



INDEX BASED LIVESTOCK
INSURANCE PROJECT



**INDEX BASED LIVESTOCK INSURANCE
SALES REPORT
2007**

THE PROJECT IMPLEMENTATION UNIT

**Ulaanbaatar
2007**



I. Activities under IBLI 2007 Sales season

The Project Implementation Unit had implemented following activities in accordance with the “Development Credit Agreement” and “Project Implementation Manual” for the period of Sales Season of IBLI in 2007.

Table №1. IBLI 2007 Sales Activities

Date	Activities
September, 2006	<ul style="list-style-type: none">• Requirements to participate IIBLI 2007 Sales season and project background were introduced to domestic insurance companies;• National Workshop on IBLI to discuss facing issues that were raised during implementation of pilot project through providing lessons learned and perspectives of IBLI pilot program to the stakeholders, policymakers and donor organizations and develop possible solutions were organized.
November, 2006	<ul style="list-style-type: none">• Changes and necessary updates on IBLI 2007 Sales season were developed;• The selection of participating insurance companies for the IBLI 2007 Sales season was conducted and Mongol Daatgal, Tushig Daatgal, Prime Daatgal and Bodi Daatgal companies were awarded.
December, 2006	<ul style="list-style-type: none">• Premium rates for the BIP’s with 6% and 10% thresholds were developed by all species;• Developments of IBLI Software version of 2007 was started;
January, 2007	<ul style="list-style-type: none">• IBLI Software version of 2006 and Sales database was locked;• IBLI manual for insurance agents, soum staffs and local governors were updated;• IBLI training for the trainers of the participating insurance companies were organized.
February, 2007	<ul style="list-style-type: none">• The IBLI cooperation agreement has been signed between participating insurance companies (Mongol Daatgal, Tushig Daatgal, Prime Daatgal and Bodi Daatgal) and PIU;• The updated “DRP Rules” and “Procedures for certifying insurance agents” were prepared and approved by the Project Steering Committee (PSC);• Transaction sheets, agents certification, stamps were prepared and published;• Insurance agent training and certification to sell IBLI products in pilot soums were organized by PIU in conjunction with MoF and FRC and totally 153 agents were certified.• IBLI Transaction sheets, stamps, agent certifications were delivered and given to participating insurance companies.
March, 2007	<ul style="list-style-type: none">• Published advertisement such as Poster, brochure, leaflet and IBLI Manual were printed and spread to pilot soums;• Prepaid GIC from participating insurance companies were deposited on LIIP account for IBLI 2007;• Interest on IBLI reserve funds were earned;• IBLI 2007 Sales season was opened in all 56 pilot soums and insurance agents had started to sale IBLI products;• Related to the start of new Sales season, necessary guidance and instruction were provided to insurance companies, insurance agents and soum staffs;• IBLI Software version of 2007 was developed.



