



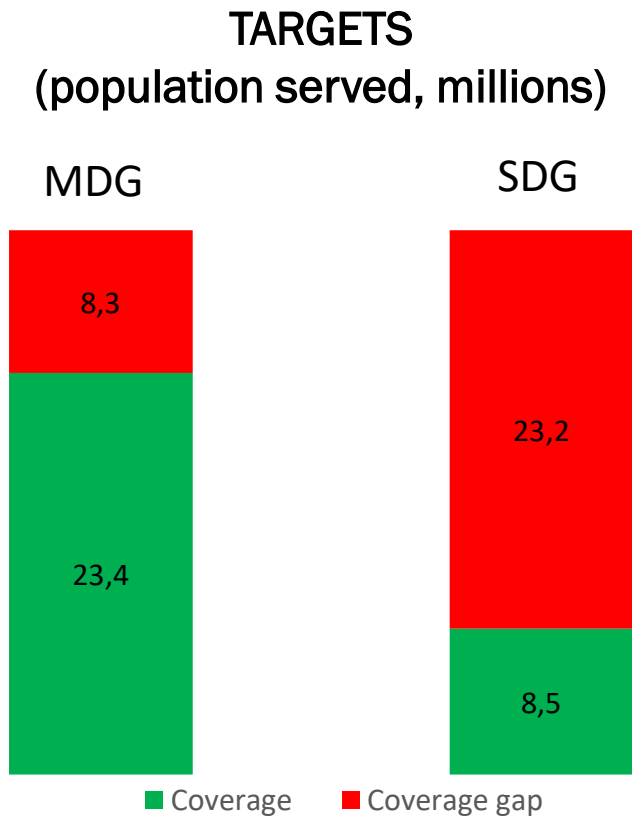
2017 FINANCING THE SDGs: THE GHANA WATER TRUST
AND ATTRACTING PRIVATE INVESTMENT

AUGUST 30, 2017, 2PM – 3.30PM | LOCATION: NL 353



MARKET NEED AND FINANCING GAP

>23 million lack access to safely managed drinking water
7x increase in current funding to meet the need



ANNUAL SDG FUNDING GAP (USD millions)

