



ANNUAL REPORT

2023

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Dear Friends,

During my second year as chairman, I have been very pleased to see all the projects moving forward and crossing significant steps on their way to sustainability. The major milestone of a million consumers drinking safe water thanks to 1001fontaines has been reached, showing our capacity to deploy sustainable solutions designed for vulnerable populations.

Beyond this figure, I wanted to take the time to congratulate all the team for some specific 2023 achievements:

- A new generation of kiosks was launched in Cambodia, indicating increased water sales in the coming years;
- The urban model in Madagascar reached financial breakeven in the city of Tamatave, and is now ready to be deployed in new geographies;
- Our first production facility in Vietnam now serves 30,000 people and has improved its efficiency and impact.

With 1001fontaines turning 20 in 2024, we want to celebrate these achievements and look ahead with confidence, but also with responsibility. The drinking water crisis is still massive with more than 2 billion people lacking access to this essential service. What we have collectively done is unique in the sector, and pushes us to always ask ourselves: How can we do more? Where can we replicate our success stories?

This entrepreneurial energy is a great driving force for all of us, and has resulted in new growth opportunities for the organization, which I cannot wait to see happening next year.

Thank you for your support and your generosity,

Sincerely,
Yves



Yves Bernaert
President

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

“Becoming an entrepreneur has changed my life. I learned how to run a business and now earn a steady income. With my wife working with me, we quickly succeeded in increasing the number of customers and building up their loyalty. For the consumers too, having access to safe drinking water has changed their lives. They no longer have to boil water, they save money and are healthier.”

Yi Vatanak
Entrepreneur O-we (Cambodia)





The 1001fontaines model

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

Rural areas



Water kiosk



20L Bottles



Consumers

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



Production facility



Point of sale



20L Bottles

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.



Overview



CAMBODIA



Local partner: Teuk Saat 1001

Context

The flagship program of 1001fontaines was launched in 2005, aimed at demonstrating the scaling up potential of the Water Kiosks model. Since then, our local partner Teuk Saat 1001 has become the primary provider of potable water in the country's rural areas. Achieving financial stability since 2020 has demonstrated the feasibility of sustaining operations while serving vulnerable populations on a large scale.

Results for 2023:



327 water kiosks
+ 31 vs 2022



220 million liters sold
+20 millions vs 2022



352,000 children beneficiaries
across 1,017 schools (vs 316,000 in 2022)



1,001 sustainable jobs created

+8% Increase in daily sales compared to 2022
(vs -5 % in 2022 compared to 2021)

The year 2023 marked a significant milestone for our partner organization Teuk Saat 1001, realizing one of the founders' dreams of 1001fontaines: reaching one million consumers. This milestone reflects the steady increase in our social impact among the country's vulnerable populations and the national footprint of our local water brand O-we, synonymous with quality and service continuity.

Perspectives

Ambitious operational goals have been set for 2024:

- Expansion of the network with 360 active sites by year-end
- Increased impact of existing sites with +4% organic growth
- Enhanced production and distribution performance

These actions will help us achieve our 2025 ambition: 1.5 million consumers served by 400 water kiosks nationwide.



"I am extremely satisfied with my role as an O-we entrepreneur, providing clean drinking water to the residents of my commune, thus improving their health. Before having the water bottles, people drank directly from rainwater collected on their roofs, without boiling it. They also used water from wells or lakes, dedicated a lot of time collecting and boiling it, which still did not make it safe to drink. Today, they no longer have to worry about these tasks, thanks to our home delivery service."

Yab Chetra, entrepreneur of a water kiosk

Context

Madagascar, ranked among the world's poorest countries, faces significant challenges in accessing safe drinking water. Since 2008, 100fontaines and its local partner Ranontsika have been working to identify the most effective solution to respond to this situation of extreme poverty. After focusing our efforts on replicating the Cambodian model of rural Water Kiosks, the launch of a pilot project in the urban areas of Tamatave demonstrated a better match between this approach and the local context. In 2023, this strategic pivot was confirmed, paving the way for the consolidation and growth of this model.

2023 results:



4,200 children beneficiaries
supplied with free water at school



1,150 jerricans sold per day on average (vs 746 in 2021)

54%

Growth in annual sales compared with 2022
(vs 38% in 2022 vs 2021)

Ranontsika reinforced its commercial success this year with 37,000 drinking water consumers and achieved economic viability by covering 100% of operating costs through local revenues from water sales. The Tamatave plant was upgraded to enhance production capacity and organizational efficiency, resulting in a high increase in sales.

