

Opportunity International Canada



A MESSAGE OF THANKS AND HOPE FROM DAN MURRAY Chief Executive Officer, Opportunity International Canada

Opportunity International was born out of a vision to eliminate the injustice of global poverty founded on a belief in the inherent dignity of everyone. Everywhere.

Opportunity International Canada (OIC) has a unique calling and I find it to be a helpful reality check to realize that there are millions of people just like Lenore, pictured left, who are awaiting their opportunity to begin or continue their journeys out of poverty. To do so, they are depending on us to act. And if we don't, they can't.

We steward one of the most transformative, dignified, and sustainable pathways out of poverty and it is time that OIC is no longer a best kept secret. So, what does the future hold? I am convinced that OIC, together with our generous supporters, has only scratched the surface of our potential impact.

In response, we aim to double our program impact by the end of 2025. I believe we can do this and so much more.

I hope you are inspired and encouraged from knowing that your support resulted in the outcomes shared within this report.

Sincerely,

Dan Murray

A legacy for the generations. Access to Opportunity's inclusive financial solutions, training, and support set struggling families on a pathway out of poverty as they increase their incomes and improve their outcomes. Lenore, (pictured above) and millions more industrious people across the globe, are gaining access to safe and affordable finance and growing their business and social skills, confidence, and agency.

A graduate of OIC's Dominican partner, ASPIRE's Aspiring Together Women's Group Program and President of her Savings Group, Lenore says, "Raising my children alone was my worst fear, but I have persevered thanks to ASPIRE." Today, Lenore's four children are grown and she has passed on her legacy of entrepreneurship and all she has learned to them, ensuring the success of future generations. She plans to keep growing her 'Johnny Cakes' business to safeguard the education of her grandkids. "Without ASPIRE, we would have starved." shared an emotional Lenore.

2023 PROGRAM IMPACT REPORT

A 2022 Retrospective



Global Programs Impact Summary

TOGETHER, WE CREATED OPPORTUNITIES FOR 1.55M PEOPLE IN 2022

The Opportunity International Global Network (Opportunity) catalyzed \$2.7B US to sustainably serve the financial needs of 18.7M clients in 30 countries in 2022. Together, through our partners and supporters, **Opportunity International Canada (OIC) stewarded your generous donations to support holistic programs that empowered at least 1,553,660 people** of the 18.7 million reached around the world. In collaboration with Opportunity International in US, Australia, Germany, and UK, you equipped women like jewelry artisan Karla Fuentes, pictured below right, to become agents of economic change within their businesses, families, and communities.

2022 IMPACT AT A GLANCE expressed in USD

 **\$2.7 billion**

Total Capital Catalyzed
to sustainably serve the financial needs
of low-income populations

 **18.7 million**

Unique Clients

 **105**

IPs
Total number of Financial Institution Partners

 **97%**

Women Clients
% of people reached who are women

 **10**

SDGs
Sustainable Development Goals addressed



Since 2012, Opportunity International has implemented Social Performance Management (SPM). We are at the vanguard of the industry in utilizing SPM to measure how to achieve social goals and to identify areas where we can improve social outcomes for our clients. We also are committed to contributing towards the U.N. Sustainable Development Goals. We regularly map our initiatives against these goals to ensure we are aligned.

Microbanking

16.3M ENTREPRENEURS BUILT LIVELIHOODS WITH FINANCIAL INCLUSION



High-touch, high-tech, high-impact. Opportunity International partners with 20 Financial Institution Partners (IPs) to offer innovative financial services, including tailored loans, savings, and microinsurance, coupled with training and support to help 16.3M entrepreneurs grow sustainable, job-creating businesses, increase their incomes, and become economically empowered.

Financial and social inclusion through access to business capital, world-class financial literacy and life-skills training, and support and mentoring, combine powerfully to end extreme poverty. Access to the safety nets of microinsurance and secure ways to save improve resiliency, ensuring unexpected events do not result in setbacks.

With your support, Opportunity enables millions of people like Juan, pictured left, a baker with our Nicaraguan partner ASODENIC, to support their families and thrive. **In 2022, OIC reached entrepreneurs with microbanking and SME support, especially in Ghana, Honduras, and Nicaragua.**

Microbanking Impact in 2022 expressed in USD

Value of loans made by IPs	\$2.6B
Clients with microloans	8.4M
% of clients w/loans who are women	97%
Clients with savings accounts	16.3M
Average global loan size	\$490
Jobs created	1.8M

Education Finance

2022 WAS THE FASTEST GROWTH YEAR FOR EDUFINANCE SINCE ITS 2009 LAUNCH

Increasing access and quality. For a child growing up in poverty, more time spent learning in a classroom directly translates into better life outcomes in every facet of their life. Yet, 244 million children across the globe don't go to school. Of those who do, 361 million lack basic literacy and numeracy skills. In 2009, Opportunity pioneered the provision of education finance through its program, EduFinance, to low-cost, non-government schools. Since then, over \$541 million has been disbursed by local financial institution partners impacting over 10.7M children globally.

