

# Fall 2022 Report

## YOU ARE WAYMAKERS

*On our journey, the destination is a world free from extreme poverty. The road is unpaved, littered with injustice, and marred by potholes of uncertainty.*

*A waymaker looks out and envisions where a road could be cleared, where opportunities can be created. They see a chance to go where no one else is going to help their brothers and sisters—to help clear the way, so they can make their way.*

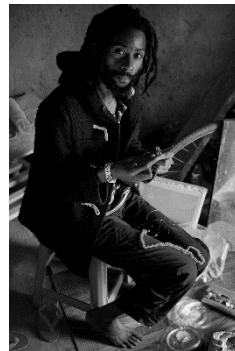
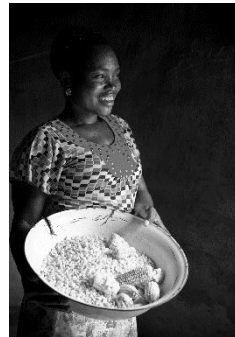
*A waymaker listens, works, builds. The gravity of inaction is too much to bear; the waymaker must fight for the people who every day face—and overcome—crushing challenges that have been deemed “too hard to fix.”*

*The waymaker was built for these moments, for roads less traveled and people left behind.*

*They are problem solvers, action takers, go-first-get-the-job-done-makers. They know we are divided by our circumstances but united by our humanity.*

*A waymaker not only dreams of a world without devastating poverty, they know they will make it so. The risk is certain—and they’re going anyway.*

*Thank you for coming with us.*



In 2020, at the onset of a global pandemic, Opportunity International pledged to lift up the most marginalized and isolated communities in the world: families living in extreme poverty (about \$2/day). Refugees, women, children. Remote and rural communities. We set an audacious goal, to **raise \$100 million by the end of 2022**, which would be **multiplied 10X to put an estimated \$1 billion** to work in livelihood-creating capital.

Thanks to partners like you who share our vision of helping people live a life free from poverty, with dignity and purpose, that goal is within reach. Our clients are Waymakers who seek to make a better future; you are Waymakers, helping to remove obstacles on the path to sustainability.

## OUR PROVEN MODEL

Through our asset-light, partner-heavy model, Opportunity International delivers:

- Financial services like loans and savings

- Training and support by a local staff and partners

With Opportunity’s tools and support as backing, our partners release **10X** your gift as loan capital to serve families living in poverty.

## CAMPAIGN ACCOMPLISHMENTS TO DATE

As of June 2022	Goal	People Reached
Microbusinesses	<b>15M</b>	<b>5.5M via loans 20M via Covid Rapid Response</b>
Farmers	<b>1.7M</b>	<b>1.01M</b>
Education	<b>8.3M</b>	<b>5.2M</b>
Funds raised	<b>\$100M</b>	<b>\$90.2M</b>

## **MAKING A WAY FOR PEOPLE TO THRIVE MICROBUSINESSES**

*Traditional microfinance is not serving those in extreme poverty*

With your support, Opportunity continues serving women with loans, savings, and ongoing support to earn an income, gain confidence and decision-making power, and measurably improve outcomes.

In India, families are bouncing back from the impact of the pandemic and demand for small loans continues to increase:

- ▶ We are reaching more than 5.4M families with small loans (12.5% increase over prior year)
- ▶ 9 out of 10 clients are women
- ▶ 8 out of 10 clients live in rural areas

In June 2022, 60\_Decibels, a global, tech-enabled impact measurement company, published findings from survey of 72 microfinancing institutions which collectively serve more than 25 million clients. For Opportunity's nine participating partners, the study showed that:

- ▶ **Clients reported greater resilience** as a result of the financial services that they receive, with over 80% of Opportunity clients better able to manage their finances and most clients reported that their ability to meet unexpected expenses improved because of the support they had received.
- ▶ Opportunity partners Coop Aspire (Dominican Republic) and Cashpor (India) are two of the highest performing microfinancing institutions in the study.
- ▶ A majority of clients reported **increased business income**, an increased ability to manage finances, and improved capacity to cope with unexpected economic shocks.

## **FARMERS**

*Africa's small-scale farmers are growing only 20-30% of their capacity*

Because of your partnership, Opportunity equips smallholder farmers and rural families to transform their small farms into steady income and sustainable businesses, scaling our agriculture work so more farmers can access critical inputs like seeds, fertilizer, buyers, and training.

Opportunity's AgFinance program uses a high-touch, high-tech, high-impact footprint to help farmers grow more and earn more. Over the last decade, the team has:

- ▶ Mobilized more than \$265M in local loan capital
- ▶ Provided 598,000 smallholder farmer loans and 15,000 larger agribusiness loans
- ▶ Reached more than 3.2M rural people
- ▶ Reached portfolio gender parity
- ▶ Digitally trained and linked more than 124,000 smallholder farmers
- ▶ Produced 27 industry publications

## SCHOOLS AND CHILDREN

*The Economist projects that if the damage the pandemic has done to education is not reversed, none of the sustainable development goals will be achievable.*

Because of you, Opportunity makes quality education available for more children and youth. Our best-in-class EduFinance program enables independent local schools to provide an affordable, quality education. In July 2022 we reached an exciting milestone: over **10 million children** currently benefit from Opportunity's EduFinance programs. Other cumulative indicators:

- ▶ 118 financial institution partners
- ▶ 29 countries
- ▶ \$511.6M invested in the education sector
- ▶ 9,884 school improvement loans outstanding (valued at \$90.7M)
- ▶ 58,830 school fee loans outstanding (valued at \$24.5M)

We continue to focus on securing new financial institution partners in places that are least served, demonstrating the value of lending to close the schooling gap. We built a pipeline of partners in Zambia, DR Congo, Ethiopia, Kenya, Nigeria, Dominican Republic, and Indonesia. We completed the first School Leadership Academy in Ghana with over 100 schools to increase finance for unbanked schools.

## MAKING NEW WAYS: INSPIRING INNOVATIONS

**Climate resilience:** While committing to increasing the flow of capital for agriculture, the team is adding a focus on climate resilience, including climate training and support towards regenerative agriculture practices and financial products tailored to climate-driven risks.

**Graduation model:** Aiming to serve those living in extreme poverty, the Graduation model is being piloted in Malawi and Colombia. The multi-faceted approach addresses immediate needs, catalyzes income generation, sparks positive behavior change, and promotes increased savings and other assets.

**Refugees:** In June 2022, the EduQuality program in Uganda successfully onboarded approximately 120 new schools including our first in the Nakivale Refugee Settlement in Isingiro District.

**With your partnership, Opportunity International is committed to deepening our work to break down obstacles and secure sustainable livelihoods in the world's areas of greatest need. Thank you for being a Waymaker with us and continuing your support of our Waymaker clients!**

*“Behold, I am doing a new thing; now it springs forth, do you not perceive it? I will make a way in the wilderness and rivers in the desert.”* Isaiah 43:19

## UGANDA

Joyce Ayikoru  
Education Specialist  
Eastern Uganda Region:  
*“The learner who is the last beneficiary of this Opportunity loan must be able to excel. We want that child to be transformed and achieve his or her dreams...that is why we are all doing this work: we are all looking at that child at the end of it all. We are the foot soldiers on the ground.”*