Perspectives

2024 will be the kick-off for phase 4 of our project in Madagascar (2024-2027). The objective is to kick-start Ranontsika's national expansion, replicating urban services in two other regions of the country. This new phase will also include the deployment of social programmes and research activities, to further enhance our social impact. Our ambition is to ultimately become the drinking water service of choice for vulnerable urban populations in Madagascar.



Context

The suburbs of Ho Chi Minh City are home to numerous industrial zones, attracting factory workers and their families who lack access to affordable and safe drinking water. Through its subsidiary O-WE International, 1001fontaines launched a social enterprise aimed at providing safe drinking water to low-income households at an affordable price, while also striving for economic profitability. The main challenge in this competitive landscape is to reach vulnerable communities and promote this unique offer.

2023 results:

6.6 million liters sold in Ho Chi Minh City
+21% vs 2022

 A network of 245 retailers
+44 vs 2022

29,000 +3,300 vs 2022
consumers of OWE water

In 2023, our "Water for Workers" program was central in showcasing our social impact, highlighted by the signing of 13 new contracts to improve access to drinking water for disadvantaged factory workers in Ho Chi Minh City, totaling 45 factories committed to our cause. Simultaneously, our sales teams have been actively working with water retailers to increase OWE's visibility and encourage its adoption among vulnerable populations currently consuming water of uncertain quality.

Perspectives

The goal for 2024 is to conclusively demonstrate the sustainability of our approach by significantly increasing sales, validating the impact through consumer surveys, and achieving financial efficiency. The action plan includes launching a new remineralized brand, "OWE+", to maximize health impacts and drive additional revenue.





ANNOUNCEMENTS



Dear Friends,

It is with deep regret that I am sharing with you 1001fontaines' recent decision to shut down our operations in Myanmar.

I was personally involved in the design and launch of the pilot phase that started in 2019. In partnership with the local NGO Network Activities Group, we had the ambition to demonstrate that our rural model, successfully deployed at scale in Cambodia, could be replicated at a faster pace. This was to provide rural communities in Myanmar with sustainable safe drinking water services.

The first years of operation confirmed the relevance of our approach, the high adoption by the communities, and the potential for scale.

However, the sanitary crisis followed by the significant evolutions in the local political context have hampered our efforts to sustain and deploy our project. The resilience of Network Activities Group and of the 4 entrepreneurs who have been managing their water kiosks throughout these events, has been highly impressive for all of us. But the conditions to provide long-lasting support to these kiosks and to open new ones were not met, given the insecurity and strong uncertainty of the upcoming period.

We have therefore come to the conclusion that the most relevant option for 1001fontaines is to stop the project.

In December 2023, the four water kiosks were officially transferred to the communities, with operating guidelines and recommendations for water quality monitoring through local laboratories. 1001fontaines confirmed we remain at their disposal if they request remote support, and will continue to liaise with Network Activities Group to follow developments.

I am thankful to our partners for their understanding and for their continuous support throughout the difficult years we have been through in Myanmar. Should the situation improve in the coming years, we will be happy to reconsider this decision and explore opportunities to start working in the country again.



ANNOUNCEMENTS



Uttaran

A social development organisation

Our partner in Bangladesh



However, taking this decision has resulted in additional focus on development efforts, with a collective wish to find new growth opportunities for 1001fontaines. I am proud of the team's dedication that today allows me to share with you a pivotal moment in our journey: the launch of a new project through a strategic collaboration with Uttaran, a distinguished Bangladeshi NGO, which aims to address the critical issue of access to safe drinking water in Bangladesh, a country grappling with the challenges of contamination and salinity intrusion exacerbated by climate change.

The "Uttaran Paani" project, initiated by Uttaran in 2023, has already demonstrated promising results, with strong market traction and the provision of safe drinking water to thousands of people. Leveraging Uttaran's local expertise and community engagement, combined with our innovative approach and experience in deploying sustainable water solutions, we are determined to make a tangible difference in the lives of millions across southwest Bangladesh.

Our joint endeavor will see the establishment of three production facilities, enabling us to provide safe water to 8,000 households over the next two years. 1001fontaines will act as an accelerator, effectively transferring know-how from our 3 other country programmes and our 20 years of field learnings. This initiative not only addresses an urgent need but also lays the foundation for scalable and sustainable solutions that can be replicated across the region.

As we embark on this transformative journey, I extend my deepest gratitude to our partners and supporters who have made this collaboration possible, and in particular to Aqua for All for having made the connection between Uttaran and 1001fontaines.

In the spirit of innovation, partnership, and shared commitment to our mission, let us continue to find more levers to spread our model and enable always more people to drink safe water and enjoy improved health.

