



NALLAP 2025

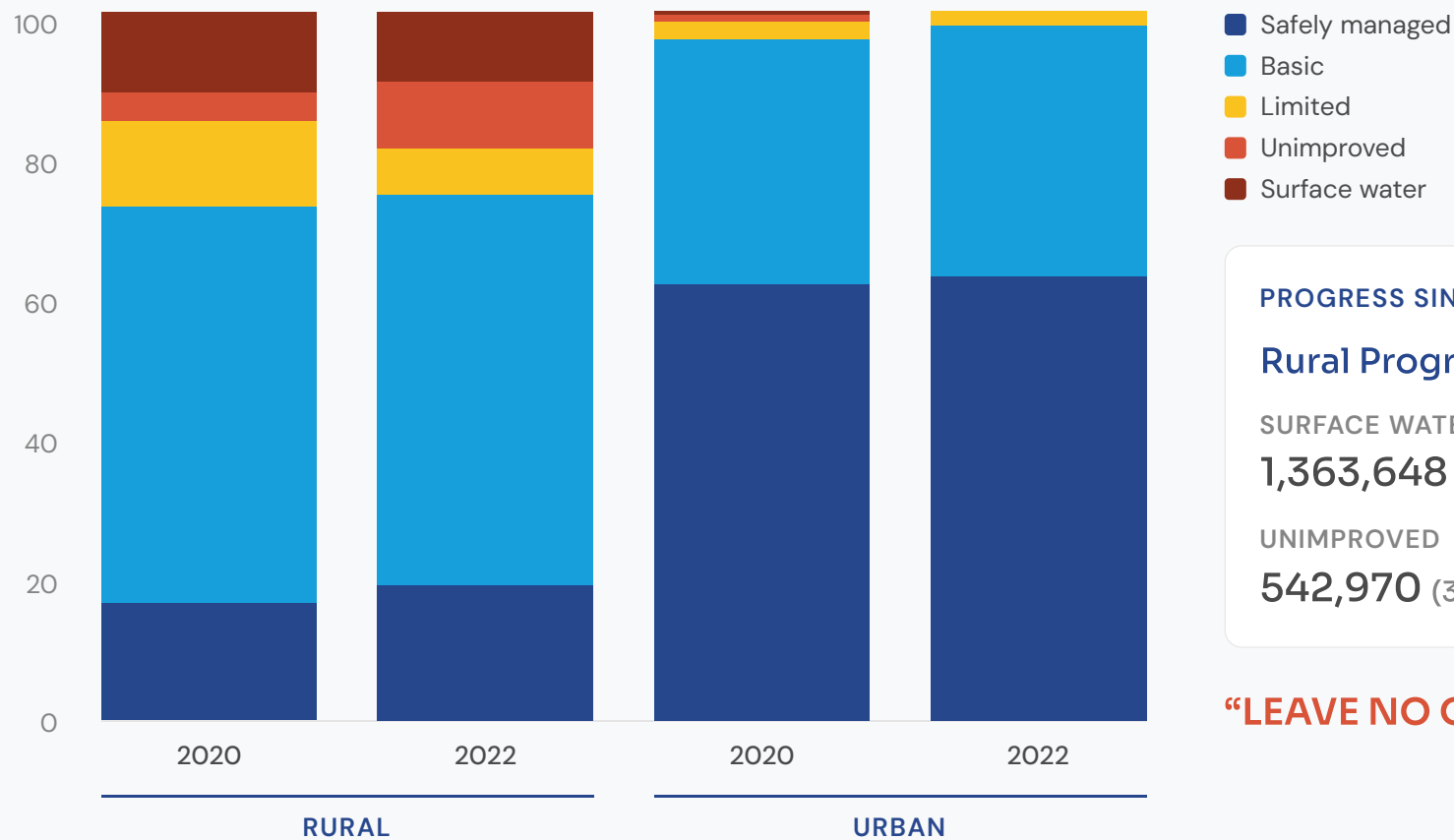
Driving Access and Equity in Water

The enabling environment for reaching last mile communities.