EduFinance addresses two of the biggest barriers to education—access and quality. School Fee Loans support families with seasonal income, allowing them to send all their children to school. School Improvement Loans allow schools to improve learning environments, and EduQuality provides schools with the resources needed to improve learning outcomes.

2022 was by far the fastest growth year for EduFinance with 51 new EduFinance lenders, 230,000 additional school seats, \$58M in School Improvement Loans, \$31M in School Fee Loans, and 1.6M more children set on a path for future success. Currently, EduFinance works in 26 countries. **In 2022, OIC funded the EduFinance program, especially in Colombia, Dominican Republic, and Pakistan and collaborated with Opportunity International U.S. and EduFinance which achieved the following impact.**

EduFinance Impact in 2022 expressed in USD

Value of loans made by IPs	\$99.5M
Additional children reached	1.6M
Schools financed	5,663
School Fee Loans disbursed	45,232
Schools in EduQuality Program	1,891

Pictured Right, OIC CEO Dan Murray sits in on an EduQuality training session at a school in Colombia where a school leader, teachers, and parents learn to use a new education-focused app using their basic cell phones.



Opportunity is recognized as a global expert in Education Finance and Quality. In 2022:

- ▶ Andrew McCusker, head of EduFinance, spoke at the World Bank Education Day panel, discussing the current status of education in Eastern and Southern Africa, exploring the themes of “expand, equip, and empower” through education.
- ▶ EduFinance was recognized as a 2022 WISE Award winner in Doha, Qatar, along with five other global winners. The WISE Awards highlight projects that have demonstrated impact in their communities and have the potential to set international standards and best practices worldwide.

Agriculture Finance

156,600 MORE FARMERS INCREASED ECONOMIC RESILIENCE AND FOOD SECURITY

Growing more food, increasing income, and creating jobs. Opportunity has been at the forefront of Agriculture Finance since 2008, designing and delivering customized financial products including AgFinance loans combined with the power of training and group support. Trained Farmer Support Agents deliver agronomist training and facilitate access to markets which helps rural families transform their small farms into more productive, profitable, and sustainable businesses. In 2022, Opportunity helped 156,600 households in sub-Saharan Africa build livelihoods in small-scale farming. Since 2008, \$278M in agriculture related loans have reached 628,800 rural farmer families. **OIC supported 350 women farmers in Ghana, enhancing farm productivity, food security and improving the lives of at least 7,000 people including family members.**

AgFinance Impact in 2022 expressed in USD

Value of loans provided to farmers	\$50.9M	Financial Institution Partners	11
Rural farmer families reached	156,620	Farmer Support Agents	777

Health Finance

ONE MILLION FAMILIES REACHED BY COMMUNITY HEALTH LEADERS ACROSS ASIA

Single solutions that operate in a silo are inadequate to tackle the prevalent problems of poverty, poor health and insufficient health system capacity. Families living in poverty in India, Bangladesh, and Indonesia accessed an integrated set of financial and health services for gender empowerment, better health, and sustainable livelihoods. OIC focuses on the Community Health Leaders (CHL) Program in India which trains women microloan clients who each deliver health education and care to more than 250 families within their communities, promoting health and illness prevention. **In 2022, OIC collaborated with Opportunity International Australia to train 200 new CHLs in India.**

Health Finance Impact by new CHLs in 2022

India

New Health Leaders trained 200
Families reached by CHLs 177,270 (about 886,350 people)

Bangladesh

New Health Leaders trained 800
Families reached by CHLs 805,512 (about 4 million people)

Indonesia

New Health Leaders trained 242
Families reached by CHLs 8,618 (about 43,090 people)



Innovative Finance

INNOVATION ALLOWS OIC TO REACH DEEPER DOWN THE ECONOMIC LADDER

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 deep 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. In 2022, OIC supported an Ultra Poverty Graduation model in Haiti to support women like Claudemise, pictured below, Aspiring Together Women's Groups in the Dominican Republic, and four programs in Ghana, including alternative collateral, youth apprenticeship, women's mentorship, and women farmers programs in Ghana.

OIC's Innovative Finance Impact in 2022

Ghana

Women rural farmers program	350 (about 7,035 people impacted)
Women's Mentorship program	300 (about 1,500 people impacted including family members)
Youth Apprenticeship program	325 youth and masters of trade (1,625 including family members)
Alternative Collateral program	100 (about 500 impacted including family members)

Dominican Republic

Aspiring Together Women's Groups	2,047 (about 10,235 people impacted including family members)
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Haiti

Ultra-Poverty Graduation program	150 (about 750 people including family members)
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