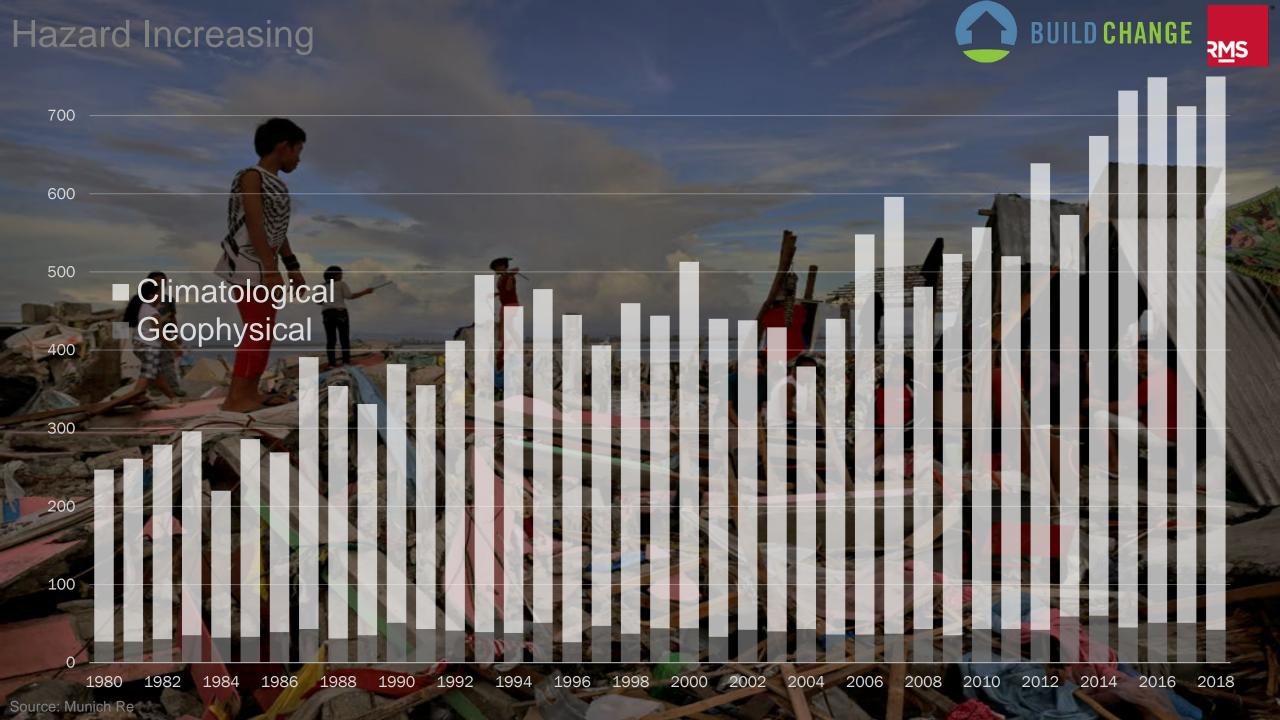
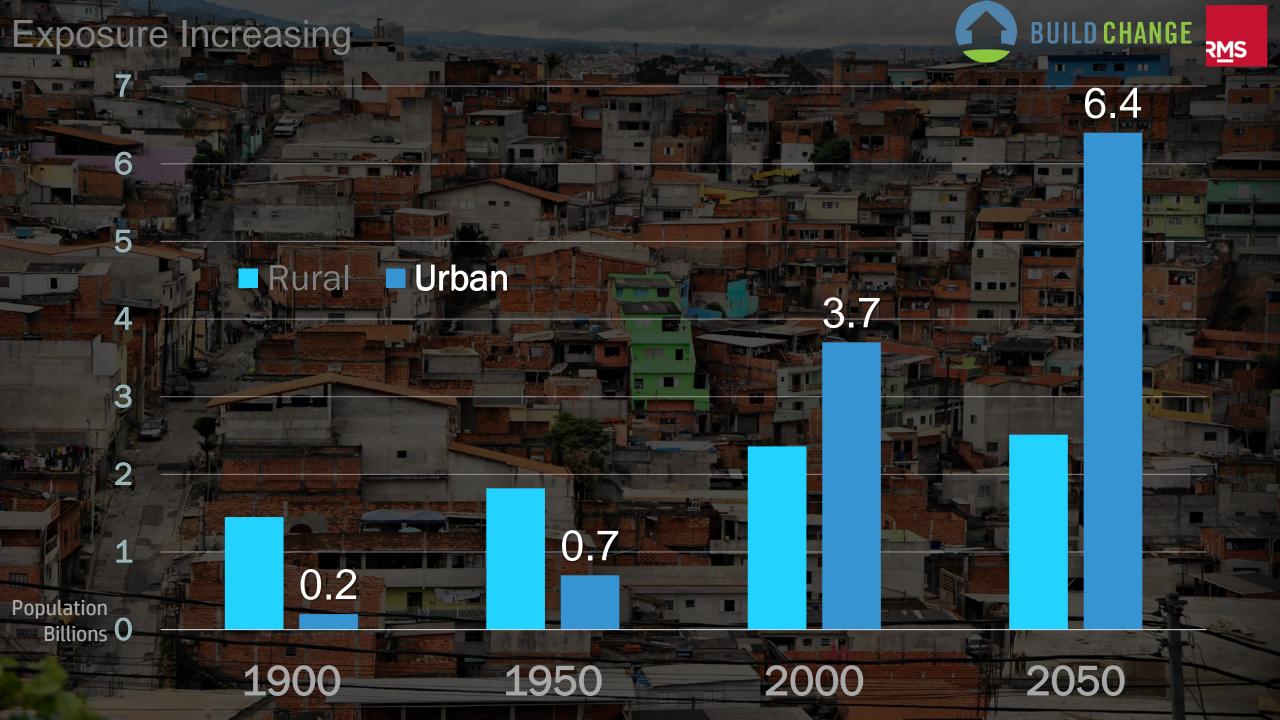


