

2025 Impact Report: Closing the Climate Protection Gap

Impact results and lessons from investing
across the climate insurance value chain in
emerging markets from 2015 to 2025

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InsuResilience Investment Fund Private Equity II SCA SICAV-RAIF.

Closing the Climate Protection Gap: Impact results and lessons from
investing across the climate insurance value chain in emerging
markets from 2015-2025.

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Foreword

The accelerating pace and growing intensity of climate-related extreme events underscore the urgent need for effective and scalable solutions to manage climate risks. Households and small businesses in developing and emerging economies are disproportionately affected, facing high exposure while lacking adequate financial protection.

In many cases, the challenge is not only exposure to climate risk, but limited access to relevant financial protection, low awareness and understanding of available solutions, and affordability constraints. Climate risk financing and insurance are critical instruments to address these gaps, strengthening financial resilience, mitigating the impact of shocks, and enabling faster and more sustainable recovery.

To deliver on the fundamental promises of the Paris Agreement, the 2030 Agenda for Sustainable Development, the Sendai Framework and Global Shield against Climate Risks, dedicated action is required.

In order to scale up climate and disaster risk finance and insurance solutions for the most climate vulnerable populations in the Global South, the German government and its G7 partners initiated the InsuResilience Initiative in 2015, which evolved into the InsuResilience Global Partnership in 2017. With the establishment of the Global Shield at COP27, in collaboration with the Vulnerable Twenty (V20) Group, this commitment has been further strengthened and strategically expanded.

Building on a broad coalition of stakeholders, bold financial commitments from the private sector and a determined approach to implementation, the initiatives are uniquely placed to deliver transformative change in the climate risk finance and insurance sector. Under its umbrella,

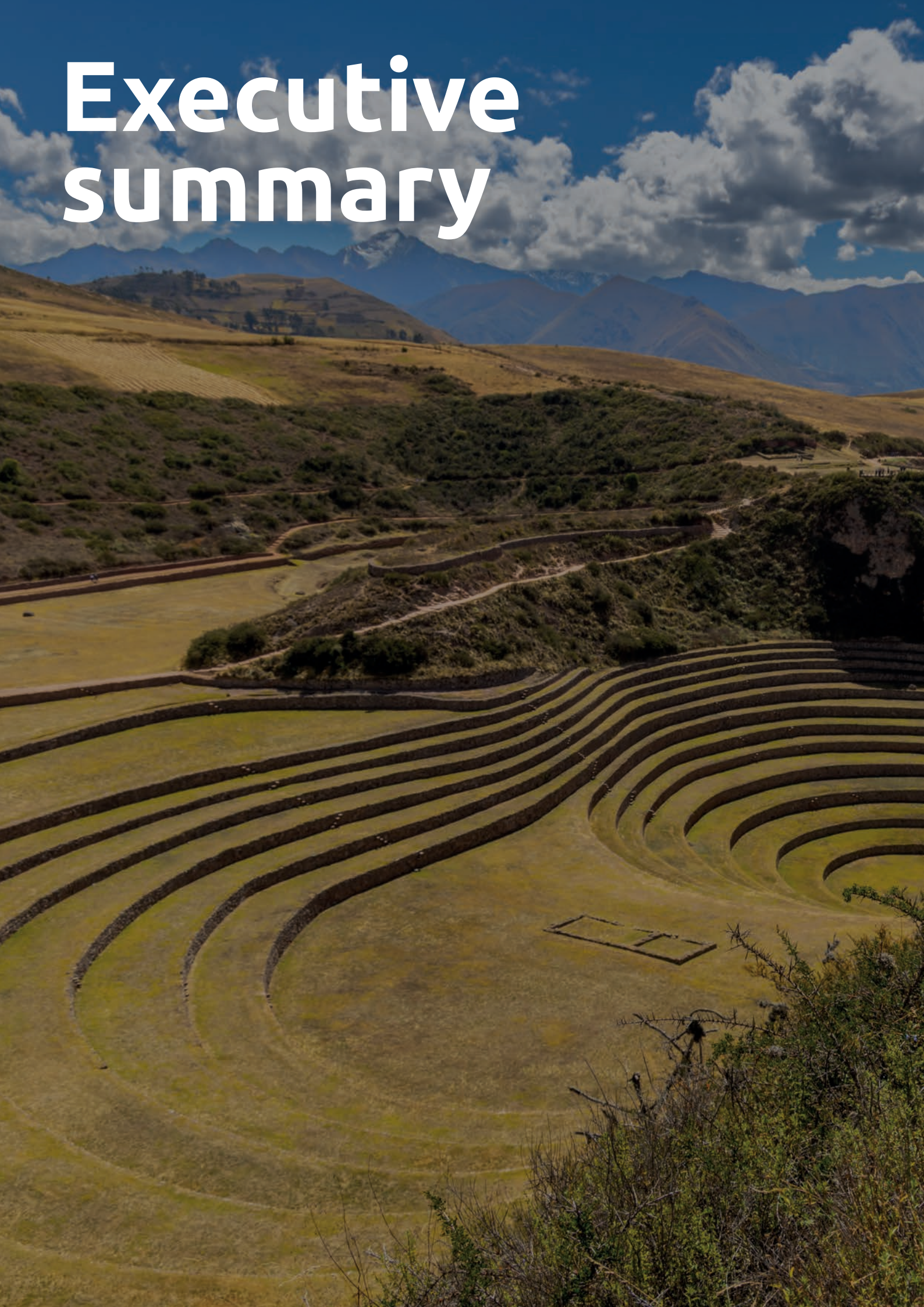
the German Federal Ministry for Economic Cooperation and Development (BMZ) has been supporting a range of national, regional and global programmes. A central pillar is the InsuResilience Investment platform, consisting of two dedicated blended finance impact investment funds, which were set up by KfW Development Bank: the InsuResilience Investment Fund and the InsuResilience Investment Fund Private Equity II SCA SICAV-RAIF.

Both funds are dedicated to scaling up access to climate insurance by investing private debt and private equity along the insurance value chain. Target companies include insurers, technology providers, and financial institutions that develop and distribute products and services helping households and businesses adapt to climate-related risks. Through investments made in 55 companies across Africa, Asia, and Latin America, amounting to USD 369 million by the end of 2025, the two funds have reached more than 80 million beneficiaries.

This report illustrates the progress achieved since the inception of the InsuResilience Investment Fund in 2015. It highlights how investments, combined with engagement activities, contribute to market development, enhance customer understanding, and improve the affordability of insurance solutions for low-income and climate-vulnerable populations. At the same time, it offers valuable insights to inform the continued evolution of climate risk financing in the international context.



Bärbel Kofler
Parliamentary State Secretary to the
German Federal Minister for Economic
Cooperation and Development



Executive summary

Executive summary

As of December 2025, InsuResilience Investment Fund (“IIF”) and the InsuResilience Investment Fund Private Equity II SCA SICAV-RAIF (“IIF II” or “IIF PE II”), (both funds hereinafter together referred to as “IIF Platform” or “Platform”), have placed approximately USD 369 million investments in total, of which USD 126 million was placed in equity, and USD 244 million in debt instruments across 55 companies along the climate insurance value chain. As a result, the Platform has reached approximately 80 million beneficiaries with climate insurance and related risk solutions across emerging markets.

This figure reflects the number of individuals protected through a wide range of insurance solutions, including those for private households, smallholder farmers, and micro and small businesses. Market observations indicate that the IIF Platform represents one of the largest investment strategies dedicated to expanding climate risk protection for low-income and climate-vulnerable populations.

The central finding of this report is that introducing climate insurance in underserved markets has to overcome structural constraints in how it is delivered. These constraints are grouped into facilitating access to insurance products, awareness of available solutions, and affordability of insurance (the “3As”) – and determine whether insurance reaches clients, is understood and trusted, and provides meaningful value when climate shocks occur.

The IIF Platform’s strategy addresses these constraints through a value-chain approach, investing in particular into insurers, distributors, financial intermediaries, and enabling technology providers. This enables insurance to be embedded in existing financial and commercial relationships, improving reach and reducing delivery costs, while strengthening pricing, underwriting, and operational performance.

Over time, the IIF Platform has learned that achieving its overarching objective of increasing penetration of climate insurance solutions in developing economies requires a flexible, pragmatic and focused approach. During the portfolio development work, several cases have shown that the traditional providers of such solutions, i.e. local insurance companies, are not equipped or willing to venture into climate related products, and require support from reinsurers, data providers or distribution companies (mainly insurtech firms). At the same time, enabling mechanisms, mostly related to financing and other touchpoints with the targeted customer are key. For example, the IIF Platform’s equity arms IIF Private Equity sub-fund (“IIF PE I”) and IIF PE II have made investments in several insurtech businesses (Naked,¹ Igloo²), enabling technology companies (Previsico,³ Reask⁴), and financial intermediaries (FinAGG,⁵ Fido⁶). In addition, debt investments made under the IIF Debt sub-fund (“IIF D”) allowed for strengthening the distribution of climate insurance solutions in combination with other financial products.

Beyond this scale of outreach, new client-level evidence provides important insight into how these products are experienced in practice. Dedicated end-clients surveys conducted in 2025 across five investees (with 1,107 interviews)⁷ confirm that the IIF Platform is successfully reaching underserved populations: **91%** of respondents reported they did not previously have access to comparable insurance, and **84%** could not easily identify alternatives. This indicates that models backed by the IIF Platform are extending protection into new markets and addressing a need for risk protection in order that help people to better adapt to adverse events of climate change.

The growth of the IIF Platform’s equity portfolio companies has shown a clear leap forward: while the revenues of the IIF PE I portfolio, the private equity sub-fund of IIF, grew at a rate of **22%**, the growth displayed by IIF PE II companies stood at a compound annual growth rate⁸ of **59%** at the end of 2025. Such growth dynamics have been an important enabling factor for expanding outreach to the Platform’s target group. These portfolio companies have been pioneering affordable climate solutions as diverse as home insurance in South Africa, natural catastrophe policies in the Philippines, business interruption coverage in India, and crop insurance in several countries in Africa, Asia, and Latin America.

1. Naked Financial Technology Pty Ltd, based in South Africa.

2. Igloo Insure, registered under Axinan Pte. Ltd., based in Singapore.

3. Previsico Limited, based in the United Kingdom.

4. REASK Pty Ltd., based in the United Kingdom.

5. FinAGG Technologies Priv. Ltd., undergoing a name change to Famescore Private Ltd., based in India.

6. Fido Solutions Ltd., based in Ghana and Uganda.

7. The assessment done has a 90% confidence level and 5-7% margin of error across the individual surveys.

8. Measurement in CAGR, the Compound Annual Growth Rate; aggregated over the respective portfolios, based on figures of individual companies since the start of the respective investment and until 31 December 2025.

The client perspective also revealed that it is important how well clients understand an insurance cover. The better a person understands a product's terms and conditions, the higher the likelihood of that person to renew their coverage in the next year or season: **66%** of clients who understand their policies intend to renew, compared to **28%** among those who do not have a good understanding. At the same time, the survey confirmed that trust is clearly built through experience, given that **70%** of clients who had received an insurance payout after experiencing a loss stated they plan to renew, while only **44%** of those who had no payout considered a new purchase. So, while access is the essential requirement for scale – solid insurance awareness will sustain that reach.

Perceptions of value are similarly interesting when viewed in context. While most recorded insurance payouts cover only a share of the experienced losses – **82%** of clients report less than half of their losses were covered – client feedback shows that insurance is mainly valued for its timely liquidity that enables recovery and continuity, even if payouts may be small. This is reflected in reported resilience outcomes among payout recipients: **84%** say insurance helped them recover financially and **92%** report feeling better prepared for future climate shocks.

Together, these findings paint a positive and grounded picture: climate insurance players are increasingly identifying solutions to allow for scaling while products are generating tangible client value, protecting livelihoods and thus contributing to resilience. At the same time, further progress is needed both to strengthen client understanding and trust and to support the design of an insurance ecosystem that results in affordable products and fast payouts.

These results are the outcome of nearly a decade of targeted investment and market-building for climate insurance solutions in **26** emerging markets. A core element of this approach has been to selectively invest across the full climate insurance value chain, including insurers, distributors, enabling financial intermediaries, and enabling technology providers. The IIF Platform, which includes the debt and equity sub-funds of IIF and the more recent equity-only portfolio of IIF PE II, has pursued a strategy that combines capital deployment, active ownership and catalytic support to build viable and scalable business models.

This has allowed the IIF Platform to support innovative product development as well as to invest into specific distribution channels and infrastructure required to reach low-income clients and small businesses effectively. In particular, the integration of insurance into existing customer relationships – such as agricultural value chains, lending products, and digital platforms – has proven critical to achieving scale.

The IIF Platform's Grant Facility, combining Technical Assistance and Premium Support, has played an essential catalytic role. In a complex and still maturing market, these tools have enabled investees to refine products, improve customer engagement, strengthen operations, and address affordability constraints during early growth phases. This combination of investment and targeted grant support has been instrumental in translating innovation into practical, scalable solutions.

Technology has emerged as a key enabler of these achievements. Across the IIF Platform's investment portfolio, it has reduced operational costs, improved underwriting and data quality, facilitated enrolment and claims processes, and enabled models to scale across geographies. In some cases, it has also expanded the frontier of what is possible, supporting climate risk analytics and hazard modelling that underpin new forms of insurance and risk transfer at regional or systemic level. These developments have strengthened both the commercial viability and scalability of climate insurance solutions. As an example, technology has been able to drive down claim processing times to less than two minutes at South African insurer Naked; allowed new policy documentation to be completed in less than 45 minutes instead of several days (Probus, India); provided embedded business interruption insurance to small businesses in Ghana and Uganda (Fido); expanded world-class technologies such as Previsico's emerging fluvial flood analysis into emerging markets; and dramatically expanded parametric insurance across Africa through Pula's area yield index insurance.



The experience of the IIF Platform confirms that investing in climate insurance in emerging markets is as difficult as it is essential. The challenges are known: reaching low-income clients requires more than capital; it demands effective and cost-efficient distribution, strong client engagement, reliable operations, and continuous adaptation to local market conditions.

At the same time, the IIF Platform's track record demonstrates that these challenges can be addressed. The evidence collected for this report shows that access can be expanded at scale, that technology and embedded models can unlock new distribution pathways, and that client value – particularly through timely and reliable payouts – can drive trust, renewal, and resilience. The findings also highlight areas where the market continues to evolve, notably in strengthening client awareness and ensuring that product design and communication keep pace with rapid distribution.

Looking forward, the key lesson is that climate insurance is a viable and scalable investment theme when approached with the right combination of strategy, instruments, and flexibility. The IIF Platform has built deep experience in understanding market dynamics, structuring investments,

and supporting companies operating at the frontier of climate risk protection. This positions the IIF Platform and its stakeholders to continue expanding access while improving the quality and effectiveness of solutions.

The IIF Platform is purpose-built to help narrow the protection gap by mobilising public and private capital into scalable climate insurance solutions that strengthen resilience while aiming at delivering attractive long-term returns. In this sense, the report is both a reflection on progress and a foundation for the next phase: one in which climate insurance plays an increasingly important role in supporting adaptation and resilience, informed by practical experience, strengthened business models, and a clearer understanding of what works in practice.

Although the protection gap remains vast – illustrated, for example, by the extremely low penetration of crop insurance in sub-Saharan Africa (ca. 3%⁹) and the fact that about 80–90%¹⁰ of climate and natural catastrophes' losses remain uninsured to date – the IIF Platform is uniquely positioned to help close this gap, combining a decade of experience with the capital, partnerships, and tools required to scale climate insurance solutions effectively.

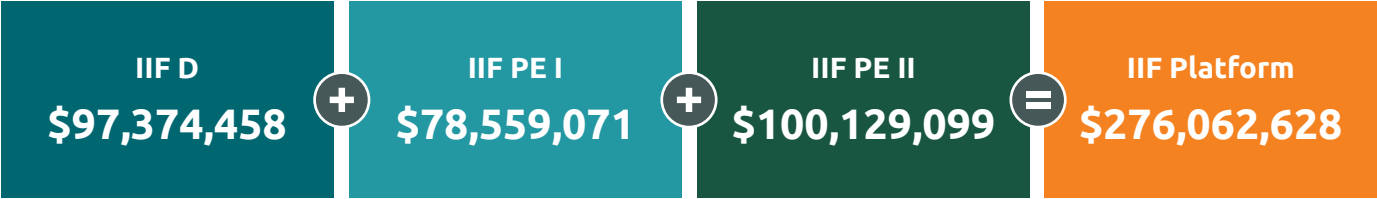


9. The 'Insurance and Risk Finance Facility' of the United Nations Development Programme (UNDP) (2026), [Financial Resilience in Agriculture | UNDP IRFF](#).

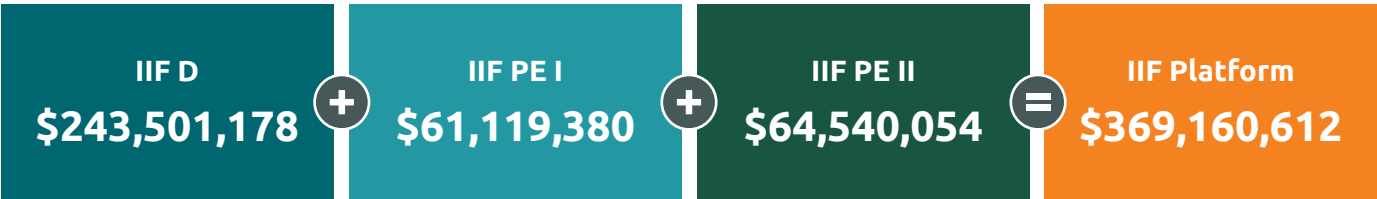
10. Swiss Re Institute (2026), [Adaptation and insurance: strategies to narrow the protection gap | Swiss Re](#).

Key Performance Indicators¹¹

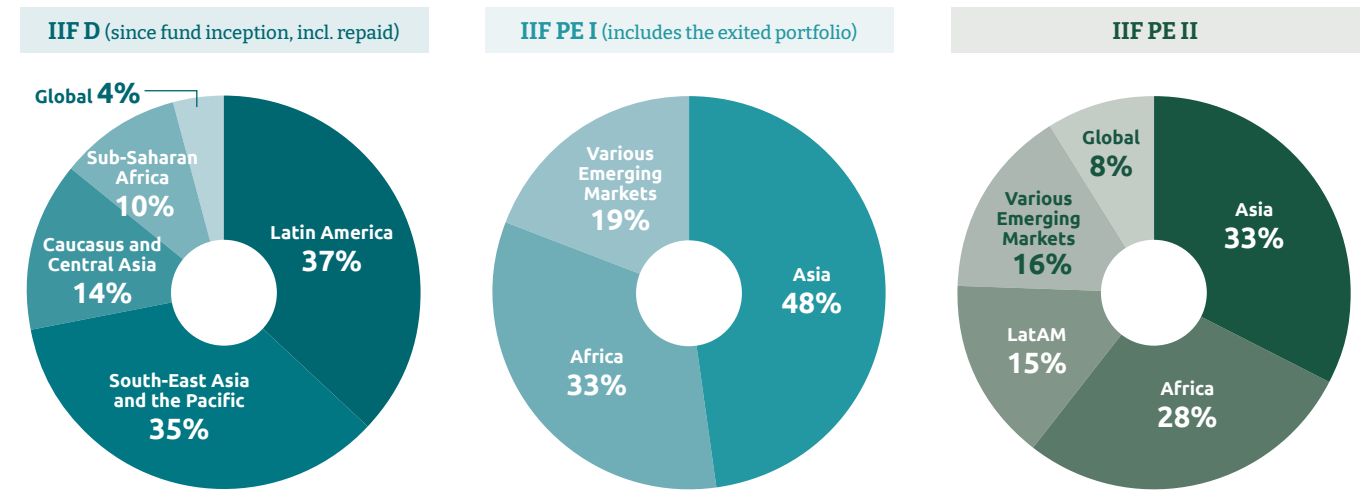
Investor capital committed (in USD)



Amounts invested (in USD)



Geographical allocation (% of volume invested)



Number of investees



Grant Facility



11. As of 31 December 2025.

Financial results (Private Equity)

Internal Rate of Return (IRR)



Fair Market Value (FMV) (in USD)



Impact results

Number of beneficiaries

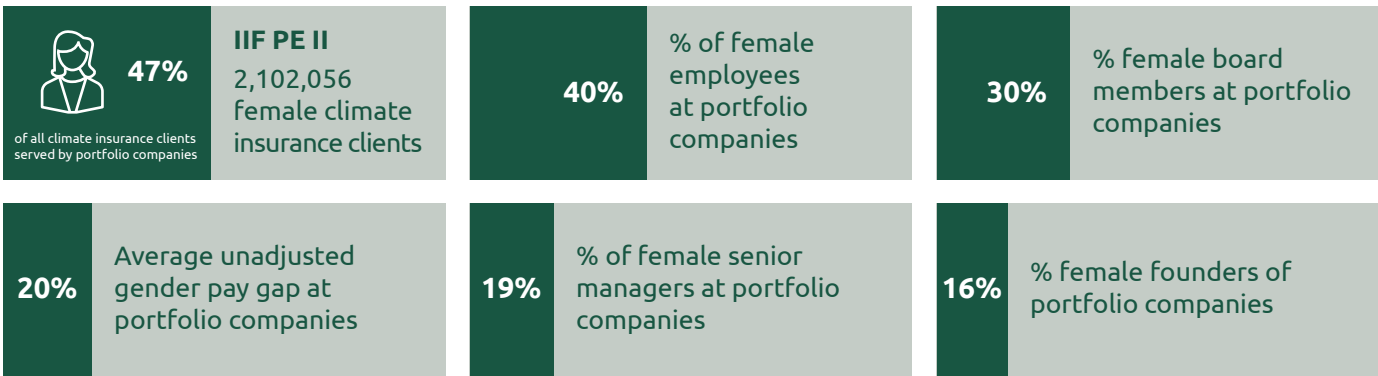


Key findings from end clients of the two funds



Gender-based results IIF PE II

Women owned companies, women at the board, in senior management, employees



UN Sustainable Development Goals

The funds intend to contribute towards the following Sustainable Development Goals (SDGs) specifically:



About this report

Every five years, a stocktaking of the results achieved to date by the IIF Platform is implemented. The first report covered the period since the IIF started operations in 2015 until end of the year 2020. The report at hand is the second impact report, covering the time span from 2015 to 2025 while presenting the results of the entire IIF Platform, encompassing IIF and its two sub-funds (Debt sub-fund and Private Equity sub-fund) as well as the IIF II, which was launched in 2022. Both funds have been closed for investments. The information shared in this report is for existing investors and for illustrative purposes only.

