



# Designing Inclusive Insurance solutions for Savings Groups

# SAME EXPOSURE TO RISKS BUT DIFFERENT CONTEXT

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## ■ 100m people

are pushed into extreme poverty each year having to fund their own health costs (WHO)

## ■ Children dying due to lack of hospitalization

- Registered Children death audits conducted in several countries by WV showed that many deaths could have been avoided by a proper access to health treatment.
- Care givers could not take children to hospital due to lack of money

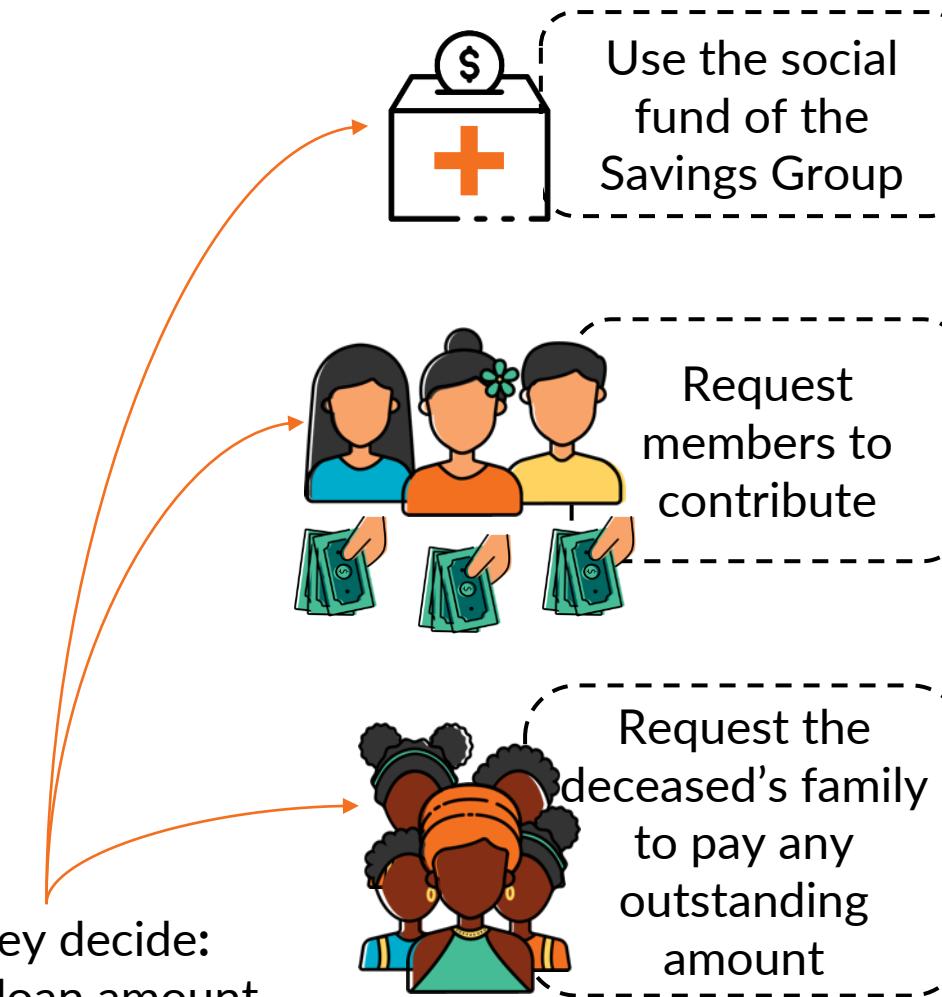
## ■ 30m children

are in danger from secondary health impacts

**Health: THE most frequent and impacting risk**



# IN A SG GROUP, WHAT HAPPENS WITHOUT INSURANCE IF A MEMBER DIES?



- Weakens the resilience of the group
- Limits the solidarity and support toward the deceased's family
- Can put at risk the reimbursement of the group loan

# THE INSURANCE SOLUTION



A fixed amount of **benefit** is provided to all members\*. Example: USD 75 in case of death



Like the benefit, the **premium** is the same for all members\*. It only varies based on the duration of the coverage. Example: USD 0,20 per member per month

