



Agribusiness finance and insurance: Tailoring Innovative packages for the apiculture sector

**Presentation at APIEXPO AFRICA 2018, Abuja,
NIGERIA**

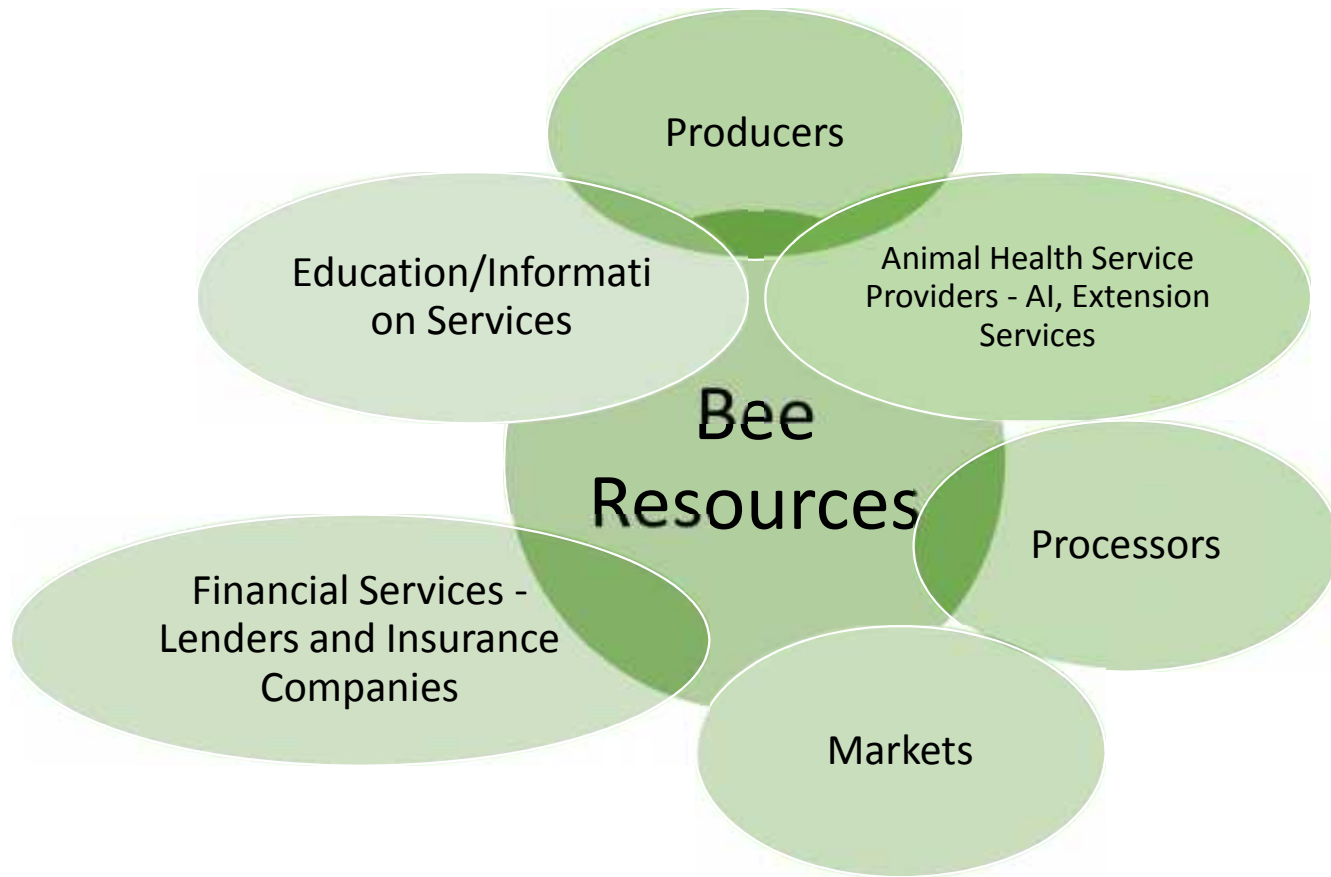
**Held at The International Conference Centre, Abuja
25th -29th September 2018**

Presented by: Cecilia Rague-Kaisha,
Co-founder & CEO, Underwriting Africa Limited

- WHO? (THE VARIOUS PLAYERS)
- WHAT? (PRODUCTS)
- HOW?
- WHEN?



WHO?



