



ANNUAL REPORT

# 2024



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# Word from the Chairman

Dear Friends,

As we wrap up 2024, I wanted to come back on a few figures that really marked the year for me.

**4.4 billion.** A deeper, more sophisticated analysis of access to safe drinking water actually came to the conclusion that half the world population actually consumes unsafe water. While we thought we were trying to solve a crisis affecting 2 billion people across the world, we are now in front of an even more massive and generalized issue. This situation represents a major public health threat, and should be a global priority.

**300 million.** The number of liters of safe drinking water we provided to 1.3 million people across Cambodia, Madagascar, Bangladesh and Vietnam, has increased by 23% compared to 2023, and has doubled over the course of the last 5 years.

**5.7 million.** We often talk about the affordability of our refillable bottled water services – provided at a price of 2 cents per liter, but not that much about the size of the economic activity they now represent. Crossing the milestone of 5 million USD of water sales in 2024 is a clear demonstration of people's willingness to pay for safe water – an obvious success factor of our model.

**20.** Completing our second decade of existence was a real milestone for 1001fontaines. We were glad to celebrate it with all of you, and to collectively congratulate the ones who make impact happen every day: 250 exceptional individuals working in our 4 countries of operation.

When I take a step back and I look at these numbers, I feel a tremendous sense of pride to be part of the 1001fontaines initiative, with evidence of impact growing over time. Our historical partner organizations in Cambodia and Madagascar have achieved record performance in 2024, and our new project in Bangladesh is highly promising in terms of impact, scale and viability.

I also feel that we are at a turning point of our journey – the one that might lead to a change much larger than 1001fontaines. With scarcity in the process of becoming the new normal for freshwater resources as well as for international development aid, it has never been more urging for the global water sector to face this reality and pivot towards more diverse service delivery models. 1001fontaines definitely stands as an efficient and scalable example, which I wish to see endorsed by many more in the future.

I hope you will enjoy going through this report and will share our enthusiasm about the results and the perspectives for the years ahead.

Yours faithfully,

Yves Bernaert  
Chairman, 1001fontainess







# The 1001fontaines model

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

## Rural areas



Production site



Home delivery



Consumers

Depending on population density, the drinking water production site can be either a *water kiosk* managed by a contractor, or a medium-sized infrastructure operated by larger teams. The site produces and delivers 20-liter bottles of drinking water to consumers' homes, including the most isolated.

## Zones urbaines



Production facility



Point of sale

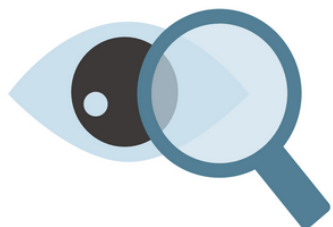


Consumers

In urban areas, larger water production facilities serve decentralized sales outlets, close to the homes of vulnerable populations.

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 1001fontaines flagship program was launched in Cambodia in 2005, with the ambition of scaling up the water kiosk model. In over 20 years, our local partner, Teuk Saat 1001, has become the leading provider of safe drinking water in rural areas of the country and achieved financial viability on operating costs in 2020. These two successes have demonstrated that it is possible to sustain operations while serving vulnerable populations at scale.

### 2024 Results



**342 water kiosks**  
vs. 326 in 2023



**376,000 children beneficiaries**  
vs. 352,000 in 2023



**1,171,011 consumers**  
+17% compared to 2023



**42,710,240 L of water distributed for free by entrepreneurs in schools**  
+10.5% vs. 2023

Production sites are classified into four categories (Tier 3, Tier 2, Tier 1, Super Tier 1) based on the volume of water distributed daily.

This year, the increase in high-performing sites (86 Super Tier 1 vs. 55 in 2023, +56%) and the reduction of less performing ones (from 32 in 2023 to 7 in 2024) reflect continuous improvement in water access for communities, supported by our organic growth approach, capacity building, and support for local entrepreneurs.

### Strategic Goal for 2025

In 2025, the goal is to strengthen the sustainability and autonomy of the water kiosks' network. 1001fontaines and Teuk Saat 1001 will work on rehabilitating existing sites in addition to building new ones, ensuring broader coverage and a reinforced infrastructure network. We will also continue developing the Water in School program to ensure sustainable access to safe drinking water for school children.





## Context

Ranked among the world's poorest countries, Madagascar faces significant challenges in accessing safe drinking water, an issue that 100fontaines and its local partners have been addressing since 2008. Driven by strong demand in urban areas, the model—based on a production facility in the outskirts of Tamatave and sales points across the city—has now established itself as the reference solution we aim to scale up.

