

ANNUAL REPORT 2018-19





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Who We Are

Abundant Water is an Australian Canberra-based NGO founded in 2008 which aims to deliver health and hygiene benefits to poor communities by using the power of social business to design and develop sustainable and scalable clean drinking water projects.

Our Purpose

Abundant Water is driven by our purpose to find practical solutions for the common good. We seek solutions that are effective, accessible, available, suitable, scalable and sustainable and work with local partners to implement these solutions together.

Our Mission

According to the World Health Organisation, 844 million people globally lack a basic drinking water service and 1.8 billion people use a contaminated water service. Abundant Water works to empower individuals and communities to secure their own sustainable access to safe water. Working in remote rural areas, we train local potters and vendors to launch scalable water filter micro-businesses as part



of our social business model, ensuring their communities have a supply of clean water into the future. We envision a global network of sustainable social businesses effecting change by providing clean water to remote communities.

Our Values

Responsibility - We are accountable and take complete ownership for our actions.

Empowerment - We believe in providing communities with the tools and knowledge they need to create their own livelihoods.

Learning and Reflective Action - Monitoring and evaluation is central to Abundant Water's values. By continually evaluating our work and considering our mistakes, we are constantly improving our methods and our business model.

Collaboration - We find, contact and work with local partners to build communities.

Integrity - Our work is reflected in our life and our life is reflected in our work.





Our Social Business Model

Abundant Water's innovative social business model ensures that we enable locals to create their own long-term change by selling and maintaining water filters.

1. Identify Areas

Abundant Water works with local partners to identify villages where there is a need for water filters and an appetite for change, and finds individuals with a natural entrepreneurial spirit.

2. Train Vendors

With our partners, we train these individuals to become water filter 'vendors' or sales people.

We develop their business acumen and management skills so they can run their own water filter micro-businesses, selling filters to their local communities who are in need of safe water.



3. Vendors Sell In Their Community

Vendors buy Abundant Water filters at cost price and go out to sell them in their villages using their local connections and knowledge.

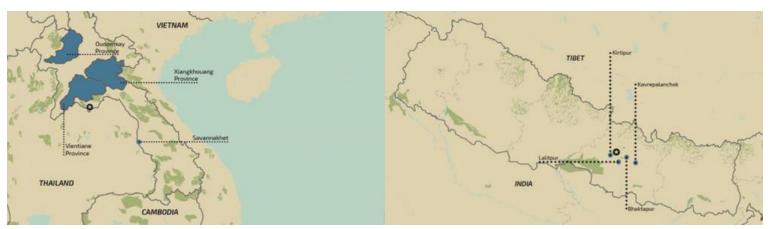
For every sale they make, the vendor takes home a commission, earning themselves an income to support their family, and of course invest in buying more filters to keep their business growing. These vendors become a point of contact in their community for filter maintenance, repair and replacements, ensuring that our water filter solution is sustainable long-term, providing lasting benefits to families and communities.





Where We Work

Abundant Water's main focus is in Laos, where we employ a large team who deliver, test and develop clean water programs; and in Timor-Leste where our program has concluded a successful pilot establishing distribution networks in Dili, Liquica and Atauro Island. Our pilot program in Nepal is awaiting funding partners and we are currently scoping a potential project in the Philippines.



Laos Nepal



Timor-Leste

In all of these countries, we work with local people and organisations to understand their context and needs, and also to nurture a sense of collective wisdom. This cultural awareness enables us to deliver effective and long-term training programs, and to partner with local organisations and build their own capacity. We design solutions that are user-centric and action-oriented, welcoming all ideas and prototyping to ensure that our answers to complex problems address human needs.



From the CEO



Greetings and welcome to the 2019 Annual Report.

It has been a remarkable year and it is with great pride that I share this update.

From our inception the aim has been to model a new way of operating in the aid and development sector. To combine the best of what we could find in community

and culture building, systems thinking, and social enterprise to see if we could develop a means of providing base of the pyramid communities with clean drinking water sustainably and effectively.