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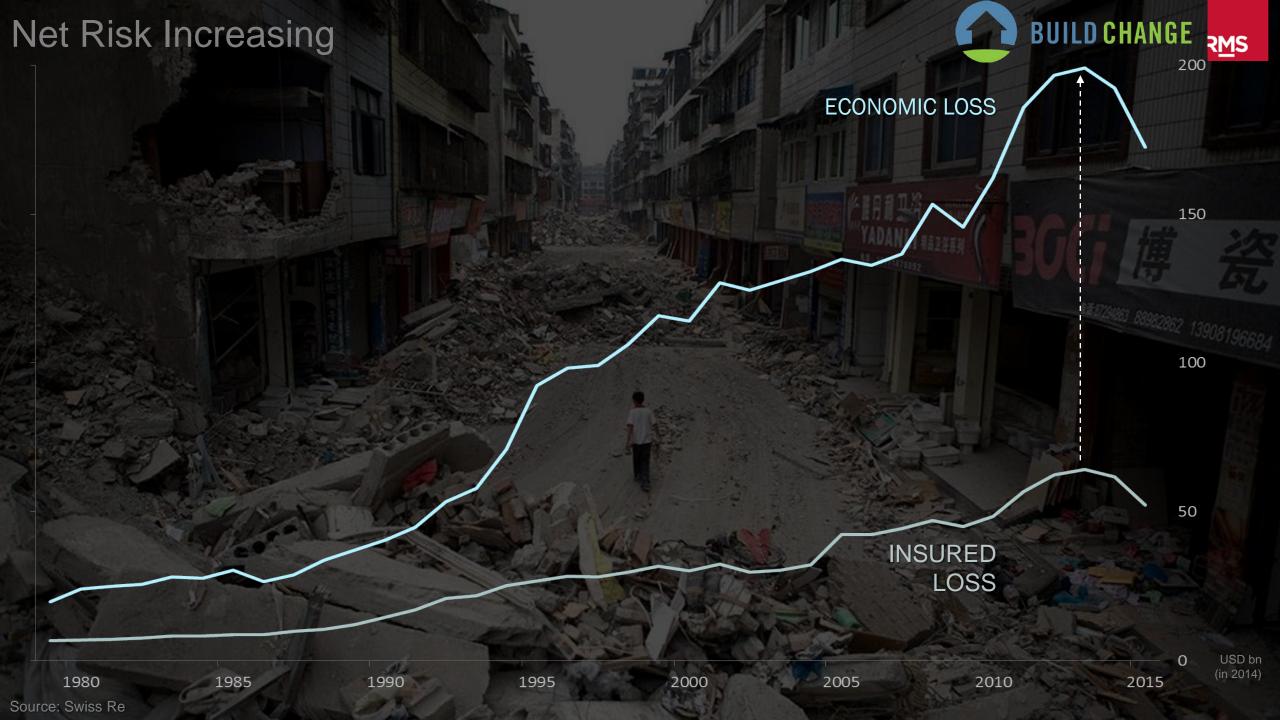




