



**IN 2018,
WE TURNED
WATER
INTO ACTION**



“

It's with great pleasure that I witness how, once again this year, One Drop and our partners have made an enormous difference, with sustainable water projects that truly make the world a better place. Year after year, project by project, we contribute to the achievement of Sustainable Development Goal 6 defined by the United Nations: ensuring availability and sustainable management of water and sanitation for all by 2030. Nevertheless, a lot remains to be done.

The impressive results summarized in this 2018 Impact Report are a true testimony of our work, and they reflect and honour you, the true leaders – who join forces and share your efforts, knowledge, and finances, to make a positive difference. Thank you for helping us accomplish what we do each year. Let's keep working together, taking action, and making an impact. Let's keep turning water into action. Let's change the story.

”

GUY LALIBERTÉ,

*Founder of One Drop, Cirque du Soleil
and Lune Rouge*



“

It's been another inspiring year of extraordinary achievements bringing sustainable access to safe water to some of the world's most vulnerable communities and I couldn't be prouder to share with you our Impact Report for 2018.

Thank you to everyone involved in One Drop's projects. Thank you for joining forces with us and supporting our ambitious vision of a better world—a world where everyone has access to living conditions that allow for empowerment and development. By working in collaboration with local governments, visionary organizations, audacious philanthropists, international development agencies and communities, we create global and positive impact. One Drop projects will soon have sustainably transformed the lives of over 1.6 million people around the world—and that is only the beginning. There is still a lot more we are on our way to achieving. Together.

”

MARIE-ANNE TAWIL,

Chief Executive Officer at One Drop

OUR APPROACH

WE GO BEYOND BUILDING INFRASTRUCTURE

At One Drop™, we are always ready to go above and beyond to achieve true long-term sustainability. We believe in the combined power of providing access to safe water, inspiring behaviour change with respect to water, sanitation, and hygiene, and supporting income generating activities and market-based solutions.

Access; Behaviour change; Capital. These make up our A•B•C for Sustainability™ model; the three components we use as a united force to help communities reach their full potential, and to create an enabling environment for change. The combined power of these three components is the winning formula that makes our projects sustainable.

ACCESS TO SAFE WATER, SANITATION, AND HYGIENE, THROUGH CONSTRUCTION OR REHABILITATION OF INFRASTRUCTURE AND CAPACITY STRENGTHENING

SOCIAL ART INTERVENTIONS TO INSPIRE, ACTIVATE, AND SUSTAIN **BEHAVIOUR CHANGE** AROUND WATER, SANITATION, AND HYGIENE

CAPITAL TO DEVELOP MARKET-BASED SOLUTIONS—INCLUDING FINANCIAL PRODUCTS, INCOME-GENERATING ACTIVITIES, AND OTHER SERVICES—TO INCREASE THE PACE OF MAKING SAFE WATER AND SANITATION ACCESSIBLE TO ALL



SOCIAL ART FOR BEHAVIOUR CHANGE

The evidence tells us: if we do not embrace healthy behaviours, the existing worldwide water infrastructure is simply not sustainable. Behaviour change is now recognized as the missing link in sustainability. And this is where One Drop's creativity-infused DNA comes in. We began our mission with a deep understanding of local cultures, and that is what inspired us to develop a unique approach: Social Art for Behaviour Change™ (SABC). The idea behind the approach is to put people and emotions first, as a means of tackling hygiene and sanitation-related behaviours like handwashing with soap and how to properly maintain a latrine.

The SABC approach integrates a systematic and evidence-based process that takes into consideration behavioural determinants, as well as cultural and artistic references. It is designed to connect with emotions as a way to inspire, activate, and sustain the adoption of healthy behaviours around water, which is what lays the foundation for real and durable change. This approach improves individuals' leadership skills, while it increases communities' sense of involvement, ownership, and empowerment.

OUR POINTS OF FOCUS

ONE DROP IN HEALTHCARE FACILITIES

“ The widespread lack of WASH services in healthcare facilities not only compromises patient safety, dignity, and human rights, but it also holds back efforts to improve maternal and child health. ”

DR. TEDROS ADHANOM GHEBREYESUS,
Director-General of the World Health Organization (WHO)

Healthcare facilities need sufficient WASH provisions to deliver safe quality health services, and prevent and control infections for both patients and healthcare providers. In 2018, the United Nations Secretary-General issued a Global Call to Action to prioritize action on WASH in all healthcare facilities. Previously, the World Health Organization and UNICEF had committed to the vision that every healthcare facility should have access to safely managed, reliable water, sanitation and hygiene services.

There is a major crisis when it comes to basic healthcare*: One in four healthcare facilities lack basic water services, and one in five have no sanitation service – impacting 2 and 1.5 billion people respectively. These numbers clearly point to infrastructure needs, but even more urgent is the adoption of key behaviours to protect both patients and healthcare providers. Handwashing with soap is a highly effective way to prevent infection—but up to 90% of staff does not follow best practices, even when supplies are available.

Now that this situation has been officially declared a global issue, we are even more focused on our ongoing commitment to take action in healthcare facilities. We are developing, in collaboration with donors, communities and executing partners, an integrated program to address their specific needs. One Drop’s innovative SABC approach is being used to design new interventions aimed at ensuring that improved access to water, sanitation and handwashing stations translate into better and safer quality of care. In 2018, we supported WASH in healthcare facilities initiatives in Haiti, Malawi and Mali and very soon we will also be doing so in Burkina Faso. We are documenting what we learn and consolidating our expertise to contribute as a member of the Global Task Team, led by the WHO.

*World Health Organization and UNICEF, Joint Monitoring Programme (JMP) 2019

ONE DROP IN LAZOS DE AGUA

“ How to make WASH projects more impactful and sustainable? By combining community awareness, infrastructure provision, behaviour change and access to capital – fuelled by a unique concept of Social Art for Behaviour Change. That’s Lazos de Agua, working in 5 countries in Latin America to help provide 200,000 people with sustainable and safe access to water and sanitation. ”

ULRIKE SAPIRO

*Senior Director, Water Stewardship & Sustainable Agriculture
at The Coca-Cola Company*

Lazos de Agua is our flagship program in Latin America and it is creating positive impact and concrete results. By the end of 2018, more than 75,000 people obtained improved access to drinking water and sanitation services, and more than 78,000 people have been exposed to Social Art for Behaviour Change interventions. And in the aim of supporting local leadership and empowering communities, 500 people have been trained as “Leaders of Change”, including more than 300 women. In addition, 500 providers of water and sanitation services have taken part in both technical training and management and finance training.

The integrated model of Lazos de Agua brings together national and local governments, the private sector, and communities towards achieving Sustainable Development Goal 6 in Latin America. Lazos de Agua partners (the Inter-American Development Bank, The Coca-Cola Foundation, the Fundación FEMSA, and One Drop) are already driven by very encouraging first results.