Ten years on it is now a chance for us to reflect on how we've gone so far. This year saw us pass our 50,000th beneficiary which is both a remarkable achievement for a small volunteer-based organization and a sobering reminder of the magnitude of the challenge we are facing.

We have also seen great progress in our new program in Timor Leste, with the new vendors going from strength to strength and already exceeding our ambitious program metrics. This has renewed our enthusiasm for the possibility of social business to meet basic human needs affordably and effectively. One statistic that illustrates the development of our social enterprise is that we now earn more than a quarter of our total funding through selling our water filters. We look forward to increasing this over the coming year and with it take another step towards fully sustainable (and sustainable) programs.

Those of us on the inside are not surprised as we have known that our programs have been creating some very special results in the field (please see our field reports for greater detail). This is in spite of our small size and mostly volunteer status. It seems that our long-term investment in a culture of continuous learning, embodiment of our values, and a collaborative ethos have paid dividends. We have consistently demonstrated the capacity to overcome large, complex, and daunting challenges bite by bite.

In addition our commitment to an inclusive organization and embodying our values means that we are attracting very high quality volunteers, directors, and staff. It seems that continually making progress and working in a team where you are valued and enjoy your time are contagious. I'm immensely grateful and humbled



by the loyalty and commitment our volunteers, staff, and directors have shown to this work.

Throughout the sector there have been questions about the future of aid and development. Within AW we have been asking ourselves how we can best support the sector as it transitions to a future with less ODA funding and greater requirement for sustainable projects. While at first glance it seems obvious that there is a need for clean water and for projects that can eventually fund themselves, converting this theory into practice has taken some work. I am enthusiastic to say that we can see a way forward. We have the project staff to make it happen, our governance strikes the right balance between risk management and innovation, and our project model is thriving in new (and highly varied) contexts. I am excited to put the call out for partners who want to be part of an exciting (and sustainable) future of providing clean drinking water to base of the pyramid communities (BOP). Join us!



From the Chair



It is my pleasure to present the Chair's report for the financial year ending June 30, 2019. Abundant Water (AW) continues to grow and develop a social business model building the local capacity to provide a clean water supply to countless communities at the bottom of the pyramid and inspiring a legion of volunteers who wish to make a difference and promote peace and goodwill. In spite of a slowing international and domestic

economy constraining the funding for international aid and development programs, AW has been able to double its impact in the past 12 months and has provided clean water to thousands of households.

Our team in Laos has worked with many International NGOs in this past year and have doubled their production and installations, a huge achievement. AW's potters continue to achieve efficiencies in production. Our in-country program director, Keith Wingeard, is to be commended for his dedication to the work and also for creating a stable team.

AW's program in Timor Leste has concluded a very successful first 18 months. In that time we have trained an in-country program director, Tom O'Malley, and a local project-manager, Simao Da Costa, and developed successful relationships with our many Timor Leste partner organisations. This has enabled the program to far exceed even our most optimistic targets. We are in the process of reviewing the initial project results to enable us to achieve our ambitious 3 year plan of sustainable distribution networks across the island.

The AW Board has enjoyed another year of stability although with the release of my report a number of Directorships are being vacated. I wish to thank all Directors, both departing and remaining, for their commitment and contributions. We are fortunate to have many excellent and experienced candidates applying for both positions on our Board and as volunteers contributing to our organisation and its' programs.

We survive, of course, on funding from organisations and individuals. Although our goal is sustainable self-funding networks, considerable start-up funding is required and I thank all of our donors, large and small, for their generosity and their faith in us and our work. The results of the past year give us cause for great optimism and excitement and we look forward to sharing that with you.



Update

Code of Conduct

The Code of Conduct is the minimum standard by which all Abundant Water staff, directors, volunteers, and partners must operate. A review of the Abundant Water's Code of Conduct was undertaken as part of a broader governance strategy review. A gap analysis showed that the Code failed to address a number of DFAT's key expectations and requirements. As such, a redrafting of the Code was undertaken to include policies for:

- · Prevention of Sexual Exploitation, Abuse, and Harassment
- · Environment & Social Stewardship
- · Fraud, and
- · Anti-corruption & Bribery Policy

Updates were made to the Child Protection Policy, Counter-Terrorism Policy, and Conflict of Interest Policy to bring them up to standard.





