



ANNUAL REPORT  
**2018**

75 new GASTRO and OFFICE partners  
result in more than 460 partners  
throughout Switzerland

Second project country in  
southern Africa after Zambia:  
**Mozambique**

› more on wfw.ch

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WASSER FÜR WASSER (WfW) is a non-profit organisation from Lucerne and was founded in 2012 by the brothers Morris and Lior Etter. In Switzerland, we promote the drinking of tap water through partnerships and projects, integrate donations for water projects into everyday life and raise awareness for the value of a safe and affordable tap water supply.

In Zambia and Mozambique, we are working with local partner organisations to strengthen the water supply in urban areas in need of support. This includes the systematic development of tap water networks, sanitation facilities as well as the promotion of public health and vocational training in the water sector.

# Introductory Thoughts

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**Looking back at the year 2018, we can say with certainty that our start-up phase now belongs to the past. WASSER FÜR WASSER (WfW) has developed into a non-profit organisation with established business models, diverse partnerships and responsibilities – in Switzerland, Zambia and now also in Mozambique.**

The start-up years were marked by many ground-breaking first steps. We launched WfW in Lucerne, Basel, Berne and Zurich in four consecutive years. In addition to the continuously growing partnership network, WfW expanded its sensitisation activities with lucernewater.ch and the summer bar NORDPOL in 2017.

Our activities have also developed in Zambia since 2012: With the first donations, WfW was able to fund five water kiosks for 4,000 people and the training of twelve plumbers. In 2018, around 200 plumbing students walked in and out of our partner school every day. At the same time, WfW enabled a new type of pipe network to be set up in one of the capital's largest slums, thereby ensuring long-term access to water for 60,000 people to their homes.

A special step was the expansion into a third country last year. With our long-standing partner organisation WSUP, we are now contributing to the urgently needed improvement of public health in low-income areas of Mozambique's capital Maputo.

From the beginning, it was difficult for us to adequately illustrate how things look like in WfW project countries, who our partners are and what our projects achieved.

Similarly, it has never been easy to explain in Zambia or Mozambique how WfW works in Switzerland. In addition, our partnerships and projects not only become more diverse from year to year, but our activities also become more complex and require constant adaptation at both a structural and a communicative level.

Therefore, it was our goal in 2018 to do justice to these developments with a new online presence. All the more reason for us to be pleased that in the course of releasing the new website we were able to present the WfW Documentary, which visually connects these two worlds of WfW. In the short film, director Christian Johannes Koch shows what has been an elementary motivation driving our work since the beginning: the connection of very different realities through the element of water that unites us all.

Many thanks to all those who have helped WfW to make these developments possible. We are convinced that with your support we can continue to expand WfW's field of activities in Switzerland as well as in Zambia and Mozambique.

Morris & Lior Etter  
Co-Founders, Project Managers Africa and  
Consultant Executive Directors

**The barometer showed an exotic 25 degrees Celsius, as we sat down at the table of a traditional mountain restaurant. We were exhausted after a long team hike. To our surprise, our eagerly awaited order of water was not answered with tap water but with branded water.**

The label showed that its source originated from a well-known mountain region – however, after the water's collection it was transported a good 300 kilometres across the Alps to finally end up on our table. Ironically, this entire spectacle took place with a view of one of the largest glaciers in Switzerland, whose once striking ice mass is only known from the pictures of our grandparents. Finally, we politely rejected the seven PET bottles.

We are often asked how to behave sustainably in times of climate change. Tap water is certainly not the only way to protect the climate, but it is definitely part of the solution. For example, every litre of tap water instead of branded water saves 160 grams of CO<sub>2</sub>. This is roughly equivalent to the environmental impact of a three-kilometre car drive. If you consider that Swiss tap water is not only the most tested foodstuff but also of best quality, there are probably few methods to protect the climate on a daily basis that are easier to implement.

The 460 WfW partners in Switzerland are working with us to integrate the issues of the environment and social responsibility into everyday life. By relying 100% on tap water, our WfW GREEN and WfW OFFICE partners saved over one million litres of bottled water in 2018. Considering that Swiss per capita consumption of imported branded water has more than doubled since 1989, this is a strong sign for climate protection.

We are delighted to have been awarded the Bergkristall 2018 of the Alpine Initiative for this commitment. This award increases our motivation to further promote sustainable water consumption.

At the same time, WfW GASTRO and OFFICE partners raised around CHF 900,000 in 2018 for the implementation of the human right to clean water and basic sanitation in Zambia and Mozambique.

We would like to thank you very much for your great commitment and invite you to rely on tap water in your everyday life. Not only our glaciers, but also thousands of people in Lusaka and Maputo will thank you.

Joel Dickenmann & Samuel Imbach  
Co-Directors Switzerland



**DRINK WATER**

**GIVE WATER**

**460 PARTNERS GENERATE**

**CHF 878'497.25 FOR WfW PROJECTS**





# Partnerships at a Glance

WfW partners are at the heart of our work. Through them we see our attitude and goals implemented by conveying a simple message to guests, employees and customers: Tap water has a value. In the restaurant, at work or at home, environmentally conscious and social consumption can thus be visibly exemplified on a daily basis.

