



Supporting Financial Inclusion in the Philippines through GIZ Developing Public-Private Partnerships (GIZ DeveloPPP)

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GIZ Regulatory Framework Promotion on Pro-Poor Insurance Markets in Asia II

GIZ RFPI Asia



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 - **Munich Re – Typhoon Protect**
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GIZ – Munich Re – CLIMBs – DHI Typhoon Protect (2010 – 2012)

A weather-indexed insurance product for microfinance providers to protect their credit portfolios against Typhoons.

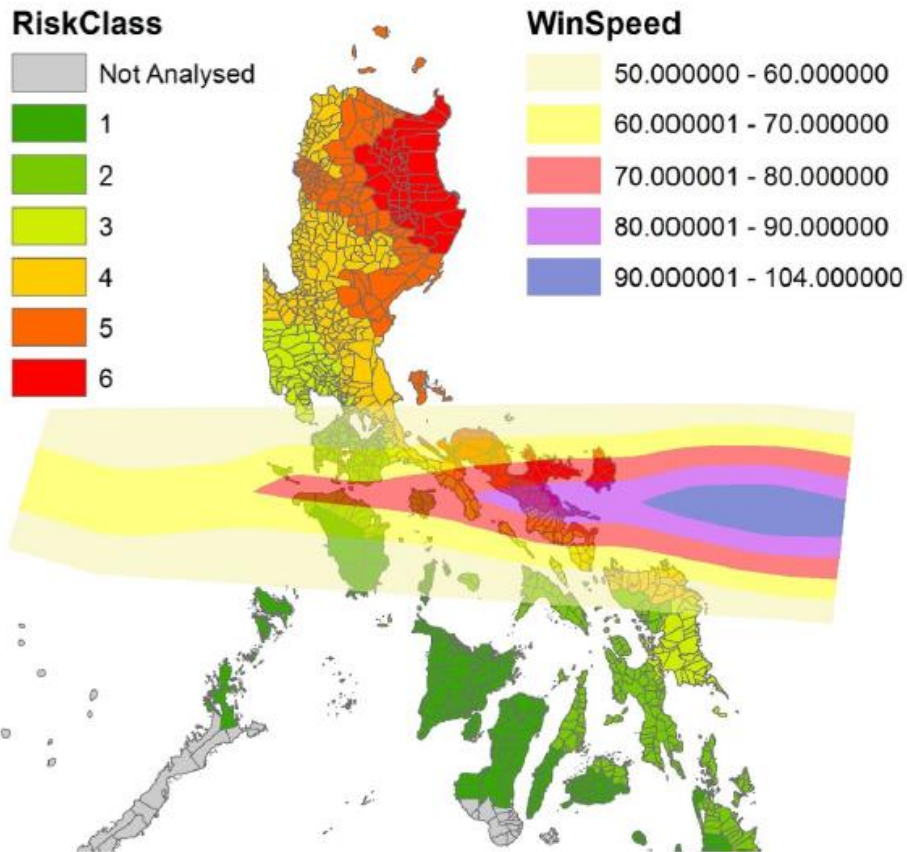
Features:

- Payout scheme related to the severity of a weather event
- Protecting the low-income population against financial breakdown following extreme weather events
- Enabling rebuilding activities
- Transparent payout and loss calculations
- Minimization of claims and business administration costs
- Minimal required underwriting skills for primary insurer

...Designing a truly relevant community for the target market...



