

The role of Social entrepreneurs and SME in achieving SDG 6

No chance to achieve SDG 6 without mobilising the private sector resources at all level.

There is a Need:

- To free human creativity / innovation
- To support Entrepreneurs from North and South with innovative solutions ready to work in the BoP market and with clear social impact objectives.
- To do it at different stage of their growth → incubation; business model validation; upscaling/replication
- To mobilize Private investment (grant, loans, equity).
Impact investment reached USD15 Bil. In 2015

«Equitable access to water and sanitation»

The challenge is huge, the potential market also

People lacking access to water:

- 1) **0.7 Billion** no access to improved water (MDG)
- 2) **> 2 Billion** no access, incl. access to fecally contaminated water
- 3) **3.0 Billion** no access to safely managed water (SDG)
- 4) **3.5 Billion** no access to water according to HR

Huge potential market for Safe Water Enterprises (SWEs)

N°	Segment	World Population / Customers	Comment
1	People who have the ability to pay but do not have piped water	1.46 Billion	An estimated 2.16 Bil. People could be served clean drinking water through SWEs globally, relying on affordable water tariff and leading to full cost recovery
2	People who have the ability to pay and are getting unsafe piped water	0.70 Billion	
3	People who don't have the ability to pay full tariff but do have (unsafe) piped water	0.55 Billion	An estimated 1.70 Bil. People could also be served clean water through SWEs but will need partial subsidies from government, aid agencies and/or Philanthropies
4	People who have neither the ability to pay full tariff nor do they have access to piped water	1.15 Billion	

ACHIEVEMENTS

- 9 Entrepreneurs financially supported
- >115'000 persons gained access to clean and affordable water
- Water sold 20 to 40 times cheaper than the market
- 350 jobs created, essentially in the South
- CHF 2.5 Mil. Additional funds mobilized by the entrepreneurs

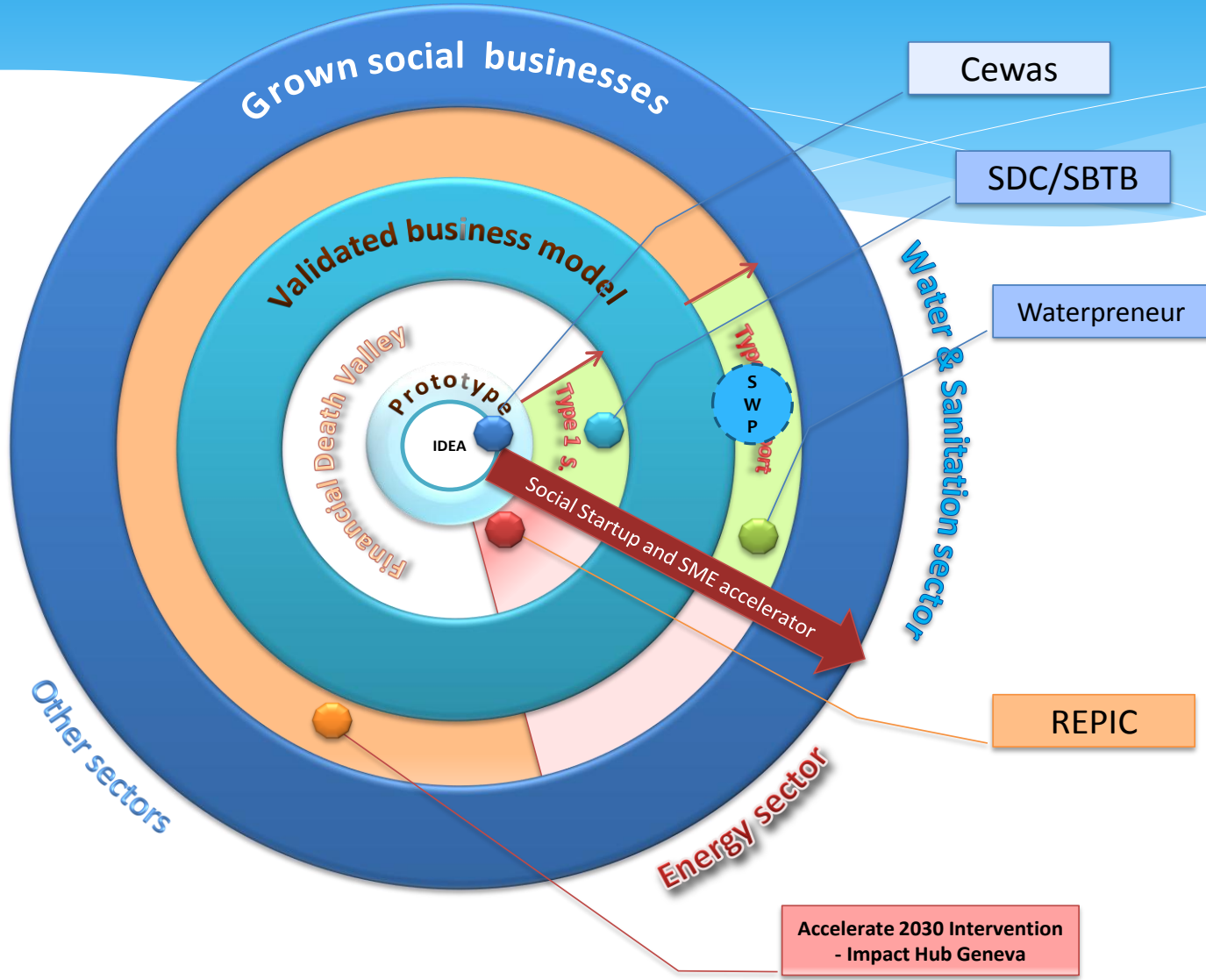
UP COMING

- One more call for proposals with 2 loans available

Swiss entrepreneurs
with **convincing**
business models
may receive up to
250'000 CHF loan,
and **tailored support**
to get your business
investor-ready



Startup accelerators landscape



Conclusion and next steps

- SBTB is a relevant but «artisanal» initiative with:
 - a limited pipeline of Swiss entrepreneurs and
 - a long time to market for the entrepreneurs
 - A relatively high transaction cost
- We need to rethink the ambition of the Swiss Bluetec Bridge

Next steps

- A **remodelling exercise** will deliver few options in July
- We are going to consider how
 - To increase the Pipeline of entrepreneurs (from the South?)
 - To mobilize private investment for both, the entrepreneurs and the selection/follow-up mechanism
 - To connect the different actors of the Swiss water ecosystem, establish agreement/MoU (SP4WE)
 - To reflect on how to use blended finance (SDC managed fund, partner with existing funds ...?)