Our Impact - I	Laos
2018/19	
Total filters installed:	2,687
Total households fitted:	2,033
Total schools fitted:	59
Vendors trained:	20
Filters produced:	1,920
People with access to clean water:	22,236
Filters installed in schools:	312
Students and Teachers benefitted:	9,170
AW TOTAL	
Total filters distributed:	6,932
People with access to clean water:	51,192
Vendors trained:	165
	Abundant Water



Our Impact — Timor-Leste

2018/19

Total filters installed: 1048

Total schools fitted: 6

Vendors trained: 8

People with access to clean water: 8013

Filters installed in schools 59

Students and Teachers benefitted: 4031







From the Field: Laos

Abundant Water has continued to build on the momentum we have created by producing and distributing ceramic water filters to communities all around Laos. The past year has been particularly exciting as we have seen an expansion in the number of filters we are able to produce locally in Vientiane coupled with a sustained increase in the demand for our ceramic water filters, both in communities and schools. This has been pushed by several large partnerships with international NGOs like Caritas Luxembourg and Save the Children, but has also been the result of our commitment to developing sustainable vendor networks that can provide water filter sets for a low cost. Our work has taken us across Laos and back, and we are seeing demand for our filters outpacing supply, which means there is still much work to do!

As we have grown, we have seen a significant increase in local community members joining us in our work of increasing access to clean drinking water. Whether it is local health officials working with us to train water filter recipients, teachers and students learning about how to maintain water filters, or vendors joining our growing small business network, the growth we have seen has been encouraging to see. Over the past year alone, in schools, health clinics, and households across Laos, over 2,600 ceramic water filters have been produced, distributed, and installed, providing improved access to clean drinking water to an estimated 22,236 people.

Over 800 of those filters were distributed through our vendor networks, and demand for locally produced, low-cost ceramic water filters is higher than it has ever been. Whether we are beginning new projects in schools, with large NGO partners, or small local Lao nonprofit associations, we build the social enterprise component into our project model, ensuring sustainability going forward and creating links with local communities that expand our capacity to reach into remote parts of Laos.

Looking ahead, we are excited to be starting a new partnership with Catholic Relief Services as part of the LEAPS II project in Savannakhet province. We will be providing training to CRS staff, teachers, principals, and local government staff, which will help improve access to clean drinking water in over 250 target schools over the next year and a half. We will also work with interested local community members to establish vendor networks in those communities as well, further expanding our growing impact.



While there is much to be proud of around what our team in Laos has been able to accomplish over the past year, there is also much to be excited about in the year ahead. We look forward to continuing to work with communities and our partners to bring clean water to rural communities around Laos.





From the Field: Timor-Leste

Abundant Water arrived in Timor-Leste in November 2018 through support from the Rotary Club of Hall, and our in-country partners, Fokupers and Rotary Club of Dili Lafaek. We were fortunate enough to be awarded an Australian Aid Friendship Grant in late 2018 and have used this opportunity to kick-start our pilot project in Timor-Leste.

This project had been many months in the making, with scoping done by Tristan Skinner in 2017 with an MoU eventually being signed between Rotary Club of Hall, Fokupers and Abundant Water to develop vendor distribution networks across Timor-Leste. The Rotary Club of Dili Lafaek identified a Timorese candidate who spent three months being trained by the Abundant Water team in Laos.



Interest in the program has been strong, with 8 vendors having already been trained from 5 different villages. Our goal for 2019 is to distribute 1000 filters within Dili and Liquica and we believe we have a motivated and skilled team of vendors capable of helping us reach our targets. To date, 1046 filters have been distributed to vendors, schools and our partner organisation, Fokupers. Over 7336 people are now using filters and have access to safe and reliable drinking water. With the help of two good friends from Rotary, we also distributed 49 filters to five

With the help of two good friends from Rotary, we also distributed 49 filters to five schools in May and June of this year. These installations provided safe drinking water to 3199 students and teachers and were invaluable in helping us identify teachers from the community to act as sales agents.

