

# 2014 Ideas at Work

## Highlights 2013/2014

- Larger **New Factory** has been opened on the outskirts of Phnom Penh.
- **Over a Quarter of a million people** have daily easy access to cleaner water with Rovai pump.
- Since the beginning of IaW in 2006 a **total of 6472** water pumps have been installed and **99%** are still working.
- In all **24 Cambodian provinces** Rovai pumps can be seen in use every day.



## Challenges for Ideas at Work-Cambodia

In 2013 Cambodia has had National Elections which gave tension to the country. IaW wasn't able to do promotion in the field for 2 months. Despite many protests, at the end of 2013 the country was back to normal again but forming a new government took a long time into 2014.

We have encountered several copy rope pumps that has affected our work with the NGOs. Convincing them of our quality has proven to be a challenge.

In 2013 we started with galvanizing the Rovai pumps to expand the life-span of the pump to 10 years

As quality is important for us we will keep monitoring our pumps in the field.

Now that the new and improved galvanized RopePump-8 has been launched we have also been looking at designing a cheaper rope pump for 1 family. The Vertical Rovai:

**Rope pump: over 275.000 people have easy access to cleaner water**

**2013/14: 1254 pumps sold**



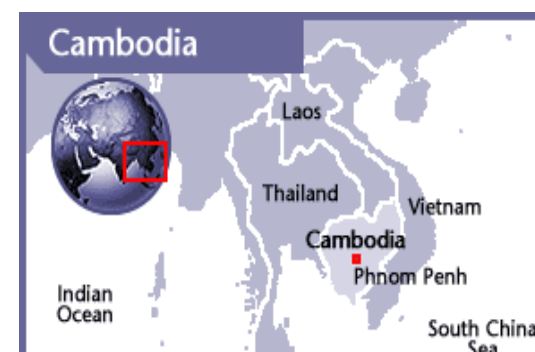
### Bringing IaW from NGO to business

Huy Dara is my name and since 2009 I am the General Manager of Ideas at Work. My goal is to produce quality and affordable water products for the poor and develop a sustainable social company at the same time.



#132, HANOI STREET, SANGKAT KHMUONH, KHAN SEN SOK  
PHNOM PENH, CAMBODIA  
WWW.IDEAS-AT-WORK.ORG  
INFO@IDEAS-AT-WORK.ORG

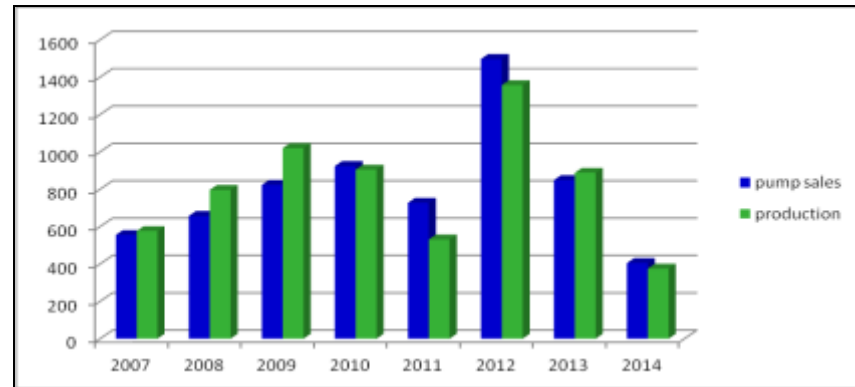
Investments & donations:  
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5<sup>th</sup> Open Day  
30 May 2014

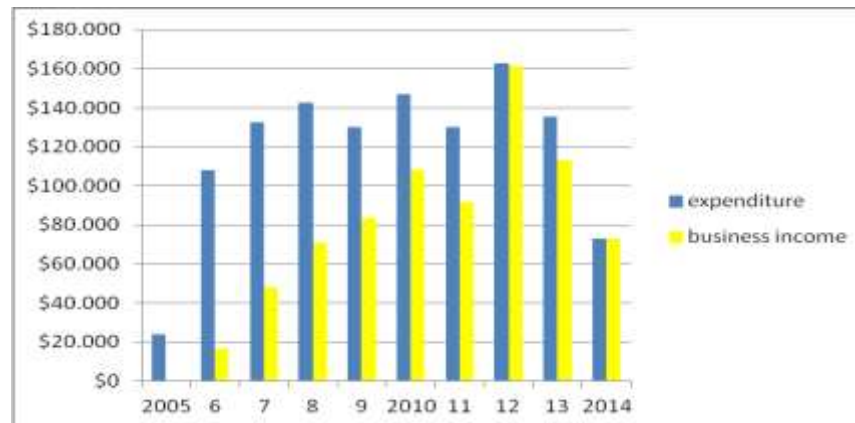
After moving in the new and larger premises Ideas at Work organized an Open Day to show new and old products and also invited partners to display their work and products:

- BB2C (Rudi treadle pump),
- LOCAB Solar (solar water pumps),
- AAWS (flexible water storage),
- BOB (flexible and transportable rainwater storage)
- BWN (table top water filter)
- IaWs organic vegetable growing initiative



Production/sales figures

Balance sheet 31-12-2014			
Total current assets	\$21.844	Current liabilities	\$5.070
Total fixed assets	<u>\$5.218</u>	Long term liabilities	<u>\$0</u>
Total assets	\$27.062	Total liabilities	\$5.070
<b>Total Equity</b>	<b>\$21.992</b>	<b>Total Equity</b>	<b>\$21.992</b>



Profit/Loss 1-jan - 31-dec 2014			
Income pump sales	\$62.565	Cost of sales	\$20.006
Other income (incl organic vegetable farming)	\$19.593	Expenses pump production	\$66.125
		Other expenses	<u>\$6.912</u>
			\$93.043
<b>net profit</b>	<b>-\$10.885</b>		

