

An Amazing Year at Amazi Water A letter from Robert Vanman, Amazi Water Chairman

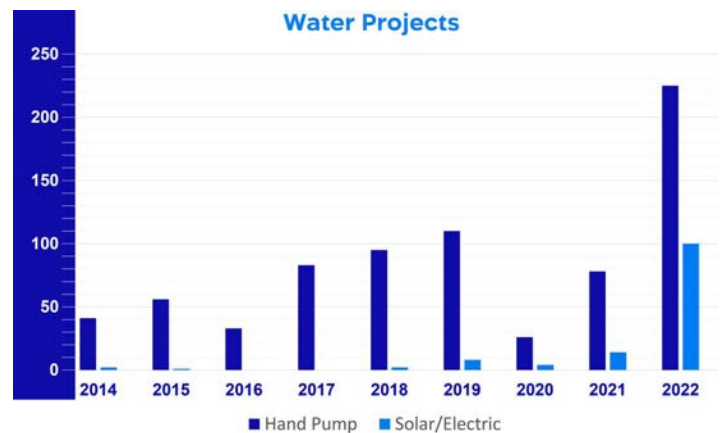
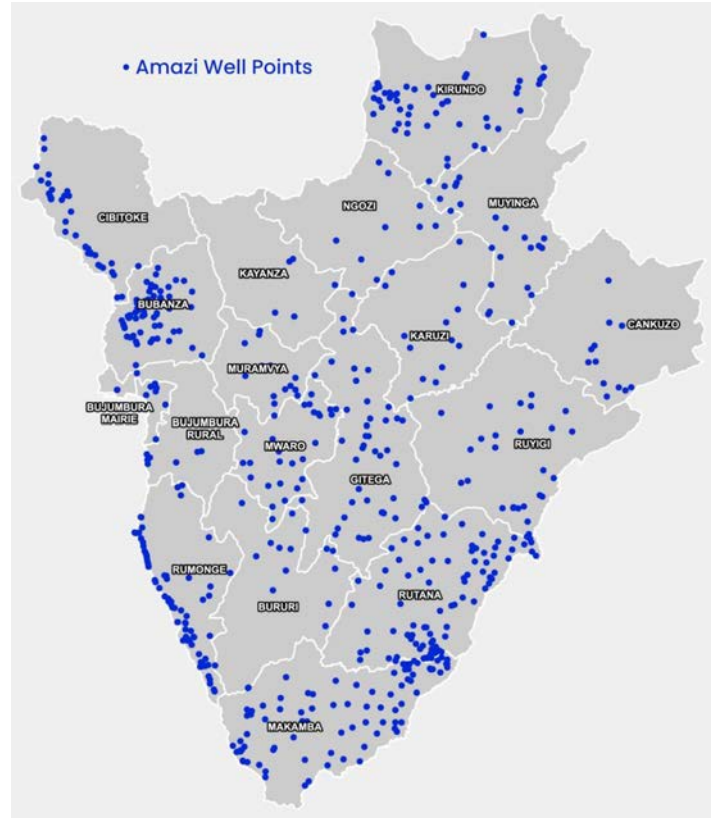
Hello my friends,

In 2022, Amazi Water enjoyed our most incredible year. We have transformed the organization into a world-class drilling and logistics operation and have made significant progress towards reaching our goal of providing clean water to every community in Burundi by 2028.



In 2022, Amazi Water nearly doubled the number of people getting clean water from our well sites! Each of the 4 quarters sequentially broke the prior quarterly record...for both the number of new hand pump sites completed and the number of solar sites constructed in a quarter.

This year alone, we completed 225 new handpump sites, plus we upgraded over 100 sites to solar powered, electric pump, multi-faucet locations (which have 3-4X the impact of handpump sites). We now have 747 total sites – 616 handpump sites and 131 solar powered water sites.



We moved into our new headquarters

On October 6th, 2022, we had the privilege of moving our 212 employees into our new headquarters compound and we celebrated with a grand opening event that included hundreds of government officials, partners, friends, and employees. Even 14 of the 18 State Governors participated in the event.