## 2024 Results



**9,280,500 liters of water sold in 2024**

+44% vs. 2023



**44,391 consumers**

vs. 34,320 in 2023



**6,050 children benefitting**

from the Water in School program



**67 jobs created**

vs. 51 in 2023

In 2024, optimizing production and distribution costs led to significant efficiency gains. Combined with increased sales, this allowed us to achieve financial viability after five years of operation. This milestone demonstrates the sustainability of the model at the local level and confirms the relevance of replicating it in other cities.

## Strategic Goal for 2025

2025 will mark the continuation of Phase 4 of our project in Madagascar. The objective is to accelerate Ranontsika's expansion by extending its urban services to two new regions in the country. This phase will also be marked by the expansion of our social programs and research activities to strengthen our impact on the most vulnerable populations.







## Context

Although Bangladesh is experiencing rapid economic growth, access to quality drinking water remains a challenge, particularly in rural areas. To address this, the Bangladeshi NGO Uttaran launched the Uttaran Paani project around Tala, in the country's southwest, adopting a 20L water jar distribution model. This project quickly gained traction, reaching a sales volume of 1,000 jars per day. With the support of 1001fontaines, the challenge now is to structure and expand this model to ensure a reliable and sustainable service.

## 2024 Results



**367,012 jars**

+21% vs. 2023



**17,631 consumers**



**7,488,000 L of water produced**



**35 jobs created**

In 2024, with support from 1001fontaines, Uttaran Paani strengthened its water quality control protocols. 1001fontaines also contributed its expertise to optimize plant design, ensuring that the chosen equipment is suited to raw water contaminants and allowing for rigorous monitoring of key parameters.

## Strategic Goal for 2025

In 2025, Uttaran and 1001fontaines will join forces to demonstrate the impact, viability, and scalability potential of the Uttaran Paani project in southwest Bangladesh. Our goal is to launch two additional production units, in Tala and Debhata, while optimizing the distribution model to efficiently serve households around the production sites.





## Context

The suburbs of Ho Chi Minh City host many industrial zones that attract low-income workers and their families, who face a lack of affordable and quality drinking water services. Through its holding company O-WE International, 100fontaines launched a social enterprise aimed at providing affordable safe drinking water to low-income households while striving for economic profitability. In a highly competitive environment, the main challenge lies in reaching vulnerable populations to make this specific offering known.

## 2024 Results



**9,135,760 L of water sold**  
+30% vs. 2023



**37,730 consumers**  
+8 854 vs. 2023



**261 water reseller partners**  
+7% vs. 2023

In September 2024, a remineralized water range, Owe+, was launched. This innovative offering aims to provide mineral-enriched water for Ho Chi Minh City's middle class, distributed mainly in offices. The margin generated from these sales will help support affordable drinking water services for low-income households, which are not yet self-financing.

## Strategic Goal for 2025

Given the challenges of achieving financial viability while maintaining a focus on vulnerable populations, the project must primarily increase its sales volumes, particularly for the Owe+ range. After four years of experimentation, 2025 must mark significant progress, in order to acquire the confidence we can engage in further expansion.









# Water Quality, a key pillar at the heart of our commitment



Water quality remains the fundamental pillar of the 1001fontaines model. Ensuring safe drinking water up to the point of consumption is key to our impact on public health. For 20 years, this commitment has been our trademark. Driven by a continuous improvement mindset, 1001fontaines anticipates future challenges to strengthen its social mission, ensuring sustainable access to quality water for all.

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## BOTTLED WATER, A VECTOR OF QUALITY AND TRUST

To meet consumer expectations regarding service while adhering to our quality standards, we have chosen, from the outset, to provide safe drinking water in 20-liter containers. Whether in Asia with water bottles or repurposed vegetable oil jerrycans in Madagascar, the form may vary, but the goal remains the same: to guarantee the water potability and the cleanliness of the container.

1001fontaines adapts its treatment systems based on the contamination of raw water.

Depending on needs, the technology can vary from microfiltration to reverse osmosis, ensuring that the treated water meets WHO quality standards. Before each refill, bottles and jerrycans are systematically sterilized.

Thanks to direct distribution, we ensure the retrieval of empty containers to bring them back to the production unit for re-cleaning. This system is a real asset for consumers, who see it as a guarantee of professionalism and reliability.



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# AN INDUSTRIALIZATION APPROACH TO FACILITATE SAFE DRINKING WATER PRODUCTION

To support the growing activity, 1001fontaines and its local partners have launched projects to improve production tools across various geographies.

In Cambodia, the water kiosks 2.0 have become the standard, with an ergonomic design that facilitates entrepreneurs' work and a production capacity of 200 to 300 bottles per day.

The Teuk Saat 1001 teams have also developed new technical maintenance routines by adopting a preventive approach, which will improve the sustainability of the network.



In Madagascar, where sales continue to grow rapidly (+47% in 2024 compared to 2023), the Tamatave plant has been adapted again, as have the sales kiosks, which now have greater storage capacity for jerrycans.

