



ACRE Africa Profile

About ACRE Africa

- **A for-profit social enterprise**
- **Risk management solutions designer** linking stakeholders to localized solutions such as insurance and climate change adaptation strategies to reduce agricultural and climate risks
- **Licensed insurance intermediary** supporting local insurers to offer smallholder-focused insurance across value chains
- Offices present in **Kenya, Rwanda, Tanzania and Zambia**, projects in **Uganda, Ghana, Malawi, Senegal, Nigeria, Zimbabwe, Ethiopia, Eritrea, and Somali**
- Professional staff with expertise in Insurance, Agriculture and Veterinary Sciences, Actuarial Science, Marketing, Strategy and Finance.

Impact: Over **3 Million farmers** have insured their crops with insurance products designed by ACRE Africa in all the regions of our operation.

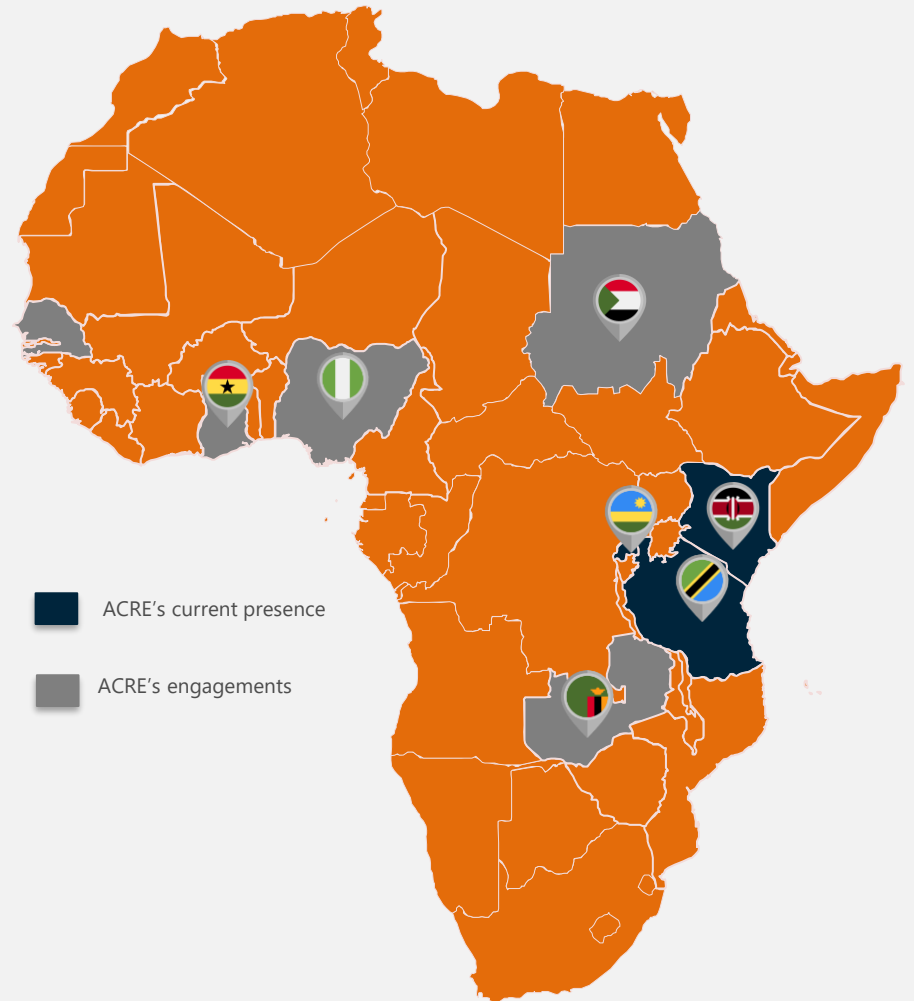
Main Shareholder



Founder shareholder



Impact Investor



ACRE Senior Management



EWAN WHEELER ; CHIEF EXECUTIVE OFFICER: An experienced business leader who brings vast skills in development finance, acquisitions, and organizational turn around. He has also worked in the African insurance investment space as the CIO and has helped manage investments within East Africa. He also serves as a Non-Executive Director on the Board of ZEP-Re, a Private Equity Consultant and advisor to the Mauritian insurer, Swan Group on international development and business expansion. Ewan is responsible for strategic and managerial leadership at ACRE Africa to achieve revenue, profit and business growth.