Our program will continue to build towards the end of the year, by which time we aim to distribute over 1500 water filters and train at least 10 sales agents to promote filters in their communities.



Our Partners

Abundant Water works with an array of local partners in Laos to implement our social business model and bring safe water to rural families.

Laos

Community Development and Environment Agency (CDEA)

- Founded in 2004 CDEA assists underprivileged communities in Lao PDR by working directly with people at the grassroots level to effectively utilize the environmental resources, to improve living standards and increase income generation.



Association for Community Development and Training (ACTD) - Established in 2012 ACTD promotes water, hygiene and sanitation, and livelihood skill improvement.



Caritas Luxembourg in Laos - Caritas Luxembourg has been operating in Lao PDR since 2010 and seeks to provide assistance to improve people's living conditions, the environment and the future of our children.



Association for the Preservation of the Environment and Development of the Community (APEDC) - APEDC was established in 2015 and works to coordinate natural resource management and promote community participation in improving living conditions in Xieng Khouang province.



Catholic Relief Services (CRS)- Education has been the primary focus of CRS' commitment to development in Laos, where it has worked wince 1994. CRS provides assistance in four main programming areas: school meals, Water, Sanitation, and Hygiene promotion, literacy, and inclusive education.

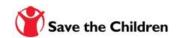




Enfants D'Asie - Founded in 1991 Enfants D'Asie allows disadvantaged children in South East Asia to build themselves a better future and to escape poverty in the long-term.



Save the Children - Save the Children began its operation in Lao PDR in 1987, and since then we have developed a strong reputation as the leading child rights organization in the country. We strive to ensure that children's rights to education, health, protection and participation are fulfilled at all times, including during disasters.



Timor-Leste

FOKUPERS - Fokupers has been working in women's rights advocacy, gender based violence victims assistance, community awareness and training and early childhood equality education in Timor-Leste since 1997.



Rotary Club of Dili Lafaek - Rotary Club of Dili Lafaek is a Dilibased organisation of young community minded volunteers.



Rotary Club of Hall - Rotary Club of Hall has been a main contributor to developing our pilot project in Timor-Leste. Its ongoing support has been crucial in ensuring the success of our program so far.





Our Staff

Abundant Water has two dedicated teams working on the ground in Laos and Timor-Leste. Our staff train new potters and vendors to make, sell and repair filters, help local entrepreneurs develop markets and business models, and monitor and measure our impact.

Laos

Program Manager



Keith Wingeard is the Abundant Water Program Manager and joined us in 2017. With a Master's degree in International Development and experience both as a Peace Corps Volunteer and in facilitating youth service-learning trips in Thailand, he brings years of experience in the region and a commitment to working directly with local communities to the role of Program Manager.

Master Potter



Noukham has been with Abundant Water since the beginning in 2008. She is a founding member and our kiln master, and the years of pottery expertise she brings are invaluable. Noukham is proud of the work she does training women to make water filters.





Potter

Thai has been with Abundant Water since 2013. She is rarely without a smile that brings serenity to the workplace and binds the Abundant Water family together. Importantly, Thai helps train new potters and assists in the monitoring and evaluation of our projects.



Potter

Por Chang has worked for Abundant Water since October 2016. His favourite tasks at work are flow rate testing, and making the cement part closing the filter. He is discrete and meticulous, and strives for quality craftsmanship.



Potter

Keo is in her second stint working with AW. She previously worked with AW in 2013 before leaving to pursue her studies. After finishing her schooling, Keo rejoined our team in 2018 and is very happy to be back with AW again and to see how AW has progressed over the years. Keo is proud to help the poorest people in rural Laos by improving the quality of their drinking water.



Potter

Vanxai, Thai's brother, has been working with AW since November 2018. Vanxai's co-workers love his warm smile and friendly mood, which add to AW's positive work atmosphere. Vanxai is married and has two children, and after work, he likes to garden in the evening to grow vegetables for his family.

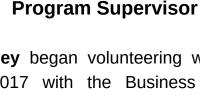


Potter and translator



Khamkeo started working with Abundant Water in February of 2018. Khamkeo takes great pride in his work for AW and has expressed a keen interest in working with AW long into the future. His ability to speak English, Lao and Hmong means he also plays a crucial role in translating documents and bridging linguistic divides in field work and day-to-day operations.

Timor-Leste





Tom O'Malley began volunteering with Abundant Water in 2017 with the Business Partnerships Directorate and in early 2018 Tom was given the opportunity to join the team in Laos as part of a 6-month internship. The chance then arose to help develop the program in Timor-Leste and in November 2018 Tom arrived in Dili to begin the pilot project.

Program Manager



Simao Luis da Costa previously spent 16 years working in Baucau as the Program Coordinator for local non-governmental organisation Centro de Desenvolvimento Comunitario (CDC). He joined Abundant Water as Project Manager in May 2019 and has already contributed strongly to rolling out the pilot project in Dili and Liquica.



Board Member Profile

Contributed by Mike Goodyer – Director Grants and Business Partnerships

"Our prime purpose in this life is to help others. And if you can't help them, at least don't hurt them." — Dalai Lama.

I joined the Board of Abundant Water several years ago fulfilling a long held goal. I had long considered volunteer work in an organisation contributing to the community. Thinking back, this probably had its roots in my upbringing in the Blue Mountains in the early 70's when I helped my father in his charity work visiting homeless people camping in the bush. This also instilled in me a deep and abiding respect and love of the outdoors and the environment.

I left the Blue Mountains after finishing school for a 32-year career in the Australian Army where I served in many different overseas locations and within Australia. My military service brought me into contact with people whose circumstances and living conditions could only described as tragic. Soldiering for me was not only about doing the normal military tasks, but also about assisting and helping people suffering from conflict, war and humanitarian disaster. I saw firsthand in SE Asia, Afghanistan, East Timor, some Pacific Islands and remote indigenous communities in Australia the effects of not having access to the most basic human need, clean drinking water, especially on the women and children.

For me Abundant Water is a perfect fit. I contribute my practical and academic expertise in an organisation that has its roots in Canberra. The home-grown nature of the filter technology, together with the passion and energy displayed by the founders of Abundant Water, Stuart and his son Sunny, have also been a factor. The enthusiastic volunteer Board, together with the in-country program managers and staff in Laos and Timor Leste, deliver an agile and inventive niche program of appropriate development and capacity building that is unique in the aid and WASH sector. Making a meaningful difference to people's lives by providing clean water is only enabled by continued funding which is my challenge as Director Grants and Business Partnerships.

As a Board member I am immensely proud to be part of the Abundant Water Team.

Thank you to my fellow Board members and the Abundant Water Team for the opportunity to help others!



The Board

Our Board is based in Canberra and consists of ten members hailing from diverse fields including engineering, the armed forces, international development, law and accounting.



Chief Executive Officer

Sunny Forsyth started Abundant Water in 2008. He has spent the years since on the ground in Laos, doing Abundant Water's development work, refining our filter and growing the organisation. He is continually inspired by the human spirit's capacity for practical creativity.





Stuart Forsyth helped found Abundant Water in 2008 and is dedicated to developing a culture of innovation and enterprise that will spread our clay pottery water filter across the world. He is committed to family and community, both local and global, and is inspired by ordinary people working together to create something that transcends themselves.

Director of Governance



Emmaly Suliman is a regulatory affairs and compliance specialist within the banking and finance sector. She graduated from the University of Queensland in 2013 with a Bachelor of Economics and Bachelor of Arts before going on to complete a Master of Business in 2015. Emmaly is also a recent graduate of Australian National University, having completed her Juris Doctor in July of this year. Emmaly joined the Abundant Water Board of Directors in January 2019 as Director of Governance.







