



Designing Inclusive Insurance solutions for Savings Groups

SAME EXPOSURE TO RISKS BUT DIFFERENT CONTEXT

■ 100m people

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

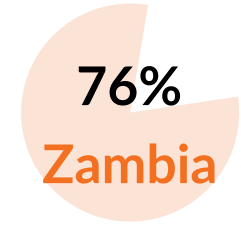
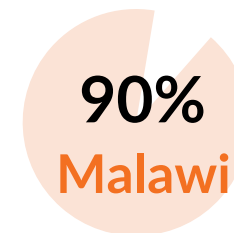
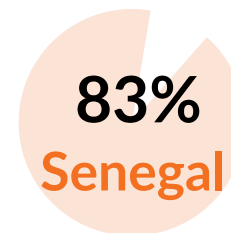
■ Children dying due to lack of hospitalization

- 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

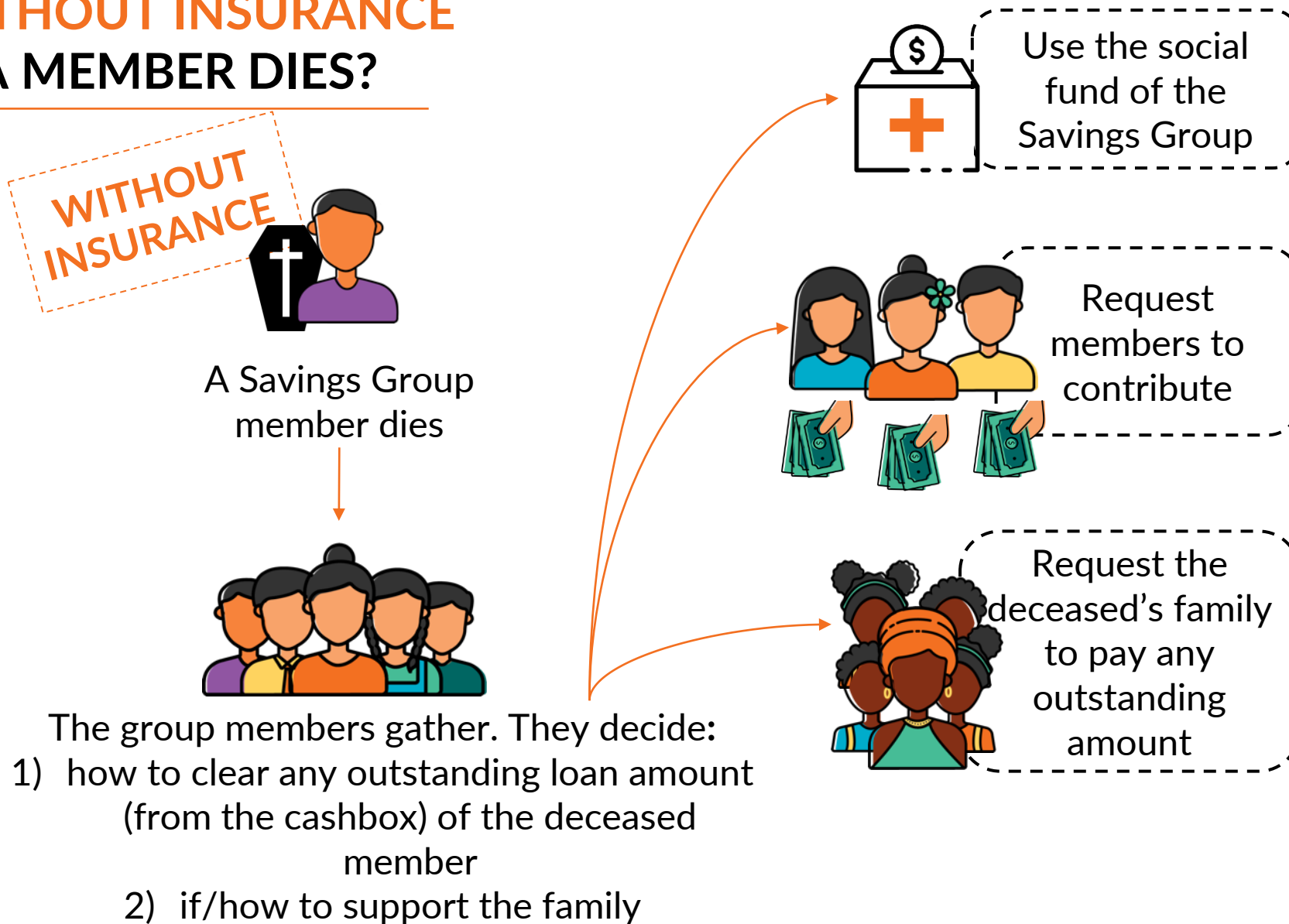
■ 30m children

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

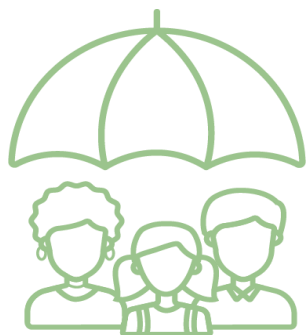
→ Limits the solidarity and support toward the deceased's family

→ Can put at risk the reimbursement of the group loan

NO CONTROL/PROCESS BY VISIONFUND

THE INSURANCE SOLUTION

A mandatory-embedded insurance with the group SG loan for all eligible groups
Insurance is active from the loan disbursement until the loan term



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

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



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

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?

