



*Bringing growth, ingenuity, and experience to markets*

**To provide innovation and innovation of  
agriculture insurance to ASEAN farmers**

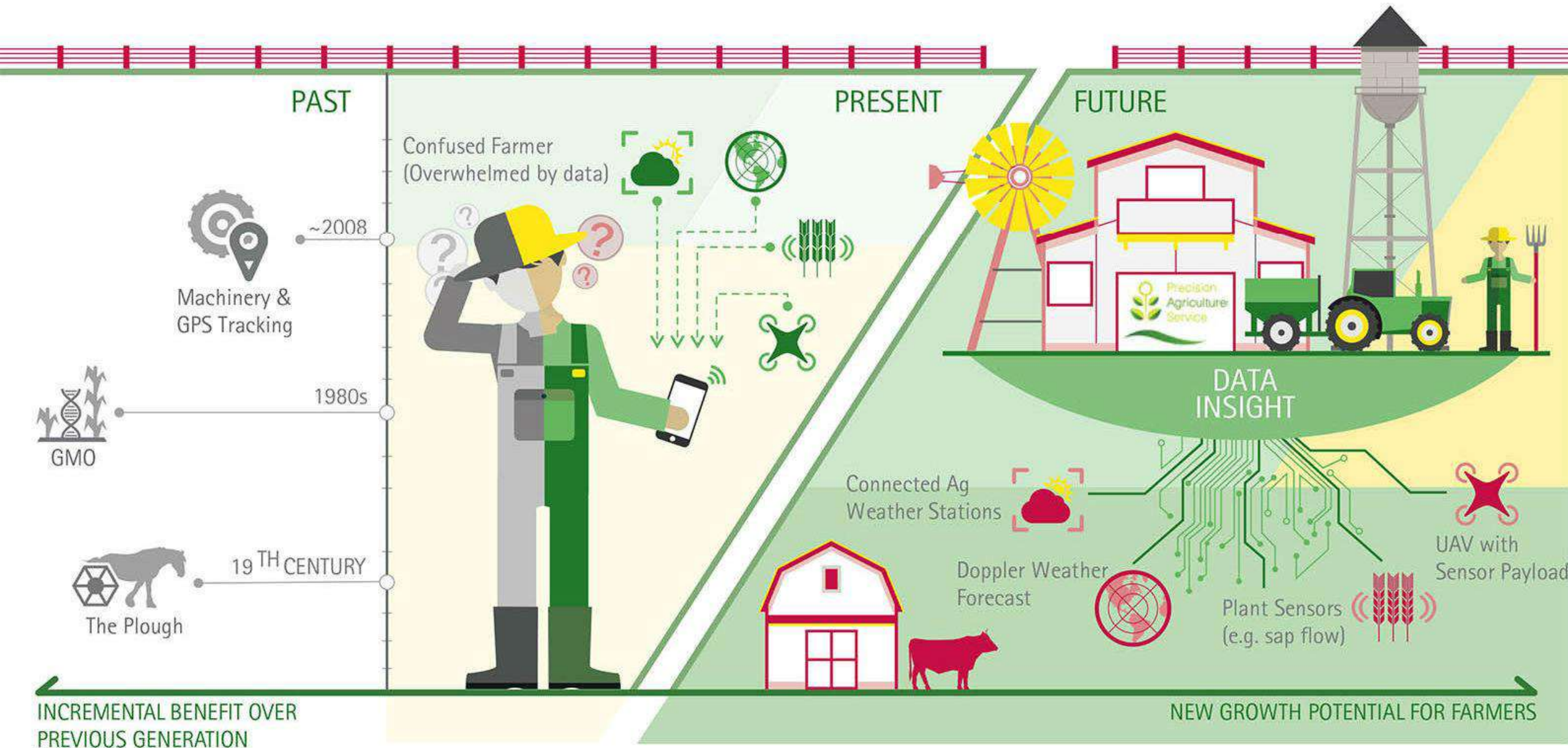
**ARCHIPELAGO ASSOCIATES LIMITED**

**"InsureTech by ASEAN for ASEAN"**



**Archipelago<sup>TM</sup>**  
Group of Companies

# BRIDGING THE PAST AND PRESENT VIA FLOURISH





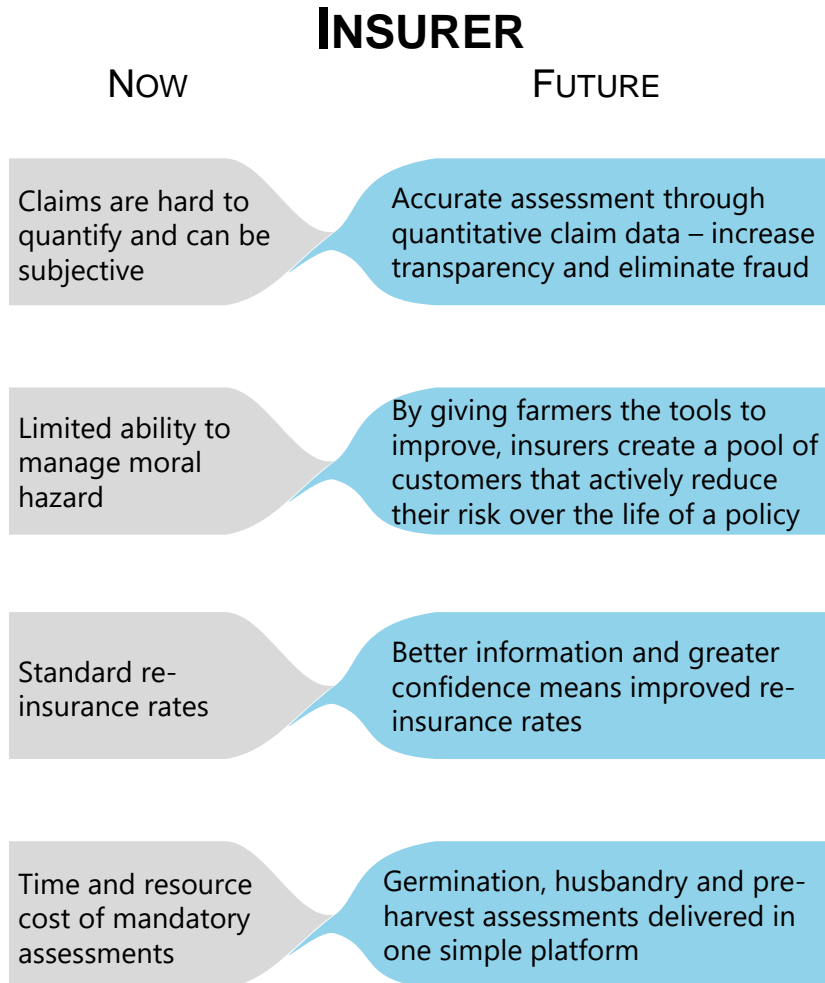
# Introduction to Flourish

- Flourish is a flagship scheme of the Archipelago Group to provide insurance coverage and mobile technology support to farmers in the event of failure of any of the notified crops and livestock, risk areas and damage to harvest produce as a result of natural calamities, pests and diseases to stabilise the income of farmers, and to encourage them to adopt modern agricultural practices.
- The scheme recognises the need for technological interventions in crop insurance to make the insurance mechanism more efficient, transparent and farmer-friendly. Considering the complexities associated with agriculture such as small and scattered land holdings, very high eco-geographical variability, yield variability and weather aberrations, it is imperative that technologies are effectively used to increase the efficacy and effectiveness of the insurance sector.
- To increase insurance literacy, Archipelago Group invested in the commission of the development of a comprehensive mobile-based application (App) that has links with the insurer to facilitate ease of registration, renewable policy and issue of instant policy. This data would be simultaneously accessible to bankers and the state government departments if required by the farmers.
- Technology can play a vital role in improving efficiency, bringing transparency and reducing moral hazards in fishery & livestock insurance. Advanced ICT tools and platforms for developing inventory data base (on variables such as locations with GPS coordinates, date of stocking, stock sizes, and progress of the crop; hydro-acoustics and digital video survey can be used for assessing the crop loss, etc.) of insured farmers could be put to use, which would not only simplify monitoring procedures but also make them transparent and the farming practice more technology oriented. Innovative products such as weather-index and yield-index based insurance schemes in crop sector can be extended to fisheries sector as well, to harness the potential of technology for increasing efficiency and simplifying procedures.