ONE DROP IN INDIA

“ Approximately 600 million people across India face extreme water stress, and the quality of water that is available is truly alarming: over 100,000 people die of preventable waterborne diseases there every year. ”

VÉRONIQUE DOYON,
Chief Program Officer at One Drop

One Drop has worked on four initiatives in India, and we are proud to have contributed to make a difference in targeted states. Our first initiative was the Odisha project, which began in 2011 and has improved the lives of 30,000 people in the District of Ganjam. The Odisha project was followed by the Sheohar 1 (Bihar state) and Rajasthan projects: Sheohar 1 ran from 2014 to 2018 and has improved access to safe drinking water and sanitation services for more than 250,000 people; the Rajasthan project began in 2016 and is currently being implemented; it is expected to benefit another 240,000 people. The Sheohar 2 (Bihar state) project, which will build upon the experience from the other One Drop projects in India, is expected to reach another 250,000 people.

Through these projects, One Drop has developed strong alliances with governments, international development agencies, the private sector, international, national and local NGOs as well as grassroots organizations, social art partners, and civil society organizations. These connections, and assured funding from financial partners like METRO AG and United Technologies Corporation, ensure that One Drop will continue working in India and bringing our distinctive Social Art for Behaviour Change (SABC) approach to WASH projects in vulnerable areas of the country.

OUR IMPACT

PEOPLE IMPACTED

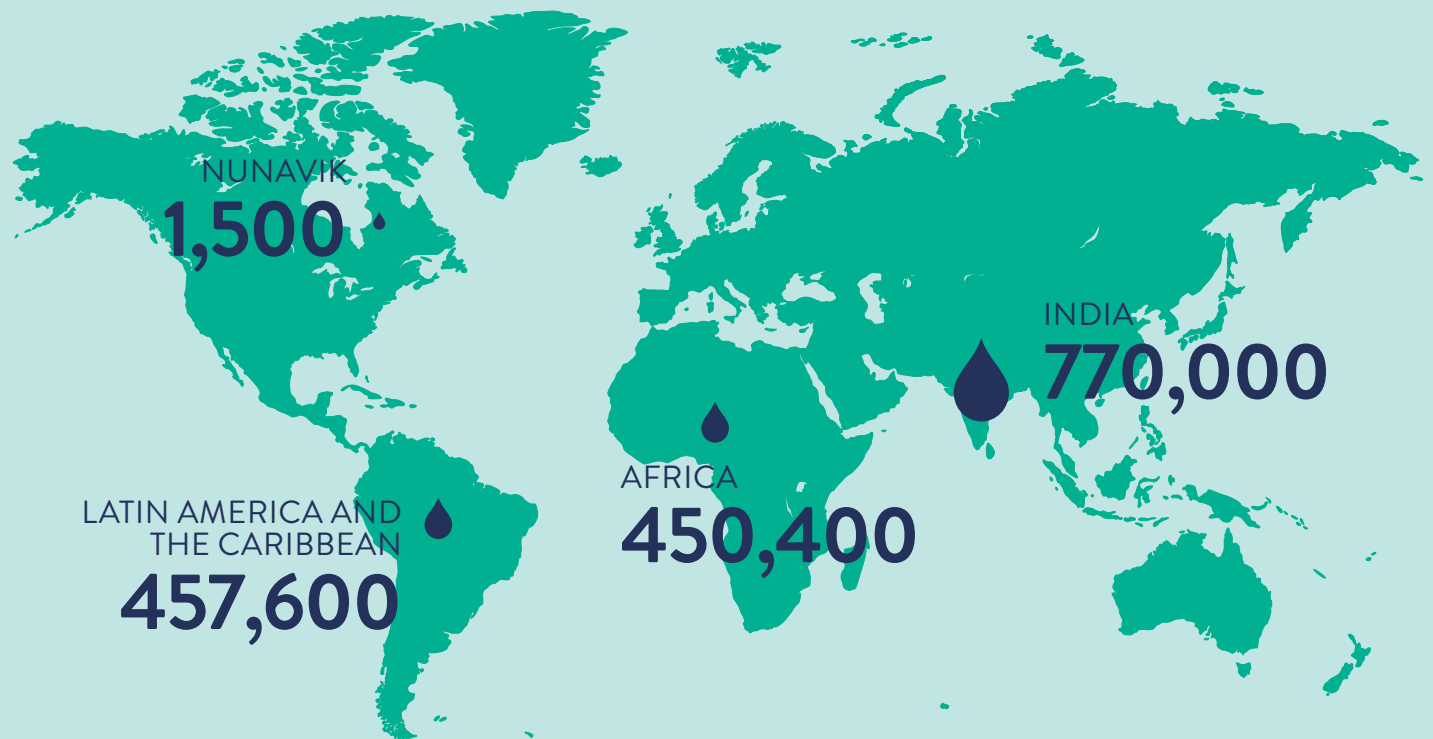


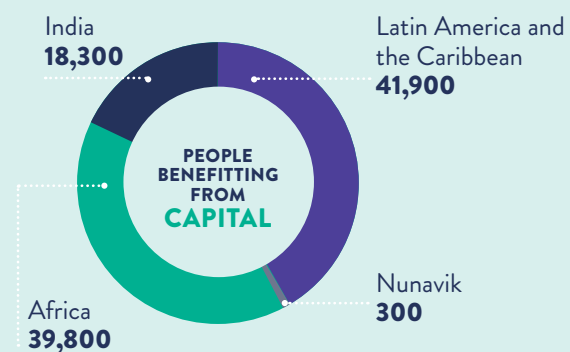
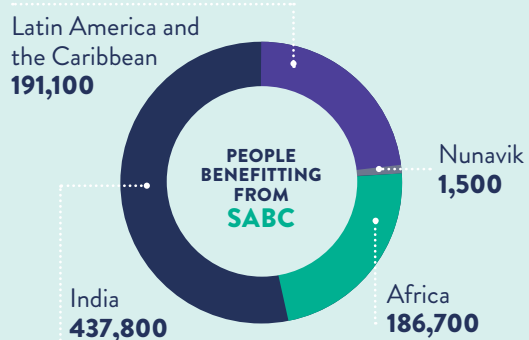
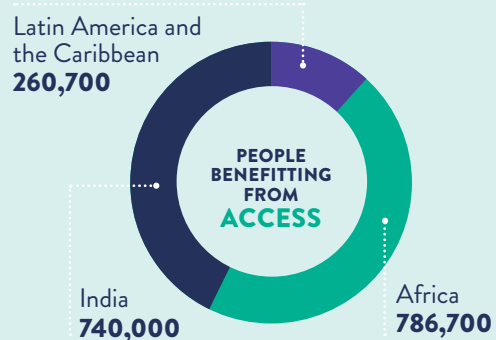
702,700

