

# Water.org Indonesia

November 2023



# We are Water.org

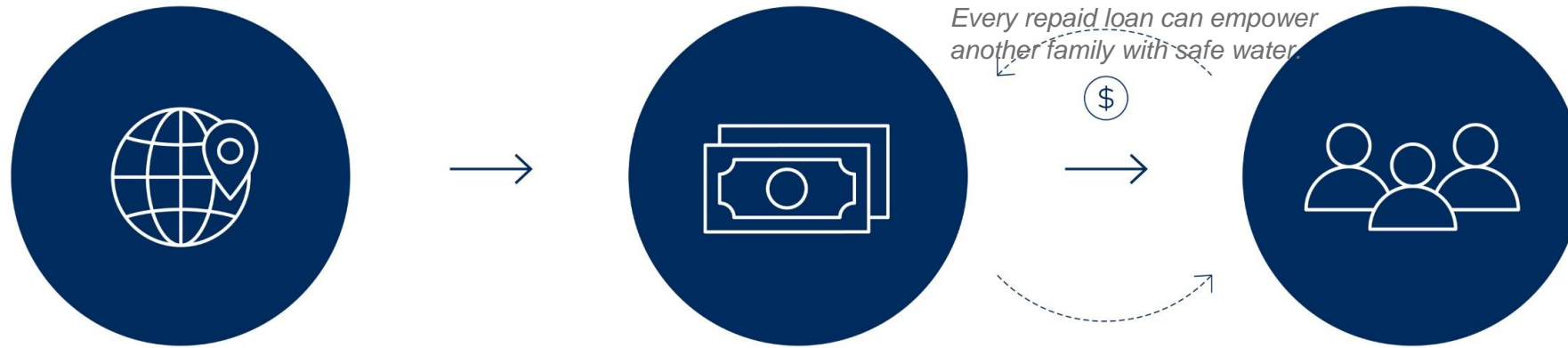
We are breaking down the barriers between people and access to safe water and sanitation.

Founded by Gary White and Matt Damon, we are an international nonprofit organization that pioneers market-driven financial solutions to the global water crisis through [Water.org](#) and [WaterEquity](#).



# WaterCredit – small loans, big impact

WaterCredit uses microfinance to bring small, affordable loans to those who need it and access to expert resources to make home water and toilet solutions a reality.



---

We partner with carefully selected institutions that provide affordable finance for water and sanitation to families in need.

---

These partners establish water & sanitation loans in their credit portfolios. We provide **technical assistance, stakeholder introductions, and startup resources.**

---

People in need use these small, affordable loans to put a tap or toilet in their homes.

## Our Work Globally

**60 million**

more than 60 million people reached with water and sanitation through WaterCredit

**13.3 million**

13.3 million loans disbursed by our partners

**\$4.9 billion**

\$4.9 billion in capital disbursed by our partners in loans

# Our Work in Indonesia



Number of Loans  
disbursed to date:  
**844,512 Loans**



Number of People  
Reached:  
**4,364,508 people**



Geographic  
Distribution:  
**76% Rural**  
**11% Peri Urban**  
**13% Urban**



Loans by Gender:  
**91% Women**  
**9% Men**



Average loan size: **\$189**  
**(eq. IDR 2,835,000)**  
Total Loans Disbursed:  
**\$134M (IDR 1.9B),**



Average Interest  
Rate: **28.91%**  
**(effective, p.a.)**  
Average Term:  
**27 months**

