



Andrea, Dominican Republic

Andrea has always been a self-starter and worked in various ventures to generate income. Before partnering with Opportunity, she had already accumulated a few loans which she had difficulty repaying and as a result, her credit was affected. But Opportunity gave her another chance to overcome her financial challenges and create a better future for herself. She did this with her first loan of \$125 which was used to invest in a small store. She became an essential central grocery store in her neighbourhood. She hopes to continue growing her store into a small supermarket and also hopes to build apartments in her community.

Thank You!

Thanks to your support, Opportunity International Canada saw a particularly impactful year with exciting additions made to our programs. In fact, we were selected as one of the “Top 10 International Impact Charities” in Canada. We are beyond grateful for this recognition and the supporters of our mission that helped us to achieve it. Among our impact this year, we were able to make great strides towards gender equality by enabling women and girls to have full and equal access to social, educational, and economic opportunities.



YOUR IMPACT

DOMINICAN REPUBLIC

Coop ASPIRE, our partner in the Dominican Republic, continues to expand to reach more people on the margins, using innovative approaches with dramatic results. Coop ASPIRE remains sustainable even as they serve the most forgotten people in their country. And they could not do this without you.

Highlights:

- ◇ Growth to date in 2019: **15%**
- ◇ Operates **31 branches and 18 Points of Service** across the country
- ◇ Trained over **20,500 people** in 2019 through **1,267 training sessions** in Financial Literacy (including topics such as the importance of savings, debt management and budget)
- ◇ Developed a financial literacy program for primary school kids called “Aspire Youth”. The program has been a great success.
 - » **951 kids** now have a savings account with an **average balance of \$118.**

COLOMBIA

Opportunity International Canada is proud of the mission you help support in Colombia. Your partnership and generosity are creating ripples of positive impact for entrepreneurs and their families. Hardworking people scarred by years of war and insecurity are experiencing a new



sense of purpose, hope and dignity, thanks to the support and financial tools our microfinance programs are providing. Because you have helped fund these programs, once-marginalized Colombians are moving forward in their journey out of poverty.

- ◇ **700+ clients receive financial literacy training** every month.
- ◇ **118 clients** have received training on proper water sanitation and health.
- ◇ **2,901 children and 1,018 adults** formed savings groups 2019.
- ◇ **129 education entrepreneurs are enhancing the education** experience of about 55,000 children through **School Improvement Loans**.
- ◇ **232 clients** received home improvement loans, technical assistance and training on how to safely and more efficiently use a loan for a renovation.

Miratheia, Colombia

Facing increasing political turmoil, Miratheia was forced to flee from Venezuela to Colombia. She says, “I had to start over with nothing. I thought, ‘what can I do to make a living?’ I like to bake, so I started making cakes. At first, I made six cakes a day because I only had a few pans and a small oven.” With Opportunity, Miratheia upgraded her equipment and bought more supplies. Now, she can make twice as many cakes and cookies to sell. “I feel more supported and motivated to succeed than I have in a long time.”



NICARAGUA

In the midst of one of the worst socio-economic crises in many years, ASODENIC, our Partner in Nicaragua, is fighting hard to stand firm and remain open. The support and encouragement of Canadian donors during this time has been significant. Thank you. Microfinance in the developing world is not for the faint of heart. When social and political forces collide to cause crippling consequences for ordinary people, our Partners feel the pinch, and we are doing all we can to assist them while being financially astute. Thank you for your commitment to this mission and for continuing to pray for our partners and clients there.

- ◇ **3,148 clients** are continuing to be served through **6 branches**
- ◇ **100 staff** received special training on how to work in political-social crisis **environment**.

HONDURAS

Your partnership and generosity are creating ripples of positive impact for entrepreneurs and their families. Hardworking Hondurans are experiencing a sense of purpose, hope and help during what is a very difficult time in Honduran daily life. Because of you, once-marginalized men and women are empowered to keep afloat on their journey out of poverty.

- ◇ Our local partner, IDH, has **grown from 13 to 20 branches over the last 18 months**, two of which are thanks to generous Canadian support. These branches in **Puerto Cortes and La Entrada** now serve **671 new clients** and are continuing to grow.
- ◇ They do not want to stop there and already **have plans to open three more branches!**
- ◇ Over the past year IDH has been sponsoring Encounter Days, **one day workshops for 100-150 Small to Medium Enterprises**, where external trainers and local staff share their knowledge and expertise to help them grow.



Berta, Honduras

Berta's clothing and sheets business used to be small and stagnant. She struggled to reach new customers and never saw any growth. But when she began to partner with Opportunity International four years ago, everything changed. She used her loans to buy fabric in bulk, and was soon saving her income. With increased revenue, she purchased a computer and a printer to start an internet café as a second source of income. Now, all five of her children are either studying or working. The youngest is in college studying finance and is doing a lot to help Berta with her business. She dreams of fixing up her home and giving her kids a future.

