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.

Every repaid loan can empower another family with safe water.
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

Source: WaterPortal, November 2023
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

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*PDAM = Perusahaan Daerah Air Minum*
*KPSPAMS = Kelompok Pengelola Sarana Prasarana Air Minum Sanitasi*
Together, we will see the day when everyone in the world has access to safe water and experiences the dignity of a toilet.

Terima Kasih
Underprivileged or Ultra Micro
segment**
(household)

Micro and Small
Segment*
(WSS provider)

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**
  - KOMIDA

- **Rural Bank**
  - PD BPR BKK Purwodadi

- **Venture**
  - bina artha

- **Regional Development Bank**
  - Bank Jateng

- **Nationwide-coverage Bank**
  - PNM
  - bank NTT

#### Loan Guarantee Institutions

- Jamkrida Jateng

#### Association

- PERBAMIDA

#### Capital Source

- SMF

#### Government

- Ministry of Public Works and Housing
- West Java Province 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