



# GLOBAL INDEX INSURANCE CONFERENCE

## “Building Innovative Solutions in Agriculture Insurance”

SEPTEMBER 14, 15 and 16, OECD Headquarters, PARIS, FRANCE

### Indicative Agenda

#### DAY 1

01:30 – 02:00 PM	Registration
02:00 – 02:30 PM	Welcome and Opening Remarks by Gloria Grandolini, Senior Director, World Bank Group
02:30 – 03:00 PM	<p><b>Setting the agenda – Building disaster-resilient economies and sustainable markets. A call to the industry to develop innovative insurance solutions.</b></p> <ol style="list-style-type: none"> <li>1. AXA (Jean-Laurent Granier (Member of the AXA Management Ctee, CEO Mediterranean and LAC, Chairman &amp; CEO AXA Global P&amp;C)</li> <li>2. Swiss Re (Michel Lies, Group CEO of Swiss Re) TBC</li> <li>3. Geneva Association (Anna-Maria D’Hulster, Secretary General and MD)</li> </ol>
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
04:00 – 05:15 PM Plenary Session 1	<p><b>Favorable conditions for achieving scale, building markets and institutionalize index insurance</b> (MODERATOR: Panos Varangis, Global Lead, Agriculture Finance WBG)</p> <ol style="list-style-type: none"> <li>1. CNAAS experience dealing with innovations (Pape Ndiaye CEO CNAAS Senegal)</li> <li>2. Key lessons or Role of the Government and the Private Sector in the Growth of Index Insurance Market in India (Bhargav Dasgupta, MD &amp; CEO, ICICI Lombard General Insurance)</li> <li>3. Role of reinsurers to scale up and help build/support new markets (Juerg Trueb, Swiss Re)</li> <li>4. Responding to client needs : From Weather Index insurance to Weather Index Insurance + Area-yield Index insurance (Rose Goslinga, PULA)</li> <li>5. Lessons learnt: Expanding Agricultural Insurance in Peru (Lourdes del Carpio, General Manager of agricultural insurance, La Positiva insurance company)</li> </ol>

#### EVENT PARTNERS:



05:15 – 06:30 PM PARALLEL SESSIONS 1	<b>Putting clients at the center of the design and sales process</b> (MODERATOR: Gilles Galludec, Program Manager Global Index Insurance Facility GIIF, WBG)  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 (Olga Speckhardt, Head of Global Insurance solutions Syngenta Foundation & Board member ACRE Africa) 4. Financial Literacy and Consumer Awareness on Insurance – Investment or Expense? Sanasa’s Experience (M. Kiriwandeniya, Chair SANASA Development Bank Sri Lanka)	<b>The drivers and barriers of innovation</b> (MODERATOR: Ulrich Hess, Senior Advisor, Access to Insurance Initiative-GIZ)  1. Index and Non-index, the right combination for Agriculture Insurance (Dr Aris Alip, Chairman CARD Bank Philippines) 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	

## DAY 2

09:00– 09:30 AM	<b>Keynote Address: Achieving scale, building markets, institutionalize index insurance</b> SPEAKER: Thierry Langreny, CEO PACIFICA (Quick summary of day 1 + Introduce day 2)	
09:30 – 11:00 AM Plenary Session 2	<b>Financial Solutions in Agricultural Risk Management</b> (MODERATOR: Olivier Mahul, Head Disaster Risk Finance and Program Manager DRFIP, WBG)  1. Alain de Janvry, Professor, Agricultural & Resource Economics. University of Berkeley, California and senior Fellow FERDI -TBC 2. Agri insurance in Mexico and the case of CADENA for small marginal producers (CADENAS Mexico, Jesus Escamilla), 3. Topic TBD (Simon Young, CEO of African Risk Capacity Insurance Company Ltd ARC) 4. Kenya’s livestock insurance program (Speakers from Kenya TBC)	
11:00 – 11:30 AM	COFFEE BREAK	

