Game changing solutions for Malawi's water challenges
Beyond Water Malawi manufactures and sells low cost pumps for farm and home use and builds local businesses to repair and maintain community pumps. It is a Malawi-led social impact business that responds to local priorities and customer demand for reliable access to convenient water, delivering employment, ownership and prosperity.

2021 marked a year of significant achievement for Beyond Water Malawi. From the 2000th low cost pump sale for farmers and householders, to repairing and maintaining 1,130 community pumps and establishing licensing agreements with District Councils for ongoing maintenance.
2021 HIGHLIGHTS

GROWTH & IMPACT:
- 2000th low cost pump sales for home and farm
- 1130 community pumps repaired and serviced
- 92 small scale businesses established - repairing, maintaining and installing all types of pumps
- 43 local jobs created - manufacturing and sales staff
- Licensing agreements signed with 3 districts

A MALAWI LED SOCIAL IMPACT BUSINESS
- Women led business development focus
- Commitment to Malawian manufacturing
- Malawian Directors, team and shareholders
- Local advisory board

STAKEHOLDER SUPPORT & PARTNERSHIPS
- Minister of Agriculture endorses irrigation pumps
- Presidential recognition of our work
- Partnership for Research, Design and entrepreneur development programme with Malawi Institute of Technology
LOW COST WATER PUMPS FOR HOME AND FARM

Rural householders and small scale farmers tell us they want convenient easy to use water supplies and have the funds to invest. Yet, less than 11% of farmers use irrigation and only 5% of households have a convenient source. We are changing this.

Throughout the year Beyond Water’s dedicated sales teams have been working hard to reach new markets in rural Central and Southern Malawi. Promoting the customer benefits of ownership, convenience, farm productivity and affordability. A range of credit options are offered, linked to growing seasons to ensure that customers can repay. In December 2021, our sales team was delighted to make its 2000th pump sale.

Made in Malawi

Household pumps provide families with convenient access to domestic water. Average distances reduced from 500m to 11m. Time saved for education and livelihoods...

10,003 rural households with access to safe convenient water

Irrigation pumps provide small scale farmers with the opportunity to increase yields by at least 100%. Improving food security and increasing farm incomes

7,515 small scale farmers with low-cost irrigation

Health + Prosperity
Sustainability
Ownership
Choice
Community water pumps are the mainstay of water for rural communities, providing a basic supply for all. However, up to 50% of Malawi’s 126,000 community pumps are non-functional at any given time, as a result of poor management and a lack of prompt repair and regular maintenance. A professionalized service is the way to ensure pumps work and provide basic access for all.

Beyond Water's Repair and Maintenance service develops licensing agreements with District Council’s to establish regular service schedules, repairs within a fixed time frame, uptime performance, guaranteed payments for pump mechanics and support to communities for day to day water point management. Our approach incentivizes stakeholders to ensure functionality.

Beyond Water: Guaranteeing Pump Functionality

- Local service contracts with pump users
- License agreements with District Councils
- Trained & Incentivized Pump Mechanics
- Guaranteed payments
- Monitoring service quality

- 1130 community pumps repaired & maintained
- 92 water entrepreneurs
- 282,500 people with reliable access to water
WOMEN'S EMPOWERMENT

During 2021, Beyond Water has highlighted the success of women pump mechanics, such as Selina (left) and Maria (right). Selina has recently signed her 40th service agreement to look after community pumps. Maria has installed her 26th domestic pump bringing convenient water closer to rural families.

Repairing broken water pumps puts an end to women and girls having to walk 6km a day to fetch water (UN 2021). Investing in household pumps means families have water on their doorstep. Saving even more time for school and work. Irrigation pumps provide women headed households with the opportunity to increase income and resilience through growing and selling more crops.
In early 2021, Beyond Water Malawi finalized its local registration as a Malawian social impact business. It is led by Managing Director Elias Chimulambe and Operations Director Jessy Kawamba, who each have a wealth of experience of the Malawi water sector and business environment.

**Managing Director:**
Elias Chimulambe

**Operations Director:**
Jessy Kawamba

**ADVISORY BOARD**

To support Beyond Water Malawi’s plans to reach all areas of Malawi with its innovative solutions for water poverty, we have recruited a high profile local advisory board to add experience, guidance, expertise and social accountability.

- **Hilton Ngamanya Msamali** 
  MSc, ACCA
  Finance specialist, Entrepreneur mentor and Environment project leader

- **Ngaba Chatata** 
  Founder and MD Thanthwe Farms
  Malawi’s leading woman entrepreneur

- **Prof Address Mauuakowa Malata (FAAN).**
  Leading Educationalist and Health specialist
Beyond Water Malawi is working closely with the Government of Malawi to align its innovative solutions to water poverty with government policy to increase rural prosperity and reduce dependency on aid.

In August 2021, we hosted a visit by the Malawi Minister of Agriculture, Hon Lobin Lowe MP, who was impressed by the efficiency and affordability of our irrigation pump and said, "Low cost farmer led irrigation is the only way to move away from rural poverty"

Directors Elias Chimulambe and Jessy Kawamba, were hosted at President’s House by First Lady Mrs Monica Chakwera to discuss how a social business approach can help improve water access and food security.

Beyond Water continues to develop partnerships with a range of organisations in Malawi to provide water services and products, including Care International, Concern, Plan, CRS and many others.

MALAWI INSTITUTE OF SCIENCE AND TECHNOLOGY

Beyond Water Malawi and the Malawi Institute of Science and Technology have established a partnership for product design and business growth. The two organisations will work jointly on product research and design, and business opportunities.

The aim of the partnership is to produce better pumps in Malawi, creating jobs and ensuring ‘added value’ stays in the country.
INVESTMENT

To grow Beyond Water Malawi, achieving social impact through a sustainable business led approach, we need to attract a mix of investment and support.

In December 2021, we were delighted to announce investment in Beyond Water by Challenges Worldwide, a UK based social enterprise investment vehicle. The investment will provide Beyond Water with repayable capital to support the growth of sales development, product design and manufacturing capacity.

PLANS FOR 2022 AND BEYOND

In 2022 we aim to significantly expand our growth and impact through:

- Expanding the sales team into 4 new Districts. Doubling sales impact.
- Increasing crops yields for a further 5,000 small scale farming households through opportunities to invest in irrigation pumps.
- Increasing convenience, health and opportunities for rural households through opportunities to invest in domestic pumps.
- Expand our Repair and Maintenance service across central Malawi to bring at least a further 1000 community pumps under licensed contract – ensuring reliable access to improved water for at least 250,000 people.
- Opportunities for growth in neighbouring countries: Zambia, Tanzania and Zimbabwe.
Beyond Water Malawi was established as a social impact business by the NGO Pump Aid. It is a locally registered and led organisation. It is part of Beyond Water Group.

CONTACT US

If you are interested in learning more, to partner or explore investment opportunities then please contact us.

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