Neha Pathak brings her wealth of experience in chartered accountancy and professional services as treasurer of Abundant Water. Being born and raised in India, Neha saw how difficult life can be for a lot of people in this world. Realising how lucky we are to live in Australia, she is passionate about giving back to the global community to help the less fortunate.

Business Partnerships Director



Michael Goodyer served as an army officer for over 40 years in a variety of diverse locations overseas. He is currently an advisor on environmental security in the military and government sector. Michael has seen how difficult it can be for communities to have access to safe, clean drinking water and is committed to the Abundant Water approach of capacity building and empowering local people.

Volunteering Director



Jennah Robichaud leads the Volunteering Directorate to bring the best people to Abundant Water. Jennah works in the field of global learning and is passionate about providing young people with transformative learning opportunities through intercultural experiences. Jennah was drawn to Abundant Water's focus on reflective action, and its mission to bring local and international knowledge together for the benefit of all.



Communications Director



Liam Jones is the Director of Communications at Abundant Water. Liam has diverse strategic communications experience, having worked as a speechwriter in Federal Parliament, as a Consultant with KPMG and most recently at Newgate Communications where he supports an array of communications and public affairs efforts. Liam is keen to help Abundant Water tell its story to the wider community.

Senior Advisor to the Board



Mark Pringle is a CPA-qualified accountant with experience working in Australian government agencies, NGO's in Namibia, South Africa and Tanzania and with the United Nations working with Palestinian refugees in the Middle East. Mark has dedicated his career to improving the livelihoods of the disadvantaged and vulnerable, and believes in the social enterprise approach of Abundant Water to partner with communities to provide access to clean water.

Senior Advisor



Tristan Skinner initially studied freshwater science and has since worked on catchment management, aquatic ecosystems and GIS projects, and currently with the Murray-Darling Basin Authority in Canberra. Tristan's understanding of water and sanitation in international aid grows from living and working in Laos and Vietnam. Tristan uses his extensive skills to develop Abundant Water's field programs.



Our Interns

Laos

In 2018/19 Abundant Water hosted three interns in Laos - Tom O'Malley, Chris Tate, and Marion Reisch. We partner with Cranfield University and Laos National University to engage students in Abundant Water's operations and give them practical development experience. We have also continued our partnership with the Australian National University to host honours students with funding from The New Colombo Plan. Abundant Water shares a long history with the College of Engineering and Computer Science at The Australian National University. Our CEO is an Engineering alumni and research from the university informed Abundant Water's clay pot water filter technology. Building on this long standing partnership. Abundant Water was pleased to work with the ANU to host one Honours student for their research placement in 2018-19, with funding from the Department of Foreign Affairs and Trade's New Colombo Plan. Christopher Tate spent 5 weeks in the field with the goal of improving the efficiency of water filter testing procedures and investigating the performance of filters under real-world operating conditions. This partnership allowed Abundant Water to give back to the research community that helped us make our program a reality and nurtures the next generation of engineers working on practicable, scalable solutions for long term change in our region.

Abundant Water's day-to-day operations in Laos are also supported by volunteer interns that are committed to improving our ability to provide improved access to clean water and expand our impact to an ever-growing number of people and communities.

In 2018-19, our Volunteer Program Officer, Marion Reisch, provided invaluable support on AW's research into our impact, worked directly with our team of potters, and traveled to project sites to support our ongoing efforts.

After finishing his 6-month internship in Laos with Abundant Water in October 2018, Tom O'Malley moved to Timor-Leste as a newly hired Program Officer to help with establishing Abundant Water's newest project. Tom has used his experiences as an intern in Laos to hit the ground running in Timor-Leste and the tremendous interest and growth through the early stages of our project there has been a testament to the dedication our staff put into our clean water initiatives.

Our interns bring a range of experiences and perspectives to the Abundant Water program and we thank them for their contributions to our continued success.