The treatment systems follow the same path of evolution: water kiosks 2.0, as well as plants in Madagascar, Vietnam, and Bangladesh, are now equipped with pressurized pre-treatment systems.



Additionally, automation is now part of the process, both for filling bottles and cleaning them. All these improvements strengthen quality management while increasing daily water purification and bottling capacity.







## ADAPTING TO CLIMATE CHANGE: OUR RESILIENCE APPROACH

Water is one of the resources most impacted by climate change: variations in rainfall and rising sea levels, combined with human activity, directly affect the availability and quality of water sources. In response, 1001fontaines has initiated several approaches to adapt to the climate crisis.

We are expanding our knowledge of other technologies, such as ultrafiltration and reverse osmosis, which can treat more contaminated water than what we typically use in Cambodia and Madagascar. Procedures for monitoring raw water are also being strengthened to identify any changes in the water composition.

These challenges are particularly significant in the southwest of

Bangladesh, where salinity and iron complicate water treatment.

The frequent cyclones have also led Uttaran, our local partner, to opt for elevated plants, located near roads that remain passable during the rainy season.

To solidify our resilience strategy, we will launch the first climate risk assessment for our network of water kiosks in Cambodia. This extensive study will be a crucial foundation for anticipating necessary reinvestments at the sites to ensure continuous access to drinking water for rural communities. It could also serve as a model for replicating this type of assessment in our other countries of operation, all of which are likely to be significantly impacted by climate change in the short or medium term.





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## 1001FONTAINES' EXPERTISE IN SUPPORTING LOCAL SKILLS DEVELOPMENT

Olivier Tognetti, the technical director of 1001fontaines, specifically supports local management teams in strengthening their technical staff through the following activities:

- Support in recruiting technicians and lab managers and their integration
- Establishment of training programs covering the operation and maintenance of treatment systems to ensure compliance with WHO standards

- Standardization of operational procedures for water quality monitoring

This approach allows for a better understanding of treatment systems by local technicians. The teams have gained more autonomy in managing systems, which helps reduce technical issues.

“I establish a common knowledge base within local teams while providing them with practical tools to effectively manage the facilities. Thanks to the training programs, we are creating a reference for good practices that structures and improves the daily work of technicians on the ground.”



**Olivier Tognetti**  
Technical Director of 1001fontaines

## SYNERGIES FOR QUALITY VEOLIA


Since the creation of 1001fontaines in 2004, Veolia and the Veolia Foundation have been key partners, providing technical expertise and financial support. In 2024, we embarked on new initiatives with their backing, such as testing ultrafiltration technology at some water kiosks and strengthening the management of our maintenance activities. This partnership is crucial for leveraging Veolia's technological advancements and enables 1001fontaines and Teuk Saat 1001 to continue professionalizing the management of their water kiosk network.







# Our expansion in South Asia: a natural evolution



For 100fontaines, 2024 has been a year of momentum and expansion in South Asia. Building on two decades of experience, 100fontaines has finetuned its approach in replicating its safe drinking water services, taking significant steps to extend its impact and lay the foundations for sustainable solutions tailored to local realities.

## STRENGTHENING LOCAL INITIATIVE IN BANGLADESH - UTTARAN PAANI

Access to safe drinking water remains a major challenge in southwest Bangladesh, where traditional water sources—ponds, rivers, and shallow wells—are frequently contaminated with bacteria and often compromised by physico-chemical issues such as iron content and salinity intrusion. For decades, local populations have relied on self-sourced water, and the idea of paying for safe drinking water is not yet widely accepted, especially in rural areas. However, with traditional options becoming increasingly unsafe to communities' health, demand for affordable and reliable safe drinking water has begun to emerge.

Uttaran, a Bangladeshi NGO with over 40 years' experience in livelihoods, climate resilience and local governance, has initiated a pioneering approach. It launched Uttaran Paani, a safe drinking water production and distribution project based on a mid-scale facility, offering affordable, refillable 20L bottles with a home-delivery service.

Initially little adopted by local consumers, this model quickly gained momentum, and in just three months, the plant reached a production level of up to 1,200 bottles a day.

“Families have fewer and fewer options for quality water, and the need for a reliable solution has never been more pressing. That's why we are working to demonstrate that quality drinking water can be both accessible and sustainable.”





A key driver of this success has been Uttaran's deep-rooted connection with local communities. Through decades of grassroots engagement, the organization has built a foundation of trust, which has been instrumental in educating families about the benefits of treated safe drinking water and fostering a cultural shift toward safe water consumption. Their community-first approach has not only facilitated outreach but has also helped shape consumer demand in a way that ensures the project's sustainability.

Recognizing the strong alignment between Uttaran Paani and the 1001fontaines model, the Aqua for All Foundation introduced us to Uttaran, leading to the creation of the "Uttaran powered by 1001fontaines" partnership. This collaboration aims to strengthen the existing model, introduce 1001fontaines' best practices, and accelerate its replication in other areas of Bangladesh.

