FAIR Review

Issue No. 186 (4/2020)

Tanzania

A capacity for new players & new products competitions

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  (Winner of FAIR 2020 Case Study Competition)
- **FAIR Medical Insurance & Healthcare Congress 2020 Awards**


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FAIR Review

FAIR in Brief

Federation of Afro-Asian Insurers & reinsurers "FAIR" is a priceless instrument and media for cooperation, and our responsibility is to make it more responsive, more effective and more dynamic. FAIR was established in September 1964, to promote cooperation among insurance and reinsurance companies in Africa and Asia, through the regular exchange of information, experience and the development of business relations.

Vision:

FAIR aims to become a driving force international insurance cooperation by promting collaboration and adoption of international standards.

Mission:

FAIR will lead the effort to achieve harmonization of insurance markets by promoting the adoption and implementation of international standards among members facilitating the sharing of information and expertise and enhancing cooperation to be of added value to members.

FAIR's added value is based on:

- Wide recognition of brand and name of FAIR on the world scene,
- A broad range of deliverable affecting the members' interests,
- Strong national membership base,
- Extensive networking at both international and regional levels,
- Building regional bases (hub) that provides a variety of shared resources and services to local member companies.

FAIR Review

The "FAIR Review" is published quarterly by the central office and circulated to Members free of charge. It is devoted to disseminate the research work, articles and information, to enhance professional knowledge among insurance professionals.

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Secretary General
Dr. Adel Mounir

Editorial Consultant
Mr. Hussein ElSayed

Media Manager
Mr. Ahmed Sirag

Contact us

129 ElTahrir St.,
Doqi, Giza - Egypt

Phone: (202) 37485429
37485436

Whatsapp : (20) 1099575725

review@fair.org.eg
www.fair.org.eg

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Tel.: +202 23935626

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2020
AWARDS
FAIR Medical Insurance & HealthCare Congress

Global News

• *COVID wordings gap could hurt some insurers:* AM Best

Analysts at AM Best have warned that gaps in policy wording around the COVID-19 pandemic could still hurt some primary insurers, despite recent efforts to exclude coverage.

The rating agency noted that reinsurers were quick to react with exclusionary language during the mid-year renewals, due to concerns about the aggregation of exposure.

Likewise, commercial property policies have mostly been able to include explicit language excluding pandemics from coverage.

However, general liability policies such as umbrella, professional liability and excess liability have been less explicit, AM Best says.

Whereas reinsurance companies were able to tighten their wordings more readily and easily, analysts suggest that primary insurers may have to be driven by the legislative timetable due to court cases over the COVID-19 business interruption debate, as well as other issues.

"Primary insurers still face uncertainty about their pandemic exposure, with delays in regulatory processes," AM Best said.

"The gap between primary insurance policies and reinsurance may expose smaller and medium-sized insurers that have concentration issues and are thus vulnerable to rating downgrades and insolvencies," it added.

If AM Best is correct, primary insurers could find themselves on the hook for losses that their reinsurance does not cover.

This could expose some insurers to much larger losses than they had been anticipating, if they are concentrated on certain areas of risk. ■

Source: Reinsurance News (ReinsuranceNe.ws) 14Oct 2020

• *Lloyd's sets out recommendations for building simpler insurance products in response to COVID-19*

Lloyd's, the world's leading specialist insurance and reinsurance market, published a new report, Building simpler insurance products to better protect customers, which sets out a number of ways the global insurance industry could remove complexity and provide enhanced coverage clarity for their customers.

The COVID-19 pandemic has set in motion irreversible societal change around the world, calling for new insurance solutions and greater protection for customers' short, medium, and long-term needs. As countries and businesses begin to reopen cautiously and recover from the immediate economic and societal impacts, the insurance industry must take this opportunity to improve the way it protects its customers.

While the global insurance industry's response and recovery efforts continue to expand through claims payments, charitable donations, and product innovation, there have been distinct complications that have arisen from pandemic insurance coverage uncertainty and resulting court disputes between insurers and their customers.

This report, developed in collaboration with Lloyd's Global and UK Advisory Committees, has been published to support the global insurance industry's efforts to better serve its customers through simpler products that promote enhanced understanding of coverages. It provides three important recommendations that the industry should implement to respond to the challenges that COVID-19 has presented:

1. Leverage and build on the application of existing leading practice, including a linguistics review of customer documentation - for both simple and more complex products.
2. Invest in continuous product design and delivery innovations, including data-led policies and digital contracts, as well as exploring more radical options like parametric or outcome-based insurance.
3. Involve customers directly in product design to build simpler, more relevant products for their changing needs and post-pandemic risk profiles.

John Neal

Flora Hamilton

Alongside the global industry recommendations, Lloyd's is taking its own affirmative action which includes reviewing how products are developed, designed and distributed, as well as reaching out to trading partners, risk managers and customers, so it can proactively implement changes across its global marketplace to enhance customer outcomes and more effectively meet their needs.

The report also looks at the steps the insurance industry and regulators have already taken towards addressing issues around insurance product complexity and clarity of coverage, including regulation, guidance and codes of conduct.

Lloyd's CEO, John Neal, said: "As many businesses around the world evolve to withstand the continued impacts of the COVID-19 pandemic, including radically changing their business models, the insurance industry must urgently reassess how it can better serve and support its customers. While the societal and economic impacts of the pandemic are of a scale that has never before been experienced, it has reinforced the global industry imperative to accelerate its efforts to build simpler insurance products that are more easily understood by its customers."

Flora Hamilton, Director of Financial Services, CBI, added: "In a fast moving, changing market this welcome report from Lloyd's highlights the importance of simplicity in a complex world. The CBI welcomes the focus on innovation and collaboration, this will be needed more than ever as we build back better from the pandemic. We hope this outcomes-based approach influences wider debates about resilience in the UK economy." ■

Source: Lloyd's - 12 Oct 2020

• *Brexit has taken chunk out of London commercial insurance,* says IUA

LONDON (Reuters) - Britain's departure from the European Union may have cut business in the London commercial insurance market by 14% last year, the International Underwriting Association said.

Gross premium income for the so-called London company market - commercial insurance excluding Lloyd's of London - totalled 27.6 billion pounds last year, the IUA said in a report.

Without Brexit the figure is likely to have been in excess of 32 billion pounds because about 4.5 billion pounds of premiums previously recorded in London were recorded in Europe, the IUA said.

Britain left the EU at the end of January and UK-based insurers have been moving business to new or expanded hubs in the bloc because they will not be able to conduct EU business from Britain once the Brexit transition period expires at the end of this year.

However, the IUA added that there had been growth in premiums from other regions, leading to a relatively modest 3% drop in overall premiums compared with 2018.

The IUA cited growth in energy, aviation, property and professional liability cover.

A crackdown by Lloyd's of London on poorly-performing business lines has driven more insurers to the rival London company market, industry sources say. ■

Source: Reuters - 7 Oct 2020

IUA OF LONDON
INTERNATIONAL UNDERWRITING ASSOCIATION

Global non-life insurance market in 2019: turnover per region

Figures in millions USD

Regions	Turnover		2018-2019 evolution	Market share	
	2 019	2 018		2019	2018
North America	1 911 441	1 834 523	4.19%	56.61%	56.16%
Latin America and the Caribbean	82 947	84 960	-2.37%	2.46%	2.60%
Europe	691 669	695 536	-0.56%	20.49%	21.29%
Asia Pacific	631 216	594 006	6.26%	18.70%	18.18%
Middle East	37 110	35 569	4.33%	1.10%	1.09%
Africa	21 950	22 247	-1.34%	0.65%	0.68%
World	**3 376 333**	**3 266 841**	**3.35%**	**100%**	**100%**

Top 10 of the global insurance market in 2019

In millions USD

Rank	Country	Turnover		2018-2019 evolution	2019 market shares
		2019	2018		
1	**United States**	2 460 123	2 368 305	3.88%	39.10%
2	**China**	617 399	574 890	7.39%	9.81%
3	**Japan**	459 347	438 412	4.78%	7.30%
4	**United Kingdom**	366 243	380 850	-3.84%	5.82%
5	**France**	262 283	266 275	-1.50%	4.17%
6	**Germany**	243 852	244 755	-0.37%	3.87%
7	**South Korea**	174 520	180 386	-3.25%	2.77%
8	**Italy**	167 838	170 273	-1.43%	2.67%
9	**Canada**	133 157	129 364	2.93%	2.12%
10	**Taiwan**	117 823	121 908	-3.35%	1.87%
Total top 10		**5 002 585**	**4 875 418**	**2.61%**	**79.50%**
Rest of the market		**1 290 015**	**1 273 602**	**1.29%**	**20.50%**
Grand total		**6 292 600**	**6 149 020**	**2.34%**	**100%**

Source:
Atlas Magazine 25 Aug & 7 Sep 2020

• Top 50 global reinsurers - ranking of 2019

AM Best has published the top 50 global reinsurers in 2019. Swiss Re ranked first for the second consecutive year. The Swiss company recorded a total of 42.228 billion USD in gross written premi-ums, an increase of 16% compared to 2018.

This performance goes back to the growth of the non-life activity in the Americas and EMEA (Europe, Middle East and Africa). These two regions account for 25.1% of Swiss Re's revenues.

Munich Re takes the second position in the ranking with 37.864 billion USD in premi-ums. Hannover Re retains the third place with 25.309 billion USD in premiums.

AM. Best has pointed out that the top ten reinsurers gener-ate 69% of earnings. The av-erage com-bined ratio of all companies stands at 102.4%, a slight deterioration compared to 2018 (100.9%).

Top 50 reinsurers according to gross written premiums, ranking of 2019

In millions USD

Rank	Company	Turnover		SE*	Ratios		
		Life and non-life	Non-life		Loss	Expenses	Combined
1	**Swiss Re**	42 228	26 095	31 037	79.7	31.7	111.4
2	**Munich reinsurance Company**	37 864	24 742	34 245	66.7	34.4	101
3	**Hannover Rück**	25 309	16 555	12 718	69	29.5	98.5
4	**SCOR**	18 302	8 005	7 139	68.1	30.9	99
5	**Berkshire Hathaway**	16 089	11 112	428 563	86.6	25.1	111.7
6	**Lloyd's**	14 978	14 978	39 15	71	34.5	105.5
7	**China Re**	13 161	5 218	13 881	65	36.4	101.4
8	**Reinsurance Group of America**	12 15	NA	11 601	NA	NA	NA
9	**Great West Lifeco**	10 149	NA	19 549	NA	NA	NA
10	**PartnerRe**	7 285	5 792	7 27	72.4	28	100.4
11	**Korean Re**	6 963	6 157	2 124	85.9	14.9	100.8
12	**General Insurance Corporation of India**	6 862	6 735	5 027	97.2	18.2	115.5
13	**Everest Re**	6 356	6 356	9 133	66.9	28.4	95.4
14	**XL Bermuda**	5 01	5 01	13 24	65.4	34.5	99.9
15	**Transatlantic Holdings**	4 946	4 946	5 243	68.4	32.5	100.9
16	**RenaissanceRe**	4 808	4 808	5 971	62.8	29.5	92.3
17	**MS&AD Insurance Group Holdings**	4 188	4 188	15 12	NA	NA	NA
18	**MAPFRE RE**	3 313	2 716	1 956	77.8	24.2	102.1
19	**AXIS Capital Holdings**	3 223	3 223	5 544	73.7	27.5	101.2
20	**R+V Versicherung AG**	3 16	3 16	2 408	78.6	24.3	102.9

Top 50 reinsurers according to gross written premiums, ranking of 2019

In millions USD

Rank	Company	Turnover		SE*	Ratios		
		Life and non-life	Non-life		Loss	Expenses	Combined
21	Arch Capital Group	3 078	3 078	12 26	72.4	26.6	99
22	The Toa Reinsurance	2 878	2 878	2 671	82.7	27	109.7
23	Assicurazioni Generali	2 646	1 093	33 433	66.7	28.2	94.9
24	Sompo Holdings	2 441	2 441	6 662	60	31.6	91.6
25	IRB - Brasil Resseguros	2 114	2 114	1 152	56.4	25.3	81.7
26	Pacific LifeCorp	2 072	NA	16 055	NA	NA	NA
27	Taiping Reinsurance	2 04	1 255	1 161	64.5	34.8	99.3
28	Validus Reinsurance	1 991	1 991	3 447	73.8	21.1	94.8
29	Odyssey Re Holdings	1 849	1 849	4 59	66.7	27.1	93.7
30	Caisse Centrale de Reassurance	1 688	1 446	2 856	86.6	10.1	96.7
31	Peak Reinsurance Company	1 665	1 531	1 095	73.1	27.1	100.2
32	Aspen Insurance Holdings	1 486	1 486	2 726	73.1	30	103.1
33	Sirius International Insurance Group	1 351	1 351	1 866	81.7	26.4	108.1
34	Deutsche Rueckversicherung AG	1 241	1 139	337	72.5	35.6	108.1
35	QBE Insurance Group	1 179	1 179	8 153	76.2	27.5	103.7
36	Tokio Marine & Nichido Fire Insurance	1 174	1 174	17 883	NA	NA	NA
37	Markel Corporation	1 114	1 114	11 078	69.8	34.6	104.4
38	American Agricultural Insurance Company	1 079	1 079	620	74.8	20.8	95.6
39	Qianhai Reinsurance Company	930	333	414	69.8	32.7	102.5
40	Hiscox	867	867	2 19	136.2	37.6	173.7
41	Africa Reinsurance Corporation	844	787	975	60.4	38	98.4
42	Allied World Assurance Company	821	821	4 136	65.6	26.7	92.3
43	Qatar Reinsurance Company	749	749	696	80.7	38.1	118.8
44	Chubb Limited	719	719	55 331	53.8	31.2	85
45	W.R. Berkley Corporation	678	678	6 118	NA	NA	NA
46	Nacional de Reaseguros	662	553	138	63.1	29.7	92.8
47	Asia Capital Reinsurance Group	656	656	794	75.3	33.9	109.2
48	Third Point Reinsurance	632	632	1 414	57.6	45.6	103.1
49	Central Reinsurance Corporation	558	458	524	73	28.6	101.6
50	Wilton Re U.S. Holdings	543	543	4 105	NA	NA	NA

* Shareholder's equity NA: not available

Source: A.M. Best

■

• *COVID-19 loss reports and reserves reported by insurance or reinsurance companies*

This table documents publicly reported COVID-19 pandemic-related losses, IBNR reserves and estimates from insurance and reinsurance companies.

The data was originally collected by Zurich-based financial services advisory PeriStrat LLC, operated by Hans-Joachim Guenther, and has now been augmented and updated where we can by Reinsurance News.

As insurance and reinsurance companies report new totals for their estimates of actual losses caused by the COVID-19 coronavirus pandemic, and their loss reserve setting, we will update this list and the running total.

PeriStrat® LLC
Linking Strategic Advice & Execution

Hans-Joachim Guenther

As of September 10th, 2020, the running total is: US $22.4 billion

Company	COVID-19 loss & reserves estimate ($m)	Last updated DD/MM/YYYY
Lloyd's	3,905	10/09/2020
Swiss Re	2,500	22/07/2020
Munich Re	1,776	06/08/2020
AXA	1,470	06/08/2020
Allianz	1,415	05/08/2020
Chubb	1,370	06/07/2020
Zurich	750	13/08/2020
AIG	730	03/08/2020
Hannover Re	705	05/08/2020
QBE	600	22/07/2020
Berkshire Hathaway	575	08/08/2020
SCOR	530	23/07/2020
Liberty Mutual	529	05/08/2020
Fairfax Financial Holdings	392.4	30/07/2020
Partner Re	338	28/07/2020
Markel	325	28/07/2020
Everest Re	310	23/07/2020
The Hartford	301	15/07/2020
Alleghany (TransRe)	288	04/08/2020
Talanx (excl. Hannover Re)	263	12/08/2020
Arch Capital Group	260.1	29/07/2020
AXIS Capital	235	28/07/2020
Hiscox	232	03/08/2020
Aviva	214.6	06/08/2020
CNA	197	15/07/2020
Aspen	187.3	04/09/2020
Mapfre Re	180	24/07/2020

Company	COVID-19 loss & reserves estimate ($m)	Last updated DD/MM/YYYY
Beazley	170	23/07/2020
Generali (P&C only)	163	30/07/2020
Sirius	153	06/08/2020
W. R. Berkley	150	10/07/2020
MS Amlin	110	07/08/2020
Legal & General	105	05/08/2020
QIC Group	104	26/07/2020
RenaissanceRe	103.8	28/07/2020
Travelers	86	23/07/2020
RSA	75	30/07/2020
Insurance Australia Group (IAG)	71	24/07/2020
Cincinnati Financial	65	14/07/2020
Suncorp	62	21/08/2020
CCR Re	56.5	09/09/2020
Tokio Marine HCC	47.3	07/08/2020
Sompo International	47	07/08/2020
Enstar (StarStone)	46.9	10/08/2020
ARGO Group	43.6	03/08/2020
Lancashire Holdings	42	29/07/2020
Selective Insurance Group	28.9	29/07/2020
Third Point Re	19.4	07/08/2020
The Hanover	19	28/07/2020
RLI Corp.	6	22/07/2020
Watford Re	5.2	29/07/2020
Total:	**$22.4bn**	

Notes:

1. Where we can, these Covid-19 insurance and reinsurance loss estimates are taken net of reinsurance recoveries. However some companies do not disclose the effects of reinsurance, meaning we cannot always report the net claims.
2. Figures can overlap. Reported COVID-19 losses of insurers might also be reflected in reinsurance company reported losses due to protection agreements.
3. Lloyd's published a range. Figure above reflects the mid-point. Plus, H1 2020 net numbers include a forward-looking statement about losses of UDS780m to come; overall 40% reinsurance recovery is assumed.
4. Some companies' reported losses might overlap with Lloyd's market number as these re/insurers operate at Lloyd's as well as internationally, e.g. Hiscox, Beazley, ARGO etc.
5. Note: FM Global has been removed as they did not report any loss estimate and the total limit of communicable disease coverage did not compare well with loss estimates published by the rest of the market.
6. Generali: net effect from loss provisions, net investment income drop but offset by lower general claims fq, excl. EUR 100m Extraordinary International Fund for the pandemic emergency.
7. Aviva: said that 63% of Covid-19 gross loss will be recovered from reinsurers. The loss estimate above considers the net loss only.
8. QBE: H1 2020 numbers include forward- looking statements about potential further Covid-19 losses of about USD 265m. ■

Source: Reinsurance News (ReinsuranceNe.ws)

Africa News

ALGERIA

• Agricultural insurance reform project underway

A project to reform agricultural insurance is under preparation, including making it mandatory for farmers to take out insurance and granting state subsidies for strategic sectors, the director general of the National Agricultural Mutual Fund (CNMA), Mr Cherif Benhabiles.

Speaking on Algerian Radio, Mr Benhabiles explained that this project was “fully ready and validated by the Ministry of Agriculture” and would be proposed to the Insurance Department at the Ministry of Finance.

Cherif Benhabiles

This reform mainly aims to make climatic and health risks insurable by setting up mechanisms to support farmers. This involves first integrating risk prevention management by anticipating disasters, reported Algerie-Eco quoting Mr Benhabiles.

“These devices, which are included in the roadmap of the Ministry of Agriculture, will give an economic dimension to this sector, through lasting solutions,” he said.

Insurance will thus become, for the first time, a decisive element in securing the income of farmers, instead of appealing to the Public Treasury to compensate them after each natural or health disaster.

But to do this, the reform project proposes to make it compulsory for farmers to take out an insurance policy on the basis that any subsidy from the public authorities must be compulsorily insured: “The State intervenes to develop agricultural activities, the minimum thing is to secure these investments,” he said.

However, farmers can benefit from a grant for the purchasing agricultural insurance products for strategic crops.

He said that other insurance companies have no interest in covering agriculture because they do not consider the business as profitable given losses caused by natural disasters.■ MEIR - 28 Sep 2020

CÔTE D'IVOIRE

• Ivorian insurance market in 2019

The Côte d'Ivoire Association of Insurance Companies (ASACI) published the market results for the year 2019. The Ivorian insurers generated a turnover of 390.69 billion FCFA (666.99 million USD), an 8.6% increase compared to the 359.74 billion FCFA (627.28 million USD) recorded in 2018.

ASACI
ASSOCIATION DES SOCIETES D'ASSURANCES DE COTE D'IVOIRE

Non-life premiums rose by 8.29% to be set at 222.41 billion FCFA (379.7 million USD), that is 56.93% of the market share. The non-life activity is dominated by the motor activity followed by the personal accident and health classes of business which represent respectively 18.64% and 18.28% of the total turnover.

With a 43.07% market share, life insurance totalled 168.28 billion FCFA (287.29 million USD) in premiums, thus increasing by 9.02% compared to late 2018. With a turnover of 6.77 billion FCFA (96.92 million USD).

SAHAM Assurance takes the lead on the companies' ranking. SUNU Vie and NSIA Vie stand in the second and third positions

SAHAM Assurance
member of Sanlam group

with respectively 50.175 billion FCFA (85.66 million USD) and 30.135 billion FCFA (51.45 million USD) of written premiums.

