

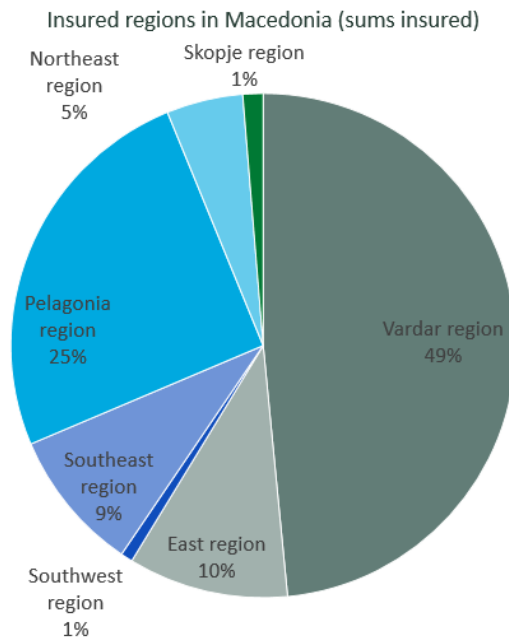
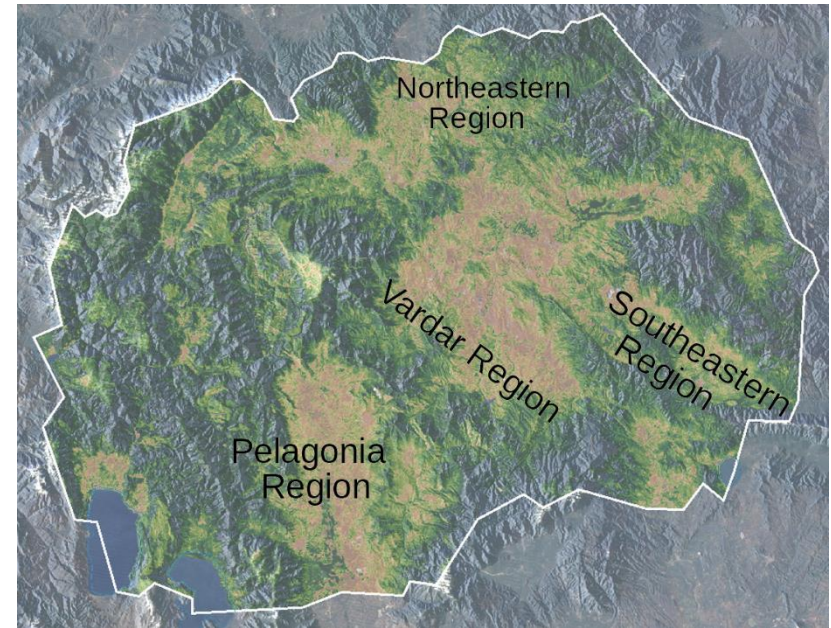


Focus on product quality  
*a reinsurers perspective*

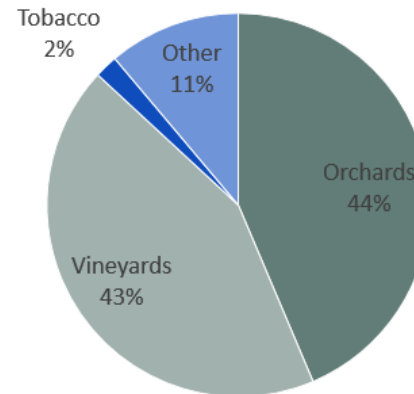
Agricultural Insurance Conference, Skopje 01.11.2018

