

# DRIVERS OF GROWTH



micro  
insurance  
network

# Why is growth an imperative?

## Business case

Small ticket policies are only viable in the aggregate



## Social impact

Public policy objectives to protect the poor can only be achieved when the masses are covered

# MICROINSURANCE GROWTH IN THE PHILIPPINES

	2009	2012	2014
Number of persons covered (million)	3.1	19.9	24.8
Number of companies offering microinsurance policies	Very few		45
Number of MBAs	6		22
Number of products	Mostly credit life	119	162 products approved

Source: presentation (2015); GIZ regulatory impact study (2016)

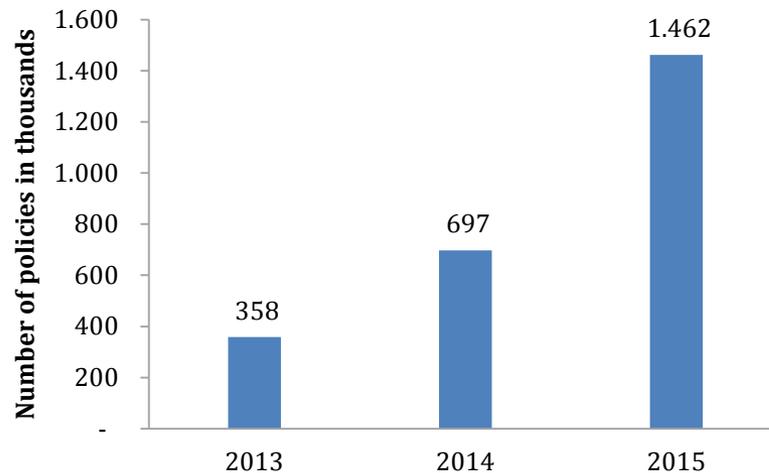
# MICROINSURANCE GROWTH IN INDONESIA

	2013	2014	2015	Sept 2016
Number of participants	5.8	8.8	17.7	22.8
Gross premium / contribution (IDR/mio)	112.6	851.6	1,136.8	1,666.1
Gross claim (IDR/mio)	40.8	371.3	734.5	928.7
Claim ratio	36.2%	43.6%	64.6%	55.7%
Participating companies	25	37	65	70

