IFI
INSURANCE FOUNDATION OF INDIA

Profesional advancement bangladesh

TRANSMITTING GLOBAL KNOWLEDGE FOR PROMOTING CROP INSURANCE IN BANGLADESH

26th-27th February, 2019
Hotel Golden Tulip - The Grandmark Dhaka
Dhaka, Bangladesh

SUCCESS STORIES FROM THE REGION (S)

SESSIONS BY GLOBAL EXPERTS

AN OPPORTUNITY TO SHARE EXPERIENCE WITH INTERNATIONAL PARTICIPANTS

Supported by

GREEN DELTA INSURANCE

ARTHGRAM
Agri and Business Services

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GDASSIST

WHY THE NEED FOR SPECIALIZED INDUSTRY FOCUSED TRAINING PROGRAMME ON CROP INSURANCE?

Agriculture is the backbone of the Economy of any country. A large number of farmers are engaged in agriculture production and are a significant contributor to the GDP of any country.

They need to be insured so that we can strengthen the economy of the country. Bangladesh is no exception. Agriculture is one of the major driving forces of the econ-omy of Bangladesh. In the FY 2017-2018, the contribution of agriculture in our national GDP was 13.75%. Moreover, 45% of the population directly dependent on agriculture for their earning.

Changing climate plays a very important role in agriculture business. Bangladesh is one of the most vulnerable countries when it comes to climate change. Due to such weather changes damages of crops and the sufferings of farmers are in describable.

This Extensive International Training Programme on Crop Insurance is being organized, where we will have an International Faculty. All aspects of crop insurance will be covered under this program. The participants will be coming from various countries:

ASEAN	SAARC
Myanmar	Afghanistan
Thailand	Bangladesh
Philippines	Bhutan
Malaysia	Maldives
Cambodia	India
Singapore	Nepal
Indonesia	Pakistan
Vietnam	Sri Lanka
Laos	

OBJECTIVES OF THE TRAINING PROGRAMME

This unique training program will introduce participants to principles, techniques, and infrastructure of agricultural risk insurance with examples from different countries. After the training the beginners will be able to start operating with agricultural risk, the professional will deepen their knowledge and skills in this area. Participation in the training might improve the insurer's performance in agricultural insurance and expand the business volume.

TOPICS TO BE COVERED

- Risks in agricultural production
- Risk management techniques
- Farm as a social entity
- Types of agricultural insurance
- Adopted practices in agricultural insurance worldwide
- Insurer infrastructure for agri insurance
- Portfolio management
- Principles of underwriting, data collection, risk pricing
- Loss adjustment principles and techniques
- Agricultural insurance markets
- Agricultural reinsurance
- Innovative technologies in field monitoring, loss adjustment MISes

WHO SHOULD ATTEND THE TRAINING PROGRAMME (TARGET PARTICIPANTS)?

This is a good opportunity for:

- Managers and employees of insurance and reinsurance companies
- Senior officials of state Government handling Crop Insurance
- Weather Forecasting companies
- Meteorological Departments
- Brokers, Aggregators, Intermediarie engaged in insurance distribution
- NGOs/INGOs, Development Organisations, Donor Organisations
- Consultants/Advisors
- Students of agricultural universities
- Companies engaged in crop cutting experiments/claim surveyors/Product/service proviers/Banks/MFIs providing agricultural finance/loans
- Managers and employees of government bodies (e.g. Ministry of Agriculture) Insurance and Finance Regulatory Organisations Personnel from Print and Electronic media engaged in covering Agri-Business

WHAT YOU CAN EXPECT FROM THE TRAINING PROGRAMME?

This training Programme on Crop Insurance will provide the participants with a comprehensive, multi-functional perspective on principles involved in crop insurance. This training will provide an opportunity to listen to experts from not only within the country but also from foreign countries. The national and international participants together at a single platform stands with a better opportunity to interact and get evolved.

