



2025 Safe Water Enterprises Market Update for Ghana

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FOREWORD

Dear Friends, Partners and Stakeholders,

I am pleased to present the 2025 Small Water Enterprises (SWE) Market Update Report, which builds on the foundation established in last year's report and reflects the continued evolution of Ghana's SWE ecosystem.

Over the past year, we have seen encouraging signs that the SWE market in Ghana is maturing. This report documents key investments, service expansions, operational improvements, and collaborative initiatives undertaken by participating enterprises. Together, these developments illustrate how small water enterprises are steadily strengthening their role as a reliable and complementary model for delivering safely managed water services, particularly in rural, peri-urban, and other underserved communities where conventional systems often face limitations.

The progress captured in this report demonstrates what is possible when new ideas, professional management, and strong partnerships come together. Across the country, safe water enterprises are improving service reliability, adopting new technologies, strengthening operational performance, and expanding their reach to communities that have historically been left behind. These efforts are helping to close critical service gaps while reinforcing the importance of locally anchored, sustainable water service models.

At the same time, the growth of the SWE market underscores a broader opportunity for Ghana's water sector. Achieving universal access to safely managed water services will require a diverse ecosystem of service providers working alongside public utilities and community systems. Safe water

enterprises have an important role to play in this ecosystem, particularly when supported by clear policy frameworks, appropriate regulation, access to financing, and coordinated sector leadership.

Encouragingly, we are seeing greater collaboration across the sector. The continued work of the SWE Alliance, and our engagement with government institutions and development partners is helping to strengthen the enabling environment for these enterprises to grow and thrive. These partnerships will remain essential as we work together to unlock the full potential of the SWE market.

At Safe Water Network, we remain deeply committed to advancing sustainable water solutions that can be scaled. Our role is not only to operate safe water enterprises, but also to convene, catalyze, and strengthen the broader ecosystem that allows these models to succeed.

The journey toward universal water access is far from complete. Yet the progress captured in this report gives us confidence that with continued innovation, collaboration, and investment, safe water enterprises can play an increasingly important role in helping Ghana achieve safe water for every community.

We hope this report provides valuable insights for policymakers, investors, practitioners, and development partners as we collectively work to accelerate progress in Ghana's water sector.

Charles Nimako
Ghana Country Director
Safe Water Network

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1. INTRODUCTION

The **2025 State of the Safe Water Enterprise (SWE) Market Update Report** provides a snapshot of progress made by seven (7) SWEs operating across Ghana in expanding access to safe and reliable drinking water. The report documents the collective contributions of these enterprises to advancing Sustainable Development Goal 6.1.

SWEs are locally operated water service providers that run off-grid community water systems, treatment stations, kiosks, and in some cases piped household connections. By operating as sustainable local water businesses, SWEs help extend safe and affordable water services to rural, peri-urban, and underserved communities that conventional utilities often struggle to reach.

This report builds on the **2024 State of the SWE Market Update Report**, highlighting developments during the year under review. It catalogues key investments, service expansions, operational improvements, and collaborative initiatives undertaken by participating enterprises, and illustrates how the SWE market continues to evolve as a complementary model for delivering reliable and safely managed water services in Ghana.

2025 AT-A-GLANCE
Active SWE implementers: 7
New systems installed: 53
Systems upgraded: 15
On-premise connections: 4,696
Population reached with safely managed access: 25,690
Total population reached: 92,788 (cumulative as of 2025 = 1,105,380)
New communities reached: 33
Combined footprint: Operations in 747 communities across 16 regions
Key developments: Two SWEs identified and profiled



Photo credit © Safe Water Network

2. SWE IMPLEMENTERS: PROFILE, LANDSCAPE & COVERAGE

There are currently seven (7) active SWEs operating in Ghana, five (5) nonprofit organizations and two (2) for profit enterprises. All nine implementers have been working in the country for over a decade, operating as local affiliates of international institutions.

Each SWE uses a slightly different service model, usually built around public-private partnership arrangements, and serves different market segments, including rural, peri-urban, small-town, and urban areas. Their water distribution approaches also vary, ranging from water kiosks and public taps/standpipes to direct piped connections to homes, schools, health care facilities and businesses.

In this year's update, two additional implementers — Dani Hydro Drill and Blue-Grey Aqua Technologies — are profiled for the first time, expanding the picture of the SWE landscape in Ghana. Table 1 provides an overview of the organizations, including their type, years of operation, service models, and the markets they serve.