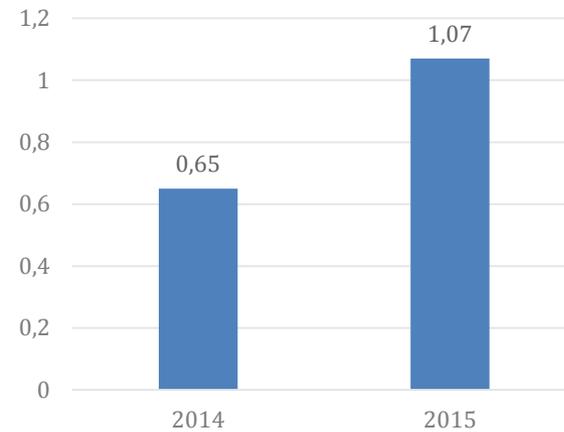
Source: OJK

# MICROINSURANCE GROWTH IN SRI LANKA

# of insurance policies



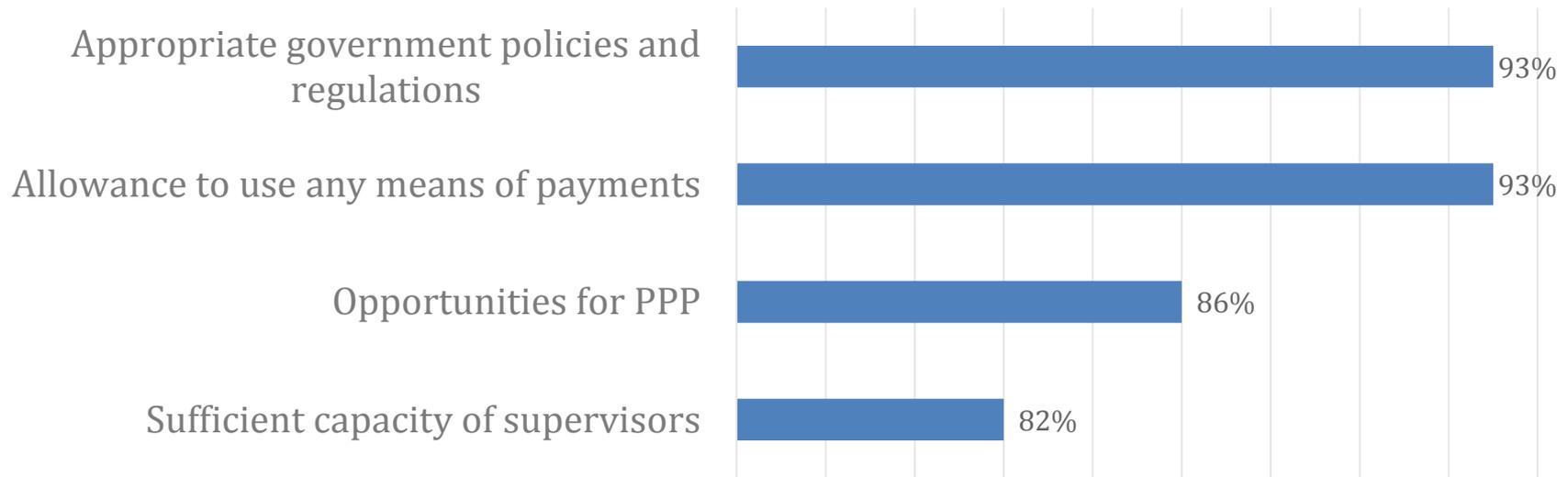
MI coverage (millions of  
lives/properties covered)



Source: the Sri Lanka Landscape of Microinsurance (2016)