Since March 2024, we have been working closely with Uttaran's teams to increase the production capacity of their first facility and to set up two new production units. The partnership has also focused on enhancing water quality management by updating treatment processes, and strengthening financial and administrative procedures through better oversight and cost management.



Moreover, water distribution will be optimized by setting up a structured information system to monitor deliveries. Finally, a survey of consumers and non-consumers is underway to analyze market trends and behaviors.

Visits from the 1001fontaines team were essential to ensure the smooth running of activities, reinforcing our ability to collaborate remotely. This collaboration also provided valuable operational lessons for all 1001fontaines operations.

The dynamics of larger-scale production and distribution in Bangladesh could inspire the next generation of water kiosks in Cambodia, where we are currently rethinking our infrastructure design to absorb growing demand and adapt to demographic changes.





## LAYING THE FOUNDATIONS IN NEPAL - FROM STUDY TO IMPLEMENTATION

In Nepal, our collaboration with ADB took a significant step forward in 2024 through their Mechanical Irrigation Innovation Project (MIIP) in the Terai region. Field visits had highlighted disparities in water access between urban and rural communities. In response to this issue, and following discussions with the Ministry of Water Supply and Irrigation, ADB funded a feasibility study to assess the 100fontaines model's relevance in this context.

Conducted in early 2024 with Practical Action Consulting, the study confirmed that water kiosks could be a viable and sustainable solution given the limitations of public water supply and self-sourced hand pumps.

While challenges remain—such as low population awareness and willingness to pay for this service—the high population density and dissatisfaction with existing water sources indicate strong market potential. The 100fontaines model, which blends public ownership with private operation, appears highly relevant in this context.

To move from assessment to action, 100fontaines has taken a proactive step by recruiting Anisha Karn as a Project Manager. Since November 2024, she has been leading a pre-launch phase, refining the operational model, selecting implementation areas, and identifying the partners for the first project years. A decision on an official pilot launch is expected by June 2025.

“Sustainable access to quality water is a challenge in Nepal that conventional solutions struggle to meet. The 100fontaines model, developed in Cambodia, seems to me to offer an innovative and promising approach to meeting this challenge.”



**Anisha Karn**  
Project Lead Nepal







# Understanding target audiences: A key approach to strengthening our positioning



As part of a process of continuous improvement, 1001fontaines has refined its evaluation methods, striving to balance the measurement of social impact, operational relevance, and the ease of implementing studies.

Our analyses are now grounded in a robust data collection framework, incorporating regular surveys of both consumers and non-consumers. This approach allows us to track key indicators such as market penetration, income-level targeting, behavioral trends, and user satisfaction. Developed internally and largely carried out by our local teams, these surveys ensure that feedback from the field directly informs our operational decisions.

## LESSONS FROM A LARGE-SCALE MARKET STUDY CONDUCTED IN CAMBODIA

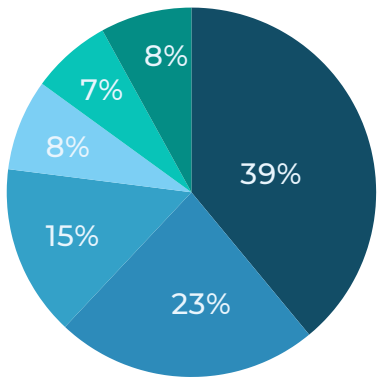
A recent survey in Cambodia confirmed the essential role of Teuk Saat 1001, 1001fontaines' local partner, in improving access to safe drinking water in rural areas. It revealed that bottled water has become the primary source of drinking water for 46% of the rural population, with the O-we brand holding a 57% market share and reaching 26% of the population in the areas where a water kiosk operates.

This shift has significantly improved public health: 39% of O-we consumers previously relied on surface water sources, wells, or

rainwater, and 23% consumed untreated water. By offering a safe and practical alternative, 1001fontaines and Teuk Saat 1001 also enable families to save time and resources previously spent on boiling water.

An affordable price is a key factor in O-we's success. The survey showed that 16% of O-we consumers come from households below the poverty line. With an average cost of 1,800 riels for 20 liters, O-we remains financially accessible for low-income families.

