



Innovations and lessons learned from World Relief DRC, Savings for Life

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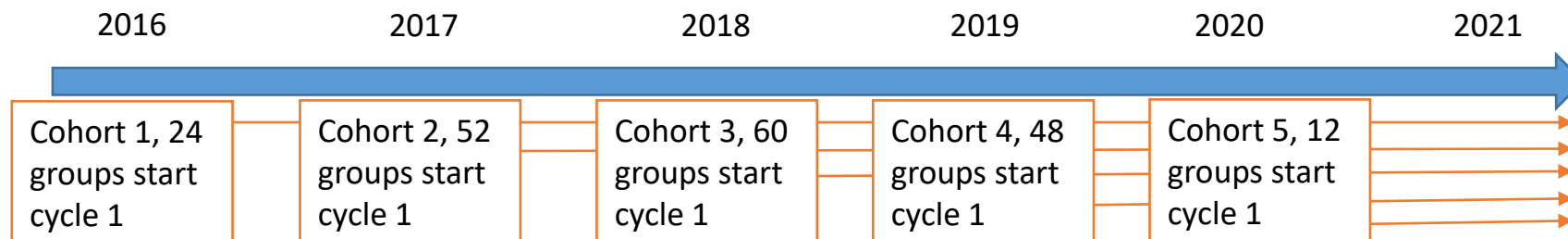
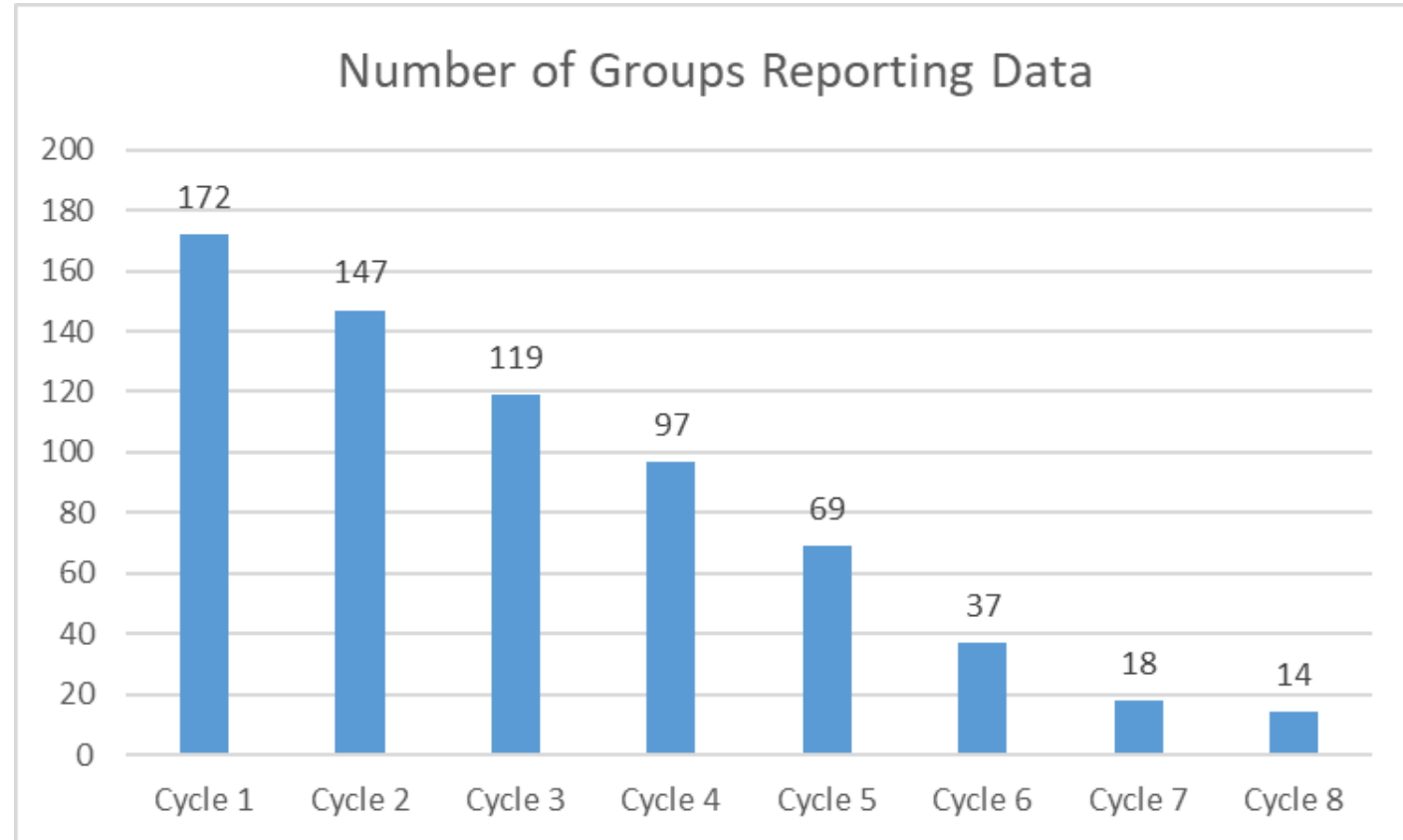
Agenda

- Overview/Key Terms in Savings for Life (SFL)
- Text-it System
- Research findings
- Q&A

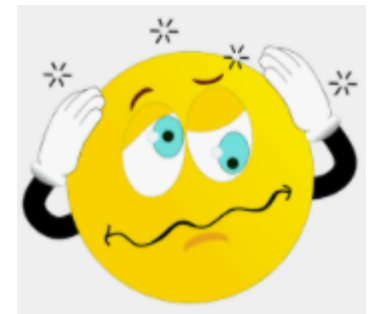
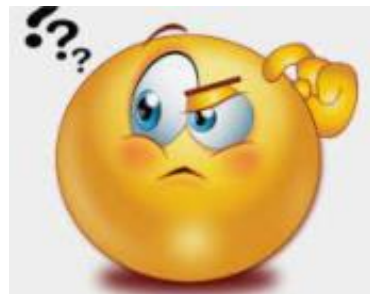


Text-it Basics

- Starting in 2016, 5 Cohorts of savers
- Cohort 1 completed 8 cycles
- Total of 196 groups
- 673 datasets across all groups and all cycles

