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www.worldwaterweek.org

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**PORTFOLIO INVESTMENT APPROACH TO
COMMUNITY WATER SYSTEMS:**
ACHIEVING THE SUSTAINABLE DEVELOPMENT GOALS FOR WATER

STOCKHOLM WORLD WATER WEEK
SAFE WATER NETWORK
AUGUST 27, 2015

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INTRODUCTION

Market based community water solutions, using a portfolio approach, provide accessible, sustainable water at scale

AGENDA

- Our experience with market based community water in Ghana
- Portfolio approach – prospects for achieving scale
- Advantages and requirements for a successful portfolio

SPECIALIZING IN MARKET-BASED COMMUNITY WATER SOLUTIONS

1. Safe Water Network performs assessments to determine a viable location.



SPECIALIZING IN MARKET-BASED COMMUNITY WATER SOLUTIONS

2. Identify a raw water source that can sustain demand

3. Build a treatment Station at capital cost of ~\$20 per person

4. Identify a local operator who runs it like a business

5. Activate consumer demand through health & hygiene programs

6. Additional demand met through:

- Delivery
- Sub-stations
- Remote kiosks
- Household connections

7. Water sold at 3-4 cents per 20L.
Revenues pay for:

- System operations
- Service support
- Maintenance reserve

DEMONSTRATED POTENTIAL OF MARKET BASED COMMUNITY WATER SOLUTIONS

- Utilize capital effectively
 - Right-sized
 - Right-sited
- Provide treated safe water
 - National and relevant WHO standards
- Reach underserved populations cost effectively
- Meet demand for affordable, accessible water
- Deliver at commercial reliability standards
- Achieve financial & operational sustainability



