



GLOBAL REPORT

Spring 2020

Your support means everything to clients like Linda, who are focused now on survival. Because of you, one day they will again thrive.

At the end of last year, Linda operated two bakeries employing 63 neighbors, and she partnered with 80 young women who distributed and sold her bread in area markets. But COVID-19 has stopped her business in its tracks.

Linda had to let go of all but 17 of her factory employees. Instead of supplying 80 vendors, she is only able to work with five due to economic shuttering. The rest of the women—who very recently were building their own small businesses—are now coming to her asking if she can spare some bread to feed their families.

Linda is doing what she can to help her neighbors; she is handing out daily survival bread. We pray for the safety of her extended network of families, and for a swift return to the day she is once again handing out jobs instead of loaves. It is our prayer for all of our clients around the world.

You are the hope that lights their path through the darkness

Amid the darkness, light glimmers. Because of you, families have safety nets to cling to as they face the real threat of losing everything, of returning to hunger and abject poverty from the economic and health shocks of COVID-19. Your past giving has prepared our clients to use their skills and resources to survive, rebuild, and thrive once again. You have helped these families prepare and brace themselves through increased knowledge and resilience. We invite you to learn more on the following pages about the ripple effects your generosity created in 2019 and how it is helping our clients face the hardest days ahead with hopeful hearts and confidence.

We hope you will find this good news to be worthy of celebration—a bright light during this time of fear and uncertainty. We thank you for joining us in our mission to reach families who need our support now more than ever before.

OPPORTUNITY BY THE NUMBERS

In 2019, with your help, we made significant headway in both outreach and impact among the poorest communities around the world. The coronavirus pandemic, sadly, has set most of our clients far back.

7.1M

clients with loans



More than
\$3B
released in loans

12.7M

families with savings



95% of clients with loans are women

6.4K

schools financed in 2019



3.6M
children benefited from Education Finance

\$94M

released in education lending

We saw client poverty levels decrease for the fourth straight year in India (SPM)



Lockdowns closed

5.5M

of our clients' businesses

5.7M

clients are able to bank digitally



14K

schools that we have financed are closed

COVID-19 lockdowns could increase extreme poverty by 180M people reaching 12.5% of the globe within a year (United Nations University, April 2020)

HELPING FAMILIES SURVIVE

Our rapid response to the global COVID-19 pandemic

Opportunity remains steadfastly committed to serving those living in poverty in underserved, marginalized communities. The impact of the extended COVID-19 lockdown restrictions will not end when economies restart. We accelerated the speed of our response and shifted from helping our clients thrive to helping them survive.

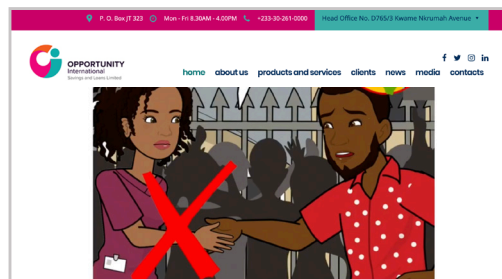
Opportunity's Rapid Response to COVID-19 on a global scale is helping to protect clients and their families through this dark time by providing critical information and increased knowledge; delivering food, water, and other basic survival needs; and helping schools and financial institutions stay afloat as loan repayments are disrupted.



Delivering food in Colombia



An empty school in Uganda



COVID-19 video from Ghana

5.5 million client families face losing their incomes and 12.7 million will quickly deplete their modest savings

- ▶ 5.5 million of our 7.1 million loan clients have been forced to close businesses due to sheltering in place, diminishing their ability to earn their daily bread, and pay for water, housing, and necessities.
- ▶ Opportunity's 12.7 million clients have saved about \$41 each—unfortunately, this money won't last.

Our rapid response: Together, we can and must help clients survive

- ▶ We are working daily with our financial service partners to ensure clients survive this crisis through loan restructuring and other assistance.
- ▶ Our staff has pivoted to become frontline responders to clients by sharing government COVID-19 guidelines, training clients on preventative health and hygiene, and connecting them to additional local support.

