



Project Proposal

17-23M

Population of Lagos

300M+

Daily water deficit (gallons)

2030

One machine in every Nigerian university

Providing Access to Affordable Clean Drinking Water |
A Water Infrastructure Initiative | 2026



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PROJECT OVERVIEW

AquaPoint is an initiative with a clear long-term vision: by 2030, one safe-water machine in every Nigerian university. Across 142 institutions and over 1.75 million students, the initiative is to place safe, affordable, point-of-use drinking water on every campus in the country. Phase 1 is the founding step toward that vision

The technology behind the initiative is the water filtration machine (WFM): a decentralised micro-infrastructure unit that pairs a multi-stage filtration system with an automated dispenser, treating water on site and serving it directly to people at the point of use. The water is treated to meet the Nigerian Standard for Drinking Water Quality (NSDWQ) set by the Standards Organisation of Nigeria, and is independently verified by laboratory testing before a machine goes live and on a regular schedule thereafter. By delivering water directly at the point of use, each machine also replaces the sachet and bottled water that drives single-use plastic waste across campuses, substituting a permanent, verified supply for a disposable one.

AquaPoint is structured as a public-private partnership, operating as an initiative in its own right with a dedicated team responsible for running the assets in the field. Langovest is the project's developer, originating and financing the initiative and assembling the government, funding



and delivery partners around it. Within this structure each water filtration machine is a revenue-generating asset: it earns income at the point of use while delivering a clear public good, which is what allows the initiative to be funded by a blend of private and development capital, sustain its own operation, and return value to its public partners, with the asset transferring to government at the end of an agreed concession period. The initiative is live. It has been piloted by the placement of the first operational water filtration machines at Lagos State University Teaching Hospital and Rivers State University of Science and Technology, providing a working proof of concept that informs the installation best practices and operating model of the wider rollout.

Needs Assessment

This assessment establishes the empirical baseline for AquaPoint, drawn from the World Bank, the WHO/UNICEF Joint Monitoring Programme, the Nigeria Demographic and Health Survey, the Nigeria Centre for Disease Control, and national higher-education enrolment records. It is structured around the three core needs the initiative addresses. Figures are baseline estimates from these sources; projections are identified as such.

01 Access to affordable drinking water

Only an estimated 13 to 14 percent of Nigerians have access to safely managed drinking water. While around 71 percent reach a "basic" source, this routinely means loosely regulated vendors, borehole networks, or commercial packaged water rather than a safe, piped utility. On university campuses, which sit on the edge of municipal supply, students rely almost entirely on commercial 50cl sachet water. Average daily consumption is constrained to roughly 9 litres per person, well below the 15 to 20 litre baseline health requirement. Hydration alone requires three to four sachets a day, costing a student around ₦150 to ₦200 daily, a recurring out-of-pocket cost that consumes a meaningful share of a student's allowance.

02 A large, underserved student population.

Nigeria's universities function as micro-cities. Combined undergraduate enrollment across federal and state universities is approximately 1,751,761 students (1,206,825 federal and 544,936 state). At a conservative one litre of drinking water per student per day, this population consumes around 1.75 million litres of packaged water daily, a daily out-of-pocket cost of roughly ₦175 million. Over a standard 210-day academic year, that is approximately ₦36.79 billion spent by students on water, flowing entirely through an informal, unfranchised sachet economy that returns nothing to the institutions or the public and generates the single-use plastic discarded across campuses daily.

03 Access to affordable drinking water

Unsafe water imposes both an acute and a chronic burden on the student population. The acute face is epidemic: high-density student housing makes campuses significant vectors for water-borne outbreaks, and in Nigeria's 2021 cholera surge the NCDC recorded approximately 111,062 suspected cases and 3,604 deaths, with youth and school-aged groups disproportionately affected. When campus wells or unmonitored tanker supplies are cross-contaminated, the result is sudden outbreaks, academic shutdowns, and strain on under-resourced clinics. The chronic face is constant: water-borne illness, including the typhoid Nigeria has continued to battle in recent years, falls heaviest on the young, compounding across days lost to illness, reduced attendance and productivity, and a lower quality of life. A verified, point-of-dispense water source addresses both faces at once.

Outcomes

AquaPoint is designed to deliver three outcomes that answer these needs directly, each measurable at every site.

01 Access to safe, affordable drinking water.

AquaPoint dispenses purified water at the point of use at a discount of at least 20 percent against the prevailing retail price of packaged water, which averages around ₦100 per litre. On that basis a student spending roughly ₦21,000 on water across a 210-day year would save at least ₦4,200 annually (projection), with the aggregate saving scaling into the billions of naira as the number of students served grows

02 Reduced single-use plastic and a formalised supply.

By replacing sachet and bottled water at the point of consumption, each machine removes a stream of single-use plastic and substitutes a controlled, verified, permanent supply for an informal and unmonitored one.

