



Insurance(बीमा)Training Update

Insurance Foundation of India

(A not for profit organization under Trust Registration Act, 1882)

December-2018

Successfully Completed 2 Days Extensive International Training Programme on “Crop Insurance”

Realizing the need and importance for Insurance Training well known NGO of the country **Insurance Foundation of India** has been Conducting Insurance Training Programmes on regular and monthly basis in New Delhi. 2 Days Extensive International Training Programme on “**Crop Insurance**” was organized successfully on **Monday & Tuesday, 19 – 20 Nov, 2018 at PHD House, 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, Media, Agricultural Analysts, Technology Companies. In addition to participants from all over India and foreign countries Jordan, Kenya, Sri Lanka and Nepal.

One of the points highly appreciated by all the participants was that this Training Programme helped participants in a big way to understand the achievements and challenges of PMFBY –Indian National Agricultural Insurance Program, which over last 2 years has lead the country to achievement of emerging as the second largest agricultural insurance market in the world after USA. Despite such high premium volume the crop insurance market penetration in India is at the level of 35% leaving 65% of farmers being uninsured. Non loanee farmers take higher stake in uninsured category in comparison with loanee farmers. This proves we have large potential and targets to be achieved in the coming years to fulfill the desire of Hon'ble Prime Minister of India.

Good outcome of the Training Programme was that, each stakeholder could appreciate the view point of all other stakeholders.



In the photograph **Mr. S.K Sethi**, Founder & Vice President, Insurance Foundation of India,
Dr. Olena Sosenko, International Consultant on Crop Insurance (Zurich, Switzerland)

In the background **Mr. Warendra Sinha**, Managing Director & CEO, IFFCO TOKIO General Insurance Company is visible.

Eminent Faculty which conducted this well thought and and highly successful training programme comprised of:

1. **Dr. Olena Sosenko**, International Consultant on Crop Insurance (Zurich, Switzerland)
2. **Mr. S. K. Sethi**, Founder & Vice President, Insurance Foundation of India
3. **Mr. Warendra Sinha**, Managing Director & CEO, IFFCO TOKIO General Insurance Company
4. **Ms. Roli Jindal**, Director – Strategic Initiatives, RMSI
5. **Mr. R.S Bedi**, Climacell
6. **Mr. Neelam Gupta**, Assistant Vice President (Agriculture), RMSI (Session Moderator)
7. **Mr. Prakash S. Rabari**, Joint Director, Ministry of Agriculture, Gujarat
8. **Mr. Ajay Singhal**, Deputy General Manager, Agriculture Insurance Company of India
9. **Dr. S.S Ray**, Director, Mahalanobis National Crop Forecast Centre, Govt. of India
10. **Dr. Uttam Singh**, Senior Technical Manager, RMSI
11. **Mr. Dharmendra Sharma**, Consultant, Crop Insurance Haryana State Government
12. **Ms. Nivedita Mandal**, Assistant Vice President - Rural & Agri Business Group, HDFC Ergo General Insurance Company
13. **Mr. Subhasheesh Rawat**, Zonal Head, Bajaj Allianz General Insurance Company

Points covered by various Speakers are:

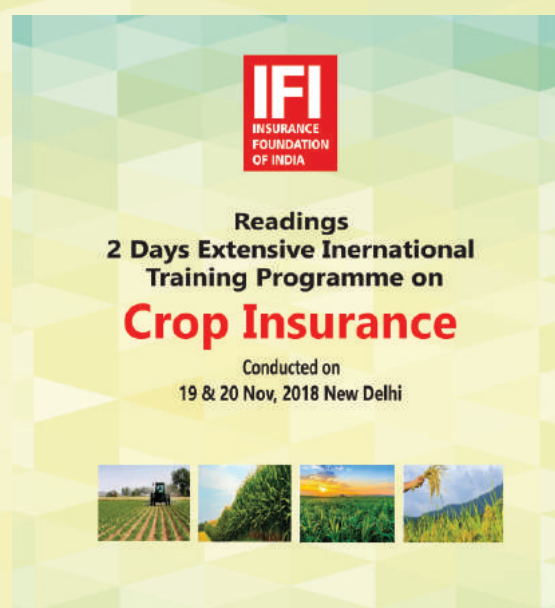
Mr. S. K. Sethi, Founder & Vice President, Insurance Foundation of India. Director, RIA Insurance Brokers Pvt. Ltd. covered the topic “Importance of Crop Insurance in India”. According to him “as the years pass by we will find more and more emphasis on crop insurance, horticulture Insurance and a great growth in crop insurance premium. We should not be surprised if it overtakes Health Insurance Premium in the near future.”