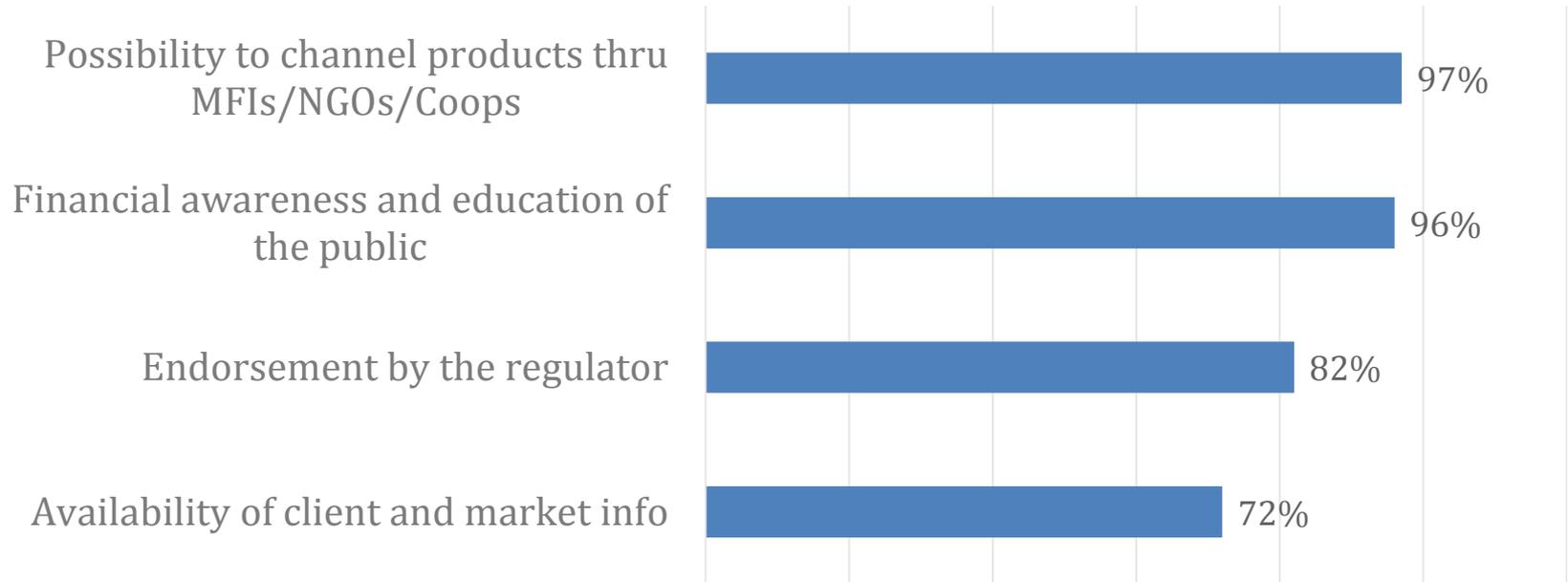
# DRIVERS OF GROWTH IN ASIA

# % OF RESPONDENTS THAT STRONGLY AGREES/AGREES WITH SUPPORTIVE POLICY AS “DRIVERS OF GROWTH”



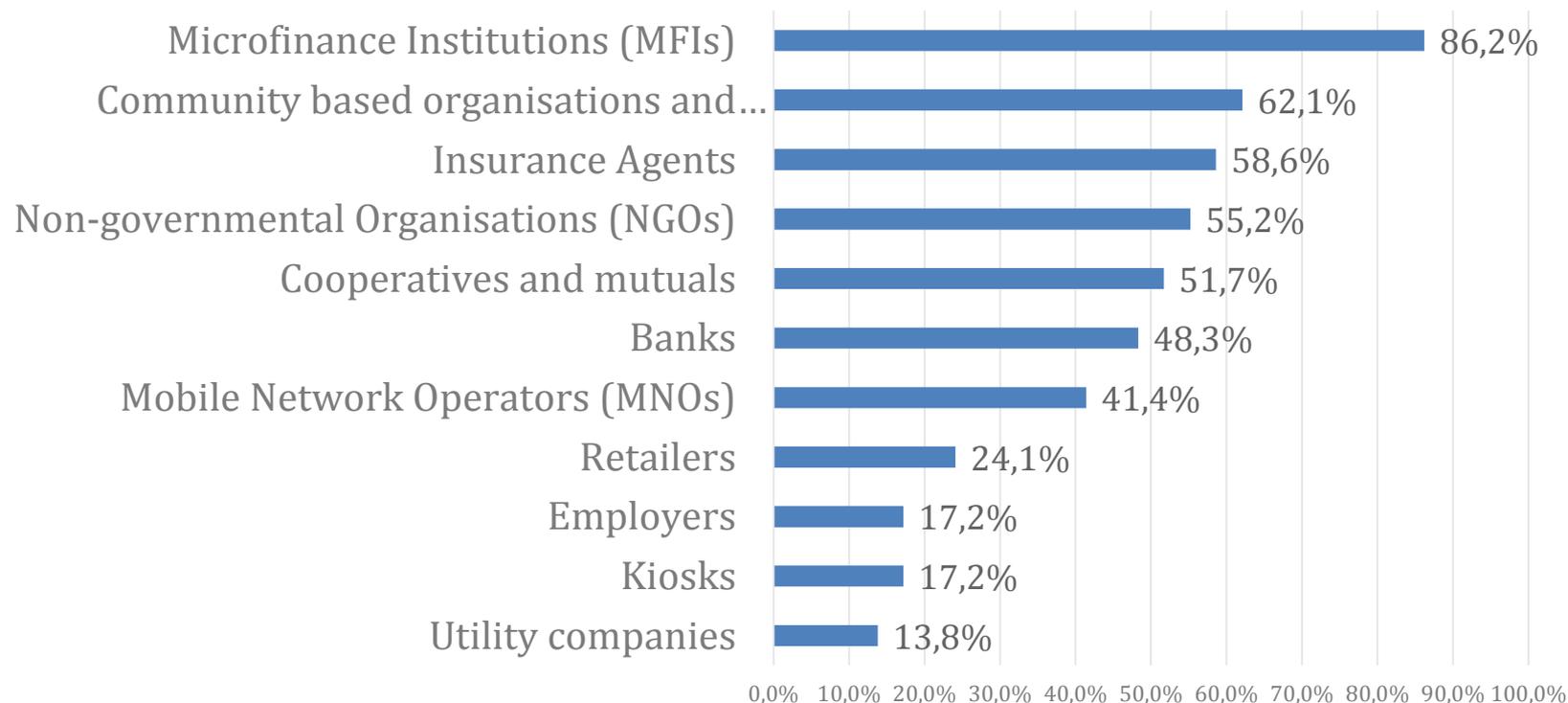
Source: MIN On-line Survey (2016)

