



**WATER
ACCESS
RWANDA**

ANNUAL REPORT

**20
21**

**20
22**



www.warwanda.com

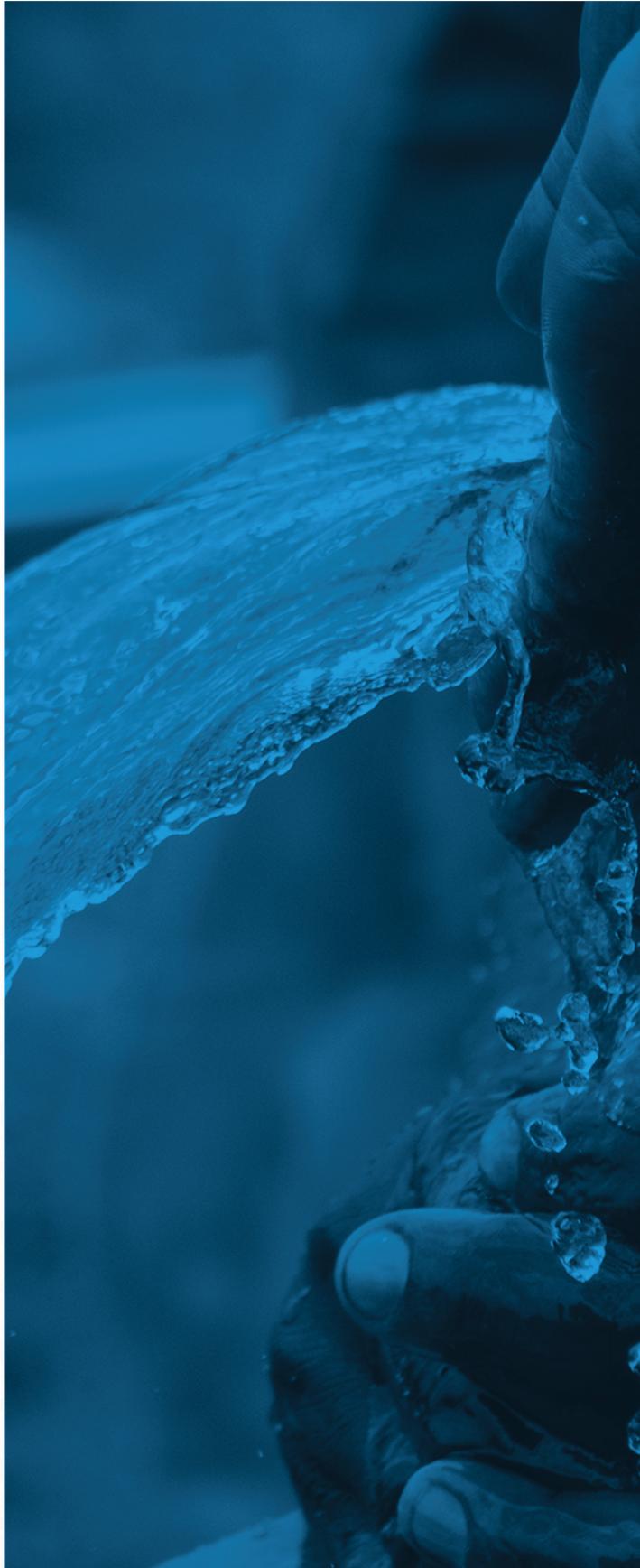


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The wind beneath our wings.

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A NOTE FROM THE FOUNDER



2020 was all about surviving while we predicted a 2021 where we would thrive once again. But if there is one big lesson I learned over 2021, it is that there is no getting back to business-as-usual in a pandemic. We had to adapt and, in some cases, permanently change how we do business.

Despite the diligent and good effort by the team, the year brought on its own set of challenges, slowing down our growth and limiting our impact in ways we hoped would be left to the prior year. 2021 offered supply chain challenges, increased prices, and unpredictable planning due to the chance of a lockdown. Covid19 was relentless and so our response had to be.

In 2021 was when the world came through for social entrepreneurs. The previous year, we received a lot of commitments from funders, but most of them weren't able to disburse any support until 2021. We essentially recovered off the generosity of people and institutions near and far that came to the rescue of social enterprises. It was clear by March 2021 that all funders had committed to not let impact die. So, we rose once more and started to plan ahead.

Our partners at Segal Family Foundation for example extended to us an early disbursement on their grant, which allowed us to secure some critical supplies before the backlog became heavy. Through the Global Good Fund Fellowship, I maintained a clear head as a leader with the support of my mentor, not letting the current challenge obstruct the view of where we were still heading. I did an initial trip to suppliers in Dubai which showed me the potential of saving if we could purchase in bulk from manufacturers and factory outlets.

We were blessed with admissions into the Rainer Arnold Fellowship (Mulago Foundation) focused on scaling our INUMA™ Community water grids, won a Grand Challenge Africa grant to become better at upgrading INUMA™ mini-grids. The King Baudouin Foundation also joined our list of partners, focusing on helping us transition INUMA™ to scale.

We received matching funds from EEPAfrica to develop our new IJABO solution and we were honored to win the Queen's Point of Light Award, which shone a much-needed light on our work and the impact we have so far achieved. Last but not least, a group of 40 parents and their kids spent a week with us in Rwanda building a new INUMA™ mini-grid for a community. This was a special community that had received a handpump from us in 2015, and thus this intervention represented a full circle of our interventions, from handpumps to piped water.

With support from the Rwandan Water Board, we were able to pilot and measure the potential of our new amazi.rw solutions to increase the quantity of harvested rainwater and our pilot concluded showing more than what we had expected: this product can indeed highly impact people's lives. This and the Ministry of Youth's Resilience Fund, gave us the best year of collaboration with the government of Rwanda.

As we stand at the end of 2021 and look into 2022, I am amazed at how much more we can do. Although scared by how much harder everything seems, I am refreshed to notice the capable young men and women who have made Water Access Rwanda their work home and taken our mission personal. **Nothing can stop us.**



WE ARE NOT ALONE IN THIS JOURNEY; WE THANK OUR PARTNERS...



For providing leadership development for our Managing Director



For providing us with mentorship and \$100,000 as catalyst fund to support INUMA™



For awarding us via Grand Challenge Africa \$120,000 –to upgrade 5 mini-grids and support 150 private connections



For providing \$15,000 to support the construction of one mini-grid and bringing 40 parents and kids all the way to Kigali to work with us.



For awarding us a matching grant of Euro 204,501 to run the Ijabo pilot project



For awarding us via their Business Partnership Facility: Euro 200,000 to- support INUMA transition to scale



For spending with us RWF102,362,055 to construct 5 new mini-grids in 2021 for communities in Nyarugenge district.



For supporting the creation of 5 new mini-grids, financing of households and installation of carbon filters to improve taste at INUMA™ points.



