



Annual Review

2017



OPPORTUNITY
International
AUSTRALIA

Our Vision

A world in which all people have the opportunity to achieve a life free from poverty, with dignity and purpose.

Our Mission

By providing financial solutions and training, we empower people living in poverty to transform their lives, their children's futures and their communities.

Cover: **Reena**, beauty therapist, shop owner and tailor, *India*

Opposite: **Vandana**, masala spice maker, *India*

Our Motivation

We respond to Jesus Christ's call to love and serve the poor. We seek to emulate the Good Samaritan, whose compassion crossed ethnic groups and religions.

We serve all people regardless of race, faith, ethnicity and gender.

Our Values

Commitment to families living in poverty

Humility

Respect

Integrity

Stewardship

Transformation





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5 million families in Asia are growing small businesses thanks to supporters like you.”

Chairman's note

This is my last Chairman's note as my four-year term as Opportunity International Australia Chair is coming to an end. It's been an immense privilege to lead the Opportunity Board and to be a part of Opportunity's evolution as it helps families journey out of poverty.

What we've learnt over the years is that while microfinance gives families regular incomes to buy life's necessities, they still face many other challenges. Constant illness from drinking contaminated water stops adults from working. And it stops children from going to school to get the education they need to build poverty-free futures. Families struggle to buy medicine and they may have to choose between giving their children dinner or buying medicine because they can't afford both.

Another challenge facing families living in poverty is lack of access to quality education. If there is no school close by or the local school is overcrowded and unfunded and children can't learn, they remain unable to read or write, trapping them in poverty for generation after generation.

For some years, Opportunity has provided financial and other support to organisations focused on health and education services, typically doing this through our network of microfinance partners. On my recent trip to India with Opportunity's Board, it was wonderful to see first-hand the impact of one of these programs, run by Healing Fields Foundation, which Opportunity has funded for some years.

Healing Fields trains women to become health leaders, empowering them to educate their local communities about the prevention and treatment of common illnesses. Health outcomes have improved dramatically in communities that have a health leader and many families have realised their dream of installing a toilet through specialist loans for this purpose. These are very important steps towards enabling families to have the freedom to make informed choices about the way they live instead of being trapped in a cycle of crippling poverty. And it's thanks to you.

I'm delighted that Joanna White, Opportunity's Deputy Chair, is stepping into the role of Chair when I step down. Joanna is the Managing Director of Business Lending at the Commonwealth Bank of Australia and has served on the Opportunity Board since 2011. She's a highly experienced leader and I'm confident she will skilfully navigate Opportunity on the next stage of its journey.

It also gives me great pleasure to welcome Meredith Scott as Opportunity's new Chief Executive Officer. Meredith is an outstanding leader, with over 30 years of achievement in the business and not-for-profit sectors in Australia and overseas.

I'd like to thank Robert Dunn for his exceptional contribution to Opportunity during the last 10 years as Chief Executive Officer and congratulate him on his appointment as Global Executive Director of Opportunity International. Robert has expertly, and with great passion, dedication and good humour, guided Opportunity during the last decade and has established a strong platform for future growth.

I'd also like to thank Opportunity's staff for their hard work and commitment to helping families free themselves from poverty. I've greatly valued their support over the years.

My final thanks to each and every one of you supporting our work. You make Opportunity's vision a reality in the life of millions of families who can now govern their own destiny. Thank you!

Warmly



Edward Kerr

Chair
Opportunity International Australia



“

My sincere thanks to each and every one of you supporting our work.”

Pictured: **Edward Kerr** and health leaders in *India*

A note from the Chief Executive Officer

As I move into my new role as Executive Director of Opportunity International's global operations, I'm reflecting on the past 10 years of leading Opportunity International Australia. What stands out to me is the hope, dignity and purpose I've seen in the families Opportunity helps to journey along the pathway out of poverty.

The hand up you give to families in developing countries—through health education, domestic violence counselling and small loans to grow businesses, pay school fees or build toilets—gives them hope of a better future. They gain dignity as they break the cycle of poverty themselves through their own skills and efforts. And it gives them purpose as they can focus on growing their businesses, educating their children and building a future filled with opportunity.

We see women as the agents of change in developing countries. Women are the heroes of the story. They are not only agents of change for themselves and their families, but also in their communities. You'll meet two of them—Radhika and Bebi—in the next few pages. Radhika and Bebi built businesses using small loans, then later trained as health leaders in their communities. Their status grew in their families and communities and they found their voice. They are now heard, respected and have greater influence on decision making in their homes and villages. Now they are free to make decisions about the way they live. They have real choices. That's why we exist. That's why we do what we do and over the years, many of our supporters say it's why they journey with us—to help empower women in developing countries to be agents of change.

Generational change is uppermost in the minds of parents in developing countries. Parents everywhere want their children to have a better future. It's a universal aspiration. I've often heard parents say: "Our daughter is the first girl in our family ever to learn to read." And this is invariably true because the women we are speaking to can't read, didn't finish high school and probably barely finished primary school.

Parents are focused on ensuring their children have the best possible future. And they know that education is a powerful tool to help their children have better lives than their own. But many of the families we serve struggle to pay school fees at the beginning of each year and public schools lack the resources they need to provide students with quality education. That's why we provide small loans to families like Hariram's—who'll you meet in the following pages—to pay school fees and buy books and uniforms. And we also provide loans to school leaders to help them improve the quality of their schools and educational outcomes.

What we've learnt over the years is that there's no silver bullet to poverty alleviation. The pathway out of poverty is complex so we take this into account when we tailor programs. That's why when we look at impact we look at the whole effect of our programs on the life of families—how they are progressing on their journey out of poverty. It's why we measure movements out of poverty and use a raft of social indicators because poverty is much more than a lack of income.

It's stories of empowered women lifting their families and communities out of poverty that make me feel privileged to have led Opportunity International Australia during the last decade. I warmly welcome Meredith Scott as Opportunity's new Chief Executive Officer and wish her every blessing as she leads Opportunity from strength to strength in Australia.

Thank you for giving families across Asia the tools they need to live an empowered life—a life filled with hope. We are deeply grateful for you.

Warmly



Robert Dunn
Global Executive Director
Opportunity International



“

I'm excited to be at Opportunity and look forward to taking the organisation on the next phase of its own journey.”

A note from Meredith Scott

It's an honour to be stepping into the shoes Robert Dunn has most admirably worn for the past 10 years as Chief Executive Officer of Opportunity International Australia.

I'm excited to be at Opportunity and look forward to taking the organisation on the next phase of its own journey. I'm also looking forward to speaking with and meeting you, Opportunity's generous supporters, and exploring how we can continue to empower families to live free from poverty.

Warmly

Meredith Scott
Chief Executive Officer
Opportunity International Australia

Pictured: **Phulara**, grocery store owner and **Meredith Scott**, India

Meet Radhika

Radhika is one of the many women living in poverty you've empowered to journey to a life filled with meaningful choices—a life filled with hope and dignity.



Radhika lives in a village in the northern Indian state of Uttar Pradesh, just kilometres off the highway heading to Nepal. Villages are scattered throughout the countryside and life carries on in them in much the same way as it has for hundreds of years. Families survive through subsistence agriculture and strict social customs dictate the type of life someone will be born into.

In India, where 67 per cent of the population continues to live in rural areas, villages like these contribute to the nation's high poverty levels. Preventable diseases such as typhoid, tuberculosis and malaria are still prevalent and there are frequent droughts.

Radhika has lived in her village since marrying her husband 30 years ago at just 15 years of age. He was unwell throughout their marriage, couldn't work and died three years ago, leaving Radhika with heavy debts from his medical expenses.

The income Radhika earned from a small plot of land where she grew rice, wheat and lentils was inadequate for her family's most basic necessities. She struggled to buy food and medicine and her family had limited access to clean water, forcing them to drink contaminated water—which made them chronically ill. Radhika was often so unwell she couldn't work to earn an income and her children frequently missed school because of illness. The family also lacked a toilet, which meant they had to walk to the fields at night to defecate, potentially exposing them to safety risks.

Source: World Bank

Just after her husband died, Radhika applied for a Rs.20,000 (A\$390) loan from Opportunity to buy seeds and a cow. This increased her income, enabling her to repay the loan and take out a second then a third loan to help her buy additional seeds and grow more. As a result, she was able to afford medicine and nutritious food for her children and send them to school.

After taking out her loans, Radhika heard about a program in her village training women to be health leaders. She completed the course and now teaches families in her village how to prevent common illnesses such as diarrhoea. She also encourages women to use sanitary napkins instead of rags and leaves. She built a toilet in her home, which has improved her family's health and she's helped dozens of families build their own toilets, too. She's grown a kitchen garden, which provides fruit and vegetables for her family and she's taught other families how to do the same.

Radhika has already come such a long way, but tomorrow holds even more opportunities for her and other women living in poverty across Asia. She'll be able to repay her loans and deposit and withdraw money from her bank account using a low-cost mobile phone, and she'll be able to access training on how to use a tablet application that helps diagnose illnesses and keep health records. She'll have the opportunity to access small loans to pay her children's school fees, and her children will have the chance to receive the quality education they need to build a future free from poverty.

Thanks to your generosity, Radhika is much more than an entrepreneur and health leader. She's bringing about change in her community and saving lives with her quiet blend of compassion and pragmatism. She is empowered, feels a great sense of hope for her future and that of her children and local community.

“
Radhika is bringing about
change in her community.”

Giving families a hand up

You are giving families in Asia a hand up by equipping them with the tools they need to pave a pathway out of poverty—to a life in which they govern their own destiny.

One of these tools is small loans to build income-generating businesses. Some of the other tools are described in the stories in the following pages.

Attika and Marilyn are two of the inspiring women who, because of you, have received the hand up they need to progress out of poverty and live an empowered life full of hope and dignity.