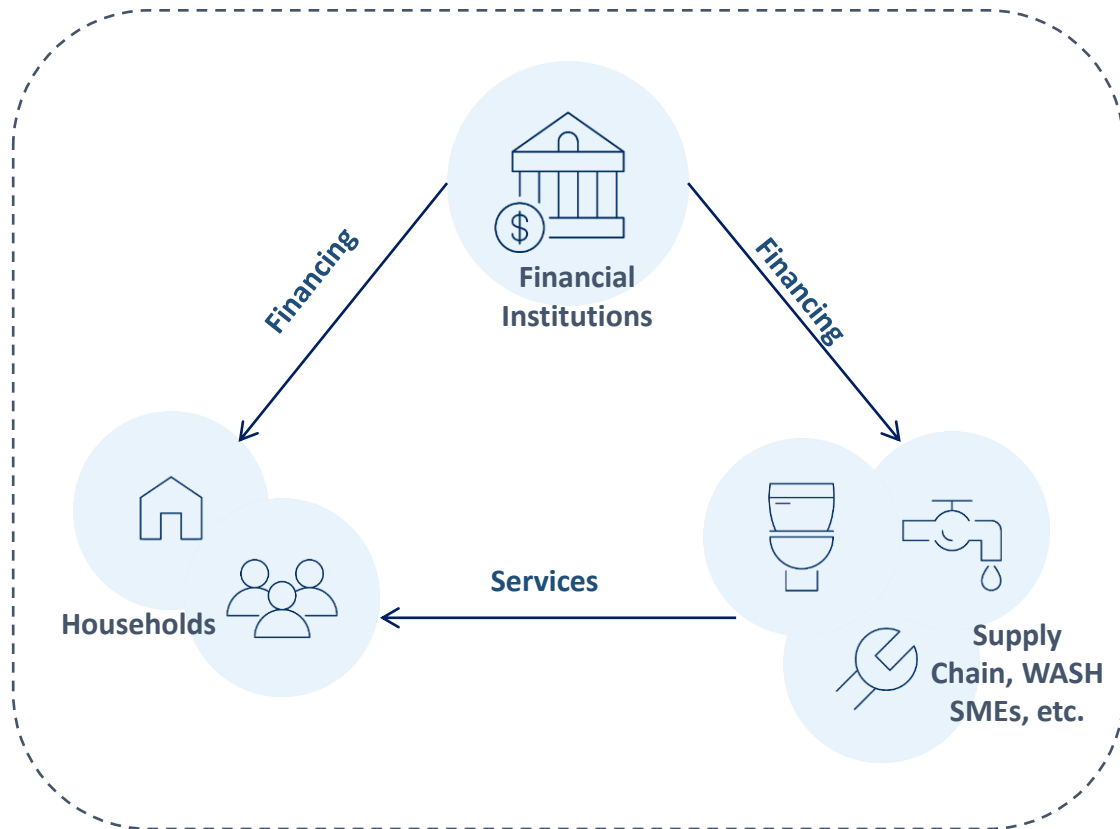


Repayment Rate:  
**99%**



Loans by Product Type:  
**55.1% Water**  
**34.6% Sanitation**  
**8.8% Water & Sanitation**  
**1.5% Water Quality**

# Water.org Market Initiatives – More than Just Household Finance



**Financial Institutions**  
Develop and promote water and sanitation financing through financing households **and** water / sanitation SMEs.

**PDAMs/KPSPAMS**

- Develop & implement installment payments and marketing for PDAMs to reach low-income households
- Strengthen & facilitate KPSPAMS to access finance.

## WASH financing targets:

1. Household: via grameen model (group) or individual
2. WASH SMEs: KPSPAMS, contractor/developer, sanitation entrepreneur.
3. Water utility: PDAM, PTAB, PD PAL
4. Infrastructure provider