INDIA

Thanks to your support, our program partners in India are empowering women as health leaders. These women, having begun their journey as small loan recipients, elect to participate in basic health, hygiene, and nutrition education which they share with community members. This solution helps families with **improved health and cleaner neighbourhoods.**

- ◇ 4,421 trained Community Health Leaders reached 5.4M people
- ◇ **215 health leaders are selling vital sanitation products** to their neighbours, adding to the overall household income and **increasing the freedom and respect they receive** within their homes and communities.

GHANA

Global Affairs Canada is partnering with Opportunity International Canada in a four-year **Financial Inclusion for Enterprise Development (FINEDEV)** project in Ghana. Together we seek to **build the “missing middle” of Ghana’s economy** and **reduce poverty in an innovative, inclusive, and sustainable way**. Healthy Small and Medium Enterprises (SMEs) are critical to an economy’s foundation. However, left to their own accord, many SMEs fall through the cracks: they are too large to qualify for a microfinance loan, yet too small, or viewed as too risky, to qualify at a normal commercial bank. Opportunity’s partner in Ghana – Sinapi Aba Savings & Loans (SASL) – is a perfect match! The FINEDEV project promotes holistic and inclusive finance with key deliverables including SME loans, Financial Literacy and Business Training, Staff SME Training, and the launching of Digital Financial Services (DFS) for SASL’s clients country-wide. Together FINEDEV was launched with the goal of serving 18,000 SME clients, creating or sustaining 50,000 jobs, and impacting 200,000 indirect beneficiaries. At the 2.5yr mark (of the 4-yr project) SASL has:

- ◇ **11,694 medium and small enterprise clients** (1,986 in the 6-month reporting period of April to September) – 58% of whom are women (which is exceptional at the small to medium enterprise level).
- ◇ They have provided **389 business training events** (69 from April to September) reaching 15,897 participants (2,844 from April to September).
- ◇ A Financial Literacy (10-unit) animated video series has been produced, as well as an animated set of videos to explain how to sign-up and register for SASL’s MoMo (mobile money) – all in 2019.
- ◇ A Gender Manual has been produced and staff and client gender awareness training has begun.

EDUFINANCE

With over 9,000 affordable private schools borrowing from our financial institution partners across 20 countries, we are working to scale our EduQuality program from its current engagement with 1,600 schools to all 9,000 schools. EduQuality focus on investing in the **professional development of school leaders and teachers** because we know that for a child to have the best opportunity for success, they need an enabling and supportive environment that fosters meaningful learning.



20 COUNTRIES

benefit from
our EduFinance
program

**4.9 MILLION
MORE CHILDREN**

are accessing quality
education

**46 financial
institutions** have
benefited from our
expertise



GLOBAL LEARNINGS

FROM OUR KNOWLEDGE MANAGEMENT TEAM

Opportunity International is committed to the constant improvement of our work through monitoring, evaluation, and research. **Opportunity's Knowledge Management team** is responsible for generating, capturing and disseminating knowledge throughout the Opportunity network. Knowledge is generated and captured through rigorous, groundbreaking research on clients, markets, operations and innovations. When they disseminate this knowledge, it helps optimize operations, strengthen program strategy, further client understanding and facilitate knowledge exchange within the global network, the financial inclusion industry and the broader poverty alleviation community. Ultimately, this knowledge provides valuable insight for understanding how Opportunity can transform the lives of our clients.

Here are a few significant insights from the past year:

- ◇ Opportunity's women microfinance clients in India significantly increase income and well-being with average monthly income increased by 66%.
- ◇ In Ghana, the vast majority of clients are **satisfied with financial services (92%) and training (96%)**.
- ◇ **SME clients**, regardless of gender, **create jobs for both women and men in Ghana**.
- ◇ Over 1.5 years (July 2017 to December 2018), **8,000 SME clients (53% women) created nearly 1,500 new jobs** for women and about **3,700 jobs** for men and women combined.
- ◇ These **8,000 SME clients now employ roughly 19,600 women** in total.
- ◇ The vast majority of women clients interviewed across five countries were actively supporting their children's education and taking pride in their successes.
- ◇ Many **women clients reported financing the education of their daughters** through their businesses.
- ◇ In cases where their children were now grown, all women clients' children had completed more schooling than their mothers, and many had gone on to secure formal employment.



UPCOMING IN 2020

TOWN HALL WEBINARS

Join us as we invite some of our global experts to talk about how Opportunity is innovating to meet the needs of our clients. To sign up for our webinars go to opportunityinternational.ca/events

JAN 15
2020

GOING DEEPER
On Impact

APR 1
2020

GOING DEEPER
On Technology

JUN 17
2020

STATE OF
THE UNION

SEP 23
2020

GOING DEEPER
On Education



Joyce, Ghana

Joyce took advantage of Opportunity's Youth Apprenticeship Program in Ghana to kickstart her business as a hairdresser. She learned the valuable skills needed to attract clients and a loan to get started. Now, Joyce provides jobs by hiring employees to help run the shop. She even trains other women who dream of starting their own business. With her hard work and helpful nature, Joyce is paving a path for female entrepreneurs in her community.