

- No Water Waste
- No Plastic Waste
- Keep Mineral Salt
- No Chemicals added

## Information Memorandum

June 30 . 2018



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## Info Memo Summary

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### Website :

[www.leautustechnologyinside.net](http://www.leautustechnologyinside.net)

### Movies : on YouTube Leautus channel



## **1. Executive Summary : Leautus® QTI Project**

Leautus® QTI is the first quantum technology applied to water treatment at point of use. It removes all pollutants from water but keeps mineral salts, making any contaminated water into a safe and tasty drinking water.

With no water waste and no plastic waste Leautus® QTI addresses the double problem of water shortage and plastic pollution. It is a green and sustainable project, part of circular economy. The analysis of recycled carbon refills collected from end-users provides a lot information to municipalities and companies in charge of water distribution about the pollution status of the local network. It permits to better direct maintenance and repair programs where they are the most useful, which results in the end in the improvement of tap water quality.

Water point of use market is huge, more than USD 12 billion excluding bottled water market which is even a lot larger (USD 180 billion). Half of it relates to China and India. Leautus® QTI which complies to both Chinese and European regulations is ready to be deployed on these two priority markets before being progressively extended to other countries.

Leautus® QTI aims at replacing reverse osmosis technology with Leautus®{1} who is a mini-filtration and bottling station for home .Opens door to a new business model, complementary to plastic bottles, for bottled water companies.

Leautus® QTI technology and industrial / intellectual property is lodged in totality in Wiracocha, a Hong-Kong limited company owned 100% by Pierre Marconi, Leautus® QTI inventor. The Company considers the fastest way to deploy QTI technology is through licenses with leading players in small house appliances or bottled water sectors.



Pierre Marconi would like to sell in a first stage a minority stake of Wiracocha to a financial partner that would be in charge of daily management of operations, including licenses development, pursuant to a shareholders' agreement. On top of this share sale the financial partner would need to invest USD 15 million in Wiracocha to finance the implementation of a R&D team and a control team in charge of license management (see BP attached).

As a result, Pierre's role will be restricted to R&D, namely to finalize two major projects that will be again world first at point of use, consisting of treatment of salted water on the one hand and of decontamination of radio-active water on the second hand. Pierre considers the best way to secure supplies and avoid copy and counterfeit would be for Wiracocha to invest in a small plant in order to produce special carbon components required for the treatment. This investment is estimated in the range of USD 3 to 5 million. Another possibility would be to subcontract also this part of manufacturing .

More specifically,

- Water is already and will be increasingly a major stake for the years to come all around the planet. Day Zero, the day when city water goes dry, is a real concern for several large cities, the latest threat being announced for London.
- In 70% of countries tap water is contaminated and even in developed countries drinking tap water is less and less safe after having circulated in dozens (and more) kilometers of old lead pipes.
- Leautus® QTI is the first quantum technology applied to water ultrafiltration (on the scale of atoms and ions). It has been fabricated by Pierre Marconi, 59, a French serial inventor, who spent six years in Shanghai working with different partners to develop this breakthrough technology.
- Leautus® QTI device includes a pressure tank, a ceramic membrane and carbon refills. It eliminates, without using more water than it needs, without producing plastic waste, without chemical additives and without loss of mineral salts, most of the impurities present in the water: bacteria, heavy metals, pesticides, antibiotic residues, micro-organisms, endocrine disruptors.



- This device has been the subject of several patents in France, China, India and internationally (PCT in progress). The results obtained have been certified by several first-class independent laboratories as well as by Professor Marc Henry of the University of Strasbourg in France (specialist of quantum physics)
- This disruptive process offers considerable prospects for an industrialist interested in the water market. The Reverse Osmosis (RO) system, if it provides clean water, has the 3 major drawbacks: (i) it also removes the mineral salts, thus rendering the treated water tasteless, not to speak of potential serious adverse health effects of drinking demineralized water as evidenced by a study published by the World Health Organization <sup>(1)</sup> (ii) it wastes a lot of water, 5 liters of water being required to obtain one liter of treated water, (iii) it must be connected to the sink and the tap, which leads to plumbing work and makes the system sedentary and expensive.
- 7 possible applications of Leautus ® QTI technology have already been identified in different formats, all portable. Pierre Marconi is working on two possible extensions: the desalination of seawater and the decontamination of radioactive water, these two extensions not being part of the present assignment.
- Leautus {1} ® is a mini bottling station for home. It turns contaminated tap water into drinking, safe and tasty water that can be supplemented with specific mineral salts or/and juice extracts adds.
- All testing have been made, more than 100 prototypes have been produced and the project is now ready to go to industrial phase.
- Today, Pierre Marconi wishes to place Leautus® QTI technology at the disposal of one or more major industrialists capable of distributing it on a large scale within the framework of a license agreement, hereafter “**the Candidate(s)**”
- The scope of the License (geographical and per product/application) will depend on the size and capacity of the Candidate. The License will be exclusive for a defined scope and shall include an entry fee, a royalty rate and minimum royalties to be determined on the basis of the proposed business plan by the candidate, for the duration of the License that can be long but cannot exceed the patents term, all these points to be discussed.



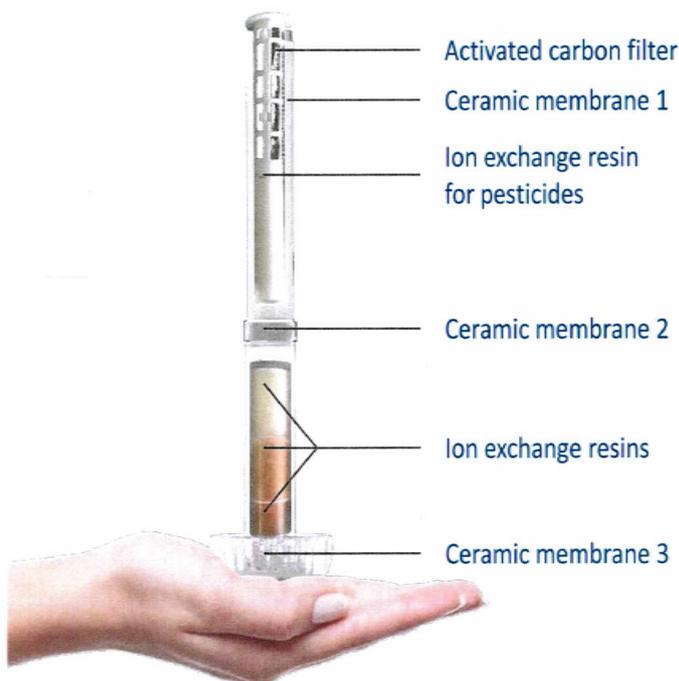
- It should be noted such transfer of technology copes perfectly with Chinese Government strategy illustrated in the new Silk Road (or “OBOR”, “One Belt One Road”). The experience acquired by Pierre Marconi who has been working for 8 years with the largest Chinese components manufacturers developing the various parts of Leautus® QTI (with paying attention to well split the work so that no single supplier has the sufficient knowledge to operate on its own) gives Wiracocha credibility to be eligible to this strategic venture (see PWC and Merics report studies in Appendix).

<sup>(1)</sup> *Health risks from drinking demineralized water by F. Kozisek from National Institute of Public Health Czech Republic*



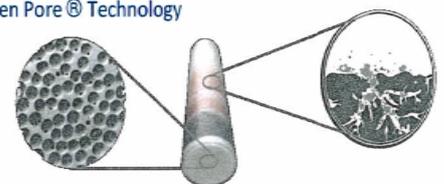
## 2. Leautus® QTI Presentation

### 4.1 Leautus® QTI technology makes any tap water drinkable



3 ceramic membrane with Open Pore® Technology

Absorbing Technology



- LTI is made with the most efficient materials and components
- The Technology used allows to block or absorb the different traces of pollutants
- No chemicals added
- Open Pore Technology allows to block the largest molecules but let the mineral salts present in the water.

