

Building Community Resilience

DHAN'S Way

AOA/ICMIF Microinsurance webinar
29th June 2022





DHAN Foundation – way of working

Development of Humane Action

25 years of Development Journey



Reach as on March 2022

A glance...

- Professionals working at grassroots as enablers/catalyst and Community as does/drivers
- Building on from our heritage/local wisdom
- Collaboration with govt, Corporates and other development stakeholders for convergence

States - 14

Districts - 88

People
Institutions - 353

Villages - 17368

Families – 2.430 Million

Cumulative savings - \$ 145 million

Member loan outstanding – \$ 318 million

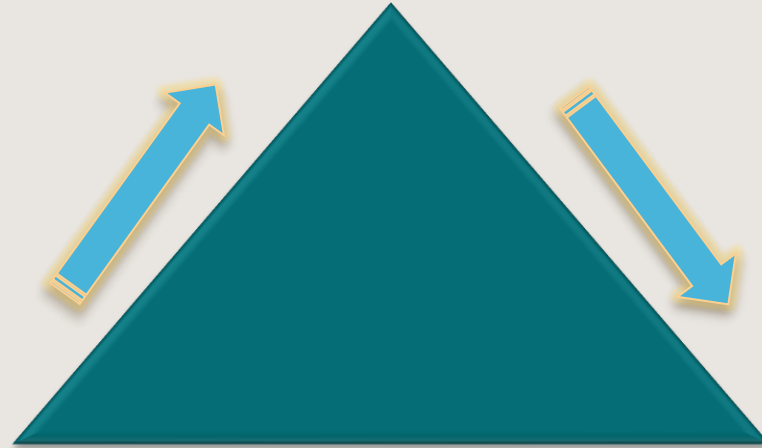
Bank Loan Outstanding - \$200 million

Member Out of Poverty :

Self Declaration on 2nd October(Foundation day) 2021 - 15,798 Cumulative - 5,27,619

DHAN's Approach in Development Processes

Community organizations



Thematic
Institutions

Mainstreaming
collaboration

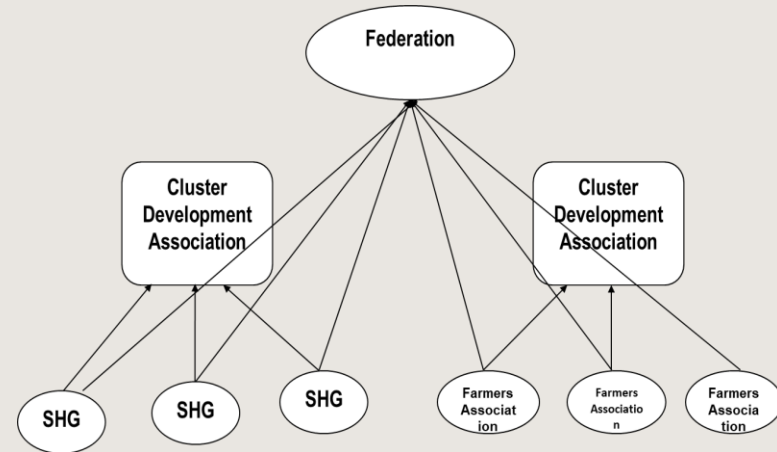


Community Institutions – The basic units of development

- Promoted by low income households, small/marginal farmers, farm labourers, fishers, small traders, and so on
- The community institutions are owned and governed by the local communities
- Mutuality, self-help and self reliance are the principles of SHG
- Technical support and human resource provided by DHAN

Development finance - SCRIPT -Providing package of financial services in one roof

- Saving first; Credit next; Insurance must; Pension best – for addressing risk and vulnerabilities.
- Centre for Financial Literacy for reaching out larger masses with Micro Insurance focus.



Criticality of Insurance in Addressing Poverty

- Buffering the risk and absorbing the financial shocks due to loss of life and assets and health related issues.
- Preventing relapse into poverty
- As part of holistic risk management in addressing poverty
- **Mutual micro insurance is very important as it addresses the market failure to provide access to insurance services for the excluded poor - inadequacy/inappropriate/unaffordable products in the market**
- Effectively complementing Government welfare insurance schemes
- Fills the gap in the markets and the inability of the commercial insurance companies to provide suitable products



