



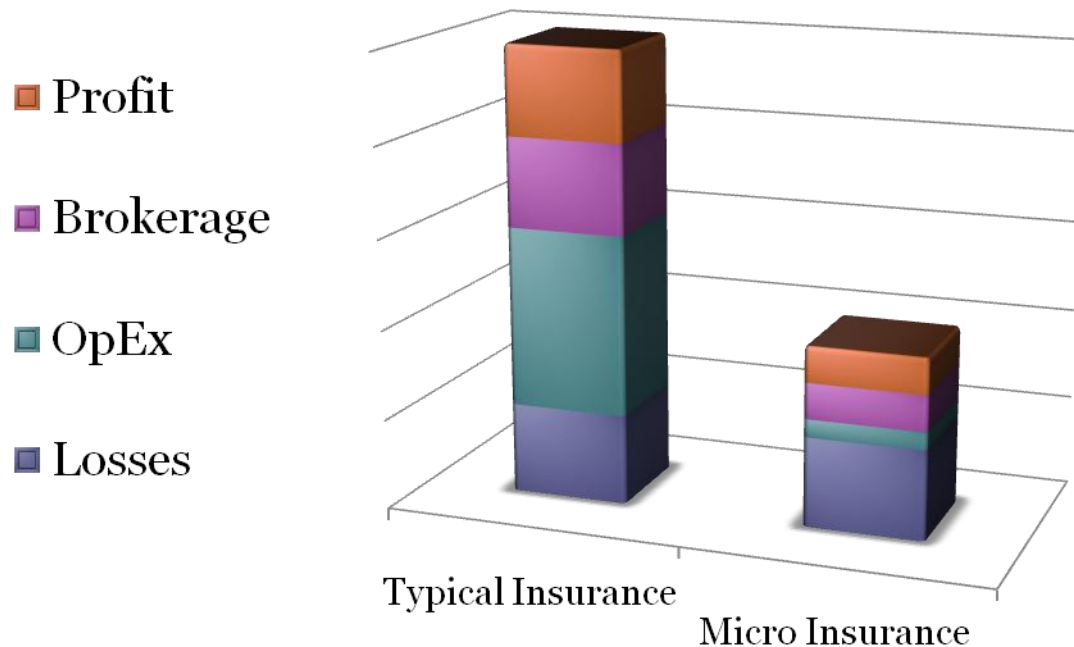
DEFINING POLICY AND REGULATORY

**PRIORITIES: OPTIONS FOR SUPERVISORS TO MOTIVATE
THE INDUSTRY AND PROTECT CONSUMERS**

A Presentation made at the High – Level seminar on
Micro-insurance Regulation for Supervisory Authorities
May 30 – 31, 2012 Khartoum, Sudan.

Panel Discussant: Israel L. Kamuzora
Commissioner of Insurance
United Republic of Tanzania

Supply-Side Obstacles for Micro Insurance



The cost of delivery and operations puts many micro insurance products outside the reach of the mass market.

Core Problem:

How do you offer insurance to people that *face more risk* and *can't afford to pay* the same premium?

Solution:

Price in the Risk
Reduce Expenses
Reach Scale Quickly

Role of Insurance Regulator:

- **Encourage expansion Outreach Potential Through Mobile phone service providers** - Embrace the mobile opportunity as the key partner in ensuring that products, education and claims services meet customers needs.
- **Facilitate Capacity of Insurers** - Encourage eager insurers to seek out intermediaries and partners that support product design and reduced cost administration.
- **Create Enabling Environment for Crop Insurance** – Work with other government Departments/Central Bank to ensure proper data availability to enable innovative livestock and crop products for smallholders.

Conclusion:

- The need for insurance industry to partner with strong brands (MFIs, Banks, Mobile phone companies, etc) can not be over emphasized.
- Cooperation between various regulators is key for such partnership to succeed.
- There is need to re-define our country's national polices on insurance with a view to ensuring that there are adequate risk transfer mechanisms available to all citizens to enable them to mitigate the risk that they face on a day to day basis.

Thank you.