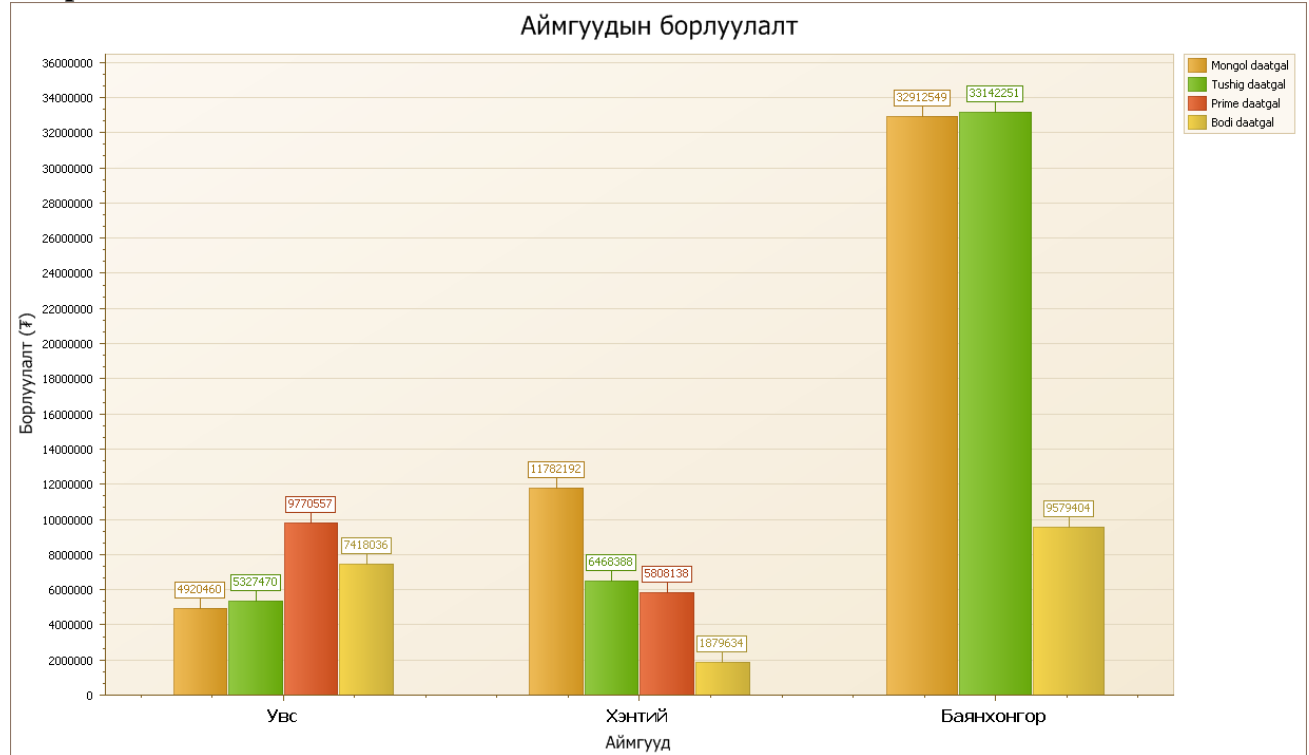
April, 2007	<ul style="list-style-type: none">• IBLI Software version of 2007 was installed all insurance companies and their aimag branches;• Face to face promotion started in all pilot aimags;• IBLI 2007 premium accounts were opened in all pilot soums through Khaan Bank.
May, 2007	<ul style="list-style-type: none">• Mid-year livestock census which determines indemnity payment of IBLI 2006 was conducted.
June, 2007	<ul style="list-style-type: none">• World Bank Team had mission on IBLI 2007 Sale;• The Mid-year livestock census result and pilot sample survey results were received.
July, 2007	<ul style="list-style-type: none">• IBLI 2006 indemnity payment calculation was done by each herders;• LIIP account for IBLI 2006 were closed and surplus of LIIP account was refunded to the participating insurance companies (Mongol Daatgal, Tushig Daatgal and Prime Daatgal);• IBLI 2007 Sales season was closed;• Sales data keypunching software at pilot aimags were locked.
August, 2007	<ul style="list-style-type: none">• IBLI 2006 indemnity payments were distributed to herders through Khaan Bank;• IBLI 2007 premiums were collected and deposited in LIIP account.
September, 2007	<ul style="list-style-type: none">• PIU is reconciling premium accounts, transaction sheets with participating insurance companies.



II. IBLI 2007 Sales Season

From the start of IBLI second Sales season in 15th of March 2007 and till to the end 10th of July 2007, totally 3705 herders bought IBLI (BIP and DRP) and premium amount reached 129,047,464 MNT. Compared to the previous year, premium income increased by 50% and number of policyholders by 65%.

Graph №1. IBLI Premium Income



As end of 2006, there are 28746 herder households in 3 pilot aimags and out of it 3705 households purchased IBLI which equals to 12.8% coverage. Moreover, under the IBLI, there are 589578 livestock were insured and it is the 9.5% of total livestock in 3 aimags (6.17 million) which increased by 100% compared to last year.

