



**Rebuilding and  
rebalancing**

# Contents

In brief: numbers that matter	3
About our impact	4
How we work	6
Our capacity building	9
From outreach to impact	12
Supporting the Sustainable Development Goals	14
Financial inclusion	16
Agriculture	20
Renewable energy	23
Community-focused approach	25
Partnering for impact	27

**Featured on front and back page:** Marina Ananou (front page) and Jennifer Toussou (back page) are both women entrepreneurs in Abidjan, Cote d'Ivoire. With the support of Oikocredit partner Fin'Elle, both of the women have been able to open their own shops and business is thriving.

**Text and production:** Oikocredit staff

**Photos by:** Opmeer Reports except those by Makmende/Ana Maria Buitron (pages 9, 10 and 18) and Caravela Coffee (page 22).

**Design:** Frank Huijbregts, Made by Frank

# In brief: numbers that matter

Total financing with partners

**€ 995.9 million**

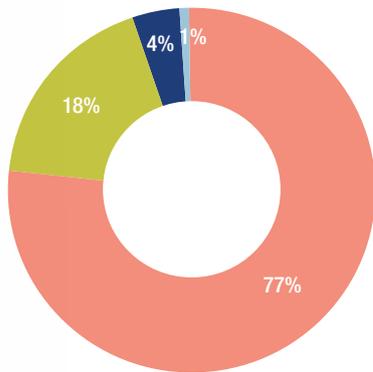


Partners financed

**517**

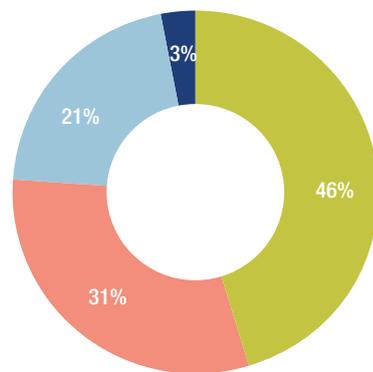


Financing by sector



- Financial inclusion\*
- Renewable energy
- Agriculture
- Other

Financing by region



- Asia
- Africa
- Latin America and the Caribbean
- Other



Financial inclusion: % of women clients reached by our partners

**81%**

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Financial inclusion: clients reached by our partners

**38.2 million**



Financial inclusion: % of rural clients reached by our partners

**61%**

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Financial inclusion: SMEs financed by our partners

**1.13 million**



Agriculture: farmers reached by our partners

**579,000**



Renewable energy: households with access to clean energy

**43,000**

# About our impact

Oikocredit\* is a social impact investor and worldwide cooperative with over 45 years' experience in promoting sustainable development. Our work is made possible by our members, investors and donors.

Our goal is to improve the lives of low-income people and to build resilience among communities in Africa, Asia and Latin America and the Caribbean. We prioritise social impact while safeguarding the environment and aim to generate fair financial returns.

We do this by increasing access to financing and non-financial support like capacity building for the organisations we fund, our partners. Our partners, in turn, are able to provide support and opportunities to their clients, suppliers, members and employees.

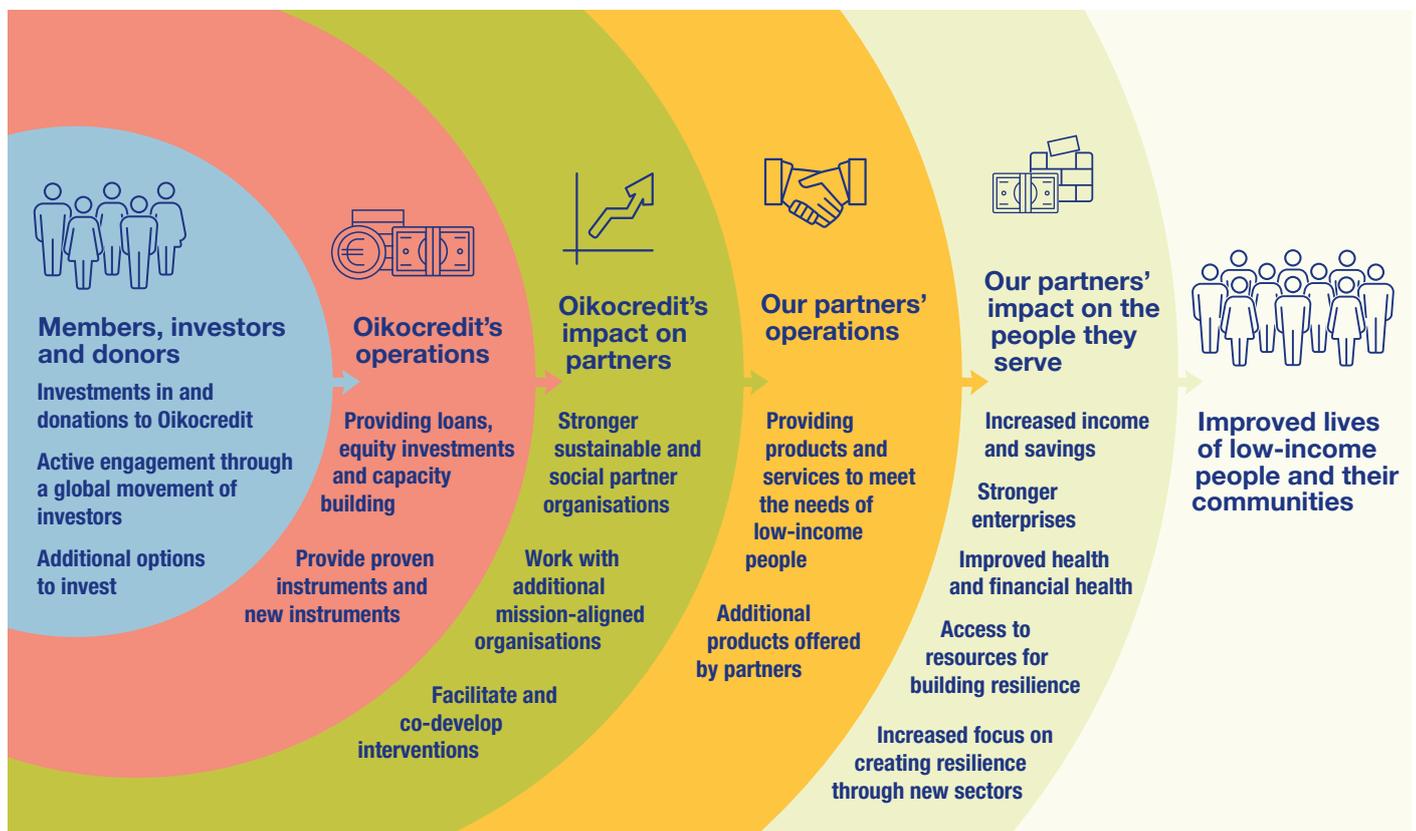
We carefully select, screen and monitor our partners to ensure alignment on values and social goals. We also support our partners in achieving these goals.