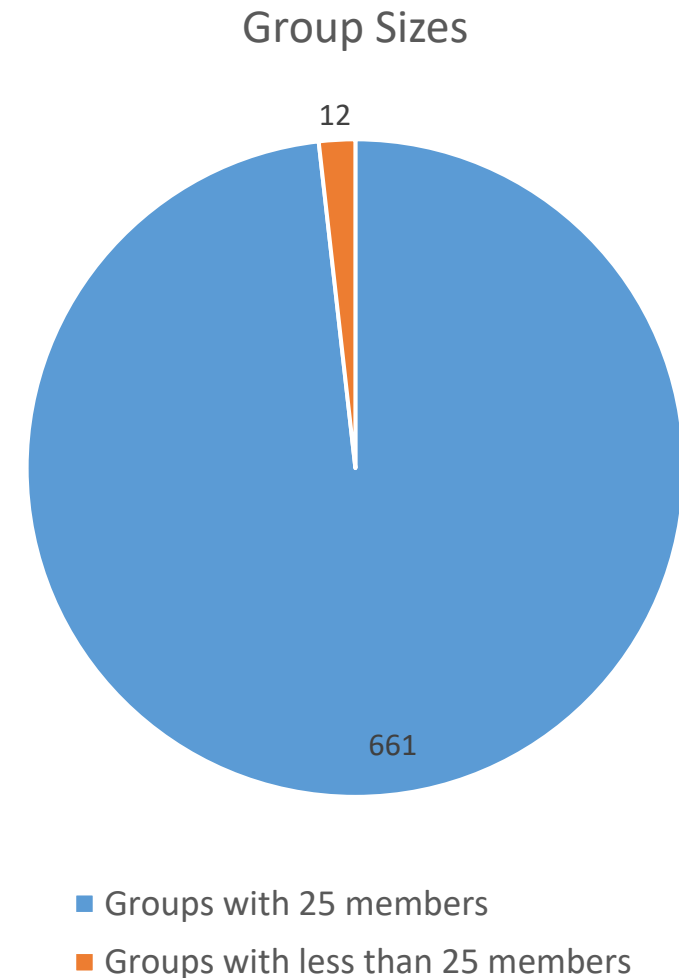


Key Findings

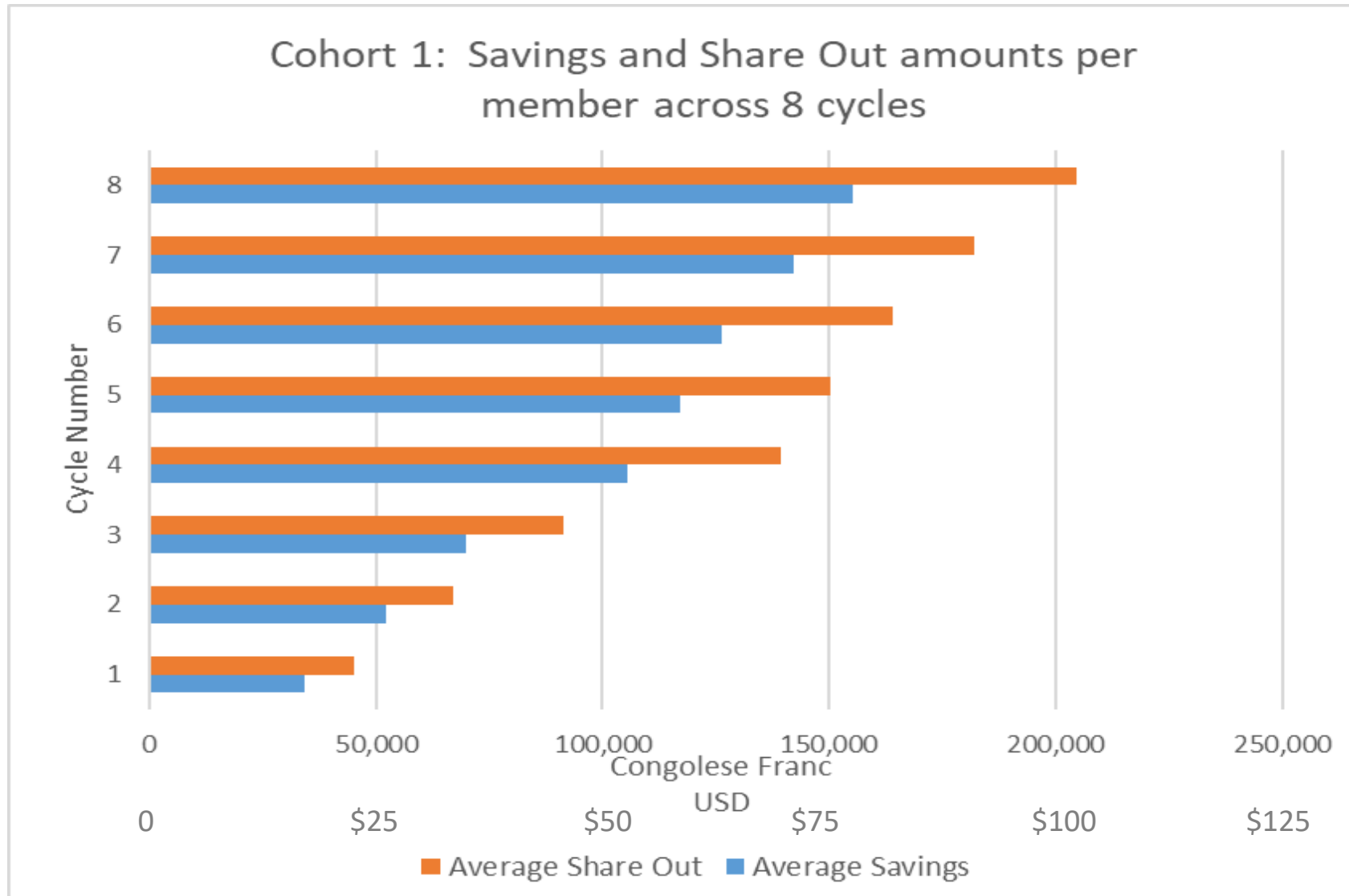


Key Finding 1: There is a high demand for SFL

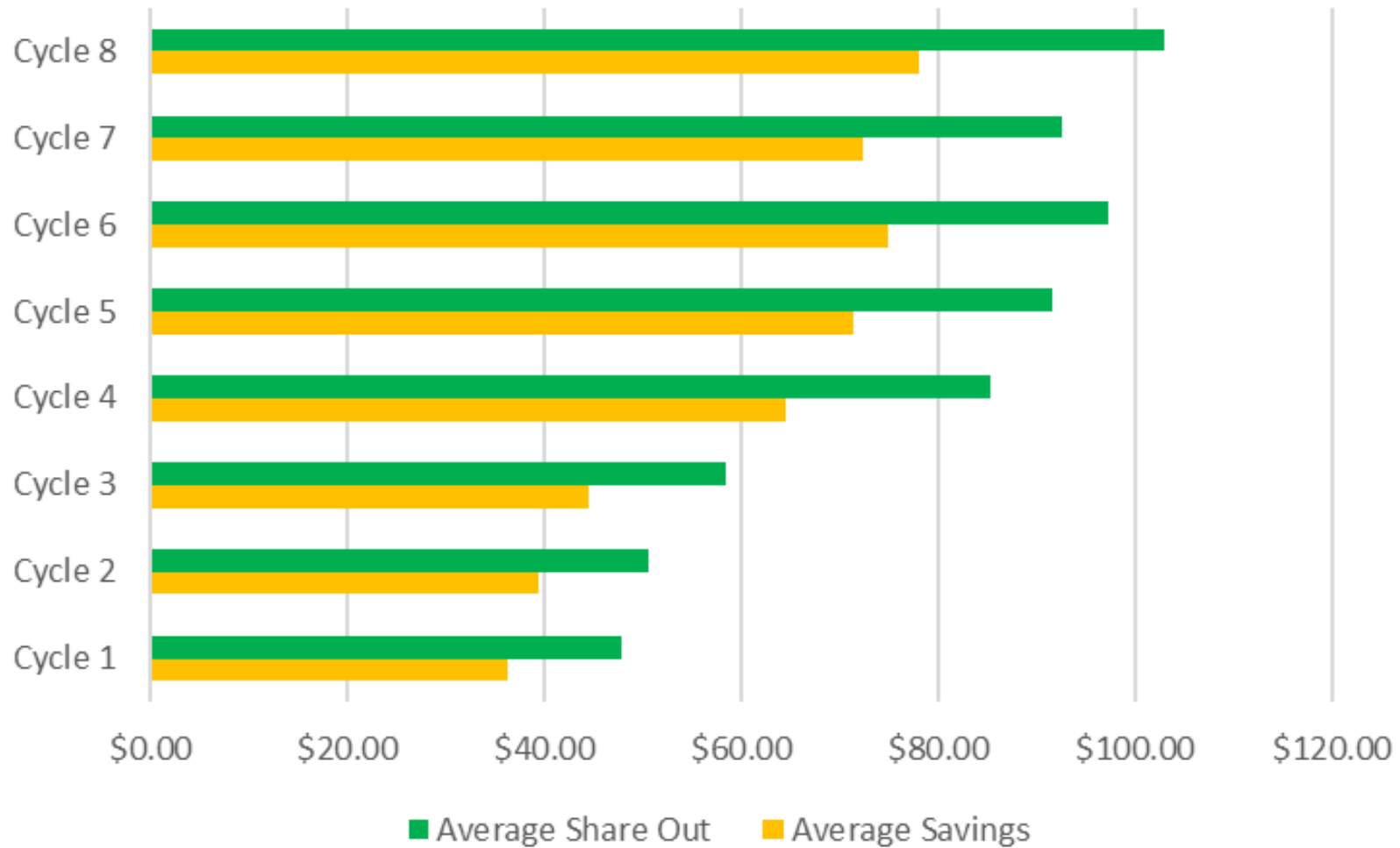
- 100% of the groups started next cycle
- Maximum group size is 25 members: 98.4% of groups have 25!
- Attendance rate – 97% (Savix)