Table №2. Number of Livestock

Aimag	Livestock number covered by BIP (by head)						Livestock number covered by DRP (by head)					
	Cattle	Sheep	Goat	Horse	Camel	Total	Cattle	Sheep	Goat	Horse	Camel	Total
Bayankhongor	9607	35352	80329	5200	36	238708	3404	31478	67974	5028	300	108187
Uvs	3385	42449	73630	1574	19	145952	2429	8613	12300	1353	200	24937
Khentii	7343	9807	13478	5590	0	54006	3298	7125	5433	1932	0	17788
Total	20335	87608	167437	12364	55	438666	9131	47216	85707	8313	500	150912

Bayankhongor Aimag

Number of policyholders has reached 1708 herders which is highest among three pilot aimags. This represents 14.7% of herder household, 12.5% of households with livestock and 46.1% of total policyholders in 2007.

Bodi Daatgal, Mongol Daatgal and Tushig Daatgal companies operated in Bayankhongor aimag and premium amount totaled with 75.6 million MNT which was 58.6% of IBLI 2007 total premium.



Table №3. Number of Policyholders and Premium amount (Bayankhongor aimag)

№	Soum	Bodi Daatgal		Mongol Daatgal		Tushig Daatgal		Total	
		Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder
1	Bayankhongor	952,262	13	188,918	2	1,145,106	8	2,286,286	23
2	Baatsagaan	1,088,101	42	362,292	11	-	-	1,450,393	53
3	Bayanbulag	-	-	2,634,333	42	-	-	2,634,333	42
4	Bayangovi	-	-	469,220	17	1,279,216	41	1,748,436	58
5	Bayanlig	995,200	34	174,216	5	-	-	1,169,416	39
6	Bayan-Ovoo	367,974	10	2,531,216	51	-	-	2,899,190	61
7	Bayan-Undur	-	-	679,700	11	2,530,220	43	3,209,920	54
8	Bayantsagaan	1,377,956	27	2,632,870	61	-	-	4,010,826	88
9	Bogd	-	-	2,273,694	79	308,700	12	2,582,394	91
10	Bumbugur	1,979,960	51	2,272,200	89	920,280	28	5,172,440	168
11	Buutsagaan	-	-	1,422,882	26	3,738,752	56	5,161,634	82
12	Galuut	544,516	12	1,521,256	30	4,483,108	164	6,548,880	206
13	Gurvanbulag	-	-	1,335,455	38	434,374	21	1,769,829	59
14	Jargalant	-	-	3,527,036	70	938,421	17	4,465,457	87
15	Jinst	-	-	512,719	26	67,440	5	580,159	31
16	Zag	-	-	3,765,388	53	-	-	3,765,388	53
17	Ulziit	1,124,175	25	4,905,764	102	908,711	22	6,938,650	149
18	Khureemara	-	-	1,719,730	49	9,871,922	147	11,591,652	196
19	Shinejinst	648,760	37	-	-	2,671,250	64	3,320,010	101
20	Erdenetsogt	500,500	7	-	-	3,861,395	60	4,361,895	67
	Total	9,579,404	258	32,928,889	762	33,158,895	688	75,667,187	1,708

Table №4. BIP Premium and DRP fee amount (Bayankhongor aimag)

