

2020

IMPACT REPORT



Dear friends,

Like many of you, we began the 2020 calendar year with high hopes for all the things that lay ahead of us. x-runner had completed a robust Business Plan detailing our intended expansion and plan to scale our sanitation services to thousands of residents in Lima who live without provision of running water and sustainable sanitation solutions. We were excited and ready to go.

And then COVID happened.

On March 15, 2020 the President of Peru declared a state of emergency and instated a mandatory country-wide quarantine. International borders were closed, commercial activities stopped and only essential services were allowed to operate. Strict limits to mobilization were put in place and from one day to another, we were asked to stay home for our safety. Unfortunately, it quickly became obvious that for many people, staying at home was as problematic as the virus itself. As a country we saw an increase in domestic violence and gender related deaths and disappearances. Especially as an organization that primarily works with women, this made us think of the pressing **challenges** we still have as a society to bring equal conditions to everyone; from domestic violence to basic infrastructure, at-home internet access, and things as basic as a fridge in the home (which 40% of Peruvians do not have).

As the devastating effects of disease traversed our country, x-runner's sanitation service became more critical than ever since adequate, improved sanitation is at the frontlines of fighting any disease.

Despite the hurdles associated with the lockdown and the pandemic, x-runner continued operating continuously and offering our off-grid sanitation services to 3,500+ people in 2020 and managed

to retain 88% of our original customers during 2020 even in the face of economic hardship and mass migration out of the Lima area. Knowing that many of our users are living paycheck to paycheck, x-runner launched a COVID-Assistance Package to offer discounted prices to family paying on-time and providing flexibility when families could not pay at all but still wanted to continue with the service. That strategy allowed us to have +95% of on-time payments in the middle of the pandemic.

As we head into 2021 with the hope that vaccine distribution reaches every single Peruvian, we are prepared for the hurdles to come. It is clear the urgency for structural changes that assure quality basic services to everyone, and the need to rethink creatively in solutions that will enable us to meet the 2030 Sustainable Development Goals in a context of uncertainty and health, economic and social crisis exacerbated by the pandemic. We have to make the best out of an extremely difficult 2020. Let's take this as an opportunity to learn, discuss, and take action on the challenges that we face as a society. This report details some of those learnings and progress that we made during the year.

I am eternally grateful for those who helped support our work in 2020, including donors, partners and obviously the dedicated and incredible team who have kept x-runner operating every day of the week, bringing an innovative, sustainable sanitation solution to complex geographies during an even more complex time in our history.

Sincerely,



Arturo Llaxacondor
CEO of x-runner

THE SANITATION PROBLEM

Poor sanitation is one of the most pressing negative impacts on society and the economy. According to the World Health Organization, "2 billion people worldwide still do not have basic sanitation facilities such as toilets or latrines." The UN has called attention to this global problem and identified it in the Sustainable Development Goals (SDG); declaring the need to "achieve access to adequate and equitable sanitation and hygiene for all and end open defecation."

This global problem of poor sanitation is particularly relevant in Lima, Peru, where x-runner operates. Peru has one of the poorest sanitation indexes in all of Latin America. The severe water scarcity,

combined with very rough terrains and the constant risk of earthquakes makes the government's goal of achieving universal sewerage coverage challenging and impractical - particularly in low-income communities.

There are more than 120,000 families in Lima who would benefit from our sanitation service as their homes have not been connected to the sewer system. 30,000 of those households are in x-runner's service area of southern Lima. With the right resources, there is an exceptional opportunity to grow and scale x-runner's off-grid sanitation solution to address this problem.



NO ACCESS TO SANITATION

Peru

8M

25%
POPULATION

Lima

500K

4%
POPULATION

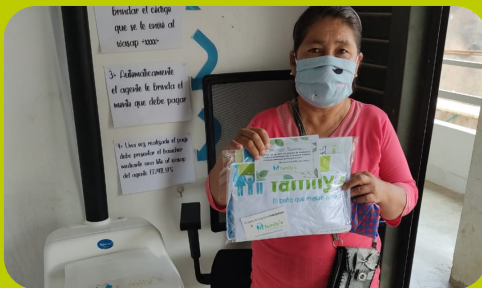
ABOUT US

x-runner is a social enterprise in Lima, Peru that provides an off-grid sanitation solution to thousands of people who do not have access to running water.