The impact created includes opportunities for low-income people to increase their income, savings and insurance coverage, stronger businesses, and access to resources for low-income people to invest in a sustainable future for themselves, their families and their communities.

Low-income people are hit the hardest during times of crisis, and we've realised that resilience is key in improving people's livelihoods. This has proved to be true during the coronavirus pandemic and with the effects of the war in Ukraine on the global economy.

This makes our work to create a positive social impact, as this report demonstrates, all the more important.

## How Oikocredit creates impact



## Our impact investing process



## How we collect our data

We survey current partner organisations annually on social performance metrics. These are partners with an active contract and an outstanding loan amount or equity investment.

We currently collect data on all stages of our impact creation from the involvement of our members, investors and donors, through Oikocredit's operations and our impact on our partners, to our partners' operations. With our project on client self-perception (more on page 12), we aim to collect data on our partners' impact on the people they serve.

For the social performance monitoring round for end-of-year 2021, out of 369 partners that met our monitoring criteria and were invited to complete the social performance survey, 359 provided valid responses, resulting in a response rate of 97%.

We collect and publish this data as evidence of our ongoing commitment to creating social impact.



Survey response rate

**97%**



Investing for impact since

**1975**

# How we work

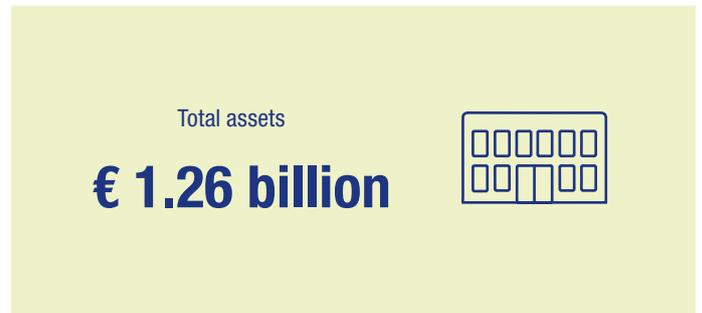
Oikocredit offers loans, equity investments and capacity building support to organisations reaching low-income people and communities across Africa, Asia, and Latin America and the Caribbean. This is made possible with the funds provided by our committed investors, members and donors.

Oikocredit focuses its investments on three sectors: financial inclusion (more on pages 16-19), agriculture (more on pages 20-22) and renewable energy (more on pages 23-24). As part of our new strategy, Oikocredit is targeting additional support to the communities we serve through a community-focused approach (more on pages 25-26).

Our regional offices and local presence are essential for selecting like-minded partners, fostering long-term relationships and providing capacity building (see pages 9-11). The support we provide helps our partners build strong and sustainable social businesses.

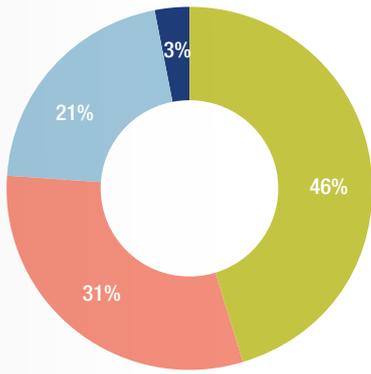
As a result, our partners are able to expand their outreach and improve access to products and services that meet the needs of low-income people and their communities.

We measure our impact by linking our social performance outreach data to our theory of change methodology and the United Nations Sustainable Development Goals (SDGs). We've also introduced an end client survey (see pages 12-13) to get direct insight from end clients about impact on their lives and livelihoods.

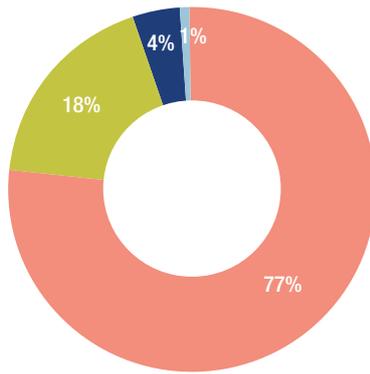


Scan or click on the QR code to watch a short video explaining our new strategy and community-focused approach.

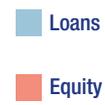
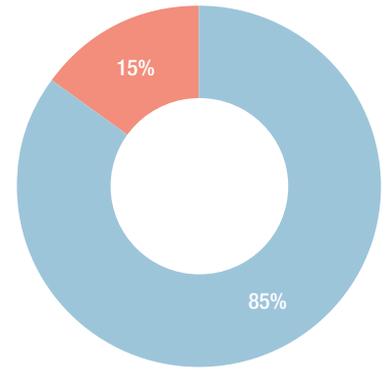
## Financing by region