O-we consumers' previous drinking water source

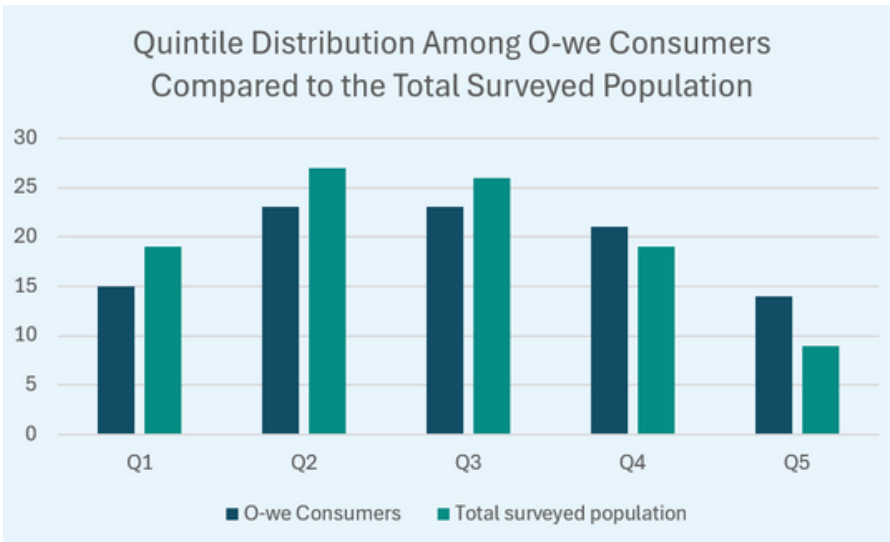


- Boiled well, surface & rain water
- Untreated well, surface & rain water
- Other 20L bottles
- Filtered well water
- Boiled tap water
- Other

Consumer loyalty strengthens the program's impact: 50% of users exclusively consume O-we water, and 46% report improved health. Furthermore, 73% of consumers recommend the brand, demonstrating strong growth potential.

This is critical, as 28% of households still boil their water and 6% continue to consume untreated water.

Greater awareness and improved branding strategies could help convert these non-consumers into regular users, further amplifying the impact of 1001fontaines and moving Cambodia closer to universal access to safe drinking water.



## REFINING OUR ANALYSIS BY REPLICATING THESE SURVEYS IN ALL OUR COUNTRIES

Beyond Cambodia, a similar study conducted as part of our project in Vietnam confirmed the effectiveness of the 1001fontaines model in reaching vulnerable communities.

The results showed that 66% of consumer households surveyed were considered vulnerable, highlighting the need for interventions focused on financial and geographical accessibility.

Building on this experience, 1001fontaines is now transferring its evaluation

methodology to its partner Uttaran in Bangladesh.

A consumer survey is planned for 2025 to establish a baseline assessment of the Uttaran Paani project's impact and its alignment with the 1001fontaines approach.

The study will also provide key insights into market dynamics, consumer behavior, barriers to the adoption of bottled water services, and the specific needs of communities. It will further consider vulnerabilities related to climate risks.





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## EVALUATING SOCIAL PROGRAMS TO STRENGTHEN THEIR IMPACT

Beyond consumer-focused analyses, 1001fontaines places great importance on the monitoring and evaluation of its social programs.

In Cambodia, the Water in School program undergoes monthly evaluations to track the volumes of water distributed in schools.

An audit conducted in April 2024 confirmed the success of this free water distribution program benefiting schoolchildren. However, the audit also identified areas for improvement, including raising more awareness about the importance of drinking safe water and practicing good hygiene, as well as strengthening recognition of the program and the local organization, Teuk Saat 1001, among beneficiaries. Integrating presentations into school curricula and distributing informational materials could be considered.

In Madagascar, the Water in School program also continues to expand, supported by regular monitoring to adapt interventions and effectively meet Malagasy children's needs for water access.

## LOOKING AHEAD: DEVELOPING ACADEMIC PARTNERSHIPS TO ENHANCE OUR MONITORING AND EVALUATION STRATEGY

Strengthening our market analysis allows for a better understanding of consumer behavior and the obstacles preventing non-consumers from using our drinking water services.

These lessons are crucial to maximizing the impact of our operations. However, some evaluations are complex and will require

academic collaborations. Assessing the effectiveness of our investments, measuring cost-benefit ratios for both governments and consumers, and analyzing the climate resilience of our services will be essential studies that will benefit not only 1001fontaines' projects but also the broader water sector.



# Perspectives

On the occasion of its anniversary, 1001fontaines is capitalizing on two decades of learning to reaffirm its convictions and chart an ambitious path forward.

The experience gained over the years has highlighted the value of our adaptable approach: water production can be carried out through water kiosks or larger-scale facilities; distribution can be direct to households, or through strategically located sales points; and operations may be

led by salaried teams or local entrepreneurs

Despite this diversity of approaches, one constant guides our mission: to ensure access to safe, affordable drinking water, bottled in reusable containers, for low-income populations.