Leautus is a proven and certified technology permitting to remove most pollutants contained in water

| MICRO ORGANISM                         |  |                 | DRUGS/MEDICINES                             |   |                          | CARCINOGENIC   |
|--|--|-----------------|---|---|--------------------------|--|
|  |  |                 |   |   |                          |  |
| PROTOZOANS                             | BACTERIA<br>E-Coli                                   | VIRUSES         | TREATMENTS                                  | ANALGESIC<br>Cetirizine, Naproxen, Chlorzoxiprone | ANTIBIOTIC<br>Penicillin | ACCORDING TO THE EPA LIST<br>Cadmium, Toxaphene, Aflatoxin   |
| PESTICIDES                             |  |                 |   |   |                          |  |
|  |  |                 |   |   |                          |  |
| VOC'S<br>Ethanol, Hexachloro, Simazine | FUNGICIDES<br>Bifenthrin, Cyproconazole, Metconazole | PESTICIDES      | HERBICIDES<br>Atrazine, Diquat, Chlorobutol | GROWTH REGULATORS                                 | INSECTICIDES             | NITRATES   |
|  |  |                 |   |   |                          |  |
| ED                                     |  |                 |   |   |                          | ENDOCRINE DISRUPTORS<br>Chlorpyrifos, Glyphosate, Miconazole |
| METALS                                 |  |                 |   |   |                          |  |
|  |  |                 |   |   |                          |  |
| Aluminum 27.0                          | Arsenic 74.9   | Beryllium 9.0   | Boron 10.8                                  | Cadmium 112.4                                     | Chlorine 35.453          | Chromium 52.0  |
|  |  |                 |   |   |                          |  |
| Copper 63.5                            | Mercury 200.6  | Potassium 39.10 | Manganese 54.9                              | Nickel 58.7                                       | Lead 82                  | Antimony 121.8   |
|  |  |                 |   |   |                          |  |
| Selenium 79.0                          | Vanadium 50.9  |                 |   |   |                          |  |
|  |  |                 |   |   |                          |  |
| Zinc 65.4                              |  |                 |   |   |                          |  |



According to  [www.epa.gov](http://www.epa.gov)  
Without removing the mineral salts



Tests TDS-EVIAN for Leautus® filtration systems

**Results**

| Parameter                                       | Before filtering | After filtering |
|---|------------------|-----------------|
| Temperature / °C                                | 25.28(27)        | 25.39(3)        |
| Pressure / kPa                                  | 100.52(1)        | 100.50(1)       |
| pH  | 6.99(8)          | 6.91(2)         |
| ORP / mV  | 246(5)           | 234(15)         |
| Conductivity / $\mu\text{S}\cdot\text{cm}^{-1}$ | 596(4)           | 695(5)          |
| Resistivity / $\Omega\cdot\text{cm}$            | 1679(10)         | 1439(10)        |
| TDS   | 299(3)           | 350(3)          |
| rH2   | 29,17(1)         | 28,4(5)         |
| Power / $\mu\text{W}$                           | 121(3)           | 133(9)          |



#### 4.2 Leautus® 1.7 L bottle is already available



Leautus bottles are the only products to perform a double ultra filtration to provide the highest quality of water.

The device has a unique structure associating a pressurized tank hermetically separated from the filtered water tank. This enables the filtered water to be sealed in a container, sheltered from pollution and contamination, waiting to be consumed.

Due to pressure, water is filtered through both a unique 2 ceramic membrane, operating at micron level, and cartridge allowing to block or absorb the different traces of pollutants (micro-organisms and bacteria, drugs and antibiotics, carcinogens, pesticides and nitrates, endocrine disruptors, heavy metals). The filtration system is made of 2 parts:

- The ceramic membrane and cartridge, the expensive part allowing to filter *replacement recommended every year or every 1,200 liters*
- The refills, made of unique components from activated carbon fibers and ion resins, very specific but not costly, to be replaced every 100 liters or each month.

“Open pore” technology permits to block the largest molecules but let the mineral salts already present in the water, giving a pleasant tasting water taste



### 3. Potential Estimate

**Preliminary Comments :**

- Numbers may look huge but are on the scale of Leautus® QTI stakes. They will mainly depend on ramping industrial and distribution capacity for a Licensee which already has the appropriate organization and is ready to provide adequate marketing support.
- Quantities have been validated with Chinese manufacturers (which found them even rather conservative)
- Retail price, cost price and resulting gross margin have been validated with Chinese manufacturers

**Sales Potential Estimate China and countries part of OBOR Program**

| Estimate (Units Volume, \$ Value)       |            |              |              |     | Year 1              | Year 2               | Year 3                 | Year 4                 | Year 5                  |
|---|------------|--------------|--------------|-----|---------------------|----------------------|------------------------|------------------------|-------------------------|
| Leautus Model                           | Cost price | Retail price | Gross Marg % |     |                     |                      |                        |                        |                         |
| 1,7L                                    | \$21       | \$80         | \$59         | 74% | 20 000              | 300 000              | 5 000 000              | 6 000 000              | 8 000 000               |
|   |            |              |              |     | \$1 600 000         | \$24 000 000         | \$400 000 000          | \$480 000 000          | \$640 000 000           |
| 0,7l in                                 | \$21       | \$80         | \$59         | 74% | 20 000              | 400 000              | 5 000 000              | 7 000 000              | 9 000 000               |
|   |            |              |              |     | \$1 600 000         | \$32 000 000         | \$400 000 000          | \$560 000 000          | \$720 000 000           |
| 0,7l out                                | \$21       | \$80         | \$59         | 74% | 30 000              | 600 000              | 6 000 000              | 8 000 000              | 10 000 000              |
|   |            |              |              |     | \$2 400 000         | \$48 000 000         | \$480 000 000          | \$640 000 000          | \$800 000 000           |
| automatic                               | \$35       | \$300        | \$265        | 88% | 10 000              | 1 000 000            | 3 000 000              | 2 000 000              | 3 000 000               |
|   |            |              |              |     | \$800 000           | \$80 000 000         | \$240 000 000          | \$160 000 000          | \$240 000 000           |
| <b>Total Machine (Units)</b>            |            |              |              |     | <b>80 000</b>       | <b>2 300 000</b>     | <b>19 000 000</b>      | <b>23 000 000</b>      | <b>30 000 000</b>       |
| Total Machine Cumulated YE (Units)      |            |              |              |     | 80 000              | 2 380 000            | 21 380 000             | 44 380 000             | 74 380 000              |
| Total Machine Installed Average (Units) |            |              |              |     | 40 000              | 1 270 000            | 13 070 000             | 43 570 000             | 81 570 000              |
| <b>Total Sales Machine ( US\$)</b>      |            |              |              |     | <b>\$6 400 000</b>  | <b>\$184 000 000</b> | <b>\$1 520 000 000</b> | <b>\$1 840 000 000</b> | <b>\$2 400 000 000</b>  |
| Total Refill (Units)                    | \$2        | \$12         | \$10         | 83% | 480 000             | 15 240 000           | 156 840 000            | 522 840 000            | 978 840 000             |
| <b>Total Sales Refill (US\$)</b>        |            |              |              |     | <b>\$5 760 000</b>  | <b>\$182 880 000</b> | <b>\$1 882 080 000</b> | <b>\$6 274 080 000</b> | <b>\$11 746 080 000</b> |
| <b>Total Sales (US\$)</b>               |            |              |              |     | <b>\$12 160 000</b> | <b>\$366 880 000</b> | <b>\$3 402 080 000</b> | <b>\$8 114 080 000</b> | <b>\$14 146 080 000</b> |