# Macedonia

- analysis based on mkt figures from 2007-2016



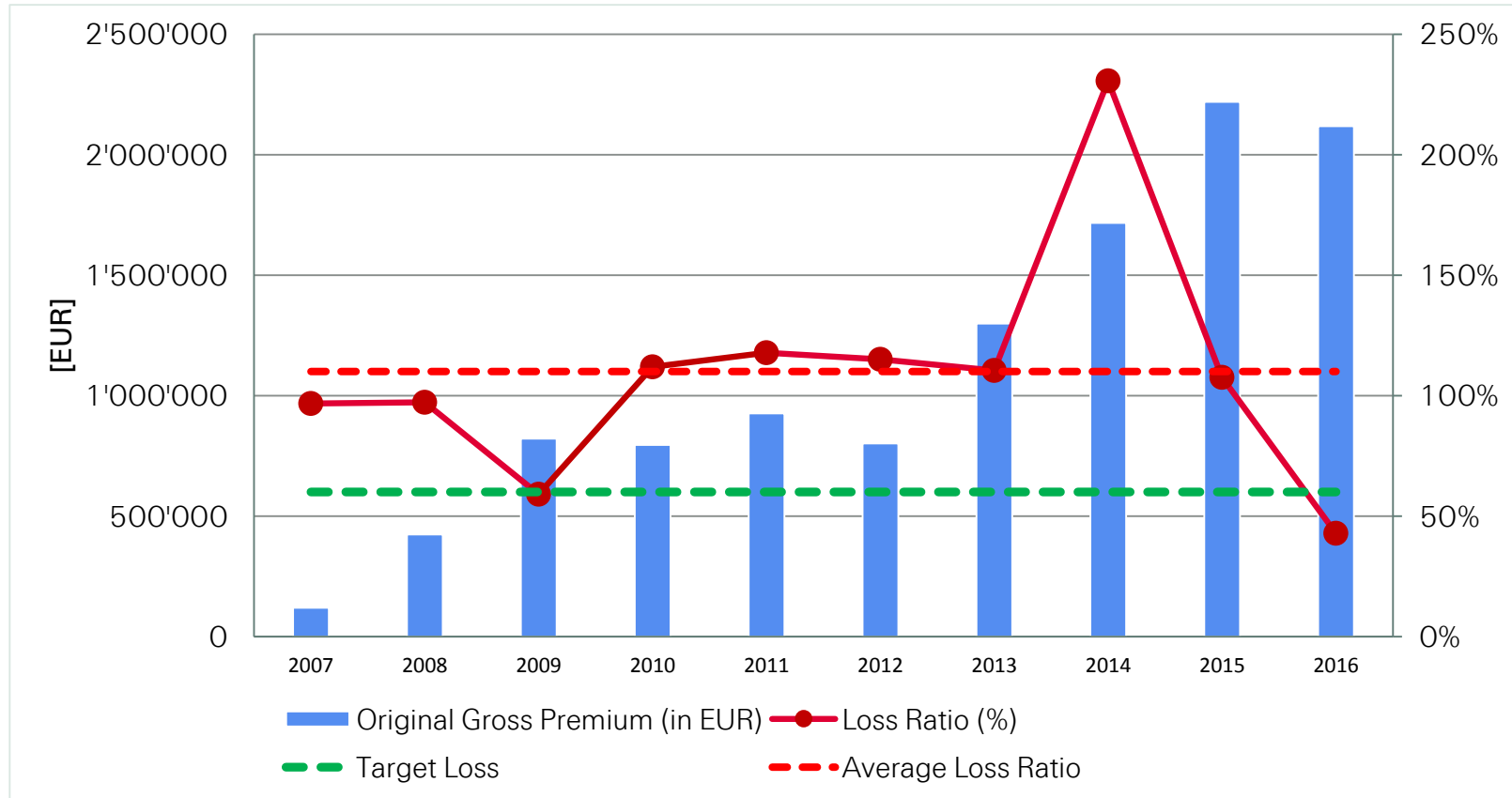
Insured crop in Macedonia (premium)



