

BLUE GOLD WORKS

Investment Profile

WATER IS THE MOST PRECIOUS COMMODITY IN THE 21ST CENTURY

Executive Summary

BGW 2.0 Accelerate Impact: Blue Gold Works Inc. (BGW) is a Safe Water Enterprise (SWE) that delivers attractive financial returns and significant social impact at scale. BGW harvests and sells products derived from the Moringa tree, grown sustainably by African farmers and sells organic oil and honey to premium skincare brands. BGW also extracts water purifying compounds from the waste stream of oil production. Moringa seed cake powder (MOSCP), has long been used to remove disease-carrying toxins from drinking water. Via separate channels, BGW meets both urban and rural customer needs for drinking water that is convenient, affordable, and safe.

Funds Sought:

BGW is currently seeking USD $900,000 in seed funding.

- USD $430,000: Upgrade BGW 2.0 WaterWorks to full capacity serving 8,000 people safe water daily.
- USD $218,000: Moringa Farming and Processing inputs for sponsored farmers in Nigeria, Zimbabwe, South Africa, Ghana and Sierra Leone.
- USD $163,000: Establish Regional Engineering/Manufacturing hub.
- USD $39,000: R&D and mosquito control product commercialization.
- USD $50,000: Secure partnership agreements and 2021 Moringa oil and honey purchase contracts.

Market:
In 2019, the global Moringa products market was USD $6 billion, growing at 12.9% CAGR.

Competitors like Avi Natural and Dawn Moringa are mass producers of generic products. Instead, BGW targets the premium skincare market which prefers high quality, unique and hand-crafted products. The portion of the global safe drinking water market that BGW is uniquely suited to serve is USD $187 billion and growing at 8.4% CAGR. The market for safe water is roughly split between urban customers who have the ability to pay and rural customers who cannot pay. Using low-cost distribution channels in urban areas and unlocking the entrepreneurial potential of the rural poor is the key to serving the largest portion of the drinking water market at financially sustainable rates.

Business Model:
BGW revenues come from 2 sources; export sales of Moringa products, and local sales of Moringa purified water and DIY drinking water kits.

Premium skincare brands demand high quality, organic, source-verified Moringa oil and honey. BGW professionally manages the supply chain of added-value Moringa products from our African women's farming cooperatives to premium skincare brands. We provide end-to-end supply chain transparency, reliable volumes, USDA organic certification, and a compelling backstory for the premium brand's impact for conscious consumers. Market analysis shows we can sell Moringa oil and honey profitably. [Our founder used her supply chain management expertise to save the world's 3rd largest automobile manufacturer USD $640 million in 18 months.]

Team:

Lynn Langford
CEO
World-class expert supply chain management

Frank Burkhart
Consulting CFO
Marketing and Administration

Alex Omijeh
Dir. Regional Market Development
Co-Founder Blue Gold Works Ltd Ng
Founder, telecommunications firm Starcodes Canada, Inc.

Jacobus Liebenberg
Dir. Zimbabwe Operations
Founder, Kanyemba Moringa Growers Production Project, Zimbabwe

Thushego Mathabatha
Dir. South African Pilot Farm
Owner, Mor Nutritional Products Pty Ltd, Moringa farm products company, Makotse Village, South Africa

Dr. Eva Roberts
Director
Sierra Leone Pilot Farm
Owner, Morvigor Pty Ltd., Moringa farm products company, Freetown, Sierra Leone

In densely populated areas, BGW serves 8,000 water consumers daily with WaterWorks, a neighborhood sized, off-the-grid, mini-water treatment plant. “Meruwa”, local water cart pushers, deliver BGW’s unique safety-sealed 25-liter drinking water dispensers to households. On-site franchisees dispense drinking water from tanks at clinics and schools. Customers purchase water in personal-sized refillable containers from a water ATM. In rural areas, BGW sells DIY 25-liter drinking water kits to Waterpreneurs who earn income selling half of their daily production to neighbors.

Growing and scaling:
Using revenues from its Moringa oil and honey business to fund steady growth in its drinking water business, BGW will achieve financial break-even in month 25. By year 6, revenues from our WaterWorks (63 plants, 18 month payback each plant) and repaid loans from our drinking water kits (1 month payback, easy loan repayment with earned income) total USD $46 million.

Achieving profitability and impact:
BGW will earn USD $46 million in total revenue in year 6. At that point, with the help of our Waterprenuers and farmers, BGW will deliver:

- 2.2 million people with safe, convenient, affordable drinking water
- 625 hectares of Moringa trees sequestering 211,000 metric tonnes of CO2 from the air.
- 367,000 African households the opportunity for education and healthcare.
- USD $11 million paid to farmers in Africa for certified organic Moringa oil and honey.
- Thousands with the opportunity to align investments and purchases with their values.

Board of Advisors:

Dr. Andrew Cromarty
Chair, Former CTO billion-dollar public broadband company, CEO Heath Company (Heathkit)

Evan Bauer
Former CTO Credit Suisse, Investment Banking,
CEO OpStack Inc.

Joyce Griffin
Environmental activist
Co-Founder Griffin Riparian Greenway Preserve
Founder organic crop supplement product firm, PureCrop1

Dr. Idris Bugaje
Chief Eng. Moringa WaterWorks
Rector/CEO
Kaduna Polytechnic
Kaduna, Nigeria

Financial Summary

The Company's ability to continue as a going concern in the next twelve months is dependent upon its ability to produce revenues and/or obtain financing sufficient to meet current and future obligations and deploy such to produce profitable operating results. Management has evaluated these conditions and plans to generate revenues and raise capital as needed to satisfy its capital needs. No assurance can be given that the Company will be successful in these efforts and as such, these returns are not guaranteed.



YEAR:	Year 1	Year 2	Year 3	Year 4	Year 5
REVENUE:	$202,930	$825,940	$4,993,340	$13,146,760	$29,260,740
EBITDA:	$(201,087)	$253,223	$1,154,899	$4,509,251	$12,888,125

"Together we can change the world."

~iCause Global Foundation

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