

IMPACT REPORT

Fall 2021



YOUR INVESTMENT AT WORK IN 2021

Current active as of June 30, 2021



99% of ultra-poor Haitian families in Fonkoze's CLM program are now using a latrine and water filter



180,287 active clients, 61% women, reached by CO-OP ASPIRE in Dominican Republic



1,900 Virtual Training modules created by IHF in Colombia to inspire an earning and saving culture among youth



3 new branch offices opened by IDH in Honduras



225 women joined SASL's second Women in Business Training and Mentoring Program in Ghana



4,397 Community Health Leaders facilitated virtual doctor calls for COVID-19 with 45,000 people



3.46M children currently reached via EduFinance

Lesly, above, began partnering with Opportunity International Canada's Honduran partner IDH back in 2011 when she invested her first loan to open a tortilla business.

She purchased ingredients in bulk at lower prices, reducing her overhead and growing her business to sell more than 1,000 tortillas daily to her very happy neighbours.

By increasing her income, Lesly was able to support her three children, including a daughter with special needs, with improved nutrition and education.

Before growing her tortilleria the family struggled in vain. Today, ten years later, Lesly is dreaming up her next plan to diversify and expand.

(All currency stated in CAD unless indicated otherwise)

BY INVESTING IN OPPORTUNITY INTERNATIONAL CANADA'S MISSION:

During the first half of 2021, Opportunity International Canada (OIC) continued to empower marginalized families who started a social and economic chain reaction that rippled beyond their homes and businesses, throughout their entire communities. The drive for success that embodies our clients, even during the toughest times, allows us to share their triumphs throughout this report. Please receive their stories as a humble sign of our deep gratitude for the profound impact you have had on people in search of a future filled with hope and dignity.

Thank you for walking alongside OIC during the challenging season of COVID-19. Because of you, we can celebrate the perseverance and resilience of the families we support across the globe.

LATIN AMERICANS LEARNED, EARNED, AND SAVED THEIR WAY OUT OF POVERTY

HAITI. Fonkoze's Pathway to a Better Life Program (CLM). The main target group is 400 marginalized women. CLM addresses the complexity of ultra-poverty by empowering participants to generate sustainable income streams and establish savings, leading to improved outcomes in health, housing, capacity, and social inclusion.

Program Highlights:

- 400 participants (2,000 family members), received capacity-building training coupled with income-generating assets, like livestock or inventory for small businesses, and intensive coaching. 98.5% of families developed two income streams and increased the value of their assets by at least 40%.
- 100% of families are eating more nutritious food, saving for school, and protecting against illnesses like COVID-19.
- 98.5% of families transformed their makeshift huts into secure, weatherproof homes. CLM provided roofing and cement, families provided wood planks and stones, and builders ensured the huts were sturdy and durable.
- 99.25% (397 of 400) of participants are actively using a latrine and water filter, up from 53 at the program start. CLM financed the concrete and pit latrine installation and families built walls and dug the pit.
- 587 ultra poor people gained access to secure, informal financial services including Village Savings and Loan Associations (VSLAs) that provided a structured solution to accumulate savings and access small loans. Together, they formed 15 VSLAs and saved a combined \$71,419 during the first year.
- 100% of families were trained on COVID-19 awareness including the importance of masks, social distancing, and handwashing.



CLM members received their livestock assets in 2020 and by 2021 they were generating income. All 400 members chose two goats for their first income stream and another livestock, small trade, or farming activity for their second.

Nicole, in pink, purchased a cow as a third income stream prior to graduation by investing her earnings and by saving.

DOMINICAN REPUBLIC (DR). CO-OP ASPIRE (financial services arm) and ASPIRE (capacity-building arm), have continued reaching marginalized people with access to microloans, savings, and transformational training, empowering them along their journeys toward financial stability and social inclusion.

