



# ANNUAL REPORT 2021





# SCALING AND SUSTAINING OUR SAFE DRINKING WATER SOLUTIONS



Julien Ancele, CEO  
1001fontaines

Dear friends,

As we all struggle to come out of the pandemic and its consequences, we have to acknowledge that now, more than ever, there is the need to build sustainable systems.

The global dysfunctions resulting from this exceptional context have largely impacted vulnerable communities, already exposed to fragile economic conditions, hostile climate events, and, more often than not, weak health systems. As a result, many such communities have fallen back in poverty and have seen hard-won development gains slip back out of reach. We need to ensure that local stakeholders are empowered to access essential services in a resilient manner, to overcome such obstacles as they arise.

Addressing the needs of these populations is the core purpose of 1001fontaines. We are convinced that access to safe drinking water is a crucial starting point to generate sustainable development. Our approach combines a market-based model, centering around the empowerment of local communities. It has proven its resistance to external shocks, providing affordable services in a continuous manner.

As of 2021, almost a million people across the world can bear testimony to drinking safe water having changed their lives thanks to 1001fontaines. Improved health, better educational experience, economic gains and improved environmental footprint all contribute to the holistic impacts arising from accessing safe water.

From the bottom of my heart, I would like to thank Jean-François Rambicur for his outstanding contribution and impact over the last 12 years, and welcome Yves Bernaert as the new Chairman of 1001fontaines.

Thanks to your support, we work to replicate this model every day and ensure more people continue to benefit from the virtuous circle generated by safe drinking water.

Yours faithfully,

Julien Ancele



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# THE WATER KIOSK: A PROVEN SOLUTION TO AN URGENT NEED



Access to safe and affordable drinking water is a basic right, which should be guaranteed to all citizens across the globe. Yet this is far from the reality in many countries. Today, 2 billion people still do not have access to safe drinking water.

Addressing this challenge is key: unsafe water consumption is harmful to health, adversely impacts education and economic development, and continues to deepen inequalities.

## Why is 1/4 of the world still drinking unsafe water?



In rural settings, it is extremely expensive to deliver safe water to remote communities, and even more expensive to set-up infrastructure to drill for water locally. Also, access to financing for local projects is limited.



Even after local water projects are installed, they often fall into disrepair because of the lack of local skills, standard operating procedures and technical support, essential to their maintenance in the long term.



While water quality is widely recognized as a keystone of universal access to safe water, it is neglected in public planning and enforcement of standards can fall short.



Combined with limited awareness raising and training in good hygiene practices to handle drinking water, vulnerable community access to safe water remains low.

**At 1001fontaines, we want to be part of the solution to the water crisis, bringing health to vulnerable populations through greater access to safe drinking water.**

**And the good news is, we have a proven way to do so.**

## OUR MODEL

1001fontaines sets up safe drinking water production units and ensures the distribution of 20L bottles up to the last mile, thus guaranteeing quality to the point of use. Bottles are sold at an affordable price for all, making these safely managed services universal.



In rural areas, both production and distribution are directly set up in targeted communities through a network of water kiosks, sustainably supported by a country-level franchising organization.



In urban areas, larger water production units serve decentralized points of sale, reaching out to vulnerable populations through specific distribution channels.

### 1001fontaines articulates its work around four pillars of action:

1. Expanding our footprint by setting up new water production and distribution units
2. Building the capabilities of entrepreneurs and staff to ensure the growth and sustainability of water services
3. Exploring innovative ways of boosting the performance of existing kiosks and increasing our impact
4. Advocating for a better integration of our solutions into public policies and for enhanced sector regulation

## 2030 AMBITION

**CREATE SYSTEMIC CHANGE IN AT LEAST FIVE COUNTRIES AND REACH 10 MILLION BENEFICIARIES**

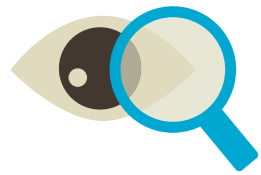


Yves Bernaert,  
newly appointed Chairman of 1001fontaines

*"This bold ambition sums up the philosophy of 1001fontaines: when entering a country, we do not want to implement just another water access project. Our end-game is durable systems change, whereby all the local stakeholders have taken ownership of the expansion of access to safe drinking water across the country.*

*Beyond opening and operating water kiosks, 1001fontaines will strive to build catalytic partnerships and influence public policies in order to improve the overall quality and sustainability of safe water services.*

