Microinsurance Awards 2007

• Initiative designed to:
  – Identify best practices and innovations in needs assessment, product design and delivery mechanisms and build a comprehensive inventory of the existing schemes
  – Promote, design and encourage development of innovative delivery models and build capacity for the growth of the Microinsurance sector in India

• Generate a market-oriented dynamic

• Expected Outputs:
  – documentation of the inventory of microinsurance offerings in India
  – publication analysing the current status of microinsurance in India
  – organisation of an Awards Ceremony gathering all important industry stakeholders in India
Microinsurance Awards 2007

1. Call for Nominations: 16 weeks (6 October 2006 - 23 February 2007)
2. Roadshows: 12 weeks (13 November 2006 - 12 February 2007)
4. Field Study and Monitoring: 8 weeks (April 2 - May 25, 2007)
5. Comparative Analysis and Final Jury: 4 weeks (28 May - 22 June 2007)
6. Presentation Ceremony: 4 weeks (25 June - 20 July 2007)

MIA Roadshows

I. Microinsurance can play a role in mitigating risk for the poor
II. MFIs / NGOs have a key role in the development of Microinsurance
III. Regulatory context and insurance business need to be understood in order to be an efficient actor

MIA Roadshows

• 75 workshops
• 875 NGOs and MFIs present
• Over 200 that say they offer insurance
  – They want to offer insurance
  – In discussion phase
  – Less than 6 months selling insurance
  – Discontinuity in offering insurance
    • Lack of proper follow-up from insurers
    • Incorrect claims management from insurers
MIA Roadshows

- **Positive Reactions:**
  - Insurance an efficient tool to providing a safety net to their members
  - Insurance also an opportunity to earn income
  - Credit insurance a safety net for MFIs

- **Real Gaps:**
  - Understanding what IRDA has set up as framework
  - Understanding the mechanisms behind insurance

- **Challenges:**
  - Increasing the understanding of insurance and where is can be most aptly used in poverty alleviation
  - Finding the balance between the social mission and financial viability
  - Increasing the dialogue between insurers and NGO/MFIs
  - Developing and pricing products for the poor with bottom-up approach

---

Making Microinsurance Work

- Create interest/awareness for MI both internally with staff and externally with members
- Create products that are adapted to member needs and priced affordably
- Develop win-win relationship with insurance company partner(s) in areas of awareness, training, products and processes
- Commit time and resources to facilitate business flows (especially administration, sales, claims management)
THANKS

PLANET FINANCE INDIA
www.microinsurance.net