Rural and urban drinking water service levels, 2020 and 2022

Household data — Ghana — Service Levels



PROGRESS SINCE COVID

Rural Progress?

SURFACE WATER

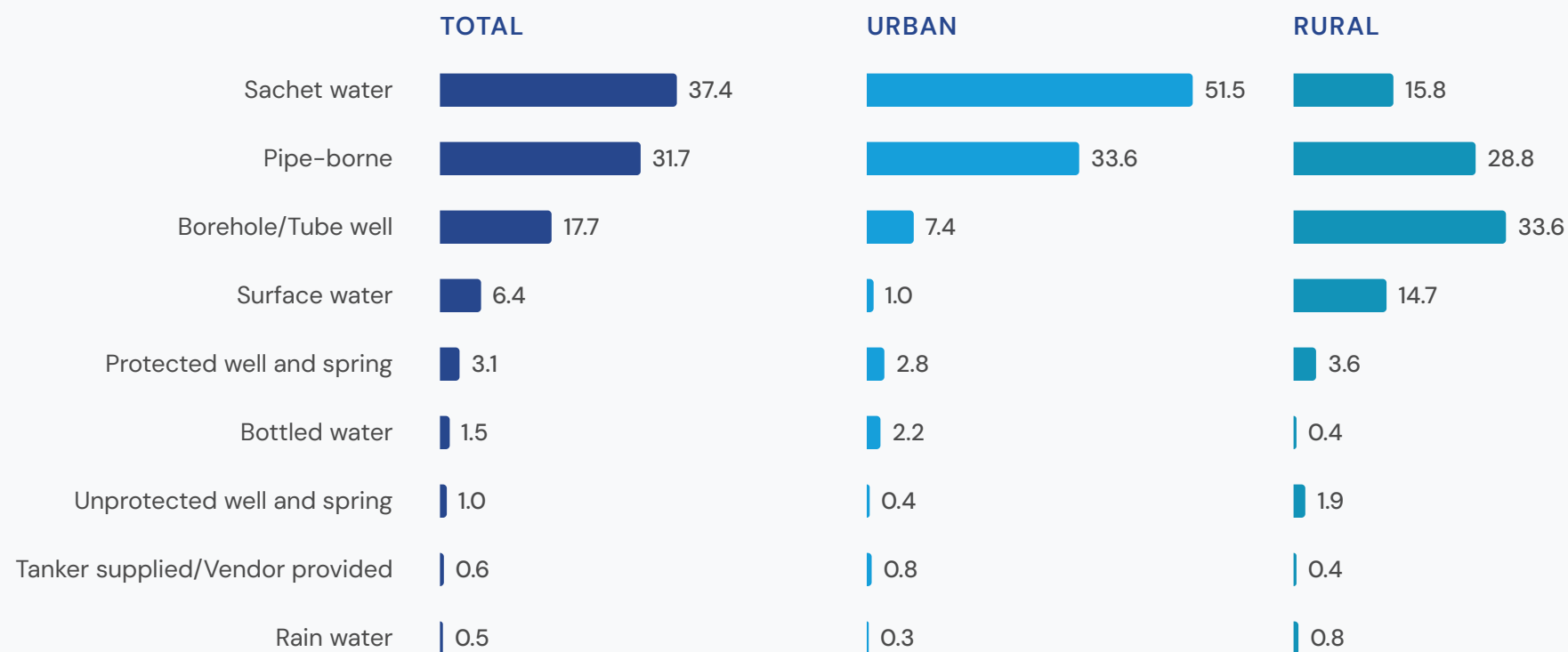
1,363,648 (9.84%)

UNIMPROVED

542,970 (3.92%)

“LEAVE NO ONE BEHIND”

Proportion of households using improved and unimproved sources of drinking water by type of locality and region (Ghana Statistical Service, 2021)



Percent · each panel scaled 0—60



What is a last mile community?

Small, hard to reach, rely on dugout and rainwater, and in most attempts to drill borehole have not worked

Difficult to Serve the Last Mile

- No economies of scale. Small, dispersed rural communities
- Limited ability to pay for services
- Difficult logistics and high transportation costs to support O&M

Saha Global

Saha Global partners with local operators to provide access to safe drinking water to last mile rural communities in Ghana.

