

Dear Friends,

We are delighted to share with you some of the exciting developments and achievements of 1001 fontaines in 2022.

This year has been one of significant transition for our organization. We implemented a new organizational structure at the HQ level, and appointed a new Chairman. These changes have provided us with the opportunity to align our teams and governance on the vision and mission of 1001fontaines, and to design our collective ambition for the coming years.

We are more convinced than ever that the fundamentals of the 1001 fontaines approach are critical to our success. Our promise of quality water until the point of use remains our core value proposition to vulnerable populations, instilling confidence that our services will not make them sick and ensuring long-term adoption. And establishing self-sustaining local organizations in every country, with significant investment in capacity-building, is the key to resilience.

We are proud to share that our efforts have yielded promising results. Our Cambodia program and urban services in Madagascar have reached operational breakeven, an achievement that speaks to the sustainability of our model. We have also begun exploring business development opportunities with the bold ambition to launch a new country program in 2023.

None of this would have been possible without the amazing individuals empowered at all levels of our organization, carrying out impactful projects that make a difference in the lives of those we serve.

We are grateful for your trust and support as we continue our efforts to provide safe drinking water to those who need it most.

Sincerely,

Julien Ancele & Yves Bernaert



Julien Ancele, CEO 1001fontaines



Yves Bernaert, Chairman 1001fontaines

VISION

A world where everyone drinks safe water and enjoys improved health

MISSION

Design and deploy sustainable safe drinking water solutions for vulnerable populations

2030 AMBITION

Become the preferred drinking water solution for the vulnerable populations in 5 countries

I am proud to be the one bringing safe drinking water to my commune, and see my community enjoy an improved health. When I was younger, we barely had access to drinking water at school, and it really impacted my concentration in the classroom.

The Water in School programme of 1001fontaines really resonated with me and was my primary motivation to become an O-we entrepreneur.

Suon Sakun, O-we Entrepreneur (Cambodia)





The 1001fontaines model

Since 2004, 1001fontaines has been designing and deploying sustainable safe drinking water solutions for vulnerable populations.

Rural areas



We set up micro-enterprises, known as water kiosks, which ensure the production and distribution of drinking water in 20L bottles up to the last mile of even the most isolated consumers.

A nationwide franchise system ensures sustainable support to the entrepreneurs.

Urban areas



Larger water production facilities serve decentralised points of sale, reaching out to vulnerable populations through specific distribution channels.

Water quality is guaranteed from production to the point of use, and the price remains affordable, making the service universal. All our efforts are focused on achieving our shared vision: the one of a world in which everyone can drink safe water and enjoy improved health.





CAMBODIA



Local partner: Teuk Saat 1001

Where we stand

The flagship program of 1001fontaines was launched in 2005, with the ambition to pioneer and deploy at scale the water kiosk model. Since then, our local partner Teuk Saat 1001 has grown as the major safe drinking water provider in rural areas, serving 900,000 regular consumers.

2022 progress







A new Executive Director was appointed in March 2022: Amandine Chaussinand, who previously led our operations in Cambodia before launching 1001fontaines in Myanmar, took over the general management of Teuk Saat 1001 from Frédéric Dubois, who had been ED since 2017. This smooth transition gave us the opportunity to reaffirm the strategic roadmap of Teuk Saat 1001, with a clear focus on the excellence of services provided at all levels: the entrepreneurs to their community, and Teuk Saat 1001 to the entrepreneurs.

2025 strategic objective:

Serve 1.5 million consumers through a nationwide network of 400 water kiosks

- Network expansion: build an extra 100 sites and maintain the continuity of service across the existing 300
- Support to entrepreneurs: optimize the services provided to the kiosks, especially on sales activation and infrastructure upgrade
- Management strengthening: further professionalize Teuk Saat 1001 to ensure operational excellence

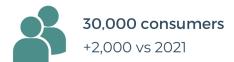




Where we stand

Ranked among the poorest countries in the world, Madagascar combines a challenging environment with significant needs in terms of access to safe water. Since 2008, 1001 fontaines and our local partner Ranontsika have striven to find an adequate model in this context, and we have never been closer. Ranontsika now combines rural and urban services in and around the city of Tamatave, with a significant traction in urban areas that places financial sustainability within reach.