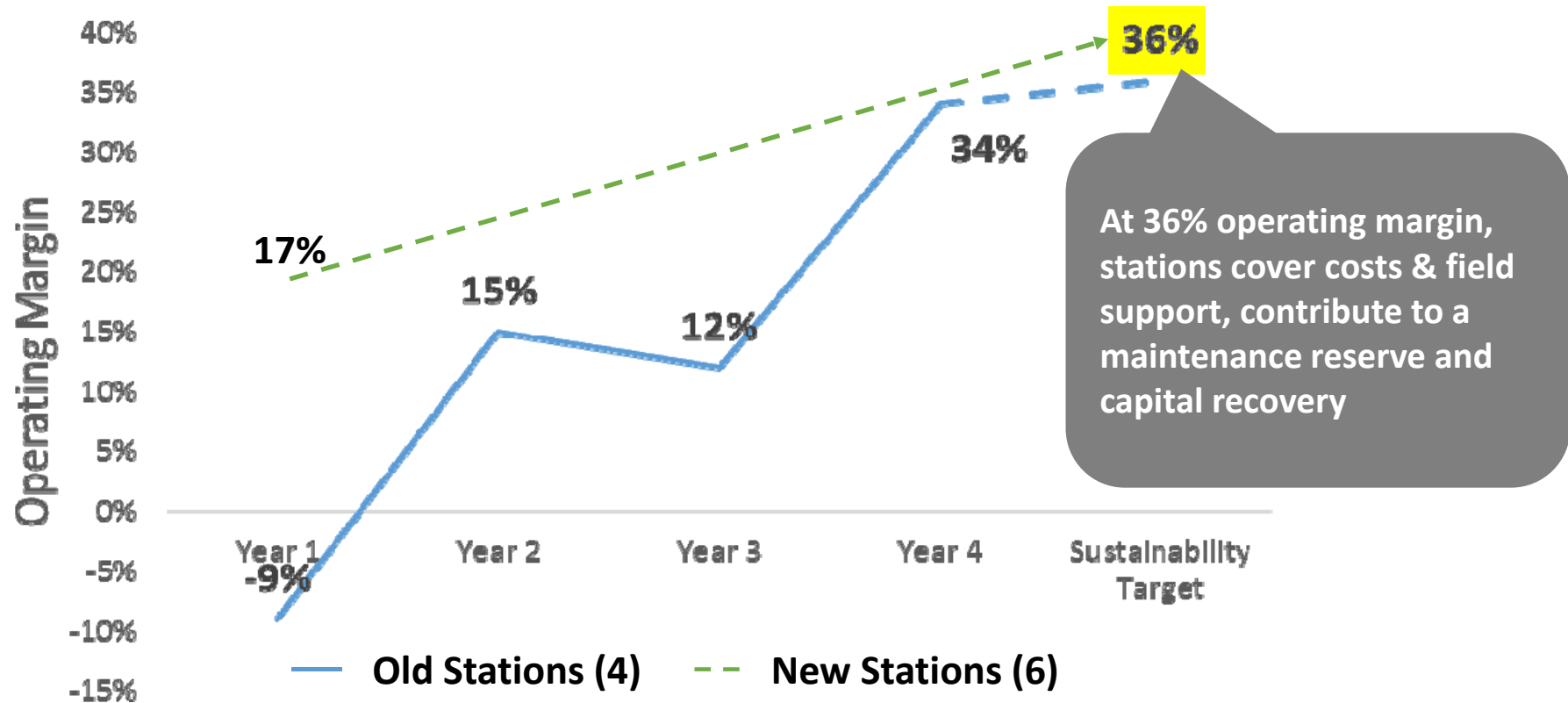
PERFORMANCE IN GHANA TO DATE


27 Safe Water Stations, 22 substations providing access to over 160,000 people

Measure	Key Performance Indicator	Target	Actual
Affordable	Spend on water as a % of household income	<3%	TBD
Reliable	Downtime	<5%	5%
Accessible	Household penetration within 500m	75%	44%
Safe	Meets relevant WHO Standards	100%	100%
Financially Sustainable	% Stations covering operating costs (Operating >3 years)	100%	100%
	% Stations covering operating costs (Operating <3 years)	90%	55%