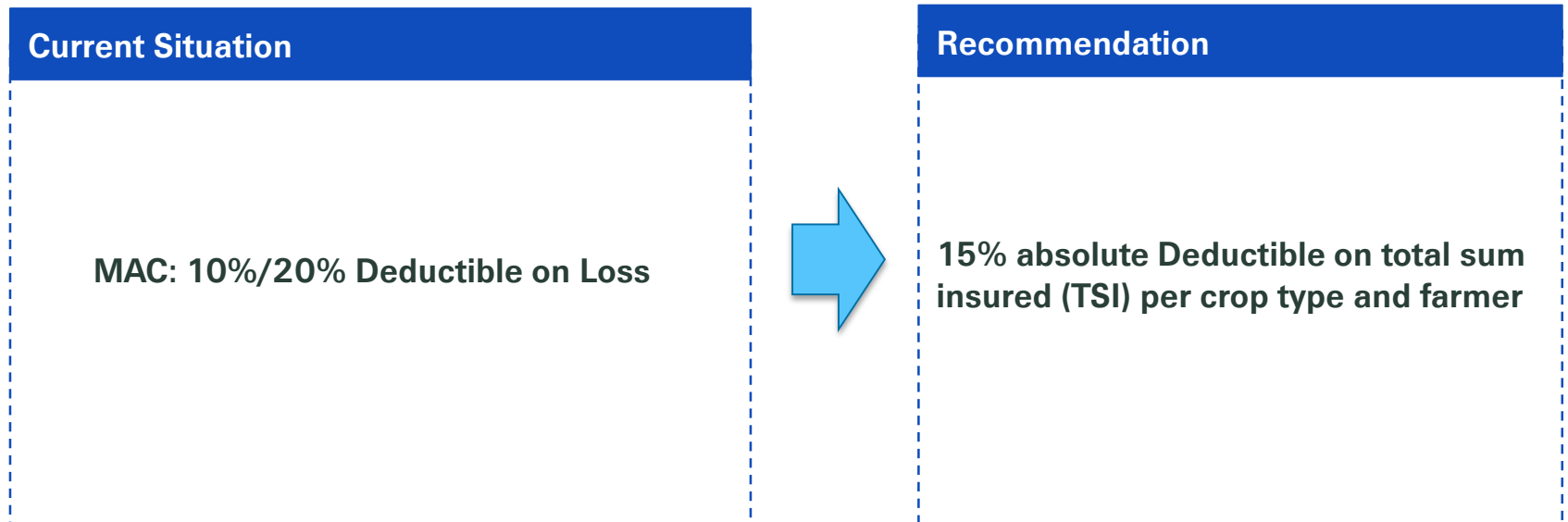
market figures 2016

# Macedonia

## estimated market figures

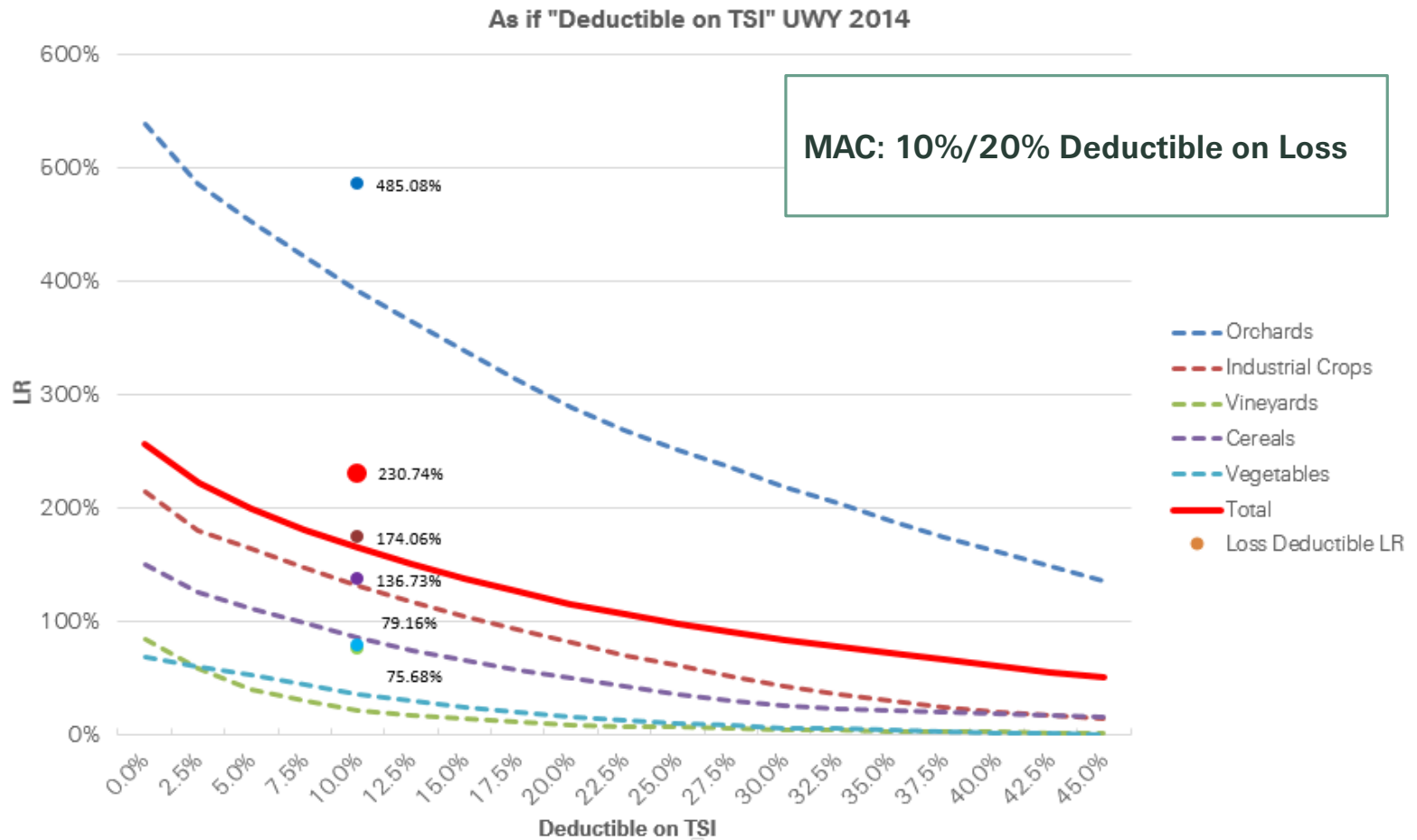


# Observation 1: Different deductible set-ups

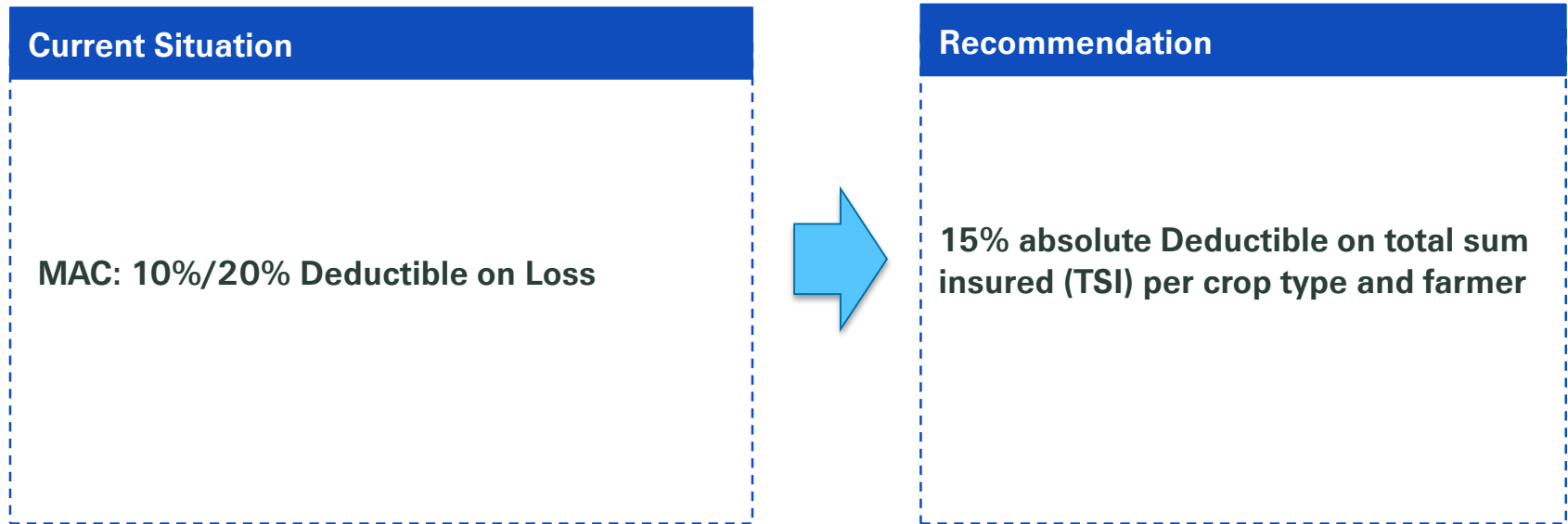


# How do flat deductibles in % of TSI influence results?

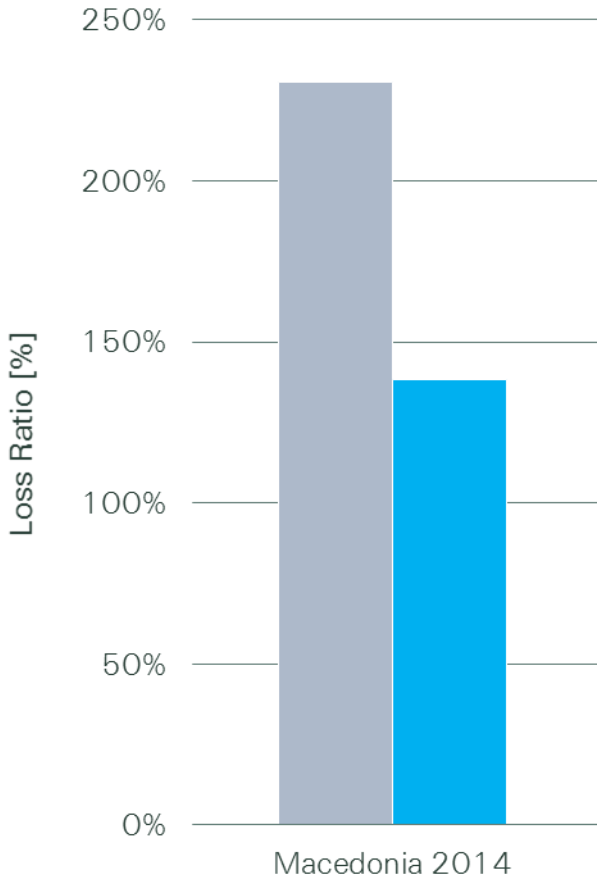