*We believe our strategy is achievable because we have, under the leadership of Jean-François Rambicur, demonstrated the operational credibility and the scale potential of our model. It is now our duty to bring it to the next level of sustainable impact !"*



# 2021 RESULTS & IMPACT



## CAMBODIA

**850,000** consumers  
**270** water kiosks in operation



Local partner: Teuk Saat 1001

## MYANMAR

**3,500** consumers  
**3** water kiosks



Local partner: Network Activities Group

**USD 280,000** THE ECONOMIC VALUE GENERATED BY A WATER KIOSK EVERY YEAR

A study by KOREIS and France Générosités demonstrated the significant impact of our activities on local communities' development, looking at the income generated by the kiosk as well as the expenses avoided by consumers (health, charcoal...).

**100%** THE RESILIENCE OF OUR WATER KIOSKS TO THE UNPRECEDENTED EVENTS

Despite a strong COVID-19 wave and the political coup, safe water services never stopped throughout the year.

## MADAGASCAR

**30,000** consumers  
**15** water kiosks and 1 large production unit



Local partners: Ranontsika & Colab

## VIETNAM

**14,000** consumers  
**1** large production unit



Local partner: O-We Water Vietnam

**80%** THE PERCENTAGE OF SELF-SUSTAINED OPERATING EXPENDITURES

Thanks to the expansion of both urban and rural services, as well as the development of laboratory services, the project is on track towards financial viability.

**1,500** THE NUMBER OF 20L BOTTLES THAT CAN BE PRODUCED DAILY

This represents more than 3 times the capacity of a rural water kiosk and required the revamp of all our operating procedures.





## IN FOCUS 1:

# REACHING THE MOST VULNERABLE

Poor access to a safe water supply can exacerbate other vulnerability factors, such as fragile economic situations, health issues or exposure to shock events. The purpose of 1001fontaines is to ensure vulnerable people can access safe drinking water at all times.

## REACHING THE POOREST HOUSEHOLDS WITH OUR SERVICES

### CAMBODIA

For the first time since the beginning of the pandemic, Cambodia was hit with a marked increase in COVID-19 cases during the second quarter of 2021. With partial lockdowns, travel restrictions and multiple factories and offices closing down, poor households were left with only limited options to guarantee their income.

In this situation, 1001fontaines and our local partner, Teuk Saat 1001, launched a program targeting ID Poor households, i.e. families living below the poverty threshold. In each commune where we have an operating water kiosk, 50 households were provided with a free 20L bottle and subsidized safe water refills for a period of three months, enabling them to access this essential service during the peak of the pandemic. **13,200+ households benefited from this program across the country.**



Mr. Chhoeung Chhan, First Deputy Chief, Pongro commune, Oddar Meanchey Province

*"As First Deputy Chief of Pongro, a commune of the Oddar Meanchey province, I was in charge of identifying the 50 households who could benefit from the COVID response program of Teuk Saat 1001. It really helped reduce the expenses of these vulnerable populations during the peak time of the pandemic, as they faced issues due to highly irregular income. I am very thankful to Teuk Saat 1001 for implementing this program."*

As an additional benefit, when the subsidies ended, a good proportion of the supported households decided to start purchasing water, showing that we had removed barriers to entry - both in terms of cost and perception - and **created a habit of consuming safe water.**

We will now monitor this service adoption, with a specific survey to be conducted early 2022. The objective will be to evaluate the percentage of households who are still frequent consumers of 1001fontaines water, and the reasons for drop-out of others.

These results will enable us to define a relevant strategy to ensure that more ID Poor households start drinking safe water.

## «HYDRATE, FEEL GREAT»: TACKLING SICKLE CELL ANEMIA THROUGH SAFE WATER

### MADAGASCAR

Sickle cell anemia is a serious hereditary blood disease affecting red blood cells. With 50 million people affected worldwide, it is the most common genetic disease globally. In Madagascar, 9% of the population is affected, placing sickle cell anemia as a major health issue in the country.