5 million

FAMILIES RECEIVING
A HAND UP

Meet Marilyn

Marilyn lives with her husband in a humble shelter with their three children aged 7, 10 and 12. Without any assets to help her earn an income, no government support and no regular employment, each day Marilyn struggles to feed her family—let alone pay for her children to go to school.

Marilyn is one of the first participants in Opportunity's LIFE program in the Philippines, which gives families living in extreme poverty tools to start their journey out of poverty. Opportunity receives support from the Australian Government for this program.

Opportunity gave Marilyn a piglet and some stock for a sari sari (small grocery store). She's now receiving training on how to raise the pig to market and how to increase the profitability of her sari sari store.

Each week, a program officer meets with Marilyn to mentor her and encourage her to save.

At the end of two years, life should look very different for Marilyn and her family. She'll have the opportunity to apply for a small loan to continue building her businesses.

Most importantly, she'll be equipped with both the skills and resources she needs to build a future free from poverty for her family.



“

Marilyn will be equipped with the skills and resources she needs to sustain her family's journey out of poverty.”

Pictured: **Marilyn** and her children meet with a project officer in the *Philippines*



Meet Attika

Attika lives in a village in Bogor Indonesia with her husband Iwan and their two children—Gilan (18) and Putriamelie (11). When the children were young, life was difficult for the family.

“We struggled to survive,” Attika says. “We lived hand-to-mouth. Our house had no roof and the floors were made from soil. We didn’t have a toilet and I had to walk to a well 20 minutes away to get clean water.”

In 2010, Attika received a loan from Opportunity to develop a business making ice-blended fruit shakes. During the next few years, she received and repaid several more loans, using them to set up other businesses—one selling *martabak* (Indonesian pizza) and another making *keripik* (cassava crackers). She even bought fruit trees, chickens and fish for a small farm.

Since Attika’s first loan, her income has increased substantially, and she’s improved her family’s standard of living. In 2011, she bought a new roof and floors for their home and in 2013 she installed a toilet. Two years ago, she built a water well.

She’s also paying for her children’s education—having finished high school, Gilan is at university and dreams of working in a bank, and Putriamelie is still studying hard at school.

Attika uses a low-cost mobile phone to talk to her suppliers and customers and she pays off her loans using a mobile banking app. She also uses it to deposit money into her savings account.

“I’m driven to provide for my children,” she says. “I don’t want them to have the same life as me. I want my children to create their future as they like.”

Thank you for giving a hand up to families like Attika’s and Marilyn’s. You are helping rewrite the future for them and the next generation of children.

“

I want my children to create their future as they like.”

Pictured: **Attika** and **Putriamelie**, *Indonesia*

Building healthy communities

In developing countries, preventable illnesses like E. coli infections from contaminated drinking water stop adults from working. On top of this children are frequently too sick to go to school to receive the education they need to build a future free from poverty.

Families living in poverty often lack knowledge about hygiene and health, which means they may be unaware of simple ways of preventing and treating common illnesses. When they are able to access scarce medical services, the cost can be prohibitive, forcing them to choose between buying food or paying for medical treatment.

One way many families access funds to pay for medical services is to borrow from loan sharks, but the interest rates can be crippling, often plunging families into a much deeper level of poverty.

One of the ways you are building healthy communities in Asia is by enabling women in India and Indonesia to train as health leaders. Health leaders educate community members about how to prevent and treat the common illnesses keeping families trapped in poverty generation after generation. Thanks to generous supporters like you, more than 4,000 women like Bebi have become health leaders, helping nearly five million people live healthier, more productive lives.





Meet Bebi

Bebi was born in Buxar, a district in the state of Bihar, India. Like many other girls in her community, she married young, giving birth to five children before she was 21 years old. Bebi worked on local farms to supplement her husband's income as a labourer but she still couldn't afford life's basic necessities and was often forced to choose between buying medicine or food for her children.

One day, Bebi's husband was seriously injured in an accident on a building site and couldn't work anymore. So Bebi became the family's breadwinner. She applied for a loan from Opportunity to buy a small plot of land and build a vegetable and wheat farm. She sold her produce at the local market, earning enough income to repay her loan and take out a second loan, which she used to purchase a sewing machine and set up a small business as a tailor.

Eager to learn new skills and continue to care for her family, Bebi also commenced training to become a health leader. She learnt about the value of breastfeeding and giving birth in hospital, as well as how to administer first aid, improve nutrition and prevent common illnesses.

Through the training, Bebi recognised the critical need for toilets and basic sanitation facilities in her village. She completed a six-month internship, learning how to help families in her community organise the construction of toilets. She also learnt how to manufacture and sell sanitary napkins and now works as a supervisor at a local sanitary napkin production unit. She earns enough to buy nutritious food, pay for her children to go to a good school and even regularly save.

“ Thanks to you, Bebi is now an empowered woman with real choices.”

> The way forward

Thanks to you, health leaders like Bebi have started using digital technologies like mobile phones and tablets to help them diagnose illnesses, keep medical records and reach families living in remote locations. These technologies are enabling them to improve the quality of the care they provide and make it increasingly affordable for even the most marginalised families to access health services.

Increasingly, health leaders are building small health-related businesses like eye check clinics and selling sanitary napkins to help them earn regular incomes.

Thank you for helping to build healthy communities across Asia—communities of healthy people paving a pathway out of poverty.

Educating children

Education is a powerful tool to help families break the cycle of poverty, with each additional year of schooling said to raise future earnings by 8-10 per cent.

Still 260 million children globally are not in school and the education crisis across the developing world is deepening—classrooms are overcrowded, teachers are often absent, teaching quality is low and the public system lacks sustainable funding sources. As a result, many children can't learn, and if this continues, another generation will remain trapped in poverty.

Generous Opportunity supporters around the world have enabled millions of the most marginalised children in Sub-Saharan Africa to access affordable community schools that provide quality education. In India, more than 250,000 children are now going to school because their parents received small loans to help them pay for school fees, uniforms and books at the beginning of the school year. These children now have the opportunity to build a future free from poverty.

Meet Hariram and his family

Hariram and his wife Basanti have two sons—Lokeshchandra and Krishna—who dream of becoming engineers. The couple want their sons to receive a quality education so they can do just that. They work hard to pay the fees of their local community school.

The school provides affordable high-quality education, including English tuition, and Hariram believes it will enable his sons to get into university. But it's tough to pay the fees in a lump sum at the start of each school year, so they receive school fee loans, helping them better manage their cash flow.

"I'm proud that my sons study well and want to become engineers," Hariram says.

Opportunity also gives the leaders of community schools in India—like the one Hariram's sons attend—loans to build new classrooms and toilets, buy textbooks and computers, and to provide professional development for teachers. The school leaders take a tailored step-by-step approach to improving their schools, enhancing the learning experience and educational outcomes for their students.

As loans are repaid, funds are recycled, meaning more children, families and communities can benefit from greater access to quality education, a proven pathway out of poverty.

Thank you for helping children like Lokeshchandra and Krishna receive the quality education they need to reach their true potential and thrive.

Right: Lokeshchandra, Basanti, Hariram and Krishna, India



“

You're helping children in India reach their true potential and thrive.”



Education: A proven pathway out of poverty



ACCESS

With school fee loans, parents can manage their finances to ensure their children receive quality education at a local community school.



QUALITY

Alongside a school improvement loan to build better infrastructure or invest in resources, school leaders are supported to continually improve education quality.



SUSTAINABILITY

With the hand up offered by these financial tools, children have access to quality education. As loans are repaid, other parents can access loans, enabling more children to build a poverty-free future.

Ending violence against women

Nearly one in two women in India experience domestic violence and in many cases, their injuries stop them working.

That's why we support a domestic violence program in India that empowers girls, women and their families to live free from violence. Because of your generosity, women can train to become PeaceMakers in their local communities, then educate women and girls about their rights. They also help them access free counselling, legal aid and other support services as well as educating and counselling men to help bring about the cultural changes necessary to eliminate gender-based violence for good.

Many of the women who train as PeaceMakers have experienced domestic violence themselves, so they deeply understand how it impacts the women they counsel.

Meet Fouzia

Fouzia is a PeaceMaker who also works part-time as a teacher at the Anganwadi centre, a community development centre focused on the health and wellbeing of women and children.

Her teaching position at the Anganwadi centre makes her accessible to women in her local community who may be experiencing violence at home, and the centre's staff encourage these women to share their stories with Fouzia so she can help them.

Initially, women at the centre were reluctant to talk about their personal issues, but over the years, Fouzia has gained their trust and respect. Today, she has a large network of women spreading awareness of her work and, as a result, more and more women are reaching out to her.

Fouzia counsels the women and helps them access legal aid and support services. She also educates men and women about how to prevent domestic violence.

"I feel a tremendous responsibility for the women I support," Fouzia says. "My work with them has taught me patience and resilience and my extended family respects me much more now. I'm a content and proud woman, personally and professionally," she adds.

Below: **Fouzia**, PeaceMaker, *India*
Opposite: **Maheshwari**, PeaceMaker, *India*



“

My work as a PeaceMaker has taught me patience and resilience and my extended family respects me much more now.”



Meet Maheshwari

Maheshwari was 16 years old when she married. Her husband didn't work, so Maheshwari worked as a maid in an office building to ensure she could support her two children. Eventually, she decided to leave her husband and live with her parents, but she always felt as if she and her children were a burden on them.

Shortly after moving back to her parent's home, Maheshwari joined the PeaceMaker training program. She found it difficult because of what she was experiencing in her own life, but the counsellors and teachers rallied around and supported her. "I discovered strength, independence and peace during my training," she says. "While it gave me the ability to help other women, it also taught me how to deal with my own pain and frustration. I'm now a better mother and communicator."

As soon as Maheshwari heard the stories of other women, she felt she had a responsibility to use her new knowledge and skills to support them. She runs awareness workshops throughout her local community and provides support to women who are experiencing domestic violence. She reconciled with her husband and they are making a new start in their relationship. "I have a great sense of pride in both my family and work," she says.