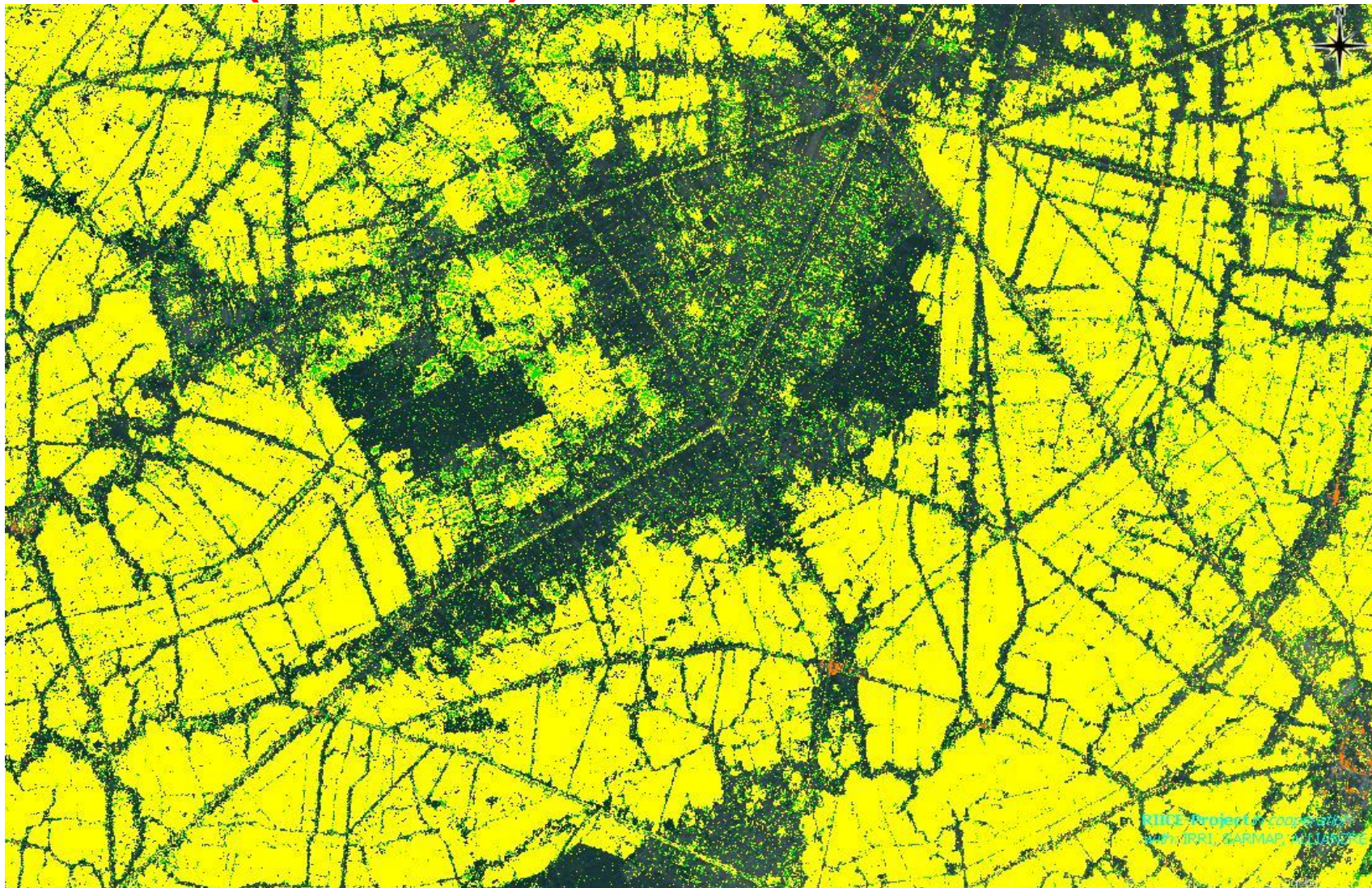
Munich Re Typhoon Protect



Modelled Example:
Typhoon *Ketsana*



GIZ RIICE (2012-2015)