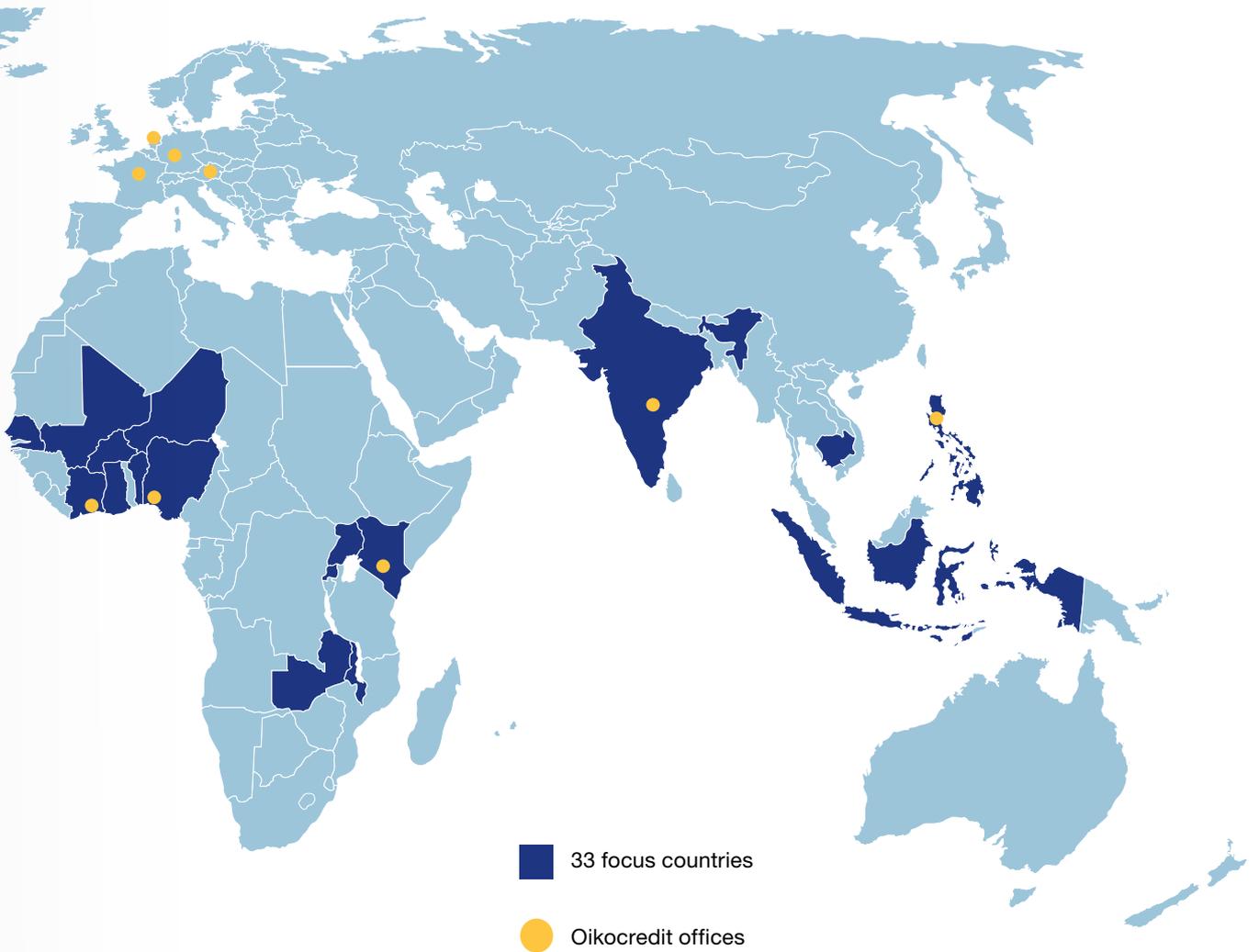
## Financing by sector



## Type of financing



## Where we work



\* Including microfinance and SME finance

# How we work

Total financing with partners

**€ 995.9 million**




Partners financed

**517**



Cooperatives financed

**79**



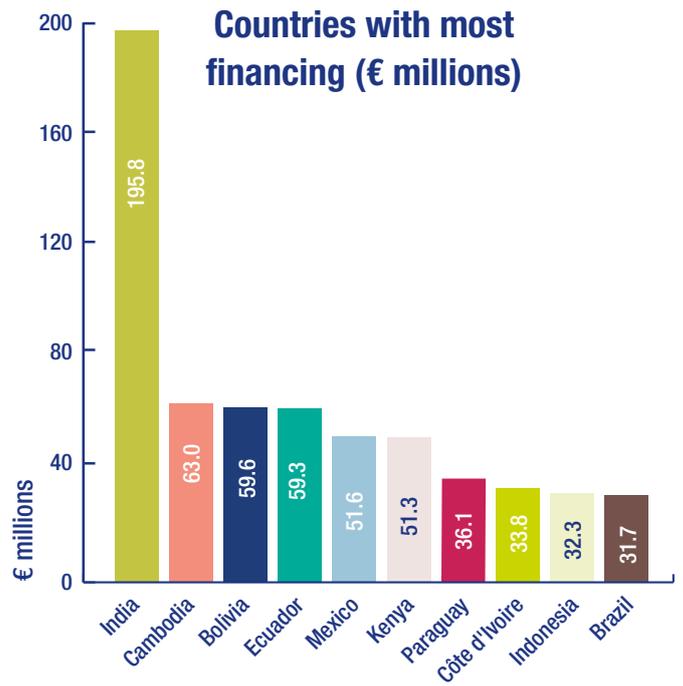
Average financing per partner

**€ 1.9 million**



Staff members

**206**




Our carbon footprint

**224 tonnes**

We continue to offset our carbon footprint with Fairtrade and Gold Standard certified carbon credits via the FairClimateFund.





TC (Talleres Cajas – Cajas Workshops) employees in their workshop. TC is a family business which is a client of Oikocredit's partner Cooperativa de Ahorro y Crédito Jardín Azuayo Ltda (Jardín Azuayo).

## Our capacity building

Where our partners have the potential to improve their performance, they can increase their social impact.

The capacity building Oikocredit provides helps our partners acquire new skills, technology and access to markets. It also strengthens their governance and management in financial and social performance.

The standards we use to help strengthen our partners' social performance include the Client Protection Standards as housed by the Social Performance Task Force (SPTF) and Cerise, the SPTF's Universal Standards on Social Performance Management, and the Consumer Protection Code created by Gogla, the global association for the off-grid solar energy industry.

### Oikocredit's capacity building programme focuses on:

- Promoting ethical, responsible access to finance in a digitising world
- Embedding and strengthening social performance management practices among financial inclusion partners
- Supporting sustainable agriculture for smallholder farmers

### Oikocredit provides capacity building support through:

- Services provided by our staff
- Programmes using donor funding and mobilising local consultants
- Referring our partners for support provided by strategic partners

### As well as donations from our investors and Oikocredit's own contribution, our capacity building activities are funded by donors including:

- African Guarantee Fund
- Oikocredit Stiftung Deutschland
- Smallholder Safety Net Upscaling Programme (SSNUP)
- USAID (United States Agency for International Development)
- The Primate's World Relief and Development Fund

Capacity building spend

**€ 0.4 million**



Countries where capacity building took place

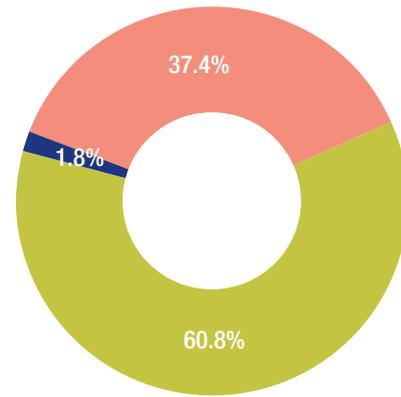
**12**



Organisations that received capacity building

**50**

## Who received capacity building?



Financial inclusion organisations    Agricultural organisations    Other organisations



Simone Wolfardt Salla and her husband Jonas Salla, farmers and clients of Cresol, in their plant production shelter.

