







#### **OVERVIEW**

The FinScope Consumer Survey 2022 is a third repeat survey from the previous surveys conducted in 2014 and 2011. The survey was commissioned by the Reserve Bank of Zimbabwe. In the implementation of the survey, the Technical Committee which comprised of the Reserve Bank of Zimbabwe, FinMark Trust and ZimStat was formed with the aim of putting in place technical procedures for the design and implementation of a global and inclusive process according to the local context. The Steering Committee (SC) was also formed which represented a collective formation of various institutions that provided strategic guidance and oversight to the study. The SC consisted of:

- Reserve Bank of Zimbabwe (RBZ)
- FinMark Trust (FMT)
- Zimbabwe National Statistics Agency (ZimStat)
- Ministry of Finance and Economic Development
- World Bank
- Zimbabwe Association of Microfinance Institution
- Bankers Association of Zimbabwe
- Insurance and Pensions Commission
- Ministry of Women Affairs, Community, Small and Medium Enterprises
   Development
- Small and Medium Enterprises Association
- Consumer Council of Zimbabwe
- Securities and Exchange Commission of Zimbabwe

The FinScope survey is dynamic, and the content is evaluated by a number of stakeholders including FSPs, NGOs, regulators and policy makers to ensure that the most relevant consumer data is collected. This pocket guide represents some of the key market data on financial inclusion.



# The cover symbol

Through the FinScope Zimbabwe 2022 survey, we hope to effect real change at country level and see the impact of financial inclusion on broader national growth and development. The cover graphic features a flower that symbolises growth and development while the circle represents inclusive growth. The petals of the flower symbolize the various stakeholders engaged with a common vision – financial inclusion for a broader national growth and development.

#### Introduction

The Government of Zimbabwe recognises the role played by the financial sector in facilitating economic growth through enhanced access to financial services. In order to strengthen policies that will generate sustainable and inclusive growth and development, the Reserve bank of Zimbabwe commissioned the 3<sup>rd</sup> FinScope Consumer Survey to help monitor and evaluate sector interventions driven by the National Financial Inclusion Strategy (NFIS).

This repeat survey provides credible benchmarks on level and quality of financial inclusion. The FinScope Zimbabwe 2022 Consumer Survey indicators allow the Financial Sector to monitor, guide and set new targets using empirical evidence. Additionally, the survey will also continue to act as a national good for use across private and public sectors, donor world and academic backgrounds in order to ensure the lives of Zimbabweans are enhanced.

#### Methodology

- According to ZimStat, the total adult population is estimated to be 7 million as of 2022
- Household based survey conducted among adults 18 years and older who resides in Zimbabwe. Representative at national, provincial and urban/rural levels.
- Sampling frame and selection, including data weighting was conducted by ZimStat

 3000 completed face to face interviews conducted by ZimStat (April - May 2022).

#### Survey objectives

The objectives of FinScope Zimbabwe 2022 Consumer Survey were to:

- To describe the levels of financial inclusion (i.e. levels of access to financial products and services – both formal and informal).
- To identify the drivers of, and barriers to financial access.
- To describe the landscape of access and usage (i.e., the type of products and services used by financially included individuals).
- To assess financial inclusion phase 1 outcome from the demand side; and set a baseline for NFIS II targets
- To stimulate evidence-based dialogue that will ultimately lead to effective public and private sector interventions that will increase and deepen financial inclusion.
- To compare survey results with previous FinScope Consumer Surveys (2011 and 2014) and to provide an assessment of changes and factors thereof (including possible impacts of previous interventions to enhance access).

#### **OVERVIEW**

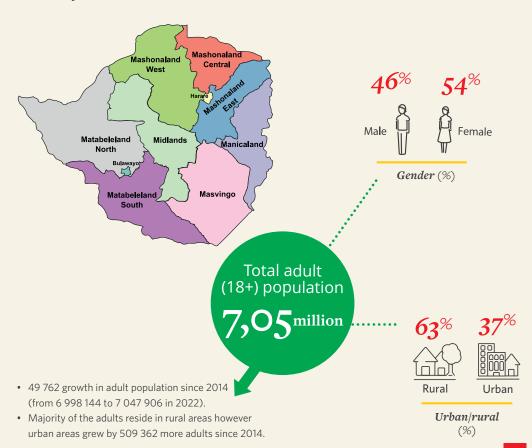
# Summary of financial inclusion indicators

Financial inclusion overview	2014 %	2022 %
Financially included (formal and informal)	77	88
Formally served	69	84
Banked	30	46
Other formal (non-bank) including mobile money	67	82
Mobile money	45	63
Informal	37	36
Financially excluded	23	12

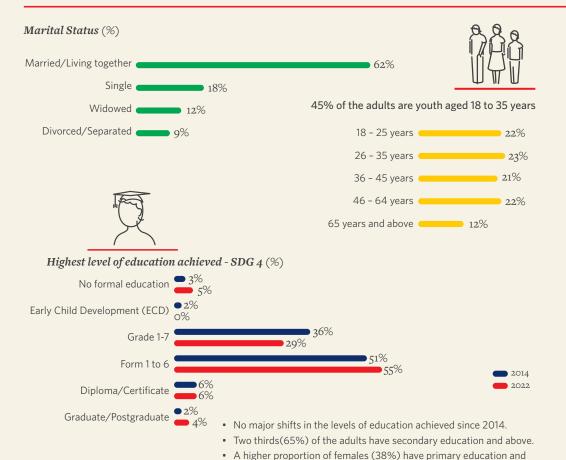
Landso	ape Products	2014 %	2022 %
	Formal	13	15
Credit	Informal	9	9
Credit	Family and friends	30	28
	Not borrowing	58	61
	Formal	26	22
Insurance	Informal	8	8
	Not insured	70	72
	Formal	12	20
Cavinas	Informal	20	23
Savings	At home	23	19
	Not saving	53	64
	Formal	48	31
Remittances	Informal	10	4
Remittances	Family/Friends	11	4
	Not remitting	42	62

Overall, more adults are financially included in 2022 compared 2014, in all areas of access
to formal financial products or services. Financial inclusion increased from 77% in 2014 to
88% in 2022. This represents about 6.2 million adults financially included.

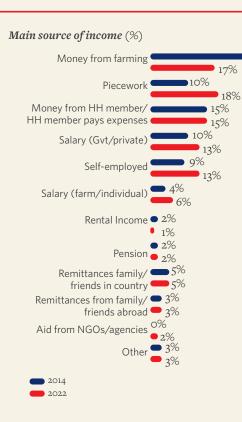
# Provinces of Zimbabwe



#### **UNDERSTANDING PEOPLE'S LIVES: DEMOGRAPHICS**



below compared to males (29%).





 About 3 in 5 (58%) adults rely mainly on piece jobs, farming and support from family members (these livelihoods are often related to low levels of income).
 Notable increase in the proportion of adults who are self employed and those formally employed.

36%

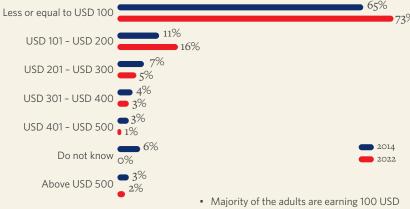
Main Source of income - SDG 5	Male %	Female %
Farming and Fishing	18	16
Self-employed	12	13
Formally employed Government/Parastatal	6	5
Formally employed Private	11	4
Informally sector including piece jobs	30	20
Remittance Dependent	15	31
Government Dependent (Pension)	2	2
Other Income	6	10

 Lower levels of females (9%)in formal employment compared to males (17%). SDG 5 aims to grant women and girls equal rights, opportunities and empower them.

#### UNDERSTANDING PEOPLE'S LIVES: DEMOGRAPHICS



 $\begin{array}{c} \textbf{Personal Monthly} \\ \textbf{Income - USD} \ (\%) \end{array}$ 

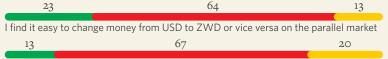


 Majority of the adults are earning 100 USI or less especially adults residing in the rural areas.

Income distribution by gender and area (%)

Personal Monthly Income (USD%)	Male %	Female %	Urban %	Rural %
Less or equal to USD 100	71	75	57	82
USD 101 - USD 200	18	15	23	12
USD 201 - USD 300	5	5	9	3
USD 301 - USD 400	3	3	5	2
USD 401 - USD 500	1	1	2	1
Above USD 500	3	1	4	1

# Perceptions about use of multiple currencies (%)



I find it easy to change money from USD to ZWD or vice versa in a bureau de change/bank



I find it inconvenient to transact in both local and foreign currency

- Almost two thirds of the adults find it difficult to change money from ZWD to USD or vice-versa.
- 38% of adults reported that they have lost money because of currency conversion.



