



The strategy of PlaNet Guarantee is based on 4 axis of intervention:

Support MFIs in developing microinsurance programs and provide technical assistance to facilitate exchanges between MFIs and insurance companies

Help insurance companies to better understand and analyse the specific needs of the microentrepreneurs and their families, as well as to adapt and disseminate their products through MFIs' network.

Training & Raising Awareness:

- ✓ **For Beneficiaries:** PlaNet Finance organizes and implements internationally recognized awareness campaigns
- ✓ **For MFIs:** PlaNet Guarantee trains MFIs staff in insurance management in order to help them to successfully implement microinsurance programs.

Participating in Reflection Groups

- ✓ CGAP Working Group on Microinsurance
- ✓ The Microinsurance Commission of the French Microfinance Network

Death and Disability Insurance (DDI)

DDI provides coverage to MFIs against default payment in case of death due to disease and accident or disability due to accident. A first program has been launched in Egypt in partnership with Allianz and one of the largest Egyptian MFI. More than 100 000 clients are already covered.

Microinsurance Awards in India

Organized by PlaNet Finance India and ING, the Microinsurance Awards aim at strengthening and stimulating initiatives in microinsurance as well as facilitating the exchange of knowledge between practitioners.

Health microinsurance in Bénin

Program to set up a health microinsurance scheme in Benin in partnership with the ILO/STEP. The program will cover clients of MFIs which are partners of PlaNet Finance Benin through a microinsurance health product which will reimburse basic hospital and medicine expenses.

Market study in health microinsurance in Senegal

Market study based on qualitative and quantitative methodology to assess the needs and opportunities in health microinsurance in Senegal. Program realized in partnership with a private insurance company.

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PLANET GUARANTEE



MICROINSURANCE

« Microinsurance is the protection of low-income people against specific perils in exchange for regular premium payments proportionate to the likelihood and cost of the risk involved»

Craig Churchill, *Protecting the Poor*.

Microcredit alone is not sufficient to protect Micro-entrepreneurs against life accidents

Microinsurance is a great complementary tool to the financial services offered by MFIs.

Today, microcredit successfully reaches over 150 million people.

However, microcredit alone is not sufficient to eradicate poverty. Microentrepreneurs remain vulnerable to many physical or economic events which could affect their ability to generate income. If such an event appears, they would be unable to reimburse their loans and could become quickly over indebted. In case of death of the Microentrepreneur, the family will have to reimburse the loan.

PLANET GUARANTEE

MISSION

PlaNet Guarantee aims at creating sustainable microinsurance schemes and offering innovative products that respond to the demand, needs and financial capacity of microentrepreneurs and their families.

OBJECTIVES:

- ⇒ Provide technical assistance services to insurance companies, reinsurers, banks, and all other entities interested in adopting life microinsurance (death & disability insurance), non-life microinsurance (health, individual accident) and microguarantee products.
- ⇒ Act as an indicator for insurance and reinsurance companies, banks and other third parties.
- ⇒ Act as a consultant for PlaNet Finance Group.

Partners

- Allianz & AGF Afrique
- Program »Strategies and Tools against social Exclusion and Poverty« of the International Labor Organization (ILOSTEP)
- Hannover Re
- Lloyd's
- Axa Sénégal
- ING India
- Ernst & Young
- GIMI
- CGAP

7 million people covered in 2010

EXAMPLE OF PRODUCT

THE DEATH & DISABILITY INSURANCE

Description

Death and Disability Insurance product which guarantees the MFIs portfolio

>> Credit insurance scheme which protects the MFIs portfolio in case of death due to disease and accident or disability due to accidents affecting the borrowers.

- Developed by PlaNet Finance and Surety Fund Global Services
- A pool of international reinsurers to guarantee life insurance companies and MFIs
- Partnerships with international insurance companies such as AGF & Allianz and Lloyds

Principle

The partnership between PlaNet Finance, Surety Fund and the pool of reinsurers provide for MFIs a handy tool that can easily be applied.

- ✓ In case of death or disability events affecting the borrower, the local insurance company reimburses the seed capital to the MFI.
- ✓ The difference between the seed capital and the remaining capital is transferred to the client's family.

>> Easy and quick implementation

PlaNet Guarantee is developing the DDI product together with MFIs and insurers in Egypt, Senegal, Cameroun, Mali, Madagascar and South Africa.

Impact

- A strong financial and social impact on clients and their families; a simplified way to manage clients' files;
- A strong competitive advantage for the MFI and a strengthening of its corporate image;;
- A better refinancing by reassuring lenders about MFIs' financial health.