



SAHA GLOBAL · Q2 2025

Quarterly Highlights Report

Reliable water service for
last-mile communities in
rural Ghana.

August 2025

sahaglobal.org

The third quarter of 2025 has been a pivotal chapter in our transformation into Ghana's leading last-mile rural water utility. Guided by our mission to design, deliver, and demonstrate a utility-standard service model for the smallest and most remote communities, we're proving that professional, reliable, and affordable water service is possible—every day, for everyone. From rolling out large-scale utility upgrades to strengthening partnerships with district assemblies, we're delivering measurable impact while laying the groundwork for sustainable, government-aligned service.



Record-High Clean Water Consumption

Once again, Saha has recorded our highest ever quarterly clean water consumption. Q2 2025 consumption was 43% higher than Q1 and 422% than Q2 2024.*



Borehole Rehabilitation

In the past quarter, we have completed seven new borehole rehabilitations across three communities and introduced our maintenance service, providing reliable, safe water to 2,624 new people.



Enhanced Livelihoods

1,057 women currently manage utility-style centers, earning a stable monthly salary that enables them to achieve greater financial independence, support their families, and invest in their communities.

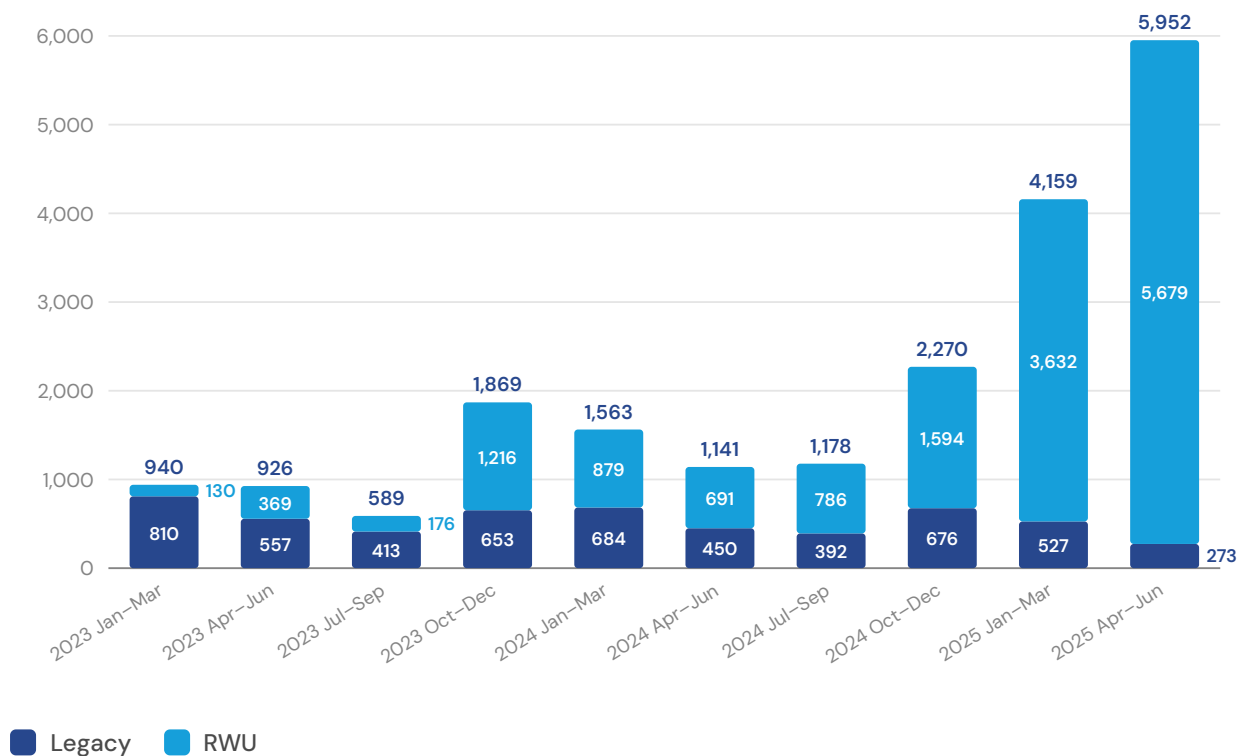
Utility upgrades and consumption

By mid-August 2025, we have completed utility upgrades for 380 water treatment centres—representing 83% of our annual target. These upgraded systems now provide safe and affordable water to 109,489 people across multiple regions.

As noted in earlier reports, these upgrades professionalize operations: 1,057 women water operators are now salaried, trained to utility standards, and evaluated against key performance indicators including water availability, quality, and production. These operators are the frontline of Saha's service, ensuring that water is safe, consistently available, and easy to access—key factors in shifting households from occasional to exclusive clean water use.