CHALLENGES

Diminishing
Agricultural Land

- Smaller land & quality
- Productivity

Access to Health
Services

Quality Breeds

Climate Change -
Extreme Climates –
affecting
vegetation

Weak Value
Addition - Post
Harvest Losses

Process to Markets
- Poor
transportation,
Poor Infrastructure

Information on
Production

Information on
Markets

Financing
Lack of Collateral
Risk Management

Production

CHALLENGES

Investment in quality breeds

Lack of technological support

Capacity building

Synergies between government agencies and private sector providers

Standards

OUTCOME

Investment in quality breeds

Low volumes (subsistence)

Equipment/Capacity Building



Motorbikes are commonly used in these days

light trucks, pick-ups and canters are also used

particularly for longer distances.

Harvesting kits

CHALLENGES

Bee handling equipment (breeding, harvesting, disease management)

Lack of education and awareness (Capacity Building)

Transportation and storage

OUTCOME

Investment in quality breeds

Low volumes (subsistence)/Markets

Processing and Standards and Markets

These sort of centers are owned and managed by Private sector
Processors are and can be Source of information/Education for Bee keepers

CHALLENGES

Small scale/subsistence

Co-operatives and societies not very developed in this segment unlike for example Dairy

Many do not operate optimally due to poor management

OUTCOME

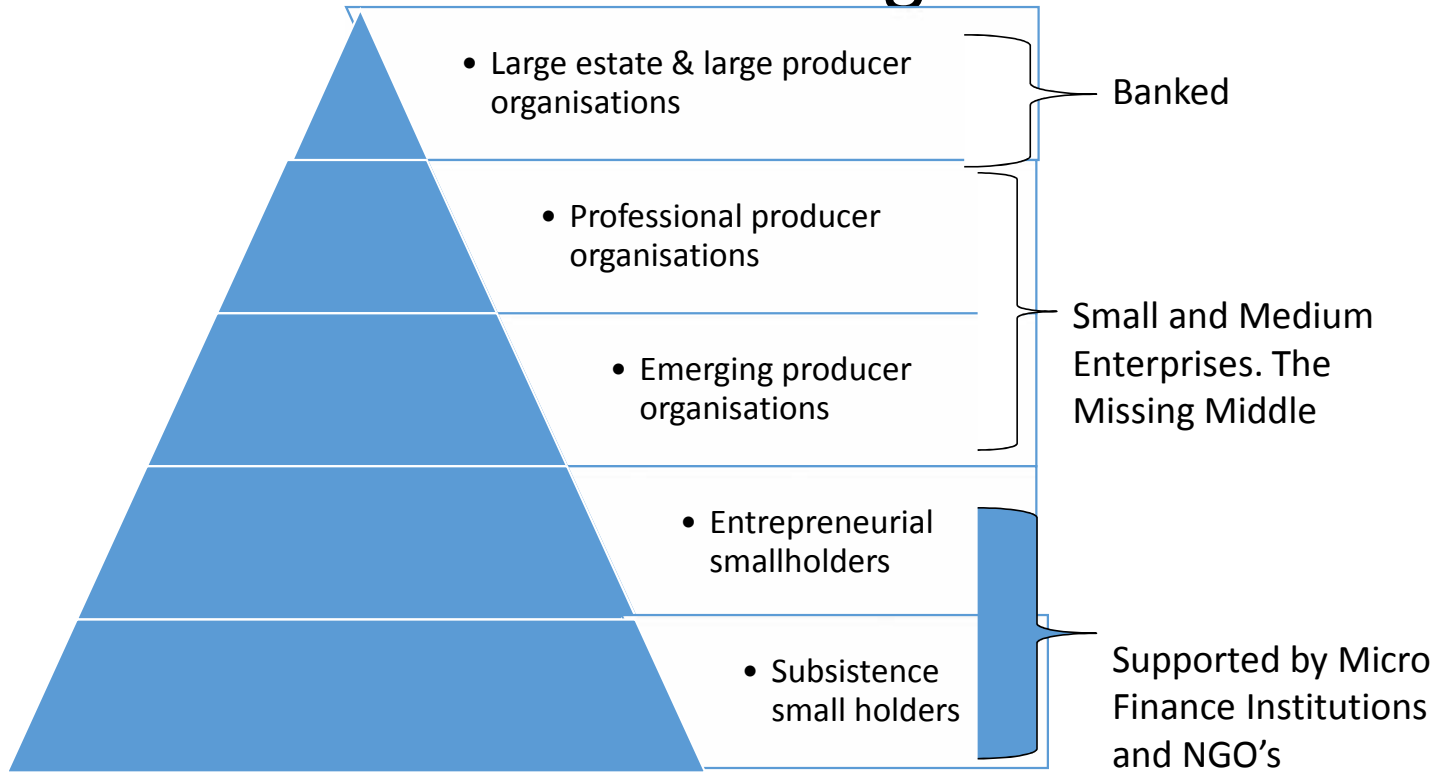
Investment in quality breeds

Low volumes (subsistence)/Markets

BANKS MANAGEMENT OF CREDIT RISKS



Current Financing of Farmers



DERISKING THE VALUE CHAIN - ENHANCING COLLATERAL

What Assets are insurable?