Sincerely,



Julien Ancele
CEO



Ranontsika : Unveiling a unique success story in Madagascar

In 2023, our Ranontsika initiative in Madagascar reached a major milestone. After a 4-year phase focused on making rural water kiosks sustainable through a pilot in the city of Tamatave, the project took a crucial turn. The urban model confirmed its relevance, impact, and viability, opening the door for an ambitious replication strategy across the country to address the urgent need for safe drinking water in a growing urban population vulnerable to waterborne diseases and climate change impacts.

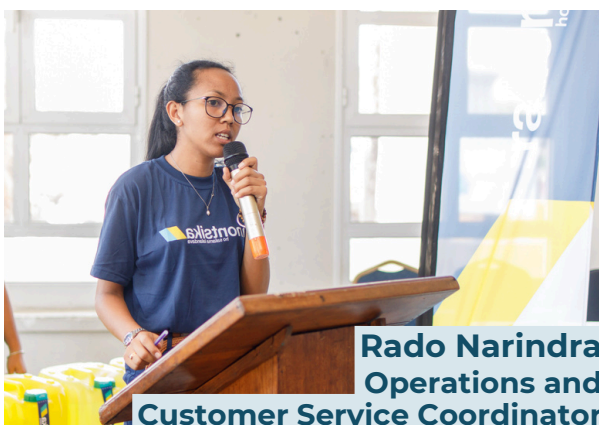
TAMATAVE: TRANSFORMING DRINKING HABITS FOR SAFER WATER

The Tamatave pilot project had a clear goal: to boost the sustainability of the rural water kiosks while meeting the water needs of the city's 400,000 residents. Using a Hub and Spoke approach, centralizing production, and industrializing former processes developed in rural areas, Ranontsika fine-tuned a unique offer. This offer provides high-quality, affordable drinking water in 20L recycled jerricans.

Water is meticulously treated at a production facility on the outskirts of Tamatave, undergoing weekly quality testing in Ranontsika's lab to ensure compliance with WHO standards. Branded jerricans are sealed and available at convenient selling kiosks

across the city. Vendors at the kiosks are trained in exceptional customer service, fostering lasting behavior change for safe drinking water.

With solid annual growth of 40%, the service quickly gained popularity. By the end of 2023, it reached 35,000 people, with 64% identified as poor according to the World Bank's poverty line. A consumer survey conducted by Practica Consulting further illustrated the impact and word-of-mouth popularity of this new service to the population, with 42% of consumers reporting a positive impact on their health, and 86% willing to recommend Ranontsika.



Rado Narindra
Operations and
Customer Service Coordinator

Every week, at our coordination meeting with Kiosk managers, we discuss the positive feedback and areas for improvement reported by customers, and share best practices. Thanks to these meetings, we not only develop our customer service, but also strengthen our internal communication and team unity.

For communities in extreme poverty beyond the reach of Ranontsika, who cannot afford to pay even 2 cts/liter, we expanded collaboration with local partners to ensure free access to safe drinking water. This included support for eight public schools with 4,200 students, a newborn and pediatric

clinic, and over 100 families affected by sickle cell disease. Academic collaborations leveraging our in-house lab capabilities also contributed to increasing local knowledge on water-related diseases, elevating Ranontsika's expertise.



While the pilot successfully showcased the potential for sustainability and gained significant market traction, it also highlighted the enduring challenges inherent in our traditional rural activities.

Upon closer examination of urban production and logistics, we uncovered the persistent difficulties encountered by our rural entrepreneurs in providing high-quality drinking water service using reconditioned jerricans. The technical intricacies of jerrican reconditioning posed a considerable challenge, unlike the streamlined operations with 20-liter bottles in Cambodia. This likely affected the reliability of our service and the willingness of consumers to pay, ultimately undermining the sustainability of our rural water kiosks. In response to these insights, Ranontsika provided support to active rural kiosks and made attempts to revitalize closed ones by transferring

the operational best practices developed in Tamatave. However, challenges such as low engagement from local operators and escalating security concerns in remote rural areas posed significant obstacles.

After strategic discussions between Ranontsika and 100fontaines, we recognized the disparity between our value proposition and the capacities of the local communities, particularly in a decentralized model involving remote control. Out of all the rural kiosks, only two within a larger municipality of 40,000 inhabitants showed promise for implementing the professionalism seen in Tamatave with an updated management model. Moving forward, our focus is on rehabilitating these kiosks to meet modern standards. We will also decommission the remaining rural kiosks, repurposing the buildings for community use.

