Insurance and Pension for Migrant Workers

International Conference for Inclusive Insurance

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1 | Main regulatory challenges
2 | Emerging best practices and solutions
3 | Way forward
Cross-border regulation challenges

- Requirement for local underwriting licence
- Restrictions on marketing and selling across borders
- Definition and legal remit of intermediaries
- Data protection requirements
- Insurable interest across borders
KYC and security requirements

KYC: Lack of flexibility regarding proof of identity

AML/CFT: Stringent documentation requirements
Emerging Best Practices and Solutions

- Government mandatory insurance or opt-out models
- Remittance linked insurance products although still many regulatory ‘grey areas’
Way forward

- Supervisors need to draw on lessons learnt from microinsurance:
  - Define features, coverages, exemptions for remittance linked insurance and share emerging best practices with peers
  - Allow for broader range of distribution channels and bundling
  - Allow for digital business models
  - Prioritise the implementation of a risk-based approach to KYC requirements
  - Use available tools to enable innovation e.g. pilots, sandboxes

- Collaborate with other jurisdictions to avoid double regulation

- Recognise licensing in other jurisdictions and considering allowing entities to conduct the activities they are licensed for in another country in their own jurisdiction
Thank you.

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