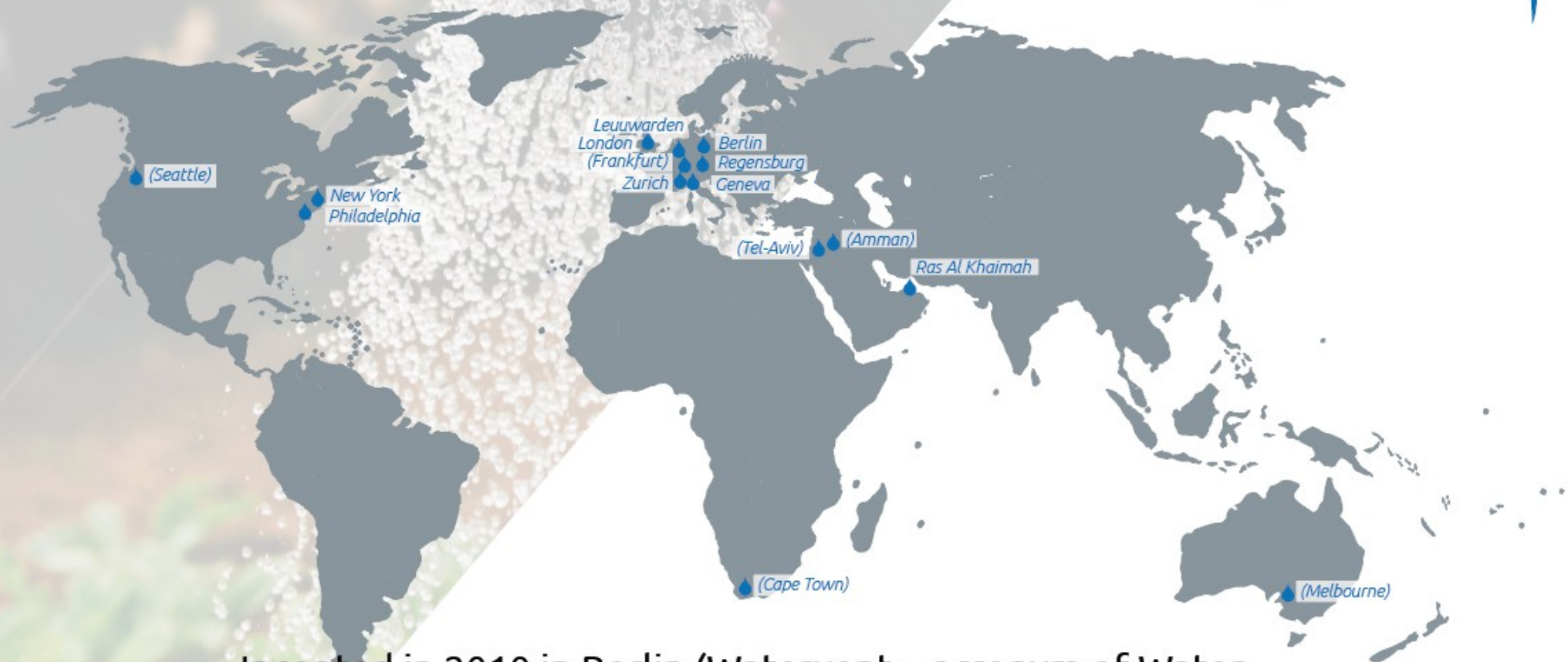
WATERVENT



**15 years of innovation, promotion
and scouting in Water technologies**

Funding & Client Attraction in the Water Nexus
Benefits of an Acknowledged Forum

Track record of WATERVENT



Incepted in 2010 in Berlin (Watervent = acronym of Water and Venture) our forum has been executed 16 times. 2020 - 2022 thirteen forums via zoom. **Next Forums** on May 12th/13th in Oldenburg (hosted by BUEFA.com), October 24th in San Francisco, and Abu Dhabi in Spring 2026.