2022 progress







operating expenses self-financed in urban areas +20% vs 2021

The Water in School program, through which we provide free drinking water to primary school children, finally resumed in 2022, after two years of interruption due to the pandemic. 4 schools were served within the city of Tamatave, enabling 2,000 children to access safe water on every school day, and to benefit from awareness sessions focused on the importance of water and hygiene practices for health.

2025 strategic objective:

Become the reference solution to provide sustainable and high-quality services to vulnerable populations

- Optimized footprint on the East Coast: urban services deployed at scale in Tamatave, and boosted network of rural kiosks, leading to self-sustainability of the operations
- Ongoing replication in other parts of the country, leveraging the learnings from the East Coast







Local partner: Network Activities Group

Where we stand

In partnership with the local NGO Network Activities Group, 1001fontaines initiated a pilot project in 2019, in the central region of the Dry Zone. The strong responsiveness from communities to the water kiosk model has convinced us since 2020 to move forward with a large-scale expansion, but the recent crises have slowed down this ambition.

2022 progress

service continuity





Due to the current uncertainty, we are not in position to formulate a 2025 strategic objective to date, but rather focus our efforts on finding the best way ahead to maintain our operations in the country and ensure more people can access safe drinking water.







Local partner: O-We Water

Where we stand

The suburbs of Ho Chi Minh City gather a lot of industrial areas, attracting low-income workers and their families, but not providing them with affordable access to quality essential services. 1001fontaines, through its social business arm O-we International, launched a social enterprise aiming at offering low-income households affordable safe drinking water, while ambitioning to reach full commercial viability.

2022 progress



950 bottles sold per day on average +500 vs 2021



production line installed, leading to a capacity of 2,500 bottles per day

5,000

bottles sold to factories through the Water for Workers program +8,000 vs 2021

The first production facility, launched end 2020, now serves a robust portfolio of small retailers and factories. The positioning is fully approved by the consumers and the business partners, who acknowledge the unique combination of affordability and quality that Owe Water brings them.

2025 strategic objective:

Bring the overall initiative to breakeven, and be on track to capture 5% market share across Ho Chi Minh City by 2030

- Bring the first production facility to saturation
- Build at least one more facility to expand footprint, with a higher production capacity
- Serve 300,000 consumers, among which a majority belongs to the poor categories





MEASURING OUR SOCIAL IMPACT IN VIETNAM

In Vietnam, 75% of families in urban and peri-urban areas rely on untrustworthy bottled water from small producers operating with nearly no compliance with WHO water quality standards. As part of our commitment to implementing a strategy aimed at prioritising vulnerable consumers, it is crucial for Owe Vietnam to have an indepth understanding of water consumption habits to best adapt its actions.

To achieve this, we conduct an annual Social Impact Survey, to better understand our end-users and improve our product quality and social-support programs.

The survey was conducted from April to December 2022 and involved 552 interviews with household heads responsible for buying water. Our team carefully developed a series of questions that uncovered the profile of our current consumers and their water consumption habits.

Overall, the analysis of the sample revealed that Owe Vietnam's social impact was confirmed in 2022, with a target of 57% of vulnerable people (+9 pts vs 2021) within a public that has grown more aware of the health implications linked to the consumption of safe drinking water.

These key learnings are valuable to our teams, allowing them to design relevant action plan that aligns with the targets' expectations. Our next plan includes implementing a new brand identity and platform, recommending stronger prices to our resellers, and communicating more effectively with our partners and retailers about our social mission to make it our real point of difference.





ADAPTING TO CONSUMERS' NEEDS AND ASPIRATIONS IN MADAGASCAR

In Madagascar, the extreme poverty context and the terribly low quality of existing services have direct consequences on people's water consumption habits. In order to try to prevent waterborne diseases, doctors have widely spread simplified messages around the need to boil water prior to drinking it, resulting in people believing that cold / normal temperature water was bad for health.