■ Atlas Mag - 19 Oct 2020

EGYPT

• FRA approves a draft law on ?Regulating Fin Tech in non-banking financial activities"

Dr. Omran:

- The draft law paves the way for the development of traditional operating systems in non-banking financial companies and provides unlimited horizons to facilitate access to new clients
- The Authority may issue a temporary license for Fin Tech startups for a specified period to support non-banking financial activities and products and facilitate access to clients
- The draft law prohibits companies wishing to engage in crowdfunding activity inside or outside Egypt from practicing their activities except after obtaining a license from the Authority
- The draft law introduces crowdfunding platforms as one of the alternatives that provide financing, strengthen adherence to standards of transparency and governance and adopt using innovative technology

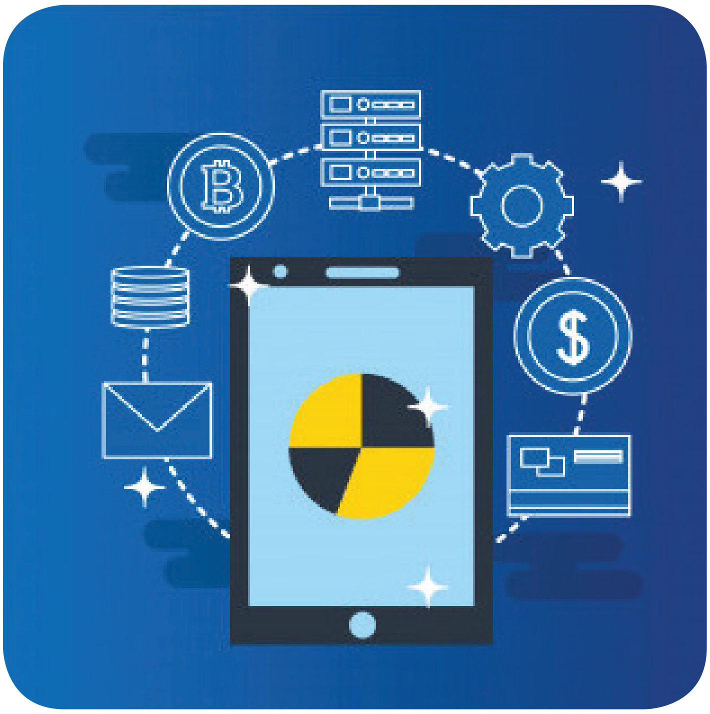
ARAB REPUBLIC OF EGYPT - FINANCIAL REGULATORY AUTHORITY
الهيئة العامة للرقابة المالية
FINANCIAL REGULATORY AUTHORITY
جمهورية مصر العربية - الهيئة العامة للرقابة المالية

Dr. Mohamed Omran

> FRA's Board approved a draft law on "Regulating FinTech in non-banking financial activities". This approval was taken after FRA's Board was satisfied with the views resulted from the discussions held in the regulatory laboratory which included the Central Bank of Egypt, FRA , Anti-Money Laundering and Terrorism Financing Unit and the National Communications Authority.

> Dr. Omran - FRA's Chairman noted that the Board was informed of the procedures and activities of the community dialogue and the meeting that was held by the accompanying committee with the Central Bank of Egypt to discuss the legal and technical details of the draft law.

> Dr. Omran says that the Board's approval comes within the framework of adopting a policy that provides a remote work environment that is mainly based on the safe exchange of information and the supervision of a regulator who is equally oriented towards digital monitoring.



> Dr. Omran adds that the draft law aims at enhancing the regulator's use of new and innovative technology in order to facilitate its supervisory role, ensure the adherence to standards of transparency and governance, protect those dealing in non-banking financial markets and adopt using new and innovative technology within non-banking financial sector. The draft law comes within light of the current interest in spending more money on using information technology in the Middle East and North Africa region, estimated at about $ 160 billion with an increase of 2.5% compared to 2019.

> FRA's Chairman explains that the draft law includes thirty-four articles divided into five chapters. He notes that the first chapter includes the definitions and general provisions of FinTech, and defines it as a mechanism that uses new and innovative technology in the non-banking financial sector to support and facilitate activities and financial services through digital applications, programs, platforms, artificial intelligence. This allows companies and enterprises to enter the market through providing innovative products and services and facilitate access of finance thus, contributing to the development and revitalization of non-banking financial markets and institutions. The draft law allows FRA to license companies wishing to operate in non-banking financial activities using Fin Tech , including

crowdfunding companies.

> The second chapter entitled "crowdfunding companies". In this chapter, the law stipulates that companies wishing to engage in crowdfunding activity, whether from within the Arab Republic of Egypt or abroad, shall not practice the activity unless it obtains a license from the Authority in accordance with the conditions and controls stipulated in this law and the decisions issued in implementation thereof. Also, these companies shall be registered at FRA's registry in accordance with the controls and procedures issued by FRA's BOD decision. In addition, these companies shall adhere to the rules and controls set by FRA's board to regulate crowdfunding activity.

> Dr. Omran states that the third chapter divided "practitioners of non-banking financial activities using Fin Tech" into three branches. First branch: companies depend on Fin Tech in practicing non-banking financial activities. These companies are obligated to obtain a license from the Authority to practice these activities in accordance with the terms and controls stipulated in this law and related decisions and it must be registered at FRA's registry. Second branch: Licensed companies and entities, and they are allowed to practice non-banking financial activities by itself using Fin Tech after obtaining FRA's approval. The Law allows these companies to seek assistance from technological service providers registered at FRA's registry in accordance with an agreement includes all the rights and obligations of both parties. As for the third branch, it includes common provisions between companies depend on Fin Tech in practicing non-banking financial activities and licensed companies and entities that engage in these activities using some areas of Fin Tech.

> According to Dr. Omran, the fourth chapter of the draft law comes in response to many proposals received by the Authority following the community dialogue session held by FRA and attended by a number of officials of Fin Tech companies and companies operating in non-banking financial services. These proposals focus on using Fin Tech in non-banking financial activities such as crowdfunding platforms. These platforms are considered as one of the innovations to provide financing for various projects by a large number of qualified investors through an electronic platform that acts as a mediator between financiers, investors, companies and projects wishing to obtain financing through subscribing to securities issued by projects or directly through lending them.

> The draft law required the Authority to establish itself or in partnership with others a regulatory laboratory for applications or by entrusting this to one of the competent authorities. This laboratory allows crowdfunding companies and non-banking financial activities practitioners to use Fin Tech . Also, it allows technology service providers who wish to be registered at FRA's

registry or those who already registered to test innovative Fin Tech applications. The companies can test business models and related mechanisms on real clients in preparation for presenting them to clients subjected to FRA's supervision. On the other hand, the Authority may exempt the aforementioned entities for a specified period from fulfilling some of the requirements necessary to obtain a license to practice the activity, all in accordance with the rules and procedures specified by the Authority's Board.

> FRA's Chairman adds that the draft law on "Regulating in non-banking financial activities" allows the Authority to issue a temporary license for Fin Tech startups (FinTech Startup License) for a specified period to support innovative startups. In addition, FRA's BOD shall define the conditions, controls and procedures for the temporary license granted for the aforementioned company, noting that it's issued capital shall not be less than two hundred fifty thousand pounds. Chapter Five of the draft law under the title "Penalties" states that anyone who practices any of the activities mentioned in this law without obtaining a license or approval shall be prisoned and pay a fine not less than two hundred thousand pounds and not more than one million pounds.

> It is worth noting that the Authority announces in the community dialogue its intention to use Fin Tech. FRA aims at collecting data digitally, verifying it and analyzing its indicators through programs prepared for this purpose. In addition to, ensuring the use of artificial intelligence mechanisms and other digital models to detect incidents that violate the laws governing non-banking financial activities, suspicion of money laundering and adopting early warning systems of risks related to liquidity or credit or other matters related to financial stability. In the community dialogue, FRA discussed the first draft law on "Regulating Fin Tech in non-banking financial activities", introducing crowdfunding platforms as one of the alternatives to provide financing for various projects by a large number of qualified financiers through an electronic platform that acts as a mediator between financiers - investors - companies and projects wishing to obtain financing. That is besides the smart financial tool called (Robo-advisor) that provides automated investment advice based on the analysis of customer data, their current financial position and future financial goals using artificial intelligence applications, in addition to "nano finance", insurance technology and consumer finance technology as main areas of fintech. ■

Source: FRA - 20 Sep 2020

• Insurers to allocate additional EGP 1.2 billion reserves to face impacts of applying the Egyptian Accounting Standard (EAS) no. 47

Dr. Omran: Insurers shall allocate a reserve to face impacts of applying the Egyptian Accounting Standard (EAS) no. 47

In the framework of the readiness of forty insurance companies and cooperative insurance associations that operate insurance activities in Egypt to apply the Egyptian Accounting Standard (EAS) no. 47 in accordance with IFRS9, Dr. Mohammed Omran, FRA's Chairman issued decision No. 162 of 2020. The said decision obliges insurance companies to allocate reserves against risks of implementing the new accounting standards, equivalent to 1 percent of their assets, from their net profits after taxes for fiscal year 2019/2020. This amount shall be included in shareholders' rights.

Dr. Omran said that applying the Egyptian Accounting Standard (EAS) no. 47 will increase the companies' reserves by nearly 1.2 billion pounds. Such measure will protect insurers against any potential risks and enhance their financial positions in accordance with international best practices.

Dr. Omran emphasizes that the Board shall ensure the company's commitment to allocate the new reserve to face risks of applying the Egyptian Accounting Standard (EAS) no. 47. Also, The company's Board shall supervise directly the implementation of the EAS no.47 and check the needed requirements for application and coordination with various departments within the insurance company, including technical and financial departments, risk management, IT management, internal audit, and all relevant departments and remove any obstacles that may face implementation. In addition to developing risk management environment, the company's subscription and investment policies, measuring the adequacy of information systems, availability of human resources and expertise and identifying business models to be used upon applying the standard.

Now, FRA is studying the basis that shall be applied by other non-banking financial activities to reduce impacts of implementing the Egyptian Accounting Standard (EAS) no. 47 at the beginning of 2021 pursuant to the Ministerial Decree no. 1871 of 2020. ■

Source: FRA - 11 Oct 2020

GHANA

• Ghana Re: Results 2019

Ghana Re recorded a turnover of 253.37 million GHC (44.33 million USD) at the end of 2019, up 23.3% compared to the 205.65 million GHC (42.35 million USD) recorded at the end of 2018.

The non-life activity generated 230.85 GHC (40.39 million USD) in premiums against 22.52 million GHC (3.94 million USD) for the life activity.

As at 31 December 2019, the management fees amounted to 41.46 million GHC (7.25 million USD) against 43.20 million GHC (8.89 million USD) in 2018. The net result for 2019 stood at 30.16 million GHC (5.27 million USD) against 38.63 million GHC (7.95 million GHC) in 2018, degrading by 21.9% over one year.

The Ghanaian reinsurer is paying a dividend of 9 million GHC (1.55 million USD) for the year 2019. ■

Atlas Magazine - 20 July 2020

KENYA

• Share capital increase for Kenyan insurers

According to the Insurance Regulatory Authority (IRA), 20 out of 56 insurers operating on the market do not meet the capital increase requirements. The companies are required to comply with the new standards on 31 December 2020 at the latest.
Capital increases will have to reach a minimum of one billion KES (9.13 million USD) depending on the classes of business underwritten. ■

Atlas Magazine - 15Oct 2020

• AM Best Affirms Credit Ratings of ZEP-RE (PTA Reinsurance Company)

AM Best has affirmed the Financial Strength Rating of B++ (Good) and the Long-Term Issuer Credit Rating of "bbb" of ZEP-RE (PTA Reinsurance Company) (ZEP-RE) (Kenya).
The outlook of these Credit Ratings (ratings) is stable. ■

Source: Am Best- 16 Oct 2020

MOROCCO

• Atlanta Assurances and Sanad's merger approved

The Moroccan Capital Market Authority (AMMC) has approved the proposed merger of Atlanta with its subsidiary Sanad. The new structure will operate under the name of "AtlantaSanad".

Atlanta will thus proceed to a capital increase through the creation of 93 159 new shares with a nominal value of 10 MAD (1.07 USD). The total amount of the transaction was set at 8 263 203 MAD (890 500 USD).

The transaction remains subject to the shareholders' approval during the Extraordinary General Meeting which will be held on 25 September 2020.

The future entity shall rely on its 650 employees and on a network of 400 exclusive sales outlets. ■

Atlas Magazine - 16 Sep 2020

SENEGAL

• Senegalese insurance market: significant growth in 2019

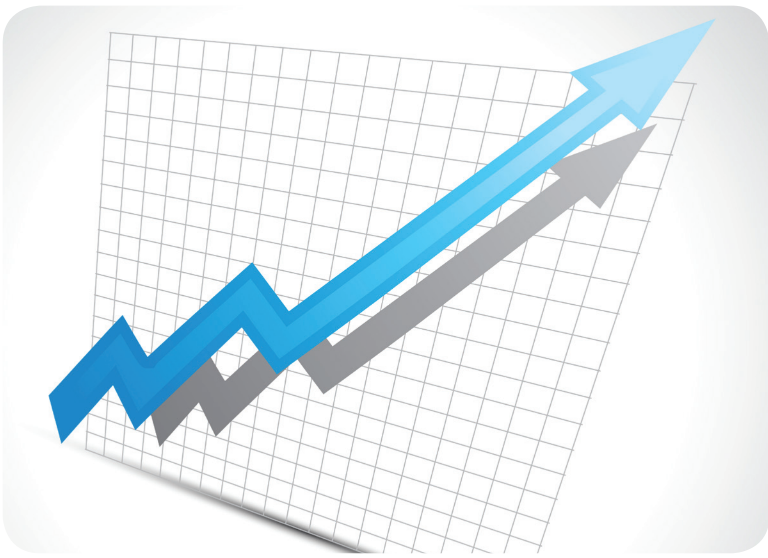
The Senegalese insurance market, the third largest in the CIMA zone, achieved a considerable growth in 2019.

As of 31 December 2019, the life and non-life overall turnover amounted to 196.316 billion FCFA (335.154 million USD), compared to 177.683 billion FCFA (309.826 million USD) in 2018 thus increasing by 10.53%.

The non-life activity rose from 113.849 billion FCFA (198.518 million USD) in 2018 to 124.524 billion FCFA (212.589 million USD) in 2019; an increase of 9.4%.

By late 2019, life insurance witnessed a 13% growth and reached 69.777 billion FCFA (119.124 million USD) against 61.751 billion FCFA (107.675 million USD) in 2018. ■

Atlas Magazine - 21 Sep 2020



SOUTH AFRICA

• Fraud costs South African insurers 497 million USD

According to the South African Insurance Crimes Bureau's estimates, property and casualty insurance fraud would cost the South African market 7 billion ZAR (497.86 million USD) in 2019, that is 20% of the total claims reported which amounted to 35 billion ZAR (2.48 billion USD).

Fraudulent activities are manifested by misrepresentations of the risk when underwriting contracts or by false claims upon the occurrence of a loss. Insurance fraud can also be unintentional.

According to Christelle Colman, insurance expert at Old Mutual, the financial pressure that consumers are facing in 2020 due to the pandemic could increase fraud attempts. ■

Atlas Magazine - 21 Oct 2020

THE INSURANCE CRIME BUREAU
INTELLIGENCE THAT WORKS

TUNISIA

• Tunisian insurance market in 2019

The Tunisian insurance market closed the 2019 financial year with a turnover of 2.39 billion TND (853.08 million USD), an increase of 6.1% in comparison with the 2.252 billion TND (748.2 million USD) recorded in 2018.

Non-life insurance premiums improved by 4.9% to 1.83 billion TND (653.2 million USD), that is 76.5% of the total turnover. With a 23.5% market share, life insurance generated 560.8 million TND (200.171 million USD) in written premiums, thus recording a 10.5% growth compared to 2018.

STAR maintains its leading position with a market share of 15.7%. It is followed by COMAR which accounts for 8.9% of the total premiums. Four companies are competing for the 3rd position namely GAT Assurances, Maghrebia, AMI Assurances and ASTREE with market shares ranging between 7% and 7.2% each.

STAR ASSURANCES تأمينات

COMAR ASSURANCES

The incurred losses rose by 4.8% to reach 1.507 billion TND (537.91 million USD) in 2019. The market's combined ratio (before reinsurance) stood at 95.9%, thus falling below 100% against 100.2% in 2018. As for investments, they reached 6.1 billion TND (2.177 billion USD) compared to 5.437 billion TND (1.806 billion USD) in 2018.

In Tunisia, only four insurance companies out of a total of 22 operating on the market are listed on the stock exchange. In September 2020, Assurances Maghrebia obtained the agreement in principle of the Board of Directors of the Tunis Stock Exchange (BVMT) to make its IPO. ■

Atlas Magazine – 23 Oct 2020

ZAMBIA

• *Insurance market grows in 1H despite COVID-19*

Despite the effects of the COVID-19 pandemic on the insurance industry in Zambia, mid-year unaudited results for insurers show some growth in the sector, Insurers Association of Zambia president Ms Christabel Banda.

Christabel Banda

The combined industry GWP for 1H2020 stood at ZMW2.6bn ($157m). General insurance business generated premiums of ZMW1.7bn while long term business raked in premiums of ZMW905m, reported The Mast. No comparative figures, however, were provided.

Tresford Chiyavula

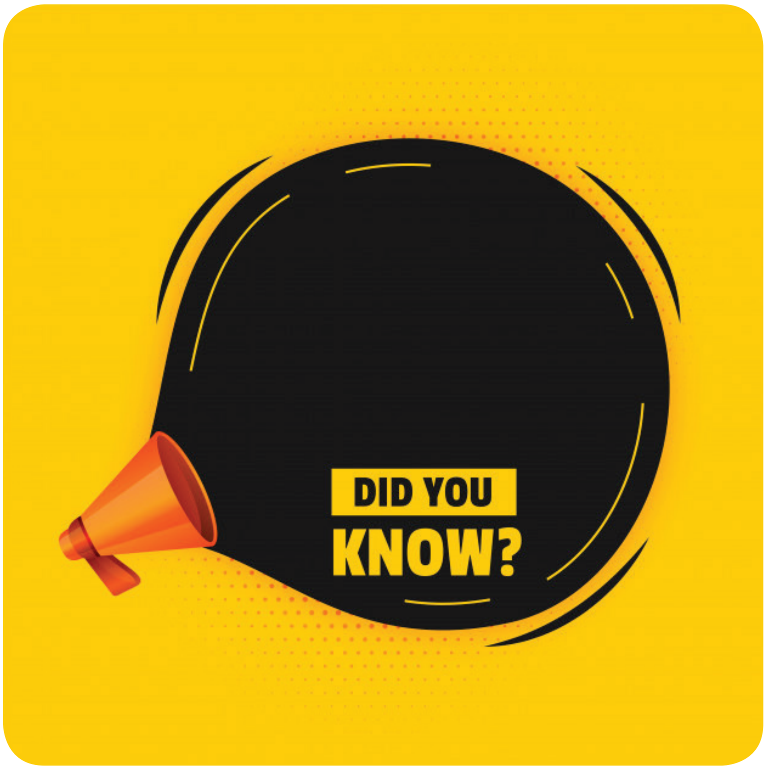
The impact of COVID-19 on the sector is yet to be fully appreciated, says Ms Banda.

However, the Pensions and Insurance Authority (PIA) has issued guidelines to the industry to provide a framework for not only assessing the effect of COVID-19 on their businesses but also providing guidance on matters of treating customers fairly.

2019

Total Gross Written Premium in the Zambian insurance market increased to ZMW3.8bn in 2019, 19% higher than the ZMW3.2bn posted in 2018. This resulted in an insurance penetration rate of 2.63% in 2019 as compared to 2.29% in 2018.

General insurance business increased by 6% from ZMW1.9bn in 2018 to ZMW2.3bn in 2019 with the sector recording a 14% increase in net claims.



Long term insurance business also continued to grow and increased by 15% to ZMW1.5bn in 2019 from ZMW1.3bn in 2018," she said.

PIA acting registrar and CEO Tresford Chiyavula said at an insurance event last week, that studies had shown that one of the main reasons why people do not buy insurance is the lack of information on insurance.

He said that there is a need to strengthen public confidence in insurance.

He revealed that the PIA is currently working on strengthening the regulatory framework for the industry to give policyholders the assurance that their insurance policies are secure and that their claims would be paid promptly when lodged.

He said all companies offering motor insurance, household or contents insurance, homeowners insurance, funeral and life insurance policies are now required to issue a statement of key facts to customers.

At present, there are 30 insurance companies in the country with nine life insurance and 21 general insurance companies. There are also four reinsurers. ■

Source: MEIR - 26 Oct 2020

Asia

• 2019 Embedded Value Results: ASIA
The pre-COVID-19 situation

Milliman study – August 2020

Milliman announced the findings of its annual study on reported year-end 2019 embedded value (EV) and value of new business (VNB) results for 53major multinational and domestic life insurers across Asia.

The Milliman 2019 Embedded Value Results: Asia report highlights trends in published EV results, including a total growth in reported EV in 2019 of 11.1% to USD 816 billion but a VNB fall of 3.6% to USD 51.1 billion.

The report also provides an in-depth analysis of the EV methodologies and assumptions adopted, as well as the impact of key regulations and other market developments in the region. "All of Asia's markets, apart from Japan, reported positive growth in EV results for the year." said Milliman Principal and Consulting Actuary Paul Sinnott.

"VNB results were more mixed, with some markets being adversely affected by record low interest rates and reduced sales volumes. It is important to recognise that the effects of the COVID-19 pandemic are yet to be felt in these results, however, as most Asian markets have a 31 December financial year-end."

A few key insights from the report include:

The China and Hong Kong markets led EV growth,posting increases of 20% and 19%respectively. Several other markets also reported double digit growth in EV.

▪ China Life continues to report the largest EV among insurers across Asia. Among multinationals, AIA continues to be the largest insurer in Asia, both by EV and VNB.

▪ Strategic shifts towards selling more protection business continue, as interest rates fall throughout the region, making traditional savings-oriented business less profitable.

▪ Risk Based Capital regulations continue to evolve across Asia and will have an impact on EV and VNB inthe longer term.