03 Improved health and productivity.

A verified, NSDWQ-standard source on campus reduces the incidence of water-borne disease, both acute outbreaks and the chronic burden, supporting healthier students who lose fewer days to preventable illness.

Added Value

Every water filtration machine deployed under AquaPoint is a revenue-generating asset, so to fund the AquaPoint initiative is to fund the placement of a water filtration machine at a university. By treating and dispensing water at the point of use, the machine bypasses plastic packaging and the layers of informal distribution, producing purified water at lower cost and selling it affordably while still generating income.

- Total addressable market: approximately ₦36.79 billion per year (at one litre per student per day, ₦100 per litre).
- AquaPoint target: a projected 40 percent capture, on the order of ₦14.7 billion in annual gross revenue across the network at scale.

Both figures are projections, to be confirmed against verified operating data. Because each machine generates revenue, it also returns value to the institution that hosts it, making AquaPoint an opportunity for a university rather than a cost. The initiative is a direct source of local employment as well, with roughly five roles per machine across installation, maintenance, vending, and delivery, several hundred jobs across the network at scale.

Institutional Development and Knowledge Building

AquaPoint builds capability that outlasts any single machine. As an operating initiative, it establishes a repeatable model for decentralised water infrastructure on Nigerian campuses: site assessment, water testing, machine configuration, commissioning, verification, and maintenance, all documented to a national standard. It develops local engineering and maintenance capacity through qualified partners, and generates verified water-quality and consumption data that is scarce in this sector and valuable to institutions, government, and the wider WASH community. Each deployment strengthens the operating model, and at the end of an asset's concession period it transfers to the government with the know-how to sustain it.

Alignment

AquaPoint aligns directly with established international and national development agendas. It contributes most directly to SDG 6 (clean water and sanitation), and specifically to Target 6.1, universal and equitable access to safe and affordable drinking water for all by 2030, an area where the world is far off track and which requires a substantial acceleration in progress. It supports SDG 4 (quality education) by removing a health and cost barrier to learning, contributes to environmental goals through the reduction of single-use plastic, and offers a concrete vehicle for the international cooperation envisaged in SDG Target 6.a. Nationally, it aligns with Nigeria's water, sanitation, and hygiene (WASH) agenda, and it sits within the category of public-educational-institution infrastructure that both the World Bank and the AfricanDevelopment Bank have already financed in Nigeria, providing a recognised precedent for the model.

Key Milestones

Phase	Scope	Status
Proof of concept	First machines at LASUTH and Rivers State University	Operational
Phase 1, Foundation	Three machines at three state universities	In preparation
Phase 2, Extend	Scale across state universities	Planned
Phase 3, State network	State universities nationwide	Planned
Phase 4, Federal network	Federal universities nationwide	Planned
Phase 1 total: ₦25 million (three machines).		

The Problem/Gap

The Problem

Nigeria has a clear and addressable infrastructure development opportunity in the supply of clean drinking water. The country's challenges around water are not the symptoms of a nation in crisis; they are the logical and observable consequences of a single gap, the absence of decentralised clean-water infrastructure at the point where people need it. Where that infrastructure is missing, three connected burdens emerge: a health burden, an affordability burden, and an environmental burden. Each is measurable, and together they form a self-perpetuating cycle. Understanding that cycle is the key to breaking it



The infrastructure gap

Most Nigerians do not have access to a safe, centralised water supply. According to the WHO/UNICEF Joint Monitoring Programme (2025), only about 36 percent of the urban population and 22 percent of the rural population have access to safely managed drinking water. In the absence of reliable public supply, the gap is filled by the commercial sachet water market: more than 32,000 sachet water producers operate nationwide, and in dense urban and peri-urban areas between 60 and 70 percent of people depend on 50cl sachet water, known as "pure water," as their primary source of daily drinking water.

This dependence is the starting point of the cycle, and it carries three burdens.

A health burden

Reliance on unverified commercial water, combined with weak sanitation infrastructure, sustains a continuous burden of water-borne disease. Cholera recurs year after year; the Nigeria Centre for Disease Control recorded approximately 111,062 suspected cases and 3,604 deaths in the 2021 outbreak, and further surges since, including around 10,353 suspected cases across 37 states by mid-September 2025. Cholera is the visible peak of a wider burden: the World Bank attributes roughly 73 percent of Nigeria's enteric infection burden, including typhoid, to inadequate water, sanitation, and hygiene, and estimates that unsafe WASH contributes to over 255,000 preventable deaths in the country each year. The economic weight is significant too; the World Bank estimates the combined effect of water-borne illness, lost working hours, and absenteeism at roughly 1.3 percent of GDP annually.

