



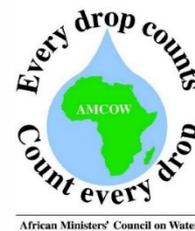
Document from the 7th Africa Water Week, held in Libreville, Gabon, 29 October – 2 November 2018



A knowledge asset of the African Ministers' Council on Water

This material is shared as a learning resource to promote awareness and good practice in the provision, use and management of water resources for sustainable social and economic development and maintenance of African ecosystems.

Copyright for this material rests with the authors.



INNOVATE 4 WATER



Marketplace Forum



Waterpreneurs



Safe investments for safe

WATERPRENEURS IS A GLOBAL “FOR-IMPACT ORGANIZATION” SUPPORTING THE SCALING-UP OF **IMPACT INVESTMENTS** FINANCING THE GROWTH OF **WATER & SANITATION (WASH) ENTERPRISES** OPERATING IN DEVELOPING COUNTRIES, AND RESPECTING HUMAN RIGHTS

ASSESS

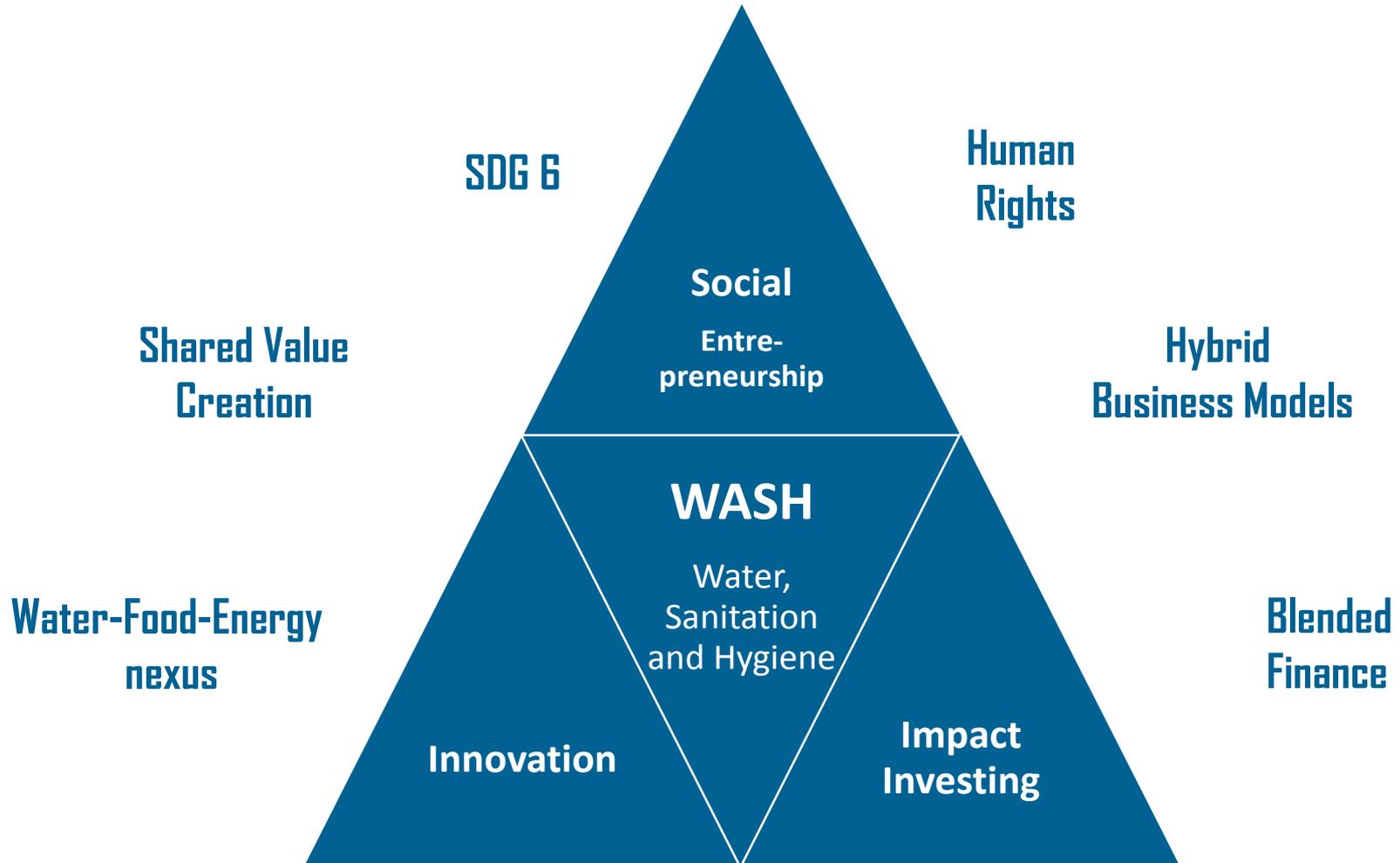
- Human rights: check
- Business model: evaluation
- Ecosystem: due diligence

CONNECT

- “Innovate 4 Water” marketplaces
- “Accelerate 2030 / SDG6” program
- Local SDG6 action-oriented workshops

SCALE UP

- Impact investment funds: promotion
- Global strategic coalition: catalyze
- Regional ecosystem: consolidation



WHITE PAPER

INNOVATIVE FINANCE
FOR
“WATER, SANITATION AND
HYGIENE”
(WASH)
MARKET-BASED SOLUTIONS

A review of the needs and
opportunities



[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.

SOURCING QUALITY DEALS GLOBALLY

- Sourcing through global networks (WASH alliances, United Nations, NGOs, accelerators, corporations...)

