

Leveraging synergies to build capacity in microinsurance

26 October, 2016

Phnom Penh, Cambodia

Outline

Role of insurance in development:
uninsured risk, impact of insurance



Our strategy:
vision, mission, initiatives, funding,
partners, people



Opportunities for collaboration



The need for microinsurance



“Uninsured risk is a cause of persistent poverty.”

Stefan Dercon, Chief Economist, UK's Department for International Development



*Devastating consequences, **POVERTY TRAP!***

Insurance has value

Outcomes & Impacts	Evidence	
Financial protection		
Lower out-of-pocket expenses	15 😊😊😊	5 😞
Less burdensome risk-management strategies	12 😊😊😊	
Higher investment and production	10 😊😊	
Better health		
Access to health services	7 😊😊	
Utilization of health services	14 😊😊😊	3 😞
Improved health outcomes	10 😊😊	4 😞

Less vulnerable households

Reducing out-of-pocket expenses, income/consumption smoothing, using less burdensome coping strategies, asset accumulation

Improving risk-management behaviours through prevention, education, access to markets, better healthcare seeking behaviours

Impact insurance

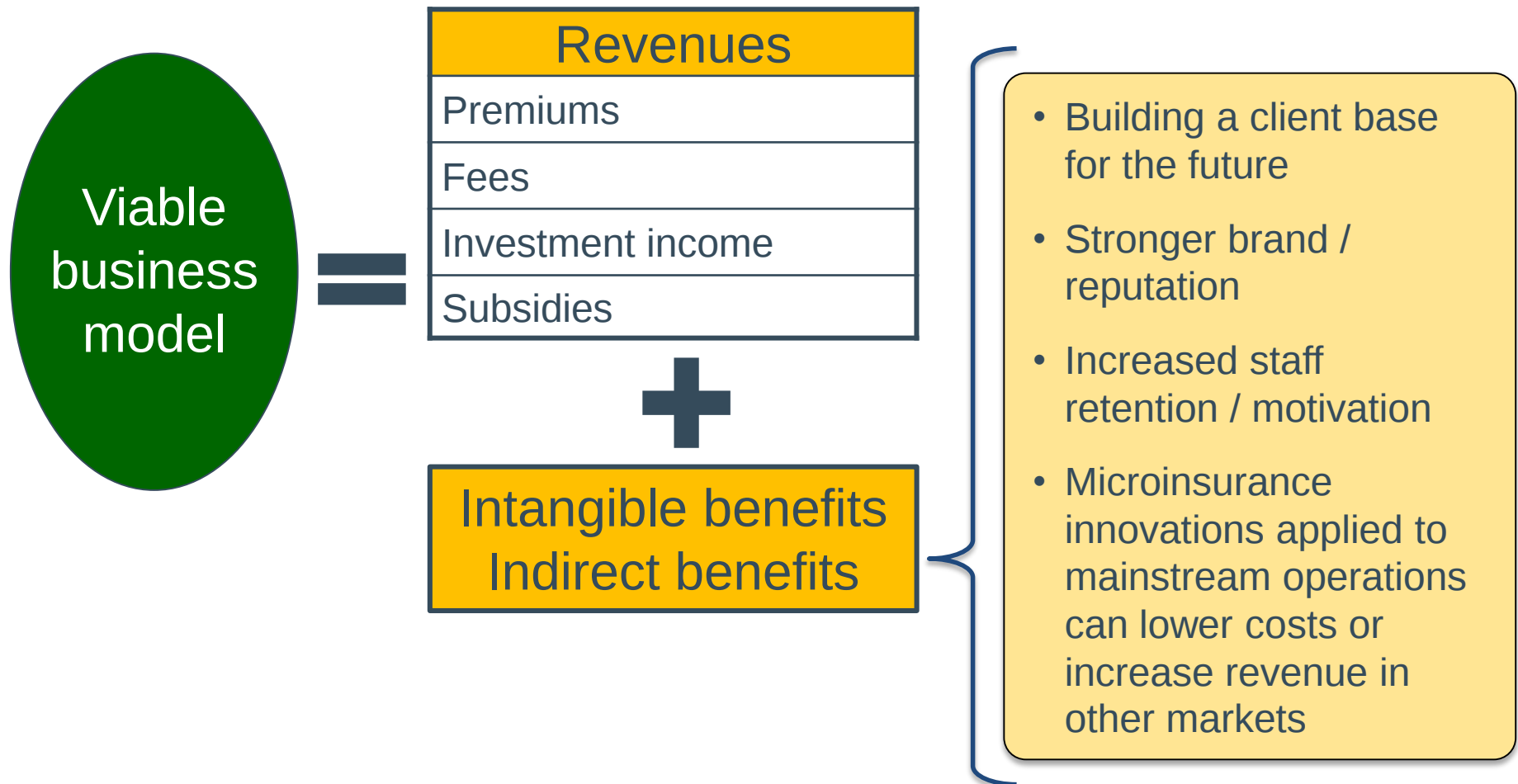
Efficient public policies

Extending universal health coverage, increasing food security, climate change adaptation, deepening financial inclusion

