

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)

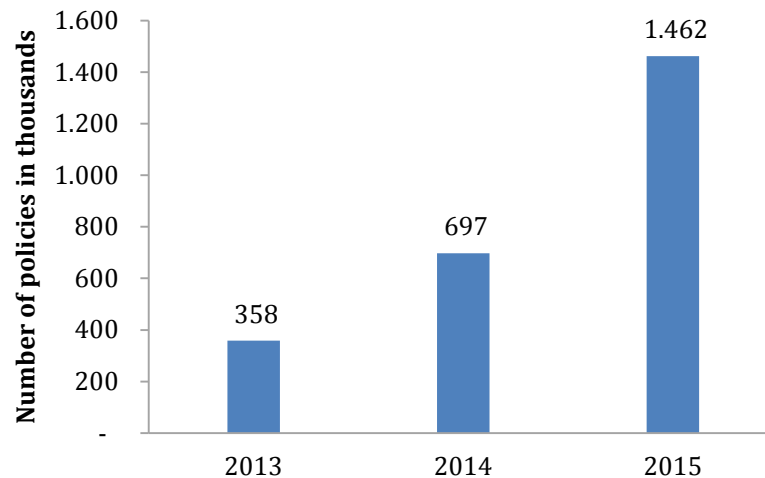
MICROINSURANCE GROWTH IN INDONESIA

	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

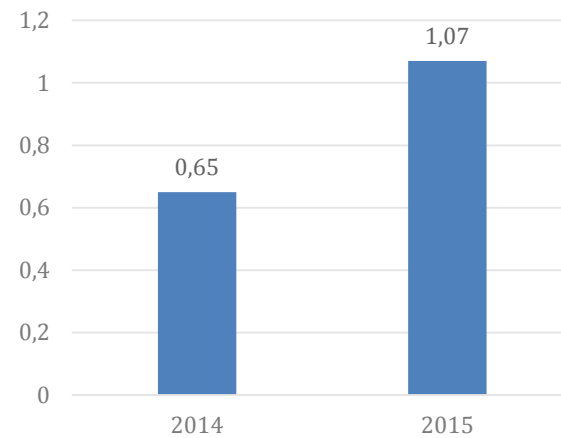
Source: OJK

MICROINSURANCE GROWTH IN SRI LANKA

of insurance policies



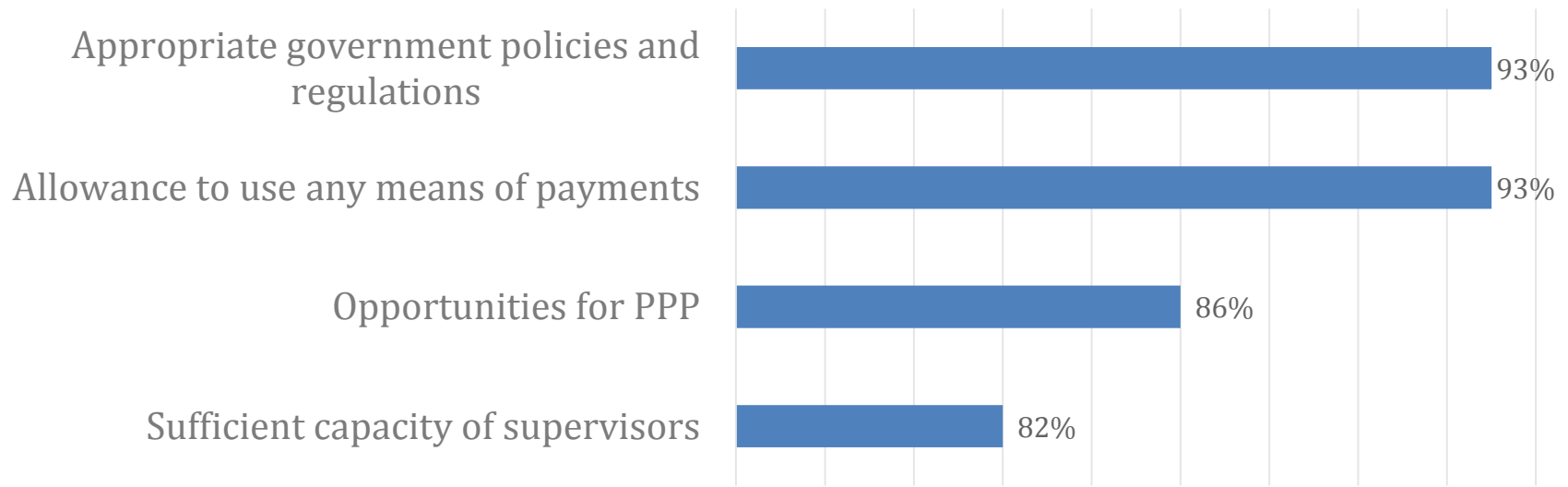
MI coverage (millions of
lives/properties covered)



