Welcome! We will begin shortly...

MiN presents...
Peer-to-peer insurance and the response to Covid-19
Tuesday, 26 May - 10am CEST
Today’s **Expert Forum** is scheduled to last **1 hour** including Q&A

To ensure the highest quality of experience, **participants will be muted**.

**QUESTIONS** can be submitted via the Q & A feature => selection chosen.

- **Raise Hand** icon to speak
- **Lower Hand** and mute after

**Slides** and a **recording** of this presentation will be **circulated later**. We will also aim to address any **questions left unanswered** via email.

Message the MiN Executive Team via **CHAT** for any issues.
MiN presents... P2P insurance & Covid-19

Speakers

Tang Loaec
President
P2P Protect
France

Moderator:
Katharine Pulvermacher
Executive Director
Microinsurance Network
Luxembourg

www.microinsurancenetwork.org
Peer-to-peer insurance and the response to Covid-19

Tang Loaec
## Situation in numbers (by WHO Region)

Total (new cases in last 24 hours)

<table>
<thead>
<tr>
<th>Region</th>
<th>Cases</th>
<th>Deaths</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Globally</strong></td>
<td>4,993,470</td>
<td>327,738</td>
</tr>
<tr>
<td><strong>Africa</strong></td>
<td>71,752</td>
<td>1,981</td>
</tr>
<tr>
<td><strong>Americas</strong></td>
<td>2,220,267</td>
<td>131,605</td>
</tr>
<tr>
<td><strong>Eastern Mediterranean</strong></td>
<td>389,588</td>
<td>10,648</td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td>1,966,244</td>
<td>171,327</td>
</tr>
<tr>
<td><strong>South-East Asia</strong></td>
<td>173,159</td>
<td>5,347</td>
</tr>
<tr>
<td><strong>Western Pacific</strong></td>
<td>171,748</td>
<td>6,817</td>
</tr>
</tbody>
</table>
## Insurance Gaps

Covid-19 reveals numerous insurance gaps

<table>
<thead>
<tr>
<th>Type of needs</th>
<th>Mature markets</th>
<th>Emerging markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospitalisation and medications</td>
<td>Mostly covered</td>
<td>Under covered</td>
</tr>
<tr>
<td>Death or invalidity</td>
<td>Partly covered</td>
<td>Under covered</td>
</tr>
<tr>
<td>Loss of income</td>
<td></td>
<td>Under covered</td>
</tr>
<tr>
<td>Travel and rental booking</td>
<td>Under covered (independents, small</td>
<td>Under covered (independents, small</td>
</tr>
<tr>
<td></td>
<td>business, events, travel &amp; hospitality)</td>
<td>business, events, travel &amp; hospitality)</td>
</tr>
<tr>
<td>Mobility - VTC</td>
<td>Under covered (user cancelation or self isolation not indemnified)</td>
<td>Under covered (user cancelation or self isolation not indemnified)</td>
</tr>
<tr>
<td></td>
<td>Under covered (Loss of income, hospitalisation and death)</td>
<td>Under covered (Loss of income, hospitalisation and death)</td>
</tr>
</tbody>
</table>
**Alibaba** a développé des techniques de diagnostic basées sur l'imagerie médicale (CT - tomodigraphie) permettant de réduire à 20 secondes le diagnostic clinique du coronavirus avec une précision supérieure à 96%. Cette technique est déjà mise en œuvre dans le principal hôpital impliqué dans le traitement Covid-19 de Zhengzhou (roll-out 100 hôpitaux annoncé).

**Ping An Insurance** à développé une technologie de lecture d'imageries médicales facilitant le diagnostic des personnes susceptibles d'être atteintes du Covid-19. L'entraînement d'algorithmes à partir de données cliniques à été suivi d'une mise en œuvre depuis le 19.02 sur 5000 patients (au 29.02) en provenance de 1500 établissements avec une vitesse de 15’ et une précision de 90%.

Health Code Apps: Contrôle mobile personnalisé du statut d'exposition et de quarantaine (cartographie et données de santé) : Tencent et Alipay

3 exemples de couvertures coronavirus en P2P par des organismes de protection mutuelle

**Schémas d’assurance - pertes économiques liées au coronavirus**

Ex: Hainan Province

Dispositif de 200 Mio de RMB pour 6 mois, proposé par un consortium d'assureurs (incluant PICC, China Pacific Insurance, PingA, Assurance) et partiellement subventionné par le gouvernement régional à hauteur de 70% des primes de 100 acteurs prioritaires.