Stronger enterprises

Greater peace of mind, investments, savings

The business case for microinsurance



Our mission

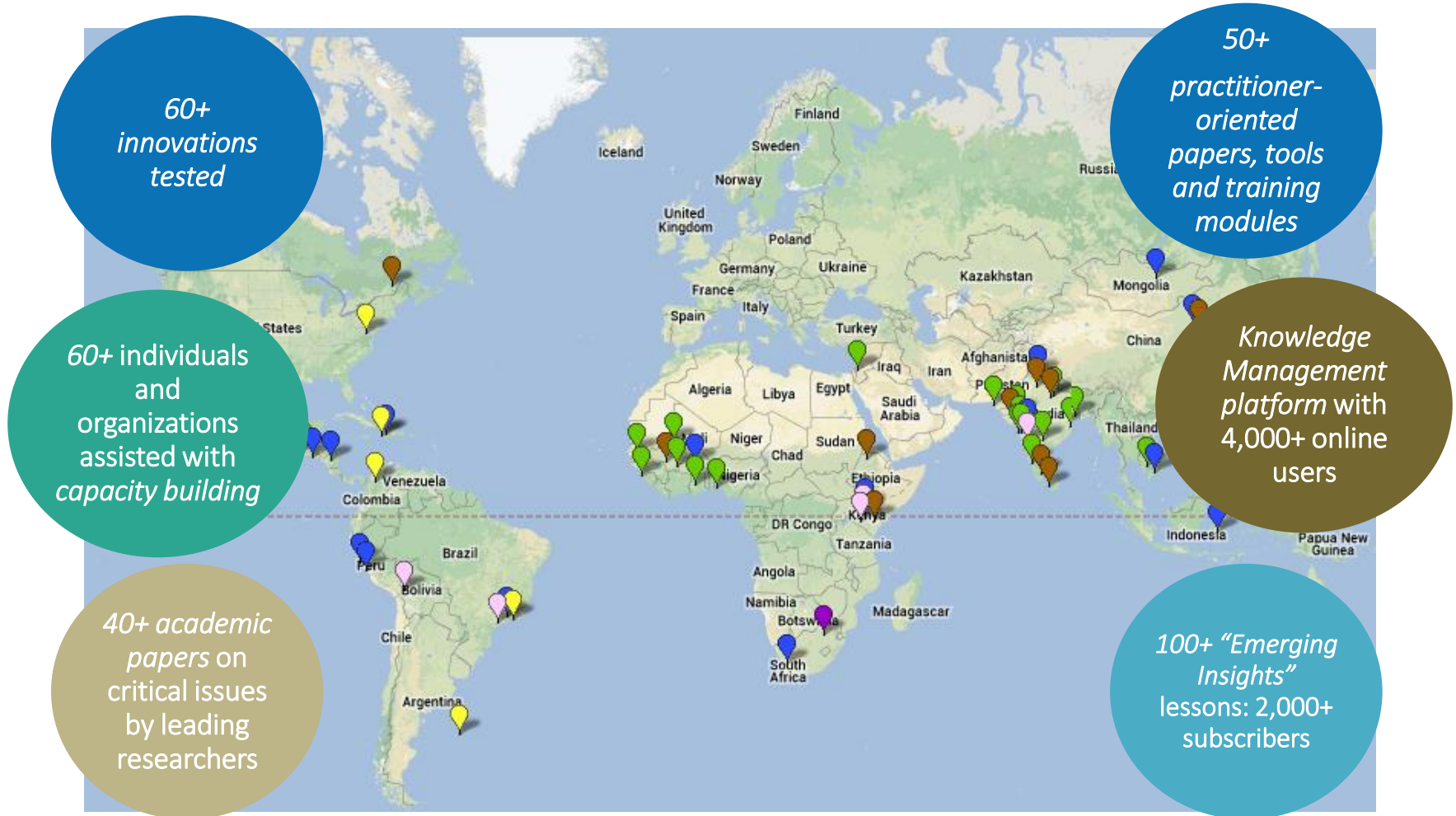
Enable insurance sector, governments and their partners to realize the potential of insurance to...

...reduce household vulnerability

...promote stronger enterprises

...improve public policy (UHC, food security, climate change)

Our work 2008-2013



We are the biggest knowledge hub in inclusive insurance

From 2008 to mid 2015...

What have we delivered?