For providing us RWF 5 Million as COVID19 relief fund



For renewing their commitment with a 2-year grant of \$ 120,000 to support our mission to get safe water to more people.



For co-financing the piloting and launch of the amazi.rw project and providing RWF 40Mn in available subsidies for households in Nyabugogo catchment.



For increasing the number of water points order water for climate in 2022



THE WATER CRISIS

386 MILLION AFRICANS DO NOT HAVE BASIC ACCESS TO WATER

84% of them live in rural areas.
Women are losing 200 million hours per day walking for water.

554 million rural africans do not have piped water on premise, meaning they have to walk for it, approximately 700 million africans do not access water that is free from contamination.

The average african consumes less than the recommended WHO minimum (50L per day), far below developed country averages of 250L.

Source: - Washdata.org | 2020 data
- UNESCO
- UNICEF



WATER HARVESTING & PRODUCTIVE USAGE REMAIN VERY LOW

<6 % of African arable land is irrigated. Even within irrigated land, hillside irrigation is still very low.

Rainwater is not adequately used and becomes a source of issues (floods) when it could be a source of safe water.

Only about **1.6%** of Rwandan arable land is irrigated.



OUR HIGH LEVEL IMPACT

We now have 83,948 active Users across 545 waterpoints in Rwanda. These users enjoy an increasingly better standard of life given ease of accessing safe water.

We have offset 70,716 tCO₂e- from our water for climate project (40,481 of which in 2021).

We created 82 full time job within the company, 49% going to female employees.

We financed our customers with 12-months payment plans at 0% interest. A total of RWF 35,712,160 was given to 217 INUMA™ customers, RWF 4,007,000 was given to 10 amazi.rw customers, and RWF 26,500,179 was given to 4 UHIRA customers.



Safely managed: is safe drinking water that is accessible in 0M. This is for the house connections (INUMA private) and amazi users.

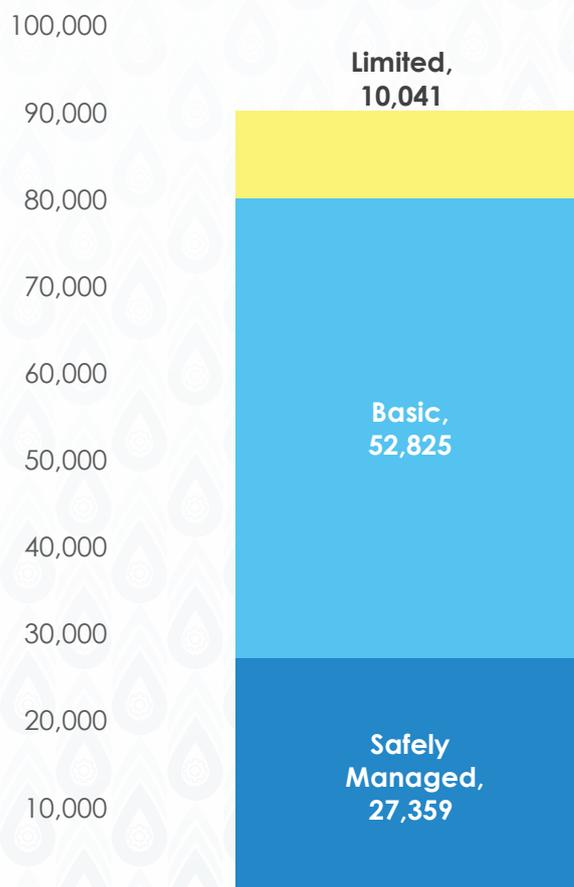
Basic: Drinking water from the improved source, the water collection time is not more than 30 minutes for the trip and waiting.

Limited: Drinking water from an improved source for which water collection time exceeds 30 minutes for a trip and waiting.

Unimproved: Drinking water from unprotected water sources.

Surface water: Drinking water directly from rivers, dams, lakes, ponds, streams, or irrigation channels.

Cumulative Numbers of Users on SDG6 Ladder





MISSION

Be a self-sustained enterprise employing young people as solution providers in the water sector.

MOTTO

Provide simple, affordable and durable water solutions fit for every situation and every budget.

VISION

Revolutionize the water industry in Rwanda by providing simple, reliable and affordable clean water solutions.

We propose triple-bottom line solutions to the water crisis where users can access safe water in a way that impacts the planet positively while being sustainable and profit-generating.

Our over-arching model is to grow users from accessing surface water or from broken handpumps to eventually accessing safe water from the comfort of their homes.



We do this through 4 products: > INUMA
> VOMA
> UHIRA
> AMAZI

JUST 9.2 DAYS

The time it takes us to establish a new water kiosk



INUMA™ creates a safe water mini-grid that delivers piped safe water to communities at only \$1/1,000L

Each INUMA™ is extremely quick to establish and can satisfy the water demands of 1,500 people as per WHO Standards.

INUMA™ is unique in that it allows rural households the possibility to access piped safe water in their homes. Making piped water no longer an urban luxury but a right for all.

OUR CURRENT REACH

31

Mini-grids of which 7 were added in 2021

48 KWh

Solar wattage capacity at all our mini-grids.

101 Million

Liters of safe water sold at our mini-grids

329

Privately connected households and schools of which 137 were connected in 2021

9.8%

Utilization of water as compared to the full capacity of our mini-grids. This shows the reduced usage of water during the pandemic.

RWF165,334

Average financing given to household to access INUMA™ water at home. The financing is offered for 12 months at a 0% interest rate.