The report brings together evidence of the IIF Platform's results as well as insights from its investee companies and lessons learned from nearly a decade of dedicated investment activity to strengthen resilience among lower income and climate-vulnerable populations. With this second report, the fund manager aims to demonstrate how targeted capital allocation and tailored engagement can broaden access to climate insurance while supporting private market development.

This report has been prepared by BlueOrchard Finance Ltd, the fund manager of IIF and IIF II, in partnership with The Good Economy¹² and 60 Decibels.¹³ The analysis presented here is grounded in multiple sources and is

based on a combination of quantitative and qualitative research conducted between May and December 2025. It draws on monitoring and reporting data of the two funds' portfolio, document analysis and interviews with BlueOrchard, key fund stakeholders, as well as with selected investees themselves. Statements made in this report about investees of the IIF Platform are based on information and data provided by those investees specifically for the purposes of this report, together with insights derived from BlueOrchard's investment and impact linked analyses and ongoing portfolio monitoring as well as quarterly data reporting by the investees.

In addition, five dedicated client surveys have been undertaken to collect data at the IIF Platform's impact level: for each client survey, 60 Decibels conducted approx. 250 phone-based interviews with insurance policy holders per investee, covering about 40 questions in approx. 20 minutes (in total 1,107 interviews were conducted for this study). The interviewees were randomly selected among two subgroups of the investees' clients: 65% of the interviews were conducted with clients who had previously received an insurance payout, and 35% of the interviews were implemented with clients without a payout experience. Clients were eligible for a full interview, if they were familiar with the respective insurance product in question, such that they could reflect on their experience with the insurance policy. Unless otherwise indicated, quotes from these client surveys are used across the report.



12. The Good Economy is a UK-based independent impact advisory firm that helps investors and institutions align financial strategies with measurable social and environmental outcomes.

13. 60 Decibels is a global, tech-enabled impact measurement firm specialising in customer insights for social enterprises, investors, and NGOs. By using standardised, 15-minute, phone-based surveys, they enable organisations to measure, compare, and improve their social impact and customer experience directly from the voices of beneficiaries across 80+ countries.

The challenge: Why scaling up climate insurance is complex



1 The challenge: Why scaling up climate insurance is complex

1.1 The climate insurance protection gap in Emerging Markets



A large and persistent climate protection gap

Climate change is increasing the frequency, intensity, and unpredictability of weather-related shocks.¹⁴ For lower-income households and micro, small and medium enterprises (MSMEs) in developing economies, these shocks are rarely isolated events. They can destroy crops, livestock, inventory, equipment, homes, and the working capital needed to earn an income. In many cases, they also interrupt subsequent production cycles or trading periods, turning a temporary shock into a longer-lasting economic setback.¹⁵

The problem is especially acute in emerging and frontier markets, where climate exposure is high but financial protection remains limited. Many households and small businesses operate with thin margins, low savings, limited access to affordable credit, and weak formal safety nets.¹⁶ When a flood, drought, storm, or other extreme weather event occurs, recovery is often financed through negative coping strategies such as selling productive assets, borrowing informally, reducing consumption, or postponing spending on health, education, and business reinvestment.¹⁷ While these responses may alleviate short-term pressure, they can weaken future earning capacity and increase vulnerability to subsequent shocks.

This creates a large and persistent climate protection gap: the people and businesses who are among the most exposed to climate risk are often those who have little resources to absorb losses, yet, to date, only a small share of those losses is insured. In many of the IIF Platform's target markets, climate insurance remains difficult to deliver because target clients have limited ability to pay, distribution is costly, hazard and loss data may be weak, and customer trust in insurance is still developing. Providers also face operational and financial challenges in offering small-ticket products exposed to systemic climate risk. This protection gap is the central problem the IIF Platform is designed to address.

The failure to reach mitigation targets, such as the 1.5°C target recognised in the Paris Agreement (2015) at COP21, has further increased the importance of adaptation measures such as climate insurance, particularly as global temperatures reached approximately 1.55°C above pre-industrial levels in 2024 – likely marking a first temporary breach of the threshold – and are expected to exceed the 1.5°C threshold with increasing frequency during the remainder of this decade.¹⁸ At the same time, a focus for building climate risk solutions for emerging markets is needed, given the prevailing insurance protection gap as shown in Figure 1.

14. IPCC (2022), Sixth Assessment Report.

15. World Bank (2021), Climate Shocks, Vulnerability, Resilience and Livelihoods.

16. CGAP (2023), Climate Adaptation, Resilience, and Financial Inclusion: A New Agenda.

17. CGAP (2024), Annual Report 2023.

18. World Meteorological Organisation (WMO), State of the Global Climate 2024, 2025; World Economic Forum (2026), World on course to breach 1.5°C before 2030.



Why climate insurance matters

Climate insurance matters because it can provide liquidity when it is needed most: immediately after a shock, before households and businesses are forced into potentially damaging coping strategies. A well-functioning product can help a farmer buy inputs for the next planting season, a shop owner can replace damaged inventory, or a household can repair essential assets without taking on unsustainable debt. In that sense, climate insurance can help prevent a shock from becoming a lasting loss of livelihood.

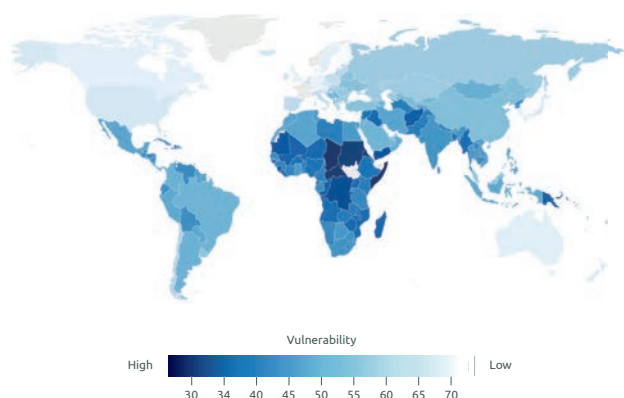
Insurance is an important component of climate adaptation in that it enhances financial resilience; however, it does not substitute for measures that reduce exposure and vulnerability to climate risks. Better infrastructure, stronger agricultural practices, early warning systems, improved housing, and disaster preparedness all remain essential. But even where these measures are in place, residual risk remains. Insurance can help manage that residual risk by providing pre-arranged financial protection when prevention is no longer enough.

The practical value of climate insurance depends on whether it works as clients need it to work. To be useful, it must cover a relevant livelihood risk, be delivered through a channel clients understand and trust, and provide support in a form and at a time that helps recovery. For lower-income clients, a payout that arrives quickly may matter more than full loss compensation if it enables them to restart economic activity before losses compound further. Conversely, a product that is technically well designed but poorly understood, badly timed, or operationally difficult to access may not provide meaningful protection in practice.

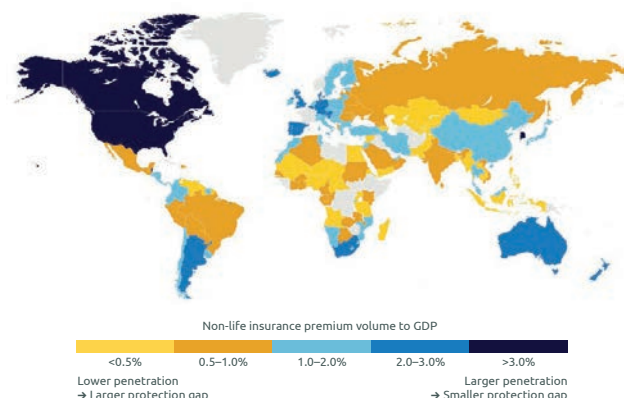
For this reason, the key question for the IIF Platform is whether investee business models can deliver climate insurance in ways that are usable, trusted, scalable, and financially sustainable.

Figure 1: Climate insurance protection gap in emerging markets

Emerging Markets are the most vulnerable to climate change¹⁹



Non-life insurance penetration remains uneven globally²⁰



19. Source: ND-GAIN Country Index (University of Notre Dame). Latest available country-level data. Lower scores indicate higher climate vulnerability. Adapted by BlueOrchard.

20. Source: World Bank DataBank, Global Financial Development database (GFDD.DI.10: Non-life insurance premium volume to GDP (%)). Latest available country-level observations, primarily 2019–2020. Premium data sourced from Swiss Re Sigma reports.

Who the IIF Platform seeks to reach

The IIF Platform is designed to serve people and businesses for whom climate shocks can quickly become livelihood shocks. In practice, this means clients whose incomes depend on climate-sensitive activities, whose homes or assets are located in climate-exposed areas, who have limited buffers to absorb losses, and who are not well served by existing insurance markets. Across the portfolio, the most relevant end clients are defined by the combination of exposure, vulnerability, and limited ability to recover without timely financial support.

Smallholder farmers remain a core target group. Their income depends directly on rainfall, temperature, and seasonal conditions, while their ability to recover from droughts, floods, storms, or irregular weather is often constrained by limited savings, limited access to finance, and the need to re-invest quickly in seeds, fertiliser, livestock, or other productive inputs. For this group, climate insurance is most relevant when it protects the next production cycle and helps prevent a temporary shock from becoming a lasting decline in income or food security. Pula²¹ (IIF II), a tech enabled agriculture insurance provider in Africa, is an example of this target demographic with more than 15.8 million beneficiaries, i.e. insurance clients and their families, as reported to BlueOrchard as of December 2025.

Low-income households and MSMEs are another important target group. In both rural and urban settings, climate shocks can destroy the productive assets that make earning possible: homes used for business, stock, tools, equipment, vehicles, or small commercial premises. For these clients, insurance can help preserve business continuity and household stability by providing liquidity for repair, replacement, or short-term recovery rather than forcing reliance on distress sales, expensive borrowing, or prolonged interruption of economic activity. FinAGG (IIF II), a provider of cash flow financing for Indian small retailers, is already embedding business interruption insurance, including flood, in 100% of loans provided.

A further relevant group is **gig-economy workers and other platform-based workers** whose earnings depend on being able to work each day. These workers often operate without the protections associated with formal employment and can face immediate income interruption when floods, storms, or other extreme weather events disrupt transport, local infrastructure, or platform activity. For this segment, the most relevant insurance need is often not protection of a physical asset, but short-term income protection that is simple, rapid, and easy to access through existing distribution channels. Emerging models show that

climate-related covers for this segment can be embedded into platforms workers already use, use objective event validation, and provide fast payouts that help smooth income shocks during periods when work is temporarily impossible. Probus (IIF PE I) in India and Naked (IIF II) in South Africa are embedding climate events in their motor insurance policies.

The Platform may also reach **non-farmer households through meso-level or intermediary-based solutions**, where protection is delivered via aggregators, portfolios, cooperatives, public programmes, or other structures rather than through individual retail policies alone. In these models, the key question is whether the insurance mechanism ultimately improves the speed, reliability, and scale of financial protection for vulnerable households when systemic events occur. Reask (IIF II), an enabling technology provider of climate and catastrophe risk analytics, supports the design and execution of parametric (i.e. index-based) insurance solutions by delivering high-resolution data and models that improve risk assessment, pricing, and payout accuracy. Its technology underpins sovereign risk pools such as the Pacific Catastrophe Risk Insurance Company (PCRIC), where payouts are triggered based on the estimated impact of extreme weather events, enabling faster and more reliable post-disaster response. Reask has shared reports that through PCRIC alone, more than 2.2 million people are covered, with approximately 771,000 additional beneficiaries attributable to IIF PE II's investment, relative to the investment baseline.

Across these client groups, the central issue is the same: climate risk can become most damaging where people and small businesses lack sufficient liquidity to recover quickly. The IIF Platform therefore focuses on supporting climate insurance solutions that are commercially scalable while also relevant to the actual recovery needs of the end clients they are intended to serve.



21. Pula Advisors AG.

1.2 Why climate insurance is difficult to scale

Structural barriers to scale (system-level constraints)

The challenge in climate insurance is not only product design. It is, among other factors, delivery – as stated by several of the Platform’s investees. In many emerging markets, climate insurance remains hard to scale for several reasons.

First, many target clients have low and irregular incomes, limiting their ability to pay and making take-up sensitive to both price and trust. Forte Insurance (Cambodia) Plc (IIF PE I) had to build up cooperation with local village chiefs to gain trust for their product.

Second, small-ticket products are expensive to distribute and service through conventional channels, which is why Rex Insurance Limited (“Rex”), an IIF PE I portfolio company partnered up with several agricultural input providers and financial institutions to bundle crop insurance into their services.

Third, hazard data and loss information can be limited, complicating pricing, underwriting, and trigger design.

Fourth, customer understanding of insurance is often limited, particularly where products are embedded into loans, inputs, or other services and may not be recognised as a distinct form of protection, which was seen among FinAGG (IIF II) shop owner clients, who had limited recall on the specific product features from a risk cover embedded into their working capital loan.

Finally, climate risks are often systemic: a drought, flood, or cyclone can affect many policyholders at once, creating pricing and reinsurance challenges for providers.

Taken together, these constraints reflect a broader market challenge: scaling climate insurance requires a functioning ecosystem. This includes insurers that can structure products and manage risk; distributors that can reach clients efficiently; financial intermediaries that can embed protection into relevant financial relationships; and enabling technology and data providers that improve pricing, modelling, monitoring, and claims or payout processes. Growth therefore depends not only on whether products exist, but on whether this system can support them.

The practical bottlenecks (client-level constraints): Access, awareness, and affordability

These structural constraints translate into three recurring bottlenecks at the level of product delivery and end-client experience: access, awareness, and affordability (the “3As”). These dimensions provide a practical lens for assessing whether climate insurance becomes usable and scalable in practice.

Access concerns whether relevant protection reaches underserved clients at all. In many target markets, insurance is simply unavailable through channels that lower-income households or small businesses can use. Products may exist on paper, but not in a form that is operationally reachable.

Awareness concerns whether clients know they are covered, understand what the product does, and trust that it will work when needed. This is particularly important in embedded or bundled models, where insurance can scale operationally before customer understanding catches up. Without awareness, enrolment does not necessarily translate into effective use, for example when products are indemnity based and require clients to make a claim.

Affordability is a perception that reflects whether a product is priced and structured in a way that clients perceive as worthwhile, while still supporting a viable business model for providers. In climate insurance, affordability is shaped by product clarity, payout performance, customer expectations, and, in some markets, the availability of strategic subsidy support.

The focus on these three aspects of access, awareness and affordability emerged in the mid-2000s microinsurance and financial-inclusion literature – not as a single named model but as a synthesis of recurring demand-side barriers identified by early practitioners and policy actors such as CGAP, the ILO Microinsurance Innovation Facility, and the Microinsurance Network. The 3As are closely linked: Access without awareness may create nominal coverage but weak customer value. Awareness without affordability limits scale. Affordability without reliable execution will not sustain trust or renewal over time. For the IIF Platform, the central strategic question is therefore how investee business models effectively address these three constraints.

1.3 Taking a value-chain perspective

Climate insurance markets do not fail at a single point. As outlined in Section 1.2, structural barriers translate into recurring bottlenecks in access, awareness, and affordability. These bottlenecks arise at different points along the insurance value chain. Addressing them therefore requires strengthening how insurance is delivered, not just improving individual products.

While interacting with various companies in emerging markets, the IIF Platform could observe that insurance outcomes depend on multiple functions, including product design, distribution, data, customer engagement, and underwriting. Scalable models often combine strong distribution, effective use of data and technology, and integration into existing financial or commercial relationships. A value-chain approach expands the routes through which insurance can reach clients and increases the likelihood that coverage is usable and scalable. The IIF Platform therefore invests across four complementary parts of the climate-insurance value chain in order to address different constraints to scale.

The roles across the value chain

Insurers provide risk-bearing capacity, product design, underwriting, and claims management. They determine whether coverage is technically sound and operationally credible. For example, Forte (IIF PE I) in Cambodia illustrates this role in a first-time agricultural insurance market. Further examples include Asia Insurance (“ASIC”) (IIF PE I) in Pakistan, Rex Insurance (IIF PE I) in Nigeria, Vanguard (IIF PE I) in Ghana, as well as Newe (IIF PE II) in Brazil. Integrated digital models such as Naked (IIF PE II) in South Africa combine underwriting with technology-enabled distribution and customer interfaces, reducing operating costs and improving customer experience while maintaining full risk-bearing capacity.

Insurance distributors extend client reach through embedded, broker, agency, digital, or platform-based models. They address the cost and complexity of reaching large numbers of lower-income clients. For example, Igloo (IIF PE II) demonstrates how embedded distribution can reach customers at scale

through platform partnerships. Probus (IIF PE I) in India, with its network of more than 35,000 agents, and Igloo (IIF PE II) in Southeast Asia, which distributes insurance through embedded partnerships at scale, further illustrate how distribution drives access and uptake.

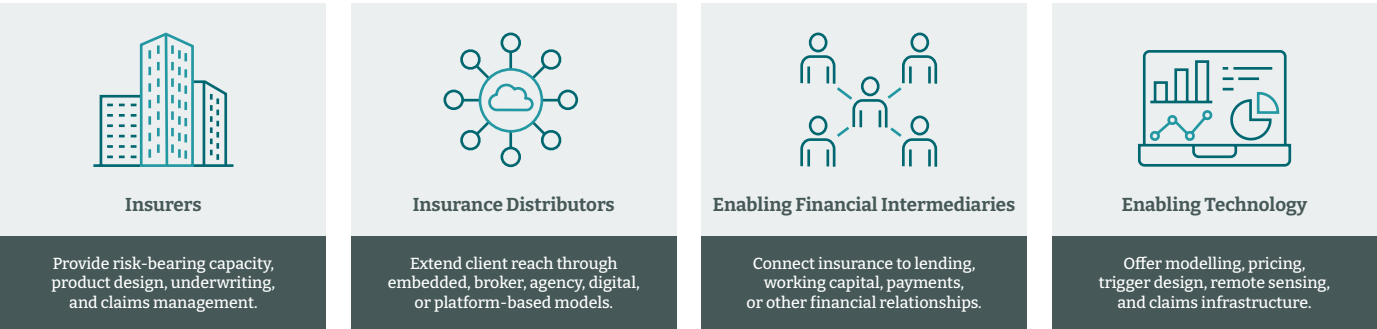
Enabling financial intermediaries connect insurance to lending, working capital, agricultural finance, payments, or other financial relationships that clients already use. By embedding insurance into these channels, they improve both access and commercial viability. For example, FinAGG (IIF PE II) in India integrates business insurance into working-capital financing for micro-enterprises, while Fido (IIF PE II) in Ghana and Uganda and TechCoop²² (IIF PE II) in Vietnam provide access to insurance through digital credit and agricultural finance platforms.

Enabling technology and data providers strengthen modelling, pricing, trigger design, remote sensing, and claims infrastructure. In markets where weak data and manual processes limit product performance, these capabilities are essential. Pula (IIF PE II) combines distribution with data-driven underwriting and remote sensing, while Reask (IIF PE II) and Previsico (IIF PE II) provide catastrophe risk analytics and flood forecasting capabilities that support insurers, corporates, and public-sector actors in managing climate risk.

These categories are analytical rather than mutually exclusive. Several portfolio companies operate across more than one part of the value chain, combining underwriting, distribution, and technology within a single model – as they have understood that focusing on any single part of the system in isolation is unlikely to be sufficient.

This value-chain approach provides the basis for how the IIF Platform deploys its entrusted capital – its Theory of Change (ToC) explains how these investments and related engagement activities help to translate capital deployment into improved access to climate-risk protection and stronger resilience outcomes.

