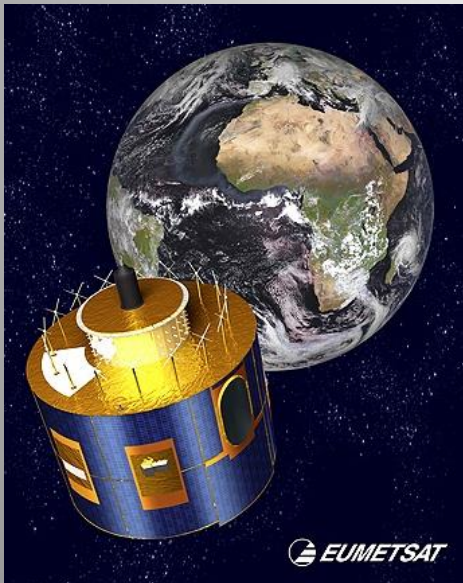
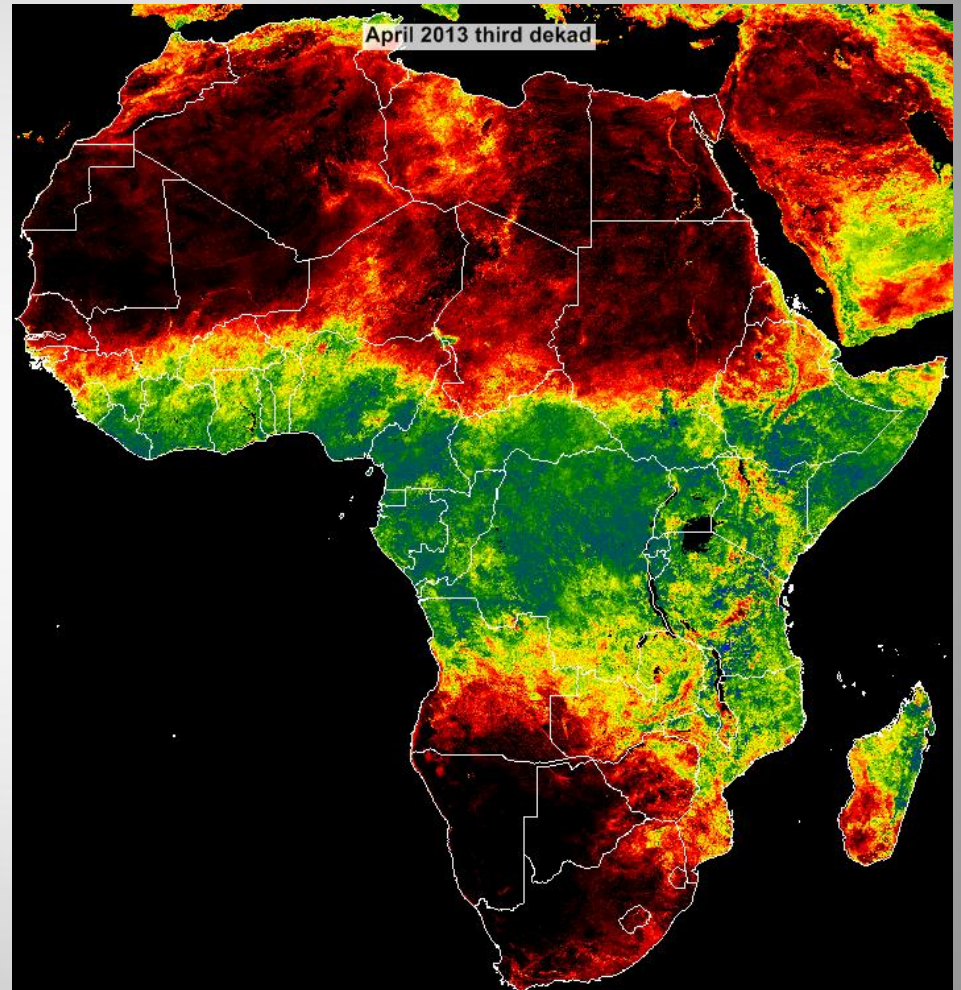


# SUM-Africa

Drought insurance  
reaching every  
farmer in Africa



Meteosat



33 year of relative evapotranpiration (RE)

# Context

- Drought and excessive precipitation insurance
- Crops and livestock
- Insurance saves farmers from poverty trap
- Insurance unlocks credit
- Farmers to invest in better seed, fertilizer...
- 3x increased production and income
- Key to economic development

# Business proposition

- Target group: 9 M farmers in Mali & Uganda
- Overheads have to be low
- Economy of scale is essential
- Aggregators play essential role
- Objective: 340,000 farmers after 3 yrs  
1 million farmers after 6 yrs
- Estimated consortium income 1.2 euro/farmer
- Expected pay-out period: 10 yr --> 5 yr

# Partnership

- EARS Earth Environment Monitoring
- Agriculture Reinsurance Consultants (Uganda)
  - Lion Assurance Company
  - Ministry of Agriculture
- Planet Guarantee (Mali)
  - Coprocuma
  - METEO-MALI



Thank you for your attention