128
Publications

- 9 Case briefs
- 35 Briefing notes
- 43 Research papers
- 41 Microinsurance papers



108
Emerging Insights

*Practitioner Learning Group
on Client Value*

 **INDEX INSURANCE FORUM**

 **Global Action Network**


IMPACT INSURANCE

Who have we reached?



10,000
Subscribers to Emerging Insights
and Newsletters



12
Webinars

1,100
Webinar
participants

38
Events

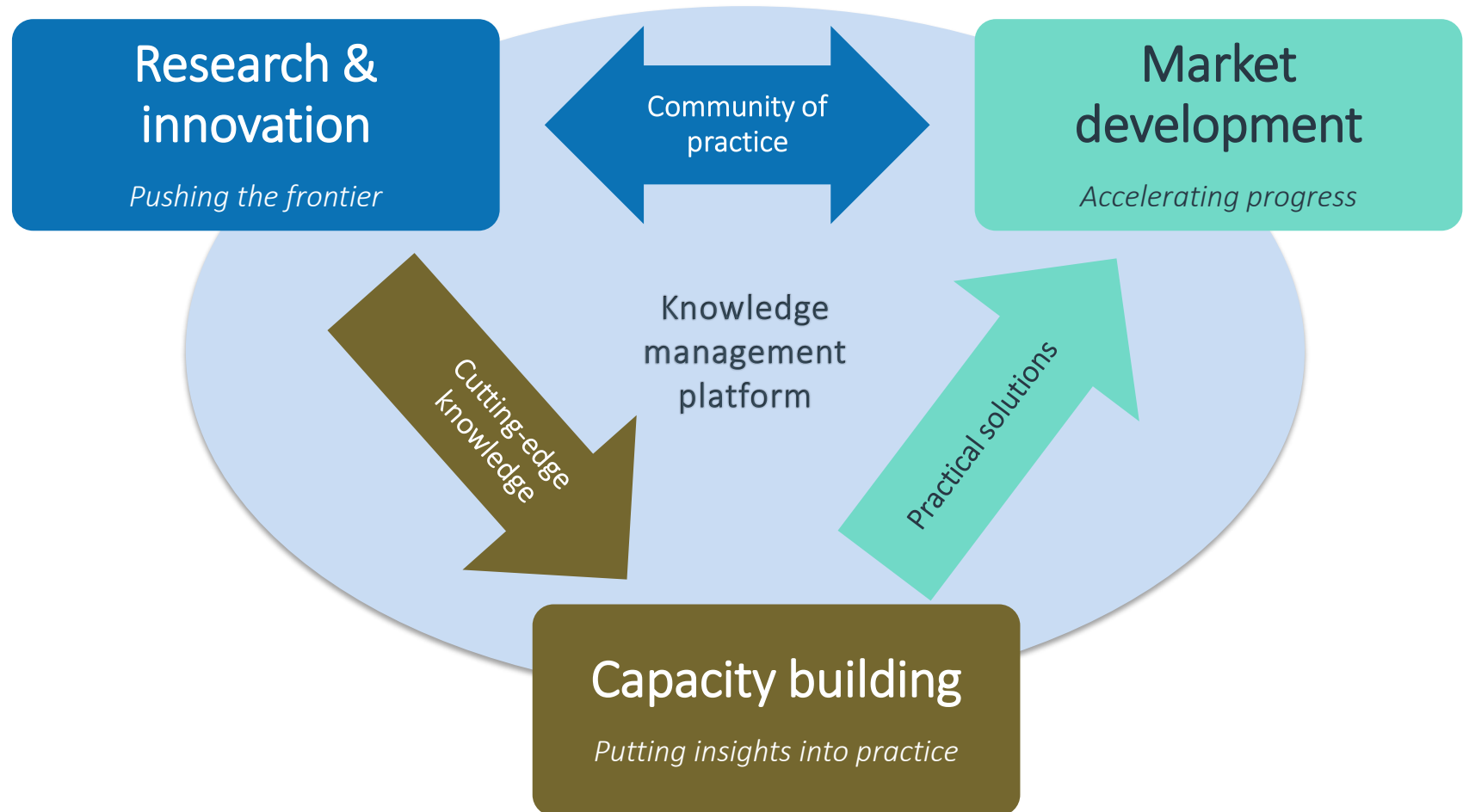
2,200
Knowledge sharing
events attendees

11
Training modules

475
People trained



Three interrelated strategic initiatives that reinforce each other



Capacity building

Putting insights into practice

Goal: Translate knowledge into practical solutions, act as a global knowledge hub and build capacity of key stakeholders

- We continue to develop face to face training modules
- We design and offer E-learning modules
- We capacitate local training institutes to deliver ILO training courses sustainably
- We are partnering with a well-renowned education institution to offer an international executive education course in microinsurance
- We build strong global and local capacity building infrastructure!