Dehydration is one of the factors which increases the risk of pain attacks and accelerating progression of the disease. Our local partner, Ranontsika, joined forces with the NGO LCDM, specialized in supporting sickle cell anemia patients. In 2021, they launched the "Hydrate, Feel Great" program, aimed at providing free safe drinking water to poor patients. **100 sickle cell patients in Tamatave are currently supported.**



Mother of Yerouan Hasiniaina TAN, Beneficiary of the "Hydrate, Feel Great" program

*"My son has not suffered from any acute pain crisis since he started drinking Ranontsika water. He drinks more frequently as he finds it much tastier than the previous water I used to give him."*



## PROVIDING WATER FOR WORKERS, AT FACTORY AND AT HOME

### VIETNAM

The suburbs of Ho Chi Minh City, where our local entity O-We Water is operating, host numerous industrial areas, and an estimated 7 million low-income workers and their families. Incomes typically sit below USD 8 per day, which for many people means essential services become inaccessible. With 90% of water jugs in the market presenting with high bacteriological contamination, poor workers are left with no solution to drink safe water.

In response, O-We Water developed a specific partnership program called “Water for Workers”. This turnkey initiative works with factories to provide safe water to their workers, both in the workplace and through deliveries to their homes, and by raising awareness of the importance of safe water.

“

Anh Nguyen Vô Duong Oai, Factory worker

*“I learned to check the quality of the water bottle during the O-We seminar. It helped me understand where water comes from, and what the contamination risks are. I discovered what’s behind O-We water and I’m happy to drink it every day at the office! Now, I pay more attention to how I select my water, and I am glad that my factory proposed to the employees a specific price for O-We. I will try it for my family.”*



Thanks to this program, 2,000 workers gained access to safe water at their factory and at home in 2021, and to date 50 people have been trained in the importance of safe water for health.

## ENSURING HEALTH AND CONTINUITY DURING A TWOFOLD CRISIS

### MYANMAR

While the COVID-19 situation had already brought severe difficulties to Myanmar in 2020, 2021 was far from an easier year. The virus continued to circulate actively, and the local situation became very uncertain politically as a result of a military coup in February 2021.

Our two existing water kiosk operations maintained their activity for the initial months with remote support from the project staff, working from home according to security protocols. With a “status quo” now in place, the project teams have been able to resume activities in the villages, and even managed to open a third water kiosk in December 2021. Local anchorage in the communities has been a strong factor in **resilience to external shocks**.

In addition to the coup, coronavirus was still circulating actively in the country in 2021. With an already fragile health system and hospitals partially paralyzed by the political crisis, Myanmar was strongly hit by the pandemic. Most of the local project team contracted COVID-19, with almost no access to medical facilities in Magway. 1001fontaines and NAG joined forces to ensure oxygen supplies and provision of basic hygiene materials.

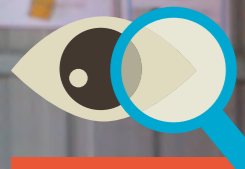
“

Aung Aung Oo, Field facilitator

*“2021 was a difficult year in Myanmar, and all of us had to learn how to operate in a tense and risky situation. Our main objective was to maintain all the water kiosks open so that communities could continue drinking safe water. We had to innovate due to the COVID-19 pandemic, with identification of focal points in each village where we could deliver the water without going from door to door. Awareness sessions and supply of health prevention materials helped a lot to have the population understand we were here to support them.*

*The political situation was obviously very complicated too. We could maintain dialogues with regional authorities, and managed to establish contacts with the required departments to continue operating the water kiosks and even open a third one.”*





## IN FOCUS 2:

## 1,001 JOBS IN THE FIELD



Empowering local people to manage projects, both at village and at national levels, is key to ensure the sustainability of water services, and their long-term impact. Job creation is a major component of the 1001fontaines actions, and we were proud to reach 1,001 people working for our programs worldwide in 2021.

### WORKING AT 1001FONTAINES: VOICES FROM THE FIELD



Mr. Jos Zafilaza, Academy Manager in Madagascar

*"My job is to ensure everyone has the required skills to operate a kiosk and sell safe water to communities. It is a huge responsibility, but the work is noble and decisive to enable people to live better lives thanks to safe water. I want Ranontsika to be synonymous with well-being, social fulfillment and health. All the methodologies and tools we provide to kiosk managers aim at achieving this goal, for the communities."*



Mr. Lint Myint, Entrepreneur in Myanmar

*"Before managing a water kiosk, I was a farmer, and sometimes a daily worker in order to increase my income. Now, I am an entrepreneur supporting water access in my native land. I can see my family, friends and other villagers having more respect for me, and I am very motivated to make this water kiosk a huge success."*