Coordonné par le régulateur financier (CBIRC).

Couverture des pertes économiques, des salaires des employés placés en quarantaine et autres dépenses liées à des suspension d'operations liées au Covid-19.

**Multiples assurances coronavirus**

Diagnosis – Hospitalisation - Death

**Ping An Insurance**

Allianz

Self-test coronavirus

Prise rdv médecin covis-19

**Tencent WeSure**: Tencent Foundation Partner With China’s Ministry of Civil Affairs to Provide Public Welfare and Insurance Protection Program to COVID-19 Volunteers and Community Workers in China (PRNewsfoto/WeSure)

**KangAi GongShi** (Indépendant)

**XiaomiBaoxian** (Xiaomi)

**ShuiDiHuZhu** (Tencent)

**XianHuBao** (Ant Fi – Alibaba)
Nearly seven million special COVID-19 insurance policies were sold within just two months of being offered in Thailand. The Thai General Insurance Association expects another one million more people to buy this specific policy if the pandemic is prolonged. Prior experience of SARS, Bird Flu insurance commercialisation... but much higher subscription rate with Covid

Produits allant de couvertures journalières santé / hospitalisation à des indemnités forfaitaires.
Ex. produit (Muang Thai: un des 5 plus gros assuranreus Thaïlandais): Couverture à indemnité forfaitaire : Prime 30 US$ / Indemnité si diagnostic = 3000 US$ (x 100)
Plusieurs assureurs ont mis fin à leur offre lump-sum devant le risque lié aux volumes et à la multi souscription.
Tests for the new coronavirus will be covered under the national health insurance system from Friday, the health ministry said (5th of March).
In fact, COVID-19 screening was already free for patients, but doctors needed the approval of local public health centers to administer them using public funding. This, as well as a lack of equipment, slowed the process or outright forced them to turn patients away.

Interviewing Kazy Hata – Co-Founder of JustInCase Insurance. – March 9th 2020

“As for COVID19 p2p, there is not much moving here, as far as I am aware. It would be too risky for any insurer to do anything here, besides they are slow. Well, for us justInCase to do something, it would be quite hard to do in a form of regulated insurance (mostly because of product filing process takes so long) but perhaps as Tech company (justInCaseTechnologies) we might be able to do something globally, even though we are not too sure how much resource we could spare for that even our pipelines.”

Italy

GENERALI TO CREATE FUND OF UP TO 100 MILLION EURO FOR THE COVID-19 EMERGENCY

A first tranche of up to 30 million Euro will be available to help with the extraordinary emergencies in Italy. The investment priorities will be decided together with the Italian National Health System and the Italian Civil Protection (Protezione Civile), working together with the extraordinary Commissioner appointed by the government for the Covid-19 emergency. The remaining funding will be aimed at situations where the Group can make a significant direct impact: Generali clients that are in difficult circumstances as a result of the crisis such as small and medium-sized enterprises of sectors particularly affected by the crisis as well as their employees.

PEER-TO-PEER PROTECTION

or MUTUAL ASSISTANCE MODELS
PEER-TO-PEER PROTECTION MODELS

P2P Protect Advisor’s field of expertise and action

Partial data from 6 years of experience in peer-to-peer insurance models

KEY VALUES

COMMUNITY

NEW TECHNOLOGIES

TRUST AND TRANSPARENCY

A GLOBAL PHENOMENON

You want to know more about this? Contact us at strategie@p2pprotect.com or scan the code!
DIFFERENT MODELS FROM INSURANCE

Traditional insurance

Customer 1  Customer 2
Insurer
Customer 3  Customer 4

P2P risks sharing

Member 1  Member 2  Member 3  Member 4

P2P Broker

Insurer 1  Insurer 2  Insurer 3

Broker P2P Community 1

Member 1.1  Member 1.2  Member 1.3

Member 2.1  Member 2.2  Member 2.3

Broker P2P Community 2
SOME SELECTED P2P PLAYERS

**Emerging P2P models:**
- DataFolio (Italy)
- P2P, IOT and mobility
- Sagittae (The Netherlands)
- Blockchain
- Pineapple (South Africa)

**Europe:**
- GERMANY
  - Friendsurance
  - Brokerage model
  - First model that rewarded the fact of not suffering a loss (2010)
- FRANCE
  - Otherwise
  - Brokerage model
  - Car, health, animals

**Asia:**
- JAPAN
  - Just in Case
  - Wander, Cancer Insurance
  - 800,000 yen for a diagnosed cancer
- CHINA
  - Xiang Hua Bao
  - Launched by ALIBABA
  - Health insurance
  - 100+ Millions of members

**North America:**
- UNITED STATES
  - SAMARITAN MINISTRIES
  - LIBERTY HEALTH SHARE
  - MY CHRISTIAN CAR
  - Faith-based models
Sagittae
Blockchain P2P platform
(P2P-as-a-Service ?)

