

TANGIBLE BENEFITS REPORTED BY AGFINANCE CLIENTS

Findings from Evaluations of Opportunity AgFinance Projects in Ghana and Mozambique

PROJECT OVERVIEW

Opportunity launched its Agricultural Finance (AgFinance) program as a pilot in 2009 and has since become one of the largest and most innovative organizations facilitating access to finance for smallholder farmers in Africa. Between 2015 and 2017, Opportunity conducted five client surveys in Ghana and Mozambique. These studies generated evidence of benefits for AgFinance clients.

KEY RESEARCH FINDINGS

- For Financial Inclusion: Financing smallholder farmers improved their businesses and their lives.
- For Financial Institutions: Tangible evidence of program effectiveness and client benefits can be generated through standard project evaluations and do not always require costly impact assessments.

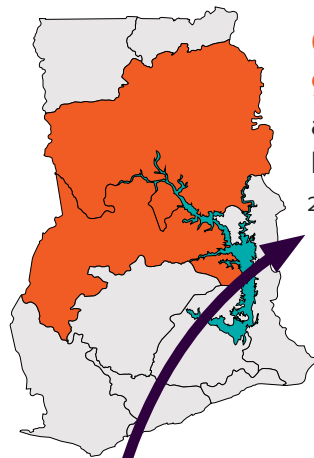
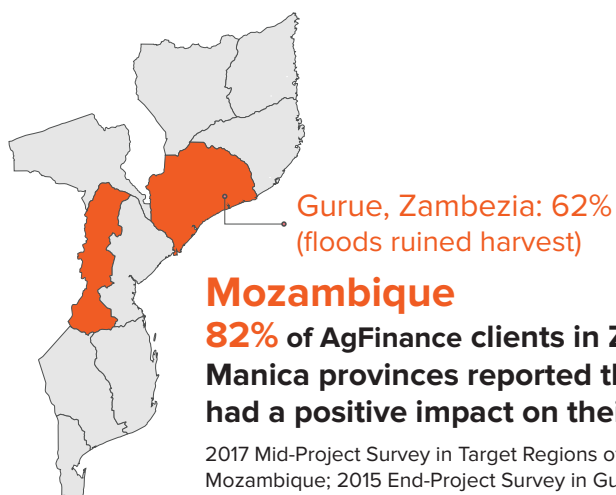
RESEARCH CONTEXT

Opportunity provides our clients with tailored AgFinance loan products, and then partners with local businesses and institutions to deliver quality inputs, training, and market access. This comprehensive package is designed to help smallholder farmers increase their production and income—enhancing quality of life, financial resilience, and food security. Since its launch in 2009 AgFinance has reached nearly half a million farmers in seven countries.

Between 2015 and 2017, Opportunity conducted five mid- and end-project evaluations in Ghana and Mozambique. These five program evaluations reported positive feedback from Opportunity AgFinance clients and generated evidence of tangible benefits for AgFinance clients. The evaluation data was gathered through client surveys asking questions such as, “Have the yields on your farm increased as a result of using improved inputs and farming practices?” Clients were surveyed as part of donor-funded, regionally specific initiatives.

CONTRIBUTION TO GLOBAL LEARNING ON FINANCIAL INCLUSION IN AGRICULTURE

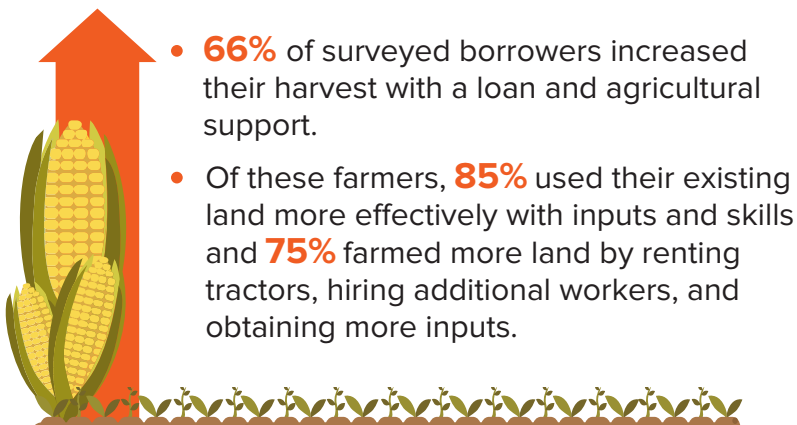
Opportunity is part of a global effort to increase knowledge around effective microfinance interventions in agriculture. However, impact assessment of any microfinance intervention can be quite challenging due to the difficulty of collecting valid financial data from low-income clients and the complexity of isolating the impact of financial services from many other factors influencing client lives. Opportunity is part of a global effort to face this challenge with a range of methodologies: some rigorous and resource intensive and others “lighter touch”—but still useful for program improvement.



Food Security
improved for **71% of AgFinance clients** surveyed in Zambezia, Mozambique.

2015 End-Project survey in Zambezia

Two-thirds of farmers surveyed in Mozambique increased their harvest using an AgFinance loan and accompanying agricultural support.



2016 Mid-Project Survey of Farmers in Zambezia and Manica



92% perceived Opportunity as welcoming to women.

81% reported greater decision-making power in their households as a result of Opportunity.



Women AgFinance clients in both countries felt welcomed and empowered by Opportunity.

2015 Nation-Wide Survey of Women AgFinance Clients



Farmers increased their incomes.

2015 Nation-Wide Survey of Women AgFinance Clients; 2015 End-Project Survey in Zambezia



After receiving a loan, most AgFinance clients hired more workers.

2017 Mid-Project Survey in Target Regions of Ghana and Mozambique