Dear friends,

It’s an honor to present to you, our partners and friends, our results from 2013 in this annual report.

2013 finds us leveraging the power of the private sector in new ways, plugging into the global dialogues on water, agriculture and health, and reaching even more families in countries around the world.

iDE was honored to work with more than a half dozen corporate partners, including Toro Irrigation, American Standard, and RLG International. With their technical and financial support, we were able to deliver farm equipment to Zambia and Honduras, and develop new products for Bangladeshi families. We extended our reach to new geographies and began a new chapter with these companies.

We also joined the US Water Partnership, a consortium of US water organizations, and made a new commitment to the Clinton Global Initiative to reach one million people with clean water or sanitation within three years, a target we are well on our way to reaching. We were also honored—along with Google and Tesla—by the world’s largest professional for the advancement of technology, IEEE, with their prestigious Humanitarian Engineering Award, while the UN Habitat gave us an award for contribution to the Living Environment.

At iDE, we know the power of business to fight poverty. We see it every day, in 19 countries around the world. On behalf of all of us at iDE, thank you for your support and partnerships. We are grateful, as are more than 250,000 families around the world that directly felt your impact. Thank you.

Tim Prewitt

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**2013 Highlights**

**iDE** was awarded the Clean Irrigation Solutions (CIS) project under USAID’s Powering Agriculture Grand Energy Challenge for Development to commercialize the Universal Pumping Platform (UPP) which enables farmers to chose among a variety of renewable power sources. The platform will be tested in Nepal, Zambia, and Honduras in 2014 and will be commercialized as the Sunflower Pump.

**iDE** was selected as the winner of the National Geographic Great Energy Challenge (GEC) award to carry out quantitative research on the performance of our Sunflower Pump across power sources.

**iDE** expanded its sanitation in Bangladesh from rural to urban with partner ICCO through the SanMark City project in Bangladesh with support from the Bill and Melinda Gates Foundation.

**iDE** completed the Bill & Melinda Gates Foundation funded Rural Prosperity Initiative II project which demonstrated significant gains in farmer productivity and income as a result of investments in micro-irrigation technologies, microfinance, and adaptation of iDE’s Farm Business Advisor Approach.

**iDE** won the Nepal Sanitation Marketing Scale-Up project funded by Grand Challenges Canada to scale up sanitation marketing in Nepal with the goal of reaching 100,000 households with safe sanitation.

**iDE** spoke at the University of North Carolina’s Water and Health Conference about the catalytic impact microfinance can have in WASH and presented findings from research partner IDinsight that demonstrated how sanitation financing can increase latrine uptake by 400% in iDE programs in Cambodia.

**iDE** in collaboration with Toro Micro-Irrigation, won a USAID-funded Partnering for Innovations grant for a Human-Centered Design study to develop a Smallholder Farmer Kit in Zambia.

**iDE** completed the Swiss Agency for Development and Cooperation-funded Scaling Up of Productive Water project which established new business ventures offering micro-irrigation sales and services in West Africa and Central America along with proof of concept in Central Asia.

**iDE** joined the US Water Partnership, a consortium of US water organizations committed to addressing water challenges around the globe, particularly in the developing world.

**iDE** made a new commitment at the Clinton Global Initiative to reach one million people with clean water or sanitation over the next three years.
Impact Numbers

30 years, 3.9 million clients

Irrigation technologies
= 2.58 million cumulative
18,129 in 2013

WASH technologies
= 523,474 cumulative
128,256 in 2013

Latrines
= 121,454 cumulative
62,222 in 2013

Ceramic Water Filters
= 337,707 cumulative
66,034 in 2013
Highlights of Expertise

Leveraging the Power of Business

Partnerships with businesses are fundamental to iDE’s success in catalyzing smallholder agriculture and WASH markets. At the local level, iDE links farmers with input suppliers, and households with latrine and water filter businesses to give people access to the technologies they need to enhance productivity and health. Globally, iDE partners with businesses to improve product development and broaden iDE’s reach.

