

Fact sheet

Opportunity International provides microfinance - small loans, savings, insurance and training in basic business practices - to people living in poverty across Africa, Asia, Eastern Europe and Latin America. Clients use these financial services to develop a business and create a 'safety net' so that they can better provide for themselves and their families.

Opportunity serves all people regardless of race, religion, ethnicity or gender.

Loans

When clients build businesses with Opportunity loans, they can set into motion significant changes. Family income rises. Children are well fed and go to school. Homes are improved. Women gain status in their homes and communities.

Opportunity International offers a mix of loan products, including group and individual loans, and allows clients to access larger loans as their businesses grow.

A first point of entry, the Trust Group joins together 8 to 20 entrepreneurs who elect leaders, receive training and pledge to guarantee each other's loans. Because the group guarantee replaces the need for collateral, credit becomes available to those previously locked out from formal financial services.

Opportunity International Highlights – LOANS¹	
Active loan clients	1.26 million
Value of loan portfolio	£258 million (\$388m)
Average first loan for trust group members	£188 (\$283)
Loans made to women	84%
Loan repayment rate	95% ²

¹ Source: Network Summary, Fourth Quarter, 2009

² Source: Opportunity International US Annual Report 2009

Savings

For Opportunity clients, savings can increase stability. Interest-bearing savings accounts provide a secure, convenient way for clients to manage money and prepare for changing seasons, unexpected crises and business opportunities.

In order to provide savings accounts to people who have never had access, Opportunity is building a network of scalable, sustainable and accessible microfinance banks throughout the developing world.

Opportunity's innovative branches, whether full-service, mobile or satellite kiosk, bring financial services and hope to people living in the most remote areas. Cards using biometric technology provide convenient and secure access to finances, even for those who are illiterate, lack formal identification or live in rural areas.

Opportunity International Highlights – SAVINGS³	
Savings accounts	562,101
Average balance in each account	£81 (\$122)
Value of total deposits	£ 45,862,000 (\$68,793,000)

Training

AIDS education in Ghana, inventory management in the Philippines, a civil rights unit in Colombia, domestic violence awareness in India, financial literacy in Malawi – Opportunity's more than 400 transformative training and development modules cover the gamut of topics pertinent to clients across the globe.

As Trust Group members gather regularly to repay their loans, loan officers provide training to develop business skills and enhance personal growth.

³ Source: Network Summary, Fourth Quarter, 2009

Insurance

Opportunity's MicroEnsure, the world's first micro insurance intermediary working exclusively for the poor, provides protection against many risks faced by those living in poverty. Innovative products cover policyholders with crop, loan, health, life and property insurance – offering clients a safety net when an unexpected hardship or disaster occurs.

With average premiums of about \$1.50 per month for a family of five, MicroEnsure is making affordable life insurance available for the first time, exclusively to people living in poverty.

Other innovations include policies covering persons infected with HIV/AIDS, weather-indexed crop insurance for rural farmers and affordable health insurance for the economically marginalised, with a special focus on adolescent girls.

The Bill & Melinda Gates Foundation has provided a generous grant to enable Opportunity to enter new countries and provide insurance to many more people.

MicroEnsure Highlights – INSURANCE	
Microinsurance policyholders	809,483 ⁴
Lives covered	Almost four million

Global Network

Opportunity International – 24 countries served⁵

Africa	Asia	Eastern Europe	Latin America
DRC	China	Macedonia	Colombia
Ghana	India	Romania	Dominican Republic
Kenya	Indonesia	Serbia	Honduras
Malawi	Philippines		Mexico
Mozambique			Nicaragua
Rwanda			Peru
South Africa			
Tanzania			
Uganda			
Zambia			
Zimbabwe			

⁴ Source: Network Summary, Fourth Quarter, 2009

⁵ Countries list correct as of October 2010. NB: list no longer includes operations in Russia, Albania and Poland following their recent sale in September 2010. Partner list source: www.opportunity.net/members/implementing

In addition to the UK, Opportunity International also raises funds in Australia, Canada, Germany, Switzerland and the United States.

Staff⁶

Opportunity International's global team has grown to 11,501 employees, with 6515 loan officers in the field.

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⁶ Source: Network Summary, Fourth Quarter, 2009