

cewas

Impact Report 2023

November 2023 Update



Creating impact with water entrepreneurship

Dear reader,

Cewas is all about creating SDG6- relevant impact. We truly believe that water and sanitation-related solutions are only sustainable when someone eventually can feed a family with it. We build and strengthen the capacities of entrepreneurs and changemakers that solve the world's most pressing water, sanitation, and waste-related challenges.

I am often asked, "So, how much impact does **Cewas** create?" Hmm, tough question. We don't dig wells, we don't provide water filters, nor do we provide sanitation solutions. Our direct impact is close to zero. **Cewas** impact is manifested through our entrepreneurs and changemakers. They are in the front and center as it is them who are providing new and improved access to at least 4.7 Mio. people.

They cannot do all of this alone! Our role is to enable them to build long lasting solutions, by trainings, technical assistance, financial support, providing enabling environments and proper governance structures. This is not straightforward and takes time, but eventually pays off, how our brand-new impact numbers on the following pages show.

There is so much more we need to do! So, join in and help us channel more support to water & sanitation entrepreneurs so they can focus on what they are doing best: creating impact.

Amanda Ammann
Cewas Board Member

Who Are We?



Cewas is the world's first dedicated water and sanitation business support organization for impact-oriented solutions.

Our Entrepreneurs



at Incubation,
Acceleration & Scaling
Stage.

Our Impact



people benefiting from
new or improved water
supply and sanitation
services.

We work together with key sector stakeholders to create and enhance the global **entrepreneurial ecosystem** for water and sanitation entrepreneurs. Our focus lies on developing strong ecosystem support services in the field of business development, finance and talent growth.



Ecosystem development



Entrepreneurship Support



Governance & Integrity



Knowledge & Training

What We Do

Our **governance and integrity** tools and trainings have helped companies and organisations around the globe to improve their level of transparency, accountability and participation, and to benefit from more efficiency, lower costs and a reputation boost.