### DIVERSE NETWORK

Everyone has the opportunity to make a difference. It is therefore important to us to cover society as broadly as possible. This is reflected in the diversity of our partnerships. In 2018, we were able to gain 75 new partners, which brings the total WfW network to more than 460 restaurants, hotels, cafés, private companies and public institutions.

### WfW GASTRO

In gastronomy, the WfW network was expanded by 47 new partners, 19 GREEN and 28 CLASSIC partnerships. Throughout Switzerland, 236 companies implement the WfW CLASSIC concept and 54 the WfW GREEN concept. 100% of the donations made by our GASTRO partners flow into our project work in Zambia and Mozambique.

### WfW OFFICE

We were able to win 28 new partnerships for the WfW OFFICE concept. Thus around 170 private companies and public institutions rely on tap water in their daily work routines and support WfW projects in Switzerland as well as in Zambia and Mozambique.

## SPITEX, LUCERNE

The Spitex of the city of Lucerne carried out around 230,000 nursing and home economics assignments in 2018 and has become a WfW OFFICE partner in December.

*„WfW’s idea appealed to us right from the start. The glass carafes are frequently filled with fresh drinking water and help us to organise our everyday work life more eco-friendly.“*

*Therese Hirsiger, Team Leader Home Economics & Support*



## BLUELION, ZURICH

The Zurich-based non-profit organisation rents out attractive work spaces for start-up companies. Since March 2018, Bluelion is using tap water in their premises together with WfW.

*„The partnership with WfW enables us to reduce the use of PET in our office and draw attention to the advantages of eco-friendly water consumption.“*

*Giada Polini, Communications & Community Manager*



## EIGER SELFNESS HOTEL, GRINDELWALD

Since April 2018, the Eiger Selfness Hotel offers tap water only with WfW GREEN and thus forgoes the unnecessary transport of bottles.

*„We enjoy the best spring water here and are aware that this is not the case everywhere. With WfW we encourage our domestic and international guests to be more sensible and aware of water consumption and our nature.“*

*Gisela Heller, Managing Director*



## GLASHUUS, MALANS

The Glashuus in Malans is serving WfW CLASSIC since August 2018. At weddings, family celebrations, birthdays and many other events, the proceeds from the tap water are used for projects in Zambia and Mozambique.

*„WfW enables us, in a simple way, to help less privileged people to obtain clean drinking water. Every human being has a right to clean water in their everyday life.“*

*Dario Marxer, Owner*



WfW partners saved over  
**1 million litres**  
of bottled water.

This equals the environmental  
impact of a car drive worth  
**3 million kilometres.**

**Hundreds of thousands**  
of people were sensitised for  
the ecological benefits of tap water.



## Environmental Award

### SUSTAINABILITY OF TAP WATER

If we deal with sustainable development in the face of climate change, water is one of the central resources of our time and of future generations. This is why our project work in Switzerland aims to promote eco-friendly consumption of tap water and make it visible in everyday life.

### PRESERVING THE ENVIRONMENT WITH WfW

For this commitment, WfW received the Bergkristall of the Swiss Alpine Initiative in 2018. The prize is awarded to organisations that advocate for the environment and the protection of our Alps.

About half of the bottled water consumed in Switzerland is imported. Mainly by truck from Italy and France. A reduction in bottled water reduces transit traffic through the Alps and thus in particular CO<sub>2</sub> and noise emissions.

For this reason, WfW GREEN and WfW OFFICE partners are replacing branded water with tap water. An office with 100 employees alone can thus save the environmental impact of a car drive of up to 60,000 km each year. For a restaurant without branded water, this amounts to up to 7,000 bottles a year.

Being awarded the Bergkristall additionally motivates us to further expand the cooperation with our partners.





## New Online Presence

Since 2018 we can be found at [wfw.ch](http://wfw.ch). With the renewal of our online presence we present our projects in Zambia, Mozambique and Switzerland with more background and depth. In addition, the new website should enable us to better implement the services resulting from the cooperation with over 460 companies and thousands of donors.

### WATER FACTS

A centrepiece of [wfw.ch](http://wfw.ch) is the area of water facts. Here we provide comprehensive and up-to-date information on the subject of water in our project areas and around the world. Among other things, we focus on the outstanding water quality in Switzerland, water and urbanisation, the water footprint or water and gender.

Opinions about the core of our work and specifically about tap water often connote emotionally. This is one of the reasons why it is so important

to us to strengthen our daily work with a scientific foundation and to be able to present it in a new way.

### PROJECTS AFRICA

We have also paid special attention to the description of our three main activities in Zambia and Mozambique: To give readers an idea of how we work in the areas of access to tap water, public health and vocational training, we discuss the current situation in the project areas, our objectives and the measures taken.



## WfW Documentary

The premiere of our WfW Documentary took place in Lucerne on 7 July. Over 200 invited guests saw the short film about our work in Switzerland and Zambia.

### CONTENT

Morris and Lior talk about their motivation to found WfW before the film takes the audience on a journey through the entire range of WfW projects. The WfW carafes are then followed from the mountain restaurant in Schwyz to the popular bar in Zurich, from the SME in Basel to the federal office in Bern. Our partners in Zambia talk about their experiences with WfW and how their lives have changed as a result. In the final part, the film accompanies Luke Mwansa, former WfW vocational student and current sanitary installer, through Kanyama, the first WfW project area in Lusaka.

### DEVELOPMENT

The film was realised in collaboration with the Swiss director and screenwriter Christian Johannes Koch. Most of the conceptual and production work was done on an honorary basis, for which WfW cannot think high enough of Christian and the entire film production crew.

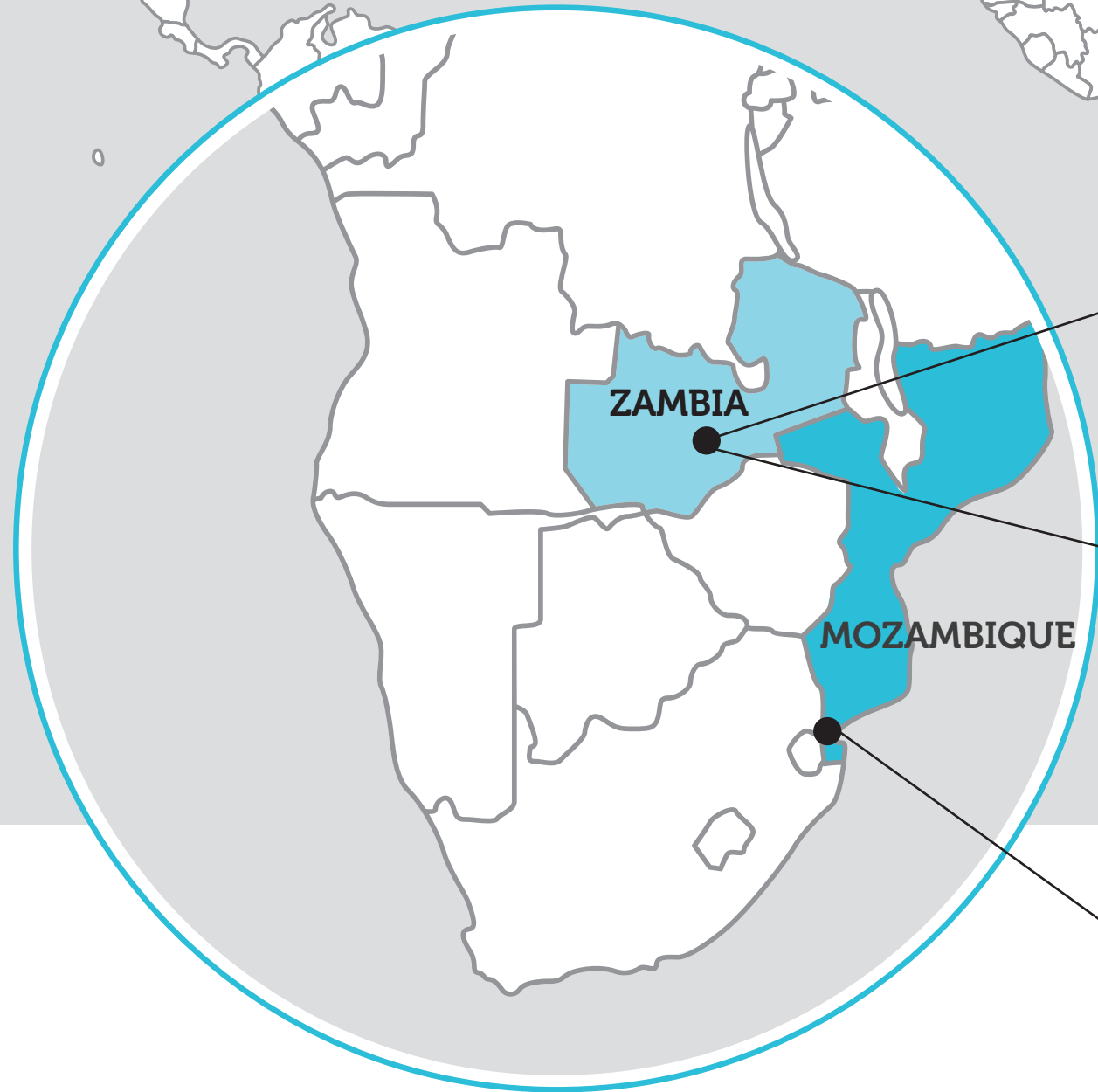
We shot with Christian and the cameraman Sebastian Klatt in summer 2017 in Switzerland as well as in the Zambian capital Lusaka. The musician and sound designer Alexandre J. Maurer and Jürg Von Allmen (Digiton GmbH) were responsible for the complete dubbing.



# SAFE TOILETS FOR IMPROVED HYGIENE

WfW NEW IN MOZAMBIQUE





### VOCATIONAL TRAINING

In vocational training, WfW focused on the quality of the courses offered in 2018. While the workshops launched by WfW in 2017 were continued, WfW subsidised teacher training for four outstanding students. Complementary investments in the infrastructure of the school have improved the daily working conditions of school management and are intended to further improve the quality of education. Read more on page 21.

### WATER SUPPLY

In John Laing, the fourth compound in Lusaka where WfW is helping to improve water supply, WfW completed the first project phase in 2018 with the construction of a 10 km long pipe network and 10 water kiosks. The new infrastructure gave 15,000 people access to clean drinking water. Read more on page 22.

### PUBLIC HEALTH

Since 2018 WfW has been supporting projects to improve basic sanitation and public health in a low-income district of the capital Maputo. Hundreds of families are thus owners of community toilets. At the same time, thousands of people took part in hygiene training courses, in which local partner organisations educate people on the sensible and safe use of sanitary facilities and water. Read more on page 20.