Our trainings in microinsurance



Based on adult-learning methods, our courses use cutting-edge case studies and practical tools to help practitioners reengineer business models and products to successfully go down the market. Topics include:

1. Introduction to business case for new market
2. Market research (also in e-learning!)
3. Pricing
4. Crafting customer value proposition
5. Promotion
6. Managing distribution
7. Improving bancassurance
8. Managing partnerships
9. Claims management
10. Designing simple health products

...and we continue to develop new training courses, such as on Responsible insurance, and Introduction to agriculture insurance

Our trainings in microinsurance

- We have run more than 2 dozen training courses, with excellent participant rating



"The whole content was very rich and the agenda was well packed to make sure that the introduction to microinsurance is well delivered."

- Participant of the course on Introduction to microinsurance, Tanzania

"I've been putting to use what I have been learning from the course in my everyday work. Working on the Action Planner helps me identify and decide on market research objectives then developing and implementing the necessary tools to achieve them."

-Participant of the e-course on Market Research, Nigeria

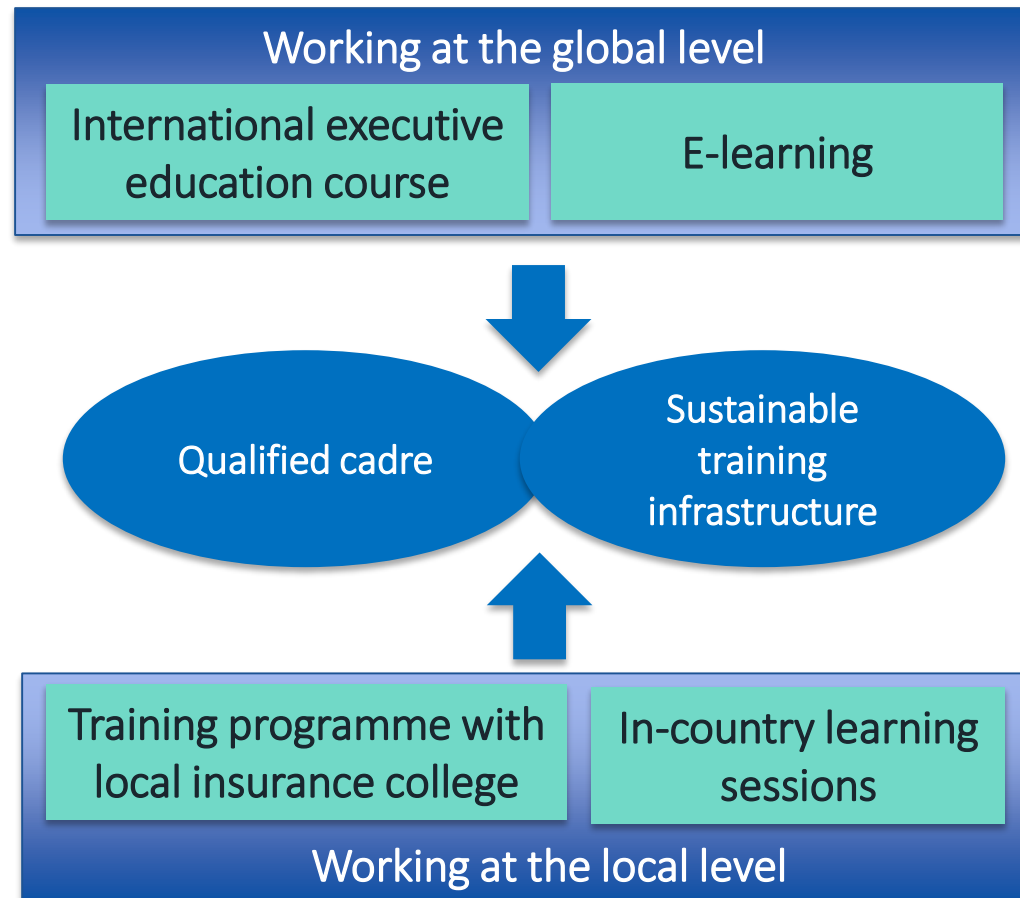
"It was up to perfection, as we have understood the way forward, strategy and MFI, MFB, insurer issues, problems and opportunities."

- Participant of the course on Improving an MFI's microinsurance offering, Pakistan

"Very thought provoking, the training set the mind on fire with different scenarios presented, day wrapped with case studies"

-Participant of the course on Health microinsurance, Zambia

Our integrated capacity building programme



Opportunities for collaboration

- Partnership on the insurance courses, such as the ASEAN School for Young Insurance Managers
- Codeveloping an executive course on microinsurance for the region
- Support in building capacity of local institutes to offer ILO microinsurance courses



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Labour
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Thank you!



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www.ilo.org/impactinsurance

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From Knowledge
to Action



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