FARID WANGARA –CHIEF OPERATIONS OFFICER & PRINCIPAL OFFICER : A strong leader with interpersonal skills. A key player to growth of institutions and serving the society by providing quality service. He has over 15 years' experience in Banking and Finance, Insurance, Sales and Marketing, Investment Banking, spanning managerial, leadership and technical roles. Strong ability to initiate change, with solid experience and competency in strategy formulation, implementation and execution, business process optimization to achieve efficiency and excellence through customer focus, route to market and market systems and a fintech enthusiast



JOSEPH CHEGE– CHIEF IMPACT OFFICER: Joseph is a dedicated Agriculture Development Specialist with extensive expertise in agri-insurance and risk management solutions. He has experience in agronomy, crop protection and risk management. He plays a lead role in training clients and stakeholders about agribusiness insurance and risk management in both crop and livestock value chains.



ACRE Country Managers



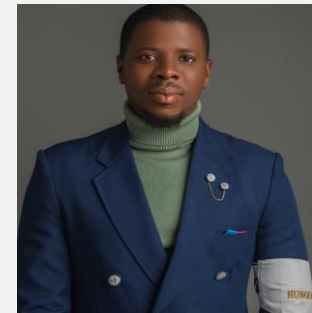
NIZA BANDA- COUNTRY MANAGER, ZAMBIA: A seasoned professional in the insurance industry, with over 9 years of practical experience in various capacities. she has occupied a range of roles across diverse areas, including general insurance underwriting, life and health insurance underwriting, and key account management, among others, for some of the leading insurance companies in Zambia. She has passion and expertise in championing financial inclusion, particularly by providing access to climate risk insurance services to underserved communities.

CHRISTOPHER MAZALI- COUNTRY MANAGER, TANZANIA: Christopher is an experienced practitioner in the field of risk management particularly for smallholder farmers in Tanzania. With years of experience in various risk and livelihood risk assessments and utilizing satellite data to model farmer risk and facilitate the rollout of credit with an embedded rainfall insurance sales and project management, Christopher is an asset in product design in agriculture risk surveying.



DR. THOMAS BAZARUSANGA- COUNTRY MANAGER, RWANDA: An experienced agriculture researcher, policy influencer and veterinarian. He has over 30 years' experience and has served in several international and national bodies including the Intergovernmental Authority on Development (IGAD), Project Manager with an international NGO - Terra Nuova, and various functions with University of Ghent, Belgium; University of Dakar, Senegal. As the Country Manager in Rwanda, he sets up basis to establish the company's regulatory, governance and administrative frameworks in new agricultural insurance market environments.

MOHAMMED ADEBAYO SALMAN- COUNTRY MANAGER, NIGERIA: An experienced agriculturist and a community development practitioner with over seven years of experience in organic agriculture, insurance, and community services. A certified organic agriculture consultant and a 2022 Mandela Washington Fellow at the University of Nebraska. He previously headed Agricultural Insurance with one of the Top 3 insurance companies in Nigeria where he managed the Agriculture Portfolio, working with and building the capacity of smallholder farmers.



Our Vision

Our vision is to increase the resilience of farmers across value chains in Africa by catalyzing financial access through partnerships to unlock investments.