Annual Funding Required: \$946

Current Funding: 114

Annual Funding Gap: \$833

SMALL WATER ENTERPRISE



SOURCE WATER

Assessed and managed for sustainability



EDUCATION & OUTREACH

Consumer demand created through promotional, educational and outreach programs



WATER REVENUE

Pays for SWE operations, technical services, maintenance, and capital recovery



TREATMENT

Cited and sized for community needs



LOCAL OPERATOR

Trained to run the water enterprise like a business



ADDITIONAL DEMAND

Met with sub-Stations, delivery and household connections



INVESTMENT

One-time \$15-30 per person



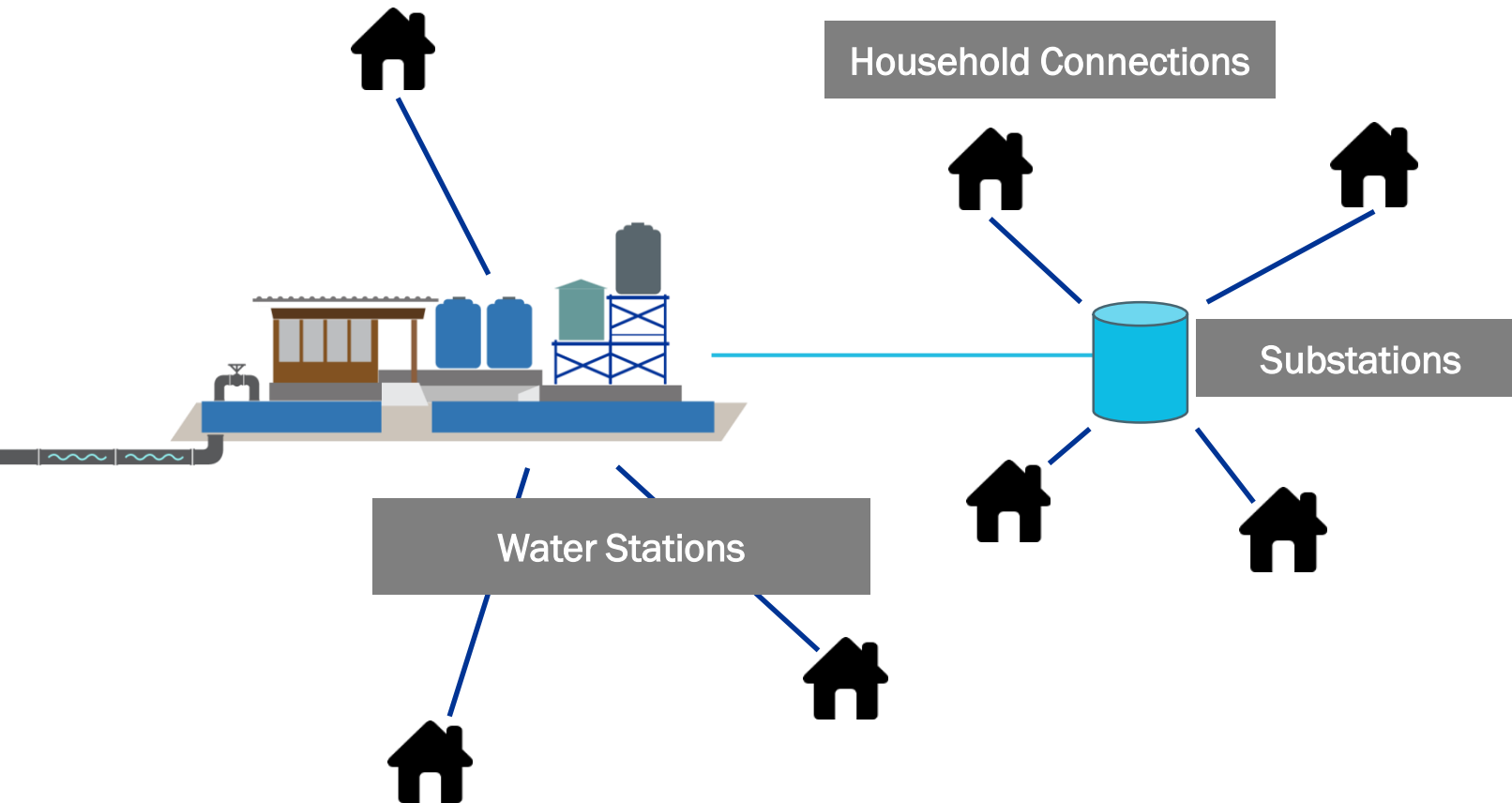
	Barrier	Issue(s)
Policy and Enabling Environment Requirements	1. Exclusivity	Current policy grants exclusivity to GWCL and District Assemblies
	2. Service level benchmarks	Absence of service level benchmarks for SWEs
	3. Pricing/tariffs	Current pricing/tariff by public sector insufficient to cover costs and unattractive for investors
Small Water Enterprise Requirements	4. Consumer demand	Limited consume demand for and acceptance of SWEs
	5. Capacity	Limited managerial, technical, and financial management capacity of operators Limited availability of technicians for large scale repairs
Scale Execution Requirements	6. Financing	No clear funding mechanism for supporting SWEs
	7. Market mapping	Overlap in operational areas of CWSA and GWCL Lack of criteria for SWE-appropriate communities
	8. SWE Implementers	Lack of implementing organizations

A USD 112 million investment for SWEs to reach ~1,000 communities and 3.2 million people (without subsidies) with reliable safe water

- **Aggregate funding**
- **Attract new capital investment to water sector**
- **Diversify operating risk**
- **Capital reinvestment for improvements and expansions**
- **Long-term financial stewardship**

MOVING UP THE LADDER

Attracting capital through incremental investment of distribution mechanisms that can move people up the water services ladder