▪ Traditional Embedded Value methodologies continue to be most popular in the region, with Market Consistent EV/VNB reporting being prevalent in Japan and India, as well as in European insurers' Asian subsidiaries.

▪ The 2019 EV results act as a useful starting point for analysing the effects of the COVID-19 pandemic, which will be partially reflected in insurers' H1 2020 EV disclosures and are expected to show up to a greater extent in the 2020 year-end EV results. ■

Source: Milliman – Press Release 26 August 2020

• *Asia-Pacific insurance market in 2019*

Figures in millions USD

Country	Turnover 2019	Turnover 2018	2018-2019 evolution	2019 market shares
China	617 399	574 890	7.39%	35.37%
Japan	459 347	438 412	4.78%	26.32%
South Korea	174 520	180 386	-3.25%	10.00%
Taiwan	117 823	121 908	-3.35%	6.75%
India	106 307	97 342	9.21%	6.09%
Hong Kong	72 253	63 781	13.28%	4.14%
Australia	68 690	78 801	-12.83%	3.94%
Singapore	30 813	30 750	0.20%	1.77%
Thailand	27 123	26 277	3.22%	1.55%
Indonesia	22 286	21 527	3.53%	1.28%
Malaysia	17 150	16 603	3.29%	0.98%
New Zealand	10 552	10 652	-0.94%	0.60%
Vietnam	7 368	6 068	21.42%	0.42%
Philippines	6 195	5 973	3.72%	0.35%
Macau	3 555	2 622	35.58%	0.20%
Bangladesh	1 475	1 371	7.59%	0.08%
Sri lanka	1 090	1 117	-2.42%	0.06%
Total	1 743 946	1 678 480	3.90%	99.92%
Rest of the market	1 457	1 323	10.13%	0.08%
Grand total	**1 745 403**	**1 679 803**	**3.91%**	**100.00%**

Source: Atlas Mag - 24 Sep 2020 ■

• *8 markets produce the region's Top 50 insurers*

The top 50 insurers in Asia are concentrated in just eight markets on the continent, according to a study by international consultancy Roland Berger.

In a report, "**Financial Performance of the Top 50 Insurers in Asian markets**", Roland Berger shows that the top 50 insurance companies in Asia in terms of GWP in 2019 were distributed as follows:

Laurent Doucet

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In a report, "Financial Performance of the Top 50 Insurers in Asian markets", Roland Berger shows that the top 50 insurance companies in Asia in terms of GWP in 2019 were distributed as follows:

Incorporated in	No. of insurers in Top 50
China	12
Japan	11
South Korea	8
Taiwan	6
Australia	3
Hong Kong	1
India	1
Singapore	1
Global insurers	7
Total	50

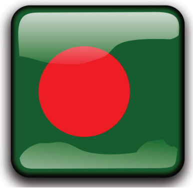
In the report, the author Mr Laurent Doucet who is a partner in Roland Berger, states that in terms of GWP in 2019, the Top 50 insurers were led by Ping An, China Life and PICC. The pole positions of the trio remained unchanged from 2018.

Other highlights in the report are:

- The Top 10 insurers comprised 5 Japanese, 4 Chinese and 1 Indian company.
- AIA, LIC India and Prudential posted the highest APE, among those reported.
- Sony Financial, PICC, Samsung Life and Cathay Life had the highest solvency ratios among peers in their respective markets.
- In 2019, total operating income rose by 5.8% for the Top 50, driven by Investment income, and slightly above the 2016-19 CAGR of 5.4%.
- The Top 50 insurers' aggregate ROE ratio grew to 10.2% in 2019, an improvement on the average of 8.5% for the 2010-18 period.
- Asian insurers on average had a 45% dividend payout ratio with high diversity across insurers, among those reported. ■

Asia Insurance Review | 15 Oct 2020

BANGLADESH CAMBODIA



• Minimum share capital increase for Bangladeshi insurers

The Bangladesh Securities and Exchange Commission (BSEC) has softened the minimum share capital requirement for 26 insurance companies. The latter are required to increase their share capital to 150 million BDT (1.73 million USD) instead of the 300 million BDT (3.47 million USD) previously imposed. The transaction is to be carried out through an initial public offering bid at a fixed price.

For the record, 30 out of the 78 insurers operating on the Bangladeshi market, are still not listed on the stock exchange. In September 2019, the Minister of Finance warned that the licenses of unlisted companies shall be cancelled. ■

Atlas Mag - 22 Oct 2020

• Cambodia's burgeoning (re) insurance potential

Cambodia is often overshadowed by its neighbors.

Huy Vatharo

However, the country's economy is one of the fastest-growing in the world. Between 1998 and 2018, the annual average growth rate was recorded at 8% according to the World Bank, whole poverty rates dropped from 54% in 2004 to 13.5% in 2014.And the middle class is burgeoning too the country aims to reach middle-income status by 2030.

Cambodia's insurance market is a nascent frontier with the penetration rate at 10% of the population (and just over 4% for life). But years of reform and opening up has led to greater market development and activity.

"The growth has not happened by chance" said Huy Vatharo, managing director at Cambodian Re and former chairman of the Insurance Association of Cambodia (IAC). "It is the result of the Ministry of Economy and Finance's (MEF) successful implementation of policy and strategy".

Reinsurance potential

The market has been growing consistently, particularly since the early 2010's. From 2014 to 2019, total gross premiums increased by 35% annually. Total market assets reached US$427 million in 2018, up from US$100 million in 2014.

Jay Cohen

It was the 2014 Insurance Law that provided the foundation for market regulation, says Jay Cohen, partner at Phnom-Penh based law firm Tilleke & Gibbins. It implemented clear licensing protocols and shaped greater consumer protection.

By 2019, the number of insurance companies in the country grew to 80 including one state-owned reinsurer compared to 11 players in 2015. And there could be a breakthrough in reinsurance, should further reforms be made.

Cohen told InsuranceAsia News (IAN): "The MEF introduced the Reinsurance Prakas in 2020 [allowing] any public limited company with more than three shareholders to legally carry out a reinsurance business in Cambodia" once it has been licensed.

"Notably, a reinsurance license is valid for an indefinite period with annual renewal, whereas an insurance license is only valid for three years. It will be interesting to see whether the 'Reinsurance Prakas' opens the Cambodian reinsurance market for the entry of a greater number of [players]."
However, the reinsurance segment may be hampered by the 2001 Sub-Decree on Insurance — which stipulates that "all licensed insurers must reinsure 20% of their risk with the stateowned reinsurance company," notes Cohen.

Foreign players

Taking advantage of more beneficial regulation, a handful of foreign players have entered the country in recent years.

In the latest move, Malaysia-based Etiqa was granted a license to start operations last month. They join AIA, Japan's Dai-ichi Life, Manulife, Prudential, amongst others

Etiqa offers fire and personal accident coverage for retail and commercial policyholders. But future plans include a larger, diversified portfolio — inclusive of motor, travel, term life and investment-linked policies.

As Kamaludin Ahmad, chief executive of Etiqa, notes: "We [plan] to stay for the long-term."

Prudential was one of the first players to enter the market and set up their in-country operations in 2013.

Wilf Blackburn, Prudential's regional chief executive of growth markets, told IAN that positive demographics and economic growth will drive strong demand, particularly in life segments. "There is plenty of runway going forward," he said.

Last year, Prudential became the only insurer to have issued 200,000 policies which they managed through 2,600 agents/consultants and 320 staff — and became the leading life insurer in the country.
Blackburn notes that these figures highlight the potential of life products. "Life insurance, despite being a relatively new [market offering], is increasingly valued by Cambodians."

Indeed, 2018 saw life premiums grow by 51% (while P&C premiums grew by 15% that year).

The road ahead

Cambodia's insurance market contributed around 0.8% of the total GDP — says the International Monetary Fund (IMF). The market's total assets in 2018 stood at US$427 million, and they paid over US$25 million in claims.

Blackburn says that the life market is still "untapped — meaning the opportunity for growth is positive."

And for Prudential, "South-East Asia is at the centre of Prudential's growth strategy — and Cambodia is a very important part of this."

Cohen said that Covid-19 will have an impact, but specific implications are difficult to predict – with he World Bank suggesting the economy may see its first contraction since 1994.

While 2019 saw total gross premiums shoot up by 25% — Covid-19 and the 'Reinsurance Prakas' "raise questions of whether this strong market growth will continue through 2020."

Taking a longer term view – there is still a long road ahead for development. There is plenty of (re)insurance potential and market share to capture for both domestic and foreign players – making Cambodia one of Asia's most exciting (re)insurance markets. ■

Source: Insurance Asia News – 15 June 2020

Kamaludin Ahmad

Wilf Blackburn

CHINA

• *China flood losses up to $32 billion*

Total combined economic losses of seasonal monsoon flooding in China are likely to exceed CNY220 billion ($32 billion)

Aon's Impact Forecasting has published the latest edition of its monthly Global Catastrophe Recap report, which evaluates the impact of the natural disaster events that occurred worldwide during September 2020.

It notes that seasonal monsoon flooding persisted in China, as officials noted that flooding in some parts of the country was the worst since 1998. According to China's Ministry of Emergency Management, at least 278 people were killed, and more than 1.4 million houses were damaged or destroyed since the arrival of Mei-yu rains in China this year. Total combined economic losses are likely to exceed CNY220 billion ($32 billion).

Meanwhile, typhoon Maysak made landfall in South Korea on September 3, causing notable damage to nearly 2,000 facilities and 5,000 hectares (12,500 acres). The storm later affected the eastern parts of North Korea, China and Russia, causing at least 30 additional casualties and damage to 9,200 houses. A few days later, Typhoon Haishen came ashore near the coastal city of Ulsan, South Korea, with 160 kph (100 mph) winds. Around 10,000 combined houses were damaged or destroyed. Economic losses from each of the storms are anticipated to surpass $100 million.

The report also reveals that significant wildfires continued to burn across parts of the US throughout September, killing at least 43 people. In 2020 to date, the US has reported 22 fires with at least 100,000 acres burned; a record since the statistic was first tracked in 1997. Total direct economic costs from the fires across California, Oregon and Washington were likely to reach well into the billions of dollars, resulting in a multi-billion-dollar payout for insurers.

Meanwhile, Hurricane Sally came ashore near Gulf Shores, Alabama, on September 16 as a Category 2 storm. Total economic losses were estimated beyond $5 billion, while public and private insurance losses exceeded $2.5 billion.

Steve Bowen, director and meteorologist on the Impact Forecasting team at Aon, said: “The third quarter is historically the costliest of the year given the peak of tropical cyclone season in the Atlantic and Pacific Ocean Basins. While September did result in notable storm landfalls in the United States, Belize, South Korea, and Portugal, the re-emergence of the wildfire peril captured a significant number of headlines. Historic fires from the perspective of structures lost and acres burned left a lasting impact in the Western United States.

”The wildfires, which were amplified by hot and dry weather in combination with abundant available fuel, ensured a record sixth consecutive multi-billion-dollar payout year for global insurers with this peril. This comes as the industry continues to put more focus on the increased annual costs arising from secondary perils.” ■

Source: Strategic Risk - 12 Oct 2020

Steve Bowen

INDIA

• Changing tariffs affect Indian global property programme local policies, says Willis Towers Watson

Global property programme local policies in India will require increased attention as a result of changing tariffs in the Indian insurance market, according to a whitepaper from Willis Towers Watson. The paper notes that while some tariffs were reduced, most have increased as a result of property tariffs issued by the General Insurance Council.

The paper, authored by Disha Sahni, vice-president, network country manager, Willis Towers Watson, notes that the market was de-tariffed in 2007 when the Insurance Regulatory and Development Authority of India de-tariffed the market for premium rates. But in March 2019, the Council issued property tariffs on ten occupancies (warehouses, steel manufacturing, hydro plants, etc) in response to catastrophe losses – this meant charging a separate premium rate for the STFI (storm, tempest, floods, inundation) group of perils and earthquake, without giving any discount in those rates. From the start of 2020, this was expanded to more than 300 occupancies.

In the whitepaper, The changing landscape for property insurance rates in India, Ms Sahni says there are a number of reasons for the increase in basic risk rates, including recent extremely high discounting of premiums, risk rates not being commensurate to the exposure, and the level of catastrophe losses. In addition, General Insurance Corporation of India (GIC Re) has changed market conditions for most occupancies based on burning cost analysis during the last ten to 14 years.

Insurance carriers are required to cede 5% of each risk to GIC Re as a mandatory obligatory cession, and preference in reinsurance cessions is to be given to Indian branches of foreign reinsurers, before ceding to cross-border reinsurers.

According to Ms Sahni, the impact on global property damage/business interruption programmes varies.

"Depending on the carrier, we have seen the following: tariffs applied to 100% of the risk; tariffs applied on local retentions and cessions to GIC Re, discounted rates applied to the cession that is ceded back to the global carrier; exportability increased to 93% with regulatory approvals; amendments of sub-limits and policy conditions to obtain lower rates/premiums," she says.

"As a result of the new tariff, we are seeing local premium increases as high as 250% on some classes of risk," adds Ms Sahni.

She explains that while some tariffs were reduced, most have increased, and as a result, global programme local policies will require increased attention. She adds: "Carrier selection is important. Determine from the outset the position of the programme carriers in India with respect to the above."

She concludes with a number of recommendations:

- Start new and renewal negotiations well in advance of effective/renewal date
- Confirm the construction, occupancy protection and equipment description to ensure an accurate rating
- Review values at risk, especially given Covid-19 and reduced operations affecting business interruption
- Break out more risky occupancies from lower-risk ones and make sure the insurer applies the correct tariff, including all possible discounts
- Ask for quotes one month before effective date due to cash before cover
- Do not bind without being satisfied with the India placement. ■

Source: Commercial Risk Online- 11 Sep 2020

• *Life insurers to offer standard term life insurance policy*

Indians will soon have a simple standard term life insurance cover 'Saral Jeevan Bima' to add to their financial security during uncertain times like COVID-19 pandemic.

The new term life cover introduced on the initiative of Insurance Regulatory and Development Authority of India (IRDAI) will provide a life cover in the range of $6,800 to $34,000 to make it convenient to all. It follows after the standard COVID-specific health covers found great acceptance among the insurance customers.

All 24 life insurance companies in India will offer "Saral Jeevan Bima" from 1 January 2021.

The regulator's initiative to introduce this standard term life product is also expected to give a big push to standardisation of the insurance products in both life and non-life sectors.

The introduction of the standard health insurance product, Aarogya Sanjeevani, and standard short term COVID -specific health insurance policies as Corona Kavach and Corona Rakshak were introduced during the current pandemic and have received tremendous response from the customers.

Bajaj Allianz Life Insurance chief financial officer Bharat Kalsi told financial daily Business Line, “We welcome the move of a standard product that will surely help increase the awareness of protection plans, especially during these uncertain times.” ■

Source: Asia Insurance Review (AIR) - 16 Oct 2020

• COVID-19 claims form 40% of total health insurance claims

Health insurance claims from COVID-19 are rapidly growing and as at end of September 2020 they were 40% of the total claims of the Indian general insurers.

COVID-19 claims have been steadily increasing from 8% in May 2020 to 23% in July 2020 to 34% in August 2020 and now 40% in September 2020. As cases rise and reliance on private healthcare increases these are likely to rise further.

Policybazaar.com business head health Amit Chhabra told Indian daily The Times of India, “This is scary — COVID claims now nearly form half of total health industry claims. One must remember that non-COVID claims have also been increasing. “

Mr Chhabra said, “In March and April when the lockdown was severely enforced, we saw people postponing planned surgeries like a cataract operation or knee-cap surgery. But in September, non-COVID claims rose because of the pile-up; caused by people postponing necessary treatment in the first half of the lockdown.”

Industry analysts are concerned that the rising COVID claims could put more pressure on the books of general insurers, particularly the three public sector general insurers. ■

Source: Asia Insurance Review (AIR) - 16 Oct 2020

Bharat Kalsi

Amit Chhabra

INDONESIA

• Stable outlook for Indonesia's non-life insurance sector from Best

Indonesia's non-life insurance market is well diversified and underpinned by solid capitalisation, according to AM Best, which has assigned a stable outlook to the sector.

Best said this was despite a bleak macroeconomic picture and the social restriction measures that have been in place since April 2020 as a result of the Covid-19 pandemic, which will result in a slowdown in premium growth and thinner margins over the near term.

Best said the non-life market in Indonesia benefits from a good business mix that will help to cushion any negative impact from the pandemic. Unlike other markets, which feature motor and health as the largest lines of business, Indonesia's non-life segment is dominated by property and motor insurance, while credit, personal accident and health lines account for significant portions of total non-life gross premium written (GPW), the ratings agency said. Collectively, these five lines make up more than 80% of the country's non-life insurance premiums.

Indonesia's non-life insurance market grew by 14% year over year, to IDR79.7trn ($5.4bn) in 2019, from IDR69.9trn ($4.9bn) the previous year, supported mainly by strong growth in credit insurance. GPW for credit insurance, the market's third-largest business line, increased by 86.2% to IDR14.6trn in 2019. Property insurance, the largest business segment, also posted solid GPW growth of 9.7% to IDR20.9trn, while motor insurance GPW grew by just 0.3%.

Best noted that the decline in economic activity has had a direct impact on the non-life insurance segment. Non-life GPW in the first half of 2020 declined by 6.1% year over year, with the steepest falls in premiums seen in the property and motor lines of business. Property insurance GPW fell by 11.2% to IDR9.4trn in the first half of 2020, reflecting the pressures faced in the commercial property segment as social restriction measures challenged the viability of many businesses and led to the closure of a number of hotels, restaurants, shopping malls and other retail facilities, said Best.

"The non-life insurance market's overall robust return on equity, supported by stable historical underwriting performance and strong balance sheet fundamentals, along with good government support including infrastructure plans and economic stimulus, are factors in the stable outlook," said Best. ■

Source: Commercial Risk Online – 14 Oct 2020

MALDIVES

• High Court issues stay order on Allied's USD 22 mln payment to Yacht Tours

The High Court, on Thursday (15 Oct) , issued a stay order on the Civil Court's verdict, which ordered Allied Insurance to pay USD 22.7 million (MVR 339 million) to Yacht Tours, a company owned by Abdulla Jabir, parliamentary representative for Kaafu Atoll's Kaashidhoo constituency.

According to the High Court, there would be no guarantee that Yacht Tours would return the USD 22.7 million if Allied's ongoing appeal case concludes in the latter's favour. Therefore, the compensatory payout was postponed until the end of the appeal process.

Yacht Tours Maldives lodged a case against Allied at the Civil Court in 2014, seeking compensation for storm damages incurred to a resort property previously managed by the company, that was located on Haa Alif Atoll's Alidhoo island.

Then, in July 2020, the Civil Court sentenced Allied to pay off the compensation within a period of six months, meaning the insurance company had to make a payment of USD 3.7 million (MVR 57 million) per month.

However, Allied appealed the Civil Court's order at the High Court, stating that the type of damages which occurred at Alidhoo resulted from low construction standards as well as poor maintenance and are not covered under the insurance policy chosen by Yacht Tours.

In filing the appeal, the company noted that such a measure taken against Allied may have a negative effect across Maldives' entire insurance industry. ■

Source: The Edition – 16 Oct 2020

MALDIVES

Allied Insurance Company

Abdulla Jabir

PHILIPPINES


Dennis Funa

• Four Philippine insurers in danger of closure

Four insurance companies in the Philippines are facing imminent closure for failure to meet the capitalisation requirement of PHP900 million (US$18.5 million) imposed by the country's insurance regulator.

In a report by the Inquirer, Insurance Commission chief Dennis Funa said that out of the six companies that were granted a temporary reprieve in March amid the COVID-19 pandemic, two were able to come up with the required capital.

This leaves four companies that have yet to meet the requirement, and Funa said that they only have "a few days" to gather the amount stated in the Amended Insurance Code. If they fail to comply, they will be served closure orders. Funa did not identify any of the companies.

The six firms were already working with the regulator to meet the capital requirements when the country went into lockdown in mid-March, prompting the Insurance Commission to give them more time.

In light of the pandemic, the IC is looking at the possibility of requesting an amendment to the country's insurance legislation, in order to postpone the next round of insurance capital requirement increases until end-2022. ■

Insurance Business Mag - 17 Oct 2020

• Insurers race to meet Philippines' capital requirements

Four insurers have yet to comply with regulations required for P900 million (US$18.5 million) of minimum capital requirement, and the regulator, which is quickly losing patience, is giving them several more days to rectify the issue. Insurance Commissioner Dennis Funa told the Philippine Inquirer that of the six unnamed firms granted temporary reprieve last March (after missing an already extended deadline of February 28 and after the onset of the pandemic), two companies had already complied.

As for the four remaining undercapitalised insurers, which Funa hasn't identified, the Insurance Commission (IC) has been asked to comply "in the coming days."

Funa said non compliant insurers would be dealt with "very soon" and if they don't comply, the IC could hit them with the ultimate regulatory penalty — namely cease-and-desist orders.

In order to help Philippines insurers navigate the difficulties brought on by the pandemic, the IC has also been considering seeking amendments to keep the P900 million figure until theend 2022. This would be instead of further raising the capital requirement limit to P1.3 billion.

There are 129 insurers operating in the Philippines in total, although this number could be about to be reduced if these (four) insurers fail to comply and the IC follows through with its threats to cease-and-desist. It is going to be an interesting 48 hours (or so) for the market.