In this context, 1001fontaines' strategic priorities for 2025 are structured around three key pillars:

## Consolidating activities in current countries of operation:

- Define a long-term vision for Teuk Saat 1001 in Cambodia
- Develop an expansion strategy for Ranontsika in a new Malagasy city
- Open two additional production units in Bangladesh
- Clarify the path towards economic viability and social impact in Vietnam



## Expanding the geographical footprint:

- Launch a pilot phase in Nepal
- Identify strategic partners to replicate our model in new regions



## Strengthening strategic positioning:

- Refine the organization's vision and develop a roadmap through 2030
- Showcase our approach through media outreach and participation in sectoral events
- Mobilize and expand our ecosystem of supporters and partners



The coming year marks a promising new chapter, rich in opportunities. We approach it with confidence, convinced it will bring significant progress and enhanced impact.





## Celebrating 20 years of 1001fontaines

On September 25, 2024, 1001fontaines celebrated 20 years of impact and innovation at the Hôtel de l'Industrie in Paris. The event brought together partners, experts, and field teams for a retrospective over the past two decades.

### INSPIRING TESTIMONIALS

Yves Bernaert opened the ceremony by emphasizing the urgency of taking action as 4.4 billion people still lack access to safe drinking water.

Following this opening, two experts—Tim Foster (University of Technology Sydney) and Lionel Goujon (French Development Agency)—shared their insights on the importance of complementary solutions to the network, in achieving universal access to safe drinking water.

The subsequent panel discussions featured representatives from Veolia, Cartier Philanthropy and 1001fontaines, and covered various topics, including the modernization of water kiosks in Cambodia, the resilience of our projects in the face of climate change, and the crucial role of human-centered engineering in projects to ensure quality of service.

A highlight of the event was the passionate speeches by project

leaders Zahid Shashoto (Bangladesh) and Anisha Karn (Nepal), marking a new chapter of expansion for 1001fontaines.



Speech by Yves Bernaert, Chairman of 1001fontaines

[> Watch the 20-Year Retrospective Video](#)

[> Replay the full 20th Anniversary event](#)

### ANNIVERSARY MAGAZINE

This magazine honors the history of the organization by paying tribute to those who have contributed to 1001fontaines. More than just a retrospective, it illustrates a journey—highlighting the successes, challenges, and laying the groundwork for the future. It also sheds the light on key milestones in the organization's history, from the founding meeting of 1001fontaines to the ambition of scaling its social programs. It showcases the water kiosk model, the organization's flagship initiative, as well as the growth and evolution of its approaches.







## Partnership & recognition

### POSITIONING BOTTLED WATER AS A UTILITY

In September 2024, 1001fontaines had the opportunity to engage with water sector experts from the Asian Development Bank (ADB) in a Blue Bag Session—an interactive platform where innovative ideas are shared to shape the future of water solutions.

During this session, we shared key insights from our 20-year track record of delivering safe drinking water at scale in Cambodia and introduced our “bottled water as a utility” approach.

The discussion highlighted the relevance of



this model for the sector and identified opportunities for further collaboration.

While integrating 1001fontaines’ model into public government programs will take time, this session was an important first step toward positioning our approach within high-level sector discussions.

### ENHANCING OUR PATH TO FINANCIAL VIABILITY

A highlight of the year has been our participation in the international organization Spring Impact’s latest study on scaling impact through funding.

Spring Impact, renowned for its expertise in helping pioneering organizations scale their impact, has produced an insightful report on the role of funders in enabling sustainable growth. Taking part in this study enabled us to take stock of our track record and existing partnerships, and to anticipate our next strategic levers for accelerating our impact.

Beyond the insights gained, we were honored to be featured alongside other

leading NGOs and social businesses whose work we have long admired.

This recognition reinforces our position as a key player in the sector, and motivates us to pursue our social innovation approach.

We thank Spring Impact for this opportunity and look forward to future collaborations.





# Partnership & recognition

*The commitment of our partners and donors is essential to creating a lasting impact and demonstrating the potential of our innovative model. We thank them for their trust and support.*

## **CAMBODIA**

ALL DREAMS CAMBODIA  
BNP PARIBAS  
CARIGEST S.A  
CARTIER PHILANTHROPY  
CDC DÉVELOPPEMENT SOLIDAIRE  
FASEP / MINISTÈRE FRANÇAIS DE  
L'ÉCONOMIE ET DES FINANCES  
FONDATION PHILANTHROPIQUE FAMILLE  
SANDOZ  
FONDATION S  
FONDATION VEOLIA  
FRANIA FOUNDATION  
HAPPEL FOUNDATION  
LA ROSEE  
SOLIDAE  
STONE FAMILY FOUNDATION  
THE COCA-COLA FOUNDATION  
UTIL STIFTUNG

## **VIETNAM**

COLAM IMPACT  
DANONE COMMUNITIES  
HYADES HOLDINGS  
SAITEX  
VITOL FOUNDATION

## **PRO BONO**

FONDATION VEOLIA  
LATHAM & WATKINS  
PANEL ON THE WEB  
PREM C  
STARVANCE

## **STRATEGIC DEPLOYMENT**

ASIAN DEVELOPMENT BANK  
COMMON CENTS  
DIEHL METERING  
DIFT  
DONATEURS INDIVIDUELS  
DOVETAIL IMPACT FOUNDATION  
FONDATION ARCEAL  
INDEX FOUNDATION  
MICRODON  
STONE FAMILY FOUNDATION  
VITOL FOUNDATION