## Macedonia 2014



# Recommendation 1: 15% absolute Deductible on TSI



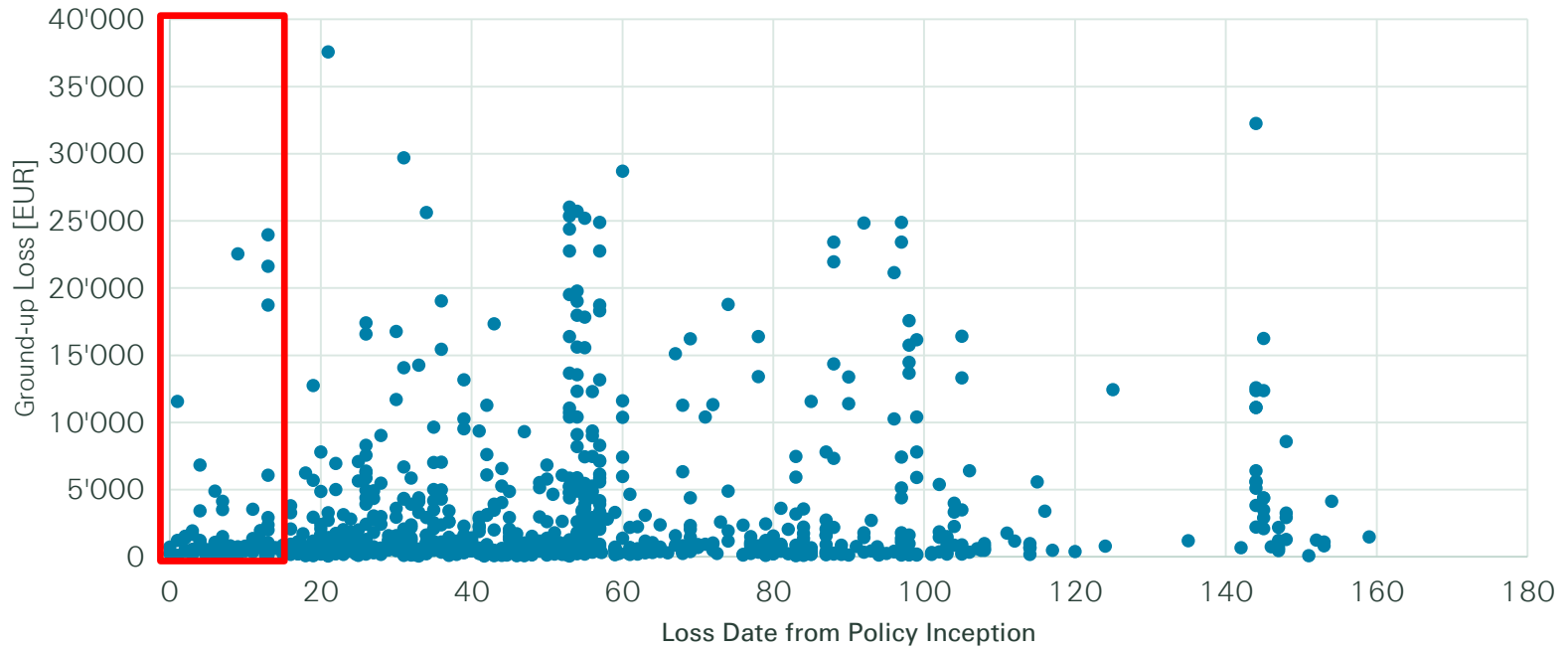
# Impact of deductible change



Effect:  
reduction of LR from 230% to 140%

# Observation 2: Losses within 2 weeks after policy inception

## Macedonia 2014



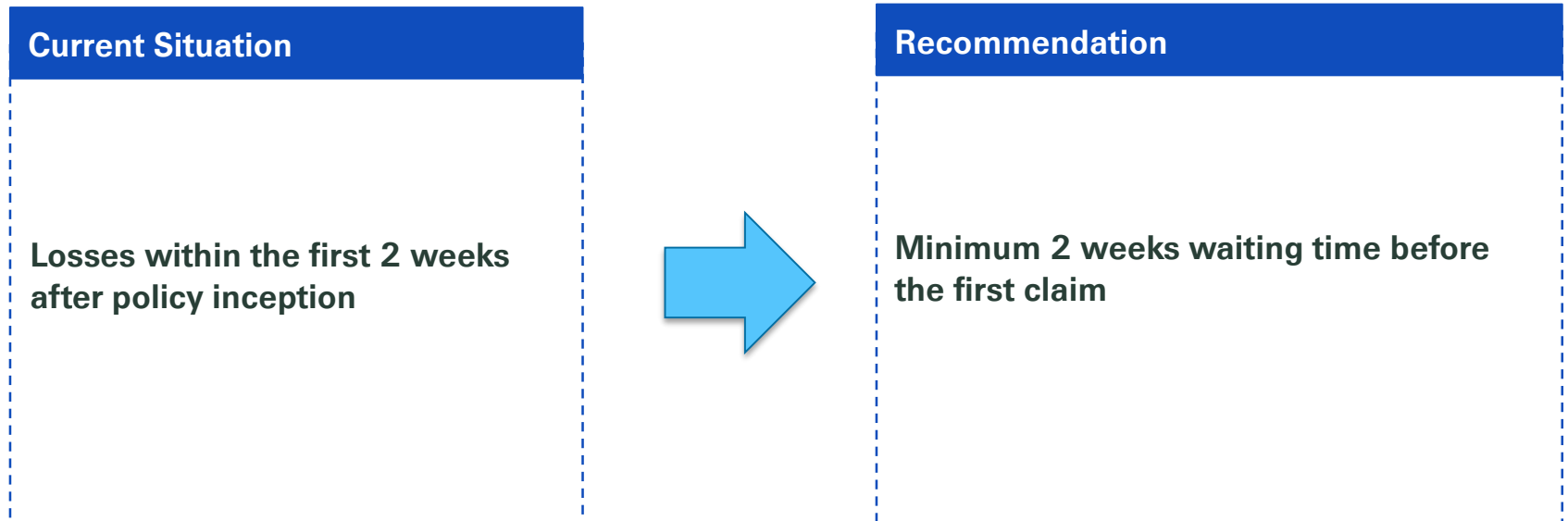