AS OF
DECEMBER 31ST, 2018

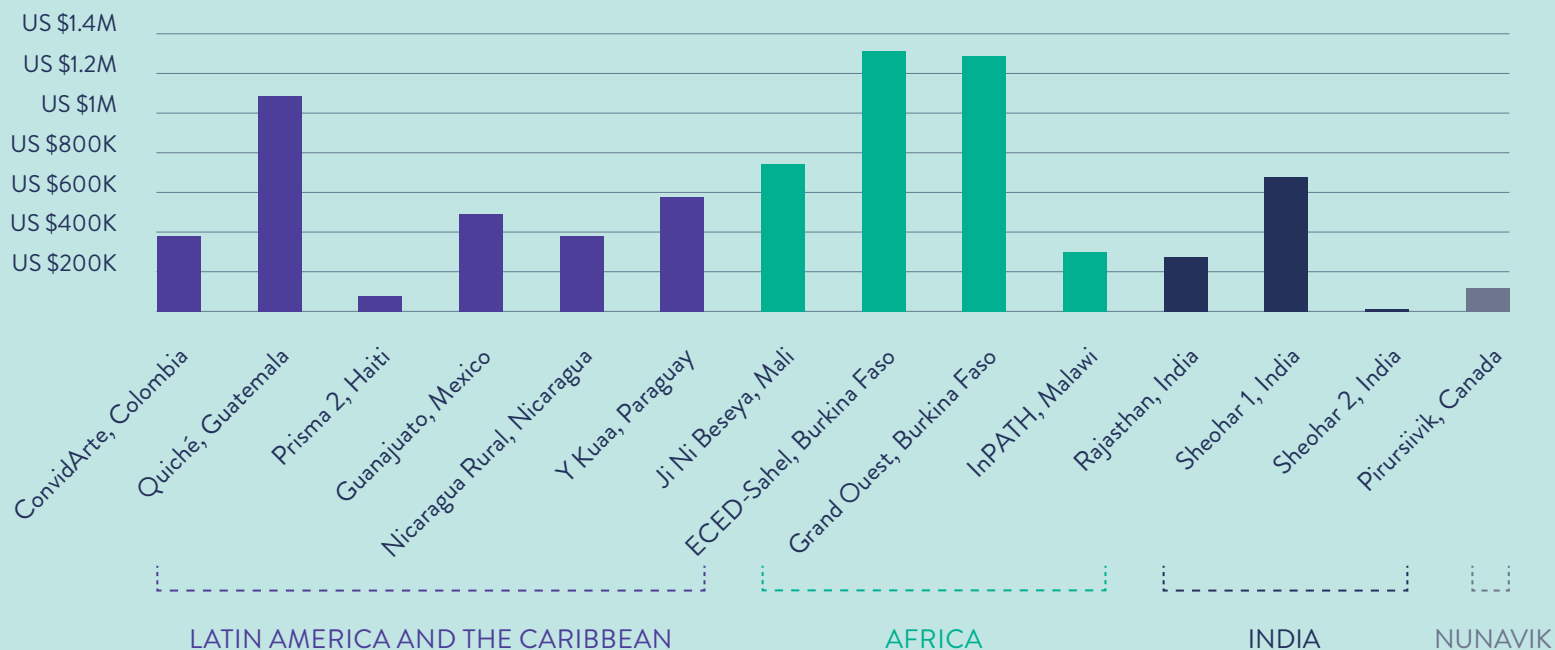
1,679,500

ONCE OUR CURRENT PROJECTS
WILL BE COMPLETED





2018 PROJECT INVESTMENTS BY REGION



This is in addition to investments made towards Mobilization and Awareness in the US, as well as technical backstopping and project management support.

MALAWI
INPATH

NEW PROJECT IN HEALTHCARE FACILITIES



WHEN
2018*
2021

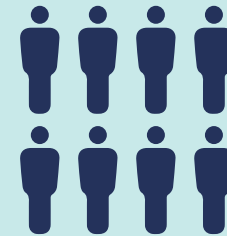
WHERE

Districts of Chitipa,
and Kasungu, **Malawi**



200,000

PEOPLE



2018 HIGHLIGHTS

- Drilling and infrastructure renovation work is underway in various communities.
- Renovation is ongoing at numerous health centres and a hospital, to improve WASH and maternity-ward infrastructure.
- Improvements have begun on the Health Management Information System, through the support of the extended District Health Management Team and other project stakeholders.

TOTAL INVESTMENT

US \$21M

ONE DROP TOTAL INVESTMENT

US \$1.6M

2018 ONE DROP INVESTMENT

US \$0.3M

EXECUTING PARTNER

CowaterSogema

FINANCIAL PARTNER

Global Affairs Canada (GAC)

GOVERNMENTAL PARTNER

Ministry of Health

*In 2017, the InPATH project was in design phase.

HAITI
PRISMA 2

NEW PROJECT IN HEALTHCARE FACILITIES



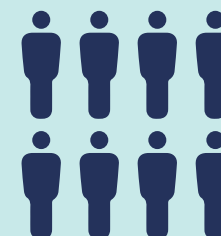
WHEN
**2018
2021**

WHERE
Artibonite Department,
Haiti



239,000

PEOPLE



PROJECT OBJECTIVES

- WASH infrastructure will be improved in both healthcare facilities and communities, including triggering the associated changes in behaviour, using social art.
- Increased coverage of sexual and reproductive health services and quality of care for mothers, newborns and children in 8 communities.

TOTAL INVESTMENT

US \$19.5M

**ONE DROP TOTAL
INVESTMENT**

US \$2.5M

2018 ONE DROP INVESTMENT

US \$0.07M

EXECUTING PARTNER

The Centre for International
Cooperation in Health and
Development (CCISD)

FINANCIAL PARTNER

Global Affairs Canada

GOVERNMENTAL PARTNER

Ministry of Health

COLOMBIA
CONVIDARTE

NEW LAZOS DE AGUA PROJECT



WHEN

**2018
2021**

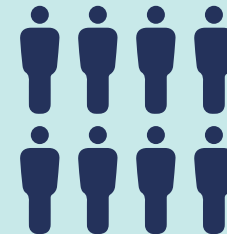
WHERE

Municipality of Tumaco,
Nariño Department,
Colombia



20,000

PEOPLE



2018 HIGHLIGHTS

- Fundación PLAN signed key cooperation agreements to advance components A (access) and C (capital).
- The project's baseline was completed after households and service providers' surveys were carried out.
- Tumaco's community water and sanitation committee was formalized.

TOTAL INVESTMENT
US \$6.05M

LAZOS DE AGUA TOTAL
INVESTMENT
US \$3M

2018 LAZOS DE AGUA
INVESTMENT
US \$0.38M

**FINANCIAL AND
EXECUTING PARTNER**

Fundación PLAN
(Plan International)

LAZOS DE AGUA PARTNERS

The Coca-Cola Foundation,
Inter-American
Development Bank,
Fundación FEMSA
and One Drop

INDIA
SHEOHAR 2
NEW PROJECT



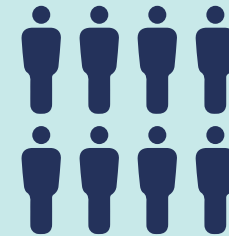
WHEN
2018
2021

WHERE
District of Sheohar,
Bihar state,
India



250,000

PEOPLE



2018 HIGHLIGHTS

- The organization and consolidation of the project team have been completed.
- Planning for an inaugural workshop has been completed.
- A state-level Social Behaviour Change Communication workshop was organized to guide the development of behaviour change communication in the project.

