

# SPOTLIGHT ON Opportunity Tanzania

Tanzania is one of the poorest countries in the world. Approximately 90% of Tanzanians live on less than \$2 per day and 60% live on less than \$1 per day. However, Tanzania is also a place thriving with potential. One out of every three Tanzanians is self-employed, indicating a high level of microenterprise activity. Yet only 20% of the population has access to a formal bank within an hour's walking distance of their home. Recognizing this great need, Opportunity is building a bank for people living in poverty. In order to make this vision a reality, Opportunity will need to raise \$2.4 million in 2010. Current initiatives include:

- application for banking license to enable Opportunity to offer interest-bearing savings accounts with a low minimum deposit balance
- expansion of Opportunity's "hub and spoke" model to reach underserved people in rural areas, with roll out of four new branches in 2010
- provision of transformational training to all clients
- introduction of a health insurance product that will cover Tanzania's most common illnesses
- hiring of approximately 70 new staff in 2010
- collaboration with the Young Ambassadors for Opportunity and the Tanzania Country Champion Team to educate and inspire new financial partners



Opportunity's client Asha Numbilamot, a restaurant owner in Dar es Salaam, Tanzania



- ★ **OPPORTUNITY TANZANIA HEADQUARTERS**  
(Includes 3 Satellite Locations in Kinondoni, Ilala and Temeke)
- **FUTURE FLAGSHIP LOCATIONS**
- **FUTURE TOWN LOCATIONS**
- **FUTURE SATELLITE LOCATIONS**

## Leadership

CEO Peter Olivier  
Board Chair James Bergman  
Number of Staff: 75

## Services Offered

- Trust Group business loans
- Insurance: credit life, funeral, worker compensation and weather-index products
- Over 400 training modules on topics such as business management, leadership skills, spiritual and social development

## Statistics about Tanzania

POPULATION: 41,048,532  
POPULATION LIVING BELOW POVERTY LINE: 36%  
LIFE EXPECTANCY: 52 years  
GDP PER CAPITA: \$1,300  
HIV PREVALENCE: 6.3%  
LITERACY RATE: 72.3%  
PEOPLE IN FORMAL LABOR FORCE: 51.7%

## Highlights

	2008	2009
ACTIVE LOAN CLIENTS	3,398	6,003
VALUE OF LOAN PORTFOLIO	\$631,380	\$1,031,307
AVERAGE FIRST TRUST GROUP LOAN	\$198	\$212
% OF LOANS MADE TO WOMEN	71.2%	76.8%

To learn more, visit [opportunity.org](http://opportunity.org)  
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GIVING THE POOR A WORKING CHANCE