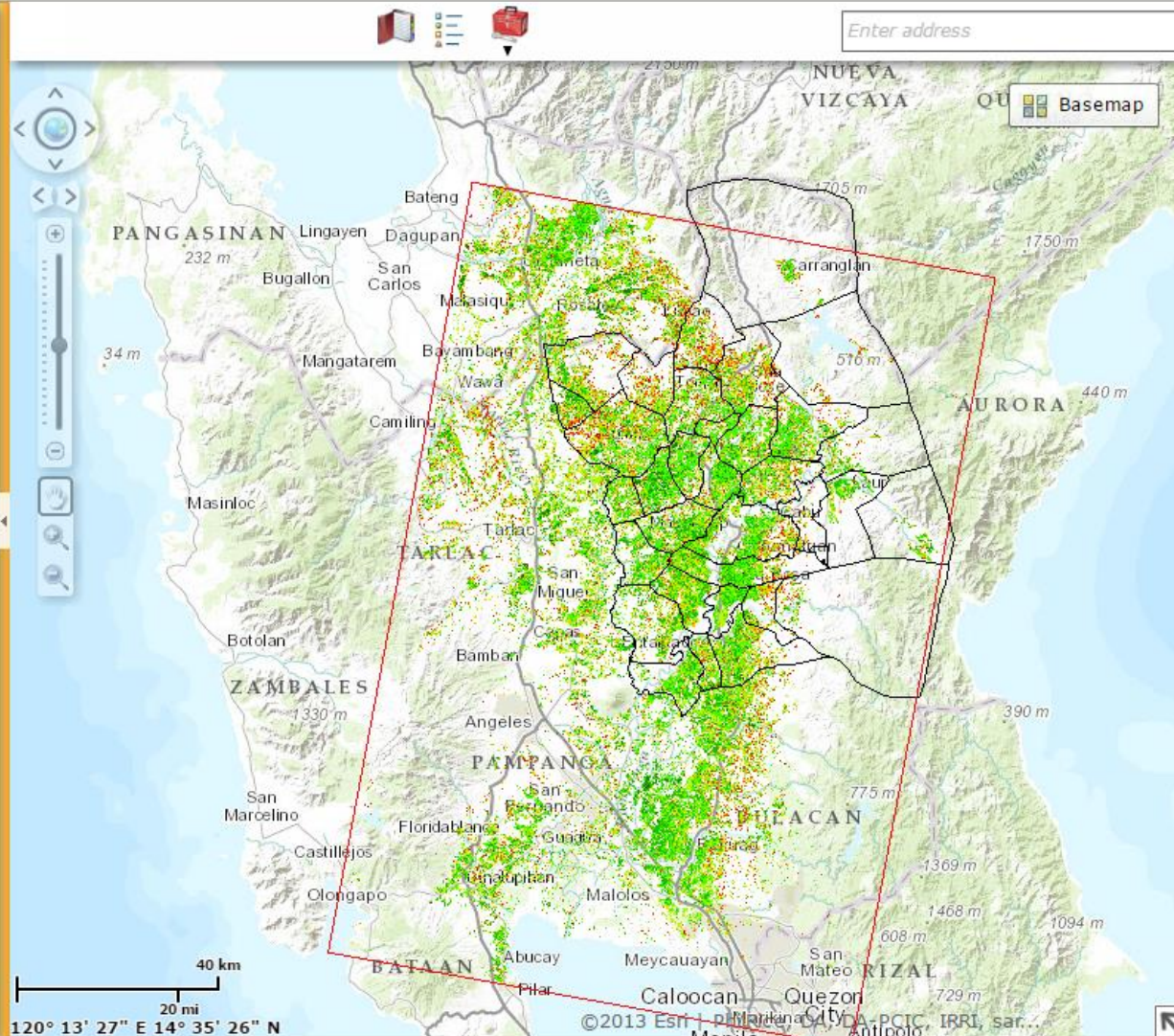
RIICE WebGIS of the Philippines

What's new Maps User Manual Data description Glossary Data Downloads Feedback

Layer List

2014 Wet Season

- ▶ ☒ Active Cyclones
- ▶ ☐ Recent Cyclones
- ▼ ☒ Products
 - ▶ ☒ Sites
 - ▶ ☒ Admin Boundary
 - ▼ ☐ Rice Extent
 - Rice
 - Rice and other
 - ▼ ☒ Nueva Ecija
 - ▼ ☒ Yield estimate
 - <1
 - 1
 - 2
 - 3
 - 4
 - 5
 - 6
 - 7
 - ▶ ☐ Area
 - ▶ ☐ Start of Season
 - ▼ ☒ Leyte West
 - ▶ ☐ Yield estimate
 - ▶ ☒ Area
 - ▶ ☐ Start of Season
 - ▼ ☒ Agusan del Norte
 - ▶ ☐ Yield estimate