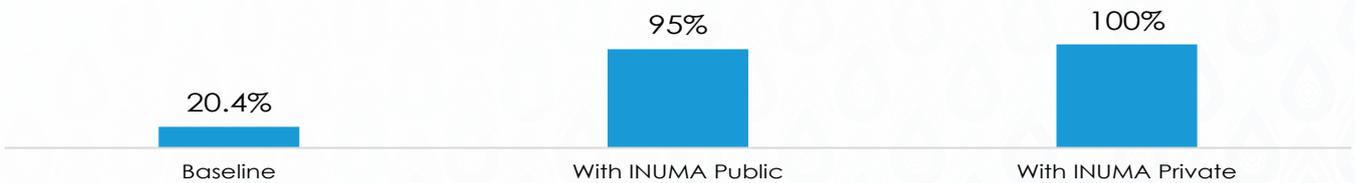
INUMA™

IMPACT ON OUR USERS

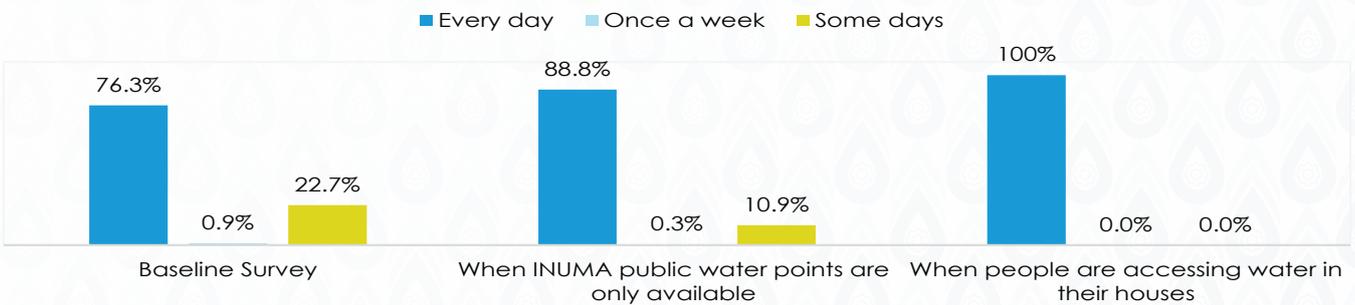


Through our ongoing impact monitoring surveys, we noted that our water was very affordable to users, resulting in less sickness and more time savings for women especially.

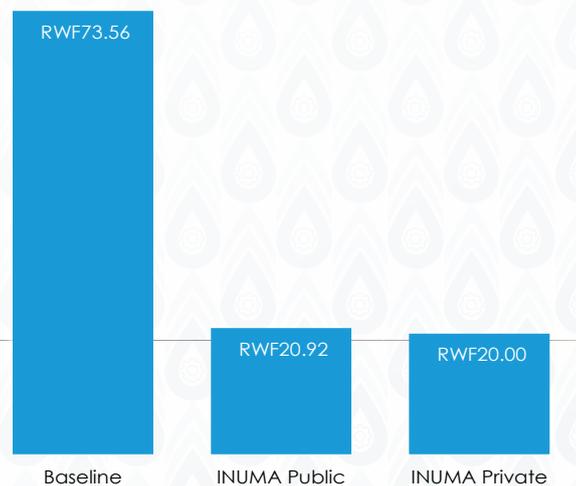
Impact on Health : Family who report not suffering from water-borne diseases (e.g., cholera, diarrhea, typhoid fever, or Hepatitis A/E)



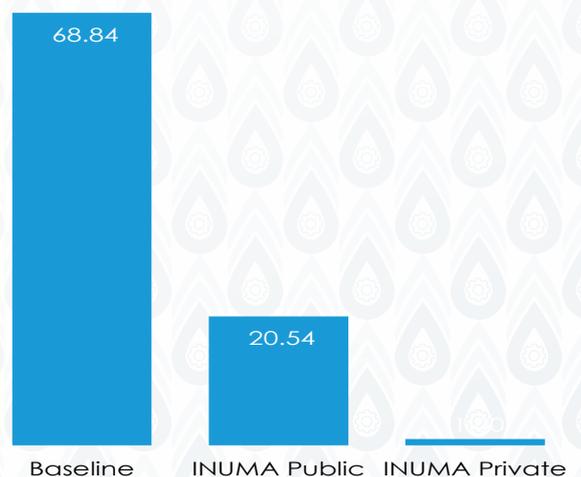
Impact on Hygiene : Times family bathe each week



Impact on money spent on one 20L jerrican of water



Impact on Time : Time to walk to a water point, wait and return home





We are resuming our Transition to Scale Plans in 2022 by undertaking the following activities:

-  Finalizing our community selection criteria to prioritize communities where we will have the most impact.
-  Buying in bulk and getting started on pre-fabrication in order to reduce cost by 30% and field time by 50%.
-  Registering all our water points under a carbon credit program to properly report and certify all our climate impact while better subsidizing poorer users through recurring revenue from Carbon Credit.
-  Mapping all districts in Rwanda and doing initial surveys to have a clear map of our interventions.



INUMA™

TESTIMONIES FROM OUR USERS



“Kuba mbasha kubona aamzi meza hafi yanjye biranshimisha bikanamfasha” **Being able to access clean water near me makes me happy and is very useful to me.** – Shyaka Innocent



“Nkunda aya mazi, nifuriza abantu bose kuba bayakoresha” **I love this water, I wish all people to access it.** – Munezero Ange



“Numva ntekanye iyo nkoresha aya mazi. Ni meza kandi ntago ahenze. Abayazanye ndabashima” **I feel safe using this water. It is clean and not expensive. I thank those who brought it to us.** – Kanyandekwe Emile



Inuma yaratworohereje gukora urugendo runini tujya kuvoma – **INUMA has made life easier. We no longer walk a long-distance fetching water.** Kuradusenge Jeannette



“Iranyorahereza mu kubona amazi,” **makes it easy to obtain water.** Mukamuhigirwa Christine



INUMA is water that helped us not affected by water-borne diseases because that water is purified - Sayinzoga Jean Pierre





- Amazi.rw is a full rain to tap system that empowers households, schools, and restaurants to harvest, purify and use their rain water throughout the home.
- Amazi.rw is meant to impact both people and planet through increase water security and reduced run-offs/floodings.
- To make it more affordable, amazi.rw also features the 20L baketi system which only costs RWF 45,000 (around USD 45).

OUR CURRENT REACH

18

Full rain to tap systems (11 installed in 2021)

14,422

Users of a Water Access Rwanda filter system

218

Affordable BAKETI water systems

43.44m³/hour

Installed water purification capacity across our users.

404 m³

Installed rain water harvesting capacity at all our users.



amazi.rw

IMPACT ON OUR USERS

As per the pilot result, we noted that our water resulted in savings on water expenditure, increased water storage capacity and increased water security.

61%

Average savings per household
(From RWF21,165 to RWF8,338)