Mr. Warendra Sinha, Managing Director & CEO, IFFCO TOKIO General Insurance Company presented Insurance Industry Perspective with respect to growth of Crop Insurance in the country. Role of IFFCO in spreading message of crop insurance was very well explained.

Ms. Roli Jindal, Director – Strategic Initiatives, RMSI with an excellent presentation explained the Role of Satellite Technology in Yield Estimation and how it will change the scenario in the years to come. It will result in settlement of claims in shorter time with lower costs and reduction of Insurance Frauds. Higher satisfaction at farmer level will result in growth of crop insurance premium.

Mr. R.S Bedi, from Climacell spoke on Micro Weather Forecasting Technologies in Aid of Crop Insurance. Various questions raised by participants were answered to their satisfaction. This shows that more and more companies are working on the use of Technology in crop insurance. This will fulfill the technology needs of crop insurance not only in India but in the world.

Mr. Neelam Gupta, Assistant Vice President (Agriculture), RMSI as a moderator for the panel comprising of **Mr. Prakash S. Rabari**, Joint Director, Ministry of Agriculture, Gujarat, **Mr. Ajay Singhal**, Deputy General Manager, Agriculture Insurance Company of India discussed challenges of PMFBY. Participants appreciated the discussion.



A book having 296 pages as “Readings for Training Programme” was distributed to all participants and this has been highly appreciated by all the speakers as well as participant.

Dr. S.S Ray, Director, Mahalanobis National Crop Forecast Centre, Govt. of India, discussed Scope and Challenges of Use of Satellite Technology in PMFBY. All the questions asked by the participants were answered in a satisfactory manner. The participants were pleased to know that lot of work is going on in the country in this specialized area .

Dr. Uttam Singh, Senior Technical Manager, RMSI, made presentation on “Role of Technology in Crop Insurance”

In the panel discussion of **Mr. Dharmendra Sharma**, Consultant, Crop Insurance Haryana State Government, **Mr. Prakash S. Rabari**, Joint Director, Ministry of Agriculture, Gujarat, **Ms Nivedita Mandal**, Assistant Vice President - Rural & Agri Business Group, HDFC Ergo General Insurance Company all the members discussed how well Indian companies are using available technologies to support PMFBY.

