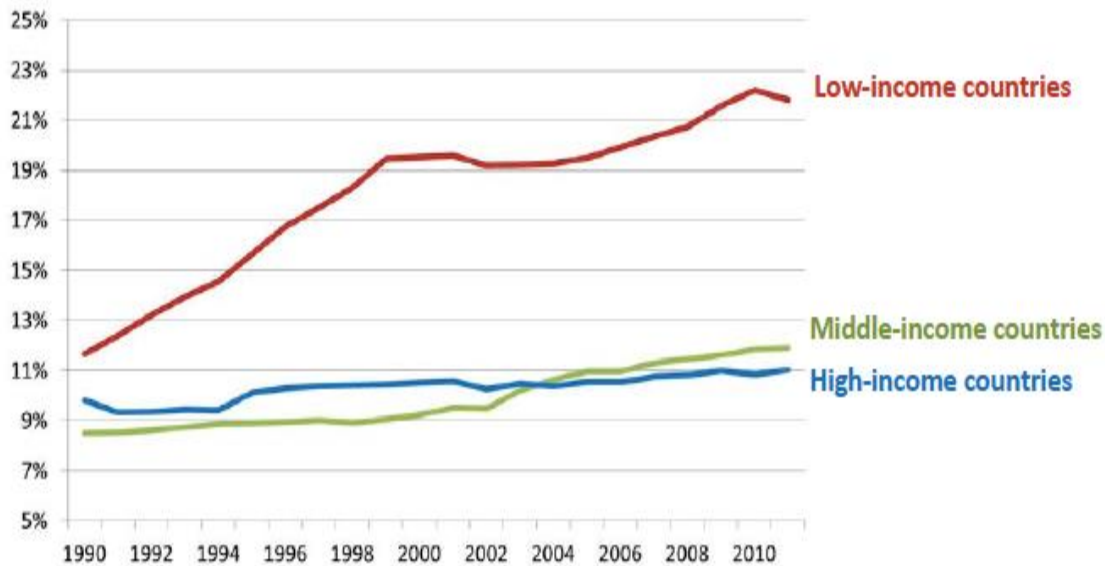


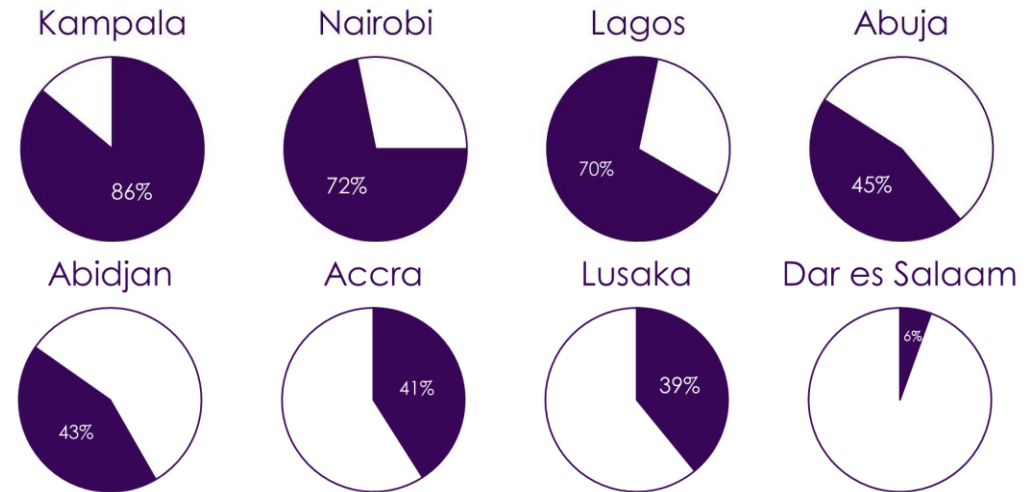
Market Opportunity: \$4.5bn in eight African Cities

Private enrollment as a percentage of total primary enrollments, by country income level



Private primary schools market share

CapPlus research, 2016-2018



*Pre-primary schools in Dar es Salaam have nearly 100% market share, and the number of schools is growing rapidly. Primary and pre-primary private schools have 15% market share.

World Bank, 2014 as reported in SABER Working Paper Number 8, World Bank Group

CapPlus uses the financial services platform to improve learning outcomes

Conditions

- ⑩ testing learning outcomes and putting that information in the public domain
- ⑩ requiring separate toilets for girls

Incentives

- ⑩ discounted loan repayments for improvements in test scores
- ⑩ merit-based scholarships for girls

Interventions

- ⑩ strengthening market provision of equal interventions
- ⑩ introducing new interventions (e.g. teacher training; parent engagement computer-assisted learning; leadership development)

Research Evidence on Education Quality Approaches:

1. Quality-oriented <u>conditions</u> attached to loans		Impact	Cost	Sustainability
1.1 Information to parents on performance	Providing report cards in India on test scores to both parents & schools led to increases for private school students (0.31 SD). Giving report cards just to schools had no effect. (Afridi et al., forthcoming). Providing school & child test scores in Pakistan increased test scores by 0.11SD (42% of the average yearly gain); 0.31SD for low-performing private schools.	Medium	Low	Cheap and relatively easy to execute. Requires a measurement system.
1.2 School Action Plans	An intervention in Madagascar made schools do Action Plans including 5% improvement in test scores and report to parents; 0.1 SD effect size 2 yrs later.	Low	Low	

2. Quality-oriented <u>incentives</u> attached to loans		Impact	Cost	Sustainability
2.1 Incentives to students	Merit-based scholarships to 6th grade girls in Kenya (\$6.40 to school to cover fees + \$12.80 to family for supplies) who scored in the top 15% on national exams. Effect sizes 0.19 SD for girls and 0.08 for boys (+ve externalities). (N.B. McEwan estimates 0.09 SD average effects for student & teacher incentives).	Medium	Low	Maybe better for girls. Requires ongoing modest cost component
2.2 Incentives to teachers / schools	Linking teachers' salaries to their attendance in India — objectively monitored through daily photos of the teachers with their students was a cost-effective, strategy for improving test scores. An in-kind incentive program in Kenya raised test scores but only for 1 year. But another programme in India that linked teachers' pay with their students test score performance led to sustained test score gains (0.16-0.28 SD); individual bonuses better than group?	Medium	Low	

3. Quality-oriented interventions attached to loans

3.1 Teacher Training

[McEwan](#) estimates 0.12 SD overall effect; in particular targeted training, long term in-school mentoring or combining instructional method with teacher training

Impact

Medium

Cost Sustainability

High

Impact, costs, feasibility dependent on type of training & support