## Projects at a Glance

In 2018 WASSER FÜR WASSER (WfW) successfully expanded its project work in southern Africa at various levels. A special step was the start of the first project in Zambia's neighbouring country Mozambique. In the capital Maputo, we advocate for gender-friendly toilets and public health for the poorest inhabitants.





## Focus on Public Health

**After five years of project work in Zambia, we are delighted to expand our focus to another country. Together with our previous partner organisation WSUP, we are committed to sanitation and hygiene projects in Mozambique's capital Maputo since 2018.**

With the aim of improving the health base of the low-income urban dwellers, we enable the construction of safe and gender-friendly community toilets, regular hygiene training and the promotion of ownership of local residents through their diverse involvement in the projects.

In order to achieve this, the neighbourhood representatives, local partner organisations and the city government are all involved in the planning and implementation.

in the Aeroporto B neighbourhood, hundreds of people have already been provided with new sanitary facilities through the construction of 50 community toilets in the completed project phase; for many it is the first safe toilet of their lives. The restoration of three sanitary blocks will also enable around 80 people to access toilets, tap water, showers, laundry and solar power.

At the same time, our partner organisations have reached a total of 15,000 people through extensive hygiene training in Aeroporto B in 2018.

In the coming year, the next step will be to renovate the inadequate water access and sanitation facilities for 2,000 children at the neighbourhood school and to ensure they are expanded to be gender-friendly.



## Teacher Training

Zambia's vocational training sector has been struggling with an unfavourable student-teacher ratio for decades. This means that there are not enough qualified teachers for the number of students. This reduces the course quality considerably.

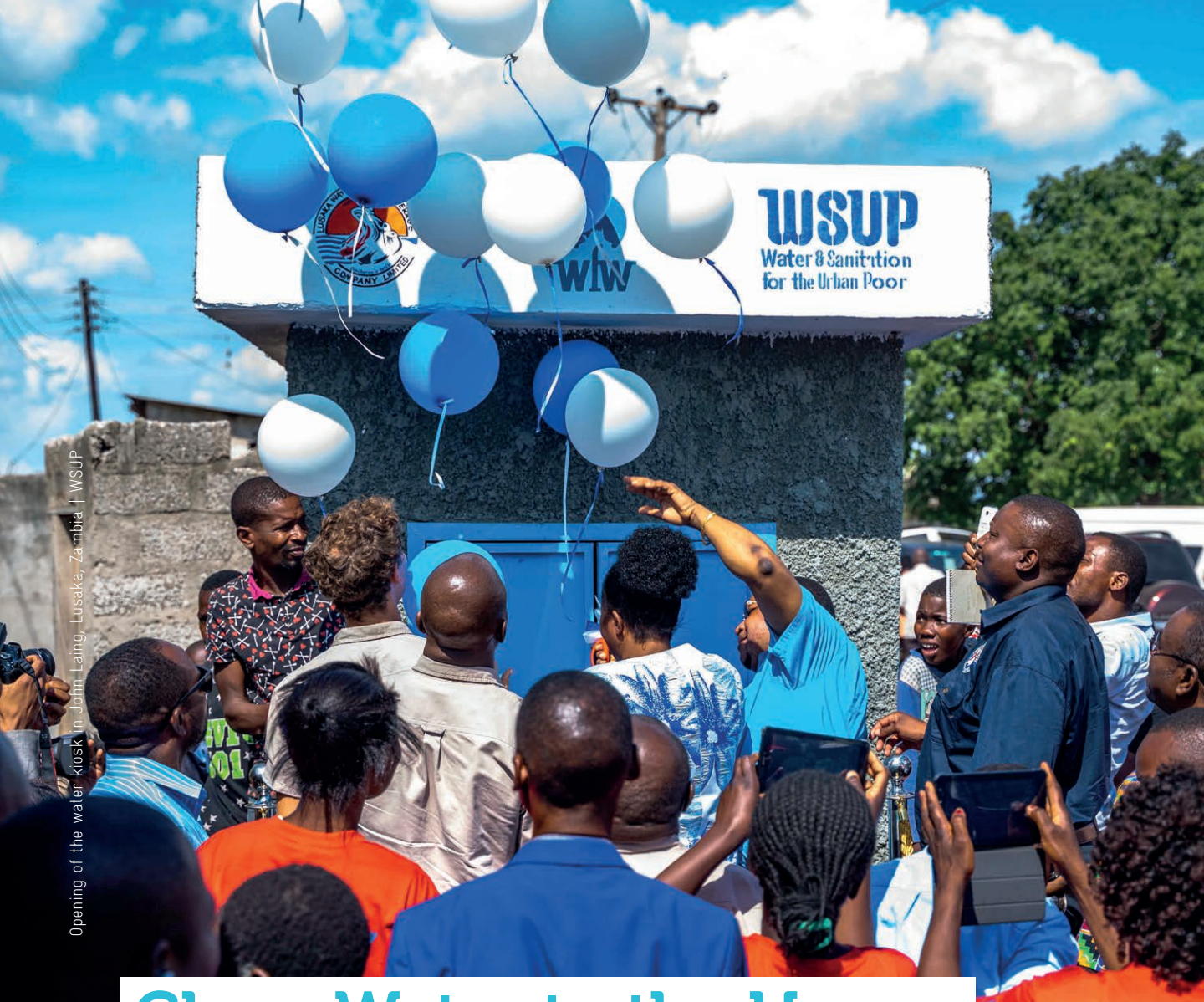
In order to counteract this problem in a targeted manner and increase the quality of the courses in the long term, four outstanding students (two women, two men) from the WfW partner school LVTC were given a higher pedagogical education in Lusaka in 2018. These students have been supporting the teaching staff since the third trimester.

