ONE DROP IN 2012

JANUARY 1
LAUNCH OF A PROJECT IN BURKINA FASO
ONE DROP secures a financial contribution ($1.5 million US) from the Conrad N. Hilton Foundation and further support from the Prince Albert II of Monaco Foundation (€200,000).

MARCH 12 TO 17
WORLD WATER FORUM IN MARSEILLE
ONE DROP presents its unique intervention approach.

MARCH 22
WORLD WATER DAY
Cirque du Soleil, MGM Resorts International and Treasure Island pledge their support for initiatives marking World Water Day with a 5-year agreement to donate earnings from Cirque du Soleil’s Las Vegas resident shows. Amount donated: $1.4 million US.

MARCH 24
LA SOIRÉE ONE DROP IN QUEBEC CITY
The third edition of the LA SOIRÉE ONE DROP benefit event features Michael Jackson THE IMMORTAL World Tour™ by Cirque du Soleil®.

APRIL
NEW LEADERSHIP TEAM
Catherine B. Bachand is appointed Chief Executive Officer (CEO).

APRIL TO OCTOBER
THE ORGANIZATION’S 5-YEAR REVIEW

MAY
FIRST INDEPENDENT IMPACT STUDY
The study led in Nicaragua confirms the effectiveness and sustainability of ONE DROP’s intervention approach.

MAY 18
OFFICIAL RELEASE OF TOUCH THE SKY
The film documents the voyage into space of Guy Laliberté and his time onboard the International Space Station. All proceeds from the film go to ONE DROP.

JUNE 7 TO JULY 16
GAIA PHOTOGRAPHY EXHIBITION IN QUEBEC CITY
The exhibition bears witness to the beauty and fragility of Earth with regards to the universe.

JULY 1 TO 3
THE BIG ONE FOR ONE DROP
First ever Las Vegas poker tournament organized by the World Series of Poker® (WSOP) to benefit ONE DROP.

AUGUST 2 TO OCTOBER 1
GAIA IN TORONTO
The exhibition aims to captivate Torontonians.

SEPTEMBER 28 TO NOVEMBER 20
ONE DROP AT WE DAY
For the second consecutive year, ONE DROP joins We Day events organized by Free The Children taking place in Toronto, Calgary, Waterloo and Montreal.

OCTOBER 4
PREMIERE OF LA SOIRÉE ONE DROP IN ZURICH
More than 300 invited guests attend a presentation of Cirque du Soleil’s show Corteo™ to benefit ONE DROP.

OCTOBER 8
NEW PARTNERSHIPS
ONE DROP creates important alliances with the Audemars Piguet Foundation and the Fondation Lombard Odier to further help support its many water access initiatives worldwide.

OCTOBER 11
PARTNERSHIP WITH THE MAHARAJA LIFE FOUNDATION
ONE DROP and the Maharaja Life Foundation join forces to work towards ensuring long term access to safe water in India.

OCTOBER 16
LA SOIRÉE ONE DROP DEBUTS IN VANCOUVER
More than 600 guests take in a performance of Corteo by Cirque du Soleil and contribute over $500,000 US to the ONE DROP cause.

DECEMBER 11
GAIA OPENS IN NEW YORK CITY
The prestigious Marlborough Gallery welcomes Guy Laliberté’s GAIA exhibition.

OCTOBER 16
LA SOIRÉE ONE DROP IN LONDON
London’s second LA SOIRÉE ONE DROP event is an outstanding success, with over 500 illustrious guests in attendance.

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**OUR PROJECTS IN 2012**

**HONDURAS**
- ONE DROP presents *Casamiento* ("Marriage"), a new show.

**HAITI**
- ONE DROP opens a new community water center in Belloc.
- 2,500 people directly benefit from the repair of a canal providing irrigation for over 12,000 hectares of farmland.
- 15,000 people benefit from repaired and restored water stations.

**EL SALVADOR**
- Six members of Cirque du Soleil begin their mission in El Salvador.
- ONE DROP presents *Tras-Tornado* ("After the Tornado"), a new show.

**INDIA**
- ONE DROP launches *Visions for Water*, a film festival dedicated to the subject of water.
- 24 short films from young Indian videographers help raise awareness of water issues.