Taking this situation into account, Ranontsika decided to bet on the provision of a unique service to gradually attract consumers rather than trying to explain why the water was safe and good for health. Gino, a kiosk manager in the city of Tamatave, quickly understood what people were valuing:

We are the only ones to provide a reliable service: consistent opening hours for those who pick up at kiosk, well-maintained jerricans with the obligation for customers to bring them back in proper shape... all this contributes to building our brand image and creating strong word-of-mouth

In addition to this growing reputation, Ranontsika has progressively become a service provider of absolute necessity in the event of climate hazards or long-lasting unavailability of other water sources. The teams have learnt to experience significant peaks in demand for safe water, with the production facilities running day and night to serve as many people as possible in a context where they were left without any solution for drinking water. Emergency plans are now in place to ensure most people can access this essential service in crisis times.

COMPLEMENTARY VALUE PROPOSITIONS FOR CAMBODIAN CONSUMERS

In Cambodia, rural areas remain mostly unserved by piped supply networks. With hardly 16% of households having this to solution. populations still rely on traditional options to address their drinking needs, such as boiling surface or groundwater. This context provided a boulevard for 1001fontaines to expand our water kiosks throughout the country, and ensure that 900.000 enjoy consumers can now safe drinking water on premises, at an affordable price.

However. with piped networks progressively extending their outreach, we were keen to understand how the consumers would react to a sudden coexistence of services. Through field surveys and quantitative analysis of our kiosks' performance, we quickly came to the following conclusion: in addition having а complementary geographical coverage thanks to the last-mile delivery of bottled water by 1001fontaines, the two supply solutions also provide complementary services to the same consumers.

People clearly value the capacity of piped networks to bring a large quantity of water to their home, thus catering to their domestic needs; they however opt for bottled water for drinking purposes to ensure quality at the point of use.

Overall, these complementary value propositions create a positive impact as their coexistence increases awareness about the need for quality water services, and raises the demand. As a result, the 1001fontaines water kiosks that are settled in areas where the main village is covered by piped supply outperform the average kiosk' sales level by 17% - as many additional people benefitting from safe drinking water at their home.





FOSTERING SUSTAINABILITY IN MADAGASCAR

In the challenging environment of Madagascar, where low education and extreme poverty are prevalent, building reliable local capacities to deploy and sustain operations has always been a top priority.

In 2022, Ranontsika continued to demonstrate its ability to navigate this environment and took significant strides in strengthening the team responsible for urban activities. By moving from a pilot mode to an instituted social business in Tamatave, the organization achieved a new level of professionalization.

This was made possible by the appointment of a QHSE manager who developed upgraded standards for the production facility. These standards addressed the risks associated with production providing workers with a safe working environment and ensuring consistent quality of service for consumers. These changes have helped instill to corporate values of quality efficiency in the entire team, contributing to achieving breakeven at the end of the year.

On its rural network of water kiosks, Ranontsika confirmed the promising results of its shift from an entrepreneurial model more apprenticeship model. The organization recruited apprentices with higher levels of education and provided them with secure revenue prospects and support manage operations. apprentices, Gaston and Bertho, stood out in 2022 for their exemplary commitment, resulting in customer satisfaction and a 5% increase in sales compared to 2021. This model and apprentices' insights will now be replicated across the rest of the network.





Building local capabilities to foster resilience

OPTIMIZING SERVICES THROUGH PRIORITIZING HUMAN RESOURCES AND THEIR TRAINING IN CAMBODIA

The operational performance of the water kiosk network is highly dependent on the quality of support received from our local team, Teuk Saat 1001, placing them at the very heart of the success of operations. Investing in their skills and ensuring they have the right mindset has played an important part in efficiently helping entrepreneurs and is done through the Black Belt Program since end of 2021.

A clear induction modules package is now designed and in use, to ensure all newcomers go through a standardized 4-week onboarding process. It involves field trips to kiosks to understand the stakes and imperatives of producing and delivering water, classroom sessions on all the fundamentals of

TS1001, and performing the basic tasks related to the role along with the manager.

To ensure the proper coordination of this program, a formal HR department was created with the position of a HR director in charge of setting up HR tools and processes, of coordinating recruitments. and of integrating internal training. In addition, a Black Belt Coordinator was selected amongst the local team, in charge of preparing modules and animating training workshops. These decisions enhance consistency of the training delivered throughout Teuk Saat 1001 and contribute to create a new organizational culture.