**«I love plumbing and I want to encourage other women to do this <men-only> job. As a female lecturer in this field, I can be a good role model to prove the opposite.»**

Rose Lyanguni, budding teacher at LVTC







Opening of the water kiosk in John Laing, Lusaka, Zambia | WSUP

## Clean Water to the House

### MODERN PIPE NETWORK

When the pipe network and ten water kiosks in the urban area of John Laing in Lusaka were ceremoniously opened in December 2018, Lior was one of over 2,000 visitors present. He had the honour of speaking alongside the Zambian Minister of Water and Environment. Lior emphasised that our goal is to systematically improve the water supply for the low-income urban dwellers and to set new standards. Together with our local partner organisations, we are convinced that this project has achieved exactly this and thus laid a new foundation for future interventions in similar areas.

### CLEAN WATER FOR EVERYONE

In order to enable all sections of the population to participate in this development, WfW and its partner organisations have set up an investment fund to provide financial assistance. This will be the focus of our activities in 2019 and should facilitate the financing of domestic connections.



*«John Laing sets a new standard for peri-urban interventions. Besides 10 water kiosks, an advanced network brings safe drinking water as close to the houses as never before in a similar area. This will enable households to connect through the revolving fund leading to 24/7 watersupply.»*

Reuben Sipuma, Country Manager WSUP Zambia



WfW water kiosk, Lusaka, Zambia | Damian Haas | WfW

## Containment of Cholera

The district of Misisi is one of the poorest and most densely populated areas of Lusaka. The majority of the approximately 80,000 inhabitants lived without access to a safe public water supply. Therefore, during the annual rainy seasons, Misisi was one of the most affected areas of water-borne diseases, especially cholera. The WfW project, which was completed in August 2017, provides more than 40,000 people with improved access to drinking water. Central components of the project were 20 water kiosks and an extension of the pipe network by 4.5 kilometres.

### HEALTH IMPROVEMENT

Fortunately, the measures taken in Misisi quickly took effect. During the rainy season in winter 2017/2018, the neighbourhood and thousands of people were largely spared from the water-borne disease for the first time in years. The water kiosks quickly became part of the daily water supply of the local residents and significantly improved hygiene.



# HYGIENE FOR HEALTH

WfW NEW IN MOZAMBIQUE





# Annual Financial Statement

WASSER FÜR WASSER (WfW) continued its growth path in the sixth year after its foundation. We succeeded in distributing the revenues even more widely among our partnerships. This has enabled us to increase our project spending volume in Zambia, Mozambique and Switzerland by almost 50% to over 1.2 million – and at the same time create structures that lay the basis for further growth in the coming years.

### INCOME OVERVIEW

Operating revenue amounted to CHF 1,406,106.90 and was 11% higher than in the previous year. In order to be able to fund our own projects on a sustainable basis, WfW aims to spread the proceeds over a large number of multi-year partnerships. In 2018, the percentage share of total revenues of WfW GASTRO and WfW OFFICE rose from 55% to 62% and could therefore again be increased.

Further income was distributed among Financing Partners (22%), WfW Friends & Patrons (12%) and one-off Institutional Donations (4%).

### EXPENDITURE OVERVIEW

Operating expenses totalled CHF 1,386,821.96 in 2018. Over 87% were used for our projects – CHF 922,321.96 (67%) for projects in Zambia and Mozambique and CHF 286,957.12 (21%) for projects in Switzerland.

In order to fulfill our aspiration for professionalism and continue to successfully implement our projects, the budget posts administration and fundraising are also essential. Together, these two elements of expenditure accounted for around 11% of total expenditure. We always aim to keep our expenses as low as possible.

### RESTRICTED FUNDS

In recent years, we formed two accounts from surplus donations, which are restricted to our projects in Africa and Switzerland. The fund balances provided us with planning security for our projects this year. At the same time, we wanted to reduce our two funds and invest some of the accrued capital in projects. For example, the Africa Fund was reduced by CHF 83,161.74 and the Switzerland Fund by CHF 31,749.97.

### ORGANISATIONAL CAPITAL

In order to ensure WfW's ability to act and to enable further expansion of its activities, it is important for us to build up appropriate organisational capital. In line with our financial goals, we achieved a net surplus of CHF 133,694.28 in 2018.

### FINANCIAL STATEMENT

The federally recognised auditors, Trescor Treuhand Luzern AG, have audited the annual financial statement for the year that ended on December 31, 2018 and have determined that it complies with the law and the organisation's articles of incorporation.