№	Soum	Bodi Daatgal		Mongol Daatgal		Tushig Daatgal		Total	
		BIP	DRP	BIP	DRP	BIP	DRP	BIP	DRP
1	Bayankhongor	952,262	-	188,918	-	1,145,106	-	2,286,286	-
2	Baatsagaan	1,026,101	62,000	362,052	240	-	-	1,388,153	62,240
3	Bayanbulag	-	-	2,502,933	131,400	-	-	2,502,933	131,400
4	Bayangovi	-	-	464,220	5,000	1,157,016	122,200	1,621,236	127,200
5	Bayanlig	779,040	216,160	174,216	-	-	-	953,256	216,160
6	Bayan-Ovoo	339,494	28,480	2,431,456	99,760	-	-	2,770,950	128,240
7	Bayan-Undur	-	-	679,500	200	2,490,180	40,040	3,169,680	40,240
8	Bayantsagaan	1,348,316	29,640	2,624,990	7,880	-	-	3,973,306	37,520
9	Bogd	-	-	2,026,574	247,120	277,500	31,200	2,304,074	278,320
10	Bumbugur	1,937,720	42,240	2,141,040	131,160	882,840	37,440	4,961,600	210,840
11	Buutsagaan	-	-	1,414,882	8,000	3,631,352	107,400	5,046,234	115,400
12	Galuut	530,756	13,760	1,440,136	81,120	3,332,068	1,151,040	5,302,960	1,245,920
13	Gurvanbulag	-	-	1,187,735	147,720	422,614	11,760	1,610,349	159,480
14	Jargalant	-	-	3,350,476	176,560	926,021	12,400	4,276,497	188,960
15	Jinst	-	-	429,759	82,960	54,720	12,720	484,479	95,680
16	Zag	-	-	3,533,188	232,200	-	-	3,533,188	232,200
17	Ulziit	1,014,255	109,920	4,642,684	263,080	858,871	49,840	6,515,810	422,840
18	Khureemara	-	-	1,451,890	267,840	9,006,602	865,320	10,458,492	1,133,160
19	Shinejinst	544,400	104,360	-	-	2,430,050	241,200	2,974,450	345,560
20	Erdenetsogt	496,500	4,000	-	-	3,837,395	24,000	4,333,895	28,000
	Total	8,968,844	610,560	31,046,649	1,882,240	30,452,335	2,706,560	70,467,827	5,199,360

In Bayankhongor aimag, 238708 (12.7%) livestock were insured under the BIP and 108187 (5.7%) livestock were insured under the DRP this year.



Due to the following arguments, the sales amount increased by 72% (26.7 million MNT) compared to the previous year:

1. Increase in number of policyholders (increase by 761 people or 80, 3%)
2. Increase in average premium paid (from 46082 MNT to 52854 MNT)

The number of policyholders in all soums increased except Bayankhongor and Bayanbulag soums in 2007. Additionally, the percentage of DRP fee in total Sale increased from 3% to 5% this year.

There were 10 agents from Bodi Daatgal, 20 agents from Mongol Daatgal and 19 agents from Tushig Daatgal covering all soums.

Uvs Aimag

Number of policyholders was 1431 herders in Uvs aimag. And this represents 14.2% of herder household, 10.2% of households with livestock and 38.6% of total policyholders in 2007.

All four insurance companies operated in Uvs aimag and the Sales amount has reached 27.4 million MNT which was 21.2% of total Sales of IBLI in 2007.

In Uvs aimag, 145952 (6.1%) livestock were insured under the BIP and 24937 (1.0%) livestock were insured under the DRP this year.

However there was an increase in number of policyholders, the Sales amount decreased by 2 million MNT (7%) in Uvs aimag. It shows:

1. Increase in DRP percentage in total Sale (from 2% to 5%)
2. Decrease in average premium paid (from 25065 MNT to 19172 MNT)
3. Decrease in number of policyholders by Mongol Daatgal and Prime Daatgal

There were decrease in number of policyholders in soums such as Zuungovi, Ulgii, Tarialan and Tes compared to previous year.