Figure 2: Roles across the climate insurance value chain

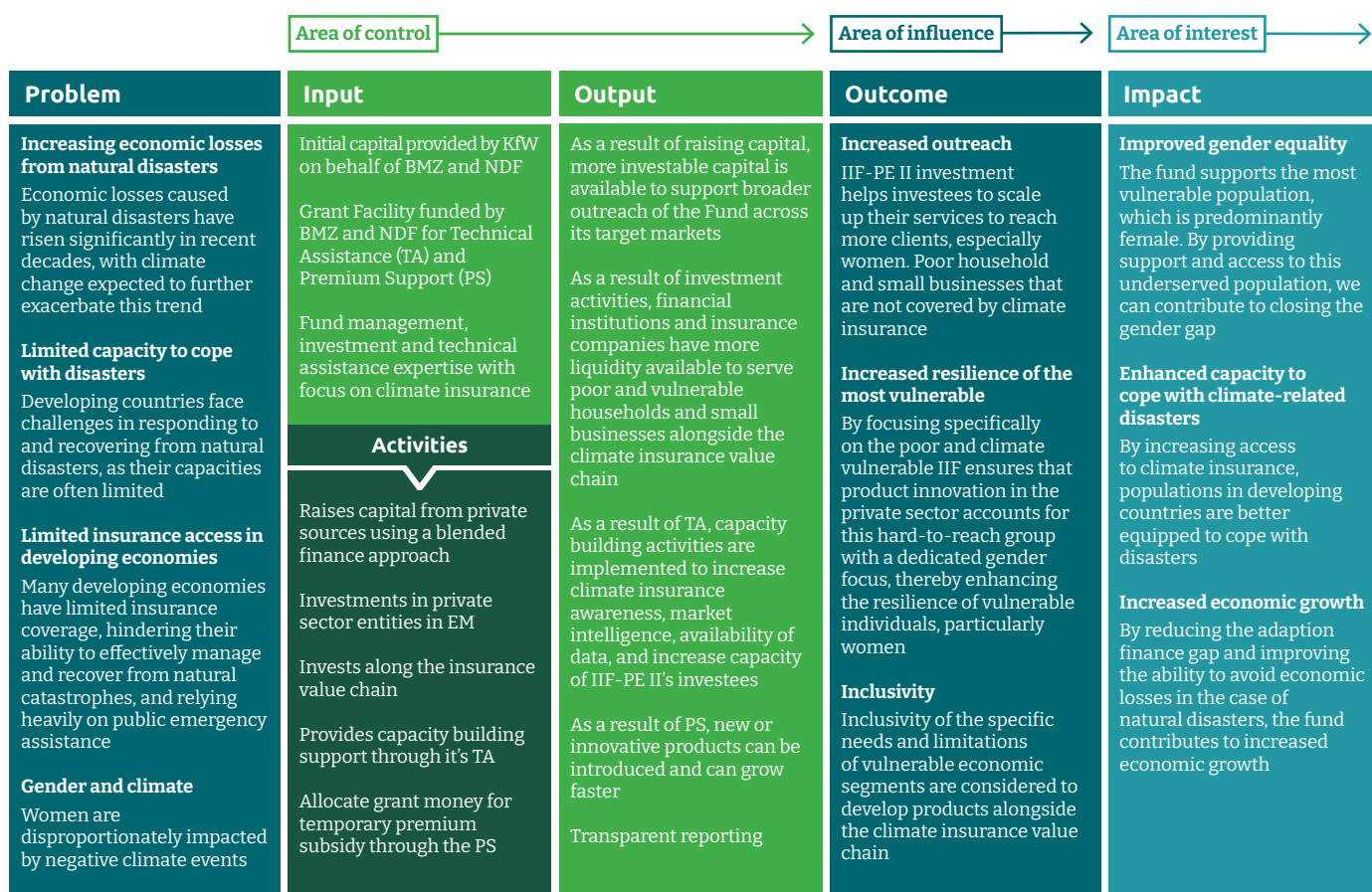


Source: Blue Orchard.

22. TechCoop Technology and Investment Cooperation Joint Stock Company.

1.4 The IIF Platform's Theory of Change

Figure 3: IIF Platform's Theory of Change²³



Source: BlueOrchard.

The IIF Platform's theory of change sets out how investments into climate insurance can contribute to improving access to financial protection and, over time, help to strengthen resilience levels of climate-vulnerable households and MSMEs.

As outlined in Sections 1.2 and 1.3, the central challenge is not only the absence of insurance products, but the set of structural constraints that limit their availability, usability, and scale. These constraints (the 3As) arise at different points along the insurance value chain.

In practice, this means deploying private equity capital to build and scale companies across underwriting, distribution, and enabling technology, complemented by selective use of debt financing, technical assistance, and premium support. Together, these instruments are intended to strengthen product design, expand distribution, improve operational capacity, and reduce barriers to adoption for end clients.

Figure 3 summarises this logic. It distinguishes between what the Platform directly controls, what it can influence, and the broader impacts to which it contributes. At the input and activity level, the Platform provides capital and

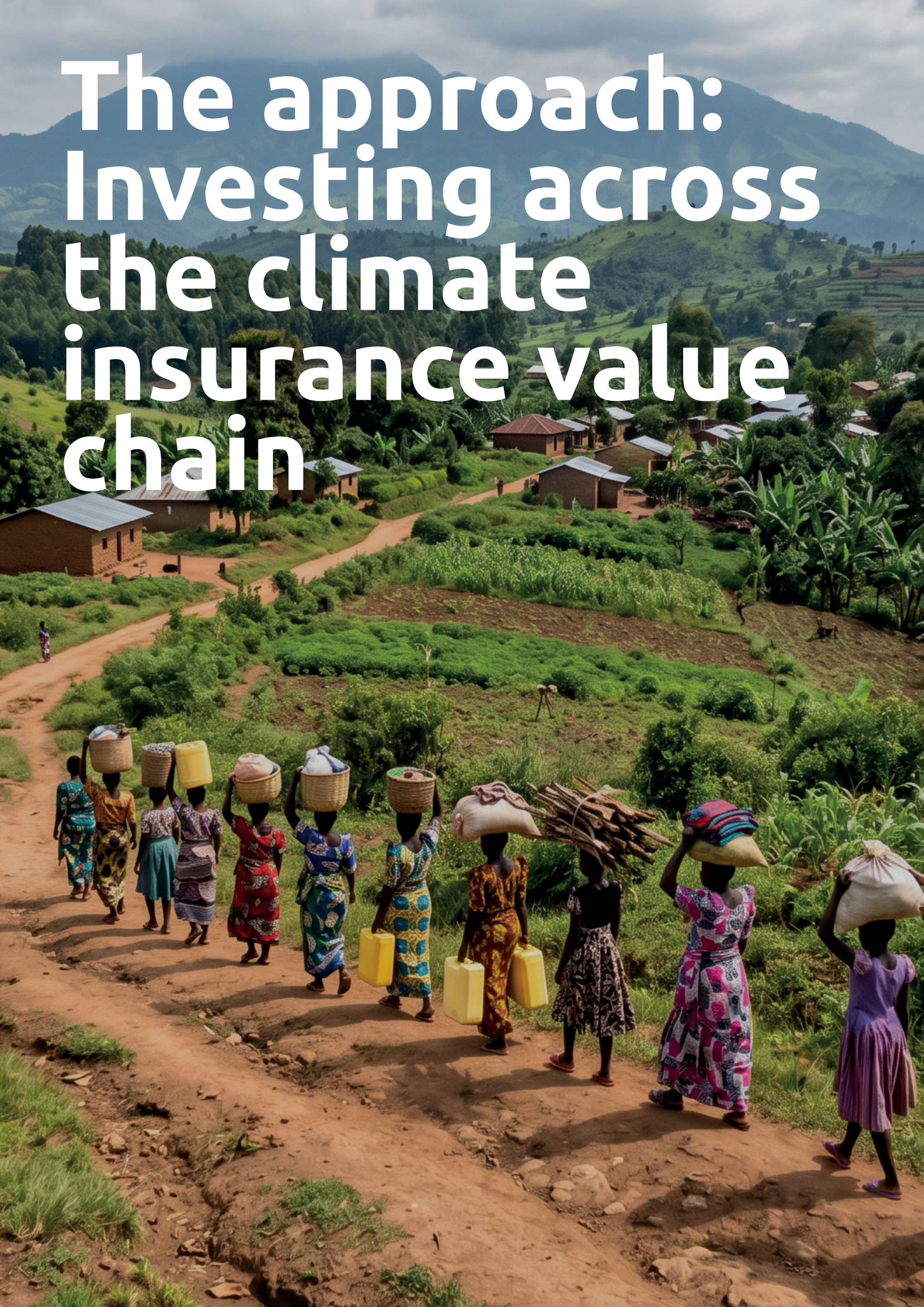
support to investees. This is expected to result in stronger companies, improved delivery mechanisms, and increased availability of climate insurance solutions. These changes, in turn, are intended to translate into greater outreach, improved product relevance, and increased uptake among underserved and climate-vulnerable populations.

The Platform is not able to control end outcomes. Whether coverage translates into meaningful protection depends on factors such as product design, customer understanding, payout performance, and external conditions, including the severity and frequency of climate events. For this reason, the Platform's contribution is best understood in terms of expanding access to relevant and usable insurance solutions, while longer-term resilience outcomes remain influenced by a broader set of factors.

The theory of change should therefore be read as a framework for understanding how investments are expected to contribute to impact, rather than as a linear or guaranteed pathway. Progress depends on execution at company level, continued product refinement, and the development of supporting market conditions over time.

23. Version as of January 2024.

The approach: Investing across the climate insurance value chain



2 The approach: Investing across the climate insurance value chain

2.1 Mission, objective, and purpose of the IIF Platform

The IIF Platform was established to expand access to climate insurance in developing economies by backing businesses that can deliver climate risk solutions at scale on a commercially sustainable basis. Its mission is to increase the penetration of climate insurance products and services for lower-income and climate-vulnerable households and MSMEs, helping them better manage the financial consequences of extreme weather events.

The Platform's purpose is to provide finance to individual companies and to strengthen the wider climate-insurance ecosystem required for scale. This is achieved through a combination of investment instruments, with private equity as the primary driver of company building and market development, complemented by debt and targeted use of grant-based support where appropriate.

The investment objective remains consistent across vintages: to support commercially scalable climate insurance solutions that can extend meaningful protection to underserved clients while building stronger and more efficient climate-insurance markets.

As discussed in Chapter 1, climate insurance scale is shaped by the 3As (access, awareness, and affordability). The Platform's strategy is therefore designed to back business models that address these constraints together.



2.2 Investment strategy: Value chain and implementation pathways

The IIF Platform applies the value-chain perspective defined in Section 1.3 by investing across four functional roles: insurers, insurtech, enabling technology, and enabling financial intermediaries.

While the value-chain approach is most directly implemented through private equity investments in companies across these roles, it is complemented by the debt sub-fund, which focuses on financial institutions that can extend insurance through existing client relationships. This allows the Platform to support both the development of new business models and the scaling of distribution through established channels.

Figure 4 therefore groups portfolio companies into four functional categories: insurers, insurance distributors, enabling technology, and enabling financial intermediaries. These categories are analytical rather than mutually exclusive. Several portfolio companies operate across more than one part of the value chain, which is precisely why they can scale effectively. Naked (IIF II), for example, combines insurance underwriting capacity, digital distribution, and proprietary technology in a single operating model. Pula (IIF II) combines distribution with enabling technology through data-driven underwriting, remote-sensing capability, and end-to-end operational tools. The chart should therefore be read as a map of primary roles, not as a set of rigid labels.



Figure 4: Roles of private equity portfolio companies of both funds along the insurance value chain
Categories indicate primary roles and are not mutually exclusive.

Company	Fund	Insurers	Insurance distributors	Enabling technology	Enabling financial intermediaries
Inclusive Guarantee SAS	PE I				
Global Parametrics Ltd	PE I				
Skymet Weather Services Priv. Ltd	PE I				
Asia Insurance Company (ASIC)	PE I				
CropX Technologies Ltd (formerly Agritask / Acclym)	PE I				
Rex Insurance Ltd (formerly REGIC)	PE I				
Probus Insurance Broker Priv. Ltd	PE I				
Vanguard Assurance Company Ltd	PE I				
Forte Insurance (Cambodia) Plc	PE I				
Newe Seguros S.A.	PE II				
Igloo Insure	PE II				
FinAGG Technologies Priv. Ltd	PE II				
Pula Advisors AG	PE II				
Fido Micro Credit Ltd	PE II				
Naked Insurance	PE II				
TechCoop	PE II				
Reask Pty Ltd	PE II				
Previsico Ltd	PE II				

The evolution across vintages is best explained by lessons about where climate insurance scales and where portfolios become too fragile. The first investments made by IIF during the years 2015 to 2020 relied more heavily on domestic insurers and single-country market-building players. Based on experiences made with these investments, the limits of this approach in fragile economies became more visible, learning that business models that were capital intensive but constrained by weak distribution, limited technology, or concentrated local risk could not realise the desired scale. This pushed the Platform toward stronger diversification across markets and toward more regional or multi-country players, enabling financial intermediaries, and technology-led businesses that offered better growth prospects, lower concentration risk, and more efficient routes to scale.

As outlined in Section 1.3, these roles contribute differently to impact across underwriting, distribution, financial intermediation, and enabling technology.

Forte (IIF PE I) illustrates how the **insurer** role operates in practice in a difficult first-time agricultural market. Its Weather Index Rice Insurance in Cambodia protects smallholder rice farmers during the wet season against early- and late-season dry spells as well as excessive rainfall.

The product is distributed through local microfinance institutions (“MFIs”) together with agricultural input loans, uses regional rainfall data to assess claims, and pays either through mobile-money redemption or village-level cash meetings. In strategic terms, Forte shows what an insurer contributes when the market is still nascent: product design, underwriting, claims discipline, public-sector cooperation, and above all trust-building through visible, repeated engagement with farmers and village leaders.

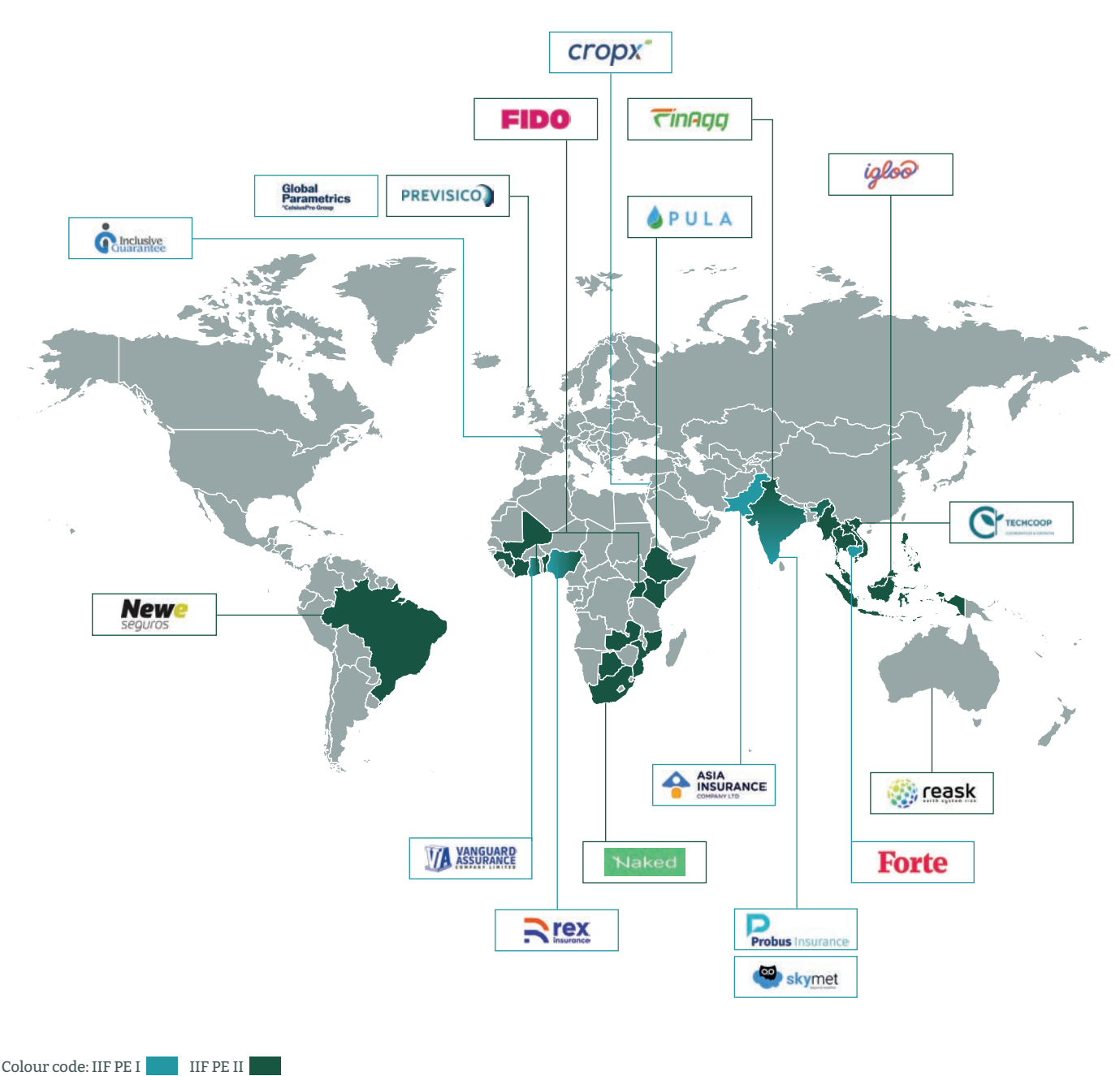
Pula (IIF PE II) illustrates a **distribution-led model** in practice. Its Area Yield Index Insurance covers more than twenty crops and is designed around realised yield in a defined agro-ecological zone relative to historical benchmarks. Rather than underwriting each farm individually, Pula works through aggregated groups of farmers, often linked to public sector input programmes²⁴ or other organised agricultural systems. Payouts depend on yield outcomes in the area rather than on individual loss adjustment, and maximum payout is typically linked to farm-input value or loan value. The model is built for scale through institutional distribution, standardised field assessment, and technology that reduces the cost and complexity of serving smallholder farmers.



24. Such as the [Farmer Input Support Programme \(FISP\)](#) in Zambia.

IIF PE I and IIF PE II Portfolio Companies²⁵

Figure 5: Locations of InsuResilience Investment Fund Private Equity Sub-fund and Private Equity II portfolio companies



25. For globally active portfolio companies, we are showing the HQ country in grey if there is no main country of operation.

Any reference to sectors/countries/stocks/securities is for illustrative purposes only and not a recommendation to buy or sell any financial instrument/ securities or adopt any investment strategy. Allocations/Exposures are for illustrative purposes only and may be subject to change in the future. The current portfolio will evolve over time and may have different characteristics and allocations compared to what is presented above. Logos/Icons are the property of their respective entities.

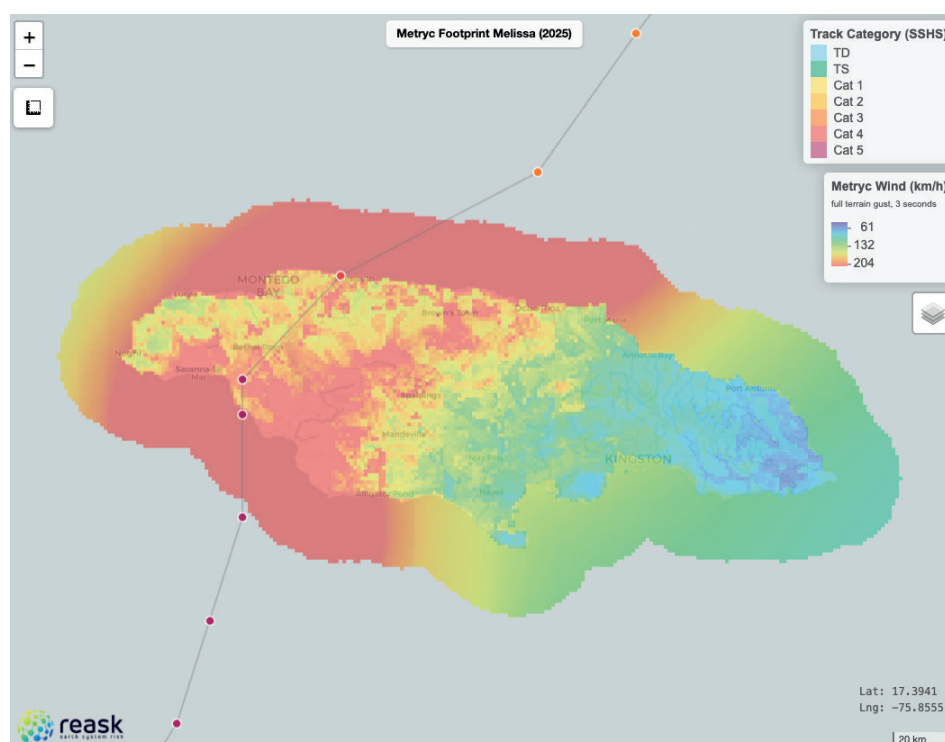
FinAGG (IIF II) illustrates the role of an **enabling financial intermediary** in India. Its core business is invoice-based working-capital finance for Kirana shops²⁶ and other small retailers. The insurance product was introduced because climate-related events such as flood and fire can destroy shop inventory while simultaneously weakening the borrower's ability to repay short-term finance. FinAGG therefore embedded shop insurance covering flood, fire, and burglary directly into its working-capital relationships. The strategic advantage is the ability to reduce customer-acquisition costs materially, attach protection to an existing business process, and use existing data, payment rails, and field relationships to distribute small-ticket cover at scale.

Reask (IIF II) illustrates the role of enabling technology at system level. Rather than distributing policies directly, it supplies hazard analytics and climate-risk data that improve how risk is measured, priced, and managed. Its current core focus is high-resolution wind and cyclone modelling, with the broader ambition of building a multi-peril platform spanning wind, flood, drought, wildfire, and related hazards. In markets where hazard data are poor, insurers and public risk-financing actors may struggle to price products credibly or may avoid certain risks altogether. Better modelling widens the set of risks that insurers, reinsurers, sovereign pools, and public actors are willing or able to cover. In that sense, technology is not just a support function around the market. In some segments it is part of the precondition for the market to function at all.