Source: the Sri Lanka Landscape of Microinsurance (2016)

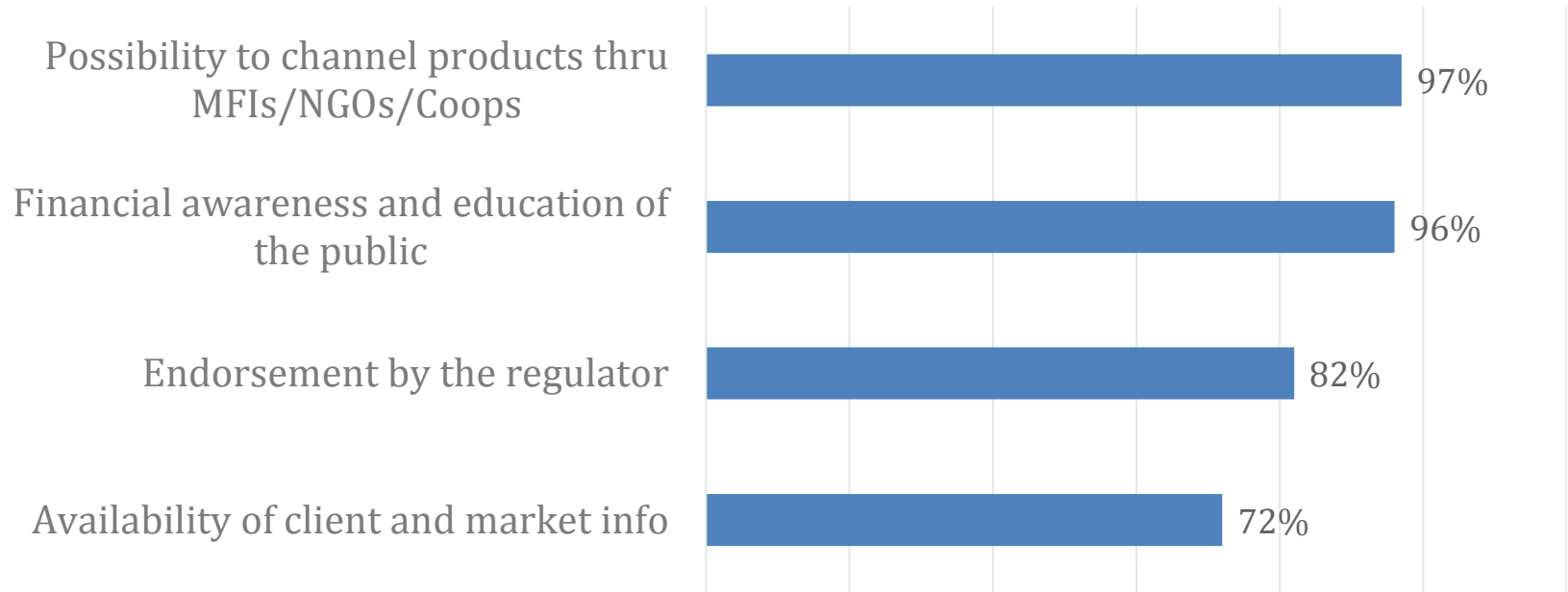
DRIVERS OF GROWTH IN ASIA

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



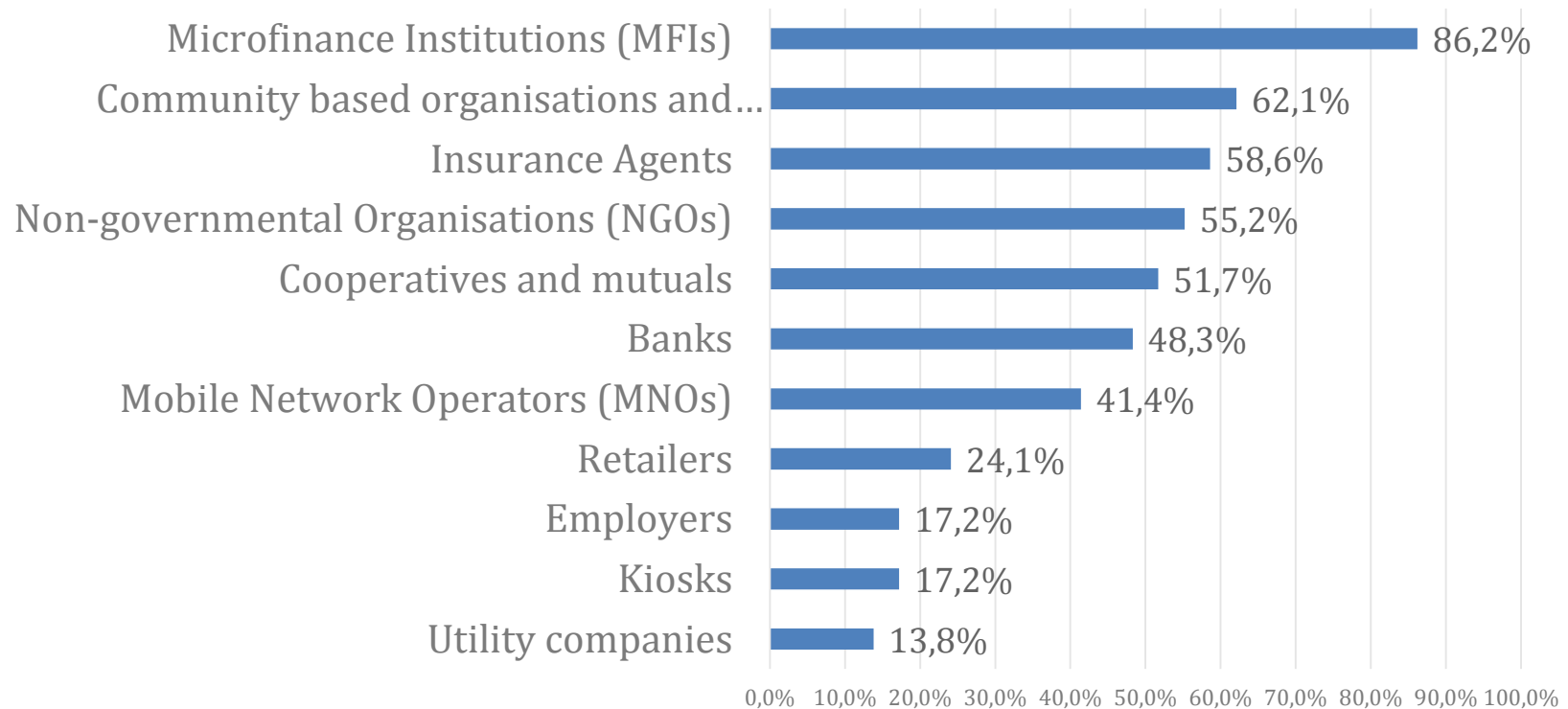
Source: MIN On-line Survey (2016)