Quarterly Clean Water Consumption

Litres of Saha water consumed · Legacy vs RWU



As Saha upgrades communities to our utility-standard model, monthly clean water production rapidly increases. Rebuilt as a live chart from the original report graphic; Q2 2025 was 43% higher than Q1 and 422% higher than Q2 2024 as reported, with earlier quarters approximate.

The impact is clear: partner communities with upgraded systems are seeing significant and sustained increases in consumption, a strong indicator of both trust in the service and affordability for even the lowest-income households. These trends move us closer to our North Star—ensuring that every household in our partner villages exclusively drinks clean water.

*In order to keep population numbers constant, this does not include consumption in groundwater communities or small town system, which would push consumption even higher.

Increasing consumption, lowering cost

As discussed in previous reports, our model upgrades move water subsidies from indirect to direct—on purpose and in the open. We knew the upgrades would dramatically increase consumption and reduce indirect costs; what we didn't know was the size of that cost drop. In 2024 we limited upgrades to the Salaga Service Delivery Zone so we could closely track that team's indirect costs. The data confirmed and exceeded our expectations: water treatment centers ran more reliably with fewer in-person visits from Saha, and overall cost barely moved (\$5.38 RWU vs. \$5.37 legacy, ~\$1/person/year difference).

Cost/Person/Year: Utility v. Legacy Model

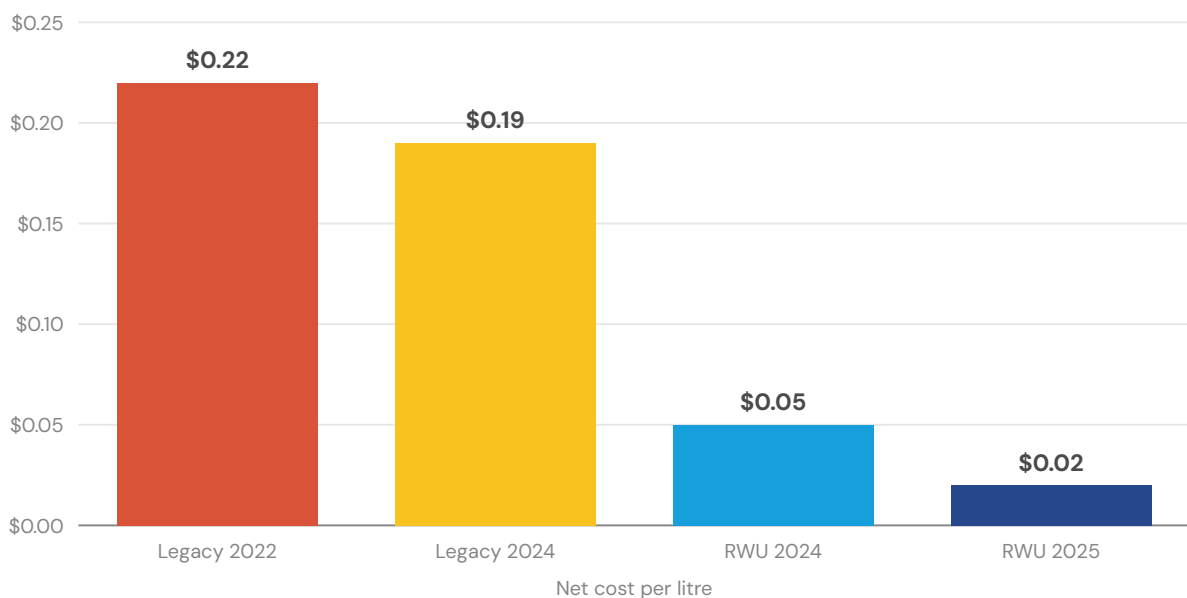


■ Indirect Costs ■ CapManEx ■ Direct Costs ■ Village Revenue ■ Donor Support

Legacy \$5.37 vs. RWU \$5.38 per person/year, matched by \$5.38 in revenue as reported; cost-component and revenue segments rebuilt from the original report graphic and are approximate.

Reliability and affordable, fair pricing then drove clean water consumption. With roughly the same number of people served, Q2-2025 clean water consumption was 422% higher than Q2-2024 and 542% higher than Q2-2023. This increase in impact drove the dramatic decrease in Saha's cost/liter. Our strategic plan targeted \$0.19/L for 2025, while actual performance is \$0.02/L. In short, to reach the last mile with reliable service, a subsidy is required—so we brought it into the open, made it direct and quantifiable, and unlocked orders-of-magnitude more impact for nearly the same cost per person.

Net Cost/Liter of Water Consumed: Utility v. Legacy Model



Rebuilt as a live chart from the original report graphic; net cost per litre fell from \$0.22 (Legacy 2022) to \$0.02 (RWU 2025).

