

## 1. Inclusive Insurance Market Development (II): Creating a fertile environment

The rate of uptake of microinsurance differs markedly from one country to another, even within a single region. Taking a quantitative approach, e.g. multilinear regression, this research will:

- Drawing on the literature available and interviews with subject matter experts, develop a hypothesis for testing the **contribution of key variables towards market development**
- Collate data from a range of public sources to enable cross-country comparison with respect to demographics, each country's socio-economic profile, financial inclusion, and the insurance sector itself. This data will also be used to generate the country profiles that are part of the 2020 Landscape Study of Microinsurance (see appendix)
- Additional data sources may need to be found to represent proxies for other variables to be included in the hypothesis testing. For example, these may include: growth of microinsurance; economic growth; economic and/or political stability; ease of doing business.
- Test the hypothesis through a cross-country comparison
- Analyze and present the results

### Questions to address

- a. What are the key factors commonly believed to be prerequisites for success in creating a fertile environment for the development of inclusive insurance markets?
- b. Does an evidence-based approach support this?
- c. What are the implications for policymakers and the private sector wishing to scale up inclusive insurance market development?

### Deliverables

- a. White paper presenting the outcome of the research (around 20 pages)
- b. Presentation of the results in the form of a live or pre-recorded webinar (25 minutes)
- c. Creation of an animated video summarizing key messages from the findings – maximum 3 minutes

## 2. Social protection: uneven playing fields

The purpose of this research is to establish, for a set of 30 countries, the extent to which low-income households are protected against the impact of specific types of risk through public insurance schemes, as opposed to requiring private insurance or having to cover expenses out of pocket.

The research will focus on the social protection available in each country targeting the following specific risks:

- Healthcare
- Basic income support (unemployment)
- Basic income support (disability or incapacity to work)
- Basic income support (old age)
- Other?

Although somewhat dated now, [Social protection: a life cycle continuum investment for social justice, poverty reduction and sustainable development](#) is a good starting point for exploring the subject.

### Questions to address

- a. What form of social protection is available in each country?<sup>[1]</sup>
- b. How many people benefit from this cover?
- c. For each type of risk, what is the “protection gap” in terms of the number of people who do are *not* adequately covered by government social protection mechanisms?

### Deliverables

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### 3. How inclusive are the world's top 100 insurers?

Through an analysis of corporate disclosures, sustainability and annual reports, the purpose of this exercise is to identify the extent to which the world's top 100 listed insurance companies pay homage to financial inclusion.

- The extent to which the insurer's product portfolio is financially inclusive (who is insured)
- The extent to which the insurer's business processes are financially inclusive
- Financial consumer protection (marketing, sales and complaints procedures)

#### Questions to address

- a. Do insurers even mention financial inclusion in their reporting?
- b. What actions are they taking?
- c. What might explain disparities between different approaches taken?

#### Deliverables

- a. White paper presenting the outcome of the research (around 20 pages)
- b. Presentation of the results in the form of a live or pre-recorded webinar (25 minutes)
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[1] Data on this is readily available from [ISSA](#), the International Social Security Association