



2022 Impact Report

Executive Summary

Spring 2023

CHANTAL Cassava farmer, Democratic Republic of the Congo

A MESSAGE FROM ATUL TANDON

Chief Executive Officer, Opportunity International

For over 50 years, Opportunity International has been steadfast in our mission, transparent about our work, and relentlessly committed to our clients. This dedication, focused on two simple goals, has earned us the trust of donors, partners, and the 250 million people we have reached:

1. Equipping families living in poverty to have the financial resources and the skills they need to build sustainable livelihoods and progress out of poverty
2. Increasing the availability of affordable and accessible quality education for the children of families living in poverty

This Impact Report¹ is Opportunity's latest effort to share both our work and our impact with you, our stakeholders, investors, and community.

While data is powerful, I always come back to the most fundamental question: are we achieving our goals of building livelihoods and improving access to education, and is our work moving our clients out of the cycle of intergenerational poverty?

This is true impact—and this is why we do what we do.

Sincerely,



Atul Tandon

2022 IMPACT AT A GLANCE

 **\$2.7 billion**

Total Capital Catalyzed

to sustainably serve the financial needs of low-income populations

 **18.7 million**

Unique Clients

 **105**

FIPs

Total number of Financial Institution partners

 **97%**

Women Clients

% of people reached that are women

 **10**

SDGs

No. of Sustainable Development Goals addressed

 **1.9 million**

Jobs Created

through Opportunity International's programs and partners

 **8.4 million**

MSMEs Supported

Total number of Micro, Small and Medium-size Enterprises supported globally

¹ Since 2012, we have been implementing 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 and will continue to report against them.

Education Finance

Increasing access and quality: In 2009 we pioneered Education Finance to low-cost, non-government schools; since then, over \$541 million has been disbursed by local financial institutions globally towards education loans. We have impacted over 10.7 million children.

- ▶ School Improvement Loans enable educators to improve and expand schools.
- ▶ School Fee Loans ease cash flow constraints in families, ensuring all children can attend school.

Our holistic three-year EduQuality Program guides school leaders to diagnose the quality of the school and then create and implement school development plans, supported by training and mentorship.

EduFinance Impact in 2022

FY22 Actual
Oct '21 – Sept '22

Value of loans provided to schools and learners	\$99.5 M
No. of children reached by EduFinance	1.6 M
No. of schools financed	5,663
Student loans disbursed	45,232
Financial Institution partners	96
Schools participating in EduQuality	1,891
Countries where EduFinance works	26

Agriculture Finance

Grow more crops, get more income: We have been at the forefront of Agricultural Finance since 2008, designing financial products—loans and guarantees—for rural communities in Africa. Increasing access to financial resources is underscored by training and group support. Farmer Support Agents deliver training and facilitate access to markets, helping rural families increase agency and transform their small farms into more productive, lucrative, and effective enterprises.

Over the last fiscal year, we helped more than 156,600 households in sub-Saharan Africa to build resilient livelihoods for themselves through small-scale farming; 56% of farmers served were women. Since we started our AgFinance program in 2008, we've helped 739,700 households to access the resources they need to grow and improve their farms, by dispersing over 628,800 loans totaling \$277.9 million.

(Right) Khumbo Msutu, Opportunity International Digital Financial Services Project Officer, provides digital savings training to a farmers savings group in Malawi.

AgFinance Impact in 2022

FY22 Actual
Oct '21 – Sept '22

Value of loans provided to farmers	\$50.9M
Households reached	156,620
Farmer loans disbursed	45,687
Farmer Support Agents (FSAs)	777
Farmers supported by FSAs	110,154
Financial Institution partners	11



Microbanking

High-touch, high-tech, high impact: We partner with financial service providers to offer innovative financial services (such as tailored loans and microinsurance), and training (such as financial literacy training for entrepreneurs) to help entrepreneurs and small business owners grow their businesses, become economically empowered, and enable them and their families to thrive.

- ▶ We engage partners on program and financial product designs and guarantees to provide micro-loans.
- ▶ We collaborate with our partners to help clients build resiliency through flexible individual or group savings accounts.

Digital Financial Services

Human-centered design: The Digital Financial Services program focuses on two concepts that ensure that people living in poverty have access to products and services tailored to their needs and budgets.

- ▶ Human-centered design puts real people at the center of the product design process, helping us determine how we can best serve the world's most impoverished people in new ways.
- ▶ Cost to serve is critical: for people living in poverty to gain access to technology solutions, those solutions must be affordable, both at the client and institutional level.

In 2022, in India, 1,000 existing female banking agents were trained online with a further 100 female agents using self-directed training online.

(Right) Renju works for Opportunity's local partner in Thrissur, India, bringing financial services to the hands of women in rural villages.

Microbanking Impact in 2022	FY22 Actual <i>Oct '21 – Sept '22</i>
Total value of loans made by Opportunity's partners	\$2.6B
Financial Institution partners	20
No. of jobs created through loans to support MSME ² owners	1,809,442
No. of clients with loans	8.4M
% of clients with loans that are women	97%
% of clients with loans from rural areas	59%
Average loan size	\$490
No. of clients with savings accounts	16.3M
% of clients with savings that are women	91%
% of clients that reported a positive change in their ability to manage their finances	77%

DFS Impact in 2022	CY22 Actual <i>Jan '22 – Dec '22</i>
Total number of digital transactions	3,270,307
% of total transactions which are digital	55%
Average digital transaction value	\$67
No. of active women clients	156,690
% of active clients who are women	58%



Health and Women's Safety

FY22 Actual

Oct '21 – Sept '22

We see access to community-appropriate health services as a natural extension of enabling financial security and social protection of the client, improving productivity and household resilience. Three flagship initiatives work in tandem to improve access to last-mile primary healthcare, supporting the communities we serve to engage actively in their health and wellbeing

- ▶ Health Leaders
- ▶ Health Entrepreneurs
- ▶ Health Finance

Health Impact in 2022

INDIA

No. of new Health Entrepreneurs trained	200
No. of families reached by Health Entrepreneurs	177,270
No. of families protected through Health Finance	10,235

BANGLADESH

No. of new community Health Leaders trained	800
No. of families supported by Health Leaders	805,512

INDONESIA

No. of new community Health Leaders trained	242
No. of families supported by Health Leaders	8,618



United Nations Sustainable Development Goals: At Opportunity International we strive for people to have more income, fostering economic development while helping to tackle poverty and exclusion around the world. We support families living in poverty and those systematically marginalized from the traditional economy—women, youth, refugees—to build resilient livelihoods by providing knowledge and training to improve skills and capacity as small-business owners. We articulate interventions through research- and impact-driven programs intentionally designed to be high-impact toward poverty alleviation. We are committed to continuing to collect data and expand our understanding of what is needed to deliver positive change.

To read the complete **Opportunity International 2022 Impact Report**—including cumulative data and our alignment with the U.N.'s Sustainable Development Goals—please visit opportunity.org/2022impact



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