In 2013, iDE launched a partnership with Toro, a leading producer of irrigation equipment, to design and produce Toro-branded drip irrigation kits for smallholder farmers in Zambia. This project marries Toro’s engineering expertise with iDE’s supply chain capabilities and use of the Human-Centered Design toolkit to understand user needs. With support from USAID, the partnership is off to a great start with the development of the drip kit and the start of field tests in Zambia.

In the WASH space, iDE partnered with American Standard and Bangladeshi manufacturer RFL Plastics, Ltd. to design and produce the SaTo Pan – an innovative latrine pan that earned acclaim for its affordability, ease of use, and effectiveness in separating waste from human contact. iDE and RFL have taken this partnership forward to develop a next-generation sanitation solution that improves durability and quality control in key technical areas of the latrine structure.

Through our award-winning Farm Business Advisor (FBA) program, iDE continued our work with local businesses, such as agricultural input suppliers and microfinance institutions, connecting farmers to these critical resources. iDE runs FBA programs in Cambodia, Zambia, Honduras, Burkina Faso, and Mozambique.

Integrating Agriculture, WASH, and Nutrition

Nutritional status is affected by the quality and quantity of food people eat, as well as by the body’s ability to absorb the nutrients from that food. As such, fighting malnutrition, undernutrition, wasting, and stunting involves interventions that harness local agriculture to provide healthy, nutritious food as well as those that address water, sanitation, and hygiene (WASH) issues to combat diarrheal disease and ensure the body is able to absorb key nutrients.

iDE’s deep experience in agriculture and WASH interventions position us at a nexus that allows us to address nutrition from angles previously treated separately. In 2013, iDE integrated both food security and WASH programming under one project. Through the PROOFS program in Bangladesh, iDE, in cooperation with the Dutch Interchurch Organization for Development Cooperation (ICCO) and the BoP Innovation Centre, is working to improve the nutritional status of 80,000 households by enhancing local production and consumption of nutritious foods and improving household access to improved water, sanitation, and hygiene technologies and practices.
Building Climate Change Resilience

Climate change exacerbates existing global development challenges and increasingly threatens the livelihoods of the world’s poor who depend on the environment for their survival. These people rely on low-input, rain-fed agriculture to meet their basic subsistence needs. Erratic weather makes it more difficult for these farmers to maximize crop yields or determine optimal planting times, while droughts and water shortages drastically reduce yields. iDE supports farmers by introducing more sustainable production practices, encouraging crop diversification, and increasing access to appropriate inputs and technologies. iDE helps farmers gain reliable access to water through climate-smart micro-irrigation technologies that reduce water usage while boosting yields. And, when farmers deploy motorized pumps with the irrigation equipment they are able to reduce their labor while expanding their irrigated land.

At present the most accessible and affordable pump solutions are oversized for farmers needs and require expensive fossil fuels. Consequently, many farmers are either unable to provide sufficient irrigation to their crops, and/or must allocate a sufficient portion of their income to environmentally-hazardous fossil fuels. iDE’s Clean Irrigation Solution (CIS) can compete with fossil fuel pumps both in terms of cost and enhancing agricultural productivity. CIS’s universal piston pump can run on a variety of power sources—solar steam power, photovoltaic power, and grid-connected alternating current (AC) where available. The system accesses groundwater from deeper depths than conventional pumps, and maintains a slow, steady discharge rate. iDE’s goal is to compete directly with fossil fuel-powered pumps on the market, and ultimately shift farmers’ preference toward clean energy pumping solutions. This consumer shift would have a remarkable environmental and socio-economic effect on agrarian communities, reducing annual carbon emissions by as much as 250 kilograms per 1,000 irrigated square meters per pump.