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Participants on WaterVent Forums since inception in 2010

2010: Berlin, D	213 participants
2011: Zurich, CH	134 participants
2011: Leeuwarden, NL	167 participants
2012: London, GB	128 participants
2012: Philadelphia, USA	140 participants
2013: Ras Al Khaimah, U.A.E	156 participants
2014: Philadelphia, USA	123 participants
2015: New York, USA	118 participants
2016: Philadelphia, USA	121 participants
2017: Philadelphia, USA	129 participants
2017: Geneva, CH	186 participants
2017: Regensburg, D	110 participants
2018: Philadelphia, USA	118 participants
2019: Philadelphia, USA	134 participants
2020: Storrs, CT, USA	120 participants (deferred due to Corona Virus)
2020: may 14th, webinar	212 participants & interested
2020: june 7th, webinar	227 participants & interested
2020: july 9th, webinar	376 participants & interested
2020: september 17th, webinar	530 participants & interested
2020: october 8th, webinar	> 200 participants
2020: november 12th	> 160 participants
2020: december 15th, webinar	> 240 participants & interested
2021: march 25th, webinar	> 260 participants & interested
2021: may 11th, webinar	> 190 participants & interested
2021: september 29th, webinar	> 220 participants & interested
2021: november 18th, webinar	> 170 engaged speakers, startups and attendees registered
2022	two forums via zoom with 320 attendees
2023: Cincinnati, october 10th	165 attendees
2024: Berlin, april 25th	155 attendees
2024: Berlin, october 25th	250 attendees

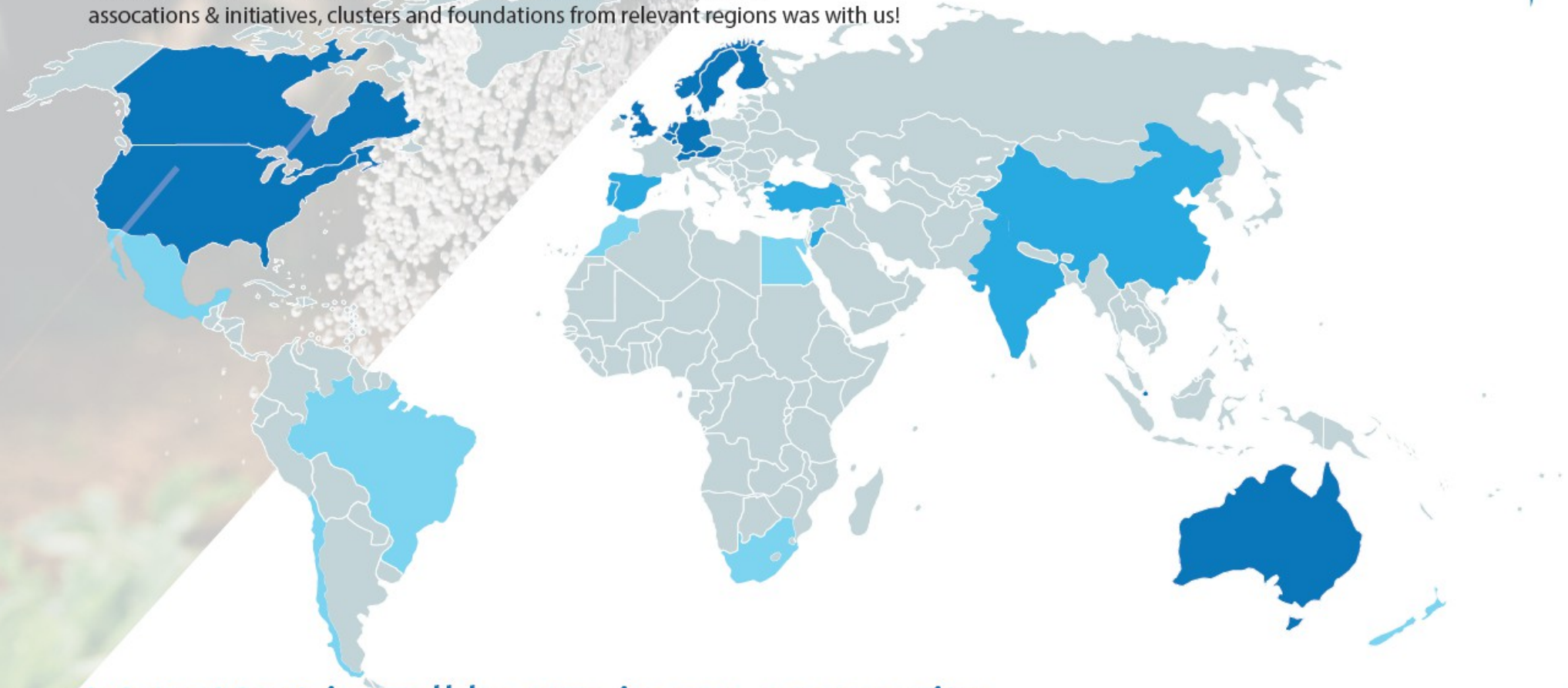
Entrepreneurs with potential Clients and Investors reported:

Berlin, D	56 leads
Geneva, CH	66 leads
Leeuwarden, NL	45 leads
London, GB	78 leads
New York, USA	85 leads
Philadelphia, USA (5 Forums)	329 leads
Ras Al Khaimah, U.A.E	76 leads
Regensburg, D	45 leads
Zurich, CH	90 leads
Cincinnati, USA	95 leads
Berlin, D	65 leads (as per june 3rd)

Major regions we are active in

The majority of relevant corporates, cleantech, water impact investors, associations & initiatives, clusters and foundations from relevant regions was with us!