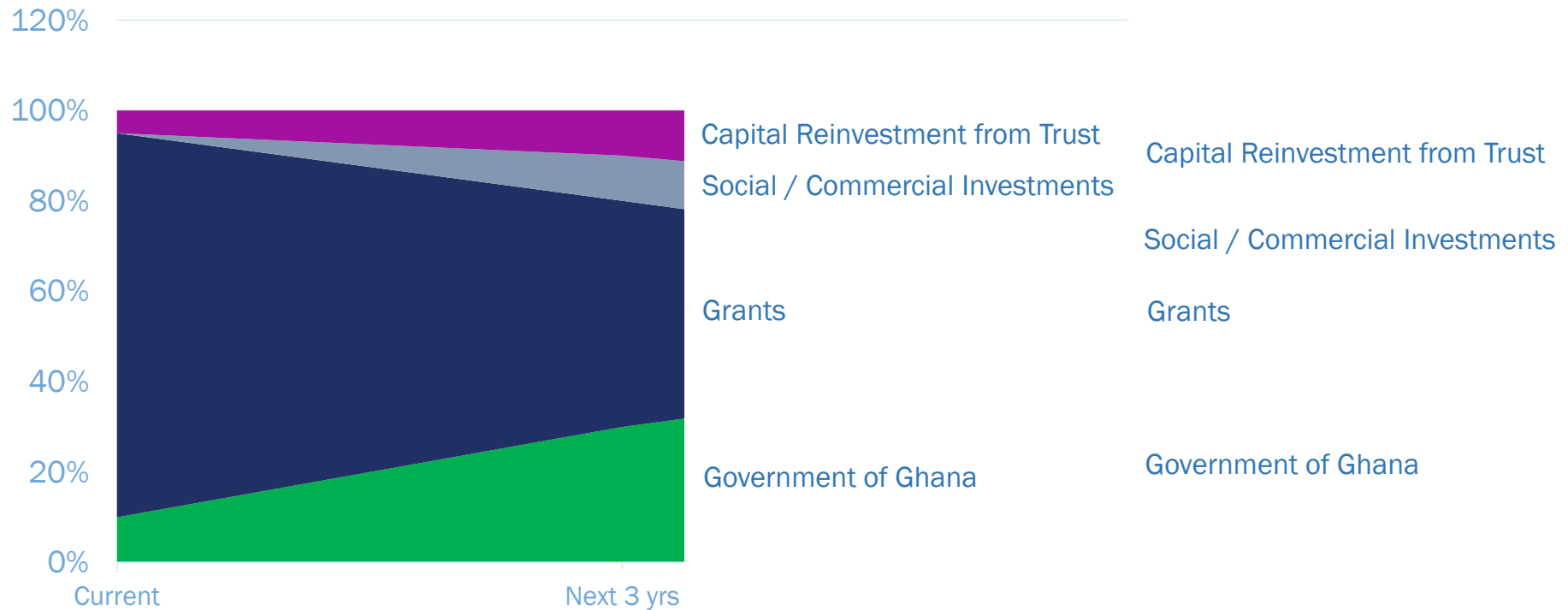


Securing funding from diverse segments

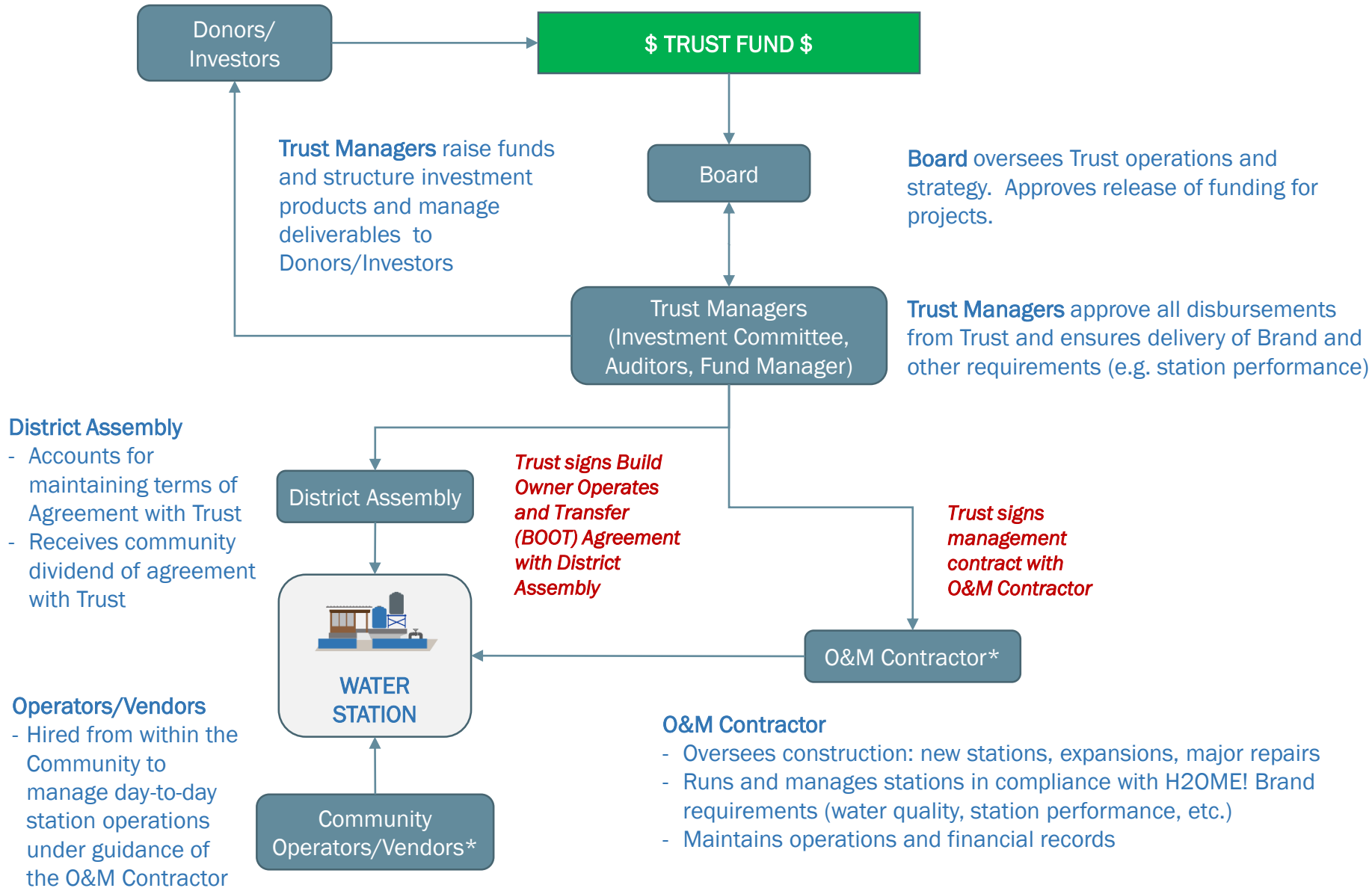
FUNDING SEGMENTS	SOURCES OF FUNDING	USES OF FUNDING
Grants	Bilateral Philanthropy Corporate Social Responsibility	Demonstration of model, expansion of SWEs, innovations, program strategies (i.e. advocacy, communications)
Government of Ghana	National District	National expansion of SWEs and substations to reach more communities
Social and Commercial Investment	Social Impact Investors PPPs MFIs	Local expansion of SWEs to achieve financial/social returns
Capital Reinvestment	Capital recovered from SWEs	Local expansion of SWEs and improvements