# FLOURISH' SOLUTION – DUAL BENEFIT

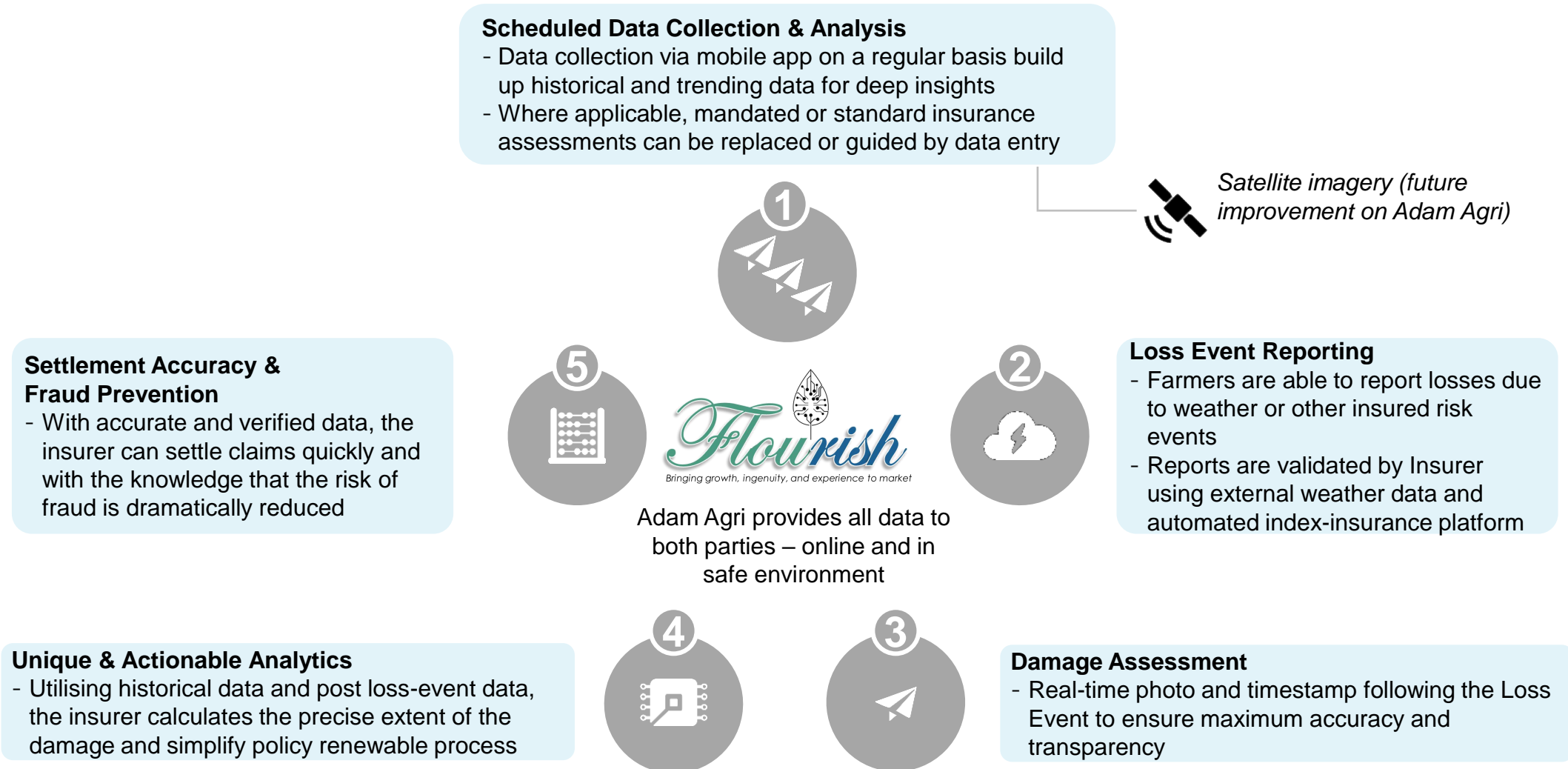
The truth is, farmers and insurers interests are aligned: reduce risk and cost, increase yield and efficiency

Flourish scheme delivers actionable information, faster, and at lower cost



# FLOURISH DIFFERENTIATOR: TRENDING DATA

*Trending data enables both farmer and insurer to continuously adapt and react, and provides the confidence that all assessments are accurate throughout the relationship*



# 5-Stage Adaptation

## Traceability & Creditworthiness

- Join in the traceability platform and improve product availability and quality.
- Creditworthiness for expansion and microfinancing using data collection and verified by insurer.

## Accreditation

- Each farmer via app would be able to create unique NFC or QR code for each harvest.
- The tag would enable the product to be trackable and implement on traceability platform.
- Get accredited for full organic or sustainable farming methods



## Farmer Identifier

- Via Customized Insurance Product for crops and livestock
- Each policy holder have unique identifier in mobile app to track ,renew policy and claims management.