EMINENT FACULTY CONDUCTING THIS TRAINING PROGRAMME

Dr. Olena Sosenko at present is an independent Consultant at Zurich, Switzerland. Her 22 years of career experience has taken her through many prestigious positions of Consultant, Trainer, Analyst, Creator, Project and Team Manager, Manage-ment Advisor, Risk Manager.

She is a well-qualified and trained person. She holds her Doctorate Degree from Institute of Plant Protection, Ukraine and Diploma Msc Biology (with distinction) from Taras Schevchenko National University, Kyiv. She is Specialist in Biology from Kiev Naitional University, Ukraine.

HER SUPPLEMENTARY COLLABORATIONS

- Australian Government Department of Primary Industry
- Private website www.agroinsurance.com
- "Balance-Agro," the Ukrainian magazine for agro managers and accountants
- "Organizing of insurance products' trading", the Russian magazine for banks and insurance companies
- The World Bank
- Center for Ukrainian reform educatin (CURE) -international charitable organization (grants from USAID)

- The European Commission (Project on Agro risk management)
- The International Financial Corporation (Project on Agro development)

DR. OLENA HAS A VAST EXPERIENCE WORKING WITH

COMPANY NAME	DESIGNATION	LOCATION
Alianz Re	Senior Agricultural Underwriter	Zurich, Switzerland
SCOR Reinsurance	Senior Agricultural Underwriter	Winterthur, Switzerland
Primacy Underwriting Agency (Agricultural Insurance)	Technical Manager	Sydney, Australia
Credo Classik (Now Uniqa)	Head of Agricultural Department	Kyiv, Ukraine
Oranta	Head of the Agricultural department	Kyiv, Ukraine
Ochadmarket	Director of executive department	Kyiv, Ukraine
Rolikon	Deputy director, subsidiary manager	Kyiv and Chernihiv oblast, Ukraine

Genillard & Co

AFC Consultants International AFC Consultant

AGROINSURANCE Agroinsurance International

Allianz Re

SCOR SCOR

primacy Primacy

ORANTA Oranta Insurance

Credo-Classic INSURANCE COMPANY Credo Classic Insurance

SHE WILL BE ASSISTED BY EXPERTS:

Dr. Ajay Verma, Founder Director, Arthgram Agri and Business Services, Mumbai

Mr. Dharmendra Sharma, Consultant, Crop Insurance Haryana State Government

Mr. Yogesh Patil, Chief Executive Officer, Skymet Weather Services Pvt. Ltd

Mr. S.K Sethi, Vice President, Insurance Foundation of India

Mr. Ali Tareque Parvez, Deputy Senior Vice President, Underwriting Management, Green Delta Insurance Company Limited.

TRAINING / DELEGATE FEE

Participation fee (Includes Training, Study Materials & lunch)

- For Bangladeshi Participants; **BDT 16,000** per participants.
  A discount of 10% for 2-4 participants and 20% for 5 and above participants from one organization. Students - **BDT 10,000** per student.

BANGLADESH PARTICIPANTS CAN TRANSFER THE FEE AT:

Beneficiary: Professional Advancement Bangladesh Limited
Bank Name: Mercantile Bank Limited
Bank Address: 51-52, Mohakhali C/A,
Dhaka-1212, Bangladesh
Bank Account No: 111313101700868
Swift Code: MBLBBDH

- Foreign Participants: **US$ 300**
- For Indian Participants: **INR 14000** per participant

FOREIGN & INDIAN PARTICIPANTS CAN TRANSFER THE FEE AT:

Beneficiary: Insurance Foundation of India
Bank Name: Bank of Baroda
Bank Address: East of Kailash Branch, East of Kailash,
New Delhi - 110065, India
Bank Account No: 09630100010847
IFSC/ NEFT Code: BARB0KAIDEL

NOTE: Prior registrations are requested to attend this Training Programme, so that Certificates/ Logistics/ Study Material & Lunch can be arranged accordingly.