Trust in drinking rainwater was
increased

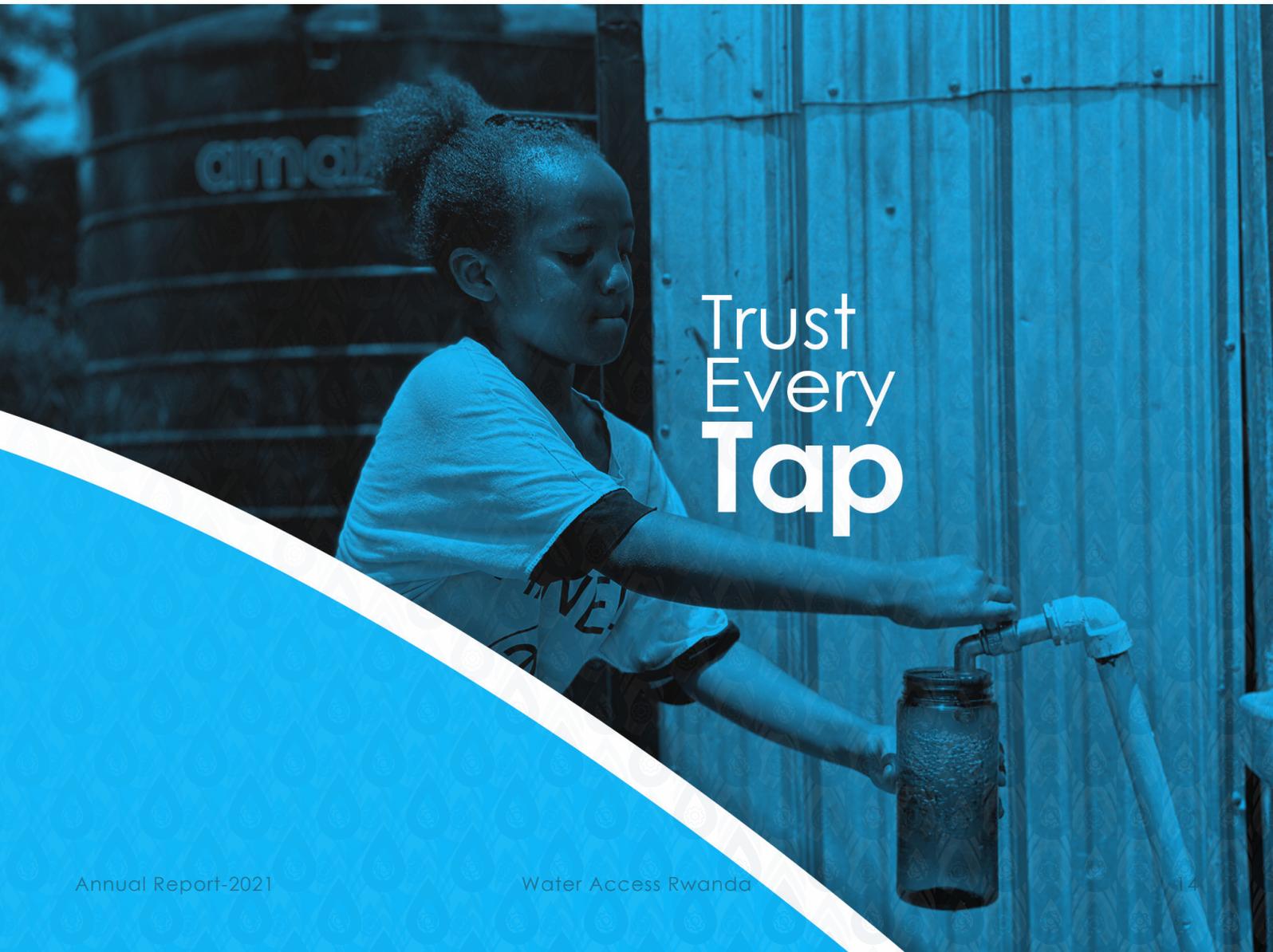
from 0% to 80%

71%

Average savings per school (From
RWF1,050,000 to RWF300,000)

The trust of using rain-water in cooking
was increased

from 33% to 100%



Trust Every Tap



amazi.rw

STORIES FROM OUR USERS



Kigali Christian School is committed to creating a safe and conducive environment for their students to learn well. In 2017, before we upgraded our filtration systems offering for schools, they initially bought a few Baketi Filters for dining halls and classrooms. When we piloted our Amazi.rw rain to tap systems in 2020, they were high up on our list and we integrated them into the pilot.

The pilot was at their Kigali campus, and they experienced with us just how transformative an amazi.rw system can be. Their water bills reduced massively, and they finally had enough safe water for everyone. As soon as the pilot was concluded, they asked us to install the system at their second campus in Rwamagana.

Through them, 1,000+ students now have GREAT access to drinking water and a lot of parents are sleeping more at ease.

Only 63.82% of Rwanda's schools **have** basic drinking water.



Stafford & Family Coffee Brewers is wildly famous for being an oasis of goodness on the road. Their restrooms are amazingly equipped, and they are open at 5 am to serve those on early road trips. Since January 2022, they will be using one of our Amazi systems. Our team was excited to work with them as they have such high standards of sanitation: we are proud to have made it easier for them to access and treat their water.

The founder, Stafford confirms that our Amazi.rw system plays a big part in being able to offer this standard. He most appreciates the assurance that his customers are always provided with safe food and beverages. He as well as appreciates the close relationship he shares with our Amazi.rw agents and Water Warriors.

A big bonus for Stafford is the UV purification technology that ensures no chlorine needs to be added to the water as this could adulterate the taste of their coffee beverages. But with our system, they are enjoying great water and using it to keep the authentic taste of one of the best coffees you will ever taste at 5 am!

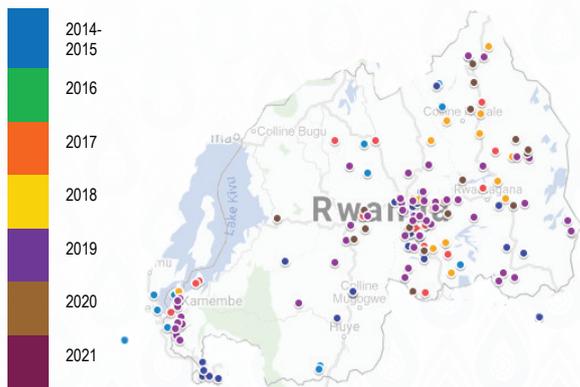
In 2022, we are planning to

- /// get restaurants and businesses connected with amazi.rw
- /// Distribute more than 200 units in the Nyabugogo Catchment
- /// Launch Amazi for Schools, a project through which we intend to service all Rwandan schools with safe water under the VOMA umbrella

- With UHIRA we want to facilitate farmers and off-grid operations to have access to water through out the whole year.
- We remove uncertainty from finding groundwater by conducting surveys.
- We drill using both the most capable and the most affordable drilling tools.
- We finance our customers with easy payment plans.

OUR CURRENT REACH

GEOPHYSICAL SURVEY MAP



28

New Boreholes
Rehabilitated

11.3

Days Average
Drilling Time

48

New Boreholes
Drilling in
Rwanda

96%

Survey
Accuracy

GEOPHYSICAL SURVEY MAP





Uhira

IMPACT ON FARMERS AND COMMUNITIES

642

Ha irrigated

7,023

Animals watered



La galope Rwanda is a Rwandan NGO that hired Water Access Rwanda to construct a water point for 50 women rice farmers in Kamonyi District, about 60km south of Kigali City. Destined for the women farmers, the water point has allowed the whole village of Buhoro to access clean water.

“ For many years we were drinking the water from the Kayumbu swamp. This was contaminated with chemical fertilizers used in the farming of the rice. With this water point, we will be spared diarrhea as well as other serious diseases like cancers.” said Kansime Jeannette, mother of 3 whose youngest son often complained of stomach aches.