*Thanks to the support by the 1001fontaines team, I have already learnt a lot: how to treat water, how to perform financial management, how to communicate with consumers, how to increase sales - so many unexpected techniques!*

*I am looking forward to learning more methodologies and tips to make the activity sustainable and bring safe water to many more people in my village."*



Mr. Minh Vuong, Sales representative in Vietnam

*"I am now quite old in the water industry, and I can say that the O-We Water is really unique on the Vietnamese market. We are the only ones selling at the same quality level as major brands with a price for all budgets. Of course, all the retailers are here to make a profit and have existing partnerships with other water producers. But they also really like to participate in our social mission, and that is why they accept to sell O-We when I explain what we do."*

*I am proud to work for O-We because I feel I can contribute to the community's life and help them to stay healthy."*

## PROVIDING SKILLED SUPPORT TO WATER KIOSKS

### CAMBODIA

Building the capacities of entrepreneurs taking up the challenge of launching a water kiosk activity in their village is central to the 1001fontaines approach, thanks to our in-house training course, the Entrepreneur Academy. Through a set of training modules, newly selected entrepreneurs acquire all the necessary skills: sales and marketing, business management, water production, and entrepreneurship.

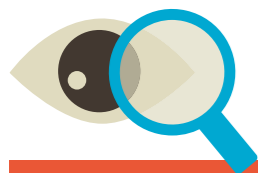
In 2021, we decided to move one step further, and replicate this approach for all staff working at Teuk Saat 1001, our partner organization in Cambodia. The "Black Belt program" was born, with the twofold ambition of honing the skills of employees to ensure they provide optimized support to entrepreneurs, and of building career paths within Teuk Saat 1001 to increase staff retention and motivate staff.



Yiev Yet, Regional Business Manager, Battambang

*"I participated in two Black Belt training sessions, and I am very fond of it! It makes all the team clearer about our responsibilities towards entrepreneurs, improves our competencies, and gives us more confidence that we can create a strong impact in the field. I want to go through all the modules in 2022, and I hope it will help me improve my leadership and management skills."*

All Teuk Saat 1001 staff will be certified in 2022, ensuring that entrepreneurs receiving high quality support.



## IN FOCUS 3:

# A HOLISTIC CONTRIBUTION TO THE UN SUSTAINABLE DEVELOPMENT GOALS

### BUILDING CLIMATE-RESILIENT SOLUTIONS

"In Madagascar, we sometimes face one storm per week for a month or more. At the end of 2021, the city of Tamatave was fully flooded, and people feared they would lack access to essential services such as safe drinking water. We had to produce many more jerricans than usual, with people queuing for hours in front of my kiosk. I am proud that we could continue serving them in such an extreme situation."

Ginot, Urban kiosk manager, Tamatave, Madagascar



### OPTIMIZING THE TREATMENT SOLUTION TO FIT LOCAL WATER RESOURCES

"1001fontaines chooses to be technology-agnostic, and selects the most appropriate solution for each country's context. We analyze the raw water quality and design a treatment solution that produces WHO-compliant drinking water while also considering energy consumption. This approach led us to a relatively basic design using gravity, filters, and UV sterilization in Cambodia, Myanmar, and Madagascar, and a more complex reverse osmosis solution in Vietnam, where pesticides and other contaminants are found in the water sources."

James Brinson, Senior Water Quality Expert, 1001fontaines



### CREATING SUSTAINABLE JOBS AT GRASSROOTS LEVEL

"I became an apprentice kiosk manager in early 2021, and I was quite worried about the challenge! But the Ranontsika team helped me gain the required skills, and now the everyday tasks have become routine. In the near future, I wish to improve my communication and selling skills to grow the kiosk's activity and acquire more expertise."

Fabrice, Kiosk manager, Analamalotra, Madagascar



### ENSURING ACCESS TO AFFORDABLE ESSENTIAL SERVICES

"I'm aware that drinking low price water every day can be risky for my health and my children's, but I've no real choice, I cannot afford more. The qualitative brands are way too expensive for us. With O-We, it is different: it is very professional, clean and it looks like they operate like the big brands but it remains really affordable and for all budgets."

Mrs Thao, Consumer, Ho Chi Minh City, Vietnam



### REDUCING THE RISK OF WATERBORNE DISEASES

"I have been drinking O-We water since the kiosk opened in March 2020, and I am happy to give it to my grand-children. Before, I used to collect rainwater and boil it before consumption. I noticed that I am less sick since I started drinking O-We. Sometimes I even use it for shower: I am 57, and my skin can get itchy because of the raw water coming from the pond. When it happens, I use O-We for a certain period of time, and it gives me relief."

