

FinProbity Solutions

 *Corporate Profile*



FinProbity Solutions



finprobitysolutions.com





FinProbit Solutions



Catalysing inclusive
FINANCIAL SERVICES
AND BUSINESS MODELS





ABOUT US

FinProbitry Solutions is headquartered in Kigali, Rwanda and Lusaka, Zambia.

Since our establishment in 2017, we have helped clients achieve their inclusive financial services goals using proven, end-to-end solutions. Our team of highly qualified experts and extensive network of strategists, product designers, trainers, and researchers deliver comprehensive solutions across inclusive insurance, micro-pensions, savings, credit, and digital financial services.



FinProbit Solutions



“Our vision is to be a globally recognised solution provider of client-centric financial business models”

WHAT WE DO

Our Value Proposition

UNLOCK PROFIT WITH PURPOSE BUSINESS MODELS

- Deliver innovative, client-centric financial solutions tailored to diverse market segments.
- Offer expertise in inclusive insurance, micro-pensions, savings, credit, and digital financial services.
- Ensure all solutions blend client centricity, inclusivity, and business viability.

STIMULATE INNOVATION, INCLUSIVITY AND TECHNOLOGY APPLICATION

- Manage innovation funds to develop and scale high-impact financial solutions.
- Conduct research to identify barriers and opportunities for financial inclusion.
- Design gender-smart financial products that address the needs of women and underserved groups.
- Facilitate co-creation and collaboration among key stakeholders for client-centric digital financial

SUPPORT INCLUSIVE FINANCIAL SERVICES REGULATIONS

- Partner with financial institutions, development organisations, and governments to advance inclusive financial services.
- Building capacity and skills among financial services regulators on supervision and regulation of innovation and inclusive financial services models and products.

STRENGTHEN FINANCIAL SERVICES PROVIDERS

- Build capacity and skills among financial service providers and stakeholders through training and advisory.
- Provide end-to-end services: institutional assessment, business modeling, product development, market research, and business feasibility analysis.
- Specialize in organizational change management and partnership brokerage to ensure sustainable business growth.

CATALYSE INCLUSIVE FINANCIAL MARKET DEVELOPMENT

- Design and implement country strategies and roadmaps for inclusive finance.
- Support program design, implementation, and evaluation for development partners and governments.





FinProbit Solutions

Our mission is to deliver business case solutions to organizations in the financial services ecosystem, aiming to build sustainable and profitable inclusive business models.



CORE VALUES

CLIENT SUPREMACY

We believe in 'clients first' - end-users of financial products have immense power in driving business viability.

SOLUTION PURSUIT

We believe in turning ideas into viable solutions. Our solution-oriented mindset drives our business approach and ensures practical, impactful results

EXCELLENCE

We work hard to deliver high quality deliverables – Our commitment is give our clients the best value of their investment and we often go an extra mile if required.

RECTITUDE

We highly value and ensure integrity, transparency and honesty in all business partnerships and work.



FOCUS AREAS

INCLUSIVE INSURANCE

We support insurers, reinsurers and intermediaries to design, distribute and manage inclusive insurance products. Our approach is helping market players gain consumer behavioral insights which are critical in design products that address the real needs of the consumers.

FINANCIAL INCLUSION STRATEGY

We conduct financial sector diagnostic studies to rapidly understand the state of financial sector markets and identify opportunities for market development

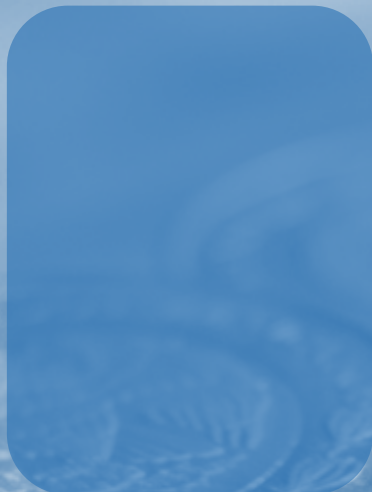
LONG-TERM SAVINGS AND INVESTMENTS

Within the spectrum of inclusive financial services we recognise the need for people to prepare for old age.

FINANCIAL SECTOR REGULATION AND POLICY

We provide technical assistance and training to financial services regulators on how regulate and supervise inclusive financial services





OUR SERVICES

- Training & Technical Assistance
- Diagnosis & Strategy Development
- Design Sprints for Inclusive Financial Services
- Inclusive Financial Services Regulation & Policy

WHERE WE WORK...



