Partnership And Cooperation For Inclusive Water Management

Experiences in Engaging industry and private-sector entities

1 ALIGN

2 INVEST

3 DELIVER

4 MEASURE







THE URGENCY

Our water systems cannot scale through public finance alone

A powerful case for partnership, grounded in current World Bank evidence.

3.4bn
people supportable by today's agricultural water practices

245m
potential long-term jobs from sustainable irrigation

US$24–70bn
annual irrigation modernisation need through 2050

2%
share of annual water spending from private sources

US$6.7tn
water infrastructure need by 2030



The opportunity is to turn water risk into jobs, productivity and resilience by combining public mandate with private capability.

Hook line: "If current practices can sustainably feed only 3.4 billion people, partnership is not optional. It is the operating model for inclusive scale."

Sources: World Bank, Nourish and Flourish (2026); Water Forward master presentation; Funding a Water-Secure Future.

THE PROPOSITION

Industry can contribute far more than capital

The strongest partnerships combine four complementary roles.



TECHNOLOGY

Digital tools, treatment, irrigation, monitoring



DELIVERY

Performance, operations, maintenance, service models



MARKETS

Demand aggregation, offtake, supply chains



FINANCE

Corporate finance, blended capital, risk sharing

Public sector sets goals, rules and safeguards

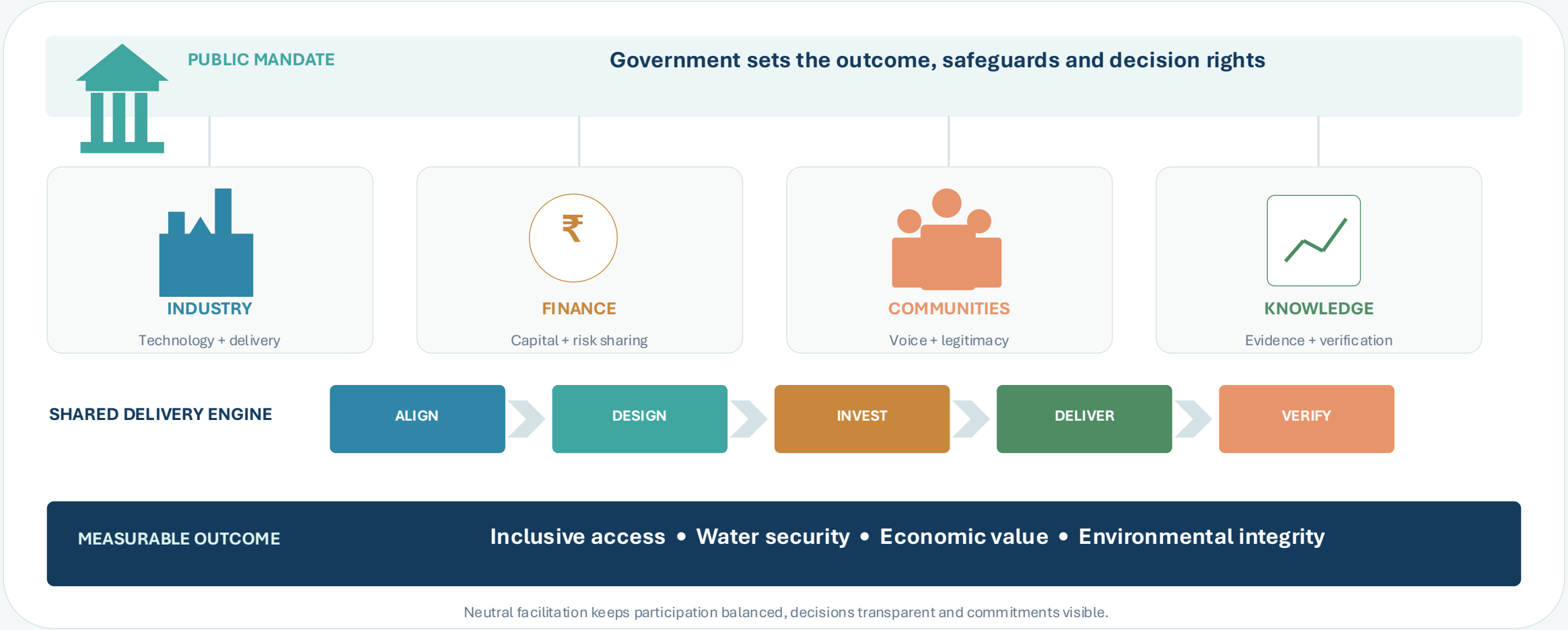
Private sector executes, innovates and co-invests

