

EDUFINANCE MARKET KNOWLEDGE:

Financing the Affordable Private School Sector in Haiti

This market summary presents the results of the education finance market assessment in Haiti. The objective of this work is to obtain an overview of the size and nature of the EduFinance market for low-income areas to understand the challenging affecting schools, teachers and parents and to propose financial solutions that meet the needs of these potential clients.

Non-state schools in Haiti represent 80% of the market. Opportunity EduFinance interviewed 153 schools from pre-primary to tertiary, 85 teachers and 99 parents.

Interviewed areas: Cap-Haitien, Cayes and Port-au-Prince

School Improvement Loans (SIL)

Profile of schools interviewed



153 schools interviewed



246 students on average



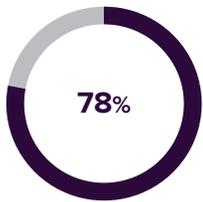
>50% are girls (except tertiary 38%)



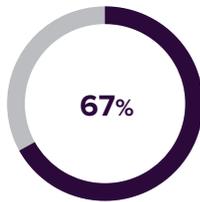
Annual Fee Range:

Preschool: USD \$52 – \$1,613
Primary: USD \$8 – \$1,613
Secondary: USD \$8 – \$2,621
Tertiary: USD \$645 – \$4,704

Interest in Loans

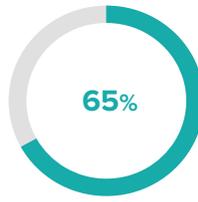


of schools have improvement plans



of schools need funding

Demand for Infrastructure Loans



of schools are interested in a loan for infrastructure

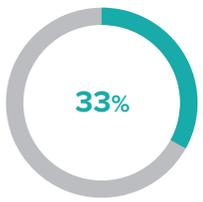


72% of which would use it to build extra classrooms



average amount required

Demand for Fixed Asset Loans



of schools are interested in a loan for fixed assets



37% of which would use it to purchase lab equipment



33% would use it to purchase furniture

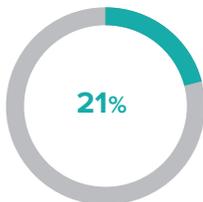


21% would use it to purchase ICT equipment



average amount required

Demand for Working Capital



of schools are interested in a cash flow loan

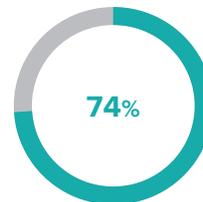


average amount required



average tenure: 6–12 months

Demand for School Fee Collection Service



of schools are interested in a school fee collection service



fees for service

Estimated market size



SIL construction	\$75m
SIL – Fixed Assets	\$6m
SIL Cash Flow	\$1m
School Fee Collection Service.....	\$128k

The estimated potential market for School Fee Loans is: **USD \$82.13mn**

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School Fee Loans (SFL)

Profile of parents interviewed



School fees



Interest in School Fee Loans



EduSave



Estimated market size



The estimated potential market for **School Fee Loans** is:

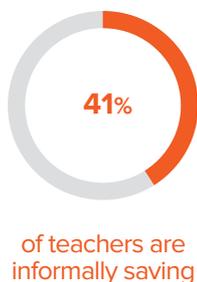
USD \$58mn

Teacher Loans

Profile of teachers interviewed



Savings



Demand for Teacher Loans



Estimated market size



The estimated potential market for **Teacher Loans** is: **USD \$8mn**

The total estimated potential market size for **Haiti** is: **USD \$148.13mn**