Mrs. Huot Sothea, Consumer, Oddar Meanchey province, Cambodia



### DELIVERING FREE SAFE WATER TO SCHOOL CHILDREN

"The 1001fontaines Water in School program in the village is very important. The children recognize us in the village and sometimes they even come to see us. This year has not been easy and we are very proud to have been able to offer them this quality water because the needs are constantly increasing in schools."

Ms. Chavy Lun, Entrepreneur, Battambang province, Cambodia



## PROVIDING SAFELY MANAGED WATER SERVICES

900,000 people drinking water free from contamination every day

6 CLEAN WATER AND SANITATION



### EMPOWERING WOMEN TO GENERATE BEHAVIOR CHANGE

"I became an O-We Lady in December 2021, which means I work with the water kiosk entrepreneur to recruit new consumers. I mostly spend time with the families, listening to their behaviors and aspirations when it comes to fulfilling safe drinking water needs. I learned a lot on how to understand their day-to-day priorities in order to highlight the specific assets of O-We water that will convince them to drink it."

Working for the water kiosk is an opportunity for me to develop new skills and make a living from a mission that benefits my community's health - as a mother, this is what I value the most."

Sreng Vanna, O-We Lady, Kampong Siem province, Cambodia



### IMPLEMENTING CARBON-POSITIVE PROJECTS

"Implementing innovative solutions to improve access to safe water is part of the DNA of the Veolia Group, and is today one of its 18 multifaceted performance indicators. In 2021, the Veolia group signed a strategic partnership with 1001fontaines, Danone Communities and Accenture. Our collective target is to increase the impact of 1001fontaines in rural areas, by supporting the design and implementation of a new generation of water kiosks. They will be more autonomous, more modular, more digital and above all, will have a lower carbon footprint. We are glad that we won together the FASEP\* call for projects, whose funding will enable us to make this project a reality along with promising French companies."

Quitterie de la Villegeorges, Social Innovation project manager, Veolia

\*Initiative supported by the French government to fund low-carbon solutions and promote French technologies





## DELIVERING OUR SCALE-UP PLAN

In order to reach our 2030 ambition, 1001fontaines has set bold 2025 milestones to place the organization on track for large-scale growth:

- Double our footprint and reach 2 million consumers
- Bring 1 additional program to financial viability
- Launch 2 new pilot projects

If we are to achieve these targets, there are 4 keys areas in which we need to direct our efforts.

### MAKING THE SUPPORT HUB A REALITY

In 2021, 1001fontaines recruited a number of key positions for our organization, all of which were new roles. We are now pleased to introduce the following staff:



#### SALES AND MARKETING DIRECTOR

Anne-Sophie Lecointre provides direct coaching to in-country marketing teams and supports senior management in defining and executing the sales strategy.



#### SENIOR WATER QUALITY EXPERT

James Brinson works to optimize our technical solution, in order to guarantee water quality to the point of use through the most efficient system.



#### ADVOCACY AND M&E OFFICER

Eva Leneveu supports the public policy influence targets of 1001fontaines, and designs evaluation procedures to build evidence of impact, both at global and national levels.



#### FINANCIAL CONTROLLER

Axel Liber ensures timely reporting on operational and financial performance, deploying new tools across countries and consolidating data for analysis and decision making.

### ADVOCATING FOR SYSTEMS CHANGE

1001fontaines seeks to foster systemic impact through public policy influence. Our first main piece of work was prepared in 2021 as a joint initiative with other Cambodian water stakeholders: WaterAid Cambodia, KWSH, and GRET. This consortium of organizations researched and advocated for the need to focus on the complementarity of piped supply and bottled water kiosks to achieve universal access to safe water in Cambodia, and outlined key recommendations for the government to unlock the potential of these solutions.

[READ OUR POSITION PAPER](#)

This message is now being presented to local institutional stakeholders, and is also being promoted on the international stage, such as the 2021 World Water Week.

### GETTING READY FOR NEW GEOGRAPHIES

To build on our successful operations in 4 countries, 1001fontaines is looking at identifying new opportunities for growth. The ambition is to find high-potential projects, where the water kiosk model could rapidly scale.