# % OF RESPONDENTS THAT STRONGLY AGREES/AGREES WITH MARKET SITUATION AS “DRIVERS OF GROWTH”:

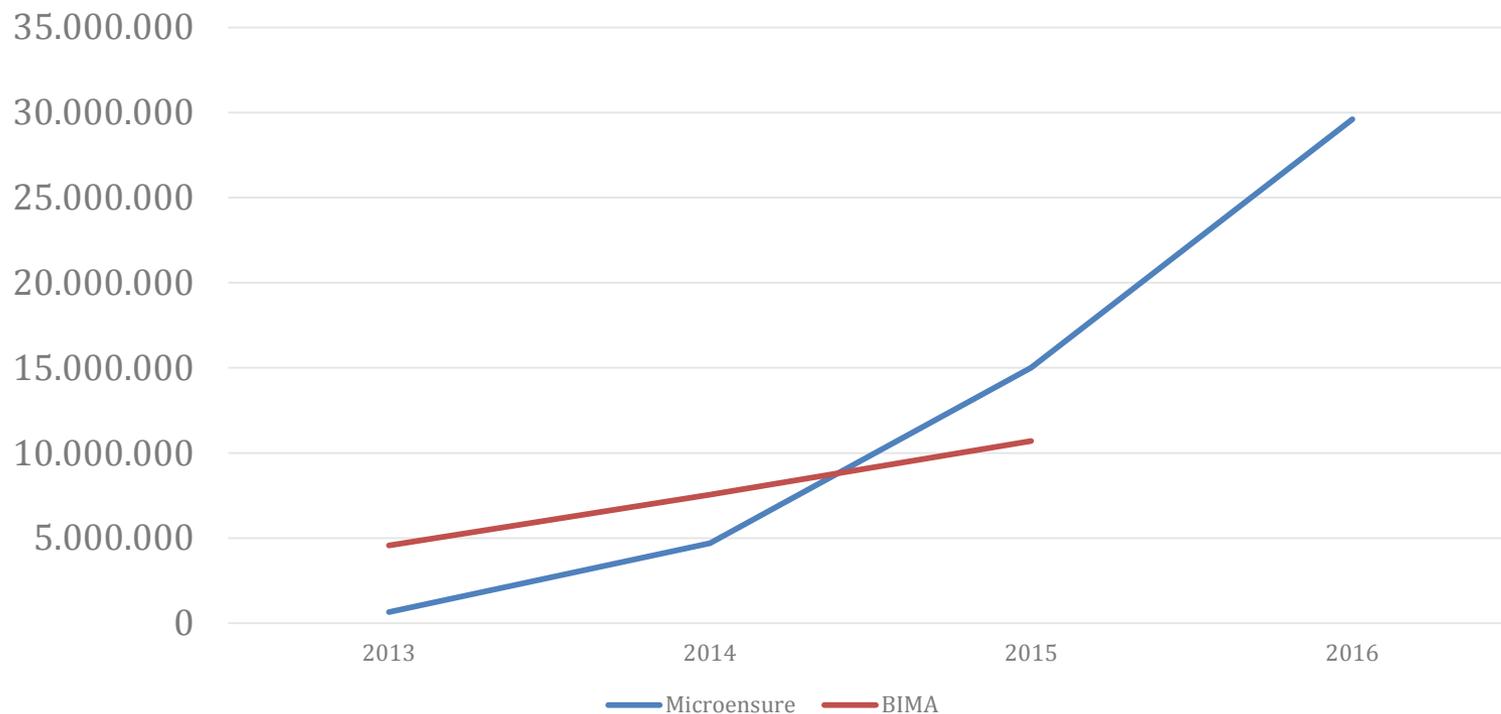


Source: MIN On-line Survey (2016)

