

Session 9

ICII 2023

Developing business models for inclusive insurance; Experience and lessons learnt

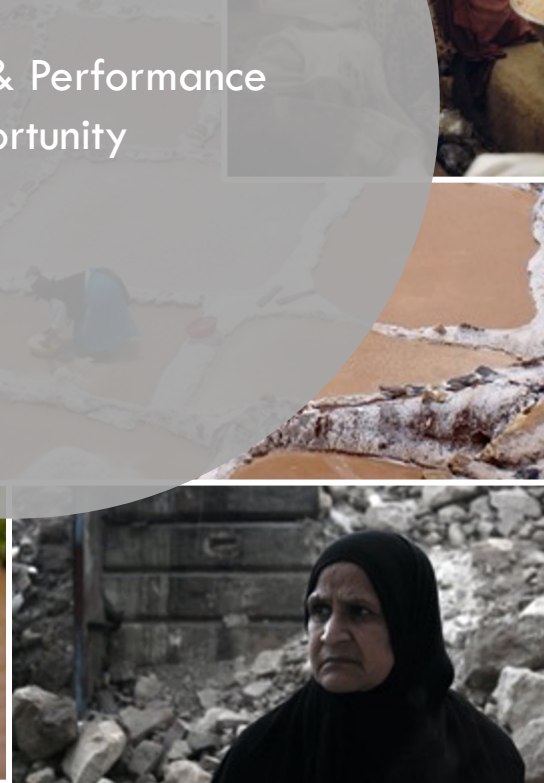




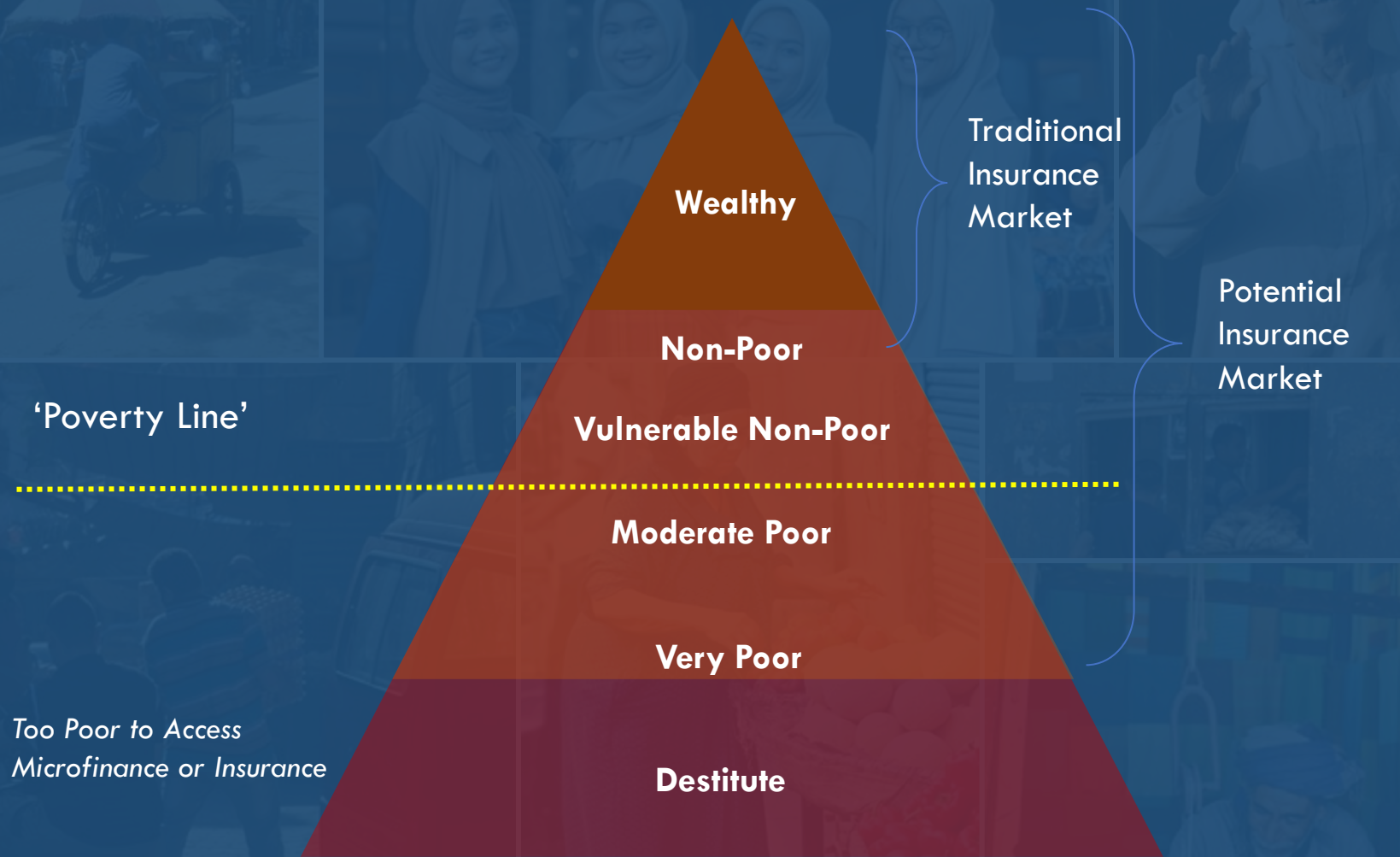
The Blue Ocean

Uptapped market

Penetration & Performance Opportunity



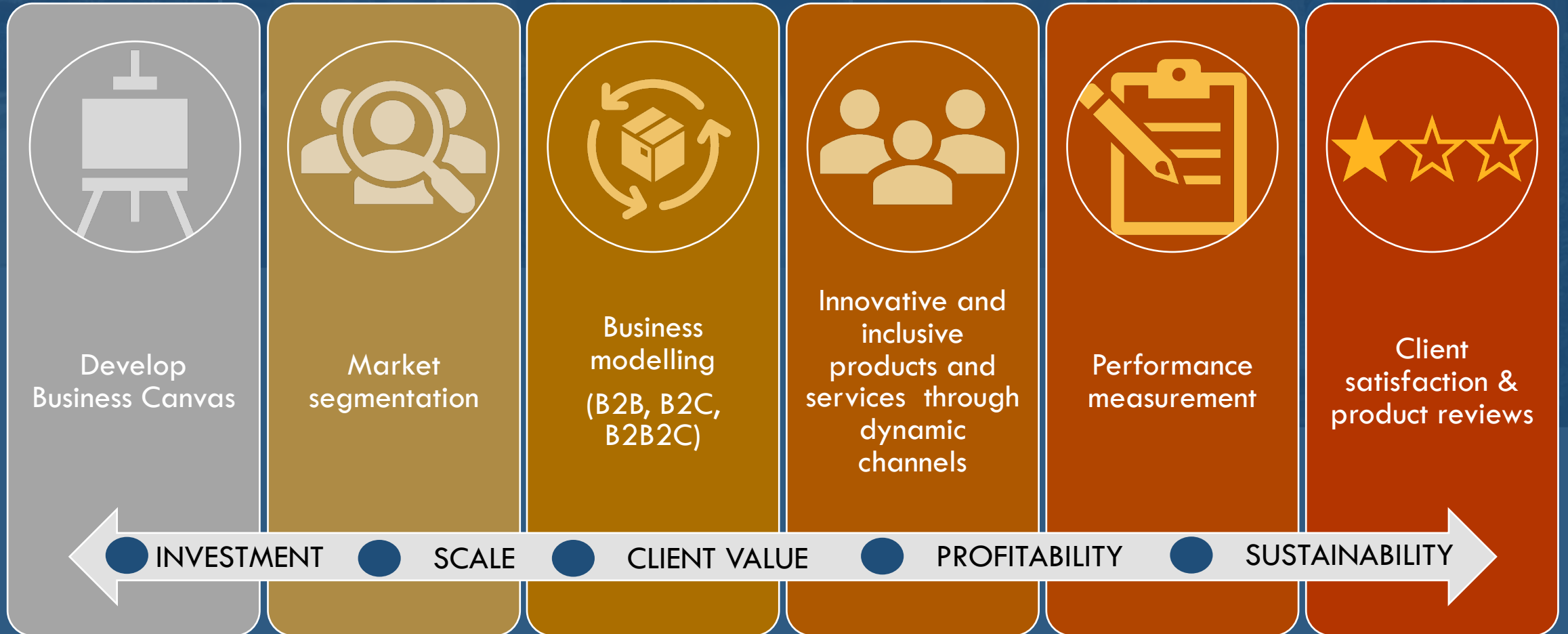
Setting the scene: Business Case



Inclusive insurance
All persons have effective access to insurance from responsible providers
Aim to provide access to insurance for excluded groups

Microinsurance
Insurance for low-income persons, provided by different entities and based on generally accepted insurance practices

Setting the scene: Business Modelling Considerations



International Conference on Inclusive Insurance 2023 – Accra, Ghana

25 October 2023 – Day 3:
14:00 – 15:30

Parallel session 9
Developing business models for inclusive insurance: Experience and lessons learnt



SPEAKER

Saurabh Sharma

Director, Emerging Customers, Britam, Kenya



SPEAKER

Tarek Seif

Secretary General, IFEGY, Egypt



SPEAKER

Agrotosh Mookerjee

Managing Director & Chief Actuary, Risk Shield Consultants, Zambia



FACILITATOR

Lemmy Manje

CEO, FinProbity Solutions, Rwanda/Zambia



FinProbit Solutions

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DISCUSSION



D1: What can drive inclusive insurance in your company?

- A** Organisational structural change & human capital investments
- B** Investment in client centric product development processes
- C** Investment in dynamic distribution
- D** Improving claims processes
- E** Appointment of champion
- F** Investments in R & D
- G** Technology and innovation

Select 2

D2: What can drive inclusive insurance in your country?

- A** Client centric product development
- B** Regulatory changes
- C** Insurance education and awareness
- D** Supply incentives
- E** Application of technology
- F** Other (specify)

Select 2