TOTAL INVESTMENT
US \$3.9M

ONE DROP TOTAL
INVESTMENT
US \$1.8M

EXECUTING PARTNER
Water For People

FINANCIAL PARTNERS
METRO AG, United
Technologies Corporation
and Water For People

MEXICO
GUANAJUATO

A LAZOS DE AGUA PROJECT



WHEN

**2017
2021**

WHERE

Rural communities from the
State of Guanajuato, *Mexico*



45,000

PEOPLE



2018 HIGHLIGHTS

- Improved access to drinking water and sanitation services for more than 22,000 people.
- More than 160 Leaders of Change have been trained, of which 140 are women.
- Creation of Agua Segura, an innovative WASH micro-financing product.
- Training for the water and sanitation committees has begun.

TOTAL INVESTMENT

US \$16.1M

LAZOS DE AGUA TOTAL
INVESTMENT

US \$2.5M

2018 LAZOS DE AGUA
INVESTMENT

US \$0.49M

EXECUTING PARTNER

Living Water International

LAZOS DE AGUA PARTNERS

The Coca-Cola Foundation,
Inter-American Development
Bank, Fundación FEMSA
and One Drop

GOVERNMENTAL PARTNER

Comisión Estatal del Agua de
Guanajuato (CEAG)

NICARAGUA
NICARAGUA RURAL

A LAZOS DE AGUA PROJECT



WHEN

**2017
2021**

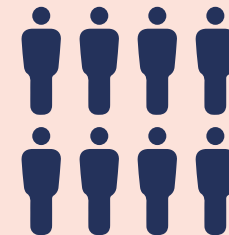
WHERE

Municipalities of Waslala,
Waspam, and Puerto Cabezas,
RACCN region, **Nicaragua**



15,000

PEOPLE



2018 HIGHLIGHTS

- Improved access to drinking water, sanitation, and SABC activities for approximately 3,600 people.
- Infrastructure improvements were completed in communities, schools, and healthcare centres.
- 22 how-to stations that promote sanitation installations have been created in 11 communities.
- New social art tools were created, to add to our already successful SABC interventions.

TOTAL INVESTMENT

US \$7.65M

**LAZOS DE AGUA TOTAL
INVESTMENT**

US \$3.83M

**2018 LAZOS DE AGUA
INVESTMENT**

US \$0.38M

**FINANCIAL AND
EXECUTING PARTNERS**

WaterAid America and
WaterAid Nicaragua

LAZOS DE AGUA PARTNERS

The Coca-Cola Foundation,
Inter-American Development
Bank, Fundación FEMSA
and One Drop



The following story is about **EMPOWERMENT**. It is not just about a puppet show—it is about how the women behind the puppets used art to inspire others and to reveal their own self-confidence.

THE STORY OF THE WOMEN PUPPETEERS

One warm summer afternoon, some women from the Los Martinez community in Guanajuato received an invitation that would change their life, change their story. They were invited to join a group that would work with local artists to produce a puppet show about water and sanitation issues, an artistic initiative that was part of the Guanajuato project.

And that is when the story of those women changed.

Although they were skeptical about this activity, what convinced them to join the group was that while they would be working on the social art project, their children would be offered summer activities at the community school. But the entire experience went far beyond the women's expectations. The collaborative process with a group of artists was confirmation that the women's opinions were valued—and they rediscovered that they could have fun. “In our normal life, we do not dance or play. But because we were part of this group, we played as if we were girls again, and we were happy learning new things,” explained Carmen with a smile. The women have now taken the lead in telling stories that inspire their community. They immerse audiences in imaginative ancestral narratives of water snakes and monsters guarding wells; their shows not only revive local stories, but they inspire, activate, and sustain healthy water-related behaviours, like adequate treatment of water and safe management of water at home. Now known as the Puppeteers of Los Martinez, these women use their new self-confidence to tap into their childhood memories and emotions with the aim of changing their whole community. Proof positive of the transforming effect of social art.

Social Art goes beyond simply conveying information through artistic shows; it entails co-creation and community participation. The positive impacts of our SABC interventions are multiple: they can be seen in the new motivation of a group of women to step out of their daily routine; in their self-confidence and empowerment as community leaders; in their new will and determination; in their behind-the-scenes charisma.

The women Puppeteers of Los Martinez now take an active role in the Social Art for Behaviour Change process. “This project has awoken our spirit,” one of the women explains with excitement: “It has lit a spark, and I hope that spark will spread like fire in dry grass,” another participant agrees.

TO DATE, ONE DROP AND
OUR PARTNERS HAVE CHANGED
THE STORY OF NEARLY

135,000

PEOPLE IN LATIN AMERICA.

LET'S CHANGE THE STORY.
TOGETHER.

PARAGUAY
Y KUAA

A LAZOS DE AGUA PROJECT



WHEN

**2017
2021**

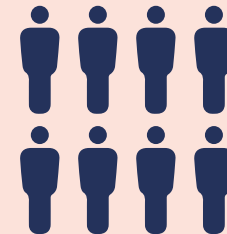
WHERE

Departments of San Pedro,
Concepción, Caaguazú, Guairá,
Cordillera, Paraguari, and Itapúa,
Paraguay



43,600

PEOPLE



2018 HIGHLIGHTS

- Improved access to drinking water and sanitation services for more than 17,000 people.
- Nearly 300 Leaders of Change were trained, of which more than 180 are women.
- SABC interventions, led by social art groups and Leaders of Change, have reached more than 3,200 people.
- Training has been completed for the Water and Sanitation committees in 5 of the 7 participating departments.

TOTAL INVESTMENT

US \$40.29M

LAZOS DE AGUA TOTAL
INVESTMENT

US \$2M

2018 LAZOS DE AGUA
INVESTMENT

US \$0.58M

EXECUTING PARTNER

Fundación Moisés Bertoni

LAZOS DE AGUA PARTNERS

The Coca-Cola Foundation,
Inter-American Development
Bank, Fundación FEMSA
and One Drop

GOVERNMENTAL PARTNER

Servicio Nacional de
Saneamiento Ambiental de
Paraguay (SENASA)

CANADA
PIRURSIIVIK



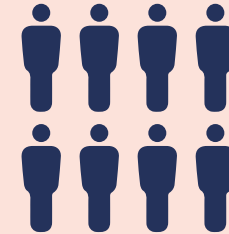
WHEN
**2017
2020**

WHERE

Inukjuak, Nunavik, Québec,
Canada



1,500
PEOPLE



2018 HIGHLIGHTS

- The project has reached more than 800 Inukjuammiut (inhabitants of Inukjuak).
- Tupiq A.C.T., the first regional multidisciplinary Inuit artists' collective capable of leading and replicating social art activities, both in Inukjuak and in the larger region of Nunavik, was created.
- More than 300 Inuit youth have participated in drumming lessons, and 55 took part in seedling-growing workshops and on-the-land nature activities.
- More than 200 people participated in the public consultation process, and more than 25 representatives from key community stakeholders have begun working together.

TOTAL INVESTMENT

US \$2M

2018 ONE DROP INVESTMENT

US \$0.12M

EXECUTING PARTNER

Makivik Corporation

FINANCIAL PARTNER

RBC Foundation

MALI
JI NI BESEYA



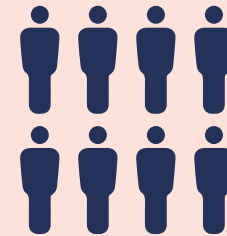
WHEN
2016
2020

WHERE

Communities of Bossofala, Dio-Gare, Dialakorodji, and Kati, in Kati District, and communities of Diena, Samabogo, Falo, Dogouwolo and Bla, in Bla District, **Mali**



60,900
PEOPLE



2018 HIGHLIGHTS

- 50,000 people have participated in the project.
- More than 21,000 people have benefitted from new or renovated water infrastructure.
- All the economic interest groups expected to be created by the project are either already operational or currently being formalized.

TOTAL INVESTMENT
US \$5M

ONE DROP TOTAL INVESTMENT
US \$3M

2018 ONE DROP INVESTMENT
US \$0.75M

EXECUTING PARTNER
WaterAid Mali

FINANCIAL PARTNER
WaterAid Canada

BURKINA FASO
ECED-SAHEL



WHEN

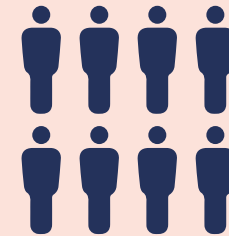
**2016
2019**

WHERE

Communities of Dori, Gorom-Gorom, and Falagountou, Sahel region, **Burkina Faso**



100,000
PEOPLE



2018 HIGHLIGHTS

- 11,600 people have participated in the project.
- The construction of a water treatment plant and pipe system in Dori and surrounding villages is well underway.
- Nearly 8,800 people have benefitted from component C (capital) activities.

TOTAL INVESTMENT
US \$13.3M

ONE DROP TOTAL INVESTMENT
US \$1.9M

2018 ONE DROP INVESTMENT
US \$1.32M

EXECUTING PARTNER
COWATER/SOGEMA

FINANCIAL PARTNERS
Global Affairs Canada and
IAMGOLD

GOVERNMENTAL PARTNERS
The Ministère de l'Eau et
de l'Assainissement and the
Office national de l'eau et de
l'assainissement

The following story is about
LEADERSHIP.

It's more than just the story of an
artist. It's the story of a woman's
determination to inspire others and
to capitalize on positive change.



THE STORY OF FATIMATA, ARTIST AND “PLAYMAKER”

Fatimata Maïga is a housewife from the village of Falagountou, in the Sahel region of Burkina Faso. She is the sole provider for her five children and her mother; in order to support them, she works on awareness-raising activities centred on women’s development. At each meeting, she addresses the issues of diarrheal diseases and open defecation—a practice in which she takes part as well (albeit not without shame) since she has no latrine at home.

But Fatimata’s story is about to change.

Despite the dismissal and even scorn she faced from other women in her village who thought artistic activities were only for the lazy, Fatimata decided to participate in setting up a theatre troupe as part of the ECED-Sahel project for sustainable water access and economic growth, which was co-funded by One Drop. As an artist herself, Fatimata took on the role of “playmaker”, a role that is traditionally reserved for men.

This new artistic mandate, and the challenge she’s given herself to educate those around her, now allow her to inspire her entire community and to actively promote change. The compensation she receives has allowed her to get involved in small business and to make her goals realities: she bought a freezer to make and sell ice cubes, she is setting up a soap-making company, and she had a latrine built in her house.

Theatre performances and storytelling allow community members to share their messages. As of today, Fatimata’s messages have been heard throughout six different communities. She is asked to speak about positive behaviours around water in households, she manages a variety of income-generating activities, and she has inspired relatives and neighbours to build latrines as well.

“Thanks to social art, I am now a respected woman; when I speak, my message is heard. I know that I can’t bring my whole community to radically change their behaviour all at once. But I also know that gradually, they will, because what we have already seen, what we are seeing today, reassures us that this is where we are heading.”

TO DATE, ONE DROP AND
OUR PARTNERS HAVE CHANGED
THE STORY OF NEARLY
180,000
PEOPLE IN AFRICA.

LET’S CHANGE THE STORY.
TOGETHER.

INDIA
RAJASTHAN

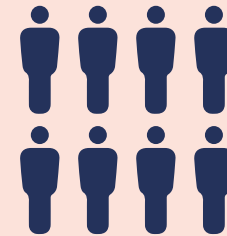


WHEN
**2016
2020**

WHERE
Sirohi & Pali districts,
Rajasthan state, **India**



240,000
PEOPLE



2018 HIGHLIGHTS

- 10 water supply systems were built, to cover 206 households.
- The Menstrual Hygiene Management has reached more than 5,000 adult women and adolescent girls.
- More than 160,000 people were reached through social art activities (which included multidisciplinary and thematic shows).
- More than 10,000 school students and staff benefit from the installation of 64 new drinking fountains and sanitation systems.

TOTAL INVESTMENT
US \$14.6M

ONE DROP TOTAL
INVESTMENT
US \$2.25M

2018 ONE DROP INVESTMENT
US \$0.28M

EXECUTING PARTNER
Centre for microFinance

FINANCIAL PARTNER
Tata Trusts

GOVERNMENTAL PARTNER
State Government of Rajasthan

GUATEMALA
QUICHÉ

A LAZOS DE AGUA PROJECT



WHEN

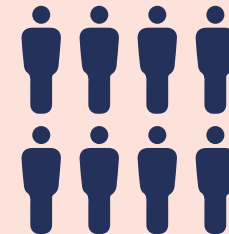
2015
2020

WHERE

Municipalities of San Andrés Sajcabajá, San Antonio Ilotenango, San Bartolomé Jocotenango, and Santa Cruz del Quiché, Quiché Department, **Guatemala**



37,000
PEOPLE



2018 HIGHLIGHTS

- Improved access to drinking water and sanitation services for nearly 25,000 people.
- More than 64,000 people participated in SABC activities.
- The municipality of San Antonio Ilotenango reached 97% WASH coverage in its public institutions (health and education sectors).
- Coverage has increased in each municipality thanks to the sanitation strategies.

TOTAL INVESTMENT

US \$9.7M

LAZOS DE AGUA TOTAL INVESTMENT

US \$3.25M

2018 LAZOS DE AGUA INVESTMENT

US \$1.1M

FINANCIAL AND EXECUTING PARTNER

Water For People

FINANCIAL PARTNER

Prince Albert II of Monaco Foundation

LAZOS DE AGUA PARTNERS

The Coca-Cola Foundation, Inter-American Development Bank, Fundación FEMSA and One Drop

BURKINA FASO
GRAND OUEST



WHEN

**2016
2018**

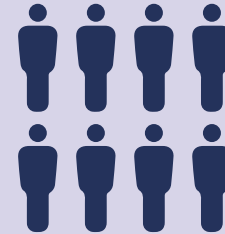
WHERE

Communities of Banfau,
Besegadougou, Moussodougou,
Peni, and Toussiana, High Basins
and Cascades regions,
Burkina Faso



46,000

PEOPLE



2018 HIGHLIGHTS

- More than 46,000 people have both improved their access to WASH services and participated in SABC activities—surpassing the original target by more than 4,000 people.
- More than 67,000 people improved their access to WASH services.
- Our SABC activities have reached more than 90,000 people.

TOTAL INVESTMENT

US \$3M

ONE DROP TOTAL
INVESTMENT

US \$2M

2018 ONE DROP INVESTMENT

US \$1.3M

FINANCIAL AND
EXECUTING PARTNERS

WaterAid America and
WaterAid Burkina Faso

FINANCIAL PARTNERS

Conrad N. Hilton Foundation
and Water4

INDIA
SHEOHAR 1



WHEN

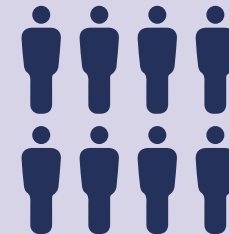
**2014
2018**

WHERE

Sheohar district, Bihar state,
India



250,000
PEOPLE



2018 HIGHLIGHTS

- More than 252,100 people now have access to safe drinking water and adequate sanitation facilities.
- 269,700 people took part in social art initiatives held in schools and communities (multidisciplinary shows, street theatre, films, school workshops, etc.).
- 12,000 farmers have been reached through activities that centred on improving capacities and technologies, with a focus on increased yields.
- 38 “sanitation as a business” entrepreneurs were trained.

TOTAL INVESTMENT
US \$6.87M

ONE DROP TOTAL
INVESTMENT
US \$3.18M

2018 ONE DROP INVESTMENT
US \$0.68M

FINANCIAL AND EXECUTING
PARTNER
Water for People

FINANCIAL PARTNERS
RBC Foundation and United
Technologies Corporation

A woman wearing a pink sari and a floral skirt stands in front of a toilet structure. She is smiling and making a peace sign with her right hand. The toilet structure has a yellow sign with Hindi text. The background shows a dirt area with a stone wall and some trees.

The following story is about SUSTAINABILITY.

It is not just about Nathi Bai's new toilet—it is about the integrated process that makes her toilet sustainable. Sustainable for her, sustainable for her family, and sustainable for her community.

THE STORY OF NATHI BAI AND HER TOILET

Nathi Bai lives in Bothara, a small village situated in the deep tribal Pali District area of the State of Rajasthan, in India. Most of the 170 households in her village belong to tribal people who are not part of India's caste system, and so who are marginalized and deeply vulnerable. Most people in Nathi's district practise open defecation.

At that point, Nathi did not know that her story was about to change.

The process of change began when Nathi Bai took part in a social art show whose aim was to inspire behaviour change related to adequate and sustainable practices around water, sanitation, and hygiene—which was an initiative of the Rajasthan project's Social Art for Behaviour Change component. Nathi Bai really enjoyed the show—and it triggered in her the desire to build a toilet at home.

But with her husband ill, she was their family's sole income earner and finances were tight, so finding money for a toilet was bound to be a challenge. As luck would have it, a team of community workers doing a follow-up campaign after the social art show approached her. They told her about the sanitation financing facility that had been initiated by the Centre for microFinance, One Drop's executing partner for the Rajasthan project. The very next day, Nathi Bai applied for a loan to build a household toilet. Her loan was approved with the condition of building the toilet with the twin pit technology promoted by the

project. The required construction materials were delivered to her home, and she received both technical assistance and the services of a trained mason to get her toilet built with the prescribed technology.

Change in behaviours never happens from one day to the other and for it to be achievable and sustainable, it needs to be part of an integrated process that includes the three components of Access, Behaviour Change, and Capital. Thanks to this combination of elements, today, Nathi Bai and her family have a toilet at home and practise healthy behaviours. Her strong will and determination made it possible, and now she is able to reduce health risks for her family, as she sparks positive change throughout her community.

TO DATE, ONE DROP AND
OUR PARTNERS HAVE CHANGED
THE STORY OF
323,000
PEOPLE IN INDIA.

LET'S CHANGE THE STORY.
TOGETHER.

A woman in a traditional Latin American feathered headdress and dress walking at an event. The headdress is large and colorful, with many feathers. She is wearing a strapless, fringed dress. The background is a blurred event space with other people and lights.

OUR FUNDRAISING EVENTS

ART FOR ONE DROP

NEW YORK, USA

Art for One Drop is a bespoke contemporary art auction organized in partnership with world-renowned forward-thinking auction house, Phillips. The auction took place in New York City on September 21, 2018.

With the support of prominent curator and critic Philipp Kaiser and art advisor Kimberly Chang Mathieu, and in an exclusive collaboration with the Sprüth Magers gallery, the auction featured works by 49 celebrated artists, in a diverse selection of contemporary art that embodied our shared ambition to make a difference and bring positive change to the global water crisis.

Following the exceptional auction, guests were treated to a spectacular after-party with the theme of Latin American deities, to pay tribute to the region that will benefit from the event's proceeds.

All proceeds from the auction funded One Drop's life-changing work in Latin America through the Lazos de Agua program, which helps provide access to safe water and sanitation to more than 200,000 people in dire need.

TOGETHER, WE TURNED ART INTO WATER.

US \$8.7M

A RECORD-BREAKING AMOUNT RAISED FOR THE ONE DROP FOUNDATION THANKS TO OUR GENEROUS BIDDERS, DONORS AND PARTNERS.

One Drop was honoured to partner with the Phillips' Auction House in this first joint venture and we are immensely grateful for their invaluable support in making this event such a memorable success. Phillips graciously devoted their global resources to the cause, providing the promotion, hosting, and implementation services for the entire auction, in addition to offering guidance for strategic decisions on various aspects of the project, given their inestimable expertise in the contemporary art landscape.

Thank you to the following artists who so generously accepted to participate in this event by donating an artwork to Art for One Drop.

49 ARTISTS

DONATED AN ARTWORK FOR THE CAUSE

RITA ACKERMANN
DAVID ALTMEJD
AI WEIWEI
CORY ARCANGEL
NAIRY BAGHRAMIAN
HERNAN BAS
WALEAD BESHTY
CAROL BOVE
ED CLARK
OLAFUR ELIASSON
TRACEY EMIN
CHARLES GAINES
JENNIFER GUIDI

ANDREAS GURSKY
DAVID HAMMONS
CAMILLE HENROT
DAMIEN HIRST
JENNY HOLZER
THOMAS HOUSEAGO
GARY HUME
ANNE IMHOF
RASHID JOHNSON
WYATT KAHN
ANISH KAPOOR
ELLSWORTH KELLY
BARBARA KRUGER

LOUISE LAWLER
TONY LEWIS
GLENN LIGON
NATE LOWMAN
SARAH LUCAS
MARK MANDERS
PAUL MCCARTHY
VIK MUNIZ
CATHERINE OPIE
GABRIEL OROZCO
ANGEL OTERO
JEAN-MICHEL OTHONIEL
NICOLAS PARTY

ADAM PENDLETON
GIUSEPPE PENONE
ROB PRUITT
UGO RONDINONE
STERLING RUBY
LORNA SIMPSON
JOSH SMITH
DO HO SUH
KARA WALKER
CHRISTOPHER WOOL

One Drop would also like to thank the participating galleries and the devoted Art for One Drop organizing committee and the generous donors, without whom none of this would have been possible.

THANK YOU

FOR HELPING US MAKE THE WORLD A BETTER PLACE.

ONE NIGHT FOR ONE DROP

LAS VEGAS, USA

One Night for One Drop is an annual philanthropic event where Cirque du Soleil cast and crew donate their talent and time to create a unique and breathtaking theatrical show to benefit One Drop's international initiatives. Since 2013, these sold-out performances have raised over US \$35M to support One Drop's mission.

The 6th edition of One Night for One Drop was written and directed by Nicky and Laetitia Dewhurst, and inspired by the life and music of Grammy-nominated singer-songwriter Jewel. The show was held on March 2nd at Mandalay Bay Resort and Casino, transporting the audience through pivotal moments of Jewel's life, and making those moments relatable through popular themes like family, love, betrayal, and the courage to forgive—all the while featuring breathtaking performances from Cirque du Soleil talent, peppered with comedic elements. The performance was preceded by a memorable live auction, where guests had the opportunity to bid on once-in-a-lifetime experiences, travel packages, and luxury goods. After the performance, guests were invited to an incredible after-show experience, featuring special guest performances by CeeLo Green and Nicholas Petricca.

10 WAVES OF ONE DROP

AROUND THE GLOBE

From October 2017 to August 2018, One Drop launched 10 Waves of One Drop, as part of the foundation's 10th anniversary celebrations. This unique 10-part online fundraising initiative offered 10 extraordinary celebrity experiences that included one-on-one time with celebrities in the setting of their choice; which could be won through online auctions and contests. In celebration of philanthropy, One Drop shared 50% of the benefits raised from each experience with a charity of each celebrity's choice.

Thanks to

FERRAN ADRIÀ
JOHAN BLAKE
MICHAEL DOUGLAS
WAYNE GRETZKY
CONSTANCE JABLONSKI
EVA LONGORIA
MATTHEW MCCONAUGHEY
RAFAEL NADAL
JACK NICKLAUS
SHAKIRA

this One Drop initiative raised more than
US \$300,000.



POKER INITIATIVES

LAS VEGAS, USA

As the official cause partner of *World Series of Poker* (WSOP), One Drop benefitted from two charitable poker tournaments at their 2018 edition. The highlight was the 4th edition of *The Big One for One Drop*, a unique US \$1M buy-in charitable tournament: a total of US \$2.16M was raised for the cause through this event alone. The event featured 27 players competing for the first-place prize of US \$10M, and was broadcast globally on ESPN2 and PokerGO. Blue Man Group from *Cirque du Soleil* showed support for the cause with special stunts performed during the tournament. Another US \$525,252 was raised thanks to the *Little One for One Drop*, our annual US \$1,111 buy-in tournament! Since 2012, a total of US \$23,166,974 has been raised through WSOP-run poker tournaments.



WALK FOR WATER

LAS VEGAS, USA

One Drop Foundation hosted the 7th annual two-mile inspirational walk, *Walk for Water for One Drop*, at the Springs Preserve in Las Vegas. More than 1,000 participants raised US \$75,000 to support One Drop's mission of providing access to safe water for all; they walked two miles against a serene desert backdrop while holding buckets filled with water, to simulate the effort millions of women and children make every day just to meet their basic needs.

A ROYAL FEAST

MONTREAL, CANADA

During the *Montréal en Lumière Festival*, One Drop organized a prestigious benefit dinner in the majestic atmosphere of the Ritz-Carlton's Oval Lounge. Thanks to a collaboration of *Le Club des Chefs des Chefs*, the event's privileged guests were treated to a re-interpretation of a historic princely dinner, as imagined by renowned chef Christian Garcia, Head Chef of HSH Prince Albert II of Monaco.

FINANCIAL HIGHLIGHTS

100%

of the funds generated by the fundraising events and One Drop partnerships are dedicated to our projects.

Our founder Guy Laliberté's financial commitment covers all administrative costs.

**2018
SOURCES
OF FUNDS**

**US \$16.197
MILLION***

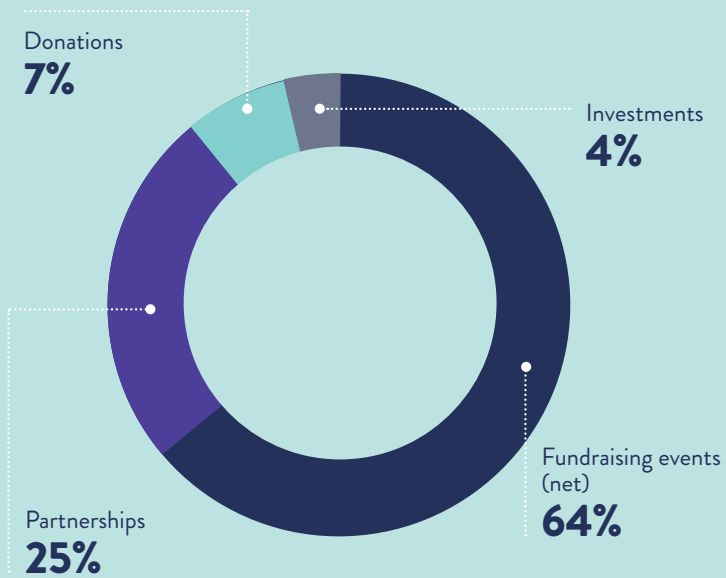
**2018
USED FUNDS**

**US \$11.436
MILLION**

*Before deferred contribution from Art for One Drop auction

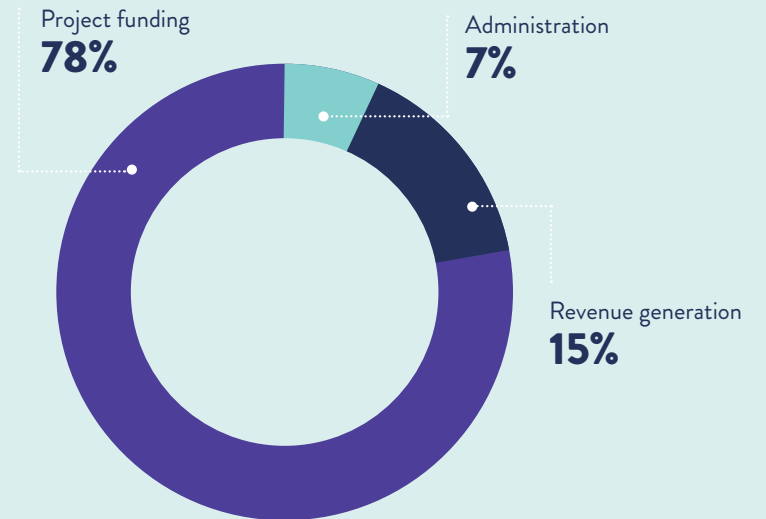
SOURCES OF FUNDS** (IN MILLIONS OF USD)

