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Bruno Lepoivre

Deputy Director of Agriculture and Prevention Market at Pacifica, Crédit Agricole Assurances' property and casualty insurance subsidiary

"The Pacifica partnership for pasture insurance based on satellite imagery"



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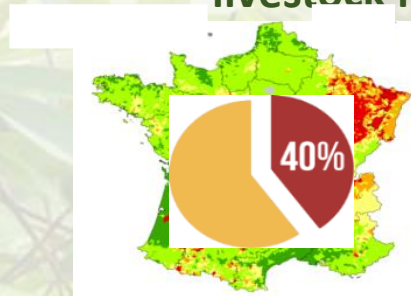


Grassland Insurance

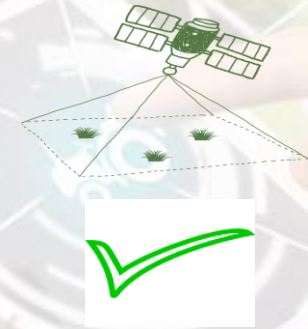


Fodder, the key to
livestock farmers revenue

Classic insurance techniques
are not applicable



Year	Production	Price	Revenue	Market
2010	1000	1.00	1000	Market A
2011	1100	1.10	1210	Market A
2012	1200	1.20	1440	Market A
2013	1300	1.30	1690	Market A
2014	1400	1.40	1960	Market A
2015	1500	1.50	2250	Market A
2016	1600	1.60	2560	Market A
2017	1700	1.70	2890	Market A
2018	1800	1.80	3240	Market A
2019	1900	1.90	3610	Market A
2020	2000	2.00	4000	Market A

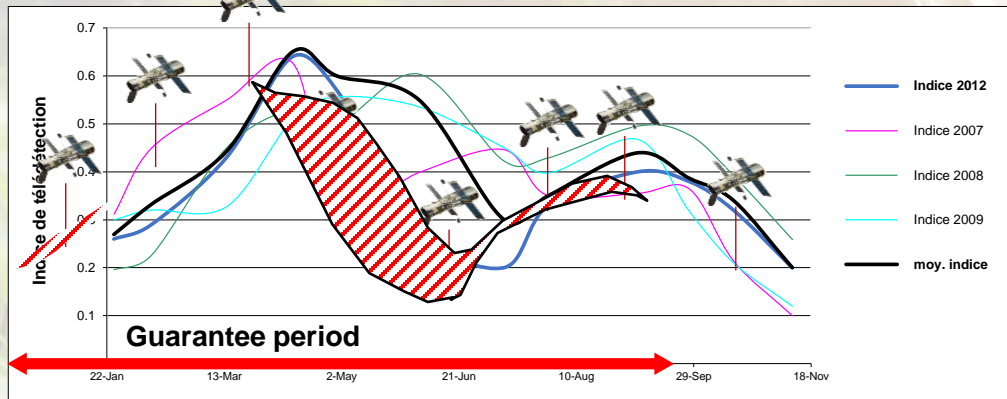




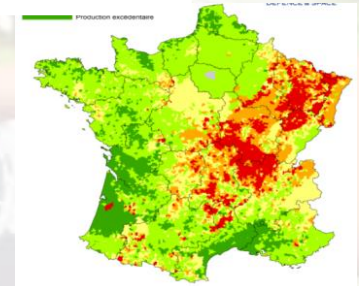
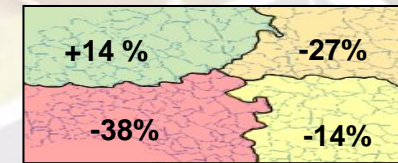
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Grassland Insurance



Calculation of loss rates by local area



Cross-referencing with policy data

Automatic payment





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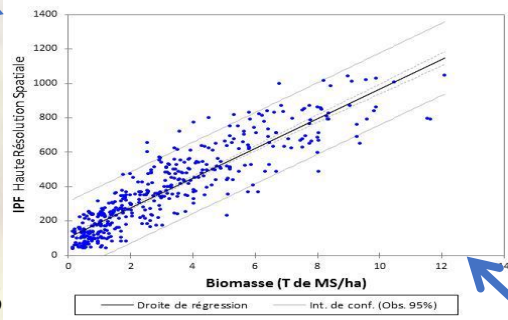
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Grassland Insurance

Scientific validation "satellite vs mower"

Key factor of success

$R^2 = 0.823$



CRÉDIT AGRICOLE ASSURANCES

AIRBUS

Gain the confidence of farmers



and manage the basis risk



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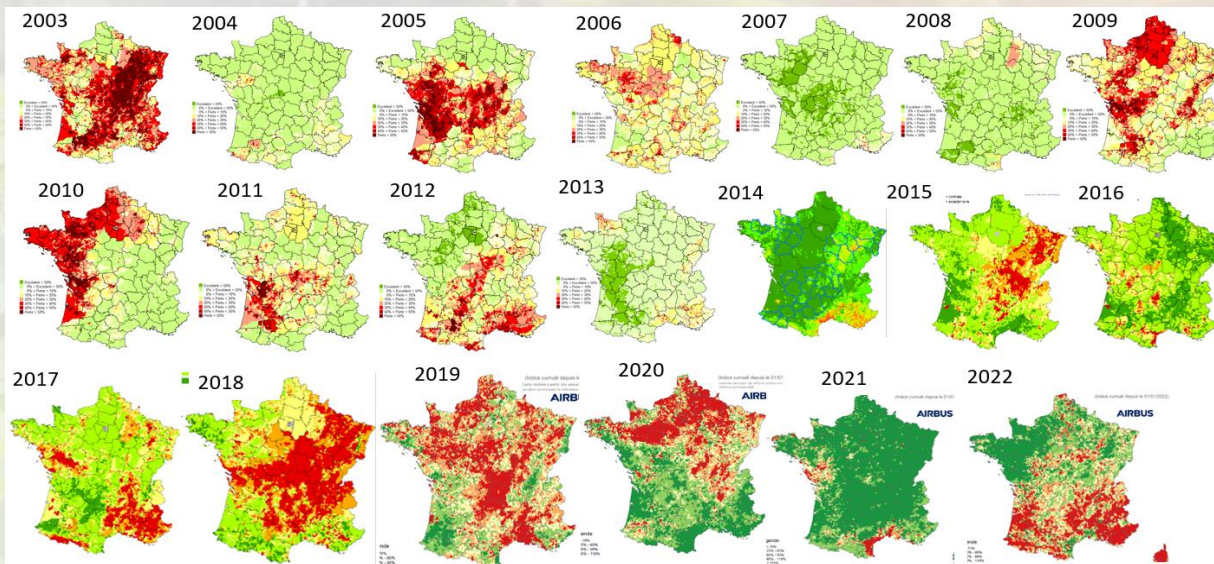
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DE DÉVELOPPEMENT

Key factor of success

 **CRÉDIT AGRICOLE
ASSURANCES**

AIRBUS

Data available since 2003



Collaboration with public authorities



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of Finance & Management
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 **MERCY
CORPS**

R D F G
for a better future

 **AGRICULTURES
& TERRITOIRES**
CHAMBRES D'AGRICULTURE
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THANK YOU FOR YOUR PARTICIPATION!
გმადლობთ მონაწილეობისთვის!