



## Manila Water Company, Inc.

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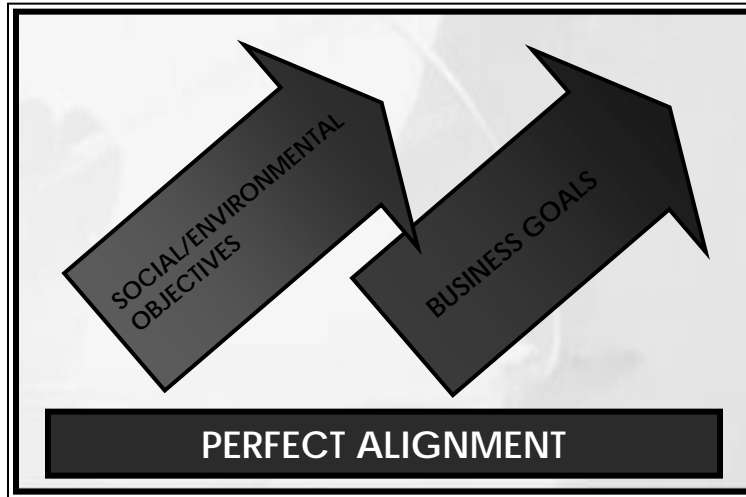
### ◆ Manila vs. Asian Utilities

City	Population (million)	Water Availability (hrs/day)	Water Coverage (% of pop)	Non-Revenue Water (% of prod)	Staff/1000 Connections
Manila (1997)	3.1	16	58	63	9.8
Singapore	3.0	24	100	7	2.0
HongKong	6.3	24	100	36	2.8
Seoul	10.6	24	100	35	2.3
K. Lumpur	1.4	24	100	36	1.4
Bangkok	7.3	24	82	38	4.6

Source : Asian Development Bank 1996 Data



◆ **Align Business Goals with Social & Environmental Goals**



◆ **Providing Services to the Urban Poor**

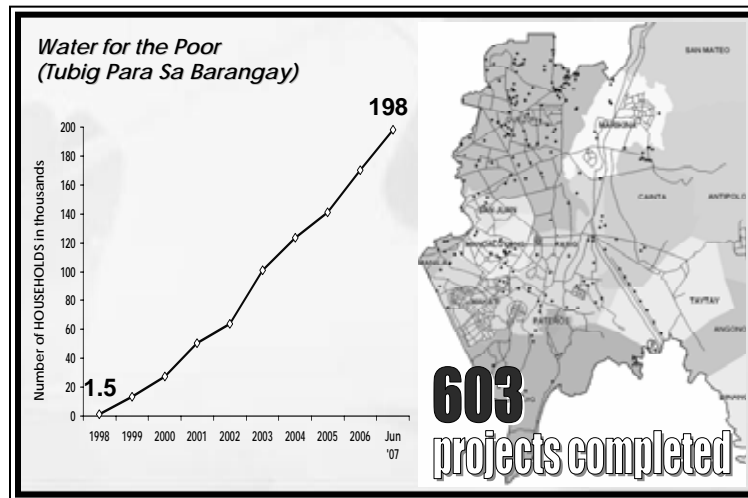
Key Strategies

	◆ <i>Prioritize pipe replacement projects for these communities</i>
	◆ <i>Offer menu of connection options</i>
	◆ <i>Adopt territory management approach</i>
	◆ <i>Building community relationships and engaging the local community leaders</i>



## ◆ Providing Services to the Urban Poor

### Accomplishment



## ◆ Sustainability Reports





**THANK YOU!**