Scan or click on the QR code to learn more about our capacity building.



## Examples of our capacity building

### The Women's Innovation for Sustainable Enterprises (Wise) Project in Ghana



**Goals:** Increased access to economic empowerment, wellbeing, and inclusive economic growth for women in the Ahafo, Bono, Bono East and Northern regions in Ghana through financial products and services designed for women.

**Project overview:** In 2022, Oikocredit worked with a local consultant to train 31 staff from five financial inclusion partners on adapting products and services so that they address the needs of women clients. An outcome of the training was a detailed action plan by each of the partners on activities leading to the refinement of existing product features. These gender-refined products and services are expected to meet the needs of women-led/owned micro, small and medium enterprises (MSMEs).

**Partners involved:** The assignment is being implemented with five financial inclusion partners operating in five targeted districts in four regions.

**When it happened:** August 2021 to present.

**Making it possible:** The project is being carried out in partnership with Plan International Canada and Plan Ghana. In this project, Oikocredit is working with a local consulting firm in Ghana called CDC Consult.

### Weather index insurance in West Africa

**Goals:** Accelerate and facilitate insurance cover against weather related risks for smallholder farmers working with rice, millet, sesame, sorghum, soya or cotton in Senegal, Côte d'Ivoire, Mali and Burkina Faso by the end of 2022.

**Project overview:** Smallholder farmers in West Africa are often exposed to adverse weather conditions and revenue fluctuation, as their production is their sole source of revenue. Agriculture insurance is underdeveloped in the region and costly to implement. Within this context, index insurance project aims to enable farmers to manage their risks better in a more affordable and efficient way where claim payments are triggered by a weather index and paid automatically.

**Partners involved:** Inclusive Guarantee, an equity partner of Oikocredit since 2017, is the only licensed insurance broker with the specific expertise in offering index insurance solutions to smallholder farmers in the region. Sixty thousand smallholder farmers are targeted with this project, of which at least 20,000 are women.

**When it happened:** 2020 to present.

**Making it possible:** Through SSNUP (Smallholder Safety Net Upscaling Programme) the Oikocredit International Support Foundation (ISUP) received a grant to support Inclusive Guarantee in accelerating the coverage of smallholder farmers.



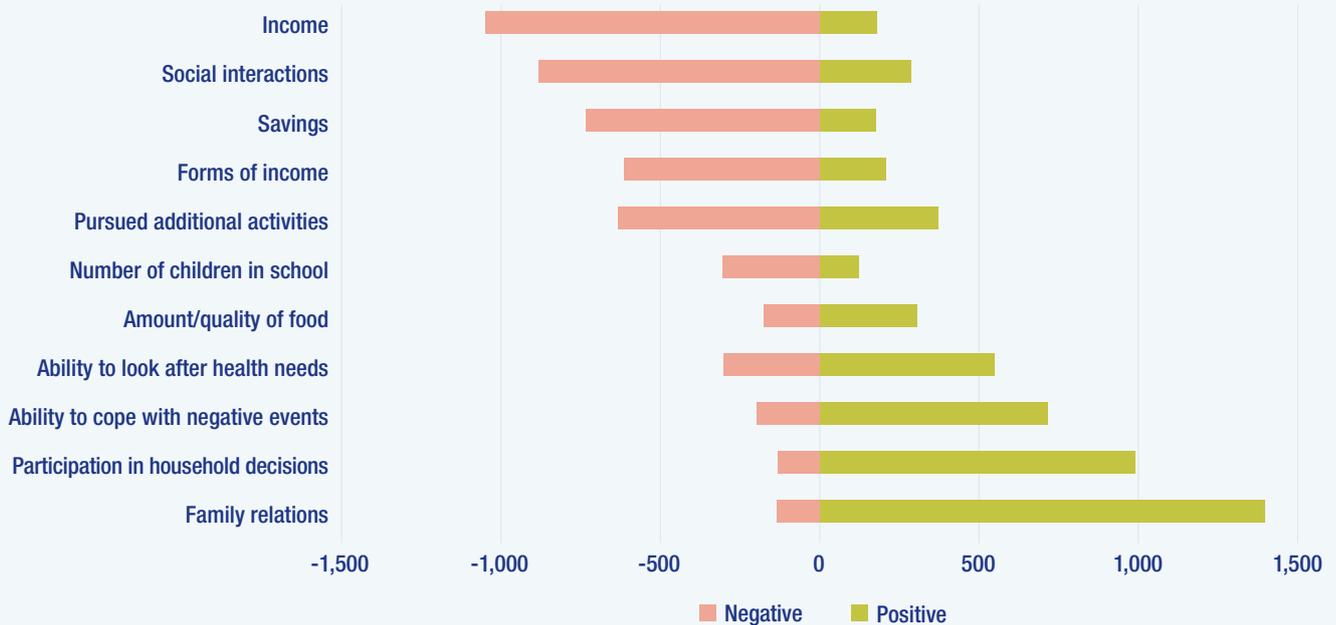
# From outreach to impact

In 2021, Oikocredit and five financial services partners conducted a survey to assess significant changes in the lives of the partners' clients over the past 12 months. Over 2,500 clients in Kenya, Peru, the Philippines and Uganda responded to the survey.

The survey provided Oikocredit and its partners with direct feedback from the low-income people they strive to empower. Through the responses, Oikocredit and its partners were able

to identify client needs and evaluate how they can better support them.

## Most significant changes - aggregate results



## Key findings

- Clients have been heavily affected by the Covid-19 pandemic. For example, 62% of respondents said their income had decreased
- Clients active in agriculture and commerce were more resilient in relation to changes in income and savings respectively than clients in production and services
- Despite significant negative financial effects experienced by the clients surveyed, they said they had generally developed more harmonious relationships with their family or household and their ability to cope with emergencies had improved or stayed the same
- A positive perception of income strongly influenced decisions clients made to expand their enterprise





## Outcomes

The survey results lead have to several recommendations, both for Oikocredit and its partners, to further support the clients.