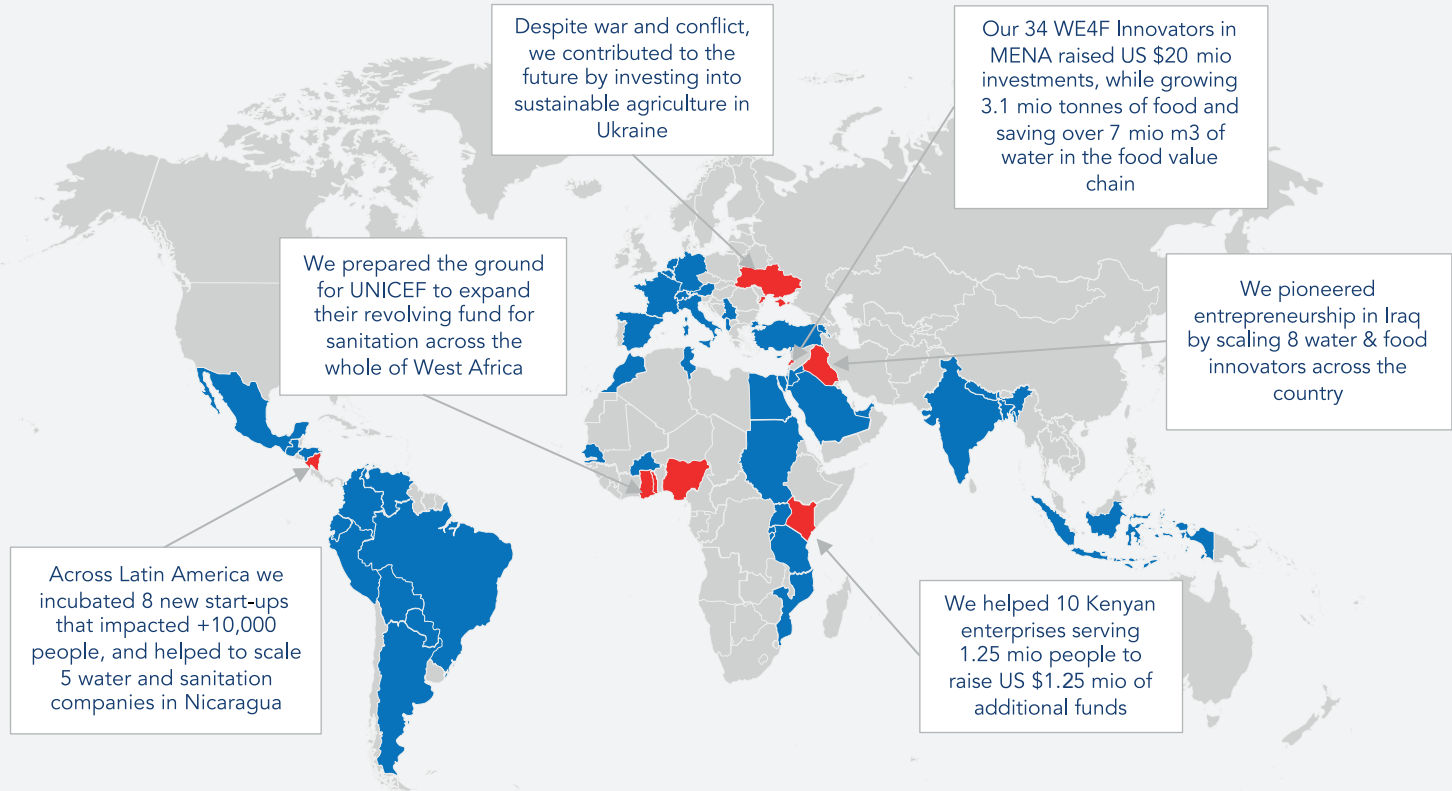
Finance Support

We work together with investors and financiers to create an enabling financial ecosystem to channel investments in water and sanitation. We do this by working with partners and experts to adjust, develop and implement financial tools for WASH enterprises.

We design, develop and implement training programmes that are tailor-made to fit the needs of water and sanitation professionals. Our **tools, trainings and advisory support** aim at activating a change in the planning, implementation and maintenance of water and sanitation systems.

Supporting entrepreneurs at all stages of their entrepreneurial journey is at the core of our work. We run multiple acceleration and scaling programmes each year. We offer technical assistance, business advisory services and make sure that entrepreneurs become investment ready. We match them with the right investor and create measurable social and environmental impact.