Nearly 4 million children are missing their one nutritious meal of the day as schools close

- ▶ All 13,994 schools funded through Opportunity partners are closed, which means those 3.8 million children are going without schooling and likely missing their one nutritious meal of the day.
- ▶ School leaders are faced with grim realities—no incoming cash flows, thousands of teachers and staff without jobs, loans to repay, and buildings to maintain.

Our rapid response: We can and must help schools remain solvent

- ▶ We created an EduFinance Resilience Fund to address capital concerns and loan moratoriums.
- ▶ We developed and distributed a response toolkit to 1,709 EduQuality participating schools called "School Management in a Pandemic: How to Keep Your School Afloat During a Crisis."

OPPORTUNITY IN AFRICA

Last year, 1.3 million African families placed their hard-earned income in secure deposit accounts and 309,260 entrepreneurs built up livelihoods with small business loans.

Increasing food production in rural Africa

With your help, nearly 50,000 farming families across sub-Saharan Africa increased their farm productivity, improved their financial stability, and grew more food for their families and communities by using loans for seed, fertilizer, and crop transport. We connected them to processors, buyers, and markets and provided them with training in financial and digital literacy and modern farming practices.

In Africa in 2019, we:

DELIVERED \$15.5M through 48,835 farmer loans and 230 agribusiness loans, of which 57% were disbursed to women

REACHED 311,050 people including farmers, agribusiness entrepreneurs, and their families

LAUNCHED a network of 338 Farmer Support Agents in rural communities

CREATED a farm irrigation pilot programs in Malawi and Uganda to increase climate resilience

PRODUCED 17 new farmer training videos to improve farmer and agribusiness training methodologies



The negative impact of COVID-19 on farmers and rural families

- ▶ Many farmers are unable to get their crops to market or sell to buyers. Government restrictions are inhibiting market activity. Crops are wasting; families living hand-to-mouth will go hungry.

Our rapid response: We can and must bridge the gaps in disrupted supply chains

- ▶ We continue to loan to farmers where possible and are offering loan moratoria where needed.
- ▶ Local Farmer Support Agents continue to visit farmers by bicycle, taking the utmost health precautions.
- ▶ We are identifying solutions to rapidly intervene in disrupted supply chains, transportation, and local market activity.

Accelerating access to financial services

By investing in digital services in 2019, you helped accelerate access to financial services, especially for women. In 2019, we ramped up digital services and training. Our digital Interactive Voice Response (IVR) messaging program now includes COVID-19 safety and health information.



As of year end:

- ▶ **209,551** African clients had digital accounts, **up 66% in one year**
- ▶ We ramped up usage of digital banking tools, achieving a **90% increase in 2019**
- ▶ **\$6.3M** was transacted digitally
- ▶ Listening to IVR messages from Opportunity resulted in increased savings in Ghana and Uganda

EduFinance in Africa

EduFinance continued to expand outreach in 2019 through strong new partnerships. This year was the most impactful year to date for Opportunity International's EduFinance program, reaching an additional 1.8 million children to bring the number of students actively impacted on 12/31/2019 to 3.6 million globally.

In 2019 in Africa we:

Reached an additional
821,048 children via
EduFinance and EduQuality

Reached **1,540** more African
schools, growing the total number
of new School Improvement
loans to 2,691

Worked with **22** partners
in **10** African countries

Responding swiftly to COVID-19

Even now, while schools remain closed with required stay-at-home orders due to COVID-19, we are providing financial and informational support to proprietors so they can retain staff and teachers and can continue critical activities like training and cluster meetings via digital apps. There is a great deal at stake and our response has been swift.

- ▶ Cash assistance for teacher salaries (for schools in EdQuality program)
- ▶ Help to Financial Service Partners with borrowing costs to support loan restructuring
- ▶ Continuing to pay EdQuality local staff

Solid Rock Foundation School, located in Accra, Ghana, was started 15 years ago with just four neighborhood children. Founder and proprietor Victoria Hazel is a strong woman who is passionate about educating the children in her community. She speaks highly of the impact Opportunity has had on her ability to grow and improve over the years.

She invested multiple EduFinance loans and participates in our EduQuality program to improve school infrastructure and the quality of education and curriculum. She received an honorable mention in our annual awards to outstanding schools for incorporating a computer lab into her school.

We are working hard so that schools like Solid Rock Foundation can open again soon for children around the world.