The pilot phase of the Black Belt program was focused on 22 advisors. 5 training sessions were held from January 2022 to June 2022, with very positive feedback from the teams. They expressed a strong improvement in understanding their roles and responsibilities and the added value of their position within the organization, such as their mission to support entrepreneurs and represent Teuk Saat 1001 in the field.

A first indicator of the pertinence of such a program is a much higher retention rate among our field staff during the year.



Building local capabilities to foster resilience

RELYING ON LOCAL PARTNERSHIPS TO ENSURE ANCHORAGE IN THE MYANMAR CONTEXT

When 1001fontaines started investigating the relevance of replicating our model in Myanmar back in 2017, it became obvious that replication would not be a simple copy-and-paste story. The cultural characteristics at village level, and the complex national administration, were strongly calling for local support to ensure proper integration of our model into the Myanmar context. The NGO Network Activities Group (NAG) quickly stood out as the most relevant partner, with significant field experience footprint throughout the country.

4 years after having started a pilot project with NAG, the decision of relying on a local partner appears as the best one we could have taken. The 1001fontaines model has been successfully adapted to the Myanmar context, with a clear fit between the consumers' expectations and our safe and affordable bottled water service. This was made possible by combining the 1001fontaines know-how to the NAG experience.



methodologies that were formalized by 1001fontaines to keep supporting the kiosks, and even managed to grow from 2 to 4 kiosks in the past 18 months. 8,000 people now

drink safe water thanks to their commitment to maintain operational excellence.



A NEW ORGANIZATION IN PLACE TO EFFICIENTLY SUPPORT THE COUNTRY PROGRAMS

2022 has seen a strong evolution in the 1001fontaines organization at global level, with the formalization of 3 departments under the CEO: Finance, Partnerships and Operations. The latter is a new addition, and comes as a formalization of the central expertise that we've progressively built in the recent years.



Romain Joly, who was previously leading the Vietnam program, has taken up the role of COO, and is now in charge of coordinating the network of functional experts (Water Quality, Sales and Marketing, Industrial design) who ensure continuous optimization and lead innovation projects.

This also gave us the opportunity to redefine the collaboration routines and the tools to follow up each country's performance. Optimized monthly dashboards now enable results to be efficiently shared with all the Operations Department, leading to a clear list of priorities for each functional expert.

The teams have expressed a high satisfaction with the new way of working, and this collective work has been translated into global and country-level plans for 2023 that have been collectively built, and with a transparent role repartition for the year.



Supporting the growth

THE HUB IN PRACTICE

Designing the Madagascar roadmap

The operational support hub became a physical reality in October 2022, when all the teams headed to Madagascar to review the performance of both urban and rural services and draw a trajectory to grow and sustain access to safe drinking water on the East Coast of the island, and tomorrow in other geographies of the country.

Having all our experts in the field under the supervision of the 1001fontaines CEO and COO led to quick and actionable decisions, such as a clear plan to upgrade the urban production facility to significantly increase its capacity with the support of James Brinson (Water Quality); the scheduling in-depth consumer/nonconsumer survey in Tamatave under supervision of Anne-Sophie Lecointre (Sales & Marketing expert); and the launch of a feasibility study on new areas of Madagascar jointly led by Romain Joly (COO) and Luke Barrett (Country Director).



Thanks to this clarified roadmap, we are confident the project will move even faster following intense years of growth and strategic pivot towards a combination of rural and urban services.



Building the next generation of water kiosks

Since the first water kiosks were established back in 2005, continuous optimization has taken place but without any major innovation brought to the initial design. We decided to engage in a R&D project: the Water Kiosk 2.0 - more performing, easier to manage for the entrepreneur, and easier to monitor for the franchise teams.

Under the joint responsibility of the Cambodia Engineering & Innovation manager and of our mutualized Industrial design and Water Quality experts, the reflection revolves around 4 dimensions:

- Ergonomics: reducing harshness and accelerating water production;
- Water quality: making the treatment system more customizable to local water sources, thus ensuring taste and quality over time;
- Connectivity: integrating sensors to monitor production in real time and anticipate key maintenance interventions;
- Delivery: upgrading the vehicle to facilitate longer journeys and to position O-we as a premium brand differentiated from the competitors.

