



Scaling Up Micro Insurance in Africa (SUM-Africa)

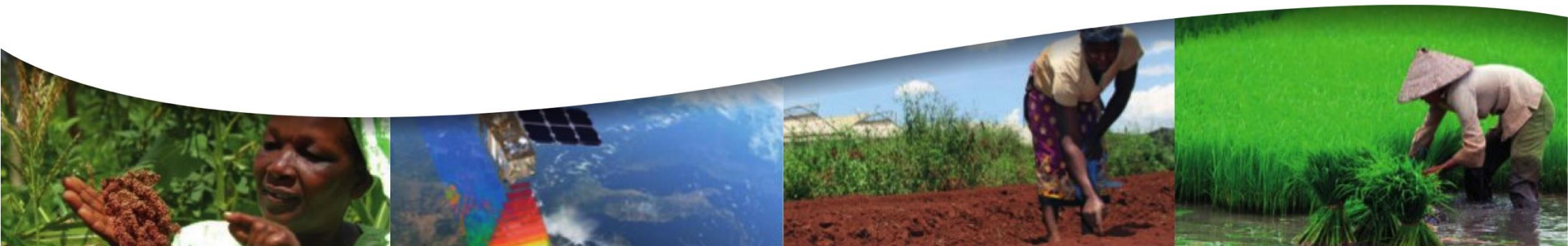
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&
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Agro Consortium



Characteristics G4AW-project



- Country : Uganda
- Lead Partner : EARS Earth Environment monitoring BV
- Consortium : Agriculture Reinsurance Consultants (ARC), Agro Consortium (AIC), Wageningen UR, NUCAFE Ltd, Ministry of Agriculture Animal Industries and Fisheries (MAAIF)
- Services : Satellite based Index Insurance
- Target commodities : Maize, Beans, Coffee, Rice
- Target area : Approximately 3.03 M ha (FAOstat 2013, infotrade, 2015)
- Target group : estimated 2.75M farmer households (2015)
- Project period : from 09-2014 to 08-2018 (4 years)



Characteristics of the target group



- Size - 150 000 farmers to be reached within 5 years
- (Main) Crops - Maize , Beans , Coffee, Generic
- average size of land - 1 to 5 acres (smallholder farmers)

Organized in Farmer Groups and Associations

Outreach realized through village agents, cooperative networks, govt agencies, value chain stakeholders, commodity specific stakeholders, financial institutions, project initiatives, and more

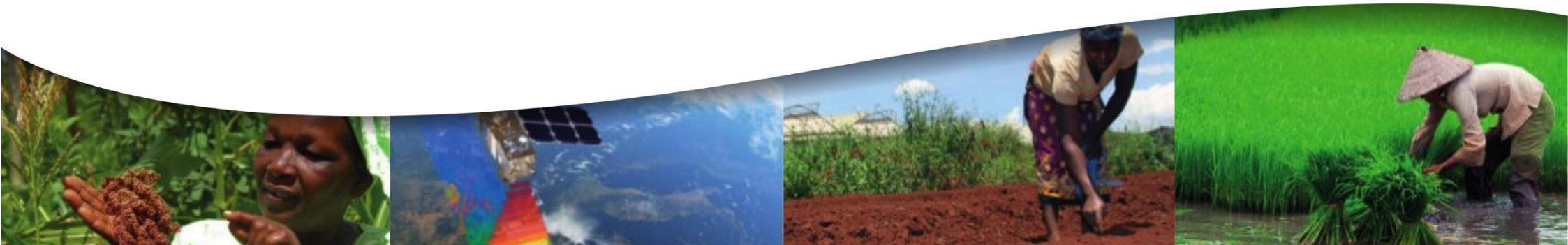


Where is the project now :

- ~50 000 farmers insured with drought index coverage in 2017 alone
- Cooperation with several aggregators for continued scaling up
- Business Case proven

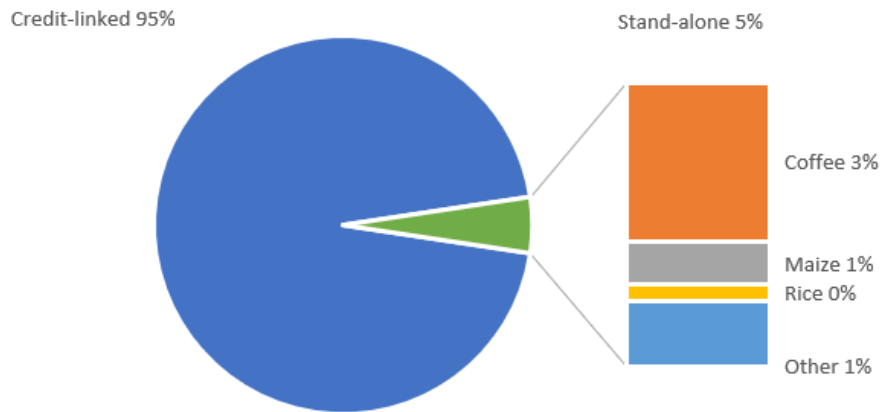
Achievements

- Gov't support obtained: 50% premium subsidy for smallholders
- Scaling strategies identified!
- Unlocking of agricultural credit with financial institutions
- Initial positive feedback on product performance