 58% of adults reported that Covid-19 pandemic negatively impacted their livelihoods - income/revenue reduced,could not operate/stopped working for some time, retrenched,reduced benefits).

#### Covid-19 impact on livelihoods (%)

Agree

Disagree

Don't know/NA

Income/revenue reduced
33%
Same as before/nothing changed

32%

Could not operate due to restrictions

19% Stopped working for some time

4%

Do not know

3% Same as before, but expect the worse in future

2%I got retrenched

• 2%

Income/revenue increased

• 1% Company's benefits such as pension fund, medical aid, etc. were reduced or stopped

#### **Currency** earned

- USD 58%
- ZWD 26%
- Both 16%



## Personal Monthly Income (PMI)

- Mean USD 100
- Median USD 50

# Average Household Monthly Income (PMI)

Mean USD 370

### No. of people contributing to HH income

- 0-164%
- 2+ 36%

# Personal Monthly Income - ZWD (%)

Less or equal to ZWD25 000

21% ZWD25 001 - ZWD50 000

2%

ZWD50 001 - ZWD75 000

4% ZWD75 001+

\*\*NB By the time of the survey the exchange rate was 1 USD=250 ZWD

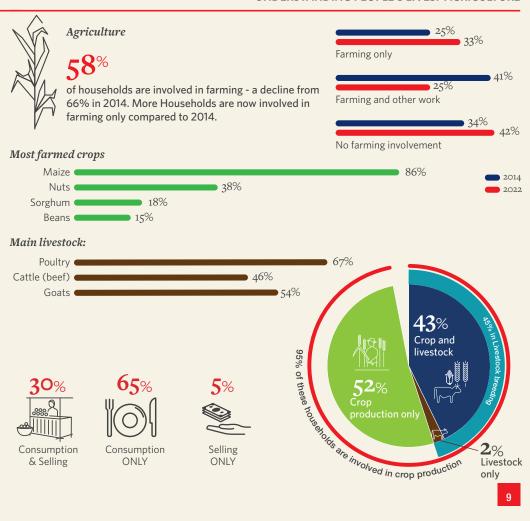
- Majority of adults were earning an average of US\$ 100 or ZWD 25 000 or below between 2021 and 2022.
- Low wage earnings are expected considering that the majority work in the informal sector and involved in subsistence farming.

## Main Payment Method (%)

Spending category	Cash	(Card/ RTGS)	Mobile money
Food, drinks and other groceries	73	17	10
Transport expenses (bus fare, kombi fare, fuel, service)	93	2	5
Electricity, water bills, paraffin, gas and other fuel	66	20	14
Clothing and footwear	84	10	6
Rental payments, rates, levies	80	12	7
Personal spending e.g. haircuts, gym, lotto, cigarettes, alcohol, clothes, hobbies	89	5	6
Airtime, cell phone contract, telephone line payments, internet payments, data	63	7	30

• Majority of the adults are using cash (mostly USD) to transact on daily basis.

#### UNDERSTANDING PEOPLE'S LIVES: AGRICULTURE



# UNDERSTANDING PEOPLE'S LIVES: AGRICULTURE

Agriculture	Farming only (%)	Farming and other work (%)	Not involved in farming (%)
National	33	25	42
Male	33	26	42
Female	33	25	42
Urban	6	16	79
Rural	47	31	22
Manicaland Province	36	25	39
Mashonaland Central Province	39	41	20
Mashonaland East Province	45	25	30
Mashonaland West Province	35	22	42
Matabeleland North Province	38	37	25
Matabeleland South Province	32	24	44
Midlands Province	43	23	34
Masvingo Province	47	29	24
Harare Province	3	20	78
Bulawayo Province	10	9	82



 Majority of the farmers reside in rural areas and mostly in Mashonaland central, Matebeleland North and Masvingo.

# Most farmed crops by province

Agriculture	Maize (%)	Nuts (%)	Beans (%)	Poultry (%)	Cattle (beef) (%)
Manicaland Province	72	23	17	2	32
Mashonaland Central Province	86	45	23	3	18
Mashonaland East Province	87	52	20	3	30
Mashonaland West Province	88	27	11	1	16
Matabeleland North Province	77	16	5	4	30
Matabeleland South Province	70	37	17	1	36
Midlands Province	92	45	10	1	14
Masvingo Province	86	45	2	3	36
Harare Province	87	17	17	1	7
Bulawayo Province	70	32	27	3	19

 In all the provinces, maize is the most farmed crop. Cattle ranching is high in Matabeleland and Masvingo provinces.



#### UNDERSTANDING PEOPLE'S LIVES: AGRICULTURE





16%

20%

Lack of finance or equipment Unreliable middlemen Lack of skills

Delayed/late payments \_\_\_\_\_12%

Cost of transport 8% Distance to market 8% Lack of transport 6%

Other

Not paid in preferred currency 9%

#### Products mined:

Gold 96% Nickel 1% Other 5%

- Most of the households are not involved in mining.
- Only 4% are into mining. They mainly mine gold and sell to middleman/agents.

# Household involvement in mining



## Access to Basic services - SDG 1 & 6

		U-U-U- 2014	U-U-U 2022	Urban	Rural
Household's	main source of water - SDG6			Orban	Rarar
6	Public water (tap in dwelling/yard)	27	25	55	10
4	Protected well/ borehole	48	56	41	64
Ī	Unprotected well	15	10	2	14
•	River/streams	8	7	11	
Have electric	ity connection				
			39	85	12
Household m	ain type of fuel for cooking				
寮	Electricity	29	24	59	5
	Wood	68	65	14	92
	Gas	1	11	26	2
Household m	ain type of toilet - SDG 6				
_	Flush toilet	32	35	90	5
	Blair toilet	36	40	7	58
Ħ	Pit toilet	13	10	2	15
	None/Bush	20	13	1	20

<sup>•</sup> Slight improvements in access to basic services – flush toilets, protected well/boreholes.

#### Access to basic services -SDG 1

	Have an electricity connection (%)	Have tap indwelling/ public tap/piped borehole or dug well	Have a flush toilet (%)
National	39	82	35
Manicaland Province	26	97	16
Mashonaland Central Province	22	92	17
Mashonaland East Province	29	85	24
Mashonaland West Province	35	84	30
Matabeleland North Province	17	87	16
Matabeleland South Province	18	85	14
Midlands Province	27	87	21
Masvingo Province	13	87	17
Harare Province	83	99	90
Bulawayo Province	98	100	99

<sup>•</sup> Further analysis show large disparities between urban and rural areas. The gaps in access strongly affects the livelihoods and well-being of Zimbabweans and prevent further socio-economic improvement.

# % of adults reaching the destination within less than 30 minutes

		Total	Urban	Rural
Mobile money outlet		36	75	13
POS		29	54	5
ATM	ATM.	21	52	4
Bank branch		22	52	5
Grocery store		69	93	55
Public transport/ Bus stops		74	96	62
School	SCHOOL	58	82	43
Medical facility	HOSPITAL	44	78	23

- Financial institutions remain less accessible especially among the rural populace.
- 5% of the rural populace reach bank/ATM/POS in less than 30 minutes.
- Nonetheless the use of mobile money or mobile phones (non-traditional) are bridging the access gap.

#### *Media accessed past month(%)*

	2014	2022
Radio	63	52
Television	38	38
(internet	11	25
Newspapers	28	17
Magazines	16	10
X None of these	-	26

#### **Communication devices:**

Compared to 2014 there is an increase in the use of technology and digital devices – internet (25% vs 11% 2014), computers/laptops/tablet (13% vs 7% in 2014). With 93% of adults having access to a cell phone - Electronic and social media platforms could be used to deliver financial programs.

# Media accessed past month:

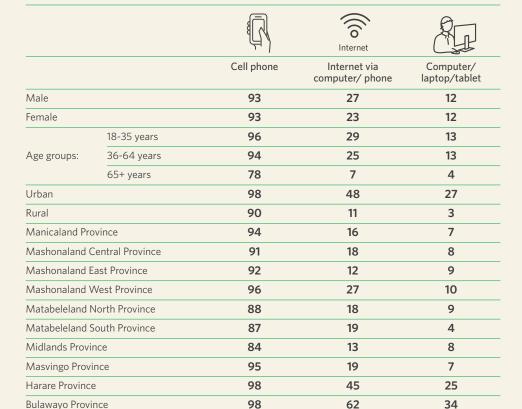
The number of adults who listened to a radio in the past month declined compared to 2014 however radio access remains high. Access to print media such as newspaper, magazines is on the decline.