Founded in 2012 by two young female entrepreneurs, x-runner has grown from a small operation piloting the installation of 50 toilets to an internationally recognized full-service operation that managed and operated approximately 700 toilets in 2020 with a daily collection program that safely removed and disposed of 250+ tons

of waste annually from our service area. Our model helps to reduce the sanitation gap in an immediate way. It improves health conditions and provides a cost-effective alternative when other options are not feasible. x-runner currently serves over 3,500 people in 127 different human settlement clusters in the south of Lima.

our service model



Community engagement



Installation of off-grid, urine diverting toilet



Weekly solid waste collection service



Ongoing customer support service



Safe waste disposal

127

human settlement
clusters served



3,500+

people reached



OVER

150

tons of waste safely
removed from the
community



2020 IN NUMBERS

15

dedicated
staff members



More than

95%

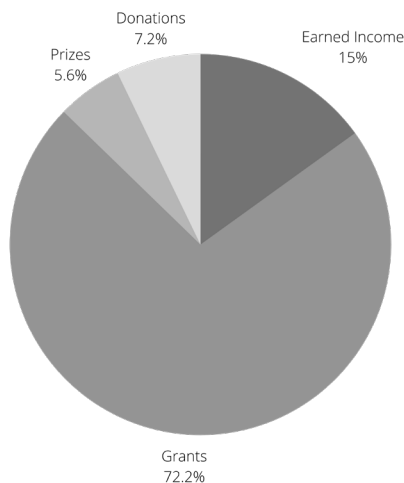
of on-time payments in the
middle of the pandemic

During the course of the COVID-19 mandatory lockdown in Peru, x-runner retained 88% of our users, 70% of which were women, children, and vulnerable people - all of which reside in off-grid human settlements in Lima, Peru.

FINANCIAL ACCOUNTABILITY

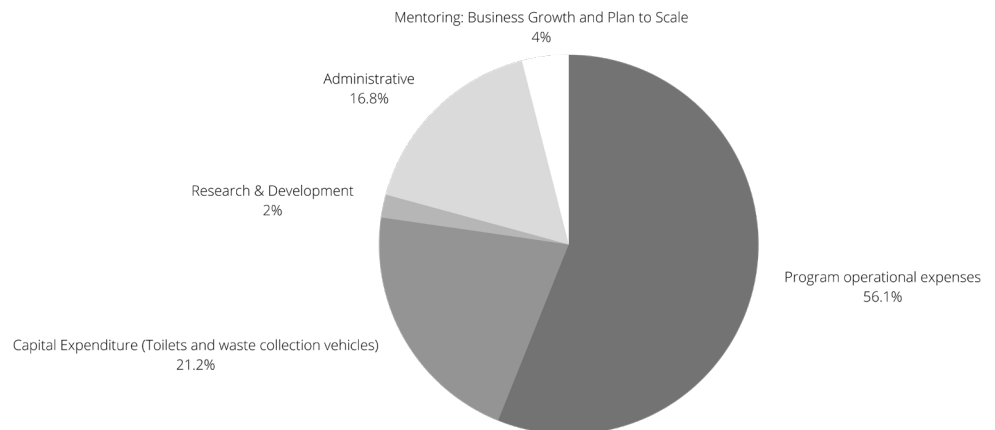
Key investors, donors, and grantors helped to make x-runner's innovative approach possible in 2020. With the support of these funders, x-runner was able to continue improving the efficiency, research, and development of x-runner's social enterprise model in Lima. As the only Container-Based Sanitation Alliance member providing this type of sanitation service in South America, this investment in our innovation has been monumental.

2020 REVENUE



Total Revenue:
USD 404,785

2020 EXPENDITURE



Total Expenditure:
USD 351,497

Please Note: Excess revenue from 2020 is designated for program operation expenses in 2021 to support the long term sustainability of the organization.



MEET THE TEAM



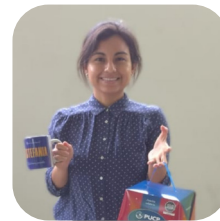
Madelina Anampa



Javier Bolivar



Martin Gonzales



Estefania Guerra



Rudy Huaman



Arturo Llaxacondor



Melissa Ninamango



Patricia Sanders



Andrea Soriano



Jhoset Teves



Stacy Tucto



Julio Uyola



Virgilio Vargas



Victor Vidal



Pamela Yanac



STAY CONNECTED

www.x-runner.org/en/