



RADIANT YACU LTD  
Microinsurance Company

## **TOPLINE & BOTTOMLINE STRATEGIES FOR INCLUSIVE INSURANCE**

**Making Inclusive Insurance  
work in Rwanda**

**CEO RETREAT, LIVINGSTONE , JULY 13 2022**

# ABOUT RADIANT YACU MICROINSURANCE COMPANY



1

**RADIANT YACU is the first & only Dedicated Microinsurance Company in Rwanda**

2

**It was Licensed by the National Bank of Rwanda in 2019, one year after the Microinsurance Regulation was gazetted.**

3

**The company is Licensed to do composite products i.e both Life & / Non-Life Microinsurance products.**



**SOME OF OUR PRODUCTS SO FAR**





# **AGRICULTURE INSURANCE**

## **The National Agriculture Insurance Scheme ( NAIS)**

**Scheme designed by the Gov't of Rwanda in 2018 to support both large & smallholder farmers against yield losses due to non - preventable risks, such as climatic conditions, disease and epidemics. Gov't pays 40% premium subsidy**





RICE



IRISH  
POTATOES



FRENCH BEANS



MAIZE



CHILI



CHIA SEED



# EXPERIENCED INSURED EVENTS



RADIANT YACU LTD  
Microinsurance Company





MILKING CATTLE & HEIFERS



PIGGARY



POULTRY





**TURIKUMWE**



# THE POWER OF BUNDLING

## TURIKUMWE MICROINSURANCE

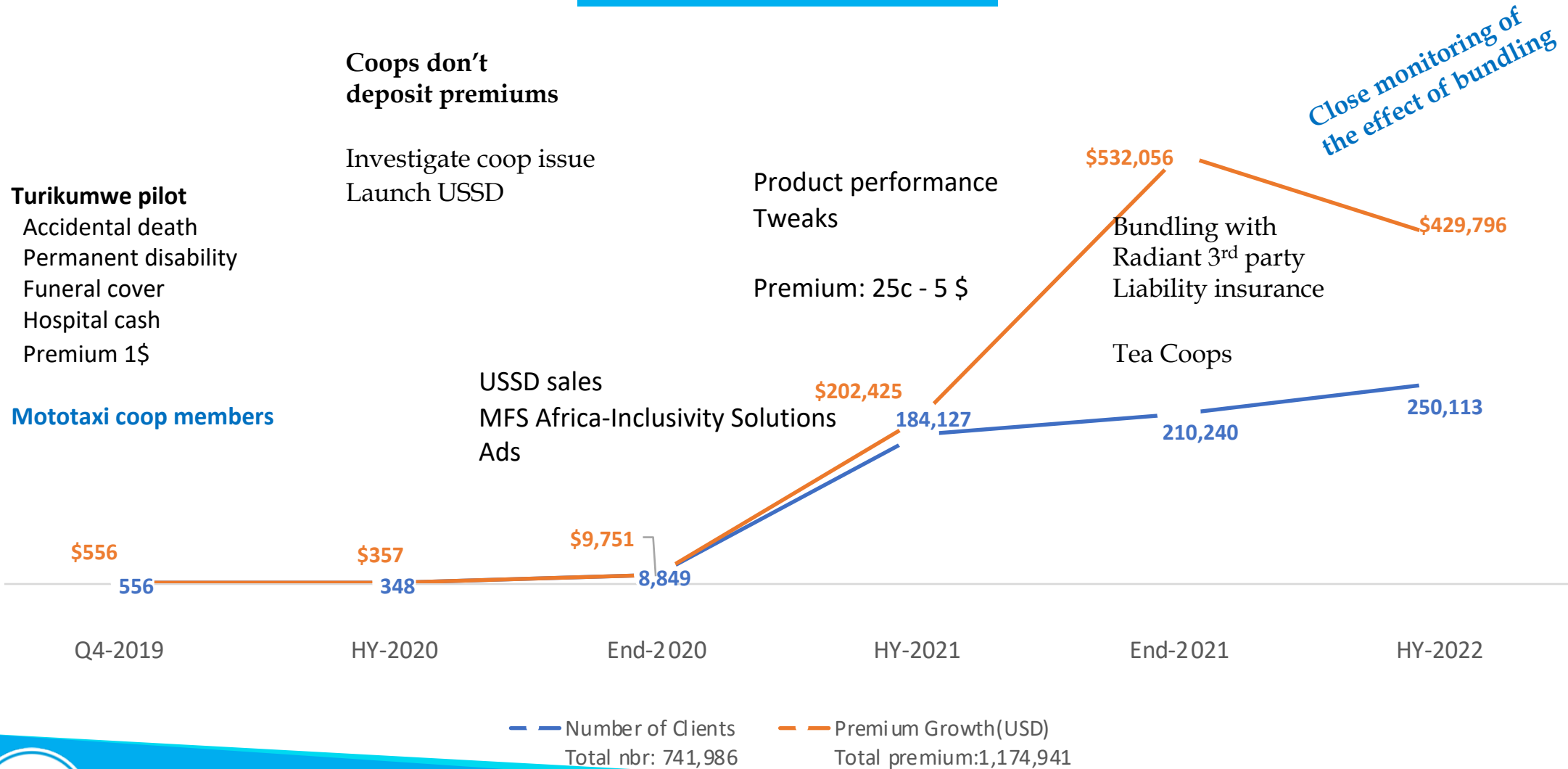
Coops don't  
deposit premiums

Investigate coop issue  
Launch USSD

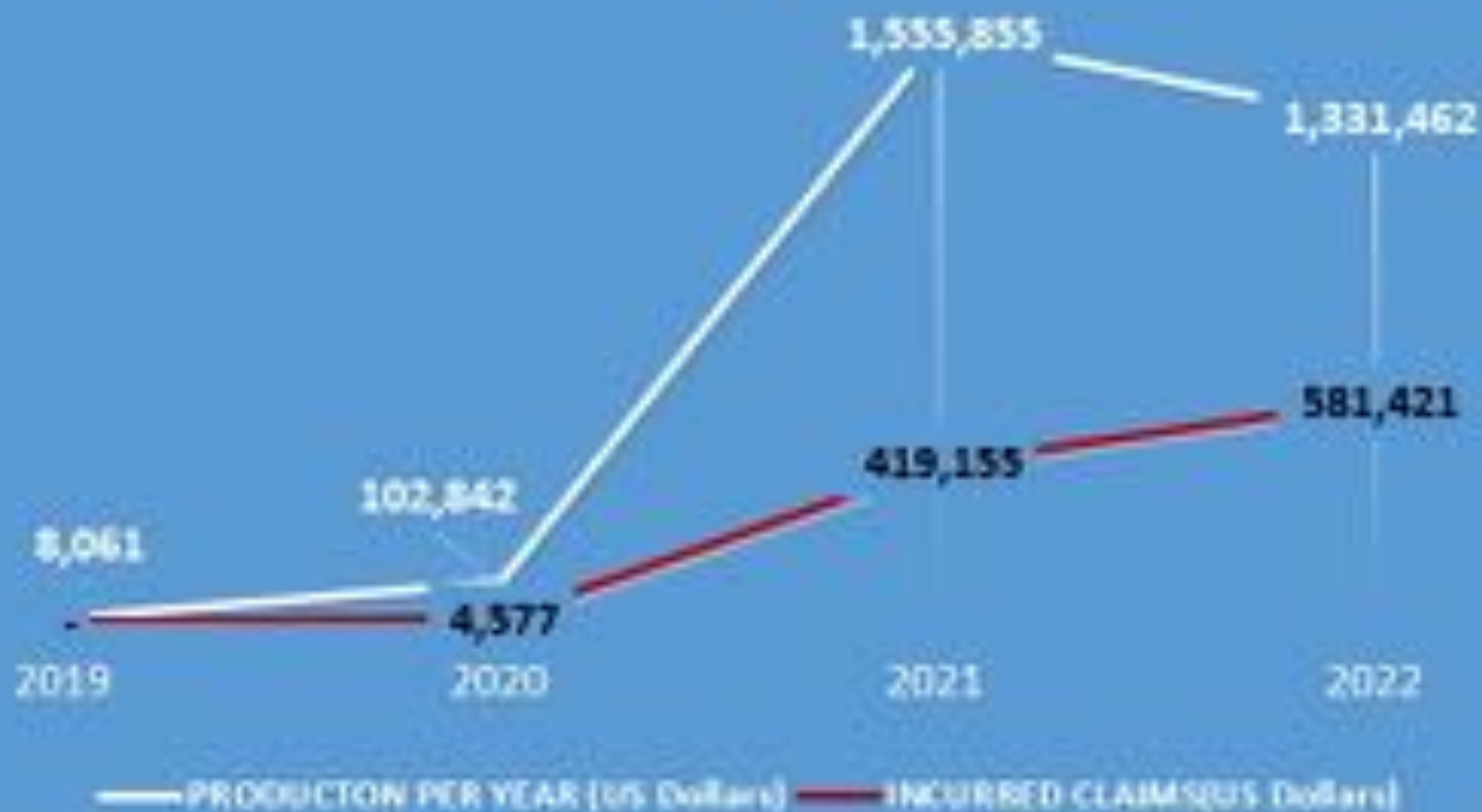
### Turikumwe pilot

Accidental death  
Permanent disability  
Funeral cover  
Hospital cash  
Premium 1\$

### Mototaxi coop members



# PRODUCTION GROWTH VS INCURRED CLAIMS SINCE 2019





# Product Development Journey

**Continuous review**

**Roll out**

**Pilot testing**

**Design the product**

**Prototype**

**Market research**



# CLIENT VALUE





# SOME OF THE REGULATORY CHALLENGES

1

**Limitation of a maximum sum insured to \$5000**

2

**Limitation of a microinsurance policy at 5 year maximum**

3

**Unfavorable exclusions of Long-term savings and Education products**

4

**Lack of demarcation between conventional and Microinsurance business**

*Thank You*



RADIANT YACU LTD  
Microinsurance Company