# Communication device access/own (%)

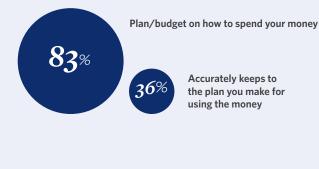
	2014	2022
Cell phone	91	93
Internet via phone or computer	11	25
Computer/laptop/tablet	7	13

#### UNDERSTANDING PEOPLE'S LIVES: COMMUNICATION AND MEDIA ACCESS

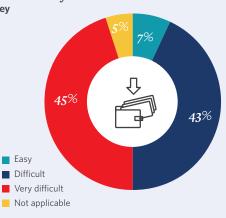
# Communication and media access (% access/own)



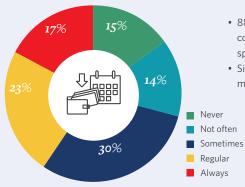
# Planning and tracking



# Difficulty with keeping up with financial commitments

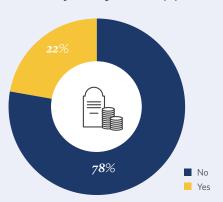


# Frequency of running out of money for food or important things

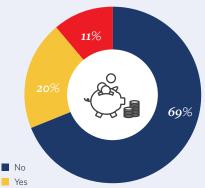


- 88% adults find it difficult to keep up with financial commitments even though they plan on how they will spend money.
- Similarly, 85% of adults also reported having ran out of money for important things.

## Have made funeral provisions (%)









- One in every four adults (25%) do not have a plan of how they will be meeting their expenses in their old age.
- A higher proportion of adults reported that they have not made any funeral provisions and do not have any money set aside for rainy days or unexpected events.

Don't know

Funeral pro	visions	2014	2022	
Have made fu	neral provisions	15	22	
	Funeral insurance by funeral homes	15	14	
Providers	Funeral insurance policy (inc banks)	1	1	
Providers	Funeral insurance by employer	0.3	2	
	Burial society	8	7	
Male		26	22	
Female		23	22	
	18-35 years	18	15	
Age groups	36-64 years	30	28	
	65+ years	27	25	
Urban		34	31	
Rural		20	17	
Manicaland Pr	rovince	19	16	
Mashonaland	Central Province	14	23	
Mashonaland	East Province	22	19	
Mashonaland	West Province	14	18	
Matabeleland	North Province	21	17	
Matabeleland	South Province	21	24	
Midlands Prov	ince	34	20	
Masvingo Prov	vince	30	25	
Harare Provinc	ce	31	29	
Bulawayo Prov	rince	44	25	

#### FINANCIAL CAPABILITY: ACCESSING INFORMATION

#### Financial education required (49%)

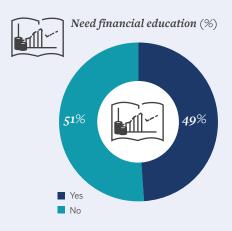


9%

How to choose financial products 1%

Other (specify)

- Half of the adults indicated that they do not seek any financial advice and only 3% indicated that they get financial information from financial professionals or banks, despite these being more reliable.
- Majority of those that need financial advice choose to seek advice from a spouse, a partner, a family member or a friend. This is not uncommon but may have an impact on the quality of information provided, which in turn can impact decision-making.



# Source of financial advice (49%)

Do not go anywhere to get advice

49%

25% Someone else in your family or friend

16% Your spouse/partner

**3**%

Someone senior in your community

Bank or other financial professional

Someone at your workplace or your employer

1%

Other (specify)



		%	
Requires finar	Requires financial education		
Male	48		
Female		50	
	18-35 years	52	
Age groups	36-64 years	51	
	65+ years	35	
Urban		49	
Rural		50	
Manicaland P	rovince	64	
Mashonaland	Central Province	67	
Mashonaland	East Province	46	
Mashonaland	59		
Matabeleland	24		
Matabeleland	40		
Midlands Prov	32		
Masvingo Pro	42		
Harare Provin	ce	46	
Bulawayo Pro	57		

• Slightly higher proportion of females (50%) require financial education than males (48%). As expected lower proportion of senior adults (retired) require financial education than their counterparts.

#### FINANCIAL CAPABILITY: CHOOSING PRODUCTS

# Factors influencing choice of saving mechanism (%) 58% Security on the savings 37% Quick/Easy access to the savings 24% Good returns on savings 15% Trust financial institution where I will save money 8% Minimal requirements for saving 6% Simple processes/documentation for saving 5%

 Perceived security, ease of access, convenience and proximity are the key determinants of choice for saving mechanisms and credit sources.



# Factors considered by credit users when they took the last credit/loan (%)

22% Most convenient place

Proximity 11%

8%

No collateral was required

8%

Lender was the only one willing

**7**%

Already saving with this lender

7%

Loan approval process easier and quicker

7%

Right type/suitable loan

**5**%

Interest rate charged

**5**%

Knows the lender

**—** 4%

Recommended by someone

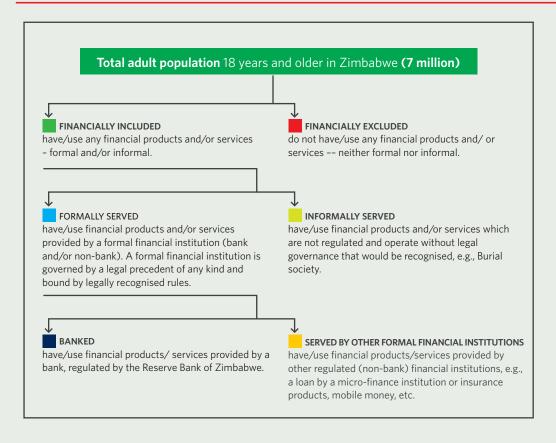
**2**%

Did not know any other lenders

Other (specify)

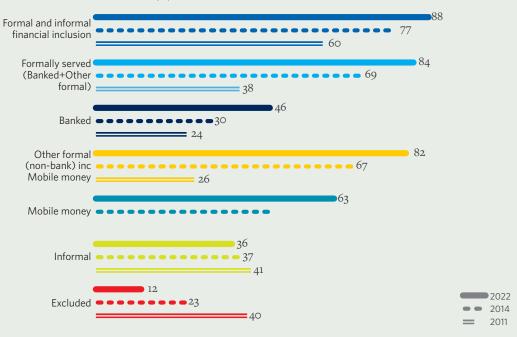
# Choosing products - Factors influencing choice of saving and credit mechanism

	Overall	Male	Female	18-35 years	36-64 years	65+ years		
Factors influencing choice of saving mechanism (%)								
Security on the savings	58	59	58	58	59	58		
Quick/Easy access to the savings	36	37	36	37	37	32		
Good returns on savings	24	24	24	23	27	16		
Trust of the financial institution where I will save the money	15	15	16	15	18	11		
Minimal requirements for saving	8	7	8	7	9	5		
Simple processes/documentation for saving	6	5	7	5	8	6		
Main factor considered by credit users when they	took the	last cred	dit/loan (9	%)				
Most convenient place	22	20	16	17	17	25		
Proximity	11	7	10	8	9	8		
Lender was the only one that was willing lend to you	8	7	5	6	7	5		
No collateral was required	8	6	7	8	5	-		
Right type/suitable loan	7	4	4	4	5	1		
Loan approval process easier and quicker	7	3	5	4	7	4		
Already saving with this lender	7	6	6	4	7	8		
Knows the lender	5	3	3	4	3	7		
Interest rate charged were lower	5	3	4	4	4	-		





#### Financial Inclusion Overview (%)



More people are formally served, banked products and other formal (non-bank) financial service/products are
playing a critical role in deepening and increasing financial inclusion.

Overall, more adults are financially included in 2022 compared to 2011 and 2014, in all areas of access to formal financial products or services. Financial inclusion increased from 77% in 2014 to 88% in 2022. This represents about 6.2 million adults financially included. Formally served adults increased from 69% in 2014 to 84% in 2022 almost reaching the NFIS set target of 90% adults using formal products or services. Uptake of banked products and usage of mobile money plays a key role in reducing the number of excluded adults to 844 777 (12%) from 1 627 361 (23%) in 2014.