Great facilities improve most every aspect of an organization; including operational efficiency, communication, employee morale and engagement, and it helps with hiring and talent retention. In our case, the new HQ has elevated our presence and legitimacy within the government, because it so clearly demonstrates our scale and long-term commitment to Burundi. On October 6th, 2022, we had the privilege of moving our 212 employees into our new headquarters compound and we celebrated with a grand opening event that included hundreds of government officials, partners, friends, and employees. Even 14 of the 18 State Governors participated in the event.

Great facilities improve most every aspect of an organization; including operational efficiency, communication, employee morale and engagement, and it helps with hiring and talent retention. In our case, the new HQ has elevated our presence and legitimacy within the government, because it so clearly demonstrates our scale and long-term commitment to Burundi.

We Became More Vertically Integrated

This year we eliminated our reliance on contracted drilling teams because we now have 6 of our own fully outfitted and trained drilling teams. Amazi Water now owns more than 50 vehicles – including drilling rigs, pump trucks, heavy, transport trucks, light trucks, cars, and even 3 buses for employee transport, so we no longer need to rent vehicles (a costly thing in Burundi).

This in-house strategy has substantially decreased our total costs per site and has improved our build quality. It's like paying wholesale instead of retail.



We have Transitioned to Solar Sites

Amazi Water's engineering team has standardized on 5 different solar powered site design/configurations, and in 2023 we are rolling out a new small solar design that rivals the cost of a hand pump yet provides much more water.



Our preferred large configuration uses 18 solar panels attached to a 10,000-liter tank stand, that pipes water to additional tap stands about 1-kilometer away in 3 different directions. These multi-tap systems provide access to clean water, that will be within a 20-minute walk for everyone who lives within a 15 square kilometer region. Due to the dense population, these systems commonly serve 2,500 – 4,000 people.

Recently, our all-in costs for the large solar projects have come down to about \$30,000 (compared to more than \$50,000 for many other organizations). This enables us to provide 20 liters of clean water per-person-per-day, within a 20-minute walk from their home, over the next 20 years for less than \$12 per person!

Burundi may be the Final Frontier for Ultra-High Impact Clean Water Projects

Burundi is the world's poorest country; it lags far behind other developing countries for access to clean water, and none of the major water charities have operated in Burundi. Amazi Water is Burundi's first and only, in-country, implementing

water organization. After President Évariste Ndayishimiye requested and authorized Amazi Water to implement the **Amazi Kuri Bose (Water for All)** program in February of 2021, we have been able to operate freely across the country.

We are at a Key Inflection Point

Historically, the majority of the funding for Amazi Water has come from members of the board of directors. This ongoing, internal funding level has enabled us to pay cash for our headquarters and vehicles, hire and train a staff of over 200, and to reach a build rate of about 75 total projects per quarter. However, for the first time, our production output has grown beyond our internal funding capacity. We need to add additional donors to

increase our build rate and take advantage of this special window of opportunity the government has granted to Amazi Water.

I have never been more excited about our work in Burundi than I am now. 2022 was clearly our breakthrough year, and 2023 promises to be the year we fully implement and fine tune our operating model for the next 6-10 years.

Amazi Water is Uniquely Positioned to make the Greatest Impact with Charitable Dollars

- Clean water provision is the most impactful type of charity work,
- Burundi has the greatest need for clean water
- Ground water is good and plentiful in Burundi,
- The dense population reduces the cost-per-person,
- Amazi Water has used our internal funding for prudent, long-term CAPEX purchases,
- Our teams are fully equipped, staffed, and trained,
- We have been exempted from taxes & tariffs and authorized to work unencumbered,
- Our GIS engineers have mapped out our plan for national water coverage,
- We leverage our water projects to help churches spread the gospel,
- We are not a fund-raising organization that spends donor money to raise more donor money,
- We have reached a very high level of efficiency in building lasting water projects,
- I believe our real-world impact per dollar is unbeatable.

Thank You!

We are so grateful for those who have provided financial support in the past and we pray that if God prompts you to financially support our ministry you will be faithful. One thing we can promise, is that we will carefully use our funding to provide the maximum positive impact on the lives of the poorest of the poor, and to further the Kingdom of God through our life changing work.

May God bless you during this new year,

Robert Vanman
Chairman at Amazi Water