

# Results-Based Grants for Scale

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Application Guidelines and FAQ



**Aqua for All**

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## Application Guidelines and FAQ

**Scaling Climate-Resilient WASH** aims to strengthen water and sanitation SMEs in West Africa and the Horn of Africa, equipping them to address climate-related challenges and improve access to safe water in vulnerable communities.

This programme focuses on providing tailored technical assistance and outcome-based funding to help SMEs develop sustainable business models, implement climate adaptation strategies, and attract private investment. In addition, the programme will support local financial institutions with de-risking instruments and technical assistance to catalyse private investment and increased lending to the WASH sector.

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### RESULTS-BASED GRANTS FOR SCALE

Results-Based Grants refer to payments made upon delivery and verification of pre-defined results or outcomes. Grants under this programme are allocated to support WASH enterprises in reaching their business and impact goals. These grants are intended to allow flexibility in attaining these outcomes, and link financing to verified success rather than activities.

### GRANT CHARACTERISTICS

<b>Ticket Size</b>	Up to <b>EUR 200,000 USD</b> , depending on the size and needs of the enterprise
<b>Terms</b>	If selected, Aqua for All will work together with the enterprise to design and structure targets (2-3 specific metrics) which will be linked to result-based payments. Results can include (but are not limited to): business performance, investment readiness, impact additionality or climate outcomes.
<b>Timeframe</b>	Selections will be finalised by Q2 2025, followed by the structuring phase. We expect the transactions to be contracted and take effect from mid-2025.

## KEY SELECTION CRITERIA

- **Sector focus:** Impact enterprises with a clear focus on water, sanitation and hygiene (WASH)
- **Geography:** West Africa and the Horn of Africa
- **Enterprise stage:** Growth-stage enterprises with a defined product/service offering and an established base of paying customers with a business track record of at least 3 years
- **Business model:** Although there are no specific constraints regarding the legal form, enterprises must have a clearly defined business model and generate revenues out of their activities
- **Financial sustainability:** Enterprises should have reached or have well-defined plans for financial sustainability (break-even point and profitability projections)

## TIMING AND CONTACT

Applications can now be submitted online via this application form:

<https://form.typeform.com/to/Va2gsmyu>

The application deadline is 16 February 2025, at 2.00 PM Central European Time (CET). For further questions, please contact [programmes@aquaforall.org](mailto:programmes@aquaforall.org)

For more information, please join our [Webinar](#) on 6 February 2025 at 3.00 PM Central European Time (CET). Registration is required.

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## ABOUT AQUA FOR ALL

Aqua for All is an international foundation committed to providing universal access to safe drinking water and sanitation services that are inclusive, affordable and sustainable. Our mission is to mobilise private capital for entrepreneurs to transform the water and sanitation sector in low- and middle-income countries.

We support local water and sanitation service providers to scale their market-based solutions and to attract private capital. By catalysing private capital for market development and increasing access to finance, we accelerate access to climate-resilient water and sanitation services, especially in Africa and Asia.

We believe that market-based solutions, combined with public and private capital are needed to bridge the service and financial gap to achieve SDG 6 – water and sanitation for all.

More info: <https://aquaforall.org/>

## Frequently Asked Questions (FAQ)

<p><b>What's the difference between Results-Based Grants and SIINC (Social Impact Incentives)?</b></p>	<p>Results-Based Grants and <u>Social Impact Incentives (SIINC)</u> share many similarities, as they are both result-based payments for growth stage enterprises. A few key differences:</p> <ul style="list-style-type: none"> <li>• SIINCs are part of the <u>Impact-Linked Fund for WASH</u> and focus exclusively on impact-related outcomes. In contrast, results-based grants can encompass a wider range of results depending on the growth goals of an enterprise.</li> <li>• SIINCs and Result-Based Grants have different selection criteria, including the requirements to raise repayable finance and have an existing Impact Measurement and Management (IMM) system.</li> <li>• SIINCs look at long-term impact outcomes. Results-Based Grants can provide payments against both short-term outputs and long(er) term outcomes</li> <li>• Although Results-Based Grants are not exclusively focused on impact, enterprises should still be aligned with the impact standards of Aqua for All and SDG 6.</li> </ul> <p>Enterprises may still be eligible for a Results-Based Grant if they do not meet all criteria for a SIINC transaction.</p>
<p><b>What is the working language of the programme?</b></p>	<p>Aqua for All's working language is UK English and therefore all legal documents will be created in UK English.</p> <p>Application documents and applications can be submitted in French or English. Interviews can also be facilitated in French or English.</p>
<p><b>What metrics are used for the result payments?</b></p>	<p>There are no fixed indicators for the result-based payments but they will be determined based on the selected enterprises' scaling plans and needs. You can give an indication of your plans and goals in the application.</p>

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<p><b>What happens if I do not achieve the results?</b></p>	<p>The payments to be received are linked to the metrics which are decided per enterprise and depend on which outcomes the enterprise aims to achieve. In case you do not reach the minimum targets, you will not receive any payment for that specific period.</p>
<p><b>How will the payments work?</b></p>	<p>Projects will run for 2 years with results payments made on an annual basis, after independent verification on the results.</p> <p>Enterprises will have the option to receive a small mobilisation fee at the beginning of the programme which will be offset from the result payments.</p>
<p><b>What does the Technical Assistance (TA) component in this programme look like?</b></p>	<p>With Technical Assistance (TA) for SMEs, we refer to resources used for consulting specific needs, aiming to scale businesses, de-risk investments, and enhance impact in the WASH sector. The TA can be offered alongside a 1:1 Results-Based Grant or provided independently to enterprises that are ineligible for a Grant. Depending on the focus area, TA is delivered by Aqua for All's in-house experts or external TA providers.</p>
<p><b>What will be the focus areas of the Technical Assistance (TA)?</b></p>	<p>The programme includes targeted TA focused on growth or climate resilience:</p> <ul style="list-style-type: none"> <li>• TA for growth addresses areas such as technical due diligence, marketing strategies, investment readiness, or impact measurement and management (IMM). The focus is determined collaboratively by Aqua for All and the enterprise via a needs assessment.</li> <li>• TA for climate resilience uses Aqua for All's climate risk assessment tool to identify risks and design meaningful adaptation measures, with financing available for implementation.</li> </ul>