

News Release: 2021 ILO Seguros para el Desarrollo Online Course (6 April – 7 May)

Zurich, 10 May 2021- The InsuResilience Investment Fund (IIF) proudly sponsored six participants of the 2021 Spanish version of the Insurance for Development (Seguros para el Desarrollo) online programme organized by the International Labour Organization (ILO) Impact Insurance Facility.

Similar to the “Insurance for Development” Online Course held in September 2020, the high-quality online programme aimed to build capacity of Latin American insurers, distributors and other market players to further develop inclusive insurance markets. Over a five week period, the participants learned about the access to new impact insurance markets through alternative distribution channels, market research, product development, loss management and responsible insurance and business viability. The participants were engaged in the form of individual self-learning and group activities, live webinars, forum discussions and assessments and learned from experience through case studies and collective wisdom.

Testimony Luis Ato Arrunátegui – Caja Sullana Perú

“Mi experiencia en el curso de Seguro para el Desarrollo ha sido muy enriquecedora, gracias a los conocimientos compartidos y herramientas para la implementación de seguros de impacto, las sesiones en vivo y foros me permitió conocer las experiencias de otros países y tipos de empresa; ofreciéndome la oportunidad de poner en práctica todo lo aprendido con el objetivo de mejorar nuestro desempeño y aporte con el desarrollo de los microseguros o seguros de impacto. Muchas gracias a IIF, por la oportunidad brindada.”

“My experience in the Development Insurance course has been very enriching, thanks to the shared knowledge and tools for the implementation of impact insurance, the live sessions and forums allowed me to learn about the experiences of other countries and types of companies; offering me the opportunity to put into practice everything I have learned with the aim of improving our performance and contribution with the development of microinsurance or impact insurance. Many thanks to IIF, for the opportunity provided.”

Danny Olivo – Banca Solidario Ecuador

“Seguros para el Desarrollo” ha sido un programa de capacitación muy completo, que me ha permitido tener una visión integral de los aspectos más importantes de un programa de seguros inclusivos, partiendo por la importancia de identificar de manera adecuada el canal, pasando por la investigación de mercado con el método PACE, una herramienta muy interesante que combina tanto los aspectos cualitativos, así como los cuantitativos, información fundamental que sirve de base para lograr un adecuado desarrollo de productos.

“Insurance for Development” has been a very comprehensive training program, which has allowed me to have a comprehensive view of the most important aspects of an inclusive insurance program, starting with the importance of properly identifying the channel, passing through the Market research with the PACE method, a very interesting tool that combines both qualitative and quantitative aspects, fundamental information that serves as the basis for achieving adequate product development.

Fernando Yi Ramos - Caja Sullana Perú

“Este curso interactivo me ha ayudado no solamente a conocer a mayor profundidad sobre seguros de desarrollo sino también a contar con herramientas de decisión para el entorno microfinanciero. Además, la interacción y complemento de los diversos profesionales y/o ponentes ha sido bastante enriquecedora por llevar a la práctica diversas estrategias que han resultado exitosas en sus ámbitos de acción.”

This interactive course has helped me not only to learn more about development insurance but also to have decision tools for the microfinance environment. Furthermore, the interaction and complement of the various professionals and / or speakers has been quite enriching for putting into practice various strategies that have been successful in their fields of action.

Gissella Dayanara Fiestas Mogollón - Caja Piura Perú

“El análisis del acceso a nuevos mercados (mercados no atendidos) y de los canales de distribución adecuados; la revisión de los puntos claves en una investigación de mercado y establecimiento de una adecuada estrategia de marketing, fueron los puntos cruciales. Así mismo, el proceso de desarrollo del producto, la adecuada gestión de siniestros así como su viabilidad empresarial, complementaron el estudio.

Es decir, un curso muy didáctico, dictado por profesionales muy capacitados, con mucha experiencia en la materia. Además; los foros fueron muy importantes para interactuar y también conocer la realidad de todos los participantes, así como la realidad de diversas regiones del mundo. Realmente una experiencia invaluable.”

The analysis of access to new markets (unserved markets) and the appropriate distribution channels; the review of the key points in a market research and establishment of an adequate marketing strategy were the crucial points. Likewise, the product development process, the adequate claims management as well as its business viability, complemented the study.

In other words, a very didactic course, taught by highly trained professionals with a lot of experience in the field. The forums were very important to interact and also know the reality of all the participants, as well as the reality of various regions of the world. Truly an invaluable experience.

About the InsuResilience Investment Fund

Luxembourg-based InsuResilience Investment Fund has been set up by KfW, the German Development Bank, on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ). The overall objective of the InsuResilience Investment Fund is to contribute to the adaptation to climate change by improving access to and the use of insurance in developing countries. The specific objective of the fund is to reduce the vulnerability of low-income households and micro, small and medium enterprises (MSME) to extreme weather events. The InsuResilience Investment Fund has been set up as a public-private-partnership for qualified investors and combines private debt and equity investments in two separately investible sub-funds as well as

technical assistance and premium support. The fund aims at both financial return and social impact. For further information, please visit: www.insuresilienceinvestment.fund

About CelsiusPro

***CelsiusPro** is a Swiss InsurTech company specialized in providing technology to structure, execute and administer parametric insurance solutions mitigating the financial impact of adverse weather, climate change, and natural catastrophes for over a decade. CelsiusPro's White Label Platform is highly scalable across various geographical regions, perils, products, insurers and re-insurers. Their systematic but flexible approach covers tropical cyclones, earthquakes, yield and weather products globally and allows CelsiusPro to roll out parametric Nat Cat, climate and agriculture insurance schemes with low additional effort and short implementation time. CelsiusPro's consulting services include feasibility studies, product design, insurance scheme design, individual risk assessments, process digitalization, and education services.*

About BlueOrchard Finance Ltd

***BlueOrchard** is a leading global impact investment manager and member of the Schroders Group. As a pioneering impact investor, the firm is dedicated to generating lasting positive impact for communities and the environment, while aiming at providing attractive returns to investors. BlueOrchard was founded in 2001, by initiative of the UN, as the first commercial manager of microfinance debt investments worldwide. Today, the firm offers impact investment solutions across asset classes, connecting millions of entrepreneurs in emerging and frontier markets with investors with the aim to make impact investment solutions accessible to all and to advance the conscious use of capital. Being a professional investment manager and expert in innovative blended finance mandates, BlueOrchard has a sophisticated international investor base and is a trusted partner of leading global development finance institutions. To date, BlueOrchard has invested over USD 8bn across more than 90 countries. Over 215 million poor and vulnerable people in emerging and frontier markets received access to financial and related services with the support of BlueOrchard as of December 2021. For additional information, please visit: www.blueorchard.com.*

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