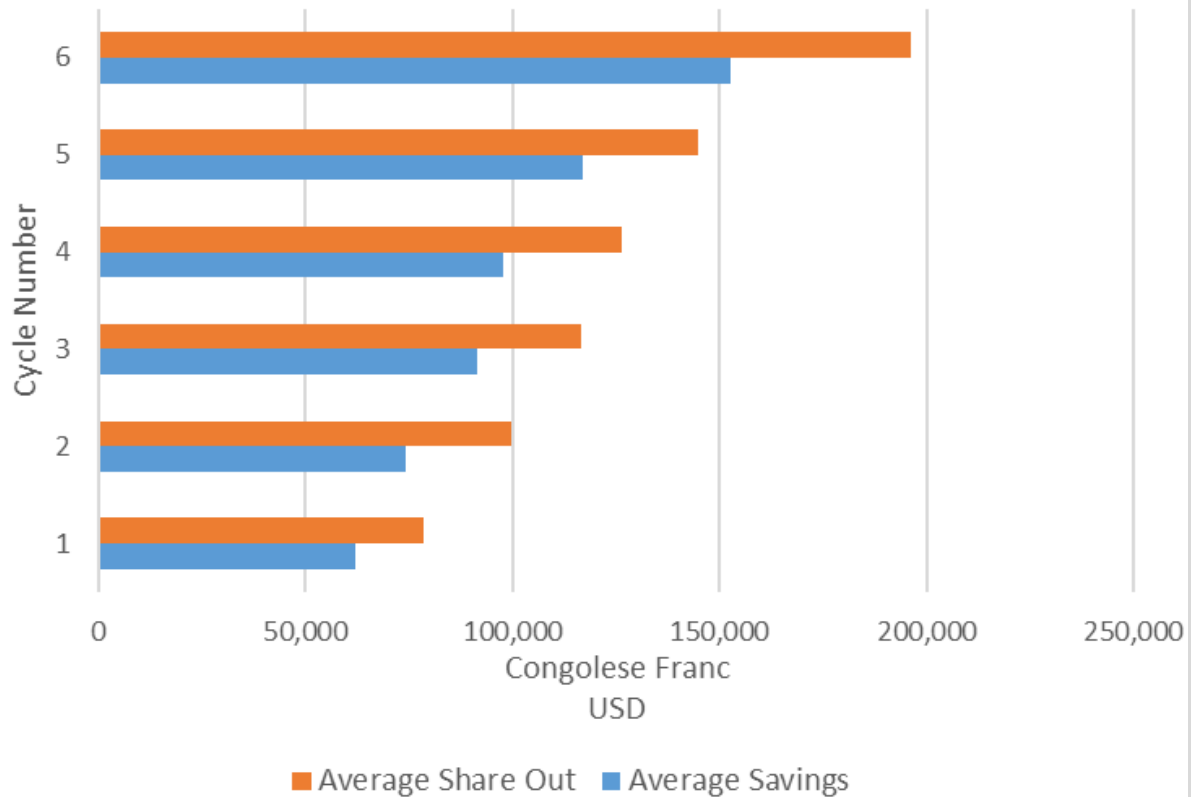
Key Finding 2: Savings increase over time



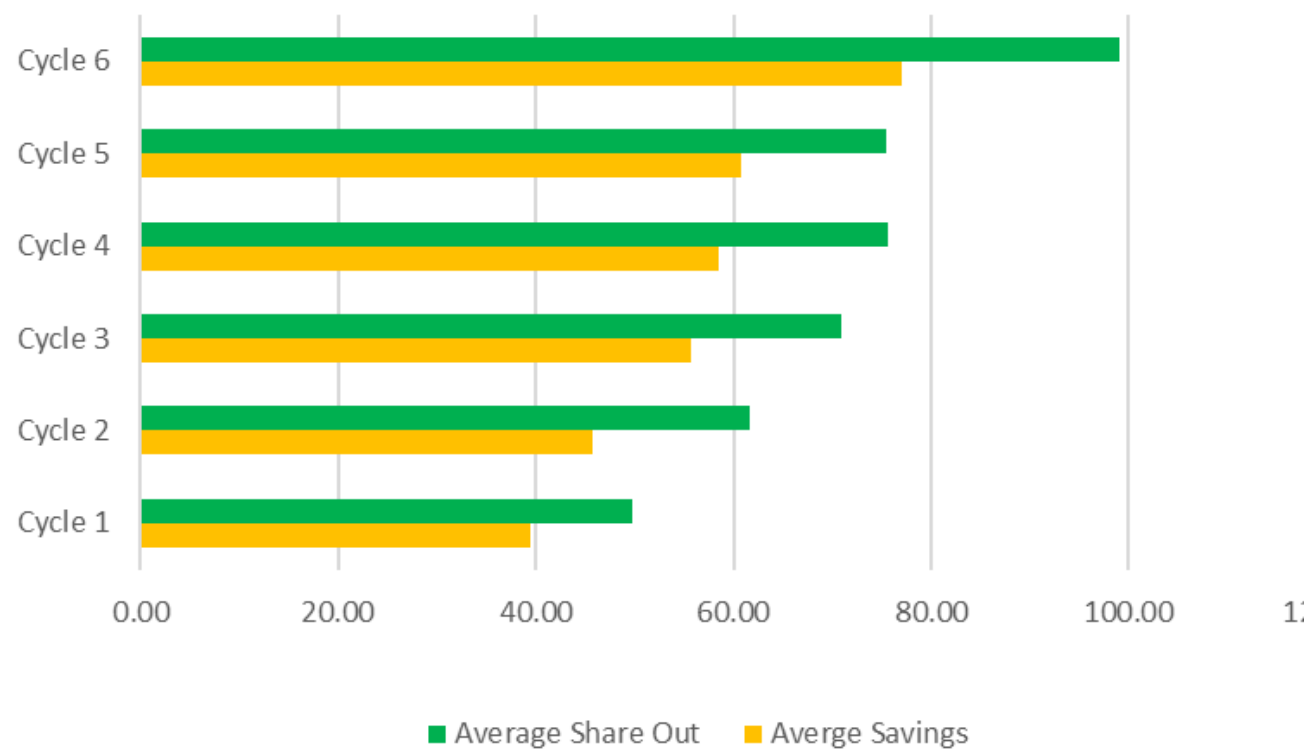
Cohort 1: Savings and Share Out amounts per member across 8 cycles