Meanwhile the country is still trying to keep the pandemic under control with still over 2,000 cases being recorded a day and over 50 deaths a day. Over 350,00 people have tested positive for the disease resulting in over 6,000 deaths.■

Source: Insurance Asia News - 19 Oct 2020

SINGAPORE

• Insurance giant to sell stake in mega insurance deal

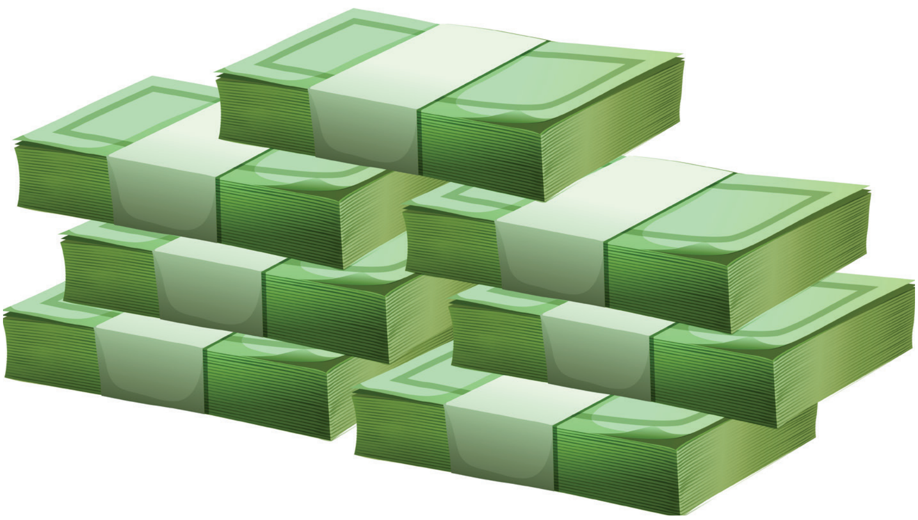
UK insurer Aviva has agreed to sell a majority shareholding in Aviva Singapore to a consortium led by Singapore Life (Singlife). The new business will be initially branded as Aviva Singlife.

The Singlife-led consortium includes TPG which will become the largest shareholder in the new group upon completion with a stake of 35%.

Valuing the combined entity at S$3.2bn ($2.3bn), the deal marks one of the largest in the insurance sector in Southeast Asia and the largest in Singapore. On completion, Aviva will receive S$2.7bn in consideration.

The transaction is subject to regulatory approval and is expected to be completed by January 2021. ■

Asia Insurance Review | Oct 2020



SOUTH KOREA

• Korean non-life insurers see 15.5% growth in net income in first half of 2020

The Korean insurance industry reported KRW3,788.3bn in net income for the first half of 2020, growing 6.45% from the same period of 2019, according to Korean Re.

Non-life insurers' net income increased by 15.5% to KRW1,715.6bn, driven by a reduction in underwriting losses of KRW158.8bn from the previous year.

Life insurers' net income declined by 2.6% to KRW2072.7bn, largely due to underwriting losses increasing by KRW832.5bn year on year, said Korean Re, quoting figures from the Financial Supervisory Service.

For non-life insurers, it said that better underwriting results are mostly attributable to a significantly improved loss ratio in motor insurance. It noted that fewer vehicles on the road as a result of restricted mobility due to Covid-19 has led to less-frequent accidents. General P&C saw a large decline because of increased large-loss events such as the Lotte Chemical factory explosion in March 2020.

Total premium income of insurers increased by 5.1% to KRW101,975.4bn. Non-life insurers reported KRW47,813.5bn in premium income for the first half of the year, a year-on-year growth of 6.5%. Life insurers saw premium income rise by 3.7% to KRW54,161.9bn.

According to Korean Re, non-life insurance companies have benefited from the Covid-19 restrictions and investment gains. But it added that non-life companies are faced with an imminent deterioration of loss ratios in motor and general P&C due to a series of typhoons and torrential rains in July and August.

"Across the industry, companies have managed their balance sheets relying on the incomes from invested assets. However, this is not a long-term viable option for both insurance providers. Both life and non-life industries have to find effective solutions to effectively manage risks and sustain profitability amid an ever-challenging environment," said the reinsurer.

It noted that during the summer, the Korean financial supervisory authorities had unveiled a plan to improve regulatory frameworks for reinsurance business in Korea. It said the plan included a separation of reinsurance from general insurance and the establishment of reinsurance as a standalone industry. ■

Source: Commercial Risk Online – 21 Oct 2020

THAILAND

• Next 5-year insurance development plan to start in 2021

The Office of Insurance Commission (OIC) has said that its fourth insurance development plan is to be implemented from 2021 to 2025.

The five-year plan incorporates changes adopted during the COVID-19 pandemic, that include encouraging insurance businesses to adjust their business models to be more stable in the new environment, building a culture of risk management in the public and the private sectors with new tailor-made products, and promoting the role of insurance in establishing a sustainable economy and society.

The plan also aims to develop insurance infrastructure to support businesses through legal reform and development, as well as promote OIC initiatives like the Insurance Bureau System, OIC Gateway and Centre of InsurTech Thailand.

The Insurance Bureau System forms the hub of insurance information for insurance business supervision. The OIC Gateway is an IT system that enhances the services of the insurance industry and acts as a channel for linking information across the industry, such as claim information and claimants' policy data. The Centre of InsurTech Thailand generates insurance innovations and drives InsurTech,

OIC secretary-general Suthiphon Thaveechaiyagarn said that the regulator has revised several laws and rules through the government's regulatory policy aimed at repealing redundant regulations.

The OIC's insurance fraud guidelines will be completed this year, and a health insurance law is under consideration to promote private health insurance.

Industry outlook

Meanwhile, the OIC has forecast that the Thai insurance sector will shrink by 2.9-4.9% this year comprising a 3-5% contraction in life insurance and a less than 2% contraction in non-life. Health insurance premiums, however, are expected to grow by 8% this year.

The forecast is based on the assumption that GDP will contract 7.8% and the interest rate will remain at 0.5%, according to a report by The Bangkok Post.

In the first half of the year, the industry reported total direct premium of THB407bn ($13.1bn), down by 1.7%, with the dip caused by a 3.2% drop in life insurance business and a 1.9% growth in non-life insurance led by gains in health insurance. ■

Source: Asia Insurance Review - 14 Oct 2020

• *Thailand's Siam City Insurance now known as FWD General Insurance*

Siam City Insurance (SCI) has changed its name to FWD General Insurance and has rebranded accordingly, following its acquisition by Hong Kong-headquartered FWD in December 2019.

SCI began business in 1948 as Menam Warehouse Insurance Company, before being acquired by Siam City Bank in 1994 and changing its name.

In a statement, FWD said that, moving forward, all of SCI's policies will be underwritten and delivered by FWD General Insurance, with a strong focus on digital technology to meet the changing needs of the Thai market.

FWD General Insurance is now part of the digital general insurance offering of bolttech, an international insurtech business under the Pacific Century Group alongside FWD Insurance.

"We're thrilled to build out our general insurance business with this rebrand and look forward to creating a new and exciting insurance experience to help more people in Thailand protect the things they value," said Bob Wouters (pictured), CEO of FWD General Insurance, Thailand.

According to FWD, all existing customers of SCI will not be affected by the rebrand and will continue to receive the protection, benefits and customer service stated in the terms of their policies. ■

Insurance Business Mag - 17 Oct 2020

FlashBack

FWD Group has completed its acquisition of Siam City Insurance (SCI), a Thailand-based general insurance company that was founded in 1948.

The acquisition, which was finalised in late December 2019, is part of the FWD plan to grow its general insurance footprint in Thailand and in the region. According to a statement by FWD, it wants to create a new customer experience, with easy-to-understand products and supported by digital technology.

The move comes a few months after FWD's acquisition of the life insurance arm of Siam Commercial Bank (SCB) in September 2019. ■

Insurance Business Mag
4 Jan 2020

TURKEY

• *Regulator announces minimum capital requirements for various branches of business*

The Insurance and Private Pensions Regulation and Supervision Agency (SEDDK) has announced the minimum capital required of an insurer for different lines of business.

The basic paidup capital of insurance companies and reinsurance companies cannot be less than TRY25m ($3.15m), said the SEDDK in a circular dated 9 October 2020.

In addition to this basic capital of TRY25m, insurers will have to pay in a minimum amount of capital separately for each branch of business for which they have to apply for a licence.

According to the circular, the capital requirement of a company that wants to provide services in all the 18 listed branches of non-life insurance, eg. aviation, accident, credit, etc, must be a minimum of TRY120m.

In the life branch, the total capital requirement of an insurer applying to provide services in all four branches of business cannot be less than TRY147m, comprising:

- Life TRY115m
- Accident TRY 3m
- Health TRY 3m
- Savings TRY 1m
- Basic TRY 25m
- Total TRY 147m

For reinsurance, the total minimum capital required is TRY85m.

SEDDK organization

Separately, on 18 October, the Turkish President Recep Tayyip Erdogan announced that the SEDDK has been established.

This followed the publication of a regulation related to the organisation of the SEDDK in the Official Gazette on 16 October. The regulation sets out SEDDK departments and organisational structure, duties, powers and responsibilities of the departments and service units.

Thus, the previous regulator, the Insurance Supervisory Board, which was under the Ministry of Treasury and Finance, has been disbanded.■

Source: Middle East Insurance Review | 19 Oct 2020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TANZANIA

INSURANCE MARKET OVERVIEW

By Hussein Elsayed
Misr Insurance Company

Official Name: The United Republic of Tanzania **Surface Area:** 947,300 km²

Location: The country is bounded by Uganda, Lake Victoria and Kenya to the north, the Indian Ocean to the east,
Mozambique to the south, Lake Malawi, Malawi and Zambia to the south-west and by Lake Tanganyika and the Democratic Republic of Congo, Burundi and Rwanda to the west.

Capital: Dodoma **Population:** 58 mn (2020) **Currency:** Tanzania Shilling (TZS)

Religion: Approximately 35% of the population follows Islam, which is also the dominant religion in Zanzibar (99%). Other religions include Christianity (30%), mostly Roman Catholic, although there are also communities of Anglicans and Lutherans. Some 35% of the population follow traditional beliefs.

Official Language: Swahili - English

(I) ECONOMIC DATA

	2015	2016	2017	2018	2019
Population (million)	50.0	51.5	53.1	54.7	56.3
GDP per capita (USD)	925	962	1,000	1,039	-
GDP (USD bn)	46.3	49.6	53.1	56.8	-
Economic Growth (GDP, annual variation in %)	6.2	6.9	6.8	7.0	-
Consumption (annual variation in %)	6.3	1.1	4.8	6.3	-
Investment (annual variation in %)	7.1	16.0	15.8	15.5	-
Unemployment Rate					
Fiscal Balance (% of GDP)	-3.2	-2.1	-1.2	-1.9	-
Public Debt (% of GDP)	37.1	37.0	37.7	38.6	-
Money (annual variation in %)	13.4	5.3	10.4	3.8	11.8
Inflation Rate (CPI, annual variation in %, eop)	6.8	5.0	4.0	3.3	3.8
Inflation Rate (CPI, annual variation in %)	5.6	5.2	5.3	3.5	3.4
Policy Interest Rate (%)	16.00	16.00	9.00	7.00	7.00
Exchange Rate (vs USD)	2,160	2,181	2,240	2,300	2,298
Exchange Rate (vs USD, aop)	2,040	2,186	2,237	2,277	2,307
Current Account (% of GDP)	-9.7	-5.5	-3.4	-3.9	-
Current Account Balance (USD bn)	-4.5	-2.7	-1.8	-2.2	-1.6
Trade Balance (USD billion)	-5.0	-3.6	-3.0	-3.6	-3.4
Exports (USD billion)	4.8	4.9	4.5	4.4	5.6
Imports (USD billion)	9.8	8.5	7.6	8.1	9.0
Exports (annual variation in %)	-7.1	1.0	-7.4	-1.5	25.4
Imports (annual variation in %)	-9.8	-14.0	-10.8	6.8	11.8
International Reserves (USD)	4.1	4.3	5.9	5.0	5.6
External Debt (% of GDP)	33.0	32.7	34.7	32.7	-

Sovereign Credit Ratings

	Rating (Outlook)	Rating Date
Moody's	B1 (Negative)	23/08/2019
Standard & Poor's	Not Rated	N/A
Fitch Ratings	Not Rated	N/A

Sources: Moody's, Standard & Poor's, Fitch Ratings

Competitiveness and Efficiency Indicators

	World Ranking		
	2018	2019	2020
Ease of Doing Business Index	137/190	144/190	141/190
Ease of Paying Taxes Index	154/190	167/190	165/190
Logistics Performance Index	N/A	N/A	N/A
Corruption Perception Index	99/180	96/180	N/A
IMD World Competitiveness	N/A	N/A	N/A

Sources: World Bank, IMD, Transparency International, Fitch Solutions

Country Risk

Tanzania vs Global and Regional Operational Risk Averages

	Operational Risk	Labour Market Risk	Trade and Investment Risk	Logistics Risk	Crime and Security Risk
Tanzania Score	**35.3**	**42.3**	**37.2**	**30.2**	**31.5**
East Africa average	31.9	40.4	32.9	31.1	23.4
East Africa position (out of 11)	4	5	5	6	3
SSA average	34.6	38.8	34.6	32.8	32.1
SSA position (out of 48)	21	12	17	26	24
Global average	49.5	50.2	49.5	49.3	49.2
Global position (out of 201)	160	149	143	163	165

100 = Lowest risk; 0 = Highest ris Source: Fitch Solutions Operational Risk Index

Country/Region	Operational Risk Index	Labour Market Risk Index	Trade and Investment Risk Index	Logistics Risk Index	Crime and Security Risk Index
Rwanda	48.9	49.5	52.8	44.3	49.2
Kenya	43.9	45.6	46.1	49.5	34.4
Uganda	36.8	46.9	39.2	31.1	29.9
Tanzania	**35.3**	**42.3**	**37.2**	**30.2**	**31.5**
Ethiopia	33.0	41.4	30.3	39.1	21.0
Djibouti	32.6	32.1	39.2	32.1	27.1
Sudan	28.9	44.3	29.3	28.7	13.2
Burundi	28.2	39.3	27.0	24.1	22.5
Eritrea	23.7	36.5	14.2	24.0	20.1
Somalia	20.8	33.8	23.0	22.6	3.9
South Sudan	19.3	33.0	23.5	16.0	4.8
Regional Averages	31.9	40.4	32.9	31.1	23.4
Emerging Markets Averages	46.8	48.6	47.0	45.8	45.9
Global Markets Averages	49.5	50.2	49.5	49.3	49.2

100 = Lowest risk, 0 = Highest risk
Source: Fitch Solutions Operational Risk Index Date last reviewed: August 20, 2020

Natural Hazards

Earthquake: There are two areas of high risk and others of medium to slight risk. The two areas of high risk are two branches of the Great Rift Valley. The western branch extends through Rwanda and Burundi down to Lakes Tanganyika and Malawi, the eastern branch runs past Lakes Natron and Manyara before joining the western rift near Lake Malawi. The most important city, Dar es Salaam, is in the low-risk area.

Windstorm: The most exposed area is the southern part of the country but high winds can also occur on the stretch of coast from Tanga to Dar es Salaam and in the western area between Lake Victoria and Shinyanga. These winds rarely reach storm force and are most likely to occur in the March to May monsoon period.

Flood: Flooding is becoming increasingly common in some areas of Tanzania. Flash floods occur regularly in parts of Dar es Salaam when there is heavy rain, due mainly to poor drainage.

Other parts of the country also suffer from occasional flooding.

Lake Babati in north-eastern Tanzania has flooded a number of times over the past 30 years.

(II) INSURANCE MARKET

The structure and characteristics of Tanzania's modern insurance sector owe a lot to its history. Like many markets in Africa, for much of the 20th century the Tanzanian insurance landscape was dominated by foreign firms providing coverage to a small pool of clients through branches and agencies.

This scenario was radically altered in 1967 when the government effectively decreed that local policies could only be provided by the state-owned National Insurance Corporation (NIC). Similarly, in 1969 Zanzibar made a decree restricting underwriting business to the state-owned Zanzibar Insurance Corporation. While the nationalization of the insurance sector brought the underwriting of the nation's biggest economic assets under domestic control, it was to have deleterious effects over time.

During this period of monopoly the market was slow to develop in terms of products and services, quickly falling behind the more diversified and competitive insurance industries of market-driven counterparts elsewhere in the world.

As a result, in 1996 the Ministry of Finance and Economic Affairs, now called the Ministry of Finance and Planning (MoFP) announced that it would reauthorize the participation of private insurers. While this was an important step, the industry's expansion was still hampered by the lack of an independent regulator. The Tanzania Insurance Regulatory Act of 2009 established the Tanzania Insurance Regulatory Authority (TIRA) and introduced a framework outlining the duties of insurers, brokers, agents and loss adjusters.

The opening of the market and the establishment of a dedicated regulator have resulted in a greatly altered arena. In 2017 the market comprised 31 licensed insurers – including one reinsurer – working with 136 brokers and 575 agents to distribute policies to an increasing number of businesses and individuals.

Insurance Law

- The Insurance Act 2009, which applies to both mainland Tanzania and Zanzibar, was made effective in July 2009.

Supervisory Authority

- The supervision of the insurance industry lies **Tanzania Insurance Regulatory Authority (TIRA)** http://www.tira.go.tz/
  - *The Insurance Act 2009, which applies to both mainland Tanzania and Zanzibar, was made effective in July 2009. One of the more important issues dealt with by the act was the establishment of the Tanzania Insurance Regulatory Authority (TIRA), an independent regulatory authority funded by levies on the insurance industry and overseen by the National Insurance Board and subject to the general supervision of the minister of finance. TIRA was launched in October 2009. TIRA replaced the Insurance Supervisory Department (ISD), a department of the Ministry of Finance.*
  - *TIRA is responsible for all aspects of insurance supervision including registration, returns, solvency, inspection and the like. TIRA produces a report on the insurance industry on an annual basis.*
  - *The commissioner of insurance is supported in his or her role by the National Insurance Board. The board provides the commissioner with advice and assistance on the regulation and supervision of insurance.*

Types of Insurance Organization

- In terms of the insurance act insurers and reinsurers are required to be corporate bodies registered in terms of the Companies Ordinance (Cap 212). Most insurers operating in the Tanzanian market are privately owned limited companies.
- Many have a foreign shareholding, which varies between two-thirds of the ownership and those with small minority foreign shareholdings. Foreign ownership of insurance companies is currently limited to two-thirds.
- There are restrictions in respect of cross-ownership between insurance brokers and insurance companies.
- Any person or organisation controlling more than 10% of the shareholding of a broker may not own more than 5% of an insurance company's shares. The restriction also applies to insurance company shareholders wishing to invest in an insurance broker.
- In terms of Section 24 (2) (b) of the Banking and Financial Institutions Act 2006 banks may be involved in the underwriting of insurance business although it must be through a separately incorporated subsidiary of the bank.

Types of Licence

- Under the Insurance Act 2009, there is a requirement that life and non-life insurance is dealt with by separate companies; a transitional period of three years applied to existing composite insurance companies. An extension to the transitional period was, in certain instances, granted by TIRA. When this report was in preparation, National Insurance Corporation (NIC) was the only remaining composite company. The company was in the process of undertaking a project to separate the life and non-life divisions of the business.
- In terms of the insurance act personal accident business is included in the definition of non-life business.
- Although not specifically mentioned in the insurance act health insurers are allocated a non-life licence that specifies health and accident insurance.
- Reinsurance companies require a separate licence. A separate licence is not required for insurers writing inwards reinsurance.

Capital Requirements

Minimum capital in local currency:

Reinsurer:

TZS 7.56 billion;

Insurer:

- (Non-Life /Non-Marine) = TZS 1.87 billion;
- Life: TZS 1.87 billion;
- Non-Life: TZS 1.87 billion;
- Both Life & Non-life: TZS 2.62 billion.

Compulsory Insurances

The main obligatory classes of insurance include:

- Liability insurance for aircraft operating in Tanzanian airspace (believed to be required).
- Motor third party bodily injury.
- Workers' compensation.
- Shipowners' liability for Tanzanian vessels.
- Liability for loss or damage to cargo.
- Third party liability for foreign-owned ships.
- Shipowners' liability for marine oil pollution (a financial guarantee or insurance).
- Professional indemnity insurance for insurance brokers and insurance agents.
- Fidelity guarantee policy for insurance brokers.
- Clinical trials liability, including PI for investigators and liability insurance for clinical trials host institutions.
- Professional indemnity insurance for loss adjusters, loss surveyors, loss assessors, claims-settling agents, actuaries, risk managers and insurance private investigators.

Foreign Ownership

- Licensing of foreign companies: Yes
- Maximum foreign ownership: 66.6%.

Solvency Margins

- In terms of the Insurance Act 2009, which applies to both mainland Tanzania and Zanzibar, the current solvency margin applicable to non-life insurers requires that the admitted assets of the general insurer exceed the liabilities by the greater of 20% of net premium written or a minimum amount of TZS 850mn (USD 531,250) for the year ending 31 December 2013. Each subsequent year thereafter the minimum amount of the prior year applies multiplied by 1.1, or the consumer price index current year divided by the consumer price index prior year, whichever is lower.
- The current solvency margin applicable to reinsurance companies requires that the admitted assets of the reinsurer exceed the liabilities by the greater of 33% of its non-life net premium written plus 10% of its life business liabilities, or a minimum amount of TZS 5bn (USD 3.55mn) for the year ending 31 December 2010. Each subsequent year thereafter the minimum amount of the prior year applies multiplied by 1.1 or the consumer price index for the current year divided by the consumer price index for the prior year, whichever is lower.

Intermediaries

- Intermediaries (ie brokers or agents) have to be authorized to do insurance business.
- In terms of Section 134 of the Insurance Act, No 10, 2009 the use of a local broker is mandatory in respect of non-admitted placements.
- TIRA Circular Letter No 029/2015 lists the maximum commission rates payable by insurers.
- Intermediaries involved in non-admitted placements have to be registered with TIRA.

