

MICROENSURE





## Promoting and Protecting the rural poor

MicroEnsure Agriculture Division

# Agenda – Agriculture Division



- I. Vision
- II. Geography - Current Projects
- III. Scale-up strategy in Five channels
- IV. How it works
- V. Key Assets for scale-up

# Our Vision: Transform lives and Stand up firmly on our two feet

- Impact: Transform the lives of one million vulnerable and poor people in rural areas by helping them manage their weather risk and by catalyzing their access to finance and markets. We will achieve this goal by leading through innovation, integrity and local partnerships.
- Sustainability: We will stand on two feet: consultancy and commissions/fees

# Where We Operate



# Current WII Programmes



## **Grenada, Jamaica & St. Lucia**

Climate Risk Adaptation & Insurance Project: Insuring livelihoods and banks' portfolios against hurricane risk with The Munich Climate Insurance Initiative (MCII) and The Caribbean Catastrophic Risk Insurance Facility (CCRIF).

## **Malawi & Zambia**

Working with SDC and various channels to reach smallholders: Contract Farming, MFIs, Banks,

## **Rwanda**

Working with the IFC's Global Index Insurance Facility (GIIF) to insure smallholder farmer loans (KCB, coops)

## **Tanzania**

Working with the Tanzanian Cotton Board, Gatsby Cotton Reform Project, contract farming operations , World Vision, NMB

## **Philippines**

Working with multiple distribution channels to provide weather index insurance to smallholder farmers in the Philippines.

# Scale-up strategy: Five Products - Five Avenues to the rural poor

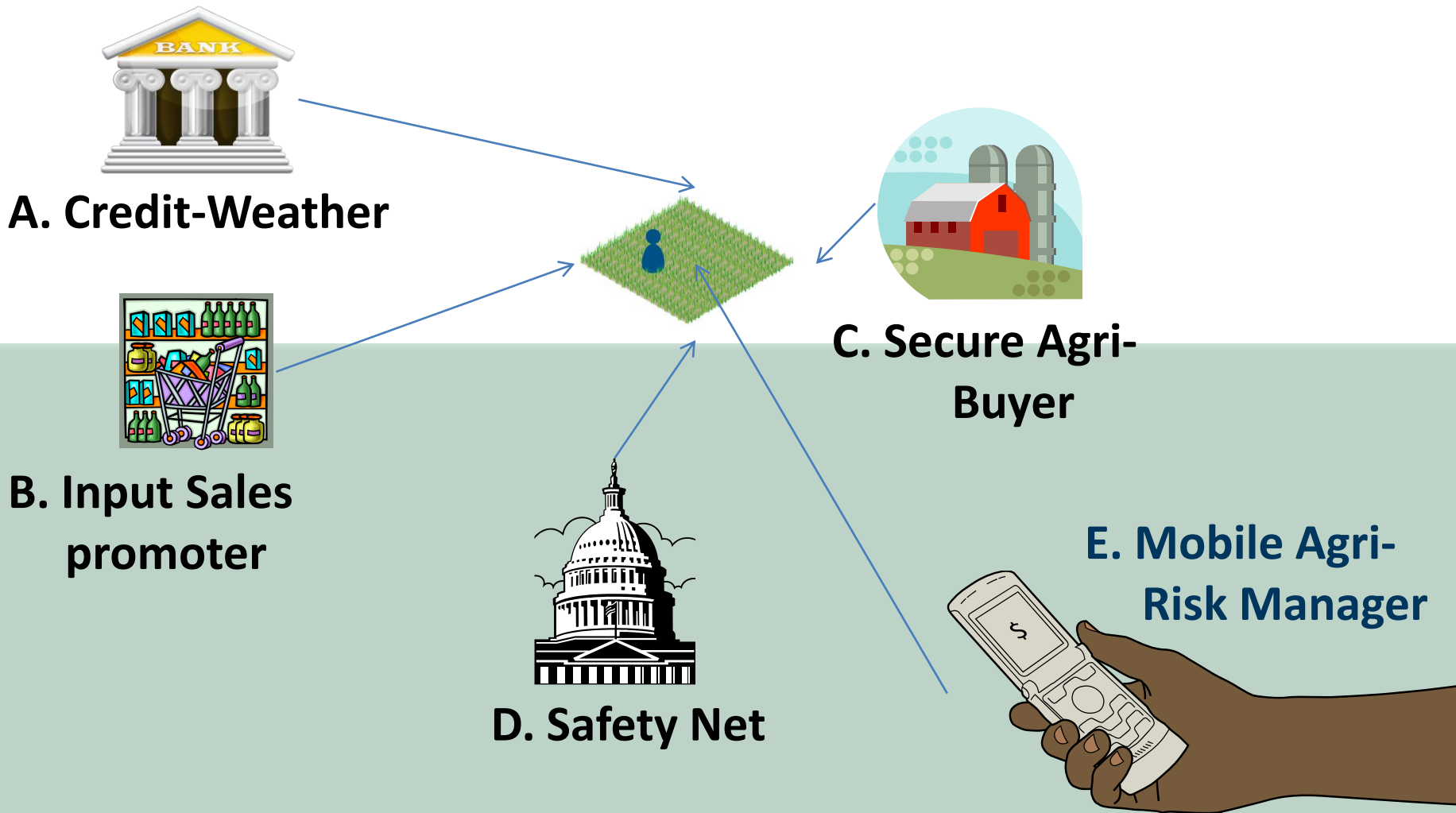
- A. Credit-Weather
- B. Input sales promoter
- C. Secure Agri-Buying
- D. Safety Net - Emergency recovery cash
- E. Mobile Agri Risk Manager
  - A. Insurance
  - B. Risk management: weather forecasts, agri-advisory