For Mukamanzi Claudette, a lady in her fifties, the swamp water represented real danger for the hundred families in the village. “We had to boil this water before usage, but even then when boiled, a greenish foam would appear in the casserole. We had drunk this water for many years, it is by God’s grace that we survived to this day”

Safari Byuma, the Executive Secretary of La Galope reports that the drilling was initially done to support the women farmer’s resilience to climate change. He salutes the women farmer’s cooperative on their initiative to make the water available to the whole community.

With our financing, La Galope was able to keep up with donor disbursement for the system construction.

As we begin 2022, we have some existing news:

- 🔩 We have a new equipment for geophysical surveys. The GEA24 is a compact-sized 24-channel seismograph. It is suitable for refraction, seismic tomography, downhole, cross hole, VS30, MASW, Shallow reflection applications. This will improve our seismic surveying capacity.
- 🔩 We are piloting IJABO which will help us reach smaller farmers with our uphill irrigation systems. This project is expected to irrigate 60ha, and reach over 125 farmers.



- With VOMA, we bring our expertise in building strong community relations, surveying and monitoring to respond to a multitude of unusual projects that seek to provide increased access to water to people through a more holistic approach.
- With Water for Climate, a project under VOMA, we rehabilitate broken and often abandoned handpumps, repair them and provide them ongoing care and maintenance through monthly preventive care visits, as needed re-active care and quarterly water quality monitoring. When handpumps can reach a bigger user base, we upgrade them into NANOs and INUMA™ water points.

OUR CURRENT REACH

117

Wash Committees created (18 added in 2021) with strong female and youth leadership

19,317

People trained in Water, Sanitation and Hygiene knowledge and practices.

697

Community thought leaders empowered to be trainers of their communities.

66

Number of maintained water points under Water for Climate

44

Rehabilitated boreholes

6

Upgraded boreholes



40,481

Offset Tons of CO₂e- in the course of 2021 via the Water for Climate project.

93%

Of households perceived less often incidence of water borne diseases like cholera, diarrhea, typhoid fever or Hepatitis A/E since the start of the project

93%

Of women perceived spending less time in collecting water since the project began.

80.5%

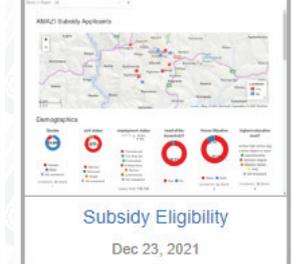
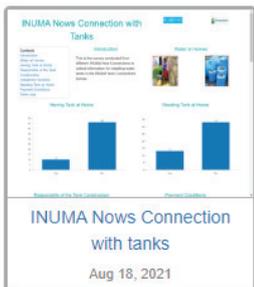
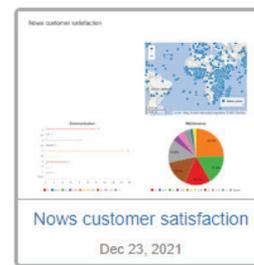
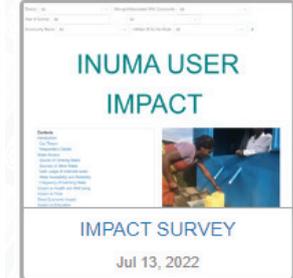
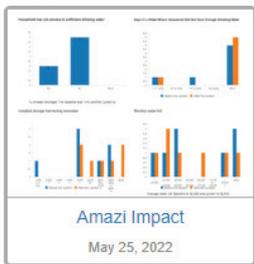
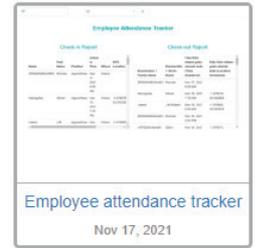
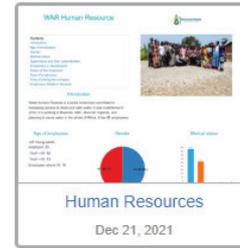
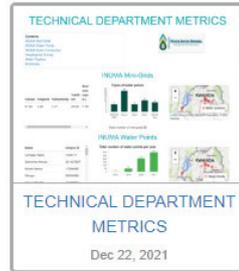
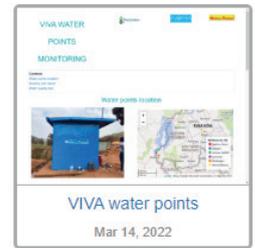
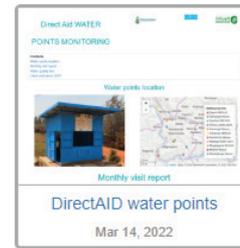
Of women perceived spending less time in collecting wood or other cooking since the project began.

In 2022, we are planning to

-  Register all our water points in carbon credits that will be certified by the gold standard.
-  Launch Amazi for Schools, a project through which we intend to service all Rwandan schools with safe water and add in a carbon credit component to finance

Data Integrity and Monitoring

We continue to keep a culture of data integrity and monitoring of multiple parameters to inform the results and impact of our work.





WASH TRAINING

2021 WASH TRAINING UPDATE

152

Trained trainers

1,303

People trained

2,635

Wash retrained

18

Committees



OUR STORY SPREAD FAR AND WIDE BEYOND THE PHYSICAL BOUNDARIES BROUGHT ON BY COVID-19

The New Times

- 1. Queen Elizabeth awards Rwandan entrepreneur
- 2. Youth tipped on green innovations
- 3. Should managers consider offering paid internships?



Christelle Kwizera yahawe igihembo n'Umwamikazi w'u Bwongereza



Future 50 rising leaders



Spotlight: Water Access Rwanda



Alumni Update - Christelle Kwizera.



Career Christelle Kwizera Water, A source of employment for young people



Women's Giving Circle Highlights



Christelle Kwizera, l'entrepreneure qui fait couler l'eau potable au Rwanda !

Followers: 1,360
Engagement: 6,317
Impressions: 128,534

Followers: 680
Engagement: 47%
Reach: 49,912

Followers: 1,080
Engagement: 68.3%
Reach: 101,183

Followers: 2,372
Engagement: 8.64%
Impressions: 44,490

TV/Radio and Conferences





OUR WATER WARRIORS ARE TRAILBLAZING

This one summer mentorship and Internship program is targeted at current university students who wish to have a social impact with their careers. It is an immersive program that exposes students to the realities of working in the development field while developing valuable professional and social skills through interaction with WARwanda staff and participation in regular office activities.



Claudette Igiraneza completed her Masters at the University of Edinburgh and started work as a Health Industry Analyst. She cofounded Solace for Somaligirls, an organization fighting FGM in Somaliland, and used her voice on social media to fight the kafala system.



Christian Habimana has graduated in Aviation Maintenance from the University of the District of Columbia and is now an Aircraft Mechanic with PSA Airlines. He will soon be a father and a pilot.



