

WaterCredit

Accelerating WASH Markets at the Base of the Pyramid

Ethiopia Market Assessment Dissemination Workshop

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Why is access to water and sanitation important?



- 2.5 billion people lack access to improved sanitation
- 1 billion people practice open defecation



- 780 million people lack access to improved water sources



- 58% of diarrheal diseases is caused by poor water and sanitation.



- The urban poor without connections pay 5-10 times more for water than those with taps



- 200 million work hours spent by women each day collecting water

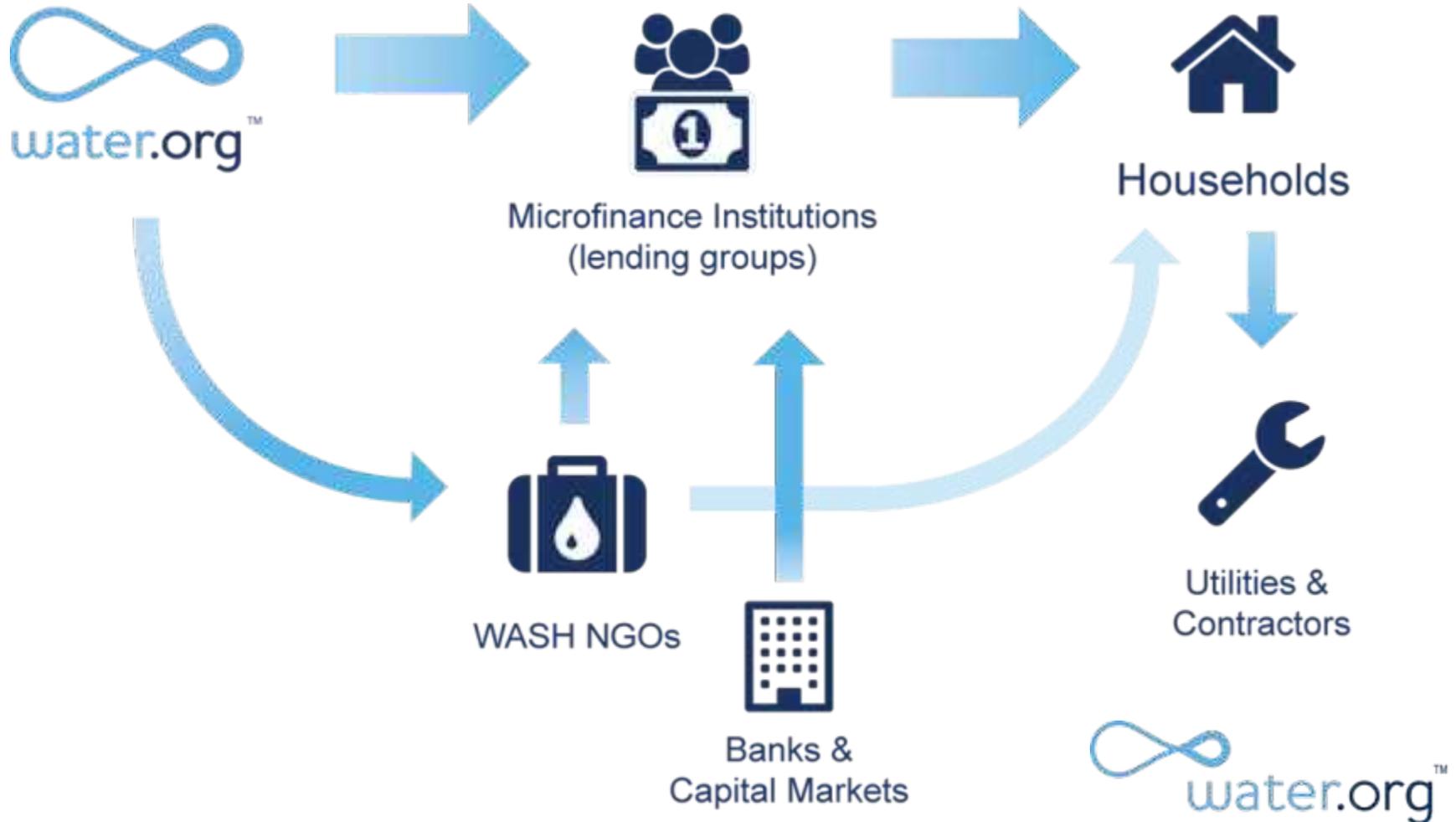


Why Microfinance and WASH?

- Market segmentation in base of pyramid
- Not enough grant funding to go around
- Investments leveraged, people reached
- Beneficiaries
customers choosing
solutions
- Income enhancing



WaterCredit Model



WaterCredit Elements

- Partner-led implementation
- Play on strengths
- Capacity building- staff + clients
- Market interest rates
- Technology agnostic
- Learning activities
- Exchange visits



WaterCredit Activities

- Country assessment
- Partner certification
- Work plan, agreement
- Market assessment
- Product development
- Pilot + scaling
- Technical assistance
- Monitoring and Evaluation



WaterCredit Globally

- 35 partners in seven countries (India, Bangladesh, Kenya, Uganda, Peru, Philippines, Indonesia)
- Country Scoping : Market Assessment in Ethiopia and Ghana
- More than 366, 000 loans  1.6M beneficiaries

Products

Product Type	% of Loans Borrowers	Average Loan Size (USD)
Water	45%	\$ 138.18
Sanitation	51%	\$ 227.52
Water and Sanitation	2%	\$ 384.25
Other	1%	\$ 44.74
Total/Average		\$ 188.99

Portfolio Performance – To July 21st, 2014

	USD	Birr
Total Loan Amount Disbursed	\$ 70,901,597.88	1.3B
Total Amount Demanded	\$ 33,566,824.33	637 M
Total Amount Realized	\$ 33,930,220.47	644m
OLB	\$ 36,971,377.41	702M
Arrears	\$ (363,396.14)	(6)M
Smart Subsidies (SS) from Water.org	\$ 9,638,107.00	507M
% SS on OLB		14%

Portfolio Performance Continued

Total Number of Loans	329,443.00
Total Number of Unique Loan IDs	288,329.00
Average RR for all loans	99.50%
PAR > 30 days	1%
PAR > 90 days	0.5%
Average Interest Rate (%)	18.12%
Average Repayment Period	17.75 months

Borrowers Profile

Average household monthly Income - \$235

Borrowers Purchasing Power Parity

Less than \$1.25/day:	25%
Less than \$2/day:	56%
Between \$2 and \$4/day:	16%
Greater than > \$ 4 /day	3%

Borrower Profile Cont'd

Women	91%	SHG Member	23%
Rural	79%	SHG Group	12%
Peri-Urban	2%	CBO Member	0%
Urban	17%	CBO Group	0%
Urban/Rural	2%	JLG Individual	62%
		JLG Group	1%
		Individual	1%

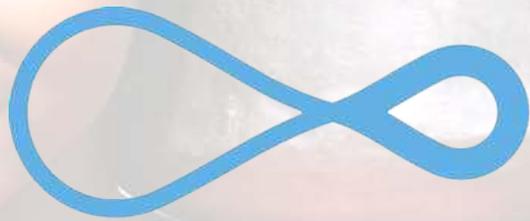
Thank You

WaterCredit Resources including toolkits:

<http://www.washmicrofinance.org/>

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water.orgTM