# CHANNELS USED TO REACH LOW-INCOME MARKET

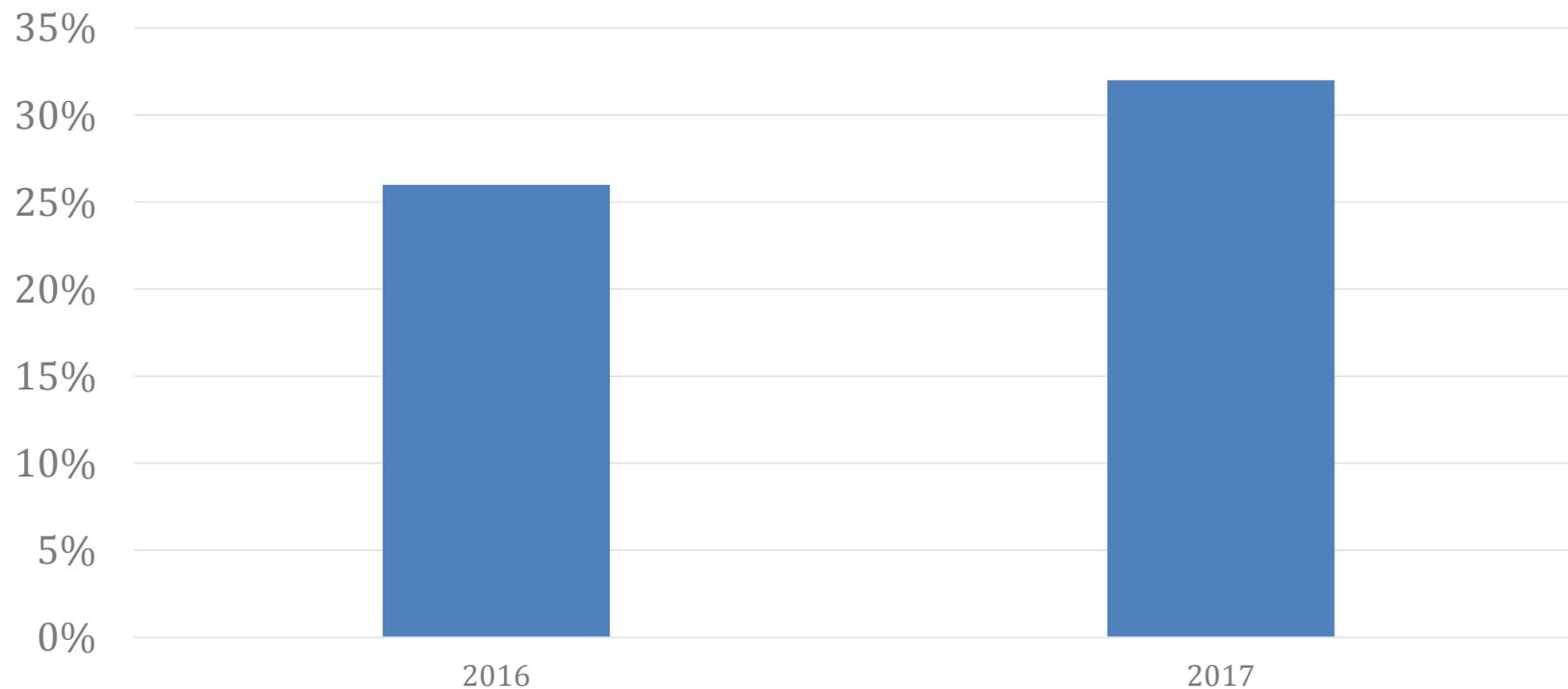


# GROWTH IN MOBILE INSURANCE IN ASIA (THRU MICROENSURE AND BIMA ONLY)



Source: the Sri Lanka Landscape of Microinsurance (2016)

## Expected percentage growth microinsurance premium





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