Moving smallholder farmers from pre-commercial agriculture to agribusiness



ACRE Africa Role in Facilitating Insurance Contracts

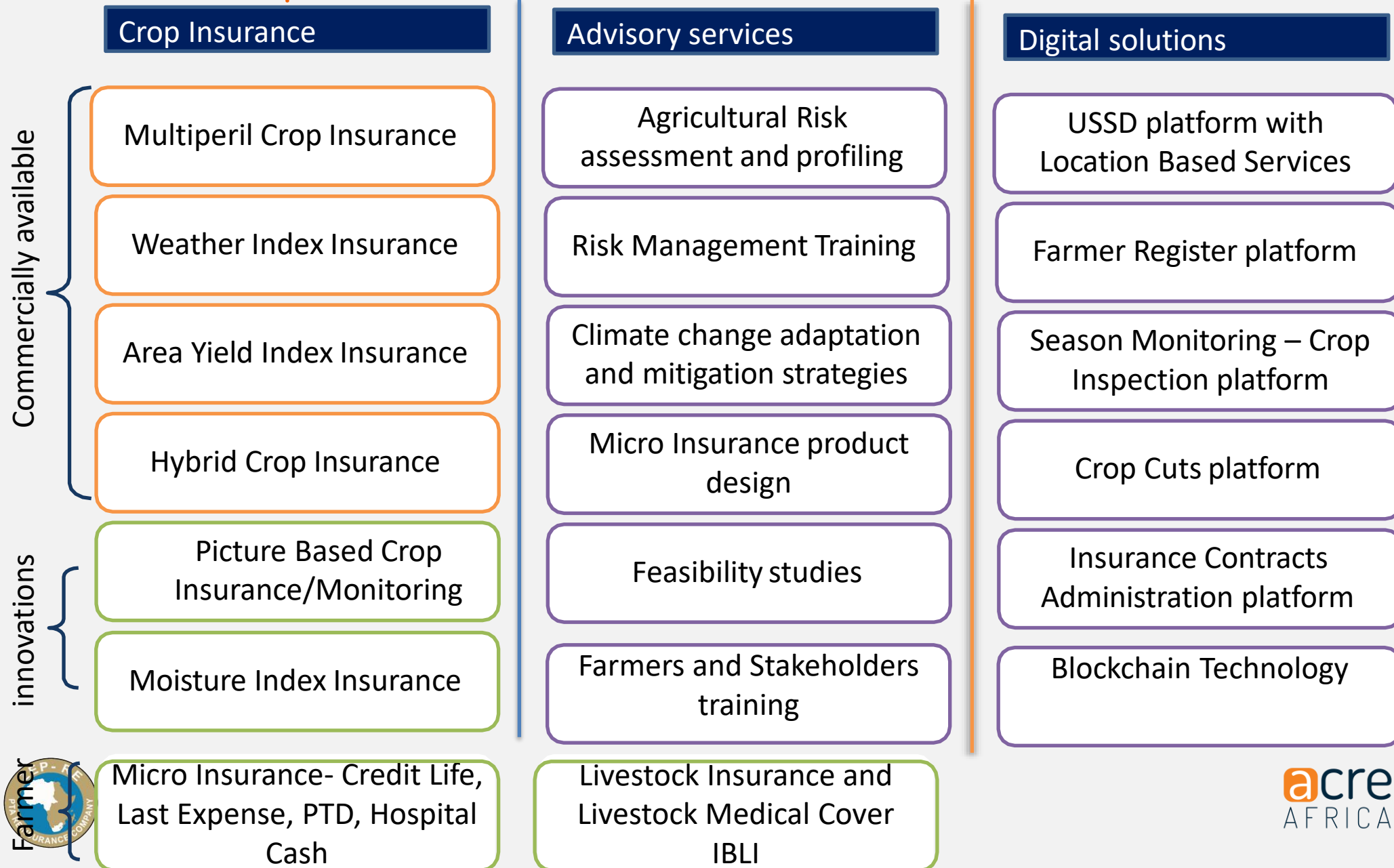


ACRE's Approach (Integrated Risk Management)

Providing solutions that de-risk the farmer at all stages. Bringing all stakeholders within the Agri-value chain to increase farmers production



ACRE Africa's products and services



ACRE Experience

Climate Change Adaptation and Mitigation

- Downscaled agro-weather information to County and ward administrative units
- Country and county risk profiling, natural resource mapping and carbon emissions calculations for climate change adaptation strategy development and implementation

Financial Education

- Designed and executed financial education campaigns in rural areas focusing on identification and quantification of risk; risk transfer mechanisms (insurance) and how to access financial solutions competitively