### EVENT PARTNERS:



### IN COOPERATION WITH:



11:30 – 01:00 PM PARALLEL SESSION 2	<b>Enhancing Agricultural Insurance Product Quality</b> (MODERATOR: Daniel Clarke, Senior Insurance Specialist World Bank Group) <ol style="list-style-type: none"> <li>1. M&amp;E framework for product design (Karlijn Morsink, Oxford University)</li> <li>2. PACIFICA and Airbus to present their index on forage production (Bruno Lepoivre, Head Agriculture Division PACIFICA)</li> <li>3. Experience of MiCRO in Caribbean and Central America (Carlos Boelsterli, CEO MiCRO)</li> <li>4. Product quality from weather to yield and from stand-alone to bundled products on aggregator level (Alexa Mayer- Bosse, Business Development Manager, Munich Re)</li> </ol>	<b>Better address data challenges</b> (MODERATOR: Dan Osgood IRI, Columbia University) <ol style="list-style-type: none"> <li>1. Synthetic Data – Dealing with data gaps (Mark Rueegg, CEO Celsius Pro)</li> <li>2. Relationship between price and risk (Patrick Mommeja, Allianz Africa)</li> <li>3. Leveraging bid data and mobility in index insurance (Pawel Stefanski, Sales/ Distribution, Global Insurance Industry, IBM)</li> <li>4. Yield Data and agriculture insurance (Randolph Moses, CEO of Hannover Re South Africa to nominate a speaker)</li> </ol>	
01:00 – 02:00 PM	LUNCH		
02:00 – 03:30 PM PARALLEL SESSION 3	<b>Market makers for Index Insurance</b>		
	<b>Role of Governments</b> (MODERATOR: Julie Dana, Lead Financial Officer, WBG) <ol style="list-style-type: none"> <li>1. Role of Regional Institutions in supporting Government strategies; holistic approach linking finance and insurance (Bassary Toure, CEO BOAD)</li> <li>2. World Bank work with governments in agriculture index insurance (Fatou Assah, Program Coordinator, WBG)</li> <li>3. Role of Regulators in promoting agricultural insurance in Africa - regional perspective (Jean Claude Ngbwa, SG of CIMA)</li> <li>4. Weather Data policy: Quality, availability and accessibility - A High-level National Policy Issue (Maryam Golnaraghi, Geneva Association)</li> </ol>	<b>How International Organizations can help</b> (MODERATOR: Aaltje de Roos, Ministry of Foreign Affairs, The Netherlands) <ol style="list-style-type: none"> <li>1. Lena Heron, USAID Global Action Network - Topic TBD</li> <li>2. Insurance instrument in the toolbox (Claude Torre, AFD)</li> <li>3. Enabling policy and regulatory environment (Craig Thorburn, Lead Insurance Specialist, WBG)</li> <li>4. Francisco Rispolli, Technical Advisor, Rural Finance, IFAD, Italy - Topic TBD</li> </ol>	<b>Role of Private Sector in building markets</b> (MODERATOR: Jean-Luc Perron, Managing Director Grameen Credit Agricole) <ol style="list-style-type: none"> <li>1. Julian Robert Willis, Executive Director Agribusiness (Topic TBD)</li> <li>2. Denis Chemillier-Gendreau, President FINACTU - Topic TBD</li> <li>3. Ravinda Herath, Senior Manager – Intl Relations, Sanasa Insurance Co Ltd Sri Lanka - Topic TBD</li> <li>4. Role of reinsurer in promoting innovative index insurance products – Portfolio Index Insurance, (Thomas Mahl, Munich Re)</li> </ol>

**EVENT PARTNERS:**


03:30 – 05:00 PM Plenary Session 3	<p><b>Distribution Channels for index Insurance :</b>  <b>MODERATOR:</b> Pranav Prashad, ILO Impact Insurance Facility</p> <p>Different channels to showcase</p> <ol style="list-style-type: none"> <li>1. The Green Morocco Plan: Leadership of Government in distributing insurance (MAMDA Morocco, Khalid Abdellaoui, Deputy CEO)</li> <li>2. Distributing index insurance through aggregators and financial institutions in Bangladesh, (Green Delta, Bangladesh, Ms. Farzana Chowdhury, CEO)</li> <li>3. Broadening distribution channels in West Africa (Francois Xavier Albouy, Vice President PlaNet Guarantee)</li> <li>4. Lessons learned from GIIF projects on working with various distribution channels (Vijay Kalavakonda, Senior Insurance Specialist WBG)</li> </ol>
05:00 – 05:30 PM	<b>CONCLUDING Remarks:</b> Viwanou Gnassounou, Assistant Secretary General for ACP Group

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

09:00 AM – 01:00 PM	<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"> <li>- Distribution</li> <li>- Bundling products (index and indemnity based)</li> <li>- Loyalty programs in agriculture index insurance</li> </ul>
02:00 – 06:00 PM	<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> Colombia IRI (Dan Osgood), UC Davis (Michael Carter), Oxford Un. UC Berkeley (Karlijn Morsink), CIMMYT (Jon Hellin), Clermont Ferrand (Alain de Janvry TBC)</p> <p>World Bank Group (Daniel Clarke, Vijay Kalavakonda and Shadreck Mapfumo, Xavier Gine)</p>

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