2013 was an exciting year for iDE’s water, sanitation, and hygiene (WASH) program. The organization achieved its 500,000th WASH sale in 2013, meaning it has reached more than 2.5 million people with improved WASH technologies. iDE programs in Ethiopia and Zambia were among the first on the continent to launch Sanitation Marketing efforts with support from UNICEF. iDE Zambia entered a nascent market and identified pit collapse as a primary deterrent preventing the uptake of sanitary latrines. The program introduced two new products into the market to address this challenge. Ethiopia proved to be a market of high potential due to the lack of latrine products available and high awareness about the importance of sanitation. Mini sales tests completed in Ethiopia were the most successful to date in any iDE program, confirming the need for more developed sanitation markets that respond to the true needs of the rural customer. In addition, iDE’s Sanitation Marketing programs in Asia continued to thrive. iDE Nepal’s Sanitation Marketing pilot project was a success, demonstrating the potential of the approach and laying the necessary foundation to secure funding for a scale up project that will begin in 2014. In Bangladesh, iDE’s initial SanMark pilot disrupted the latrine market by introducing innovative technology options and attracting large private companies such as American Standard and RFL Plastics, Ltd. to engage in the sanitation sector. iDE’s flagship WASH effort, the Sanitation Marketing Scale Up (SMSU) project in Cambodia, continued to shock the WASH sector by facilitating the sale of 58,000 latrines through more than 150 local businesses in 2013 alone, that’s nearly 5,000 latrines a month!

iDE’s Technology and Innovation Group (TIG) held its first annual TIG Challenge. The TIG Challenge is an offer to all iDE’s country programs to come up with small projects to develop innovative ideas that will have broad application across iDE’s programs. The winners were a drip irrigation re-design using human centered design principals in Nepal, and a collaborative agriculture-WASH project in Zambia.

Both of iDE’s social enterprises are thriving. Hydrologic, producer of energy-saving ceramic water filters in Cambodia, provides an alternative to boiling for creating safe drinking water. (continued on p4)
The filters enable Cambodian households to reduce fuel wood consumption, decreasing carbon, which has led to a decrease in carbon dioxide emissions of 90,000 tons per year. Hydrologic is authorized to sell carbon credits on the voluntary carbon market by the Gold Standard certification body. iDEal Tecnologías, a distribution arm for micro-irrigation technologies, continues to grow and has broadened its reach from Central America to provide affordable micro-irrigation equipment globally.

Finally, iDE is now located within The Posner Center for International Development. After three years of development work, iDE and its partners succeeded in creating and launching the Posner Center for International Development which brings together more than 60 development-oriented businesses and organizations dedicated to growing solutions to global poverty. The Posner Center is located in Denver’s historic Five Points neighborhood. At the end of 2013, iDE successfully spun The Posner Center for International Development off to a standalone 501c3.

*iDE continues to suspend operations in Mali.
Institutional Donors

Agência de Desenvolvimento do Vale de Zambeze (ADVZ)
Agencia Española de Cooperación Internacional para el Desarrollo (AECID)
Allan & Nesta Ferguson Charitable Trust
Alliance for a Green Revolution in Africa (AGRA)
Ansara Family Fund
Arab Gulf Programme for Development (AGFUND)
Asia Refuge Council/LEAP 201
Australian Agency for International Development (AusAID)
Australian Centre for International Agricultural Research (ACIAR)
Barrick Gold Corporation
Big Lottery Fund
Bill & Melinda Gates Foundation
BOM - Banco Oportunidade de Moçambique
Cambodian Ministry of Agriculture, Forestry and Fisheries
Canadian International Development Agency
Caritas International Federation
Clinton Global Initiative (CGI)
Codespa Foundation
Comart Foundation
Comic Relief
Consultative Group on International Agricultural Research (CGIAR)
Coop Group
Danish Ministry of Foreign Affairs (DANIDA)
Digital Green Foundation
Energy and Environment Partnership (EEP) in Southern and East Africa
European Commission
Ford Foundation
The World Vegetable Center (AVRDC)
Geisse Foundation
Global Sanitation Fund (GSF)
Goodwill Community Foundation
Government of Mozambique (GoM)
Heifer International
HELVETAS Swiss Intercooperation
Honduras Sin Hambre
IAMGOLD Corporation
iDE Canada
Innocent Foundation
Inter-American Development Bank (IADB)
Interchurch Organization for Development Assistance (ICCO)
International Development Research Centre (IDRC)
International Fund for Agricultural Development (IFAD)
International Water Management Institute (IWMI)
Japan International Cooperation Agency (JICA)
Kiva
Ludwig & Miller Family Foundation
Mace Legacy
Manitoba Council for International Cooperation (MCIC)
Mercy Corps
Montview Boulevard Presbyterian Church
National Collegiate Inventors and Innovators Alliance (NCIIA)
National Geographic
Nestlé
The Netherlands Organisation for Scientific Research (NWO)
New Zealand Aid Program (NZAP)
Nordic Climate Facility (NCF)
Oxfam Hong Kong
Pamela & Robert Mace Legacy
RAIN Foundation
Renewable Energy & Energy Efficiency Partnership (REEEP)
Renewable World
RLG International
Rockefeller Foundation
Rotary International
Salesforce.com
Self Help Africa
Sociedade Algodoeira do Niassa, Lda (SAN) Mozambique
Solidaridad Network
Stone Family Foundation
Swedish International Development Cooperation Agency (SIDA)
Swiss Agency for Development and Cooperation (SDC)
Syngenta Foundation
Tesco
United States Agency for International Development (USAID)
United Kingdom Department for International Development (DFID)
United Nations Children's Fund (UNICEF)
Vitol Foundation
Wageningen University and Research Centre
Waterlines
Water Supply and Sanitation Collaborative Council (WSSCC)'s WISE Foundation
World Bank
Xylem
Financials