Axella Umehoza recently got a Mastercard Foundation scholarship to pursue her University studies at USIU-Africa in Pharmacy.



Winnie Didine Ineza Plans to continue her university studies in Business Management. She assisted the company's sales team and the INUMA™. Answering hundreds of phone calls and handling multiple water sale transactions every single day.



Kevin Shimwa Gakuba is currently pursuing Bachelor of Medicine & Surgery/Masters in Global Health.



Gloria Cyuzuzo Usanase Usanase found love and celebrated it through the song "Ni Wowe" released in 2022, sharing her angelic voice with the world. She continues her medical studies while working on a pure classical music show to improve love of classical music in Rwanda.



Scovia Annaise Uwizeye Kambabazi Plans to continue her studies in Computer Sciences and major in Business. She has been assisting the company's sales team, taking a lead on many sales deals and taking home the highest bonuses at each months' end.



TRAININGS

As always, we kept busy with our professional development. The whole team participated in self-improvement programs, guided trainings, mentorships and professional courses.

- Business Intelligence and Data Analytics - 1 team member obtained the BIDA™ certification and 3 more are enrolled.
- Excel – Majority of team members are now at intermediate excel working their way to advanced.
- Unlock Impact - 3 team members successfully completed the Unlock Impact Training, with Chazale Nkundabagenzi winning the Follows Through award.
- BPN – we participated to multiple BPN trainings.
- SOAR training and Retreat – the company had a few strategic retreats including one where the team came up with a SOAR internal analysis of the company to guide our new strategic planning.
- Hydrogeology Training – Most team members got trained and re-trained in the basics of hydrogeology
- Indian Mark II maintenance, Repair and Rehabilitation training for 15 team members.
- BDO East Africa Regional IFRS Webinars attended by our Finance Team.
- Finance Management Seminar



Our Team

Celebrating a resilient workforce and amazing partners



OUR VALUES: FAITH

FELEXIBILITY

- We will accept changes with joy and bring creativity and innovation in handling obstacles. We recognize the uniqueness of each situation and the value of unity in handling anything.

ADVOCACY

- We will be our customer's strongest advocate and actively plead for clean water as a basic right arguing against all and anything that would set us backwards.

INTEGRITY

- We will be persons of integrity with sound morals and ethical principles. Holding steadfast to our values in small, and in big, in pleasure and in pain.

TRAINING

- We will constantly look for opportunities to get better, investing in our growth, and take advantage of every learning opportunity, **particularly** failure.

HASTE

- We will maintain a bias to action, recognizing the urgency of getting safe water to everyone.



82 employees
49% Women
30 Average Age



BLOG HIGHLIGHTS

Amazing blogs written by our staff members posted on our website.

Check them out and share



Thriving For Customers' Loyalty

"The key is when a customer walks away, thinking, 'wow, I love doing business with them, and I want to tell others about the experience.'..."

*By Sylvie Isugi Remezo
INUMA CRM Officer*



Finding Your Voice and Using It for Good.

Since 2019, I oversee Impact and Quality Control in Water Access Rwanda. I joined Water Access Rwanda after graduating. At the time, what...

*By Aureore Iragena
Impact and Quality Controller*



We can't stay far from our clients, we Serve life (Water)

COVID-19 has been a challenge to many companies. Some are closed, others are still in survival mode. People lost their jobs and their...

*By Angelique Mukankusi
INUMA Operations Manager*



Supervising The Field from The Couch: Lessons from Leading a Tech Team...

COVID-19 has been devastating. It has brutally affected the day-to-day habits across the world. In the beginning when I first heard of...

*By Christian Hirwa
CTO*



RAINWATER AND LIFE

Rain. A natural aspect is used if it has fallen upon the earth. The desire increases for people to collect rainwater and use it resulting...

*By Denyse Uwimana
Finance Assistant*



The Power of Partnership

Inauguration of Gahamba water point, in Partnership with DirectAid Rwanda - Nyarugenge District. Alone we can do so little; together we...