An affordability burden

Because safe water must be bought sachet by sachet, clean drinking water becomes a recurring out-of-pocket cost rather than a public utility. Driven by inflation and rising material costs, the Association of Table Water Producers raised prices in early 2026, with a bag of twenty 50cl sachets reaching ₦400 to ₦600 depending on the state. At roughly ₦50 per sachet, sachet water now costs around ₦100 per litre, and bottled water far more. For households and individuals already managing constrained incomes, paying a continuous premium for basic hydration, with no lasting infrastructure created in return, is a direct cost of the missing supply.

An environmental burden

The same sachet economy that fills the water gap generates one of Nigeria's largest streams of plastic waste. An estimated 60 million water sachets are discarded daily, more than 20 billion single-use plastic units a year, contributing to roughly 2.5 million tonnes of plastic waste generated annually. Almost none is recovered: over 88 percent of Nigeria's plastic waste is never recycled, and around 70 percent is mismanaged, left in the open or burned. (Some sources put water sachets at 40 to 50 percent of urban municipal plastic waste by count; this is widely cited but not independently verified.)

The observed cycle

These burdens are not separate. They form a single, observable cycle that turns on the absence of infrastructure:

1. The lack of a centralised, reliable public clean-water supply means that 60 to 70 percent of the urban population depends on more than 32,000 commercial sachet water producers for daily drinking water.
2. That dependence generates plastic waste on a massive scale, an environmental burden of tens of millions of discarded sachets every day.
3. The discarded plastic, flexible and slow to degrade, clogs urban drainage systems.
4. Blocked drainage produces stagnant water and breeding grounds for mosquitoes, driving malaria, alongside the contamination of open water sources that feeds water-borne disease.
5. Because the underlying gap, the absence of clean-water infrastructure, is never closed, dependence on sachet water continues, and the cycle repeats.

This is a cycle we have observed and mapped closely, and its significance is that it has a single point of intervention. Each burden traces back to the same root: the absence of decentralised clean-water infrastructure at the point of need. Close that gap, and the cycle is broken at its source. That is the opportunity AquaPoint is built to address.

Rationale and Opportunity



The national problem is broad, but solving it does not begin everywhere at once. It begins where the need is most concentrated, where demand is most reliable, and where a single installation reaches the largest number of people. In Nigeria, that place is the university campus.

Why universities

A Nigerian university campus is, in effect, a small city. Tens of thousands of students and staff live, study, and gather in one defined location, every day, for most of the year. That concentration is exactly what the national problem lacks a solution for: a large, fixed population with a constant daily need for clean water, sitting on the edge of an unreliable municipal supply and dependent on commercial sachet water to fill the gap.

This makes a campus the ideal site for a decentralised water asset, for three reasons:

Concentrated, constant demand.

A campus guarantees a large body of daily users in one place, which means a machine is highly utilised from the day it is switched on. There is no need to build demand; it already exists and is already being served, expensively and unsafely, by sachet water.

A captured, measurable market.

The student population and its water spending are known quantities, which makes the opportunity quantifiable rather than speculative.

Replicability

Universities across Nigeria share a common structure, so a model proven on one campus can be repeated on the next with minimal redesign. Each successful site becomes the template and the evidence for the one after it.

The opportunity in numbers

Nigeria's federal and state universities enrol approximately 1,751,761 undergraduates. At a conservative one litre of drinking water per student per day, at the prevailing sachet price of around ₦100 per litre, this population spends on the order of ₦36.79 billion per year on drinking water across a standard academic year.

Today, every naira of that flows through the informal sachet economy. It returns nothing to the universities, creates no lasting infrastructure, and leaves behind only plastic waste. That spending is the opportunity: it is an existing, recurring, and captive stream of demand that is currently met by the most expensive, least safe, and most polluting option available. AquaPoint redirects it to a safe, affordable, on-site alternative, and in doing so converts a cost the campus community already bears into a productive asset.

Capturing even a portion of this market is significant. A projected 40 percent capture across the network at scale represents on the order of ₦14.7 billion in annual gross revenue (projection, to be confirmed against verified operating data). For an investor, this is the core of the opportunity: a real, productive asset serving demand that already exists, at a price point below the incumbent, in a market measured in tens of billions of naira.

Why a machine works on campus

The economics of a decentralised water asset depend on utilisation, how much water a machine actually dispenses each day. A machine placed where demand is thin struggles; a machine placed where demand is dense and constant performs. A university campus is the strongest possible setting on this measure: a large population, present daily, already buying water, with no affordable safe alternative on site. This is why the campus is not just a worthy place to deliver a public good, but the place where the asset is most likely to perform as an investment.