- Under the circular, the commission rates in respect of Tan-Re mandatory policy cessions are 2.5% over the maximum payable commissions on direct insurance business by insurers.

Reinsurance

It is compulsory for the Tanzanian insurance market to cede both policy and treaty cessions to Tan Re, the national reinsurance company. A policy cession of 10% and a treaty cession of 20%, for both the non-life and life classes applies until 2025.

Local insurers are also obliged to make reinsurance cessions to Africa Re and PTA Re (ZEP Re).

In December 2017, TIRA issued Circular Letter No 055/2017 with the aim to reduce the volume of reinsurance business that is placed overseas. The main provisions of the new regulation, which came into force on 1 January 2018, are listed below.

- Insurers must obtain the approval of TIRA for all their reinsurance arrangements and therefore must submit their reinsurance treaties for approval by 30 September every year.
- Insurers must use a varied portfolio of reinsurers and these must have a minimum rating of B+ or equivalent from a reputable rating agency.
- Overseas reinsurers and reinsurance brokers wishing to do business with Tanzanian insurers must be accredited by TIRA and pay the annual accreditation levy (USD 5,000 for brokers and USD 10,000 for reinsurers).
- 100% fronting of risks is prohibited except in special circumstances, in which case this must be done via a local reinsurer.
- An insurer must have a minimum retention of 5% of its shareholders' fund for every risk it reinsures overseas.
- An insurer must approach local market players, and demonstrate to TIRA that it has done so using the necessary forms, before seeking to reinsure a risk overseas.

On 31 December 2018, TIRA issued a revised version of the circular which largely retains the provisions of the previous version. Included in the revisions is a new requirement for local insurers to submit quarterly treaty reinsurance statements to TIRA. Also, local insurers that are invited to participate on risks must respond to the invitation within two working days (from five working days) or face sanctions as specified in the Insurance Act.

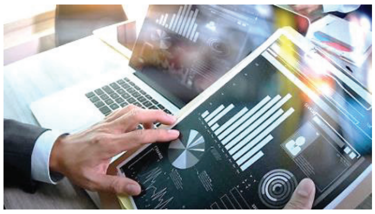
The Finance Act, 2017 amended Section 69 of the Insurance Act No 10, 2009 clarifying that withholding income tax also applies to reinsurance premiums paid to a non-resident person/company.

Reinsurance companies require a separate licence. A separate licence is not required for insurers writing inwards reinsurance. There is some discussion within the East African Community that insurance sector companies will, in the near future, only require a single regional licence in order to operate within EAC markets.

Fronting

- Fronting commissions are usually in the region of 5%. TIRA has pegged fronting fees at 7.5% for any business fronted out of Tanzania.
- Most non-life insurers are comfortable with offering fronting facilities.

Insurance Market
Performance and Statistics



Number of licensed companies operating in the country:

Insurers: **30**

Reinsurers: **1**

Insurance/Reinsurance Brokers: **136**

Other support services: **627**

Turnover per company (2017-2018)

Figures in thousands

Company	2018 turnover		2017 turnover		2017-2018	2018
	In TZS	In USD	In TZS	In USD	evolution [1]	market share
Jubilee	90681000	38992.83	80870000	35582.80	12.10%	13.10%
Alliance	63032000	27103.76	57185000	25161.40	10.20%	9.10%
NIC	45124000	19403.32	43513000	19145.72	3.70%	6.50%
AAR	43522000	18714.46	46149000	20305.56	-5.70%	6.30%
Heritage	43041000	18507.63	35780000	15743.20	20.30%	6.20%
Strategis	42554000	18298.22	38992000	17156.48	9.10%	6.20%
Phoenix	25739000	11067.77	21508000	9463.52	19.70%	3.70%
Britam	24105000	10365.15	22548000	9921.12	6.90%	3.50%
UAP	21741000	9348.63	27930000	12289.20	-22.20%	3.10%
ZIC	21188000	9110.84	19778000	8702.32	7.10%	3.10%
Reliance	19914000	8563.02	18920000	8324.80	5.30%	2.90%
Mayfair	19434000	8356.62	14303000	6293.32	35.90%	2.80%
Sanlam General	17910000	7701.30	20213000	8893.72	-11.40%	2.60%
Bumaco	14025000	6030.75	11359000	4997.96	23.50%	2.00%
Resolution	13411000	5766.73	13079000	5754.76	2.50%	1.90%
Metropolitan	13263000	5703.09	7817000	3439.48	69.70%	1.90%
Tanzindia	12651000	5439.93	14307000	6295.08	-11.60%	1.80%
Maxinsure	10605000	4560.15	12089000	5319.16	-12.30%	1.50%
IGT	10280000	4420.40	12439000	5473.16	-17.40%	1.50%
MO	7978000	3430.54	5962000	2623.28	33.80%	1.20%
ICEA Lion	7408000	3185.44	7521000	3309.24	-1.50%	1.10%
Mgen	5863000	2521.09	9063000	3987.72	-35.30%	0.90%
GA	5296000	2277.28	6036000	2655.84	-12.30%	0.80%
First	5080000	2184.40	4356000	1916.64	16.60%	0.70%
Milembe	2277000	979.11	2388000	1050.72	-4.60%	0.30%
Star General	1509000	648.87	2193000	964.92	-31.20%	0.20%
Total non life	**587631000**	**252681.33**	**556298000**	**244771.12**	**5.60%**	**84.90%**
Sanlam Life	70802000	30444.86	48413000	21301.72	46.20%	10.20%
Alliance Life	12176000	5235.68	9715000	4274.60	25.30%	1.80%
NIC	11276000	4848.68	15505000	6822.20	-27.30%	1.60%
Jubilee Life	7434000	3196.62	6194000	2725.36	20.00%	1.10%
Metropolitan Life	2584000	1111.12	1016000	447.04	154.30%	0.40%
Total life	**104272000**	**44836.96**	**80843000**	**35570.92**	**29.00%**	**15.10%**
Grand total	**691903000**	**297518.29**	**637141000**	**280342.04**	**8.60%**	**100%**

[1] Growth rate in local currency

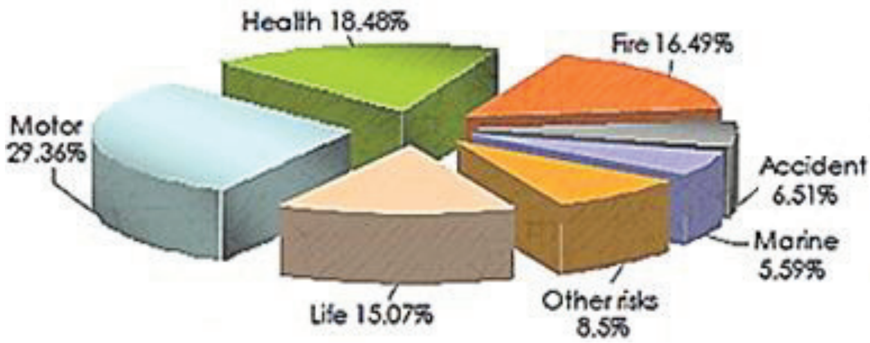
Turnover 2018 per class of business and per non life insurance company

Figures in thousands of USD

Company	Motor	Health	Fire	Accident	Marine [1]	Other risks [2]	Total non life
Jubilee	10182.83	13196.27	8800.38	4105.21	1736.77	971.37	38992.83
Alliance	12832.92	716.81	4175.30	155.66	2282.01	6941.06	27103.76
NIC	7023.19	-	3994.70	886.66	3964.60	3534.17	19403.32
AAR	-	18700.70	-	-	-	13.76	18714.46
Heritage	2703.41	716.81	8590.54	3716.49	1102.52	1677.86	18507.63
Strategis	180.17	17610.65	350.45	43.86	6.02	107.07	18298.22
Phoenix	4288.39	-	3552.23	976.10	2033.47	217.58	11067.77
Britam	4778.59	43.43	2493.57	1825.35	341.85	882.36	10365.15
UAP	5201.28	-	1673.56	120.40	263.59	2089.80	9348.63
ZIC	7993.27	-	453.65	129.43	534.49	-	9110.84
Reliance	3299.39	-	2532.70	88.58	778.30	1864.05	8563.02
Mayfair	3628.34	-	2436.81	114.38	693.59	1483.50	8356.62
Sanlam General	2673.74	-	1673.56	3166.95	25.80	161.25	7701.30
Bumaco	5670.84	-	152.22	2.58	-	205.11	6030.75
Resolution	1782.35	3515.68	207.26	54.18	27.09	180.17	5766.73
Metropolitan	2002.94	-	870.75	1532.52	408.93	887.95	5703.09
Tanzindia	1434.05	-	1968.97	86.00	802.81	1148.10	5439.93
Maxinsure	2065.72	285.09	831.62	319.06	584.37	474.29	4560.15
IGT	3873.87	-	323.36	127.71	-5.16	100.62	4420.40
MO	725.84	-	1280.54	859.57	351.31	213.28	3430.54
ICEA Lion	1035.87	-	595.55	512.13	248.54	793.35	3185.44
Mgen	1622.82	-	678.54	101.48	53.32	64.93	2521.09
GA	504.39	190.06	668.22	338.84	203.39	372.38	2277.28
First	703.48	-	553.41	82.56	207.69	637.26	2184.40
Milembe	724.12	-	117.82	12.47	-	124.70	979.11
Star General	423.12	-	85.40	-	-	140.61	648.87
Total non life	**87354.93**	**54975.50**	**49060.85**	**19358.17**	**16645.30**	**25286.58**	**252681.33**
2018 Share %	**29.36%**	**18.48%**	**16.49%**	**6.51%**	**5.59%**	**8.50%**	**84.90%**

(1) Including maritime transport and aviation

(2) Including engineering, energy and miscellaneous accident



Turnover 2018 per class of business and per Life Insurance Company

Figures in thousands of USD

Company	Individual life insurance	Group life insurance	Others	Total life
Sanlam Life	3 659.73	26 696.12	89.01	30 444.86
Alliance Life	171.57	5 064.11	-	5 235.68
NIC	3 709.18	1 074.57	64.93	4 848.68
Jubilee Life	715.52	2 481.10	-	3 196.62
Metropolitan Life	707.35	403.77	-	1 111.12
Total life	**8 963.35**	**35 719.67**	**153.94**	**44 836.96**
2018 Share %				**15.10%**

Combined ratio 2018 per class of business

	Net loss ratio	Net management expenses ratio	Net combined ratio
Motor	45.99%	50.33%	96.32%
Health	85.45%	34.90%	120.35%
Fire	19.86%	89.47%	109.33%
Accident	37.11%	72.13%	109.24%
Marine (1)	41.82%	94.59%	136.41%
Other risks (2)	28.34%	73.86%	102.20%
Total non life	52.43%	52.89%	105.32%

(1) Including maritime transport and aviation (2) Including engineering, energy and miscellaneous accident

Financial soundness indicators of the insurance sector (general and life)

Indicator	Statutory Requirement	Dec-2018		Dec-2019	
		General	Life	General	Life
1. Capital Ratios					
Solvency Ratio	General ≥ 25; Life ≥ 8	48.80%	28.10%	51.30%	24.40%
Change in Capital and Reserves				15.80%	-0.50%
2. Asset Quality Ratios					
Rate of Return on Investment		6.8%	4.6%	6.7%	3.6%
Investment Mix:					
Investment in government securities		22.4%	21.2%	23.0%	21.4%
Investment in bank deposits	Min 30	47.1%	30.6%	53.4%	23.1%
Investment in real estate		6.5%	24.1%	6.2%	27.1%
3. Reinsurance Ratios					
Retention Ratio	General 30<RR<70; Life 50<RR<90	54.1%	85.1%	52.6%	85.5%
4. Actuarial Liabilities (General)					
Actuarial Provisions to Capital Ratio	Max 250	54.8%		45.7%	
5. Earnings Ratios (General)					
Return on Equity		1.30%		20.3%	
6. Liquidity Ratios					
Liquidity Ratio	General ≥ 95; Life ≥ 50	97.3%	58.3%	105.0%	59.1%
Total Receivables as % of Capital & Reserves	Max 100	61.7%	48.6%	64.9%	48.9%
7. Loss Ratio		52.5%		43.8%	-
8. Expense Ratio		56.1%		48.6%	

Source: TANZANIA FINANCIAL STABILITY REPORT – by Directorate of Financial Sector Supervision - Bank of Tanzania, December 2019

Tanzania Reinsurance Company (TAN-RE):
2018 & 2019 summary of performance

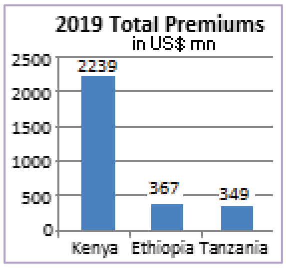
	2018		2019	
	in TZS '000	In US$	in TZS '000	In US$
Gross Premium	111,521,892	51,870,647	141,394,263	65,764,773
Retrocession	43,331,685	20,154,272	51,867,002	24,124,187
Earned Premium	67,252,020	31,280,009	87,015,993	40,472,555
Claims Incurred	41,820,181	19,451,247	51,175,315	23,802,472
Commission	8,051,742	3,744,996	15,823,575	7,359,802
Management Expenses	11,304,532	5,257,922	11,674,637	5,430,064
Underwriting Profit	7,116,634	3,310,062	9,296,385	4,323,900
Profit before Tax	6,667,919	3,101,358	8,856,554	4,119,327

1 USD = TZS 2,150

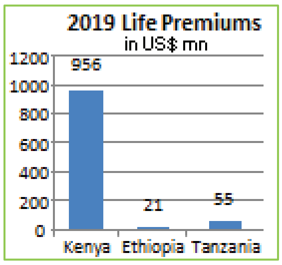
Source: TAN-RE | https://www.tan-re.co.tz/financial-information/summary-of-results

Tanzanian Insurance at Regional and Global Level

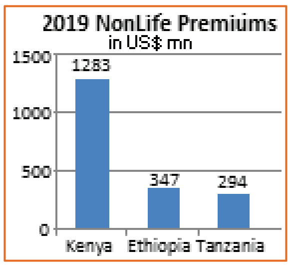
Total Premiums	2018	2019
Real Premium Growth (%) inflation-adjusted	4.9%	11.7%
Penetration (% of GDP)	0.6%	0.6%
Density (per capita in US$)	5	6
Share of Africa Total Premiums (%)	0.441%	0.512%
Share of World Total Premiums (%)	0.005%	0.006%



Life Premiums	2018	2019
Real Premium Growth (%) inflation-adjusted	0%	16.9%
Life Penetration (% of GDP)	0.1%	0.1%
Life Density (per capita in US$)	1	1
Share of Africa Life Premiums (%)	0.098%	0.119%
Share of World Life Premiums (%)	0.002%	0.002%



Non-Life Premiums *	2018	2019
Real Premium Growth (%) inflation-adjusted	2.1%	10.8%
Non-Life Penetration (% of GDP)	0.5%	0.5%
Non-Life Density (per capita in US$)	5	5
Share of Africa Non-Life Premiums (%)	1.169%	0.636%
Share of World Non-Life Premiums (%)	0.008%	0.009%



* *Include PA&H Insurance*

Source: Swissre Sigma Explorer

Tanzanian Insurance Market total premium Penetration and density basis expressed in US$ for the year 2019;
Comparisons are made with Ethiopia and Kenya.

	Tanzania	Ethiopia	Kenya
2019 Penetration	0.6%	0.4%	2.3%
2019 Density	6	3	43

Fitch Solutions Key View

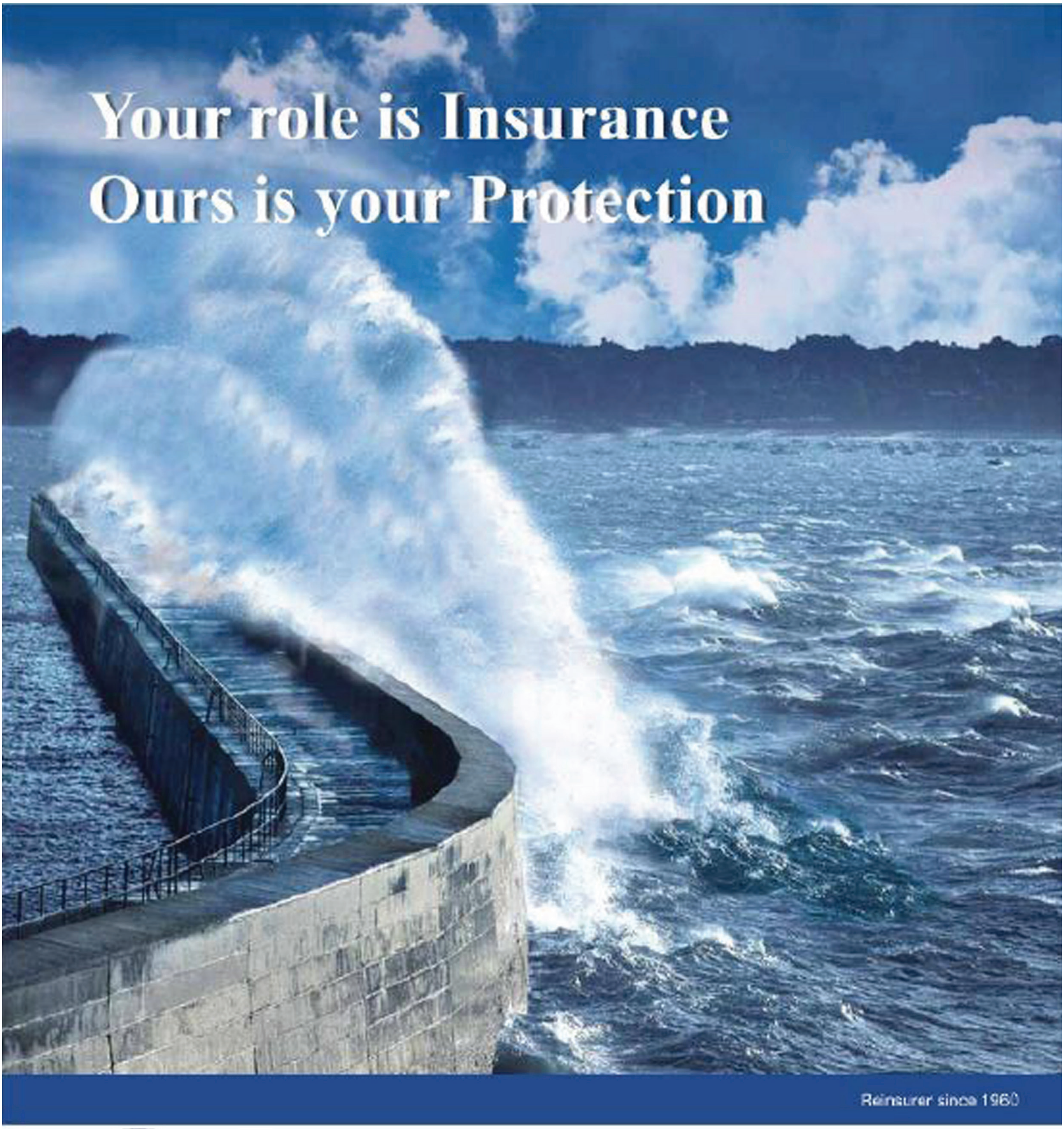
Business Monitor Online - March 30, 2020

Both life and non-life sectors are small, with combined premiums of USD282mn forecast for 2019, almost 90% of which will be written in non-life. Growth will be rapid, particularly in the life sector, albeit from a low base.

We predict that life premiums will rise by 8.4% in nominal local currency terms to TZS122.8bn (USD52,2mn) in 2020, while growth to 2024 should average 8.7% per annum in this category. In 2024, life premiums should amount to TZS171.1bn (USD65.8mn), The larger non-life market is set to see gross premiums expand by 6.5% in 2020, reaching TZS663bn (USD282.1mn). Over the period ending 2024, we predict average growth of 7.7% per annum in local currency terms with premiums amounting to TZS892.7bn (USD343.2mn). Micro-insurance products are a key driver of strong market momentum, which will pick up renewed pace amid a strengthening of real GDP growth from 2020. In March 2020, the Tanzania Insurance Regulatory Authority (TIRA) in conjusction with other stakeholders announced the establishment of the Financial Services Registry (FSR). The registry is meant to map out financial services access points as well as highlight areas with no access to financial services.

SWOT Analysis

Strengths	Premiums are rising rapidly in both US dollar and shilling terms. The array of non-life insurers drives product innovation and price competitiveness across the sector. Despite its small scale, the non-life sector displays moderate diversification in product lines, beyond basic motor and property cover. Sector growth, while from a very low base, should continue at high levels in percentage terms.
Weaknesses	Even by regional standards, the life sector is small. Life insurance is dominated by African Life (part of the Sanlam Group), and state-owned National Insurance Corporation. There is a lack of options for low-income rural workers and communities. A lack of understanding and product knowledge pertaining to life insurance persists. A small middle class means that disposable income for discretionary insurance spending is low.
Opportunities	Property insurance is set for particularly rapid growth. New competitors in the life segment, such as Metropolitan, could invigorate the sector and drive product innovation. Micro-insurance products in health and life cover offer opportunities for insurers to reach a far larger customer base. Consolidation at the top of the non-life sector could reap huge benefits for insurers. Government is seeking to make health insurance mandatory. Economic growth should rise over the coming years. Significant government investment in transport infrastructure should support property and transport insurance premiums.
Threats	The levels of competition in non-life business may hinder the scope for profitability in some lines. Poor access to healthcare and low life expectancy continue to constrain demand for most life products. The government is showing worrying signs of protectionism, which could hinder regional market integration.