*By Chazale nkundabagenzi
Partnerships and Development Sr.Officer*



BOARD OF DIRECTORS



Yves Iradukunda
Chair



Gayatri Datar
Member



Daphrose Nyirasafali
Member



Andre Ndejuru
Member

Audit Committee

Governance Committee

SENIOR MANAGEMENT



Christelle Kwizera
Managing Director



Christian Hirwa
CTO



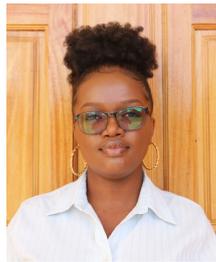
Joseph Njuguna
Finance Director



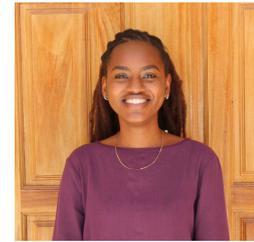
SENIOR OFFICERS



Maureen kayijuka
Sr. Accountant



Esther Mukeshimana
Sr. Operations Officer



Chazale Nkundabagenzi
Sr. Partnership and
Development Officer

OPERATIONS



Eric Dukundane
IT System & Design



Missy Olivia Ngabire
Executive Assistant



Angelique Mukankusi
INUMA Ops Manager



Sylvie Remezo Isugi
INUMA CRM Officer

INUMA™

TECHNICAL



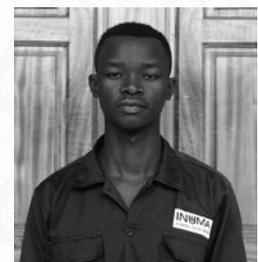
Emmanuel Habimana
Team leader-Driller



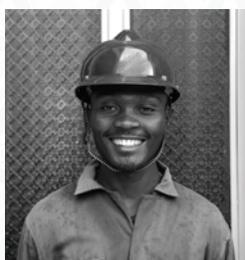
Christian Bondeye
Team leader-Driller



Pascal Byishimo
Maintenance
Technician



Emile Rugero
Drilling Technician



**Calliope
Dusabeyezu**
Drilling Technician



Didier Manishimwe
Maintenance and
Production officer



TECHNICAL TEAM



Jean Damascene Habimana
Production Manager



Delphine Aime Uwase
Maintenance Manager



Chimene Murorunkwere
CTO Assistant



Edgar Umuhoza
Technical operations



Djibril Hategekimana
Civil work Structure Technician



Christine Iradukunda
Maintenance Technician



Bosco Uzaribara
Plumbing Technician



Belyse Mukamuhire
Maintenance Technician



Romain Zirimwabagabo
Maintenance Technician



Lewis Rurangwa
Production Technician

Hospitality



Epiphany Mukarwego
Hospitality Officer



**Annociata
Twagirayezu**



**Antoine
Barendayabo**



Amos Tuyizere



**Esther
Niyobuhungiro**



**Felix
Twizeyumukiza**



**Ildephonse
Ndiokubwayo**



Brigitte Ingabire



Gato Valens



Ernestine Umulisa



**Lydivine
Muhayimana**



**Claudette
Dushimirimana**



Charlotte Mugisha



**Thierry
Nizeyimana**



**Alphonse
Nizeyimana**



Uwase Zaurati



Yvette Uwineza



Nicolas Niyirora



Straton Ruzibiza



**Jean Claude
Nsanzimfura**



Yvette Uwineza



Gatete Pacific



Emmanuel Hakizimana



Denyse Twamugize



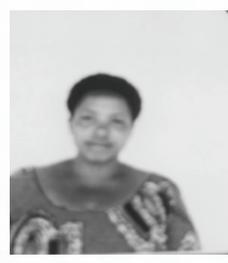
Clarisse Ishimwe



Daniel Uwiduhaye



Mukabaranga Chantal



Assoumpta Uwizeyimana



Ingabire Jeanette



Cecile Mwitende



Deborah Mukandayisenga



Pierre Ndayisaba

Supporting one another In Joy and In Pain

Through the staff contribution mechanism, any staff having a significant moment in their lives whether a joyful one like celebrating a newborn or a sad one like losing a relative, the company matches 100% of all staff contributions to that person. This year we were blessed with several babies in the company.

RWF 1,109,000

Money the company gave as matching to the Staff Solidarity Fund.

RWF 2,673,000

Money contributed by staff through the Staff Solidarity Fund.



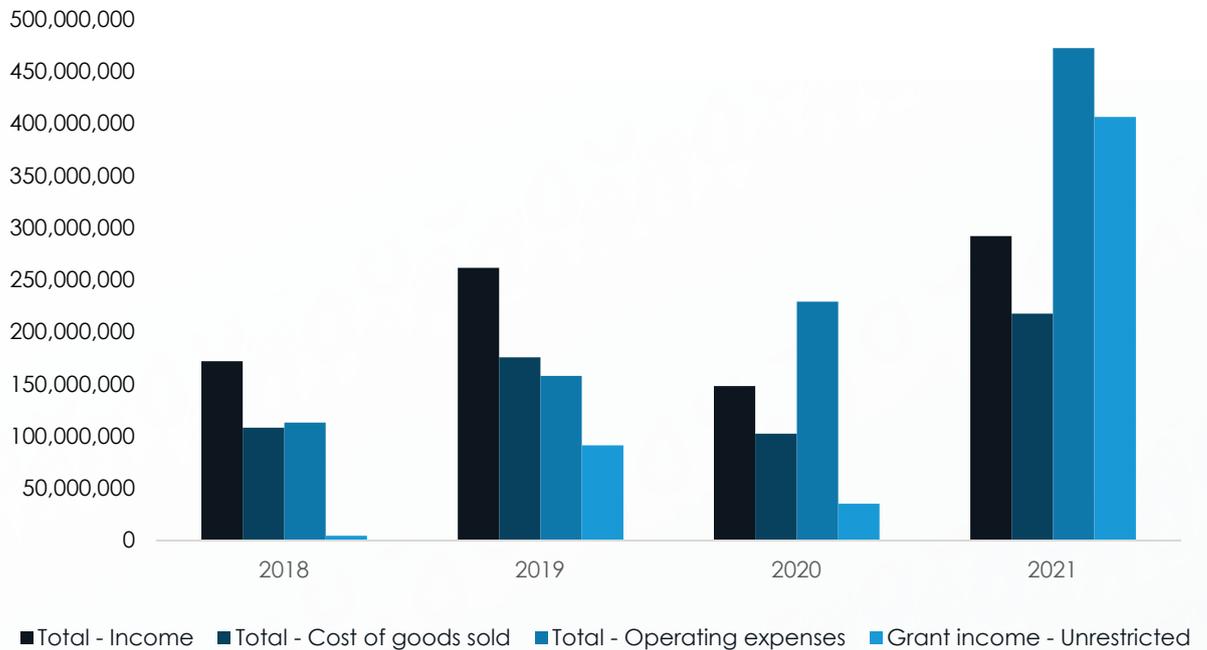
2020 was a Tough Year, But the Future is Secure & bright

Finance and Sales



FINANCIAL HIGHLIGHTS

Financial highlights



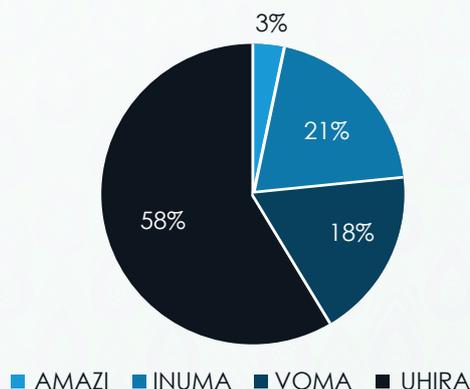
The company's performance over the years has steadily increased with 2021 showing signs of recovery from the harsh impact of Covid-19 that had previously affected 2020 performance as highlighted above.

In 2021, the company was able to raise unrestricted grant income amounting to over Frw 450Mn which went into major construction projects that will ensure availability of safe, clean water for generations to come.

While this year, grant revenues surpassed sales revenues for the first time, it reflects our new prioritization that puts communities and people first while giving us time to recover to where sales revenues are in the lead.