Results of **WATERVENT** 

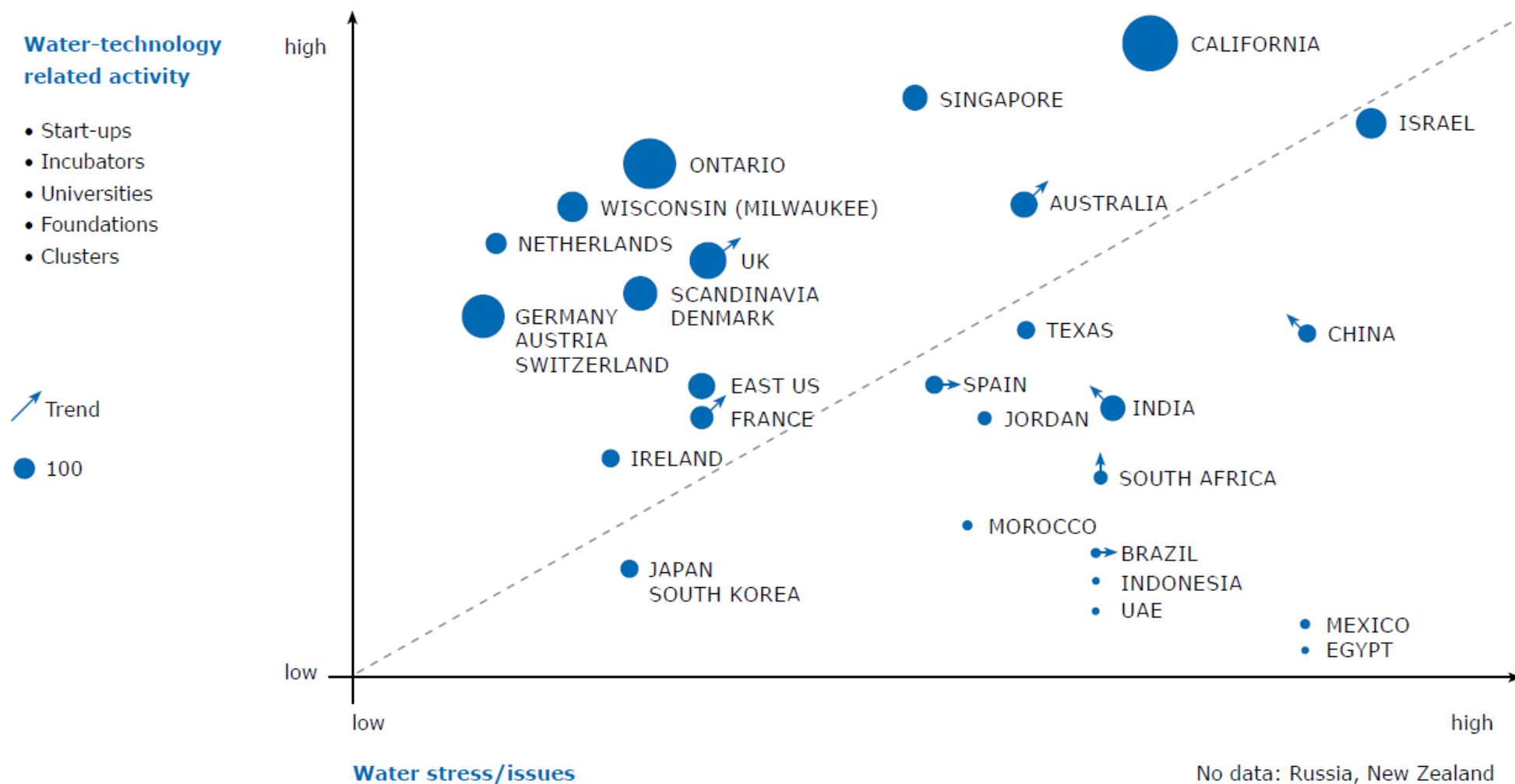


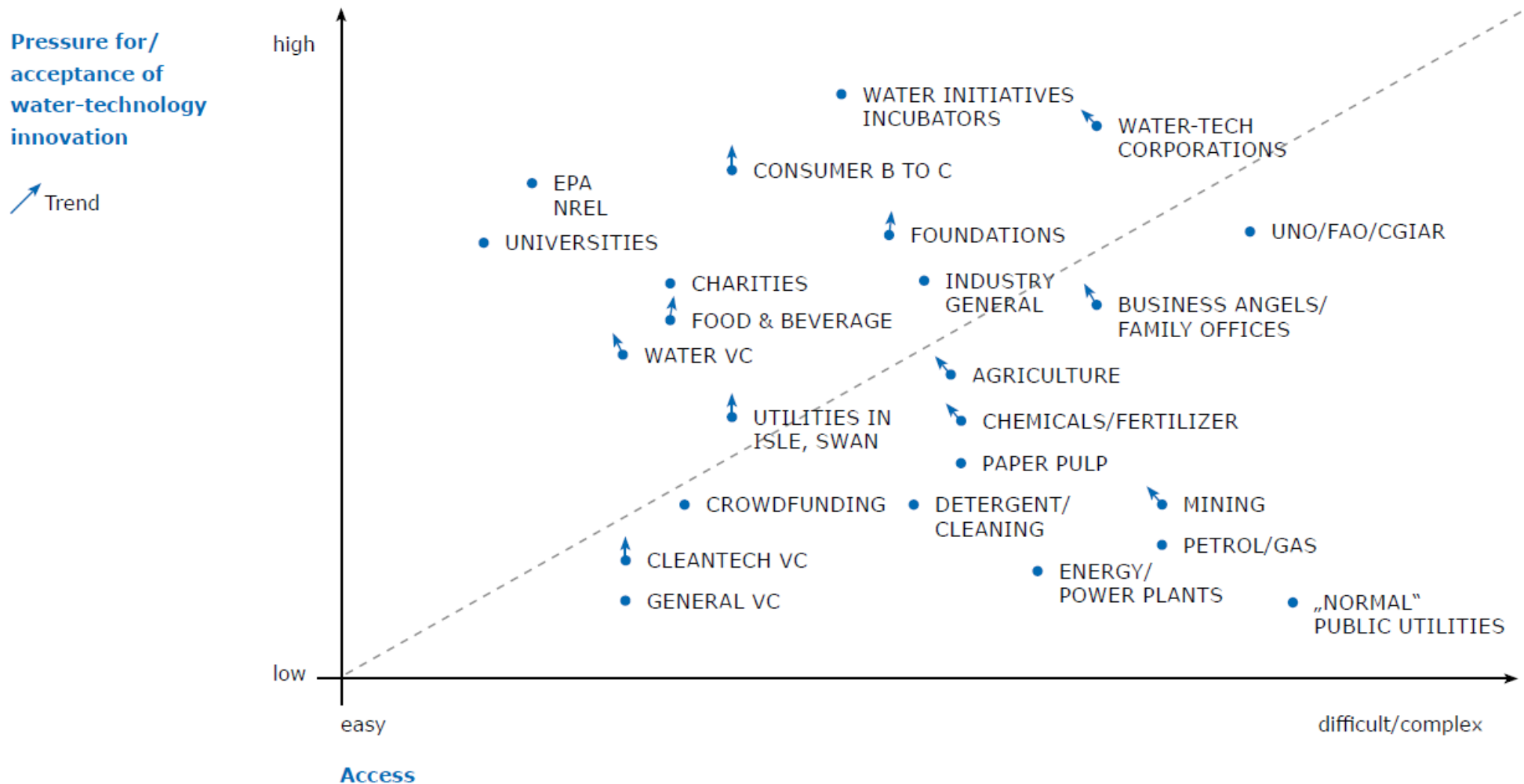
WaterVent is well known in our community
(research with 1,200 persons in the water space
showed 70% know us or have heard of us)

- Approximately 37,500 in databases
- 16,000 first degree contacts water related in LinkedIn
- 6,400 attendees from 29 forums
- > 4,600 members in LinkedIn Watervent group

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Water-technology related activity in relation to water stress