Fundraising events (net)	\$10.355
Partnerships	\$4.039
Donations	\$1.142
Investments	\$0.661
	<hr/>
	\$16.197
Deferred contribution from Art for One Drop auction	(\$4.823)
	<hr/>
	\$11.374



USE OF FUNDS (IN MILLIONS OF USD)

Project funding	\$8.900
Revenue generation	\$1.704
Administration	\$0.832
	<hr/>
	\$11.436



**Complete financial statements on onedrop.org

THANK YOU

FOR BEING SUCH AN IMPORTANT PIECE
OF WHAT WE ACCOMPLISH YEAR AFTER YEAR!



2018 was one of the most successful years to date—in terms of funds raised, number of ongoing projects, and lives we have sustainably transformed.

Our distinguished project partners and our generous donors are both essential to that success. Without them, we would not be where we are today.

Tackling water issues requires joint efforts on a global scale. We are very encouraged by the progress that has been accomplished in the last decade, and we are hopeful about the future of ensuring sustainable water access and sanitation for communities in dire need. To achieve these goals, we work with a carefully selected group of executing partners, development agencies, local governments, like-minded foundations, and visionary corporations. By working in concert with these multiple partners, One Drop is able to leverage every dollar raised.

We have come a long way since our founder Guy Laliberté embraced the global water issues as a personal cause. Thanks to his generous

commitment, our administrative costs are fully funded. That commitment brings us stability and strength, and allows us to ensure that 100% of all other donations go directly to our projects.

Further, the impact of the alliance we have with the Cirque du Soleil, our founding partner, is exceptional. Our mutual commitment and continuous collaboration serve as an everyday inspiration, and allow us to think and create worldwide fundraising and awareness-raising campaigns that go far beyond the expected.

Our supporters represent a vast group of individuals from all walks of life, including visionary organizations and brand partners, who join forces with us in various ways—from project funding, to fundraiser sponsorships, to organizing awareness campaigns, to leveraging their social media for the good of One Drop initiatives.

To all our valued donors, our esteemed partners, ambassadors and cherished volunteers: THANK YOU.

THE LIST BELOW GIVES A GLIMPSE OF THE VISIONARY COMMUNITY
ON WHICH WE HAVE THE PRIVILEGE OF COUNTING.

THANK YOU FOR YOUR GENEROSITY FROM THE BOTTOM OF OUR HEARTS.



PHILLIPS



André Desmarais & France Chrétien Desmarais • Andrew Robl • André Saint-Jacques • Bearfoot Bistro • Ben Nehmadi • Daniel Gauthier • Daniel Lamarre • Diane and Timothy Madden • Gianni Kovacevic • Global Affairs Canada • Justin Bonomo • KCM Inc. • Outbox Technology • Project Clean Water • Richard P. Ryan • Robert Blain • Shannon and George Argyros Jr. • Tata Trusts • Treasure Island • Valmont • Wells Fargo Foundation • XPV Water Partners • Zappos for Good

BRAND PARTNERS

In 2018, we strengthened our relationships with many of our brand partners. It is a pleasure and an honour to continue to join forces with such amazing organizations as Audemars Piguet, Valmont, and tabl'eau.

IN-KIND PARTNERS

In 2018, Audemars Piguet, Baha Mar, Blakes, Bombardier Business Aircraft, Cashman Photo Enterprises, Deloitte, Encore Productions, Kirvin Doak Communications, KB Home, NCM America's Movie Network, Solotech, Southern Glazer's Wine and Spirits, Valmont and many more helped us in numerous ways with their expertise and contributions to the mission. We are thankful for their empowering support

PROJECT PARTNERS

Current Executing Partners

Centre for microFinance • The Centre for International Cooperation in Health and Development (CCISD) • CowaterSogema International • Fundación PLAN • Fundación Moisés Bertoni • Living Water International • Makivik Corporation • WaterAid America • WaterAid Canada • WaterAid Mali • Water For People

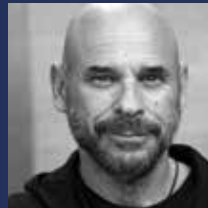
Current Social Art Partners

Akshara Arts Society • Artistas Trabajando • Ashish Ghosh • Asociación Agencia de Comunicaciones del Pacífico • Asociación Teatro de Titeres Armadillo • Caja Lúdica • Centre Culturel Kôrè • Chitransh Sarde Rang Manch • Cooperativa Arte Ceibo, R.L.L. • Asociación Cultural Crear en Libertad • Grupo de Teatro El Bosque • Espace Culturel Gambidi • Imaginartes Cia • Jakairá • Karmuk Swyam Sevi Sansthan • Machincuepa Circo Social • Maestros del entretenimiento • Mujeres Creativas Lapta Yula • Navijoti Grameen Seva Sansthan • Navya Foundation • Shri Krishn Kala Manch • Teatro La Guagua • The Performers • Asociación Tierranuestra • Tiliches del Baúl • Teatro de Marionetas Traca Traca • Tupiq A.C.T. • Zankistas Fuego y Son

2018 BOARD OF DIRECTORS

One Drop's Board of Directors, whose members are elected, is composed of recognized leaders from both business and philanthropic communities who have each demonstrated a strong commitment to the cause of water for all. The Board members cover a broad range of expertise, and provide advice and counsel to One Drop's executive management team on a wide range of policies and strategic matters. One Drop rigorously applies best practices of good governance, in compliance with principles of accountability, integrity, equity, and transparency.

GUY LALIBERTÉ
Chairman of the Board



**FRANCE CHRÉTIEN
DESMARAIS**
Vice-Chair of the Board



**ROBERT
BLAIN**



**CLAUDIA
BARILA**



**CLAUDE
LAVERDURE**



**FRANÇOIS
PLAMONDON**



**JONATHAN
TÉTRAUT**



**FILIPPO
MARCHINO**



**JERRY
NADAL**



**KATERI
DA SILVA**

EXECUTIVE MANAGEMENT TEAM

MARIE-ANNE TAWIL
Chief Executive Officer

MARIE-CLAUDE BOURGIE
Chief Development Officer

VÉRONIQUE DOYON
Chief Program Officer

SANDRA HECTOR
Director, Talent Management

ANDRÉ LÉGER
Chief Financial Officer

ALEXANDRE MEUNIER
Chief Marketing and Events Officer

ELENA SANTAGATA
General Counsel & Corporate Secretary

TOGETHER,
LET'S CONTINUE
TURNING WATER
INTO ACTION



onedrop.org