



## Seizing the \$10 billion market: Mobilising capital towards low-cost education

A deep dive into how to bridge the funding gap for the low-cost private education sector to get more children into better quality schools

**Moderator:** Rachel Tabor, Technical Assistance Associate, Opportunity EduFinance

### Panellists:

- **Hans Perk**, Director of Specialised Finance & Community Building, Oikocredit
- **Poornima Kharbanda**, Impact and Innovation Manager, Global Schools Forum
- **Doreen Nakaziba**, Education Finance Manager, Opportunity Bank Uganda Limited
- **Steve Hardgrave**, Co-founder & CEO, Varthana



OPPORTUNITY BANK



# LIKE THE TEACHER

WHO SAW A NEED IN HER COMMUNITY  
AND STARTED A SCHOOL.





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# The Opportunity EduFinance Model



## Increase Access to Education

- 1. EDUFINANCE TECHNICAL ASSISTANCE FACILITY (ETAF)
- 2. INVESTMENT CAPITAL



Loans to schools to increase school supply



Loans to parents to increase school demand



Loans to students to fund skills training



## Improve the Quality of Education

### EDUQUALITY PROGRAM



Holistic School Development



School Leader Professional Development



Teacher & Caregiver Professional Development

## More Students with Access to Quality Education

## Context

- 1 in 5 school-aged children around the world are not in school
- Government spending is not closing the education gap
- The non-state school sector's role in delivering education services has been growing
- Affordable non-state schools' full potential is limited by financing constraints
- Opportunity EduFinance estimates a **\$10.2 billion market demand for school improvement loans for affordable non-state school proprietors**

THE STATE OF THE AFFORDABLE NON-STATE SCHOOL SECTOR -  
4TH EDITION, OPPORTUNITY EDUFINANCE



## Panel Discussion: Seizing the \$10 billion market: Mobilising capital towards low-cost education



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**Thank you!**

**Come find us at the Opportunity International, Oikocredit and Aqua for All booth in the Agora**