MOVING FORWARD: SCALING OUR SUSTAINABLE URBAN MODEL

The urban Hub and Spoke model, operated by COLAB LLC, a company set up to comply with the urban legal framework, differs from the rural kiosks operated by entrepreneurs. Established for service efficiency and long-term sustainability, COLAB achieved a significant milestone in 2023 by generating enough revenues to cover production and distribution costs. This economic achievement, combined with a governance model involving close collaboration with the city of Tamatave, led to Ranontsika Hub and Spoke receiving a commendable score of 4.3/5 in the external evaluation by the French Agency for Development. This model, tailored to local capacities, has created over 50 jobs, contributing significantly to professionalization within the context of labor informality.

A market analysis reveals the strong scaling potential of Ranontsika's offering in Tamatave, with the possibility of reaching 25% of the total population in the coming years (up from 8% today). The study also indicates opportunities for replication in other cities, such as Mahajanga, where there is potential to reach 50,000 people, given the population's interest in the service and their willingness to pay.



Our development strategy for the upcoming four years thus involves solidifying the organizational and operational foundations of Ranontsika's initiative in Tamatave to deliver quality service at scale, and replicate this proven model in two new locations where viable water alternatives are currently lacking.

In addition to infrastructure development, success will depend on collaborative efforts with municipalities and local team training, following Tamatave's successful example. We are thrilled to embark on this journey, aiming to impact 200,000 people by 2030 with safe drinking water services, addressing critical water and health challenges in Madagascar.



Boosting sales and impact thanks to network animation

Cambodia & Vietnam

Nước uống sạch,
trong tầm tay,
dành cho bạn.

As our local partner organizations grow their footprint in a country, they progressively add a new activity to their routines: animating the network of people who produce and deliver safe drinking water. Entrepreneurs in Cambodia, urban kiosk managers in Madagascar, and small retailers in Vietnam are in direct contact with consumers. Therefore, they play a crucial role in generating the willingness to pay for services.

BUILDING A SENSE OF COMMUNITY AMONG ENTREPRENEURS IN CAMBODIA

With 327 entrepreneurs across the country, each operating their single kiosk individually, Teuk Saat 1001 has identified the need to strengthen the sense of belonging to a national network. With this objective, entrepreneurs' seminars have resumed post-pandemic, serving as dynamic opportunities for entrepreneurs to meet, and share achievements as well as challenges. After analyzing past editions, it was decided to set them up at the platform level to strengthen the link with regional managers. In 2023, a strong focus was placed on reinforcing a collective understanding of the O-we standards of operation and distribution, which remain the key to ensure good performance. This collaborative atmosphere promotes peer learning and a unified approach to operational excellence. It sets a robust foundation prior to launching sales enhancement efforts.

The seminar for entrepreneurs was really helpful. I learned a lot from others who have been doing this longer than my one year. It helped me to better understand the key factors for success, such as enhancing sales, leveraging home delivery advantages, navigating the challenges associated with shopkeeper delivery, and effective bottle management.. I intend to implement these best practices to boost sales. Also, it was great for meeting other entrepreneurs and talking more easily with them.



SOY Sareth
Entrepreneur managing a water kiosk

In addition to these key moments, the team has adopted a **proactive digital communication strategy** to disseminate information rapidly and uniformly. This is done through channels such as Telegram and Facebook. This approach ensures entrepreneurs are well-informed and engaged, facilitating the dissemination of operational tips and event announcements, and spreading a common mindset of belonging to the O-we community.

In Vietnam, the team adopted a similar approach, with the **animation of a network of retailers**, to embed the values and operational standards of the "OWE" brand directly within the local retail environment. Workshops and meetings bring retailers together to discuss strategies, share insights, and align on best practices for distributing OWE water.



CREATING EMULATION THANKS TO INCENTIVES

In addition to building a collective, generating healthy competition within the network and the team has proven very effective to increase performance levels. The Sales Challenges organized in Cambodia, spanning 2-3 months, add a competitive punctual perspective into the community. With rewards unlocked based on sales' increase compared to the previous year, entrepreneurs are motivated to excel, thus driving significant growth.

The Teuk Saat 1001 team supporting the entrepreneurs also play an important part, highlighting the benefits of taking an active role in the challenge, and as such raising their motivation.



The Sales Challenge is a great way to serve as motivation to surpass usual performance. Amongst the sites of my perimeter, a site which was previously a low performance site, has now made significant progress and even won prizes, achieving the last level of reward of the Sales Challenge, encouraging him to take pride in his dedication.



Phann Phoeur
Advisor in Siem Reap province

This approach also works with the internal salesforce, both in Cambodia and in Vietnam. The culture was further pushed towards a result-oriented one, including revised compensation structures and improved sales pitches.