# Channels and Products

	A. Credit – Weath er	B. Input sales promot er	C. Secure Agri- buyer	D. Emerge ncy recover y cash	E. Mobile Agri- Risk Manag er
<b>Financial institutions</b>	✓				✓
<b>Input Suppliers</b>		✓			✓
<b>Contract farming ops</b>			✓		✓
<b>Safety nets / Gov.</b>				✓	✓
<b>Telcos</b>					✓
<b>End-consumer (direct)</b>					✓

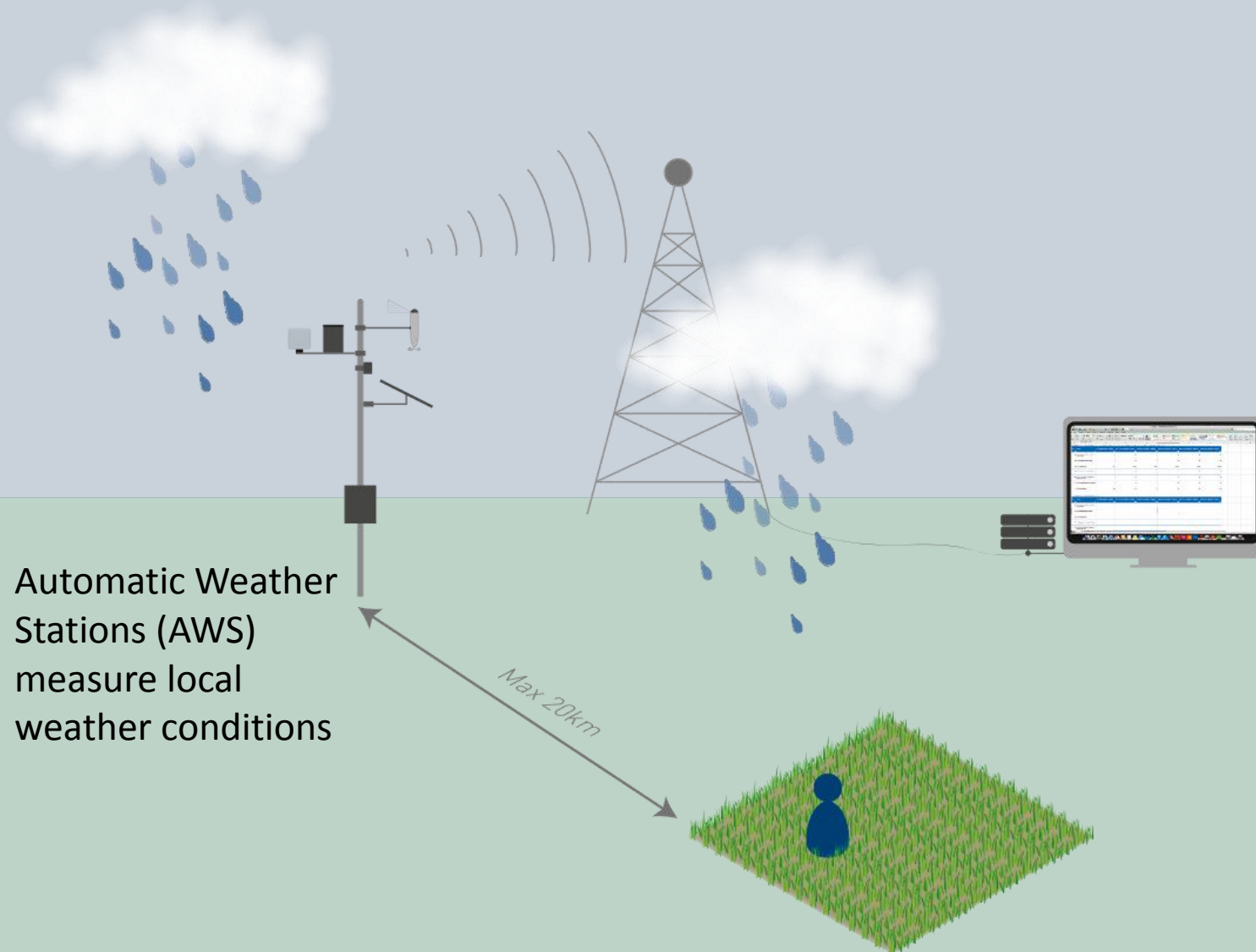


# How Does WII Work?

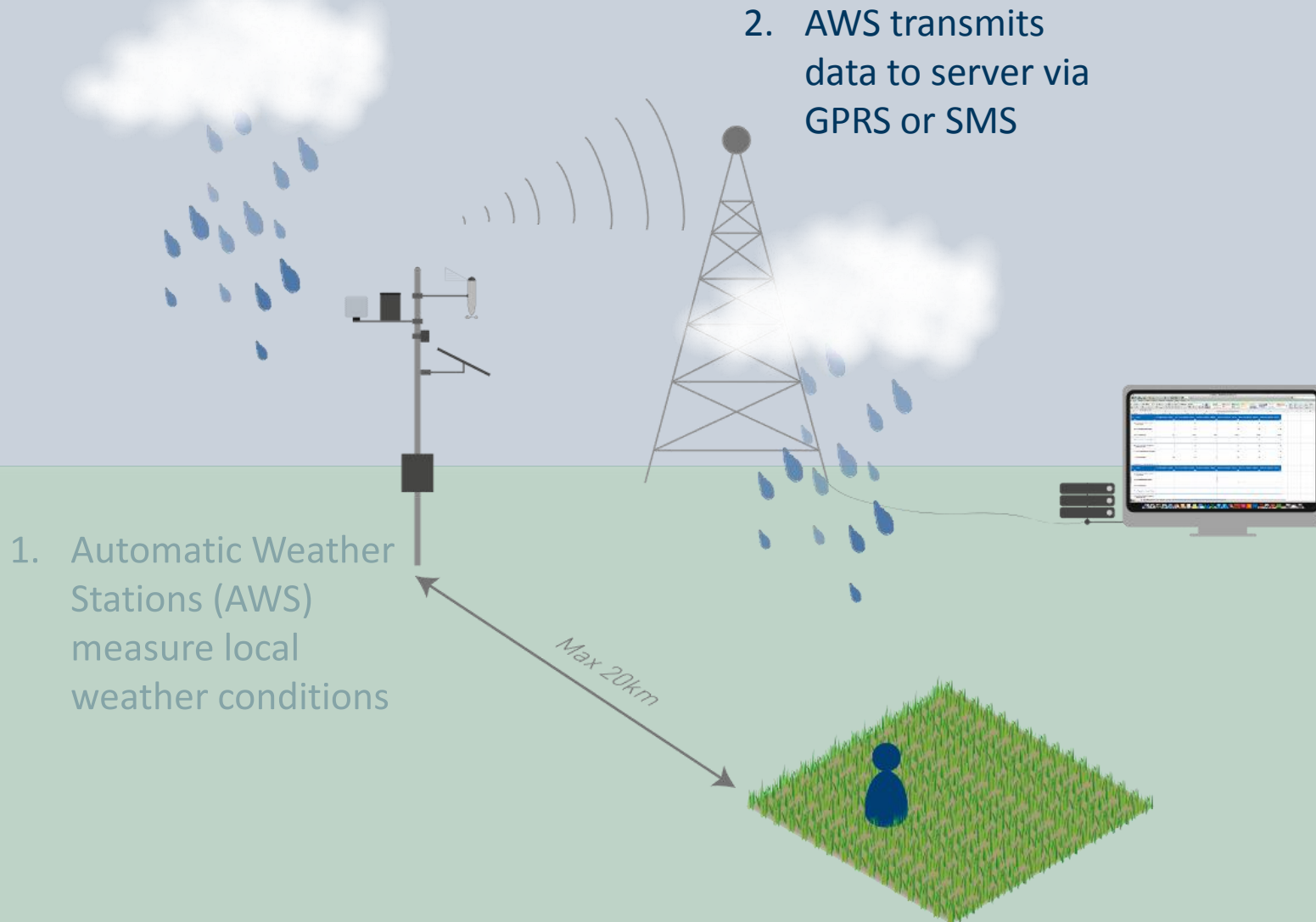


# How Does WII Work?

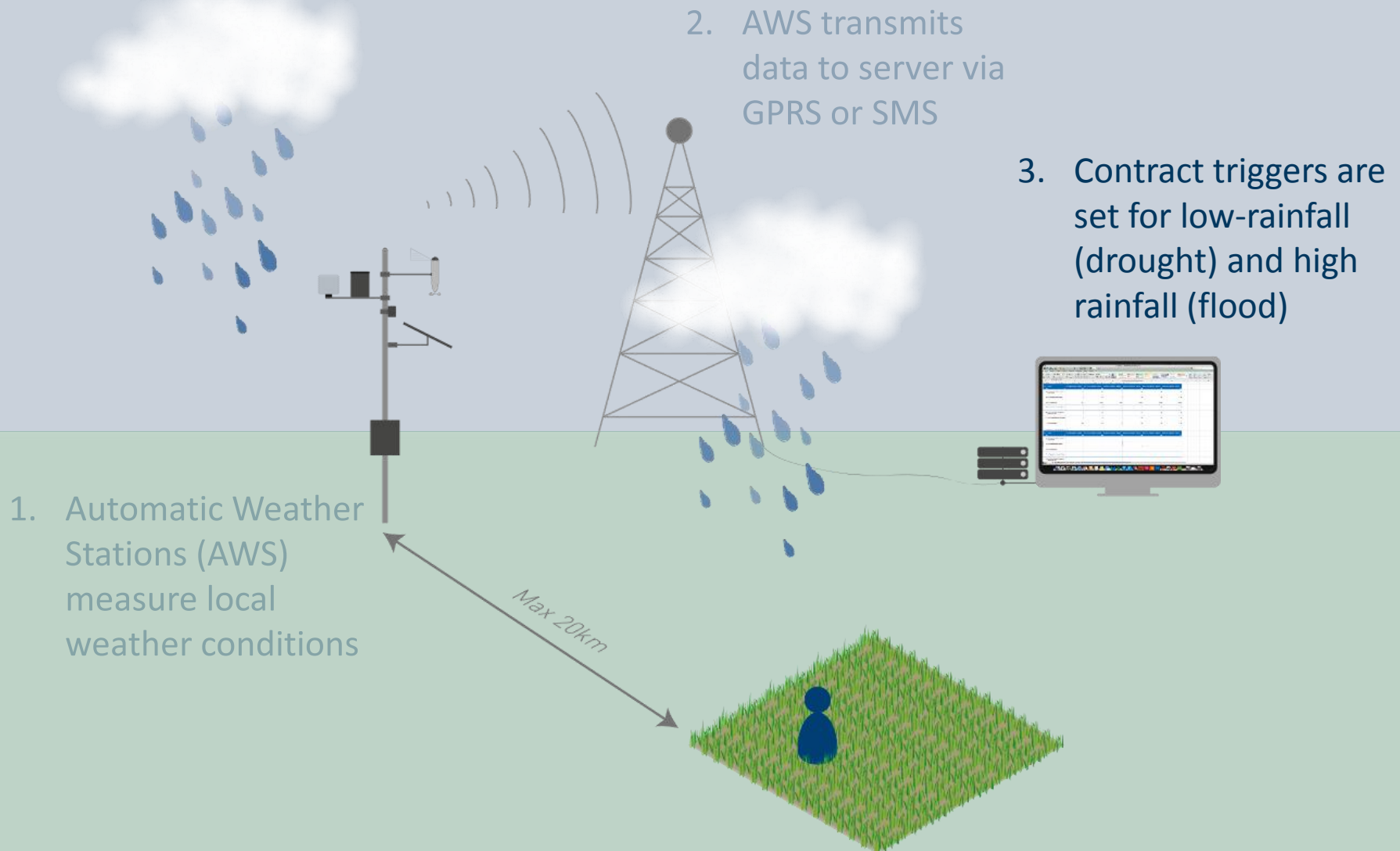
1. Automatic Weather Stations (AWS) measure local weather conditions