138,816

PEOPLE

464

COMMUNITIES

25

DISTRICTS

5

REGIONS

We implement our SSWTS model in communities where groundwater is NOT accessible/available.



Invest money in getting more people to
basic than less people to safely
managed

And move to here

SAFELY MANAGED

BASIC

LIMITED

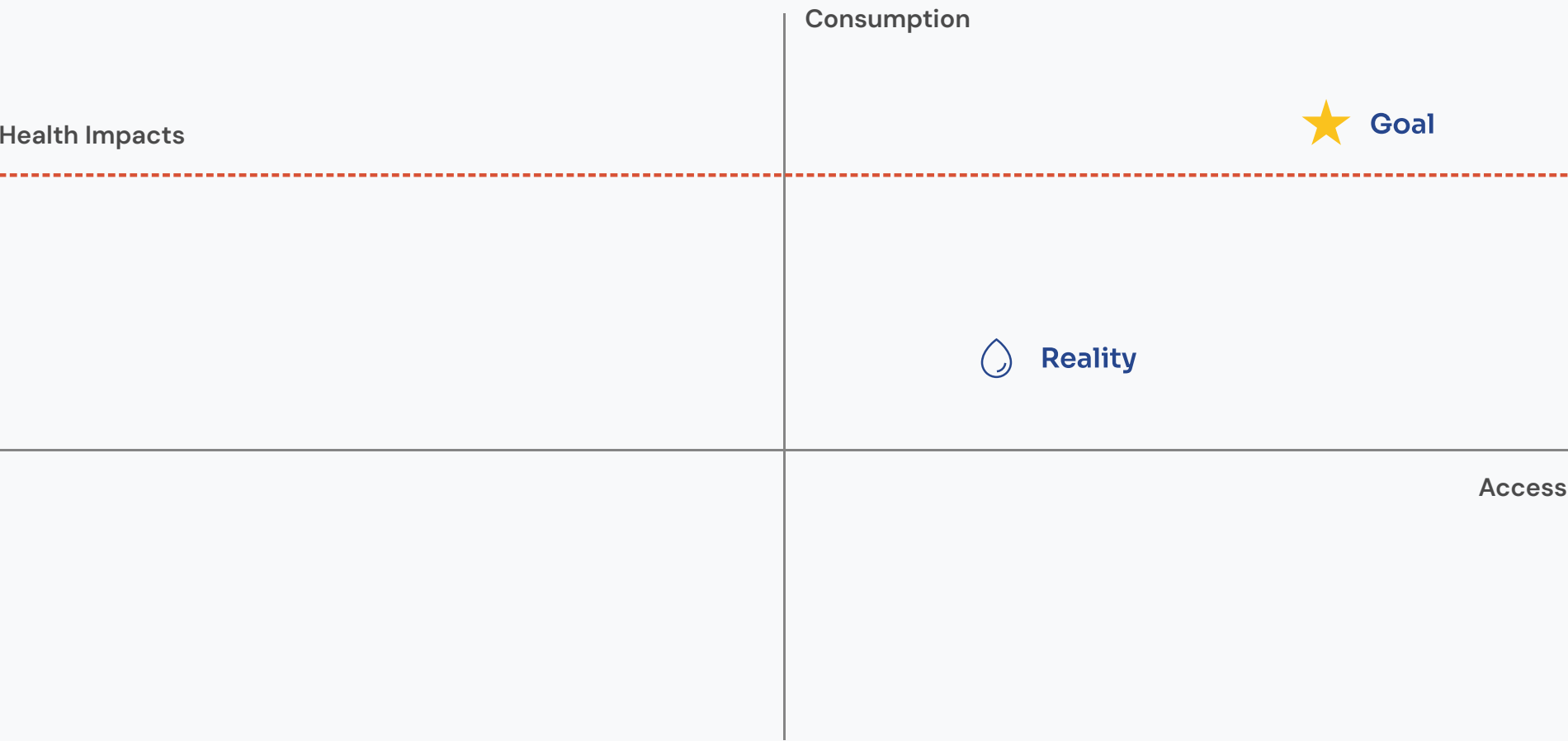
UNIMPROVED

SURFACE WATER

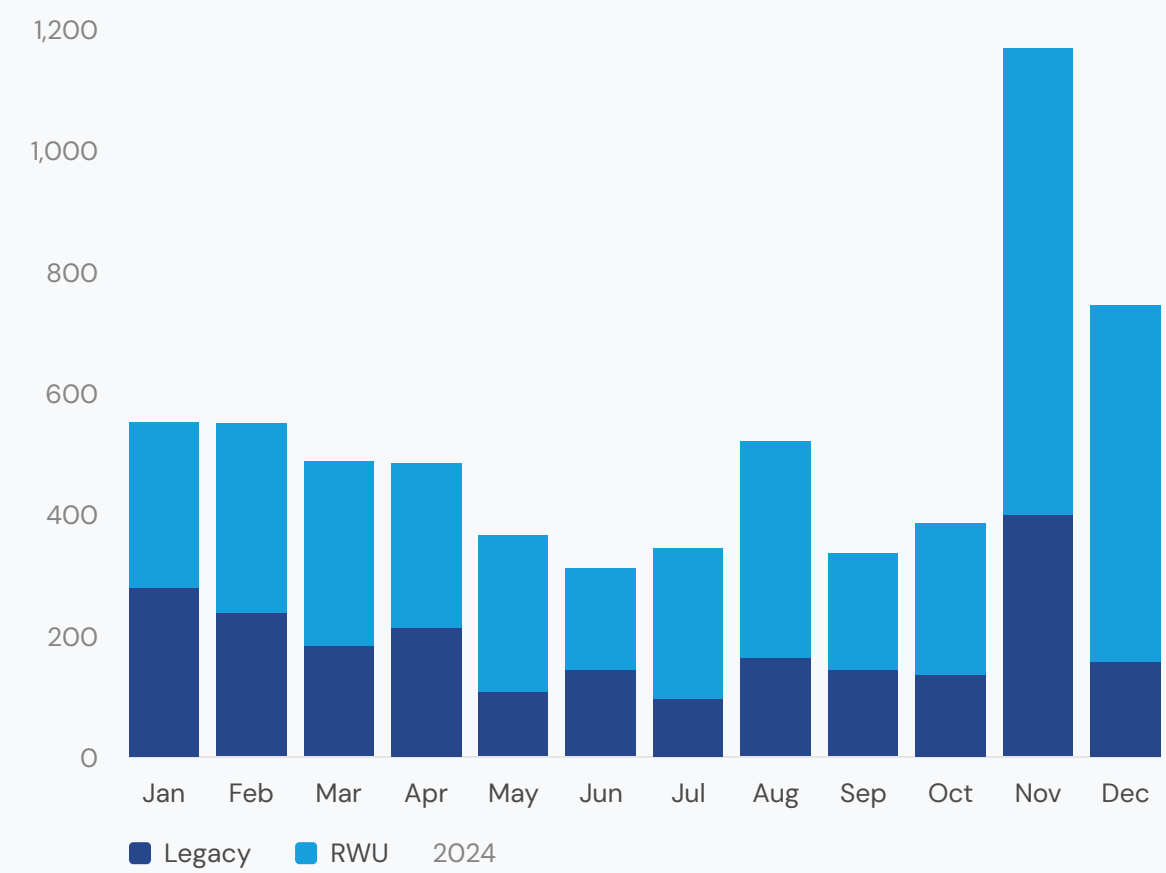
Partner villages
start here



How we've approached our mission



Total Water Production (Cubic Meters) RWU vs Legacy