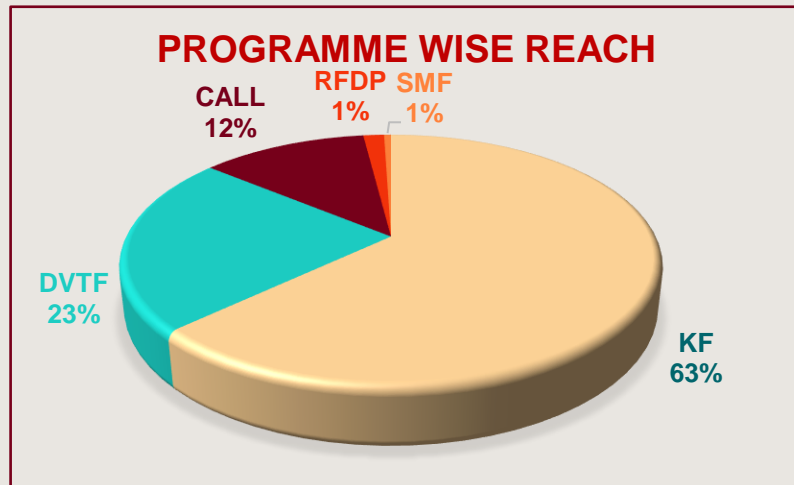
Insurance Dash Board 2022

Insurance Awareness – Post COVID Legacy



Insurance DASH BOARD - 2021-2022

No. of Policies	Collaboration (million)		Mutual	Total
	Govt	Corporate		
LIFE	3.1	1.02	0.63	4.7
Health	3.2		0.39	3.7
Livestock	0.04	0.04	0.01	0.04
Crop	1.4			1.40
Pension	0.25			0.24
Total	7.99	1.06	1.03	10.08



Uniqueness of DHAN

Social Capital

01

Nesting institutions – Federation collectives are binding people together for practice the mutuality

Community driven Processes are enabling community on various themes **-Leadership based** gets expanded

02

Enabling model

Sustainability

03

Sustainability of FM & PM, Multiple products, Viable business preposition and effective financial management

Comprehensive risk management Practices – Core for Poverty Eradication

04

Holistic Approach





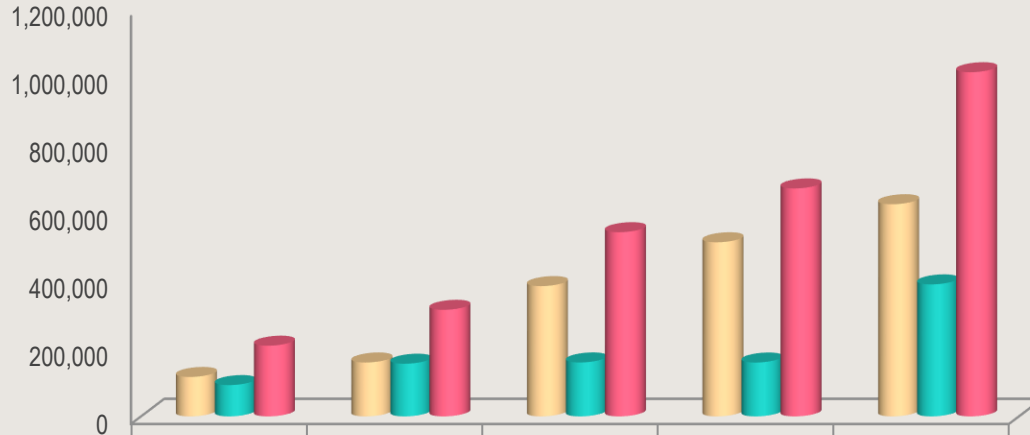
Performance of Mutual Insurance- ICMIF 5-5-5

Mutuality in Action



Mutual Insurance reach in DHAN ICMIF 5-5-5

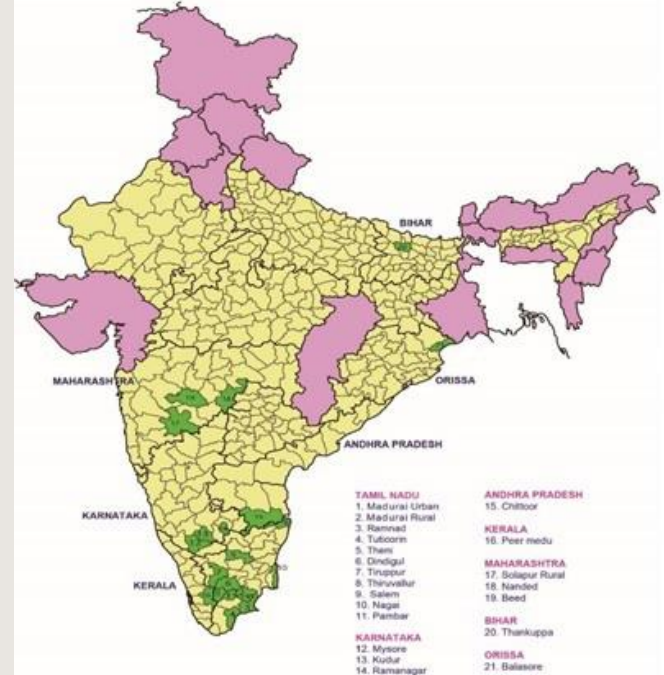
ICMIF Reach



Life Mutuals	115,961	158,560	383,228	512,223	624,196
Health Mutuals	92,068	154,958	158,672	158,433	388,343
Total	208,029	313,518	541,900	670,656	1,012,539

Life Claim	440	530	692	1402	1349
Health Claim	12	1739	598	320	469
Total	452	2269	1290	1722	1818