Shift from philanthropy to government/agency funding

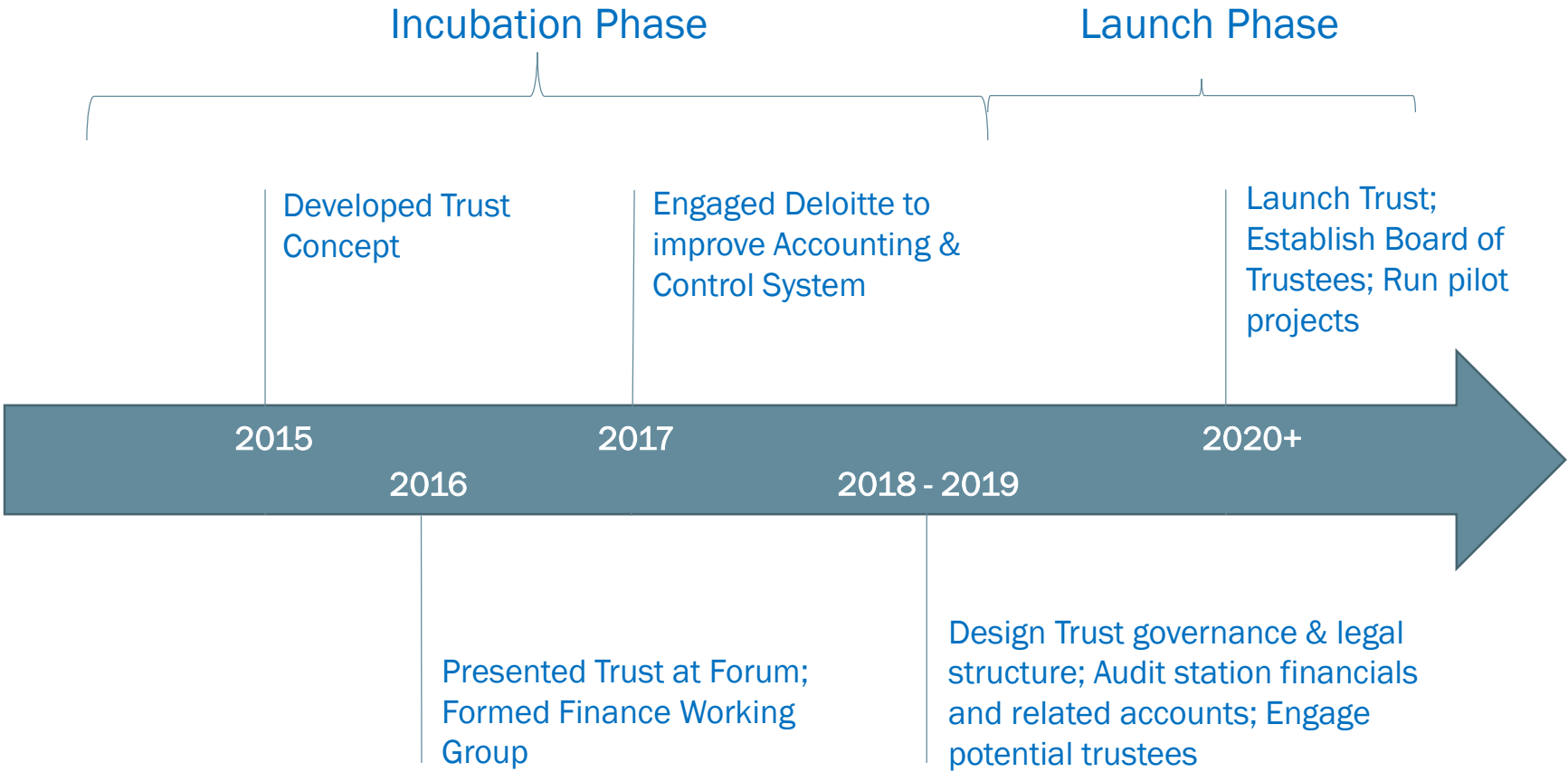
Changing Mix of Funding Segments



GHANA WATER ENTERPRISE TRUST: PROPOSED STRUCTURE



* Indicates potential to replace with Private Partner



A dirt road with deep tire tracks winds through a rural landscape. On the right side of the road, a large, leafy tree stands prominently. In the distance, a person is sitting on a wooden bench. The scene is dimly lit, suggesting dusk or dawn, with a hazy sky. The overall mood is peaceful and contemplative.

THANK YOU

PANEL DISCUSSION

1. *What is the best way to attract blended finance?*
2. *What are key considerations to ensure success of GWET (i.e. asset ownership, capacity development, etc.)*
3. *What are potential obstacles for successful PPP engagement?*
4. *What role can the Trust play in shaping government policy and regulations?*

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