All these aspects will be tested during the first semester of 2023, in order to build a showcase kiosk that will serve as reference to upgrade the whole portfolio of kiosks.



EXPLORING NEW OPPORTUNITIES FOR GROWTH

With a strengthened core team and significant learnings from the existing four countries of operation, 1001fontaines now stands ready to launch a new program, and started investigating geographies where our model could address safe drinking water needs of vulnerable populations.

Started in 2021, our feasibility study on Indonesia came to an end early 2022. While both the desk review and the stakeholders' interviews confirmed the gap in access to safe water, it appeared that the national government is focusing its efforts exclusively on expanding piped networks and improving their service quality. Furthermore, in order to prevent the presence of many small bottled water producers operating under the radar and with very low standards of water quality, the regulatory framework is designed to avoid the emergence of professional players, be it organizations like 1001fontaines. We decided therefore to put opportunity on standby until we are in position to advocate for a change in the legal framework and national policies.





The rest of the year saw our teams focus on Bangladesh. Following a first field mission in April 2022, the need for safe water and the absence of a reference solution in rural areas were confirmed: almost 40 million people do not have access to safely managed water services in rural Bangladesh, representing more than a third of the population living in these areas. In places where there is an acute need for safe water, for instance in the salinityaffected coastal areas, bottled water is starting to emerge as a go-to option for local populations, but no one has established the water quality and service standards that 1001fontaines aims at providing.

That is why 1001fontaines has decided to launch a feasibility study in 2023, to look at the following aspects:

- Understand the legal framework and the public strategy for access to safe water
- Map the existing stakeholders and identify potential partners to work with
- Understand the local context in the villages and identify the required adjustments to bring to the model to fit in the Bangladeshi environment





2022 marked an important milestone for the recognition of the 1001 fontaines approach to delivering safe drinking water to vulnerable populations.

On World Water Day, we released our Position Paper on the complementarity of water supply solutions: a collective work conducted with stakeholders active in Cambodia - GRET, WaterAid, and KWSH. This paper presents the results from our field experience and data analysis regarding the relevance of combining piped supply and bottled water services to achieve universal access to safe drinking water.

This paper was showcased at the Stockholm World Water Week in August and at the International Water Association Congress in Copenhagen in September.

> Achieving universal access to safely managed water services in rural Cambodia:

















The World Water Week also gave us the opportunity to come as a sector under the Safe Water Enterprises' banner. supported by Danone Communities. Together with likeminded organizations, we explained market-based our solutions tailored to the needs of vulnerable populations are a growing model having the potential to help bridge the SDG 6 gap.

1001fontaines also attended the AVPN Global Conference in June in Bali, a major event gathering investors and supporters of development nizations in Asia. It was a great occasion to grow our footprint in this regional ecosystem, and confirmed the increasing interest for sustainable models, efficiently combining social impact and robust business approaches.



OUR PARTNERS BACK TO THE FIELD

In 2022, we have reintroduced field visit of our partners, which were not possible during the pandemic.

We were happy to welcome, amongst others, our partners charity: water in Battambang (Cambodia) at the end of 2022. We had an insightful field visit of rural water kiosks as well as the platform and the laboratory which ensure the functionality of activities.

charity: water was able to visit several sites at various stages of design, and thus witness first-hand value of added ergonomics upgrade on water kiosks built in 2022.



the charity: water



THEY TALK ABOUT US

At Dovetail Impact Foundation, we find the 1001fontaines model to be a dream combination: adaptable to a variety of geographies, in demand from among clients, impactful, cost-effective, sustainable, and scalable.

It is a privilege to support the growing and ever-more-sustainable model bringing clean water to more than 1 million consumers in four countries and counting.

We are honored to provide unrestricted support to organizations that promote human flourishing, and we look for three fundamental principles in such organizations. First, high leverage: accomplishing a lot with a little. Second, scalable: the propensity to impact millions of people. And third, sustainable: over time their model is not wholly reliant on private philanthropy. We see all three in 1001fontaines, and could not hope for a closer alignment.





