



*The Access to Insurance Initiative helps establish effective insurance markets around the world in order to improve lives, strengthen communities and grow economies. We aim to extend the reach of insurance, with a focus on the most vulnerable populations. For them, insurance can mean the difference between struggling with poverty and insecurity, and finding stability and prosperity.*

## The Importance of Insurance

In many parts of the world, people and businesses live and operate without the security of insurance. However, when loss strikes, it does not discriminate between the rich and poor. In the event of a shock, past development efforts may be reversed and the near-poor may fall (back) into poverty. Even those in a relatively secure position may find themselves dragged into financial hardship. Insurance protects against unforeseen losses and financial vulnerability. In areas such as agriculture, innovative insurance products can provide solutions to deal with the impact of climate change and catastrophic events. In this way, insurance can also reduce the likelihood of food and economic crises.

## The Power of Insurance Regulation

Regulation and supervision are key to make insurance markets more accessible and inclusive, especially for low-income households: A robust regulatory and supervisory framework creates incentives for industry involvement and helps build consumer confidence through effective policyholder protection.

Yet too often, insurance providers may not see a compelling business opportunity to offer products to the low-income population, and individuals or companies do not fully understand the benefits. Supervisors play a vital role in overcoming these barriers and in encouraging private and public stakeholders to work together to enhance access to insurance for all. However, this requires specific skills that many supervisory authorities in developing countries lack.

## Our solution

The Access to Insurance Initiative (A2ii) is a unique global partnership with the mission to inspire and support supervisors to promote inclusive and responsible insurance, thereby reducing vulnerability.

We strengthen the capacity of policymakers, regulators, and supervisors seeking to advance inclusive insurance markets, particularly for low-income clients, by promoting sound, effective and proportionate regulation and supervision based on globally accepted insurance standards.

The core fields covered by the A2ii are knowledge generation and dissemination, dialogue and learning, inputs for the development of global standards and guidance, support for country implementation processes in the area of regulatory and supervisory reform, support for regional implementation and capacity development of insurance supervisors.

*Need for regulation: the dramatic failure of Ecolife Mobile network operators (MNOs) in many countries have begun offering insurance to their clients. The extensive outreach offered by MNOs provides a significant opportunity to scale-up access to insurance. Ecolife, a partnership between an MNO, an insurer and a third party technical service provider in Zimbabwe is a good example of this with 1.2m people, 20% of the adult population in Zimbabwe, having subscribed to the product within 7 months of it being launched.*

*However, it is also a good example of what can happen when appropriate regulation is not in place. Following a dispute between two of the non-insurance entities, the scheme was terminated overnight. Customers were left with nothing but the experience of insurance being an unreliable service. This dramatic failure shows the need for markets to develop hand in hand with the supervisory and regulatory environment that protects the consumer.*

*\*Cenfri (2014): Regulating m-insurance in Zimbabwe: managing risk while facilitating innovation.*

## How A2ii works: Partnerships

We are the key implementation partner of the global standard setting body for insurance supervision, the International Association of Insurance Supervisors (IAIS), on access to insurance. The IAIS determines the necessary standards and structures for a strong industry. We listen to and work closely with insurance supervisors and provide guidance on how to implement those standards. A2ii's close relationship with insurance supervisors and the IAIS enables us to better identify areas where support is needed to and to feed what we learn on the ground back into the IAIS's standard setting process. The A2ii works closely with its development partners leveraging off our comparative strengths.

“ A2ii is IAIS's essential partner. One of the key work streams is the implementation of standards. A2ii is working very closely with us on this subject.

Yoshihiro Kawai, Secretary General IAIS

## Our Achievements

Since our establishment in 2009, the A2ii can already see positive results:

- We contributed to **7** supervisory papers of the IAIS, which provide supervisors for the first time with guidance on how to implement an inclusive regulatory and supervisory approach – based on our experiences working with supervisors on the ground.
- We conducted **20** country assessments, from Colombia and Ethiopia to the Philippines, which have set in motion regulatory changes in **15** countries.

“ After we started working with A2ii, we have been able to develop a roadmap that I think will take us in the future to being able to offer insurance products to those segments of the population that need it the most.

Natalia Escobar Mejia, Superintendencia Financiera de Colombia

- We offered implementation support in **10** countries and helped the development of a policy and regulatory environment which enhances inclusive insurance.
- Through becoming affiliated members of the Global Partnership for Financial Inclusion we have contributed to the work of the G20 on financial inclusion and raised the awareness of the need for insurance to be included in national financial strategies.

### → In 2015 alone we:

connected to over **200** supervisors and experts by organising **5** regional and global events;



**200** SUPERVISORS/EXPERTS



**5** EVENTS

organised **6** 'Consultation Calls' providing insurance supervisors with a platform to hear from an expert and exchange with their peers.



**350**

SUPERVISORS from

**60**

COUNTRIES participated.

Over **80%** of participants said they are (very) satisfied with the consultation calls.\*

**90%** of supervisors (strongly) agree that as a result of the support provided by the A2ii the topic of inclusive insurance markets has become more prominent.\*

\*A2ii stakeholder survey, Feb. 2016

The Initiative is a partnership between:



Hosted by:

