



PARIS 2015
Global Index
Insurance Conference

SEPTEMBER 14-15 | PARIS, FRANCE

Building Innovative Solutions in Agriculture

Indicative Agenda

DAY 1

| | |
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| 01:30 – 02:00 PM | Registration |
| 02:00 – 02:30 PM | Welcome and Opening Remarks by Gloria Grandolini, F&M GP Senior Director, World Bank Group Setting the agenda – The World Bank perspective |
| 02:30 – 03:00 PM | Setting the agenda – the industry perspective: Building disaster-resilient economies and sustainable markets. A call to the industry to develop innovative insurance solutions. 1. AXA (Jean-Laurent Granier (Member of the Management Committee, CEO Mediterranean and LAC, Chairman & CEO AXA Global P&C) 2. Swiss Re (Martyn Parker, Chairman Global Partnerships) 3. Geneva Association (Anna-Maria D’Hulster, Secretary General and MD) |
| 03:00 – 03:20 PM | Keynote Address: French Minister of Agriculture Stephane Le Foll – TBC |
| 03:20 – 03:40 PM | Plenary address by Rachel Kyte, Vice President & Special Envoy for Climate Change, World Bank Group – TBC |
| 03:40-04:00 PM | COFFEE BREAK |

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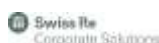
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| 04:00 – 05:15 PM Plenary Session 1 | <p>Favorable conditions for achieving scale, building markets and institutionalize index insurance (MODERATOR: Panos Varangis, Global Lead, Agriculture Finance WBG)</p> <ol style="list-style-type: none"> 1. CNAAS experience dealing with innovations (Pape Ndiaye, CEO, CNAAS Senegal) 2. Key lessons or Role of the Government and the Private Sector in the Growth of Index Insurance Market in India (Bhargav Dasgupta, MD & CEO, ICICI Lombard General Insurance) 3. Role of reinsurers to scale up and help build/support new markets (Christina Ulardic, Head of the Market Development Africa, Swiss Re Corporate Solutions) 4. Responding to client needs : From Weather Index insurance to Weather Index Insurance + Area-yield Index insurance (Rose Goslinga, Insurance Sales, PULA) 5. Lessons learnt: Expanding Agricultural Insurance in Peru (Lourdes del Carpio, General Manager of agricultural insurance, La Positiva insurance company) | |
| 05:15 – 06:30 PM PARALLEL SESSIONS 1 | <p>Putting clients at the center of the design and sales process (MODERATOR: Gilles Galludec, Program Manager Global Index Insurance Facility GIIF, WBG)</p> <ol style="list-style-type: none"> 1. Value of index insurance for agriculture (Professor Michael Carter, University of California- Davis, USA) 2. Determining client value (Tanguy Touffut, Global Head of Parametric Insurance and Food Security & Agriculture at AXA CS) 3. Product design (Benjamin Njenga, Head of Business Analytics, ACRE Africa) 4. Financial Literacy and Consumer Awareness on Insurance – Investment or Expense? Sanasa’s Experience (M. I. Kiriwandeniya, Chair SANASA Development Bank Sri Lanka) | <p>The drivers and barriers of innovation (MODERATOR: Ulrich Hess, Senior Advisor Sector Project Insurance GIZ)</p> <ol style="list-style-type: none"> 1. Index and Non-index, the right combination for Agriculture Insurance (Ms. May Dawat, General Manager of CARD Mutual Benefit Association, Inc. (CARD MBA) & Chairperson of the CARD MRI Insurance Agency, Inc. (CaMIA) and CARD Pioneer Microinsurance) 2. Individual vs Portfolio products – a difficult decision? (Shadreck Mapfumo, Senior Insurance Specialist, GIIF WBG) 3. Innovation in US market (Ines Kapphan, Senior Product Manager, Climate Corporation) 4. Innovative Index Insurance: An example in crab farming (Yuanyong Long, Agriculture Expert for China Operations, Swiss Re) |
| 06:30 – 08:30 PM | MEET & GREET COCKTAIL | |

