AFIYA PROGRAMME

AFIYA PROGRAMME CURRICULUM DEVELOPMENT FOR CLIMATE RISK INSURANCE SOLUTIONS

CALL FOR PROPOSALS

TERMS OF REFERENCE(TOR)

1. About FSD Africa

FSD Africa wishes to engage the services of a consultant(s) to develop a curriculum and course content on climate risk insurance solutions for your young women smallholder farmers and agricultural entrepreneurs across Africa.

The curriculum will be grounded on learnings, best practices and real-world case studies derived from FSD Africa and Mastercard Foundation's AFIYA programme. The curriculum will consist of self-place learning material and content that will be delivered to insurance sector players in Africa with the aim of fostering innovation and scaling climate risk solutions.

1. Background

1.1 About FSD Africa

FSD Africa is a specialist development agency making finance work for Africa's future. We work with governments, regulators, and financial institutions across 30 countries to strengthen markets, shape policy, and mobilise capital into opportunities supporting growth, climate resilience, the clean energy transition, and nature-positive development. Supported by the UK Government alongside philanthropic and development partners, we also deploy catalytic capital through our investment arm, FSD Africa Investments. For more information, please visit: https://www.fsdafrica.org "

The AFIYA Programme

The Accelerating Financial Resilience and Insurance for Young African Women in Agrifood Systems (AFIYA) programme is a multi-country programme, funded by the Mastercard Foundation, that targets at least 378,000 vulnerable young women smallholder farmers (SHFs) and agri-preneurs across Kenya, Nigeria and Senegal. AFIYA responds to a pressing reality: climate change is eroding the financial resilience of vulnerable populations, intensifying income volatility, restricting access to credit, and pushing young women who play a vital role in agriculture — yet face disproportionate losses from climate shocks — closer to ultra-poor status. AFIYA seeks to build a sustainable, gender-intentional agricultural insurance ecosystem anchored on five impact outcomes: expanded coverage of affordable agricultural insurance, improved financial resilience to climate shocks, increased access to affordable credit linked to insurance, accelerated adoption of climate smart agriculture, and a strengthened insurance market ecosystem. AFIYA will work through existing Mastercard Foundation country programmes and trusted delivery channels — including aggregators, cooperatives, insurtechs, financial service providers, and government extension structures — to embed insurance and complementary financial services in the lived realities of young women in agrifood systems.

The programme operates across three pillars:

- Develop: Design and deployment of insurance products and premium support mechanisms
- Adopt: Financial literacy, access, and uptake of bundled services
- Enable: Policy, regulatory, and ecosystem strengthening

Within this framework, parametric insurance plays a critical role in addressing climate-related risks through scalable, data-driven, and rapid payout mechanism.

2. Objectives and Scope

The primary objective of this assignment is to develop and disseminate a high quality, practice-oriented curriculum that builds the capacity of African insurance sector players to design and scale climate risk insurance products for young women small holder famers and agricultural entrepreneurs.

Specific objectives include:

1. Transfer knowledge and technical skills from AFIYA programme to insurance industry players in Africa. The curriculum content will remain available both during and after the AFIYA programme implementation period.
2. Disseminate best practices and real-world case studies to foster innovation and scale climate risk insurance solutions across the continent
3. The curriculum will consist of self-paced training modules on sustainable insurance product development.
4. Create a long-term impact, by embedding sustainable insurance expertise into the African insurance ecosystem, helping insurers to serve underserved and unserved young women SHFs and agri-preneurs.
5. Strengthen the pipeline of qualified insurance professionals and regulators capable of designing, supervising and scaling inclusive climate risk insurance products over the medium to long term.
6. Contribute to a shared body of knowledge and reference material that reinforces the NDSI's Africa Sustainable Insurance Academy and its wider learning and development agenda.

7. Ensure that content materials accurately reflect local contexts and are shaped by the experiences, perspectives, and information gathered from smallholder farmers and insurers across the various countries.

3. Proposed Course Structure

Tailored for insurance industry players and practitioners, including insurers, underwriters, actuaries, product developers, risk managers, regulators and insurtech innovators, the programme will draw directly on lessons from the AFIYA programme, with a specific focus on agricultural insurance solutions for smallholder farmers and agricultural entrepreneurs. The curriculum design will adhere to the following principles:

- **Local relevance:** The curriculum will reflect the lessons, evidence, and practical realities emerging from the AFIYA programme.
- **Online Learning Experience and Course Scripts:** Participants will benefit from a self-paced online learning experience with document curriculum scripts to be shared with participants.
- **Product Development:** The curriculum will focus on sustainable agricultural insurance product innovation, with particular emphasis on the gender-intentional products and solutions developed through the AFIYA programme.
- **Regulatory Inclusion:** The curriculum will also provide a comprehensive learning overview for insurance regulators and supervisory authorities.
- **NDSI Learning & Development Alignment:** The curriculum will align with and build on NDSI's Africa Sustainable Insurance Academy foundational programme, as well as its wider learning and development webinar series.
- **Audience-Centred Design:** The content, language and case studies will be designed to be accessible, practical and relevant to participants across different seniority levels and technical backgrounds within the target audience.