*PDAM = Perusahaan Daerah Air Minum*

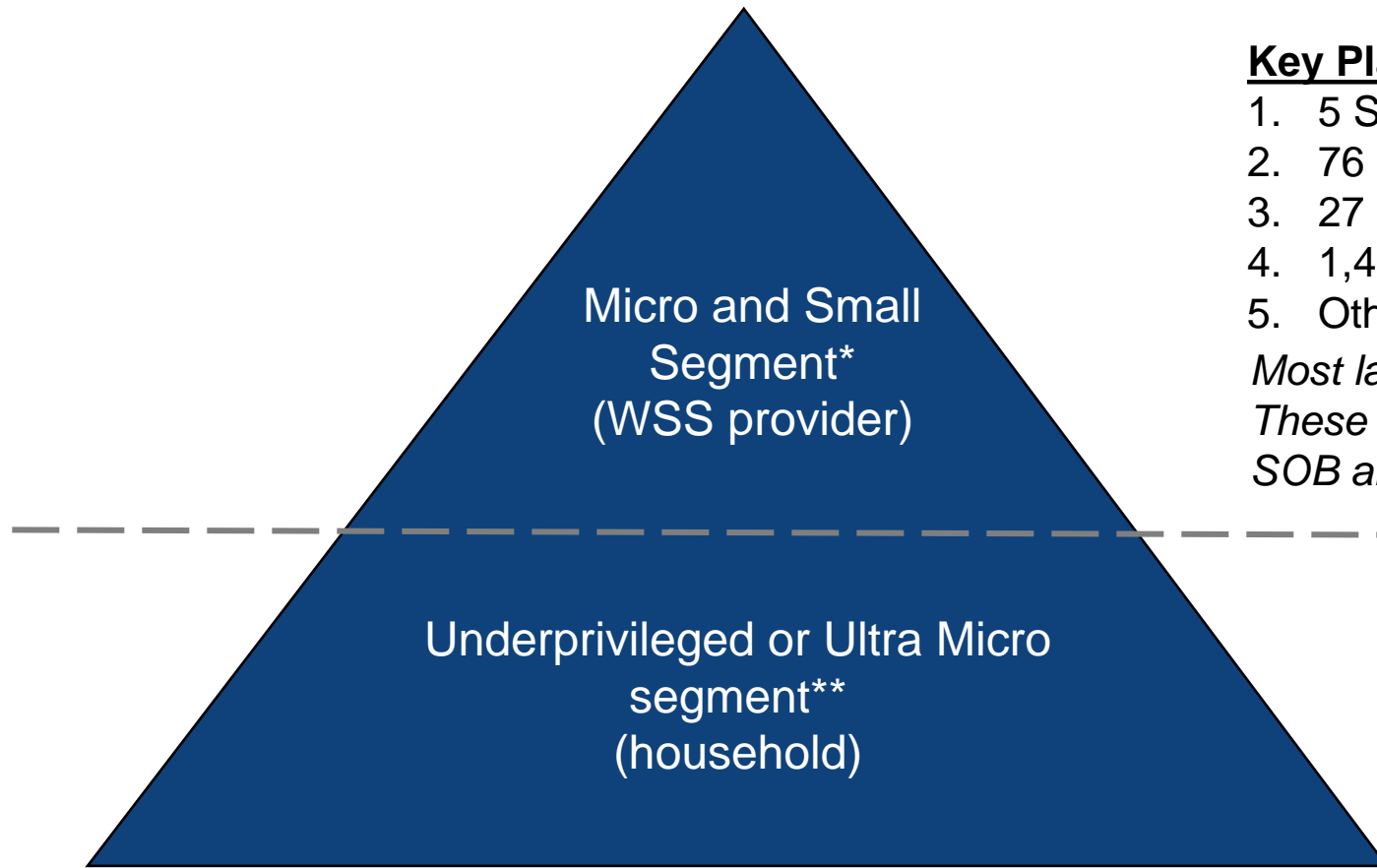
*KPSPAMS = Kelompok Pengelola Sarana Prasarana Air Minum Sanitasi*

# Terima Kasih

*Together, we will see the day when everyone in the world has access to safe water and experiences the dignity of a toilet*



# Financial Institution Landscape in Indonesia



## Key Players

1. 5 State owned Banks (SOB) → 69%
2. 76 Private Banks → 13%
3. 27 Province Govt Banks (BPD) → 8%
4. 1,468 Rural Banks → 9%
5. Others → 1%

*Most large banks have head office in Java (no. 1 & 2)  
These segments in WASH Sector are covered mostly by SOB and BPD*

## Key Players

1. **PNM** → 54% (13M Clients)
2. **BTPN Syariah** → 21.5% (3.2M Clients)
3. **Amartha** → 11% (>900K Clients)
4. **MBK** → 7% (1.2M Clients)
5. **Komida** → 4% (786K Clients)
6. **BAV** → 2.5% (>400K Clients)





*Key Players have head office in Java and major branches in Java + Sumatera + Sulawesi*

\*Outstanding Y21: IDR 655 Trillion or \$44 Billion

\*\* O/S Y21: IDR 48.2 Trillion or \$3.2 Billion (commonly max loan: IDR 10 Mio or \$666)