*A mandatory-embedded insurance with the group SG loan for all eligible groups*

*Insurance is active from the loan disbursement until the loan term*

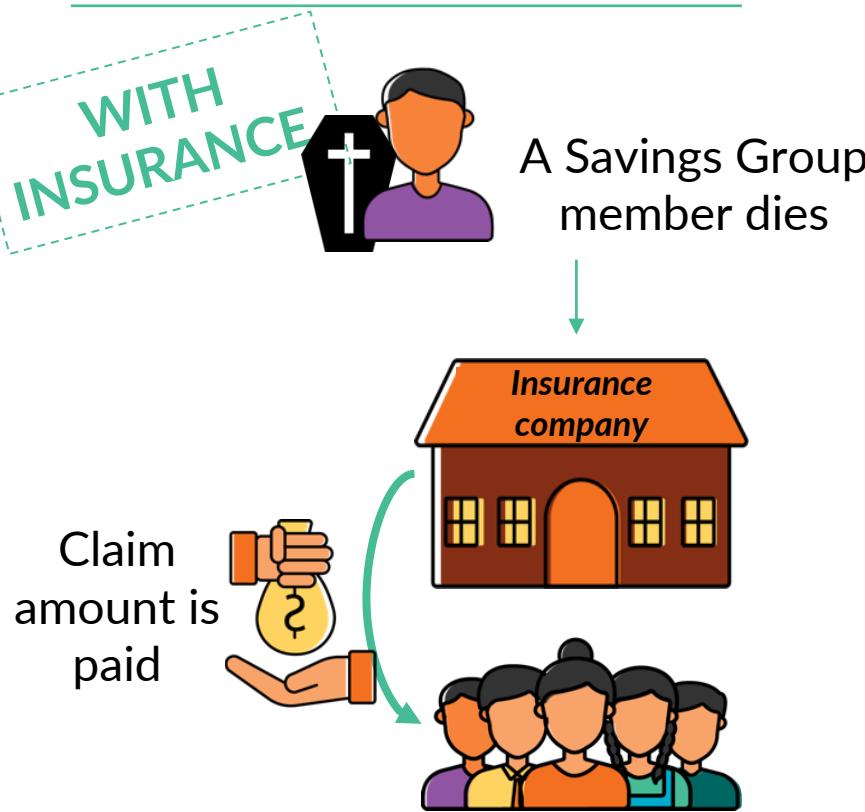
Benefits and premium are not linked to the loan amount of a group or a member

\*possibly, a maximum of 2 or 3 different levels of insurance product can be implemented in a country, based on 2 or 3 brackets of SG loan value to make it less expensive for small-loan groups

## EXAMPLE:

Group Loan amount	Premium value by member by month	Benefit amount in case of death
From USD 0 to 250	No embedded insurance, it can be voluntary for a group	
From USD 250 and above	USD 0,2	USD 75

# IN A SG GROUP, WHAT HAPPENS WITH INSURANCE IF A MEMBER DIES?



- 1) They use the insurance payment to clear the outstanding loan amount of the deceased member
- 2) They provide the remaining amount to the family
- 3) They can complete with **other coping mechanisms**



Families can be more easily supported:

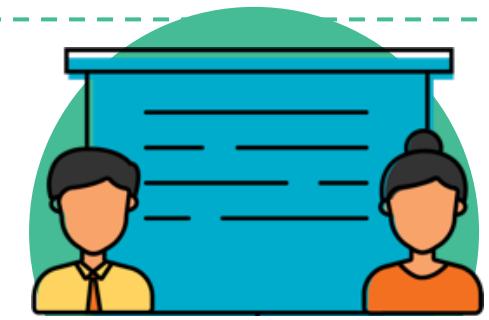
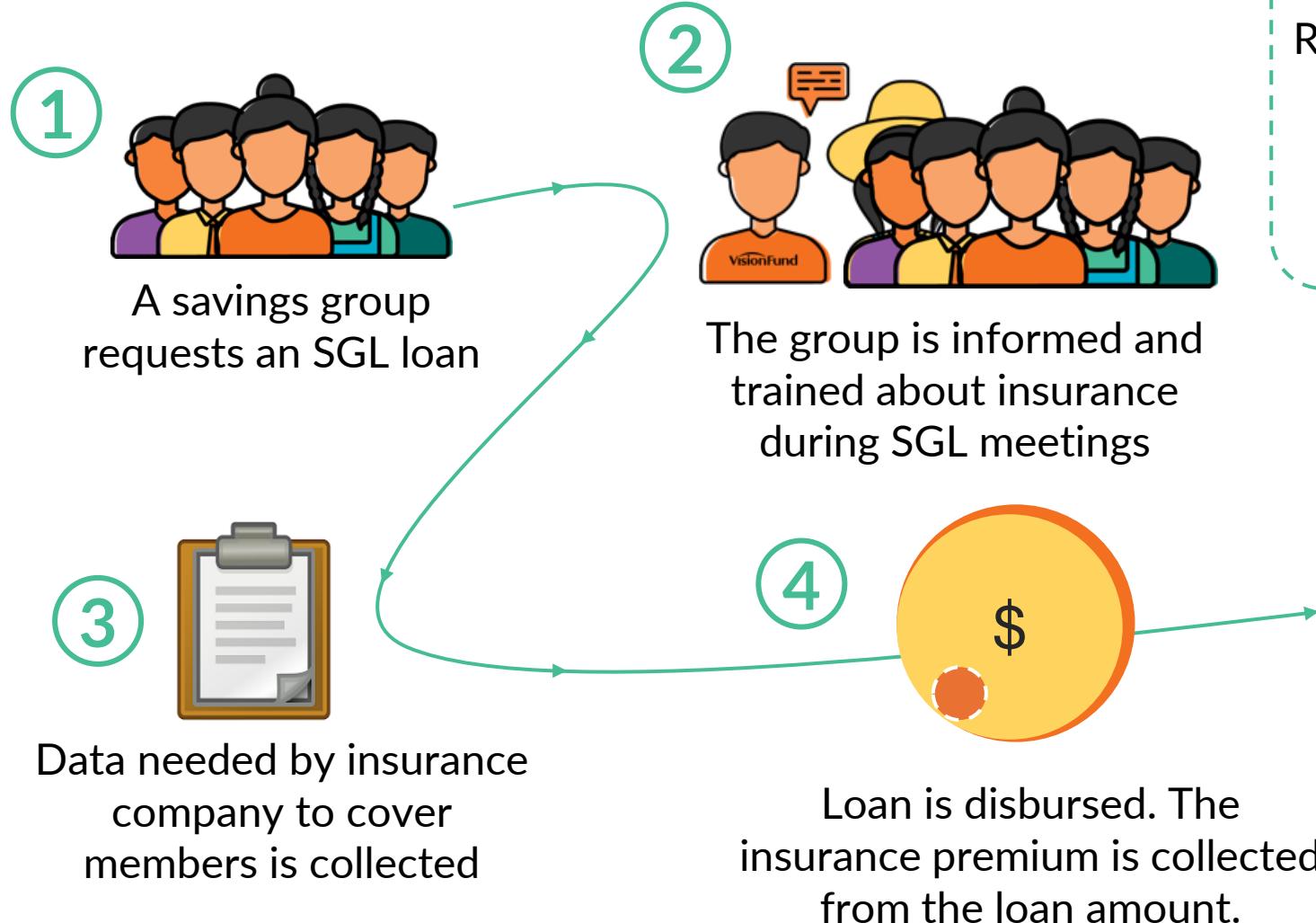
- The claim amounts cancels or reduces the outstanding loan amount
- Insurance money reduces the use of other coping mechanism and increases the resources to face the death of one breadwinner of the family



Social fund is preserved and can be used to complete the needs or for other purposes

- Strengthens the resilience of the group
- Provide a stronger support to families
- Helps the group to keep the reimbursement of the group loan on track

# HOW IS INSURANCE DISTRIBUTED TO SAVINGS GROUPS?



Regularly VisionFund HO is trained (ToT) by the insurance company with the support of VFI ; and FO are trained by VF HO and the insurance company



Coverage is active for the group from loan disbursement

# INSURANCE FOR FAST: WHERE WE ARE



## RWANDA

### PILOT

*In 3 branches  
From August 23  
to September 24*

### RESULTS IN FY24

*50,000 people covered  
USD 13,000 as income*

### ROLL OUT

*To all branches  
Since Jan 24*



## UGANDA

### PILOT

*In 3 branches  
From September 24 to  
January 25*

### RESULTS IN FY24

*20,000 people  
covered  
USD 5,500 as income*

### ROLL OUT

*To all branches since  
FY25 Q2*



## KENYA

### PILOT

*in 3 branches  
Started in FY25 Q3*



## ZAMBIA

### PILOT

*in 2 branches  
Started in FY25 Q3*



**MALAWI  
TANZANIA GHANA**  
**PILOT IN FY25-26**

A medium shot of a man with dark skin and short black hair, wearing a light pink long-sleeved button-down shirt. He is seated, facing slightly to the right, and holding a small, round, orange object in his right hand. He is positioned in front of a rough, reddish-brown brick wall. The lighting is natural, suggesting an outdoor setting.

And I currently reside in Huye district.

# THANK YOU