**BURKINA FASO**
- 10,000 people benefit from better access to safe drinking water.
- Over 15,000 people have attended performances of the water awareness show *Pour le retour d’Ounhma* ("For the Return of Water").
WHAT WE DO

ONE DROP uses water to drive change with a unique intervention approach based on three complementary components designed to establish solid foundations on which its targeted communities can build and flourish. By helping people gain easier and more permanent access to water, we are contributing to a transformation that will forever improve life quality for thousands worldwide.

WATER TO LIVE
We provide communities with access to water by developing the physical infrastructures they need, and empowering them with the skills and knowledge they must have to maintain and manage the resource, both responsibly and collectively.

TO LEARN MORE, READ MELISSA’S STORY

WATER TO PROSPER
By providing families and individuals with access to micro-loans, we help them get economic activity off the ground. Resulting ventures contribute to the sustainable development of the communities we target around the world.

TO LEARN MORE, READ BENEDICTO THE BUSINESSMAN

WATER TO INSPIRE
Through the use of social arts, we mobilize communities around water issues more easily. Leveraging popular culture and local beliefs enables us to more quickly connect, communicate, and convince to adopt sound water management practices.

TO LEARN MORE, READ MANAPUR UNITES
13-year-old Melissa is a pupil of the Sainte-Famille School in Belloc, about an hour and a half’s walk from her home. Each day her family spends a large part of its available income, way too much in fact, to buy her safe water. By building a community water center in the heart of the city, ONE DROP has significantly transformed the lives of many of its families, and for years to come.

The center is transforming the community’s daily life, meeting its water needs with safe, filtered water fountains, as well as with its individual shower and laundry facilities. The center is managed by local administrators, part of a collective in which the entire community assumes responsibility for ensuring it’s functionality and upkeep.

Since its construction, the center allows Melissa, along with some 2,000 other residents, to put the same money they used to spend on water towards improving their family’s life quality in other ways, as safe water is now freely available to all.
BENEDICTO
THE BUSINESSMAN

Benedicto Granados Medrano, 39, is a father of four living in El Salvador. Until recently, his farming provided essentially for the needs of his family. As a result of taking advantage of a ONE DROP microfinance initiative opportunity, Benedicto now produces cabbages and tomatoes, which now, as a local entrepreneur, he is able to sell regionally. In less than six months, his operation has generated revenue of $2,000 from sales of his product surplus, allowing him to easily repay the $780 micro-loan.

Through similar micro-loans and the sharing of acquired knowledge, hundreds like Benedicto and their families now enjoy a better quality of life, assured through a more consistent and reliable food supply, and an improved financial status.
There is a disconnect between Manapur’s 500 residents. Men and women rarely speak together, and the two castes that make up the majority of the population interact even less. A common problem unites them however, that of a lack of access to safe water.

In collaboration with its partner, Bakul Foundation, ONE DROP used mural art to establish dialogue between the villagers and rally them to a collective cause. The creation of a water-themed mural, carried out as a group, seeded interaction and fostered the collaboration necessary to make possible the construction of water infrastructures.

Using art as an intervention model has delivered outstanding results in Manapur. On a broader scale, more than 15,000 people in this part of India now benefit from permanent access to safe water, thanks to similar intervention approaches adapted to each community’s particular cultural context.
<table>
<thead>
<tr>
<th>Fundraising Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundations</td>
<td>10%</td>
</tr>
<tr>
<td>Corporations</td>
<td>19%</td>
</tr>
<tr>
<td>Benefit Events</td>
<td>43%</td>
</tr>
<tr>
<td>Major Gifts by Private Individuals</td>
<td>19%</td>
</tr>
<tr>
<td>Public Donations</td>
<td>3%</td>
</tr>
<tr>
<td>Others</td>
<td>6%</td>
</tr>
</tbody>
</table>
DISTRIBUTION OF DONATIONS RECEIVED

FOUNDATIONS

10%

AUDEMARS PIGUET FOUNDATION

Donation: $440,000 US
Funds allocated for: reforestation and the planting of fruit trees; installation of eco-friendly, energy-efficient cooking stoves; sensitisation of young Salvadorans to the issue of natural resources protection

“For more than twenty years, we’ve been financing reforestation projects around the world.”
Daniel Saugy, Secretary General – Audemars Piguet Foundation

PRINCE ALBERT II OF MONACO FOUNDATION

Funds allocated for: sound management and the protection of water resources in Honduras and Burkina Faso; microfinance initiatives in Burkina Faso

CORPORATIONS

19%

UNITED TECHNOLOGIES CORPORATION

Donation: $1 million US
Funds allocated for: water purification, technological support, and maintenance of water infrastructures for 100 villages in India

“UTC’S PARTNERSHIP WITH ONE DROP HAS BEEN INCREDIBLY REWARDING!”
Alain Bellemare, President and CEO – United Technologies Corporation Propulsion and Aerospace Systems

THE PARTNERSHIP GROUP OF:
CIRQUE DU SOLEIL | MGM RESORTS INTERNATIONAL | TREASURE ISLAND

Amount raised: $1.4 million US
MGM has committed to contributing an additional $1 million US over 5 years.

For the first time in their association’s history, Cirque du Soleil, MGM Resorts International and Treasure Island unite behind an initiative to gift ONE DROP with the profits of 5 Las Vegas show performances around World Water Day.
### Benefit Events

<table>
<thead>
<tr>
<th>Event</th>
<th>Amount Raised</th>
<th>Projects Financed</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>The Big One for One Drop</strong></td>
<td>$5.3 million US</td>
<td>Honduras, El Salvador and Burkina Faso</td>
</tr>
<tr>
<td><strong>La Soirée One Drop in Quebec City, Vancouver, London and Zurich</strong></td>
<td>$1 million US</td>
<td></td>
</tr>
<tr>
<td><strong>La Course du Soleil One Drop</strong></td>
<td>$49,000 US</td>
<td>Burkina Faso</td>
</tr>
</tbody>
</table>

### Private Individual Gifts

<table>
<thead>
<tr>
<th>Individual</th>
<th>Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guy Laliberté</td>
<td>$1.9 million US</td>
</tr>
<tr>
<td>Daniel Gauthier</td>
<td>$1 million US</td>
</tr>
<tr>
<td>Mitch Garber</td>
<td>$111,000 US</td>
</tr>
<tr>
<td>Antonio Esfandiari</td>
<td>$111,000 US</td>
</tr>
</tbody>
</table>

### Public Donations

<table>
<thead>
<tr>
<th>Individual</th>
<th>Amount Raised</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bearfoot Bistro</td>
<td>$170,000 US</td>
</tr>
<tr>
<td>Adam Hock</td>
<td>$13,000 US</td>
</tr>
</tbody>
</table>

**THE BIG ONE FOR ONE DROP**

An international poker tournament held in Las Vegas and organized by the WSOP.

**Amount raised:** $5.3 million US  
Projects financed: Honduras, El Salvador and Burkina Faso

**LA SOIRÉE ONE DROP IN QUEBEC CITY, VANCOUVER, LONDON AND ZURICH**

A benefit event organized around the performance of a Cirque du Soleil show.

**Amount raised:** $1 million US

**LA COURSE DU SOLEIL ONE DROP**

For the 5th edition of la Course du Soleil ONE DROP, Nadia Malek and her team convinced key Cirque du Soleil suppliers to get behind the ONE DROP cause, with CGI, Concur, Stellar and Truck ‘N’ Roll among the most notable contributors. Some 562 Cirque du Soleil and ONE DROP employees took part in the run.

**Amount raised:** $49,000 US  
Project financed: Burkina Faso
ANNUAL REVENUE GROWTH
($MILLIONS US)

2008
$5

2009
$10.6

2010
$8.7

2011
$11.6

2012
$16

AVERAGE ANNUAL GROWTH RATE OF
34%
OVER 5 YEARS
**ONE DROP**’s administrative expenses are in large part covered by the contribution of the Founder, Guy Laliberté, so that the maximum of funds raised through other sources may be allocated to **ONE DROP** programs.