Table 1: Profile of Active SWE Implementers

ORGANIZATION NAME	TYPE	YEARS OF OPERATION	OPERATIONAL MODEL	DISTRIBUTION MODEL	MARKETS
Safe Water Network	Non-profit	13	Build Own Operate and Transfer	Hybrid	Small towns/ peri-urban
Easy Water for Everyone	Non-profit	11	Built Own Operate	Standpipes	Rural/Peri-urban
Project Maji	Non-profit	11	Build Own and operate	Hybrid	Rural
Saha Global	Non-profit	16	Build Own Operate and Manager	Kiosks & point sources	Rural
APDO	Non-profit	39	Build your own and operate	Hybrid	Rural
Dani Hydro Drill	Profit	14	Rehabilitate, Operate & Transfer	Standpipe + HHC	Rural & Peri Urban
Blue Grey Aqua Tech	Profit	4	Build own operate and Manage		Rural & Peri-urban

In 2025, SWEs continued to operate in selected districts across all 16 regions in Ghana. Table 2 presents the footprint of each implementer to date across the 16 regions of Ghana.

Table 2: SWE Footprint and Coverage to Date

ORGANIZATION NAME	TOTAL NUMBER OF SYSTEMS	COMMUNITIES SERVED	DISTRICTS COVERED	REGIONS COVERED
Safe Water Network	125	176	44	10
Easy Water for Everyone	35	35	9	5
Project Maji	102	49	12	6
Saha Global	466	462	25	6
APDO	21	22	6	2
Dani Hydro Drill	2	2	2	2
Blue Grey Aqua Tech	1	1	1	1
Cumulative	752	747	NA	NA

Safe Water Network has 125 stations and 48 substations serving a total of 176 communities



Photo credit ©Project Maji Foundation

A customers at a water treatment facility provided by Project Maji Foundation

3. FIELD EXPANSION & OPTIMIZATION

In response to increasing demand for safe and reliable water services, five implementers expanded their operational footprint into new communities. Collectively, SWEs installed 53 new systems and upgraded 15 existing ones, extending piped connections to 4,696 homes across 33 new communities.

Table 3: Field Expansions and Optimization – 2025 Additions Only

ORGANIZATION NAME	NEW SYSTEMS	SYSTEMS UPGRADED	ON-PREMISE CONNECTIONS	WATER POINTS	COMMUNITIES REACHED	DISTRICTS ENTERED
Safe Water Network	7	5	4,632	0	10	2
Easy Water for Everyone	3	4	Nil	3	3	2
Project Maji	35	4	7	35	14	1
Saha Global	8	NA	NA	NA	4	0
APDO	Nil	Nil	Nil	Nil	Nil	Nil
Dani Hydro Drill	0	2	1	8	2	2
Blue Grey Aqua Technologies	Nil	Nil	56	Nil	Nil	Nil
Cumulative	53	15	4,696	46	33	NA



SWEs operate in a difficult market environment. Rising cost of inputs including energy costs, limited ability of customers to pay for water services, and competition from free water sources all affect the sustainability of water services. To remain financially viable while keeping water affordable, SWEs must continually improve their operating models to either increase revenue or reduce costs.

In 2025, several efforts were made to strengthen these models. Key improvements included solar-powered systems to lower energy costs, digital payment solutions to improve revenue collection, and water flow and remote monitoring technologies to better manage system performance and reduce losses. These optimizations help SWEs operate more efficiently while continuing to provide safe and reliable water services to communities. Table 4 summarizes the progress to date.

Table 4: Emerging Technologies

ORGANIZATION NAME	# OF SYSTEMS POWERED BY SOLAR		SYSTEMS ON DIGITAL MONITORING		SYSTEMS WITH DIGITAL PAYMENT PLATFORM		SYSTEMS UNDER REMOTE MONITORING	
	2025	To date	2025	To date	2025	To date	2025	To date
Safe Water Network	2	78	6	115	6	165	6	6
EasyWater for Everyone	4	9	Nil	Nil	17	19	NA	NA
Project Maji	35	102	35	102	35	102	35	102
Saha Global	NA	NA	NA	NA	1	1	3	3
APDO	Nil	13	Nil	2	Nil	2	NA	0
Dani Hydro Drill	1	1	2	2	-	-	-	-
Blue Grey Aqua Technologies	Nil	Nil	1	1	1	1	1	Nil
Cumulative	42	203	44	222	60	290	42	108



Upgrade of Water Station to Solar-Powered System at Monkrate Community – Dambai

4. EXPANDING ACCESS TO SAFE WATER

In 2025, SWE implementers expanded safe water services to a total of 92,788 people through on-premise piped connections and public standpipes. Continued network expansion and system optimization enabled 4,696 households to transition from basic to safely managed service levels. Table 5 summarizes progress toward access indicators for 2025 and cumulative achievement to date.