ACCOMMODATION

This is non-residential Training Programme; however good hotels are available around Six Seasons Hotel, Dhaka, Programme Co-ordinator will be ready to assist you in arranging the same (if required).

ABOUT THE ORGANIZERS

Insurance Foundation of India (IFI) is set up under Trust Registration Act 1882 of Government of India as a Not for Profit Organization. The main objective of IFI is to promote awareness of Insurance among masses. IFI has successfully organized various Executive Development Programmes/ Skill development Programmes of International standards in India with world class faculty.

Insurance Foundation of India (IFI) is Education Partner of **Chartered Insurance Institute**, the leading organisation conducting examinations in area of insurance.

Under CSR project supported by PNB MetLife India Insurance Company Ltd we produced a Film **"Khushiyon Ki Suraksha"** for spreading awareness of insurance in rural areas. It is available on:

https://www.youtube.com/watch?v=hzbADuIcWuU

Our project **"Bima Jagrukta Abhiyan"** has been awarded Skoch Award as one of the 100 top Projects undertaken in India during 2016. We are approved under 80G of the Income Tax Act 1961. IFI will be pleased to be associated with CSR Project to be undertaken by you.

The best part of the Training Programmes being organized by us is that faculty comprises of those, who have up to date knowledge of working in Insurance Companies, Insurance Brokerage Firms, Insurance Surveyors & Loss Assessors, Law Firms or Insurance Buyers. This results in the sharing of practical and up to date knowledge by all stakeholders and hence up gradation of the skill in Indian Insurance Industry. This aspect is being highly appreciated in Social Media on global basis and now Insurance Foundation of India is rated as the top NGO in Insurance Training in the country and that too without Government support.

Recently we had a **2 Days Extensive International Training Programme on "Crop Insurance"** on Monday & Tuesday, 19 – 20 Nov, New Delhi. There was a tremendous response from Foreign Regulator, Insurance Companies, Insurance Brokerage Firms, State Government Agriculture Ministry Officials (who buy insurance), Micro Finance Companies, Reinsurers, Agricultural Analysts, Media, Technology Companies.

In addition to participants from all over India we had the proud privilege of having participants from all over India and from various countries such as Jordan, Kenya, Sri Lanka and Nepal.

Arthgram Agri & Business Services Private Limited, popularly known as 'ARTHGRAM' have been incorporated to work dedicatedly for rural and agriculture sector. It is invariably observed that the agriculture farmers and small landholders or landless laborers find several difficulties in arranging need-based finances and financial security for their livelihood at an affordable price. At the same time, the agriculture and rural financial and insurance sector have their own challenges to reach out to the rural market as a viable business model.

ARTHGRAM's existence is for the purpose of finding and providing solutions to the problems and challenges that rural financial sector and particularly agriculture financial sector is experiencing. ARTHGRAM collaborate with agriculture/ rural financing and insurance/ reinsurance service providers to make their delivery tasks more acceptable, convenient, effective, efficient, viable and user-friendly.

ARTHGRAM explore the best possible solutions for the financial assistance for livelihood development and financial security of the people of rural and semi-urban areas who are engaged in agriculture Certificate: About the Organizers: Accommodation: and allied activities. It wants to be a bridge to fill the gap in service delivery and knowledge delivery between potential service provider and receiver. ARTHGRAM has a vision and aspires to be the most trusted name among the rural and farming community and also the most sought-after name among the service, knowledge, and development oriented solution provider in rural and agriculture sector of India and abroad.

Services: ARTHGRAM provide services to companies, insurance-reinsurance companies, banks, government, farmers organizations, development organizations etc. on crop insurance product development, product & process training, liaison with stakeholders, business monitoring, business promotion/ awareness programme, facilitation on data collection/compilation, monitoring/supervising/ audit of crop cutting experiments (CCE) and automated weather stations (AWS), carry out loss monitoring/ assessment.