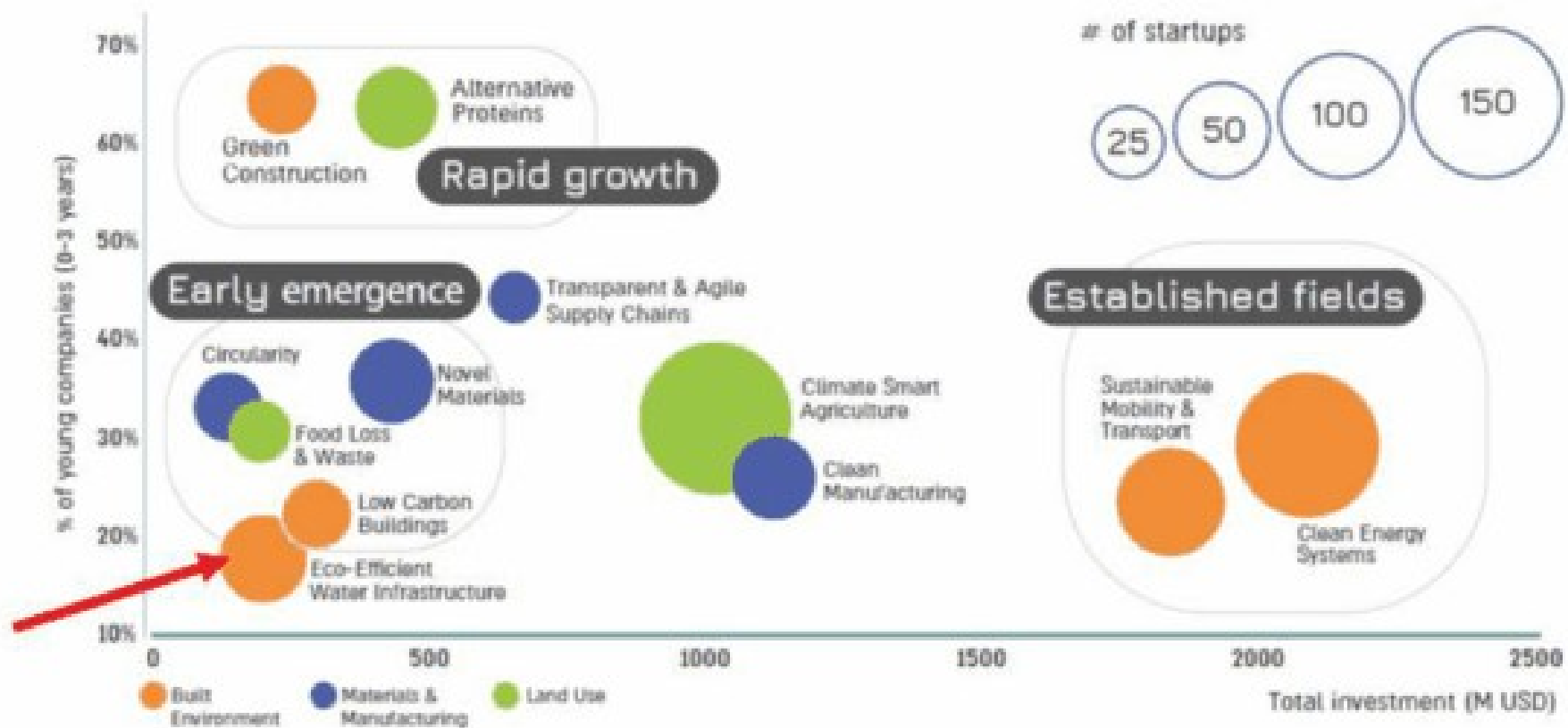




Water Technology Innovations enjoy inscreasing relevance

Relevance of WATERVENT 

FIGURE 9 | Growth Map of Climate Tech Domains



Source: report on the Israeli Climatech ecosystem by Israel Innovation Agency

Startups in Water Technologies and Related Fields



Seawater, Aquaculture, Modern Agriculture,
Algae, Blue & Green Biotech – The Nexus

Rising Challenges and Growing Opportunities in the Water Sector Water-related challenges are intensifying across the globe

- Growing irrigation demands driven by traditional farming, indoor agriculture, and rooftop systems.
- Urban greening initiatives require significant water resources, as city trees and green infrastructure need irrigation.
- Emerging contaminants such as PFAS, microplastics, pharmaceutical residues, and viruses call for innovative detection and treatment technologies. What's next?
- Population growth continues to accelerate water demand globally.
- 40% of the global population lacks reliable access to potable water, largely due to inadequate or failing infrastructure. There is a strong need for decentralized, low-tech, easy-to-install, operate, and maintain solutions.

