



1001 fontaines in Cambodia

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1. The "1001 fontaines" mission

Fact:

900 million people living in small rural communities still have no choice but to drink swamp water.

In rural Cambodia, under-five-year-old rural children mortality rate is 12% mainly due to water.

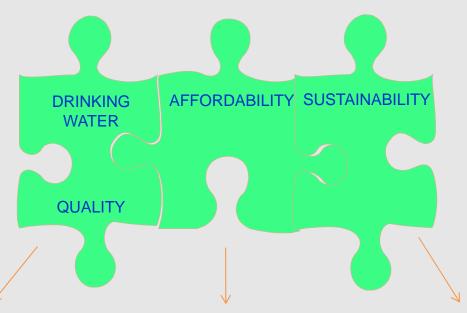


« 1001 fontaines » mission is to improve, in a sustainable way, the health of poor people living in rural areas, by enabling them to produce and drink clear and safe water through an entrepreneurship model that ensures these communities' autonomy and the solution sustainability.



2. The 3 pillars of "1001 fontaines" model







RURAL

Focusing on health by giving access to safe drinking water (2 L/day per person)

Selling price set to US \$ 0.01 per litre



The « entrepreneur » ensures the sustainability of the installation, assisted by a « local platform »

3. Achievements to date



Sites (12/31/2012)

| | Cambodia | Madagascar |
|--|----------|------------|
| Launched | 67 | 10 |
| Stopped | 5 | 0 |
| New launches planned over next 12 months | 20 | 0 |



Beneficiaries* (actual)

| | Cambodia | Madagascar |
|------|----------|------------|
| 2008 | 8.178 | 0 |
| 2009 | 18.375 | 1.423 |
| 2010 | 40.407 | 1.697 |
| 2011 | 45.018 | 2.688 |
| 2012 | 72.135 | 4.000 |

*Excluding Sponsorship Program

Comment: Production sites start paying assistance fees after they have reached their « break-event » point (approx. 1,000 beneficiaries).

The average objective is to serve 3,000 customers after 8 years of operation.



Sponsorship (12/31/2012)

| | Cambodia | Madagascar |
|--------------------|----------|------------|
| Number of children | 48.012 | 4.428 |

Comment: Sponsored primary schools receive, everyday, safe water for their children



Jobs created (06/30/2012)

| | France | Cambodia | Madagascar |
|-------------------------------|--------|----------|------------|
| Employed by 1001 fontaines | 4 | 25 | 4 |
| Local operators | NA | 120* | 12 |

*32 % being women

4. "1001 fontaines": our challenges by 2016



5. Our obsession

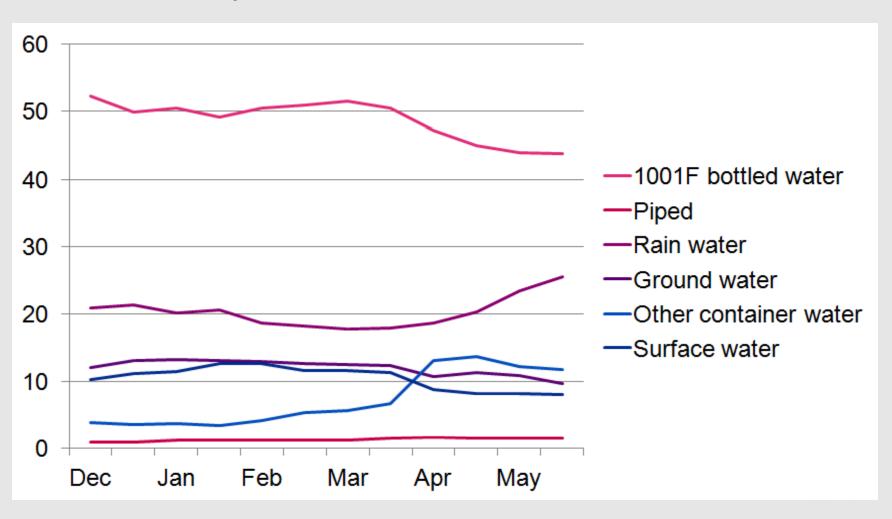
Delivering a huge and sustainable impact