Thank you for empowering PeaceMakers like Fouzia and Maheshwari to help reduce domestic violence, so more families in India can live peaceful lives. Lives in which women find their voice, are heard and respected.

“ I have a great sense of pride in both my family and work.”

Unlocking greater social impact

When your goal is to give families a hand up out of poverty, you want to be sure that what you're doing is meeting their needs and making a tangible difference in their life.

That's why Opportunity uses Social Performance Management to design tools that address the specific needs of families. Your generosity enables us to implement Social Performance Management, which involves us collecting and analysing data on everything we do and the impact it has in the lives of families.

This helps us to better understand the specific needs of the families we serve and equips us to design development programs that enable them to live free from poverty.

Pictured: **Purificacion**, bag weaver, *Philippines*

“
Your generosity
enables us to unlock
greater social impact.”



Three questions to unlock greater impact

Your generosity enables Opportunity to reach marginalised families around the world, providing them with the tools they need to pave a pathway out of poverty.

The key to unlocking greater impact in the lives of the families we serve is to constantly ask three crucial questions and then use the social data we collect through surveys and focus groups to continuously improve our programs.

QUESTION 1 **THE NEED**

Are we reaching marginalised families?



4 out of 5 of our loan recipients live in rural areas. This demonstrates we are reaching families living in the most remote areas.

Over 66% of our Indian loan recipients were living on less than US\$1.90 a day when they received their first loan from Opportunity. This demonstrates we are reaching marginalised families.

QUESTION 2 **OUR RESPONSE**

Are we meeting the needs of marginalised families?

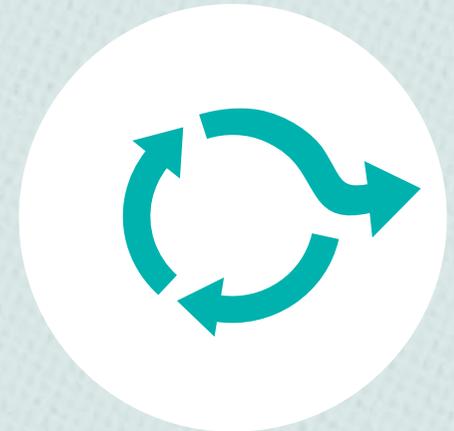


At Opportunity we work with our partners to ensure they can respond to feedback from clients on how services are meeting their needs.

Our partners use quantitative and qualitative surveys to collect client feedback so they can improve their services. We are exploring new channels for seeking feedback like automated surveys via affordable mobile phones.

QUESTION 3 **THE IMPACT**

Are we helping families to break the cycle of poverty?



One of our largest partners, Cashpor, reported:

63% of clients improved income

42% of clients improved housing

26% of clients increased livestock

26% of clients built toilets.

Honouring our supporters

You are helping to rewrite the future for millions of families in Asia. Thank you for all you do to make our vision of a world in which all people can achieve a life free from poverty, a reality.

\$8,050,637

TOTAL VALUE OF DONATIONS AND GOVERNMENT GRANTS

2,244

THE TOTAL NUMBER OF SUPPORTERS

727

THE TOTAL NUMBER OF MONTHLY GIVERS

\$274,470

THE AMOUNT PROVIDED THROUGH PRO-BONO SUPPORT

9,180

FAMILIES GIVEN A HAND UP THROUGH AMBASSADOR FUNDRAISING



Greg Keady

To Greg Keady, generosity is more than just giving time and financial resources. “It starts with an inner desire to put others before yourself, to give consideration to those with greater needs,” he says.

“A momentous part of my giving journey was in 1982, when my parents adopted my younger brother Matthew from the Philippines. Travelling to Manila as a nine-year-old to bring my baby brother home was an incredible eye opener. I could see and feel poverty around me—the despair and lack of hope.”

“Seeing the work that Opportunity is doing today in the Philippines and other countries around the world to challenge poverty is remarkable. Opportunity gives families the tools they need to free themselves from poverty—a hand up, not a hand out.”



Allan English

Ever since seeing a mother scavenging through a mountain of rubbish in Manila 17 years ago, Allan English has been a passionate supporter of Opportunity’s mission to help families break the cycle of poverty.

“Each time I go abroad with Opportunity, my belief in its work is reinforced,” Allan says. “I just returned from a trip to India where I saw first-hand how Opportunity is providing so much more than microfinance loans.”

“Opportunity is continually developing its area of influence, working with the amazing women and families they already have relationships with. Financial literacy, health, nutrition and education programs led by local people are now becoming integral parts of the Opportunity mission.”



Vanessa Geraghty McGann

When Vanessa Geraghty McGann heard about Opportunity at a networking event, she was blown away. Looking for a charity to support through her business, Vivacity Marketing, she immediately knew Opportunity was it.

“I am a woman in business, so I wanted to give back to women in business. That’s why Opportunity’s story spoke to me. Opportunity gives women in developing countries hope and enables them to show their kids there is another way to live.”

“Families living in poverty want their kids to be educated and to get ahead in life, but they often don’t have the opportunity to do that. So, generosity to me is helping people who are less fortunate to succeed, to do whatever they want in life and assist in giving them options.”



Chris Bailey

Chris Bailey trekked 4,300km from Mexico to Canada in 2016, raising an incredible \$120,000. He continues to support Opportunity as a donor, fundraiser and advocate.

“I believe as a society we have an obligation to do something about poverty. And I think microfinance is a really innovative way to do just that.”

“No matter how healthy (or unhealthy) your bank balance is, microfinance creates the opportunity for anyone to become a philanthropist. Small donations have the potential to make a tremendous impact. But I also think that giving comes in many forms, not just money.”

“I break down generosity into three T’s: time, talent and treasure. If you give generously in each of these three areas, you have serious potential to make a major impact.”



Kirsty Munro

Opportunity Ambassador Kirsty Munro was surprised when one day her young son said: “We don’t give enough money to poor people.” Kirsty and her husband Anthony had been Opportunity supporters for many years, but they hadn’t thought to involve their three little boys, Lachlan, David and Angus.

“We talked to the children the next day and they were excited. They came up with several good suggestions of ways we could raise funds for Opportunity.”

“Generosity means everything to me,” Kirsty says. “It shouldn’t be something you do lightly. It’s about being selfless, being reminded of a time when someone was generous to you and paying that forward to others. I think it’s so important to invest in others. Giving your time, your effort, your experience.”

“Opportunity’s mission to help families free themselves from poverty really resonates with us.”



Megan Perston

Megan Perston and her partner Ken French believe generosity underpins their life journey. “All of our hard work has a greater purpose than just making profits. It gives us an added dimension, adds meaning to our life, by doing something good for other people who didn’t win the lottery we won by being born and living in Australia.”

“Generosity is when you share what you have with other people who are less fortunate, who haven’t got what you’ve got. It’s being thankful for what you’ve got and aspiring to do more, knowing that success in life is not through material things, but through using those material things to help others.”

“As business people, we love the idea that the donations Opportunity receives are lent to families, so they can build businesses and earn regular incomes. We love the idea that the loans are repaid and recycled, providing a long-term solution to help families break the cycle of poverty.”



Samuel Ong

Opportunity supporter Samuel Ong says he’s a recipient as well as a giver of generosity. “In all aspects of my life I’ve always had really generous people around me. Seeing how they impacted me, I feel like I could do the same for someone else.”

“Generosity to me is an attitude, a lifestyle,” Samuel explains. “For some people, generosity is an action, but for me, if it’s seen that way, you always have to think about it, whereas if you make it a lifestyle, then that’s your default and you don’t have to necessarily think about it unless it’s something out of the norm.”

Samuel likes the way Opportunity helps families build businesses as it aligns with both his personal and organisational values. “I greatly enjoy business,” Samuel says. “So to hear that Opportunity gives someone else an opportunity to have their own business makes me feel good to be able to give to that.”

Corporate partners

To our corporate partners—thank you for helping millions of families journey out of poverty.

Allen and Overy

BeBusiness

Christie Spaces

Clifford Chance

Eden Health Retreat

Flexera Software

Frosty Boy

Jetabroad

King & Wood Mallesons

Local Appliance Rentals

Macquarie Group

Morgans

Silver Chef

SG Partners

Stannard Group

TechnologyOne

Vinva Foundation

4impact Group

To the Australian Council for International Development and the Australian Government, through the Australian NGO Cooperation Program (ANCP), we thank you for your ongoing support and assistance, enabling families to pave a pathway out of poverty.

Pictured: Josephine, tailor, Philippines

“

Thank you for all you do to help families journey out of poverty.”



Get involved



Donate

Your donations provide loans to families in poverty, giving them the hand up needed to grow income-producing businesses, prevent illness, pay school fees and build toilets. You can donate once, monthly, buy a charity gift from our Something Bigger catalogue, support a community, include a gift to Opportunity in your Will, or host a fundraiser.

To donate, visit:
opportunity.org.au



Opportunity Challenge

With \$10, students in Years 5-12 can fight global poverty by creating innovative businesses designed to raise much-needed funds. The Opportunity Challenge helps to empower and educate students about tackling global poverty.

To kick off an Opportunity Challenge, call:
1800 812 164



Travel on an Insight Trip

Insight Trips help you see first-hand how you are giving a hand up to families living in poverty. You have the opportunity to experience a new culture, meet families and their communities and local staff from Opportunity's program partners, gaining an understanding of poverty and how to tackle it.

To travel on an Insight Trip email:
insighttrips@opportunity.org.au



Become a corporate supporter

Opportunity provides a bridge that enables businesses to give a hand up to families living in poverty. Becoming a corporate supporter can help increase staff morale, attract customers and investors and build your company's reputation with the Australian public.

To learn more about becoming a corporate supporter call:
1800 812 164



Become an Ambassador

Opportunity Ambassadors play a vital role in fundraising and encouraging others to get involved. Ambassadors host movie nights, trivia evenings, Great Australian Curry dinners and take on treks to raise funds to help families journey out of poverty.

