Farmer’s plot is added, and she adheres to a coverage, for example ‘excess rain’ or ‘drought’

Farmer contributes flexibly to her membership using mobile money. She will be protected proportionally to her contribution.

Every month IBISA assesses the loss in the communities using satellite earth observation data.

The assessment triggers the payout, proportional to the loss, without need to file a claim and she receives it in her mobile money wallet.
MARKET ADOPTION

Our channel is through local partners trusted by farming communities

India deployment with DHAN

DHAN is a Development Organization working in India since 1997 with 1,2 million families spread over 14 states in India.

DHAN People Mutuals provides access to insurance products. IBISA will be one product in their portfolio. During the pilot phase, that started in March 2019, DHAN will launch IBISA in 7 different locations including 1000 farmers.

Photo source Annette Houtekamer
MARKET ADOPTION

Our channel is through local partners trusted by farming communities

Niger pilot is co-financed by the Luxembourg Government and it is in partnership with DRAXIS and RBM.

Le Réseau Billital Maroobé has 80 professional organizations with a total membership of 750,000 members and acts on behalf of 2,500,000 beneficiaries. DRAXIS has an extensive experience with the development of applications for farmers based on weather and Earth Observation.

Source photo Soumaré Boubacar
Partners

16 Strategic Partnerships Worldwide

Customers

2600 Farmers enrolled for pilot phase through our local partners in India, Niger, Kenya and/or Guatemala and Philippines
MARKET SIZE

500 MILLION
Small-scale farmers need crop protection

8000 MILLION
EUR untapped market
16 EUR average membership (premium)

160 MILLION
EUR contributions per year
With 10 million customers (2% market share)

*Source: ‘Insurance provision in the world’s 100 poorest countries’ study by the Micro Insurance Centre*
ENABLING TECHNOLOGIES

Blockchain

Maximum number of administrative tasks automated in a decentralized and transparent way, reducing the risk of error. Resiliency, trust and scalability

Parametric Insurance

Parametric Insurance leads to scalable and lower loss assessment cost. Historical EO data to calculate the membership participation (premium)

Earth Observation

Unique innovation combining advanced EO products and human analysis. Scalability and cost-efficiency
THANK YOU

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