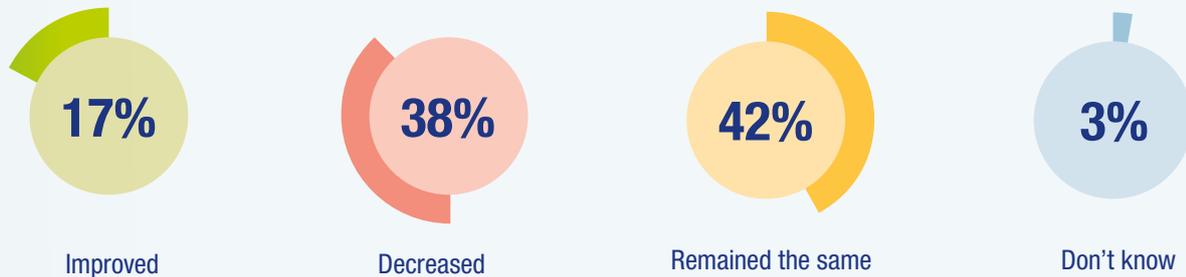
For example, a significant number of respondents said their household's ability to cover health needs and emergencies had decreased. Partners are recommended to investigate

this more deeply and to find solutions for building the resilience of these vulnerable clients.

The survey also identified several baselines related to income, savings, business development and health that can be used to evaluate Oikocredit's social performance.

### Change in ability to cope with health needs & emergencies, by respondents whose savings had decreased

(n=1,172)



### Benefits of the survey and future plans

Through the survey, Oikocredit was able to mentor its partners in using digital channels to communicate with their clients, in gathering and analysing the digital responses, and in applying survey learnings to their organisation for the benefit of their clients. Oikocredit partners were also able to assess some different options for adjusting their products and services to meet their clients' needs.

Oikocredit aims to undertake further client self-perception surveys with existing and new partners every year, expanding to more of its focus countries. In 2022, Oikocredit is working with 20 partners across 12 focus countries. Oikocredit will utilise future surveys to understand clients' changes related to several key areas of client resilience. Oikocredit is also encouraging partners to select baseline indicators from the 2021 survey and to monitor these indicators for change across future survey years.

Scan or click on the QR code to access the 2021 Client Self-Perception Survey results.



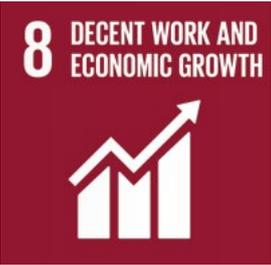
# Supporting the Sustainable Development Goals

Oikocredit actively contributes to the United Nation’s Sustainable Development Goals (SDGs). In particular we contribute towards SDG 1, 2, 5, 7, 8, 10 and 17.

We demonstrate our contribution to these goals with over 50 indicators. These indicators are closely aligned with standard impact investing indicators included in the Global Impact Investing Network’s (GIIN’s) IRIS+ measurement system.

The indicators below provide a sample of the data we collect to track Oikocredit’s contribution to the SDGs.

SDG	Goal	Oikocredit indicators	Results
	End poverty in all its forms everywhere	 Financial inclusion: clients reached by our partners  Financial inclusion: % of partners tracking the Poverty Probability Index of clients  Financial inclusion: clients of partners with a savings account  Financial inclusion: % of rural clients reached by partners	38.2 million 19% 9.6 million 61%
	End hunger, achieve food security and improved nutrition and promote sustainable agriculture	 Agriculture: farmers reached by our partners  Agriculture: median hectares per farmer  Agriculture: partners offering additional services: provision of inputs  Agriculture: average % above market price partners pay to their farmers	579,000 2.9 hectares 66% 13%
	Achieve gender equality and empower all women and girls	 Agriculture: % of women employees  % of partners with gender equality as an objective: Financial inclusion Agriculture  Financial inclusion: % of partners offering women’s empowerment training	32% 74% 81% 31%
	Ensure access to affordable, reliable, sustainable and modern energy for all	 Renewable energy: households with access to clean energy  Renewable energy: households using clean energy for income-generating activities  Renewable energy: households with improved access to clean cooking  Renewable energy: CO <sub>2</sub> emissions avoided	43,000 5,000 78,000 134,000 tonnes

SDG	Goal	Oikocredit indicators	Results
 <p><b>8</b> DECENT WORK AND ECONOMIC GROWTH</p>	Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all	 Financial inclusion: small and medium enterprises (SMEs) financed by our partners  Financial inclusion: % of partners with employment creation as an objective Financial inclusion: % of partners offering additional non-financial services to clients	<p>1.13 million</p> <p>82%</p> <p>63%</p>
 <p><b>10</b> REDUCED INEQUALITIES</p>	Reduced inequality within and among countries	 Agriculture: partners certified Fairtrade (Flocert)  Cooperatives financed	<p>46</p> <p>79</p>
 <p><b>17</b> PARTNERSHIPS FOR THE GOALS</p>	Strengthen the means of implementation and revitalise the global partnership for sustainable development	 Number of partners (or potential partners) that received capacity building	<p>50</p>



Krishna Kale and Ganesh Kokate, cleaning the solar panels on the rooftop. The Maharashtra Institute of Technology, Pune (MITPune) - College of Engineering, gets a third of its energy from three sets of solar panel installations: two sets are mounted on the rooftops and one on the ground. The rooftop solar panels were installed in March 2016, and the panels on the ground in June 2017. MITPune chose to use solar energy from Fourth Partner Energy Private Limited (FPE), Oikocredit's partner.

# Focus sector: financial inclusion

## Why do we invest in financial inclusion?

Over a billion adults worldwide have inadequate access to formal financial services and have no account with a financial institution or mobile money provider. This leaves them unable to access reliable credit or savings accounts. Most of them have low and unpredictable incomes and lack the resources to cope with unexpected household needs or to invest in a better future.

By increasing access to loans and equity investments, Oikocredit helps its partners become stronger and more sustainable social businesses.

Our financial inclusion partners in turn increase access to responsible and reliable financial services for low-income people. They also encourage employment generation through provision of financial services to small and medium enterprises (SMEs).

The access to responsible financial services provided by our partners helps to empower low-income people. It gives them access to opportunities to increase their income, savings and insurance coverage, as well as access to resources to cope with unexpected needs, and it helps them strengthen their businesses.

## How do we create impact in financial inclusion?

Within financial inclusion, Oikocredit concentrates on three segments:

- **Microfinance institutions (MFIs)**
  - Providing responsible financial services for low-income people
  - Contributing to financial security and economic empowerment
- **Financial institutions supporting small and medium enterprises (SMEs)**
  - Providing responsible financial services for SMEs
  - Contributing to job creation and retention, and improved financial health for SMEs
- **Non-traditional financial institutions**
  - Providing technology-driven responsible finance
  - Fintechs offering digital financial services to individuals and SMEs
  - Using financial technology to increase efficiency and improve services to clients

Oikocredit requires financial inclusion partners to endorse client protection standards, carry out an assessment and, if needed, create an action plan to improve their risk management.

