

Opportunity International Canada



A WORD OF THANKS AND HOPE: FROM THE CEO, DAN MURRAY

The Spring and Fall progress reports are my favourite Opportunity Canada documents, as they capture our “Why.” There are a lot of compelling outreach numbers and impact indicators in this summary report, but it all comes down to our clients — the millions of women, men, their families, and neighbours, who are finding hope as they build a brighter future and break the cycle of poverty in a single generation. I hope you are inspired and encouraged from knowing that these outcomes were made possible because of your support. There remains much to do in the mission to end global poverty. We have seen the difference this work makes and are more determined than ever to increase our impact. Together, we can do this.

Dan Murray, CEO
Opportunity International Canada

2022 SPRING/SUMMER GLOBAL REPORT: a 2021 Retrospective

TOGETHER, WE CREATED OPPORTUNITIES FOR 2.28M PEOPLE IN 2021

Thank you for helping 2.28 million people defy the odds by leaving poverty behind in 2021. With an estimated 97 million more people pushed into poverty by COVID-19 in 2020, your partnership became even more vital. You answered the urgent call and came through for hurting families in a bold way. Together, through our partners and supporters, the Opportunity International Global Network (Opportunity) released \$2.53B US to empower 18.7M people in 30 countries in 2021. As a member of Opportunity, **Opportunity International Canada (OIC) stewarded your generous donations to support holistic programs that empowered at least 2,286,587 people** of the 18.7 million reached around the world, equipping them to become agents of economic change within their businesses, families, and communities.

Opportunity's Global 5-year outreach	Clients with Loans	Clients with Savings	Schools Supported	Students Reached	Strategic Partnerships
2016	4.7M	5.9M	1,200	1.9M	23
2021	7.4M	14.7M	15,000	8M	104

14.7M ENTREPRENEURS RESTORED LIVELIHOODS THROUGH FINANCIAL INCLUSION

Opportunity provides innovative financial and social inclusion through responsibly delivered **MICROFINANCE**. Access to business capital, world-class financial literacy and life-skills training, support and mentoring, and the safety nets of insurance and secure ways to save combine powerfully to empower families and grassroots entrepreneurs on the pathway out of poverty. With your support, Opportunity builds the confidence and capacity of millions of women like Waldina Carrauza of Honduras, pictured right.



Microfinance Global Outreach	2020 (USD)	2021 (USD)
Capital Released in Microloans	\$2.3B	\$2.02B
Clients with Microloans	7.1M	7.4M
Clients with Savings	14.9M	14.7M
% Female Clients	94%	97%

As a young, single mom Waldina loved using her creativity to master beautiful hairstyles for friends and family. In 2017, she saved enough to buy the small building next to her home and began transforming it into a salon. That's when she heard about OIC's Honduran partner, IDH, where she received training and invested in a loan to purchase assets and supplies in bulk as she opened the doors to her delighted neighbours. Today, the salon is thriving, she has created jobs and is buying the home she rents. Her ultimate goal? Waldina dreams of opening a community centre for vulnerable children to create a space where they can safely grow and thrive.

TWO MILLION MORE CHILDREN GAINED ACCESS TO A QUALITY EDUCATION

Education remains the greatest pathway out of poverty. Opportunity's Education Finance Program, **EDUFINANCE**, increases education access through *School Fee Loans* so families with seasonal income can send all their children to school, *School Improvement Loans* so schools can improve learning environments, and *EduQuality* so schools can improve learning outcomes. EduFinance also focused on helping schools re-open and returning children to the classroom post-COVID-19. With generous donor support, in 2021, Opportunity:

- Implemented EduFinance to schools and families in 25 countries and implemented EduQuality in seven.
- Launched EduFinance and technical training with 15 new Financial Institution (FI) partners in nine countries, bringing the number of active FI partnerships to 60 and the cumulative number to 91.
- Launched new programs, enrolling 177 schools in Zambia and 200 schools in the Democratic Republic of Congo, our first fully French Program.
- Loaned \$92.3M US in School Improvement Loans to schools and School Fee Loans to parents, reaching \$467M US loaned through EduFinance cumulatively.
- **OIC supported EduFinance and EduQuality in Colombia, Dominican Republic, and Pakistan, improving learning outcomes for about 45,528 children. Thank you.**

EduFinance Program Impact	2020 (USD)	2021 (USD)
Value of Loans Made	\$93.8M	\$92.3M
Additional Children Reached	2.8M	2.0M
Schools Financed	8,815	8,183
School Fee Loans Disbursed	80,738	46,928
Schools Participating in EduQuality	1,671	1,603
Cumulative Children Reached	7.3M	9.3M

**Negative growth indicators are attributed to continued COVID-19 school closures*



REDEFINING EDUCATION IN THE DOMINICAN REPUBLIC

Arc of Christ School in Romana, Dominican Republic began with 52 students in a church with makeshift dividers to create classrooms. With support from the congregation and Co-op ASPIRE, the school constructed a new dedicated building. Today, the student body has grown to 273.