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

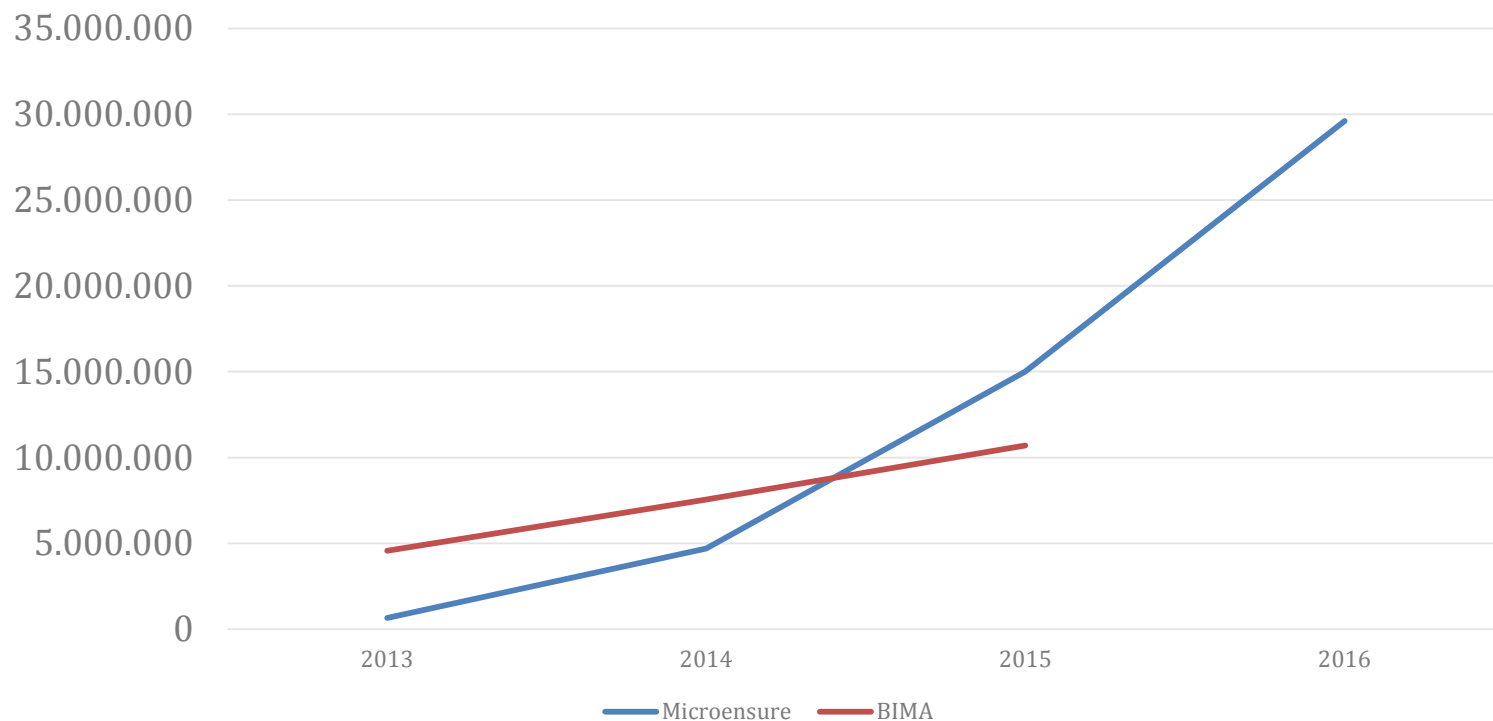


Source: MIN On-line Survey (2016)

CHANNELS USED TO REACH LOW-INCOME MARKET

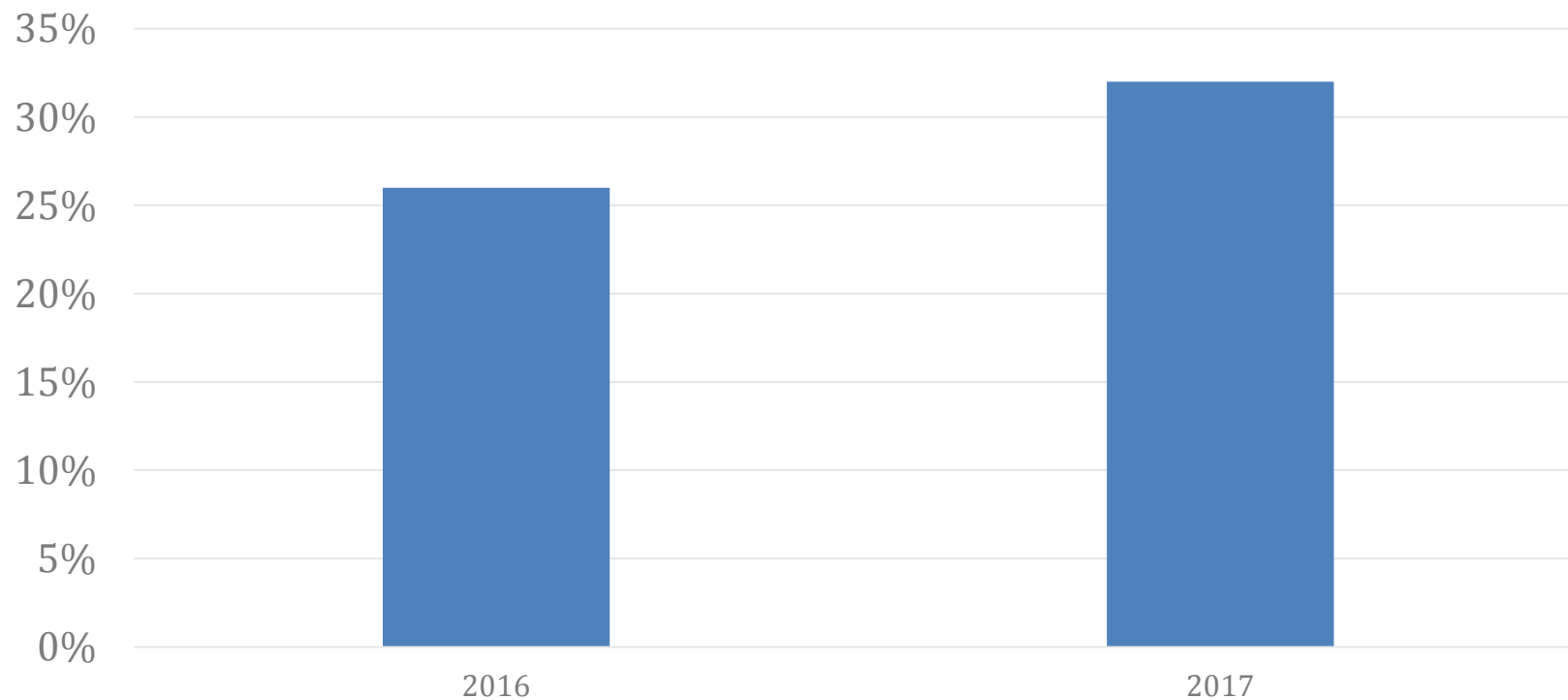


GROWTH IN MOBILE INSURANCE IN ASIA (THRU MICROENSURE AND BIMA ONLY)



Source: the Sri Lanka Landscape of Microinsurance (2016)

Expected percentage growth microinsurance premium





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