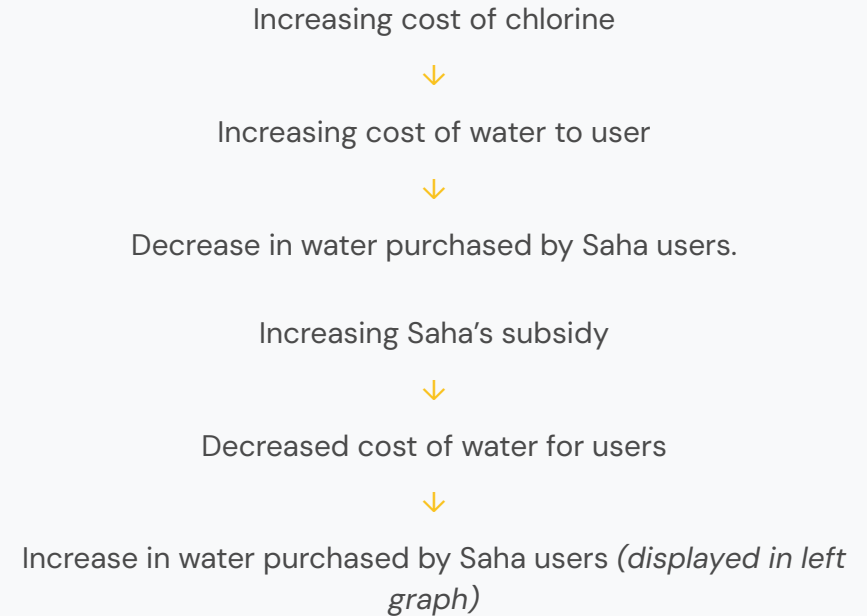
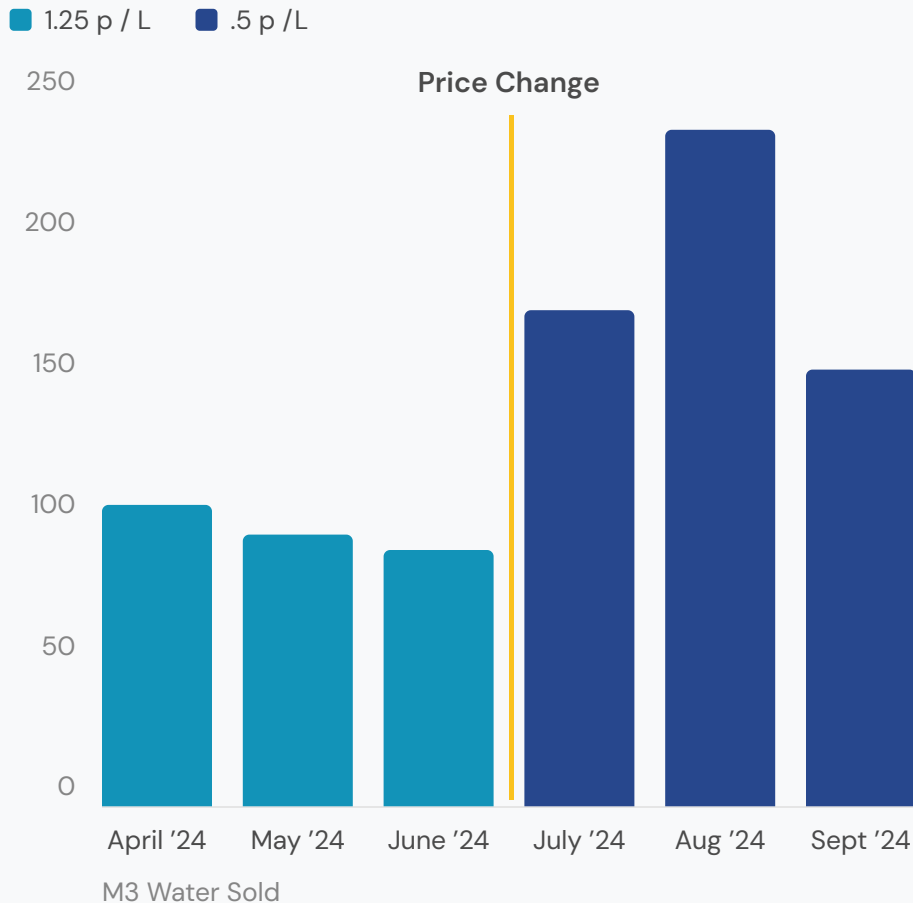
Subsidy increases consumption

The significant increase in water consumption is due to:

- 1. Paying operators
- 2. Subsidising chlorine costs so we can sell 20 litres at 10 pesewas.