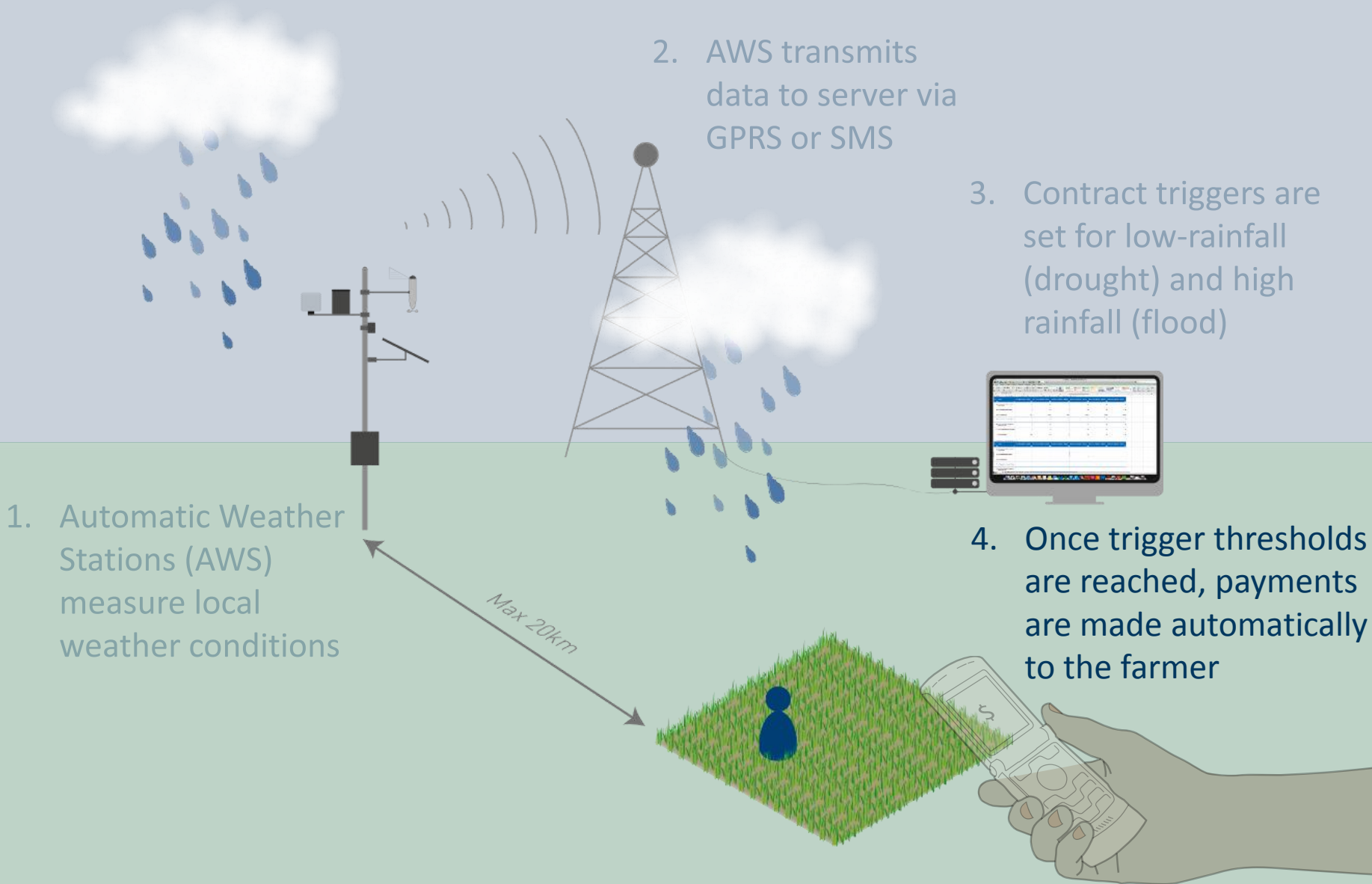
# How Does WII Work?



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# How Does WII Work?