**Estimate - Wiracocha Royalty**

|                |           |                  |                     |                      |                      |                        |
|----------------|-----------|------------------|---------------------|----------------------|----------------------|------------------------|
| <b>Royalty</b> | <b>8%</b> | <b>\$972 800</b> | <b>\$29 350 400</b> | <b>\$272 166 400</b> | <b>\$649 126 400</b> | <b>\$1 131 686 400</b> |
|----------------|-----------|------------------|---------------------|----------------------|----------------------|------------------------|



## **Comments :**

- About 6 million reverse osmosis devices are installed every year in China only, at a price of about USD 360, representing more than USD 2 billion, excluding implementation and filter replacement costs.
- We considered all manual devices should be sold at about the same retail price, whatever the size, as QTI technology cost will be more or less the same for all the models and it will be even technically more difficult to implement in the smallest models. It will be however up to each Licensee to adjust the retail price according to its own marketing policy.
- Wiracocha has already advanced contact with an Hollywood top celebrity to become Leautus ambassador which should boost the sales as from Year 3
- As from year 3 (full year) the refill business is larger than the device business (Nespresso model). It should be noted that despite monthly refill cost price (USD 12) Leautus remains less expensive than existing solutions prevailing on the market (Reverse osmosis or bottled water, see Section 8)
- Full market potential study available in Section 16
- A detailed business plan (Excel format) is available



#### **4. Identified possible applications of Leautus® QTI**

Below are listed a few applications suitable for Leautus® QTI technology.

| <b>Models</b>  | <b>Comments</b>   | <b>Status</b>  |
|--|---|--|
| 1,7L<br>0,7 L IN<br>0,7 L OUT                            | With manual pump<br>Tank in Tritan ( unbreakable) BPA free  | Moulds produced - Samples available - PATENT<br>Mock up made - PATENT<br>Mock up made - PATENT |
| 10 Liter   | With water pump- 4 advantages<br>- Multi tank to store polluted water<br>- Works for hot and cold water<br>- filtered water in a closed tank - no more contamination<br>- bluetooth panel control | Drawing registered - PATENT  |
| 19 Liter   | B To B<br>with water pump<br>inside different machine<br>coffe machine , tea  |  |
| same Leautus manual 0,7L<br>Trek 1<br>Trek 2             | with manual pump<br>with foot pump<br>with foot pump  |  |
| Fridge , ice cube machine                                |   |  |
| Camping car , bus , bateau                               | with water pump   |  |
| Remove salt from sea water                               | Global warning make sea water level go up and mixed with ground water . " DAY ZERO" is call when no more drinkable water on tap . Jakarta , Miami are running to DAY ZERO .(see Section 12)       | Requires further development   |
| Remove radionucleide ( radio<br>Radio activity pollutant | Japan Market - Fukushima water pollution for century in Japan   | Requires further<br>Requires furtehr requires<br>in process                                    |

***In black : already operational***

***In blue: Further developments – 2018/2019***



## Comments :

- It will be up to each potential Licensee to define the scope where to apply Leautus® QTI, it being specified any filtration device or any bottled water can be replaced by Leautus® products.
- Thus we could well imagine an home equipped with:
  - A Leautus® {1} automatic in the kitchen ,
  - A Leautus® manual (0.7l) for outside, and
  - A Leautus® fountain at work.
- The devices may change, however they are all equipped with the same filter and the same refills.



| Name     | LEAUTUS® | LEAUTUS® OUTDOOR | LEAUTUS® OFFICE | LEAUTUS® FOUNTAIN   | LEAUTUS® AUTOMATIC |
|----------|----------|------------------|-----------------|---------------------|--------------------|
| Energy   | 👤        | 👤                | 👤               | 🔌                   | 🔌                  |
| Capacity | 1.7L     | 700 ML           | 700 ML          | 19 L                | 3 L                |
| Usage    | Home     | 1 Day Trip       | Office          | Kitchen / Reception | Room / Living Room |

Kitchen

Living Room

Room

Office

Reception

Outdoors





## 5. Leautus® Movie Explanation

### Comments :

- The different steps of Leautus® QTI development (presentation, testing, results, security...) have been subject to different short films .
- Such films permit to better understand Leautus® QTI technology though all trade secrets cannot be disclosed at this stage for obvious confidentiality reasons.

### *Movie on YouTube or Youku Leautus channel.*

| N° | Time | Movie name                                 | Test name or Explanation   | Pollutant  | Test Number   | Code     | Date                    | Bibliography           |
|----|------|--|--|--|---|----------|-------------------------|------------------------|
| 1  | 1'46 | <b>Leautus®- Rebirth of Purity</b>         | Presents different Leautus parts and the way they operate with manual pump | N/A  | N/A   | N/A      | 2017                    | #                      |
| 2  | 4'23 | <b>Aiotag</b>                              | Aiotag is security tag , stick on refill boxes to avoid copy               | N/A  | N/A   | N/A      | 2017                    |                        |
| 3  | 4'31 | <b>Leautus®Security</b>                    |  |  |   |          |                         |                        |
| 3  | 4'31 | <b>Intertek manager interview</b>          | Intertek manager explains Leautus 2 year testing                           | N/A  | N/A   |          | March 2017              | Science and technology |
| 4  | 1'55 | <b>Antibiotics reduction</b>               | According study state key laboratory of organic geochemistry               | Chlortetracycline<br>Enrofloxacin                  | AGT 1703001425H   | 67<br>84 | April 2017              |                        |
| 5  | 0'58 | <b>Component Research and VOCs Testing</b> | Selection of carbon component and Vocs testing                             | VOCs- Chloroform                                   | AGT160700054SH  |          | July 2016               |                        |
| 6  | 3'09 | <b>Research &amp; Development</b>          | Test in France for Ion exchange resin                                      | All pollutants present in water                    | To be specified   |          | August 2016             |                        |
| 7  | 2'28 | <b>Yangpu river water</b>                  | Leautus make Yangpu river water drinkable                                  | All pollutants you can find in very polluted river | To be specified   |          | September 2016          |                        |
| 8  | 1'07 | <b>Water taste test</b>                    | Comparative tasting test for Evian , Boiled and Leautus water              | N/A  | Water Taste test<br>Test TDS -Evian For Leautus filtration system |          | March 2017<br>July 2017 |                        |



## **6. Test summary**

### **Comments :**

- This section includes 3 page Test summary mentioning in each case the pollutant subject of the test , the test date and the report number.
- All the tests have been realized by Intertek laboratory in Shanghai with the support of specialized European laboratories when needed.
- Migration tests addressed all Leautus parts: ceramic membrane, ion exchange resins,....
- Reduction tests applied to the 7 most dangerous and frequent heavy metals in water, the 2 most dangerous pesticides, endocrine disruptors, [x] antibiotics, [y] VOCs, [z] bacteria. More information, see FAQS 04]
- The results obtained satisfy the most severe European and French regulations
- The Test TDS-Evian performed by Professor Marc Henry, Strasburg university, France confirmed Leautus® QTI maintain most of mineral salts.
- Water taste test March 28, 2017. (see movie water taste test)

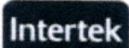
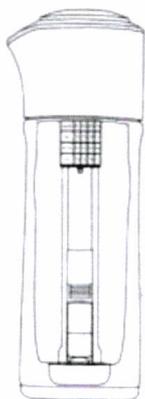
### **Comments :**

- Detailed results will be communicated at a later stage after a NDA has been signed and interest confirmed in a LOI.