Audited statements available on request

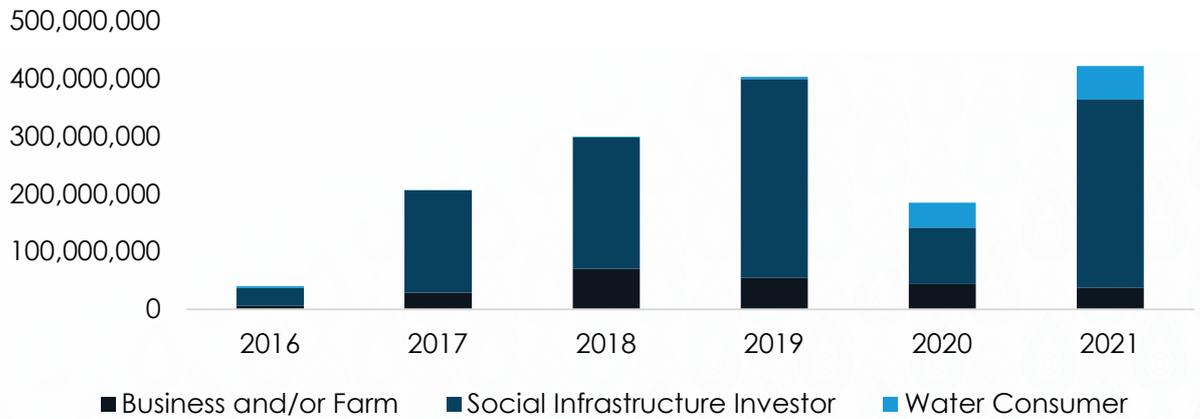
Product Line Revenue





SALES

Revenue by Customer Segment



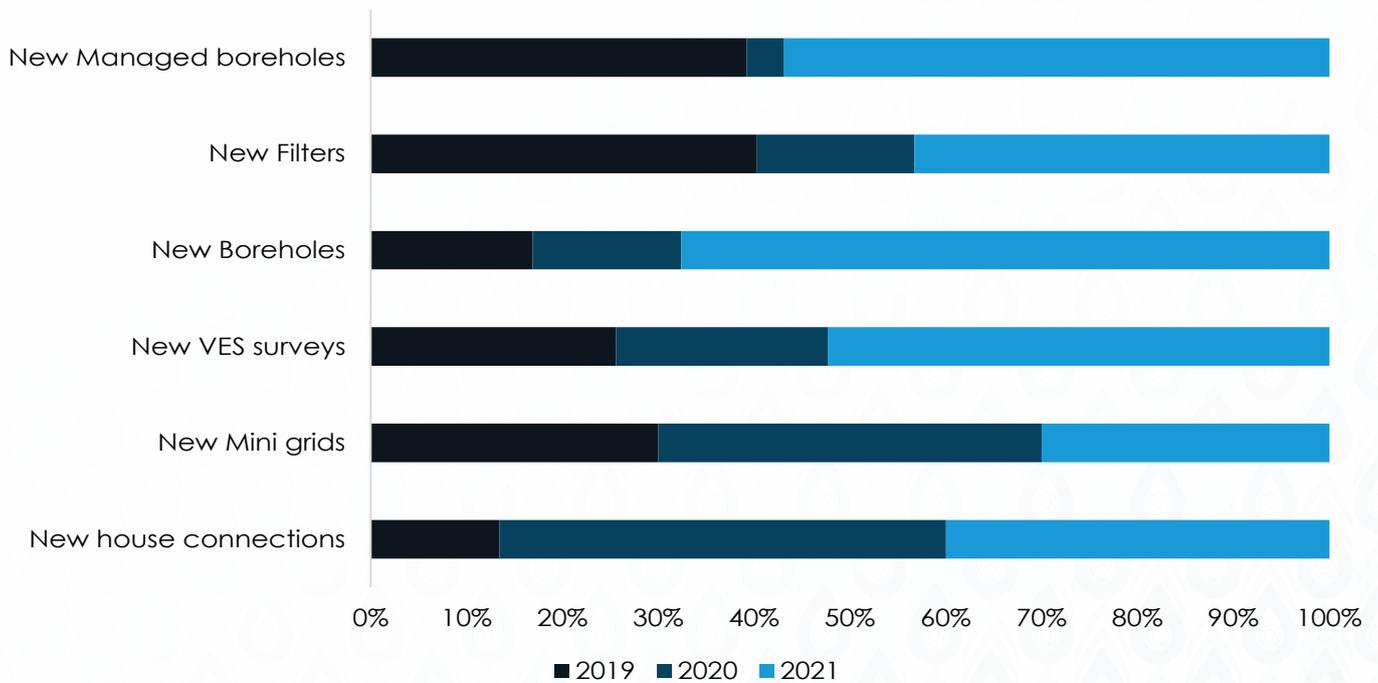
Overall, social infrastructure investors make up a large portion of our customer segmentation. This shows that there is overall support by international organizations, government and local businesses and NGOs for the increased access to safe water.





PRODUCTION QUANTITY SINCE 2019

Production Quantity since 2019



The year 2021 was a very busy year for the company in terms of production operations. The efforts of the team and stakeholders resulted in the highest number of household connections, VES surveys, new boreholes drilled and managed since 2019.

However, the number of new mini grids were built were less when compared to those of 2020.

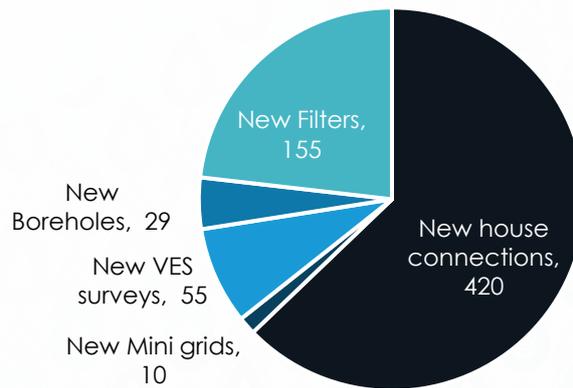
Overall, the performance of the company looks good but there is still a lot more that needs to be done.



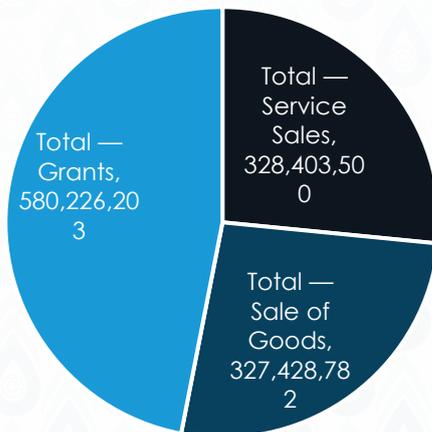


2022 BUDGET INSIGHTS

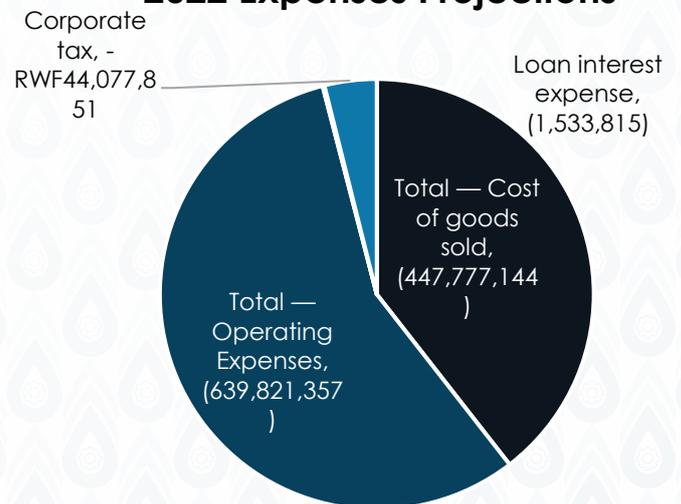
Planned Projects



2022 Income Projections



2022 Expenses Projections



With the connection of more new households to the water mini-grids, the company is targeting to increase internally generated revenue so as to reduce reliance on grant income and be able to better cover operational expenses.