This gets us closer to the goal

Effect on increase in chlorine cost on water consumption



Extreme affordability is key for Saha's users if exclusive clean water consumption is the target.

Saha cannot charge extremely affordable tariffs to customers without subsidy.

What does it cost to serve the last mile

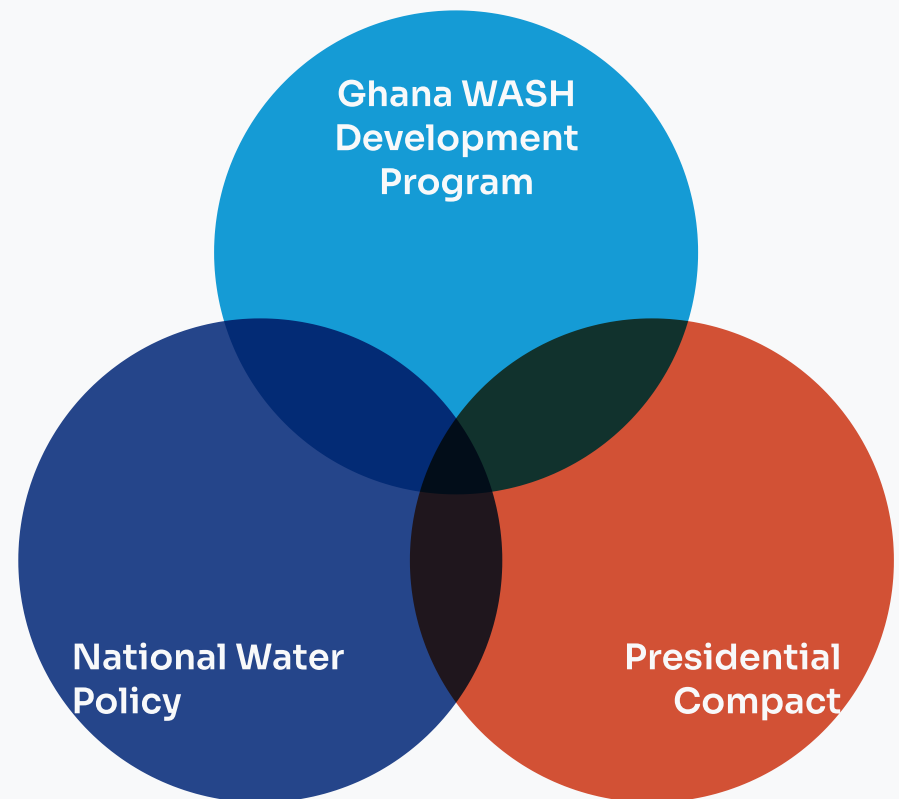
	GHS / PERSON	USD / PERSON	SUBSIDIZED?	INCLUDES
CapEx	46.5 GHC	\$3.0	Yes	Hardware & Set-Up Costs
OpEx	85.5 GHC / Year	\$5.86 / Year	Yes	Personnel (including Operators), fuel, transportation, water testing, half of chlorine costs. Without the overheads, subsidy

These numbers are subject to change as Saha improves its service delivery model
Numbers are based on Saha’s SSWTS