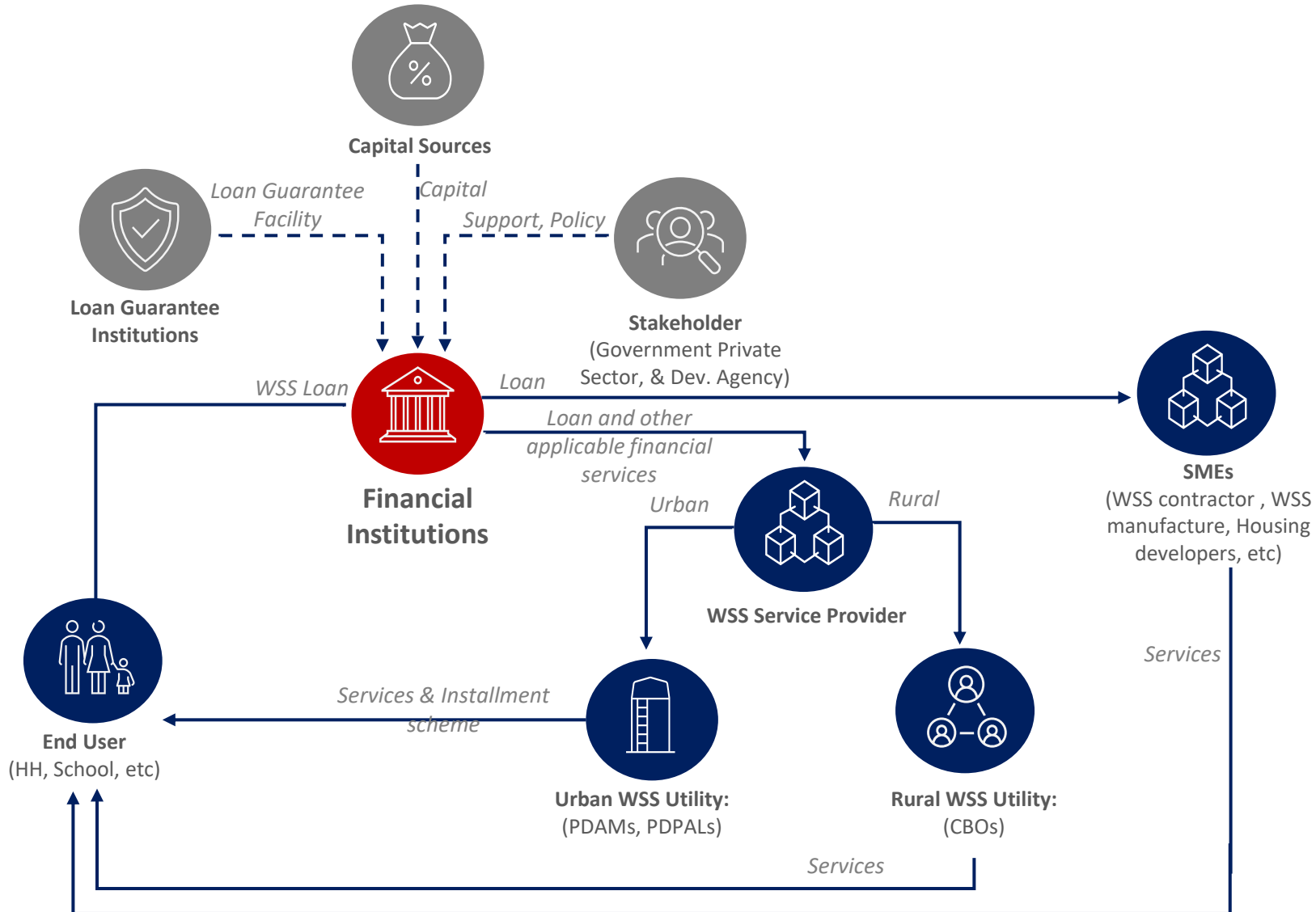


# Our Partners

Financial Institutions	Coperative											
	Rural Bank											
	Venture											
	Regional Development Bank											
	Nationwide-coverage Bank											
Loan Guarantee Institutions												
Association												
Capital Source												
Government												

\* : No direct partnership yet

# WASH Finance Ecosystem Model - Indonesia



- WASH financing channels:**
1. Household: grameen model (group) or individual
  2. WASH SMEs: KPSPAMS, contractor/developer, sanitation entrepreneur.
  3. Water utility: PDAM, PTAB, UPT/PDPAL
  4. Infrastructure provider

# Financial Institution in Indonesia

## Financial Institution – Bank

- Supervised under OJK with more rigid regulations
- Targeting SME with higher ticket size loans
- Coverage area: can be either province, District, or Nationwide.

### *Our Partners:*

1. *Rural Banks*
2. *Regional Development Bank\**
3. *Nationwide-coverage Bank\**

*\* = On the pipeline process*

## Financial Institution – Non-bank

- Supervised under OJK or Ministry of Cooperative
- Targeting lower income household with smaller ticket size loans.
- Can be disbursed through group.
- Coverage area: can be either district, province, or Nationwide.

### *Our Partners:*

1. *Cooperatives*
2. *Venture Capital*