

Latest research on market size of remittances and the financial products of insurance and pension

16 June 2022 William Price, CEO D3P Global

SDC's Savings and Credit Forum

Hiding in Plain Sight:
The Business Case of Migrants' Financial Inclusion
June 16th, 2022

MARKET OPPORTUNITY



Government Social Security



ENTITY

CHALLENGES OF MIGRANT INSURANCE AND PENSION



Portability and Exportability of migrant pension and insurance are not ensured in a cross border environment



Migration **Processing Entities**

Digital wage, insurance and pension are not integral to the migrants employment process



Financial Regulator Regulations for cross-border financial service providers, insurance/pension contracts and payments are unclear or unavailable

Private Sector Insurance and **Pension for** Migrants



Pension Provider

Wage/Insurance/ Lack of clarity on business model alignment across the B2B relations in the value chain of migrant wage, insurance and pension



B₂B Distribution Channel

Value proposition for distribution yet to be realized by the B2B partners



Payments Channel

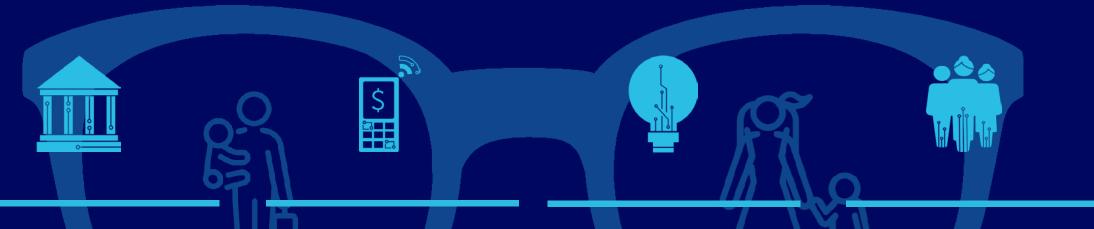
Cross-border, inter-operable payments platform are not always available



Migrants and their **Families**

Latent awareness and demand for digital finance, insurance and pension among migrants and their families

PRIORITIZING CHANGES IN THE ECOSYSTEM



Enabling Policy and Regulations

- 1.. Regulatory fix for insurers to be cross border.
- 2. Government mandates (or auto enrolment) essential as in pensions domestically.
- 3. Government mandated insurance for health, life, and repatriation but simple and low cost.

Open Digital Payment Ecosystem

- 1. Digital model for delivery has more chance post COVID.
- 2. Pre-travel bank account creation to enable safe transfer of money.
- 3. Insurance and Pension providers to leverage the last mile distribution of money transfer operators (MTOs)

Inclusive Innovation

- 1. RSPs and FSPs, in partnerships, to consider insurance and pension as an opt-out for migrants.
- 2. Automatic account creation linked to pensions and insurance ID
- 3. Claims as important as outreach.

- Empowered Customers
- 1. sex-disaggregated data for better targeting the women migrants (e.g. 30% of the SIMs listed incorrect gender at SIM issuance)
- 2. Consider family as a unit for insurance and pension than individuals.
- 3. Phydigital approach



THANK YOU