**LEAUTUS®**  
1.7L  
TEST REPORT AND CERTIFICATION

**Migration Test**

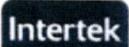


Leautus®  
Report: AGT 151000685H-1  
Date: November 18th 2015

**Endurance Test**



Pump  
Report: 151103624GZV-001  
Date: May 5th 2014



Ceramic Column  
Report: AGT 1611001105H  
Date: November 30th 2016



ION Exchange Resin  
Report: CAL 16\_043419-1  
Date: April 28th 2016



## **7. Leautus® QTI Barriers to Entry - Patents**

Pierre Marconi has a great experience in product development and invention and brand protection. He implemented several levels of protection for QTI technology.

QTI technology development is the result of 7 years of R&D, including more than 5 years in Shanghai where Pierre Marconi moved in 2012. The device is subject to several patents. Claimed results have been certified by Intertek laboratory, which makes Leautus® the safest and most powerful technology in the world for water ultra-filtration.

All this combined to the use of unique components and resort to well selected suppliers put strong barriers to entry for any competitor. These barriers will be all the more difficult to pass than commercial deployment is rapid.

Pierre Marconi invested more than USD 3 million -he financed personally- to develop QTI technology. It should be noted that Unilever spent USD 6 million to develop Pure-It device by mobilizing a research team of 40 people for 2 years. This development which was subject of case study by Harvard Business School “Hindustan Unilever’s Pureit Water Purifier” resulted in an unpatented and less performing device than Leautus®. It evidences also the level of the barriers to entry for a new comer.

### **7.1 Patents**

Four patents have been filed with the Chinese Patent Organization (SIPO) . They will be extended in different countries depending on the dates and the PCT procedures in force in different countries.

3 patents have already been registered in China (CN204543699U) ,India (201627025221) and France.( FR 1300037) & (FR 1450634).

Covering the overall architecture / structure of Leautus® QTI technology, blocking possible similar project on these 3 major territories and ensuring protection against copy and counterfeit.

Additional registration will be made to ensure a perfect protection of the technology when Wiracocha has raised its funds.



## **7.2 Unique Components**

Some elements of QTI technology, namely the double-wall ceramic filter are produced by a single plant with a unique technology in the manufacture of ceramics.

Also the different components used in the filter and the refill have been selected and tested for more than 2 years to reach the optimized proportions. The work done is unique and gives QTI technology its unique performance.

## **7.3 QR Code Label**

All the refill boxes are sealed with a tamper-proof QR code label preventing copy and counterfeit.

The QR code includes a serial number. All refill and parts sold are protected by a unique QR code of identification with a unique serial number. Such QR code is used to protect official documents and products in certain countries. (see on Youtube, Aio security code) .

## **7.4 Brand**

**Leautus®** is an international brand , register in China ( CN 17426952) , in Chinese ( CN 17427516) .and in CEE ( EU 143 98671) .



## 8. Benchmark Summary of Competition

Benchmark analysis has been restricted to the solutions already existing on the market in China. Solutions under development have not been included as considered in a less advanced stage than Leautus.

### 8.1 Leautus® QTi compared to other devices presently available on the market

**Comments:**

2 pages water filtration device benchmark made in China and in India with market leaders

|  | PITCHER   |                     |                    | MOBILITY              | ON COUNTER          |                     |                    |                       | TAP FILTER     | UNDER THE SINK       |                      |              |  |
|--|---|---------------------|--------------------|-----------------------|---------------------|---------------------|--------------------|-----------------------|----------------|----------------------|----------------------|--------------|--|
|  | Leautus® 1.7L<br>Leautus® 700ml<br>Leautus® 700ml O | Marella XL<br>Brita | WP 2806<br>Philips | Leautus®<br>Automatic | HCP M 12<br>Doulton | UPU01M B<br>PURE IT | Mi Water<br>Xiaomi | QR-RO-400A<br>Qinyuan | CUW 2589<br>3M | FMS-DWS2000-CN<br>3M | UPU01 UB3<br>PURE IT | MRO 1<br>Mic |  |
| BACTERIA                                   | ■   |                     | ■                  | ■                     | ■                   | ■                   | ■                  | ■                     | ■              | ■                    | ■                    | ■            |  |
| PROTOZOAN,<br>STS, GIARDA                  | ■   |                     |                    | ■                     | ■                   | ■                   |                    |                       | ■              | ■                    | ■                    |              |  |
| NITRATE                                    | ■   |                     |                    | ■                     | ■                   | ■                   |                    |                       | ■              |                      |                      |              |  |
| CHLORINE                                   | ■   | ■                   | ■                  | ■                     | ■                   | ■                   | ■                  | ■                     | ■              | ■                    | ■                    | ■            |  |
| AVY METALS                                 | ■ ★   | ■ ★★                |                    | ■                     | ■                   | ■                   | ■                  | ■                     | ■              | ■                    | ■                    | ■            |  |
| ESTICIDES                                  | ■   |                     |                    | ■                     | ■                   |                     |                    |                       |                |                      |                      |              |  |
| VOC'S                                      | ■   | ■                   | ■                  | ■                     |                     |                     | ■                  | ■                     | ■              | ■                    | ■                    | ■            |  |
| CANCERIGEN<br>PRODUCTS                     | ■   |                     |                    | ■                     |                     |                     |                    |                       |                |                      | ■                    |              |  |
| POP'S                                      | ■   |                     |                    | ■                     |                     | ■                   |                    |                       |                |                      | ■                    |              |  |
| EDICAMENT                                  | ■   |                     |                    | ■                     |                     |                     | ■                  |                       |                |                      |                      |              |  |
| INTERNATIONAL<br>3RD PART<br>CERTIFICATION | ■   | ✗                   | ✗                  | ■                     | ■                   | ■                   | ✗                  | ✗                     | ✗              | ✗                    | ■                    | ✗            |  |
| Energy                                     | 👤   | ✗                   | ✗                  | 🔌                     | ✗                   | 🔌                   | 🔌                  | 🔌                     | ✗              | ✗                    | ✗                    | ✗            |  |
| Plumbing                                   | ✗   | ✗                   | ✗                  | ✗                     | 🚰                   | 🚰                   | 🚰                  | 🚰                     | 🚰              | 🚰                    | 🚰                    | 🚰            |  |

\* Aluminium, Arsenic, Beryllium, Boron, Cadmium, Chlorine, Chromium, Cooper, Mercury, Potassium, Manganese, Nickel, Lead, Antimony, Selenium, Vanadium, Zinc.  
 \*\* Only: Lead and Cooper.