## BALANCE SHEET

	2018 CHF	%	2017 CHF	%
Assets				
LUKB, Association Account, Projects CH	339,790.60		313'254.24	
LUKB, Gastro Account, Projects Africa	72'215.88		156'525.23	
LUKB, Web-Shop Projects CH	2'240.63		19'914.65	
LUKB, WfW Pay Projects Africa	208'176.75		54'454.31	
LUKB, Gastro Account, Projects Africa USD	222.08		101'630.15	
UBS, Employee Donations Program, Projects Africa	42'891.10		42'772.10	
Cash and Cash Equivalents	665,537.04	83.49	688,550.68	92.04
Receivables from Third Parties	63,700.55		0.00	
Receivables from Deliveries and Services	63,700.55	7.99	0.00	0.00
LUKB, Rent Deposit	10,921.46		0.00	
Other Current Receivables	10,921.46	1.37	0.00	0.00
Inventories	55,076.76		56'373.66	
Inventories and Unbilled Services	55,076.76	6.91	56,373.66	7.54
Accrued Income and Prepaid Expenses	1,950.00		3,190.05	
Accrued Income and Prepaid Expenses	1,950.00	0.24	3,190.05	0.43
Current Assets	797,185.81	100.00	748,114.39	100.00
Office Furniture	1.00		0.00	
IT Infrastructure/Website	1.00		1.00	
Property, Plant and Equipment	2.00	0.00	1.00	0.00
Fixed Assets	2.00	0.00	1.00	0.00
Total Assets	797,187.81	100.00	748,115.39	100.00
Liabilities				
Liabilities to Third Parties	3,960.00		0.00	
Liabilities from Deliveries and Services	3,960.00		0.00	0.00
Accrued Expenses and Deferred Income	39,829.15		13,499.30	
Accrued Expenses and Deferred Income	39,829.15		13,499.30	1.80
Current Liabilities	43,789.15		13,499.30	
Long-term Liabilities	0.00		0.00	
Liabilities	43,789.15	5.49	13,499.30	1.80
Africa Fund	273,013.86		356,175.60	
Africa Fund	273,013.86	34.25	356,175.60	47.61
Switzerland Fund	58,337.09		90,087.06	
Switzerland Fund	58,337.09	7.32	90,087.06	12.04
Association Capital	288,353.43		197,925.85	
Net Surplus	133,694.28		90,427.58	
Organisational Capital	422,047.71	52.94	288,353.43	38.54
Total Liabilities	797,187.81	100.00	748,115.39	100.00



## INCOME OVERVIEW

	2018 CHF	%	2017 CHF	%
Service Income WfW GASTRO	535,236.95	38.07	460,210.32	36.42
Service Income WfW OFFICE	343,260.30	24.41	235,279.65	18.62
WfW Friends & Patrons	168,406.53	11.98	222,340.04	17.60
Financing Partner	302,563.24	21.52	165,270.60	13.08
One-off Institutional Donations	56,639.88	4.03	180,356.22	14.27
<b>Operating Revenue</b>	<b>1,406,106.90</b>	<b>100.00</b>	<b>1,263,456.83</b>	<b>100.00</b>

## EXPENSES OVERVIEW

	2018 CHF	%	2017 CHF	%
Expenditure Projects Africa	922,321.96	65.59	603,706.65	47.78
Expenditure Projects Switzerland	286,957.13	20.41	207,707.11	16.44
Fundraising Expenditure	69,787.27	4.96	45,509.70	3.60
Administrative Expenditure	88,688.12	6.31	42,332.63	3.35
Depreciation	19,067.48	1.36	1,139.05	0.09
<b>Operating Expenses</b>	<b>1,386,821.96</b>	<b>98.63</b>	<b>900,395.14</b>	<b>71.26</b>

<b>Operating Result</b>	<b>19,284.94</b>	<b>1.37</b>	<b>363,061.69</b>	<b>28.74</b>
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Financial Income	64.98	0.00	75.93	0.01
Effect of Exchange Rate Changes	35.20	0.00	705.94	0.06
- Financial Expenditure	-602.55	-0.04	-516.02	-0.04
<b>Financial Result</b>	<b>-502.37</b>	<b>-0.04</b>	<b>265.85</b>	<b>0.02</b>

<b>Result Before Change in Fund Capital</b>	<b>18,782.57</b>	<b>1.34</b>	<b>363,327.54</b>	<b>28.76</b>
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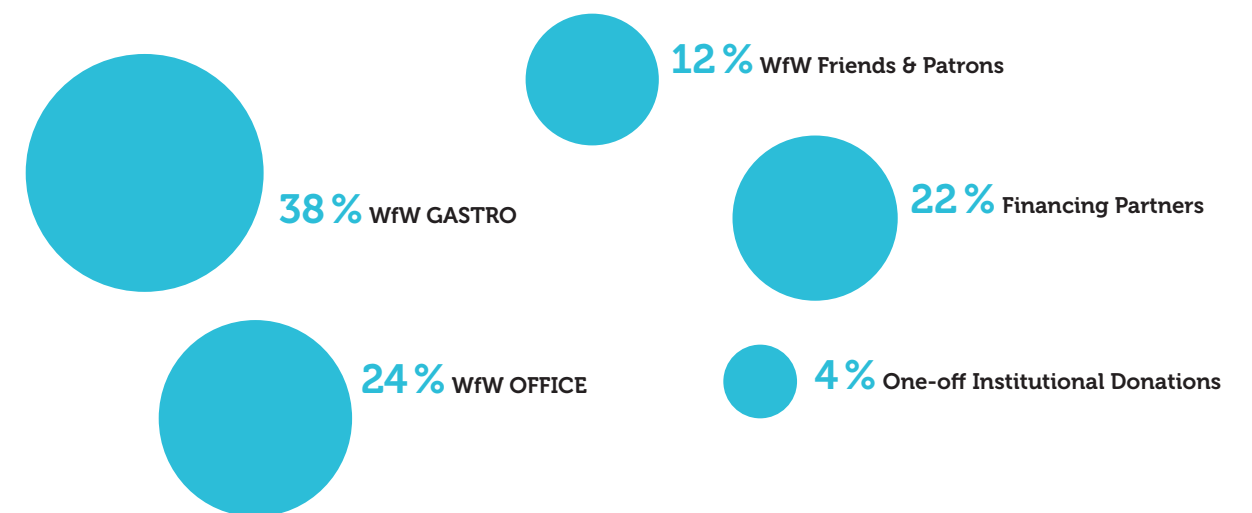
Change in Africa Fund	83,161.74	5.91	-182,812.90	-14.47
<b>Change in Africa Fund</b>	<b>83,161.74</b>	<b>5.91</b>	<b>-182,812.90</b>	<b>-14.47</b>