Reaching Farmers

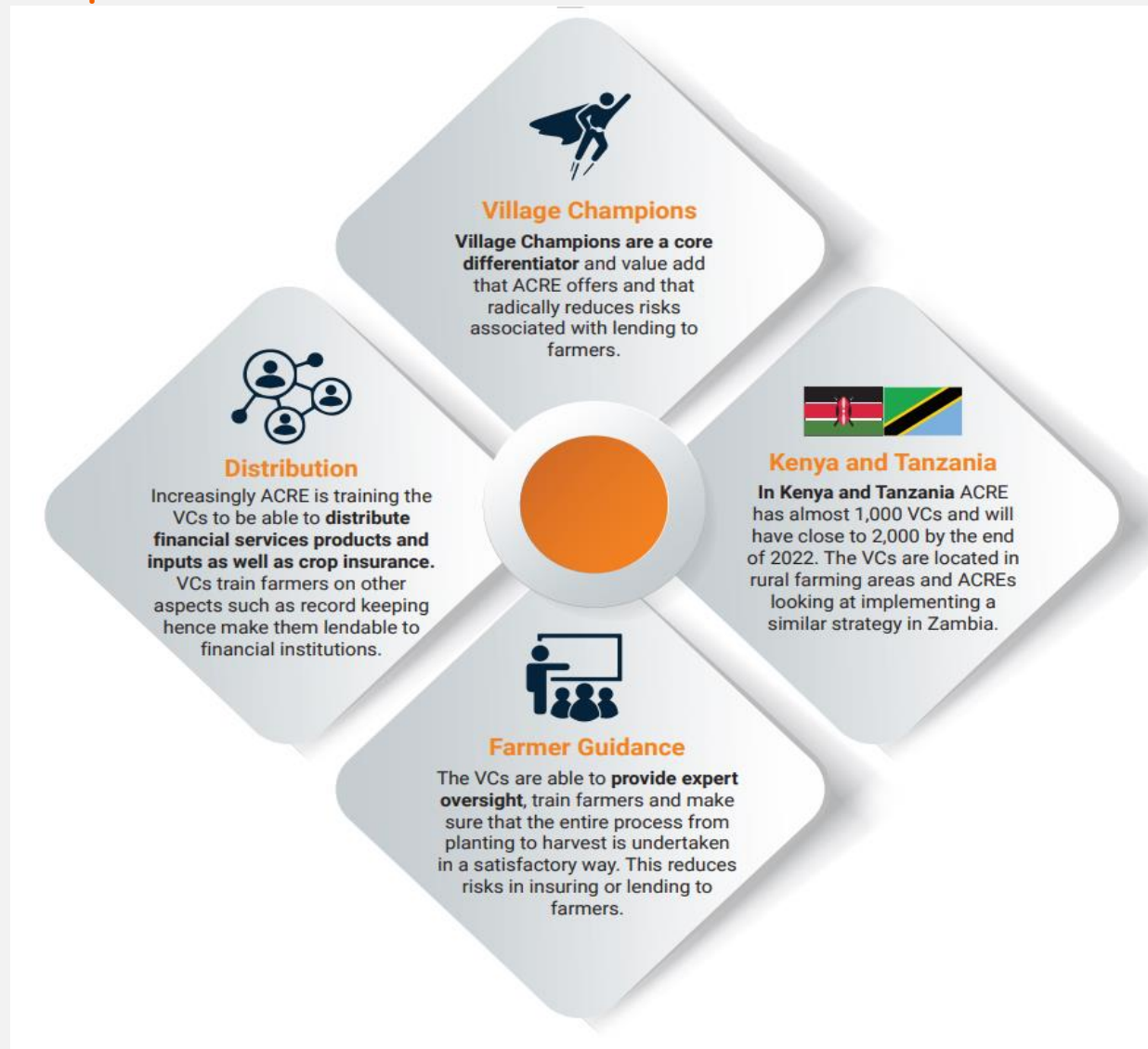
- Successfully tested and implemented models of training farmers on reducing risk, transferring risk through suitable insurance products, agri-risk scoring and climate information services .