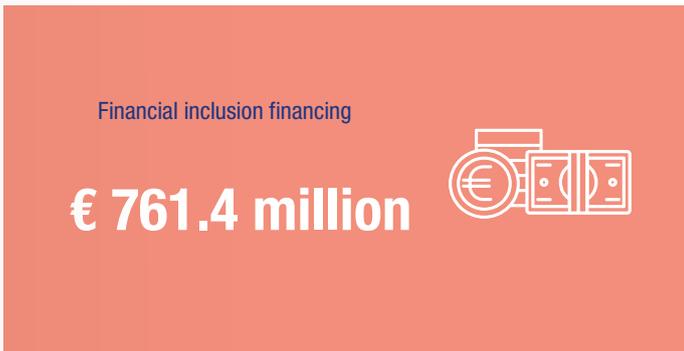


### Contributing to:

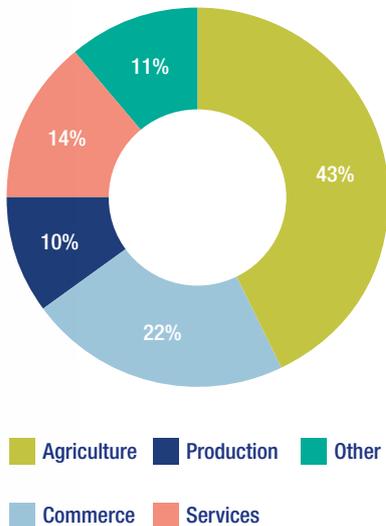


<sup>1</sup> Source: World Bank Global Findex Database 2021

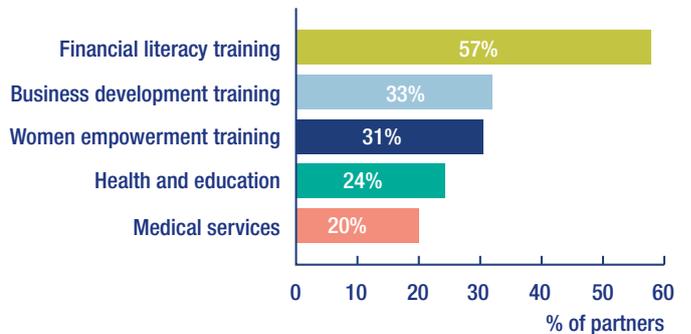
## In numbers



### Occupation of microfinance clients



### Microfinance partners offering additional services



Scan or click on the QR code to learn more about our impact in financial inclusion.



## Impact story: microfinance

### Crédito con Educación Rural Institución Financiera de Desarrollo (Crecer IFD), Bolivia

#### About the partner

- **Oikocredit partner since:** 1999
- **Type of organisation:** Microfinance institution providing access to education and credit for women in low-income communities across Bolivia
- **Type of clients:** Low-income women living in remote and vulnerable communities.
- **Number of clients:** 70,000 small-scale entrepreneurial women (December 2021)
- **The impact:** Alongside direct impact through group and individual loans, Crecer IFD also runs a cervical cancer prevention programme which empowers women and develops their capacity for self-diagnostic and preventive care. Last year, Crecer IFD was runner-up for the European Microfinance Award 2021, for their inclusive finance and healthcare approach
- **Supporting this partner:** A loan of US\$ 5 million (2020) to support the development of microenterprises through provision of microloans

#### About the end-client

**Concepcion Concha Villarreal Monroy** (pictured) is the owner of a small shop and restaurant in a small Bolivian town who started her entrepreneurial journey selling on the streets. Through group loans amounting to € 1,000 (BOB 8,000) per eight-month cycle given by Oikocredit's partner Crecer IFD, Concepcion was able to grow her business. The group loan structure allows each woman to rely on each other as a guarantor. Crecer IFD gives loans this way to emphasise the trust they place in women entrepreneurs. Concepcion also receives health benefits as part of Crecer IFD's women-focused health solutions. Thanks to these benefits, Concepcion discovered she had cancer, which was successfully treated, allowing her to watch her children grow up and to continue to be a positive influence on her village.



## Impact story: SME finance



### Fin'Elle, Côte d'Ivoire

#### About the partner

- **Oikocredit partner since:** 2021
- **Type of organisation:** Microfinance institution (MFI) providing microfinance and loans for small and medium enterprises (SMEs)
- **Type of clients:** Women entrepreneurs in SMEs
- **Number of clients:** 9,000 (2021)
- **The impact:** Through Oikocredit's investment, Fin'Elle will be able to finance loans with the potential to benefit 10,000 households in Côte d'Ivoire
- **Supporting this partner:** A loan of € 2.5 million to support women entrepreneurs in Côte d'Ivoire

#### About the end-client

**Marina Ananou** (pictured) started her business 23 years ago. She sells bags, shoes and clothes. Twelve years ago, she moved to her current location. It's smaller than her first shop, but she now sells items that are more luxurious and expensive. Marina has been a client of Cofina (Fin'Elle's group company) for seven years and of Fin'Elle for four years.

Marina says: "I needed more money to buy stock. When Cofina opened I saw that it was good, so I became a client." Her first loan was XAF 8.5 million (€ 13,000), which she used to buy stock. Now Marina has a loan of XAF 25 million (€ 38,000). She says: "My business has grown and it has been a good experience. Fin'Elle has helped me to realise my dream."

# Focus sector: agriculture

## Why do we invest in agriculture?

Over 500 million smallholder farmers worldwide<sup>1</sup> play a critical role in world food production, but most are vulnerable to the effects of climate change, such as droughts or floods, volatile pricing and unfair competition.

Investment in agriculture is one of the most effective ways of reducing rural unemployment and poverty, and it contributes to local food security. Yet smallholder farmers often lack access to finance. The demand for smallholder finance is estimated at over US\$ 150 billion.<sup>2</sup>

To help address this issue, Oikocredit increases access to loans, equity investments and capacity building that help strengthen social and sustainable organisations that work with smallholder farmers.

Our agriculture partners help farmers increase productivity, crop diversity and provide access to markets, often with better conditions than they would otherwise be able to get. This leads to increased income and stronger, more financially stable farming businesses, contributing to the empowerment of smallholder farmers to improve their lives.