The same value-chain logic applies to the debt sub-fund, although through a different implementation pathway. Financial institutions such as Crezcamos (IIF D) and Banco Solidario (IIF D) act as distribution anchors. Crezcamos, a Colombian MFI with deep rural reach, developed a parametric rainfall insurance product with HDI Seguros as an optional add-on to agricultural loans, using crop-specific rainfall triggers and semi-annual coverage cycles linked to Colombia's rainy seasons. Banco Solidario in Ecuador offers voluntary multi-risk indemnity insurance to microcredit borrowers on behalf of Chubb, covering flood, rain, earthquake, volcanic eruption, lightning, and in some cases, homes used as business premises. In both cases, the strategic point is the same: a trusted finance relationship can become the structure through which insurance is introduced, explained, and used.

This applied value-chain strategy allows the Platform to address multiple bottlenecks at once while reducing concentration risk. It also creates several pathways through which beneficiaries can be reached, depending on whether scale is driven by underwriting capacity, distribution strength, embedded finance, or enabling technology.

Figure 6: Windspeed projection for Jamaica by Reask (IIF II)



26. Kirana shops are small, informal, family-run neighbourhood retailers in India that provide essential goods to local communities. Despite their small size and fragmentation, they dominate the grocery retail landscape and play a critical role in last-mile distribution, particularly for low- and middle-income consumers.



2.3 Scalability and affordability: Key factors to achieve financial and impact goals

As reflected in the 3A framework, scalability and affordability are closely linked. As companies scale, they reduce unit costs, which creates the conditions to offer lower-priced products while maintaining commercial viability. This dynamic aligns impact and financial objectives: reaching more clients requires lower costs, and lower costs enable broader access to climate insurance among lower-income and climate-vulnerable populations.

The strategy of the IIF Platform therefore focuses on business models that can scale efficiently rather than on high-cost, bespoke products for higher-income segments. The objective is to reach large numbers of clients with standardised, operationally efficient solutions that can be delivered at a price point consistent with their ability to pay.

This focus on faster growing business models can clearly be seen in the difference of growth dynamics shown by the companies of the two equity portfolios: while the revenues of the IIF PE I portfolio grew at a rate²⁷ of 22%, the growth displayed by IIF PE II companies stood at a compound growth rate²⁸ of 59% at the end of 2025. Such a clear leap forward has been an important enabling factor for further expanding outreach to the Platform's target group since IIF PE II started operations in 2022. These portfolio companies have been pioneering affordable climate solutions as diverse as home insurance in South Africa, natural catastrophe policies in the Philippines, business interruption coverage in India, and crop insurance in several countries in Africa, Asia, and Latin America.

A sustainable route to affordability is also structural cost reduction. Digital operating models are particularly relevant in this context, as they can reduce distribution and servicing costs by automating processes from onboarding to claims handling.

Naked (IIF PE II), a digital insurance platform in South Africa, illustrates this model. Traditional non-life insurance products in South Africa often involve complex customer journeys, including lengthy questionnaires, multiple agent interactions, and high operating costs. These costs are ultimately reflected in premiums. Naked's fully digital model removes much of this friction by automating quoting, underwriting, and payment processes, reducing unit costs and enabling more competitive pricing.

The benefits of digitisation depend on execution. Simplified customer journeys must be matched by adequate customer support, including accessible servicing and effective complaints handling, particularly for lower-income and first-time insurance users.

“ This is a reliable way of saving for farming inputs, and this is convenient, as this insurance payout is given through the phone so we don't need to travel distances to access this money. – Pula client

Affordability also depends on underwriting discipline and scale. Between 2020 and 2025, Naked has reported to BlueOrchard that it had increased its gross written premium (GWP) by 99.6%, reduced its loss ratio from 74% to 66%, and lowered operating expenses as a percentage of GWP from 103% to 43%. These improvements reflect operational leverage: as scale increases, fixed costs are spread more efficiently and underwriting performance improves, enabling lower pricing without compromising sustainability.

27. Measurement in CAGR, the Compound Annual Growth Rate; aggregated over the respective portfolios, based on figures of individual companies since the start of the respective investment and until 31 December 2025.

28. Measurement in CAGR, the Compound Annual Growth Rate; aggregated over the respective portfolios, based on figures of individual companies since the start of the respective investment and until 31 December 2025.

2.4 Technology: A powerful enabler of growth

Technology matters in climate insurance because delivering services at scale in emerging markets is expensive. The challenge is often not demand, but the cost and complexity of reaching large numbers of customers reliably. Within the Platform's strategy, technology can reduce frictions in enrolment, underwriting, servicing, premium collection, event verification, and payout.

Global Parametrics (IIF PE I) was pioneering a business model on parametric (i.e. index-based) risk transfer out of developing and emerging economies and has made a significant impact in terms of innovation and beneficiaries reach. As the manager of the risk pool Natural Disaster Fund, jointly funded by German Financial Cooperation and the UK Foreign, Commonwealth and Development Office, the company has created and promoted several first-in-kind climate protection products. Central to this model is the use of technology, combining satellite-based data, advanced climate risk modelling and data-driven trigger mechanisms to design scalable parametric solutions and enable rapid, transparent payouts. Examples include an excess urban heat insurance in India with Mahila Housing Trust, a recovery lending programme with VisionFund International and an emergency humanitarian funding programme with Tearfund.

Pula (IIF II) provides a useful example. The company digitises field assessments, uses AI-assisted image capture and validation, standardises assessor training, and relies increasingly on remote sensing and analytics to make area-yield assessment faster and more consistent. Field assessors send photographic evidence rather than writing measurements manually, reducing the risk of interpretation errors and allowing operations to scale with fewer frictions. The company also limits harvest assessment to a statistically representative number of plots, keeping operations manageable while retaining enough field-level grounding to support trust in the process.

FinAGG (IIF II) also shows a distinct technological contribution. Its model uses digital activation, transaction-based working-capital relationships, and app-based communication to distribute insurance through a financing process that clients already use. This reduces distribution cost materially and creates a scalable route to insurance delivery for MSMEs that would otherwise be expensive to serve. The constraint is equally clear: technology can create access faster than awareness. Low-friction distribution does not by itself ensure that clients understand the product. In embedded models, the communication layer is therefore as important as the transaction layer.

Reask (IIF II) sits further upstream in the system. Its climate-risk analytics improve how catastrophe exposure is measured and managed by insurers, reinsurers, corporates, and public actors. Better hazard intelligence can improve pricing, support more credible parametric structures, and strengthen the design of sovereign or public disaster-risk-finance mechanisms. The cooperation between Reask and PCRIC which is the Pacific Catastrophe Risk Insurance Company,²⁹ has generated an example how enabling data can support rapid post-event liquidity in highly exposed markets. This is not a retail product story, but it is directly relevant to climate-insurance scale because poor risk intelligence can prevent products from existing in the first place.

Technology therefore supports the Platform's strategy in different ways depending on where it sits in the value chain. It can widen access by reducing customer acquisition and servicing costs, strengthen awareness when policy information and claims instructions are made more visible to clients, and improve affordability when operating costs, pricing uncertainty, or catastrophe-risk measurement are improved. But technology alone does not guarantee impact at scale. While digital and embedded models can expand access rapidly, they do not by themselves ensure that clients understand or use the product effectively. Technology delivers impact when it is embedded in a broader operating model that includes clear customer communication, reliable claims processes, and continued product refinement. This dynamic is illustrated in Chapter 3, including through the example of FinAGG (IIF II).



29. Tropical Cyclone – PCRIC.

2.5 Capital plus engagement: Active ownership, impact management, and the Grant Facility

The intervention instruments of the IIF Platform, however, are not limited to providing capital. Climate insurance markets in developing economies often require patient support, product refinement, operational strengthening, and, in some cases, temporary affordability support to reach viable scale. For that reason, the platform combines investment capital with active ownership, impact management, technical assistance, and premium support.

Especially in private equity, value creation depends on what happens inside the company: governance, execution, and clear decision-making. But for the IIF Platform, engagement is also shaped by a specific impact objective: expanding access to climate insurance in developing economies. This means commercial growth, customer outcomes, and impact discipline need to be managed together rather than in parallel.

This engagement model applies primarily to private equity investments, where the IIF Platform can influence strategy and operations directly. In practice, this includes board participation, strategic dialogue, support on governance and management capacity, and assistance with market entry, reporting, and product refinement. Across its private equity portfolio companies, the respective fund (i.e. IIF PE I or IIF PE II) is typically represented with a board seat or observer role, which allows the fund manager to exercise active oversight and ensure alignment with both financial and impact objectives.

The Platform's engagement approach can be understood through three reinforcing components: active ownership, impact management, and the Grant Facility.

Active ownership matters particularly where climate-insurance businesses are still learning how to balance growth, risk, and customer value. In practice, this can

mean board participation, strategic dialogue, support on governance and management capacity, or help with market entry, reporting, and product refinement. Forte (IIF PE I) is one clear example: the fund's support included strategic involvement through a board seat, management strengthening, new KPI development, business-plan and digitisation support, stronger financial and impact-reporting routines, and ESG improvements. Pula's (IIF II) engagement included governance and compliance strengthening, more regular reporting, ESG action planning, and support on reinsurance structures and product development in more difficult segments. FinAGG's (IIF II) engagement has included regulatory and corporate structure work, management team strengthening, and practical support on how the insurance product is embedded, explained, and scaled. The support provided to Reask (IIF II) has focused more on strategic positioning, commercial focus, and pathways into public-sector and developing-market applications.

Impact management ensures that engagement stays anchored in the Platform's purpose rather than becoming a parallel narrative. At BlueOrchard, this starts in due diligence and continues through regular monitoring, agreed Key Performance Indicators ("KPIs"), structured dialogue, and the use of end-client evidence where possible. Beneficiaries reached remains the primary breadth metric, but it is interpreted alongside depth indicators such as uptake, renewal, claims and payout performance, coverage adequacy, gross written premium, and client survey findings. This is important because a climate-insurance business can grow operationally while still leaving gaps in awareness, trust, or product fit. The platform's impact-management approach is therefore, in addition to measuring how many people are reached, also about checking whether the product is becoming usable protection in practice.



The Grant Facility complements the Platform’s investment approach by addressing specific constraints that cannot be resolved through capital alone. It operates through two grant instruments: Technical Assistance (TA) and Premium Support (PS), with total committed resources of EUR 21.5 million.³⁰

Technical Assistance is used to strengthen investee capabilities and delivery models, including product design, data and modelling, operations, distribution, and customer engagement. Projects are tailored to investee needs and typically involve co-investment from portfolio companies. Over time, the focus of TA has evolved from foundational activities such as market assessments and early product testing toward more targeted interventions, including the refinement of complex products and the adaptation of established models to new markets and client segments. A total of 72 TA projects have been undertaken between 2015 and 2025.

Premium Support is used more selectively to address affordability constraints in early-stage markets. By temporarily reducing premium costs, it facilitates initial adoption and allows products to reach sufficient scale for testing and iteration. PS is structured as a declining subsidy with the aim to crowd-in willingness to pay and is conditional on business growth, risk management, and a defined pathway toward commercial viability. A total of 19 PS projects have been undertaken between 2019 (when the PS arm was launched) and 2025.

Across the portfolio, the effectiveness of both instruments depends on how they are applied. Grant support has been most impactful where it is closely aligned with specific operational bottlenecks and embedded within investee business models. It has been less effective where underlying value propositions remain unclear or where willingness to pay is structurally constrained.

Overall, the Grant Facility plays a catalytic role by enabling experimentation, accelerating learning, and reducing frictions that would otherwise limit the development and scaling of climate insurance solutions.

Engagement activities differ by investment instrument: While private equity investments allow for deep strategic involvement through the investment team and with grant support, the debt sub-fund primarily supports financial institutions through capital provision, complemented by targeted technical assistance where relevant. This reflects the different nature of debt investments, where influence is more limited but can still play an important role in distribution and product integration.

Across the Platform, the central question remains consistent: what is required to move climate-insurance solutions from technical feasibility to durable, scalable use? The answer differs by company and context, but typically involves a combination of capital, operational support, customer engagement, and iterative product refinement. The Platform’s multi-instrument approach is designed to address these constraints in a coordinated way.

Figure 7: Distribution of scope of TA services (number of projects) implemented between 2015 and 2025

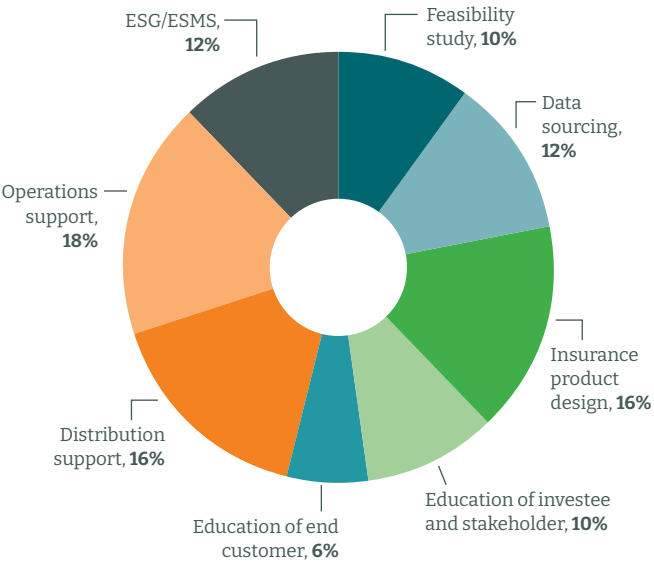
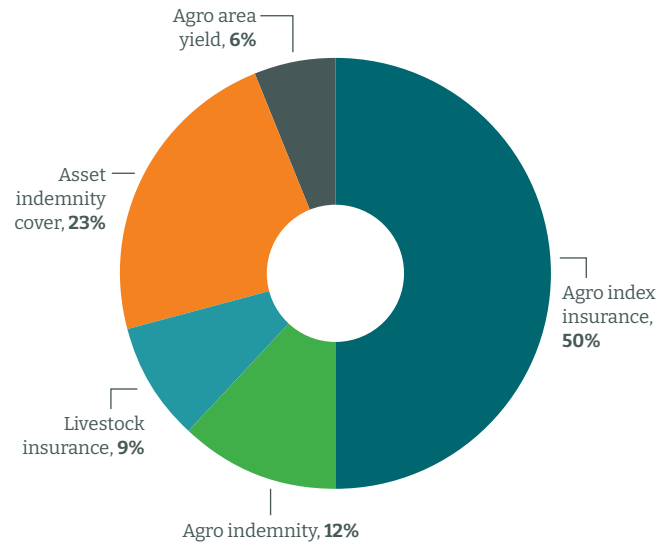


Figure 8: Types of insurance solutions designed with support of TA



30. Donations have generously been provided by KfW Development Bank using funds from the German Federal Ministry for Economic Cooperation and Development (BMZ) with an amount of EUR 20.5 million and from the Nordic Development Fund (NDF) with an amount of EUR 971k.

2.6 The Blended Finance model of the IIF Platform

Based on the IIF Platform's experience, climate insurance markets in emerging economies are typically characterised by high risk, limited data availability, and uncertain commercial viability, particularly in early stages. These factors make it difficult for purely commercial capital to support the development and scaling of climate insurance solutions, especially for lower-income and climate-vulnerable populations.

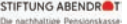
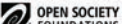
The IIF Platform therefore applies a blended finance approach to combine public and private capital. Concessional capital is deployed in first-loss positions, absorbing initial losses and improving the risk-return profile for senior investors. This structure reduces downside risk and enables the mobilisation of private capital into markets and business models that would otherwise remain underfunded.

Across both IIF and IIF II, this approach has been central to attracting a diverse investor base across public and private investors. Public capital – provided initially by the German Federal Ministry for Economic Cooperation and

Development (BMZ) and subsequently complemented in IIF II by additional development finance institutions, including Nordic Development Fund (NDF), European Investment Bank (EIB), and British International Investment (BII) – has played a catalytic role in crowding in private investment and enabling the Platform to scale. Notably, IIF II has successfully attracted new development finance institutions ("DFIs") investors and reached its target size of USD 100 million in commitments by the end of 2024, underscoring continued investor confidence in the strategy and its ability to mobilise capital in this nascent market. The blended structure has enabled the Platform to demonstrate the commercial viability of climate insurance investments while maintaining a clear focus on impact.

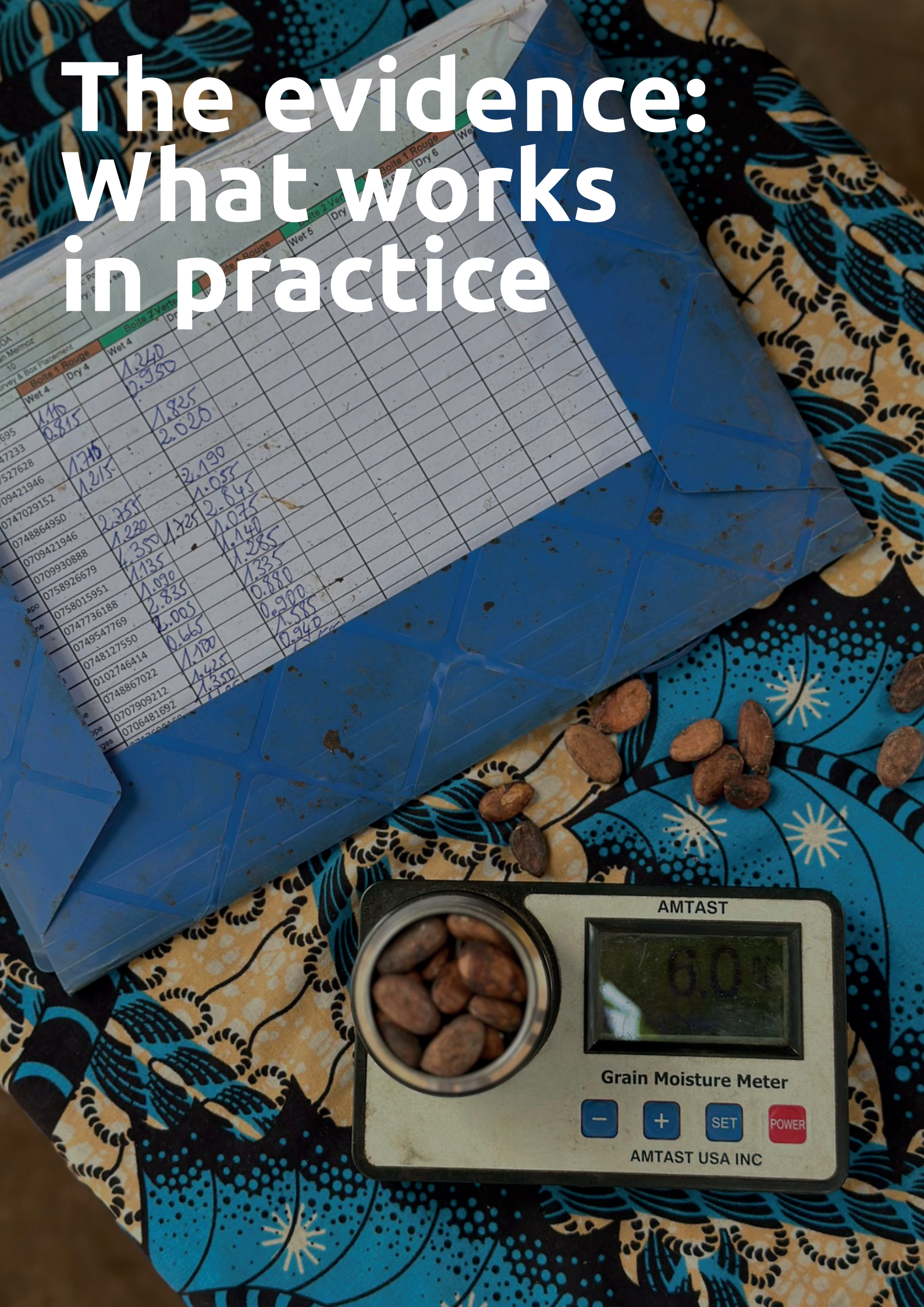
Taken together, the Platform's blended finance model combines capital and targeted support to address both supply-side and distribution-side constraints. This integrated but differentiated approach enables the development of climate-insurance markets that are both scalable and commercially viable over time.

Figure 9: Capital composition of the IIF D and the two equity funds

Capital type	IIF Debt sub-fund capital composition			IIF Equity sub-fund capital composition			IIF Private Equity II capital composition		
	Investor ³¹		Share class	Investor		Share class	Investor		Share class
	Private	USD 42.9m	  And others A USD 65.2m	Private	USD 26.75m	     And others CI USD 0.5m D USD 0.75m A2 USD 5.5m	Private	USD 48.5m	 And others C1 USD 0.86k E USD 0.92k F USD 15m
	Public (commercial)	USD 22.3m		Public (commercial)	USD 19.64m	 A1 USD 39.64m	Public (commercial)	USD 14.75m	 A USD 47.25m
	Public (concessional)	USD 32.2m	 KFW B USD 32.2m	Public (concessional)	USD 32.17m	 KFW B USD 32.17m	Public (concessional)	USD 36.88m	    KFW B USD 36.88m

31. As of 31 December 2025, the committed capital was USD 97.37 million after USD 52.54 million was paid back to investors.