CO-OP ASPIRE Financial Inclusion Highlights:

- **reached 180,287 total active clients**, of whom 111,561 (61%) are women (as of 9/30/2021)
- **disbursed loans valuing \$32M**, for an outstanding loan portfolio of \$51M (as of 9/30/2021)
- **provided seed capital or modified loan terms for 6,000 clients** affected by COVID-19
- **laid the groundwork to launch digital banking** — a game-changer for marginalized clients

Program Highlights. During the first half of 2021, ASPIRE:

- developed and delivered Virtual Training curriculum to 2,069 school leaders, teachers, parents, youth, and differently-abled people through YouTube, WhatsApp, and Zoom platforms.
- returned the **By Including We Grow (BIWG)** program to in-person training in September with 13 differently-abled people attending the first session aimed at inspiring a more inclusive culture within families, schools, and communities.
- supported 6,000+ families who were impacted by COVID-19 through **Oportunidade Programa de Rescate** (translated Rescue Program) by modifying loan terms and guiding clients to diversify their business models to align with the “new normal”.
- championed women and youth living in vulnerable communities through the inclusive, gender-conscious **Aspiring Together Women’s Groups** and **Aspiring Together Youth Groups** where they received financial and life skills training and support to build income-generating businesses and save for the future.
- disbursed 14 **EduFinance School Improvement Loans** to improve infrastructure including classrooms, solid surface floors, gender-separate bathrooms, and more, benefiting about 2,800 children.
- launched **Virtual Camps** to engage children during school breaks and help parents focus on their businesses while children are occupied with positive activities, ASPIRE developed and launched training through virtual camps to teach a variety of new skills including sustainable gardening.



934 women and 510 youth attended Aspiring Together Women’s and Youth Group sessions to become money savvy through financial literacy training and 281 women saved through informal saving and borrowing groups. Group members say they feel more included in the community and have new hope for the future now that they are earning and saving.

COLOMBIA. Investing Hope Foundation (IHF) achieved encouraging milestones following a tough year. The 262 children’s groups (YES Clubs), comprised of 3,707 kids, surpassed \$128K in savings. The 77 GEM Clubs (comprised of 1,130 adults) and YES Clubs have reached a combined savings of \$640K. GEM Clubs have pooled their savings to make micro loans valuing more than \$128K to the other members who wished to launch income-generating businesses or borrow for emergencies. IHF also:

- innovated to develop and deliver 1,900 digital training modules geared toward YES and GEM Club members with an emphasis on developing a life-long culture of entrepreneurship: learning, earning, and saving as a means of breaking free of generational poverty.
- visited YES and GEM Clubs in Guajira in northeast Colombia. These indigenous families (Wayuu) are remotely located and have unique cultural and economic differences from the Bogotá Clubs. Products sold by these groups include food staples and baked goods prepared with locally-sourced ingredients. Club members typically save their earnings to purchase livestock.
- formed nine GEM Clubs comprised of 64 Venezuelan refugee families, who saved a combined \$961. They accessed loans from the rotating fund and the IHF loan portfolio valuing \$787. Four additional groups of refugees who will borrow and save to improve livelihoods and incomes are in formation.

Increased sales means increased saving. IHF hired a Director of Business Development to oversee operations and marketing of the products for sale by GEM and YES Clubs. The Director successfully developed and launched numerous products, and created community and commercial awareness through a new brochure, video, and national radio interview. The role has proven so successful, a Business Development Advisor position was filled in July 2021. The team implemented marketing campaigns for Mother’s Day and Day of Love and Friendship, selling 966 items valuing \$1,134, comprised of 46% commercial sales and 54% club sales. The Christmas campaign is underway, and clubs are creating seasonal products for sale. To date, 35 commercial clients have made purchases. Nearly half have ordered three or more times.



With apprehension and three young children to support, Sol immigrated to Colombia in hope of a better future. Despite working hard at odd jobs she struggled until a friend told her about IHF and GEM Clubs.

Sol eagerly joined a club and was quickly recognized for her critical thinking so the group entrusted her with the savings box. The first to borrow, Sol launched a small eatery. She says her father instilled in her an entrepreneurial spirit but it was the GEM Club that gave her business skills and purpose.

Sol says, “I appreciate my children’s humble hearts. They are patiently waiting for things that we could not have. Until now. I dream that they study and become entrepreneurs with their own businesses.”