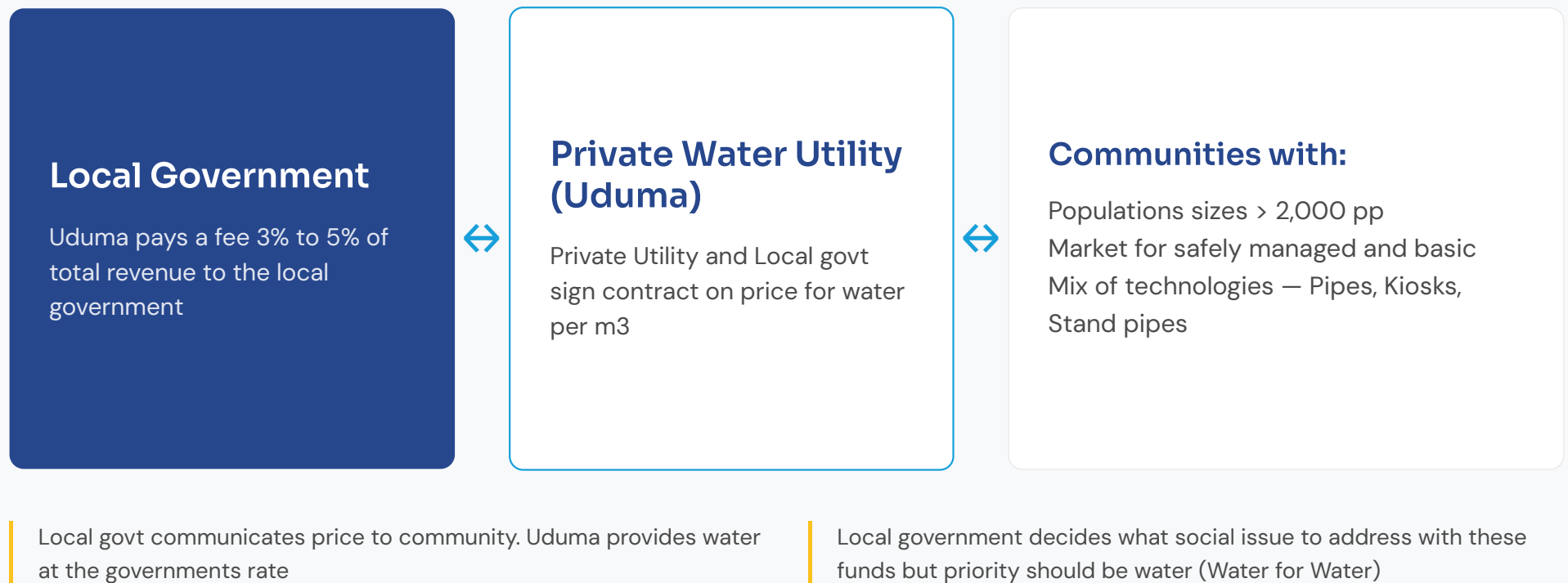
The way forward: Policy to Implementation

POLICY RECOGNITION

- Sector-wide recognition and commitment to leave no one behind.
- The challenge now is to figure out innovative financial approaches to serve the last mile sustainably.



The Way Forward — How can we approach subsidies? An example from Burkina Faso



THE WAY FORWARD: POLICY TO IMPLEMENTATION

What other options should we consider?

- Results-based financing (RBF)
- Cross-subsidisation from urban revenues
- District-level OpEx support schemes
- Endowment approach
- Private sector fund e.g. COVID 19 private sector fund

For the last mile, subsidies
should fill the gap between cost
to deliver water and water
revenue when water is priced for
exclusive clean water
consumption

Thank You



www.sahaglobal.org



APPENDIX

Cost KPI

	RWU	LEGACY 2022
Direct \$ Per Litre	\$0.05	\$0.22
Direct \$ Per Cubic Meter	\$48.47	\$219.90
Direct \$ Per Person Per Year	\$3.36	\$2.88
CapManEx Annualized \$ Per Person Per Year	\$0.23	\$0.23
\$ Management/Admin Per Person Per Year	\$2.26	\$2.26
\$ Per Person Per Year	\$5.86	\$5.14

By these numbers, compared to a 2022 baseline Saha is projected to

77.96%

reduce the cost per L of water produced by, this year

215.53%

increase the amount of Saha water produced by, this year



APPENDIX

Revenue from the business

Typical Community Size ~ 500 people (71 HHs)
SSWTS produces 2000 litres per day (4 lcpd)

Revenue at 10p for 20 Litres = 10 cedis a day or 300 cedis a month

Direct cost for producing 2000 litres (alum, chlorine) = 6 cedis. Per month is 180 cedis

Profit of just 120 cedis a month.

No labour costs (2 to 3 women, no repairs)

Revenue is not enough to cover:

- Operator salary,
- Cost of water testing
- Cost of fuel for monitoring team, monitoring team salary, etc.

Providing **subsidy to the operator**, allows them sell water at an affordable price.

Professionalization of service delivery is key to achieving the goal