The evidence: What works in practice



DA	an Memoz	10	Survey & Box Placement	Boite 1 Rouge	Wet 4	Boite 2 Vert	Wet 5	Boite 1 Rouge	Wet 6	Boite 2 Vert	Wet 4	Boite 1 Rouge	Wet 5	Boite 2 Vert	Wet 6
695				1.15	0.815	1.75	1.215	2.35	1.28	1.35	1.09	2.835	0.665	1.100	1.425
47233															
527628															
09421946															
0747029152															
0748864950															
0709421946															
0709930888															
0758926679															
0758015951															
0747736188															
0749547769															
0748127550															
0102746414															
0748867022															
0707909212															
0706481692															



3 The evidence: What works in practice

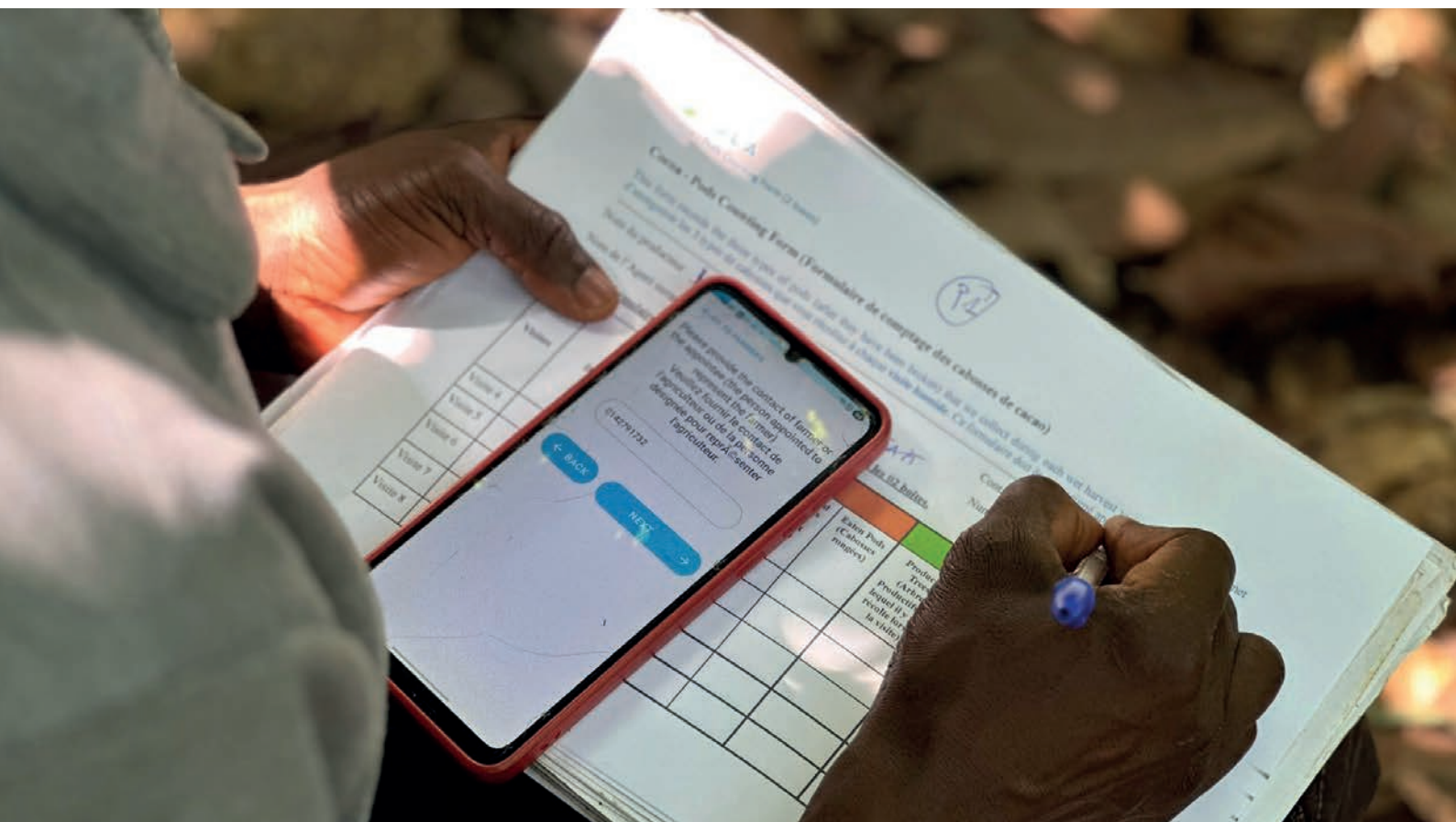
Across IIF and IIF II, the portfolios reflect the value-chain approach outlined in Chapter 1, with investments spanning insurers, distributors, financial intermediaries, and enabling technology providers.

The IIF Platform's two equity portfolios have evolved from a stronger focus on domestic insurers toward a more diversified mix of distribution-led, embedded-finance, and technology-enabled models. This shift reflects lessons on scalability, diversification, and the importance of efficient distribution in reaching underserved clients.

The following sections show case studies how these different models perform in practice. To assess how these models translate into impact at scale, the Platform tracks the number of beneficiaries reached as a primary measure of outreach. And to understand how the products are perceived and adopted by clients, a deep dive client survey was performed.

This deep dive was performed through five dedicated client surveys. 60 Decibels conducted approx. 250 phone-based interviews with insurance policy holders per investee, covering about 40 questions in approx. 20 minutes (in total 1,107 interviews were conducted for this study). The interviewees were randomly selected among two subgroups of the investees' clients: 65% of the interviews were conducted with clients who had previously received an insurance payout, and 35% of the interviews were implemented with clients without a payout experience. Respondents had to be familiar with the named company and with insurance in general to be eligible for the survey, such that they could reflect on their experience with the product.

Both funds for which case studies are presented below have been closed for investments. The information shared is for illustrative purposes only.



3.1 Bringing climate insurance products to the market

3.1.1 Example case studies from the equity portfolio: Leveraging partnership and technology to grow

CASE STUDY: How the insurer Forte has built trust for novel agricultural insurance³²



Forte Insurance (Cambodia) Plc. (“Forte”), who is an IIF PE I portfolio company, anchors the insurer role in a difficult smallholder market. It brings together first-time access, heavy reliance on trust-building, and the structural affordability constraints of agricultural insurance in low-income settings.

Forte’s Weather Index Crop Insurance – “WICI” – is designed for smallholder rice farmers in Cambodia and covers the wet season from May to October against early- and late-season dry spells as well as excessive rainfall.

The premium is USD 10 per hectare for USD 100 sum insured, compared with estimated production costs of around USD 350 to USD 550 per hectare. Initially the first insured hectare was fully subsidised through equal contributions from the Cambodian government, supported by the Asian Development Bank (ADB), and Premium Support, coming from the IIF Platform’s Grant Facility. Distribution takes place through local authorities (village chiefs), agriculture cooperatives, and four local MFIs together with agricultural input loans. Claims are assessed using regional rainfall data, and payouts are made either through mobile-money redemption or via village-level cash distribution meetings. In product terms, the structure is deliberately low-cost and scalable, but this also means that awareness, payout materiality, and long-term economics need to be managed carefully.

If we look at access to insurance, Forte is a strong market-building case. Cambodia’s smallholder farmers have historically had very limited access to formal agricultural insurance. Ninety-five percent of respondents were first-time insurance recipients, while 98% reported that they lacked access to good alternatives. The surveyed customer base reflects clear vulnerability characteristics: median age 53, average household size five, average farm size two hectares, and 48% earning less than USD 3.30 per day. These are precisely the kinds of households for whom the absence of timely liquidity after a shock can create lasting damage.

The way Forte creates access is also significant. Distribution depends heavily on trusted local structures rather than on purely digital or highly automated

channels. Forte reports that roughly 90% of sales are made through village chiefs. In first-time agricultural markets, local legitimacy reduces the friction of adoption in contexts where insurance is still unfamiliar and often abstract. Insurers can still play a powerful market-building role in low-income settings when they work through institutions and social structures that farmers already trust.

Awareness is where Forte’s role becomes especially visible. Among surveyed clients, 63% were familiar with insurance in general, but only 29% fully recollected information about Forte’s specific cover. That gap is substantial. It shows that even where the product has been distributed successfully, customer understanding still lags behind access. Yet the same evidence also points to Forte’s distinctive strength: where awareness is achieved, trust appears comparatively strong. Among customers who were aware of the product, 74% described Forte as trustworthy. More broadly, the company achieved a Net Promoter Score of 47, well above the 60 Decibels insurance benchmark of 18. Forte also reports that 80% of clients believe they understand the product’s terms and conditions. Taken together, these figures suggest that the company’s trust-building approach is having real effect, even if the awareness challenge is not yet fully resolved.

That trust-building approach is not incidental. Forte combines insurance literacy, financial literacy, and agricultural training for both village chiefs and farmers. Rainfall triggers are made publicly available and explained in plain language. Payouts are made visible through public meetings and SMS-based transfers. This matters because agricultural insurance often fails because the product remains too intangible until a shock occurs. Forte’s model attempts to shorten that distance by making both the trigger logic and the payout process visible before and after a claim event.

32. IIF PE I that invested into Forte has been closed for investments. The information shared in this case study is for illustrative purposes only.

Affordability is especially demanding in Forte's model. At first glance, the product appears affordable: a USD 10 premium per hectare is low relative to production cost, and for the first hectare the farmer initially paid nothing because of combined subsidy. But affordability cannot be read from price alone. It has to be understood in relation to what the product is meant to do and how meaningful the payout feels once a shock occurs.

The survey findings make this tension explicit. Among payout recipients, 69% said the payout was received at the right time, which is a clear strength. At the same time, 99% reported that the insurance covered less than half of the losses they incurred, and the report notes that the average payout covered about a third of the USD 100 sum insured. Forte has therefore designed a product that is cheap enough to scale and frequent enough to demonstrate value, but that also delivers relatively low payout amounts relative to total losses. This highlights that the cover is structured as partial protection intended to provide timely liquidity, not full loss replacement.

Customers nevertheless derive meaningful value from that partial protection. Among payout recipients, 60% reported at least a slight improvement in quality of life, and 43% said they would struggle to cope without the payout and would most likely turn to friends or family instead. These findings matter because even modest payouts can be material when they arrive at the right moment. In climate insurance, value depends not only on how much of the loss is covered, but also on whether the payout arrives when it is most useful.



Thanks to rain insurance, I was able to get through one of the most difficult times of my life. Because of the rain, I almost lost my entire crop, but with the insurance, I was able to recover some of what I had lost. So, I would definitely recommend insurance, as it's like having money set aside for these situations, helping you to get back on your feet.

– Forte client

At the same time, the current economics of the programme show the structural challenge of agricultural climate insurance in low-income markets. On present terms, the product still depends on subsidy support and continued refinement of pricing, scale, and public-sector participation. The engagement activities undertaken by the Grant Facility have been central to this market-building phase. Premium Support of USD 750,000, combined with Asian Development Bank-backed support via the Cambodian government, allowed the product to be fully launched in 2023 with a major education effort and with a pricing structure that first-time farmers could accept. Technical Assistance of USD 170,000 supported underwriting, marketing, operations, and stronger cooperation with the village-chief channel. Together, these interventions contributed to approximately 160,000 beneficiaries by the end of 2025.

Forte has brought first-time access to highly exposed farmers, made trust-building part of the insurance model and highlighted both the possibility and the limit of low-cost agricultural insurance. Coverage can be made accessible enough to matter, but the product still depends on subsidy support and further market development.

The data analysis and client interviews for the Forte case study were undertaken between August and October 2025.

Related insight – an additional example

A similar Technical Assistance approach has been applied in other agricultural markets. In 2024–25, a project with Newe in Brazil (IIF II) supported the piloting of a cocoa index insurance product alongside targeted insurance literacy activities. The initiative reached more than 9,700 participants through outreach and stakeholder engagement, while testing distribution channels and product design in practice. Early results indicate strong market validation and provide a foundation for potential scaling, including discussions on public-sector support.



Pula Advisors Ltd. (“Pula”), who is an IIF II portfolio company represents a distribution-led route to scale in smallholder agriculture. Institutional distribution, operational technology, and subsidy support are combined in a model designed to widen access while keeping delivery feasible at very large scale.

Pula’s core product is Area Yield Index Insurance (“AYII”) for smallholder farmers. It covers more than twenty crops and is designed around a simple principle: if realised yield in a defined agro-ecological zone falls below a threshold relative to its historical average, the insurance pays out. If yield falls to zero, the maximum payout is made, typically capped at 70% of the value insured and linked to farm-input or loan value.

Pula works through aggregated groups of farmers and uses crop-cut experiments and historical yield benchmarks to determine payouts for the relevant area. The product is therefore designed less as full income replacement and more as a mechanism for helping farmers recover quickly enough to continue the next production cycle.

Distribution is central to the business model. Pula typically works through public or sector-based agricultural systems that already organise farmers at scale, such as ministries of agriculture, input programmes, and other aggregators. In Zambia, where the 60 Decibels client survey was conducted, farmers were reached through the government’s Farmer Input Support Programme (FISP), which bundles insurance with subsidised agricultural inputs such as fertiliser. This means that Pula’s model does not begin with direct retail acquisition. It begins by embedding insurance into systems that already have reach, legitimacy, and operational continuity.

On access, Pula is a particularly strong case. In the Zambia client survey, all respondents were accessing formal insurance for the first time through Pula, and 95% reported lacking access to good alternatives. The customer profile is also clearly low-income and climate exposed: median age 46, average household size seven, average farm size seven acres, and 95% earning less than USD 2.15 per day. Zambia’s 811,000 Pula clients represented about 20% of the company’s overall client base, which also shows the scale at which the model can operate when linked to large organised systems.

The awareness findings are especially notable because they show that embedded insurance does not necessarily lead to weak understanding. Compared with other surveyed investees, Pula stands out as one of the stronger cases on product awareness with 94% compared to as low as 11% in a different sample. The report notes that around 94% of surveyed farmers showed awareness of the insurance product. Farmers also generally understood how payouts were calculated, which appears to support trust in the product despite the fact that payouts often remained partial relative to losses. This qualifies a broader point in the report: embedded models can create a gap between enrolment and understanding, but that outcome is not inevitable if the product logic is simple enough and the distribution setting makes the rules visible.

Awareness in Pula’s case still depends on operational clarity and perceived fairness. Around 40% of respondents reported challenges with the insurance, primarily related to delayed or unequal distribution of payments. The point is that trust can still be undermined if payment logistics are slow or if clients cannot understand why differences arise. That is why Pula’s use of technology matters so much. Digitised field assessments, AI-assisted image capture and validation, standardised assessor training, and more automated workflows all help reduce error, increase consistency, and shorten the path from harvest to payout.

Affordability is one of Pula’s most insightful results because it shows both the promise and the structural limits of agricultural climate insurance. Survey findings are encouraging. Despite very low income levels, most respondents expressed strong willingness to continue paying for the product. Eighty-two percent said they would be willing to pay the same premium in future and another 13% said they would be willing to pay more. This is notable because the product remains 50% subsidised and because most respondents also reported that payouts covered less than half of their losses.

33. IIF II that invested into Pula has been closed for investments. The information shared in this case study is for illustrative purposes only.

That apparent contradiction makes sense once expectations are taken into account. The survey shows that 82% of respondents reported that payouts covered less than half of total losses, yet 43% said the amount received was more than expected. The report also notes a striking result: among payout recipients, farmers who said the insurance covered only a small share of their losses were almost as likely to report improvements in quality of life as those who said more than half their losses were covered – 87% compared with 89%. This is one of the clearest illustrations in the report that even relatively small payouts can still be meaningful if they are timely and if expectations are aligned with what the product is designed to do.

“ I can recommend it to friends and family because the FISP insurance programme is easily accessible and reliable for farmers like us in the rural areas. Its coverage of unexpected setbacks as well as its process being straightforward makes it recommendable. It really provides a peace of mind to us farmers knowing you are not alone in tough times and knowing ... in case of these unforeseen droughts and other climate shock as you are covered with insurance. – Pula client

Timing again proves decisive. Among Pula customers who received payouts on time, Net Promoter Score reached 61, compared with -61 among those who experienced delays. This reinforces one of the report's strongest cross-cutting lessons: in climate insurance, operational execution is inseparable from customer value. A low-cost product can be perceived very positively if payouts arrive predictably and at the right moment. Conversely, even a well-designed product can lose credibility quickly if timing and fairness come into question.

The case also shows clearly that affordability in smallholder agriculture remains structurally linked to subsidy. The role of grants and subsidies in Pula's African crop-insurance work is critical. Premium Support has been used in Zambia, Ghana and Mali. In Ghana, a cocoa cover pilot supported by premium subsidy was discontinued because willingness to pay remained low despite support, showing how sensitive farmers can be when crop margins are weak. In Mali, a programme supported by 100% introductory subsidy reached 14,300 clients in one season and remained ongoing. In Zambia, additional premium support has been agreed to roll out a hybrid livestock product and scale crop AYII, targeting 142,000 low-income farmers, corresponding to roughly 730,000 beneficiaries by 2028. Technical Assistance has also been used to experiment in more difficult segments such as tree crops and livestock. In other words, subsidy is helping to reduce the cost of experimentation and market entry in areas where climate-insurance development is operationally difficult.

Pula expands access through institutional distribution rather than stand-alone insurance sales. Customer awareness is stronger than in many other embedded models, but it still depends on operational clarity and perceived fairness as the programme scales. Affordability is supported by low client contribution, but also by expectation-setting, payout timing, and continued subsidy in the current phase of market development.

The interviews and data analysis for this case study took place between June and November 2025.





FinAGG Technologies Private Limited (“FinAGG”) in India represents an embedded financial-intermediary model for MSME protection. Its strength lies in the speed and efficiency with which it can broaden access and keep distribution cost low. Its main constraint is that customer awareness develops more slowly, given that the risk cover is deeply embedded in an existing financing relationship.

FinAGG’s core business is invoice-based working-capital finance for small shop owners in India. Its main clients are the so called ‘Kirana’ stores who depend on regular stock purchases from large suppliers. The insurance product was developed in response to a practical credit and business-continuity need: climate-related events such as flood and fire can damage shop inventory while simultaneously weakening the borrower’s capacity to repay their loan obligations. FinAGG therefore introduced a shop-insurance product covering flood, fire, earthquake and burglary, linked directly to the working-capital financing they offer to shop-owners. The product provides roughly USD 1,200 of cover for an annual premium of around USD 1, with the first policy automatically embedded and additional cover available through top-up purchases.

Facilitating access to insurance solutions is a clear strength of FinAGG. The insurance product is introduced through a financing channel that already has customer reach, payment infrastructure, and repeated interaction with the end client. This has enabled FinAGG to extend protection to a segment that would otherwise be costly to serve.

The significance of the model lies in the fact that insurance is being introduced to small businesses through an existing business relationship. In practice, this lowers enrolment friction materially. It also extends climate-related protection to customers who are unlikely to seek out stand-alone insurance despite being exposed to loss of stock and business interruption.

Client awareness is the principal weakness. For the 60 Decibels client survey,³⁵ the sample had to be restricted to customers who had purchased add-on shop insurance above the free annual cover, because this group was more likely to recall the product. Even within that narrower

population, product recognition was limited: only 11% of contacted customers could fully recall the insurance without prompting. In many cases, recall improved only when the vendor partner or the working-capital loan was mentioned. Customers also reported difficulty accessing policy documentation or obtaining sufficient support.

These findings point to a structural feature of the model rather than to a weakness in the commercial logic. Deep embedding can solve access efficiently, but it can also weaken the customer’s direct connection to the product. In effect, cover may scale before product understanding develops at the same pace. The survey responses on the clients’ perception of risk preparedness reinforce this point: Sixty-eight percent of respondents said the insurance made them feel slightly or much more prepared for future shocks such as fire, flood, burglary, or earthquake. At the same time, 18% said they felt less prepared. Because the question referred specifically to the insurance product, this suggests that unclear coverage, weak recall, or unmet expectations may in some cases be reducing confidence rather than strengthening it.

FinAGG has responded to these findings in the following months and was focusing on precisely this gap. The company has intensified customer outreach, integrated insurance information into its app, introduced automated reminder and awareness communication. Being aware that client awareness and education were a major bottleneck, FinAGG is using Technical Assistance grant support to strengthen insurance literacy among both field staff and end clients. In this case, communication and documentation are not support issues around the edges of the product. They are central to whether a highly efficient embedded model translates into durable customer value.

34. IIF II that invested into FinAGG has been closed for investments. The information shared in this case study is for illustrative purposes only.

35. The 60 Decibels survey for FinAGG was implemented between June and October 2025.

Affordability compares favourably with most other models in the portfolio. All loan customers receive an initial annual policy at no cost, and additional cover is offered at a price that is low relative to business economics. The annual premium is around USD 1, against typical inventory values of USD 2,500-3,500 and monthly profit in the range of USD 100-300. The company's ability to purchase policies in bulk and distribute them through existing infrastructure further improves unit economics, reportedly reducing policy cost by up to five times relative to direct retail purchase.

The 60 Decibels survey broadly showed support for FinAGG's product pricing. Among surveyed clients who had purchased additional cover, 94% said the premium was not a financial burden, and 58% described the insurance as good or very good value for money. In this model, nominal price is therefore not the main barrier to uptake. But affordability in practice still depends on value recognition. The first policy is automatically embedded and additional policies are offered during the sales conversation. That creates an efficient path to scale, but it also means that clients may experience the insurance as part of the loan relationship rather than as a product they actively selected and fully understood. Once the model moves beyond the first free policy, awareness becomes central to whether customers choose to top up their cover – and it is particularly important in the context of an indemnity insurance cover.

