

RWANDA

Rwanda had a government-backed pathway to scale

A clear need, a strong policy foundation and the right partners enabled rapid uptake of agricultural insurance.



Rwanda's agricultural context



55%

of the population
is employed in
agriculture



51%

of land area
is agricultural



4%

of farmers are
covered by crop
insurance

Growing climate risks threaten livelihoods



More frequent droughts, unseasonal rains, soil erosion and landslides are putting increasing pressure on Rwanda's farmers and food security.

National Agricultural Insurance Scheme (NAIS)



A public-private partnership coordinated by the Ministry of Agriculture (MINAGRI).

40%

premium subsidy
for insurance bundled
with loans.

Key partners in Rwanda



ACRE Rwanda

Designs and delivers index insurance products for smallholder farmers.



SCBF

Provided technical assistance and financial education support to help scale the model.

Scale required more than a subsidy

With SCBF's support, ACRE strengthened the product, distribution and local capacity needed to reach smallholder farmers at scale.



Better products and data

- Refined area-yield and livestock insurance products
- Tested a soil moisture index-based product bundled with input loans
- Testing hybrid indices combining satellite or weather-station data with historical yield information
- Exploring picture-based verification to help address basis risk



Trusted distribution and farmer education

- Trained more than 30,000 farmers through a training-of-trainers model
- Worked with loan officers, agri-input suppliers and government extension officers to improve communication with farmers
- Bundled insurance with credit and agricultural inputs
- Developed training and marketing materials for partners



Local capacity and digital infrastructure

- Built index insurance expertise and capacity with five local insurance partners
- Piloted soil moisture index with farmers on the BK TechHouse digital platform
- Strengthened collaboration across insurers, input suppliers and government extension services



A coordinated approach across product, people and systems laid the foundation for rapid and inclusive scale.

What happened as the model scaled

A combination of better products, trusted distribution and local capacity enabled rapid uptake and built the foundation for longer-term sustainability.



151,815
farmers reached
over 4 years

(latest internal
outreach, 2022–2025)



59%
women

of 139,000 new farmers
reached through
Dec. 2024



30,000+
farmers trained

through a training-
of-trainers model



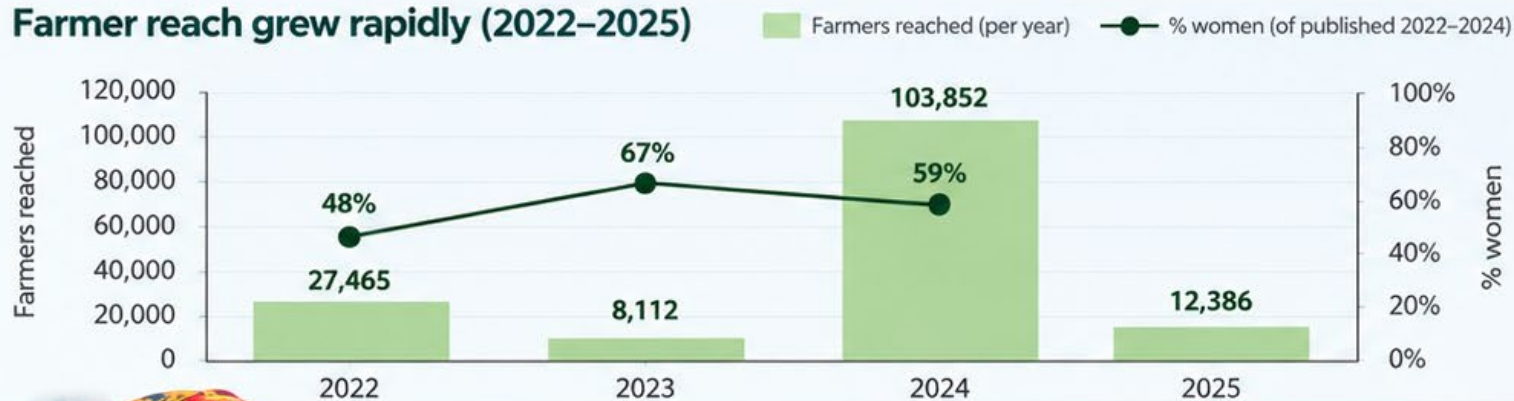
9,000+
insurance policies
purchased

as a result of training



5
local insurance
partners
with strengthened
index insurance
expertise

Farmer reach grew rapidly (2022–2025)



Product and data innovation evolved and is continuing to adapt



Established products

- Area-yield index insurance for crops
- Livestock insurance



Product testing and adaptation

- Soil moisture index-based product
- Bundled with input loans



Current evolution (promising innovations)

- Testing hybrid indices combining multiple data sources
- Exploring picture-based verification to help address basis risk



“ **Trust is critical.** Farmers often prefer area-yield insurance because crop-cut assessments are tangible and visible. Satellite-based products can be cheaper and easier to scale, but farmers need to understand and trust how the data translates into a payout.

The scaling question: who pays as subsidies evolve?

Subsidies helped unlock rapid uptake. The next step is to build on this progress and determine what still needs subsidy — and who should pay.



1. PUBLIC SUPPORT

NAIS provides a 40% premium subsidy, helping to accelerate uptake.

40%

premium subsidy for insurance bundled with loans



2. SCALE & LEARNING

- 151,815 farmers reached over 4 years (2022–2025)
- Products tested and adapted
- Distribution expanded through partners
- 30,000+ farmers trained
- 9,000+ insurance policies purchased



3. BUILD FOR SUSTAINABILITY

- Better data and product adaptation
- Lower-cost delivery opportunities (e.g. digital distribution)
- Trusted products through credible verification
- Local capacity in insurers, input suppliers and government services



4. THE OPEN QUESTION

What still needs subsidy — and who should pay?

As the model develops, which elements should continue to be subsidised, for whom, for how long, and by which actors (government, private sector, donors or farmers)?



Rwanda shows that subsidy can unlock scale.
The next step is to use subsidy intelligently as the model develops.



KEY QUESTION FOR DISCUSSION



What still needs subsidy — and who should pay?



Should public funds continue to subsidise premiums, or be used for data, product development, farmer education or shared infrastructure?



Which actors benefit from more climate-resilient farmers (insurers, lenders, input suppliers, off-takers) and should they contribute?



What evidence will tell us when and how subsidy levels or design should change over time?