# 30 n in substandard housing by 2030

















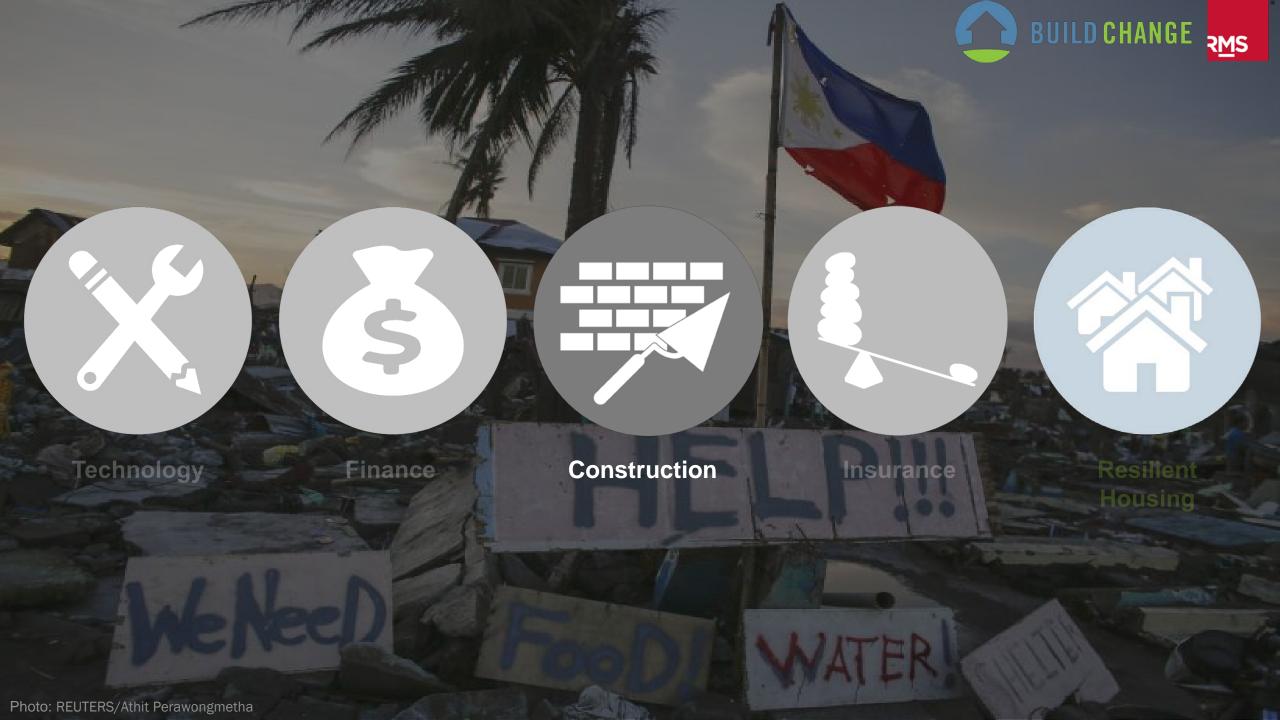








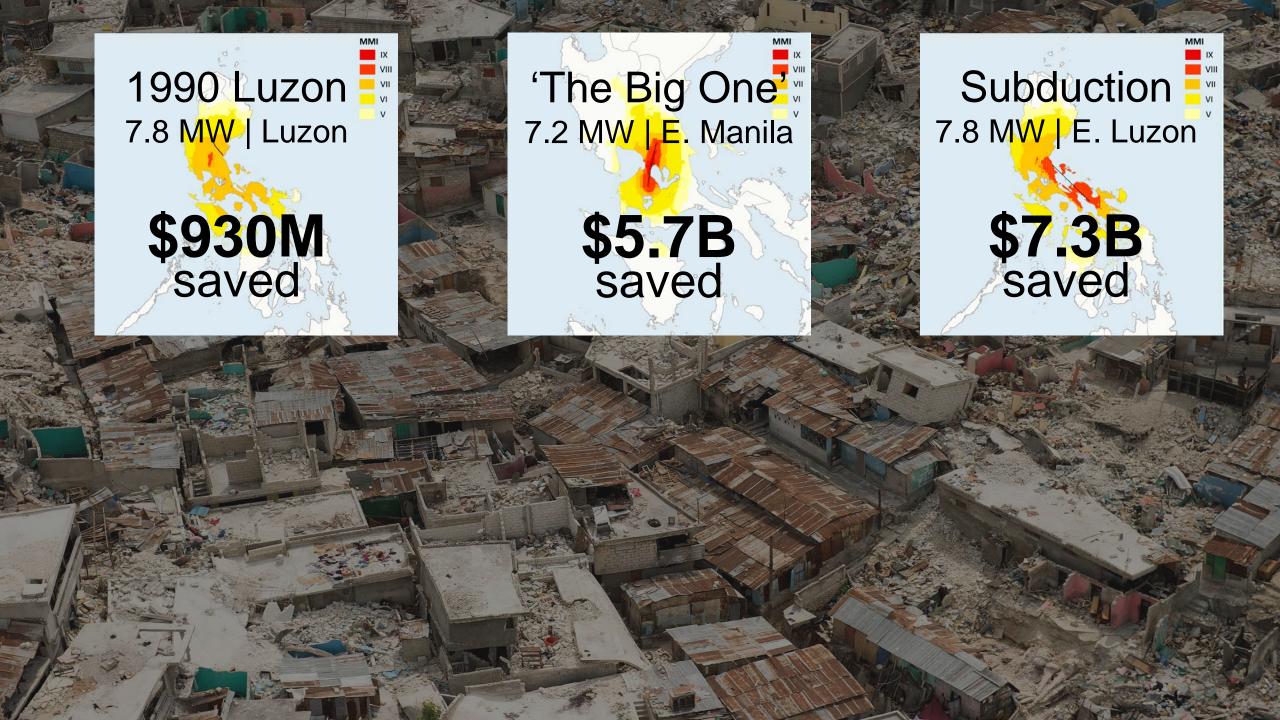










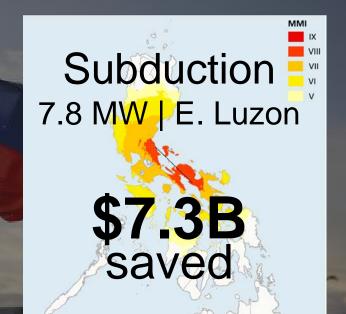


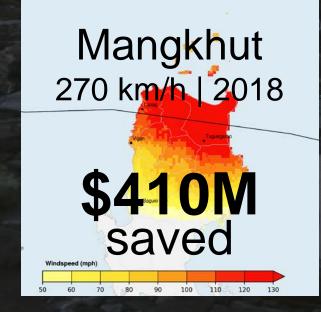
1990 Luzon 7.8 MW | Luzon

**\$930M** saved

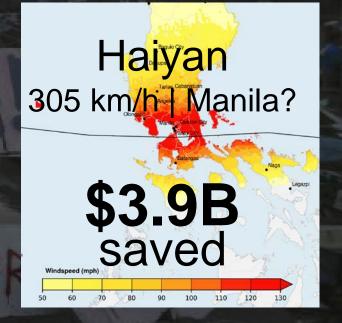