**Reduce anti-selection!**



Policy inception before the hail season starts

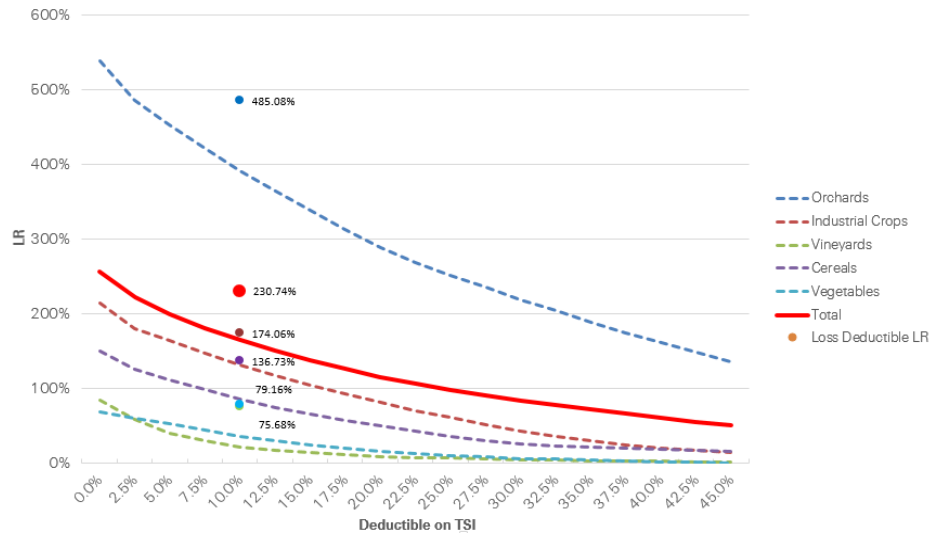
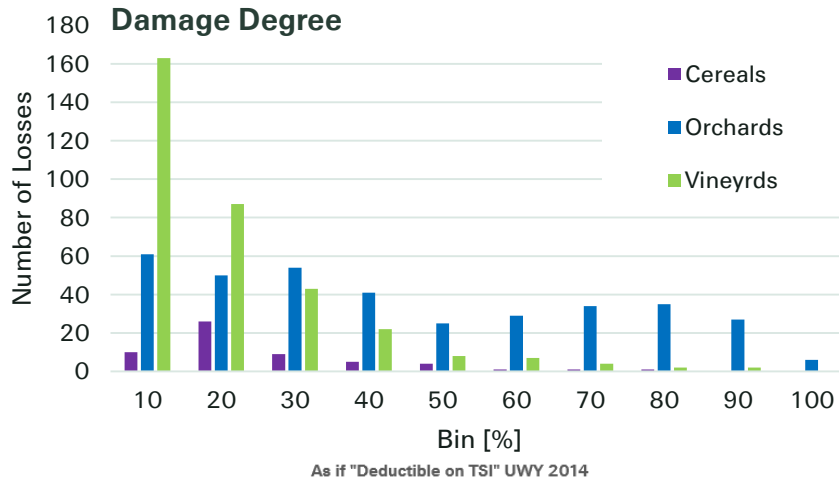


## Recommendation 2: Minimum 2 weeks waiting time



# Observation 3: High losses orchards

## Macedonia 