The evidence on claims experience is still limited. The product had been live for less than eighteen months at the time of the survey, and claims frequency remained very low. Fewer than ten claims had been filed across the portfolio by the start of the client interviews, so 98% of surveyed respondents had not received a payout. This means that most customers had not yet had the product experience that typically strengthens perceived value and renewal intent. The current assessment of affordability is therefore still based primarily on low price and perceived preparedness rather than on observed claims performance.

“ Now I don't have to worry about who will help if something happens to my shop in the future, FinAgg will stand by us in such situations. I feel more mentally prepared now. – FinAgg client

FinAGG has extended climate insurance through an embedded commercial model that is highly efficient on access and pricing, but that still requires deliberate effort on customer understanding. The financing relationship is not adjacent to the insurance product. It is the structure through which access is achieved, affordability is improved, and the awareness gap then has to be addressed.

The interviews and data analysis for this case study took place between June 2025 and January 2026.





Reask Pty Ltd. (“Reask”) who is an IIF II portfolio company occupies a different position in the IIF Platform. Its relevance lies in the data and modelling infrastructure that supports the functioning of climate-insurance markets, hence enabling the direct distribution of insurance products by others. The company therefore sits upstream in the value chain.

Reask, founded in Sydney, with global offices in London and Zurich, is a science and technology company specialising in AI-driven natural-hazard modelling and climate-risk analytics. Its current core offering focuses on high-resolution wind and cyclone modelling, while the longer-term ambition is to build a broader multi-peril platform spanning wind, drought, wildfire, and related hazards.

The practical need it addresses is clear: in many markets, especially those exposed to severe climate events, insurance products and public risk-financing mechanisms are limited not only by affordability or distribution, but by the quality of the underlying hazard data.

Access, in Reask’s case, should be understood at system level rather than through direct client enrolment. The company contributes indirectly by improving the conditions under which insurers, reinsurers, sovereign risk pools, and public actors can design and sustain risk-transfer solutions. Where catastrophe exposure is poorly understood, products are harder to price, portfolios are harder to diversify, and risk transfer becomes more conservative or more expensive than necessary. Better modelling can therefore expand the feasible universe of insurable risk.

The work with PCRIC in the Pacific makes this tangible. In that context, the contribution of the company’s modelling lies in supporting disaster-risk-finance mechanisms that can deliver rapid post-event liquidity to highly exposed island states. The relevance of such use cases is that they strengthen the architecture through which climate-related financial protection can be extended at scale in vulnerable markets.

Awareness plays a different role here. Reask is not interacting with end customers and does not face the same problem of customer recall or claims communication as retail-facing models. But institutional awareness still matters. The value of the product depends on whether insurers, reinsurers, public agencies, and disaster-risk-finance institutions

understand how the data can be used, trust its quality, and incorporate it into actual decisions. The move into public-sector and developing-market applications has been more gradual than initially anticipated, which suggests that institutional uptake is a major part of the impact pathway.

Affordability is also indirect but potentially significant. Reask can improve affordability by strengthening how risk is measured and therefore how products and risk-transfer structures are priced. Better modelling can reduce uncertainty, support more accurate underwriting, and over time contribute to more efficient products and more sustainable pricing. The route from improved modelling to broader affordability is not immediate, but in some markets it may be one of the preconditions for affordable products to exist at all.

Reask expands the conditions under which protection can be structured, priced, and sustained. The critical adoption issue is institutional rather than retail: insurers, reinsurers, sovereign pools, and public-sector actors have to incorporate improved hazard intelligence into real decisions. Its contribution to affordability is indirect but potentially material, because better risk measurement can reduce uncertainty and support more efficient risk transfer over time.

The interviews and data analysis for this case study took place between June and September 2025.

Related insight – an additional example

A Technical Assistance project supported Previsico’s (IIF II) expansion into emerging markets by developing a flood modelling prototype and validating local data infrastructure in South Africa. Early results show strong market traction, including confirmed participation from public-sector stakeholders and successful validation of the technical data stack. The project provides a foundation for further market entry and replication in other emerging markets.

36. IIF II that invested into Reask has been closed for investments. The information shared in this case study is for illustrative purposes only.

3.1.2 Example from the Debt portfolio: Distribution through financial institutions

The debt sub-Platform plays a different role from the private equity Platform. It supports financial institutions and intermediaries that distribute or enable climate-insurance products rather than taking active ownership stakes across the full value chain. Its implementation results are therefore more indirect, but they remain important because they show how distribution, affordability, and customer trust can be strengthened through established finance institutions.

CASE STUDY: Banco Solidario – Indemnity asset cover for micro-enterprises³⁷



Banco Solidario S.A (“Banco Solidario”) in Ecuador, which is an IIF D investee provides a contrasting urban and peri-urban use case, applying climate-related insurance to micro-enterprise activity rather than to farm production.

The bank offers voluntary multi-risk indemnity insurance to microcredit borrowers on behalf of the local subsidiary of Chubb Insurance. The product covers property damage from rain and flood, earthquakes, volcanic eruption, and direct lightning strikes, and may also extend to homes that serve as the primary location of the business. This is especially important for women clients, who often balance their business with family care duties. The practical need is straightforward: climate-related or catastrophic events can damage the productive assets on which micro-enterprises depend, creating both household stress and immediate disruption to business continuity.

Access to insurance solutions is broadened through an existing lending relationship that reaches micro-entrepreneurs who would otherwise remain uninsured. The 60 Decibels survey results indicate that this route is reaching a largely first-time insurance population. 88% of surveyed women were accessing insurance for the first time through Banco Solidario, and 55% reported lacking access to good alternative coverage. The customer profile is also important: most respondents operated home-based businesses. This broadens the client base beyond agriculture and reinforces the platform’s shift toward protecting business continuity alongside production risk.

Because the product is sold through in-person explanation by loan officers, product visibility appears stronger than in highly automated embedded models. Business owners are satisfied with Banco Solidario’s

Chubb insurance and report relatively fewer challenges. Although 45% report having access to good alternatives in the market, the majority of insurance clients would recommend the product to their family and friends, placing the expressed product value at the top 20% of the 60 Decibels Insurance Benchmark. Satisfaction is primarily driven by good customer service, confidence of being covered by a multi-risk insurance, and timely compensation.

73% of respondents said that the payout was received at the right time, and 74% reported that the insurance had a significant or slight positive effect on recovery. Aware of the necessity of speedy payout, Banco Solidario has been working closely with Chubb insurance to enable faster payout by introducing a digitally-based claims process – reducing payout to days rather than weeks.

“ I think it’s good because it provides support in these weather-related situations. While it’s true that it doesn’t cover all the damages, it is still a helpful support, and that’s why I recommend it. – Banco Solidario client

Banco Solidario broadens first-time insurance use among micro-entrepreneurs through an embedded lending relationship, offers stronger product visibility than more automated embedded models, and provides timely and useful liquidity.

The client interviews and data analysis for this case study took place between September and December 2025.

37. IIF D that invested into Banco Solidario has been closed for investments. The information shared in this case study is for illustrative purposes only.



Crezcamos S.A. Compañía de Financiamiento (“Crezcamos”) in Colombia, who was an IIF D investee until September 2025, extends climate insurance through an existing agricultural lending relationship, broadening access to protection among smallholder farmers who would otherwise remain outside the formal insurance market.

Working with the local insurer HDI Seguros and re insured by PROAGRO Mexican insurance company, it developed a parametric rainfall crop insurance product offered as an optional add-on to agricultural loans. The product responds to a practical and recurring risk: excessive rainfall can damage crops, disrupt production cycles, and weaken repayment capacity at the same time. The insurance is structured around crop-specific rainfall triggers and is offered twice a year, reflecting Colombia’s two rainy seasons.

If we look at access to insurance, the evidence for Crezcamos is strong. Of surveyed customers, 90% were accessing insurance for the first time through Crezcamos, while 83% reported lacking access to good alternatives. The customer profile is consistent with the platform’s target population, and 95% of respondents reported having experienced a climate shock during 2024 and 2025. The route to access is important: the insurance is attached to agricultural lending relationships that already connect the institution to its target clientele. That lowers enrolment friction and introduces climate protection through a relationship that already exists rather than through a new retail sales process.

Awareness is comparatively encouraging, although product understanding still deepens materially once payouts are experienced. The survey found that 76% of respondents said they understood the terms and conditions of the insurance. That is a relatively strong result in a segment where formal insurance remains unfamiliar and parametric climate-risk products can be difficult to explain. At the same time, fewer than half of respondents were able to describe the product accurately as compensation for crop damage. The evidence therefore suggests that local institutional trust and payout experience remain central to how understanding matures beyond initial explanation. Crezcamos also reported they could observe higher uptake in regions where in the previous seasons some clients had received payouts.

Affordability depends materially on subsidy support

and product performance. The product roll-out has benefited from a combination of premium support from the IIF Platform’s Grant Facility and subsidies provided by a government agricultural support agency called FinAgro as well as local public actors. For very low-income farmers, FinAgro has reportedly subsidised up to 95% of policy cost. This has allowed policy sales to remain consistent and even grow from ~20,000 in 2020 to ~38,000 in 2024. Survey results suggest that customers do perceive value in the product: 74% rated it as good or very good value for money, and 57% said they planned to renew. Among payout recipients, 97% said the payout had a positive effect on their recovery and 66% reported that the amount received was more or much more than expected. The more specific lesson from Crezcamos is that affordability and trigger design are linked. A product may be inexpensive, but if the trigger does not align with the farmer’s experience of loss, it will not be perceived as valuable. The programme’s adjustments to lower trigger thresholds and top-up mechanisms show that iteration is part of making the product affordable in practice, not just in price terms.

“ The main purpose of Crezcamos rain insurance is to help farmers when something bad happens due to climate disasters. As I mentioned, I haven’t received it yet, but people who have say that it’s very good and helps a lot, so I’m happy to keep paying for it and wait patiently until I become a beneficiary myself. – Crezcamos client

Crezcamos extends first-time insurance through a trusted rural-finance channel, combines comparatively strong customer understanding with visible dependence on payout experience, and confirms that client value rests on both subsidy support and product performance. To get there the company benefitted from dedicated TA that supported the entire client roll-out and product adjustments when first introducing the crop insurance policy.

The client interviews and data analysis for this case study took place between August and December 2025.

38. IIF D that invested into Crezcamos has been closed for investments. The information shared in this case study is for illustrative purposes only.

3.2 Measuring results: Counting the number of persons who benefit from a climate risk cover

3.2.1 Observed scale of impact and the history of change since 2015

Since inception, the IIF Platform has started to capture the additional clients which its investees have served with insurance policies at a given moment, and calculated the number of individuals protected through a wide range of insurance solutions, including for private households, smallholder farmers as well as micro and small enterprises. By end of 2025, the Platform was reaching **approximately 80 million beneficiaries with climate insurance** and related risk solutions across emerging markets. While this figure represents an important benchmark, the underlying interest lies in how this growth in insurance coverage has been achieved.

Growth accelerated after the launch of IIF PE II, when the Platform increasingly combined insurers with digital distributors, embedded-finance models, and enabling technologies that could scale more efficiently across markets. In practical terms, the portfolio moved from a stronger reliance on local insurers toward a broader implementation architecture in which outreach could also be generated through partner-led distribution, financial intermediation, and technology-enabled infrastructure.

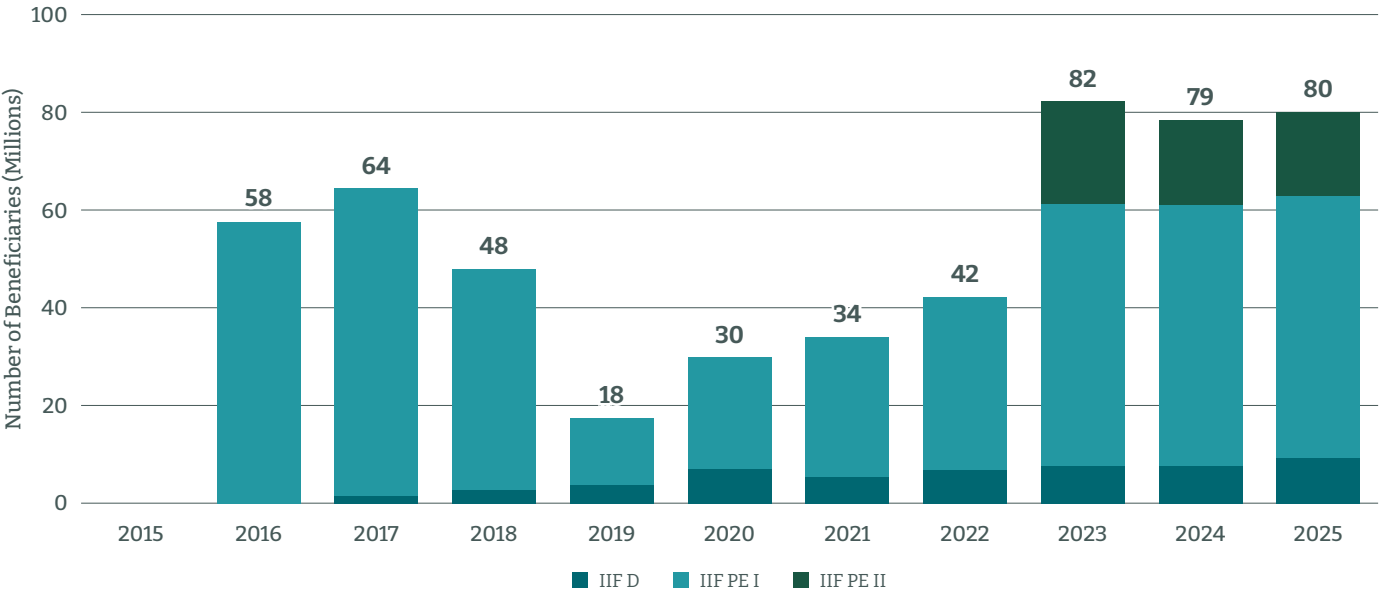
This history of change is visible in the composition of outreach. Farmers remain the largest beneficiary segment, consistent with the Platform's original focus on livelihoods directly exposed to climate risk. But non-farmer households and MSMEs have become increasingly central. This shift reflects implementation choices on how to build the investment portfolio: by backing insurance solutions

that protect inventory, assets, and business continuity, the Platform has expanded climate insurance beyond agricultural production risk into urban and peri-urban enterprise risk.

Given the difference in business models across the investment portfolio, the number of beneficiaries contributed by one investee company may be direct or indirect. “Direct beneficiaries” are beneficiaries of direct insurance policies, i.e. where insurers have contracts directly with the persons or businesses receiving coverage. For example, direct climate risk insurance schemes provide coverage directly to policyholders. Examples are Naked or Pula (both IIF II). Whereas “indirect beneficiaries” are persons or businesses indirectly benefiting from insurance schemes which operate on a macro and meso scale in contracts with governments (or government operated risk pools) or products and services from insurance-related companies such as weather or agriculture related data providers. Examples are Skymet or Global Parametrics (both IIF PE I), which contributed with 27.6 million indirect and 0.3 million direct beneficiaries at the point of its exit.³⁹

The beneficiary numbers which had been reported in the impact report for IIF in 2020 for the period 2015 to 2020 differ to the figures presented in this report. The differences are explained by a methodological shift across the InsuResilience Partnership as well as data revision changes which had to be applied retrospectively for some of the portfolio companies given their internal client data attributions.⁴⁰

Figure 10: Beneficiaries evolution, IIF and IIF PE II



39. By end of 2025, the figure of (indirect) beneficiaries served by Global Parametrics had increased to 34.3 million – a number however not further accounted for in the regular beneficiary accounting of IIF PE I, as the company was not an investee any more.
40. The approach and any changes of the beneficiary counting methodology are approved by the respective fund's board of directors.

3.2.2 The IIF Platform's methodology to count its breadth, quality and depth of impact

The IIF Platform defines beneficiaries as those who can be assumed to reasonably benefit from a payout linked to an individual policy. These might be household members of a single policy holder, or employees of a business that is protected by a climate insurance. For reporting, the IIF Platform classifies beneficiaries along two complementary thresholds:

- Low-income beneficiaries: Those earning less than USD 3.10 per day (PPP)⁴¹
- Vulnerable beneficiaries: Those earning less than USD 15 per day (PPP) and whose livelihoods are directly exposed to climate risk.⁴²

In practice, beneficiaries will include smallholder farmers and rural households, as well as urban (women) micro-entrepreneurs in sub-Saharan Africa, South Asia, and Latin America, whose livelihoods depend on climate-sensitive assets, locations, and supply-chains.

For IIF, outreach ambitions were initially articulated as a broad range (70–110 million beneficiaries), when the fund started operations in 2015. Over the life of IIF, this ambition was subsequently recalibrated to reflect evolving market realities and a more conservative approach to beneficiary counting (including adjustments to beneficiary multipliers), meaning that the impact achieved in terms of beneficiaries over time should be interpreted as a combination of genuine scale-up of insurance policy sales combined with improved measurement precision.

For IIF PE II, an outreach objective of 37 million beneficiaries was defined for 2032,⁴³ supported by a full value chain approach investing across insurers, distributors, enabling financial intermediaries, and enabling technology and data providers. This structure is designed to scale coverage more efficiently and diversify reach across geographies and client segments, helping translate the platform's market-building experience into continued growth in beneficiaries reached.

Tracking the number of beneficiaries reached provides a consistent measure of the scale (breadth) of the IIF Platform's contribution to extending climate insurance protection to poor and climate-vulnerable populations. Each additional beneficiary indicates that coverage is extending



into market segments where climate insurance has historically been unavailable or unaffordable.

As a blended finance vehicle, the IIF Platform's impact pathway focuses on catalysing market development and accelerating the scaling of delivery models. Growth in beneficiaries reached therefore signals expanding coverage, stronger local distribution capacity, and increasing uptake of products designed for lower-income clients – often indicating that investees are moving from pilots to more scalable, commercially viable approaches.

This metric also enables comparability across the diverse portfolio and positions the IIF Platform's performance within the broader ambition of the InsuResilience Global Partnership's Vision 2025,⁴⁴ which aims to extend climate and disaster risk financing protection to 500 million vulnerable people. The IIF Platform had, collectively with both funds, **an outreach to 80 million beneficiaries at the end of 2025**, which represents a meaningful contribution to this collective target.⁴⁵ While the progress towards the overarching target at the partnership level has been substantial, the 500 million ambition has not yet been fully realised and is now expected to be achieved over a longer time horizon.⁴⁶

41. Purchasing Power Parity.

42. For the earning thresholds, the best available data is used as reference, which also includes income proxies (e.g. via average loan sizes taken out by individuals or businesses).

43. Note: There is no guarantee that objectives will be achieved.

44. Vision 2025 is a multi-year framework launched in 2019 by the InsuResilience Global Partnership to guide and measure progress in extending climate and disaster risk financing and insurance (CDRFI) solutions to vulnerable populations, including a headline target of reaching 500 million people. Source: InsuResilience Global Partnership, Vision 2025 framework (2019) and subsequent updates.

45. The Global Shield stated in its Vision 2025 Update: "While the 500 million target set in 2019 has not been reached within Vision 2025's timeframe, a compound annual growth rate of 40% reflects development partners' ability to leverage donor funding and increasingly turn financial and technical assistance projects into successfully deployed solutions at various levels. Source: <https://www.adaptationcommunity.net/wp-content/uploads/2026/04/Global-Shield-Vision-2025-Final-Report.pdf> – page 7.

46. As of 2025, strong growth in beneficiaries (driven largely by macro-level solutions) suggests the target may be achieved by approximately 2028–2030 rather than by 2025. There is no guarantee that objectives will be achieved. Source: InsuResilience Global Partnership, Vision 2025.

Because “beneficiaries reached” is primarily an indicator of breadth, it is interpreted alongside complementary measures of quality and depth – for example how many insurance claims have been served, if a loss has been adequately covered by an insurance (i.e. sum insured), how well the payout process has worked; or in how far clients have renewed their contracts. Deep-dive end-client experience surveys help to provide a fuller picture of whether insurance coverage has indeed translated into meaningful protection that has contributed to strengthening the resilience of a household or a business.

Measuring the IIF Platform’s outreach requires balancing rigour with practicality across a diverse investment portfolio. The measurement methodology has been designed to be consistent, transparent, and conservative so it can generate a credible estimate of its beneficiaries. What is reported is an incremental reach: the number of additional beneficiaries enabled through the Platform’s investments rather than total market reach. A summary of the methodology is provided below.