PLACING SERVICE AT THE HEART

Overall, all our partner organizations have focused on understanding consumer expectations. They require every entrepreneur, retailer, or kiosk manager to provide excellence in all service dimensions. Another illustration is the development of a sales intervention catalog in Cambodia to present to entrepreneurs the different types of support the Teuk Saat 1001 sales force can provide. This initiative focuses on empowering entrepreneurs to identify the appropriate support that would unlock additional growth opportunities, and strengthens the role of Teuk Saat 1001 as a service provider dedicated to its network of entrepreneurs.





Leveraging tools and data for greater impact

100fontaines' hybrid approach, merging social impact with economic sustainability, drives us to closely monitor project advancements for maximal efficiency. In 2023, we made significant strides in employing IT tools and data collection to enhance activities and closely align our services with consumer expectations.

ENSURING SERVICE CONTINUITY THROUGH DAILY PERFORMANCE MONITORING

Since 2016, we have implemented a monitoring tool called CommCare in Cambodia. This app enables the monthly data collection from all 327 Water Kiosks by Teuk Saat 1001, facilitating countrywide aggregation and analysis: sales levels, water quality, and the implementation of management best practices are all systematically recorded by teams in a form filled out with entrepreneurs. Aiming for continuous improvement, we recently introduced a quality and technical dashboard. This has improved our water quality monitoring and maintenance prediction capabilities.



Axel Liber
Financial Controller at 100fontaines

I work closely with Teuk Saat 1001's director to understand the operational challenges she faces, and determine how available data can help enhance site monitoring. For example, I've developed an alert system to identify early signs of issues, possibly indicating an entrepreneur's demotivation. This enables quick interventions to solve problems and prevent potential temporary closures of water kiosks. This enables quick interventions to solve problems and prevent potential temporary closures of water kiosks.

The next step includes integrating connected sensors into the water treatment system for real-time data on production, further enhancing the support Teuk Saat 1001 provides to entrepreneurs.

In Vietnam, the introduction of the Odoo tool in 2023 marked a pivotal moment towards integrated and centralized operational process management. By implementing a robust ERP solution, we have streamlined operations. We have also strengthened our ability to monitor and analyze key data across the local structure's sectors, from production and sales to accounting and financial tracking. This fosters collaboration and efficiency.

** Integrated management software*

GAINING INSIGHTS FROM NEW DATA

To refine performance analysis, additional factors have been incorporated: through a partnership with meteoblue in Cambodia and a weather station at the Tamatave production site in Madagascar, we've confirmed a strong correlation between sales and weather patterns. The analysis also highlighted significant spikes during adverse weather events, which teams had previously identified anecdotally but can now formalize and anticipate, allowing for better organization. Sales forecasts for each organization are thus becoming increasingly accurate.

In another area, following the consumer/non-consumer surveys conducted in Vietnam in 2022, we replicated the approach in Madagascar and Cambodia. In Cambodia, an unprecedented study on drinking water involved over 3,000 households. The depth of this data is still being analyzed to understand consumer satisfaction, barriers to adoption, and market trends. This bolsters our market analysis expertise, enabling us to tailor the most appropriate solutions.



Anne-Sophie Lecointre
Sales and Marketing
Expert at 1001fontaines

To develop tailored solutions in each country, thorough market analysis is vital. This includes understanding current water consumption habits, specific population expectations, preferred services, and crafting compelling communication strategies to promote healthy water consumption.

Undertaking such studies has become integral to our approach and will be consistently replicated in the future.

A TOKEN OF OUR COMMITMENT TO OPERATIONAL EXCELLENCE

By integrating and optimizing the use of tools and data, we are better positioned to face current and future challenges encountered by local organizations, enabling an increasing number of people to access sustainable quality drinking water. These activities demonstrate the relevance of having shared teams, bringing specific expertise to all 1001fontaines projects, and empowering local teams to continually enhance operational efficiency and the quality of service provided to vulnerable populations.






Perspectives:
In 2024, 1001fontaines will turn 20!


2024 will mark yet another milestone for our organization. 20 years of impact. 20 years spent finding innovative ways to provide safe drinking water in a sustainable manner. Above all, 20 years of an amazing journey with committed people across our community of projects!


Collectively, we aim to position 2024 as a key year for 1001fontaines. This involves taking important steps for our current partner organizations and launching new projects to expand into other geographies.


We aim to end the year with 1.3 million people drinking safe water thanks to 1001fontaines, representing a 20% growth in impact.