Environmental pressures are compounding the crisis

- Desertification and shrinking lakes are on the rise. Conventional desalination remains expensive, and brine disposal into oceans poses environmental risks.
- Deforestation, despite global discourse, continues to worsen, accelerating desertification and further threatening water supplies.
- Aquifers and wells are being depleted in many parts of the world.

Startups in Water Technologies and Related Fields



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Water remains under-prioritized despite its critical importance

- Awareness is growing too slowly; international congress outcomes often disappoint.
(Example: The EU bans plastic straws while the Mekong River remains a major source of ocean plastic pollution.)
- Smart grids and digitalization in water infrastructure – including satellite monitoring, leak detection, water theft prevention, and cyber-physical security – are still in their early stages.

Summary

There is enormous potential for innovation and startup activity in this field. If you're working in water technologies or adjacent sectors, you're in the right place at the right time.

Challenges to be aware of

- As with most startups: funding and securing early adopters are key hurdles.
- The sector is highly conservative and politically influenced, often reluctant to adopt new technologies.

Recommendations for Startups

1. Get connected and visible

The framework for public grants and prototyping in Israel, UK, Finland, USA, Canada... in my eyes the best. encompassing forum we recommend to attend or to present

Selection

- Switzerland: ETH Zurich, EAWAG, WEF Uplink Program, diverse foundations, Swiss Cleantech (Suisse Romande).
- Israel: WATEC, Technion, Mekorot
- UK: Isle Utilities, Spring Innovation, Water Innovation Alliance, Cambridge/Oxford Cleantech Network, BlueTechResearch Water Summit, Global Water Intelligence „Global Water Summit“, Rethink forums Brighton (London and Los Angeles), Reset Connect Cleantech Forum
- Austria: Schwarzenegger Foundation with annual summit in Vienna
- Denmark: Grundfos Foundation. Danish Water Valley, Techtours Water Forum
- Sweden: SIWI
- NL: Wetsus Leuwarden (Incubator), Aquatech (fair)
- Canada: Foresight Vancouver, Aqua Action/Aqua Hackathon (Montreal),
- USA: WEFTEC (though too large for startups, just attend and cruise), ImagineH2O, Wetcenter Irvine California, BREW Milwaukee (my favourite!), MIT Water Initiative, Current Chicago, Xylem Water tech Incubator Washington D.C., Cleveland Water Alliance, Xprize, Fastcompany (some), Elemental Exel. (Hawaii)
- Germany: Greentech Festival, IFAT (visit only), Falling Walls Foundation
- France: Poles des Competitivite (Clusters)
- Mexico: Femsa Foundation Monterrey
- Finland: VTT
- Platforms: Environmental Experts (Spain), Illuminem (Italy), Dealroom

Recommendations for Startups

2. Funding

- Many Corporate Venturer active (of Food, AG, Beverage Corporates... Infrastructure like Pipes, Valves. Treatment, Petrol related like Repsol Ventures, Aramco.... Aqseptence, Mann & Hummel,....Skion (Quant Family), Aliaxis (Pipes).
- Mining companies, oil exploration, power plantes , shipping/Ballast water, vineries/ag.
- General Cleantech VC are often focussed on energy technologies, materials – ask for their interest in water.
- General VC. Do water engagement if related to smart grid, surveillance & monitoring, security.
- Family Offices and Biz angels. Ask (water is new to them, bit curious to explore).
- Water only VC Increasing offer! Some names like Mazarine Ventures (USA), Burnt Island (USA), Pureterra (NL), Emerald Ventures (CH, Series B), Cycle Capital (Canada), White Stage Investing (Italy), More to be expected Recommended advisors like Booky Oren, Will Sarni, Dr. Jörg Nowak (Orca Consulting).
- Foundations/Charities/NGO . talk to Gates, Rockefeller, Walton Foundation, Coca-Cola, Grundfos, Wallenberg (Sweden), UAE, KAUST (Saudi)
- Talk to any family owned and managed corporate in „close to water“ Businesses (real estate owners, big farmers, food, beverage, car/truck wash, hotels & convention centers, laundries...) combine application and funding deals- create references.
- Join Xylem water tech pitches (Washington DC), Imagine H2O, ask Rethink forum for a pitch, join Waterpitch (USA), BREW, SOSV (USA), Urban-X (BMW)

WaterVent is a brand of

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