It is also a place where the value is shared. Because each machine generates revenue, it returns value to the institution that hosts it, making AquaPoint an opportunity for the university rather than a cost or a favour. That alignment, where the host benefits, the students benefit, and the asset performs, is what makes campus deployment durable.

Why state universities first

The opportunity spans both federal and state universities, but the initiative begins deliberately with state universities. State-level institutions are more accessible and quicker to engage than the federal system, which means machines can be placed, and the model proven, sooner. Starting at the state level lets AquaPoint build a working track record and real operating data on the fastest available path, and that proof is what opens the larger federal network in subsequent phases. The approach is to start where execution is easiest, prove the asset, and expand from a position of evidence rather than ambition. This is the rationale for Phase 1: three machines, at three state universities, funded to prove the model where the opportunity is most concentrated and most reachable. Phase 1 is the founding step of AquaPoint: by 2029 the network reaches every federal and state university, and by 2030 the vision is realised.

THE AQUAPOINT SOLUTION

AquaPoint closes the infrastructure gap at the single point where it matters most: the place where people actually drink water. Instead of relying on a distant municipal supply or a chain of commercial sachet producers, AquaPoint places a water treatment and dispensing asset directly on the campus, producing safe water on site and serving it to the community at the point of use. One intervention, placed correctly, breaks the cycle described earlier at its source.



What AquaPoint is

AquaPoint is an initiative that deploys and operates water filtration machines on university campuses, delivering safe, affordable drinking water as a service rather than a product to be bought sachet by sachet. The initiative owns and runs the asset; the campus hosts it; the community uses it and pays a small amount per litre, well below the cost of sachet water. There is no large capital cost to the university and no operational burden on its staff. AquaPoint handles the machine, the treatment, the maintenance, and the service; the campus simply provides the location and gains safe water and a share of the value.

How a campus deployment works

Every deployment follows the same sequence, refined through the pilot:

- 1. Engage the campus.** Reach the right people at the university, present the initiative, and agree to host a machine. This is formalised before anything physical happens.
- 2. Assess the site.** Confirm the practical essentials at the proposed location: electricity, a water connection, physical space, and accessibility for the people who will use it.
- 3. Test the water.** Analyse the campus source to determine the correct machine configuration, because source water differs from site to site.
- 4. Install and commission.** Deliver, install, and configure the machine, connect the cashless payment system, and complete the site works.
- 5. Verify.** Confirm the output meets the national drinking water standard through independent laboratory testing before the machine goes live.
- 6. Operate and maintain.** Once live, the machine is monitored and maintained on a scheduled programme, with water quality re-verified on an ongoing basis.

The user experience is simple: a student walks up to the machine, pays a small amount through a cashless transaction, and collects safe drinking water on the spot, at a price below what they currently pay for sachets, with no plastic to discard.

The public-private structure, in plain terms

AquaPoint is structured as a public-private partnership, which simply means the right parties each contribute what they are best placed to provide:

Langovest

develops the initiative, finances its deployment, and assembles the partners around it. Langovest is the developer and sponsor, not the day-to-day operator.

AquaPoint

as the initiative, operates the assets in the field through its own dedicated team.

The university

hosts the machine, provides the location and utility connection, and benefits from safe water on campus and a share of the value the asset generates.

The funding partners

provide the capital to deploy the machines and earn a return from the revenue those machines generate.

At the end of an agreed concession period, the asset transfers to the host institution or government, leaving behind permanent infrastructure rather than a temporary service.

The AquaPoint SPV structure

For an investor, the most important question is simple: what exactly am I funding, and how is it protected? AquaPoint answers this through a dedicated special purpose vehicle (SPV) structure.

Each deployment is held in its own AquaPoint SPV, for example AquaPoint Lagos, AquaPoint Port Harcourt, and so on as the network grows. The machine, its revenue, and its accountability sit inside that vehicle. For the investor, this means:

A ring-fenced asset.

Your capital is tied to a specific, identifiable machine or set of machines, not pooled into a vague general fund. You know exactly what you are funding.

Clean, defined ownership.

The SPV holds the asset and its revenue, so ownership stakes and entitlements are clearly defined and documented.

Transparent revenue.

Income from the machine flows through the vehicle, making it straightforward to see what the asset earns and what is owed to whom.

Contained exposure.

Because each deployment sits in its own vehicle, the performance of one is ring-fenced from the others.

All AquaPoint SPVs share the same structure, the same operating model, and common direction, so the approach is fully replicable: each new machine is a new vehicle built to the same template. The precise legal structure is being finalised with counsel to ensure it is fully compliant with Nigerian company and securities law.

