

## PRODUCT UP-SCALING SUPPORT – FACTSHEET

<b>Product Up-scaling Support</b>	Review Loans-Bundled & Develop Savings-Bundled Hospital Cash Insurance
<b>Country / Region</b>	Uganda
<b>Partner Financial Institution/s</b>	Finance Trust Bank (FTB)
<b>Grantee</b>	Women’s World Banking
<b>Overall Budget</b>	CHF 186’177 (25.6% self-contribution)
<b>SCBF Contribution</b>	CHF 138’440 (74.4% SCBF funding share)
<b>Date of Approval</b>	11.12.2019
<b>Duration</b>	01.2020 until 01.2022, amended to 11.2022
<b>Context</b>	<p>In 2017, Uganda launched its National Financial Inclusion Strategy 2017-2022 (NFIS) which aims to ensure all Ugandans have “access to, and use of, a broad range of quality and affordable financial services which helps ensure their financial security” and seeks to reduce financial exclusion from 15% to 5% by 2022. In 2010, 66% of the population in Uganda lived below the poverty line of \$2.50 USD. When OOP expenditures on health care are taken into account, an additional 4% of the population was impoverished, translating into as many as 1.5 million Ugandans. Existing community health insurance schemes cover a very small proportion of the population (almost 1%) and suffer from sustainability issues due to high dropout rates. Such schemes contribute a negligible share of health financing resources.</p> <p>The project benefits the low-income savings account clients of FTB by providing them access to much needed financial support during health emergencies, and preventing them from falling below the poverty line. It is expected that the program will generate double impact by creating incentives for customers, particularly women, to save more and by providing financial protection through health insurance</p>
<b>Current Status of the MFI</b>	<p>FTB has 35 branches in Uganda and serves more than 470,000 customers of whom 50% are women and youth. FTB has a focus on women and youth (with special emphasis on adolescent girls). The bank has been in existence for more than 30 years and aims to support women and youth to fulfil their personal and family goals through financial independence. The bank started as an NGO that served women and transformed into a microfinance institution lending to women only. It later turned into a micro deposit taking institution serving both women and men, and finally into a microfinance bank, that puts women first. FTB designs loan and savings products customized to women to address the specific needs of each target market segment.</p>
<b>Objective and Main Activities</b>	<p>The project objectives are:</p> <ul style="list-style-type: none"> <li>A. Identify and mitigate key challenges in the performance of the existing hospital cash program (called as TrustCare, bundled with loans, accessible to over 26,000 customers), and</li> <li>B. Develop a new version of hospital cash insurance program for the savings account customers of FTB</li> </ul> <p>Upon project completion, FTB should be in a position to provide health insurance to at least 10,000 savings account clients by November 2022, and will be in the position to scale it up to 45,000 savings account clients by June 2023.</p>