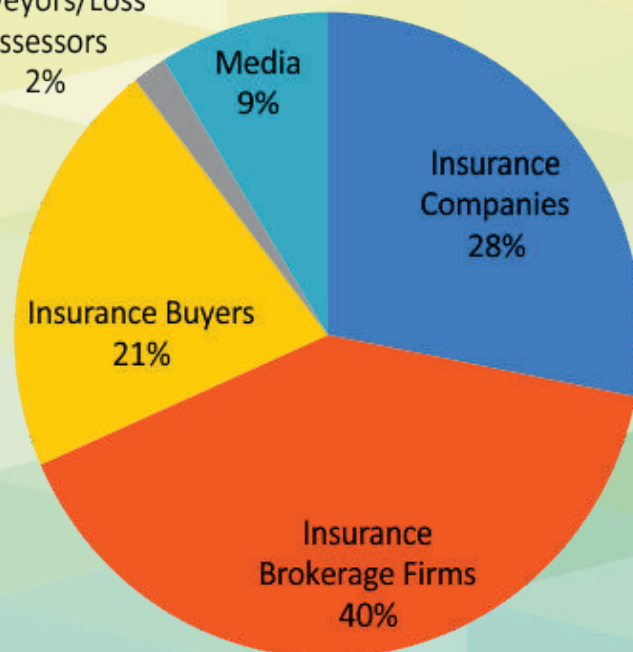


Participants attentively listening to the presentation in the 2 Days Extensive International Training Programme on Crop Insurance.(from left to right) **Ms. Hanadi Suyyagh**, Facultative Manager - General Lines, Apex, Jordan, **Mr. John Karanja**, Senior Broking Manager, Apex, Kenya, **Mr. Prashant Rao**, Chief Marketing Officer, Integrated Risk Insurance Brokers Limited, **Mr. Amitabha Chanda**, AVP- Weather, Salasar Services Insurance Brokers Pvt. Ltd, **Ms. Roli Jindal**, Director – Strategic Initiatives, RMSI

Mr. Subhasheesh Rawat, Zonal Head, Bajaj Allianz General Insurance Company gave a very good presentation on “Use of analytics in Crop Monitoring + CCEs”

The participants in this training programme came from Insurance Companies, Insurance Brokerage Firms, State Governments, Micro Finance Companies, Technology Companies, Insurance Buyers, Insurance Surveyors/Loss Assessor, & Media World. Statistics are:

Insurance
Surveyors/Loss
Assessors
2%



Participants	Number	% Wise
Insurance Companies	16	28%
Regulators, Technology Companies		40%
Insurance Brokerage Firms	23	21%
Insurance Buyers	12	2%
Insurance Surveyors/Loss Assessors	1	9%
Media	7	
	57	

This shows that all segments of Indian Insurance Industry are keen on training and upgrading skill of their team members. This is a very important and positive sign for all of us. IFI is committed to organize such Training Programmes in New Delhi as well as at other locations within India and abroad.

Outcome of the Training Programme

All the members of faculty as well as participants discussed and agreed that time has come to understand, appreciate need for Crop Insurance

Our Future Training Programme:

Insurance Foundation of India is pleased to Inform that we have been invited to conduct such Training Programme in Nairobi, Kenya & Dhaka, Bangladesh. Dates are being finalized, We are open to Sponsorship/Speaker Slots.

Tailor Made Training Programmes

Insurance Foundation of India can organize in house Training Programmes specifically for any Insurance Company, Insurance Brokerage Firms, Surveyors and Loss Assessors, Clients buying Insurance, BPO, KPO and NGO. We will be pleased to conduct Training Programmes as per your requirement at your location.

Training Programme Calendar for 2018- 2019

S.No.	EVENTS PLANNED	DATE
1	2 Days Training Programme On:	
a	Engineering Insurance	Ludhiana Friday , 14 Dec, 2018*
b	Marine Cargo Insurance	Ludhiana Saturday, 15 Dec, 2018*
2	2 Days In-house Training Programme for Leading Corporate on Risk Management & Insurance Needs at planet level	Noida Thursday & Friday 27-28 Dec,2018*
3	2 Days Extensive International Training Programme on Crop Insurance Kenya	Nairobi- Monday & Tuesday, 14 -15 Jan, 2019*
4	2 Days Extensive International Training Programme on Crop Insurance Bangladesh	Dhaka- Monday & Tuesday, 21 -22 Jan, 2019*
5	3 Days Training Programme on Public Health Financing	Delhi- Monday, Tuesday & Wednesday 25 - 27 Feb, 2019*
6	Protection & Insurance of Art, Artifacts, Art Galleries and Museums	Delhi- Tuesday, 19 Mar, 2019*
7	Risk Assessment and Fire (Property) Insurance	Delhi- Monday, 08 Aprl, 2019*
8	Engineering Insurance MBD Insurance/ EEI/ Steam Pressure Vessel Material Damage Policy Loss of Profit & Business Interruption	Delhi- Monday, 29 Aprl, 2019*
9	Employee Benefits, Insurance & HR	Delhi- Friday, 10 May, 2019*

*Dates are Tentative

All Communication/Queries may please be sent to:

Ms. Shveta Kaushal, Programme Coordinator

Insurance Foundation of India

Om Plaza, 430/7, 1st Floor, Sant Nagar,

East of Kailash, New Delhi – 110065

Mob: +91- 7678689961, **Phone:** 011- 46581577,

Email: vp@ifingo.org, **Web:** www.ifingo.org