

Empowering Generational Change through Education

Opportunity International

August 2014–September 2017



Social and Industry Challenge

Social Challenge: 67 million children are not in school, yet education is by far the largest determinant of future economic status and self-reliance.

Industry Challenge: There are few financial products designed to improve access to education, yet education is key to empowering communities and spurring economic growth. Communities without access to high-quality education have lower life expectancy and limited opportunities for economic development.

Program background

In partnership with Credit Suisse, Opportunity International (Opportunity) is strengthening and expanding its Education Finance initiative across its global network of financial institutions. The goal of these efforts is to improve educational impact in low-income countries where many children are unable to complete their education at a high-quality school. The program focuses on scaling Opportunity's school improvement loans and school fee loans, expanding innovative education services and promoting knowledge-sharing and the development of education finance specialists.

Together, Credit Suisse and Opportunity will support schools located across eight countries. Through providing school improvement loans, Opportunity equips school proprietors to develop their facilities, staff and curriculum to provide high quality education to a larger number of local students. Because effective leadership skills and business acumen are critical to offering children a good education, proprietors who receive a loan also participate in specialized training sessions to prepare them for long term success.

Opportunity's school fee loans enable families to afford educational costs including tuition, textbooks and uniforms for all levels of schooling. Opportunity's partner financial institutions seek to support families who are committed to providing quality primary and secondary level education to their children, but struggle to keep them in school due to their unpredictable or seasonal household incomes. School fee loans often help keep young girls in school, as studies show that they are the first to be removed when family finances suffer. Opportunity also provides financing for university or vocational schools directly to students in Ghana, Uganda, Rwanda, the Philippines and India. Support from Credit Suisse is equipping

At A Glance	
Sector	Education
Geographical Focus	Africa, Asia, Latin America
Number of Countries in which the Program is Active:	8
Target Beneficiaries	Vulnerable students, families and low-income private school proprietors
Partner	
Partnership with Credit Suisse since	2008
Targeted Social Impact	Improved economic growth through facilitating greater access to high-quality education
Targeted Business Impact	Students and families are better equipped to afford educational costs and schools are more accessible, sustainable and of high-quality
Targeted Key Figures	530,000 students benefitted overall (increased access to high-quality schools, increased household ability to afford education)

Opportunity to scale its school fee loans for families in eight countries, and launch the product in two additional countries.

To protect the educational futures of children, Opportunity offers innovative products such as EduSave, a savings account with free school fees insurance. Available to clients in Uganda, Ghana and Malawi who save beyond a predetermined amount, this helps ensure that a child is able to finish school in the event of a parent or guardian's death or permanent disability. In collaboration with Credit Suisse, Opportunity is also exploring the development of other innovative education-focused services in marginalized communities. By expanding its current education finance products, Opportunity will address additional top constraints to educational success and employment in developing countries.

Opportunity is continuing its efforts to invest in employee development through education finance specific capacity-building activities. Through this program, Opportunity will provide additional support to its education finance staff including skills training, hosting an annual education conference and facilitating staff exchange visits between countries.

Countries in which the program is active:

Opportunity International's education finance program is currently implemented in eight countries: the Dominican Republic, Ghana, India, Kenya, Malawi, the Philippines, Rwanda, and Uganda.

Goals and Objectives

The partners will accomplish the following objectives by the end of 2017:

- Provide 2,200 school improvement loans to private school proprietors, impacting the access and quality of education of approximately 484,000 students
- Disburse 52,000 school fee loans to parents and students, impacting the education of approximately 161,000 students
- Develop additional education finance services to provide youth with a formal education and employment skills
- Provide education finance bank staff with professional development opportunities through various new training initiatives

Planned Program Outcomes

- Increased capacity and quality of education to empower communities, provide increased opportunities for economic growth and help break the cycle of poverty
- Students, especially girls, are able to stay in school as families are not vulnerable to removing their children from the classroom due to fluctuations in household income. By completing their education, children will have a brighter social and economic future.

Credit Suisse Employee Engagement

Credit Suisse employees are able to connect with the impact of their Foundation's partnership with Opportunity through:

- Global Citizens Program
- Microfinance Advocates Network

Since 2008, Opportunity has hosted five Global Citizens with its financial institutions in Uganda, Ghana and Colombia. These expert volunteers specialized in critical projects related to HR, IT and Risk Management.

Opportunity has collaborated with Credit Suisse's Microfinance Advocate Network by presenting at regional conferences, and hosting an employee coffee club. These forums helped increase Credit Suisse employee awareness about both global poverty and the powerful partnership between Credit Suisse and Opportunity.

About Opportunity International

Over the past six years, Opportunity and Credit Suisse have successfully partnered on two strategic initiatives: "Developing the Next Generation of Bankers" and "Developing the Next Generation of Technology."

- "Developing the Next Generation of Bankers" has focused on finding, keeping and developing talented staff within the organization, as staff capacity building consistently ranks as one of the greatest needs within the growing microfinance industry. Through this partnership, Opportunity has expanded its training and leadership development program to provide a multi-faceted approach that focuses on building technical and managerial skills. The program offers in-person training, e-learning, mentorship and professional development tracts available to staff of all levels.
- "Developing the Next Generation of Technology" has focused on addressing key technical industry advancements necessary to expand microfinance services to provide financial inclusion for all. Through Credit Suisse's support, Opportunity has implemented its key technical banking platform, Tenemos 24 (T24), in five countries. This has enabled the countries to offer electronic wallet banking services, such as mobile and agent banking, which are critical to expanding financial services to the scale.

Developing talent and technology within the microfinance sector enables scalable impact where clients create sustainable change, transforming their lives, families and communities.

Since 2008, Opportunity International's partnership with Credit Suisse has facilitated 1.9 million electronic wallet banking transactions, provided 4,800 days of training to microfinance staff and reached 149,600 additional loan clients and 1.4 million additional savings clients. An estimated 6.9 million people have benefitted from this strategic partnership.

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