Sam Battistoli, Investment Director





We thank them again for their trust and significant contributions over the past 20 years, which have made all of our achievements possible again this year.

CAMBODIA

BNP PARIBAS CARIGEST S.A CARTIER PHILANTHROPY CHARITY:WATER **EMBASSY OF JAPAN EUROPEAN UNION** FONDATION CA INDOSUEZ FONDATION PHILANTHROPIQUE FAMILLE SANDOZ **FONDS DERVER** FRANIA FOUNDATION **GANESHA FOUNDATION** HAPPEL FOUNDATION MINISTRY OF ENVIRONMENT CAMBODIA STONE FAMILY FOUNDATION UNICEF CAMBODIA **UTIL STIFTUNG** VILLE DE PARIS

MADAGASCAR

AGENCE FRANCAISE DE DEVELOPPEMENT **COOPERATION MONEGASOUE** FLEURANCE NATURE NUXE VITOL FOUNDATION WATERLOO FOUNDATION

VIETNAM

ACCENTURE FOUNDATION BITI's **BNP PARIBAS COLAM IMPACT** DANONE COMMUNITIES **FONDATION ARCEAL** FONDATION ALBERT AMON **HYADES HOLDINGS** SAITEX VITOL FOUNDATION

MYANMAR

AGENCE FRANCAISE DE DEVELOPPEMENT FONDATION CA INDOSUEZ IF INTERNATIONAL FOUNDATION **UTIL STIFTUNG** VITOL FOUNDATION





WATER IN SCHOOL ACCENTURE UK BRACHARD & CIE CA-CIB CHAO FOUNDATION CID + CD CHARITY FOUNDATION **CLUEDEN COJEAN** CONNY-MAEVA CHARITABLE **CULLIGAN** DANONE WATER DASTER-SCHILD STIFTUNG DIEHL METERING **ECOVADIS EDITH WALDER-STIFTUNG** ENFANTS DU MONDE UK ETHIC DRINKS FONDATION ALFRED ET EUGENIE BAUR FONDATION ANBER FONDATION CHRISTOPHE ET RODOLPHE **MERIEUX** FONDATION COROMANDEL FONDATION MADELEINE FONDATION MASALINA FONDATION RAM ACTIVE PHILANTHROPY FONDATION STAVROS NIARCHOS FRIBOURG FOUNDATION FOR CHILDREN **IFFARD** GREEN LEAVES EDUCATION FOUNDATION GHARMUT AND ILSE SCHNEIDER FOUNDATION FOR CHILDREN **GROUPE ARCANTE** INDEX FOUNDATION **INTERMARCHE ISOTONER** J&K WONDERLAND FOUNDATION LA ROSEE LIGHTHOUSE FOUNDATION LIL WINSTON CHURCHILL MONDISAN STIFTUNG ROUGNON **RWH-STIFTUNG** ST JAMES PLACE - CHARITABLE **FOUNDATION** S&P GLOBAL **SWEATCOIN** TAURO STIFTUNG

STRATEGIC DEPLOYMENT

UELI SCHLAGETER STIFTUNG

DOVETAIL IMPACT FOUNDATION **FONDATION ARCEAL** IF INTERNATIONAL FOUNDATION STONE FAMILY FOUNDATION VITOL FOUNDATION



1st of JANUARY 2022 – 31st of DECEMBER 2022

ANNUAL EXPENDITURE ACCOUNTS (EUROS)

Fiscal year	20	2022 (€)		2021 (€)	
RESOURCES					
1. DONATIONS FROM INDIVIDUALS	417,882	. 8%	396,736	14%	
2. PRIVATE GRANTS & SPONSORING	3,980,37	7 86%	1,948,597	69%	
3. PUBLIC FUNDING	262,978	6%	272,967	10%	
I. TOTAL II. REVERSAL OF PROVISION III. CARRYOVER OF PREVIOUS UNUSED RESOURCES	4,661,23 21,100 781,928		2,834,030 215,730	100%	
IV. NET RESULT (LOSS)					