KEY WORK STREAMS INCLUDE:

 We plan to roll out the new generation of kiosks in Cambodia, adding 15 new sites equipped with the 2.0 standards. Additionally, we will revamp old sites to increase their performance.

 We will launch Phase 4 in Madagascar, beginning with the consolidation and growth of our footprint in Tamatave. Additionally, we will prepare for replication in another city for 2025.

 We will invest in the salesforce in Vietnam to boost the sales of the existing production facility.

 We will make our partnership with Uttaran a reality in Bangladesh by providing hands-on support to their team.

 We will explore the relevance of setting up our drinking water services in rural Nepal through a feasibility study. This study will be conducted in partnership with the Asian Development Bank and the Nepalese Ministry of Energy, Water Resources and Irrigation.

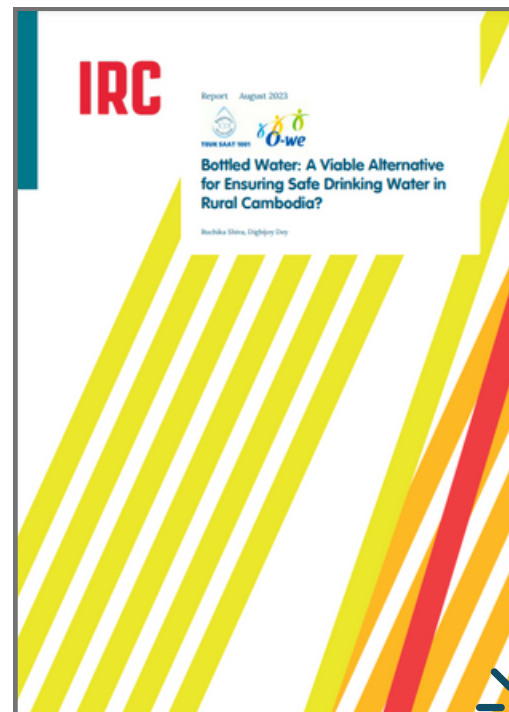


Partnerships & recognition

CONTRIBUTING PRACTICAL EXPERIENCE TO ADVANCE SECTORAL KNOWLEDGE

In 2023, we again attended the Stockholm World Water Week, a key platform for networking, sharing updates, and seeking collaboration. We observed a growing emphasis among organizations on the importance of quality service to meet consumer expectations and ensure the sustainability of projects and service delivery models. At 1001fontaines, our commitment to professionalizing services has been steadfast from the start, mirroring the WASH sector's evolving principles. Our collaboration with IRC WASH yielded a joint publication in 2023. Drawing from nearly two decades of experience in Cambodia, it extracted insights relevant to the wider drinking water sector.

We replicated this case study approach with partners such as the Asian Development Bank and the World Health Organization. This marked a significant contribution of our work in Cambodia to advancing sectoral knowledge.



RENEWING NATIONWIDE PARTNERSHIP IN CAMBODIA

In 2023, Teuk Saat 1001 renewed its memorandum of understanding with the Ministry of Rural Development for three more years. This reaffirmed our commitment and allowed reflection on our partnership's achievements. With a target of 400 water kiosks, we significantly contribute to the Ministry's objective of providing safe drinking water to all rural communities in Cambodia.





ADVANCING ACADEMIC COLLABORATION THROUGH LAB CAPABILITIES IN MADAGASCAR

Our Tamatave laboratory, monitoring water quality at the Ranontsika facility, stands out on the Madagascar east coast. This has enabled partnerships with academics for sample collection and thorough water quality analysis, addressing key public health concerns.

In 2023, we presented a major study from the University of South Florida at the UNC Water and Health Conference. The study focused on reducing children's blood lead levels through pitcher pump rehabilitation. In addition to academic contributions, this collaboration provides valuable learning opportunities for our team, connecting them with researchers and international students.

We aim to extend these opportunities to local students through lab internships.



Veolia on the Ground: Our Partner's Presence

In November 2023, Veolia's and the Veolia Foundation's teams visited Cambodia to inaugurate a site as part of our joint project for decentralized and decarbonized water purification solutions in rural areas of Cambodia.

100fontaines is delighted to have participated in this collective project alongside Teuk Saat 1001, Tergys, and GreenCityZen, facilitating the construction of 10 water kiosks in Cambodia, with the support of the French government.

Following this visit, a series of 5 videos was produced to highlight the successes of this joint project and to showcase its collaborative approach.





The commitment of our partners and donors by our side is essential to creating a lasting impact on communities and demonstrating the potential of an innovative model.

We thank them once again for their trust and loyal support over the past 20 years, which has made all our achievements possible once again this year.