## Agriculture Insurance

- Customized Insurance product providing protection and indemnity required.
- Index based insurance for natural calamities and build resilience for farmers
- Collective data using high-tech devices and analytics for holistic risk management.

## Mobile App Integration

- Farmer uses the app to log all farm details,create harvest points, treatments and loss tracking
- All data is collected real-time and accessed by insurer for easy approval and assessment.
- Interlinked with farm IoT devices for reliable data collection.

# FLOURISH APP



## FLOURISH

Farm Monitoring with unique id creator..

Add multiple livestock or crops

Husbandry Tracker

Insurance & Claims Tracking

Food Traceability

User friendly Interface



Empowering farmers with the power of technology to control and manage their farms input and output

**“GLOBAL AGRICULTURE”  
WE’RE TALKING ABOUT AN INDUSTRY  
WORTH 3.2 TRILLION US DOLLARS.**

- Across the globe, Agriculture continues to be a growing and essential industry with a 6.3% contribution to the Gross World Product.
- There are 570 million farms worldwide.
- 90% of it run by individuals or families and rely on family labor. Now, get this, 80% of the world’s food is being produced by family farms.

# THE UNIQUE ARCHITECTURE OF FLOURISH

- Data collection & optimization for herd population management (Government)
- Analytics and data exchange with authority

## Level 3: The Hife

- Husbandary Practice Record
- Reporting & Farm Database
- Manage policy & claim

## Level 2: Management Dashboard

- Farm data collection point
- Engagement with Insurers

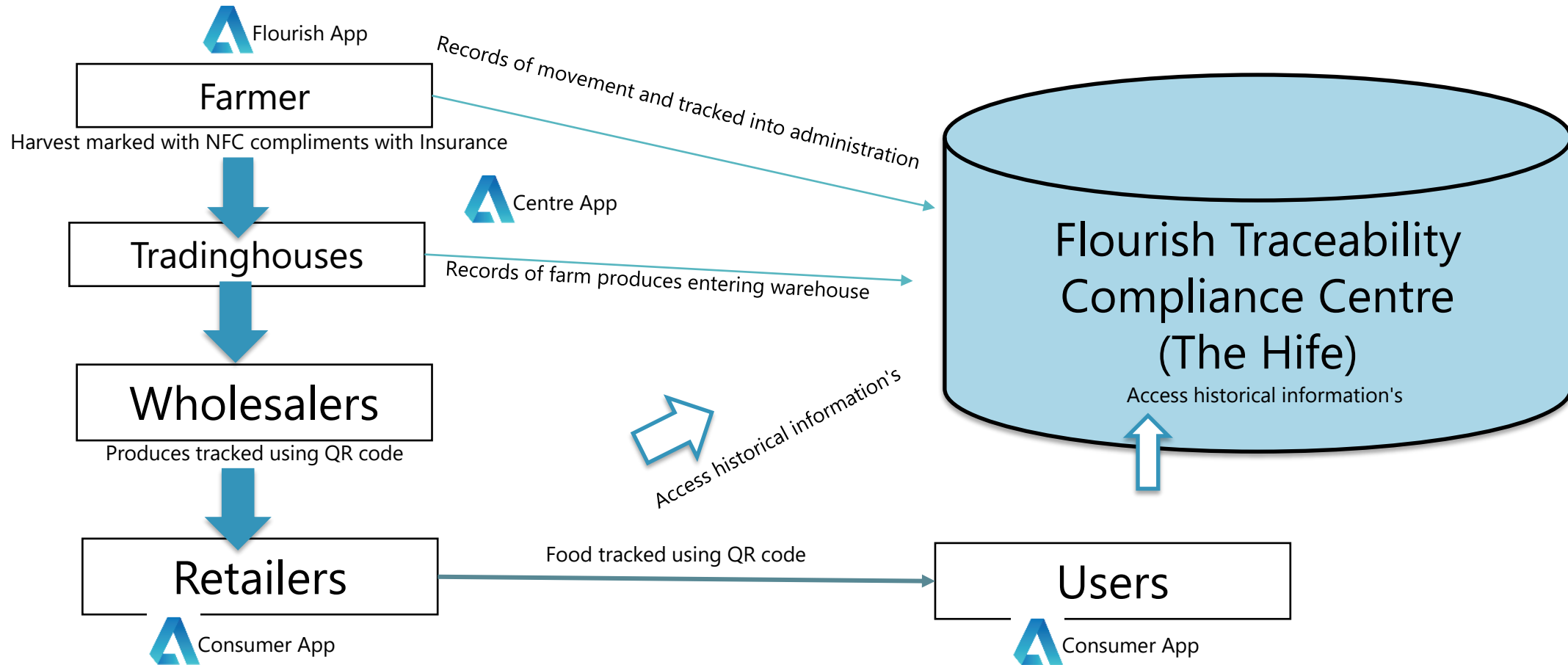
## Level 1: Smart Farmer's App

### Subject of the Pitch

Smart farming has a real potential to deliver a more productive and sustainable form of agricultural production, based on a more precise and resource-efficient approach. New farms will finally realize the eternal dream of mankind. It'll feed our population, which may explode to 9.6 billion by 2050.