Figure 11: Climate insurance beneficiaries calculation methodology

Step	Description
1. Set baseline and reporting period	For each investee, establish the baseline beneficiary level and the current reporting level. The baseline definition follows an approved procedure: for IIF (both sub-funds): December 2015; for IIF II: time of investment. Baseline beneficiaries are excluded from the final incremental beneficiary figure.
2. Identify eligible policyholders (target group + eligible policies)	Count only policyholders/covered entities that meet the Platform’s “poor and vulnerable individuals” or “MSMEs” definitions and hold eligible policies protecting livelihoods from extreme weather events (per the procedure’s eligible policy/perils guidance). Institutional, corporate, and higher-income clients are excluded.
3. Apply multiplier and compute total beneficiaries	To convert policyholders into beneficiaries, the Platform applies conservative multipliers that reflect how insurance benefits typically extend beyond the named policyholder. For individual policyholders, the Platform estimates beneficiaries as the number of eligible policyholders multiplied by the country-specific average household size published by the InsuResilience Partnership. For SME policyholders, beneficiaries are estimated by multiplying the number of eligible SMEs by an assumed average number of employees: 30 for small enterprises and 150 for medium enterprises, while micro enterprises are treated as individuals and therefore follow the household-size approach: $\text{Total Beneficiaries} = \text{Unique number of policyholders} \times \text{household size or average number of employees}.$
4. Calculate incremental beneficiaries	The IIF Platform reports incremental beneficiaries reached to isolate the additional reach attributable to the Platform’s investments, rather than counting all beneficiaries an investee may already have served. Incremental beneficiaries are calculated as the difference between current beneficiaries and baseline beneficiaries, where the baseline is December 2015 for IIF D and IIF PE I and the point of investment for IIF PE II – so beneficiaries already covered at baseline are excluded from the final figure. $\text{Incremental beneficiaries} = \text{Current beneficiaries} - \text{Baseline}.$
5. Data treatment after exit	At the point of loan repayment (IIF D) or exit (IIF PE I & II), beneficiary figures are ‘frozen’ and carried forward in reporting. This reflects both the practical limitations of ensuring reliable post-exit data collection and the reduced ability to monitor ESG risks and compliance with ‘Do No Significant Harm’ requirements. A conservative attribution approach is therefore applied, whereby only impact achieved up to the last reporting period prior to exit is maintained.
6. Cross-check and validate results	Data are collected digitally and aligned with BlueOrchard’s B.Impact Framework , ⁴⁷ and beneficiary estimates are validated against indicators such as GWP, claims paid, and client retention.

47. **B.Impact™** is BlueOrchard’s **proprietary impact and ESG management framework** used to assess, manage, and measure the social and environmental impact of its investments.

3.3 Understanding client experience: Access, awareness, and affordability in practice

To move one step beyond the beneficiary figures themselves and to understand the perception and value which the IIF Platform's beneficiaries attribute to having access to an insurance cover, a client survey has been undertaken to collect data at the Funds' impact level via dedicated client interviews undertaken by 60 Decibels.

These client interviews offer a deeply insightful window into how climate insurance is experienced by end clients in practice. Across five investees – FinAGG (IIF II), Forte (IIF PE I), Pula (IIF II), Crezcamos (IIF D) and Banco Solidario (IIF D) – 60 Decibels talked to insured farmers and small business owners between August 2025 and December 2025. These interviews were drawn from a much larger screening effort: Of the approximately 11,000 individuals contacted in an initial step, 68% were familiar with insurance in general and up to 35% were aware that they personally had the insurance cover in question for the survey – making them eligible for the full interview. This filtering point matters in its own right: it shows that climate insurance can technically reach customers before it becomes a product they consciously recognise and can make full use of.

A cross-cutting analysis was done among all interview responses to identify any relevant patterns and insights. Consistent with the 3A framework, **access** emerged as the Platform's clearest area of strength. Across the 1,107

interviewees, 91% of respondents reported that they had not previously had access to climate insurance, while 84% said they could not easily find a good alternative. This is an important finding because it suggests that insurance businesses supported by the IIF Platform are not primarily displacing existing protection – they are extending formal climate-risk protection into previously underserved market segments. This access result also matters because those same customers are highly exposed to shocks: 76% of respondents reported having experienced at least one climate shock in the previous two years.

The access story is visible across very different business models. Forte (IIF PE I) is reaching low-income rice farmers in Cambodia who historically had little or no formal agricultural cover. Pula (IIF II) is reaching first-time users through large-scale input programmes and public agricultural systems. FinAGG (IIF II) is extending protection to micro and small retailers through existing working-capital relationships. Crezcamos (IIF D) leverages its rural-finance outreach to distribute parametric crop insurance to smallholder farmers, while Banco Solidario (IIF D) reaches micro-entrepreneurs through embedded microcredit-linked asset insurance. The common thread is that access is strongest where insurance is introduced through existing customer journeys that serve as the foundation to integrate or add on an insurance solution.



Furthermore, the survey identified **awareness** as the principal challenge after access to an insurance policy has been facilitated. The client survey process itself made this visible: Many clients who were technically insured were not eligible for an interview because they were not aware they had a cover in place or could not describe it sufficiently. This matters particularly in bundled and embedded models, where insurance can be distributed efficiently at scale but where the customer does not always perceive it as a distinct and understandable product. In practice, the evidence reflects the progression implied in the 3A framework: from access to awareness to value recognition through payout experience.

The client level data supports this progression quite strongly. Customers who report a strong understanding of the terms of their insurance policy are more than twice as likely to say they plan to renew their cover as opposed to those who do not understand the product well, with a renewal intent of 66% versus 28%. Similarly, 70% of payout recipients say they plan to renew their insurance, compared with 44% of customers who have not received a payout so far. These patterns matter because they show that customer education and direct product experience are central to whether the market deepens beyond initial enrolment.



“ Well, I’d say there’s a full chance to recommend. It seems realistic and responsible to me. The truth is that it’s expensive, but in an emergency, you see the value of the help you receive. – Crezcamos client

“ Because of having access to FISP insurance the quality of life has very much improved because it provides the financial stability, reduces stress, and gives me peace of mind. With its coverage and timely payouts, we have been able to buy more farming inputs, invest in our farm for more productivity, plan for future expansions, and better manage risks.
– Pula client

“ Thanks to the help I received, I was able to repair the roof of my house, which was being damaged by the rain and letting water in. The floods were also causing water to enter my house, and I suffered the loss of a washing machine, which I was able to get repaired. I feel more relaxed because of the support I received and emotionally stable, as the insurance prevented me from going further into debt.
– Banco Solidario client

“ My shop suffered significant losses due to flooding during the rainy season ... Fortunately, my shop was covered under FinAgg’s shop insurance for up to ₹2 lakh. FinAgg’s shop insurance service helped me recover my losses quickly and I was able to reopen my business without delay. FinAgg’s shop insurance is a reliable and fast service product, which is truly helpful for shopkeepers like us.
– FinAgg client

Affordability, as defined in the 3A framework, emerges as more complex than the actual premium price level alone. Across the sample, 68% of respondents said that the insurance represented ‘good’ or ‘very good’ value for money. This is a strong result, especially given that many respondents were first-time insurance users. But value for money is clearly shaped by whether the product is understood and whether it works at the moment of need. 85% of payout recipients described the insurance as good value for money, compared with 52% of customers who had not received a payout. In other words, perceived affordability is inseparable from performance.

The coverage data reinforce this point. Across the sample, 82% of payout recipients reported that the insurance covered less than half of their total losses. On its own that could suggest underperformance of the insurance cover, but at times an insurance cannot be designed to cover a full loss, or an event has not triggered the full potential of the coverage. But the more revealing finding is that 58% still reported that the payout met or exceeded their expectations. This suggests that affordability in practice depends heavily on expectation-setting and product understanding. Many climate-insurance products, especially index-based covers, are designed to provide timely liquidity for recovery rather than full indemnification. Where customers understand this, even partial payouts may still be experienced as worthwhile. Where expectations and design diverge, the same technical product can feel disappointing.

Timing sharpens this still further. Among Crezcamos (IIF D) customers, those who received payouts on time were much more likely to recommend the product to their family and friends. Among Pula (IIF II) customers, those who received payouts on time were twice as likely to recommend buying the insurance cover than those who experienced delays. These are exceptionally large differences. They show that affordability is about whether the product delivers usable value when the shock occurs. In climate insurance, a modest payout that arrives when needed can still be highly valued; a delayed payout can undermine confidence even if the amount is technically acceptable. The result is that with increased value perception, clients will be more willing to pay for the insurance cover.

The resilience effects reported by payout recipients are correspondingly strong. 84% said the insurance helped them recover financially after a climate event. 79% said it helped them recover more quickly. 71% said it helped them avoid taking on additional debt, while 74% said it helped them continue their business or farming operations. Insurance also appears to deliver important psychological benefits: 92% said having insurance made them feel more prepared for future climate shocks, and 87% of payout recipients said insurance had improved their quality of life. These findings suggest that timely, understandable, and usable payouts can materially improve how clients cope with climate shocks.

The survey data suggest that the IIF Platform has been able to materially expand access to insurance solutions where no coverage had been available before, while the data also indicates that awareness of the specific insurance product features and terms remains the critical bridge between coverage and actual use. Affordability depends on whether the product is understood, whether payouts are timely and credible, and whether even partial support is meaningful at the point of shock.

“ I would like to recommend it because we only spent 20,000 Riel [USD 5] for the insurance, but I can get some compensation to support my needs when my rice crops were damaged. If we don't spend that money, the rice that is lost cannot be recovered at all. – Forte client

From willingness to pay to actual demand – evidence from Vietnam

Research project setup

A comprehensive study evaluated demand for Igloo's (IIF PE II) parametric rainfall insurance among rice farmers in Vietnam, focusing on the gap between stated willingness-to-pay (WTP) and actual purchase behaviour. It is based on a household survey of around 3,000 farmers across 200 villages conducted in 2024.

The research design combined survey-based elicitation with actual insurance offers. First, respondents were informed about the insurance product through a standardised video and materials, and their maximum WTP was elicited using a structured price approach. Second, respondents whose WTP exceeded a randomly drawn price received a voucher offering discounts of 20–95 percent. In total, 1,375 households received vouchers. Third, Igloo agents contacted these households by phone and through home visits to offer the product at the subsidised price indicated on the voucher, allowing for a direct comparison between stated and realised demand.

Results on willingness-to-pay and behaviour

The results indicate substantial stated demand. Fifty-seven percent of respondents reported a positive WTP, 33 percent were willing to pay at least half the market price, and 18 percent stated they would pay the full market price of approximately 2 USD.

However, this stated demand only translated into considerably lower actual purchases, despite the fact that households were offered prices below their stated WTP.

The analysis shows that most standard explanatory factors, such as knowledge of prices or climate risk perceptions, have limited influence on WTP. Some correlation exists with recent exposure to rainfall shocks and with socio-demographic characteristics, particularly product understanding, age, and gender.

Main conclusions and remaining tasks

The central conclusion is that stated WTP is not a reliable predictor of actual demand in this context. Even substantial subsidies fail to induce purchases, indicating that non-price barriers are the primary constraint.

Three main explanations were identified. First, WTP may be overstated due to the non-binding survey design. Second, preferences may change over time between the survey and the sales interaction. Third, structural factors are critical, including low trust in insurers, limited familiarity with Igloo, and the absence of community-based endorsement mechanisms, which are important in rural Vietnam.

The study involved several partners with distinct roles across research, implementation, and funding.⁴⁸



48. Research partners: (i) RWI Leibniz Institute for Economic Research: Lead research institution (ii) Mekong Development Research Institute (MDRI): Local research partner. Implementation / commercial partners: (i) Igloo: Insurtech company that developed the parametric rainfall insurance product. Funding partners: (i) German Development Evaluation Institute (DEVal) and German Federal Ministry for Economic Cooperation and Development (BMZ): Funded the research component. (ii) InsuResilience Investment Fund Grant Facility Provided funding for the sales, including premium subsidies. (iii) KfW Development Bank: Additional funding support for the research project.

3.4 Gender and insurance experience

Gender-related survey findings suggest that climate vulnerability and financial coping capacity are not evenly distributed, even where product-level outcomes are broadly similar across women and men. The surveys did not show major gender differences in reported quality of life or resilience gains overall, but they did show meaningful differences in vulnerability and coping: 35% of female respondents stated that it would be very difficult to manage climate-related losses without an insurance payout, while only 26% of the male respondents saw a challenge. Women were also more likely to rely on informal lenders, while male customers generally reported access to a greater number of safety nets (15% vs. 9%). Even where women reported access to at least one safety net, the number and depth of those fallback options tended to be lower than those of men (who stated access to two safety nets).

The case-level evidence also suggests that payout experience can differ by gender depending on the product and context. Among Forte customers, female farmers were more likely to receive a higher payout, while among

Crezcamos (IIF D) customers, male farmers were more likely to receive a higher payout and more likely to say that the amount was as expected. These results should be interpreted cautiously, but they reinforce an important implementation point: gender is not only a demographic breakdown. It can affect who understands the product, who can absorb delays or shortfalls, and who has credible alternatives when insurance does not perform as expected.

For the results narrative, there are highly useful practical implications: Gender-lens considerations are most useful when they improve how products are distributed, explained, and serviced. In the context of the 3As, this means ensuring that access channels reach women more effectively and include them adequately, that awareness-building is designed for the way customers actually receive and process information, and that affordability is assessed against the different financial buffers and fallback options available to different client groups. For female clients this points to a need to prioritise fast payouts, given they may have fewer options to turn to when coping with a shock.





The Conclusion: Lessons and implications for scaling climate insurance

4 The Conclusion: Lessons and implications for scaling climate insurance

4.1 Key lessons from implementation experience

Across the implementation experience, six cross-cutting lessons emerge from the Platform's work. Climate-insurance markets require adequate regulatory and public-sector conditions. Trust and demand develop slowly and are reinforced most strongly by timely and transparent payouts. Scale depends on embedding insurance in channels that clients already use and trust. Subsidies are often necessary, but they must be strategic and phased. Financial viability remains a core challenge. Iteration is a prerequisite for meaningful scale.

First, climate insurance markets develop as systems. Scale depends on strengthening the full value chain, including underwriting, distribution, financial intermediation, and enabling technology. The Platform's scale trajectory reflects this systems approach: it expanded from fewer than 1 million beneficiaries in 2015 to more than 80 million by end-2025, with growth accelerating as the portfolio diversified beyond traditional insurers into embedded distribution, financial-intermediary channels, and enabling technologies. This reinforces the report's core findings which indicate that scaling seems to depend largely on delivery architecture and ecosystem readiness. Global Parametrics on a global level and Pula across Africa have become an unlocking factor of the climate insurance ecosystem.

Second, trust is built through performance. One of the most indicative pieces of evidence of customer value seems to come from payout experience, particularly when payouts are timely, transparent, and aligned with expectations. In the end-client research conducted across multiple investees, payout recipients were substantially more likely to understand product value and renew their policy as opposed to clients who had not benefitted from a payout, yet. At the same time, client responses showed that even if the insurance could only cover part of the losses, immediate liquidity as well as clear expectations on payout amounts were core elements to build trust. These results support the conclusion that credibility is earned primarily at the point when a claim is realised in combination with a good level of product knowledge.

Third, distribution determines reach, but communication needs to follow. Embedded and partner-led models have emerged as a central element for scale, but combining insurance with other products or services requires continuous investment in customer awareness and understanding. The survey result could show that clients who have access to a climate risk cover, e.g. a flood insurance which they received in combination with a working capital loan for their micro business, will not automatically know how to contact the insurer and make a claim if a flood hits their premises. The better they know, the faster they can unlock support. The Grant Facility of the IIF Platform has therefore supported climate insurance awareness campaigns, helping to strengthen informed customer demand.

“ I trust the insurance, but when payments are delayed or uneven, it makes it harder for farmers to plan after a shock. – Pula client



Photo credit: Fido

Fourth, grants and subsidies are most effective when used strategically.

They enable market entry and experimentation, but should be linked to product improvement, customer awareness, and a pathway to more sustainable economics. The lessons learned from the premium support allocations which were facilitated by the Grant Facility indicate that subsidies can accelerate early adoption where affordability is a binding constraint, but that sustainable scale is created when subsidies help with solving a specific constraint, such as product fit, operational readiness, claims delivery, or customer understanding. To what extent a price subsidy might be required long term depends on the insurance product type and its role to sustain livelihoods: in an agricultural smallholder context the need for insurance products with substantial payout capacity is high, making meaningful insurance solutions unaffordable. Even if delivery models have been designed as highly efficient, ongoing public subsidy to ensure a wide insurance coverage may be required.

Fifth, financial viability and impact are interdependent.

Products that do not work commercially are unlikely to scale, and products that do not deliver value at claim time may not sustain demand. The Platform's experience shows that a client's willingness to pay for a product and hence the perception of affordability is determined by operational performance and perceived usefulness at the moment of shock. Across the surveys, a perception that an insurance product was good or very good value for money, was strongly conditioned by payout experience and delivery reliability. This supports the lesson that commercial sustainability and client value are likely to reinforce each other: operational performance strengthens perceived value, which drives renewal, which supports scale and cost efficiency.

Sixth, learning from client experience is central to scaling climate insurance.

Product design, trigger logic, and delivery mechanisms must evolve based on how insurance is actually used and experienced. Client evidence shows that climate insurance often functions as recovery liquidity rather than full loss replacement: among payout recipients, 82% reported that payouts covered less than half of total losses, yet 58% still said payouts met or exceeded expectations. Equity portfolio companies like Rex (IIF PE I) in Nigeria and Forte (IIF PE I) in Cambodia have continuously refined their crop insurance offerings over time.



4.2 Conclusions

The IIF Platform demonstrates that climate insurance can be expanded at meaningful scale in emerging markets, but only under specific conditions. The central finding is that scale is not constrained by demand alone, but by the ability of business models to deliver usable, trusted, and affordable products in practice.

Across the portfolio, successful models address the 3As simultaneously. Expanding access is achievable through embedded distribution and institutional channels, but this alone does not create effective protection. Awareness and product understanding determine whether clients recognise value, while claims experience- particularly payout timing and reliability- determines whether trust is built and sustained.

As shown in Chapter 3, distribution is the primary driver of scale, but not of impact on its own. Models that embed insurance into trusted financial, agricultural, or platform-based relationships consistently outperform stand-alone approaches in reaching underserved clients. However, these models also create a structural risk: insurance can scale operationally before it is understood by the end client. Bridging this gap requires deliberate investment in communication, servicing, and customer experience.

Affordability, as reflected in the 3A framework and evidenced in Chapter 3, emerges as a function of product design, expectations, and performance rather than price alone. Even partial payouts can deliver meaningful value if they are timely and aligned with customer expectations. Conversely, products that are poorly understood or operationally unreliable can undermine perceived value, regardless of pricing.

Based on the insights of the IIF Platform into insurance market players in emerging markets, it should be noted that financial viability of climate risk solutions remains a binding constraint. Climate insurance models must balance customer value with underwriting discipline, operational efficiency, and risk management. There is no single model that resolves this tension across all markets. Instead, viability emerges through different combinations of distribution efficiency, data and technology, risk-sharing structures, and, in some cases, continued public support.

The Grant Facility has been allocating subsidies to temporarily reduce premiums and stimulate initial uptake to create a growth track. Subsidies can also have a strategic function to create scale or to enable certain product features – such as a higher payout frequency. Both will help generate early payout experiences, which are essential in building trust and demonstrating the tangible value of insurance to clients. One central conclusion is that subsidies should be explicitly designed to help build sustainable willingness to pay. At the same time, it is important to define from the outset of a support programme whose willingness to pay shall be mobilised: either end-clients, through awareness, education, and demonstrated value, or third parties (such as governments), which may assume long-term subsidy roles where affordability constraints persist. In both cases, dedicated communication, education and evidence-building are essential.

As evidenced across the portfolio on the pathways to growth, iteration is not optional. Climate insurance products improve through repeated cycles of testing, client feedback, and operational refinement. Business models that adapt- whether by adjusting triggers, improving communication, or refining payout processes, are more likely to achieve both scale and sustained customer value.

4.3 Implications and outlook

Looking ahead, three implications stand out for the continued development of climate insurance markets.

First, affordability will remain a central constraint. While scaling and operational efficiency can reduce costs over time, low-income and highly climate-exposed segments are likely to require some level of ongoing support, particularly in smallholder and early-stage markets where willingness to pay may remain structurally limited. As public and donor funding becomes more constrained, subsidy allocation will therefore need to become more targeted and evidence-based, linked to measurable outcomes such as uptake, renewal, customer understanding, and payout performance.

Second, the definition of the climate insurance value chain will continue to evolve. New models are emerging that integrate insurance more deeply into financial services, digital platforms, and climate-risk management systems. The Platform's portfolio evolution already reflects this direction: scale increased as the Platform combined insurance underwriting with digital distribution, embedded models, and enabling technologies. Advances in data and modelling in climate perils such as pluvial flood (Previsico) as well as hurricanes and cyclones (Reask) will expand the range of risks that can be priced and transferred, particularly in markets where insurability has been limited. The various insurtech portfolio companies like Naked (IIF II) in South Africa, Probus (IIF PE I) in India, and Igloo (IIF II) in Southeast Asia, have already proven their distribution capabilities in home insurance, crop and livestock insurance, and

catastrophe coverage, respectively. Finally, the platform's ambitions in increasing the number of beneficiaries are to a certain extent depending on embedded insurance models that have been or are in the process of being developed in IIF II's portfolio companies such as FinAGG in India, Fido in African markets, and TechCoop in Vietnam.

Third, climate insurance is expected to play an increasingly important role within broader climate adaptation strategies. As physical climate risks intensify,⁴⁹ demand for financial protection mechanisms is likely to grow, and climate insurance can serve both as a tool for managing residual risk and as a signal of how climate risks are priced and distributed across economies. 92% of the interviewed end-clients of the IIF Platform stated that having an insurance cover in place made them feel more prepared for future shocks. The more these products can demonstrate their value as they offer fast and reliable liquidity to cover for a loss, the stronger their concrete role as a climate resilience strategy is likely to become.