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DAY 2

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| 09:00– 09:30 AM | Keynote Address: Achieving scale, building markets, institutionalize index insurance SPEAKER: Thierry Langreny, CEO PACIFICA (Quick summary of day 1 + Introduce day 2) | | |
| 09:30 – 11:00 AM Plenary Session 2 | Financial Solutions in Agricultural Risk Management (MODERATOR: Olivier Mahul, Head Disaster Risk Finance and Program Manager DRFIP, WBG) <ol style="list-style-type: none"> 1. Insuring Growth: The Impact of Disaster Funds on Economic Development (Alejandro del Valle, Assistant Professor of Risk Management and Insurance) 2. Agri insurance in Mexico and the case of CADENA for small marginal producers (Luisarturo Castellanos, Vice-President of Technical Modeling, Cat Risk Mexico) 3. Topic TBD (Simon Young, CEO of African Risk Capacity Insurance Company Ltd ARC) 4. Kenya’s livestock insurance program (Professor Segor) | | |
| 11:00 – 11:30 AM | COFFEE BREAK | | |
| 11:30 – 01:00 PM PARALLEL SESSION 2 | Enhancing Agricultural Insurance Product Quality (MODERATOR: Daniel Clarke, Senior Insurance Specialist, WBG) <ol style="list-style-type: none"> 1. M&E framework for product design (Karlijn Morsink, Oxford University) 2. PACIFICA and Airbus to present their index on forage production (Bruno Lepoivre, Head Agriculture Division PACIFICA) 3. Experience of MiCRO in Caribbean and Central America (Carlos Boelsterli, CEO MiCRO) 4. Improving Product Quality, Munich Re’s experience with yield index insurance and yield guarantee levels (Alexa Mayer- Bosse, Business Development Manager, Munich Re) | Better address data challenges (MODERATOR: Dan Osgood IRI, Columbia University) <ol style="list-style-type: none"> 1. Synthetic Data – Dealing with data gaps (Mark Rueegg, CEO Celsius Pro) 2. Relationship between price and risk (Patrick Mommeja, Head of Life and Health Insurance, Allianz Africa) 3. Leveraging bid data and mobility in index insurance (Craig Bedell, Global Insurance Industry Executive, IBM) 4. Yield Data and agriculture insurance (Dr. Leif Heimfarth, Responsible Underwriter for Index-based insurance Programs, Hannover Re, Germany) | |
| 01:00 – 02:00 PM | LUNCH | | |
| 02:00 – 03:30 PM PARALLEL SESSION 3 | Market makers for Index Insurance | | |
| | Role of Governments (MODERATOR: Julie Dana, Lead Financial Officer, WBG) <ol style="list-style-type: none"> 1. Role of Regional Institutions in supporting Government | How International Organizations can help (MODERATOR: Aaltje de Roos, Ministry of Foreign Affairs, The Netherlands) | Role of Private Sector in building markets (MODERATOR: Jean-Luc Perron, Managing Director Grameen Credit Agricole) |

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| | <p>strategies; holistic approach linking finance and insurance (Bassary Toure, CEO BOAD)</p> <ol style="list-style-type: none"> World Bank work with governments in agriculture index insurance (Fatou Assah, Program Coordinator, WBG) Role of Regulators in promoting agricultural insurance in Africa - regional perspective (Jean Claude Ngbwa, SG of CIMA) Weather Data policy: Quality, availability and accessibility - A High-level National Policy Issue (Maryam Golnaraghi, Director of the Extreme Event and Climate Risks, Geneva Association) | <ol style="list-style-type: none"> Development of Insurance/Insurance for Development: The Role of Donor Engagement (Lena Heron, USAID Global Action Network) Insurance instrument in the toolbox (Claude Torre, Project Manager Agriculture & rural development, AFD) Enabling policy and regulatory environment (Craig Thorburn, Lead Insurance Specialist, WBG) Developing sustainable markets (Francisco Rispoli, Technical Advisor, Rural Finance, IFAD, Italy) | <ol style="list-style-type: none"> Engaging with providers of index-based risk solutions (Julian Robert, Executive Director Agribusiness, Willis) What are the various factors that dampen index insurance in Africa and what can private sector do to overcome them? (Denis Chemillier-Gendreau, President, FINACTU) Execution of Weather Index Insurance in Sri Lanka (Ravinda Herath, Senior Manager – Intl Relations, Sanasa Insurance Co Ltd Sri Lanka) Role of reinsurer in promoting innovative index insurance products – Portfolio Index Insurance, (Thomas Mahl, Vice President Public Sector Affairs, Munich Re) |
| <p>03:30 – 05:00 PM Plenary Session 3</p> | <p>Distribution Channels for index Insurance : MODERATOR: Pranav Prashad, ILO Impact Insurance Facility</p> <p>Different channels to showcase</p> <ol style="list-style-type: none"> Experience, lessons learnt and challenges faced by R4 on the distribution side (Sophia Belay, Manager R4 Rural Resilience Initiative, OXFAM) Distributing index insurance through aggregators and financial institutions in Bangladesh, (Green Delta, Bangladesh, Ms. Farzana Chowdhury, CEO) Broadening distribution channels in West Africa (Francois Xavier Albouy, Vice President PlaNet Guarantee) Lessons learned from GIIF projects on working with various distribution channels (Vijay Kalavakonda, Global Product Lead, WBG) | | |
| <p>05:00 – 05:30 PM</p> | <p>CONCLUDING Remarks: Viwanou Gnassounou, Assistant Secretary General for ACP Group</p> | | |

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DAY 3: SIDE EVENTS - *By Invitation Only*
(Venue: PACIFICA Townhall, Paris, FRANCE)

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| <p>09:00 AM – 01:00 PM</p> | <p>Objective: Bring together the Community of Practitioners knowledge event with ILO, USAID GAN and the WBG Index Insurance Forum members for knowledge exchange.</p> <p>Suggested topics may include:</p> <ul style="list-style-type: none"> - Distribution - Bundling products (index and indemnity based) - Loyalty programs in agriculture index insurance |
| <p>02:00 – 06:00 PM</p> | <p><u>Objective:</u> Research topics to advance our knowledge in scaling up innovations in agricultural insurance PACIFICA and Airbus to present on the correlation between reality and their “index of forage production”.</p> <p><u>Agenda:</u> It will be a workshop led by academic luminaries from a scientific and technical perspective. Aims at defining what are the key areas where research should be focused in order to scale up markets.</p> <p><u>Other speakers:</u> Columbia IRI (Dan Osgood), UC Davis (Michael Carter), Oxford Un. UC Berkeley (Karlijn Morsink), CIMMYT (Jon Hellin), Clermont Ferrand (Alain de Janvry TBC) World Bank Group (Daniel Clarke, Vijay Kalavakonda and Shadreck Mapfumo, Xavier Gine)</p> |

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