In 2021, we decided to investigate the opportunity to replicate our model in Indonesia. With 1 in 3 people having to rely on unsafe water sources and 13% of the population living on less than US\$3.20 per day, the need for sustainable solutions which provide access to safe drinking water is clear. In collaboration with local stakeholders, 1001fontaines is analyzing whether our model can successfully transfer to the Indonesian context and be competitive in a market characterized by cheap, unsafe 20L water bottles.

This study will be finalized in 2022, and will also reflect on partnering with development players and large corporations as a means to enter new geographies.

### SECURING FUNDS THROUGH A NETWORK OF OFFICES

Financial partnerships are the fuel of any organization's growth, and 1001fontaines is expanding its circle of funders to ensure we raise the required finances. Our target is to secure USD 20million.

Our French headquarters now spearhead a network of fundraising offices. In Cambodia, Teuk Saat 1001 has an experienced partnerships team in place, managing local donors and consolidating reports for international partners. 1001fontaines Switzerland (launched in 2018) has grown as a self-sustained entity, successfully developing partnerships in the country.

Building upon these successes, we are pleased to announce the creation of 1001fontaines UK as a locally registered charity, which will act as a catalyst for fundraising, advocacy and academic partnerships.





# THANKS TO OUR PARTNERS

CREATING LONG-LASTING IMPACT IN THE FIELD AND DEMONSTRATING THE POTENTIAL OF AN INNOVATIVE MODEL COULD NOT HAVE BEEN DONE WITHOUT OUR PARTNERS AND SUPPORTERS.

We would like to thank each and every one of them for their trust and their many contributions to 1001fontaines over the years. It is they, who have made our 2021 achievements possible and we sincerely acknowledge our gratitude to all of them.



Elianna Sabbag, Deputy Director,  
IF International Foundation

«IF International Foundation works to build constructive partnerships based on mutual respect, honest dialogue, and flexible and responsive financial and technical assistance to enable our partners to achieve their goals. 1001fontaines shares this vision and has demonstrated their ability to respond to challenges and remain focused to deliver on their mission.»



Caroline PIQUEE-WARGNIES,  
Nuxe CSR Director

«NUXE is fully aware that access to safe drinking water is a growing stake globally. In line with our CSR strategy, we have been proud to support 1001fontaines since 2013. Their virtuous water kiosk model has enabled us to provide safe drinking water to 50,000+ people in Cambodia and Madagascar. Thanks to the availability and commitment of their teams, we also provided our staff with many opportunities to learn about their work and contribute.»



Sophie Robin, International Cooperation Program  
Director, Monaco Government

«The Government of the Principality of Monaco highly appreciates 1001fontaines' innovative approach to provide safely managed water services and improve people's health. We particularly value that they combine communities' involvement, sustainable jobs' creation through a viable business model, high standards of water quality and a strong culture of partnerships with the local stakeholders, including schools. All those elements are fundamental to a long-lasting impact, and are fully in line with the Monaco Cooperation strategy.»



Augustin Debiesse,  
Colam Impact President

«Alongside Danone Communities, Colam Impact decided to support 1001fontaines in Vietnam because we were highly convinced by their approach. The social impact generated by access to safe drinking water is very high, and the social business model ensures a fast scaling up reaching out to many vulnerable people. Supporting the team in Vietnam is a fascinating journey. Working in the suburbs of Ho Chi Minh City is complementary to what the organization has been doing in rural areas before. We strongly admire all the team's efforts in the field, always striving to achieve their social mission, even during the difficult COVID-19 times.»

## CAMBODIA

BNP PARIBAS  
CARIGEST S.A  
CARTIER PHILANTHROPY  
CHARITY WATER  
EMBASSY OF JAPAN  
EUROPEAN UNION  
FONDATION CHRISTOPHE ET RODOLPHE MERIEUX  
FONDATION PHILANTHROPIQUE PRIVÉE SUISSE  
FONDS DERVER  
FUNDAZIONE CESARINI  
GANESHA FOUNDATION  
MINISTRY OF ENVIRONMENT CAMBODIA  
STONE FAMILY FOUNDATION  
UNICEF CAMBODIA  
UTIL STIFTUNG  
VILLE DE PARIS