Cohort 2: Savings and Share Out amounts per member across 6 cycles

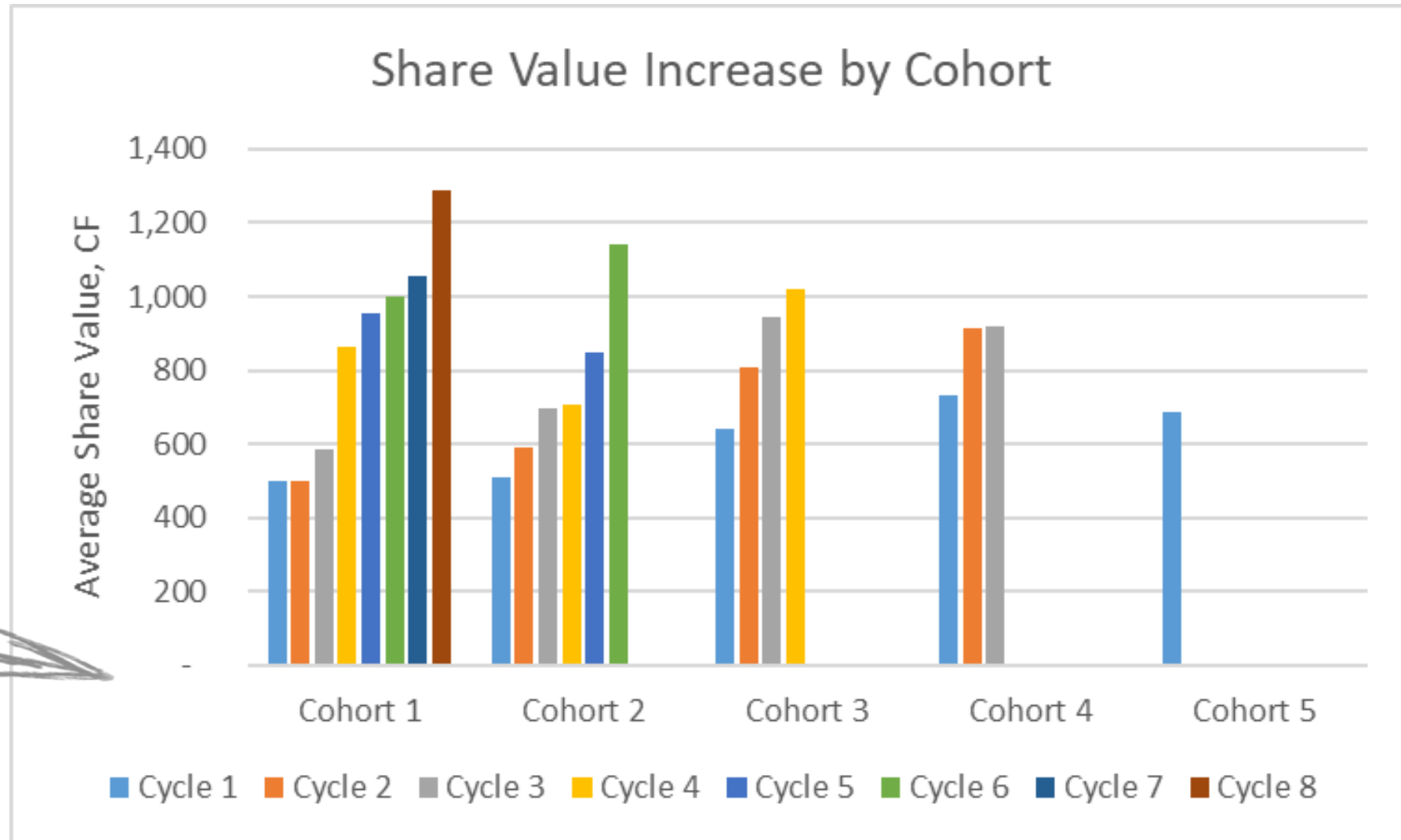


Cohort 2: Savings and Share Out amounts per member across 6 cycles

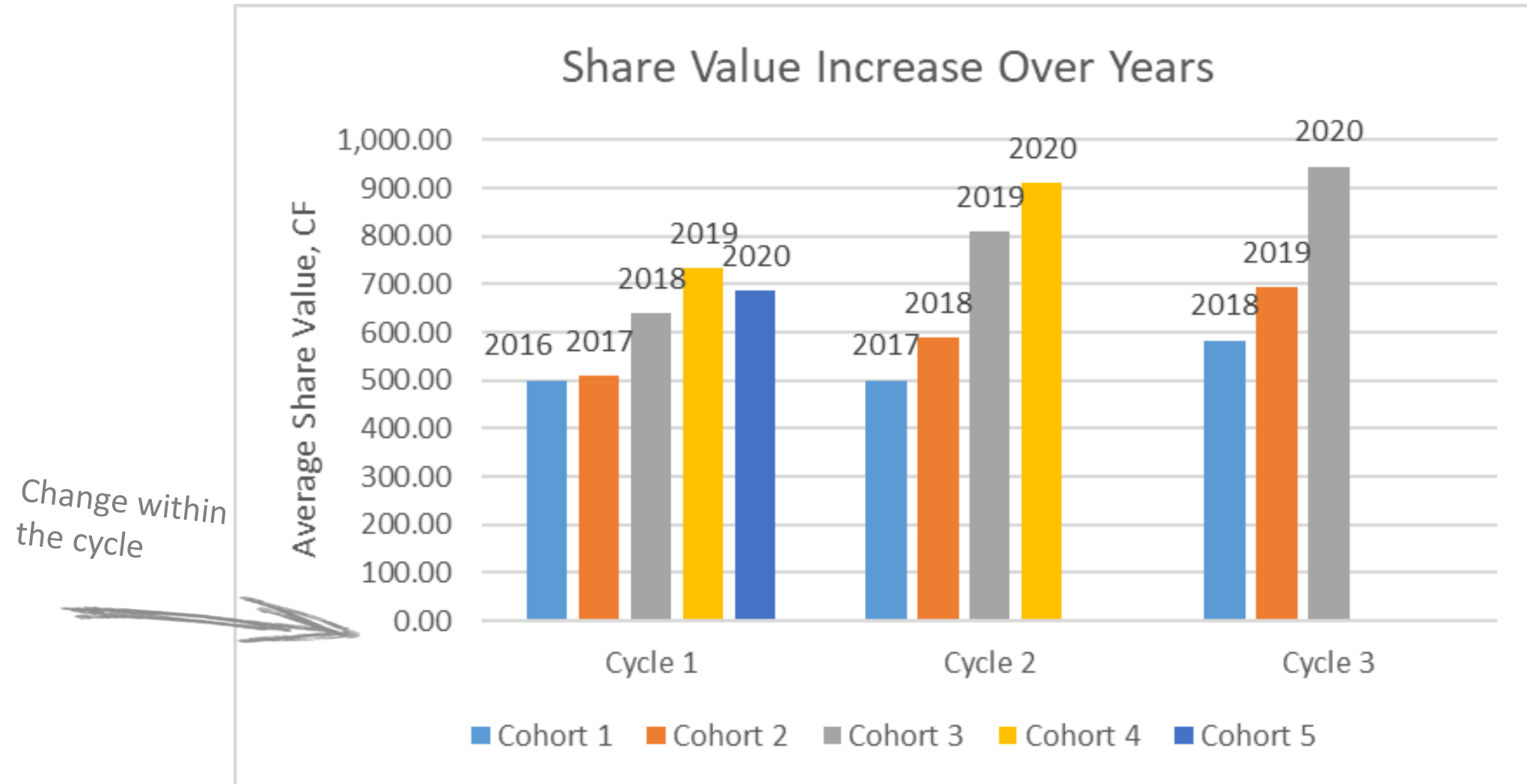