# THE FUNCTIONAL SYSTEM OF 3 TIER SYSTEM



# Flourish encourages adoption of biosecurity

Biosecurity is a series of measures to protect against the entry and spread of pests and diseases.



## **Biosecurity is important for a number of reasons.**

- First, it is an essential aspect of on-farm food safety programs. Keeping food products wholesome and of highest quality is important for the health and well-being of consumers. This helps to ensure consumer demand for product, and therefore ultimately the profitability of animal agriculture enterprises.
- Secondly, biosecurity should help keep animal healthy and more productive. This benefits the farming community through greater efficiency and profitability, as well as the animals through experiencing less disease.
- Finally, a vibrant agricultural community is a positive influence on the economy of our state and nation, and an important resource in maintaining a healthy environment.

# Agriculture Insurance Products



Like 80% of economic sectors...

## Index Based Insurance

For Crops against natural calamities



Agriculture



Renewables



Gas & Energy



Transport



Construction



Public Sector

... your business may be impacted by **climate risks**



EXCESS RAINFALL



DROUGHT



FLOODING



STORMS



HEAT WAVE



WILDFIRE



EARTHQUAKE

**80%**

of economic sectors are frequently **impacted by weather anomalies**<sup>(1)</sup>

**\$520 bn**

average annual **cost of natural hazards** to the global economy<sup>(2)</sup>

**US\$162.5 bn**

global **insurance gap** in 2018, leaving businesses and governments without insurance to rebuild and recover from natural disasters<sup>(3)</sup>

**90%**

of **economic losses** due to natural disasters in developing countries are not covered by insurance<sup>(4)</sup>



# We use indices that measure those exposures to offer parametric insurance solutions

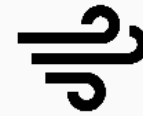
Parametric insurance relies on indices that are **correlated to your actual losses**



Temperature



Rainfall



Wind speed



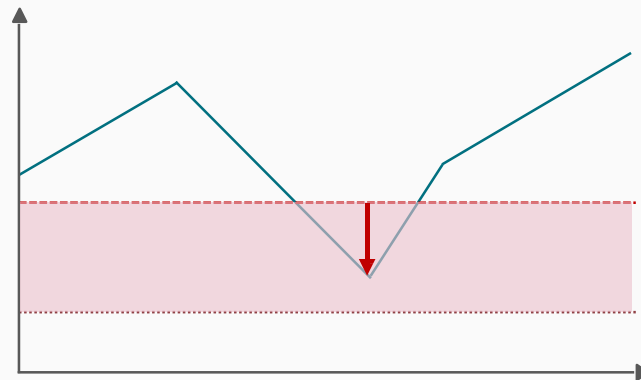
Yield



Magnitude

...

If the index reaches  
a **predefined threshold**...



... You receive a **payout** of a predefined amount  
within a few days or weeks



# ARCHIPELAGO NON-CROP PRODUCTS



AquaCare

## Coverage

- Stock Mortality
- Pollution
- Theft & Threats
- Storm & Structural Failure
- Algae Bloom and Water Chemistry Changes



AviCare

## Coverage

- Stock Mortality
- Smothering (Heat Stress)



RumiCare

## Coverage

- Stock Mortality
- Theft & Threats
- Predation
- Disease Outbreak



EquiLife

## Coverage

- Mortality
- Veterinarian Fees

# Flourish Implementation Timeline



- *Traction based on estimation of premium collection*
- *Based on all types of insurance policies issued under Flourish*

# Key Takeaways?



Build with  
comprehensive support  
with in house expertise



Intelligent App with  
integration with insurer



Support and Assistance  
on Digitalization of  
Insurer



Unique revenue  
generating proposition



Future plans on full  
traceability and smart  
farming integration



Reinsurance Capacity



Experienced and Digital  
Savvy Team



Address, Design and  
Implement localized  
products





THANK YOU