2013 by Country

<table>
<thead>
<tr>
<th>Country</th>
<th>Revenue</th>
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<tbody>
<tr>
<td>Bangladesh</td>
<td>$3,400,064</td>
</tr>
<tr>
<td>Burkina Faso</td>
<td>$693,591</td>
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<tr>
<td>Cambodia</td>
<td>$4,538,005</td>
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<td>Ethiopia</td>
<td>$4,825,104</td>
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<tr>
<td>Ghana</td>
<td>$675,317</td>
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<tr>
<td>Honduras</td>
<td>$429,950</td>
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<tr>
<td>Mozambique</td>
<td>$1,117,582</td>
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<tr>
<td>Nepal</td>
<td>$1,716,864</td>
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<tr>
<td>Nicaragua</td>
<td>$547,499</td>
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<td>Vietnam</td>
<td>$268,955</td>
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<tr>
<td>Zambia</td>
<td>$1,653,209</td>
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<tr>
<td>Other*</td>
<td>$2,836,387</td>
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*Includes El Salvador, Guatemala, Kyrgyzstan, multi-country projects.

iDE's Social Enterprises

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Revenue</th>
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<tbody>
<tr>
<td>Hydrologic</td>
<td>$1,161,573</td>
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<tr>
<td>iDEal</td>
<td>$547,499</td>
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Expense Detail

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<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Subgrants</td>
<td>$3,853,714</td>
<td>17%</td>
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<tr>
<td>Personnel</td>
<td>$8,465,059</td>
<td>37%</td>
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<tr>
<td>Professional Services</td>
<td>$3,583,361</td>
<td>16%</td>
</tr>
<tr>
<td>Vehicle &amp; Equipment</td>
<td>$2,681,773</td>
<td>12%</td>
</tr>
<tr>
<td>Office Expenses</td>
<td>$1,717,898</td>
<td>9%</td>
</tr>
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</table>

Expense Breakdown

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<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Field Programs</td>
<td>$20,565,324</td>
<td>90%</td>
</tr>
<tr>
<td>General/Administrative</td>
<td>$2,063,383</td>
<td>9%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$100,375</td>
<td>1%</td>
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</tbody>
</table>

2013 Income

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants (Public &amp; Private Foundations)</td>
<td>$18,083,274</td>
<td>76%</td>
</tr>
<tr>
<td>Individual Donations</td>
<td>$590,435</td>
<td>2%</td>
</tr>
<tr>
<td>Field &amp; Program Revenue</td>
<td>$3,100,138</td>
<td>13%</td>
</tr>
<tr>
<td>Sales</td>
<td>$1,953,420</td>
<td>9%</td>
</tr>
</tbody>
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