

MARKET SHARE OF REMITTANCE SERVICE PROVIDERS

AUSTRALIA – VIET NAM

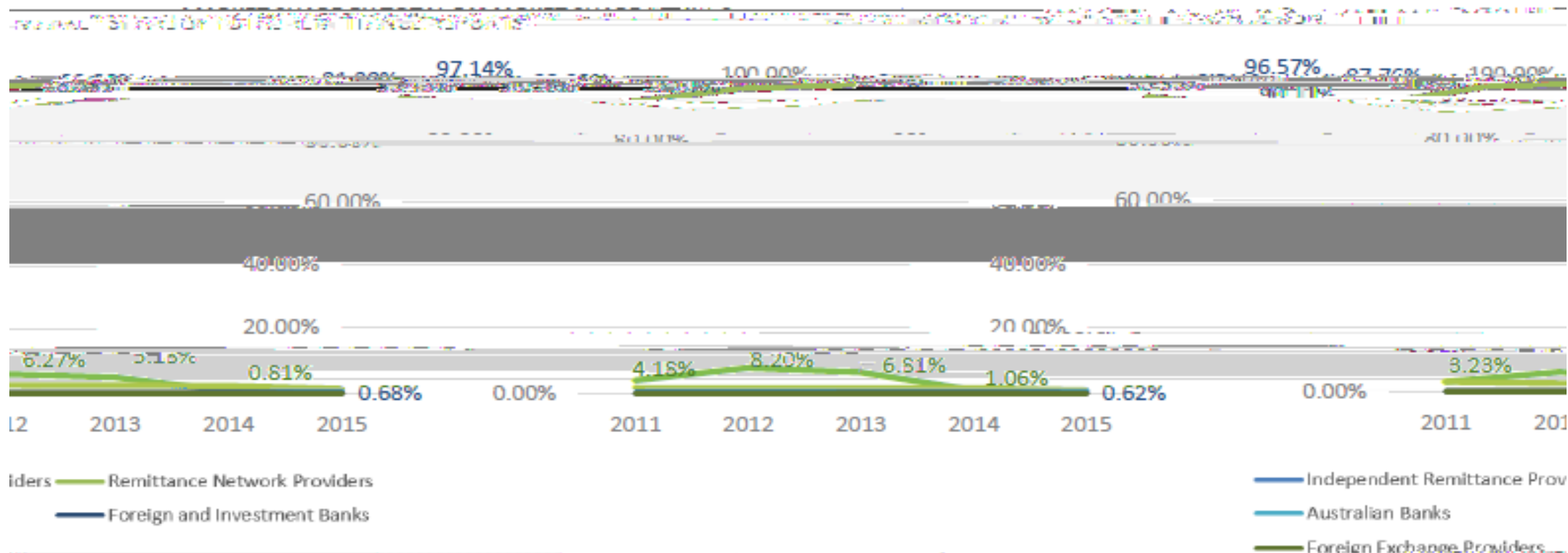


MARKET SHARE OF REMITTANCE SERVICE PROVIDERS

AUSTRALIA - TONGA



Figure: Market Share of Remittance Service Providers in the Australia-Tonga remittance corridor (< AUD 1000)



Source: AUSTRAC



LINKING REMITTANCES WITH INSURANCE PRODUCT

PROPOSED COVERAGE:

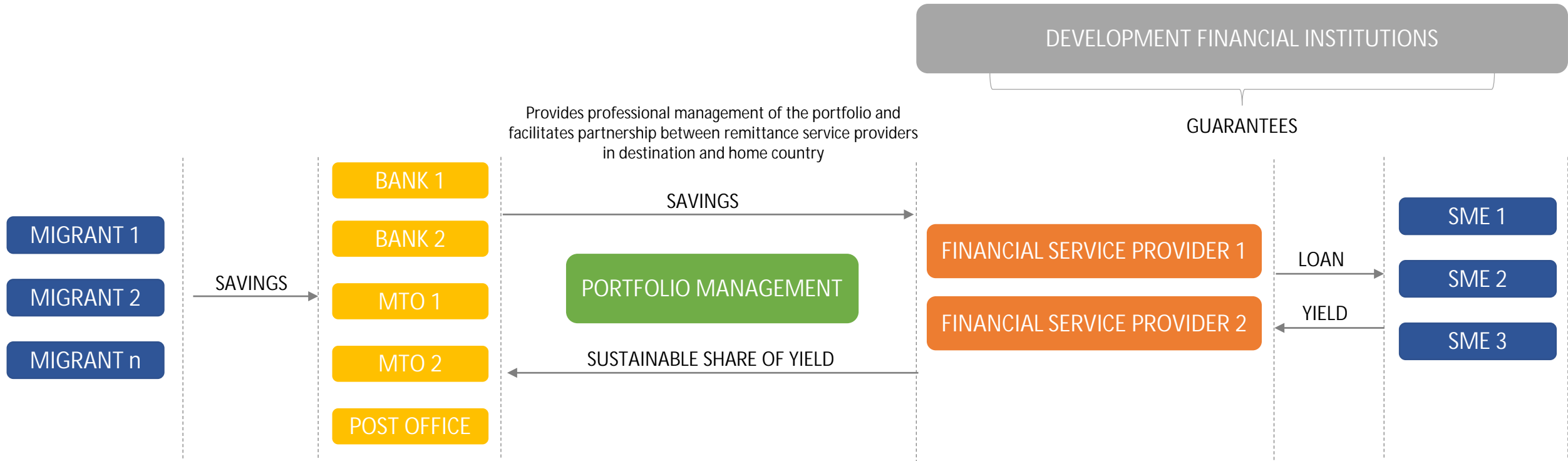
- **Funeral Insurance:** NPR 5,000 (\$50)
- **Accidental Disability:** NPR 20,000 (\$200)
- **Accidental Death:** NPR 25,000 (\$250)
- **Premium for above benefits:** Monthly (4 cents), Quarterly (13 cents), Annual (32 cents)

OUTCOME:

- **IME Pay** was soft-launched in **March 2017**.
- Achieved **25,000 customers** in the first **30 days**.
- **86 new agents** signed up in a span of one month.



LINKING REMITTANCES WITH INVESTMENTS



Migrants set aside a small amount of their remittances as savings

Savings are collected and pooled into an investment account