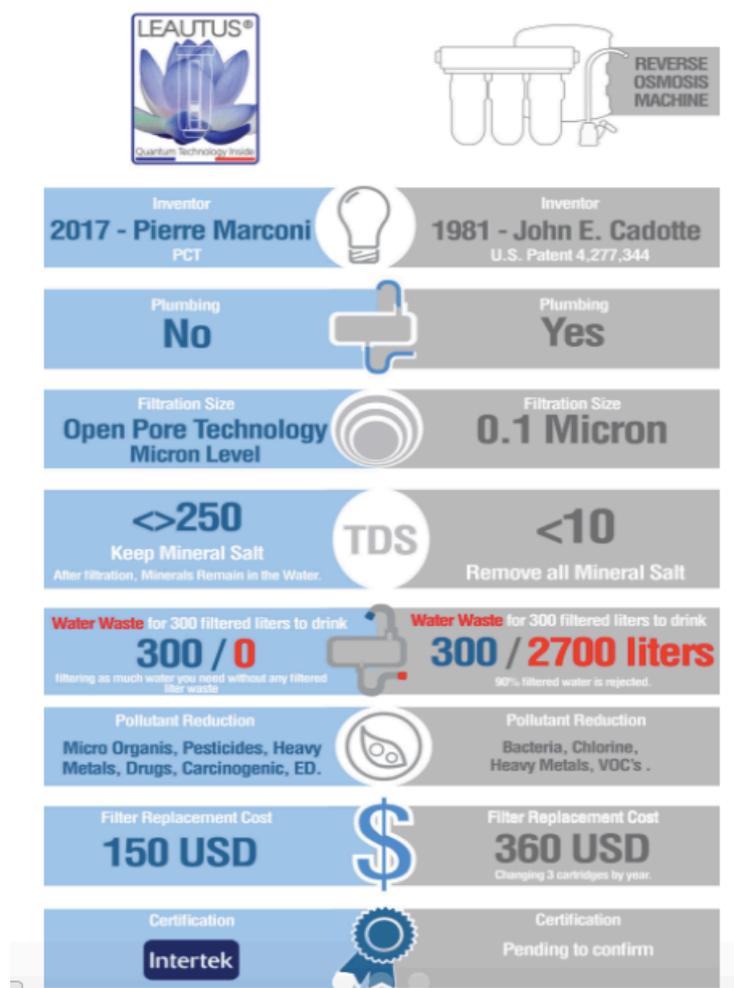
## 8.2 Leautus® QTI compared to R/O technology

### Comments :

- R / O was invented in 1981, more than 40 years
- you have to connect to a tap and sink it.
- the size of the membrane is 0.1 micron.
- the mineral salts are retained
- a huge mess of water to clean the membrane
- all pollutants are not filtered.
- the cost of replacing the filters is expensive.
- there is no test report done by a third party.

### Conclusion illustrated below.

- Leautus® QTI is far less expensive than R/O with no water waste and no removal of mineral salts





- Recent studies published by World Health Organization (WHO) conclude demineralized water has possible adverse health effects and WHO has recommended to a minimum level of mineral salts, namely for calcium and magnesium in drinking water. This is a new major drawback of water obtained through reverse osmosis.

## **8.3 Leautus® QTI versus bottled water**

### **Comments :**

#### **Price per liter**

##### **Leautus® 1,7L :**

- Retail price 80 US\$ ,refill ;12US\$ ( per month or 100 liter ) .
- For 1 year ( or 1200 liter) : 224 US\$ giving a price for 1 liter of 0.18 US\$

##### **Leautus® {1} :**

- Retail price : 300 US\$ , refill :12 US \$ ( per month or 100 liter ) .
- For 1 year (or 1200 liter) : 444 US \$ giving a price for 1 liter of 0.37 US\$

##### **Bottled water : Retail price<sup>1</sup> :**

- |                                      |                             |
|--------------------------------------|-----------------------------|
| • Regular water bottle ( Watson) :   | price : 8 RMB or 1,20 US\$  |
| • Middle range water bottle ( Tibet) | price : 18 Rmb or 2,85 US\$ |
| • Upper range water bottle ( Evian ) | price : 24 Rmb or 3,80 US\$ |

### **Conclusion**

- 1 liter filtered Leautus® water costs between 0,18 to 0,37 US \$,
- Meaning 5 to 10 time less expensive than water bottle: 1,20 US\$ to 3,80 US\$
- Other advantages: no plastic pollution on hearth, no trash to fill, no shopping need and carry heavy packages.
- [Leautus® make better water quality] no plastic pollution Inside bottle see study « 90% of bottled water contains microplastics », better taste ( see movie and water taste test report

### ***In other words :***

- Leautus® can be analysed as a mini -filtration and bottling station at home. It turns polluted tap water into safe, drinkable and tasty water.*
- The plastic bottle is replaced by a glass or aluminum-made bottle that is reusable, safe and unbreakable.*

<sup>1</sup> Retail price in Shanghai, Jing an City shop, 2018-03-17



## 9. Leautus® {1}



***Leautus® {1} is a mini-filtration and bottling station for home. It turns polluted tap water into safe, drinking and tasty water.<sup>2</sup>***

- *IT reduces all pollutants from tap water with new quantum filtration technology inside (QTI).*
- *No more microplastics inside plastic bottle <sup>3</sup>, no more plastic pollution on hearth and in the sea.*
- *Plastic bottle is replaced by a glass, aluminum or tritan bottle that is re-usable, safe and unbreakable.*

***This mini-filtration and bottling station for home offers 4 main advantages compared to other machine in market :***

- *Several tanks of polluted water (easy to fill),*
- *Possibility to make hot water,*
- *Outlet of filtered water by a spout (for a single glass) or hermetic bottle of filtered water (easy to carry) which permits to avoid any possible recontamination,*
- *Control panel with bluetooth connection for monitoring consumption, for refill replacement alert and other information for the user*

***In other words: it is a new business model for bottled water companies***

***Company instead filtering water and bottling it in plastic and transporting it over thousands of kilometers, would sell mini filtration and bottling units for home, with:***

***Better margin, better water quality, less plastic pollution on land.***

---

<sup>2</sup> see movie *Water taste test and read study* .

<sup>3</sup> Orb media study « **SYNTHETIC POLYMER CONTAMINATION IN BOTTLED WATER** (see Section 11)



### 10. With the recycling of carbon refills Leautus® QTI is part of circular economy

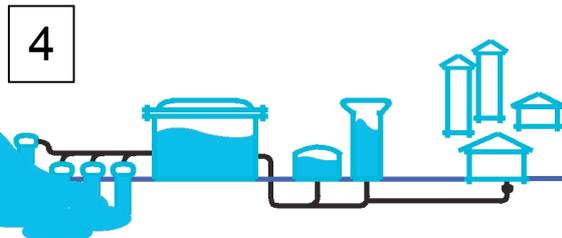
Leautus is a lot more than a disruptive filtration technology. Through the recycling of used refills it contributes to pollution reduction and tap water quality improvement.

Leautus is a fully green and sustainable project for a cleaner environment and and more generally speaking a better wellness, rebirth of purity.

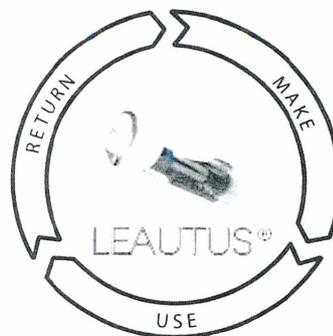


**5** Pollution reduction and improvement of local tap water quality

**1** Recycling of used refills  
- Collection  
- Data analysis



**4** Targeted maintenance – Helpful repairs of water distribution network



**2** Big data processing

**3**



Sale of results to Municipalities and companies in charge of water distribution



## 11. Pierre Marconi, Leautus® QTI Creator's Resume



- Pierre 58 year old , is a serial inventor who developed several patented and licensed products for major players such as Disney, Goodyear, Autobacs, namely in the automotive industry.
- With 30 years of experience in R&D and product development management, both in France and international, strong minded and tenacious, Pierre has a complete knowledge of a development process from the blank page to marketing of a new product/device.
- He is used to manage and coordinate all the players which are part of such process (designers, engineers, research team, suppliers, sub-contractors, manufacturers....).