To become an Opportunity Ambassador email:
ambassadors@opportunity.org.au

Governance

Opportunity understands the importance of good governance. Our governance framework promotes ethical decision making, ensures we meet legal and other responsibilities and, ultimately, leads to better development outcomes.

Earning the trust of stakeholders is essential for Opportunity's success. In addition to improving decision making, good governance helps us stay accountable and remain worthy of this trust with our many stakeholders—including our supporters, the families in poverty we serve, our program partners, volunteers, employees and Members.

Opportunity is a company limited by guarantee, with a Constitution and By-Laws that outline our purpose, objectives and how income is to be applied. Our Board of Directors also abides by a Board Charter and Directors' Code of Conduct which are available on our website.

Opportunity has internal processes to ensure we comply with various state and federal legislation and regulations and remain up to date with any amendments that impact our operations. Particular areas of focus include the Corporations Act, the Australian Charities and Not-for-Profits Commission and the Australian Taxation Office, which has granted Opportunity Deductible Gift Recipient (DGR) status, exemption from income tax, and provided concessions for fringe benefits tax and GST. Opportunity also complies with privacy legislation, workplace health and safety regulations, various state and federal fundraising and charities legislation and employment law.

Opportunity holds full accreditation with the Australian Government through the Department of Foreign Affairs and Trade. This rigorous accreditation process provides the Australian Government and general public with confidence that they are funding a professional, well-managed organisation capable of delivering good development outcomes.

Opportunity is also a member of the Australian Council for International Development (ACFID), the peak body for aid and development organisations, and a signatory to the ACFID Code of Conduct which sets out minimum standards of governance, financial management and accountability. The code aims to ensure effective development outcomes and increase stakeholder trust by enhancing transparency and accountability. Information about the code and how to make a complaint about possible breaches can be found at www.acfid.asn.au

In accordance with the ACFID Code of Conduct and consistent with principles of basic human rights, Opportunity places a high importance on the dignity, values, history, religion and culture of the people with whom we work. We are a not-for-profit organisation that exists to serve people living in poverty and we aim to build empowering, respectful and trusting relationships. Opportunity also adheres to ACFID's Fundraising Charter.

Opportunity assists people living in poverty without regard to race, faith, ethnicity or gender. Funds are not used to promote a particular religious adherence. Funds and other resources designated for specific purposes will be used only for those purposes. We oppose, and will not be a knowing party to, wrongdoing, corruption, fraud, bribery or other financial impropriety in any of our activities. Opportunity has a policy and process for handling complaints about our organisation. If you have a complaint, please direct it to our Company Secretary on (+61) 2 9270 3300 or companysecretary@opportunity.org.au

As a Member of the Fundraising Institute of Australia (FIA), Opportunity is committed to high ethical and professional standards for fundraising. Opportunity is a signatory to the FIA Code, a voluntary, self-regulatory code of conduct for fundraising in Australia that aims to raise standards of conduct across the sector by going beyond the requirements of government regulation.

Opportunity is a member of The Opportunity International Network, a global association of organisations established to increase efficiency and coordinate global fundraising, budgeting, information technology and allocation of funds. This global structure provides the framework for a strong, unified group driving the expansion of our services to help even more people living in poverty around the world.

The Opportunity International Network also promotes and supports industry-wide initiatives aimed at raising standards across the microfinance industry including client protection, pricing transparency and social performance.

“

Good governance helps us stay accountable and remain worthy of the trust of our many stakeholders.”

Functions of the Board Of Directors

The Board of Directors is responsible for the governance of Opportunity including the oversight of the organisation, strategic planning, assessment of management capacity as well as input into, and approval of, policies. The Board has delegated the responsibility of management, operation and administration to the Chief Executive Officer and Leadership Team, with whom it has open access to discuss current and future business issues, risks and strategies.

The functions of the Board include the following:

- Input into, approval and monitoring of, strategy, business plans, financial and other reporting including budgets and financial objectives
- Input into, and monitoring of, fundraising, operations and performance objectives
- Approval and monitoring of major capital expenditure, investments, loans and grants
- Reviewing and monitoring of internal control and accountability systems
- Reviewing codes of conduct and legal compliance
- Appointing and removing Directors, the Chief Executive Officer and the Company Secretary
- Monitoring management's performance.

The Chair is responsible for leading the Board, ensuring Directors are properly briefed in all matters relevant to their role and responsibilities, facilitating Board discussions and managing the Board's relationship with management. The Chief Executive Officer, who is a Director, is responsible for implementing strategies and policies. The Board has established an Appointments and Compensation Committee, an Audit and Risk Committee and a Revenue Committee as efficient mechanisms for the detailed examination of practices in these areas.

The Board regularly reviews its overall performance, as well as the performance of its committees, individual Directors and the Chief Executive Officer.

Risk management

Opportunity has implemented a formal risk identification and management process to minimise risk and ensure that key risks are managed appropriately.

The Board reviews and oversees internal controls and risk management systems. In identifying areas of significant operational or strategic risk and putting in place arrangements to manage those risks, the Board relies on the advice and expertise of the Audit and Risk Committee and the Leadership Team.

Our risk management process provides a framework to ensure financial, operational and management systems support the identification and management of risks. These risks could challenge the achievement of Opportunity's, or our program partners', objectives.

Opportunity carefully considers external country level risk—political, economic and social—as well as partner and project level risks before starting new work or continuing work in our focus countries. Some identified risks in development work include the difficulty for partner organisations to obtain funding for their programs, governance and leadership succession issues, challenges of geographical isolation or environmental instability, regulatory uncertainty and social and political instability.

Risks are identified through regular examination of operations and activities by the Leadership Team. Risk exposure and control mechanisms are presented to the Board, together with mitigation and improvement strategies. Regular monitoring of risks and risk management is conducted by the Leadership Team and the Audit and Risk Committee.

Our policies

Like any well-governed organisation, Opportunity places great emphasis on ensuring it has appropriate policies and procedures.

Amongst the many we work by, Opportunity has the following policies and procedures in place:

- Anti-terrorism
- Child protection
- Complaints
- Conflict of interest
- Corruption and fraud prevention
- Delegation of authority
- Fundraising
- Gender equality
- Human rights
- Privacy
- Travel and travel risk management
- Value for money
- Whistleblowing
- Employee policies covering staff conduct, performance, entitlements, health and wellbeing, training and development, etc.

Board of Directors As at 1 May 2018

Edward Kerr BA, LLB

Chair

Director since May 2006, Chair since November 2013

Retires May 2018

Edward (Ted) was the Chief Executive Officer of The Australian Charities Fund and prior to that, had a 32-year career as a lawyer, most notably as a partner for Mallesons Stephen Jaques for 22 years, where he specialised in derivatives and consumer credit law. Ted is also the Lead Director on the Opportunity Global Board.

Joanna White BComm, MBA, GAICD

Deputy Chair

Director since February 2011, Deputy Chair from August 2013

Chair from May 2018

Joanna is the Managing Director Business Lending at the Commonwealth Bank of Australia and is a Trustee Director and Chair of the Investment Committee of the bank's employee superannuation fund. She previously held a number of leadership roles at National Australia Bank. Prior to that, Joanna was the CEO of The Australian Charities Fund, an organisation she founded with colleagues from Bain & Company, where she had been a strategy consultant.

Gregory Hammond, OAM

BA (Hons), LLB (Hons), ThA (Hons)

Director since February 2015

Greg has over 30 years' experience as a banking and finance lawyer and prior to retiring in 2014 was a partner of King & Wood Mallesons. He is an Adjunct Fellow with the Applied Finance Centre at Macquarie University, Chairman of Anglicare Sydney and Olive Tree Media, a Director of the Australian College of Theology and G&C Mutual Bank and serves on the governing Boards of other entities within the Anglican Diocese of Sydney.

Matthew Hope

Director since May 2016

Matt is the CEO of Colour Capital, the operating entity for G.J Gardner Homes (NSW/ACT), G.J Gardner Homes (WA) and Raw Energy Cafes. For the past 10 years, Matt has been focused on the acquisition and development of early stage franchised businesses in QLD, NSW and WA.

Andrew Jamieson BBus, MIntS

Director since May 2016

Andy is the founder of Advisr, a financial technology business focused on providing people with tools to manage and buy their insurance. In 2007 he co-founded the digital marketing agency Switched on Media, serving clients such as Westfield, CBA, Spotify and Vodafone. Switched on Media's growth was recognised through the BRW Fast 100 and Deloitte Technology Fast 50 awards.

Barbara Lupient BA, MBA

Director since November 2013

Barbara is the Chair of Lupient Companies and is based in the US. She joined the Opportunity International Network in 2006 and currently serves on the Opportunity International US Board. She has been a Board Director for several private and public sector institutions, most notably for the General Motors National Dealer Council.

John O'Connor BSc (Hons), FCA

Director since April 2013

John worked for PricewaterhouseCoopers (PwC) for 34 years, including 24 years as an audit partner. He also served as the Managing Partner of PwC Perth and led the Assurance practice. John is a Director of Opportunity Global and Opportunity International China. He is a Fellow of Chartered Accountants Australia and New Zealand and a Fellow of the Australian Institute of Company Directors.

Connie Ridley BA, MBA

Director since May 2015

(previously Director from February 2005 to May 2014)

Connie has a consulting business which utilises her background in finance and banking. Connie is a Life Governor for the Royal Children's Hospital Melbourne, Director of Library for All Australia, and Immediate Past Chair of Emerge Women and Children's Support Network.

