

aterpreneurs

Safe investments for safe water



UNIQUE VALUE PROPOSITION

Waterpreneurs is a global “for-impact organisation”, supporting the scaling-up of impact investments financing the growth of WASH (“Water, Sanitation and Hygiene”) enterprises operating in developing countries, and respecting human rights.

LINES OF SERVICES



VISION

- Access to safe affordable water and improved sanitation for all;
- Local “social” entrepreneurs at the heart of sustainable development;
- Impact investing as a part of the solution to solve global problems.

AREAS OF EXPERTISE



VALUE PROPOSITION

Impact investors	Water and sanitation social entrepreneurs	Corporations, NGOs, foundations, development agencies, incubators
Access to a unique global deal flow of local viable water and sanitation social entrepreneurs.	Access to impact investors Human rights and water due diligence.	Access to a global portfolio of local social entrepreneurs and to a global network of local impact investors

MISSION

Waterpreneurs aims to help solve the problems raised by the 17 Sustainable Development Goals (SDGs) with a **focus on Water, Sanitation and Hygiene - WASH** (SDG 6). Waterpreneurs works on a dialogue and provides multi-stakeholder solutions (private, public, civil society) around issues of human rights, security and peace in the world, through the development of **entrepreneurs** who provide **basic services to the most vulnerable populations**, in particular through access to drinking water.

Based on shared value creation, collaborative economy and social entrepreneurship, Waterpreneurs connects local entrepreneurs that have sustainable solutions for access to safe water and sanitation with impact investors, who can finance the scaling-up of their activities. Our approach is systemic, and creates local peer-to-peer due diligence mechanisms for global impact. Waterpreneurs fosters interactions between global players from the private sector, the public sector and from civil society to direct finance toward impact projects in the communities.

GOVERNANCE

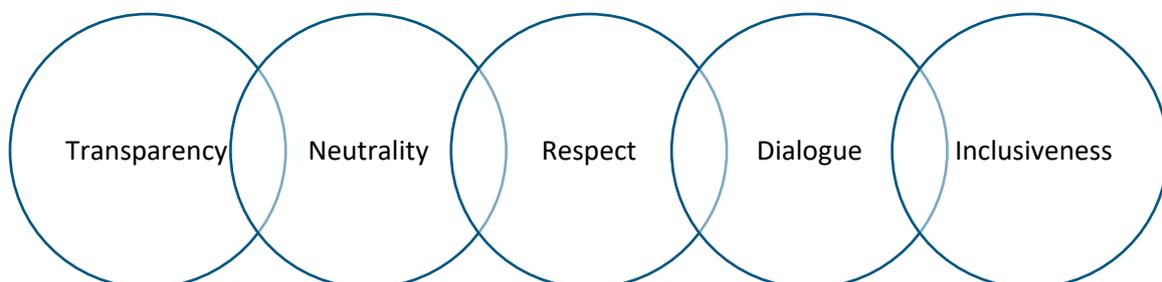
Waterpreneurs operates with a hybrid governance based in Switzerland with:

- A social purpose **Association** serving the public/not-for-profit sector.
- A for-profit **LLC** serving the private sector;

All profits generated by the LLC are reinvested in social purpose projects through the Association.

Read [Waterpreneurs Articles of Association](#) where we state our purpose and mission.

VALUES



Read [Waterpreneurs Partnership policy](#) where we describe our values and our principles of work with partners.

SELECTING RESPONSIBLE WATER ENTREPRENEURS AND INVESTORS

Based on practices of shared value creation, collaborative economy and social entrepreneurship, Waterpreneurs connects **local entrepreneurs** that have sustainable solutions for access to safe water and sanitation with **impact investors**, who can finance the scaling-up of their activities.

1. We identify established and mature market-based WASH entrepreneurs and projects, all over the world – currently a portfolio of **350+ SMEs**;
2. We perform a preliminary due diligence:
 - a. **Human rights surveillance**
 - b. **Ecosystem due diligence**
 - c. **Business model evaluation**
3. We support the most promising entrepreneurial projects to access capital through **blended finance** combining debt, equity and soft loans from public funds and private impact investing funds.

Beyond financial sustainability, compliance with **human rights criteria** is necessary to ensure positive social and environmental impact.

WHITE PAPER (MARCH 2018) - "INNOVATIVE FINANCE FOR "WATER, SANITATION & HYGIENE" MARKET-BASED SOLUTIONS"

This [white paper](#) aims at being a tool for:

- Impact investors who want to improve their understanding of the current state of the sector
- Market-based entrepreneurs in the water and sanitation sector to gain visibility in the impact investing community,
- Any stakeholder willing to get an overview of the sector, its needs, and examples of possibilities for accelerating change.



CONNECT

INNOVATE 4 WATER – MARKETPLACE FORUM

Innovate 4 Water marketplace forum bring together a dynamic ecosystem of water & sanitation stakeholders - entrepreneurs, investors, large and small companies, non-governmental organizations, UN agencies, incubators - who are contributing to achieving the Sustainable Development Goal 6.