HISTORICAL DATA BUILDS CONFIDENCE IN MEETING 36% SUSTAINABILITY TARGET

Financial Performance



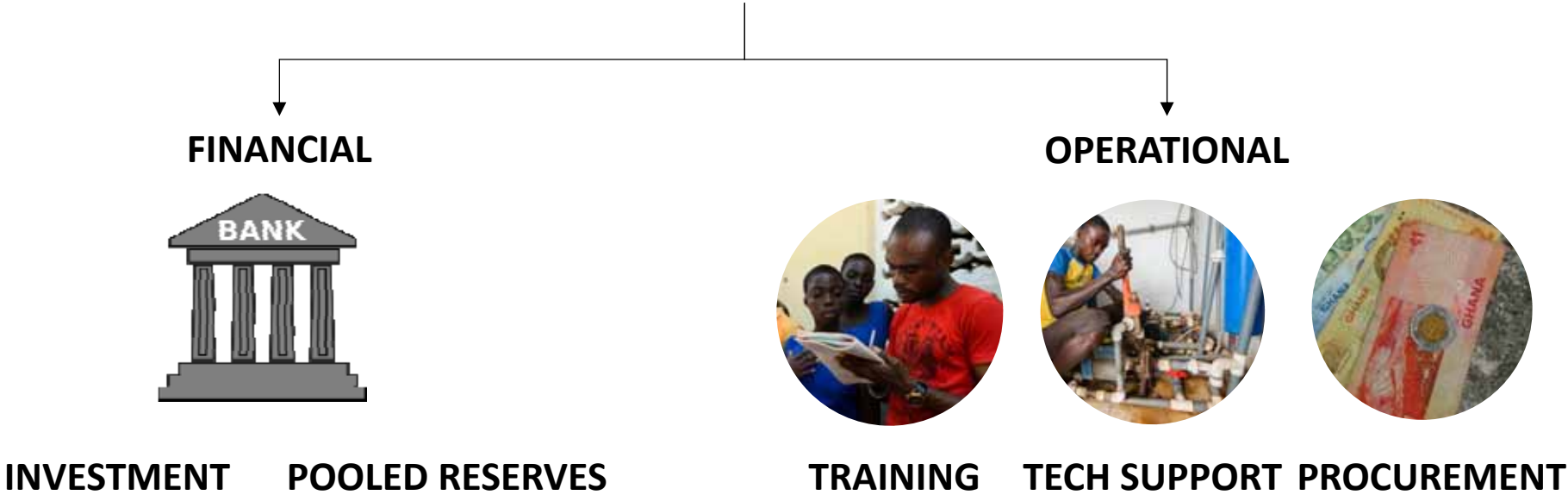


10 MILLION (40% OF POPULATION IN GHANA) LACK ACCESS TO SAFE WATER

- *3+ MILLION COULD BE SERVED WITH THIS SOLUTION*
- *MILLIONS MORE COULD BE SERVED WITH PARTIAL COST RECOVERY*

A PORTFOLIO MANAGEMENT APPROACH DELIVERS SCALE

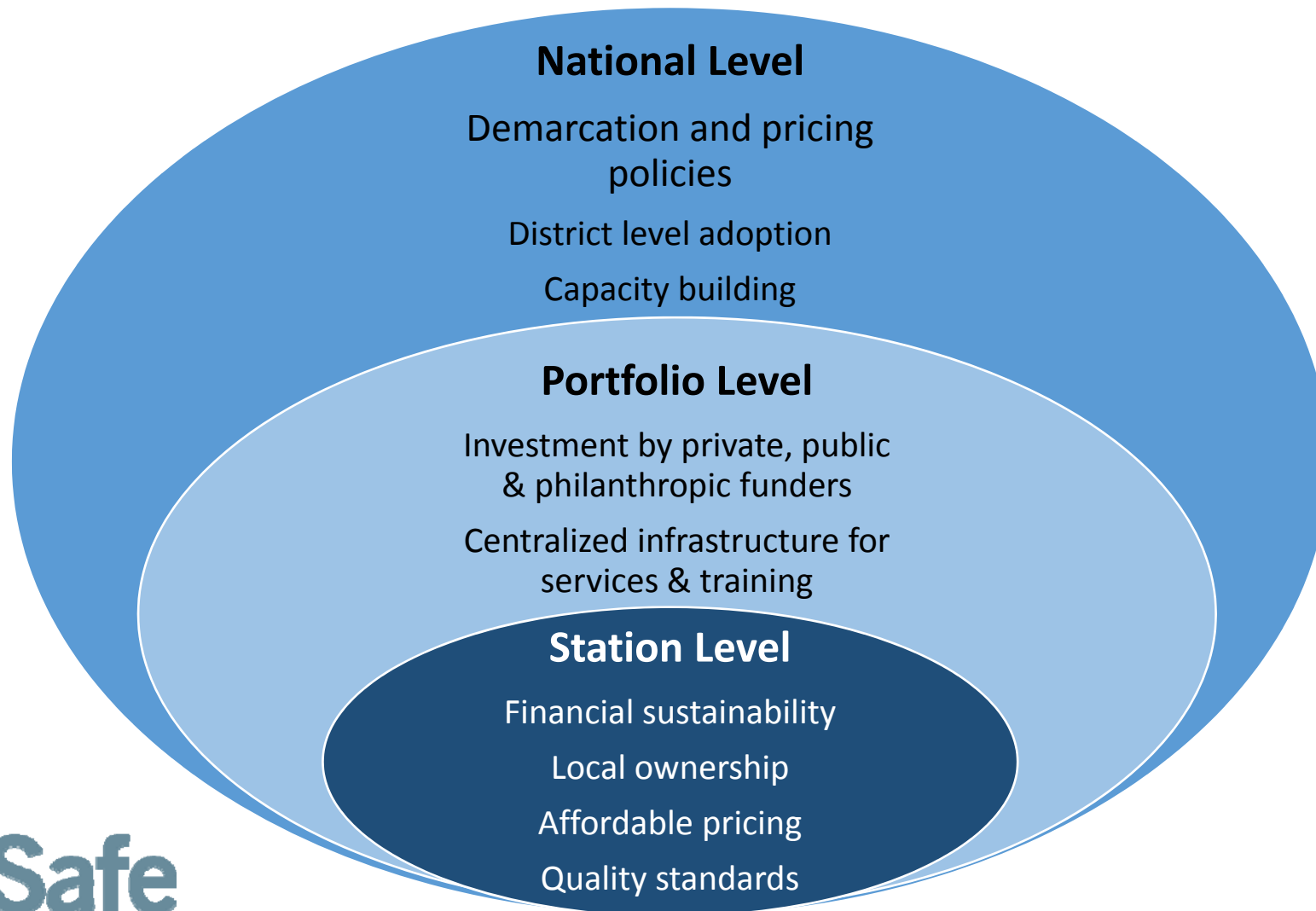
A portfolio manages stations in a group to maximize efficiencies



BENEFITS OF A PORTFOLIO APPROACH

- Delivers operational efficiencies through centralized planning – siting and design at a broader geographic scale
- Reduces costs through economies of scale
- Diversifies risk among a wider base of stations
- Provides affordable water to more people through cross subsidization
- Consolidates diverse sources of funding for new stations
- Reinvests capital as established stations start to pay back capital

REQUIREMENTS FOR A SUCCESSFUL PORTFOLIO



SUMMARY

- Market based community water solutions are providing accessible sustainable safe water
- A portfolio approach reduces costs and uses capital efficiently
- Addressing additional requirements and enabling environment are key for a successful and scalable portfolio

THIS IS THE PATHWAY TO SCALE

NEXT STEPS

BUILD 150 STATIONS



SERVE 500,000 PEOPLE



APPLY PORTFOLIO MANAGEMENT



JOIN US



THANK YOU