Public Information Summary

Host Countries	Kenya, Uganda, Nigeria, Ghana
Name of Borrower	Turaco, Inc. (USA)
Project Description	Turaco is a microinsurance broker and underwriter that sells embedded, health, credit life, life and other insurance through partner companies in sub-Saharan Africa
Proposed DFC Loan	$7,000,000, 7-year direct loan
All-Source Funding Total	$7,000,000
Policy Review	
Developmental Objectives	The Borrower, Turaco, aims to address the lack of affordable microinsurance options in sub-Saharan Africa. Turaco offers low-income consumers affordable products while providing more comprehensive coverage for women consumers than its competitors. The accessibility of its products is why most of Turaco's clients are accessing health and life insurance for the first time through the company. Turaco is raising $7 million in debt from DFC to support expansion of embedded, health, credit life, life, and other insurance offerings to its clients. By 2028, Turaco plans to serve 4.4 million clients with 3.52 million of those being low-income, and 2 million being women. Turaco uses a business-to-business-to-consumer (B2B2C) model to expand their reach and market penetration by utilizing the existing client networks of its partner businesses. These B2B2C distribution channels are maintained and enabled through Turaco's proprietary technology that integrates with distribution partners. These partners include other FinTechs, banks, and mass-market companies that integrate Turaco's insurance into their own product offerings through an opt-in system to simplify distribution and payment for clients. Turaco's insurance products are priced affordably, in the range of $2/month, which is a cost savings of approximately 76% compared to similar plans in sub-Saharan Africa. Turaco is able to offer such affordable premiums by leveraging its technology resources and B2B2C model which reduces overhead costs and allows the company to reach economies of scale.19 Turaco's products are designed to be simple to understand with clear coverage and payment triggers. Turaco has a focus on client satisfaction which is demonstrated by its ability to quickly process claims. Turaco has a turnaround time of two days for processing claims which is enabled by the company's ability to process claim's documentation through accessible applications like WhatsApp, and the ability for clients to speak with an agent to help walk them through the claims process. Along with its existing product offerings, Turaco plans to use DFC funds to expand its health insurance products. Turaco health insurance products are designed to cover any hospital stay including accidents and broader tertiary care. The "Hospital Cash" health insurance product is

	uniquely tailored to the out-of-pocket expense needs of women. In response to gaps in the market for microinsurance with adequate coverage for pregnancy-related care, Turaco actively worked to include pregnancy and delivery coverage as part of Hospital Cash product. By 2028, Turaco plans to have 3 million clients covered by its health insurance offerings, with 1.3 million of those clients being women. The additional 1.4 million projected clients that will be served by the DFC Project are expected to be covered by Turaco's other microinsurance products such as life insurance.
Environment and Social Assessment	The Project has been reviewed against the DFC's 2020 Environmental and Social Policies and Procedures manual ("ESPP") and has been determined to be categorically eligible. DFC loans to financial institutions who will expand insurance and micro-insurance products are screened as a Financial Intermediary C (FI-C) for environmental and social assessment. These downstream insured parties are expected to result in minimal adverse environmental and social impacts. Therefore, all those downstream insured parties have been pre-screened as low risk and further review and consent is not required for these investments. To ensure that the Borrower's insurance issuances are consistent with the DFC's statutory and policy requirements, the DFC loan will be subject to conditions regarding the use of proceeds. The primary environmental and social issues identified in this transaction relate to the need for an Environmental and Social Policy ("ESP") that meets the 2012 IFC Performance Standards. Under the DFC's ESPP, the Borrower is required to comply with applicable local and national laws and regulations related to environmental and social performance and applicable provisions of the 2012 International Finance Corporation's Performance Standard ("PS") 1 and 2. A desk-review based due diligence assessment indicates that because the Project will use DFC support the expansion of the Borrower's insurance and micro-insurance products in Kenya, significant adverse impacts concerning biodiversity, land acquisition and resettlement, indigenous peoples, and cultural heritage are not anticipated; therefore, PS 3, 4, 5, 6, 7, and 8 are not triggered at this time. The Borrower lacks a formal Environmental and Social Policy aligned with IFC PS 1 including processes related to client protection, GHG assessments, and monitoring. The Borrower will be required to submit

	documentation, policies, and procedures that align with DFC's expectations as a condition of receipt of support.