# Our Key Assets

- Server and Weather Databank: Spatially complete dataset in Africa and ME Asia countries
- Our Automatic Weather stations
- Systems: scalable automated enrolment and claims processing and settlement
- People: In-house actuarial expertise; pioneers and key developers of WII
- Business development: Country footprint and channel expertise

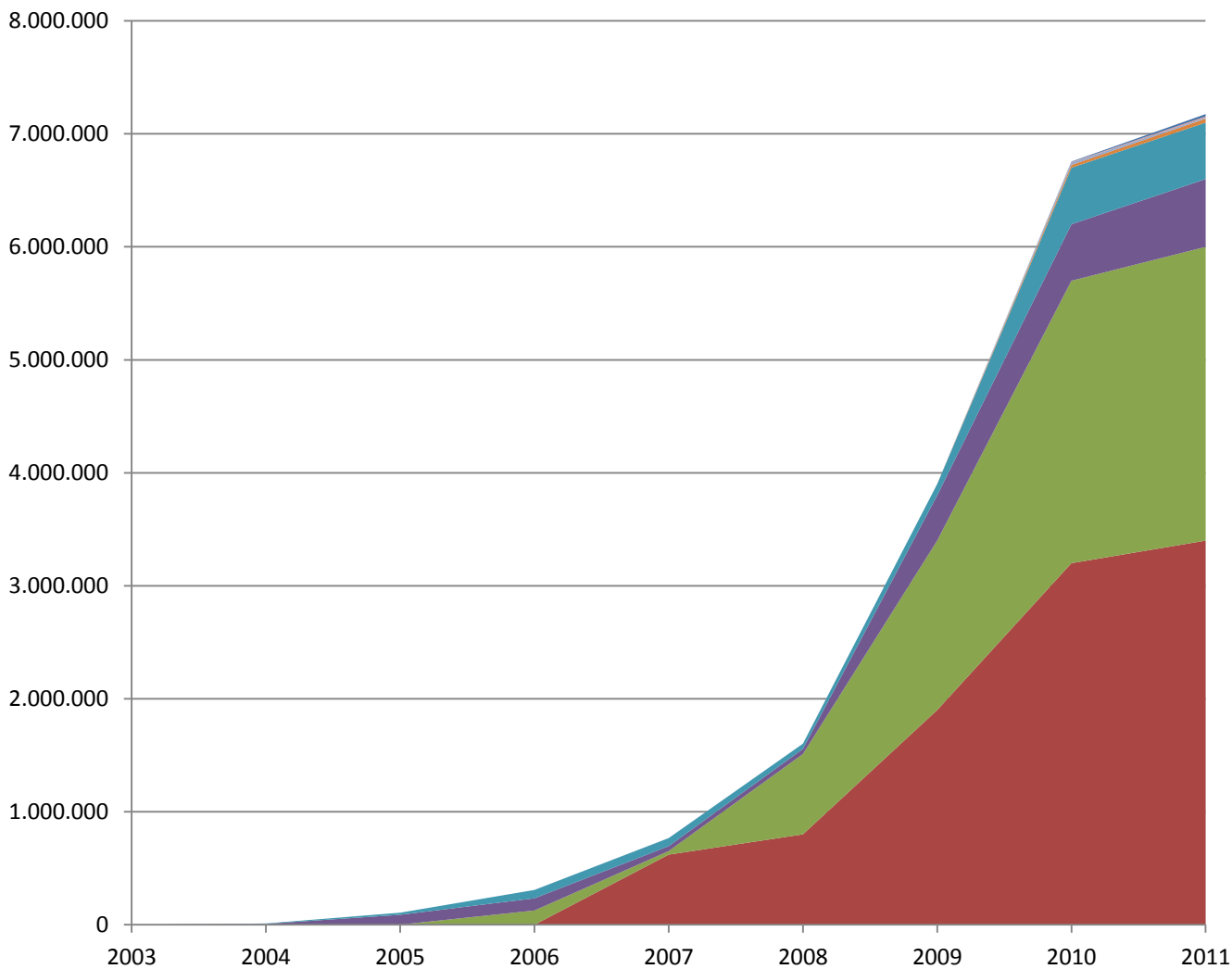
# Technology

- A. Automatic Weather Stations
- B. Server – Weather Databanks
- C. Integration with our system: automatic enrolment, claims settlement
- D. User-Interface applications: USSD, Apps for smart phones

# Back-up slides



# Market for Weather Index Insurance



- CCRIF Caribbean
- Nyala Insurance Ethiopia
- MicroEnsure Philippines
- MicroEnsure Rwanda
- Syngenta/UAP Kenya
- IFFCO Tokyo (private) India
- ICICI Lombard (private) India
- AIC (public) India
- Agroasemex/PACC Mexico