RIICE Product development

COMPANY LOGO
OF INSURANCE PROVIDER
ADDRESS:
PHONE:
E-mail:



Group Policy Number: _____

AREA BASED YIELD INDEX INSURANCE (ABYI) Group Policy Form

WHEREAS <Name of Group Policyholder>, (hereinafter called "the Insured"), by a proposal and declaration, which shall be the basis of this Policy and is deemed to be incorporated herein, has applied to <Name of Insurance Provider>, (hereinafter called "the Company") for the insurance hereinafter contained and in consideration of the Insured having agreed to pay the Company the premium as stated in the Declaration Section.

NOW THIS POLICY WITNESSETH that in respect of events occurring during the period of insurance and subject to the limitations, exceptions and conditions contained herein or endorsed herein, the Company shall indemnify the Insured in the manner and to the extent herein provided.

IN WITNESS WHEREOF, the Company has caused this Policy to be signed by it's duly Authorized Representative.

By:

Authorized Signature

DOCUMENTARY STAMPS CLAUSE

Documentary Stamps to the value above herein have been affixed and are properly cancelled on the original and this copy.

Under pertinent regulations of the Bureau of Internal Revenue, liability for documentary stamps (or DTS) accrues upon issuance of your insurance policy. Hence, in the event of policy cancellation, liability for the DTS remains and the same shall be chargeable to and paid by you. We are thus constrained to advise you that payment of the corresponding DTS is a mandatory requirement, i.e., an "add-on cost" and "not" a "deductible" as you indicate your copy of this policy.

IMPORTANT NOTICE CLAUSE

The Insurance (Contractor) with office in Manila, Philippines and its branches in the Government office in charge of the policy execution and enforcement of all laws relating to insurance and non-insurance risk insurance companies. He is ready at all times to render assistance in settling any controversy between an insurance company and a policyholder relating to insurance matters.

COMPANY LOGO
OF INSURANCE PROVIDER
ADDRESS:
PHONE:
E-mail:



NAME AND ADDRESS OF INSURED	THIS ENDORSEMENT IS EFFECTIVE
NAME:	Month XX, XXXX
ADDRESS:	ATTACHED TO AND FORMING PART OF GROUP POLICY NO.
	XX-0001-2014XXXX
	DATE AND PLACE OF ISSUE
	DATE ISSUED: PLACE ISSUED:
	Month XX, XXXX Manila

< TEXT OF ENDORSEMENT >

CONFORME:

<NAME OF INSURANCE COMPANY>

INSURED

Please sign on the space provided above and return one (1) signed copy to us within thirty (30) days. Your failure to do so will mean your conformity to this endorsement.

AUTHORIZED SIGNATURE

NOTHING HEREIN CONTAINED SHALL BE HELD TO VARY, ALTER, WAIVE OR CHANGE ANY OF THE TERMS, LIMITS OR CONDITIONS OF THE POLICY EXCEPT AS HEREIN SET FORTH.



From RIICE to DA PRISM (<https://www.riceinfo.ph/>)

Secure | <https://www.riceinfo.ph>

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Philippine Rice
Information System

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HOME ABOUT US OUR REACH OUR PARTNERS DATA PRODUCTS

WHERE
... is rice grown?
... do problems occur?

WHEN
... is rice grown?
... do problems occur?

WHAT
... was the yield?
... did the farmer do?

WHY
... was the
yield affected?

HOW
... can we improve
management and yields?

PRISM provides
the information to address these questions.