The school proprietor and director, a former math professor, says, "**To know we are impacting kids, helping them get the best education, and countering the negative influence of the world—there is nothing better. It is a blessing to know that their high school and college success will point back to their elementary school education.**"

With another loan from Co-op ASPIRE and continued help from the church, the school is building four classrooms, a computer lab, and a library. They are also making long-term plans to construct a new building for a preschool.

50,000 MORE FARMERS INCREASED INCOMES AND FOOD SECURITY

Opportunity's Agricultural Finance Program, **AGFINANCE**, is expanding its reach across rural sub-Saharan Africa. Farmers like Ghanaian client Amponsah, pictured right, receive training in smart farming practices and financial literacy, access to savings and capital to purchase inputs like seed, and access to markets to sell crops at fair prices. 73,781 farmers are actively using loans to increase incomes, food production, and jobs. In 2021:

- AgFinance tripled the number of farmers, mostly women, reached cumulatively from 70,000 to 225,000.
- Farmer Support Agents more than tripled, from 220 to 829.
- Opportunity reached 55% of their goal of reaching 1.7 million additional people living in farming communities by 2023.
- **OIC supported Ugandan Youth Farmers and committed to support farmers in Ghana in 2022 and beyond. Thank you.**



AgFinance Progress and Results	2020	2021
Value of Loans Made	\$14M	\$47M
% Female Clients	53%	54%
Capital Released to Farmers	\$10.3M	\$47M
Farmer Loans Disbursed	30,628	49,620

15 MILLION PEOPLE IN INDIA RECEIVED LAST MILE COVID-19 SUPPORT AND CARE

In May 2021, at the peak of the second wave of COVID-19, India became the epicentre of the global pandemic with more than 400,000 new cases reported in a single day. Opportunity responded swiftly, innovatively pivoting to combine microfinance with health into our **HEALTH FINANCE** program to deliver last mile health interventions. The Community Health Leaders (CHL) Program empowers women microloan clients to deliver health education and care within their communities promoting health and illness prevention. All 1,200 CHLs shifted their focus to Opportunity's five-point COVID-19 rapid response strategy across 1,200 rural and remote villages. In 2021, Opportunity collaborated with our trusted network of partners to benefit 15 million people to:

- Deliver 3.5 million COVID-19 vaccinations through 27,000 vaccine camps.
- Staff mobile medical vans, village isolation units, 24/7 multi-lingual telemedicine and telecounseling services.
- Expedite emergency transport for patients with worsening symptoms.
- Deliver food, medicine and sanitary ration kits for safe home isolation.
- **OIC supported the COVID-19 response strategy and CHL initiative to improve health for about 1,004,350 of the 3.5 million people. Thank you.**

INNOVATION ALLOWS OIC TO REACH DEEPER DOWN THE ECONOMIC LADDER OIC IS SPARKING THE INNATE POWER OF THE HUMAN SPIRIT TO OVERCOME ADVERSITY



REFUGEES ARE FINDING THEIR WAY IN UGANDA

Motivated by our commitment to support the world's most vulnerable and marginalized communities, in partnership with OI-UK, **OIC supports our Ugandan Partner, Opportunity Bank Uganda, Ltd. (OBUL) to implement programs that serve refugees and displaced people.** By providing services and training to refugees and Ugandan host families living in refugee settlements, we are helping families create economic and social inclusion and stability amid incredibly difficult circumstances.

OBUL launched its newest branch in the Nakivale Refugee Settlement in October 2021 with 19 staff, 10 of whom are refugees, to deliver financial services including microfinance and financial literacy training. Biometric point-of-sale machines allow refugee clients to use fingerprints to conduct transactions. In just three months, as of December 31, 2021, the branch:

- Delivered financial literacy training to 4,251 refugees.
- Opened bank accounts for 205 groups comprised of 1,691 refugees and 271 Ugandans from the host community.
- Made loans to 388 entrepreneurs who created 540 jobs.