Your role is Insurance
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CLIMATE-APT AGRICULTURE CROP INSURANCE: REACHING THE UNHEEDED MARGIN THROUGH INSURANCE

A case study on the success story of Green Delta of reaching the marginal farmers with an agri risk mitigating tool in a form of Crop Insurance and the way ahead towards bringing every farmer under the shade of insurance

This Case Study is the Winner of FAIR 2020 Case Study Competition, presented by:

Farzanah Chowdhury ACII UK
Managing Director and CEO
Green Delta Insurance Company Limited

GREEN DELTA INSURANCE

List of Acronyms

- **GDIC:** Green Delta Insurance Company Limited
- **MoF:** Ministry of Finance
- **FID:** Financial Inclusion Division
- **MoA:** Ministry of Agriculture
- **IDRA:** Insurance Development and Regulatory Authority
- **GDIC:** Green Delta Insurance Company Limited
- **SBC:** Shadharan Bima Corporation
- **MRA:** Micro-Credit Regulatory Authority
- **BBS:** Bangladesh Bureau of Statistics
- **DAE:** Department of Agriculture Extension
- **BWDB:** Bangladesh Water Development Board
- **BHWDB:** Bangladesh Haor and Wetland Development Board
- **BMD:** Bangladesh Meteorological Department
- **SWF:** Sancred Welfare Foundation
- **FGD:** Focused Group Discussion
- **PPP:** Public Private Partnership
- **MFS:** Mobile Financial Services
- **SAR:** Synthetic Aperture Radar
- **AWS:** Automated Weather Station
- **ESDO:** Eco-Social Development Organization
- **GUK:** Gram Unnayan Karma
- **SDG:** Sustainable Development Goal

Abstract

The agriculture sector is one of the most promising sectors and can flourish a lot more if it is taken care of properly. Since around 40% of the entire population is directly and around 70% of the population is indirectly dependent on this sector for earning their bread and butter and the contribution in GDP is 14.10% of this sector the performance of this sector has an overwhelming impact on major macroeconomic objectives, such as employment generation, poverty alleviation, human resources development, food security, etc. Bangladesh is also one of the most vulnerable countries when it comes to climate change (Climate Change Vulnerability Index). As the climate is getting warmer day by day, developing countries like Bangladesh are facing challenges time due to weather changes and seasonal variations. It is assumed that damage in agriculture due to uncertainty in weather changes in the past 40 years was equivalent to 12 billion dollars which constitutes 0.5-1% of our national GDP (yearly) on average. While there lies the immense potential- in agriculture through development and innovation of technology and provision of financial aid to the farmers, weather-related risks remain a vital concern. The uncertainty associated with weather and climate changes is enough to ruin all the efforts our farmers put up. Such disastrous events not only cause distress but also lead to farmers falling into the poverty trap. Green Delta Insurance Company Limited developed and deployed insurance products to address weather-related risks faced by both lenders and farmers in Bangladesh. It will also strengthen the technical and financial capability to administer the insurance products that will eventually help to remove the constraints of credit expansion to farmers with the vision to mitigate the weather-related risk faced by agri-lenders and individual farmers arising from drought, excess rainfall and other natural calamities. This insurance facility can be availed for a certain premium to insure them in case of financial risks and damages incurred to the production of crops and grains due to weather changes. Each client will be facilitated through customized or tailored products as per the weather index and historical weather data. Farmers who are engaged in agriculture with the support of Input Farm and Contact Farming aggregators are the potential customers. Weather Index-Based agriculture can be bundled with Agri input, Crop Clinic, Pesticides, Fertilizer, Seed, Irrigation Process, Agri Machineries, Financial

Institute/ NGO/ MFI/ Bank, or any other agriculture loan. The whole idea of Agriculture Insurance and Weather Index-Based Insurance is quite new to Bangladesh. And incorporating such high-end modern technology in this sort of product to eradicate risks to provide a financial backup to the farmers is also a novel and dynamic idea. Green Delta Insurance Company Limited has given these ideas a practical platform while achieving success through several milestones. But, to move forward while upholding the success rate, there are certain developments in infrastructure need to be done by the participation 0of Government and also the private sector to make it a countrywide practice. Through the spontaneous participation of the government, regulators, development agencies, Non-government organizations, private entities, and agriculture value chain stakeholders, index-based agriculture insurance can be replicated countrywide like the other developed countries. Index-Based Agriculture can be one of the most effective tools to mitigate the risks of the farmers arising from the natural adversities causing financial damages to the farmers while pushing them towards a constant loop of carrying the financial burden on their shoulders. The age-old practices also resulting in a lesser contribution of the Agriculture sector to the national GDP every year. Thus the economic development is getting hindered in every step where agriculture alone could have hoisted our flag with pride along with other developed countries in terms of economic advancement and internal financial strength. If the farmers are treasured and ensured of financial support, then the food security along with many other Sustainable Development Goals (SDGs) which are correlated to sustainable farming and efficient production. Ensuring a financial backup of the farmers can lead us to that future in no time and can strengthen the finance and economics of the country from the very core.

GREEN DELTA INSURANCE

About Green Delta Insurance Company Limited

Green Delta Insurance Company Limited (GDIC) is one of the leading private non-life insurance companies in Bangladesh. GDIC was incorporated in December 14, 1985 as a public limited company, under the Companies' Act 1913 and its operation started on 1st January 1986, with a paid up capital of BDT 30.00 million. Now, Green Delta Insurance Company Ltd. is amassed more than BDT 807 million with a credit rating of AAA and ST1 as the first Insurance Company in Bangladesh. Green Delta has achieved this AAA Credit Rating from Credit Rating Agency of Bangladesh (CRAB) for the 7th consecutive year in 2020. Green Delta is also the 1st Insurance Company in Bangladesh to have equity partnership with International Finance Corporation (IFC) of World Bank Group. Green Delta has 44 branches with a presence in the strategically important parts of the country. Green Delta Capital Ltd., Green Delta Securities Ltd., Professional Advancement Bangladesh Ltd. (PABL) and GD Assist Ltd. are 4 of the direct subsidiaries of Green Delta. Under the supervision of the parent company, these 4 subsidiaries are providing value added services along with our insurance services through an integrated one stop financial platform.

Green Delta's main products are:

- Fire Insurance,
- Marine Insurance,
- Marine Hull Insurance,
- Motor Insurance and
- Miscellaneous Insurances.

Green Delta has expanded its product line in the agriculture sector in the year 2013. Weather Index Based Agriculture Insurance is one of such products which will help the farmers to mitigate financial risks arising from adverse weather events during the whole cultivation process. Under Weather Index Based Agriculture Insurance, Green Delta covers multiple perils like; temperature fluctuation, improper humidity, excess rainfall, unseasonal rainfall, drought, contingent loss of earning etc. Recently, Green Delta has modified its Weather Index Based products and developed a flood index based product while keeping relevant weather indices incorporated in it.

Besides Weather Index Based Agriculture Insurance Green Delta also provides Area Yield Index Based Agriculture Insurance to protect the crop farmers from financial damages arising from yield losses. Green Delta also launched Livestock Insurance in the year 2019, through bundling the insurance product with bank loans. This insurance product is catered to the partners and the end consumers with the help of a number of advanced technologies like; an NFC enabled tag to identify the cattle, a mobile application to ease process of keeping record, tracking, monitoring and initiating claim etc. In near future, this mobile app can be a one-stop solution for the cattle farmers for availing any relevant services regarding cattle farming.

Green Delta has started its journey to protect the farmers from the financial distresses arising from crop loss arising from adverse weather which can contribute in achieving a number of SGD goals through ensuring zero hunger and no poverty. These two direct goals ultimately helps to attain a number of other indirect goals, like good health and wellbeing, sustainable community, climate action and partnerships to achieve goals, that closely correlated to the outcome and effect of zero hunger and no poverty.

1. Introduction

1.1 Background of Agriculture in Bangladesh

Bangladesh has a region of around 14.3 million hectares of which about 59.8% of the land is cultivated. Farming assumes a predominant job in the development and steadiness of the economy of Bangladesh. Multiple quarters of the all-out populace in provincial zones infer their work from the agrarian division. Around 40% of the work power is as yet utilized in Agriculture.

During the ongoing decade, the general Gross Domestic Product (GDP) of Bangladesh has appeared an extensively expanding pattern. Be that as it may, the development in farming GDP somewhat declined, with normal development of about 3.4% from 1997 to

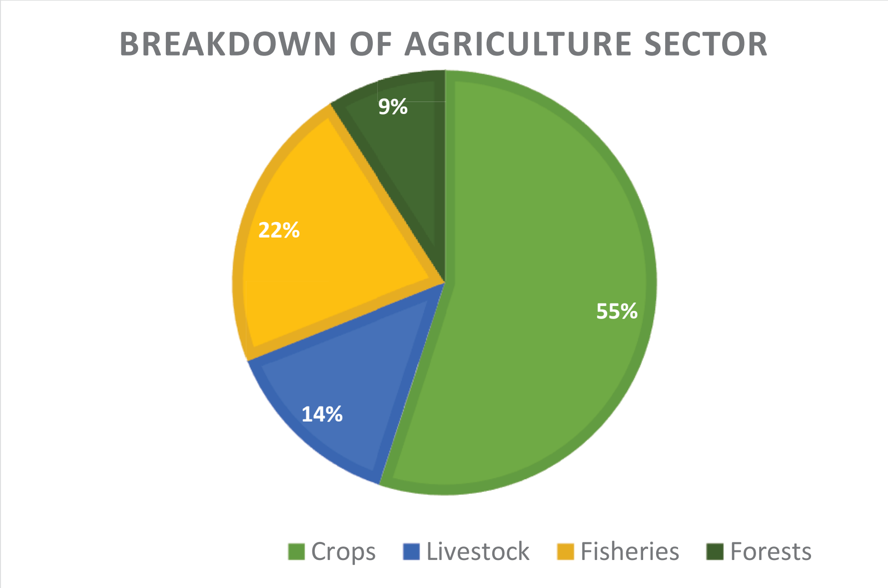
2014. And in 2018-19, the contribution of Agriculture in GDP stood at 14.10%. Agriculture is a significant motor of development of the economy, there is no other option however to build up the agribusiness segment for the lightening of destitution by achieving quickened financial development. Since the accomplishment of food security and age of business chances of the gigantic populace of the nation are legitimately connected to the advancement of agribusiness, there have been proceeded with endeavors by the Government for the general advancement of this part.

There is a persistent change in Bangladesh's economy as estimated by changes in the sectorial portions of Gross Domestic Product (GDP). This basic change unmistakably shows a quick development away from a horticulture commanded economy. A lot of GDP declined from 62 percent in 1975 to 19 percent in 2013, however, a lot of all-out business has not declined so a lot. The declining portion of horticulture in GDP ought not to be understood to mirror a lessening the job of farming in the general development of the economy or in neediness decrease.

Quite, the government has extended at a fast pace at this phase of financial change. A great part of the development in the administrations' division identifies with the advertising and preparing of farming items coming about because of fast commercialization and expansion in agribusiness. The agribusiness division is dynamic, changing with the request of the individuals, accessibility of innovation, what's more, the difference in the board rehearses. Along these lines, it requires customary modification with various arranging furthermore, advancement programs. The nation has a lot of potentials, yet it faces numerous difficulties counting helplessness to environmental change. For arranging and supportable improvement purposes, a demonstrative investigation of Bangladesh Agriculture is required so as to cultivate the development of this significant part orchestrating with the administration of regular assets and tending to the difficulties.

2. Market Fundamentals

The agribusiness area can be separated into four primary parts: crops, animals, fisheries, and woodlands. Of these, crops make up 55% of the segment with Aus/Amon/Boro rice paddies, jute, potato, and wheat as significant yields. The nation is the second-biggest maker of jute (after India) and the world's biggest exporter of the fiber. The segment right now contributes 14.10% to GDP and utilizes 40% of the populace.



According to BBS, the land area statistics is as follows:

Total Family	**2,86,95,763**
Total Farm Holding	1,51,83,183
Total Cultivable Land	85,60,964.75 Hectare
Single Cropped Area	23,54,821.74 Hectare
Double Cropped Area	38,47,274.49 Hectare
Triple Cropped Area	17,15,430.38 Hectare
Quadruple Cropped Area	17,000 Hectare
Net Cropped Area	79,30,071.63 Hectare
Total Cropped Area	1,52,45841.93 Hectare

Paddy (rice) is the most important staple food crop grown in Bangladesh grown by nearly all farmers. Livestock including dairy cattle, buffalo, goats and poultry play a very important role in Bangladeshi mixed-farming systems as a source of employment, assets, cash income, and improved nutrition, particularly for landless households and female farmers.

Considering the growing demand of the agriculture loan, Bangladesh Bank has revised the policy for government banks and the commercial banks to set aside at least 2% of their total loans for the agriculture sector. This policy includes 6 government banks, 2 specialized banks, 39 commercial banks and 9 foreign banks. In the Financial Year 2017-18 year, BDT 21,393.55 crore has been disbursed as loan, in the agriculture sector, which has increased by 1.88% from the previous financial year of 2016-17.

NGOs also play a vital role in providing agri-loans. In FY 2017-18, BDT 8,243.29 crore has been disbursed among 2 crore 66 lac and 80 thousand people, which was BDT 6,144.07 crore in FY 2016-17.

Besides, boosting loan facilities for agriculture sector government also provides a considerable amount of subsidy to the farmers. In FY 2017-2018, the amount of subsidy was close to USD 10.71 million, which in turn amounts the ticket size of USD 160.15 (approx.) each farmer.

Domesticated animals establish a significant piece of the abundance of a nation, since notwithstanding draft force and cowhide; it gives fertilizer, meat, and milk to by far most of the individuals. It assumes a significant job in the farming creation circle. Data show that about 2.9% of national GDP is secured by the domesticated animal area, and its yearly pace of development is 5.5%. About 20% of the number of inhabitants in Bangladesh acquire their vocation through work-related with raising cows and poultry. The utilization of bovine compost as excrement and fuel and creature power for transportation make up a critical bit of the GDP. Furthermore, covers up and skins, bones, offal, plums, and so forth help in winning remote trade. Domesticated animal assets likewise assume a significant job in the food of landless individuals. In Bangladesh, 83.9 percent of all-out family units own domesticated animals (creatures or poultry or both). The domesticated animal populace in Bangladesh is as of now assessed to contain 25.7 million cattle, 0.83 million wild oxen, 14.8 million goats, 1.9 million sheep, 118.7 million chicken, and 34.1 million ducks. The distribution of the domesticated animals' populace per section of land of cultivable land is 7.37. This thickness has been expanding each year in the nation. Massive venture likewise is done in poultry and fisheries area yet shockingly there is no assurance against these two divisions. Regardless of the high thickness of the animal's populace, the nation experiences an intense deficiency of domesticated animal items like milk, meat, and eggs. The yearly development paces of these items have altogether expanded as of late. On account of the immense interest of domesticated animal items, ranchers are so inspired by cows raising; thus numerous smaller scale and little business visionaries are engaged with hamburger stuffing, dairy creation, poultry meat, and egg creation and fisheries area.

2.1 Deterrents to be tended to by Government

Improved valuing strategy, alongside interests in mindfulness raising for adjusted manure application and advocacy of increasingly effective compost application procedures, can help protect soil quality, raise yield, lower expenses of creation, and spare the administration financial plan tremendous measures of cash.

Given the declining groundwater tables and water quality issues in Bangladesh, it will be amazingly hard to abuse groundwater assets reasonably without an expansion in Water Efficiency and it will be hard to fulfill even diminished need. A couple of areas have as of now passed the economical limits of groundwater use.

Agrarian development is subject to a wide-scale change to HYV seed, however, seed quality, in general, stays a significant issue. Different related speculations are expected to improve the arrangement of value seeds in satisfactory amounts. Further private-open associations for seed, promoting, what's more, expansion should be investigated.

Other than a couple of government ventures with a credit segment, open part credit organizations are portrayed by various obstructions to access by ranchers and particularly ladies. As aggregate interest for credit far exceeds its gracefully, private moneylenders command the credit showcase.

Helpless ranchers have the minimal decision. This requires significant change. In fulfilling the need for higher food creation, push ought to be given to wilderness research counting hereditary building, a decrease of development costs, fortifying of the technology-transfer linkage, and improvement of postharvest innovation.

Agrarian land in Bangladesh is contracting quickly. The choice left for expanding profitability is by limiting the yield hole. This could deliver 37.6 million tons of rice creation by the year 2021 from the current rice territory. To help the helpless angler's work from water bodies, and authorizing framework ought to be presented for the certified anglers. Different issues facing the improvement of open water fishery are overfishing, absence of legitimate execution of fisheries guidelines, absence of mindfulness improvement and noncooperation of the network, the strife of water employments, ecological contamination, and living space corruption.

At present, the shrimp part is confronting various issues that should be tended to. These include: land use clashes among the different client gatherings and organizations and protection from enormous scale constrained renting; social restriction to the ecological impacts of huge scope badge monoculture; absence of appropriate lake building plan and the executives; sicknesses; quality control and post collect innovation; insufficient framework and monetary offices; absence of specialized information and expertise; absence of assets data and resistance.

2.2 Constraints towards Sustainability

Environmental change constrained assorted variety, and lessening biosecurity remains the biggest danger to the area. Corrupting area, water assets, and unsafe agro-compound are additionally noteworthy issues compromising the part's manageability.

Environmental change is one of the greatest long haul dangers because of the impacts of floods, saline interruption, and dry seasons that it brings into a nation that is arranged adrift level. In a nation where agribusiness keeps on making a critical commitment a long ways past GDP, it is an issue that must be tended to through preventive estimates, for example, restoration of poisonous waters, reforestation, and the formation of a feasible biological system supplementing cultivating activities, for example, those found in Africa's agro ecological endeavors to discover minimal effort strategies to build crop yield.

Bangladesh's geology is wealthy in biodiversity, which has been adjusted for quite a while. Nonetheless, because of deforestation and the impacts of environmental change, there has been a negative effect on the nation's regular scene. This incorporates poisonous waters from mechanical waste and other uneventful occasions (for example oil slick in Sundarbans, the biggest mangrove forest on the planet). Together these have added to decreasing decent variety in the environment, debilitating its common equalization and capacity to shield the nation from cataclysmic events.

Expanding the use of concoction composts, pesticides, and dumping of modern waste likewise acts to debilitate the manageability of horticulture as spillover from fields saturates waterways, moving defiled waters all through the nation. Altogether, these issues undermine the drawn-out manageability of horticulture, which can have irreversible and profoundly adverse consequences for the soundness of everybody too.

2.3 Effect of Climate Change in Agriculture

As the atmosphere is getting hotter day by day, creating nations like Bangladesh are confronting a difficult time because of climate changes and occasional adversities. As indicated by the Global Climate Risk Index 2019 report, Bangladesh is the seventh most influenced nation on the planet because of "Outrageous Weather Events" in the course of the most recent 20 years from 1998 - 2017. Bangladesh's atmosphere chance positioning was ninth in 2017 against 13 positions in 2016.

Other than irregular ascent in temperature, expanded of salt level in soil, ascend in normal precipitation, other regular cataclysms, for example, grievous flood, tornadoes in Bay of Bengal, saline interruption up to 100 km inland through streams during summer are the outstandingly disturbing occasions of late occasions.

Because of such climate changes harms of yields and the sufferings of ranchers are unbelievable. In the year 2017, because of over the top precipitation in March, April, July, and August, 18% of the all-out harvest creation of rice was harmed alongside different yields. Accordingly, the administration financed a sum of 42 crores among 418,511 ranchers to relieve their misfortunes. In 2018, a 2.6 degree Celsius temperature was seen in Bangladesh, which was the most reduced temperature over the most recent 50 years. Because of this unusual fall of temperature, crops everywhere throughout the nation were vigorously harmed. It is accepted that harm in horticulture because of vulnerability in climate changes in recent years was proportionate to USD 12 billion which establishes 0.5-1% of our national GDP (yearly) on a normal.

While there lies gigantic potential in agribusiness through the turn of events and development of innovation and arrangement of monetary guide to the ranchers, climate-related dangers despite everything stay an indispensable concern. The vulnerability related to climate and atmosphere changes is sufficient to demolish all the endeavors our ranchers set up. Such shocking occasions cause trouble as well as lead to ranchers falling into neediness trap.

2.4 Government Strategy to Mitigate Risks and Costs Related to Execution

Bangladesh's catastrophic event the management's framework has fundamentally improved after some time, particularly since the 1991 twister that asserted almost 140,000 lives. This has been the consequence of a progressive move from a response-based way to deal with a procedure that joins components of more noteworthy crisis readiness and hazard moderation. Bangladesh's Poverty Reduction Strategy Paper accommodates reinforcing fiasco the executives and hazard decrease, mainstreaming Disaster Risk Management into national approaches and formative procedures, and improving network limit with regards to debacle readiness and hazard decrease. Be that as it may, GOB depends intensely on outer help to fund post-debacle misfortunes.

Bangladesh has built up a National Plan for Disaster Management (NPDM) 2010-2015. The NPDM traces a model to direct catastrophe hazard decrease and crisis reaction the board endeavors, what's more, depends on three segments: (1) Defining and re-characterizing hazard conditions, (2) Managing the hazard condition, (3) Responding to the dangerous situations. Notwithstanding this arrangement, a few Standing Requests

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have been received in 2010 is the structure to characterize the job and obligations of all stakeholders.

The institutional system for fiasco chance administration incorporates an assortment of partners both at the national and sub-national levels. The National Disaster board Council is multi-sectorial and between disciplinary, with open, private, and common society cooperation and gives strategic direction towards fiasco chance decrease and crisis reaction the executives in Bangladesh. The Ministry of Food and Disaster Management (MoFDM) through the Disaster Management Bureau (DMB), is answerable for organizing Bangladesh's national debacle the executives' plans and projects overall services, offices (counting NGOs), and segments. The Directorate of Relief and Rehabilitation (DRR) under MoFDM helps the Ministry of Food and Disaster Management on strategy plan and usage of projects/approaches. At the sub-national level, debacle the board exercises are composed essentially by the District Disaster Management Board (DDMC), the Upazilla Disaster Management Committee (UZDMC), and the Union Disaster board Committee (UDMC).