Sources: 2030 WRG FY24 Annual Report; World Bank Nourish and Flourish (2026).

THE COOPERATION ARCHITECTURE

A neutral platform converts competing interests into shared delivery

Inclusive representation, clear rules and measurable accountability are the design features.



Neutral facilitation keeps participation balanced, decisions transparent and commitments visible.

Sources: 2030 WRG “Facilitate Partnerships”; internal EEC-MSP Launch deck.

EVIDENCE FROM PRACTICE

What successful public-private water cooperation looks like

Three different pathways, one common pattern: enabling conditions before scale.

INDIA | Water for Food

650,000 ha

Micro-irrigation and DSR verified in Uttar Pradesh for 800,000 farmers in 2026.

Digital delivery + market participation

BANGLADESH | Water for Planet

US$40m + ~US$45m

Public funding secured and potential private investment identified for Gazipur wastewater treatment.

Blended-finance PPP

SOUTH AFRICA | Water for Cities

400 ML/day

Gauteng platform addresses the daily supply-demand gap through demand reduction, investment and accountability.

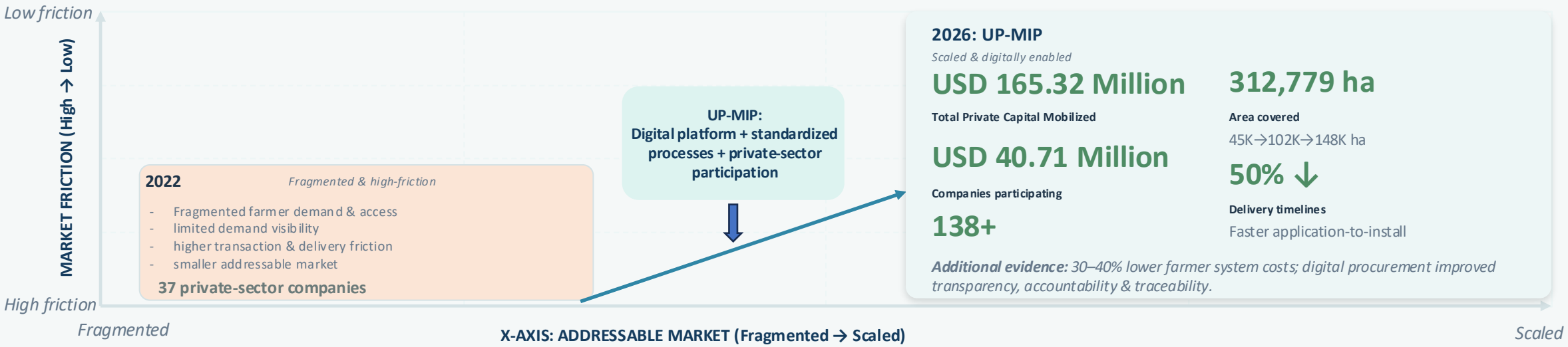
City-region collective action

Sources: 2030 WRG 2025 Annual Report; 2030 WRG partnership platform examples.

UP-Accelerator enables Ease of Doing Business for the private sector

The UP Accelerator has supported a shift from a fragmented subsidy-delivery model toward a digitally enabled, scaled market for private MI companies.