OPPORTUNITY IN LATIN AMERICA

Building livelihoods in Colombia

Since 1971, Opportunity has empowered Colombian families, tackling the barriers that keep them from escaping poverty.

During 2019, with your help in Colombia:

- ▶ **More entrepreneurs built sustainable livelihoods.** With a new banking partner, Opportunity increased the number of clients using banking services. AGAPE helped form 108 new Trust Groups, which received targeted financial training.
- ▶ **More families saved for the future.** Training from AGAPE's team resulted in a 22% growth in the value of deposits at the bank since 2017. AGAPE also formed new savings groups for those who do not yet qualify for loans.
- ▶ **More children attended school.** In Colombia, our EduFinance and EduQuality programs helped 25,434 children, more than 20,000 of whom were newly reached in 2019.

Loving our neighbors through the COVID-19 pandemic

- ▶ **AGAPE staff responded quickly.** When businesses closed due to lockdowns, families lost their daily earnings. AGAPE staff handed out food (photo right) and provided information on health and preventative measures.



Building resilient communities in Nicaragua

In 2019, Nicaraguan farmers grew more food for their communities, increased their incomes, and strengthened local food security. Parents helped their children chart a new course for the future at Emprendedora Technical School. Neighbors identified challenges and implemented shared solutions. Highlights from 2019 include:

350 farmers used our support and technical advisory services.

We purchased more than two million pounds of yucca from farmers.

47 students graduated from Emprendedora, growing alumni to 197 since our first graduation in 2016.

Among graduates, 77% reported studying at university or vocational school and 11% are working in their chosen field.

140 leaders from 12 communities received training on violence prevention and conflict resolution.

Community projects include several church improvements and road improvements.

Learning continues remotely during the pandemic, as students at Emprendedora use the Google classroom tools that were piloted during the civil unrest in 2018.

OPPORTUNITY IN ASIA

Marginalized women can succeed when empowered

By supporting entrepreneurs—95% of whom are women—you directly assisted those who would otherwise struggle to put food on the table. How your 2019 giving helped families in Asia:

- ▶ Up from 6.2 million in 2018, more than **6.6 million families in India, Indonesia, and the Philippines were using Opportunity loans** to increase family incomes.
- ▶ **707,646 more children were reached via EduFinance**, bringing the active number of children impacted at year end to 1.8 million and education loans outstanding to \$101 million.
- ▶ 5.6 million community members are being reached with essential health and sanitation knowledge through **4,475 Community Health Leaders** in India and Indonesia.

During this time of COVID-19, disease will devastate vulnerable communities. Many families do not have clean water or knowledge about health and prevention best practices to stop the spread of the virus. Women and girls are especially vulnerable during times of crisis. Opportunity is responding in India by:

- ▶ Training Community Health Leaders to identify and prevent the spread of COVID-19
- ▶ Delivering relief packages to families in need, including food, soap, and sanitary products
- ▶ Restructuring loans to help families sustain their livelihoods and rebuild their lives following the crisis

Learn how Navihan made a lifesaving difference in the battle against COVID-19. She is Opportunity.

When Navihan lost her husband, she struggled to feed her young children. When she borrowed from a loan shark, her situation went from worrisome to bleak—until she received a microloan from Cashpor, one of Opportunity's partners in India. Navihan began selling produce from a roadside stall using her earnings to build her business and feed her children. As her business grew, her confidence followed.

In her small village of 200 families, sickness is all too common. After her first session of Community Health Leader training, Navihan taught her children how to wash their hands frequently and carefully, which led to positive results on the family's health. Encouraged, she completed the training and shared the principles with her entire community.

In response to COVID-19, training for Community Health Leaders like Navihan now includes identification and prevention of the virus. They are also distributing emergency health kits to families. Before the closing of schools, she incorporated hand-washing lessons in an afterschool program with 60 children who were challenged to share with their families. She started community-wide parades where the children sang songs to hand-washing demonstrations. Lives can be saved when programs are in place before disease hits impoverished villages.

Today, Navihan is viewed as a leader in her community and the overall health in the village has improved. She is proud that her community is a clean place where families are healthy, and she continues to share frequent health messages.





SURVIVE TO THRIVE

Lucia Entono, a farmer, with her family in Mozambique



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