Revenue integrity: a tracked, monitored asset

A per-litre revenue asset is only as trustworthy as the system that measures it. Every AquaPoint machine is fitted with a monitoring system that tracks dispensing and payment in real time: how much water is dispensed, and every payment collected, recorded at the machine itself. For an investor, this is the foundation of confidence in the return. Revenue is not estimated or self-reported; it is measured at source. You can see what the machine actually dispenses and earns, which means the asset's performance is transparent and verifiable rather than taken on trust. This same data drives operational decisions, from maintenance scheduling to identifying the best-performing sites for expansion.

AquaPoint versus the sachet economy

It is worth being direct about what AquaPoint replaces. Sachet water, the default on most campuses, competes on price alone, and even there it is losing as inflation pushes the cost up. On every other measure, it is the weaker product:

Safety.

It is an open secret in Nigeria that much sachet water is of poor quality, frequently produced in unregulated, unsanitary conditions that the consumer never sees. The buyer has no way of knowing what they are actually drinking. AquaPoint water is treated to the Nigerian Standard for Drinking Water Quality and independently verified by laboratory testing before a machine goes live and on a continuing schedule. The difference is between a black box and a verified, monitored supply.

Cost

AquaPoint dispenses at a price below the prevailing sachet rate, and because it carries no packaging or distribution chain, that advantage holds even as sachet prices rise.

Waste.

Sachet water generates the single-use plastic at the heart of the environmental burden. AquaPoint produces none at the point of use.

AquaPoint does not need to beat sachet water on price alone. It beats it on safety, on cost, and on waste at the same time, which is why a verified on-site supply can displace the sachet economy on campus rather than merely compete with it.

Why this model, rather than the alternatives

AquaPoint's approach is deliberate, and it is worth being clear about why it is structured this way rather than the obvious alternatives:

- **Rather than selling machines to universities outright,**

which would require each cash-strapped institution to find capital it does not have, AquaPoint funds and operates the asset itself and shares the value. The university gets the benefit without the cost.

- **Rather than centralised treatment and bottled distribution,**

which carries exactly the packaging, logistics, and cost layers that make sachet water expensive and polluting, AquaPoint collapses production and point of sale into a single on-site unit.

- **Rather than doing nothing and leaving the sachet economy in place,**

which perpetuates the cycle of cost, waste, and disease, AquaPoint replaces it at the point of consumption.

The result is a model where the public good and the financial logic point the same way: the campus gets safe, affordable water; the plastic and contamination are removed at source; and the asset generates the revenue that funds it and rewards the people who back it.

TECHNOLOGY AND SERVICE DELIVERY



The technology

The technology behind the water filtration machine is reverse osmosis. Each machine combines automatic control logic with a multi-stage filtration and purification system in a self-contained, institutional-grade unit, proven, commercially available technology applied to a specific problem, not experimental hardware.

The treatment process does not simply filter water; it makes water that is both safe and good to drink, through four stages:

- **Eradication of bacteria and microorganisms,**
removing the biological contaminants responsible for cholera, typhoid, and other water-borne disease. This is the core safety function.
- **Water softening,**
removing the hardness that affects taste and quality.
- **Correction of pH and chemical balance,**
treating the chemical composition so the water is balanced and safe.
- **Re-mineralisation,**
adding back the beneficial minerals that make water healthy and pleasant to drink.

The result is water that is biologically safe, soft, chemically balanced, and properly mineralised, treated to a genuine drinking standard rather than merely stripped and filtered. The output meets the Nigerian Standard for Drinking Water Quality (NSDWQ / NIS 554). Independent laboratory test results from recognised testing bodies, confirming the level to which the machine cleans water, are attached as an annex to this proposal.

Before any machine is installed, the source water at the site is tested and the unit is configured to treat that specific water to standard. This discipline, testing the water, then set up the machine to match it, guarantees consistent, verified output at every site, whatever the starting condition of the local supply.

Capacity

AquaPoint's current deployment uses a higher-capacity unit producing approximately 3,000 gallons (12,000 litres) of treated water per day, a significant step up from the standard model used in the initial pilot, with a filling speed of around 12 litres per minute. This is more than sufficient to serve a substantial campus population reliably, with ample headroom for the constant daily demand a campus generates.

Service delivery

AquaPoint is delivered as a service, not just a machine, and the way water reaches people is as much a part of the model as the technology itself.

Each machine is operated with an attendant. This is a deliberate choice, and an advantage. Point-of-use water treatment is still a relatively new way for many people to access drinking water, and an on-site attendant introduces users to the machine, shows them how to use it, supports the day-to-day delivery of water, and provides a human point of trust and accountability at the asset. The attendant is also part of the local team each machine supports, contributing directly to the employment the initiative creates.

Payment is handled through a card system: users pay for water using a card at the machine, a simple, familiar, cashless method suited to a high-traffic campus environment. Every transaction and every litre dispensed is recorded by the machine's monitoring system, which underpins both revenue integrity, so the asset's earnings are measured at source rather than estimated, and maintenance, so performance and service needs are visible in real time.