Achieving durable scale will therefore require continued alignment between commercial viability using the scalability and affordability equation. Essential ingredients next to growth capital will be increasing technological leverage and supportive public-sector frameworks, as well as selected subsidy and technical assistance interventions. All this will accelerate learning, strengthen execution, and reduce the structural barriers to offering resilience to the most climate vulnerable groups of the global population.



49. Intergovernmental Panel on Climate Change (IPCC) Synthesis report 2023. [AR6 Synthesis Report: Climate Change 2023](#).

Appendix

Appendix 1: Portfolio Companies of the IIF Platform, as of December 2025

The following assets were constituents of the referenced fund portfolios. The funds have since been closed to new investments.

Any reference to sectors, countries, stocks, or securities is provided for illustrative purposes only and does not constitute a recommendation to buy or sell any financial instrument or security, or to adopt any investment strategy.

Portfolio allocations and exposures are shown for illustrative purposes only, and the list may not be exhaustive. They are subject to change over time. The current portfolio may differ from the information presented above and may have different characteristics and allocations.

Logos and icons are the property of their respective owners.

InsuResilience Investment Fund – Debt sub-fund

	Advans (Côte d'Ivoire) Advans CI is licensed as a deposit taking Non-Bank Financial Institution in Côte d'Ivoire and focuses on providing MSME loans in urban and rural areas of the country. Advans CI has a strong presence in rural areas of Côte d'Ivoire and substantial exposure to primary producers of agricultural commodities (mostly cacao). It is often the only formal financial institution present in rural villages dominated by cacao producing activities, and offers tailor-made financial products to farmers – savings accounts, mobile wallet solutions, loans to finance the agricultural season and loans to pre-finance the tuition fees for farmers' children.
	Apollo Agriculture Limited (Kenya) Apollo Agriculture is a tech-driven company with the mission to support small-scale farmers in Kenya and Zambia by providing farming inputs to farmers as part of a “bundle” that also includes financing, advice and insurance cover (crop insurance and life insurance). Through this offering, Apollo Agriculture aims to empower farmers and drive agricultural transformation in Kenya.
	AVIOM Housing Finance (India) Aviom is a regulated Housing Finance Company which provides affordable housing loans to women earning an informal income in India. The purposes of the loan are generally for renovation, improvement and extensions, as well as to improve the general sanitation of the home. The IIF funding will support the growth of the MFI's loan portfolio bundled with property insurance policies.
	AVLA Holding (Chile) AVLA is a Chilean Holding founded in 2013 as an anonymous society, whose objective is to carry out and develop all kinds of financial activities, financing, leasing, factoring, real estate, training, consulting, agencies, brokerage, collection and the provision of all kinds of services related to the aforementioned activities. AVLA S.A. has a strong focus on the SME sector and is the largest participant of the Chilean Technical Guarantees market with 21% market share. The IIF funding will help support different countries in Latin America and TA services will support the development of the bank's climate insurance product, specifically parametric insurance.



FINCA (Azerbaijan)

FINCA Azerbaijan (FAZ), established in 1998, provides microfinance loans to low-income households in most of the regions of Azerbaijan and is a fully owned subsidiary of FINCA Microfinance Holding Company. Its mission is to alleviate poverty through lasting solutions that help people build assets, create jobs and raise their standards of living. FAZ is the largest microfinance institution in Azerbaijan, serving more than 150,000 active clients with 65 branches operating across the country. FINCA Azerbaijan provides microfinance services to low-income rural borrowers with around 73% of Gross Loan Portfolio (GLP) concentrated in rural regions of the country.



Grupo Monge (Panama)

Grupo Monge is aware of the vulnerability of its clients to natural disasters and severe weather phenomena and has identified a lack of products in the market to cover their needs. As such, the Group has worked and built alongside Mapfre an insurance product with climate coverage components tailored to the needs of its diverse categories of clients. The product design/development is in its final stage and the Group plans to pilot the product for its MSME clients to protect them against business interruption and asset damage caused by extreme climate events. Main climate risks to be covered are strong winds, flood, fire, forest fire, landslides, earthquake, hurricane, among others. It plans to start offering the insurance product with climate components to its retail/microloans' clients.



JSC Credo Bank (Georgia)

Credo Bank is the leading bank in the Georgian microfinance market in terms of countrywide presence and number of clients. It operates 68 Service Centres and supports up to 260 thousand customers across Georgia. The bank's mission is to provide sustainable financial services to micro, small and medium businesses, with a preference for rural activities and those businesses that create income and employment opportunities. JSC Credo offers crop insurance to clients to protect their agricultural yields against risks posed by environmental conditions. The IIF loan supports the portfolio growth of productive loans bundled with an agricultural insurance policy that covers climate insurance risks.



Khan Bank (Mongolia)

Khan Bank, established in 1991, is Mongolia's largest commercial bank and a key agent of financial inclusion in the country. It operates with 538 branches across the country and provides services to approximately 70% of Mongolian families. The purpose of the IIF loan to Khan Bank is to support the expansion of the index-based livestock insurance programme, related to herder loan products.



LOLC (Cambodia)

LOLC Cambodia is Cambodia's third largest MFI. The institution focuses on socially responsible lending using both group and individual lending methodology and is among Cambodia's market leaders in social performance. The IIF Loan will support the launch of crop insurance for rice crop in the three provinces, covering the risk connected to dry spell during sowing and harvesting and excessive rainfall.



Mufin Green Finance (India)

Mufin Green is a Non-Banking Financial Company (NBFC) that provides loans to the lower-income segment across India for the purchase of Electric Vehicles (EVs). These are predominantly 3-wheeler vehicles that are being used by the owners for commercial purposes, including the transportation of goods or people across short distances.



SAFCO (Pakistan)

SAFCO is a Tier 3, non-banking microfinance company in Pakistan, newly established in August 2022 as a wholly owned subsidiary of SAFCO Support Foundation (“SSF”). SSF started operations in 2009 and is licensed as a Not-for-Profit NBFC, while SAFCO was established to take over the assets and liabilities of its holding company’s microfinance programme as a for-profit Non-banking Microfinance Company (NBMFC). SAFCO provides microfinance services to the unbanked and low-income communities via both group and individual lending methodologies. Apart from this, SAFCO also offers training and capacity building skills, and livestock insurance products to clients. The MFI caters to more than 117,000 unbanked and low-income entrepreneurs, out of whom 60% are women.



Sterling Bank (Nigeria)

Sterling Bank Plc is a leading full-service Nigerian commercial bank, offering an innovative and dynamic bouquet of solutions to corporate, retail, consumer, and investment markets. Sterling Bank has a broad, diversified customer base, having carved a niche in the Retail, Commercial, Investment, and Corporate banking spaces. It has also established itself as a provider of financial solutions for the SME sector and has been successful in launching solutions specially designed to meet the needs of a variety of clients in different subsectors. The H.E.A.R.T of Sterling Bank is a strategic thrust that aims to penetrate five key sectors in the Nigerian economy: Health, Education, Agriculture, Renewable Energy and Transportation (HEART). The strategy explores solutions in the entire value chain of the target sectors, with a framework to identify and develop opportunities that will support government efforts, improve the prospects of key stakeholders and improve the well-being of grassroots communities in Nigeria. Sterling actively finances and supports players across the Nigerian agribusiness value chain – individuals, cooperatives, SMEs and large corporates across the primary, secondary and tertiary stages of value creation. The Bank seeks to reach approximately 100,000 farmers in the next four years.



Kashf Foundation (Pakistan)

Kashf Foundation is a non-banking microfinance organisation that has grown to become the largest distributor of micro-insurance solutions in Pakistan. A mission-driven non-profit, Kashf used IIF’s debt investment to expand its livestock loan product, increasing the resilience of the livelihoods of poor and vulnerable households in rural areas.



Fundeser (Nicaragua)

Microfinanciera FUNDESER is a regulated microfinance institution in Nicaragua, focused on expanding access to financial services for micro and small entrepreneurs, particularly in rural areas. Established in 2000, it provides a range of tailored products, including agricultural and microenterprise loans, to support income generation and resilience among underserved populations.

With a strong rural focus and backing from international impact investors, FUNDESER has built a solid presence in the country’s microfinance sector. Following its acquisition by Grupo Financiero Atlántida in 2024, the institution is well positioned to further scale its outreach and deepen its contribution to financial inclusion in Nicaragua.

InsuResilience Investment Fund – Private Equity sub-fund



Inclusive Guarantee – former Planet Guarantee, Exited

Vertical: Insurance distribution

Region: West Africa

IIF Investment: 29.1% equity stake (in 2016)

Inclusive Guarantee, a Simplified Limited Company, was established in 2007 and is a leading microinsurance broker in West Africa and a pioneer in climate insurance products. Inclusive Guarantee has been created to promote socially inclusive insurance products with a current focus on West African farmers and index-based crop insurances. With most of its staff deployed in Senegal, Mali, Burkina Faso and the Côte d'Ivoire, the company acts as a designer and broker for climate insurance products. It also provides advisory services on insurance schemes, primarily to multilateral institutions.



Global Parametrics – Exited

Vertical: Insurtech

Region: Global

IIF Investment: 34.3% equity stake (in 2016)

Global Parametrics, established in the UK in 2016, is a for-profit social venture start-up with IIF as a founding investor. The company seeks to catalyse the development of markets for Financial Disaster Risk Management (FDRM) solutions in low and middle income countries to benefit poor and vulnerable populations.

FDRM solutions are comprehensive packages providing an optimised financial response to and management of weather and seismic disaster events. An FDRM offering goes beyond an insurance product by incorporating a set of tailored tools and products that blend risk analysis, risk retention and risk transfer to ensure a cost-efficient, highly effective end-to-end solution. Blending top-notch climate and seismic science, novel risk structuring techniques and patient risk capital, Global Parametrics offers first-of-their-kind products and services for natural disaster risk management.

The InsuResilience Investment Fund acquired a 34.3% equity stake in Global Parametrics, with an initial investment in July 2016.

On the 5th September 2023, the sale of 100% of Global Parametrics to Celsius Pro took place and the company is no longer part of the Sub-fund's portfolio. Throughout its investment period Global Parametrics has been a key contributor to the InsuResilience Investment Fund's overall beneficiary target. With close to 28 million beneficiaries of climate and weather insurance products, the portfolio company has contributed significantly to the impact of the Fund and has surpassed its impact target of 20 million beneficiaries. The positive impact of the company will continue even after the Fund's exit through Global Parametrics' continued management of the Natural Disaster Fund with a strong focus on developing economies.



Skymet Weather Services (India), exited

Vertical: Enabling Technology

Region: India

IIF Investment: 26.8% equity stake (in 2017)

Skymet Weather Services Private Ltd (Skymet) is India's largest weather monitoring and agri-risk solutions company to the insurance and financial sectors. Through its activities, the company is reaching out to more than 2,000,000 farmers. This innovative and technology-driven company is the market leader in providing weather and crop-yield related information services to the insurance sector in India with over 6,000 automatic weather stations (AWS) across the country.

The InsuResilience Investment Fund acquired a 26.8% equity stake in Skymet in December 2017 and through a follow on investment in March 2018 via a mix of right issue subscription and purchase of existing shares. This investment will help Skymet to expand its AWS network and secure new contracts in both weather data and crop yield measurement, hereby extending its outreach to low income poor and vulnerable farmers.



Asia Insurance company (ASIC)

Vertical: Insurance

Region: Pakistan

IIF Investment: USD 3.16 million (in 2018)

Asia Insurance Company (ASIC) is a Lahore-based general insurance company established in 1979 and regulated by the Insurance division of the Securities and Exchange Commission of Pakistan (SECP). ASIC offers non-life insurance products including crop and livestock insurance as well as fire, motor, marine and health & PA and Micro-insurance.



CropX – Former Acclym, before that AgriTask

Vertical: Enabling Technologies

Region: Global Markets

IIF Investment: USD 8 million⁵⁰ (in 2019)

Acclym (formerly Agritask) was acquired by CropX through a share swap. CropX offers data driven cloud-based software and hardware systems to enhance farm management practices, improve yields and ensure sustainability. Its core offerings include various crop, field and weather data; several hardware options for in-farm data collection; software platforms for data processing and systems tracking.

Since 2020, CropX has expanded its global reach and capabilities through 6 acquisitions and is currently present in North America, Europe, Australia, New Zealand and across Latin America.



Rex Insurance – former REGIC

Vertical: Insurance

Region: Nigeria

IIF Investment: USD 9.96 million (in 2019)

Rex Insurance (formerly Royal Exchange General Insurance Company (REGIC)) is the sixth largest general insurance company in Nigeria offering motor, fire, specialty risks (i.e., covering energy assets) and agriculture insurance to farmers. The REGIC group has been in operations for over 100 years, making it the oldest insurance company in Nigeria.

Rex Insurance is the first insurance company in Nigeria to have received regulatory approval from the insurance regulator to launch weather index insurance (WII).



Probus

Vertical: Insurance Distribution

Region: India

IIF Investment: USD 6.75 million (in 2021)

Probus is a leading tech-enabled retail insurance broker, with the licence to offer a full range of General and Life insurance products in India. It operates in more than 400 cities through a network of more than 35,000 agents and focuses on improving insurance penetration in Tier 2 and Tier 3 cities. It is a pioneer in digitising and improving the access to several products including home and business insurance which offer a comprehensive climate risk coverage.

50. The company at time of investment was named "AgriTask" (not yet Acclym).



Vanguard

Vertical: Insurance

Region: Ghana

IIF Investment: USD 8.8 million (in 2022)

Vanguard was founded as the first private indigenous insurance company in Ghana and has become a household name. The business has a strong presence in the commercial, SME and retail sectors and its branch network extends across all the country's 16 regions. The company has digital distribution capabilities allowing it to reach low-income and rural customers beyond its branch network.



Forte

Vertical: Insurance

Region: Cambodia

IIF Investment: USD 11.5 million (in 2022)

Forte is a regional insurance group with general and life insurance subsidiaries in Cambodia and Laos with 450 employees and a network of 8 branches. It is the market leader in non-life insurance with a 44% market share offering a range of products including agriculture insurance. The company has a clear goal to grow in micro-insurance and to reach low-income population. Forte is driving the set-up of a national crop insurance scheme out of the recent pilot on Weather Index Crop Insurance (WICI).



Igloo

Vertical: Insurance Distribution, Enabling Technology

Region: Southeast Asia

IIF Investment: USD 10 million (in 2022)

Founded in 2016, Igloo is a full stack insurtech with presence across the insurance value chain from distribution to underwriting and claims handling. It operates in six countries in Southeast Asia through two key business models – a) Embedded Insurance and b) Agency. Under the embedded insurance model, Igloo partners with businesses (e.g., e-commerce, telecom) and offers their customers relevant and innovative insurance products. The Agency segment has created a network of agents to distribute insurance products in the region. The company enables microinsurance at scale with 215 million policies sold in 2024 alone (this includes both climate risk cover and non-climate insurance solutions).



Newe

Vertical: Insurance

Region: Brazil

IIF Investment: USD 9.7 million (in 2022)

Newe is a specialty insurance company that started its operations in January 2017 as a subsidiary of a US insurer. In 2019, the top-management acquired 100% of Newe following the parent's company decision to exit the Brazilian market. The company has become one of the largest players in agriculture insurance and is focused on medium and small size farmers through cooperatives. The company has developed a tech platform to price and monitor weather risks and is a pioneer in parametric insurance.



Pula

Vertical: Insurance Distribution, Enabling Technology

Region: Global Emerging Market

IIF Investment: USD 10 million (in 2023)

Pula is a global leader in developing Area Yield Index Insurance programmes for small scale farmers in emerging markets. Through its products Pula helps millions of small-scale farmers endure climate risks and improve farming practices. The company currently covers 24 crops, representing 70% of crop production in emerging markets. Its main markets are Kenya, Uganda, Zambia, and Mozambique, with plans to expand across other emerging markets. The company is built around a scalable business model, based on AI, mobile-based registration systems, remote sensing and end-to-end automation tools.



FinAgg

Vertical: Enabling Financing, Insurance Distribution

Region: India

IIF Investment: USD 6 million (in 2024)

Founded in 2020, FinAGG is an invoice-based financing platform that offers financing to retailers and distributors of large corporates in sectors such as FMCG, consumer electronics and building products. It also embeds business insurance in the loans offered to the micro enterprises it works with, thus providing protection to these enterprises from climate events. FinAgg has access to 55k micro enterprises and plans to service ~500k+ micro enterprises by 2028.



Fido

Vertical: Enabling Financing, Insurance Distribution

Region: Ghana/Uganda

IIF Investment: USD 10 million (in 2024)

Fido Solutions Limited (Fido) is a licensed nonbank financial institution (NBFI) offering instant credit via a digital app that uses AI to develop proprietary credit scores. During the underwriting stage, an initial Fido Score is assigned to a customer after they have successfully passed Know Your Customer (KYC) and AI driven fraud detection processes. The customer is then provided loan terms based on their Fido Score. Once the loan terms are accepted the loan is paid out instantly using mobile money.



TechCoop

Vertical: Enabling Financing, Insurance Distribution

Region: Vietnam

IIF Investment: USD 5.1 million (in 2024)

TechCoop is a Vietnam-based agritech company serving Agri SMEs and Farmer Coops by offering financing, market access, and digital services. Lending is driven by robust credit underwriting process, and proprietary credit scoring model specifically designed to assess the risk associated with lending to agricultural clients. It has access to more than 300 thousand farmers and 600 agri-SMEs.



Naked Insurance

Vertical: Insurance

Region: South Africa

IIF Investment: USD 8 million (in 2024)

Naked Financial Technology Limited (Naked) is a South African based Insurtech company offering insurance cover for vehicles, property and single items digitally through its mobile platform. The company addresses key market pain points by leveraging technology to simplify and significantly reduce time spent on the customer onboarding processes while ensuring transparency. All insurance provided includes cover against natural catastrophes such as floods and hailstorms.



Reask

Vertical: Insurance Distribution, Enabling Technology

Region: Global

IIF Investment: USD 3 million (in 2025)

Reask is an extreme weather data analytics company that offers synthetic event sets for global tropical cyclones and other perils. Its proprietary data sets provide highly granular global coverage, enabling businesses to measure and manage their exposure to catastrophe risk. The company's products allow customers, such as insurance companies, to more accurately price their premiums; enable asset managers to quantify their climate risks effectively; and assist governments in designing parametric products and early warnings for vulnerable populations.



Previsico

Vertical: Insurance Distribution, Enabling Technology

Region: Global

IIF Investment: USD 2.7 million (in 2025)

Previsico provides advanced flood forecasting and mitigation solutions addressing the growing global challenge of flood severity and frequency that threatens properties and disrupts business operations. Previsico's platform provides accurate, real-time, flood warning and property-level insights. Warnings are issued up to 48 hours in advance, which enables stakeholders to mitigate flood related damages through Previsico's basic, premium or integrated options which provide client specific localised flood forecasting. Its solutions enhance operational resilience across various sectors including insurance, utilities and construction sectors.

Important information

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 BlueOrchard Finance Ltd

About BlueOrchard Finance Ltd

BlueOrchard is a leading global impact investment manager with a long-standing track record of delivering financial returns alongside measurable social and environmental outcomes. Established in 2001 as part of a United Nations initiative, the firm has been a pioneer in impact investing, with a particular focus on emerging and frontier markets.

With more than two decades of experience, global reach and deep local expertise, BlueOrchard offers a broad range of impact investment strategies designed to meet the needs of institutional, private, and public investors. These solutions provide access to high-growth markets while supporting job creation and sustainable economic development. The firm has invested billions of dollars across more than 100 countries, benefiting millions of underserved micro-, small- and mid-sized enterprises.

As part of Schroders, a global asset manager with a heritage spanning over 200 years, BlueOrchard combines specialist impact investing capabilities with institutional-grade infrastructure and governance.

About InsuResilience Investment Fund

The Luxembourg-based InsuResilience Investment Fund, formerly known as Climate Insurance Fund, is an initiative created by KfW, the German Development Bank, on behalf of the German Ministry for Economic Cooperation and Development (BMZ).

The overall objective of the InsuResilience Investment Fund is to contribute to the adaptation to climate change by improving access to and the use of insurance in developing countries. The specific objective of the fund is to reduce the vulnerability of low-income households and micro, small and medium enterprises (MSME) to extreme weather events. The InsuResilience Investment Fund has been set up as a public-private-partnership for qualified investors and combines private debt and equity investments in two separately investible sub-funds as well as technical assistance and premium support. The fund aims at both financial return and social impact.

The fund has been closed for new investments. For further information, please visit: www.insuresilienceinvestment.fund

About the InsuResilience Investment Fund Private Equity II SCA SICAV-RAIF

Building on the success of the InsuResilience Investment Fund, KfW (the German Development Bank) and BlueOrchard launched the InsuResilience Investment Fund Private Equity II ("IIF PE II") which was set up as a public-private-partnership in September 2022.

The overall objective of the IIF PE II is to contribute to the adaptation to climate change by improving access to and the use of insurance in developing countries. The specific objective of the fund is to reduce the vulnerability of MSMEs as well as low-income households to extreme weather events. This second fund has a strong focus on technology to drive affordability of and accessibility to climate insurance.

The fund has been closed for new investments. For further information, please visit: www.insuresilienceinvestment.fund

Technical assistance and premium support facilities complement both InsuResilience Investment Funds and are separately funded by BMZ and the Nordic Development Fund (NDF).

The two Funds are classified as an Article 9 Fund according to the EU Sustainable Finance Disclosure Regulation (SFDR).