



What could schemes in developing markets learn from existing agricultural insurance schemes in developed markets?

8th International Microinsurance Conference, Agri Panel
Dar es Salam, 7.11.2012

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1. Agricultural insurance cannot be addressed in the same way as other insurance lines
 - part of national agricultural policy

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2. System approach before product approach

- Institutional framework in form of a public private partnership (PPP) between state, farmers, (re)insurance industry and banking sector
 - purely private and purely state based approaches have failed
 - State as driving force with following tasks:
 - Guidelines and control
 - Premium subsidies
 - Cat loss financing
- Tailor made structure according to economic and social conditions and existing institutions

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3. Cooperative approach instead of competitive approach

- Coinsurance pool
- Centralized technical entity bundling and develop expertise
- Uniform terms and conditions of insurance

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4. National wide approach instead of pilot project approach
→ insurance = spreading of risk

5. Overestimated potential of weather index insurance on farm level
→ more potential on area yield index insurance

6. Combine insurance with credit
→ Standalone solutions not economically viable and not sustainable

Conclusive questions



1. *What in your opinion is the key barrier and how to overcome this?*
 - *Focus on insurance product instead of establishing first the appropriate institutional framework*
 - *Lack of cooperation between stakeholders*

2. *What is your key lesson from the pilots?*
 - *They made clear the limitations of insurance in the developing world context*
 - *Donor money should be better invested*