## MADAGASCAR

AGENCE FRANCAISE DE DEVELOPPEMENT  
CALINAUTO  
COOPERATION MONEGASQUE  
FLEURANCE NATURE  
NUXE

## VIETNAM

BITI's  
COLAM IMPACT  
DANONE COMMUNITIES  
QLM label markers  
SAITEX

## MYANMAR

FONDATION ALBERT AMON  
FONDATION CA INDOSUEZ  
IF INTERNATIONAL FOUNDATION  
UTIL STIFTUNG

## WATER IN SCHOOL

AIR LIQUIDE  
AMPLEGEST  
ANTIN INFRASTRUCTURE PARTNERS  
ARKEMA  
CAILLIAU DEDOUT & ASSOCIÉS  
COJEAN  
CULLIGAN FRANCE  
DANONE WATERS

DÄSTER-SCHILD STIFTUNG  
DIEHL METERING  
ETHIC DRINKS  
EY  
FONDATION CÉCILE BARBIER DE LA SERRE  
FONDATION MADELEINE  
FONDATION MÉRIEUX  
FONDATION RAM ACTIVE PHILANTHROPY  
FONDS OUREA  
FRIBOURG FOUNDATION FOR CHILDREN  
GIFFARD  
GREEN LEAVES EDUCATION FOUNDATION  
GROUPE FILATEX  
GROUPE ROUGNON  
FRIBOURG FOUNDATION FOR CHILDREN  
HARTMUT AND ILSE SCHNEIDER FOUNDATION FOR CHILDREN  
INTERMARCHÉ  
ISOTONER  
J&K WONDERLAND STIFTUNG  
LIGHTHOUSE FOUNDATION  
LIL CHARITY CLUB  
LOMBARD INTERNATIONAL  
MAZARS  
MICRODON  
MAZARS  
MICRODON  
MONDISAN STIFTUNG  
OLIVER WYMAN  
OPTEVEN  
PAYGREEN  
PING & AMY CHAO FAMILY FOUNDATION  
QWETCH  
RAM ACTIVE PHILANTHROPY  
REMY COINTREAU  
RHW-STIFTUNG  
SOPARCIF  
STAVROS NIARCHOS  
THE INDEX FOUNDATION  
UELI SCHLAGETER STIFTUNG

## STRATEGIC DEPLOYMENT

ACCENTURE  
DOVETAIL IMPACT FOUNDATION  
FONDATION ARCEAL  
IF  
USAID DIV  
VITOL FOUNDATION



# FINANCIAL STATEMENTS

JANUARY 1ST, 2021 – DECEMBER 31ST, 2021

## ANNUAL EXPENDITURE ACCOUNTS (EUROS)

Fiscal year	2021 (€)		2020 (€)	
<b>RESSOURCES</b>				
1. DONATIONS FROM INDIVIDUALS	396,736	14%	385,938	17%
2. PRIVATE GRANTS & CONTRACTS	1,948,597	69%	1,574,010	70%
3. GOVERNMENT GRANTS & FUNDING	272,967	10%	281,045	13%
<b>I. TOTAL</b>	<b>2,834,030</b>	<b>100%</b>	<b>2,240,994</b>	<b>100%</b>
II. REVERSAL OF PROVISIONS				
III. CARRYOVER OF UNUSED RESOURCES FROM PREVIOUS YEARS	215,730			
<b>IV. FISCAL YEAR DEFICIT</b>				

Fiscal year	2021 (€)		2020 (€)	
<b>EXPENSES</b>				
1. SOCIAL PROGRAMS	1,427,829	77%	1,581,395	79%
1.1 In France				
1.2 International	1,427,829	77%	1,581,395	79%
Cambodia	941,140	51%	1,212,611	60%
Madagascar	70,869	4%	132,111	7%
Myanmar	86,343	5%	132,742	7%
Support and scale	329,477	18%	103,931	5%
2. FUNDRAISING COSTS	304,511	16%	298,475	15%
2.1. Private grants	193,076	10%	202,576	10%
2.2. Other	111,435	6%	95,900	5%
3. MANAGEMENT AND ADMINISTRATION	126,645	7%	131,917	7%
<b>I. TOTAL OPERATING EXPENSES</b>	<b>1,858,985</b>	<b>100%</b>	<b>2,011,787</b>	<b>100%</b>
II. CHARGES FOR PROVISIONS				
III. INCOME TAX				
IV. COMMITMENT TO CARRY OUT ON ALLOCATED RESOURCES	781,928		215,730	
<b>V. TOTAL EXPENSES</b>	<b>2,640,912</b>		<b>2,227,517</b>	
<b>VI. FISCAL YEAR SURPLUS</b>	<b>193,118</b>		<b>13,477</b>	