CAMBODIA

ALL DREAMS CAMBODIA
BNP PARIBAS
CARIGEST S.A
CARTIER PHILANTHROPY
CHARITY: WATER
CDC DÉVELOPPEMENT SOLIDAIRE
EMBASSY OF JAPAN
FASEP / Ministère de l'Économie, des finances et de la relance
FONDATION CA INDOSUEZ
FONDATION PHILANTHROPIQUE
FAMILLE SANDOZ
FONDATION S
FONDS DERVER
FRANIA FOUNDATION
HAPPEL FOUNDATION
STONE FAMILY FOUNDATION
THE COCA-COLA FOUNDATION
UTIL STIFTUNG

STRATEGIC DEPLOYMENT

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

MADAGASCAR

AGENCE FRANCAISE DE DEVELOPPEMENT
COOPERATION MONEGASQUE
FLEURANCE NATURE
VITOL FOUNDATION
WATERLOO FOUNDATION

VIETNAM

ACCENTURE FOUNDATION
AIR LIQUID
ARTELIA
BITIS
BNP PARIBAS
COLAM IMPACT
DANONE COMMUNITIES
ECCO SHOES
FONDATION ALBERT AMON
HYADES HOLDINGS
HYOGO SHOES
NHI DONG 315
POLY SCHOOLS
SAITEX
VITOL FOUNDATION





WATER IN SCHOOL

BRACHARD & CIE
CA-CIB
CHAO FOUNDATION
CID + CD CHARITY FOUNDATION
CLARY FOUNDATION
CNCGP
COJEAN
CONNY-MAEVA CHARITABLE
CULLIGAN
DANONE WATER
DÄSTER-SCHILD STIFTUNG
DAVID BRUDERER STIFTUNG
DIEHL METERING
ECOVADIS
EDITH WALDER-STIFTUNG
EDUCATIONAL & GENERAL
CHARITABLE TRUST
ETHIC DRINKS
FAIRSTER FOUNDATION
FONDATION ALFRED ET EUGENIE
BAUR
FONDATION ANBER
FONDATION AZICKIA
FONDATION CHRISTOPHE ET
RODOLPHE MERIEUX
FONDATION CA INDOSUEZ
FONDATION COROMANDEL
FONDATION GERTRUDE HIRZEL
FONDATION MADELEINE
FONDATION MASALINA
FONDATION RAM ACTIVE
PHILANTHROPY
FONDATION STAVROS NIARCHOS
GIFFARD
GREEN LEAVES EDUCATION
FOUNDATION
GROUPE ARCANTE
INDEX FOUNDATION
INTERMARCHE
ISOTONER
J&K WONDERLAND FOUNDATION
LA ROSEE
LEVANA
LIGHTHOUSE FOUNDATION
LIL WINSTON CHURCHILL
LOMBARD INTERNATIONAL
ASSURANCE
MONDISAN STIFTUNG
NUXE
ROUGNON
S&P GLOBAL
SWEATCOIN

TAURO STIFTUNG
THE CARMELA AND RONNIE
PIGNATELLI FOUNDATION
THE WYN AND KEN LO MEMORIAL
FOUNDATION
THIRD WORLD FOUNDATION
STIFTUNG NAU MAI
SOUTER CHARITABLE TRUST
WAAM COSMETICS





Financials

JANUARY 1ST 2023 – DECEMBER 31ST 2023

ANNUAL EXPENDITURE ACCOUNTS (EUROS)

Fiscal year	2023 (€)		2022 (€)	
RESOURCES				
1. DONATIONS FROM INDIVIDUALS	376,864	14%	417,882	8%
2. PRIVATE GRANTS & SPONSORING	2,306,822	85%	3,980,371	86%
3. PUBLIC FUNDING	18,131	1%	262,978	6%
I. TOTAL	2,701,817	100%	4,661,231	100%
II. REVERSAL OF PROVISION	0		21,100	
III. CARRYOVER OF PREVIOUS UNUSED RESOURCES	1,881,975		781,928	
IV. TOTAL (I + II + III)	4,583,792		5,464,259	
V. NET RESULT (LOSS)				