NICARAGUA. OIC's Implementing Partner in Nicaragua, **ASODENIC** is able to continue providing loans and training to Nicaraguan entrepreneurs who operate micro grassroots businesses and to those who run small businesses that create jobs for neighbors. ASODENIC is awaiting a permit required by a bill passed in Congress before they can accept capital to bolster their loan portfolio, In the meantime, they have continued lending because of the excellent client repayment rate that allows for the recycling of loans to existing and new customers. Unfortunately, there are many more impoverished entrepreneurs who must wait for microloans to restart or reinvent existing, or launch new businesses. In the first half of 2021, ASODENIC:

- **increased the number of active loan clients by 10%** from 1,450 on December 31, 2020 to 1,600 on June 30, 2021, making exceptional progress toward their pre-pandemic outreach of 2,450 clients.
- **decreased the Loan Portfolio at Risk>30 (PAR>30) to 2%**, reflecting a very healthy portfolio despite the affects of COVID-19 on client's livelihoods. PAR>30 fell from 3.25% on December 31, 2020, a remarkable achievement given the circumstances, achieved through working closely with each client and training.

HONDURAS. OIC's Implementing Partner in Honduras, **IDH**, is positioned to empower struggling families along their journey toward economic stability and social inclusion during these challenging times. As of June 30, 2021, IDH:

- **reached 12,652 total active clients, 51% women**, up from 12,534 on December 31, 2020
- **increased its outstanding loan portfolio to \$43M, up 13%** from \$38M on December 31, 2020
- **opened the doors of its newest branches** in Plaza Miraflores, Tegucigalpa, and Choluteca
- **achieved ACCION CAMEL AA Rating**, defined as an excellent microfinance institution, indicating strong financial performance across almost all areas analyzed
- **returned focus to the launch of digital services** that began pre-COVID-19 to reach more families living in extreme and ultra-poverty



IDH managed risk, maintained financial sustainability, and supported clients by making more frequent visits to businesses, guiding them to safely reopen, offering timely loan restructuring, and approving larger loan sizes when appropriate.

IDH maintained excellent Portfolio at Risk (PAR>30 days) levels of about 7% during this very challenging period by increasing client repayment features, including a call centre, digital payment reminders, and modifying loan repayment terms when necessary.

IDH encouraged staff and client safety measures, and due in-part to their community health awareness efforts, they achieved a milestone of 100% of staff vaccinated from COVID-19.

IDH is empowering struggling families along their journey toward economic stability and social inclusion during these challenging times.

WOMEN IN GHANA GREW BUSINESSES WITH TRAINING AND MENTORING

In 2020, OIC's Implementing Partner in Ghana, Sinapi Aba Savings and Loans (SASL) piloted the **Women in Business Training and Mentoring Program** with 52 Mentors and 103 Mentees across six regions. Despite the pandemic, the first cohort of participants graduated a year later in January 2021. Based on the success of the Pilot, SASL expanded the mentorship program to include more communities with more participants.

SAT/SASL kicked off the second cohort of the Women in Business Training and Mentoring Program in early 2021 with 225 women, comprised of 75 Mentors and 150 Mentees. For the continuous improvement of the program, SAT/SASL incorporated learnings gleaned from the Pilot, including:

- conducted Business Diversification and E-commerce training earlier (made even more relevant by COVID-19)
- created a WhatsApp group to expand networking opportunities amongst participants
- tested the original six-month program duration (the Pilot program was extended due to COVID-19)



This is Year Five of the FINEDEV Program, funded by Global Affairs Canada and implemented by SASL. Along side the Mentorship Program, additional pilot projects launched this year include an Alternative Collateral pilot and an Export-Readiness pilot. SASL continues to meet and exceed all the FINEDEV targets including serving 21,794 SME clients, 63% of whom are women.



Global Affairs
Canada

FAMILIES AND COMMUNITIES IN INDIA ACCESSED CRITICAL HEALTHCARE

By supporting OIC's contribution to Opportunity Australia's Signature Health Care Program in India, we helped make a difference in the lives of families affected by COVID-19 who gained access to vaccines, safe quarantine, health care, remote care delivered by local partners, and health awareness delivered by **4,397 trained Community Health Leaders**. Your support also helped:

- **establish 18 e-clinics** and deliver extended training to existing Community Health Leaders (CHL), equipping them to run e-clinics. CHL assessed patients' blood oxygen saturation and blood pressure.
- Community Health Leaders facilitate consultations with qualified health professionals remotely using a digital platform. Between April and June 2021, **14,597 patients in remote rural locations spoke with a doctor through the e-clinics**. In the same period, an additional **30,081 people were helped by phone**.
- remotely located families save time and the cost of travel to see a doctor by providing access to digital consultations. **Patients received care without leaving their businesses and families** unattended. Patients also were able to be more proactive by accessing healthcare at the first sign of symptoms rather than waiting until their condition deteriorated.