### **Pierre MARCONI**

Wiracocha (Shanghai) Trading Co ,LTD  
+ 86 185-0214-3032 [pierremarconi@wiracocha.biz](mailto:pierremarconi@wiracocha.biz) - Wechat : pierremcourse

**WAT ER EX P ERT - C R E A T O R Q U A N T U M W A T E R F I L T R A T I O N T E C H N O L O G Y**  
**H E A D R & D - C I R C U L A R E C O N O M Y - S U S T A I N A B L E D E V E L O P M E N T -**  
**B U S I N E S S D E V E L O P M E N T - K N O W L E D G E C H I N A - J A P A N - A S I A**



### **Career**

**2014 – 2018 : Legal Rep Wiracocha ( Shanghai) Trading Co LTD**

**Filing patent quantum water filtration machine for home use**

**May - June :**

**Report : new sustainable water policy for China**

**Video : Circular economy for China**

**Zhuhai Global service outsourcing : pannel discussion**

- **Manufacture of leautus 1.7 liter with manual pump**
- **Mock up leautus 0.7 liter with manual pump**
- **Filing patent in China refill carbon Inside ceramic membrane**

**2011- 2014 : Wiracocha- Ceo and founder**



- Mission in China –Shanghai : Study market for green & sustainable products
- Filing patent in China for filter bottle water .Application No.: 201110456965.- December 30, 2011 - Applicant(s): Pierre MARCONI
- Filing patent in China for sorting bin : Filing Report of CN National Phase of PCT/EP2011/005724
- Filing AIO brand in China : October 11, 2012 - n ° ZC 1154154153652

**2008-2011 : Consultant , inmind- France**

- Creating structure dedicated to invention and commercialization of innovative green and sustainable products.
- Inventions of several consumer products
- 3 patents registered .

**2003-2008 : SIEPA - CEO**

**Design and distribution of automotive accessories, Turn over 20 € millions**

- In charge of sourcing and export development company
- Search for European distributors
- Opening of European subsidiaries
- Direction and animation design office
- Creation of design office in Romania
- Development of a range of branded products SIEPA
- Negotiation of license
- Development files patent
- ! Results: Development an international company
- More than 30% of turnover from Export: Spain, Romania, Holland, China, Taiwan
- Patents filed
- Launch word wide licensed products for : GoodYear , Disney, Autobacs .

**Key dates:**

**! 2004 - Opening of the R & D office in Bucharest :**

- Steps prospecting and hiring to recruit employees of this office study
- Monthly visit to supervise and lead teams to monitor various projects.

**! 2006 - Opening of representative office in Shanghai and recruitment of quality manager in charge of inspections before loading goods :**

- Organization of work in relation to French employees (quality manager and product engineer) to enable the manufacture of products developed by our research department.
- In charge of the search for the most appropriate plants for the manufacture of products from our research department.
- Negotiations conditions of the various markets: price, time, amount, respect exclusives



- Travel prospecting to find other manufacturers and support for audits to monitor compliance with the various commitments

**! 2006 – Launching Good -Year fabrics snow chains range :**

- Fabric snow chain patented by Pierre Marconi , Patent number :FR 06/50756 , 2006-03-03
- More than 250.000 sets are selling in Europe during 2006 -2007 for 12.500.000 €

**! 2007 - Opening sales office in Taiwan :**

- Recruitment of sales in Asia in charge of trade with Asia (Japan / Korea China)
- Participation in the exhibition After-market Tokyo
- Negotiation with the automaker Nissan for the supply chain of textile snow Responsible for international purchases of the Company, as well as R & D and marketing, composed of four engineers
  - Definition and management of the company's strategy
  - Development of purchases in Asia
  - Monitoring of key customers
  - Creation and design office
  - Establishing the quality policy
  - Recruitment of a team framework
  - Control of conception
  - Oversaw the development of new products
  - Negotiation of outsourcing
  - Development and monitoring of the plan product launch
  - Competitive Intelligence
  - Direct management frameworks
  - Validation of budgets

**! Achievements:**

- Creation of an engineering office
- Certification ISO 9002 Quality Standard
- Annual growth of 8%

**! 2007- Launching Disney anti-uv sun curtains:**

- Anti uv sun curtains patented by Pierre Marconi , Patent number : FR06/653661 , 2006-09-08- 800 000 set sell in Europe for 3.500.000 €

**! 2008- Launching Carmate fabric boxes :**

- foldable fabric boxes for car , patented by Pierre Marconi , Patent number :FR 06/53630 , 2006-08-09
- Sell in Autobacs , more than 600 car center in Japan

**! 2008 - Adviser strategy agreement with Mr Takaaki Murata - CEO Carmate**

**1982-1995 : Purchasing Manager Europe**

- Exploration of central purchasing the retail



- Responding to tenders
- Negotiate pricing
- Development and coordination of the sales network
- Management of the Sales Manager in the traditional sector
- Preparation of all marketing materials produced
- Participation in trade fairs (Paris, Las Vegas, Tokyo, Taipei)

**! 3 years : Responsible purchasing and stock**

- Monitoring of stocks
- Search and selection of suppliers in Italy and Asia
- Negotiate pricing
- Establish controls
- Planning controls

**! 1 year store manager**

**! 1 year Storekeeper**

**! Achievements:** Computerization of the supply chain, storage, purchasing / ordering and billing

- Creation and animation sector Hypermarkets and auto
- Reference to Norauto / Green Light / Intermarché / Auto Leclerc / Euromarché / Casino Auto Service / Carrefour

**! University**

1979-1980 IPESUP, preparation Sciences Po PARIS.

1978 BAC B, school Estienne d'Orves , Nice

1959 Born in Nice ,France , French citizen

**! Interests**

!Modern art :

Collection of art , artist « School of Nice » : Arman , César ,Yves Klein.

!Sport : Triathlon : Swimming, Biking, Running

-2004 : Berlin Marathon,

-1987 : World Championship Triathlon in Nice C,

-1986 : Marathon New York 1986

!Travel : China , Japan , South America.

**! More information**

**QTI – Quantum Technology Inside – [www.leautustechnologyinside.net](http://www.leautustechnologyinside.net)**



**! LinkedIn : Pierre Marconi**



## **12. 90% of Bottled Water Contains Microplastics According to a New Study**

If you thought you were safe drinking bottled water, think again. The Guardian reports that a new study commissioned by Orb Media has found microplastics in 90 percent of 259 bottles of water tested. Surveying several brands in nine different countries, scientists from the State University of New York in Fredonia told the paper some of the bottles contained twice as many plastic particles as tap water they had previously

To highlight the particles in any given sample, the scientists used Nile red dye that sticks to plastic, though The Guardian makes a point of noting that the study has not been published in a peer reviewed journal. That said, the technique's developer, University of East Anglia scientist Dr Andrew Mayes, told the paper that he was satisfied the study had been conducted carefully, in the way he would have done in his own lab.

**Here is a list of all the brands Orb Media said were tested in the study: Aqua (Danone), Aquafina (PepsiCo), Bisleri (Bisleri International), Dasani (Coca-Cola), Epura (PepsiCo), Evian (Danone), Gerolsteiner (Gerolsteiner Brunnen), Minalba (Grupo Edson Queiroz), Nestlé Pure Life (Nestlé), San Pellegrino (Nestlé) and Wahaha (Hangzhou Wahaha Group).**

Of the 259 bottles of water tested, only 17 were plastic-free. The rest contained bits of polypropylene, polystyrene, nylon or polyethylene terephthalate (PET).

Related: Plastic fibers found in 80 percent of tap water samples from five continents Nestlé was not satisfied with the method used to test the water, telling CBC News using Nile red dye could "generate false positives".

How ingesting plastics affects humans is still not 100 percent certain as this is an emergent field of study, according to the National Institutes of Health. Still, they note in a 2017 report, "If inhaled or ingested, microplastics may accumulate and exert localized

particle toxicity by inducing or enhancing an immune response. Chemical toxicity could occur due to the localized leaching of component monomers, endogenous additives, and adsorbed environmental pollutants. Chronic exposure is anticipated to be of greater concern due to the accumulative effect that could occur."

Sherri A. Mason<sup>\*</sup>, Victoria Welch, Joseph Neratko State University of New York at Fredonia, Department of Geology & Environmental Science.