- Banking is up by 16 percentage points and continues to be mainly driven by the uptake of transactional products.
- Other formal (non-bank) financial services cover a broad range of services, including microfinance, mobile money operators, insurance companies, pension funds, money transfer agencies. There was an increase of 15 percentage points from 67% in 2014 to 82% in 2022, largely attributable to adults using mobile money.
- The informal service sector forms a critical part of household financial access, linked to savings and credit group, burial societies etc. Usage or uptake almost remained similar to the levels of 2014.

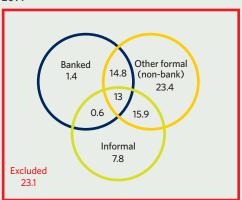
#### Drivers of financial inclusion

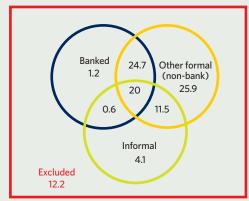
	2014	2022
Banking	30%	46%
Bank products/services	30%	46%
Transactions products		
Savings/investment at a bank		
Credit at a bank		
Other formal (non-bank)	<b>67</b> %	82%
Insurance products	26%	22%
Mobile money accounts	45%	63%
Microfinance institution (MFI)	0.4%	2%
Pension	10%	9%
Capital markets (Investment products)	1%	2%
Used money transfer agencies	25	21%
Informal	37%	36%
Burial society	8%	7%
Informal money lenders/Chimbadzo	2%	4%
Savings groups	11%	11%
Savings in livestock	15%	12%

Overlaps (%)

Consumers generally use a combination of financial products and services to meet their financial needs. There often are overlaps in product uptake as one sector might not fulfil all needs.

2014 2022

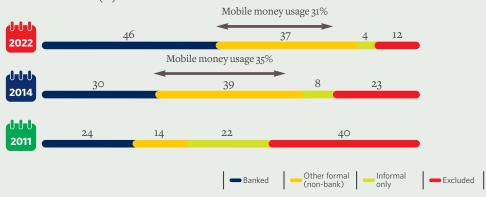




- 33% use a combination of formal and informal mechanisms to manage their financial needs, thus indicating that their needs are not fully met by the formal sector alone.
- 26% of adults rely exclusively on other formal non-bank mechanisms.
- 4% of the adult population ONLY rely on informal mechanisms such as savings groups (Mukando), Chimbadzo or Burial Societies to save or borrow money or cover risk.



#### Financial Access Strand (%)



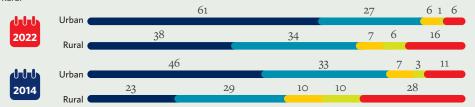
The Access Strand removes overlaps and classify usage of financial products from banking services to use of only informal products. Overall there has been a drop in financial exclusion and use of informal only services over the years.

The 2022 Financial Access Strand reveals that:

- About 46% of Zimbabweans are banked but can also be using other formal non-bank or informal products or services
- About 37% use other formal non-bank products but these individuals are not banked. They may, however, also
  use informal financial mechanisms.
- Only 4% of adults rely exclusively on informal products but may borrow from friends and family or save at home.
- About 12 percent of the adults are financially excluded or do not use any formal or informal financial products to manage their lives but may also borrow from friends and family or save at home.

#### **FINANCIAL INCLUSION**





- High formal financial inclusion among adults in the urban areas (94%) versus 79% in rural areas.
- There has been a drop in the rural/urban financial exclusion gap from 17% in 2014 to 10% in 2022.
- Apart from banking, mobile also added in increasing formal financial inclusion especially among the rural populace and has been key in closing the formal financial inclusion gender gap.
- Same proportion of males and females are financially included but a higher proportion of males uses banking services compared to females.





# Gender disaggregation among area and age (%)

		Financial Access Strand with Mobile money usage					
		Banked	MM exc bank	Other formal (non-bank)	Informal	Excluded	
Male	Urban	67%	23%	5%	1%	5%	
	Rural	41%	32%	6%	6%	15%	
Female	Urban	57%	30%	6%	1%	7%	
	Rural	35%	35%	7%	6%	16%	
Male	18-35 years	43%	34%	6%	3%	13%	
	36-64 years	57%	25%	5%	5%	9%	
	65+ years	52%	22%	7%	4%	16%	
Female	18-35 years	38%	37%	7%	4%	14%	
	36-64 years	52%	27%	6%	5%	9%	
	65+ years	26%	40%	10%	4%	20%	

- Among both males and females, usage of banking services is high among the urban populace and economically active group (36 to 64 years).
- Mobile money is playing a key role in increasing formal financial inclusion among females, youths and seniors residing in rural areas.

#### **FINANCIAL INCLUSION**



# Access Strands by age (%)



 Adults with lower levels of education, youths aged 18 to 25 years and senior adults/retired individuals(66+years) are more likely to be excluded than their counterparts who are more economically active.

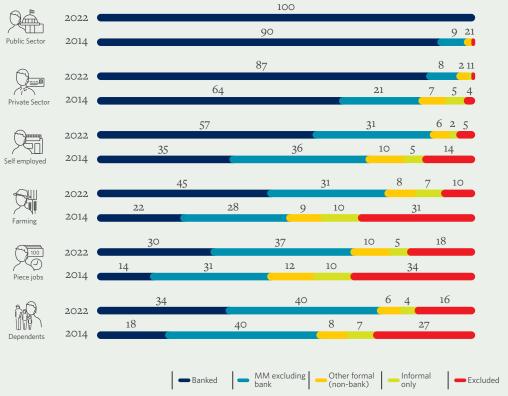




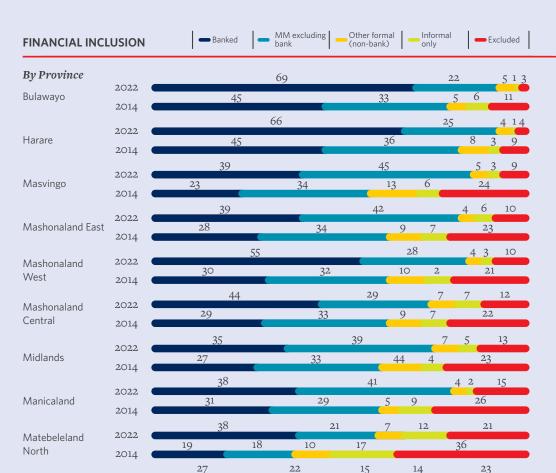
# Access Strands by level of education (%)

J-J-J 2022	Secondary and higher Primary	55		30		5 2 7
		30	32	9	7	21
	and below					

### Access Strand by livelihoods (%)



 Banking sector is more likely to serve the adults from formal sector. Beyond banking, other forms of formal non-bank (such as mobile money) are reaching out to informally employed adults, farmers, dependents, and self-employed individuals.



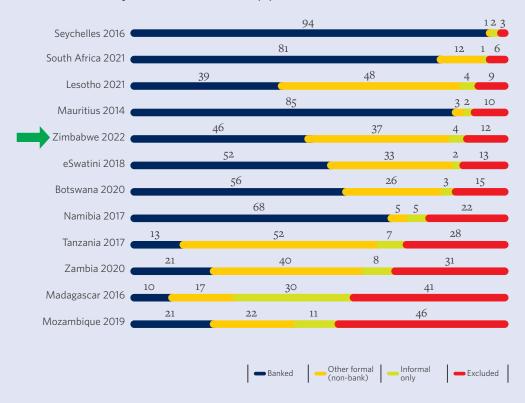
• Highest level of inclusion in Harare and Bulawayo, Zimbabwe's main urban centres.

• Matebeleland North and South Provinces have the highest levels of financial exclusion.

South

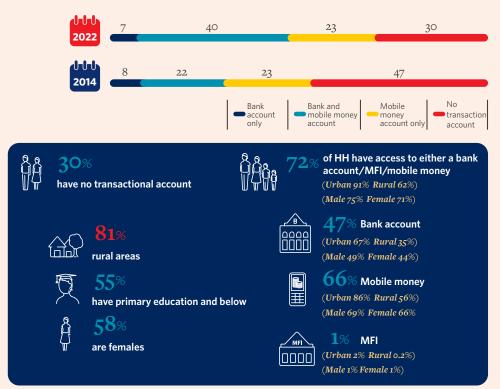
Matebeleland

### Financial inclusion by selected SADC countries (%)



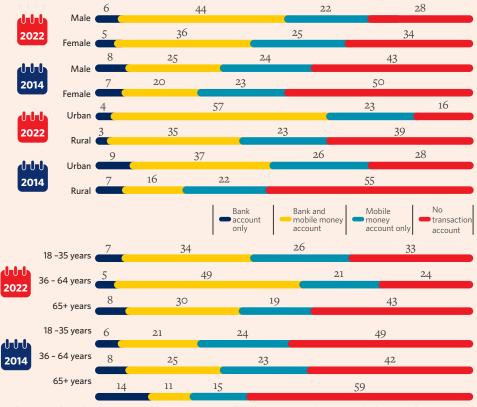
Compared to the selected SADC countries where FinScope surveys where implemented, Zimbabwe is ranked 5<sup>th</sup> in proportion of financially included adults and 6<sup>th</sup> in proportion of formally served adults.

