

# FINANCIAL SUMMARY 2011



Photo: Kate Holt

Photo: Jeremy Makinson



BUCKINGHAM PALACE



**HRH The Princess Royal**  
Patron, Opportunity  
International UK

When poor people are given a break, and included into the financial system that we take for granted, poverty's grip is loosened.

Imagine a seamstress who uses a small business loan to buy a second sewing machine. By employing a helper, she increases her output, her sales and her income. The seamstress, and countless others like her, then invests her income into her children's education, her family's health and her community's wellbeing. Given the chance, she saves carefully too, knowing that she will have something to draw on when times get tough.

This is why Opportunity International is so important. They have reinvented everyday financial services to meet the needs and aspirations of poor people. As a result, millions of people worldwide are escaping poverty by themselves, and I was privileged to see Opportunity's outstanding work at first hand in Ghana in October.

Thanks to your generous gifts in 2011, we are now serving over one million people in Africa. This wonderful achievement provides the inspiration to reach the next million. Thank you for your continued support.

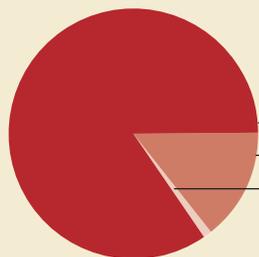
## 2011 Income: £3.3m



### Where the money came from:

Individual donations **36%**  
Trusts and Foundations **26%**  
Statutory **14%**  
Grant from subsidiary **13%**  
Companies **8%**  
Other income **3%**

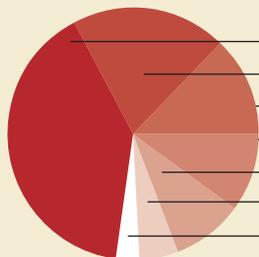
## 2011 Expenditure



### How money was allocated by type of expenditure:

Charitable activities **85%**  
Cost of generating funds **14%**  
Governance costs **<1%**

## Spend by Country



Malawi **40%**  
Tanzania **20%**  
India **13%**  
Mozambique **10%**  
Other (incl. Kenya, Rwanda & the DRC) **9%**  
Ghana **5%**  
Uganda **3%**

## 2011 Global Statistics

Opportunity UK is part of the global Opportunity International Network. The total charitable income of Opportunity worldwide was **£34 million** in 2011. This was invested in partner programmes in 20 countries.

Total clients (loan & savers):	<b>2.4 million</b>	Loan repayment:	<b>98%</b>
Average loan size (Trust Groups):	<b>£142</b>	Average deposit balance:	<b>£62</b>
Loans made to women:	<b>84%</b>	Micro insurance policy holders:	<b>1.3 million</b>

The financial statements are for the year 1 January 2011 to 31 December 2011.

COVER IMAGE: Ghanaian client Sylvia Danso Abeam with her loan officer Ama Kobi.

## Remarkable Generosity



*Edward*

Edward Fox, Chief Executive,  
Opportunity International UK

When economic times get tough your generosity shines ever more brightly. Nowhere has this been more appreciated than in the small but fragile state of Malawi, where the global downturn has combined with local challenges to make life extremely hard. It is precisely in times and places like this that your support gives a helping hand to some of the hardest working micro entrepreneurs on the planet. Looking back to 2011 this is exactly what you have enabled us to do time and time again.

Thanks to your remarkable generosity we've been able to extend our programmes in Tanzania, Ghana, Malawi and Mozambique. I've seen some of the work first hand and can assure you that the impact of your support will be felt by Opportunity 'clients', their families and communities for years to come.

Thank you.



### Meet Precious Bambala

Precious has a hairdressing salon and sells beauty products in southern Malawi. Opportunity loans have helped her buy more stock, increase her turnover and grow her profits. With the increased income, she can more reliably feed and clothe her family. Her dream is to one day open a beauty product business.

## *Thank you for your support*

Bank of America Merrill Lynch, Channel 3 Consulting, Citi Foundation, City A.M., DFID, European Commission, Lloyds Banking Group, Rotary Clubs in District 1090, 1110 and 1020, Scottish Government, The States of Jersey Overseas Aid Commission. Also to the schools, community organisations, churches and the thousands of individuals who generously made donations, volunteered their time and expertise.



*Client Beatrice Frimpomg Boateng from Ghana*

# Legacy Giving

## Have you thought about writing Opportunity International into your Will?

A legacy gift will help Opportunity International to deliver support to future generations, transforming lives for many years to come. Amending an existing Will is usually straight forward and any money left to charity in your Will is exempt from inheritance tax. From 6 April 2012, the Government has created a really tax efficient way to leave a legacy. For more information please call us or visit our website.

For a copy of our audited report and accounts, please contact us. We would love to hear from you.



FOR FURTHER INFORMATION VISIT OUR WEBSITE

[www.opportunity.org.uk](http://www.opportunity.org.uk)

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**Patron: HRH The Princess Royal**

Opportunity International United Kingdom is registered as a charity in England and Wales (1107713) and in Scotland (SC039692). A company limited by guarantee in England and Wales (05322719).