2014

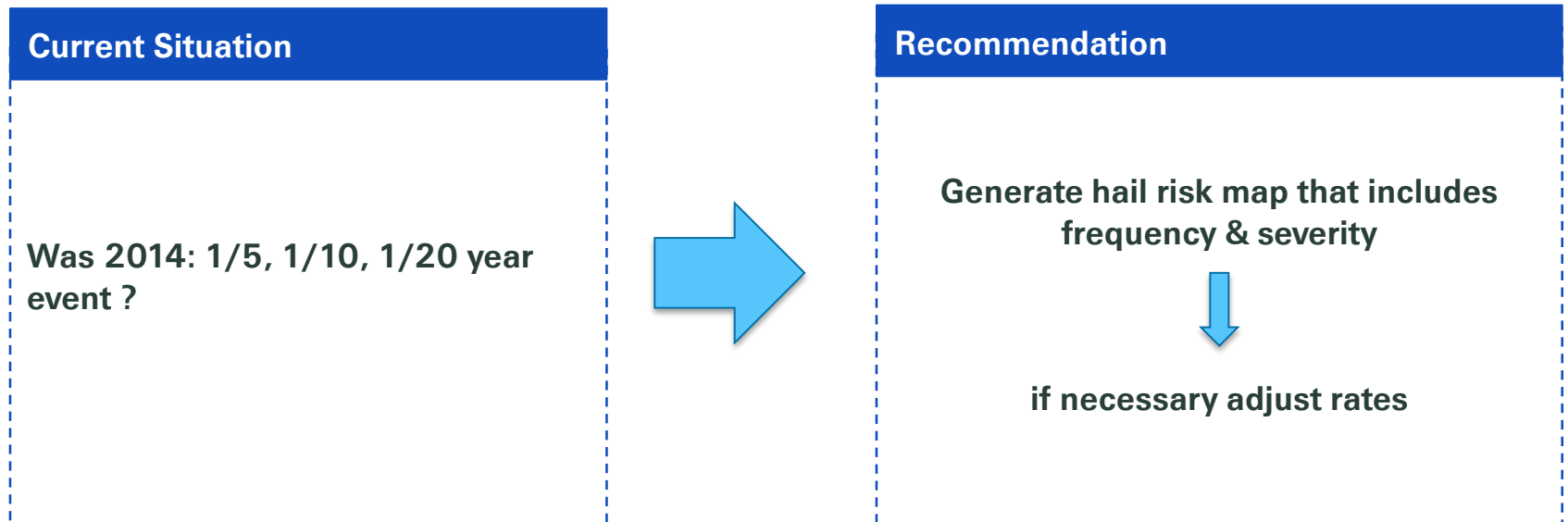


potential problems in the loss adjustment

adjustment of rates indicated

uneven portfolio composition

## Recommendation 3: Better understanding of the risk



# Observation 4: Use of technology

Technology enables along the insurance value chain:

Client engagement & retention



Product design



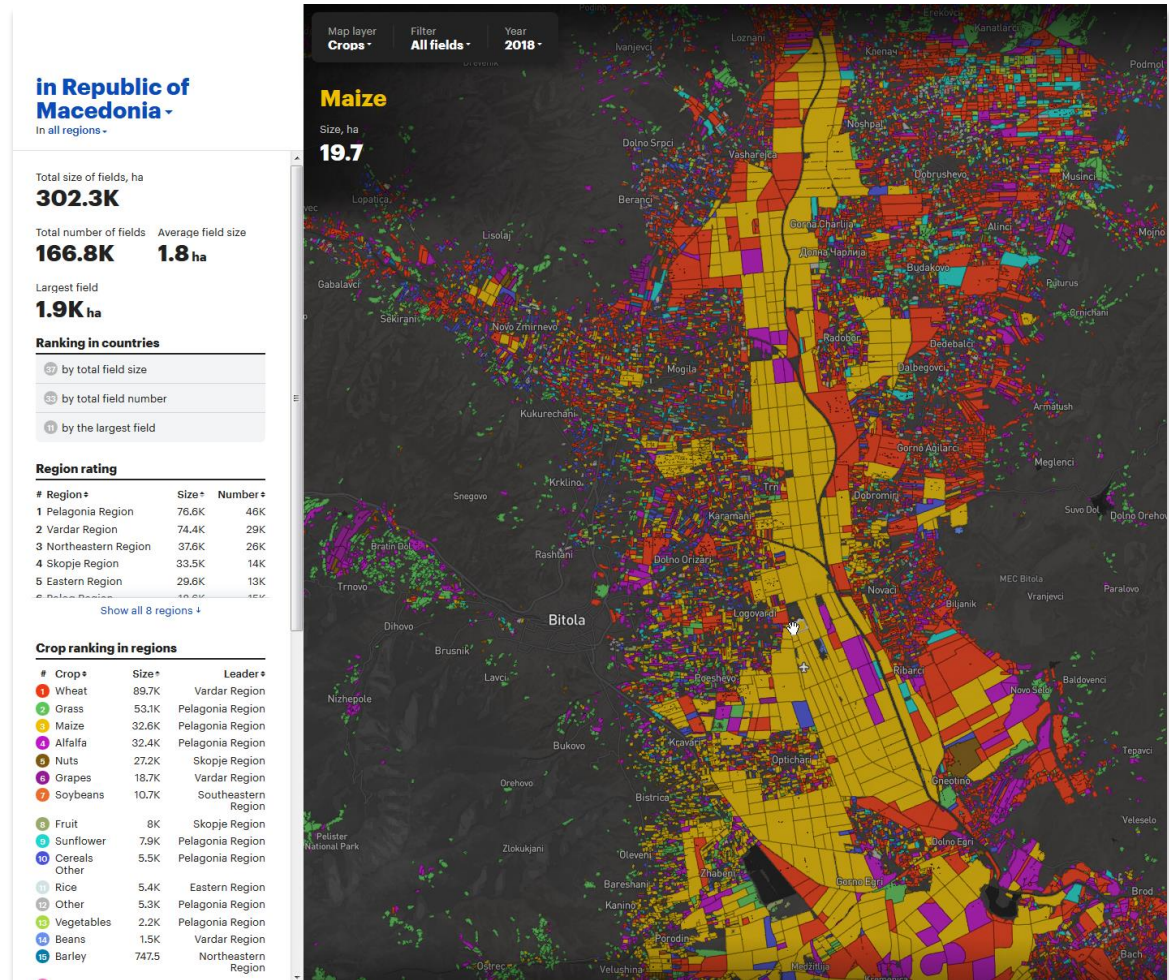
Quote & Pricing



Monitoring



Claims



# Agro Solutions Suite capabilities

Joint product development to grow and steer your agricultural book

## opti-crop



### Weather

Historical data and forecasts of precipitation and temperature



### Crop Growth

- Visualise intra field differences to assess and compare field development



### Soil Moisture

- 38 years of global data based on advanced satellite technology



## index tracker



### Portfolio steering and loss adjustment

Real-time monitoring in parametric insurance



# Agro Solutions Suite capabilities

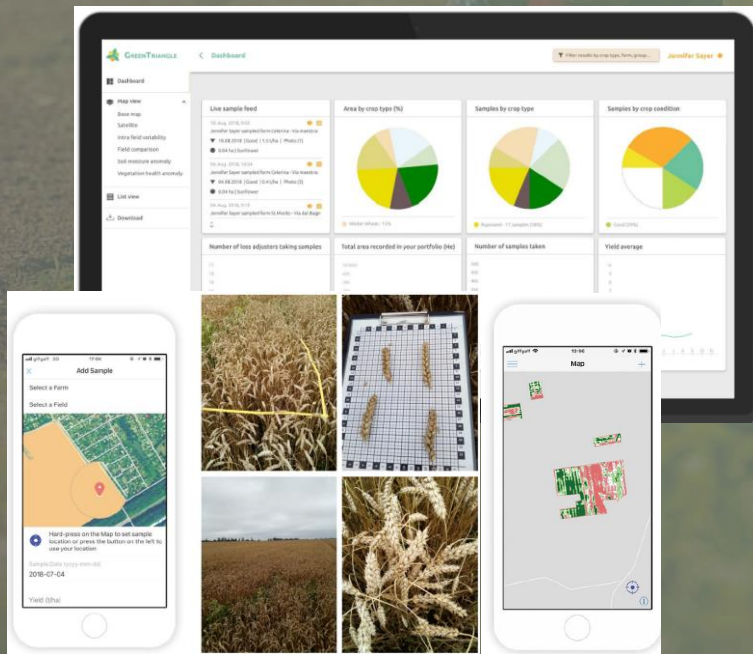
Joint product development to grow and steer your agricultural book