**Full report « SYNTHETIC POLYMER CONTAMINATION IN BOTTLED WATER » in QTI Library**



### 13. DAY ZERO For 11 Cities



**Comments :**

- ***“Day Zero” is defined as the day when water runs out . With global warming ,sea water level go up. Water in ground is mixed with sea water . No one Filtration plan can filtered water with salt***

**The 11 cities most likely to run out of drinking water - like Cape Town**

Cape Town is in the unenviable situation of being the first major city in the modern era to face the threat of running out of drinking water.

However, the plight of the drought-hit South African city is just one extreme example of a problem that experts have long been warning about - water scarcity.

Despite covering about 70% of the Earth's surface, water, especially drinking water, is not as plentiful as one might think. Only 3% of it is fresh.

Over one billion people lack access to water and another 2.7 billion find it scarce for at least one month of the year. A 2014 survey of the world's 500 largest cities estimates that one in four are in a situation of "water stress"

According to UN-endorsed projections, global demand for fresh water will exceed supply by 40% in 2030, thanks to a combination of climate change, human action and population growth.

It shouldn't be a surprise, then, that Cape Town is just the tip of the iceberg. Here are the other 11 cities most likely to run out of water.

**1. São Paulo 2 . Banalore**

**3. Beijing**

The World Bank classifies water scarcity as when people in a determined location receive less than 1,000 cubic metres of fresh water per person a year.

In 2014, each of the more than 20 million inhabitants of Beijing had only 145 cubic metres.

China is home to almost 20% of the world's population but has only 7% of the world's fresh water.

A Columbia University study estimates that the country's reserves declined 13% between 2000 and 2009.

And there's also a pollution problem. Official figures from 2015 showed that 40% of Beijing's surface water was polluted to the point of not being useful even for agriculture or industrial use.



The Chinese authorities have tried to address the problem by creating massive water diversion projects. They have also introduced educational programmes, as well as price hikes for heavy business users.

**4. Cairo 5. Jakarta 6. Moscow 7. Istanbul 8. Mexico City**

**9. London**

Of all the cities in the world, London is not the first that springs to mind when one thinks of water shortages.

The reality is very different. With an average annual rainfall of about 600mm (less than the Paris average and only about half that of New York), London draws 80% of its water from rivers (the Thames and Lea). According to the Greater London Authority, the city pushing close to capacity and is likely to have supply problems by 2025 and "serious shortages" by 2040.

**10. Tokyo**

The Japanese capital enjoys precipitation levels similar to that of Seattle on the US west coast, which has a reputation for rain. Rainfall, however, is concentrated during just four months of the year.

That water needs to be collected, as a drier-than-expected rainy season could lead to a drought. At least 750 private and public buildings in Tokyo have rainwater collection and utilisation systems.

Home to more than 30 million people, Tokyo has a water system that depends 70% on surface water (rivers, lakes, and melted snow).

Recent investment in the pipeline infrastructure aims also to reduce waste by leakage to only 3% in the near future.

**11. Miami**

The US state of Florida is among the five US states most hit by rain every year. However, there is a crisis brewing in its most famous city, Miami.

An early 20th Century project to drain nearby swamps had an unforeseen result; water from the Atlantic Ocean contaminated the Biscayne Aquifer, the city's main source of fresh water.

Although the problem was detected in the 1930s, seawater still leaks in, especially because the American city has experienced faster rates of sea level rise, with water breaching underground defence barriers installed in recent decades.

Neighbouring cities are already struggling. Hallandale Beach, which is just a few miles north of Miami, had to close six of its eight wells due to saltwater intrusion.



## 14. Quantum Technology Inside FAQs

Below are a list of most frequently asked questions with the relative answers

### 1. "QTI, what is it?"

Quantum technology Inside (QTI) is a quantum technology of water filtration.

### 2. "What is Quantum?"

Quantum: no water waste, no plastic waste, no added chemical, does not filter mineral salts. Only the atoms and ions (the smallest parts) of pollutants are modified with a constant stream of water under pressure passing through particular components of nanoscale size.

### 3. "What is your business model? "

- sell a manufacturing and distribution license.
- ensure the transfer of technology
- Reasonable fee for signature, royalties for the term of the license that cannot exceed the patents term.

### 4. "QTI, we understood but you do not have the machines to incorporate your techno" ?

**yes, we have .**

- the first Leautus® model with manual pump is ready. 100 prototypes have already been produced and were used for the tests. Moreover it permitted to validate the cost price.
- the plans of the automatic machine Leautus® {1} are ready.
- Leautus® {0} patent is under process.

### Are there evidences for that?

Yes

see in Youtube or Youku, channel: Leautus

### 5. "We want to buy the patents now"

23 patents have been filed in several countries and additional patents / extensions are in registration process. Their value is still very low compared to



the potential gain over 20 years for Wiracocha. Today it is not realistic for an industrial to pay for a fair value ( > USD 100 million) and for Wiracocha it is not acceptable to sell the technology at a too low price taking into account the perspectives it offers. Hence the reason to enter first into a license agreement, with possible support by Pierre Marconi, which looks to be the best solution to concile both positions.

## 6. **What is the right process to sell a license?**

- understand technology
- 'validate' or share estimates.
- When the company has understood the potential, we are talking about the transfer options and the price.

## 7. **What are the different solutions to have safe water in the world?**

There are two ways: filtration of water and bottled water.

- **Water filtration:** the main technology (80% of the filtration devices) is Reverse Osmosis (R / O) <sup>4</sup>: invented 40 years ago: technologically outdated (great waste of water, retains mineral salts, must be connected to faucet and sink for draining dirty water. This explains that the different manufacturers of R / O machines sell in their country but are not differentiating enough to sell at export.

- **Water in plastic bottles:** invented last century, outdated today (plastic pollution of bottles, release of plastic bottles, price)

## 8. **Are these solutions sustainable?**

No

We come to the end of a cycle for both solutions. These technologies are respectively a century old and 40 years old.

## **Is the taste of the water filtered by this technology pleasant?**

Yes

Water has even great taste. No chemicals are added, there is no contact with plastic and the mineral salts are preserved. The taste tests performed showed Leautus® filtered water was even preferred to certain prestigious bottled water. (See the film <sup>5</sup> and the study of the tests).

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<sup>4</sup> See infography on website, full study in cloud "study"

<sup>5</sup> see in cloud . " Water taste test " in "movie " file and " Water taste test march 28 " in "study" file.



9. **"Is the period favorable for the launch of QTI?"**

Yes.

Globally the period cannot be more favorable: increase of any kind of pollution in the water, demand of green and sustainable product, global warming and Day Zero. These problems are global, constantly rising with no hope of backwards step. (see radioactive pollution of water in Fukushima).

10. **"Day zero? "**

With global warming, the level of seawater rises and it mixes with fresh water. The brackish water obtained cannot be filtered by conventional treatment plants. As a result you have brackish water at the tap, unfit for drinking by humans. Major cities around the world today are in 'Day Zero' (Cape Town, Jakarta, Tokyo, London, Miami). The problem is of considerable magnitude.<sup>6</sup>

11. **"Your estimates are unrealistic."**

Really?

The estimates are twofold, profitability and potential.

- Profitability: Costs, retail prices and margin have been validated (see China and India benchmarks). It would allow a gross margin above 75% together with remaining competitive compared to current market offers.
- Potential: estimated with 4 Leautus® models (9 models are already identified), on the basis of worldwide sales, excluding consideration of salt water and radioactive filtration model.
- The potential is enormous: this is due to the global response of QTI technology to the problem of water pollution (possibility of selling QTI in all market segments) combined to accumulation of the above-mentioned factors: outdated competing technologies, change of consumers mindset and behavior with respect to plastic pollution and water quality, the global warming and "Day Zero".