Business and Revenue Model

How the asset earns

AquaPoint's revenue model is direct: each machine generates income by dispensing treated water to users at the point of use, priced per litre, below the cost of the sachet water it replaces. There is no complex monetisation, no advertising layer, no secondary product. The asset sells a daily essential to a captive population that is already buying it, at a better price, in a better form. Revenue accrues continuously as the machine operates.

Why the revenue is reliable

What makes this model attractive is not the price point alone but the reliability of the demand behind it:

The demand already exists.

Students on campus already buy water every day. AquaPoint does not create a market; it redirects an established one to a cheaper, safer source.

The demand is captive and constant.

A campus concentrates a large population in one place, present daily for most of the year, with no affordable safe alternative on site.

The revenue is measured, not estimated.

Every litre dispensed and every payment is recorded at the machine, so the asset's earnings are tracked at source. Performance is visible and verifiable rather than projected.

The size of the opportunity

Nigeria's university students spend an estimated ₦36.79 billion a year on drinking water (at one litre per student per day, at the prevailing sachet price of around ₦100 per litre). Today that entire sum flows to the informal sachet economy. A projected capture of 40 percent of this market across the network at scale represents on the order of ₦14.7 billion in annual gross revenue (projection, to be confirmed against verified operating data). These figures size the prize; they are not a forecast of any single machine's performance.

A shared model

AquaPoint is structured so that the revenue an asset generates is shared among the partners who make it possible, including the institution that hosts the machine. This is what makes the initiative an opportunity for a university rather than a cost, and it is what aligns the interests of host, operator, and funder around the same asset performing well.

Commercial Details

The full commercial detail, the per-machine unit economics, operating costs, pricing model, revenue-share terms, and investor return structure, is set out in AquaPoint's detailed financial model and investment materials, shared with serious partners on engagement. This proposal establishes the logic and the opportunity; the figures that follow from it are made available as a conversation progresses.



Risk and Mitigation

Transparency is one of our values, and it is why we set out the risks of this venture openly. Every infrastructure project carries risk; what matters is whether those risks are understood and managed. The table below names the risks that matter for AquaPoint, assesses the severity of each, and sets out the specific way the model is designed to manage it. Underpinning all of them is the structure of the rollout itself: AquaPoint expands sequentially, one proven site at a time, so that exposure is contained and each step is funded on evidence rather than assumption.

Risk	Severity	Mitigation
Demand and adoption — that students do not use the machine in the volumes expected.	Low	AquaPoint redirects existing demand rather than creating it; students already buy water daily, and the machine offers it cheaper and safer at the same point. The attendant builds usage and habit, and demand has been observed in the live pilot.
Machine performance and water quality — that a machine underperforms or produces water below standard.	Moderate	Source water is tested and the machine configured before installation; output is independently verified to NSDWQ standard before launch and on a continuing schedule. A defined maintenance regime keeps performance in check: a daily check by the attendant each morning, including an on-the-spot pH reading; a weekly scheduled cleaning of the machine; and monthly filter replacement as directed by our technology partner. An established cleaning and remediation protocol is in place. Quality is the one thing that cannot slip.
Revenue integrity — that revenue is skimmed, under-reported, or not what was projected.	Moderate	Every litre dispensed and every payment is recorded and verified through our CRM monitoring system, and on-site cameras monitor the vendor and the business operation. Revenue is measured and observed at source, not self-reported, so performance is transparent and verifiable.
Site and host relationship — that a university delays, withdraws access, or proves difficult to work	Low	Each deployment is formalised in a written agreement before installation, defining placement, access, and terms. The model benefits the host directly, aligning the university's interests with the asset's success.

Risk	Severity	Mitigation
Power and water supply — that unreliable power or an interrupted source disrupts operation.	Moderate	Site assessment confirms power and water viability before installation, and only viable sites proceed. We work with reliable power supply arrangements to keep machines running 24/7, so service and revenue are not interrupted.
Regulatory and fundraising compliance — that raising capital or operating crosses into regulated territory.	Moderate	The capital structure is being designed with legal counsel to remain compliant with Nigerian company and securities law, including the rules on how investment may be raised. The SPV structure keeps each asset's ownership clean and documented.
Return of and on capital — the investor's core concern, that the money does not come back or earn as hoped.	Moderate	Capital is tied to a specific, ring-fenced, revenue-generating asset in its own vehicle, not a pooled fund. The asset earns from day one, performance is measured at source, and the phased rollout proves the model on real data before it scales. The detailed return structure is provided in the investment materials shared on engagement.