Meredith Scott BEc, FCA, GAICD

Chief Executive Officer

CEO and Director from April 2018

Meredith commenced as Chief Executive Officer of Opportunity in April 2018 following a 32-year career at Ernst & Young where she was an audit partner specialising in technology, entertainment, government and not-for-profit clients. She is the Deputy Chairman of both Pymble Ladies College and Wesley Community Services Ltd. Meredith is a Fellow of Chartered Accountants Australia and New Zealand, a Graduate of the Australian Institute of Company Directors, and holds an Honorary Fellowship from Sydney University following 10 years of serving on its Finance and Audit Committee.

Suzanne Williams BSc Hons, LLB, FAICD

Director since May 2010

Suzanne Williams was a Senior Client Partner with the international talent management solutions business Korn Ferry International for 16 years, retiring in December 2017. Prior to that, she was the General Counsel and Corporate Secretary for the Sydney Organising Committee for the Olympic Games for five years. Suzanne has been a partner in a national law firm, is Deputy President of Kambala School and is a member of the Cranbrook School Council.

FORMER CHIEF EXECUTIVE OFFICER

Robert Dunn BA (Hons)

CEO and Director from August 2008 to April 2018

Robert joined Opportunity in 2006 as Chief Financial Officer before becoming Chief Executive Officer in 2008. He is a Director of Opportunity's Indian subsidiary, Dia Vikas Capital, and serves on the Boards of the Port Authority of NSW and Logosdor Ltd. Robert is a member of the Australian Institute of Company Directors and Chartered Accountants Australia and New Zealand.

OPPORTUNITY'S FOUNDER

David Bussau AM

David is a pioneer of microfinance, having co-founded The Opportunity International Network in 1979. He now provides consultancy services to governments, multinationals and other organisations. David has received many awards for entrepreneurship and human rights, most notably, Senior Australian of the Year 2008.

Back row: Andrew Jamieson, Barbara Lupient, Suzanne Williams, Connie Ridley, Matthew Hope

Middle row: Gregory Hammond OAM, Meredith Scott, Edward Kerr, Joanna White, John O'Connor

Front rows: Health leaders, *India*



Edward Kerr (Chair)

See the list of Board of Directors on page 26.

Hon John Anderson AO

Former Deputy Prime Minister of Australia and leader of the National Party of Australia 1999-2005, Member for Gwydir NSW 1989-2005 and now farmer and grazier in north-western NSW.

Kevin Bailey AM

Member and Director of a number of philanthropic organisations, former Head of Philanthropic Services at Shadforth Financial Group, former member of the Prime Minister's Community Business Partnership and past Director of the Financial Planning Association.

Malcolm Broomhead

Director of BHP Billiton, Chairman of Orica, Director of Walter Eliza Hall Institute for Medical Research and Chairman of Australia-China Belt and Road Initiative. Former Managing Director and Chief Executive Officer of Orica and North Ltd, former Director of Coates Hire Group.

Peter Cadwallader

Executive Chairman of the Intercontinental Shipping and Investment Group, Chairman of Many Rivers Microfinance Ltd and former Director of Opportunity International Australia.

Annie Crawford AM

Founder and Chair of Can Too Foundation; Opportunity International Australia Ambassador. Previously Director of Cure Cancer Foundation and 10 Million Girl Campaign.

Allan English

Founder and Executive Chairman of Silver Chef Ltd, Founder and Director of English Family Foundation. Philanthropy Leader of the Year in 2014 and Ernst & Young Entrepreneur of the Year (Northern Region) in 2006. Member of the Australian Centre for Philanthropy and Nonprofit Studies Advisory Board.

Carolyn Hewson AO

Director of BHP Billiton, Director Stockland Group, past Chairman and current Director Westpac Foundation. Previously a Director of Westpac Banking Corporation, the Australian Gas Light Company, AGL Energy Ltd, AMP, CSR Ltd and BT Investment Management.

Greg Hutchinson AM

Advisory Partner, Bain & Company, Deputy Chair of The Australian Charities Fund, Chair of the Paul Ramsay Foundation, Director Goodstart Early Learning and Brandenburg Foundation, former Director of Bell Shakespeare, Centre for Social Impact and Women's Community Shelters.

Michael Kasprovicz

Director of Cricket Australia Board, former Australian cricketer and President of Australian Cricketer's Association, Board Member of the DFAT-appointed Australia India Council, Founder and Director of Venture India, a specialist consulting firm in Indian business relations. Director of Bulls Masters Pty Ltd and management consultant with KPMG Sport Advisory Group.

Senator The Hon Kristina Kenelly

Senator for NSW. Former Premier of NSW 2009-2011. Previously a presenter for Sky News Australia and Adjunct Professor Macquarie Graduate School of Management. Also served as Patron of the Stillbirth Foundation Australia; Director of United States Studies Centre; Chairman of Souths Cares. Member of Referendum Council for Constitutional Recognition of Indigenous Australians.

Paul McClintock AO

Chairman of I-MED Australia, NSW Ports, Broadpectrum Pty Ltd, Laser Clinics Australia and Committee of Economic Development of Australia and Director of St Vincent's Health Australia. Former Secretary to Cabinet and Head of the Cabinet Policy Unit in the Australian Government.

Peggy O'Neal

President of Richmond Football Club, consultant lawyer to Lander & Rogers, Director of Women's Housing Ltd. Director of a number of superannuation and financial services companies, former partner of Herbert Smith Freehills.

Chris Sadler

Former Chairman of Opportunity, Board Member of Alpha International and Alpha USA. Member of Alpha's Global Executive Group.

Andrew Tyndale

Founder and Director of Grace Mutual and Member Steering Committee, Social Enterprise and Impact Investing Initiative, innovationXchange, DFAT. Former Chair of Bupa Aged Care ANZ, The Funding Network and Opportunity International Australia.

Terry Winters

Former Chairman of Opportunity International Australia and Opportunity International Network, current Chairman of Converge International, Intelledox, Seeing Machines Ltd, Future Fibre Technologies, a Director of Redflex Holdings and Australian Home Care Services, Many Rivers Microfinance Ltd and TSPI Development Corporation (Philippines); formerly a Director of Opportunity US, Optus and Multiple Sclerosis Ltd.

Opportunity would like to thank Leigh Warnick for his services as a past member of the Council.

“

I want to use
my blessings to
help others.”

MARIA

Filipino sweets chef, *Philippines*



Leadership Team

Meredith Scott

Chief Executive Officer
(joined Opportunity in 2018)

See the list of Board of Directors on page 26.

Robert Dunn

Former Chief Executive Officer
(joined Opportunity in 2006)

See the list of Board of Directors on page 27.

James Brown

Acting Chief Financial Officer
(joined Opportunity in 2018)

James held senior finance executive positions at News Ltd, National Australia Bank and Colonial Australian Financial Services. He is the former CFO of GE Commercial Foodland Associated Ltd and Babcock & Brown Power. Prior to joining Opportunity, James was the CEO/business leader of ChargePoint Pty Ltd, Australia's leading electric vehicle charging network company which he sold to Leightons Contractors (Visionstream). James is a Fellow of CPA, a member of AICD and a Director of the Warrah Society and Christophorus House Retirement Village Ltd.

Mark Daniels

Philippines Director
(joined Opportunity in 1998)

Mark is responsible for managing programs in the Philippines. He is Opportunity's Board representative on a number of microfinance NGOs and a remittance company in the Philippines and a Fellow of the Philippine Institute of Corporate Directors. He has also undertaken consulting work for large multinationals, integrating microfinance into their community development programs. Mark is a Certified Practising Accountant and previously worked for PricewaterhouseCoopers.

Michelle Gale

Major Gifts Director
(joined Opportunity in 2016)

Michelle leads Opportunity's Supporter Relations team, which cultivates emerging partnerships with corporates and major donors nationally. Michelle has more than two decades of experience in the not-for-profit sector and previously led the major gifts team as Philanthropy Manager, Major Supporters at World Vision Australia.

Kathleen Hill

Company Secretary
(joined Opportunity in 2003)

Kathleen serves as the Company Secretary as well as the Executive Assistant to the CEO. In addition to corporate governance responsibilities, she focuses on increasing efficiency and effectiveness across the organisation and Board of Directors. She has over two decades' experience providing strategic business advice, administrative support and project management.

Karen Kandur

Chief Financial Officer
(joined Opportunity in 2007)

Karen, who commenced maternity leave in April 2018, became Chief Financial Officer in 2012, enhancing the organisation's back office functions across several departments. She has been a key driver of Opportunity's performance management system, recognised as one of the best in Australia's not-for-profit sector. Karen is a Chartered Accountant, holding a Masters in International Social Development and Executive Masters of Business Administration.

Simon Lynch

Community Development and Indonesia Director
(joined Opportunity in 1996)

Simon oversees Opportunity's community development programs as well as directing expansion across Indonesia. He has more than two decades' experience in development, focusing on strengthening microfinance and other development institutions throughout Asia. Simon is on the Board of Baptist World Aid and Transform Aid and previously worked for Qantas.

Chris Murdoch

Asia Programs Director and Global Chief Strategist
(joined Opportunity in 2006)

Chris oversees our Asia programs and the global network's strategy. This includes the development, capitalisation and management of Opportunity's innovation portfolio, looking at mobile technology and mobile money as well as partnering with specialists in health, education, water and sanitation services. He also plays a leading role in diversifying Opportunity's global capital resources.

Calum Scott

Global Impact Director
(joined Opportunity in 2007)

Calum is responsible for the Social Performance Management program across Opportunity's global network, helping to understand the impact that we're having on the lives of the families we serve. He is a Board member of the Social Performance Taskforce and previously worked as an economist for the Scottish Government and the National Health Service.

DIA VIKAS CAPITAL

Saneesh Singh

(joined Opportunity in 2007)

As Managing Director of Dia Vikas Capital, Saneesh leads our programs in India and has over 25 years' experience in microfinance and social investment banking, having previously worked at the Small Industries Development Bank of India. With a Masters Degree in Social Work and System Design and Analysis, he specialised in Private Equity Investments at the Indian School of Business and Banking and Finance at the London School of Economics.