#### Transactional accounts: Bank and Mobile money (%)



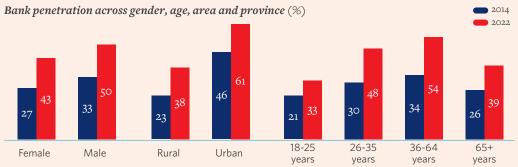
 Access to a transactional account is a first step towards broader financial inclusion as it allows people to store money and to send and receive payments. 70% of adult Zimbabweans have a transaction platform or an account that allows them to transact digitally through either a bank or mobile money account.

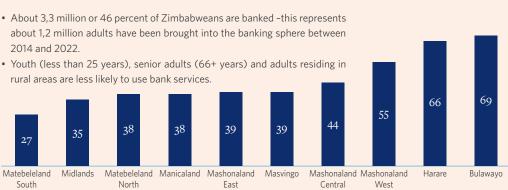
#### Transactional account (Bank/Mobile money)%



Compared to 2014 there has been a notable increase in uptake of transactional accounts (either mobile money and
or bank accounts) among all the groups however adults residing in rural areas and senior adults still lag in having
formal accounts in their own name.

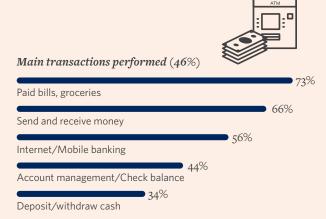
	2011	2014	2022
No. of banked adults in Zimbabwe	1.45 million	2.08 million	3.27 million
	(24%)	(30%)	(46%)
No. of unbanked adults in Zimbabwe	4.53 million	4.89 million	3.78 million
	(76%)	(70%)	(54%)
Total adult population	5.98 million	6.99 million	7.05 million





### Bank Usage





- Half of the banked adults are medium users, using their accounts on a monthly basis driven by those who receive salary.
- 17% use their accounts more regularly either weekly or fortnightly.
- Transactions mostly performed include payments of bills/groceries and sending and receiving money.

### **BANKING**

### Bank usage

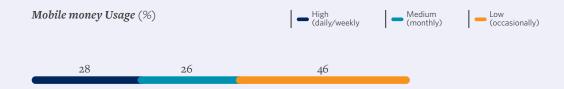
Male       19       50       31         Female       15       49       35         Urban       25       48       28         Rural       9       52       40         18-35 years       20       44       37         Age groups       36-64 years       18       51       32         65+ years       7       66       28         Manicaland Province       23       49       28         Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20         Bulawayo Province       34       44       22			High (Weekly/fortnightly)	Medium (Monthly)	Low (Occasionally)
Urban       25       48       28         Rural       9       52       40         Age groups       18-35 years       20       44       37         Age groups       36-64 years       18       51       32         65+ years       7       66       28         Manicaland Province       23       49       28         Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20	Male		19	50	31
Rural       9       52       40         Age groups       18-35 years       20       44       37         36-64 years       18       51       32         65+ years       7       66       28         Manicaland Province       23       49       28         Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20	Female		15	49	35
18-35 years       20       44       37         Age groups       36-64 years       18       51       32         65+ years       7       66       28         Manicaland Province       23       49       28         Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20	Urban		25	48	28
Age groups       36-64 years       18       51       32         65+ years       7       66       28         Manicaland Province       23       49       28         Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20	Rural		9	52	40
65+ years       7       66       28         Manicaland Province       23       49       28         Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20		18-35 years	20	44	37
Manicaland Province       23       49       28         Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20	Age groups	36-64 years	18	51	32
Mashonaland Central Province       20       51       29         Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20		65+ years	7	66	28
Mashonaland East Province       21       51       28         Mashonaland West Province       21       49       30         Matabeleland North Province       20       50       30         Matabeleland South Province       18       47       35         Midlands Province       23       47       30         Masvingo Province       23       45       32         Harare Province       32       48       20	Manicaland P	rovince	23	49	28
Mashonaland West Province         21         49         30           Matabeleland North Province         20         50         30           Matabeleland South Province         18         47         35           Midlands Province         23         47         30           Masvingo Province         23         45         32           Harare Province         32         48         20	Mashonaland	Central Province	20	51	29
Matabeleland North Province         20         50         30           Matabeleland South Province         18         47         35           Midlands Province         23         47         30           Masvingo Province         23         45         32           Harare Province         32         48         20	Mashonaland	East Province	21	51	28
Matabeleland South Province         18         47         35           Midlands Province         23         47         30           Masvingo Province         23         45         32           Harare Province         32         48         20	Mashonaland	West Province	21	49	30
Midlands Province         23         47         30           Masvingo Province         23         45         32           Harare Province         32         48         20	Matabeleland	North Province	20	50	30
Masvingo Province         23         45         32           Harare Province         32         48         20	Matabeleland	South Province	18	47	35
Harare Province         32         48         20	Midlands Prov	vince	23	47	30
	Masvingo Pro	vince	23	45	32
Bulawayo Province 34 44 22	Harare Provin	ce	32	48	20
bulawayo Hovinee	Bulawayo Prov	vince	34	44	22

<sup>•</sup> Adults residing in urban areas and males use bank services more frequently than their counterparts.

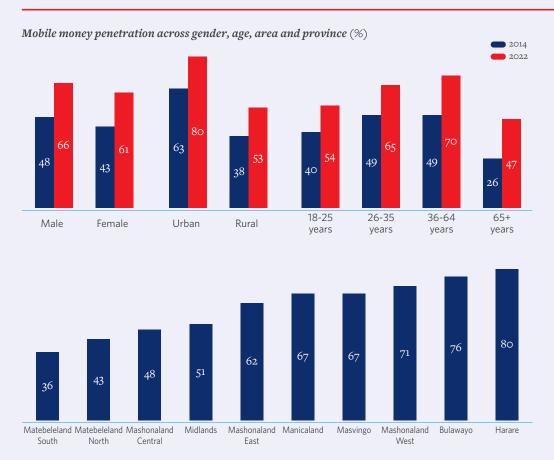
### Mobile money ownership (%)

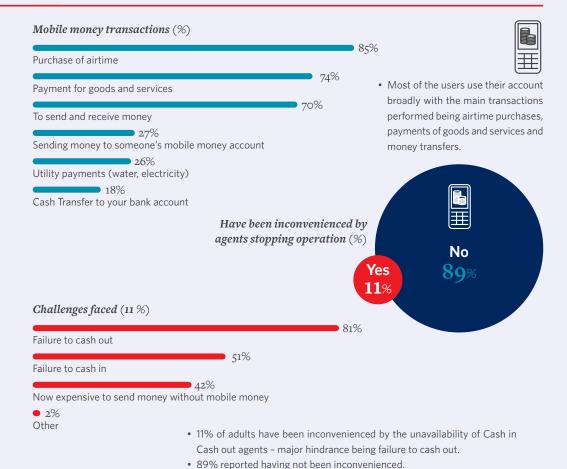


- About 4.4 million adults (63%) have registered accounts.
   Compared to 2014, uptake of mobile money has increased by 18 percentage points.
- Mobile money is playing a pivotal role in making the financial sector more inclusive in Zimbabwe. Further, mobile money is aiding in reducing exclusion rates among the rural populace, females, and youth.



One in four (28%) users of mobile money are considered high users- they use their accounts more frequently either
daily or weekly. 26% reported using their accounts on a monthly basis and 46% occasionally. Most of the users use
their account broadly with the main transactions performed being airtime purchases, payments of goods and services
and money transfers.