Our experts have a global footprint, and as a company, we have implemented projects in 17 African countries. We continue to expand our reach and impact across the continent.





LEMMY MANJE

Founder & Chief Executive Officer

Lemmy is an inclusive finance expert and has 20 years of professional experience in research, training and project management of financial inclusion projects with various international organisations.



KIM CHATTERJEE

Senior Associate – Human Centered Design

Kim is a Human Centered Design (HCD) expert with over 17 years' experience in human centred design and spanning multiple countries in Asia and East Africa.



SARITA MOHANTY

Associate Expert -Inclusive Insurance

Sarita comes with more than 10 years the field of life Insurance with expertise in product development and management. She has worked on wide spectrum of both market linked and non-market linked plans such as savings, pension, micro-insurance and universal insurance schemes targeting the informal sector.



AYANDEV SAHA

Associate Expert – Climate Risks & Inclusive Agriculture Insurance

Ayandev is an Advisory board member to FinProbit solutions and also a senior associate expert on climate change risks and inclusive agriculture insurance. He has nearly two decades of experience in designing inclusive agriculture insurance solutions.



FAITH KOBUSINGYE MUGAMBWA

Associate Expert – Digital Financial Services

Faith is a Digital Financial Services (DFS) expert with over 18 years working experience the payments and financial services sector. She is well versed in Product development, Strategy formulation and implementation, Project management, Strategic marketing, and Retail banking.



BARBARA CHABBAGA

Actuary & Pricing Specialist - Insurance



ALICE MERRY

Financial Inclusion & Insurance Specialist



JUSTINA MOONGA

Inclusive Insurance Specialist



JEREMIAH SIAGE

Inclusive Digital Finance Solutions Specialist



IRMA GRUNDLING

Research & Data Analytics Specialist



BERT OPDEBEECK

Inclusive Insurance Specialist



LIZ MCGUINNESS

Financial Inclusion & Education Specialist



BWALYA PENZA

Inclusive Gender Finance Specialist



ANNE KAMAU

Inclusive Insurance Specialist



BOPELOKGALE SOKO

Micropensions & Financial Policy Specialist



DR. AJAY VERMA

Agricultural Insurance Specialist



DR. NYAMWAYA MUNTHALI

ICT4D Expert & M&E Specialist

KMD is privileged to work with FinProbity Solutions in abridging the gap between the insurance markets and the most vulnerable households through inclusive insurance solutions.

Zahan Dastur | CEO | K.M. Dastur & Company | London | United Kingdom

FinProbity Solutions is committed to sharing new ideas on how to do business differently and then go beyond by assisting insurers in turning these ideas into actions and impact in a client centric style. They work hard and are a great team; always ready to help overcome our challenges and enable us create the right experiences and business relationships to do so. It is so much fun working with FinProbity Solutions

Ovia K. Tuhairwe | Deputy Managing Director | Radiant Insurance Company |

As an insurtech and startup, FinProbity Solutions was the confirmation we needed that we still can lead inclusive insurance through sound business models that promote human centered design and dynamic distribution. For MóvelCare, FinProbity Solutions opened us to a blue ocean of insurance.

Taunda Chare | Founder/CEO | MóvelCare Mozambique

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After approximately 4 weeks of hard work with the intention of creating a microinsurance product that was appetizing, accessible and sustainable for the Mozambican market, I have to say that Fin Probity Solutions, exceeded what was our expectations and knowledge...They work with the team in an open, spontaneous way, advise, give ideas, enter the minds of the clients so that each one to get the best of themselves.

Felicidade Mate | Sales Manager Assistant - Agents, Branches, Boarders & Bancassurance | Britam Mozambique

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FSDMoç is very pleased to have worked with FinProbity Solutions during the implementation of the Roadmap for Microinsurance Development in Mozambique. The consultancy company has proved to be the ideal implementer for its experience in the African markets and in working with financial service providers to deliver client centric solutions. Though its technical assistance, industry participants were trained and participated in a design sprint that is now shaping the development of the microinsurance landscape in Mozambique.

Esselina Macome | CEO | FSD Mozambique



OUR PARTNERS:



OUR CLIENTS:



CONTACT US

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