WITH
INSURANCE



A Savings Group
member dies



Claim
amount is
paid



The group members gather.

- 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:

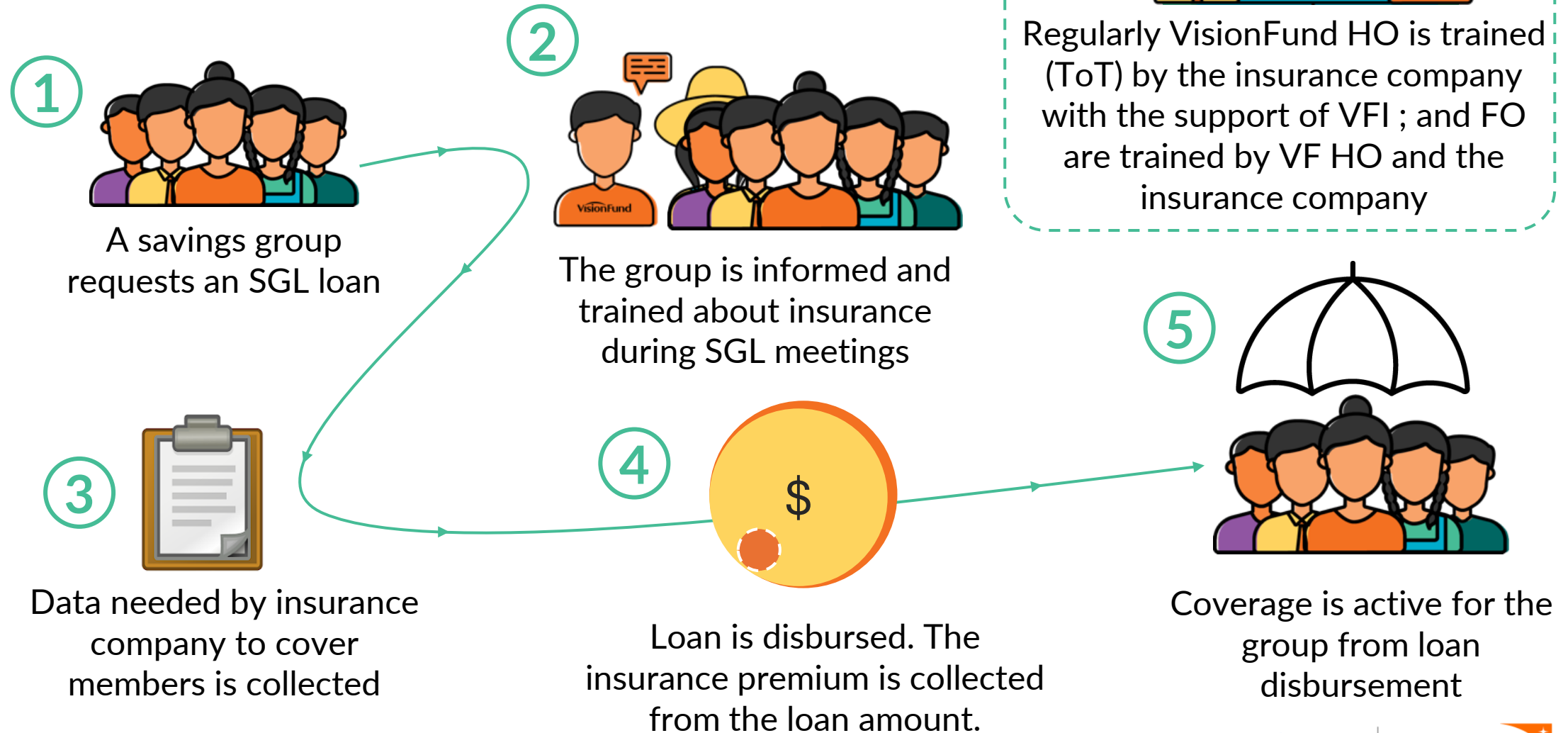
- The claim amounts cancels or reduces the outstanding loan amount
- Insurance money reduces the use of other coping mechanism and increases the resources to face the death of one breadwinner of the family



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?



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



And I currently reside in Huye district.

THANK You