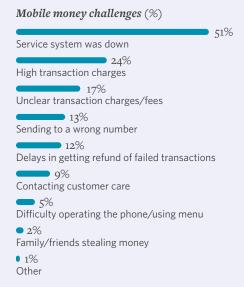




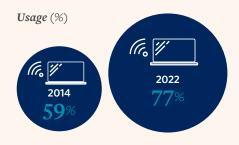
## Barriers to mobile money account (13%) Do not have money to send or receive Do not see any value (uses cash all the time) 20 Cannot afford costs of mobile money 15 Have not thought of it 12. Not educated (can't use) 13 Do not have enough information about mobile money 11 Do not have the required documents 8 Lost money to a mobile provider before **1** Barriers to banking (%) Do not have enough money to justify account Do not see any value (uses cash all the time) Cannot afford costs of banks (expensive) Have not thought of it Do not have the required documents

Do not have enough information about banks

# Barriers in usage of mobile money or bank accounts



- Lack of money remains the main reason for not having a bank account/mobile money.
- One in five adults prefers using cash over mobile money or bank and 16% reported affordability as another barrier for not using bank or mobile money accounts.
- Service reliability and high/opaque pricing are the key challenges in the mobile money market.



 Slightly above three quarters of adults (77%) have used Digital Financial Services for payments, credit, savings, remittances and insurance. This excludes cash withdrawals and deposits. Third party payments and income payments are the main drivers of e-money. Use of DFS has been driven by the use of both mobile money and banking.



Impact of Covid-19 on use of financial

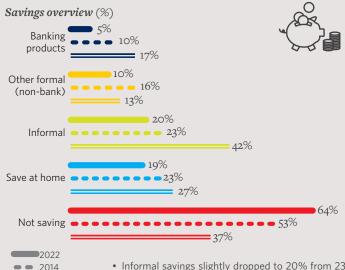
 Adults reported having used more digital products or services.



### **DIGITAL FINANCIAL SERVICES (DFS)**

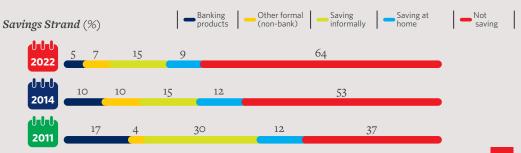
### Bank and MM digital transactions

			Bank DFS (%)		Mobile Money DFS (%)	
		2014	2022	2014	2022	
Overall		27	43	54	74	
Male		31	46	54	75	
Female		24	40	52	73	
Urban		42	58	72	86	
Rural		21	34	46	67	
	18-35 years	24	38	53	73	
Age groups	36-64 years	31	49	56	78	
	65+ years	23	36	47	62	
Manicaland P	rovince	18	38	54	76	
Mashonaland	Central Province	19	41	47	66	
Mashonaland	East Province	18	36	55	75	
Mashonaland	West Province	27	52	47	76	
Matabeleland	North Province	18	37	30	52	
Matabeleland	South Province	13	23	38	41	
Midlands Prov	vince	25	36	55	72	
Masvingo Pro	vince	20	39	51	82	
Harare Provin	се	41	63	73	84	
Bulawayo Prov	vince	40	67	68	89	



2011

- Overall, savings uptake continue to decline over the past years – 47% of adults were saving in 2014 down to 36% in 2022.
- Savings/investments at the bank dropped to 5 percent in 2022 from 10% in 2014 owing to a drop in savings at bank.
- Similar to bank savings, savings at other formal institutions have also declined from 16% in 2014 to 10% in 2022. driven by the drop in adults keeping money in their ewallets. Other formal savings are driven largely by pension.
- Informal savings slightly dropped to 20% from 23% in 2014 due to a decline in adults who reported savings in livestock but Mukando or savings group remained the same.
- Savings at home slightly declined to 19%.

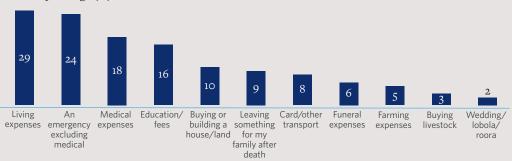


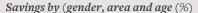
#### LANDSCAPE PRODUCTS: SAVINGS AND INVESTMENTS

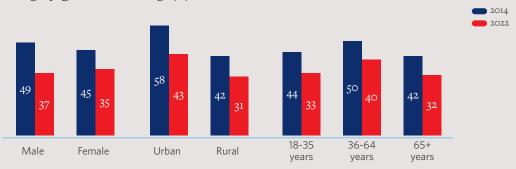
### Saving products or mechanisms

	2014	2022
Banking	10%	5%
Savings/investment at a bank	10%	5%
Other formal (non-bank)	16%	10%
Mobile money savings (e.g., Ecocash Save)	6%	2%
Pension fund	15%	10%
Capital markets	1%	3%
Informal	23%	20%
Savings with a membership organisation (Mukando)	11%	11%
Savings in livestock	15%	12%
Savings with your employer	1%	1%
Savings at home or with family member	23%	19%

### Drivers of savings (%)







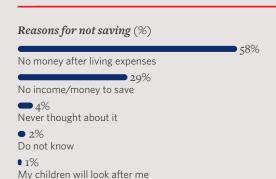
### Savings behaviour of adults saving



- Savings behaviour could be defined as short-term almost half (47%) of the adults take their savings
  occasionally and only 37% had their savings for over a year. Drivers of savings reveals that this is money set aside
  to run through a month cycle and the drivers include saving for household living expenses, medical and nonmedical expenses, paying for school fees, etc. Developmental goals 16% education/fees, 10% buying/building a
  house/buying land, 8% car.
- · Comparisons across groups reveals that youth and adults residing in rural areas are less likely to save or invest.

#### SAVINGS AND INVESTMENTS

Prefer to invest in other things



 The main barrier for not investing/ saving relates to liquidity issues - adults reported having limited disposable income after living expenses or having no income. Lack of awareness or financial education is also a main barrier for not investing.



Reasons for not investing (%)

60%

Limited disposable income

25%

Lack of awareness and education

9%

Lack of investor protection

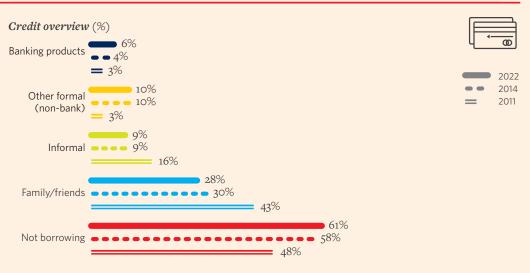
6%

Cumbersome account opening requirements

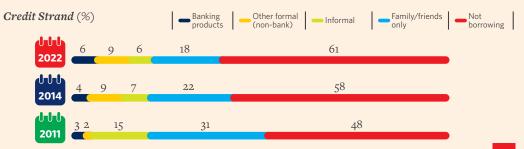
4%

Lack of customer focused products

1%



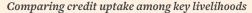
- The credit-active consumer levels almost similar to 2014.
- Credit consumption slightly declined by 3 percentage points from 42% in 2014 to 39% in 2022. Driven by a drop in borrowing from friends and family.

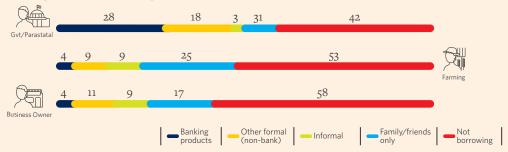


### LANDSCAPE PRODUCTS

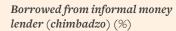
### $Credit\ products\ or\ mechanisms$

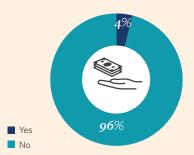
	2014	2022
Banking	4%	6%
Bank products/services	4%	6%
Other formal (non-bank)	10%	10%
Microfinance institution, Zambuko Trust	1%	1%
Mobile money services and mobile network operator (airtime) (e.g., Eco Cash, borrow airtime)	8%	9%
Store credit e.g. Edgars	2%	1%
Got a loan from the Government Scheme e.g., Loan Advance	0.1%	0.7%
Informal	9%	9%
Informal money lenders/ Chimbadzo	3%	4%
Savings group	2%	3%
Got goods in advance	5%	4%
Employer	2%	1%
Family and friends	30%	28%





Comparing credit uptake among key livelihoods shows that formally employed adults have higher chances of
receiving credit from banks as they have regular and consistent incomes. The low- and irregular-income profiles of
many of the adult population serves as a challenge for formal credit eligibility. Lack of access to credit is a major
concern and is clearly highlighted as a need for business owners.





### Reasons for using money lender (4%)



• Only 4% of the adults borrowed from the money lenders - major reason being ease of acquiring credit.