## loss adjustment



### Loss adjuster steering

Steer and control the loss adjustment process with a mobile application and a supervisor dashboard

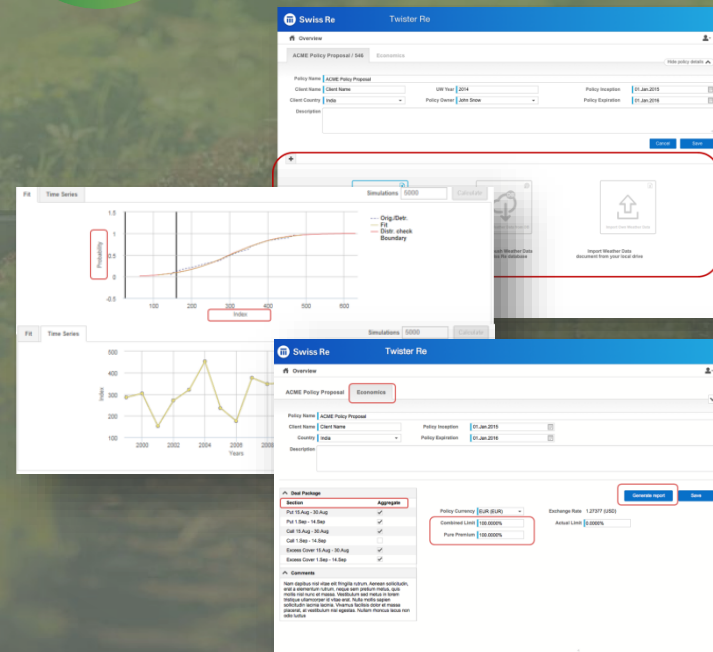


## index pricer

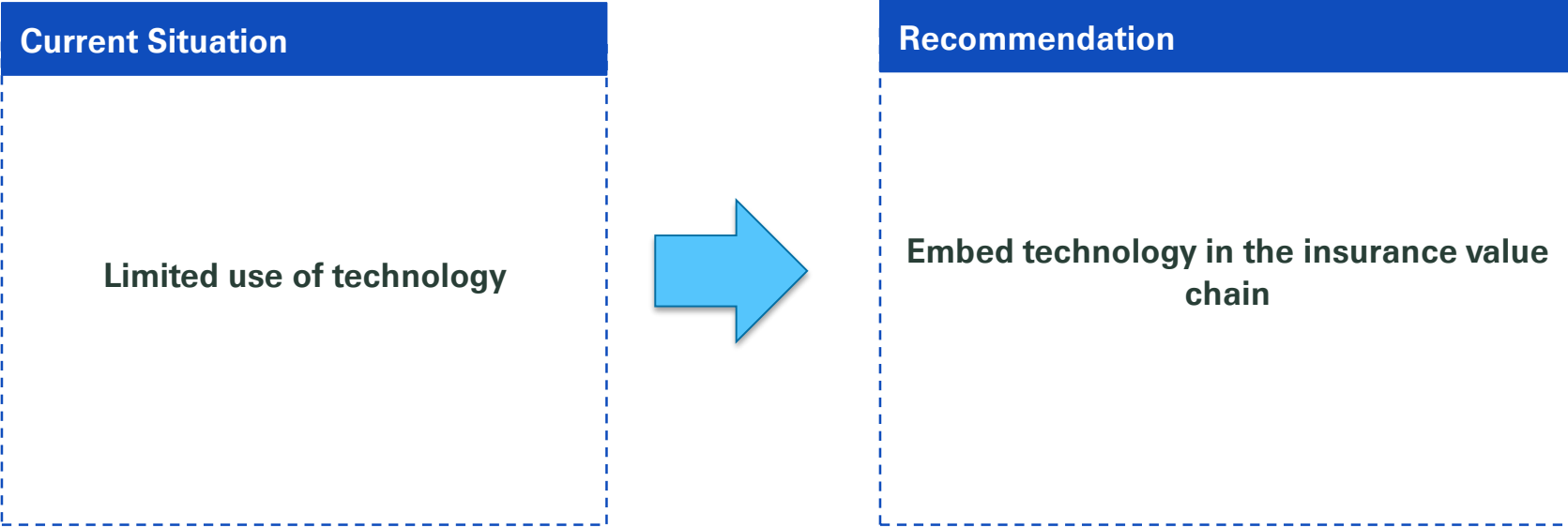


### Modelling and pricing

Price agricultural parametric insurance products in 5 steps



# Recommendation 4: Use technology



# Conclusions

## Recommendation 1: 15% absolute/flat deductible on TSI

- ✓ Better results
- ✓ Less administration costs

## Recommendation 2: 2 weeks waiting time between policy inception and first claim

- ✓ Avoid anti-selection

## Recommendation 3: Better understanding of the risk

- ✓ Generate hail risk map

## Recommendation 4: Use of technology

- ✓ Embed technology along the insurance value chain



# Questions & Answers

**Thank you!**



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