The objectives of the events are to:

- Consolidate a local ecosystem, building up meaningful relationships;
- Facilitate connections to catalyse collaborations.
- Create visibility for entrepreneurs in the water sector in order to enable them to reach impact investors;
- Promote the transfer of innovative water technologies and innovative business models in emerging markets and developing countries;

Geneva, June 2017

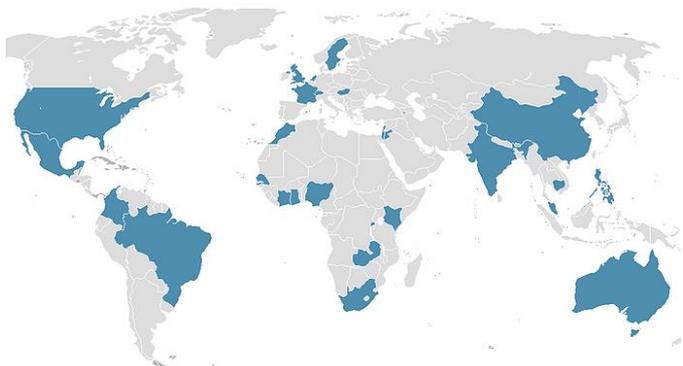
In June of 2017, in [Geneva](#), Waterpreneurs co-organised “Innovate 4 water: A matchmaking forum for Sustainable Development” with WaterVent and the United Nations World Intellectual Property Organisation’s “WIPO GREEN”. The event brought together from all continents 350+ water & sanitation stakeholders over the course of two days. For further insight, check the [60+ challenges shared during the forum](#).

Nairobi, April 2018

Building on the lessons learnt from the Geneva matchmaking forum, Waterpreneurs co-organized “Innovate 4 water” in [Nairobi](#) on 26-27 April 2018. The forum proposed for Kenya was following many of the same principles that were introduced at the inaugural forum in Switzerland.

Series (2018 - 2020)

We are planning the organisation of similar forum in [various leading cities](#) (Cape Town, Lagos, Dakar, Abidjan, Casablanca, Kigali, Lusaka, Tel-Aviv, Amman, Beirut, Shanghai, Singapore, Delhi, Manila, Phnom Penh, Sydney, Toronto, San Francisco, Mexico, São Paulo, Bogota, Budapest, Stockholm, London, Amsterdam, Paris, Geneva).



WATER IMPACT FUNDS SUPPORTING ENTREPRENEURS

Waterpreneurs sees WASH thematic impact funds as powerful financial vehicles, which can close the financial gap for growth stage WASH entrepreneurs. Financial needs are huge but investing in the water sector is often perceived as risky and complex. To de-risk and make the sector more attractive for public and private investments, innovative finance mechanisms are needed. Financial investments and attention need to move from exclusions into supporting environmental and **Sustainable Development Goals based investment funds** and new initiatives with real impact. To face these challenges, Waterpreneurs is initiating the creation of a **Faith & Water Impact Finance Fund**. This project has for stakes:

- To unite religions to create a social impact investment fund in water (United Nations Sustainable Development Goal 6). This fund would, by definition, have a strong social and environmental mission that will include investments in social enterprises that provide affordable services to low-income populations and disadvantaged geographic areas.
- To show the capacity of the main religions, Christian, Jewish, Muslim, Hindu, Buddhist and Confucian to unite around a concrete project serving the common good and peace and based on a universal symbol: water.
- To be offered to all religious organizations around the world so that they can publicly testify the direction of their financial investments to solve the current challenges of climate and water and more broadly of all the Sustainable Development Goals;
- To obtain a moral guarantee and a requirement to realize the social impact of the fund from the main religions, co-investors in the fund.

ECOSYSTEM CONSOLIDATION

In relation with leading cities around the world, Waterpreneurs is contributing to the strengthening of local enabling environments that support and channel investments into impactful WASH entrepreneurial projects in the field through the creation/acceleration of innovation “reactors” (“go-to Market-Places”), in the form of physical/virtual platforms that connect WASH stakeholders from different sectors in order to contribute to the achievements of the SDG6. We are currently reaching-out to strategic potential interested WASH stakeholders in the fields of 1/ Innovation; 2/ Entrepreneurship; 3/ Finance; 4/ Corporate Supply Chains; 5/ Smart IT Technologies; 6/ WASH regional Expert Hubs. Waterpreneurs has already developed trust relationships with key stakeholders interested in the sector, looking for entrepreneurial projects, and that have an interest in making sure these entrepreneurs can grow. It does reflect well our work specifically on water, connecting water specialised hubs and accelerating innovations and social enterprises contributing to the realisation of SDG6. In fact, these activities are put in perspective of the current wider conversation that we are having with global impact funds and investors, national authorities, United Nations agencies and key global stakeholders active in the fields of: water and sanitation, business, human rights and impact investing.

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ADVISORY EXPERTS

See the broad and comprehensive experience brought by our [advisory experts](#).



Waterpreneurs

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