Opportunity would like to thank Ant Clark who served as our Marketing and Communications Director from July 2015 to December 2017.

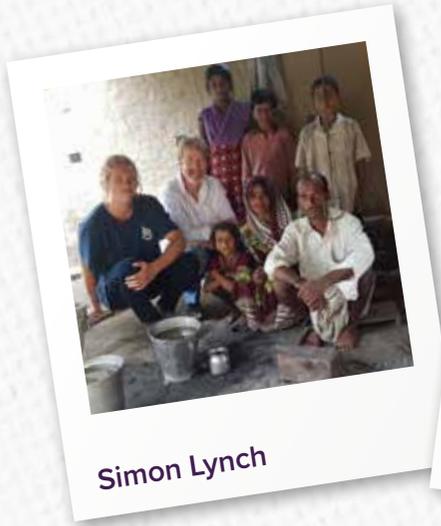


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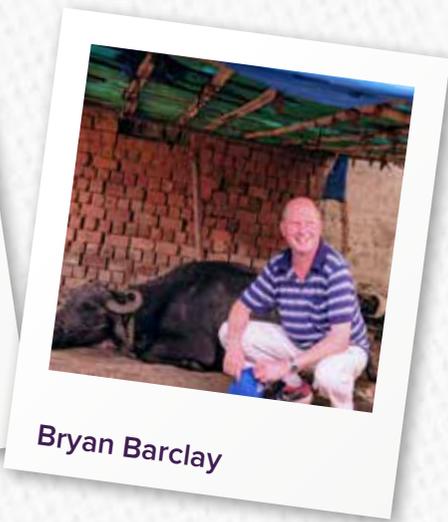
Thank you for giving families the tools they need to live empowered lives.”

Picture: **Robert Dunn** and **Linda**, a bakery owner in *Ghana*

Meet some of the Opportunity team



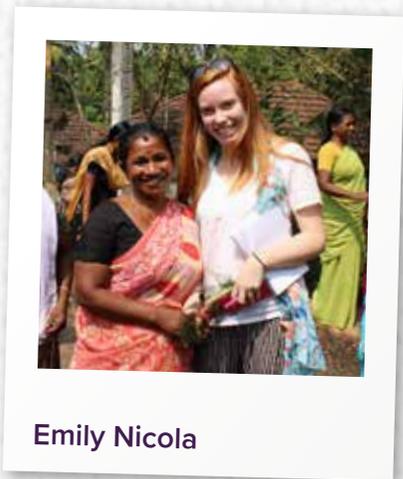
Simon Lynch



Bryan Barclay



Daniel Belzer



Emily Nicola



Kathleen Hill



Mark Daniels

“

Working at Opportunity is a privilege and a calling.”

KIRSTEN JENSEN

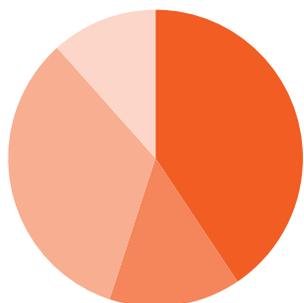
Opposite: **Samsye, Tamara Svirskis, Hadyana and Jessica Carter, Indonesia**



2017 review of operations

- Total consolidated revenue from ordinary activities was \$10,472,000 (2016: \$11,945,000). The combined fundraising revenue and government grant was \$8,082,000 (2016: \$8,255,000). The decrease in total revenue was largely due to a decline in investment income.
- Operating expenses (including grants to international programs and excluding foreign exchange losses/gains, finance charges and impairment expenses) were \$8,384,000 (2016: \$8,779,000). The decrease was largely driven by lower fees incurred to support the global Opportunity Network.
- The net deficit for the year was \$215,000 (2016 surplus: \$6,750,000). The decrease in the result for 2017 was largely due to a decrease in share of profits from equity accounted and jointly controlled entities along with a decrease in investment income.
- Cash inflows for the year (excluding redeemed term deposits with more than three months to maturity) totalled \$15,469,000 (2016: \$25,875,000), comprised of donations, Department of Foreign Affairs and Trade grant, loans repaid from implementing partners, and investment and other income.
- Cash outflows for the year (excluding investment in term deposits with more than three months to maturity) totalled \$23,889,000 (2016: \$21,811,000), comprised of funds for programs—operations, programs—shareholder transactions, fundraising activities and administration costs.

Where the funds come from

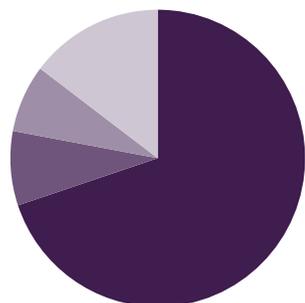


- Donations, gifts, bequests and events
41% / \$6.28M
- Investment and other income
14% / \$2.23M
- Repayment of loans from partners
33% / \$5.15M
- Department of Foreign Affairs & Trade grants
12% / \$1.80M

Definition: Illustrates the source of cash inflow as a percentage of total cash inflows (excluding maturing term deposits of more than three months to maturity).

Analysis: Cash inflows from the repayment of loans from partners decreased to \$5,153,000 (2016: \$9,597,000) and investments and other income decreased to \$2,234,000 (2016: \$8,023,000). Cash from donations, gifts, bequests and events was steady at \$6,281,000 (2016: \$6,254,000). The Department of Foreign Affairs and Trade grant received was \$1,801,000 (2016: \$2,001,000).

How funds are put to use



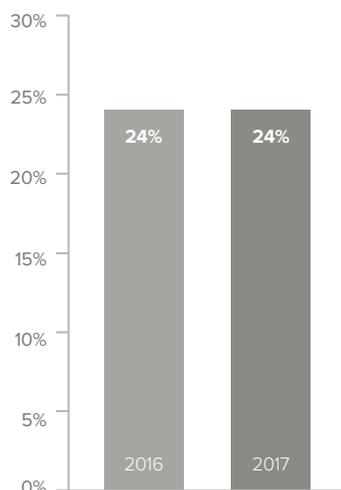
- Programs - operations 70% / \$16.69M
- Fundraising 8% / \$1.93M
- Accountability and administration 7% / \$1.76M
- Programs - shareholder transactions 15% / \$3.51M

Definition: Illustrates where cash was spent as a percentage of the total cash outflows (excluding investment in term deposits of more than three months to maturity).

Analysis: \$16,687,000 (2016: \$17,327,000) or 70% (2016: 79%) of cash outflows was spent on our programs—operations which includes funds to international programs, loans and capital injections, program support costs and community education activities.

A further \$3,508,000 (2016: \$1,641,000) or 15% (2016: 8%) was spent on the programs—shareholder transactions consisting of acquisition of non-controlling interests and a share buy back in our Dia Vikas subsidiary.

Cost of fundraising ratio



Definition: Cost of fundraising ratio illustrates the total fundraising costs against all fundraising revenue.

Analysis: Our cost of fundraising ratio remained steady at 24% as both fundraising costs and fundraising revenue decreased in 2017 (fundraising revenue decline was mainly due to a decrease in the Department of Foreign Affairs and Trade grant).

The fundraising and administrative ratio (the cost of raising donations from the public together with our accountability and administration costs against all revenue received from our ordinary activities) increased to 25% (2016: 22%) due to a decrease in revenue.

Programs funding flow

	2017 \$'000	2016 \$'000
Cash outflows		
Funds to international program partners		
Grants and technical support	3,633	3,076
Loans	4,516	8,298
Capital injections	6,633	2,956
Total international programs expenditure (see below for programs disbursements by country)	14,782	14,330
Program support costs	1,657	2,665
Community education	248	332
Total programs-operations	16,687	17,327
Shareholder transactions		
Acquisition of non-controlling interests in Dia Vikas Capital	942	1,641
Share buy-back	2,566	-
Total programs-shareholder transactions	3,508	1,641
Total programs expenditure	20,195	18,968
Cash inflows		
Loans repaid	(5,153)	(9,597)
Net programs expenditure	15,042	9,371

Programs disbursements by country

	2017 \$'000	2016 \$'000
India	12,111	11,976
Indonesia	1,378	903
Philippines	1,275	1,376
China	-	50
Ghana	18	25
Total international programs expenditure	14,782	14,330

Income statement

For the year ended 31 December 2017

	Consolidated 2017 \$'000	Consolidated 2016 \$'000	Parent 2017 \$'000	Parent 2016 \$'000
Revenue				
Donations and gifts				
Monetary	6,243	6,051	6,243	6,051
Bequests and legacies	7	159	7	159
Grants				
Department of Foreign Affairs and Trade	1,801	2,001	1,801	2,001
Investment income	2,340	3,632	1,399	1,443
Other income	81	102	32	45
Total revenue from ordinary activities	10,472	11,945	9,482	9,699
Expenses				
International programs				
Funds to international programs	3,633	3,076	2,317	1,819
Program support costs	1,657	2,665	1,657	2,665
Community education	248	332	248	332
Fundraising costs				
Public	1,710	1,828	1,710	1,828
Technical grants	195	87	195	87
Events expenses	28	39	28	39
Accountability and administration	913	752	902	751
Net (gain)/loss on foreign exchange	242	30	242	30
Impairment/(reversal of impairments) of investments and loans	733	778	3,250	(3,394)
Total expenses from ordinary activities	9,359	9,587	10,549	4,157

	Consolidated 2017 \$'000	Consolidated 2016 \$'000	Parent 2017 \$'000	Parent 2016 \$'000
Surplus/(deficit) on ordinary activities	1,113	2,358	(1,067)	5,542
Share of profits/(losses) from equity accounted and jointly controlled entities	(1,166)	4,365	(294)	(44)
Finance income	126	207	8	-
Surplus/(deficit) before tax	73	6,930	(1,353)	5,498
Tax expense	288	180	-	-
Net surplus/(deficit) for the year	(215)	6,750	(1,353)	5,498
Foreign currency translation differences for subsidiary attributable to:				
Non-controlling interests gain/(loss)	(293)	72	-	-
The Parent	(525)	(596)	215	(314)
Total other comprehensive income/(loss) for the year	(818)	(524)	215	(314)
Total comprehensive income/(loss) for the year	(1,033)	6,226	(1,138)	5,184

The Parent financial statements comprise figures attributable to Opportunity International Australia Ltd (Opportunity) together with its interest in an associate and a joint venture. The Consolidated financial statements comprise figures attributable to Opportunity and its subsidiaries, Dia Vikas Capital Pvt Ltd (Dia Vikas) and Opportunity International Australia Capital Management Ltd, together with their interests in a joint venture and in associates.