4. Indicative Curriculum Modules

While the final module structure will be confirmed during the inception phase based on the desk review and stakeholder consultations, the consultant will work closely with the AFIYA programme implementation team and partners to develop curriculum content covering, at a minimum, the following modules:

- **Module 1:** Introduction to Climate Risk, Financial Resilience and Inclusive Agricultural Insurance in Agrifood Systems
- **Module 2:** Understanding Young Women Smallholder Farmers and Agri-preneur Risk Profiles, Livelihoods and Gendered Barriers
- **Module 3:** Designing Gender-Intentional Insurance Products for Young Women in Agrifood Systems
- **Module 4:** Integrating Credit, Insurance Bundling and Early Warning Systems for Climate Resilience

- **Module 5:** Distribution, Insurtech and Digital Delivery Models for Smallholder and Agri-preneur Segments
- **Module 6:** Community Adoption: Skilling, Advocacy, Trust-Building and Gender-Norm Change
- **Module 7:** Data, Climate Risk Analytics and Pricing, including Gender and Climate-Vulnerability Data Layers
- **Module 8:** Policy, Regulatory and Supervisory Considerations for Inclusive Agricultural Insurance
- **Module 9:** AFIYA Case Studies, Lessons Learned and Applying the Learning in Practice

5. Deliverables

The deliverables under this contract are as follows:

Deliverable	**Description**
Inception Report	A detailed workplan, methodology, approach and preliminary findings from a desk review of AFIYA programme materials and relevant global benchmarks
Course Curriculum & Training Material Developed	Complete curriculum scripts, self-paced e-learning modules, case studies and assessment tools
Final Training Report	A comprehensive report documenting curriculum delivery outcomes, participant feedback, lessons learned and recommendations for subsequent cohorts following 1st delivery of programme.

6. Timelines

The project shall be implemented under a 12-month consultancy contract as per the deliverables above and the workplan set.

Deliverable	**Timeline**
Inception Report	Within 2 weeks of contract signing
Course Curriculum and Material Development	Within 9 months of contract signing
Delivery of Programme for 1st Cohort	Within 10 months of contract signing
Final Training Report	Within 1 month of first cohort programme delivery

Required Expertise

- The consultancy team should collectively demonstrate the following competencies

- Deep knowledge of agricultural and climate risk insurance products including index-based insurance and parametric solutions
- Expertise in gender-international financial product design and delivery is desirable
- Understanding of the African insurance market dynamics and regulatory landscape
- Familiarity with Insurtech innovations and digital distribution channels relevant to smallholder farmers is desirable
- Understanding of the agricultural and agri-food value chains in Sub-Sharan Africa.

7. **Invitation to tender**

FSD Africa is inviting proposals from suitably qualified consultants .Your proposal should contain:

- CV(s) of the consultant(s), not exceeding 3 pages per CV.
- A summary of relevant experience demonstrating expertise as described under section 6 of this ToR
- A clear description of your understanding of the assignment as outlined in these Terms of Reference, including your proposed methodology and approach to delivering the scope of work within the suggested timeline.
- Examples of similar assignments undertaken, including samples of work and testimonials or references from previous clients.
- A financial proposal outlining professional fees and reimbursable expenses (see Annex 1), with a clear breakdown aligned to deliverables.

Submitted proposals should not exceed 10 pages (excluding annexures). The review will be based on the main proposal. This should be sent by email to FSD Africa through **the supplier portal** by **14 August 2026 12.00pm (EAT**) under a subject line reading '**AFIYA Programme Curriculum Development for Climate Risk Insurance Solutions.** Applications received after the deadline will not be considered.

7. Basis of Award

The selection criteria for the consultant will be based on the following to inform the Most Economically Advantageous Tender (M.E.A.T);

Mandatory criteria

- The consultant(s) must have successfully completed at least 3 assignments in the last 8 years involving designing and delivering curriculum, training or capacity-building programmes, with application to insurance (preferably agricultural insurance), financial inclusion, financial services or a closely related sector.
- The consultant(s)' proposed team includes at least one member with proven technical expertise in agricultural and/or climate risk insurance, including index-based or parametric insurance products.