ARTHGRAM provide advisory/ consultancy services and/ or research study/ academic support on project development, project monitoring, project evaluation, insurance, re-insurance, microinsurance, microfinance, rural development, agriculture, and allied sector in India and abroad.

Green Delta Insurance Company Limited is one of the leading private insurance company in Bangladesh, incorporated in 1985 as a public limited company. Its products are designed to cater to different market segments, including Small & Medium Enterprises (SME's), other Commercial Enterprises, and Personal Insurance for Individuals. GDIC's main products are Fire, Marine, Marine Hull, Motor and other miscellaneous insurance.

Green Delta Insurance is the first non-life Insurance Company from Bangladesh to introduce the retail insurance department. The department was created with the motto 'Insurance for Everyone'. The main products that the retail insurance department sells are Motor Insurance, Overseas Mediclaim Insurance, Personal accident insurance, People's personal accident policy, Health Insurance, All risk insurance and Nibedita Comprehensive Insurance scheme for women. There are few other projects under Retail and SME, they are Niramoy-micro insurance for rural people, Shudin- micro insurance for garments workers, Weather index based Crop Insurance and Probashi Comprehensive Insurance Scheme for Migrant workers.

Green Delta has a long standing relationship with different bodies of Bangladesh Government. For example, 'Shashtha Suroksha Karmashuchi' (SSK) is a project of Health Economics Unit under Ministry of Health & Family Welfare, for which Green

Delta Insurance is the scheme operator. Green Delta Insurance have brought more than 650,000 people under the coverage of SSK. It's also the first insurance company in Bangladesh to operate such a scheme in partnership with the government.

Green Delta Insurance is one of the few organizations in private sector that has been driving the SDG since 2016 actively in order to support the government's aim set to achieve the SDGs. One mentionable achievement as SDG driver is for one of its services named Nibedita, a comprehensive insurance scheme for women designed specifically to address the needs of women, which supports the SDG-5 (Gender equality). MD & CEO of Green Delta Insurance, Ms. Farzana Chowdhury, has been recognized by UNCDF for 'Nibedita' as a SDG pioneer in 2016.

Green Delta Insurance is also the first in Bangladesh to launch Digital Insurance in 2018 with an objective to bring insurance to everyone's doorstep. In addition, they have also initiated online payments services to make the payment methods easier and have built up a strong IT infrastructure to be aligned with government's recent approaches towards a more digitalized, prosperous and greener future.

Green Delta Insurance is the only company offering agriculture insurance in Bangladesh. Before commercial launch of the agriculture insurance in 2018, Green Delta Insurance has conducted pilot projects across Bangladesh for three years (since 2015) jointly with IFC as equity partner, which was supported by Business Finance for Poor Bangladesh (BFP-B) Challenge Fund & Agriculture Value Chain Project of USAID. Green Delta intends to expand its products in agriculture sector to develop insurance products for farmers, agribusiness, and financial institutions lending to farmers for protection from the risks of natural disasters.

Since its inception, Green Delta Insurance has held the top position and proved itself to be the best insurance company by providing unique and innovative services with trust and integrity. Its customer centric approach backed by continuous innovation to provide the best in class services have earned them numerous recognition and awards both locally and internationally.

Professional Advancement Bangladesh Limited (PABL) subsidiary of Green Delta Insurance Company Limited established as a premier training house on April 2014 with the intension of educating the emerging Insurance Industry in Bangladesh. PABL is a strategic partner of world renowned insurance training organization Chartered Insurance Institute (CII) UK and Insurance Institute of India (III), playing a special role in the development of human resources in Bangladesh's Insurance Industry. It is also authorized by Insurance Development and Regulatory Authority (IDRA) for training to insurance agents which help PABL to fulfill their vision that is to be the best human capital development center and create strong international insurance and financial skilled insurance professionals.

ANY QUERY OR REGISTRATION FOR THIS TRAINING PROGRAMME, PLEASE CONTACT:

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