UNDERSTANDING BUSINESS MODELS

- Ability to evaluate strength of business models
- Social license to operate: respect of human rights to water and sanitation

MONITORING IMPACT

- Monitoring and Reporting, aligned on SDGs and GRI

SETTING UP INNOVATIVE FINANCIAL VEHICLES

- Access to strategic players in the design of innovative financial vehicles (UN, development agencies, corporations, impact investors, fund managers...)

INNOVATE 4 WATER



Marketplace Forum

The inaugural forum took place in June 2017, in Geneva, where Waterpreneurs co-organised the first "*Innovate 4 water*": A matchmaking forum for Sustainable Development, with WaterVent and the United Nations World Intellectual Property Organization's "WIPO GREEN ("The Marketplace for Sustainable Technology"). Altogether, 350+ global experts' participants from all continents 40+ presenting entrepreneurs 60+ challenges shared.

Since then, similar events have been organised, in Nairobi (April 2018), focusing on the eastern African context, in Zug/Switzerland (September 2018) focusing on impact investing.

Next events are scheduled in Abuja (Nigeria) in end November 2018 and in Kisumu (Kenya) in early February 2019.

Advanced discussions are progressing for potential events in 2019 in **Oceania, Middle-East, South-America, South-East Asia and Europe.**

The *"Innovate 4 Water"* marketplace forum is designed to:

- **Consolidate a local ecosystem** around water and sanitation businesses and impact investors, reinforce and catalyse sectorial collaboration
- **Build capacity** in the water, sanitation and hygiene (WASH) entrepreneurial community (spectrum from small-scale companies and social entrepreneurs to larger utilities and infrastructure projects) in the targeted region, by promoting business models that help deliver the WASH vision, improving the community's general business acumen, driving innovative thinking, securing capital investments and co-developing a common language to measure the impact of capital investments
- **Increase private capital investment** and other investments in the water and sanitation sector in the targeted region, as well as explore the complexity of the sector with investors and discuss the relationship between risk, return, and investment in the sector
- **Discuss the current and future role** of institutions, such as the Regional Development Banks and World Bank, NGOs and other organisations in relation to impact investing and offer concrete investments opportunities.

Action oriented

Focused on concrete projects, deal opportunities and business discussions in the WASH sector with limited theory, lectures, or panel discussions

Highly curated

Participants are organisations from different sectors and are carefully selected to bring value to one another. The quality of the event is ensured by briefing and mentoring pitchers and a short pitch format design, which helps participants to get a sense of who is doing what and identify potential collaborations or deals

Business-networking focused

Long time slots are dedicated to investor-to-business networking, which is facilitated by the marketplace format design.

“Innovate 4 Water” is fundamentally different from usual conferences. Participants are curated to bring value to each other. The format is based on 100% of participants being active, through a series of short pitches where all participants have the opportunity to present their activities to gain visibility with other stakeholders of the sector and increase collaboration and business opportunities.

To do so, we provide the opportunity to all participants (entrepreneurs, investors, enablers) to:

- **Pitch their activity in a short pitch format in front of the full audience**
- **Have a small exhibition space available within a marketplace to display flyers, prototypes or a roll-up banner**



The global rollout includes the following cities:

Cape Town, Abuja, Dakar, Abidjan, Casablanca, Kigali, Kampala, 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.

- **These cities are leading / emerging spots in the fields of:**
- **Water and sanitation,**
- **Entrepreneurship and innovation,**
- **Impact finance.**



1. INPUT ACTIVITIES

2. OUTPUTS

3. OUTCOMES



1. Deliver a **high-quality** event
2. **Create visibility** for entrepreneurs in the water nexus* sector so they can connect with impact investors, to secure capital and enhance their own capacity and networks in the sector.
3. Provide an opportunity to organisations to **present their needs** and/or current projects (impact funds, coalitions, innovative public/private models, new financial vehicles) to potential demand-side and service providers (social entrepreneurs, water* and technology experts, etc), as well as to partners and current and prospective investors.
4. **Match-make** all water and sanitation stakeholders (water and sanitation entrepreneurs, investors, NGOs, donor agencies) in order to **create sustainable collaborations** that adopt innovative technology and thinking to combat the threat of climate change in the water and sanitation sector.
5. **Promote innovative** water and sanitation **technologies and innovative sustainable business models** in emerging markets and developing countries and promote climate-smart WASH technologies
6. **Leverage the interests** of both entrepreneurs who innovate, including those with disruptive technologies and social business models, and of impact investors who invest (risk/return/impact/reputation).

**Water nexus includes: Water, Sanitation, Hygiene, Agriculture, Water for Energy, Water for Health etc.*

1. **Strengthened impact investment** market in a given region.
2. **New deals/investments** created - pilot and test effectiveness (from the value for money perspective) of new investments.
3. Strengthened and improved desire and understanding of **innovative business practices**.
4. **New partnerships** formed, valuable networks created.
5. **Meaningful and trusted impact measures** designed, or at the least, discussed in detail, to facilitate the creation of a common understanding of measurable impacts of investments.
6. Improved **understanding of financially viable** business models and the benefits of social and environmental impact

1. **Increased private sector investing** in the water* industry in a given region.
2. **Increased development** of water* infrastructure, services, supply chain and human capital in a given region.
3. **Improved water security** for all in a given region.
4. **Improved sustainable use and management** of safe and secure water resources in a given region

**Water nexus includes: Water, Sanitation, Hygiene, Agriculture, Water for Energy, Water for Health etc.*

THANK YOU FOR YOUR ATTENTION



Waterpreneurs

Impact Hub Geneva
1 rue Fendt | 1201 Geneva | Switzerland

Mail : info@waterpreneurs.net
www.waterpreneurs.net

