IN 2018, WE TURNED WATER INTO ACTION
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

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

“
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

The ONE DROP name and logo, A+B+C for Sustainability, and Social Art for Behaviour Change are trademarks owned by One Drop Foundation. ©One Drop Foundation. All rights reserved.
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.
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

AS OF DECEMBER 31st, 2018

702,700

1,679,500

ONCE OUR CURRENT PROJECTS WILL BE COMPLETED

NUNAVIK

1,500

LATIN AMERICA AND THE CARIBBEAN

457,600

AFRICA

450,400

INDIA

770,000
This is in addition to investments made towards Mobilization and Awareness in the US, as well as technical backstopping and project management support.
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

WHERE
Districts of Chitipa, and Kasungu, Malawi

EXECUTING PARTNER
CowaterSogema

FINANCIAL PARTNER
Global Affairs Canada (GAC)

GOVERNMENTAL PARTNER
Ministry of Health

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

WHERE
Municipality of Tumaco, Nariño Department, Colombia

20,000 PEOPLE

WHEN
2018 - 2021

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
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.

WHERE
District of Sheohar, Bihar state, India

250,000 PEOPLE

2018
2021

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
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)
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

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

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

NICARAGUA RURAL
A LAZOS DE AGUA PROJECT

15,000 PEOPLE

WHEN
2017 2021

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

PEOPLE
15,000

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.

Excerpt adapted and translated from the original narrative, “Los Martinez” by Mexican writer Dina L. Cisneros.
### 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

<table>
<thead>
<tr>
<th></th>
<th>US $</th>
<th>M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y KUAA</td>
<td>40.29</td>
<td></td>
</tr>
<tr>
<td>LAZOS DE AGUA TOTAL</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>INVESTMENT</td>
<td>0.58</td>
<td></td>
</tr>
</tbody>
</table>

### 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)
PIRURSIIVIK

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.

WHERE
Inukjuak, Nunavik, Québec, Canada

TOTAL INVESTMENT
US $2M

2018 ONE DROP INVESTMENT
US $0.12M

EXECUTING PARTNER
Makivik Corporation

FINANCIAL PARTNER
RBC Foundation

WHEN
2017-2020

1,500 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**

**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**

**EXECUTING PARTNER**
WaterAid Mali

**FINANCIAL PARTNER**
WaterAid Canada

**TOTAL INVESTMENT**
- **US $5M**

**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**

**EXECUTING PARTNER**
WaterAid Mali

**FINANCIAL PARTNER**
WaterAid Canada
**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

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

**EXECUTING PARTNER**
CowaterSogema

**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.
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.
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

WHERE
Sirohi & Pali districts, Rajasthan state, India

EXECUTING PARTNER
Centre for microFinance

FINANCIAL PARTNER
Tata Trusts

GOVERNMENTAL PARTNER
State Government of Rajasthan
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 Ilootenango 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

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

37,000 PEOPLE

QUICHÉ
A LAZOS DE AGUA PROJECT

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
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.

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

FINANCIAL AND EXECUTING PARTNERS
WaterAid America and WaterAid Burkina Faso

FINANCIAL PARTNERS
Conrad N. Hilton Foundation and Water4

TOTAL INVESTMENT
US $3M
ONE DROP TOTAL INVESTMENT
US $2M
2018 ONE DROP INVESTMENT
US $1.3M

2016
2018
PROJECT SUCCESSFULLY COMPLETED

46,000 PEOPLE

COMMUNITIES OF BANFAU, BESEGADOGOU, MOUSSODOUGOU, PENI, AND TOUSSIANA, HIGH BASINS AND CASCADAS REGIONS, BURKINA FASO

46,000 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.
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.
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.
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.
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.

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.
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)*

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising events (net)</td>
<td>$10.355</td>
</tr>
<tr>
<td>Partnerships</td>
<td>$4.039</td>
</tr>
<tr>
<td>Donations</td>
<td>$1.142</td>
</tr>
<tr>
<td>Investments</td>
<td>$0.661</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$16.197</strong></td>
</tr>
<tr>
<td>Deferred contribution from Art for One Drop auction</td>
<td>$(4.823)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$11.374</strong></td>
</tr>
</tbody>
</table>

**Complete financial statements on onedrop.org**

## USE OF FUNDS
*(IN MILLIONS OF USD)*

<table>
<thead>
<tr>
<th>Use</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project funding</td>
<td>$8.900</td>
</tr>
<tr>
<td>Revenue generation</td>
<td>$1.704</td>
</tr>
<tr>
<td>Administration</td>
<td>$0.832</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$11.436</strong></td>
</tr>
</tbody>
</table>

**Complete financial statements on onedrop.org**
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.

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’eu.

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 Bertoní • 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 Pacifico • Asociación Teatro de Titeres Armadillo • Caja Lúdica • Centre Culturel Kôrè • Chitransh Sarde Rang Manch • Cooperativa Arte Ceibo, RLL • 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 • Navjyoti 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

Photo credits: Centre for microfinance, Heidy Cabrera/Armadillo Group, Sergio Rodriguez and Terry Hughes
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.

EXECUTIVE MANAGEMENT TEAM

MARIE-ANNE TAWIL  
Chief Executive Officer

SANDRA HECTOR  
Director, Talent Management

ELENA SANTAGATA  
General Counsel & Corporate Secretary

MARIE-CLAUDE BOURGIE  
Chief Development Officer

ANDRÉ LÉGER  
Chief Financial Officer

ALEXANDRE MEUNIER  
Chief Marketing and Events Officer

VÉRONIQUE DOYON  
Chief Program Officer

ROBERT BLAIN

CLAUDE LAVERDURE

FRANÇOIS PLAMONDON

JONATHAN TÉTRAULT

FILIPPO MARCHINO

JERRY NASAL

KATERI DA SILVA
TOGETHER,
LET’S CONTINUE
TURNING WATER INTO ACTION