## How do we create impact in agriculture?

Oikocredit supports smallholder farmers while promoting standards and certification encouraging practices such as crop diversification and climate smart agriculture.

We report on the certifications of our agriculture partners as the premiums they result in are relevant to helping secure a better income for farmers and benefit their communities.

We also collaborate with peer organisations to champion responsible agriculture and responsible financing for agriculture.



### The biggest crops in our agriculture portfolio<sup>3</sup> are:

- Coffee
- Cocoa
- Grains
- Nuts

Scan or click on the QR code to learn more about our impact in agriculture.



<sup>1</sup> Source: FAO 2017, The Future of Food and Agriculture

<sup>2</sup> Source: Initiative for Smallholder Finance, RAF Learning Lab, and Dalberg 2016, Inflection Point: Unlocking Growth in the Era of Farmer Finance

<sup>3</sup> Based on the top five crops in investment amounts and in number of partners as at 31 December 2021

## Contributing to:



## In numbers



Agriculture financing

€ 182.6 million



Agriculture partners

128



Farmers reached by our partners

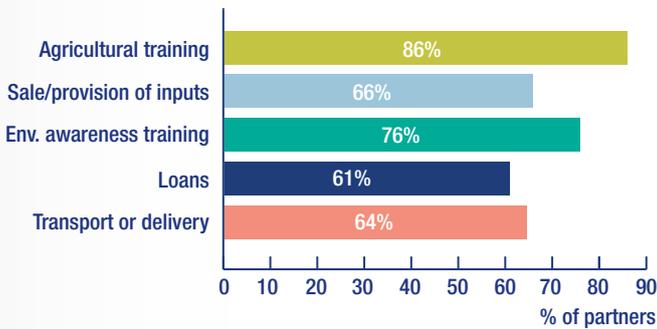
579,000



Farmers reached that are women

26%

### Agriculture partners offering additional services



People employed by agriculture partners

46,000

% permanently employed by agriculture partners

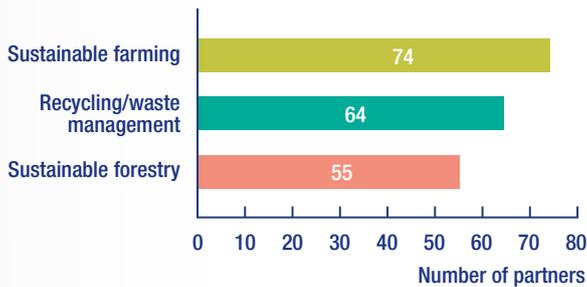
48%

% of agriculture partners offering additional services to farmers

94%



### Partners engaging in environmental practices



Our agriculture partners pay on average 13% above market price to their farmers



Agricultural cooperatives financed

39



Partners certified Fairtrade (Flocert)

46



Number of Rainforest Alliance or UTZ certified partners

35



Number of organic certified partners

44

## Impact story: agriculture

### Caravela, working in eight Latin American countries

#### About the partner

- **Oikocredit partner since:** 2019
- **Type of organisation:** Sustainable coffee trading organisation that ensures and supports the quality and equitable operation of smallholder coffee farmers
- **Type of clients:** Smallholder coffee farmers in eight Latin American countries
- **Number of clients:** 4,000 smallholder farmers, of which 18% are women (April 2022)
- **The impact:** Outside of maintaining an excellent quality of coffee that is sustainably produced, Caravela invests and supports smallholders in low-income areas with the aim of making a positive social impact. Caravela offers training, technical assistance and quality analysis to the coffee producers, enabling farmers to produce higher-quality coffee and to receive higher prices for it
- **Supporting this partner:** Equity investment made in 2019

#### About the client

**Caravela** prides itself on its collaborative and generative organisational principles. It understands that substantial impact requires a web of interdependence constructed through partnerships and alliances. This is the guiding light behind why Caravela joined the United Nations initiative 'Business Call to Action', a larger network of companies and organisations that coherently work towards accomplishing the 17 Sustainable Development Goals (SDGs). Embodying Caravela's continued dedication to sustainable coffee production, and inspiring others in the same direction, it went on to win the 2022 Specialty Coffee Association Sustainability Award; Business Model.

We witnessed our partner Caravela's adaptable organisational foundations during the pandemic, a time where the speciality coffee industry was massively affected. Caravela collected information from their network of smallholders to better understand and help these smallholders to respond to the difficulties brought by the pandemic.



# Focus sector: renewable energy

## Why do we invest in renewable energy?

Nearly 750 million people<sup>1</sup> live without access to clean, affordable and reliable electricity. More than one third of the world's population<sup>2</sup> has no access to clean cooking solutions, leading to nearly four million deaths a year from indoor air pollution.<sup>3</sup>

By financing renewable energy providers, Oikocredit helps these partners become stronger sustainable and social

businesses. As our partners grow stronger, they reach more customers with products and services meeting the needs of low-income people and increasing their access to clean energy.

Increased access to clean energy contributes to improved living standards and health and to empowering low-income people with opportunities such as using clean energy to power income-generating activities.

## How do we create impact in renewable energy?

We invest in projects that focus on social impact, in particular:

### • Off-grid solar

- Providing off-grid households with electricity through solar home systems
- Constructing and operating solar mini-grids for rural communities

### • On-grid infrastructure projects serving energy-poor communities

- Using renewable energy technologies like solar, wind, hydropower and biomass

### • Clean cooking

- Offering a clean alternative to traditional methods of cooking – such as burning wood on a three-stone fire – by switching to efficient cooking stoves
- Reducing negative impact on health and the environment (CO<sub>2</sub> emissions, deforestation, household air pollution)