Index Insurance Product Development

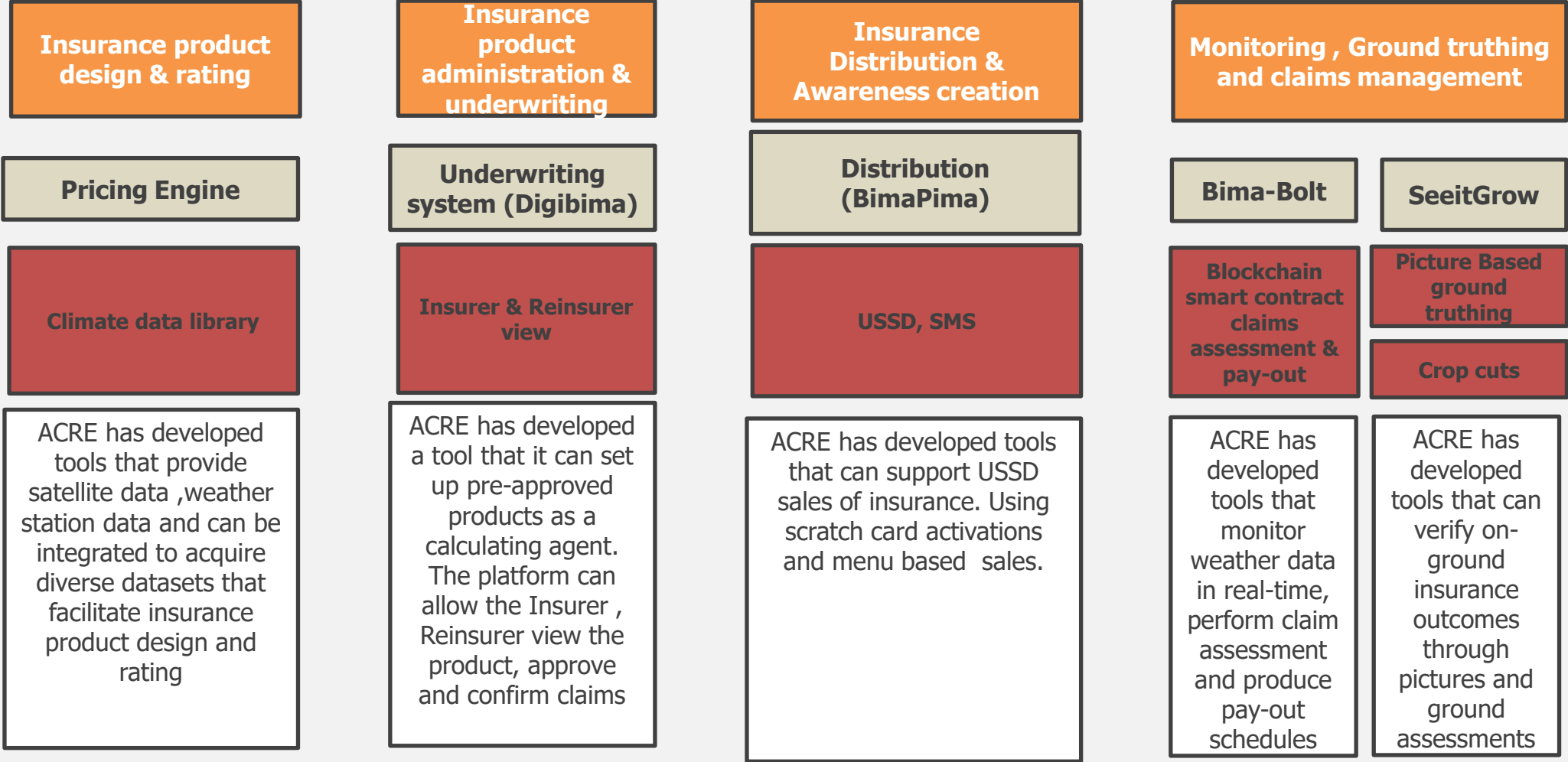
- Developed and adapted successful indices into suitable micro-insurance for smallholder farmers in African countries



Village Champions Model



Business applications digital set up



API enabled

Premium rate

ACRE has developed APIs that facilitate access of ACRE insurance and risk services



ACRE Africa's Digital Ecosystem

Light touch and straight through digital processing of insurance policies



Digibima

Digibima allows ACRE to register farmers and provides a platform for its insurance products to be accessed by stakeholders – insurers, reinsurers etc.

Bima Salama

Bima Salama collaborates with farm inputs suppliers, credit financiers and other insurance distribution partners. The tool can provide SMS based advisories to the farmers.