Change in Switzerland Fund	31,749.97	2.26	-90,087.06	-7.13
<b>Change in Switzerland Fund</b>	<b>31,749.97</b>	<b>2.26</b>	<b>-90,087.06</b>	<b>-7.13</b>

<b>Net Surplus</b>	<b>133,694.28</b>	<b>9.51</b>	<b>90,427.58</b>	<b>7.16</b>
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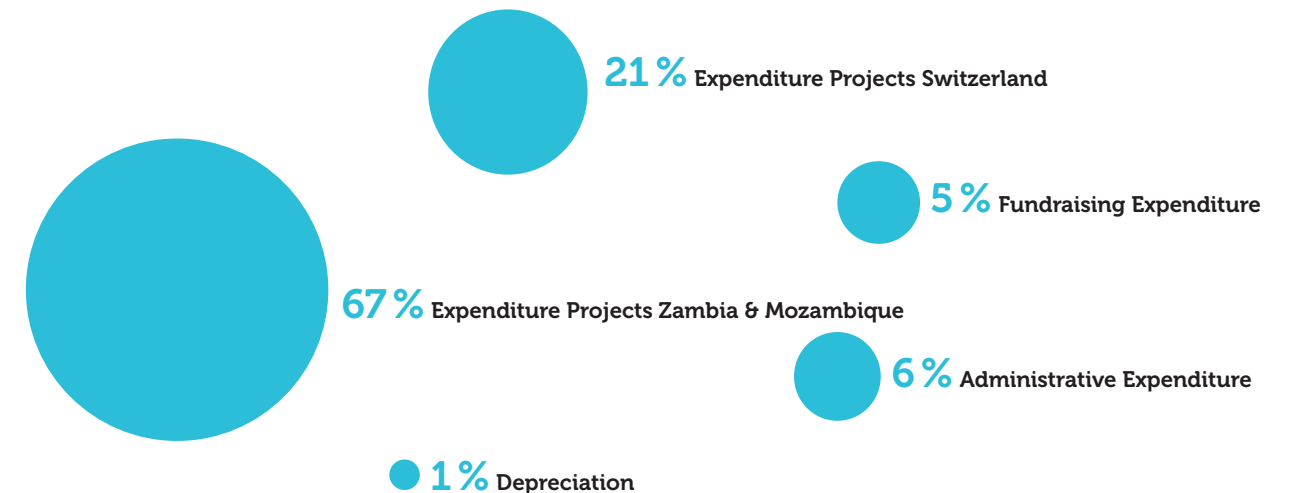
## REVENUE IN PROPORTION

WITH OPERATING REVENUE OF 100%



## COST IN PROPORTION

WITH OPERATING EXPENSES AS 100%





## SUPPLEMENT TO EXPENSES BY ACTIVITY

	2018 CHF	2017 CHF
<b>Projects Africa</b>		
Infrastructure Projects	822,286.76	519,408.44
Vocational Training	100,035.20	84,298.21
<b>Total Expenditure Projects Africa</b>	<b>922,321.96</b>	<b>603,706.65</b>
DISTRIBUTION BY EXPENSE		
Direct Payments to Project Partners	827,034.13	533,576.18
Personnel Expenses Project Implementation & Support	72,619.46	40,688.15
Services & Operating Expenses	4,522.21	5,237.72
Travel and Other Evaluation Expenses	18,146.16	24,204.60
<b>Total Expenditure Projects Africa</b>	<b>922,321.96</b>	<b>603,706.65</b>
<b>Projects Switzerland</b>		
Promotion of Tap Water Consumption	133,913.33	96,064.54
Sensitisation & Communication	86,087.14	51,926.77
Integration of Donations into Everyday Life	66,956.66	59,715.80
<b>Total Expenditure Projects Switzerland</b>	<b>286,957.13</b>	<b>207,707.11</b>
DISTRIBUTION BY EXPENSE		
Personnel Expenses	163,792.43	112,770.55
Services & Operating Expenses	123,164.70	94,936.56
<b>Total Expenditure Projects Switzerland</b>	<b>286,957.13</b>	<b>207,707.11</b>
<b>Fundraising</b>		
Personnel Expenses	41,454.98	25,705.62
Services & Operating Expenses	28,332.29	19,804.08
<b>Total Fundraising Expenditure</b>	<b>69,787.27</b>	<b>45,509.70</b>
<b>Administration</b>		
Personnel Expenses	41,238.53	29,042.13
Services & Operating Expenses	47,449.59	13,290.50
<b>Total Administrative Expenditure</b>	<b>88,688.12</b>	<b>42,332.63</b>
<b>Depreciation</b>	<b>19,067.48</b>	<b>1,139.05</b>
<b>Operating Expenses</b>	<b>1,386,821.96</b>	<b>900,395.14</b>