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**AQUA
POINT**



Implementation and Rollout

AquaPoint is built to scale, but it scales deliberately. The guiding principle is that each stage is proven and funded before the next begins, so the network grows on evidence rather than ambition. A site is not a success because it is installed; it is a success when it is running cleanly, serving its community, and generating verified revenue. That discipline protects every partner who backs the initiative.

The rollout also reflects a deliberate strategic sequence. State universities are easier to engage, because each is a single decision, which makes them the right place to prove the model quickly. The federal university system is harder to enter, with decision-makers at several levels, but once a decision is made at the national level it can be rolled out across many institutions at once. AquaPoint therefore proves itself at state level first, then uses that proof to open the national level, where true scale becomes possible.

The phases

Phase	Scope	Target	Funding
Phase 1 — Foundation	Three machines at three state universities, deployed sequentially. Proves the model and produces the first verified operating data.	3 state universities	Private investors
Phase 2 — Go National	Open the federal university system while continuing to scale across state universities.	At least 30% of federal universities, plus continued state scaling	Private investors, with banks and development partners engaged
Phase 3 — Scale	Build toward a national footprint across both systems.	50% of federal universities and 50% of state universities	Banks and development partners
Phase 4 — Full coverage	Complete the network across Nigeria's universities.	100% of all federal and state universities	Banks, development partners, and government

Timeline

Phase	Target date
Phase 1 — Foundation	1 November 2026
Phase 2 — Go National	1 January 2027
Phase 3 — Scale	1 January 2028
Phase 4 — Full coverage	1 January 2029
Vision 2030	2030

Phase 1, the three machines this proposal funds, is targeted for completion by 1 November 2026, well within six months. The full national network is targeted within roughly three years, by 2029, with the pace of the later phases shaped by the operating data and partnerships that Phase 1 and Phase 2 establish. By 2030, AquaPoint's vision is realised: one machine in every Nigerian university.

Why sequential

Standing up many machines at once would stretch the team, multiply any single mistake before it is caught, and commit capital ahead of proof. Deploying one site at a time means each installation is fully commissioned and stable before the next begins, each one teaches the next, and capital is matched to confirmed sites rather than tied up waiting. It is the slower-looking path that is in fact the safer and faster route to a working network.

How a site comes to life

Each deployment follows the same six steps set out earlier: engage the campus, assess the site, test the water, install and commission, verify to standard, then operate and maintain. A site moves through these in order; none is skipped. This sequence is the operational backbone of every machine, whatever its location.

Funding the rollout

The funding of AquaPoint matches the maturity of each phase. Phase 1 is funded by private investors, who back the machines that prove the model. As the initiative builds an operating record, the plan is to engage banks to provide debt against the proven, revenue-generating assets, and development agencies and partners to support expansion as a measurable public-benefit programme. Each source is approached when the evidence makes the conversation real: private capital proves it, institutional capital scales it.



Proof of Concept

AquaPoint is not a concept on paper. The model has been tested in the real world through a live pilot, and the results are what give this proposal its foundation. The pilot was designed to answer two questions before any capital is committed to scale: does the technology work and deliver water to standard, and will people actually adopt it? On both counts, it has passed.



The pilot

The first water filtration machine was deployed and commissioned at Lagos State University Teaching Hospital (LASUTH), where it has been operating as a live installation. Its purpose was to prove feasibility and adoption, not volume, and its placement reflects that: the machine sits at the administration building, an internal location not open to general public traffic. Even so, it has served an average of 10 to 15 users a day, drawn an enthusiastic response, and received positive reviews from the people using it. That matters: with limited access and no high-traffic exposure, people still sought the machine out, used it repeatedly, and valued it. Adoption was demonstrated under deliberately modest conditions.

What the pilot proved

The technology works.

The machine treats and dispenses water reliably in a live setting, and its output has been independently tested and confirmed to meet the Nigerian Standard for Drinking Water Quality (NSDWQ). The laboratory results are attached as an annex to this proposal.

People adopt it.

Real users, real daily usage, and positive feedback show that point-of-use treated water is a service people want and will return to, even where access is limited.

The model is sound.

The deployment validated the full operating sequence, from installation and configuration through commissioning, verification, and daily operation, that every future machine will follow.

Independent recognition

The pilot has also drawn external attention, with coverage by three news outlets. This independent recognition, attached as an annex, reflects the visibility and credibility the initiative has already begun to build.

From feasibility to volume

The LASUTH pilot answered the feasibility and adoption questions. The next deployment, at Rivers State University of Science and Technology, is the deliberate next step: this machine is purposely installed in a high-traffic, publicly accessible location, designed to test volume under favourable conditions, exactly the variable the administration-building placement did not.

Together, the two sites move the initiative from "does it work and will people use it" to "how much can it serve," with each question answered before the network scales.