## **MADAGASCAR**

AGENCE DE L'EAU RHÔNE MÉDITERRANÉE  
CORSE  
CARTIER PHILANTHROPY  
COOPERATION MONEGASQUE  
FLEURANCE NATURE  
IF! FOUNDATION  
MÉTROPOLE AIX-MARSEILLE PROVENCE  
VITOL FOUNDATION

## **BANGLADESH**

DOVETAIL IMPACT FOUNDATION  
FONDAZIONE CESARINI  
GIFFARD  
NUXE  
VITOL FOUNDATION





# Partnerships & recognition

## **WATER IN SCHOOL**

ALFRED UND ANNELIESE SUTTER-STÖTTNER STIFTUNG  
ANNE FRANK FONDS  
AZICKIA  
BIG GIVE TRUST / REED FOUNDATION  
BRACHARD & CIE  
CA-CIB UK  
CDC DÉVELOPPEMENT SOLIDAIRE  
CHAO FOUNDATION  
CID + CD CHARITY FOUNDATION  
CLARY FOUNDATION  
COGEM  
CULLIGAN  
DANONE WATERS  
DÄSTER-SCHILD STIFTUNG  
DAVID BRUDERER STIFTUNG  
INDIVIDUAL DONORS  
ECOVADIS  
EDITH WALDER-STIFTUNG  
EDM CLUB RANDO  
EDUCATIONAL & GENERAL CHARITABLE TRUST  
FAIRSTER FOUNDATION  
FLEURANCE NATURE  
FONDATION ALFRED ET EUGENIE BAUR  
FONDATION ANBER  
FONDATION COROMANDEL  
FONDATION GERTRUDE HIRZEL  
FONDATION MADELEINE  
FONDATION MASALINA  
FONDATION MENTON  
FONDATION RAM ACTIVE  
PHILANTHROPY  
GIFFARD  
GREEN LEAVES EDUCATION FOUNDATION  
GROUPE ARCANTE  
INDEX FOUNDATION  
ISOTONER  
J&K WONDERLAND FOUNDATION  
LA ROSEE  
LIGHTHOUSE FOUNDATION  
LIL WINSTON CHURCHILL  
LOMBARD INTERNATIONAL ASSURANCE  
MISCELLANEOUS  
MONDISAN STIFTUNG  
MYRIUM  
OAKDALE TRUST  
PIERRE FABRE ORAL CARE  
RG HILLS CHARITABLE TRUST  
ROTARY CLUB NYON  
S&P GLOBAL FOUNDATION  
SOUTER CHARITABLE TRUST  
STIFTUNG NAU MAI

SWEATCOIN  
TAURO STIFTUNG  
THE ANGUS LAWSON MEMORIAL TRUST  
THE BERGMAN LEHANE TRUST  
THE BIG GIVE TRUST  
THE CARMELA AND RONNIE PIGNATELLI FOUNDATION  
THE COCA-COLA FOUNDATION  
THE HARAMHEAD TRUST  
THE PAT NEWMAN MEMORIAL FUND  
THE REED FOUNDATION  
THE SMB CHARITABLE TRUST  
THE PAT NEWMAN MEMORIAL FUND  
THE WATERLOO FOUNDATION  
THE WYN AND KEN LO MEMORIAL FOUNDATION  
THIRD WORLD FOUNDATION



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# Financials

JANUARY 1ST 2024 – DECEMBER 31ST 2024

## ANNUAL EXPENDITURE ACCOUNTS (EUROS)

Fiscal year	2024 (€)		2023 (€)	
PRODUCTS BY SOURCE				
1. DONATIONS FROM INDIVIDUALS	370,028	13%	376,864	14%
2. PRODUCTS NOT RELATED TO INDIVIDUALS	2,163,704	77%	2,306,822	85%
3. SUBSIDIES AND OTHER GOVERNMENT ASSISTANCE	275,834	10%	18,131	1%
I. TOTAL	2,809,566	100%	2,701,817	100%
II. REVERSAL OF PROVISION	0		0	
III. CARRYOVER OF PREVIOUS UNUSED RESOURCES	2,398,473		1,881,975	
IV. TOTAL (1 + 2 + 3 + I)	5,208,038		4,583,792	
V. NET RESULT (LOSS)	0		0	

