

# 10 MILLION

Celebrating 10 million people empowered through our smart solutions





**Thanks to you,** in 2017 we celebrated an exciting milestone — reaching 10 million people to date with access to safe water and sanitation. We continued to expand our work around the world, transforming the lives of more than four million people in 2017 alone.

We can now reach millions of people each quarter by leveraging access to affordable financing — empowering people with access to small, affordable loans so they can get water and toilets in their homes.

With your continued support of our proven, powerful solutions, we can and will change the lives of millions more.

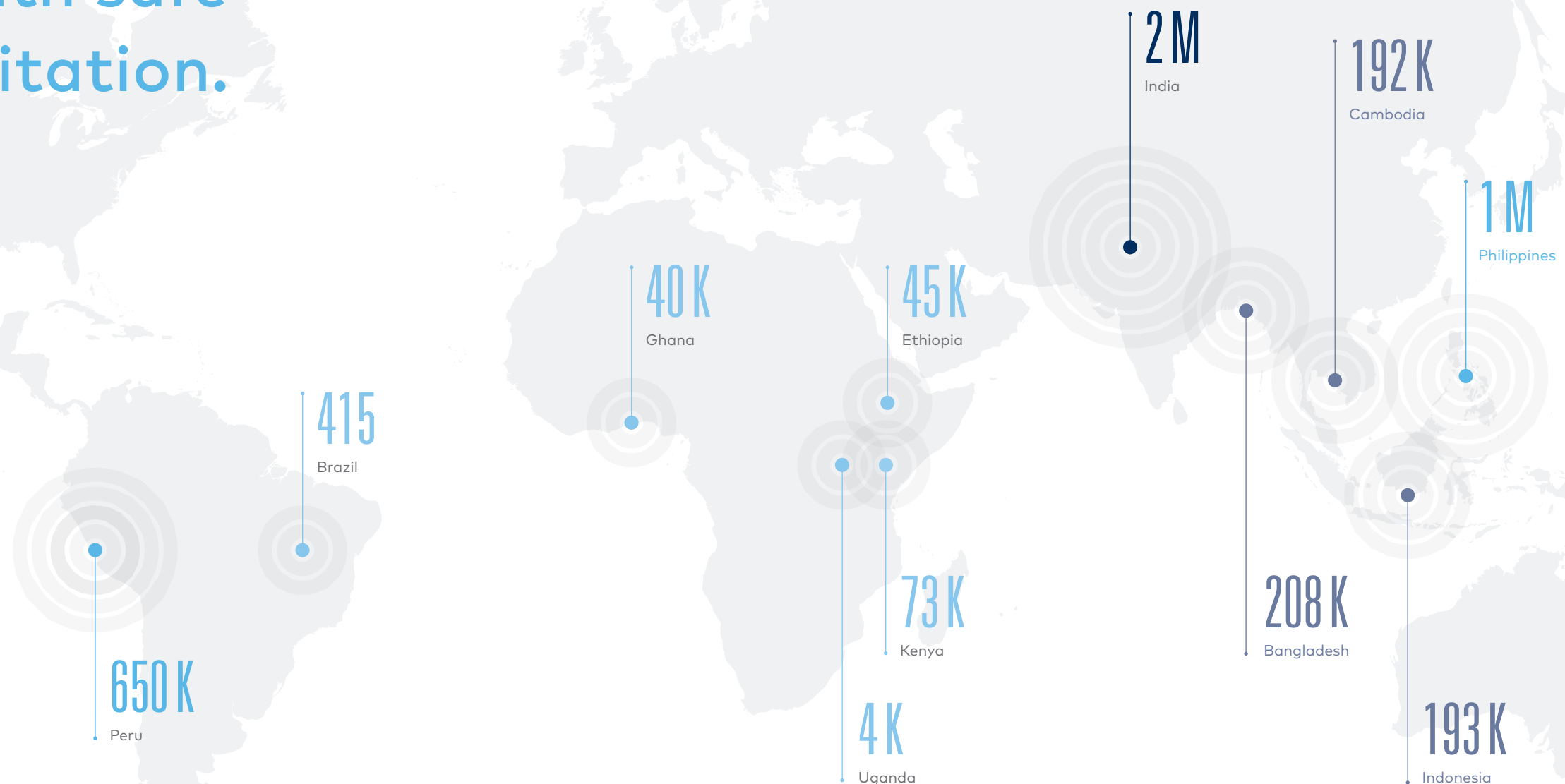
Global impact: Empowering people around the world

In 2017, 4.8 M people in eleven countries were empowered with safe water and sanitation.