Government reaction to catastrophes is predominantly founded on the evaluation of necessities gathered through the "D structure". The MoA and MoF are mindful under their financial plans for giving influenced ranchers, anglers, and domesticated animal proprietors with post-fiasco medium-and long haul money related help after the significant regular tornado, flood, or dry season occasions, which are announced a catastrophe. Field expansion staff of these services are liable for evaluating harm to yields and domesticated animals, and pay installments are composed through the District organization framework. Alleviation help may either be in kind as seeds and bug sprays, poultry and domesticated animals, or money installments.

Fiascos in Bangladesh place a noteworthy weight on Government spending plan and outer help. In the result of Cyclone Sidr, recuperation and reproduction needs were evaluated at 1.3 billion USD or 28% of Government expenditures17. Every year on normal since 2000, the Government of Bangladesh and outer givers have spent over US$300 million for cataclysmic events.

Over a similar period, worldwide benefactor post-fiasco help has arrived at the midpoint of US$ 46 million every year ascending to US$ 306 million in the result of Cyclone Sidr in 2007. Tropical Cyclones and floods are the significant reason for giver post-catastrophe consumptions, representing 40% and 38% of benefactor consumption.

Post-fiasco Government costs additionally incorporate help to PKSF, the microfinance pinnacle establishment made and financed by Government of Bangladesh, which gives delicate credits to powerless families after catastrophes. PKSF has given delicate term advances to remaking and recovery through different projects, for example, the Disaster Management Fund since 1998, the Southwest Flood Damage Rehabilitation Undertaking (SFDRP) after the 2000 flood, the 'Exceptional Assistance for Housing' (SAHOS) and the Rehabilitation of SIDR influenced Coastal Fishery, Small Business and Livestock Enterprises (RESCUE) in 2007.

These assets have been utilized for house fixing purposes, remaking/fixing of toilets and acquisition of beneficial resources, crisis food and medication. Post-calamity Government costs additionally incorporate waivers of head and enthusiasm after characteristic catastrophes.

3. Insurance as a Scope of Mitigating Risks in Agriculture

Agriculture Insurance is a worldwide popular solution for coping with such challenges arising from climate changes. Developed countries where agriculture insurance is an obvious tool to mitigate such risks, developing countries are also implementing agriculture insurance to provide a financial safeguard to their farmers believing that protecting farmers can have huge impact on the whole economy.

For Bangladesh, agriculture insurance can be an effective solution to reduce the vulnerability of the farmers due to the changing climate. Despite of having huge scopes for development there hasn't been any significant successful initiative until recently for introducing agriculture insurance to the farmers. The market consists of around 70 million farmers who are consistently facing challenges to keep pace with unpredictable weather.

USD 500 million of premium can support this huge number of farmers of Bangladesh for all kind of adverse weather events round the year.

3.1 Account of Agriculture Insurance in Bangladesh

3.1.1 National Crop Insurance Initiative

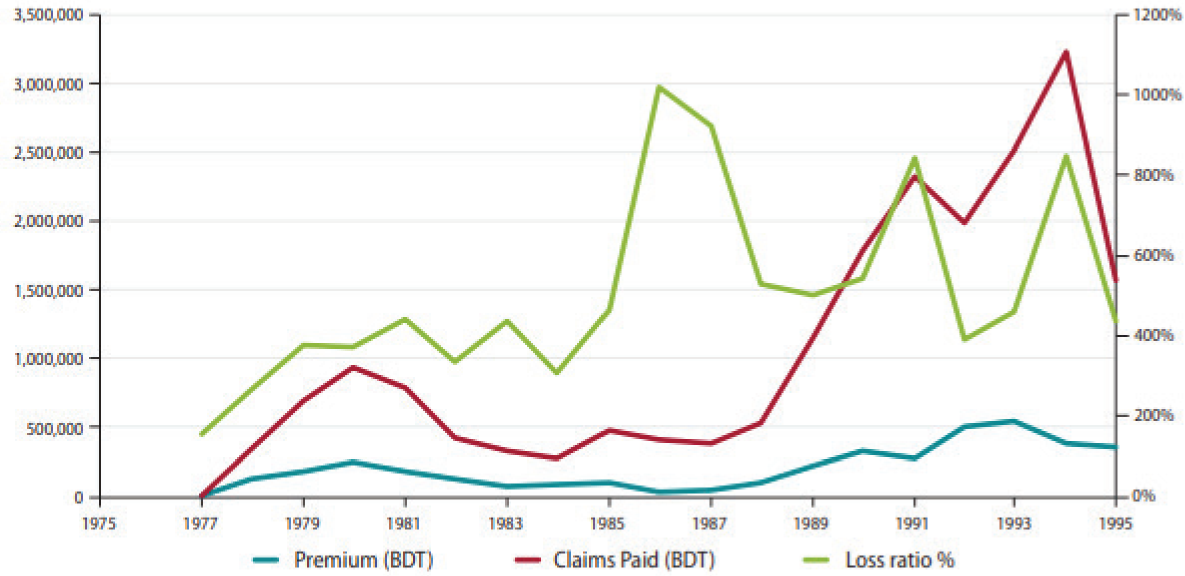
Agricultural crop insurance was 1st introduced into Bangladesh on a pilot basis in 1977 by the national insurance company, Sadharan Bima Corporation (SBC). SBC offered an individual- grower multiple peril crop insurance, MPCI, product. SBC subsequently introduced livestock mortality insurance in 1981 and then aquaculture insurance (in the mid-1990s). However, on account of poor underwriting results and lack of demand, SBC had terminated these programs by the turn of the century. There has been no account of commercial agricultural insurance from the private sector prior to 2014.

SBC crop insurance: Starting in 1977, SBC introduced a conventional individual-grower multiple-peril crop insurance (MPCI) yield-shortfall policy that provided coverage against a wide range of climatic perils, including the potentially catastrophic climatic perils of floods, droughts, and winds and biological perils of pests and diseases. The program was launched on a pilot basis to individual farmers who were members of cooperatives with linkage to public sector crop credit albeit on a voluntary basis

Insured crops included rice (Aman, Boro, and Aus), wheat, sugar cane, and jute. The sum insured was set at 80 percent of the past three-year average yield for each crop on each farm (as declared by the farmer) and valued at the government intervention price for the crop, or in other words a revenue-based valuation. Premium rates were calculated on an actuarial basis, but as these were deemed to be unaffordable for poor farmers, actual premium rates were capped at between 3 percent for wheat and jute and Boro paddy, 4% for Aus paddy and a maximum of 5 percent for Aman paddy and sugar cane. These single premium rates for each crop operated throughout all districts and regions of the country. Loss assessment was mostly based on “eye estimation” techniques, which is very unscientific and barely accurate. The amount of indemnity payable was adjusted according to the stage of growth of the crop and amount invested in the crop at the time of loss ranging from 20% for early season sowing losses up to 100% of the sum insured for losses immediately pre harvest.

From 1977 to 1995, the individual grower MPCI program was insured exclusively by SBC, which retained 100 percent of the losses without any external reinsurance protection, and there was no premium subsidy or other financial support from the government.

SBC's budget for the crop insurance program was very limited and it never achieved scale or sustainability. The annual average MPCI policy sales were only 989 insured farmers with insured area of 1,252 Acres, and the maximum sales in 1980 were again only 1,969 policies and 3,246 ha insured area. Over the 19 years (1977 to 1995) the crop insurance program experienced very poor underwriting results with a long term average loss ratio of 499 percent: in no year were paid premiums adequate to cover the value of incurred crop losses.



Source: SBC results reported in World Bank 2010

Figure 1: Premium, Claims and Loss Ratio of SBC's Agriculture Insurance

On account of the very poor financial performance the SBC Crop Insurance Program was terminated by government in 1995. Some of the key reasons which led to the failure of the SBC MPCI program appear to have been (i) low demand for the voluntary program and problems of adverse section and moral hazard, (ii) technical drawbacks of the policy design including the setting of insured yield coverage levels too high and the capping of premium rates at well below the actuarially required levels, (iii) operational issues including poor control over loss assessment and loss assessment procedures and high administrative costs, and (iv) lack of financial and other support to the program from the Government to effectively market and promote the program, to conduct farmer education and awareness programs and to implement effective control over loss assessment.

3.1.2 National Livestock (Cattle) Insurance

In 1980, SBC launched a pilot project for cattle for livestock naming it as Livestock Insurance, using a traditional individual animal indemnity-based cover. The policy was linked to cattle loans financed by BKB and other State Commercial Banks.

The policy insured against accidental mortality and diseases in cattle, but excluded epizootic or Class A epidemic diseases, catastrophes, poisoning and starvation of animals and theft. The sum insured was based on the value of the loan and the policy carried a flat premium rate for all insured's that varied over time from a low of 3.0 percent to a high of 5.0 percent. In common with the crop insurance program, SBC did not receive any form of financial support from GOB and the livestock insurance program was not reinsured.

Over the 24 years of operation of the livestock insurance program (1981 to 2008) the SBC livestock insurance program also failed to achieve commercial scale. SBC issued a total of 1,026 livestock insurance policies with a total of 7,591 head of cattle insured, representing an average of only 45 livestock policies and 330 insured cattle per year and generated an average annual premium of slightly below BDT 239,000 (about US$3,500). Over the same period the program generated underwriting profitability with an annual average loss ratio of 56%. However, in 2002, the worst year the loss ratio was as high as 1200 which demonstrates the catastrophe loss potential on a small livestock insurance program. By the early-2000s SBC had effectively ceased underwriting the livestock insurance program.

3.1.3 National Shrimp Insurance Initiative

Shrimp production in Bangladesh is concentrated in the southern coastal region and is highly exposed to floods, tropical cyclones and tidal surges, and diseases of shrimp. The SBC shrimp policy was introduced in the 1990s as a named-peril cover restricted to floods, cyclones and tidal surges, and diseases were specifically excluded. The policy covered both loss of fish stock (shrimp and prawns) and loss or damage to the shrimp farm installations, buildings, ponds, and feedstock on site but ultimately failed to attain commercial scale after 24 years of operation.

3.2 Agriculture Insurance: Initiatives of Private Sector

Following the termination of the SBC agricultural crop insurance program in 1995 on account of very poor underwriting results no public or private insurance company in Bangladesh was willing to underwrite this class of business for nearly two decades. Several agricultural (mainly crop) insurance initiatives were carried out between 2005 and 2013 in Bangladesh.

A national commission led by SBC into alternatives to the former indemnity-based MPCI crop insurance program including the option with ADB of developing Weather Index-Based Crop Insurance, WIBCI;

Two crop insurance studies conducted by the North South University, NSU.

Oxfam UK's research starting in 2009 into flood index insurance for poor households living in flood prone chat areas of Bangladesh.

A major 2008-09 World Bank technical study which identified potential opportunities for crop hail insurance in hail prone areas, area yield index insurance, AYII for paddy and major cereals, rainfall deficit WII cover in drought prone areas and possible opening for livestock and aquaculture insurance (World Bank 2010); (v) starting in 2011 IFPRI has conducted research, in collaboration with PKSF, in Bogura district to introduce index based insurance, IBI, against rainfall deficit (drought) in Aman rice and as a starting point to this work IFPRI conducted an experimental insurance demand-elicitation exercise with more than 300 farmers in Bogura and Maninkganj which found that because farmers are subject to a variety of risks they do not focus on one type of insurance product only, but evenly split their endowment between life insurance, disability insurance and crop insurance.

Since 2013, IFC has been working closely with Green Delta Insurance Company to design the first commercial insurance company WIBCI product for Bangladesh. They have been working together to introduce Weather Index-Based Crop Insurance, for selected perils starting with rainfall for selected crops (IFC 2014). In 2018, Green Delta Insurance Company has commercially launched Weather Index Based Agriculture Insurance and expanded its service limit for any crop anywhere in Bangladesh. The focus of IFC's work is on partnering with interested insurance companies and in developing their internal capabilities to design, rate and underwrite crop insurance products and programs. As a starting point, in 2014, IFC has contracted Skymet weather services, India's first private sector meteorological and weather forecasting entity and also a specialist in the design and rating of WIBCI products to develop a historical gridded rainfall database in order to address the constraints with the current rainfall and temperature data available from the Bangladesh Meteorological Department. The gridded data will be used subsequently for weather index insurance product design and pricing as well as loss estimation. As part of this work, Skymet is working closely with BMD to design a rainfall gridded index for all of Bangladesh.

WBG will provide technical support across the entire value chain including designing and developing the product, training underwriters within Green Delta who will be responsible for pricing and contract design, facilitating access to reinsurance, developing a retail/distribution strategy, providing support to partner financial institutions primarily Banks (incl. development banks) and MFIs in agriculture credit risk tools to help mitigate the risk of lending to agriculture/farm sector among others.

Recently, several integrated plans and activities have been going on for a while now, at the direction of Honorable Prime Minister Sheikh Hasina of the Government of the People's Republic of Bangladesh under the supervision of the Financial Institutions Division of the Ministry of Finance to stand by the farmers who are at risk of financial loss in flood-prone Haor areas. To transform these plans into reality, with the extensive support from Insurance Development and Regulatory Authority of Bangladesh (IDRA), Green Delta Insurance Company Limited and its distribution channel partner OXFAM Bangladesh and local associate Sancred Welfare Foundation (SWF) have insured 316 Farmers of Tahirpur, Sunamganj area under Index-Based Crop Insurance as a pilot basis. Sadharan Bima Corporation has also piloted a project in the Mithamoin Haor area to complement the pilot initiative and as per direction from the authorities. After almost a month of running this pilot, monitoring-updating-analyzing satellite and ground-level data, Green Delta paid a claim of BDT 150,000 to 316 Boro Rice farmers, which GDIC considers as their success of this pilot phase. As the pandemic, COVID-19 begins to spread in March, the claim assessment, initiation, and settlement have been done completely through digital platforms and means. Associated stakeholders suggest to replicate the pilot and carry out the success throughout the country while implementing Index-Based Crop Insurance in naturally vulnerable and most exposed areas of Bangladesh to strengthen the financial stability of farmers and increase the contribution of agriculture in the economy and national income. To implement Index-Based Crop Insurance across the country the government needs to develop several high-end technology and infrastructure to support them. Satellite remote sensing, real-time data provider weather stations, digitalization of transaction methods, utilizing local authorities as structural distribution channels, etc. are the most important initiatives that need to be undertaken besides building stronger collaborations between respective departments and ministries of the government to get the most out this project.

4. Agriculture Insurance as Green Delta's Offering

4.1 Weather Index Based Crop Insurance

Green Delta Insurance Company Limited, jointly with International Finance Corporation (IFC) of The World Bank Group, launched Weather Index Based Agriculture Insurance to mitigate risks of the farmers as a pilot project back in 2015. Later in 2018, after 3 years of successful piloting in different geographical areas of Bangladesh, Green Delta commercially launched Weather Index Based Agriculture Insurance ensuring the access to the product for any season, anywhere across Bangladesh.

Currently, the Weather Index Based Agriculture Insurance of Green Delta covers the following perils:

- Excess Rainfall
- Drought
- Unseasonal Rainfall
- Cold Waves
- Heat Waves
- Humidity
- Inadequate Sunshine Hour
- Loss of Income

This insurance service mainly aims to serve marginal farmers cultivating multiple crops round the year. Each client at each location is facilitated through customized or tailored products as per the weather index and historical weather data. The range of our services exceeds the marginal farmer base in many ways. Besides farmers, Retailers, Input Farms, Crop Clinic, Agri Machineries, Contract Farming, Seed Companies, Fertilizer Companies, Irrigation Companies, Microfinance Institutes, Banks and Non-Government Organization (NGOs) also get direct or indirect benefit from providing insurance to the farmers.

Green Delta now is now expanding its product line towards flood index, while keeping a good touch of weather index in it to cater more accurate services to the clients. Besides Weather Index Based Agriculture Insurance, in 2019, Green Delta also launched Livestock Insurance as a new product line.

This insurance product has a chain effect on a number of SDG goals while ensuring financial support in the form of claims in case of natural adversity to the farmers who are considered the core generator of economic sustainability. Strengthening the farmers financially, will ultimately result in reduced poverty and zero hunger. And these two direct goals can contribute in achieving other goals like; Good health and Wellbeing, Sustainable Communities, Economic growth, climate action etc. GDIC strongly believes that empowering the farmers can result in sustainable economic growth and ensure food security for the whole nation.

4.2 Livestock Insurance of GDIC

Livestock insurance is one of several risk mitigation strategies that have been designed to reduce the variability of farm income. Livestock insurance can be defined as a financial instrument used by insurance companies to buy potential risks from farmers in return of premiums. This type of specialty insurance protects farmers from economical loss from the death of animals resulting from various defined perils including disease, heat stress, theft, machinery breakdown, fire, flood and any kind of natural calamity. The livestock insurance protects the insured farmers in case of death of cattle(s) due to diseases, accidents and pregnancy or calving problem. If farmers take loan from commercial banks and cover the credit under an insurance policy, then insurance company will be liable to claim on sum insured amount to banks and financial institutions in case of death of cattle. This insurance will provide a form of livelihood protection for the farmers and also promotes responsible livestock rearing and good practice by the livestock owners. Near-Field-Communication NFC Chip will identify through collar tagging or outer side of the body tagging will be accepted by the farmers.

This part of Agriculture Insurance can also be a great contribution towards empowering farm owners and encouraging them to engage more in such activities to add greater value to the agriculture value chain. Strengthening the farm owners financially, easing their process of availing and paying loans taken from banks and providing the financial support in case of their loss regarding the cattle can accelerate the economic growth through minimizing the loophole of being trapped in burden continuous loan and loss for the farms. This can ultimately contribute in achieving SDG goals by reducing poverty, ensuring adequate supply for per head protein consumption requirement, being self-dependent in terms of generating income, and also contributing in economy in a sustainable manner.

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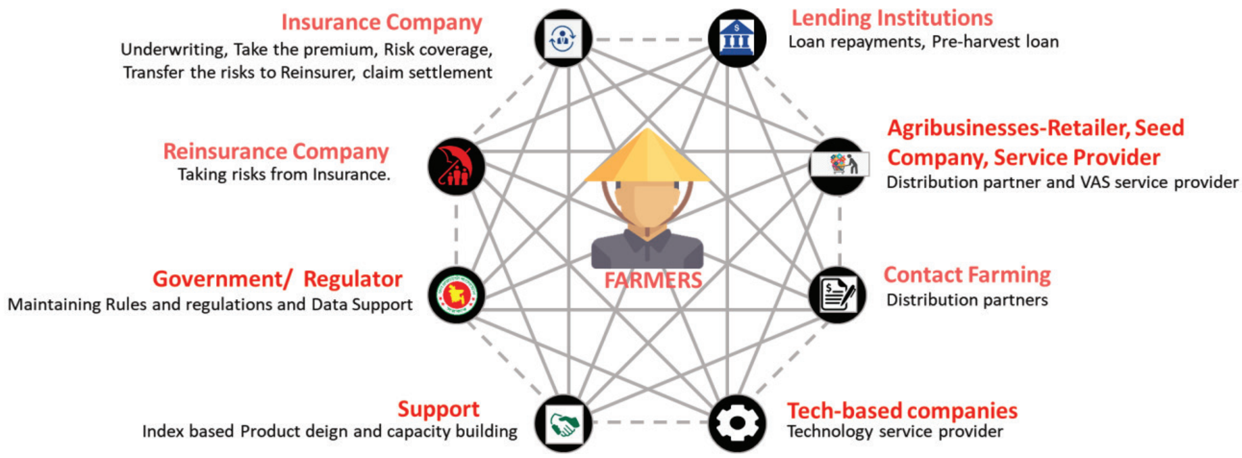
5. Design and Model: Arrangements towards the Success

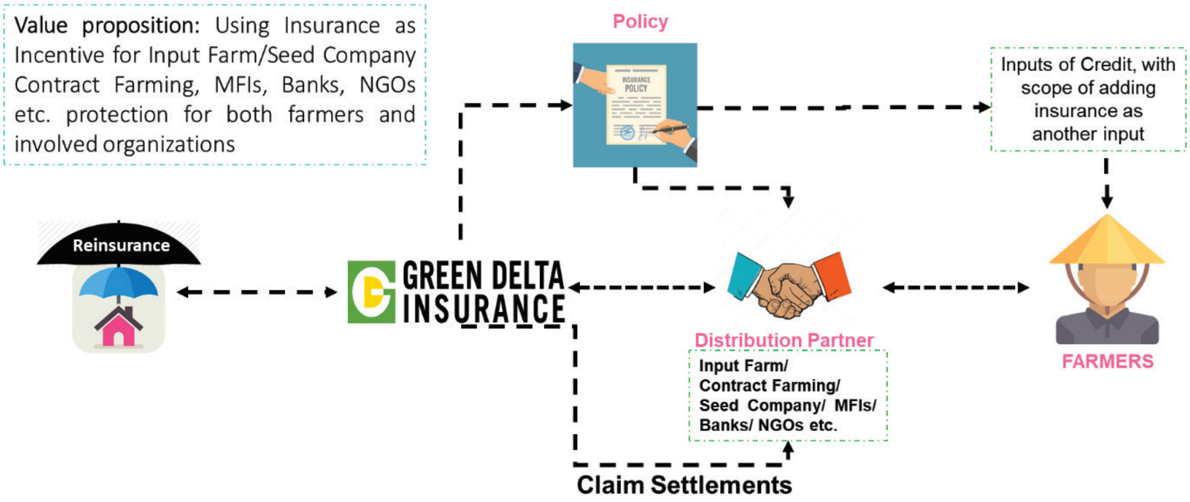
5.1 Ecosystem of Weather Index Based Agriculture Insurance of Green Delta



The eco-system of Crop Insurance product includes multiple stakeholder who has designated roles to make this initiative work. Besides the insurance companies, who will provide insurance services, financial institutions like MFIs, NGOs and banks can link the farmers with the insurance company through various credit facilities. The agri-businesses like: retailers, seed companies, input farms, contact farming companies etc. also work as linking agents and distribution partners.

