

WHAT THE MEETING SURFACED FOR KENYA

REFLECTIONS FROM FRESH LIFE'S 3RD RBF ADVISORY COMMITTEE MEETING

Haiti's experience sparked discussion on how Kenya can chart a similar path. A national goal of ending open defecation gave DINEPA a mission-level reason to formalise financing for non-sewered sanitation. **Kenya's National Sanitation Management Policy offers the same anchor**, alongside Programme-for-Results, blended finance and public-private partnerships. What is needed now is stronger institutional coordination, so public funds flow to private providers against verified outcomes.

EMERGING OPPORTUNITIES IN KENYA:

- **A Pro-Poor Policy** proposed by Nairobi City Water, setting aside 0.5% of utility revenue into a revolving fund for water and sanitation infrastructure in informal settlements.
- **A Sanitation Development Levy**, as a potential dedicated source of sustainable sanitation financing.
- **Performance-based contracting and procurement reform**, presented by Water Sector Trust Fund, leveraging commercial finance alongside public investment.

SHARED RECOMMENDATIONS FOR GOVERNMENT ENGAGEMENT

- ✓ **Co-design with government** – build the mechanism and metrics jointly with government, service providers and development partners from the outset. Moving from approval to co-design builds trust and institutional ownership.
- ✓ **Start with a bounded pilot and ground cost recovery in local realities** – a defined household count and contract period, with targets built from real local cost data, is easier to agree on than an open-ended mandate.
- ✓ **Build in independent verification** – external verification exposes gaps to be closed and gives the government the confidence to contract and disburse public funds.
- ✓ **Secure working capital** – services are delivered before outcome payments arrive, so bridging finance is what keeps operations continuous.
- ✓ **Philanthropy as a catalyst** – early funding proves the concept and de-risks adoption for government. Our outcome funders have financed services for thousands of people and donor confidence in the model is what allowed the government of Haiti to sign its first public sanitation contract, and is building the same momentum in Kenya.

THREE CRITICAL STEPS FROM PHILANTHROPY TO PUBLIC FUNDING

ALIGN POLICIES AND REGULATIONS · INCREASE PRO-POOR BUDGET ALLOCATION · DEVELOP A SERVICE-BASED CONTRACTING PROCESS

RBF builds the bridge and the system needed to scale inclusive sanitation sustainably. We invite our partners, current and new, to keep building the bridge with us.

Our RBF journeys have been made possible with the financial support of:

Fresh Life (Kenya):



SOIL (Haiti):



FROM DONOR FUNDING TO GOVERNMENT FINANCING:

Results-Based Financing (RBF) as the Bridge

WHY RESULTS-BASED FINANCING?

Sanitation financing has long centred on sewer infrastructure, leaving out millions of urban residents that sewers have yet to reach. Serving everyone through citywide inclusive sanitation will take a mix of financing sources and collaboration between government, utilities and private providers.

We see Results-Based Financing as the bridge. It mirrors how governments already pay – for verified results, not activities. RBF de-risks adoption, allows the government to test the model before committing, and creates a clear pathway to public contracting of non-sewered sanitation, reducing reliance on donor funding over time.

Insights from the 3rd RBF Advisory Committee Meeting, convened by Fresh Life, featuring SOIL and Haiti's National Directorate for Water Supply and Sanitation (DINEPA).

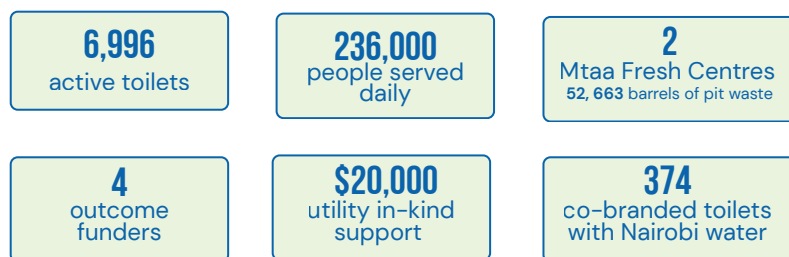


FRESH LIFE: KENYA

TWO YEARS OF RBF

Fresh Life operates in four cities across Kenya and Zambia; our RBF mechanism is currently targeted towards delivery of safe sanitation in Nairobi. Two years in, Fresh Life's mechanism has moved from a promising pilot to a maturing system – one built to carry a future government contract.

RESULTS OF TWO YEARS OF RBF IN NAIROBI



OUR KEY HIGHLIGHTS?

Our partnership with Nairobi Water deepened: doubling in-kind support, alongside 374 co-branded toilets and joint expansion efforts in Nairobi's informal settlements. Our outcome funders engaged KPMG as an Independent Verification Agency, the same assurance governments need to contract and disburse public funds. We have also sustained delivery even through network disruptions and the closure of one Mtaa Fresh station as city development works advanced in Nairobi, adjusting targets in step through the RBF Board.

TWO STRUCTURES STEERING THE RBF JOURNEY

- ✓ **The RBF Board brings Fresh Life together with its outcome funders** to review performance against targets, adjust contract terms, and design verification protocols.
- ✓ **The RBF Advisory Committee convenes the public sector:** the Ministry of Water, Sanitation & Irrigation, the Ministry of Health, WASREB (the regulator), Nairobi City County, Nairobi City Water & Sewerage Company, the Water Sector Trust Fund **and other sanitation actors** including the Sanitation and Hygiene Fund, APHRC and Waternet. Its mandate: create the vision and roadmap for government contracting, and identify co-financing opportunities that channel funding to RBF via government.

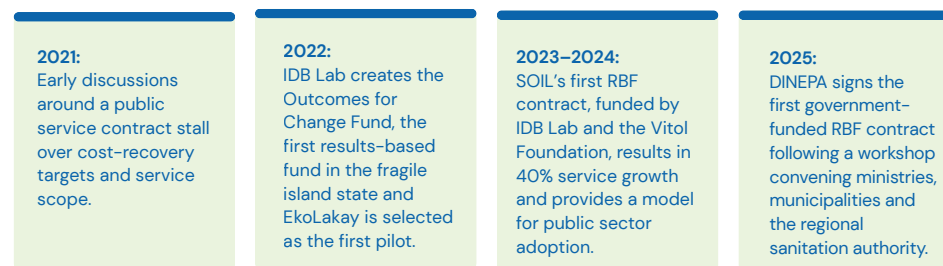
The Committee has become the engine of our pathway to public contracting. The 3rd convening in July 2026 (see image on next page) hosted a special knowledge exchange session with SOIL and the Haitian Government.

SOIL: HAITI

ADVISORY COMMITTEE SPOTLIGHT: FROM PILOT TO PUBLIC POLICY

The highlight of the 3rd Fresh Life Advisory Committee was a presentation by SOIL and DINEPA on **Haiti's transition from donor-supported sanitation to the first government-funded RBF contract for container-based sanitation**. SOIL provides a household container-based sanitation service called EkoLakay in 4 communes in Northern Haiti. For more than 16 years, SOIL has worked alongside DINEPA to make public financing for sanitation a reality.

TIMELINE TO PUBLIC CONTRACTING:



During this second round of RBF for service provision, which reaches >4,500 households, the Haitian government – with budgetary support from the Inter-American Development Bank – is covering the ongoing public sector costs of service provision for **a third of customers (1,428 households)**. Five private philanthropic outcome funders finance the rest.