About



Langovest Ltd. is an infrastructure development company focused on emerging markets, with a particular focus on Africa. Its purpose is to identify the essential services where infrastructure is missing, apply proven technology to close the gap, and assemble the partners and capital needed to deliver it. Langovest works across five sectors, Water, Food Security, Education, Healthcare, and Internet Connectivity, and AquaPoint is the first of its initiatives to reach live deployment.

In every initiative, Langovest's role is that of developer and sponsor. It originates the project, structures the partnerships, brings in the capital, and oversees delivery, while operation sits with a dedicated team and specialist partners. This is the role Langovest plays in AquaPoint: the company that conceived it, structured it, and is bringing it to life.

Convening the ecosystem

Infrastructure does not get built by a single party. It requires investors, operators, government, and development partners aligned around a common goal, and Langovest's distinctive strength is in convening exactly those players.

This is most visible in the African Infrastructure Roundtable (AIR), an event organised by Langovest in the United Kingdom that brings together investors, infrastructure actors, and partners around the funding and development of African infrastructure. AIR reflects the conviction at the heart of Langovest: that a community of partners can come together to fund, develop, and finance the infrastructure that Africa needs. It positions Langovest not as an isolated operator, but at the centre of a growing network of the people and institutions that make infrastructure happen, and it is from this vision and this network that AquaPoint emerges as the first concrete project.

The vision behind AquaPoint

AquaPoint is the practical expression of Langovest's wider belief: that well-structured, revenue-generating infrastructure can deliver a genuine public good while creating returns for those who back it, and that doing so builds the track record and the relationships to do it again, at greater scale, across more sectors. AquaPoint is where that vision becomes real, one machine, one campus, one proven model at a time.

Investment and Participation

AquaPoint is now raising the capital to fund Phase 1: three water filtration machines, deployed at three state universities, to prove the model and produce the first verified operating data. This is the foundation on which the entire initiative is built, and it is the opportunity now open to private investors.

What is being funded

Phase 1 requires ₦25 million to deliver three fully operational machines, covering the machines themselves, installation and commissioning, water quality verification, and the setup required to bring each site live. Each machine is a revenue-generating asset from the day it begins operating.

How participation works

Investors participate by funding the deployment of the assets and sharing in the revenue those assets generate. The structure is designed to be clean and transparent:

You fund a real, identifiable asset.

Capital is tied to specific machines, not pooled into an undefined fund. You know exactly what your money builds.

Each deployment sits in its own dedicated vehicle (SPV).

Ownership, revenue, and accountability for the asset are clearly defined and documented, and exposure is ring-fenced to that vehicle.

Revenue is measured at source.

Every litre dispensed and every payment is recorded through the monitoring system, so the asset's performance is transparent and verifiable, not taken on trust.

The asset earns from day one.

Revenue accrues as soon as a machine is operating, against demand that already exists.



What this proposal is, and what comes next

This document is an introduction to the opportunity. It sets out the initiative, the model, the proof, and the risks openly, so that a prospective partner can decide whether to take the conversation further.

The detailed commercial terms, the full unit economics, the return structure, the investment agreement, and the financial projections, are set out in AquaPoint's investment materials, shared with interested investors on engagement. We have deliberately kept those details for that stage, so that this proposal can be shared openly while the specific terms are discussed directly with serious partners.

Close: An Invitation to Partner

AquaPoint began with a simple observation: across Nigeria, the absence of one piece of infrastructure, safe water at the point of use, sits at the centre of a cycle of cost, waste, and disease that affects millions of people every day. AquaPoint is built to break that cycle at its source, one campus at a time, with a model that delivers safe, affordable water as a genuine public good while standing on its own as a revenue-generating asset.

What makes this moment the right one to act is that the question of whether it works has already been answered. The technology is proven, the water is verified to national standard, people have adopted it, and the operating model has been tested in the field. What remains is to build, and Phase 1, three machines at three state universities, is the first, fundable, provable step toward a national network.

This is an invitation to be part of that first step. To back infrastructure that pays for itself while doing real good. To join at the foundation, before the model scales across Nigeria's universities. And to help prove that a community of partners can come together to fund, develop, and deliver the infrastructure Africa needs, one machine, one campus, one founding step at a time, toward AquaPoint's vision: a safe-water machine in every Nigerian university by 2030.

An invitation

Phase 1 is a focused, time-bound, and provable opportunity: a small, defined raise, tied to real assets, in a market measured in tens of billions of naira, with a working pilot already behind it. For an investor, it is a chance to back a revenue-generating asset that delivers a clear public good, at the foundational stage, before the model scales nationally.

We welcome the conversation.

*Kelvin Amafina Founder,
Langovest Ltd.
aquapoint@langovest.com*

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