#### BORROWING AND CREDIT

#### Drivers for credit (%)

34%

Living expenses (such as food, clothing)

17%

An emergency other than medical

17%

Medical expenses either planned or emergency

13%

Education or school fees

6%

Farming expenses such as seeds or fertilizer or fishing

**5**%

Starting or expanding a business

**3**%

Family celebration e.g., wedding or dowry

**3**%

Paying off another debt

**3**%

Building or rehabilitating dwelling

**2**%

For another person to use

**1**%

Buying household appliances, goods or furniture

**1**%

**Buying livestock** 

**1**%

Buying a dwelling or land to rent out

- Majority of the credit users borrow to meet living expenses.
- Main barriers are psychological most of those who do not borrow fear debts and are worried of their ability to repay.

#### Barriers to credit (%)

Fear of debts

32%

58%

Worried about ability to pay back the money

9%

Do not need credit

7%

Do not want to be a defaulter or known as one

**7**%

No specific reason

6%

Do not believe in borrowing money

**4**%

Interest on debt is too high

**3**%

Interest on debt is too high

**3**%

Do not know where to borrow money

2%

Do not want to borrow from money lenders

**1**%

Do not know how to apply for a loan

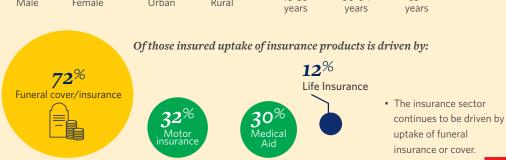
1%

Tried but have been refused



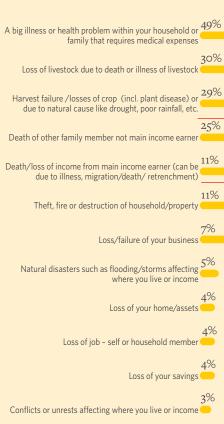
Insurance uptake across gender, age, area (%)



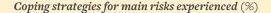


### Risk experienced in the past 12 months (%)





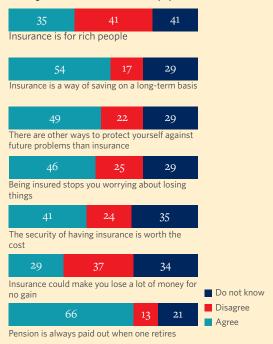
- Half of the adults (51 per cent), in Zimbabwe experienced a major risk event that had a negative impact in the past 12 months
- Most adults experienced illness and death of their loved ones. This is not surprising given the Covid-19 pandemic in our midst.
- Alarmingly high are risks such as loss/death/illness of livestock (30%) and harvest failure (29 per cent).





- Overall, of those adults who experienced a risk (51%) the main coping mechanisms were doing nothing about the situation or receiving assistance from others.
- Only a small proportion of the adults claimed on their insurance policies or used financial coping mechanisms.
   The fact that majority of the households had to do nothing or cut down expenses reflects economic hardships that families might be succumbing to.
- Expanding insurance to better manage impact of risks remains a priority as insurance uptake is driven by funeral cover leaving huge opportunity for micro-insurance providers to offer low-cost tailored products that might help cope with shocks especially among the adults involved in farming/agriculture.

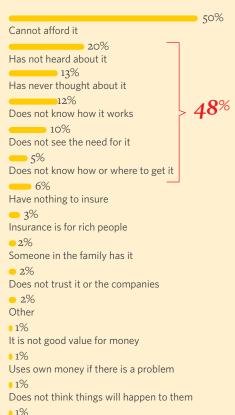
#### Perceptions about insurance (%)

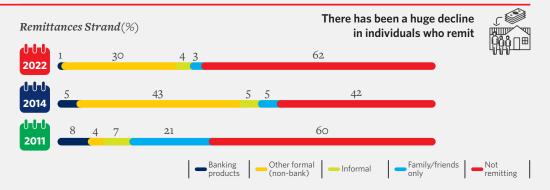


- Almost half of the adults believe that there are other ways to protect themselves against future problems than insurance.
- Affordability and lack of awareness remains the major barriers for low uptake of insurance products.

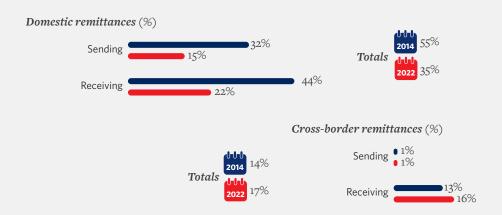
#### Barriers to insurance

Protects self in other ways





• NB: Remittances only includes adults who have sent or received money from their loved ones - relatives, other dependents or friends. This excludes normal transfer of money or payments from one person to another.



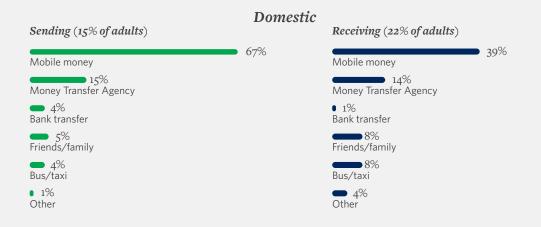
## There has been a huge decline in individuals who remit



#### Remittance products or mechanisms

	2014	2022
Banking	5%	1%
Bank services	5%	1%
Other formal (non-bank)	<b>47</b> %	30%
Money transfer agencies	25%	21%
Mobile money	41%	28%
Informal	4%	4%
Bus/taxi/other	4%	4%
Family and friends	11%	4%

- Remittances have dropped over the years from 58% of adults remitting in 2014 to 38% in 2022.
- The drop has been mainly in the domestic remittances.
- Those who have remitted mainly used other formal channels such as mobile money and money transferring agencies like Western Union, Mukuru, Hello Paisa, WorldRemit, etc.
- Cross border remittances have increased but domestic remittances have drastically reduced.
- Almost half of the adults have remitted money locally to their loved ones compared to 2014. Could it be the
  impact of Covid-19 on livelihoods, low incomes or non-operation of mobile money agents.



### Cross-border



WorldRemit, etc. are also used for domestic remittances but

playing a key role in cross-border remittances.

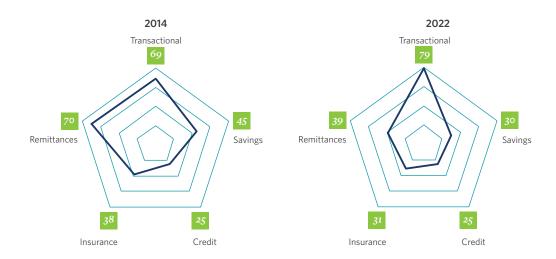
Usage and drivers – Remittances are mostly used for meeting household expenses



	Receiving cross-border (16% of adults)	Sent money domestically (15% of adults)
Household expenses (food, bills, etc.)	82	70
Emergencies		26
Education/school fees	33	24
Medical fees, medicine	23	16
Invest in business	7	1
Pay off debts	6	6
Buy land/build house	3	
Special event	2	4
Durable household goods	4	2
Other	3	3

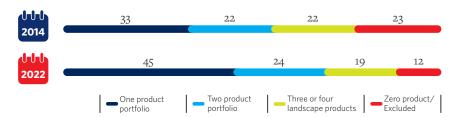
#### Landscape of access:

(Of those financially included - both formal and informal) - What is driving financial inclusion?



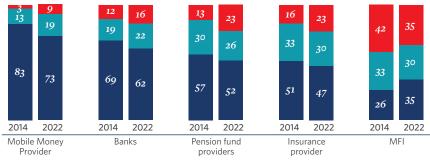
The Landscape of Access is used to illustrate the extent to which financially included
individuals have/use formal and informal products/mechanisms and also highlights the
drivers of overall inclusion. The landscape of access in 2022 shows that Zimbabwe's
financial inclusion is driven by transactional activities (usage of mobile money and bank
accounts), which are mainly used for, payments/transfers.

#### Depth of Landscape product (portfolio)



• The Depth Strand provides an indication of whether adults are thinly or broadly served by the financial sector. Compared to 2014 the number of adults relying on one product landscape increased by 11 percentage points to 45% in 2022. The majority of these adults have a transactional/payment product. The aim of the 2<sup>nd</sup> NFIS should be to deepen financial inclusion and have more adults with 2 or more products.

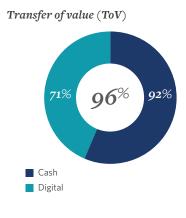
### Level of trust with financial institutions

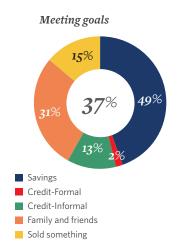


- The level of trust with financial institutions has gone down except for MFIs.
- Trust could be a limiting factor to uptake of other landscape products such as insurance, savings, etc.