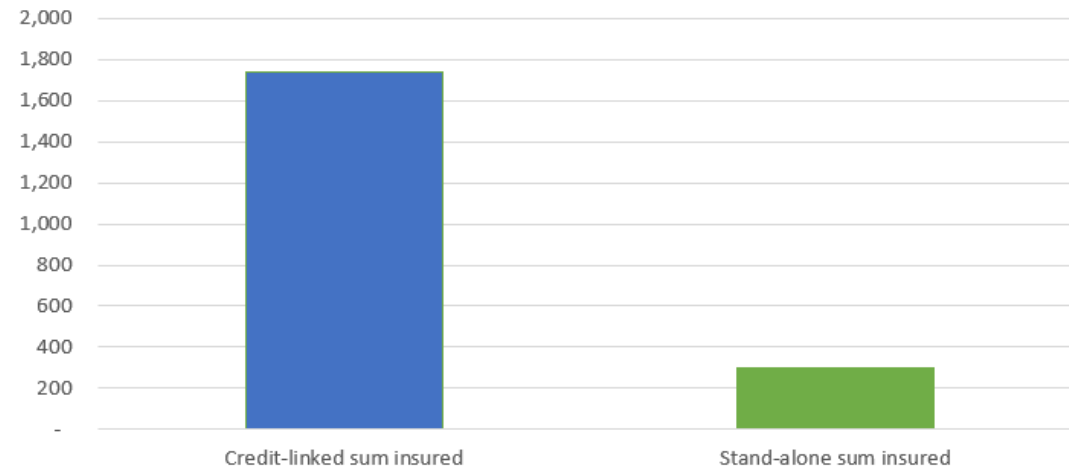


Breakdown of results - 2017

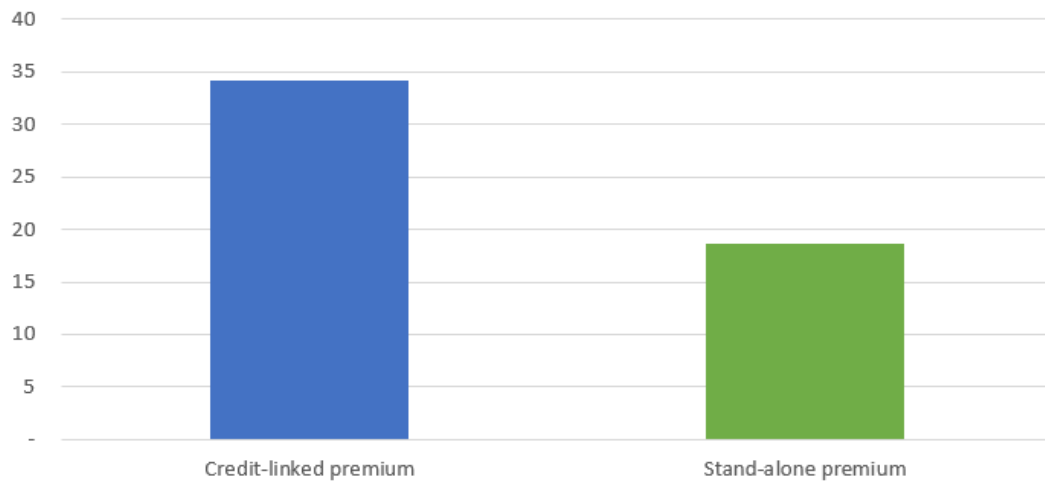
Relative uptake of index insurance



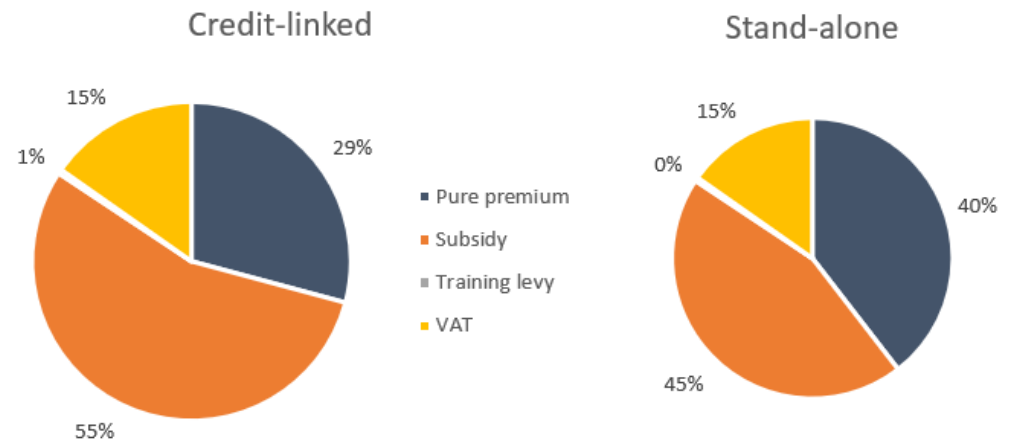
Average sum insured per farm (US\$)



Average gross premium per farm (US\$)



Relative premium components



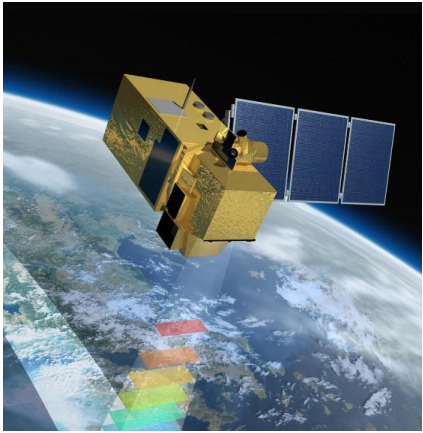
Lessons learned in 3 years

- Necessity of supportive institutional framework (Gov't subsidy)
- Bundling of product with other services (e.g. credit linked)
- Focus on commercial commodity / well organized value chain (NUCAFE)
- Integrating product into existing organizations and financial infrastructures
- More sensitization and awareness necessary for greater success



Commercial operation from September 2018 onwards





Thank you for your attention