- Program Creation (including landingpage for affinity group members)
- Calculate Contribution
- Online KYC (ID and facial recognition)
- Join Scheme
- Digital Wallet (2FA)
- Details about coverage (policy certificate)
- File & track claims
- Program statistics (return of contribution)
- Approve claims (Service Providers)
Pure P2P – Innovative social protection
(Exemple of TongJuBao 2014-16 in China – disclosure: founded by Tang Loaec)

- Divorce protection
- Child kidnaping protection
- Migrant ID Loss protection
NOW IT SCALES! HYPERGROWTH
(example of Alipay & XiangHuBao – 2018-2020)

The model’s optimum is reached when the P2P community is build within a Payment App ecosystem

- 93 Mio members in 12 mths = 12% penetration
To define upfront the adequate level of premium is impossible:
- No coherent set of data to forecast infection rate
- No country to country consistency in reported fatality rate
- High dependency on government policy decision
- High dependency on behavioral elements

Peer-to-Peer insurance mechanisms are most appropriate:
- Communities can accept the variability of costs based on the spread of epidemics
- The behavioral shaping element of peer-to-peer play favorably to educate members
USE CASE STUDY – P2P PROTECT AFRICA

Web-Mobile Responsive / Mobile Apps depending on targeted ecosystem

Protect together

Honest and transparent

OMAVI
Save your families or your lives

Protect against

Plan 1: Covid & pandemics
Covid-19
possibly extended to Cholera / Ebola Measles

Community help

If hospitalized
X 000 / day
(up to 30 days or XX 000 FC)

In case of death
X 000 000 FC
(for your child, parents, spouse)
YES to OMAVI

Protecting myself, protecting you

I consult and accept the rules of my community.

I do not pay anything to be protected, but I commit to protect others (up to a max. of 18 FC / day)

Mobile Payment Wallet Partner

Debit authorization

Max. X /day - Plan1
(either collected or excess returned at end of month)
MEMBER-LED COMMUNITIES

I chose my community

Chose my Plan:
- Plan 1: Critical illness
- Plan 2: Epidemics

I understand rules of solidarities

How does mutual aid work within a community?

How does mutual aid work between communities?

How does mutual aid work in case of excess/deficit?

I contribute to my community

I protect members of my family

I invite friends into my community

I accept to be a mediator if called

I accept to be a checker if needed

YES to OMAVI

YES to OMAVI

YES to OMAVI
CLEAR DASHBOARDS / EASY CLAIMS / USER POWERED DECISIONS

**My dashboard on community life**

- **Reports**
  - 0 Claim Numbers
  - 0 Approved Claims
  - 0 Rejected Claims
  - 0 Approved Claims Value
  - 1.3% Average Success Rate in Claims
  - 4.2% Community Covered Claim Rate
  - 0 Community Claim Rate

**Simple and fast aid requests & approval**

- Fast online application
- 90% of requests are approved automatically in less than a day
- 10% of requests are reviewed by mediators (voluntary members)
- 1% of requests are referred by mediators to checkers (voluntary members)

**Decisions belong to the members**

**I know where my payment**

- All amounts paid and all causes for payment are disclosed to members
- OMAVI profit does not depend on the reduction of aid amounts paid. (opposite to insurance)
- If the community is healthy, payments are reduced or excess are returned to members

Money belongs and returned to the members
➢ If you are an insurer, a micro-insurer or a bank and want to propose a peer-to-peer Covid coverage:
   P2P Protect Advisor mobilize its experts in peer-to-peer and insurance to help you conduct feasibility studies and support your business cases build-up.

➢ If you are a payment or telco ecosystem, a community in your own right, or feel responsible for one:
   P2P Protect Europe can match peer-to-peer models with your ecosystem and explore with you how to develop a viable peer-to-peer program protecting your people.

➢ If you serve any of the above as a service / consulting provider:
   Propose the same to your clients and leverage our peer-to-peer expertise to jointly build their success.
Engage with the speaker
Tang LOAEC
President - P2P Protect Europe
tang@p2pprotect.com

You are interested by the topic and need the slides or would like to subscribe to our content?
melissa@p2pprotect.com
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Q&A
THANK YOU FOR YOUR PARTICIPATION

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