The statements on pages 35-38 comprise a Summarised Financial Report of Opportunity International Australia Limited. The financial statements have been prepared in accordance with the presentation and disclosure requirements set out in the ACFID Code of Conduct. For further information on the code please refer to the ACFID website www.acfid.asn.au. A full financial report is available upon request.

Balance sheet As at 31 December 2017

	Consolidated 2017 \$'000	Consolidated 2016 \$'000	Parent 2017 \$'000	Parent 2016 \$'000
Assets				
Current assets				
Cash and cash equivalents	13,581	10,151	5,874	5,922
Trade and other receivables	5,168	18,940	1,786	1,230
Other current assets	99	118	89	110
Total current assets	18,848	29,209	7,749	7,262
Non-current assets				
Trade and other receivables	6,663	6,259	1,539	1,539
Investments in subsidiaries	-	-	42,849	44,262
Equity-accounted investees	40,900	35,755	4,166	4,275
Property, plant and equipment	548	595	35	60
Total non-current assets	48,111	42,609	48,589	50,136
Total assets	66,959	71,818	56,338	57,398

	Consolidated 2017 \$'000	Consolidated 2016 \$'000	Parent 2017 \$'000	Parent 2016 \$'000
Liabilities				
Current liabilities				
Trade and other payables	580	484	452	389
Provisions	539	460	537	458
Total current liabilities	1,119	944	989	847
Non-current liabilities				
Borrowings	1,324	1,583	-	-
Provisions	140	196	54	118
Total non-current liabilities	1,464	1,779	54	118
Total liabilities	2,583	2,723	1,043	965
Net assets	64,376	69,095	55,295	56,433
Equity				
Retained earnings	68,365	64,052	55,394	56,747
Reserves	(4,980)	(4,111)	(99)	(314)
Non-controlling interests	991	9,154	-	-
Total equity	64,376	69,095	55,295	56,433

Statement of changes in equity For the year ended 31 December 2017

2017 Consolidated \$'000	Translation reserve	Statutory reserve	Retained earnings	Total	Non-controlling interests	Total equity
Balance as at 1 January 2017	(4,112)	1	64,052	59,941	9,154	69,095
Total comprehensive income						
Surplus/(deficit)	-	-	(218)	(218)	3	(215)
<i>Other comprehensive income</i>						
Foreign currency translation differences	(525)	-	-	(525)	(293)	(818)
Total comprehensive income/(loss) for the year	(525)	-	(218)	(743)	(290)	(1,033)
Share buy-back	(236)	-	4,634	4,398	(7,066)	(2,668)
Acquisition of non-controlling interests	(108)	-	(103)	(211)	(807)	(1,018)
Balance as at 31 December 2017	(4,981)	1	68,365	63,385	991	64,376
2016 Consolidated \$'000						
Balance as at 1 January 2016	(3,745)	1	57,973	54,229	6,709	60,938
Total comprehensive income						
Surplus	-	-	5,490	5,490	1,260	6,750
<i>Other comprehensive income</i>						
Foreign currency translation differences	(596)	-	-	(596)	72	(524)
Total comprehensive income/(loss) for the year	(596)	-	5,490	4,894	1,332	6,226
Acquisition of equity by a non-controlling interest	198	-	1,176	1,374	2,209	3,583
Acquisition of non-controlling interests	31	-	(587)	(556)	(1,096)	(1,652)
Balance as at 31 December 2016	(4,112)	1	64,052	59,941	9,154	69,095
2017 Parent \$'000						
Balance as at 1 January 2017	(314)	-	56,747	56,433	-	56,433
Total comprehensive income						
Surplus/(deficit)	-	-	(1,353)	(1,353)	-	(1,353)
<i>Other comprehensive income</i>						
Foreign currency translation differences	215	-	-	215	-	215
Total comprehensive income/(loss) for the year	215	-	(1,353)	(1,138)	-	(1,138)
Balance as at 31 December 2017	(99)	-	55,394	55,295	-	55,295
2016 Parent \$'000						
Balance as at 1 January 2016	-	-	51,249	51,249	-	51,249
Total comprehensive income						
Surplus	-	-	5,498	5,498	-	5,498
<i>Other comprehensive income</i>						
Foreign currency translation differences	(314)	-	-	(314)	-	(314)
Total comprehensive income/(loss) for the year	(314)	-	5,498	5,184	-	5,184
Balance as at 31 December 2016	(314)	-	56,747	56,433	-	56,433

Statement of cash flows For the year ended 31 December 2017

	Consolidated 2017 \$'000	Consolidated 2016 \$'000	Parent 2017 \$'000	Parent 2016 \$'000
Cash flows from operating activities				
Receipts from donors and grantors	8,082	8,255	8,082	8,255
Payment for programs and employees	(8,812)	(8,347)	(7,203)	(6,870)
Interest received	2,192	3,462	1,235	1,252
Other income	42	58	1	1
Net cash generated by operating activities	1,504	3,428	2,115	2,638
Cash flows from investing activities				
Investment in subsidiary	-	-	(10)	(2,083)
Investment in implementing partners	(6,633)	(2,956)	-	-
Loans to implementing partners	(4,516)	(8,298)	(1,707)	(1,411)
Repayment of loans from implementing partners	5,153	9,597	680	958
Payment for plant and equipment	(17)	(38)	(7)	(32)
Cash received - Investments in term deposits (over 3 months)	12,619	2,023	-	314
Cash payment - Investments in term deposits (over 3 months)	(769)	(12,619)	(144)	-
Net cash generated by/(used in) investing activities	5,837	(12,291)	(1,188)	(2,254)

	Consolidated 2017 \$'000	Consolidated 2016 \$'000	Parent 2017 \$'000	Parent 2016 \$'000
Cash flows from financing activities				
Proceeds from issuance of shares and debentures	-	4,503	-	-
Share buy-back	(2,566)	-	-	-
Acquisition of non-controlling interests	(942)	(1,641)	(942)	(1,641)
Loans repayment	-	(250)	-	(250)
Net cash generated by/(used in) financing activities	(3,508)	2,612	(942)	(1,891)
Net increase/(decrease) in cash held	3,833	(6,251)	(15)	(1,507)
Cash at the beginning of financial year	10,151	16,683	5,922	7,512
Effects of exchange rate changes on balance of cash held in foreign currencies	(403)	(281)	(33)	(83)
Cash at the end of financial year	13,581	10,151	5,874	5,922



Report of the independent auditor on the summary financial statements to the members of Opportunity International Australia Limited

The accompanying summary financial statements, which comprises the Balance sheet as at 31 December 2017, Income statement, statement of changes in equity and statement of cash flows for the year then ended, related notes and the directors' declaration, are derived from the audited financial report of Opportunity International Australia Limited for the year ended 31 December 2017. We expressed an unmodified auditor's opinion on that financial report in our report dated 18 April 2018.

The summary financial statements do not contain all the disclosures required by Australian Auditing Standards Board applied in the preparation of the audited financial report of Opportunity International Australia Limited. Reading the summary financial statements, therefore, is not a substitute for reading the audited financial report of Opportunity International Australia Limited.

Directors' responsibility for the summary financial statements

The directors are responsible for the preparation of a summary of the audited financial report.

Auditor's responsibility

Our responsibility is to express an opinion on the summary financial statements derived from the audited financial report of Opportunity International Australia Limited based on our procedures, which were conducted in accordance with Auditing Standard ASA 810 *Engagements to Report on Summary Financial Statements*.

Auditor's opinion

In our opinion, the summary financial statements derived from the audited financial report of Opportunity International Australia Limited for the year ended 31 December 2017 are consistent, in all material respects, with that audited financial report.



KPMG



Cameron Roan

Partner

Sydney

18 April 2018

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“
I want to grow my savings to keep my two youngest children at school.”