What Assets are Insured?

There is a greater chance a business will experience a loss within their **accounts receivable /debtors**

–working with aggregators to enhance quality, to monetise receivables

- Insuring receivables or buyers (both locally & overseas)

How do we turn livestock into **collateral**?

- Insurance – insuring the hives
- Quality of stock

Accounts
Receivable
(Uninsured)

Land and
Buildings

Plant &
Machinery

Inventory

Cash

DERISKING THE VALUE CHAIN USING INSURANCE

- Insurance

Challenges: *not homogenous (weather-index based, not disease based yet) and cost of insurance*

- Credit Insurance (Exploring new markets)

Challenges: *Volumes and cost of insurance*

- Health Insurance (5% of revenue goes to family healthcare)

Challenges: *upfront cost of insurance*

- Asset Insurance (home, water tanks, livestock)

Challenges: *upfront cost of insurance*

DIFFERENT INSURANCE OPTIONS

How?

1. Livestock Insurance

- Weather index based

2. Credit Insurance

3. Health Insurance

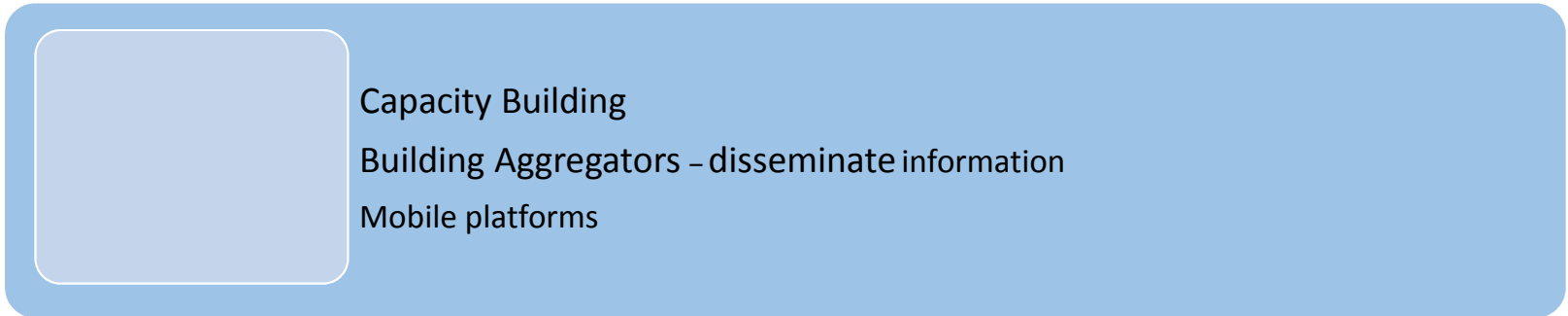
4. Asset Insurance

Micro insurance depends on scale

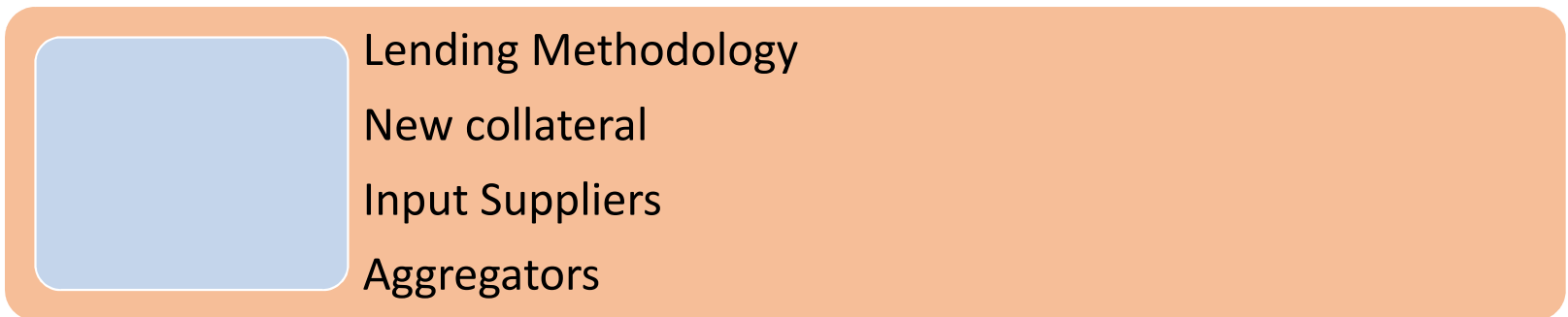
- Aggregators/CBU's
- Embedded products
- Working with input providers to distribute insurance
- Working with financiers



