

# Building an insurance solution:

## Shark Tank Exercise





### First decide on Policy Priorities



#### You have 90 minutes!

Determine what your country challenges are



Agree on an objective

#### Risks

- Vulnerable assets, sectors, population
- Practical and political constraints
- You face highly restricted fiscal space and need private sector involvement

What do you want to achieve with your solution? Design your insurance solution



- How will the solution work?
  - Technical basis
  - Distribution to end customer or beneficiary
- Major stakeholders and their roles and responsibilities?
- Additional supporting investments

- Tomorrow you will have the opportunity to pitch to our Sharks
- The most compelling pitch will receive a prize

# Choose your country context

- I: Protect government budget to finance recovery from earthquake risk
- 2: Protect the poor and vulnerable against drought risk
- 3: Protect households or small business against flood risk



#### Who is covered and against what?



What data is required and where will you get it?



What will the institutional structure be and who are the key stakeholders?

What policy reforms may be required?



What will the public and private sector role be?



What will the distribution channels be?



\$100m of investment is available for the winning pitch

Building an insurance solution