'The Big One' 7.2 MW LE. Manila

**\$5.7B** saved





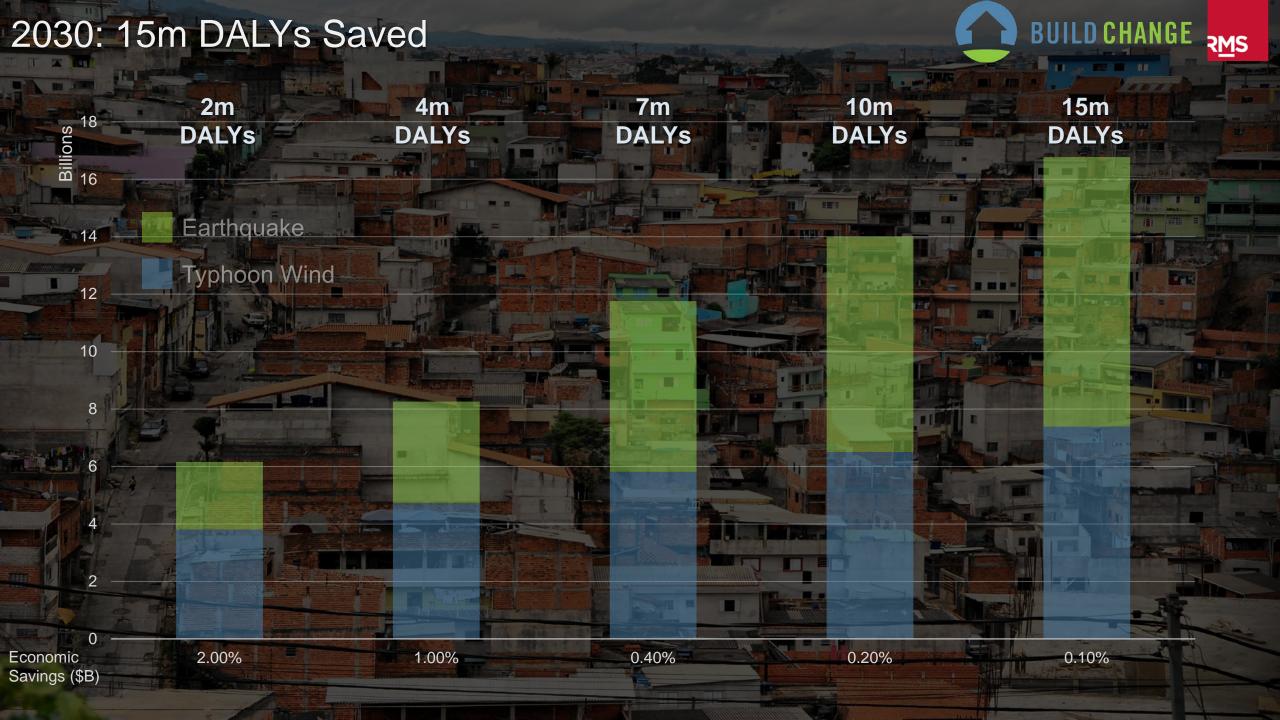


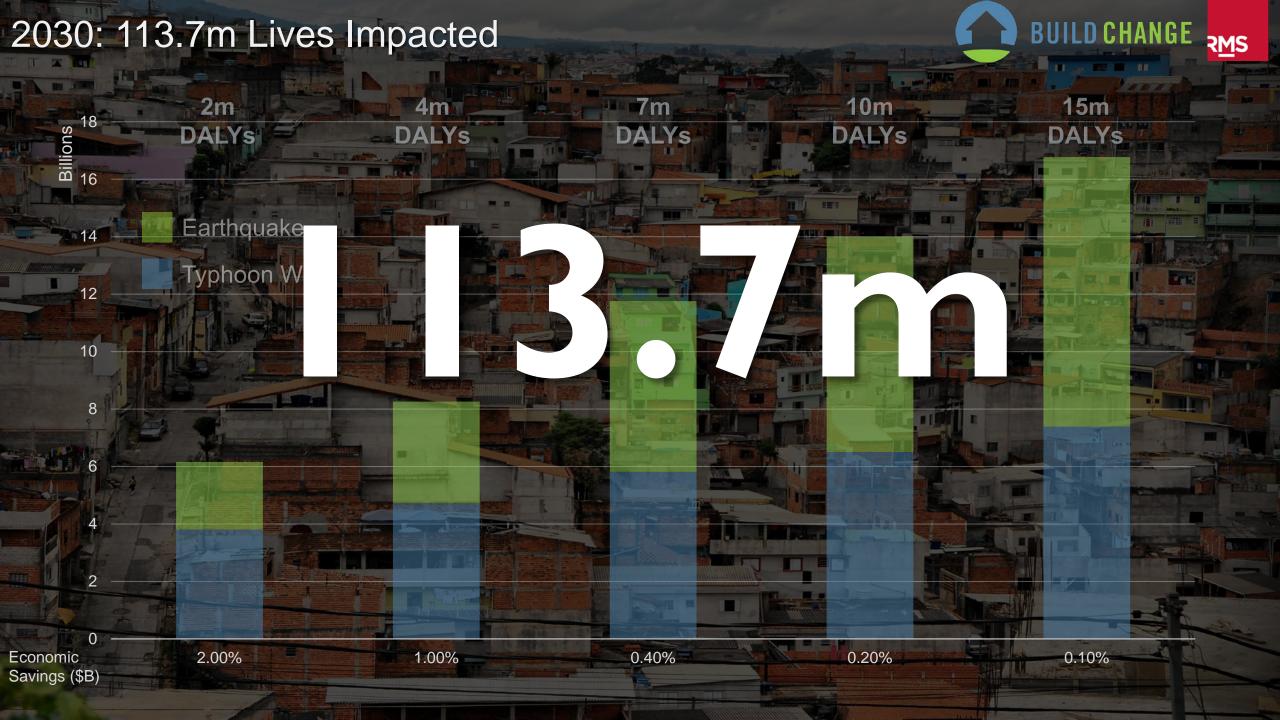


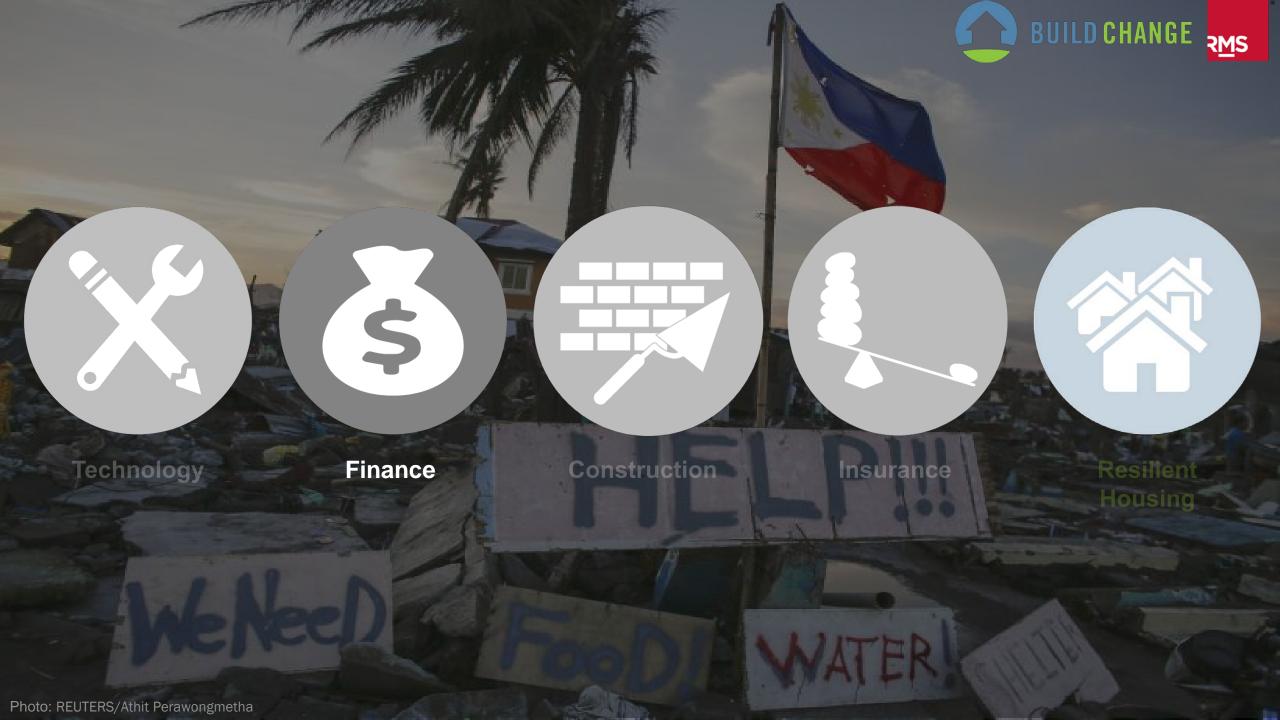








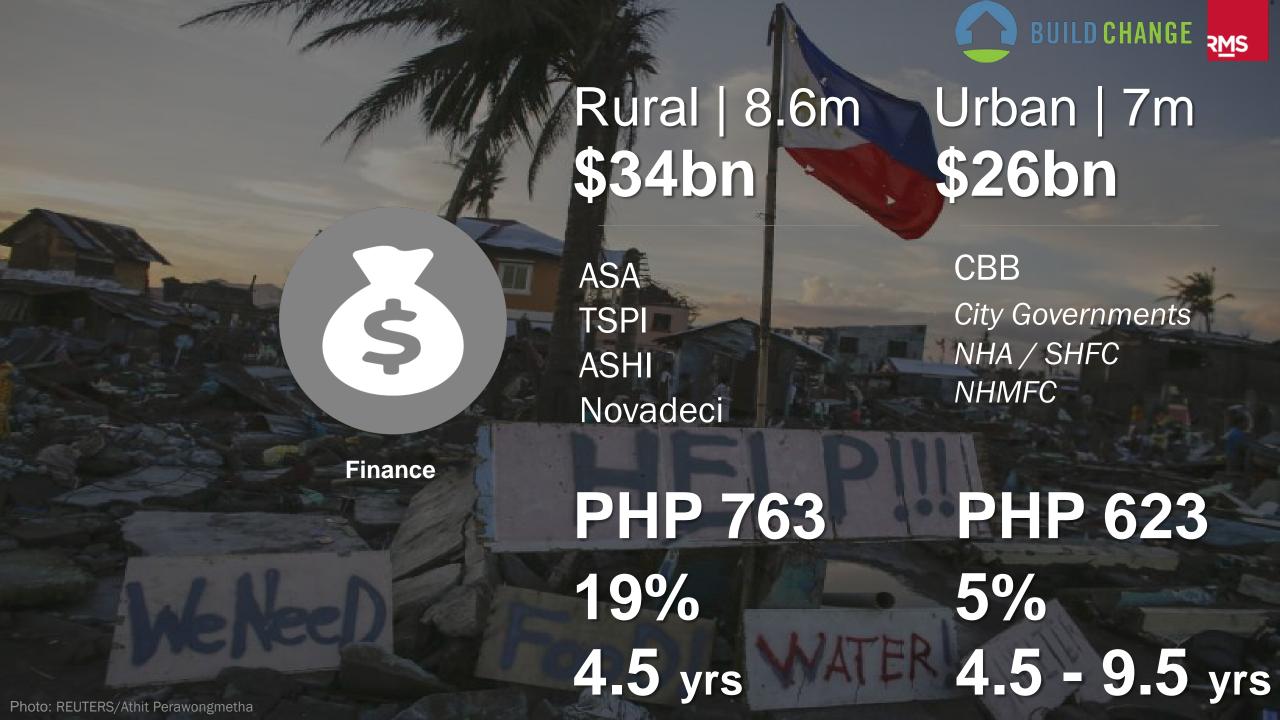


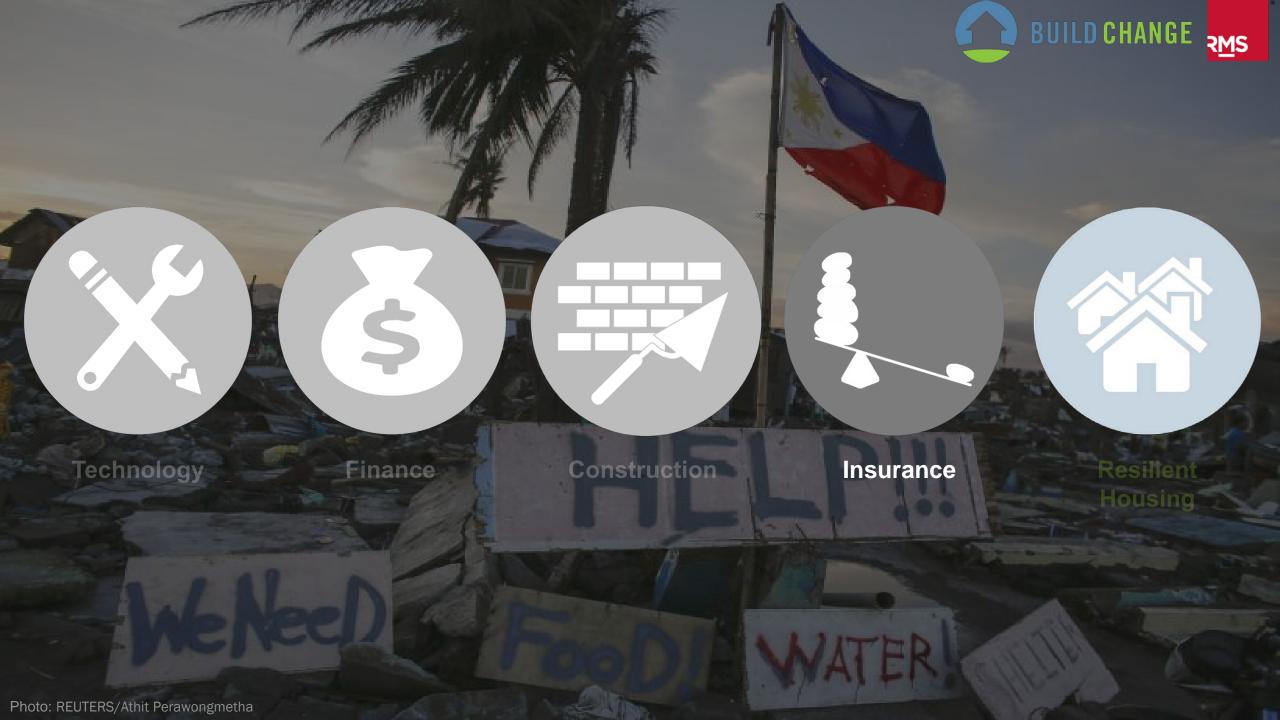