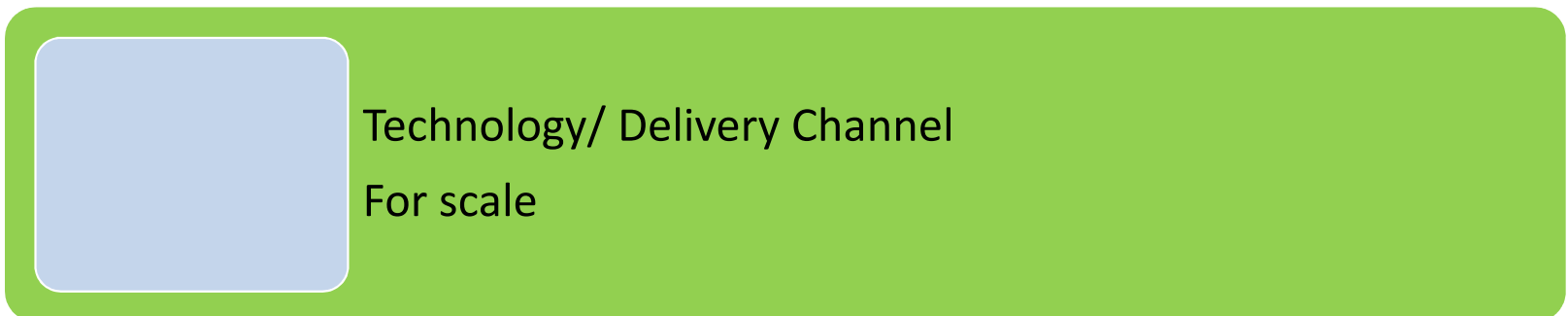
SOLUTIONS FOR INSURANCE AND FUNDING – CHALLENGE FOR FINANCE PARTNERS



Capacity Building
Building Aggregators – disseminate information
Mobile platforms



Lending Methodology
New collateral
Input Suppliers
Aggregators



Technology/ Delivery Channel
For scale

WHO WE ARE....

OUR VALUES

What?

Development of new products that will suit our customer base

Why?

Agility

Flexibility

How?

Tailor-made product development.

Technical and technological support

Creation of unique reinsurance arrangements for specific segments for Trade finance, factoring and contractors



OUR PRODUCTS

SPECIALITY INSURANCE

TRADE CREDIT INSURANCE	OIL AND GAS / ENERGY INSURANCE	POLITICAL RISK INSURANCE	MICRO HEALTH INSURANCE	AVIATION INSURANCE
<ul style="list-style-type: none">• Whole turnover credit insurance• Top Tier Credit Insurance• Excess of Loss Credit Insurance• Lenders Comprehensive Insurance	<ul style="list-style-type: none">• General Liability Covers• Asset Covers• Environmental Liability• Political Violence• Terrorism and Sabotage• Contractors All Risk Covers• Workers Compensation	<ul style="list-style-type: none">• Confiscation, expropriation, or nationalization• Currency inconvertibility and non-transfer• Political violence (including terrorism and war)• Contract frustration due to political events• Sovereign payment default	<ul style="list-style-type: none">• Inpatient cover• Outpatient cover• Cover limits:<ul style="list-style-type: none">• Limits between Ksh 10,000 and Ksh 300,000	<ul style="list-style-type: none">• Hull and liability• Hull war risks• Personal accident cover

*Our strength lies in our ability to tailor solutions to suit your risks
We have no country restrictions*

WHY PARTNER WITH UNDERWRITING AFRICA?

- Robust underwriting systems
- In depth analytical review of information
- Economic, sector and market awareness
- Strong partnerships with international and local reinsurance parties (A rated markets only)
- Efficient and informed client response
- No geographical restriction for underwriting capacity



THANK YOU

Contact persons:

Cecilia Rague - Chief Executive

Email cecilia.rague-kaisha@underwritingafrica.com

Kathryn Devos - Director

Email Kathryn.devos@underwritingafrica.com

Physical address:

Allianz Plaza, 96 Riverside Drive,

2nd Floor, NAIROBI, KENYA

talktous@underwritingafrica.com