MARKET SCALE × MARKET FRICTION



PRIVATE-SECTOR VALUE CREATED

MARKET OPPORTUNITY

Larger pool of MI demand and higher transaction volumes

MARKET ACCESS

More farmers, geographies and opportunities for private suppliers

COST & FRICTION

Faster delivery, standardized processes and reduced transaction costs (reduction by 30-40%)

SCALE & PARTICIPATION

37 → 138+ companies participating in the market

INDUSTRY CONTEXT

Payment certainty matters for private-sector participation

~$ 517 M* Approx. pending subsidy dues across top 5 states (as on July 2026)

State	Approx. dues
Andhra Pradesh	$ 198 M
Rajasthan	$ 105 M
Tamil Nadu	$ 78 M
Gujarat	$ 72 M
Maharashtra	$ 64 M

Why it matters: UP-MIP's standardized, escrow-based processes are designed to strengthen payment certainty.

*Source: Data from Irrigation Association of India (IAI)

Key takeaway: UP-Accelerator has moved the MI market from fragmented and high-friction toward scaled and digitally enabled — creating a larger, more predictable opportunity for private-sector companies.

UP Accelerator · Value for Private Sector Partners

Wider Farmer Outreach, a Fraction of the Cost

FY 2023 – 25
Eastern Uttar Pradesh

3 lakh+
farmers reached, FY 2023–25

60+
field workshops across districts

100+
FPO leaders per workshop, per district

–99%
peak cost cut for partners

How the Accelerator works

- Government, KVKs, FPOs, farmers and private partners work in **one cluster**.
- Each cluster is a **replicable demonstration zone**.
- Faster adoption of **low-emission rice**, stronger value chains.

Partners interviewed

Seed, herbicide & pesticide · Machinery · Carbon developers · Microfinance

Table 1 · Partner cost per activity (unit shown per row)

PARAMETER	WITHOUT	WITH	COST REDUCTION
Farmer mobilization / 100 acres $'000	17.05	**0.48**	**–97%**
Demos & pilots $'000	4.55	**0.06**	**–99%**
Manpower $	91	**23**	**–75%**
Product / service delivery $	55	**23**	**–58%**
Customer discovery $	91	**45**	**–50%**
Cost of partnership $	1,136	**227**	**–80%**

Why the cost per farmer collapsed

Access is ready-made

Partners plug into **FPO networks and KVK clusters** already mobilised.

One workshop, a ripple

60+ workshops × 100+ FPO leaders reach thousands of farmers at no extra cost.

Shared, never duplicated

One set of **demos, logistics and data systems** serves every partner.

Unit per row: $'000 for the two largest line items (17.05 = $17,045 · 0.48 = $477), plain $ for the rest · Source: partner interviews · KVK Krishi Vigyan Kendra · FPO Farmer Producer Organisation

FROM PARTICIPATION TO TRANSACTION

Move partners through a disciplined pathway to scale

Each gate reduces risk while protecting inclusion and public value.



DIAGNOSE	ALIGN	DESIGN	DE-RISK	DELIVER	VERIFY
Shared evidence	Roles + incentives	Business model	Policy + finance	Contract + service	Impact + learning

Inclusive safeguards at every gate

affordability • environmental limits • transparent selection • community voice • independent verification

WRG creates the enabling conditions and investable pipeline; financing institutions invest and de-risk once opportunities become bankable.

Sources: internal WRG India Program Strategy FY 2026–30; 2030 WRG partnership approach.

THE ASK

Invite industry to co-own outcomes, not just attend meetings

- **Commit** to a shared, quantified water outcome
- **Contribute** technology, delivery, finance or market access
- **Co-invest** in pilots with a credible pathway to scale
- **Report** results transparently against inclusion and water impact



PARTNERSHIP IS THE INFRASTRUCTURE

for inclusive scale

“The private sector is most valuable when public purpose, commercial incentives and accountability are designed together.”

Sources: 2030 WRG partnership approach; World Bank Nourish and Flourish (2026).