- The consultant (s) must demonstrate experience across Africa preferably in the AFIYA target countries of Kenya, Nigeria and Senegal and provide demonstrate capacity to engage regulators, insurers, reinsurers, aggregators, and other ecosystem stakeholders.
- The consultant(s) must demonstrate capacity to develop high-quality self-paced online learning content, including learner scripts, facilitator guidance, case studies, knowledge checks and assessment tools.
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Assessment criteria	Weighting (%)
Proven experience in designing and delivering a curriculum in insurance and financial inclusion • The consultant(s) must have successfully completed at least 3 assignments in the last 8 years involving designing and delivering curriculum, training or capacity-building programmes, with application to insurance (preferably agricultural insurance), financial inclusion, financial services or a closely related sector. Capacity building experience should be preferably in the AFIYA-related countries of Kenya, Nigeria and Senegal .	25%
Relevant qualifications and technical expertise. • Qualifications in insurance, actuarial science, finance, agricultural economics, or instructional design/adult learning, relevant to the assignment • One member with proven technical expertise in agricultural and/or climate risk insurance, including index-based or parametric insurance products.	10%
Understanding the assignment and proposed methodology. Demonstrated understanding of the ToR, including a clear, practical approach to curriculum design including approach to self-paced e-learning design, content development, stakeholder mapping and engagement and delivery timelines	20%
Supplier's demonstration of Sustainability Value add Bidders that demonstrate localisation, gender, environmental and ethical considerations will be assigned merit points/scored favourably compared to their competitors ; • Localisation: demonstrated use of African based consultants/team members - 5% • Gender – prioritisation of women & underrepresented groups -5%	15%

• Environmental safeguards and ethical considerations (a commitment to sustainability through eco-friendly practices, products/services as well as ethical practices such as fair treatment of employees)-5% (Please provide evidence where applicable)	
Fee basis and total costs. Most economically advantageous tender, where the computation will be based using the below formula. FS = 30% x LB/BP where: FS = is the financial score LB = is the lowest bid quoted BP = is the bid of the proposal under consideration. The lowest bid quoted will be allocated a maximum score of 30%. **The fee quoted must be inclusive of all applicable taxes.**	30%
Total	**100%**

8. Contact

Questions or comments in respect of these terms of reference should be directed by email to bids@fsdafrica.org on or before **05 August 2026 12.00pm (EAT**) and feedback will be provided by **07 August 2026 17.00pm (EAT**)

9. Applicable Taxes

As per Kenya's tax law, FSD Africa will pay the Consultant after withholding the appropriate taxes at the applicable rate between Kenya and the Consultant's country of tax residence, considering any tax treaties in force. It is the responsibility of the Consultant to keep themselves apprised of these applicable taxes. The table below provides guidance on the applicable rates as per tax regimes.

Country	WHT Rate
Kenya	**5%**
United Kingdom	**12.5%**
Canada	**15%**
Germany	**15%**
India	**10%**

Non-resident rate for citizens of EAC member countries	**15%**
All other countries	**20%**

9.1. Payment

All fees quoted shall be **gross amounts** and inclusive of all applicable taxes. FSD Africa is required by law to deduct withholding tax where applicable from each payment according to the prevailing statutory rate.

9.2 No Tax Gross-Up

In the case where there is no Double Taxation Agreement in place between the Consultant's country of residence and Kenya, it will be for the Consultant to decide if they need to gross up their fee to accommodate subsequent withholding tax deduction. They should understand that this extra cost may make their bid uncompetitive. Consultants are responsible for costing and including such calculations within their financial proposal.

9.3 Double Taxation Agreement (DTA)

It is the responsibility of Consultant to keep themselves informed of current withholding tax arrangements between Kenya and the Consultant's country of residence. Where a Double Taxation Agreement exists, reduced WHT rates may apply, and any withholding tax deducted may be used to offset against a Consultant's future tax submissions within that country of residence. Lower WHT rates will apply subject to the limitation of benefits requirements.

Annex 1: Proposed Fee Schedule

Consultancy fees*	***Days***	***Fee (USD)***	***Total USD***
Xx			
Xx			
Total remuneration			***0.00***
Reimbursement costs**	***Unit***	***Cost (USD)***	***Total USD***
Xx			
Xx			
Total reimbursement cost			***0.00***
Total proposed costs			***0.00***
****Fees incl of all taxes***			
*****Expenses to be reimbursed on actual costs as per FSD Africa's travel policy***			