## BREAKDOWN OF EXPENSES INTO EXPENSE ITEMS

	2018 CHF	2017 CHF
<b>Direct Payments to Project Partners Africa</b>	<b>827,034.13</b>	<b>533,576.18</b>
<b>Travel and Other Evaluation Expenses Africa</b>	<b>18,146.16</b>	<b>24,204.60</b>
WfW Carafes & Bottles	85,523.87	44,641.34
Print Material	18,119.45	13,847.93
<b>Direct Project Expenditure Switzerland</b>	<b>103,643.32</b>	<b>58,489.27</b>
Net Salaries	256,853.05	169,276.60
Personnel Insurances	51,944.85	33,779.05
Personnel Catering	5,435.55	5,150.80
Other Personnel Expenses	4,871.95	0.00
<b>Personnel Expenditure</b>	<b>319,105.40</b>	<b>208,206.45</b>
Communication & Graphics	17,922.05	16,634.71
IT Support & Donation Processing	13,101.35	17,640.00
<b>Services</b>	<b>31,023.40</b>	<b>34,274.71</b>
Office Rent	16,370.00	6,000.00
Maintenance of Vehicle	2,727.55	450.00
Maintenance of Office Equipment and Movable Property	1,495.55	198.50
Office Supplies	3,859.35	335.75
Telephone	3,541.85	3,972.25
Postage	11,578.05	6,579.00
IT Maintenance	1,979.65	3,378.95
Internet	2,184.45	1,641.65
Audit, Management Consulting	1,068.65	1,726.55
Marketing	3,580.95	3,597.50
Other Cost of Materials	7,003.59	2,228.57
General Expenses	3,948.45	3,217.28
Travel Expenses, Switzerland	7,326.53	6,452.48
Representation Expenses	0.00	726.40
Trademark Protection	2,137.45	0.00
<b>Material Expenditure</b>	<b>68,802.07</b>	<b>40,504.88</b>
<b>Depreciation</b>	<b>19,067.48</b>	<b>1,139.05</b>
<b>Operating Expenses</b>	<b>1,386,821.96</b>	<b>900,395.14</b>





## WfW Profile

Since 2012, the WfW carafes have been in use in a wide variety of restaurants, hotels, cafés, private companies and public institutions.

WfW is a non-profit organisation based in Lucerne, but above all it is an idea and attitude to which everyone is invited to participate: Drink water – give water.

### MANAGEMENT

MORRIS & LIOR ETTER

Co-Founders, Project Managers Africa and Consultant Executive Directors

JOEL DICKENMANN & SAMUEL IMBACH

Co-Directors Switzerland

### TEAM

MILENA BÄRTSCHI, Project Manager WfW OFFICE

ESTEFANIA CUERO, Project Manager WfW OFFICE (until June)

RENATE HERZOG, Accountant

MICHAEL KENNY, IT

ANA KRINK, Intern

JAN MIOTTI, Projects Switzerland

LUANA RIBARY, Graphics & Design

ANTOINE SCHMID, Project Manager WfW GASTRO

ALESSANDRA SORRENTINO, Intern

FRANZISKA STUTZ, Administration (until June)

MARILEN ZOSSO, Intern

CIVIL SERVANTS & VOLUNTEERS

### BOARD OF MANAGEMENT

MARCO SCHRÖTER, President WfW

HARDY GIEZENDANNER, Vice President WfW

LISA FUCHS, Board Member

### ADVISORY BOARD

PETER G. KIRCHSCHLÄGER, Professor of Theological Ethics, University of Lucerne

LUKAS STOCKER, Associate, Bär & Karrer

HANS PETER STUTZ, Owner Stutz Consulting

KERSTIN WAGNER, Professor of Business Administration and Entrepreneurship, HTW Chur

### AFRICA PROJECT EXPERTS

LUKAS BECK, Project Manager, DDC

MARC BLOCH, Regional Representative, DDC

JOHANNES HEEB, Managing Director, seecon international

CHRIS LÜTHI, Managing Director, Lüthi Haustechnik

SAMUEL RENGGLI, Project Manager, eawag

ROLAND SCHERTENLEIB, Former Member of the eawag Management Board

## THANK YOU!

We would particularly like to mention our partners in 18 cantons of Switzerland who implement the WfW vision on a daily basis in their businesses, our partner organisations in Zambia and Mozambique who are constantly working to improve local water and sanitation supplies, our financing partners, friends and patrons, countless institutions and private individuals who make our work possible in the first place with their donations.

WfW would not have been possible without your great and loyal support. We would like to thank you all.



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