6. Evaluating Impact

Cohort study (2012)



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Cohort study (2012)

| Water Source | Incidence | Confidence | ce Interval |
|-------------------------|----------------|------------|-------------|
| water source | Relative Ratio | L95%CI | U95%CI |
| Piped water | 0,284 | 0,101 | 0,800 |
| Rain Water | 0,998 | 0,754 | 1,320 |
| 1001 fontaines | 1 | | |
| Unprotected Groundwater | 1,041 | 0,489 | 2,216 |
| Surface water | 1,326 | 0,988 | 1,778 |
| Other container | 1,569 | 1,149 | 2,141 |
| Protected Groundwater | 1,619 | 1,192 | 人2,199 |

RURAL

6. Evaluating Impact

School study (2012)

| | | Control Group | | | Interv | . Grou | р |
|----------|---------|----------------------|------|------|--------|--------|------|
| Week | | Total | М | F | Total | М | F |
| Ib of ch | nildren | 1534 | 761 | 773 | 1032 | 539 | 493 |
| Dec | 4 | 4,8% | 6,6% | 3,0% | 1,0% | 1% | 0,6% |
| | 11 | 4,5% | 6,1% | 2,9% | 1,1% | 1% | 1,1% |
| | 18 | 4,4% | 5,8% | 3,1% | 1,3% | 2% | 1,0% |
| | 25 | 4,6% | 6,1% | 3,0% | 1,0% | 1% | 0,9% |
| Jan | 1 | 4,8% | 5,8% | 3,8% | 1,1% | 1% | 0,9% |
| | 8 | 4,1% | 4,8% | 3,5% | 1,1% | 1,6% | 0,5% |
| | 15 | 4,1% | 5,7% | 2,5% | 1,0% | 1% | 1,0% |
| | 22 | 3,6% | 4,7% | 2,5% | 1,0% | 0,8% | 1,3% |
| | 29 | 4,1% | 4,4% | 3,7% | 1,2% | 1,1% | 1,3% |
| Feb | 5 | 3,5% | 3,9% | 3,1% | 0,8% | 0,7% | 1,0% |
| | 12 | 3,8% | 3,8% | 3,8% | 1,2% | 1,4% | 0,9% |
| | 19 | 3,7% | 3,6% | 3,8% | 1,0% | 0,7% | 1,3% |
| | 26 | 3,8% | 3,9% | 3,6% | 1,3% | 1,3% | 1,3% |
| Mar | 4 | 4,2% | 4,4% | 4,1% | 1,3% | 1,4% | 1,1% |
| | 11 | 4,3% | 4,2% | 4,5% | 1,1% | 0,9% | 1,3% |
| | 18 | 4,1% | 4,1% | 4,0% | 1,1% | 1,3% | 0,9% |
| | 25 | 4,6% | 4,7% | 4,5% | 1,7% | 1,9% | 1,5% |
| Total | | 4,2% | 4,9% | 3,5% | 1,1% | 1,2% | 1,0% |

Conclusions

- 1. Absenteism consistantly divided by 3 to 4 (in dry season)
- 2. ? Diarrhea risks divided by?
- 3. This can be achieved for less than 2 \$ per child per year



7. Perspectives

Immediate suggestions

1. Extend Cambodian « Water in School » program

| | 2013 | 2016 |
|----------------|--------|---------|
| Nb of sites | 56 | 250 |
| Nb of children | 48,000 | 215,000 |
| Cost (US \$) | 97,000 | 437,000 |

2. Influence WASH in School programs (and other actors) to promote the importance of the quality of the water provided to the children

7. Perspectives

Longer term suggestion

- 3. Reach the 0-5 y.o. population ...
 - the bulk of children mortality ...
 - achievable for 10 \$ per child per year ...
 - → Social program piloted on 20,000 children in 2014 ?



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Thank you!





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