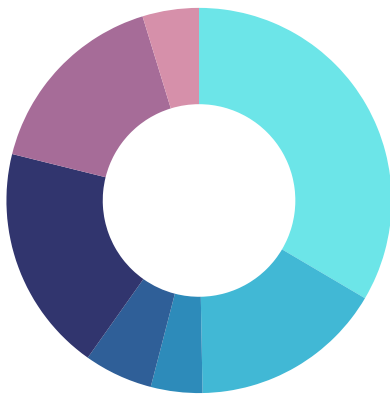
Fiscal year	2023 (€)		2022 (€)	
EXPENSES				
1. SOCIAL PROGRAMS	1,745,107	79%	1,372,113	74%
1. In France				
2. International	1,745,107	100%	1,372,113	100%
o Cambodia	740,568	42%	661,689	48%
o Madagascar	359,216	21%	262,788	19%
o Myanmar	95,721	6%	84,655	6%
o Vietnam	127,654	7%	93,743	7%
o Other	421,948	24%	269,238	20%
2. FUNDRAISING COSTS	362,443	16%	365,220	20%
1. RELATED TO INDIVIDUALS AND CORPORATE	155,724	7%	202,890	11%
2. OTHERS	206,719	9%	162,330	9%
3. OVERHEADS	104,868	5%	114,569	6%
I. SUB-TOTAL OPERATING EXPENSES	2,212,418	100%	1,851,902	100%
II. PROVISIONS				
III. INCOME TAX				
IV. CARRYOVER OF MULTI-YEAR RESOURCES	1,919,365		2,361,083	
V. TOTAL EXPENSES	4,131,783		4,212,985	
VI. NET RESULT (GAIN)	452,010		1,251,273	



COLLECTED RESOURCES

1001fontaines raised €4.6 million in 2023. Fundraising in 2022 had been exceptionally high (5.5 M€), with the securing of several multi-year partnerships continuing into 2023. Nevertheless, 2023 fundraising remains at a level that is more than sufficient to maintain the financial visibility recently acquired, and to meet the needs generated by 1001fontaines' ambitions.

ALLOCATION OF EXPENDITURES



ALLOCATION OF RESOURCES

The level of expenditure has risen in 2023, to €2.2m (€1.9m in 2021 and 2022).

Dedicated funds are down slightly but remain high, at 1.9 M€ at the end of 2023. Accounting for these dedicated funds is specific to the regulatory accounting framework for associations, and they can be compared to deferred income in the accounting of profit making activities. Most of these dedicated funds will be allocated to operations, and their high level reflects the aforementioned financial visibility.

Cambodia's expenses increase after their sharp fall in 2022, but their share of the social mission budget continues to decline (42% in 2023 vs. 48% in 2022, 66% in 2021 and 77% in 2020). This is due both to the substantial financing raised by 1001fontaines Switzerland for the development of Teuk Saat 1001, which does not pass through the accounts of 1001fontaines France, and to a relative decline in Teuk Saat 1001's financial dependence on external financing. Local revenues now cover the Cambodian NGO's operational financial needs.

Expenditure on the Madagascar program continues to rise, due to the major investments made at the end of phase 3 to support the development of activities in Tamatave.

Attempts to relaunch the Myanmar program, unfortunately unsuccessful, led to some additional expenditure in 2023 compared with 2021 and 2022.

Support activities for the Vietnam program and operations as a whole continued to grow, accounting for almost a third of total social mission expenditure. Operations support includes :

- all the technical expertise provided to programs by 1001fontaines: production & water quality, finance & controlling, management, IT, sales & marketing ;
- advocacy (internationally and in our host countries);
- development.



The nature of these expenses is essentially HR, with a relatively high weighting of mission expenses given 1001fontaines' desire to be as close as possible to the field.

Fundraising costs have stabilized following their increase in 2022, although there has been a shift towards fundraising outside “public generosity”.

BUDGET 2024

The budget includes all 1001fontaines expenses outside Vietnam, including those that do not necessarily pass through the 1001fontaines France accounts.

Last but not least, 1001fontaines' rigorous management will enable it to further reduce its operating costs in 2023. This will enable it to maintain a particularly low structural cost ratio, at 11% of its budget (467 k€ out of 4.1 M€).

In this respect, it is not fully comparable with the accounts presented above. The Vietnam project is run by a separate legal entity.

Project	Budget 2024 (k€)	
CAMBODIA	2,310	55%
◦ New kiosks	1,050	25%
◦ Water in School	710	17%
◦ Transformation Plan (kiosk 2.0, revamping, etc.)	550	13%
MADAGASCAR	360	9%
BANGLADESH	300	7%
SUPPORT TO OPERATIONS	570	14%
◦ Operational hub	380	9%
◦ Business development	100	2%
◦ Advocacy	90	2%
STRUCTURE	640	15%
◦ Fundraising	528	13%
◦ Overheads	112	3%
TOTAL (not incl. Vietnam)	4,180	100%
◦ Vietnam	280	
TOTAL (incl. Vietnam)	4,460	

"The moment we lose our sense of expectation, that is when hope dies"

Jacinda Ardern
Former Prime Minister of New Zealand





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