8.8M KIDS ARE LEARNING THEIR WAY OUT OF POVERTY SINCE 2008 VIA EDUFINANCE

You helped OIC contribute to Opportunity's Signature EduFinance Program because we acknowledge that education is critical to the prospects of marginalized children, for whom the implications of COVID-19 have been particularly devastating. A child who receives a good quality education can attain a better future with the expectation of a myriad of quality life improvements. Cumulatively, since 2008, EduFinance has:



operated in
25 countries



mobilized
\$435M US into
education sector



mobilized 32,390
School Improvement
Loans



helped parents
access 448K
School Fee Loans



helped 8.8M kids
improve learning
outcomes



engaged 79
Financial
Institutions



As of August 31, 2021, EduFinance and partner Financial Institutions (FIs) have:

- **152K active education finance loans** to schools and families
- an active, outstanding loan portfolio **valued at \$230M US**
- an estimated active child impact **of 3.46M children** and youth

You helped more children improve their learning outcomes by facilitating financial access through flagship products to schools via **School Improvement Loans (SIL)** and families via **School Fee Loans (SFL)**. SFL and SIL outreach as of August 31, 2021, is:

- **13,558 schools actively investing SILs**
- **124,328 families actively using SFLs**
- **1,603 schools participating in the education quality program, EduQuality**

Children of Colegio
Christiana Berea,
Dominican Republic

You helped us expand to reach more schools, families, and children. During the past year, EduFinance:

- launched new FI partnerships in **Zambia, DR Congo, and Tanzania**
- delivered the Technical Assistance program to onboard new FIs in **DR Congo, Ethiopia, Ghana, India, Indonesia, Malawi, Mozambique, Nigeria, Pakistan, Philippines, Senegal, Uganda, and Zambia**
- established a pipeline of prospective future FI partners for expansion across **Africa, Asia, Latin America** and the **Caribbean**
- launched EduQuality in **Zambia** with 177 new schools during Spring 2021, is poised to begin EduQuality with 300 **DR Congo** schools this fall, and with 180 schools in **Tanzania** in early 2022

3.1 MILLION FARMERS & RURAL FAMILY MEMBERS REDUCED FOOD INSECURITY

Smallholder farmers across seven sub-Saharan African countries are increasing their productivity through access to financial products and services, agronomist training, market linkages, and innovative digital technology to bank and manage crops using real time data.

During the first half of 2021, you helped OIC contribute to Opportunity's Signature AgFinance Program that empowered smallholder farmers to increase harvests by up to 69% and incomes by up to 61%, improving nutrition and reducing hunger for their families and communities. As of June 30, 2021:

AgFinance cumulative impact since 2009:

- **3.1 million people living in rural communities reached**
- **573K loans empowered farmers and agribusinesses**
- **\$222M US disbursed through agricultural loans**

AgFinance active outreach:

- **tripled the value of loans to farmers and increased active outreach to farmers by 22%.** This increase is attributed to growth in the number of farmer groups reached, partner financial institution growth, and the addition of one new financial institution partner in Rwanda
- **reached 437K people** in rural communities including farmers, agribusiness owners and their families
- **trained nearly 50,000 farmers** to use digital tools on their basic cellphones to access real-time crop information, view training videos on agricultural best practices, and make financial transactions
- **reduced annual per farmer training cost** to \$12 through increased efficiencies



Alimatu farms groundnuts and maize in Tamale, Ghana to support her four children. Through improved harvests she has provided her kids with better nutrition and now she is saving so they can receive the education she missed out on as a child.

THANK YOU FOR YOUR SUPPORT!

“My whole life, I was working and not saving. I had not taught my five children how to support themselves or save for emergencies. I saw how much they struggled to support my grandchildren just as my husband and I struggled to support them as children. ASPIRE has changed our lives 100%.”

Rosa, Dominican Republic



THANK YOU FOR BELIEVING IN HARD-WORKING ENTREPRENEURS, THEIR FAMILIES, AND COMMUNITIES, AND FOR ENTRUSTING OPPORTUNITY INTERNATIONAL CANADA WITH YOUR PHILANTHROPIC INVESTMENTS!



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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.