Our Highlights in 2022



Where we worked or created impact in 2022

Contributions from our entrepreneurs to **SDG6**

6 CLEAN WATER AND SANITATION



2.3mio

m3 of water saved

3.4 mio people with new or improved drinking water

4.7mio

people benefiting from new or improved water supply and sanitation services

55% customers from vulnerable groups

1.1mio

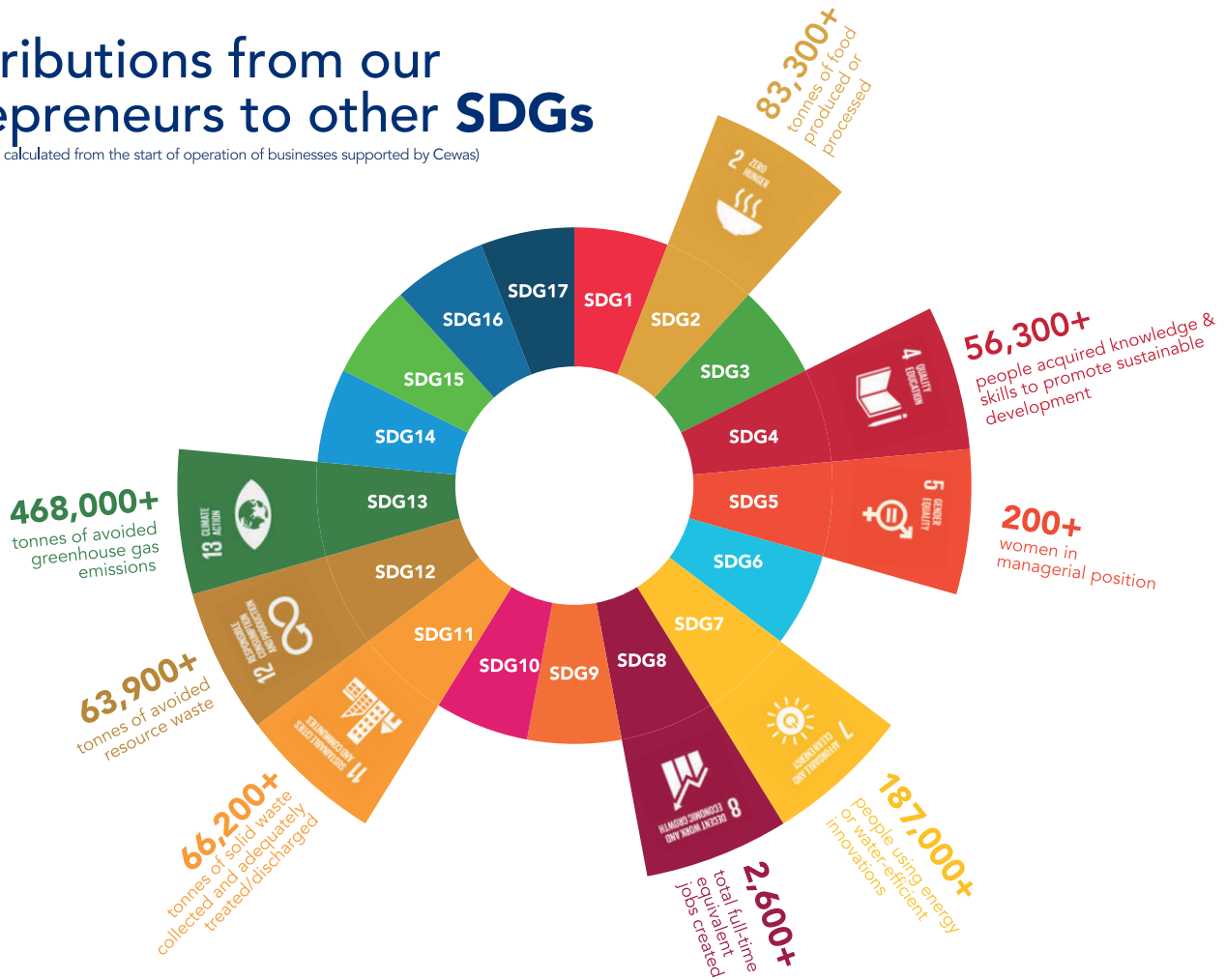
m3 of wastewater safely treated

1.2 mio people with new or improved sanitation

(cumulative figures calculated from the start of operation of businesses supported by Cewas)

Contributions from our entrepreneurs to other SDGs

(cumulative figures calculated from the start of operation of businesses supported by Cewas)



Example: Aqua Clara, Kenya



WASH Hub pilot site (photo: Aqua Clara Kenya)

Aqua Clara Kenya (ACK) is a Kenyan social enterprise established in 2012. The business aims to ensure that **safe water is accessible and affordable to the rural poor**. To achieve this goal, ACK focused on production and **distribution of water filters**. However, they have now expanded their model to build a **decentralised, data-driven and efficient model for last-mile distribution of WASH products** via a series of WASH Hubs.

Cewas supported ACK by providing assistance in financial planning, networks and guidance on market positioning to better approach impact investors. In addition, cewas channelled seed money to ACK to set-up a pilot WASH Hub.

“



Our company was already going strong before the programme, but we were looking for catalytic change to help us accelerate our growth. cewas set us on the right path: Based on insights we gained through the programme, we pivoted our business model and today, we are negotiating with several (impact) investors who would have been difficult to access just a year ago.

”

(John Nyagwencha, CEO)

SDG Impact



146,500+
people provided with safe
and affordable drinking water



205,000
tonnes of avoided
greenhouse gas emissions

Example: Iriba, Rwanda



IRIBA water kiosk (photo: IRIBA Water Group)

Founded in 2017, the Rwandan social enterprise IRIBA Water Group aims to address the lack of affordable and clean drinking water by providing innovative water solutions for vulnerable communities in Rwanda and neighbouring countries. This is done through the provision of **automated water vending machines (ATMs) and kiosks** in urban communities, the installation of **water purification systems** in schools, the operation of water kiosks by franchisees in remote areas, and the **installation and maintenance of water filters** for households, businesses, industries and communities.

As part of its acceleration programme, **Cewas** supported IRIBA to raise funds and build capacities to install an additional **50 water ATMs** in schools and low-income urban communities, serving an additional number of 48,000 people. Today, almost 300,000 people benefit from their products and services.

“



The acceleration programme of Young Water Solutions and Cewas was exactly what my team and I needed to advance IRIBA Water Group to the next level. With the support from our mentor and coaches, we were able to refine our financial model, growth plans and strengthened our pitch deck which unlocked a funding opportunity for us.

”

(Yvette Ishimwe, Founder)

SDG Impact

6 CLEAN WATER AND SANITATION



287,900+

people benefiting from enhanced drinking water supply

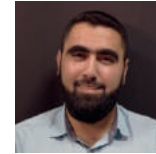
Example: Flowless, Palestine



Example of a Flowless hardware installation. (photo: Flowless)

Founded in 2019 in Palestine, Flowless contributes to water sustainability by helping water utilities and agricultural water users better manage water distribution networks and quality through remote monitoring and control. Flowless systems utilise customised software and hardware solutions to collect and analyse real-time data from sensors in the water network and provide interpretations about water quality and consumption. Results are shared through the Flowless web platform, allowing to detect leaks and resolve problems which helps clients reduce water losses. Through incubation coaching and a regional acceleration program, **Cewas** supported Flowless in refining its business model, building operational capacities, developing growth strategies and overall investment readiness. Today, Flowless achieved more than 300,000 m³ of water savings and serves more than 23,000 people with safe and reliable water supply.