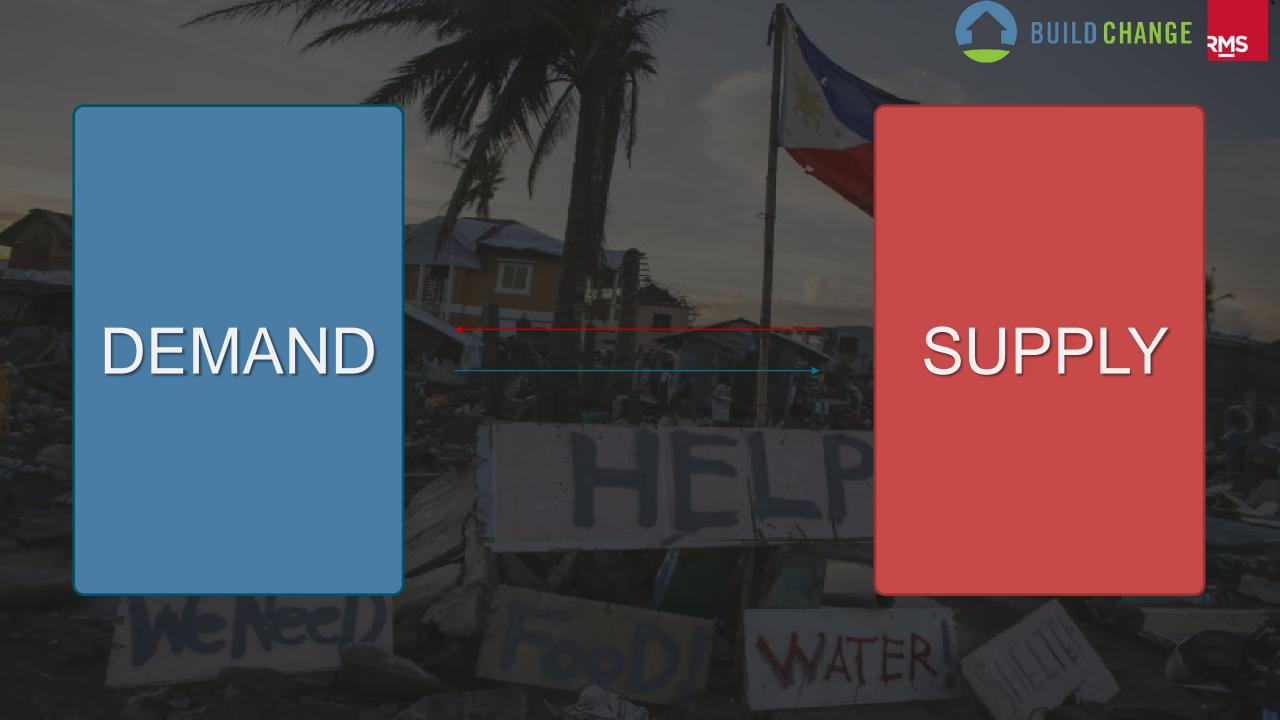














**CULTURE** 

**TRUST** 

**APPEAL** 

**BEHAVIOUR** 

**AWARENESS** 

Coverage based on traditional insurance products costs...

\$150 p.a.

Unaffordable for homeowner

**MORAL HAZARD** 

**DISTRIBUTION** 

**SCALE** 

**PROFITABILITY** 

**REGULATION** 

**INSURABILITY** 



# 1: Attritional Cover

- Premium for 5% cover: ~\$5 p.a.
- <1% of average loan repayment
- Triggered by moderate events
- Very affordable
- Provides frequent liquidity
- Builds trust in pay-outs
- Adjustable cover

INSURED 'The Big One'

RETAINED

## 2: Catastrophe Cover

- Premium for full re-build: ~\$10 p.a.
- Triggered by hazard beyond design
- Very affordable
- Funds rebuild
- Quick pay-out
- Ensures resilience

### **VERY AFFORDABLE**

**RE-BUILD** IF BUILD **CHANGE HOME IS** DESTROYED

**VIA EXISTING MFI** LOAN OFFICER

FREQUENT PAY-OUTS **ENGENDER TRUST** 

**LIQUIDITY FOR SMALLER TYPHOONS**  **INSURED** 

NSURED

RETAINED

**HIGH DATA QUALITY** 

**FAMILIAR** COVERAGE & STRUCTURE

**LARGE PORTFOLIO** 

**DIVERISFIED, MULTI-PERIL PORTFOLIO** 

> **MULTIPLE** DISTRIBUTION **CHANNELS**









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