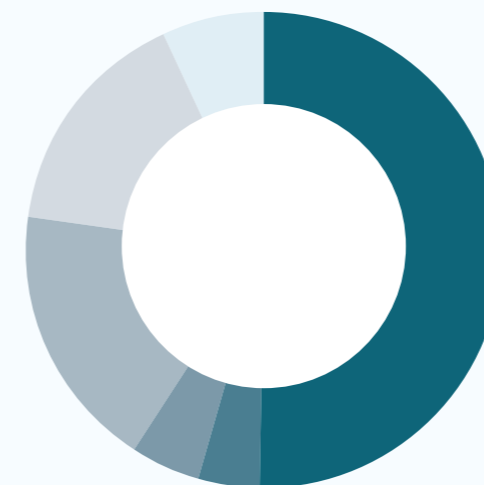
## ALLOCATION OF RESSOURCES

During the fiscal year 2021, the operating expenditures reached €1,900k, which corresponds to a decrease of 8% compared to the 2020 fiscal year. In addition, €782k of allocated funds were collected in 2021 for 2022 operations. Overall, the fiscal year ended with a surplus of €193k.

### COLLECTED RESOURCES

In 2021, €2,800k were raised. A 26% increase mostly due to grants secured from private foundations.

## ALLOCATION OF EXPENDITURES



- 51% Cambodia
- 4% Madagascar
- 5% Myanmar
- 17% Others - social missions
- 16% Fundraising expenditures
- 7% Admin & Overheads

### STAFF

By December 31st, 2021, the association was employing 7 staff members including 5 based in France.

The percentage of expenditures allocated to social purpose is 77%.

Like the previous years, social purpose in Cambodia continued to absorb the majority of the budget, which accounted for 51% of the total expenditure this year (€941k). This amount enabled to fund the water kiosk deployment in new villages, the pursuit of the Water in School program as well as capacity building and innovation projects.

The Madagascar and Myanmar programs expenditures reached €71k and €86k, decreasing compared to the previous year. This can be explained by the ongoing consolidation in Madagascar, not involving any budget for new kiosk opening, and the delays faced in Myanmar because of the sanitary crisis.

The remaining social purpose (€309k) include the support given by 1001fontaines to the operations (finance control, water quality expertise, social marketing, advocacy) and business development expenses to prepare new program launching.

Operating costs remained under control, representing 7% of the total expenditure in 2021 (€127k). Fundraising costs are relatively higher, representing 16% of expenditure. This is due to ongoing efforts in securing new partnerships to finance 1001fontaines growth.

## BUDGET 2022

The budget for the 2022 fiscal year is as indicated:

Project	Budget 2022* (k€)	
<b>CAMBODIA</b>	<b>2 450</b>	<b>63%</b>
Kiosks deployment	1 040	27%
School program	530	14%
Transformation plan (kiosk 2.0, Sales boost, O-We Ladies...)	880	23%
<b>MYANMAR</b>	<b>100</b>	<b>3%</b>
<b>MADAGASCAR</b>	<b>200</b>	<b>5%</b>
<b>SUPPORT TO OPERATIONS</b>	<b>540</b>	<b>14%</b>
Operational hub	250	6%
Business development	200	5%
Advocacy	90	2%
<b>OVERHEADS</b>	<b>610</b>	<b>16%</b>
Fundraising	490	13%
Admin	120	3%
<b>TOTAL (excluding Vietnam project)</b>	<b>3 900</b>	<b>100%</b>
<b>VIETNAM</b>	<b>345</b>	
<b>TOTAL (yc Vietnam)</b>	<b>4 245</b>	



**1001fontaines**  
**21 rue Saint-Fiacre - 75002 Paris, France**  
**CEO: Julien Ancele**  
**[contact@1001fontaines.com](mailto:contact@1001fontaines.com)**

1001fontaines SUISSE  
Chairwoman: Anne-Christine Bervillé  
[suisse@1001fontaines.com](mailto:suisse@1001fontaines.com)

1001fontaines UK  
Chairwoman: Rosemary O'Mahony  
[ro.omahony@1001fontaines.com](mailto:ro.omahony@1001fontaines.com)

Graphic design: [www.lucileferroussier.com](http://www.lucileferroussier.com)

[1001fontaines.org](http://1001fontaines.org)