Key Finding 3: Share value increases as the group matures

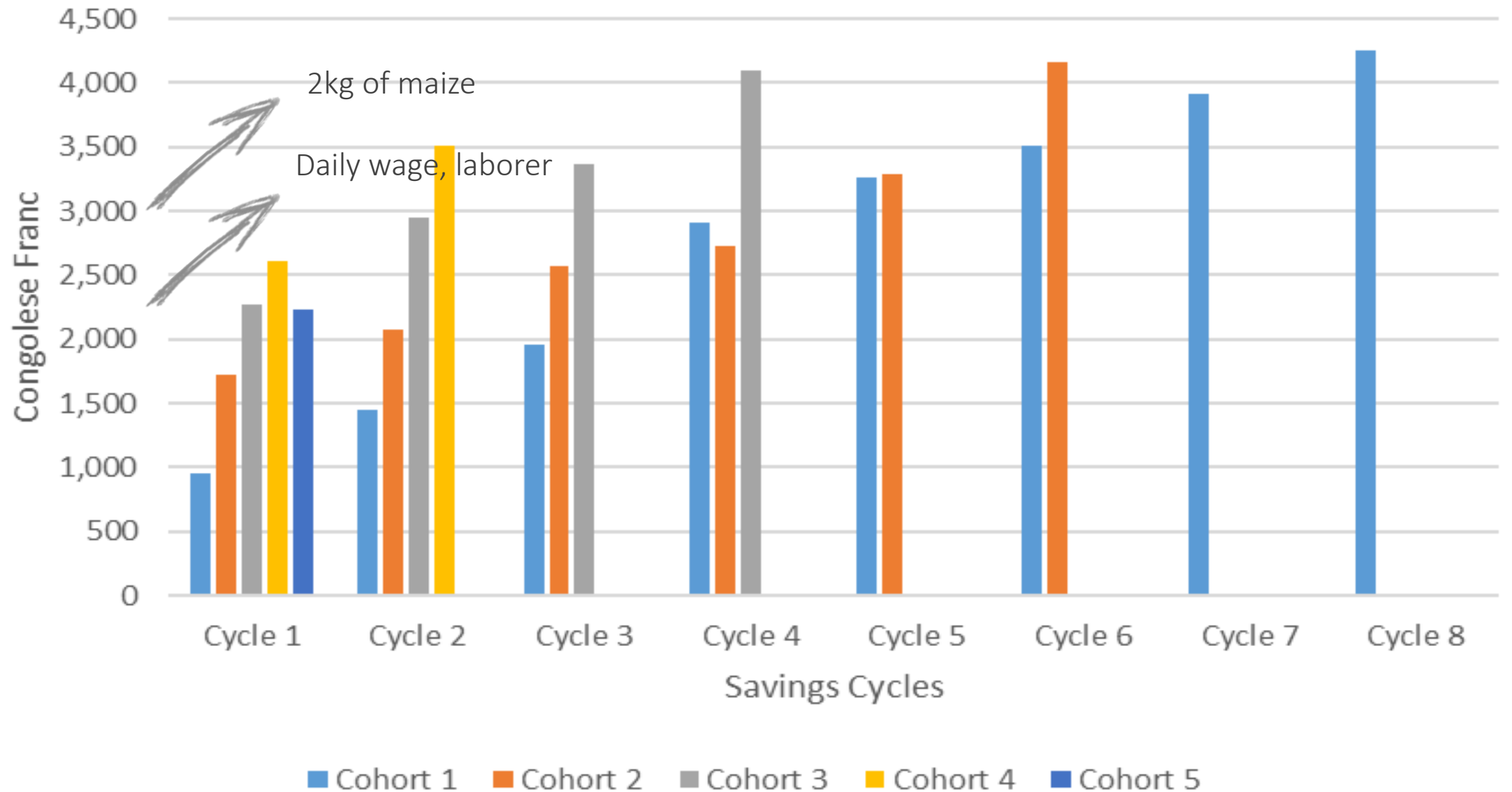
Change within the cohort



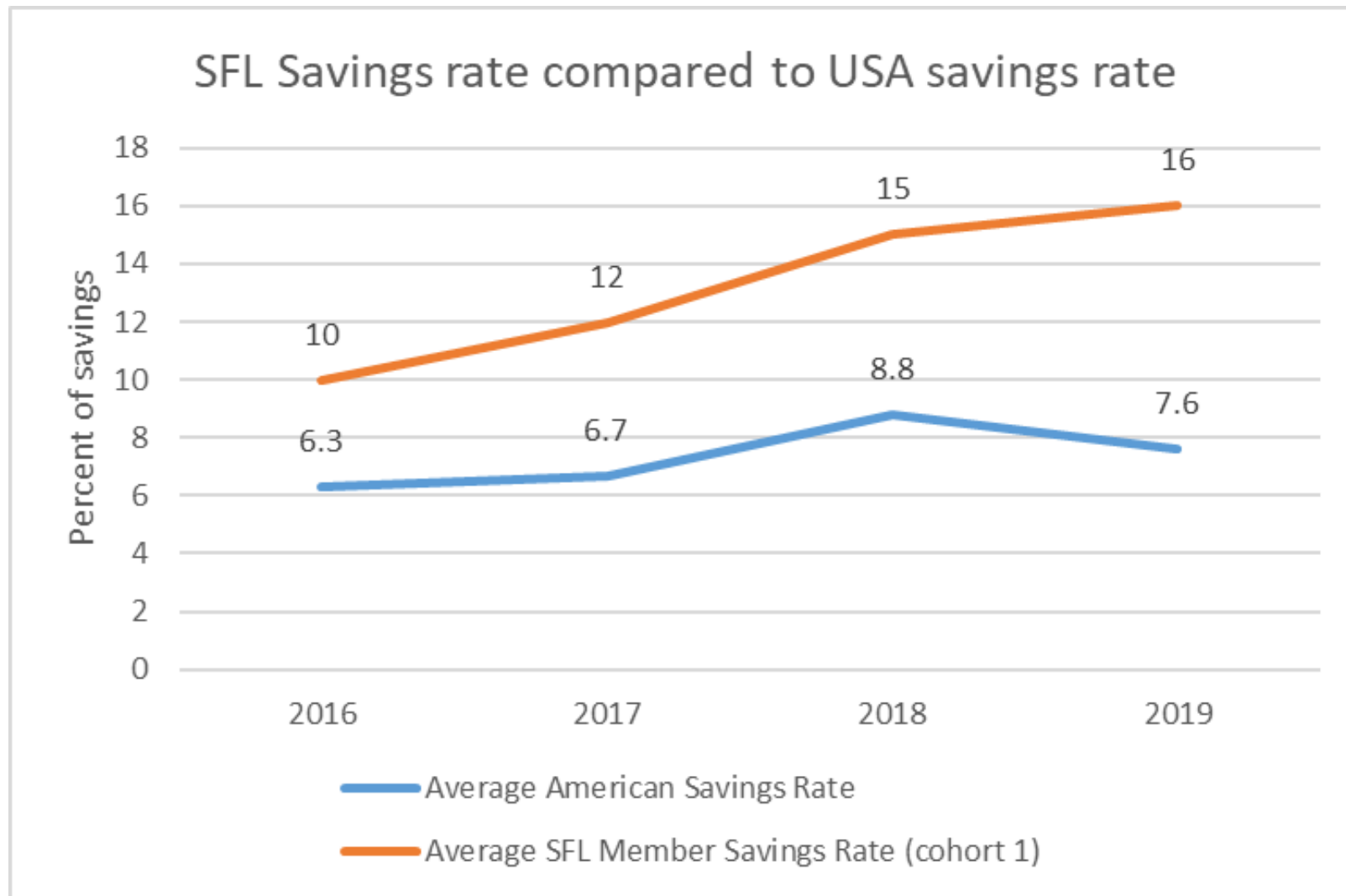
Key Finding 4: Share values increase for successive cohorts