Mutual Federations as on March 2022



DHAN's Strategy Towards Sustainable Mutual Insurance

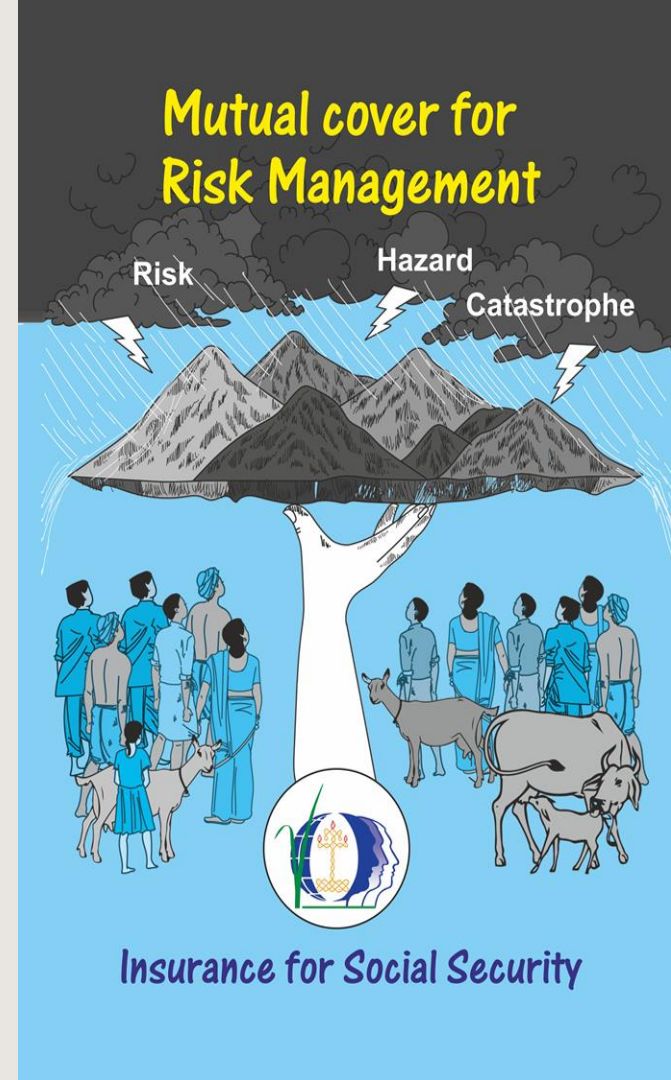
Community insurance involving

- Need based solutions evolved through community organizations
- Affordable premium and simple processes
- Financial soundness by way of transferring part of the risk through backup insurance with insurance companies and reinsurance arrangements
- Residual surplus being used for risk prevention measures

Mutual Insurance Solutions for Scaling up

- Life Mutual Program for all irrespective of upper age limit (5-5-5)
- Health Mutual program for secondary health care (5-5-5)
- Livestock Mutual program for all cattle – indigenous/ exotic breed

Crop Mutual risk sharing – Pilot program



Uniqueness of Mutuals

Reached
1012539 mutual
policies

Male – 454175
Female - 558364

Age > 58
Covered
187,258



Claims

Life -4787 -805216 USD
Health - 3248 - 246188 USD



Funeral expenses

1.3 million



Health camps

127 camps - 12340
members (per year)



Risk Reserve

FM- 519271 USD
Pm- 131736 USD





Distinctive Value Addition

ICMIF – DHAN collaboration

Sharpen the skills and understanding



Distinctive Value addition

ICMIF - DHAN collaboration

Positioning & Co- Creation

01

Pioneer in Mutual Micro Insurance,
Competitive differentiation

Better services and products; Affordable, Tailor made and effective , Significant, better mainstream linkages (Government entitlement)

02

Multiplier Effect

Reaching the unreached in the backward states

03

Health – NCD camps, De addiction camps, vaccination, WASH

Reducing the Calim turn around time,
Training cum workshop- virtual
Mutual Call centers

04

Advancement and Deepening





Non financial Risk Management

Towards Collective Growth



**Non
Financial
mutual
practices**

**Robust
system
and
processes**

**Enabling
the
community
than
delivery**

Mainstreaming

**Strong social
capital with
the concept
of mutuality
and self help**

**Community
as a
Stakeholders
than
beneficiaries**

**Good
governance
and
executive
system**

**Collective
action
and
solidarity**

Impact

0.6 Million people declared that MOP

- People Institution creates the platform for aspirations, self confidence and empowerment are a powerful force for moving out of poverty in addition to individual and family
- Contextualizing the poverty for evolving appropriate strategies for risk management and poverty reduction.
- Democratic values and ethical practices for working with poor through movement activities

*Moved
Out of Poverty*



“Being in the kalanjiam, I have had the chance to go around, see other women, understand their problems, and how they come up with ways to solve it. All this has given me courage.” –DHAN Foundation participant



Wayforward

Mutuality is our Responsibility



Way forward

Robust Demand

People are becoming more financially conscious and vigilant of risks. Very few Mutual products are available in the market



Attractive Opportunities

Capturing the our own market. Doubling the reach in next phase (add-on Product)



Advancement

Scaling up and deepening of mutual products for building community resilience. Product update and Re Insurance



Awareness and Insurance literacy

Awareness raising for Covering the unreached and Indigenous people in Northern India, capacity building for Insurance staff and leaders



Security is a Priority, Not an Option !

..Discussions..



THANK YOU

