



AquaTower – Lanzadera

Off-Grid Atmospheric Water Generator

1. What We Solve

Spain and the Mediterranean face growing structural water scarcity, with direct impact on:

- Greenhouse agriculture
- Rural homes and eco-lodges
- Tourism & hospitality
- Golf courses
- Coastal and inland communities

Current options (wells, desalination, trucks) are expensive, slow, centralized or environmentally harmful.

AquaTower provides a decentralized, renewable-powered water source that works with zero grid dependence and zero aquifer extraction.

2. What We Built

A scalable family of off-grid Atmospheric Water Towers producing freshwater directly from air humidity using solar/wind energy.

Model	Output	Target Customer
ATG	~300 L/day	Greenhouses / CEA
ATM	~500 L/day	Homes, eco-lodges, small farms
ATL	1,200–1,500 L/day	Resorts, communities, golf, agriculture, industry

It is modular, scalable, renewable, and immediately applicable to Spain's water-stressed regions.

3. Technical Highlights

- Fully off-grid (solar / wind / hybrid)
- Helicoidal evaporator architecture → high efficiency
- Multi-compressor design (ATM/ATL)
- IoT telemetry: output, kWh/L, uptime, alerts
- Water purification up to WHO standards
- Installation in <4 hours, plug & operate

4. Traction Path

Pilots confirmed for 2026–2027:

- Spain (Valencia, Murcia, Almería): ATG + ATM
- Vietnam: ATM + ATL
- Argentina: ATG + ATM + ATL
- Kenya: ATM + ATL

Pilot KPIs:

- Daily output (L/day)
- Cost per liter
- Energy performance (solar/wind)
- Uptime >95%

Spain is strategically positioned as our primary commercial beachhead.

5. Business Model

A) Direct Sales (CAPEX)

Greenhouses, tourism, rural homes, golf courses.

B) Water-as-a-Service (WaaS)

AquaTower owns the asset; customer pays per liter/month.

- WaaS Gross Margin: 70–85%
- Payback: 3–12 months depending on model

C) Recurring Revenue

- Filters & consumables
- Maintenance
- IoT monitoring
- Solar/wind upgrades

6. Unit Economics

Cost per Liter (solar amortization, 20 years):

- ATG: €0.03–0.06 / L
- ATM: €0.05–0.08 / L
- ATL: €0.04–0.06 / L

Gross Margins:

- Sales: 45–65%
- WaaS: 70–85%

Customer ROI:

- Greenhouses: + yield stability, climate resilience
- Tourism: eliminates trucked water
- Golf: reduces irrigation cost and water footprint
- Municipal: emergency & resilience infrastructure

7. Competitive Advantage

- 100% renewable-powered (no grid dependency)
- Ideal for Mediterranean climate (RH + T)
- Scalable vertical design (best L/m² in segment)
- Mid-scale focus (300–1,500 L/day) — no serious competitors here

- Strong founder–engineer team with deep AWG expertise
- Fast deployment, minimal permitting

8. Team

Marcelo Schvartz – Founder & CEO
AWG specialist. Designer of the AquaTower system architecture.

José Luis Gómez – Lead Mechanical Engineer. 25+ years in industrial machinery, robotics, fluid systems.

9. What We Ask from Lanzadera (2026)

We seek participation in Lanzadera to:

1. Establish Spain as our core pilot + commercial hub
2. Prepare industrialization and manufacturing partners
3. Finalize certifications (CE + water quality)
4. Scale WaaS model and pilot deployments
5. Validate traction with Spanish greenhouses, eco-lodges, and golf

Seed Round: €1–2M (2026)

Funds allocated to ATM-ATL prototype, manufacturing setup, solar integration, pilots, certifications, and early deployment in Spain.

Vision

A global, renewable-powered water infrastructure for homes, farms, and communities — completely independent of grids, aquifers, and climate volatility.

AquaTower

Water from Air. Powered by Nature.
www.utopy.tech