Average Weekly Savings per Member

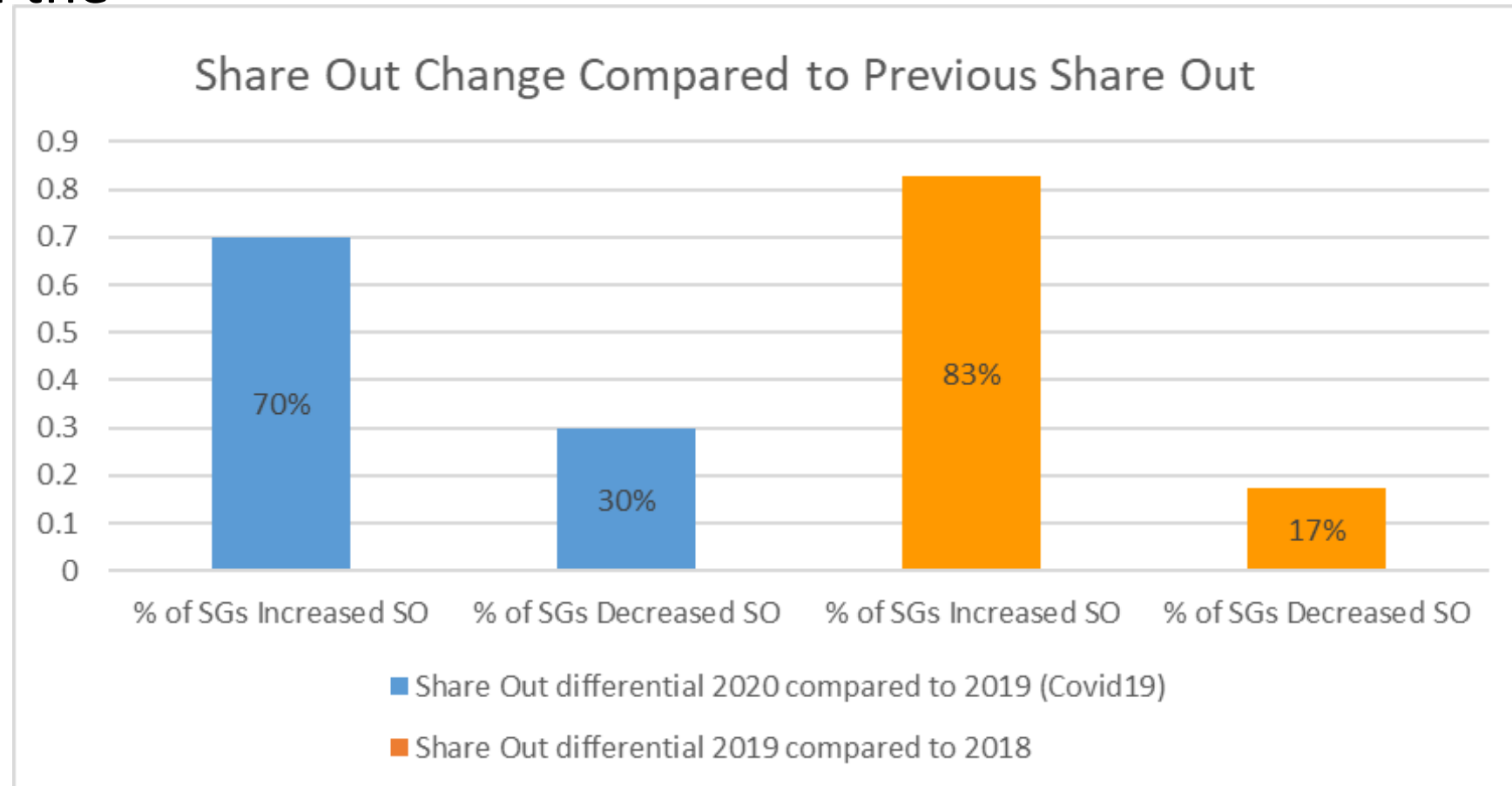


Key Finding 5: SFL members save at a greater rate than the average American



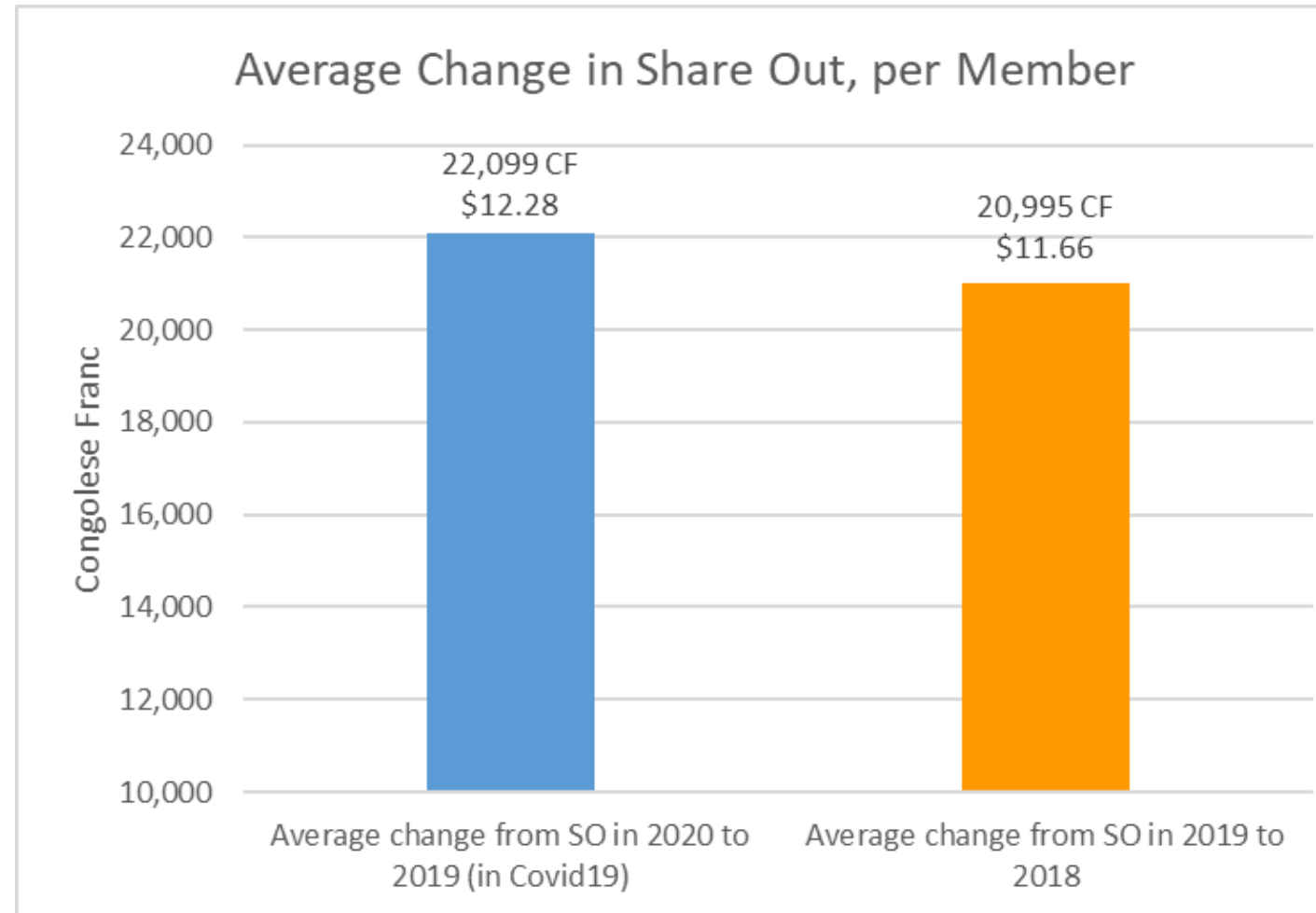
Key Finding 6: Covid-19 impacted some SGs... but not that badly

- Fewer SGs increased their Share Out (SO) from the previous SO



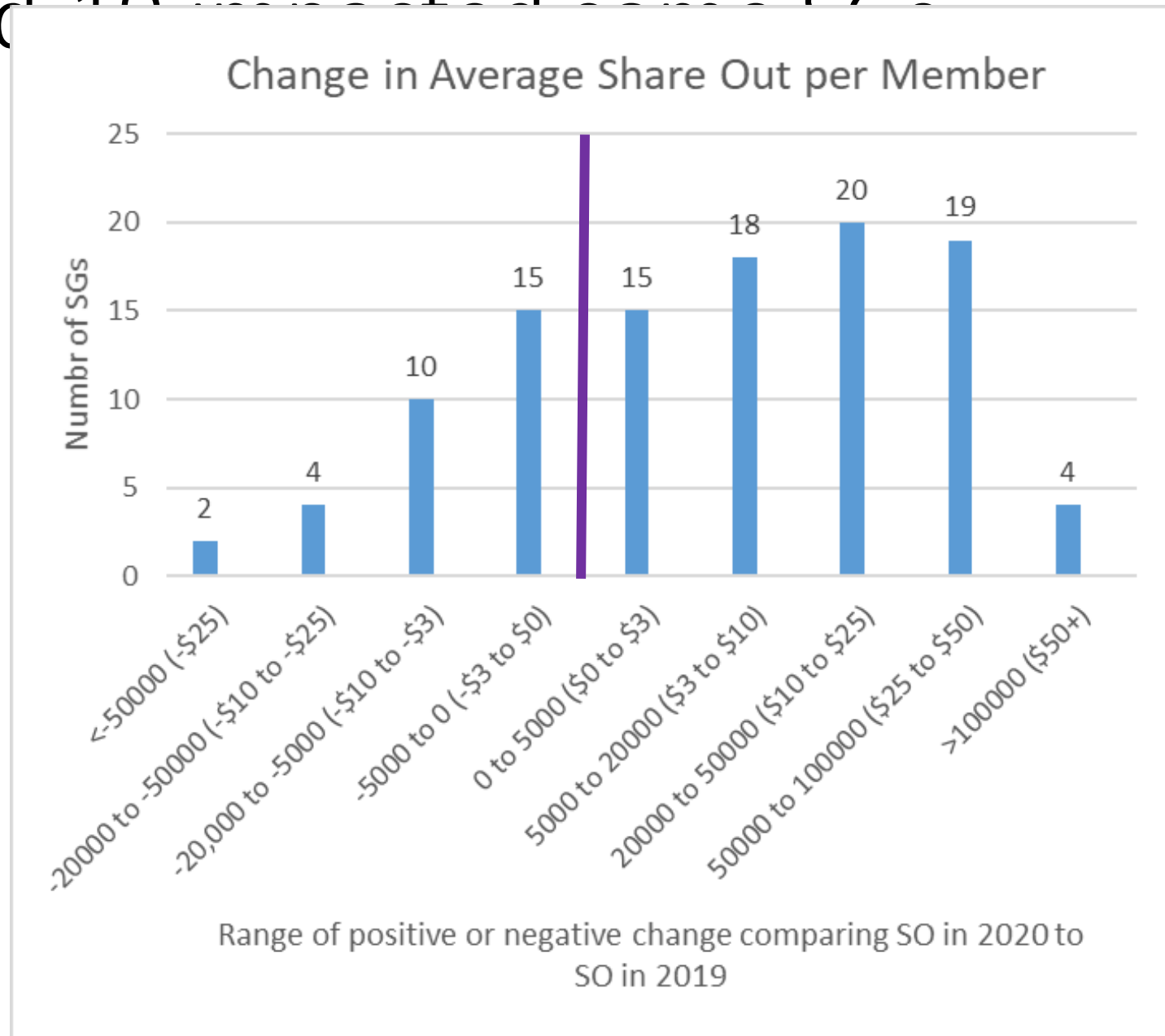
Key Finding 6: Covid-19 impacted some SGs... but not that badly

- Fewer SGs increased their Share Out (SO) from the previous SO
- But, SO in Covid-19 (2020 v 2019) still had a greater monetary increase than 2019 v 2018

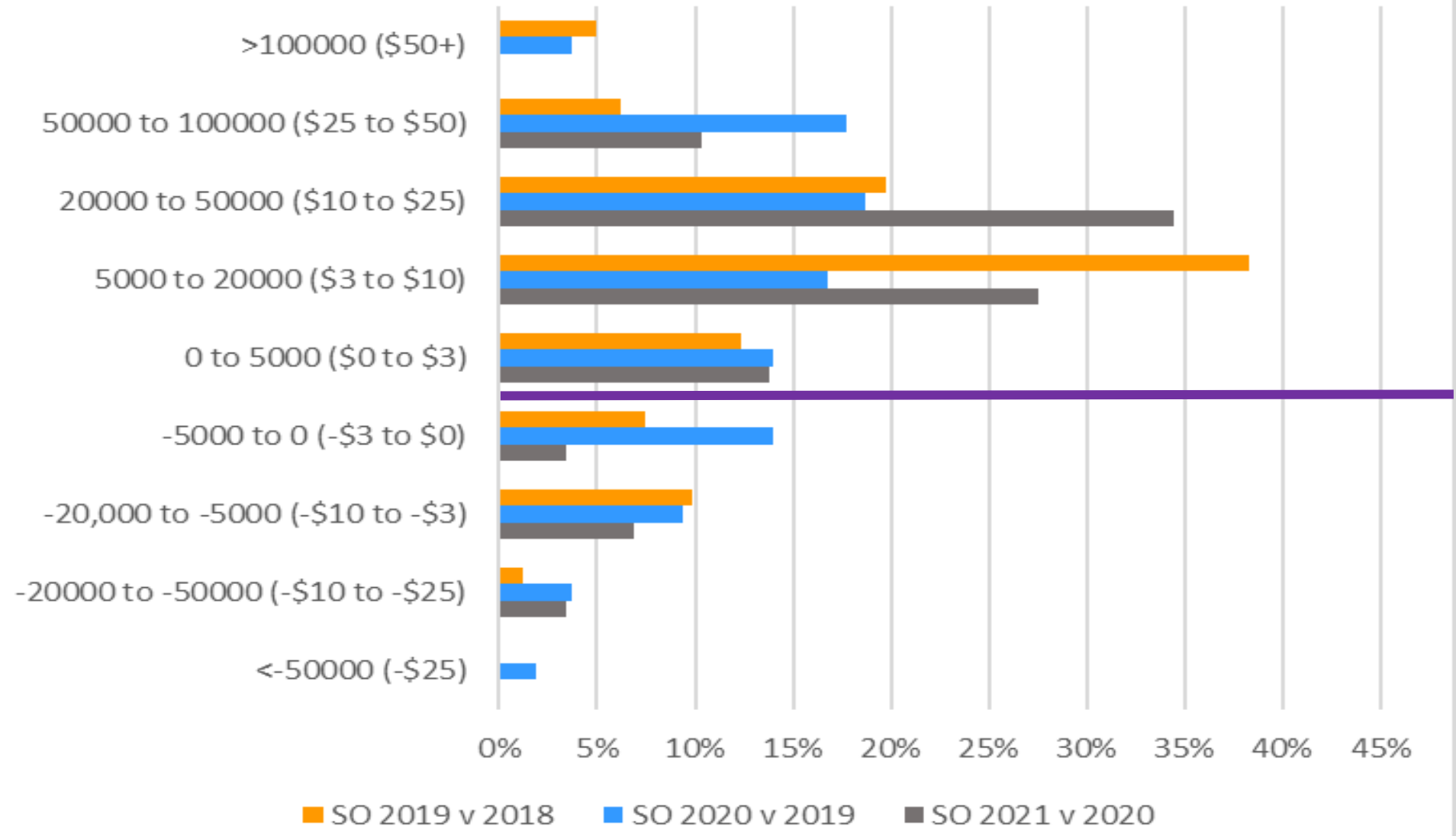


Key Finding 6: Covid-19 impacted average SOs but not that badly

- Fewer SGs increased their Share Out (SO) from the previous SO
- But, SO in Covid-19 (2020 v 2019) still had a greater monetary increase than 2019 v 2018
- In Covid-19, many small decreases and more larger increases



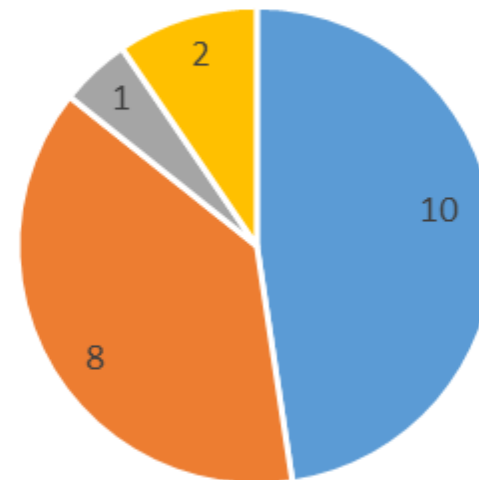
Percent of Savings Groups with Change in Average Share Out per Member



Key Finding 6: Covid-19 impacted some SGs... but not that badly

Overall, we've seen mostly continued savings growth, even during Covid-19

Movement of Share Out Changes during the first and second halves of Covid-19, 2020-2021



