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MICROFINANCE WEEK 2015  
FINANCIAL INCLUSION FOR SUSTAINABLE DEVELOPMENT

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## ■ Agricultural insurance and MFI's:



# How can the marriage get happier?

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## FINANCIAL INCLUSION FOR SUSTAINABLE DEVELOPMENT





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**This is the easy part**





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## Now things get harder





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## A big part of the answer





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## Another way of looking at loans and insurance

How much more would you lend if most of the risks were covered?

### Portfolio Growth

How many farmers would improve their livelihoods due to better access to financial services?

### Social Impact

Four key questions for  
MFI's

### Portfolio Protection

By how much would you reduce your loan defaults?

### Product Differentiation

How much more competitive would your product be if it included insurance?



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# Thank you

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