It is important to keep in mind that these cost figures reflect the cost to serve last-mile villages without accessible groundwater – places where borehole drilling attempts have failed. They are the most expensive to serve because water must be treated, treatment supplies must be delivered regularly, and in order to ensure utility-standard service, Saha must perform more frequent water-quality testing since surface water quality at each site is different and varies throughout the year. Additionally, water treatment requires more time and effort than managing a groundwater source, so Saha's operators in these villages must be compensated appropriately. Even considering all of these factors, our \$5.38 cost/person/year falls squarely in cost benchmarking ranges for basic water service. Meanwhile, our borehole maintenance service for communities with accessible groundwater –still in pilot—is already significantly lower cost/person than our surface water service (as predicted). As Saha scales to reach every last-mile community in Ghana, serving more borehole communities will drive down our overall cost/person/year. More details on this work are below.

Borehole rehabilitation and expansion

In addition to our utility upgrades, this quarter we have completed seven new borehole rehabilitations across three communities—Dalinbihi (Tolon District), Digu and Golazoli (Kumbungu District). These rehabilitations now provide safe water to 2,624 people. Each rehabilitated borehole is integrated into Saha's maintenance model, ensuring long-term functionality and reliability. In total, we are currently managing 25 boreholes across 10 communities which provide reliable, safe water access to 6,055 people. As most last-mile villages in Ghana outside the Northern and Savannah Regions have accessible groundwater—and no large-scale service providers focus on maintenance for last-mile water systems—this expansion advances Saha's progress as a rural water utility capable of serving every last-mile village and accelerates Ghana's progress toward universal water access.

Climate resilience and adaptation

This quarter Saha also made important progress in building climate resilience for small, remote communities through the expansion of existing dugouts that dry up during increasingly hotter and longer dry seasons. In Tacpuli, we completed an expansion that will serve 963 people (including roughly 600 women and children), ending the 2–4 mile walks during the 3–4 dry months and providing a reliable local source year-round. In Kanjiyili, we began an expansion to serve 221 people, creating a year-round source our operators can treat. In North-East Gonja,

the District Assembly co-financed the Kanjiyili site plan, a regulatory requirement for this kind of construction project, marking the first time a district has co-funded a dugout expansion with Saha and a milestone we set at the start of this work.

We are grateful to WaterHarvest for funding the dugout expansions in Tacpuli and Kanjiyili in 2025; to Shockwave for funding the Yakura dugout expansion started earlier this year and for supporting the our internal climate team, launched in February. Together, these targeted upgrades show how improving existing water infrastructure helps remote communities withstand climate impacts and secure dependable water despite increasingly erratic rains.



Dugout expansion work underway to secure a reliable, year-round water source for a Saha partner community.

Strengthening district partnerships

We are finalizing a Memorandum of Understanding (MoU) with the Asunafo North District Assembly to pilot a clearer division of responsibilities in which the District assumes a set of predictable, routine tasks. These include scheduled deliveries of water-treatment supplies to partner communities, basic checks during regular community visits, and simple field-data collection using mWater. Saha will provide training, standard operating procedures, and light quality assurance so district officers, though not service providers, can reliably carry out these elements within their existing workflows.

This approach reduces Saha's service-delivery cost and strengthens government ownership. Districts already have staff on payroll and recurrent budgets for transport and field visits; it is often far easier to integrate tasks into those budgets than to create new line items for direct payments to Saha as a utility provider. By leveraging that public capacity, Saha can focus our team on higher-skill activities like performance management, maintenance support, remote monitoring, and troubleshooting while improving data continuity and responsiveness. Asunafo North is a sensible place to start. The district has a WASH master plan and sits in the Ahafo Region, the only region in Ghana with a regional WASH master plan, so there is a planning

framework to plug into. The MoU is a practical step toward embedding our model in local government systems and, over time, enabling district-led adoption of the Saha approach for last-mile water service.

Aquaya partnership

This quarter we launched a new partnership with Aquaya. Using Project W, Aquaya's integrated WASH data platform, they are helping Saha quantify, from high-quality datasets, how many last-mile villages exist in Ghana and how many people live in them. We have long admired Aquaya's work, and they are uniquely positioned to support Saha because years of Ghana-based research underpin the Project W database. This will give us a credible national baseline for planning Saha's expansion and, more importantly, a denominator we can use with government partners to estimate the long-term cost of universal water access—not the cost to build new systems, but the ongoing cost to keep water flowing. While infrastructure investment has been studied extensively, the operating and maintenance cost at scale, especially to the last mile, has been under-examined. Our work with Aquaya, paired with Saha's True Cost Project to quantify the complete, long-term cost of reliable last-mile service, will deliver a unit-level cost baseline at scale and enable practical conversations with government about how to close financing gap.

Saha ends this quarter with clear momentum and a simple promise: reliable, affordable clean water for the hardest-to-reach families, every day. By pairing professional operations with smart partnerships—from districts to data collaborators—we're building a model that lasts and a path that governments can scale.