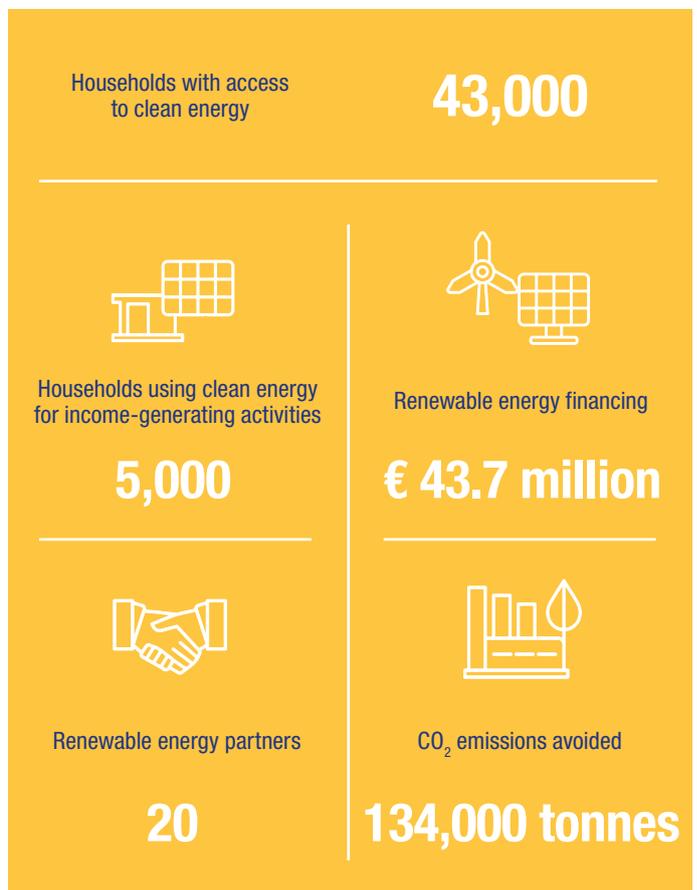
Focusing our work on renewable energy in this way ensures we only invest where there are obvious benefits for local communities, such as improved living standards and health.

<sup>1</sup> Source: World Bank 2020, SDG7 Tracking: The Energy Progress Report

<sup>2</sup> Ibid.

<sup>3</sup> Source: World Bank 2018, Household Air Pollution and Health Fact Sheet

## In numbers



## Contributing to:



Scan or click on the QR code to learn more about our impact in renewable energy.



## Impact story: renewable energy



### M-Kopa, Nigeria, Uganda and Kenya

#### About the partner

- **Oikocredit partner since:** 2020
- **Type of organisation:** Financing pay-as-you-go energy systems and smartphones powered by solar energy
- **Type of clients:** Low-income customers, particularly in rural, peri-urban and off-grid areas in Nigeria, Uganda and Kenya
- **Number of clients:** 3,000,000 people and 900,000 households (July 2020)
- **The impact:** M-Kopa's solar systems have generated over 6.2 megawatts of renewable energy, avoiding over 1.5 million tonnes of CO<sub>2</sub> emissions
- **Supporting this partner:** A loan of US\$ 5 million to provide electricity and mobile connections to 10,000 households in Nigeria, Uganda and Kenya

#### About the client

**John Kimol** (pictured left) is a pastor and farmer in rural Kenya growing mango, avocado, papaya and maize, and he also has some livestock. He has been a client of M-Kopa since 2017. Before he had a home solar package he used kerosene to light his house. It had many disadvantages: the light was not as bright as that of the solar lamp, he could only light one room, and he developed breathing problems because of the unhealthy fumes of the kerosene. John used to spend a lot of money on kerosene and had to pay someone for the service of charging his mobile phone. As a client of M-Kopa he started with the basic package of one solar panel, a battery, three light bulbs, a radio and a torch. Later he expanded to a second panel to power a special 15-inch TV. He used to go to the market to watch TV, but now he stays home and watches TV with his wife. Even if the sun isn't shining that brightly, there's enough light to charge the battery. His health has greatly improved, because he no longer breathes in kerosene fumes. John has finished paying his instalments, so the basic package and the television are his.

# Community-focused approach

Oikocredit's new 2022-2026 strategy focuses on increasing community resilience by expanding the scope of our activities to include housing, education, healthcare, and water and sanitation.

We will do this with our existing partners who are already working in these areas and who have insight into the biggest needs of local communities. Together, we will drive the development of solutions to help make low-income communities more resilient.

In addition to co-developing solutions, Oikocredit will also finance the solutions and facilitate and provide capacity building. We will also facilitate connections with other mission-aligned organisations that can help provide solutions that Oikocredit and its partners can't, such as grant funding, technical assistance and infrastructure solutions.

## Pilot projects

We have already begun to pilot a small number of community-focused projects that our partners have identified, with a view to more comprehensive implementation in the years to come.

Part of this initiative is to apply an agile 'minimum viable product' (MVP) approach of testing and validating new projects before implementing them. We have received considerable positive feedback from partners wanting to develop such projects with us.



## Needs that drove the developments of our active MVPs

MVP	SDG	Need
Education	4 QUALITY EDUCATION	600 million school-age children worldwide are not in school or receive substandard education
Health	3 GOOD HEALTH AND WELL-BEING	4 billion people lack access to quality and affordable healthcare
Housing	11 SUSTAINABLE CITIES AND COMMUNITIES	1.6 billion people live in inadequate housing conditions
Water & Sanitation	6 CLEAN WATER AND SANITATION	4.5 billion people lack adequate access to safe water and/or sanitation facilities
Community Infrastructure	7 AFFORDABLE AND CLEAN ENERGY	759 million people lack access to electricity

The pilot projects include a partnership with Opportunity International to advance children's education in low-income communities in Ghana, Kenya, Nigeria, Senegal and Uganda.

In Cambodia we formalised a partnership with Aqua for All and Chamroeun, an in-country partner MFI, to develop a water and sanitation project.

In Latin America, we've been working with partners in El Salvador that focus on developing housing products and programmes for low-income communities. We've also been working with partners in Brazil that are active in water and sanitation.

Scan or click on the QR code to learn more about our community-focused approach.



## Impact story: Community-focused approach to education

### Education finance collaboration

**Goals:** Address the lack of capital released into the education sector in low-income countries. Increasing capital released will enable independent local schools to provide affordable, quality education and help parents access the resources necessary to send their children to school

**Project overview:** Opportunity International and Oikocredit will mobilise the funds over the next three years with an initial, near-term focus on Ghana, Kenya, Nigeria, Senegal and Uganda. The collaboration will support the growth in access to quality education particularly for children from low-income families

**Partners involved:** Opportunity International and financial service institutions who lend to the affordable education sector in low-income countries

**When it happened:** 2021 to present

**Making it possible:** Oikocredit will invest up to USD \$100 million in financial institutions who are benefiting from Opportunity International's EduFinance program, reaching an estimated 1.6 million children



# Partnering for impact

We seek to develop strong, long-term partnerships to achieve lasting social impact.

In addition to the partners we invest in, Oikocredit works with multiple stakeholders, including the organisations below, to catalyse positive change for people on low incomes.





## Oikocredit's mission

Oikocredit challenges all to invest responsibly. It provides financial services and supports organisations to improve the quality of life of low-income people or communities in a sustainable way.

## Oikocredit International



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