* Excluding the $840,000 cost associated with benefit events.
## PROJECT NICARAGUA

<table>
<thead>
<tr>
<th>Timeframe</th>
<th>2005-2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Region</td>
<td>Estelí</td>
</tr>
<tr>
<td>Project completion</td>
<td>100%</td>
</tr>
<tr>
<td>Focus</td>
<td>Water, Culture, Agriculture</td>
</tr>
<tr>
<td>Number of participants</td>
<td>20,000</td>
</tr>
<tr>
<td>Budget</td>
<td>$4.8 million</td>
</tr>
<tr>
<td>Financial partner</td>
<td>Guy Laliberté</td>
</tr>
</tbody>
</table>

## PROJECT HONDURAS

<table>
<thead>
<tr>
<th>Timeframe</th>
<th>2008-2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regions</td>
<td>Francisco Morazán and Valle</td>
</tr>
<tr>
<td>Project completion</td>
<td>95%</td>
</tr>
<tr>
<td>Focus</td>
<td>Water, Culture, Food Security</td>
</tr>
<tr>
<td>Number of participants</td>
<td>30,000</td>
</tr>
<tr>
<td>Budget</td>
<td>$6.2 million</td>
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<tr>
<td>Financial partners</td>
<td>RBC Blue Water Project Projet™, Prince Albert II of Monaco Foundation, Oxfam and WSOP</td>
</tr>
</tbody>
</table>

## PROJECT HAITI

<table>
<thead>
<tr>
<th>Timeframe</th>
<th>2010-2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Region</td>
<td>Léogâne</td>
</tr>
<tr>
<td>Project completion</td>
<td>83%</td>
</tr>
<tr>
<td>Focus</td>
<td>Water, Culture, Rehabilitation</td>
</tr>
<tr>
<td>Number of participants</td>
<td>113,000</td>
</tr>
<tr>
<td>Budget</td>
<td>$5.3 million</td>
</tr>
<tr>
<td>Financial partners</td>
<td>Oxfam, RBC Blue Water Project™</td>
</tr>
<tr>
<td>PROJECT INDIA</td>
<td></td>
</tr>
<tr>
<td>-------------------------------</td>
<td>----------------------</td>
</tr>
<tr>
<td>Timeframe</td>
<td>2011-2015</td>
</tr>
<tr>
<td>Region</td>
<td>Ganjam, State of Orissa</td>
</tr>
<tr>
<td>Project completion</td>
<td>80%</td>
</tr>
<tr>
<td>Focus</td>
<td>Water, Culture, Hygiene and Sanitation</td>
</tr>
<tr>
<td>Number of participants</td>
<td>55,000</td>
</tr>
<tr>
<td>Budget</td>
<td>$2.3 million</td>
</tr>
<tr>
<td>Financial partners</td>
<td>RBC Blue Water Project™ and United Technologies Corporation</td>
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<table>
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<tr>
<th>PROJECT EL SALVADOR</th>
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</tr>
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<tbody>
<tr>
<td>Timeframe</td>
<td>2010-2016</td>
</tr>
<tr>
<td>Region</td>
<td>Cacaopera and Corinto</td>
</tr>
<tr>
<td>Project completion</td>
<td>42%</td>
</tr>
<tr>
<td>Focus</td>
<td>Water, Culture, Prosperity</td>
</tr>
<tr>
<td>Number of participants</td>
<td>22,600</td>
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<tr>
<td>Budget</td>
<td>$7 million</td>
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<tr>
<td>Financial partners</td>
<td>Audemars Piguet Foundation, Caisse d’économie solidaire Desjardins and WSOP</td>
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<tr>
<th>PROJECT BURKINA FASO</th>
<th></th>
</tr>
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<tbody>
<tr>
<td>Timeframe</td>
<td>2012-2017</td>
</tr>
<tr>
<td>Region</td>
<td>Cascades and Hauts-Bassins</td>
</tr>
<tr>
<td>Project completion</td>
<td>20%</td>
</tr>
<tr>
<td>Focus</td>
<td>Water, Culture, Agriculture</td>
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<tr>
<td>Number of participants</td>
<td>100,000</td>
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<tr>
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