The tech-based companies play role to provide technology based Value Added Services. Different support farms provides weather data and other data related services. Government and regulatory agencies maintains rules and regulations and financial regulations. And reinsurance companies provide reinsurance support to the insurance companies.

5.2 Business Model for Weather Index Based Agriculture Insurance



PREMIUM — Pre-financed by Distribution Channels

The business model, in broad sense, works through a bunch of distribution channel who links a bunch of farmers to Green Delta. Green Delta then issues policies for the farmers through distribution channel. And if there is any claim the amount is also paid to the farmers through the distribution channel. In the backend, the reinsurer gives risk sharing support to Green Delta.

5.3 Partnership Spectrum of GDIC

Starting from 2015, Green Delta has developed collaboration with different key role players in the market. The partnership was developed among multiple type of service providers in the agriculture value chain. The dominant partners were from the blow category:

	Input Farms	Contract Farming	Seed Company	MFIs	Banks	Donors & NGOs
Crops	Tomato, Cucumber, Bitter Gourd	Industrial Potato, Cassava	Hybrid Rice Seed	Potato, Boro Rice, Aman Rice	Livestock Insurance	Contingent Loss of Earning (Flood)
Example	Renaissance Enterprise	Sylvan Agriculture Limited	Supreme Seed	ESDO, GUK, Sancred	BRAC Bank	OXFAM Bangladesh,

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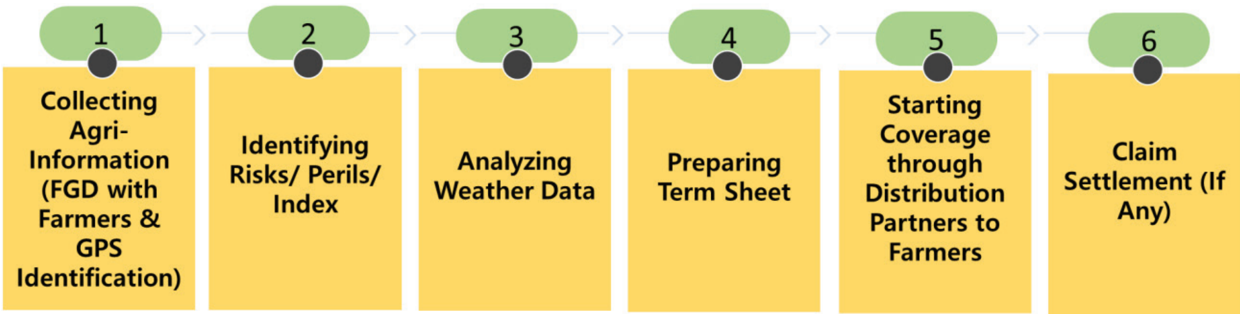
		(PRAN-RFL Group), Eastern Trade, Seba Ltd.		Welfare Foundation		SKS Foundation,
Location	Bagerhat, Shariyatpur	Tangail, Shariyatpur	Mymensingh Muktagacha Modhupur	Nilphamari Dinajpur, Bogura	Keraniganj, Dhaka	Gaibandha, Rangpur

Besides these non-government organizations, GDIC has recently accomplished a pilot project successfully collaborating with FID under direct observation of Ministry of Finance. Due this collaboration, there has been a wide range of scope created to build partnership with government institutes, agencies and companies for facilitating Agriculture Insurance nationwide.

5.4 Process for Weather Index Based Agriculture Insurance Policy Development and Provision



At first, agriculture and crop related data are collected from the farmers through FGDs. Within this process, data like; farmers' personal information, crops seasons, GPS of the location, risks or perils faced during the cultivation process are collected through Focused Group Discussion (FGDs).

After collecting these data, perils and risks are identified from the weather perspective. Later the historical weather data is collected of that specific location and the data is analyzed for determining the trigger points for certain perils.

After ensuring the perils and risks the term sheet is prepared, where the premium rate for each farmer is determined.

After confirming the number and details of the farmers, the policy is issued and the coverage starts after getting the payment for the policy.

During the coverage period, daily weather data is monitored and compared with the term sheet to track the claim. And if there is any claim, then the farmers are paid the claim amount in the end of the coverage period.

5.5 Field Based Activities held to Increase Crop Insurance Customer Base

Since Green Delta works with marginal farmers of remote locations, most of our awareness and promotional activities are field based to better connect with our end customers and develop stronger distribution network. Our field activities are mainly as following:

- Focused Group Discussion (FGDs)
- Awareness Programs
- Yard Meetings
- Workshops
- Awareness and Claim Settlement Programs

From 2015 to 2020 (till June) we have conducted the following activities:

Events	Number of Events	Farmers Reached
Awareness & Claim Payment Programs	11	2,477
Focused Group Discussion (FGDs)	142	1,689
Workshop & Training	14	610
Yard Meeting	79	3,860
Total Events Organized	**246**	**8,636**

And through direct policy, Green Delta has covered around **32,000 farmers**.

And these numbers are much more valuable when it comes to the calculation of impact. We can certainly say with pride that we have touched close to 141,500 lives through our Weather Index Based Agriculture Insurance only.

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5.6 Value Added Services (VASs)

Besides insurance policies bundled with different products or credits, the registered farmers get SMS alert services through their mobile operator which provide weather forecasts of the certain area and crop specific tips and advices. In case of any emergency, the registered farmers can call to a toll free helpline number, dedicated for attending to them during any crisis. The process is such that, the call will be disconnected automatically once they make the call and they will be called back immediately. Then they can make their queries regarding any problem related to their crops and they will be served accordingly as per their emergencies.

6. Analyzing the Success Factors

There were certain factors that helped us to come this far and attain success in every step since the very beginning. The highlights factors were;

6.1 Customer Centricity

Since this product is designed and developed based on the local agriculture, weather, and field based data the product is adaptive to every location across the whole country. Also, before designing the product, on-hand experience of the farmers and their mentionable losses in previous years are also taken into account. Thus the products before heavily customized for each location, crop and also the weather adversity of unique locations. This customized products help us to serve exactly the customer needs. And for being this customer centric our products are quite popular and seemed to have increased demand lately.

6.2 Usage of Technology

GDIC is relentlessly trying to digitalize the whole process of designing, developing, implementing, and settling of claim through incorporating advance technologies and common platforms. Recent outbreak of the pandemic has also pushed us a little further in this process. Except for the recent changes, advanced technologies were already incorporated throughout the whole process; from designing and developing the product,

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monitoring daily weather data, monitoring claims and currently GDIC is approaching towards contactless claim settlement through MFSs. In future, we are looking forward to collaborate with more technological advancements and digitalize the whole process through E-platform, offerings through mobile apps, purchase and delivery of insurance product online, monitoring claims and also settlement through one stop solution.

6.3 Value Added Services (VAS)

With the right subscription of the agriculture insurance product, GDIC provides a number of value added services to the customers which seems to be very useful of the end users and evidently increased the demand of our products and made it popular among them. Through our market observation, we have found that these value added services are increasing the demand of our products and also the customer loyalty, even they don't receive a claim in one season. Weather forecasts, crop advisory data and calamity alerts are very handy for the farmers who cultivate in a remote area and lacks the proper arrangement to receive these information on time that can help them to cultivate more efficiently. Also they can avail, customer care services where they can call a toll free number to discuss any sort of agriculture related problem or for any such query.

6.4 Integrated Collaboration

There is an integrated collaboration that works behind the successful partnership among GDIC, its distribution partners and the end customers. Through our market observation it was evident that, since the distribution partners are engaging their field staffs for marketing of the insurance product and also to hold constant communication between the customers and GDIC as well, it is very easy and effective way to gain trust and reach out to more people through each distinctive partnership.

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7. SWOT Analysis of the Initiative

Strength	Weaknesses
• Automated claim settlement process (farmers need not to intimate GDIC, GDIC need not to visit the field) • In the country's history we have designed 40+ Weather Index Based Crop Insurance Product for Various Type of crops including several cash crops first time in Bangladesh • GDIC is the pioneer in giving claims on Crop for unseasonal rainfall and cold wave first time in Bangladesh • Development of various distribution network input farm, aggregators, Seed Company etc. • Historical only data grid in the country over 38+ years of data • Ability to design WIB products for any crop, any season across Bangladesh	• A one stop e-platform can circulate motion in the whole procedure. We are lacking a tech based one stop solution for the farmers which will make us a 360 degree service provider. • Lack of a mobile app to support the e-platform. • Lacking partnership with more numbers of efficient distributors to help us gain better grip over market. • Lack of designated regulations for Agriculture insurance hinders the growth of the business. • Readiness of untapped market depends on how the market was nourished
Opportunities	**Threats**
• Since it is the leading organization, tapping new market will give us the first mover advantages. • The potential market is of around 7 crore farmers from whom the industry can earn 420 Billion. • Including more efficient range of value added services (VAS) will help to increase the outreach. • Cooperation from the government in forms of subsidy in the premium can help to have better growth.	• Lack of Insurance awareness among farmers. • The unsuccessful pilots of other players in the industry actually deteriorates the impression the business. • Unwillingness and lack of cooperation of regulatory authorities hinders the growth of the project. • Lack of sufficient funding. • Efficient and skilled manpower in the industry is slowing the growth of the business.

8. Tales of our Journey So Far

Year 1: 2015

Starting the equity partnership with IFC from 2014, GDIC has developed 1st Weather Data Grid for Bangladesh and established partnership with Skymet Weather Services, which is a private Indian company that provides weather forecast and solutions and also works for government projects i.e. PMBFY.

Year 2: 2016

In this year, approximately 10 weather index based crop insurance products and Area yield index based insurance products were designed for a variety of crops. A number of partnerships were also built for the sake of proper distribution of the products following the global trend.

This year 200 farmers received claims for unseasonal heavy rainfall, who were enrolled under the pilot project done in Bagerhat, Khulna.

Year 3: 2017

In the year 2017, GDIC launched major pilot projects across the agri-value chain while insuring variety of crops including cash crops like Potato, Hybrid Rice seed, Cucumber, bitter gourd, Tomato etc. This year crop insurance portfolio covered 3,500 farmers and settled claims of 1,000 farmers who were residing in the coastal belt of Bangladesh.

Year 4: 2018

In the year 2018, GDIC had completed its successful plot project in 10 locations of the country. In these locations, around 10,000 farmers were covered under this portfolio. New perils were also taken under consideration while designing and developing insurance product like: Humidity, Sun Shine hour etc.

This year, for the 1st time in Bangladesh, GDIC paid claims to 2,000 farmers for low temperature who were cultivating vegetables.

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Year 5: 2019

In the year 2019, GDIC extended its partner spectrum even more and entered into the north region of the country. By this year, all the hard works of previous years were showing through the increased demand of customers. Also, partnership with agent banking, NGOs, development organizations like Syngenta Foundation had created a wide range scope for reaching the last mile customers. This year GDIC covered around 15,000 customers and paid claims to around 8,000 farmers who were cultivating Rice and Potato in the north belt of the country.

This year is also very significant for the history of Agriculture Insurance of Bangladesh as there were significant collaboration among Government, ministries, agencies, institutes, departments, boards, private companies and non-government organizations (NGOs) which resulted in the successful execution of the pilot project in Haor area in 2020.

Year 6: 2020

Though the journey has been going pretty well until this year as the unstoppable growth and success was a bit deemed due to the outbreak of the pandemic COVID-19 across the country in early 2020. Yet during this pandemic we have successfully run the pilot project in Tahirpur, Sunamganj. This pilot was collaborated with FID and 316 Boro farmers were under the coverage of Index based Agriculture Insurance.

9. Strategies followed to attain the Success

9.1 Competitive Strategies

- Utilizing first mover advantages to hold maximum market share.
- Providing commercially viable (minimum cost) products to the marginal farmers.
- Developing niche products as per each market segment demand.

9.2 Business Strategies

- Developing agriculture insurance for all the farmers for any season, anywhere across Bangladesh.
- Developing stronger distribution network which includes every possible stakeholder.
- Integrating technology in the whole model for ensuring maximum reach and easy access.

9.3 Functional Strategies

- Developing skilled workforce to execute the operations smoothly.
- Developing efficient physical and virtual infrastructure to reduce processing time of the operational functions.
- Developing greater customer base to retain sustainable and stable revenue structure.

9.4 Operational Strategies

- Developing and deploying effective distribution channel and skilled agents.
- Developing field level workforce to have better interaction with the customer base in different zones of Bangladesh.
- Deploying skilled field level agents to ensure easy access to information and services.

10. Way Ahead & The Engagement of Authorities

Green Delta is aiming to introduce major innovations and changes to its own infrastructure to ensure easy access to services. The future plans of Green Delta will incorporate innovations and technology altogether to develop effective and efficient business models. Green Delta is planning to;

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10.1 Public Private Partnership

Government can explore ways to improve the interaction between government and the private sector. The private sector can effectively assist in implementation of government programs, for which Government can leverage the agriculture extension services for education campaigns and redress for consumer grievances.

10.2 Including as a part of Government Agriculture Policy

Government should take the strategic lead for financial inclusion and insurance for rural and agricultural communities. They should ensure that insurance is included in the national agricultural policy as a part of a broader strategy that creates capacities and incentives for agricultural risk management. In addition to accounting for the risks that farmers face, it is important to consider other adaptation measures and strategies for income generation and production stabilization, as well as roles played by others in the agriculture value chain.

10.3 Government as a Driving Force of Market Development

Governments can drive market development of agricultural insurance by assisting nascent programs to move from pilots to maturity. Government can act as independent and credible facilitator can enable market-based solutions by:

- Building quality data grid (weather data or cultivation related relevant data) and making it available for Insurance companies: Accurate, affordable and accessible data is needed for developing relevant and scalable products.
- Distribution support: There is a need to develop the capacity of extension workers to understand and promote crop insurance programs.
- Providing subsidies for cost reduction: In addition to premium subsidies, governments can fund infrastructure (weather stations for example) development or create customer awareness and educate farmers on enrolment, premium payments and claims processes.

- Reinsurance arrangement: Government own insurance company can act as a reinsurer.

10.4 Infrastructure and Incorporation of Technology

Innovative applications of technology is a must. New technologies will be used in developing products, to assess the loss, monitor weather, create forecasts etc. use of mobile apps to provide early alerts, collect premium and distribute claims as well as enroll and generating statistical reports will be needed to run such initiative.

Installation of Automatic Weather Stations (AWSs) to invalidate the challenge of data scarcity and to get ground level data, which is more accurate, for better product development and monitoring.

Develop an E-platform which will be an all-rounder solution for Weather Index Based Agriculture Insurance. This platform will collect weather data from local stations and satellites, determine product prices based on location, crops and perils, prepare term sheets, monitor claims and deliver notifications to designated parties regarding weather, coverage, crop advisory, alerts, payments and claims. Develop a mobile app for accessing the E-platform from remote locations

Digital platform, remote sensing imagery from satellites mainly SAR i.e. cloud penetrating satellite particularly useful during the cropping seasons etc. needed to be used to generate information on the rice crop, such as planted area, seasonality, cropping intensity and damaged area due to flood or drought. Information on crop growth from such imagery can also be used in crop growth simulation models to estimate yield.

10.5 Endeavors of Green Delta that needs to be taken

Establish zonal offices in different strategically important locations of Bangladesh to be closer to the end consumers and accelerate communication speed between customers and Green Delta.

Create a skilled fully operational team to acquire, monitor, maintain, store and analyze weather or satellite data which are a vital input while designing Index-Based products across the country which includes a wider range of locations, multiple perils, and different weather patterns. For the same reason as diversity of location and weather patterns, professional knowledge is needed to design Index-Based Agriculture Insurance products suitable for the whole country.

To monitor field activities, collect data from the field, and to conduct awareness activities personnel with sufficient knowledge of this profession and products are needed to convey the right message among the customers and the aggregators.

IT experts, Technological experts are also needed to create the E-platform, mobile app, or any coordination between digital platforms when the replication will move forward towards more advancements.

11. Conclusion

Green Delta aims to reach the doorsteps of all the farmers of Bangladesh providing the financial security whether it is crops or livestock. Green Delta is also aiming to build stronger network and better infrastructure to provide the solution with better efficiency and faster, so that the farmers of Bangladesh can enable insurance services sitting in any corner of the country. Agriculture Crop Insurance is one of the best ways to ensure sustainable production of food supply, thus contributing in achieving SDG goal of Zero hunger. This insurance service also helps to strengthen the financial conditions of the farmers, thus contributes in achieving No Poverty and helps to create Sustainable Community. There are a number of other effects that has a chain reaction in the economy as well as the financial strength of individuals which will eventually contribute in achieving other goals of SDGs.

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FAIR Medical Insurance & Healthcare Congress

2020 Awarding Night

15 Categories - 15 Winners

3 November 2020

The St. Regis Cairo Hotel - Egypt

2020 Awarding Night

Believing in the importance of the Medical Insurance & HealthCare Management as a key sector in the economy and a major growing business in many Afro-Asian markets, FAIR has established FAIR Medical Insurance & HealthCare Congress to be the most important voice of the industry and to act as a technical arm supporting all activities of Medical Insurance & HealthCare management in the local & multinational Companies in the Afro-Asian markets.

In this context, FAIR Medical Insurance and HealthCare Congress ‹FMIHC› have announced its 1st Annual Industry Awards to recognize individuals and institutions for their tremendous accomplishments and to acknowledge their great dedication to the development of the Medical Insurance & HealthCare Fields in the Afro-Asian markets.

The gathering was held to celebrate the laureates of the 2020 Awards, as well as the team behind the scene, on the 3rd of November 2020, at The St. Regis Cairo Hotel - Egypt.

The submission for the Award was available to:

- Re/Insurance Companies
- Re/Insurance Brokers
- Health care Providers
- Health & Medical Professionals
- HMOs
- TPAs
- Governments & Health Authorities
- Medical centres / Institutes/ Clinics, R & D and laboratories.
- Medical, Biomedical, Pharmaceutical companies.
- Technology Experts and solution providers.
- Healthcare Infrastructures Developers.
- International Aid Agencies & NGOs.

And included 15 Categories:

1. Life Insurance Company of the Year
2. General Insurance Company of the Year
3. General Takaful Company of the Year
4. Family Takaful of the Year
5. Reinsurance Company of the Year
6. Innovative Health Insurance Product of the Year (Individual)
7. Innovative Health Insurance Product of the Year (Group)
8. Outstanding Contribution of the Year (Individual)
9. Outstanding Contribution of the Year (Company)
10. TPA of the Year
11. Technology Initiative of the Year
12. Insurance Broker/Agent of the Year
13. Insurance Consultant of the Year
14. Innovative Service Provider of the Year
15. Customer Service Provider of the Year







This event was attended by the minister of Public Enterprise Sector, **H.E Mr. Hisham Tawfeeq**, the minister of Finance, **H.E. Dr Mohamed Maait**, **Army General - Doctor Magdy Amin**, Director of the Armed Forces Medical Services Department, & Insurance Industry leaders headed by **Consultant. Reda Abdel Moaty**, FRA Deputy Chairman.

The Honourable Judges

- **Consultant / Reda Abdel Moaty**, FRA Deputy Chairman
- **Alaa El Zoheiry**, Chairman, Insurance Federation of Egypt
- **Abdel Raouf Kotb**, Ex. Chairman of Insurance Federation of Egypt
- **Dr. Adel Mounir**, Chairman, FAIR Medical Insurance & Healthcare Congress
- **Dr. Ehab M. Abul-Magd**, Executive Manager, FAIR Medical Insurance & Health-care Congress
- **Nahla Kamal**, Executive Board Member | Director of Marketing Communications and Corporate Affairs at Nestlé
- **Prof.Dr.Samieh Ahmed Amer**, Professor of Cardiothoracic Surgery, Cairo universi-ty

The 15 Winner

2020 AWARDS

General Insurance Company of the year

gig Egypt

2020 AWARDS

Life Insurance Company of the year

مصر لتأمينات الحياة
MISR LIFE INSURANCE

2020 AWARDS

General Takaful Company of the year

وثاق
wethaq

2020 AWARDS

Family Takaful Company of the year

MISR EMIRATES
TAKAFUL LIFE INSURANCE CO
المصرية الإماراتية لتأمينات الحياة التكافلي

2020 AWARDS

Reinsurance Company of the year

HDFC Life
HDFC INTERNATIONAL LIFE AND RE COMPANY LIMITED

2020 AWARDS

Innovative Individual Health Insurance Product of the year

AXA

2020 AWARDS

Innovative Group Health Insurance Product of the year

MetLife

2020 AWARDS

Outstanding Contribution of the year – Company

ROYAL INSURANCE
Unlimited Trust

2020 AWARDS

TPA of the Year

INAYA
EGYPT

2020 AWARDS

Technology Initiative of the Year

فيوتشر للوساطة التأمينية
Future Insurance Brokerage

2020 AWARDS

Insurance Broker of the year

Willis Towers Watson

2020 AWARDS

Insurance Consultant of the Year

BROKNET Group MEA

2020 AWARDS

Outstanding Contribution of the year

Dr. Mohamed Maait

2020 AWARDS

Innovative Individual Health Insurance Product of the year

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Customer service Provider

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