EXPEDITING INCLUSION & SCALE THROUGH THE POWER OF DIGITAL FINANCIAL SERVICES

For more than a decade, Opportunity International has forged a path for its Implementing Partners to make financial services available to hundreds of thousands of impoverished families through digital solutions by using their basic mobile phones. **Thanks to our supporters, in 2021, OIC supported:**

- **SASL in Ghana** to deliver the gold standard in client and staff training and capacity-building. Due to COVID-19, additional topics were added to the digital curriculum, including *Using Digital Financial Services*, to ensure clients could access their accounts and continuous virtual training during social distancing.
- **IDH in Honduras** to reach economies of scale by fully digitizing its applications, including its lending process, to increase financial inclusion for families living in poverty. These solutions among others allowed IDH to remain operationally sustainable while staying open to serve clients throughout the pandemic. IDH is poised to launch a digital loan application and automated credit bureau check to avoid over indebtedness.
- **Co-op ASPIRE in the Dominican Republic** to implement Phase 1 of its digital strategy, allowing clients to apply for loans using their phones. Applications upload in real time, resulting in faster approval times. Phase 2 will allow clients to access their accounts and training opportunities virtually using their cellphones.

ULTRA POVERTY GRADUATION PROGRAMS IN HAITI AND THE DOMINICAN REPUBLIC

OIC focuses on programs that empower those living in extreme poverty on less than \$1.90 a day and those living at the very lowest level of the economic pyramid in ultra-poverty on less than \$1.25 a day.

For those living in ultra-poverty, even the most basic needs and services remain out of reach. Most people living in ultra-poverty are rural women and children who grow up with little or no education. They spend nearly all their income on food, yet they still struggle with severe food insecurity. They fall through the cracks of traditional poverty alleviation programs, including microfinance, leaving them without any form of safety net or hope.

OIC's partner in Haiti, Fonkoze, operates an ultra-poor graduation program called Pathways to a Better Life (CLM). Currently, this intensive 18-month program is helping 650 of the most marginalized and vulnerable women-led families in Haiti build sustainable income streams, new skills, and confidence. Families receive two productive assets like livestock or shop inventory, and they also receive support in the form of building materials like roofing and help from contractors to improve their huts into healthier, safer homes.

In partnership with *Partners in Health*, women in the CLM program receive free healthcare, and CLM case managers visit with all program participants every week to offer confidence-building activities, business management and life skills training. There are 650 families currently participating in the program, of which **OIC donors are supporting 150, equating to 765 people including family members.**



This family is all smiles when they share the progress that mom has made to grow her income in the CLM Program.

OIC's partner in Dominican Republic, ASPIRE, operates innovative graduation models including Aspiring Together Women's Groups where 1,400 women (about 7,140 people including family members) of courage, determination, and ingenuity, lead their families and communities out of ultra-poverty toward lives filled with hope for the future. Access to financial and social inclusion including business and life-skills training and informal saving and borrowing groups, allows them to launch sustainable grassroots businesses that ultimately increase their income and improve future outcomes, including:

- Increased resiliency by growing savings to use for emergencies, sending their children to school, purchasing nutritious food, and reinvesting into their fledgling businesses,
- Increased financial inclusion by launching grassroots micro-businesses to increase household income often leads to "graduation" to Co-op ASPIRE's formal financial services, and
- Increased capacity, agency, inclusion, and sense of wellbeing through at least 12 weeks of training, coaching, and networking to manage personal and business finances and follow budgets.

EMPOWERING WOMEN THROUGH MENTORSHIP AND TRAINING IN GHANA

Currently, through the innovative Women's Mentorship Program, **OIC and our Implementing Partner in Ghana, Sinapi Aba Savings and Loans (SASL), are building the capacity, skills, knowledge, and experience of 290 underserved and marginalized small business owners**, about 1,189 of their family members, and countless indirect beneficiaries throughout the community as new skills and knowledge are shared and jobs are created.

Both Mentors and Mentees receive robust life skills training, business development services, individual coaching and sector-specific product design and development which result in scaled-up capacities and increased income. Women with increased income, confidence, knowledge, and financial inclusion are empowered to make quality life changes for themselves and their families and become leaders within their communities. Women achieve:

- Increased financial and social inclusion through the delivery of financial products and services including microloans, access to secure savings, and other microfinance tools.
- Improved health, wellbeing, life quality, and financial literacy through business, social and life-skills training, health training and prevention services, mentorship, and networking opportunities.



SASL delivers world class client and staff training, capacity and awareness-building as well as networking opportunities, including clinics, training workshops, and financial literacy programs. When robust training and mentorship are combined with access to financial services (business loans and savings accounts), microfinance and small business entrepreneurs gain increased capacity to grow their businesses, positively impacting women, their families, and communities.

THANK YOU FOR YOUR FRIENDSHIP, PARTNERSHIP, AND SUPPORT.



We are thrilled to announce that Opportunity International Canada has once again been named one of the Top 100 Charities in 2021 by Charity Intelligence. Generous supporters just like are who make it possible for us to press forward in our mission to empower people to break the cycle of poverty.