Our core activities





GLZ - Pru Life UK – Commlinked Online Communities (2017 – 2018)

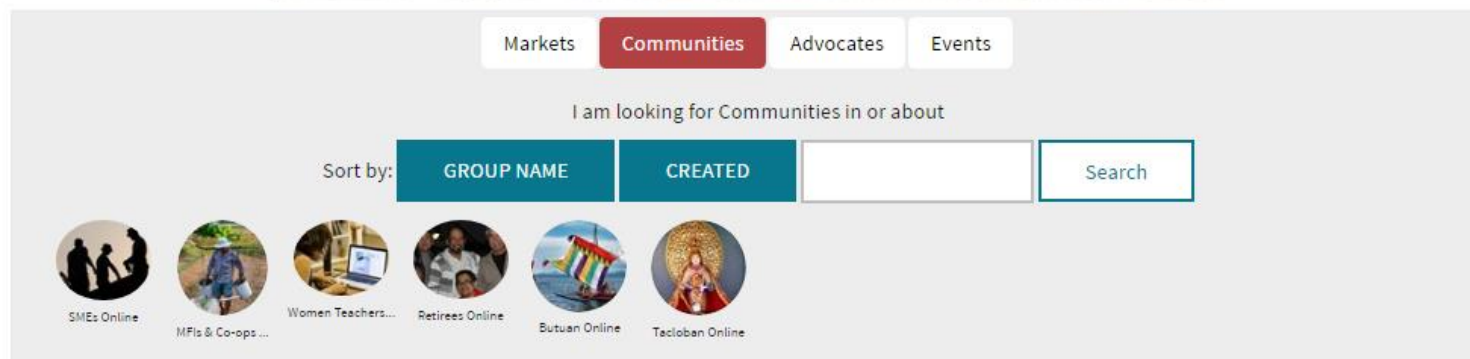
To develop an online community as a platform to advocate, educate, develop, distribute, and sell microinsurance products.

Indicators:

- 50,000 members of the rural online communities in 3 years
- 25,000 online community members have viewed 6 online financial literacy advocacy materials: either video or write-up.
- At least 85% of an interviewed sample population confirm an improved understanding of the features, use and value of microinsurance
- 5,000 online members or 10% of the total online population has purchased a microinsurance product by end of 3 years



Pru Life UK Online Communities





GIZ – AXA Charter Ping An – CLIS – DTI MicroDRI (2017 – 2018)

To develop microinsurance products against NatCat events for MSMEs that protect value chains, in alignment with business interruption plans of the Philippines Department of Trade and Industry, Regional Chambers of Commerce, Local Government Units, and various industries and stakeholders.

Indicators:

- Development of at least one Micro Disaster Risk Insurance (MicroDRI) product
- Development of an advocacy strategy for the MicroDRF product applicable for three regional clusters: Luzon, Visayas and Mindanao

...Designing a truly relevant community for the target market...



GIZ – AXA Charter Ping An – CLIS – DTI MicroDRI (2017 – 2018)

Indicators:

- Training of at least forty-five (45) staff on the use of the MicroDRF advocacy materials
- 30,000 MSME clients from Luzon, Visayas and Mindanao have bought the MicroDRI product/s by 2018
- At least 85% of a sample client population and 85% of the distribution channel staff understand the MicroDRI features and coverage levels

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Challenges:

1. **Micro Agri Policy Framework issued, but limited products, and unable to scale?**
2. **Area Based Yield Index for rice: Access to municipal yield data through Data Sharing Protocol needed for product implementation**
3. **Industry on “wait and see”, no one wants to take product towards commercialization (ex. ARBY)**
4. **Product limitations: Sector specific, authorized agents only, linked to specific crops**

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Lessons Learnt:

1. Use of technology could facilitate system linkages, risk pooling and product development
2. Technology should bridge and complement with existing systems, not go against it
3. Authorized Agents able to sell the product and access to information should be inclusive and not centralized
4. A protocol for data sharing will enable information flow and product development (ex. DA PRISM)

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Lessons Learnt:

5. Support from various sectors needed to enroll members to any online platform
6. Prioritize User Data Privacy for Online activities
7. User Policy must be clear and transparent

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Questions for RBAP:

1. Does RBAP have a European Partner? Who? (Insurer, Reinsurer, Broker, Tech Provider, etc.)
2. Is RBAP open to new technologies, business models and insurance products?
3. Is RBAP able to sign an MoU with GIZ and others in behalf of its members (no monetary requirements)?

Response from RBAP?

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Thank you for your attention!