12. **"QTI, is this technology sustainable?"**

Yes,

No water waste, no plastic waste, no chemicals add, keep mineral salts.

---

<sup>6</sup> see in cloud "newspaper "



The materials used, the patents, the technologies used ensure a visibility of at least 20 years, letting the time to the industrials using QTI to take premium positions in this new water market.

**13. "Why a similar technology cannot be invented by others? "**

- QTI is a new disruptive technology.
- Inventing a similar technology would require to combine 3 elements: a membrane, appropriate components and a device fitting all together.

Today, companies are very specialized and may manufactures some parts, never all. The performance and the unique positioning of QTI is to have been invented by the same person<sup>7</sup>.

All parts are made to be assembled and work together.

Patents are established to protect the whole. In addition to these 3 key items, QTI invented the refill (the intermediate part between the membrane and the components). It is unique in the world. This brings a long processing capacity, a low renewal price and a business model – regular replacement of the refills - particularly profitable for the manufacturer. (Similar to Nespresso model, applied to a larger scale as every body in the word needs safe water) .

**14 "There are thousands of pesticides, you tested only 3? "**

Yes,

There are thousands of pesticides used in agriculture around the world. Pesticides can be grouped by active molecule group. We tested bifenthrin, chlorpyrifos and DTT. More than 200 pesticides have the same active molecule. So we will have the same reduction result.

**Does QTI reduce antibiotics?**

Yes,

QTI reduces antibiotics. (Chlortetracycline and enrofloxacin) Study on the main antibiotics was conducted<sup>8</sup> and the tests were filmed<sup>9</sup>.

**When did the tests start?**

- The first tests started in Strasbourg (France) in 2013.<sup>10</sup>

<sup>7</sup> LinkedIn : see Pierre Marconi

<sup>8</sup> see in cloud ' study' State key laboratory of organic Geochemistry

<sup>9</sup> see in cloud ' movie' Antibiotics reduction



- From 2013 to 2017 the different parts and components have been tested.
- they were completed in July 2017 by Professor Marc Henry on mineral salts.<sup>11</sup>

**15 "There will be copies of Leautus® and refill very quickly on the market".**

May be,

Copy is the price of success even if Leautus put strong barriers to entry. We have planned to put an anti-copy label (QR code) on each box of refill. (See the movie AIO tag security). This security device, already used in luxury industry, will make counterfeight difficult as immediately recognizable.

**16 "What are the reasons for the pollution of tap water? "**

Mainly 2 reasons:

- 70% of the world's water is used by agriculture. Agriculture uses pesticides everywhere and no filtration station, however sophisticated, can filter pesticides on thousands of liters.
- Once filtered by the filtration station, the water travels through hundreds kilometers of pipe. These pipes are lead or plastic, maintenance free and out of age. This is the second reason for pollution. (See study in the cloud).

**17 "Water pollution is important in China, but in my country tap water is good. "**

Unfortunately the 2 reasons of pollution explained (**16 above**) are valid worldwide. The same causes produce the same effects. Communication on real water quality is a delicate subject kept quite confidential by the Authorities.

**18 "Can you give an example of disruptive technology? "**

In the 18th century people used candles to light themselves. Thomas Edison invented the light bulb one day. All candle makers said "it will never work". A few years later, all the candle factories closed ...

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<sup>10</sup> see in cloud 'movie' research & development

<sup>11</sup> Tests TDS-Evian for Leautus



**19. "I buy bottled water, the quality is good, why would I change for Leautus®?"**

A new independent study **"90% of bottled water contains microplastics"** underlines a high level of plastic residue inside the plastic bottles of the 10 largest global brands of bottled water. (Complete study in the cloud).

By buying Leautus® you save money, you are sure of water quality and you stop plastic pollution.

**20. QTI can reduce water pollution with radioactive materials? is it an important pollution?**

This pollution is unfortunately important .

***in Japan***, for many years following Fukushima accident.

***In France***, several nuclear power plants will have to be dismantled in the next few



## 15. Bibliography Leautus® QTI - Library

### Comments :

All information available in the cloud , please send your e-mail address to Pierre Marconi for access . [pierre@wiracocha.biz](mailto:pierre@wiracocha.biz)

### Summary

- **90% of bottled water contains microplastics**

Full report « SYNTHETIC POLYMER CONTAMINATION IN BOTTLED WATER » Sherri A. Mason\*, Victoria Welch, Joseph Neratko

State University of New York at Fredonia, Department of Geology & Environmental Science

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## **16. Market Potential Estimate Study**

Communicated separately

## **Appendix PWC & Merics study re Chinese Government Strategy**

Communicated separately

## **Expert Advice**



# Wiracocha

" Pierre has found an innovative method to cater to the daily needs of a growing world population. He addresses an all important issue of accessing clean water everywhere and anywhere with his Leautus QTI... see more



**Protima Rauwel**  
PhD, Founder, CEO at PRO-1 NANOSolutions and Senior Researcher at Tallinn University of Technology  
June 18, 2018, Protima worked with Pierre but at different companies

" I had the chance and the pleasure to advise Pierre on the development of Wiracocha in China. During our collaboration, I have been impressed by Pierre and his unique combination of technical skills, business acumen and, most importantly, passion for research and innovation. Pierre has successfully developed a cutting edge water filtration technology (Leautus) that addresses one of the biggest problem of our time: availability of drinking water. Leautus is an already proven and certified water filtration technology with a great potential to provide drinking water to those who need it. I wish Pierre all the success he and his technology deserve.



**Jordan Monnet (吳丹丹)**  
Director of Life Sciences @ TEP  
March 31, 2018, Jordan was Pierre's mentor

" My team and I have worked with Pierre on the development of Wiracocha in China, and can warmly recommend him as a solid, reliable and overall great person to work with. His talent as an inventor is certainly quite exceptional, but what differentiates him is his drive to create and lead projects until they come to fruition. He has a million of new ideas every day but manages to stay pragmatic and always come back to consumers and business. He would be a great asset for an R&D department.



**Michael Amouyal**  
Technology Expansion Fund - Partner at Euro Sino Invest  
January 25, 2018, Michael worked with Pierre but at different companies

" I had the chance and pleasure to work with Pierre on a revolutionary portable water-treatment device, which has been a very exciting adventure from development till marketisation. Pierre has the capacity to see the whole picture of a project and is not afraid of dreaming big. He is very imaginative and creative. Obviously passionate by his work, he has the natural ability to gather and federate good people around him and make them work in the same direction, always attentive to their feedback.



**Kevin Lefevre**  
Global Accounts Manager  
January 6, 2017, Kevin worked with Pierre but at different companies

" First of all I would like to say that I admire Pierre and I'm proud to say that, after more than 4 years relationship, we are friend.  
I learned a lot from him in a field that isn't mine: The Water!  
I saw him working so hard to achieve his goal; Making the best device to offer to the world a Pure Water to drink.  
As I know the conception and development are finished and now he is entering in the marketing phase.  
He is an honest person with a good mindset and I hope that he will meet a deserved success in a close future...



**Patrick TAMPERE**  
CEO at INNOFIXT | Managing director at SEP CONSULTING  
May 27, 2017, Patrick was Pierre's teacher

" I illustrated storyboards three years ago for Mr. Pierre. As an entry level designer as well as a student, I learned a lot from him. Mr. Pierre is passionate about his project, but patient for my working process, and his caring for the environment of the world is one of the most impressive part of my working experience. It's not just a gig. I constantly remind myself, with my drawings and designs, I can do something great for this world. This is what Mr. Pierre makes me feel when I work for him.



**Quanming Xu**  
Concept designer  
January 13, 2017, Pierre was a client of Quanming's