People reached in 2017

- less than 100,000
- 100,000 - 500,000
- 500,000 - 1,000,000
- more than 1,000,000

Based on reporting available as of February 2018





## Meet Sophon

*It is for women like Sophon, who aspire to give their babies a healthy start to life, that we created WaterCredit.*

For Sophon, there was nothing beautiful about the water-related burdens she endured much of her life in rural Cambodia. She wanted to end those burdens for her son.

It is for women like Sophon, who aspire to give their babies a healthy start to a beautiful life, that we created WaterCredit. With a small, affordable loan, Sophon and her husband were able to pay for the construction of a rain storage tank and water tap on their property. What was once unsafe to consume and took hours to collect is now available right outside their door.

## Smart solutions: Your donation goes further with Water.org

In 2017, \$3.6 million disbursed to partners helped mobilize \$423 million in commercial and social capital.

4.7M

people reached through WaterCredit in 2017

1M

loans disbursed through WaterCredit in 2017

52%

of households are living under \$3.10 per day

99%

of loans are paid back

87%

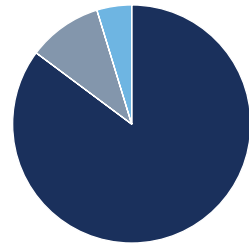
of borrowers are women

\$417

average loan size

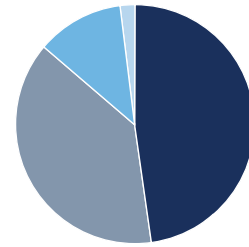


## Allocation of Expenses (FY 17)



- \$27.2M Programs 85%
- \$3.1M Administration 10%
- \$1.5M Fundraising 5%

## Sources of Revenue (FY 17)



- \$12.9M Corporations 46%
- \$10.4M Foundations 37%
- \$3.2M Individuals 12%
- \$1.5M Investment & other 5%

## Statement of activities

	As of Sept. 30	
	2017	2016
<b>Revenue, gains &amp; other support</b>		
Contributions and grants	\$26,891,553	\$16,031,980
Investment income and other	1,077,638	165,518
<b>Total revenue, gains &amp; other support</b>	<b>\$27,969,191</b>	<b>\$16,197,498</b>
<b>Expenses</b>		
Water programs	\$16,084,775	\$11,817,506
Outreach	975,472	1,915,381
WaterEquity programs	10,153,164	1,161,494
<b>Total program services</b>	<b>\$27,213,411</b>	<b>\$14,894,381</b>
Management and general	\$3,148,386	\$2,005,876
Fundraising	1,479,573	986,235
<b>Total supportive services</b>	<b>\$4,627,959</b>	<b>\$2,992,111</b>
<b>Total expenses</b>	<b>\$31,841,370</b>	<b>\$17,886,492</b>
<b>Change in net assets*</b>		
Change in net assets	(\$3,872,179)	(\$1,688,994)
Contribution of beginning net assets for WaterEquity, Inc.	6,834,648	—
Contributed capital in WaterCredit Investment Fund 1, LLC, net	—	1,225,000
Net assets, beginning of year	28,814,871	29,278,865
<b>Net assets, end of year</b>	<b>\$18,180,044</b>	<b>\$28,814,871</b>

## Statement of financial position

	Year ending Sept. 30	
	2017	2016
<b>Assets</b>		
Cash and cash equivalents	\$16,604,406	\$21,182,365
Grants and other receivables	543,732	9,455,472
Prepaid expenses	286,609	252,373
Investments	2,194,938	853,734
Other assets	—	446,294
Property and equipment, net	640,767	789,872
<b>Total assets</b>	<b>\$20,270,452</b>	<b>\$32,980,110</b>
<b>Liabilities &amp; net assets</b>		
Accounts payable	\$467,826	\$3,169,971
Accrued expenses	1,554,601	995,268
Refundable advances	139,981	—
<b>Total liabilities</b>	<b>\$2,162,408</b>	<b>\$4,165,239</b>
Unrestricted net assets	\$9,347,534	\$18,869,737
Temporarily restricted net assets	\$8,760,510	\$9,945,134
<b>Total net assets</b>	<b>\$18,108,044</b>	<b>\$28,814,871</b>
<b>Total liabilities &amp; net assets</b>	<b>\$20,270,452</b>	<b>\$32,980,110</b>

\*During the fiscal year ending September 30, 2017, Water.org had a significant event occur which resulted in a reduction year-over-year in our net assets. As part of the legal formation of WaterEquity, Inc., assets were transferred from Water.org and are no longer included in the consolidated financial statements of Water.org. For more detail, please see our Audited Financials and Tax Returns (Form 990) in the [Financials section](#) of our website.



On behalf of the people whose lives we changed with safe water and sanitation in 2017, thank you for your support.

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



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