SeeitGrow

SeeitGrow is the ACRE picture based insurance system. It allows farmers and VCs to upload pictures for review allowing ACRE to monitor and assess the performance of crops.

Bima-Bolt

Bima-Bolt monitors weather data in real-time and using blockchain technology performs claim assessments and produces payout schedules



ACRE Innovations

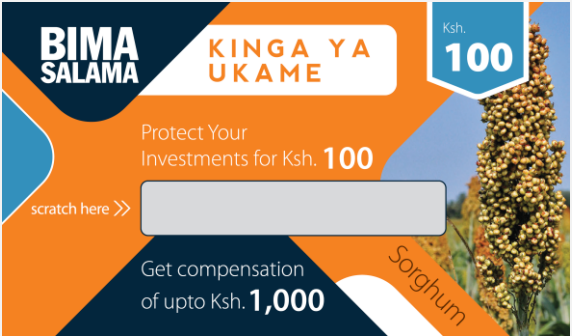


The Village Champion Model

The Village Champion Model is a peer to peer knowledge transfer channel designed by ACRE Africa that leverages on local communities' trusted social structures to establish a network of rural change agents (called champions) to provide sustainable risk management awareness campaigns.

BIMA SALAMA product distribution Model

The BIMA Salama product is an innovative way of distributing agriculture insurance covers to farmers in small denominations. The product is packaged in the form scratch cards that are sold as stand-alone products that can also be bundled with agricultural input products such as certified seed or fertilizers. The card provides the farmer with the registration process using ACRE Africa's online registration platform. It is currently being distributed through ACRE's village champions model to ensure easy access for farmers in rural communities.



Picture-Based Insurance Monitoring Model

The project will compare picture and satellite-based insurance with area and yield-based insurance, and assess effectiveness in increasing productivity, resilience and food security of smallholder farmers. Using satellite and cell phone imagery to verify losses, observe management practices and engage with farmers, and rigorously evaluate the demand for and impacts of insurance packages. Ground pictures taken by farmers will help reduce monitoring costs, minimize basis risks and create synergies with climate-smart technologies. By taking pictures of insured crops, farmers engage directly in the insurance process, improving trust and tangibility.



ACRE Impact



SDG Target 1.5: Build resilience of the poor and reduce their exposure and vulnerability to climate-related extreme events, shocks and disasters



SDG Target 2.3: Double the agricultural productivity and incomes of small-scale food producers through secure and equal access to land, productive resources and inputs, knowledge and financial services, markets



SDG Target 13.3: Improve education, awareness-raising and human and institutional capacity on climate change.



SDG Target 17.17: Enhance the global partnership for sustainable development, through multi-stakeholder partnerships that mobilize and share knowledge, expertise, technology and financial resources

Over 1 Million farmers insured using weather index and area yield insurance covers designed by ACRE Africa

76% of insured farmers received loans linked to their insurance.

33% of financial educated farmers are actively saving; 70% of farmers use hybrid seeds and 92% indicate an increase in income as a result of using hybrid seeds and good agricultural practices

4,000 smallholder sorghum farmers receiving downscaled agro-weather information

300 smallholder horticulture farmers risk profiles and assessed to access a tailored finance package

County specific and crop specific risk and natural resource maps developed to promote food security and resource planning

Working with over 50 partners to support agriculture and climate risk management implementation; share experiences, knowledge exchange and partnerships



ACRE Africa Social Impact Framework

ACRE Africa Social Principles and Commitments

1. Highest priority to smallholder farmers

Improve farmers' resilience to climatic risks and boost their ability to adapt to climate change. Focus also on women and youth empowerment.

2. Holistic risk management products and services to improve smallholder farm production and food security

Change farmers' behaviour and perception (agriculture as a business) through trainings on:

- Use of quality and certified inputs
- Improved agricultural practices for risk reduction

3. Sustainable business processes

Partnerships to enable access to financial and other value chain services:

- Bundling credit with insurance
- Offtakers mobilizing smallholder farmers for insurance, credit, inputs and markets



Our Selected Clients & Partners



Center for Effective Global Action



CICA-RE



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