MARIE

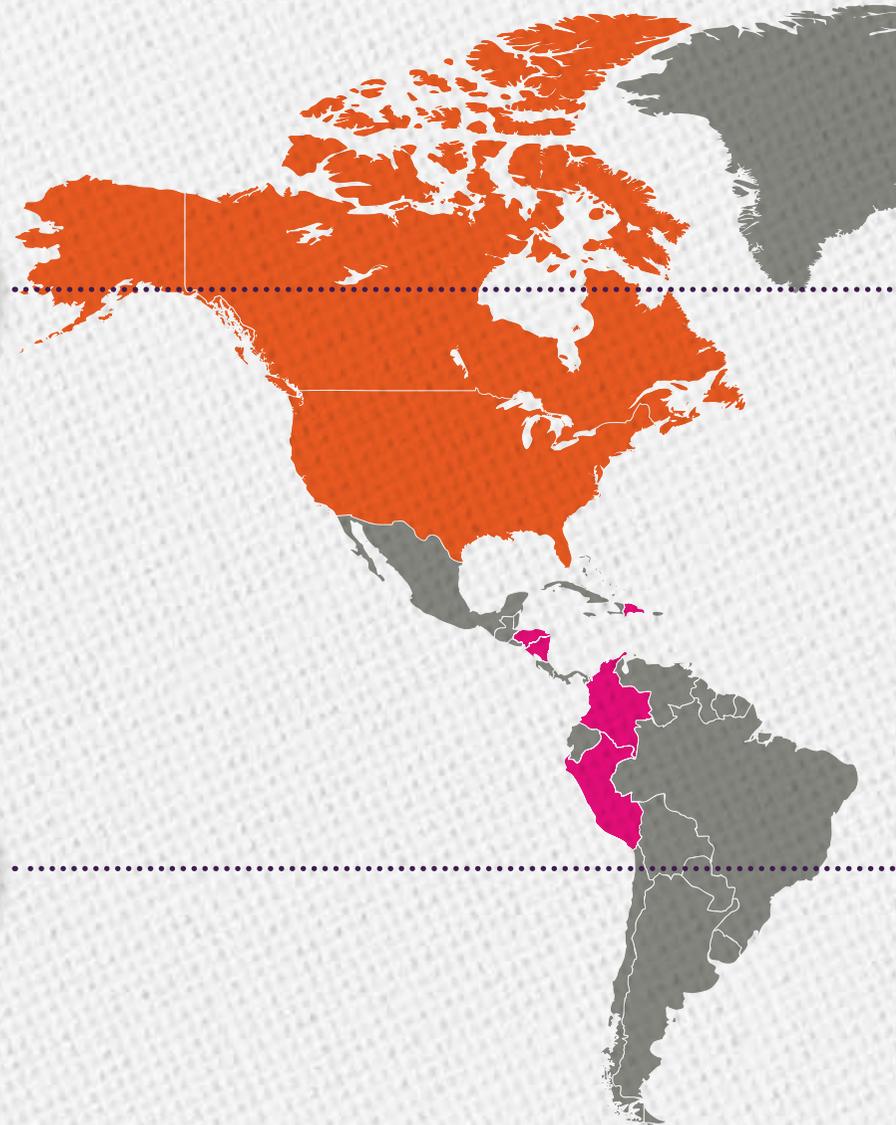
Weaver, vegetable grower and kiosk owner, *Indonesia*

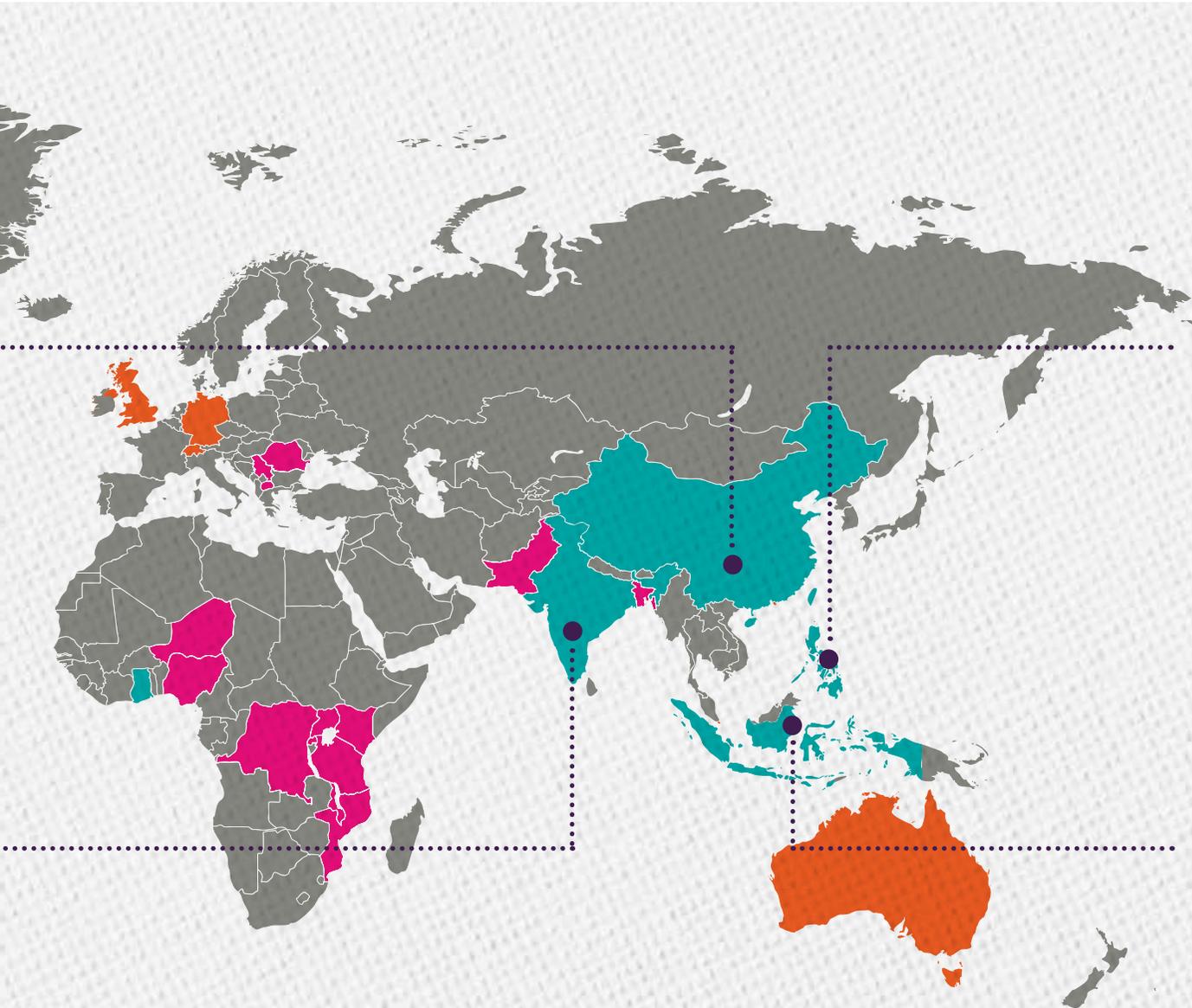
5 million

YOUR GIVING IS HELPING 5 MILLION FAMILIES IN ASIA JOURNEY OUT OF POVERTY.



- Support members
- Opportunity International Australia programs
- Other Opportunity International Network programs





PHILIPPINES

600K
families

\$ 144M
in loans

3.1M
people

3
program partners

INDONESIA

800K
families

\$ 117M
in loans

3.9M
people

3
program partners

Opportunities you created in 2017

We believe that every person has the right to reach their God-given potential. And just like us, people living in poverty have dreams and hopes. But while talent is universal, opportunity is not.

Thanks to your generosity in 2017, millions of families in Asia received a hand up—in the form of health education, loans to build businesses, pay school fees and build toilets, and domestic violence counselling—to help them on their journey out of poverty. Thanks to you, millions of families now have real choices and they can make meaningful decisions about the way they live. And thanks to you, millions of families are paving a pathway out of poverty.

	THE NEED	OUR RESPONSE	2017 OUTCOMES		
 <p>GIVE A HAND UP</p>	<p>2B* people live on less than US\$3.20 a day</p>	<p>Small loans to grow businesses and earn regular incomes</p>	<p>\$1.73B invested in families in Asia</p>	<p>5M families accessing loans to grow businesses</p>	
 <p>BUILD HEALTHY COMMUNITIES</p>	<p>2.6B people lack access to basic sanitation</p>	<p>Training health leaders who teach their community basic health and hygiene practices</p> <p>Access to loans to build toilets and clean water supply</p>	<p>4.9M accessing health education and support in India and Indonesia</p>	<p>3,954 health leaders trained in India</p>	<p>59 health leaders training in Indonesia</p>
 <p>EDUCATE CHILDREN</p>	<p>263M children and youth are not in school</p>	<p>School fee loans to parents so children can go to school</p> <p>Skills training through youth apprenticeship program in Ghana</p>	<p>183,286 children in India benefitting from better education</p>	<p>50 young people continuing their apprenticeships in Ghana</p>	
 <p>END VIOLENCE AGAINST WOMEN</p>	<p>1 IN 2 women in India experience violence</p>	<p>PeaceMakers trained to support women experiencing domestic violence</p>	<p>912,663 people taught how to prevent trafficking in their villages</p>	<p>74,518 women and girls learnt about the prevention of domestic violence</p>	<p>4,359 women received counselling</p>

Sources: UNESCO, World Bank, WHO, My Choices. All figures as at December 2017.

*The World Bank recently defined moderate poverty as living on less than US\$3.20 a day. Extreme poverty, which we reported in the 2016 Annual Review, is the number of people living on less than US\$1.90 a day.



“

Digital technologies empower women living in poverty.”

Picture: Loan recipients in India making loan repayments using digital technologies

Opportunity International Australia enables you to invest in a mother living in poverty so that she can use a small loan to buy an item like a sewing machine and build a small business. For a family in a developing country who can't afford the basics, a gift as small as \$70 can be life changing. With this hand up, a mother can put food on the table, send her children to school and transform her family's future for generations. Mothers want what is best for their children, and as businesses become successful (98% of Opportunity's loans are repaid), your help means they can make their dreams for their children come true. Opportunity is motivated by Jesus Christ's call to love and serve the poor, serving all people regardless of their race, faith, ethnicity and gender.

Opportunity International Australia is committed to protecting your privacy and complies with Australian privacy laws including the Privacy Act 1988 (Cth) in regard to all personal information it collects, holds, uses or discloses. If you would like to know more about how we collect, store, use and disclose personal information, including how you can access and correct it, how you can lodge a privacy complaint and how we handle these complaints, it is available in our Privacy Policy at www.opportunity.org.au/privacy-policy

You may also contact our Privacy Officer by calling +61 2 9270 3300 or toll free on 1800 812 164.

Opportunity International Australia is an ACFID Member and is committed to full adherence to the ACFID Code of Conduct



Opportunity International Australia receives support from the Australian Government through the Australian NGO Cooperation Program (ANCP)



Australian Government
Department of Foreign Affairs and Trade



**Opportunity International
Australia Limited**

ABN 83 003 805 043

GPO Box 4487
Sydney NSW 2001 Australia

T: 1800 812 164 or +61 2 9270 3300
E: opinfo@opportunity.org.au

opportunity.org.au



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