

	Indicators	Values (ending December, 2014-2017)																				
Market development (quantitative data)	1) # Insurers engaged	<ul style="list-style-type: none"> ✓ Growing: There is a growing number of insurers that have microinsurance products (cumulative): i.e. 37 in 2014, 65 in 2015, 70 in 2016 and 95 in 2017. ✓ Currently, there are 134 licensed commercial insurance companies (54 life, 74 general, 6 reinsurance companies), 3 companies conducting mandatory insurance, 2 companies conducting social insurance, and 63 companies conducting sharia insurance (7 life sharia insurance, 5 sharia general insurance, 1 sharia reinsurance, 23 sharia window of life insurance, 25 sharia window of general insurance, and 2 windows of reinsurance companies). 																				
	2) # MI Intermediaries licensed (MFIs)	<ul style="list-style-type: none"> ✓ There is no special set of procedures for licensing MI-only agents. Traditional brokers and agents can distribute MI products. ✓ Growing number of insurance brokers: 157 (2014), 166 (2015), 169 (2016), and 168 (2017) – cumulative. 																				
	3) # MI Products approved	<ul style="list-style-type: none"> ✓ Increasing: 101 (2014), 122 (2015), 192 (2016), and 225 (2017) – cumulative ✓ Life insurance: the dominant products are credit-life (25%) and Personal Accident (33%). Minor products include hospital cash plan & funeral. ✓ General insurance: dominant products are Personal Accident (65%) and Property insurance (23%). Minor products include agriculture index insurance, disaster insurance, hospital cash plan, and motor insurance. 																				
	4) # of Microinsurance coverage (lives and properties insured)	<ul style="list-style-type: none"> ✓ Increasing: There has been 98% cumulative increase of MI coverage in the last 3 years. The coverage was increasing year-on-year, although the growth rate has slowed down significantly, i.e. 10.9Million outreach in 2014, 18.3M in 2015 (66% growth), 19.4M in 2016 (6% growth), and 21.7M in 2017 (12.3% growth). ✓ Drivers: The MI outreach is mainly driven by few commercial banks and many rural banks (BPRs) that are selling credit-life coverage. 																				
	5) # of Lives covered	<ul style="list-style-type: none"> ✓ There has been a modest increase of # lives covered in the last 3 years, i.e. 8.3Million (2014), 14.1M (2015), 16.1M (2016), and 16M (Sept 2017). ✓ Around 30% of the lives covered were from microtakaful policies. 																				
	6) # of Non-life insurers' production	<ul style="list-style-type: none"> ✓ There has been a modest increase of # properties covered in the last 3 years, i.e. 3.3Million (2014), 4.2M (2015), 5.5M (2016), and 6.2M (Sept 2017). ✓ Non-life MI shares around 26% of the total MI coverage. 																				
Institutional development (qualitative data)	7) Diversity of business models	<ul style="list-style-type: none"> ✓ There is not much diversity yet in products and in distribution channels. Financial institutions such as commercial banks, rural banks, microfinance institutions and cooperatives are the traditional channels for credit-life product. ✓ Other MI distribution channels with a few outreach are agent banking outlets, schools, pawnshops, and retail shop. 																				
	8) Magnitude of formalization	<ul style="list-style-type: none"> ✓ There is no particular regulation that aims to mainstream the informal insurance activities. ✓ Affinity groups with large in-house Mutual Members Fund (MMFs) exist. 																				
	9) Supporting services and platforms	<ul style="list-style-type: none"> ✓ There is a Microinsurance Task Force (TF), with about 25 members nominated by the 3 associations of insurers (i.e. life, general, and sharia). The TF serves as a consultation platform and communication point of OJK to the industry. However, the TF is not a permanent structure. It only meets on a need basis. ✓ The 3 insurance associations have each formed an MI consortium aimed at jointly marketing standard MI products. However, the consortia were not able to produce the business targets. 																				
	10) Capacity of the Financial Services Authority (OJK)	<ul style="list-style-type: none"> ✓ OJK is a member of the MEFIN Network. MEFIN provides regular venue for peer-to-peer exchange of good practices on MI across 7 economies in Asia. ✓ OJK has 33 regional offices across the country which is a potential capacity in further promoting MI in the countryside. But MI at the moment is only as “additional tasks” of OJK so that resources both manpower and financial supporting MI development was very limited. In addition, MI programs need to be advocated inside the agency. 																				
	11) Inter-Agency Coordination with other authorities and with development agencies	<ul style="list-style-type: none"> ✓ Inclusive insurance is included in the National Strategy for Inclusive Finance (SNKI) issued on Sept 2016 under a Presidential Order. Implementation of the SNKI is structured in 7 working groups. OJK is leading in some of the working groups together with Bank Indonesia and other Ministries. 																				
Client value (quantitative data)	12) Claims / loss ratio in microinsurance (2014-2017)	<table border="1"> <thead> <tr> <th>Sub-sector</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> </tr> </thead> <tbody> <tr> <td>Life</td> <td>48.5%</td> <td>50.8%</td> <td>45.5%</td> <td>35.9%</td> </tr> <tr> <td>General</td> <td>8.2%</td> <td>6.5%</td> <td>41.2%</td> <td>43.1%</td> </tr> <tr> <td>Microtakaful</td> <td>56.6%</td> <td>68.6%</td> <td>37.5%</td> <td>25.3%</td> </tr> </tbody> </table>	Sub-sector	2014	2015	2016	2017	Life	48.5%	50.8%	45.5%	35.9%	General	8.2%	6.5%	41.2%	43.1%	Microtakaful	56.6%	68.6%	37.5%	25.3%
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