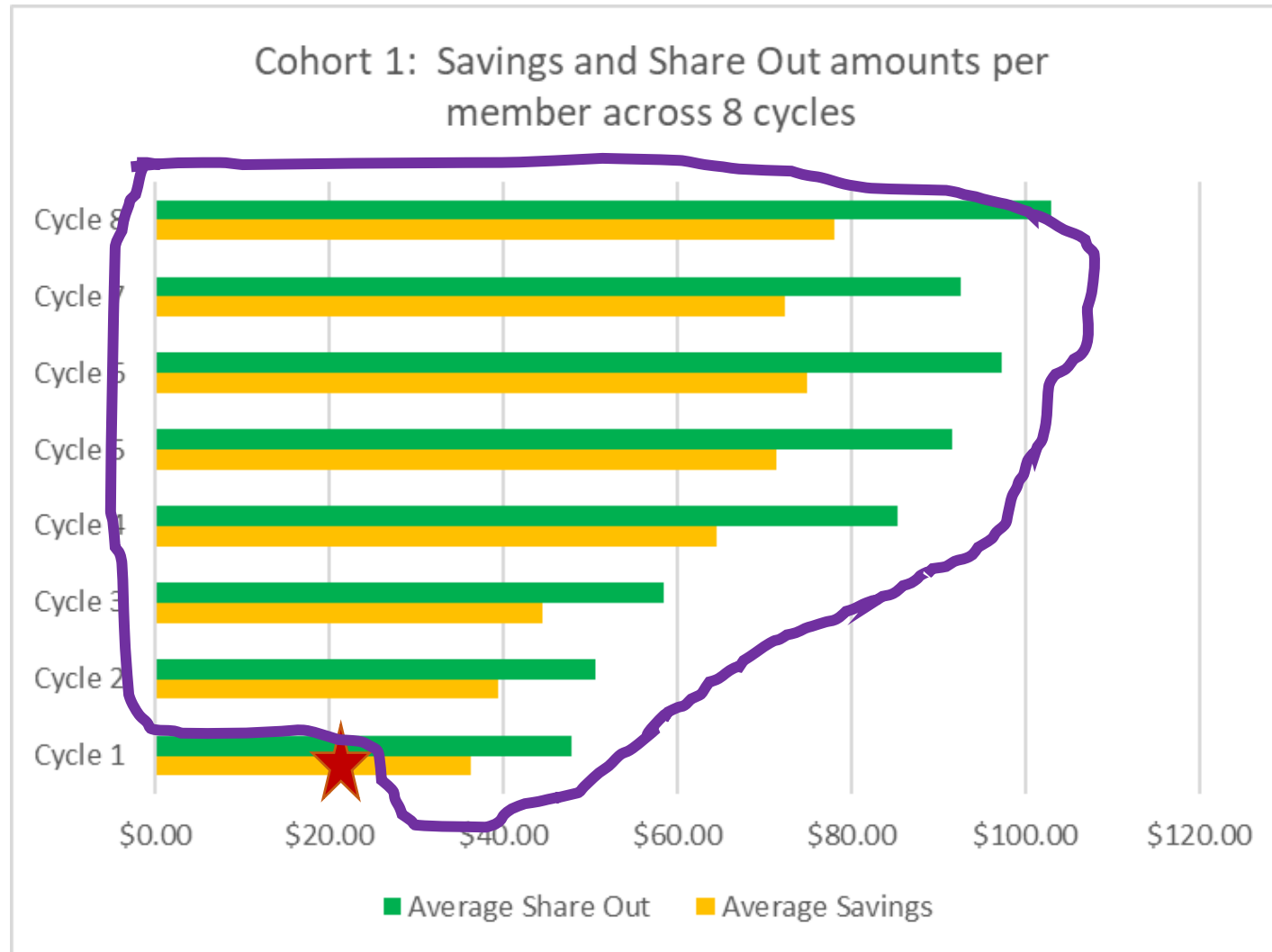
■ positive and positive ■ negative to positive
■ negative and negative ■ positive to negative

Covid-19 Impacts

- Textbook example of supply and demand:
 - No market for countryside produce (supply up, demand down) = price down
 - No way to replenish goods from city (supply down, demand up) = price up
- Farmers had less money to save
- Others have more money to save



Key Finding 7: There is a great “return” on donor’s investment



Return on Investment

Share Out amount, cycle 1 + 2

Cost per member, from donor

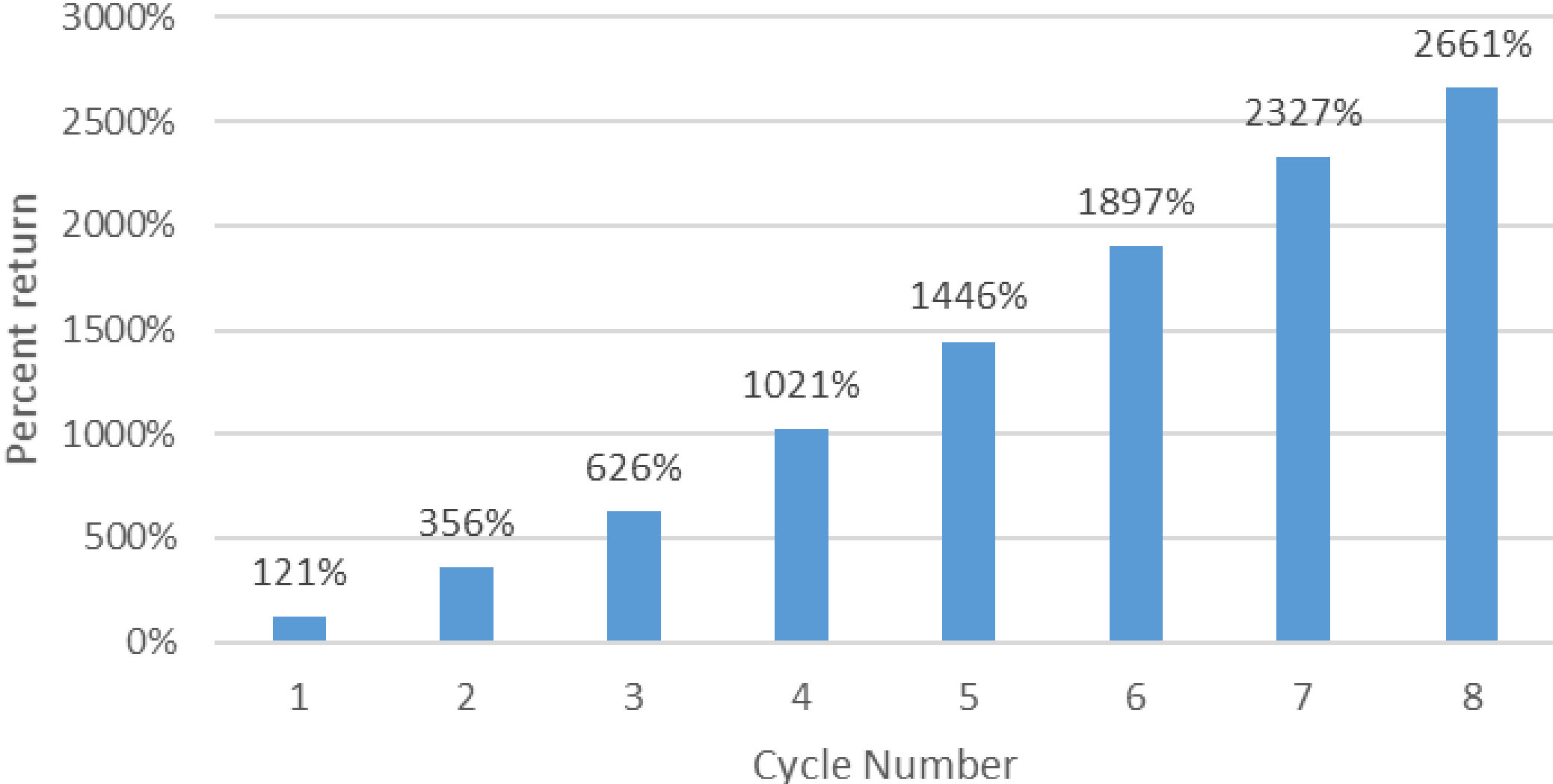
$$\frac{(\text{Final Value of Investment} - \text{Initial Value of Investment})}{\text{Cost of Investment}}$$

Cost per member, from donor

Cohort 1: Savings and Share Out amounts per member across 8 cycles



Return on Donor's Investment



Summary of Key Findings

- Key Finding 1: There is a high demand for SFL
- Key Finding 2: Savings increase over time
- Key Finding 3: Share value increases as the group matures
- Key Finding 4: Share values increase for successive cohorts
- Key Finding 5: SFL members save at a greater rate than the average American
- Key Finding 6: Covid-19 impacted some SGs... but not that badly
- Key Finding 7: There is a great “return” on donor’s investment

Q&A