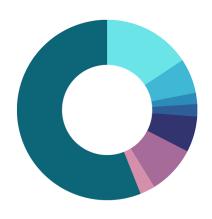
Fiscal year	2022 (€)		2021 (€)	
EXPENSES				
1. SOCIAL PROGRAMS 1. In France 2. International	1,372,113 1,372,113 661,689 262,788 84,655 93,743 269,238	74% 100% 48% 19% 6% 7% 20%	1,427,829 941,140 70,869 86,343	77% 100% 66% 5% 6% 5% 18%
2. FUNDRAISING COSTS 1. RELATED TO INDIVIDUALS AND CORPORATE 2. OTHERS	365,220 202,890 162,330	20% 11% 9%	304,511 193,076 111,435	16% 10% 6%
3. OVERHEADS	114,569	6%	126,645	7 %
I. SUB-TOTAL OPERATING EXPENSES III. PROVISIONS III. INCOME TAX IV. CARRYOVER OF MULTI-YEAR RESOURCES	1,851,902 2,361,083	100%	1,858,985 781,928	100%
V. TOTAL EXPENSES	4,212,985		2,640,912	
VI. NET RESULT (GAIN)	1,251,273		193,118	



COLLECTED RESOURCES

Our teams raised 5,5 M€ in 2022, almost doubling in a year, thanks to our success obtained from private foundations. This change of scale ensures a certain financial serenity to the association, allowing it to focus more in the short term on achieving its operational objectives.

ALLOCATION OF EXPENDITURES



- 16% Cambodia
- 6% Madagascar
- 2% Myanmar
- 2% Vietnam
- 6% Development & support
- 9% Fundraising expenditures
- 3% Admin & overheads
- 56% Dedicated funds

ALLOCATION OF RESOURCES

The level of expenditures in fiscal year 2022 is stable compared to 2021, at €1.9 million. However, it is worth noting the clear increase in dedicated funds, at €2.4M. In the framework of multi-year supports, 1001fontaines has indeed received in 2022 significant amounts intended for 2023 commitments.

The net result in 2022, exceptionally high surplus (1.25 $M \in$), allows 1001fontaines to have a cash level giving it more visibility in its management.

The share of 2022 expenses allocated to social missions is 88% of the total, with almost all of the dedicated funds devoted to them.

The Cambodia program remains the largest expenditure item. The decrease in Cambodia expenses does not reflect a decrease in the program's activity, which has continued to grow, but is explained by the significant funding received by Teuk Saat 1001 directly in Cambodia or via 1001fontaines Switzerland.

Expenses incurred in Madagascar appear to have risen sharply, due to accounting impacts (cash advances 2021 recorded in the income statement) and significant investments: increase in the production and logistical capacity of the Tamatave factory and purchase of the land on which it is located.

Expenses incurred in Myanmar have remained stable and limited, pending a possible restart of the deployment in 2023.

Vietnam and operations support expenses as a whole continued to increase. Operations support includes:

- the technical expertise provided by 1001fontaines: production & water quality, finance & management control, IT, sales & marketing, management;
- Advocacy activities, in order to include our action directly in the public policies of the different countries;
- business development, as 1001fontaines wishes to develop in new geographies.

The fundraising expenses have increased significantly, but the ratio collection/expenses has nevertheless increased. Finally, despite its growth, 1001fontaines has managed to reduce its operating costs again in 2022.



BUDGET 2023

The budget includes all 1001fontaines expenses except Vietnam, including those that don't necessarily go through 1001fontaines France accounts.

In this respect, it is not fully

comparable with the accounts presented above.

As for Vietnam, it is carried by a separate legal structure.

Project	Budget 2023 (k€)	
CAMBODIA	2 742	66%
New kiosks	925	22%
Water in School	629	15%
 Transformation Plan (kiosk 2.0, FASEP, Sales Boost, rehab/upgrade, etc.) 	1 188	29%
MYANMAR	58	1%
MADAGASCAR	250	6%
SUPPORT TO OPERATIONS	538	13%
Operational hub	277	7%
Business development	170	4%
Advocacy	90	2%
STRUCTURE	562	14%
Fundraising	475	11%
Overheads	88	2%
TOTAL	4 150	100%







1001FONTAINES