Fiscal year	2024 (€)		2023 (€)	
EXPENSES BY FUNCTION				
1. SOCIAL PROGRAMS	1,939,671	79%	1,745,107	79%
1.IN FRANCE	0		0	
2.INTERNATIONAL	1,939,671	100%	1,745,107	100%
◦ Cambodia	865,333	45%	740,568	42%
◦ Madagascar	279,687	14%	359,216	21%
◦ Bangladesh	237,706	12%		
◦ Birmanie	60,378	3%	95,721	6%
◦ Vietnam	117,896	6%	127,654	7%
◦ Operations support	378,671	20%	421,948	24%
2. FUNDRAISING COSTS	388,834	16%	362,443	16%
1. PUBLIC APPEAL COSTS	197,579	7%	155,724	7%
2. OTHER	191,255	9%	206,719	9%
3. OVERHEADS	108,684	5%	104,868	5%
II. PROVISIONS	545,001		0	
III. INCOME TAX	0		0	
IV. CARRYOVER OF MULTI-YEAR RESOURCES	1,702,707		1,919,365	
V. TOTAL	4,684,898		4,131,783	
VI. NET RESULT (GAIN)	523,140		452,010	



# Financials

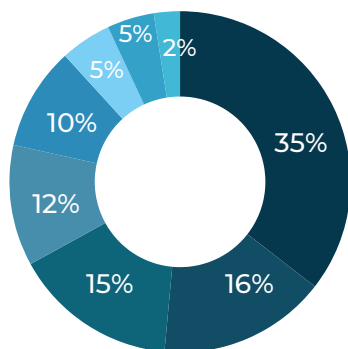
## COLLECTED RESOURCES

Revenues for 1001fontaines amounted to €5.2 million in 2024, close to the average for the last three years (€4.6 million in 2023, €5.5 million in 2022). 1001fontaines' fundraising capacity remains high, enabling it to meet the needs generated by its ambitions, and to ensure the financial visibility this requires. The positive operating results of the Cambodia and Madagascar programs, and 1001fontaines' ability to meet its targets, are reassuring for major donors.

Following the example of the two previous years, and despite a bounce-back in 2024, Cambodia represents less than half of the programs' budget, far from its previous level (2/3 or even 3/4 of the budget). This reflects the fact that funding raised by 1001fontaines Suisse for Cambodia is not channeled through the French organization's accounts, and that Teuk Saat 1001's dependence on local income from its activities is declining, enabling it to cover most of the Cambodian NGO's day-to-day financial needs.

## ALLOCATION OF EXPENDITURES

\*excluding dedicated funds and provisions



Expenditure on the Malagasy program is declining, with little investment in infrastructure in 2024. They should pick up again in 2025.

Expenditure on the Vietnam program remains high in 2024, mainly due to the time devoted to supporting it by the 1001fontaines teams.

After a sharp increase in 2023, the budget line for operations support fell back in 2024. This is due in particular to the restructuring of support functions. This trajectory of reducing operational support costs should continue in 2025. Fundraising costs rose in 2024, particularly for the part relating to "donations from the public". This can be explained by the exceptional expenses incurred in connection with the organization's 20th anniversary celebrations. Finally, 1001fontaines' operating costs remain under control. This has enabled us to maintain a satisfactory level of overheads, around €0.6m if we include the independent Swiss structure.

It should be noted that calculating the structural cost ratio based solely on an analysis of the French organization's accounts is not relevant, given the level of expenses related to programs directly housed in partner organizations in the countries of operation. A restated ratio after analytical consolidation shows that the general management accounts for 11% of the overall budget - a ratio that is considered satisfying from a financial management standpoint.

## EXPENSES

The level of expenditure increased to €2.4 million in 2024 (€2.2 million in 2023, €1.9 million in 2022 and 2021). This is notably due to the launch of the Bangladesh program in 2024, with 238 k€ committed over the year.



# Financials

Following a precautionary accounting approach, a provision of €545,000 has been recorded in the 2024 financial statements.

The organization has written down the shares it holds indirectly in the Vietnam project, in view of its insufficient financial performance and perspectives.

Dedicated funds are down slightly but remain high, at €1.7 million at the end of 2024. The accounting treatment of these funds is specific to the regulatory accounting framework for NGOs, and can be likened to prepaid income. They are the accounting translation of 1001fontaines' financial visibility.

## 2025 BUDGET

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

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 2025 (k€)	
CAMBODIA	2,350	58%
◦ New water kiosks	1,130	28%
◦ Water in School	680	17%
◦ Transformation Plan (water kiosk 2.0, revamping, etc.)	540	13%
MADAGASCAR	470	11%
BANGLADESH	230	7%
SUPPORT TO OPERATIONS	320	8%
◦ Operational hub	100	3%
◦ Business development	140	3%
◦ Advocacy	80	2%
STRUCTURE	630	16%
◦ Fundraising	520	13%
◦ Overheads	110	3%
TOTAL (not incl. Vietnam)	4,000	100%
◦ Vietnam	300	
TOTAL (incl. Vietnam)	4,300	





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