## QUARTER 3 HIGHLIGHTS

<table>
<thead>
<tr>
<th>Metric</th>
<th>Current December 2019</th>
<th>Projected March 2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Target beneficiaries receiving Financial Education (FE)</td>
<td>72,237</td>
<td>46%</td>
<td>114%</td>
</tr>
<tr>
<td>Financial Service Providers (FSPs) designing and delivering financial services to smallholder farmers</td>
<td>8</td>
<td>9</td>
<td>89%</td>
</tr>
<tr>
<td>Target beneficiaries accessing insurance products due to FSD Zambia support</td>
<td>112,373</td>
<td>85.13%</td>
<td>133%</td>
</tr>
<tr>
<td>FSPs designing and delivering inclusive insurance products and services to target clients</td>
<td>8</td>
<td>7</td>
<td>65%</td>
</tr>
<tr>
<td>Target clients receiving Rural and Agriculture Finance (RAF) products and services due to FSD Zambia support</td>
<td>42,890</td>
<td>66,000</td>
<td>63%</td>
</tr>
<tr>
<td>Medium Small and Micro Enterprises (MSMEs) accessing financial products and services due to FSD Zambia support</td>
<td>250</td>
<td>400</td>
<td>63%</td>
</tr>
<tr>
<td>Financial sector pilots and innovations supported by FSD Zambia</td>
<td>9</td>
<td>12</td>
<td>180%</td>
</tr>
<tr>
<td>Policy and regulatory bodies advocating for financial inclusion with support from FSD Zambia</td>
<td>5</td>
<td>9</td>
<td>133%</td>
</tr>
</tbody>
</table>

###QUARTERLY REPORT
October - December 2019

- **204** (82 females; 122 males) horticulture smallholder farmers have benefited from the invoice discounting bundled with credit guarantee pilot in Kalumbila.
- Luapula chiefs and village heads trained and equipped with financial education knowledge and facilitation skills.
- Savings groups (SG) sector conference supported through SaveNet which convened NGOs, Ministry of Finance (MoF), FSPs Mobile Network Operations, SG members to discuss best practices, lessons learned, linkages in the SG sector.

During the period under review, Inclusive Enterprise and RAF fell below targets owing to the fact that Pilots have taken longer than anticipated and have therefore not yielded the intended results. However, this financial year, we are on track and are expectant of an expansion in projects.
Basic FE training material for MSMEs designed and successfully used to train MSMEs in Choma.

Working Capital Access (WCA) and Rural Enterprise Growth (REG) successfully launched in Maamba and Luanshya, respectively.

Payments Association of Zambia (PAYZ) formally registered and operational with funding made available.

In collaboration with PIA, continued to roll out insurance consumer education campaign for microinsurance.

The second round of the call for F3C applications targeting rural enterprises, women and youth and digitisation of SG operations was completed.

A digitised insurance administration solution for premium and claims payment for Inclusive Crop Insurance Scheme Pilot (ICISP) developed.

Digital Financial Services (DFS) Radio Drama Bank Yako Yako launched in Eastern Province across five community radios. Drama is an edutainment aimed at shaping positive perceptions and use of DFS.

Supported Alliance for Financial Inclusion (AFI) Global policy Forum presenting on gender and digitisation. The forum is a platform for Financial Inclusion policymakers worldwide.

Impact assessment report on WIN interventions produced.

Savings Groups: The Gateway to Financial Inclusion in Zambia briefing paper launched.

In collaboration with teams on DFS for savings groups, school fee payments and payments to smallholder farmers.

Assess institutional capacities for smallholder farmer groups in tight value chains (cotton, horticulture and dairy). Collaborate with teams on DFS for savings groups, school fee payments and payments to smallholder farmers.

Participate with FSD Africa and SEC on capital market strategies and medium-term planning, and support dialogue between BoZ and SEC on government bond access for low-income households.

Plans For Next Quarter

- Pilot the new Value for Money (VfM) framework
- Launch the WCA in Chipata and Solwezi and REG in Katete
- Support the launch of microinsurance guidelines and principles
- Support strengthening and formation of financial inclusion committees in chiefdoms

Funded by

- UKaid
- Sweden
- RUFEP
- Comic Relief

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