“



Cewas significantly supported us to turn our business from an idea into an operational company. Their expertise in the water industry helped us to engage with the ecosystem and build the company on a solid ground. Now we achieve impact by reducing water losses through our water networks management system and we are growing thanks to their help and support.

”

(Baker Bozeyeh, CEO and Founder)

SDG Impact



300,000+ m³ of water saved

23,000+
people provided with safe and reliable water supply

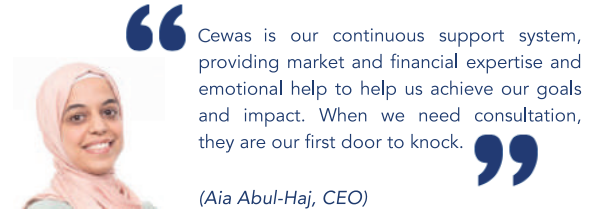
Example: Sovillion, Jordan



SOLVillion's decentralized wastewater treatment system (photo: SOLVillion)

Founded in 2018, the Jordanian social enterprise SOLVillion strives to create a prosperous and inclusive world by providing technical solutions in the field of water and sanitation. Their Decentralised Wastewater Treatment System (DWWS) was developed as an onsite system to recycle and reuse wastewater for agriculture. The customised treatment systems that are easy to maintain, consume little energy and require less frequent desludging are targeted at rural households that do not have access to the sewerage system.

As part of its incubation and regional acceleration programmes, **Cewas** supported SOLVillion in establishing a business model for different product and service offerings and developing a focused acquisition strategy and market penetration model for its sanitation solutions in Jordan. Today, 42,000 people benefit from sanitation services and 37,000 m³ of wastewater have been safely treated.



Cewas is our continuous support system, providing market and financial expertise and emotional help to help us achieve our goals and impact. When we need consultation, they are our first door to knock.

(Aia Abul-Haj, CEO)

SDG Impact



37,000+ m³ of water saved

42,000+

people provided with adequate and equitable sanitation services

Our Team



Michael Kropac
Co-Director



Aline Bussmann
Co-Director



**Janek
Hermann-Friede**
Project Manager



Maisam Otoum
Country Manager
Jordan



Cedric Lehmann
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**Leonelha
Barreto Dillon**
Regional Director
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the Caribbean



Mounes Neama
Project Manager



Talar Kokjian
Project Officer
Lebanon



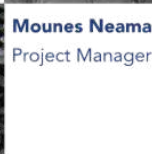
Nashwan Dahir
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**Ahmad
Al Hazayme**
Project Manager



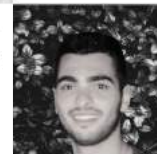
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Johannes Heeb
Co-Founder &
Project Manager



Thomas Zeller
President



Amanda Ammann
Board Member



Sebastian Bellwald
Board Member



Our Partners





Disclaimer

The reported impact are the merits of the entrepreneurs that were supported by Cewas in the last 11 years. All the entrepreneurs were supported for at least one year in an intensive incubation, acceleration or scaling programme. With some we communicated nearly daily, others have gone their way.

We encourage our entrepreneurs to get all the help they can get: From us, other business support organisations and anyone out there that wants to help progressing the impact of entrepreneurs towards SDG 6.

Hence, we do not have the “exclusive” right of the impact our alumni are generated – others contributed too. Therefore, overlaps with contributions to the achievement of the SDGs reported by other organisations cannot be avoided.

Impact Measurement Methodology

In 2019, we published our first impact study, highlighting the results of our efforts to support water and sanitation entrepreneurs in our first seven years of operations, as well as the impact achieved by our alumni.

Now we have set out again to assess the impact of the businesses we support. We reached out to many of the 349 entrepreneurial teams supported in incubation, acceleration and scaling programs between 2011 and 2022 to get their input and feedback. It is the nature of entrepreneurship that not all of them are still around (or were too busy to reply). However, 93 Cewas alumni (from 27 countries) shared results via an online survey and face-to-face or telephone interviews, providing quantitative and qualitative insights into their current work, their impact on the development of the sanitation and water sector, and the contribution of Cewas to the creation or growth of their businesses. All reported figures were validated and random on-site checks were carried out.




How to Reach Us


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