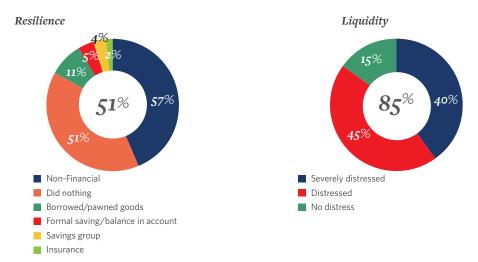
TrustedSlightly trustedNot trusted at all

#### Is the financial sector meeting the needs of Zimbabweans?





- Transfer of value Almost all the adults have a need to make payments or transfer value from one person to another. 96% of adults have either bought airtime, paid bills, sent money, etc. in the past 12 months. A higher proportion of adults are meeting this need both via digital channels as well as cash. Digital channels are driven by both bank and mobile money accounts-this shows that the financial sector is meeting the ToV needs of individuals.
- Meeting goals 37% of the adults reported that they met some of the life objectives or goals that they had. These include paying lobola, buying/building a house, wedding ,buying a car, etc. Almost half of them used savings, close to half got assistance from family or friends or sold something. 13% used informal credit and only 2% used formal credit. Importantly, the financial sector has the opportunity to grow its relevance on meeting people's needs especially through credit. (e.g. mortgage finance, car loans, etc.).

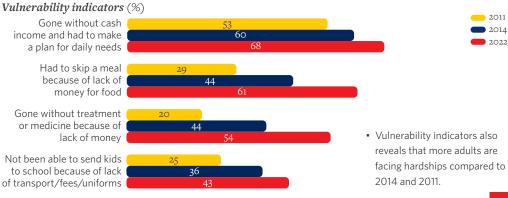


- **Resilience** Half of the adults experienced a risky event that had a financial impact. This indicator looks at the ability to deal with shocks. Few of these used financial mechanisms or products such as insurance, formal savings or balance in account. Majority of them resorted to non-financial coping means such doing nothing or cutting down expenses or receiving assistance from family or friends. This may indicate that the role of the financial sector on risk transfer is limited. Reasons: affordability/product suitability, lack of awareness.
- Liquidity the indicator looks at the ability to meet expenses within an income cycle. 85% reported having ran out of money for food or important things. 40% more frequently 45% less often.

Majority of Zimbabweans do plan and prioritise ahead(scored high on plan score), but challenges with liquidity
management do not allow them to build and maintain reserves (scored low). Compared to 2014- the number of
adults that are financially vulnerable -has increased from 39% in 2014 to 45% in 2022. An ailing economy and
low incomes compounded by the effects of the pandemic may have worsened the hardships.



FinHealth dimensions	Low score	Medium score	High score
Planning and prioritising (Plan score)	22%	47%	31%
Ability to manage day to day (spend score)	40%	45%	15%
Build and maintain reserves (save score)	68%	25%	7%
Ability to manage risks	45%	36%	19%



The FinScope Zimbabwe 2022 Consumer Survey revealed how adult (18 years and older) Zimbabweans manage their finances and elements that influence their uptake and usage of financial services. The following conclusions are drawn:

- Majority of the adult population earn small, inconsistent and irregular incomes. These include those
  who rely on piece jobs, farming and remittances/family support. About 14% of the adults are formally
  employed.
- Most of the Zimbabweans do plan and prioritise ahead. However, they have challenges with liquidity
  management which impedes them from building and maintaining reserves this leaves most adults
  financially vulnerable.

Zimbabwe is among the top 5 financially included countries in the Southern African Development Community (SADC) where FinScope surveys were done. This makes the financial inclusion story in Zimbabwe an encouraging one. Some of the highlights of the positive financial inclusion include:

- A substantial increase in formal financial inclusion from 69% in 2014 to 84% in 2022, thereby reducing
  the proportion of excluded adults from 23% in 2014 to 12% in 2022.
- Great progress in reducing rural/urban financial exclusion gap (17% financial exclusion gap in 2014, this is down to 10% in 2022).
- A key achievement is the closing of the gender gap in financial inclusion.
- Increased uptake/usage of mobile money and bank transactional accounts has been key in driving formal financial inclusion.
  - About 70% of Zimbabweans have at least a transactional account through either a bank account and/or mobile money (63% mobile money and 46% bank account).
  - Besides banking, mobile money has also aided in increasing formal financial inclusion in Zimbabwe especially among the youth, females and the rural populace. Youth, elderly and the rural populace still lag in uptake of second generational products.
  - Although savings have generally declined savings group (mukando) continue to play an important role in Zimbabwe.

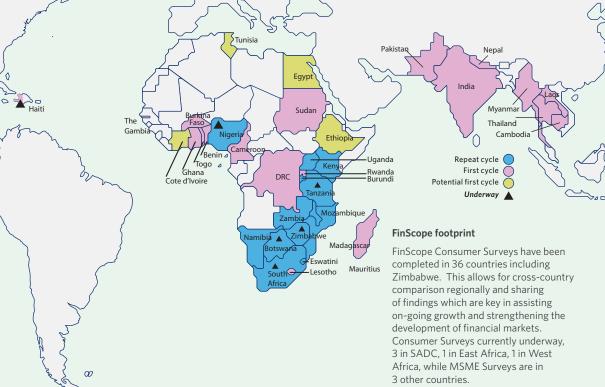
The priorities of financial inclusion in Zimbabwe continue to ensure that the lives of Zimbabweans are improved. To this end the following areas could be prioritised:

- Second generation financial products. Given the good progress in financial inclusion (reach), there is
  need to promote second generation financial products such as savings wallets, microinsurance, and
  microcredit, taking advantage of the rails provided by mobile money and traditional bank accounts.
- Promote fintech innovations. Fintechs play a key role in increasing financial services reach and fostering
  competitiveness among market participants and ultimately deliver value to consumers. Potential areas
  where Fintechs can also have transformative impact in this market is on the provisioning of credit.
  - The promotion of Fintechs which potentially use data and technology to mitigate the traditional financial market frictions of information asymmetries can help to advance credit to the credit constrained segments including low-income individuals, farmers and MSMEs.
- Farmers and MSMEs are the most credit constrained economic agents. Access to credit can help individuals, farmers and MSMEs to acquire human and physical capital and engage in entrepreneurial activities which can serve as conduits for upward social mobility.
  - Policy interventions that seek to expand access to credit for these segments are a priority for economic growth.
- Promote the introduction/expansion of climate insurance. The country's exposure to climate risk is worsening. The intensity and frequency of droughts and floods have increased over the last 2 decades, posing a threat to critical climate dependent sectors such as agriculture. The lack of access to financial products including insurance limits the ability of farmers to cope with different risks including climate related risks. This causes farmers to minimise their investments, reducing their productivity. Whenever risks materialize, they can also reverse income gains that had previously been achieved.
  - Promoting climate insurance can help to increase farmers' resilience and provide liquidity whenever shocks occur. It can also unlock barriers to access of other financial services, e.g. credit, by mitigating some of the risks associated with agriculture lending.

#### **RECOMMENDATIONS - FOCUS AREAS**

- Other Inclusive micro-insurance products. Besides agriculture, the greater part of economic activities in Zimbabwe happen in the informal sector through MSMEs. Similar to farmers, these economic agents lack suitable insurance products to deal with shocks. The lack of insurance products reverse the progress made by MSMEs in the event of adverse events occurring.
  - Promotion of suitable micro insurance products will help MSMEs to preserve their economic gains and ultimately help them to escape poverty.
- Continue prioritising financial consumer education through financial literacy programmes that will
  enable consumers to gain knowledge, skills, attitude and behaviour to be aware of financial
  opportunities, make informed choices. Channels for delivering messages are key in order to reach the
  targeted groups. Given the rise of DFS, the future will increasingly be digital. Consumer education should
  strengthen digital literacy.
- Adopt Financial Inclusion 2.0 (FI2.0) and embrace a focus towards addressing real economy needs
  through better financial solutions. Identify and facilitate the implementation of the financial interventions
  that will improve the resilience and sustainable livelihoods for the target groups.
- Continued enabling regulatory environment conducive macro-economic environment is critical to
  ensure the achievement of financial inclusion goals. The Reserve Bank is recommended to keep
  implementing measures that assist in regaining confidence in the financial sector by consumers.
- Strengthen sector and policy coordination to ensure that financial inclusion priorities are streamlined
  in government ministries and agencies as well as development partners programmes. Continued
  monitoring and evaluating of financial inclusion targets is key.





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Zimbabwe Demand Side Survey 2022 contains a wealth of data based on a nationally representative sample of

the adult population of the Zimbabwe.

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