Table 5: Access to Safe Water - 2025 and Cumulative

ORGANIZATION NAME	TOTAL POPULATION SERVED		POPULATION SERVED WITH SMA		# OF ON-PREMISE CONNECTIONS		# OF PUBLIC ACCESS POINTS	
	2025	To date	2025	To date	2025	To date	2025	To date
Safe Water Network	35,674	696,338	23,160	84,180	4,632	16,836	0	612
Easy Water for Everyone	4,839	23,845	NA	NA	NA	NA	NA	NA
Project Maji	47,000	170,000	50	50	7	20	35	102
Saha Global	2,400	135,907	NA		NA	NA	-	466
APDO	Nil	76,300	-	8477	Nil	204	-	330
Dani Hydro Drill	2,200	2,200	2,200	2,200	1	1	2	2
Blue Grey Aqua Tech	675	790	280	500	56	100	Nil	7
Cumulative	92,788	1,105,380	25,690	95,407	4,696	17,161	37	1519

SMA – Safely Managed Access



Photo credit © Saha Global

5. SECTOR ENGAGEMENT AND ADVOCACY

To accelerate the scale-up of SWEs, the sector needs stronger evidence, clearer visibility of SWE models, and a deeper understanding of our contribution to national development priorities and SDGs. In the year under review, we engaged in coordinated advocacy, sector dialogue, and research initiatives aimed at elevating the role, effectiveness, and sustainability of SWEs within Ghana’s water landscape.

The SWE Alliance’s Quarterly Meetings, Beyond the Pipe Forum, National Technical Working Group on Water Meetings, Mole Conference, and Nsupreneurs Summit, provided a shared platform for implementers to collaborate, discuss sector-wide challenges, share findings and learnings, engage the sector Ministry and jointly identify pathways for scaling and strengthening SWE operations. Engagement and advocacy activities focused on the following core themes.

Table 6: 2025 Advocacy Priorities

ORGANIZATIONS	WATER SAFETY PLANNING	SM ACCESS EXPANSION	LAST-MILE ACCESS	OPERATIONAL EFFICIENCY	FINANCING & SUBSIDIES	SECTOR COORDINATION
Safe Water Network	✓	✓		✓	✓	✓
Easy Water for Everyone	✓	✓	✓	✓	✓	
Project Maji				✓	✓	
Saha Global	✓		✓	✓	✓	
APDO						
Dani Hydro Drill				✓		
Blue Grey Aqua Technologies		✓		✓		

Furthermore, we carried out pilot programs and research initiatives to understand and garner more evidence to support sector advocacy efforts. Among them were:

- Targeted Subsidy Program:** Safe Water Network is collaborating with the Aquaya Institute, to pilot a targeted subsidy in selected communities in Ghana, with findings expected to be released in 2026.
- Social Impact Assessment:** Safe Water Network commissioned a study that assessed the socio-economic impacts of direct household piped connections across 2,534 households. Findings showed that 88.3% of connected households experienced significant improvements in health, finances, and education of household members with direct piped connections.
- Quantifying Operations & Maintenance Financing Gaps in Ghana’s Rural and Last-Mile Water Systems:** EasyWater for Everyone, in partnership with Project Maji Foundation and Wellfish Technologies, analyzed O&M financing data from 50 solar-powered water systems across Ghana. The study found a total



Water System Operation

O&M deficit of US\$6,588, with cost recovery averaging just 64% - declining further in larger communities. The results confirm that tariff-only models are insufficient for sustainable rural water service delivery and recommended establishing a district WASH Maintenance Fund, co-financed by government, the private sector, and development partners, to advance Ghana's SDG 6.1 targets.

- **Cost study:** Executed by Saha Global, the study investigated the full cost of subsidy required to provide sustainable service to the last mile. Findings indicate an annual subsidy of \$2.77 per person is required to ensure sustained service delivery to last mile communities. Building on these findings, Saha is proposing a Last Mile Water Service Reliability Fund to close the subsidy gap. The proposed district-level fund would invest seed capital and use investment returns to finance O&M financing gaps for last-mile service providers, with disbursements tied to independently verified service delivery benchmarks.
- **Mapping Ghana's last mile communities:** Saha Global, in partnership with the Aquaya Institute, deployed Aquaya's Project W platform to estimate the national last-mile population. The exercise identified 19,434 last-mile communities with an estimated combined population of 4 million people. This data combined with the findings from the cost study reveal that Ghana needs about 11 million dollars annually to ensure reliable water access to the last mile.



Photo credit: ©Blue Aqua Tech

6. 2026 OUTLOOK & NEXT STEPS

In 2026, SWEs will focus on strengthening collaboration and coordination across the sector to support the growth of enterprise-based water services in Ghana. A key priority will be improving information sharing and regular reporting to the sector ministry, while also deepening collaboration among implementers through the SWE Alliance.

The Alliance will work to expand its membership to include other actors that directly provide water services, helping to build a stronger and more coordinated network of providers. Actors will also seek to consolidate common advocacy priorities and explore options for formalizing the SWE Alliance so it can more effectively represent the sector and engage with government and partners.



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