Our Finances

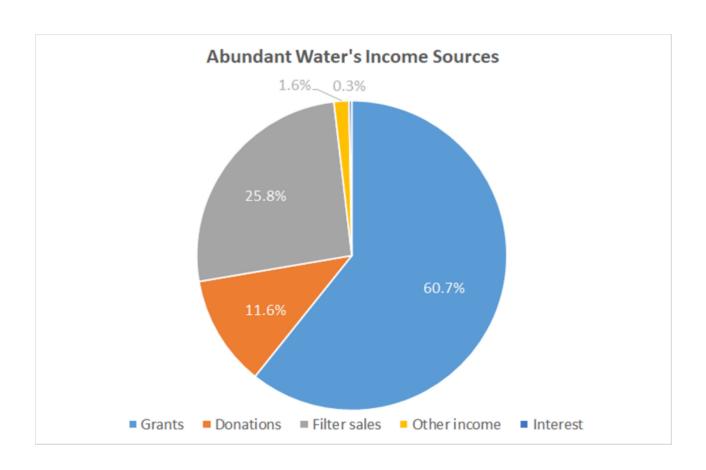
Abundant Water Incorporated Statement of Financial Position as at 30 June 2019

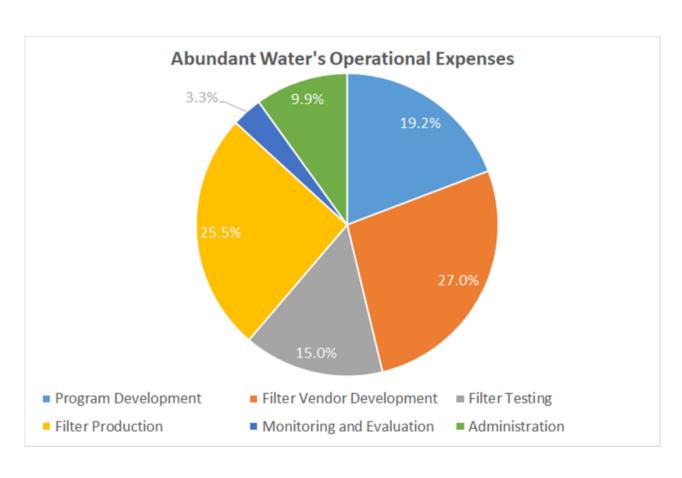
	2019	2018	2017	2016	2015
Current Assets					
Cash on hand	\$810	\$3,611	\$3,307	\$0	\$0
Cash at St George	\$0	\$0	\$0	\$0	\$61,393
Cash at Beyond Bank	\$57,167	\$6,224	\$25,944	\$34,627	\$0
Cash at Laos Bank	\$1,492	\$26,617	\$0	\$0	\$0
Cash at Timor Bank	\$2,556	\$0	\$0	\$0	\$0
Cash at RAWCS	\$12,391	\$1,782	\$8,697	\$18,581	\$10,979
Total Assets	\$74,417	\$38,234	\$37,948	\$53,208	\$72,372
Current Liabilities	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$0	\$0	\$0	\$0	\$0
Net Assets	\$74,417	\$38,234	\$37,948	\$53,208	\$72,372

Abundant Water Incorporated Statement of Comprehensive Income for the period ending 30 June 2019

Income	2019
Grants	108,652
Donations	20,717
Filter sales	46,205
Other income	2,818
Interest	504
Total Income	178,895
Expenses	
Operational expenses - Laos	102,877
Operational expenses - TL	38,912
Promotional expenses	451
Insurance	232
Bank Fees	44
Other expenses	197
Total Expenses	142,713
Net income	36,182
Opening cash balance	38,234
Closing cash balance	74,417









Our Supporters

Abundant Water is pleased to be supported by the Australian Government, Australian institutions and businesses. Our supporters provide not only financial support, but also generous in-kind support and we thank them for their contributions this year.

Australian Ethical Super provided financial support to Abundant Water.



Hall, Gungahlin and Jerrabomberra Rotary Clubs provided financial support to Abundant Water.



The Australian Government through the Department of Foreign Affairs and Trade provided financial support to Abundant Water.



The Australian National University assisted Abundant Water through in-kind support



Ernst and Young provided Abundant Water with inkind business consulting support.