Table №5. Number of Policyholders and Premium amount (Uvs aimag)

№9	Soum	Bodi Daatgal		Mongol Daatgal		Prime Daatgal		Tushig Daatgal		Total	
		Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder
1	Ulaangom	227,330	23	-	-	427,304	35	176,638	18	831,272	76
2	Baruunturuun	350,392	20	-	-	236,197	19	14,900	4	601,489	43
3	Bukhmurun	344,445	25	-	-	265,050	20	114,800	3	724,295	48
4	Davst	-	-	-	-	77,196	13	637,161	48	714,357	61
5	Zavkhan	1,713,404	30	412,370	6	437,740	6	1,011,204	30	3,574,718	72
6	Zuungovi	-	-	393,976	13	599,008	30	785,164	48	1,778,148	91
7	Zuunkhangai	-	-	458,064	24	785,728	30	-	-	1,243,792	54
8	Malchin	834,554	50	614,575	32	585,023	41	386,900	14	2,421,052	137
9	Naranbulag	467,510	25	1,442,120	40	1,508,975	61	-	-	3,418,605	126
10	Ulgii	202,600	5	-	-	220,450	17	290,538	30	713,588	52
11	Umnugovi	994,039	50	824,938	47	925,271	53	-	-	2,744,248	150
12	Undurkhangai	-	-	-	-	738,674	37	1,014,208	62	1,752,882	99
13	Sagil	57,519	2	-	-	507,328	21	90,000	1	654,847	24
14	Tarialan	-	-	451,181	24	162,491	35	87,660	7	701,332	66
15	Turgen	-	-	75,000	2	574,022	20	319,723	15	968,745	37
16	Tes	-	-	-	-	154,645	20	106,630	50	261,275	70
17	Khovd	1,517,200	40	-	-	753,660	30	-	-	2,270,860	70
18	Khyargas	376,880	22	29,920	23	318,040	30	291,980	20	1,016,820	95
19	Tsagaankhairkhan	337,523	19	218,316	12	493,755	29	-	-	1,049,594	60
	Total	7,423,396	311	4,920,460	223	9,770,557	547	5,327,506	350	27,441,919	1,431



Table №6. BIP Premium and DRP fee amount (Uvs aimag)

№9	Soum	Bodi Daatgal		Mongol Daatgal		Prime Daatgal		Tushig Daatgal		Total	
		BIP	DRP	BIP	DRP	BIP	DRP	BIP	DRP	BIP	DRP
1	Ulaangom	217,650	9,680			418,384	8,920	168,878	7,760	804,912	26,360
2	Baruunturuun	346,792	3,600			213,517	22,680	10,700	4,200	571,009	30,480
3	Bukhmurun	344,445	-			265,050	-	101,200	13,600	710,695	13,600
4	Davst					77,196	-	629,001	8,160	706,197	8,160
5	Zavkhan	1,647,684	65,720	412,370	-	376,020	61,720	996,684	14,520	3,432,758	141,960
6	Zuungovi			387,576	6,400	571,648	27,360	717,644	67,520	1,676,868	101,280
7	Zuunkhangai			432,504	25,560	767,448	18,280			1,199,952	43,840
8	Malchin	834,554	-	614,575	-	551,503	33,520	384,900	2,000	2,385,532	35,520
9	Naranbulag	431,150	36,360	1,392,640	49,480	1,360,775	148,200			3,184,565	234,040
10	Ulgii	200,000	2,600			116,610	103,840	184,418	106,120	501,028	212,560
11	Umnugovi	965,199	28,840	763,938	61,000	925,271	-			2,654,408	89,840
12	Undurkhangai					730,034	8,640	952,928	61,280	1,682,962	69,920
13	Sagil	57,519	-			450,448	56,880	90,000	-	597,967	56,880
14	Tarialan			399,221	51,960	124,931	37,560	87,660	-	611,812	89,520
15	Turgen			75,000	-	574,022	-	284,403	35,320	933,425	35,320
16	Tes					154,645	-	80,550	26,080	235,195	26,080
17	Khovd	1,466,680	50,520			747,260	6,400			2,213,940	56,920
18	Khyargas	364,200	12,680	-	29,920	285,840	32,200	201,940	90,040	851,980	164,840
19	Tsagaankhairkhan	337,523	-	218,316	-	488,155	5,600			1,043,994	5,600
	Total	7,213,396	210,000	4,696,140	224,320	9,198,757	571,800	4,890,906	436,600	25,999,199	1,442,720

There were 18 agents from Bodi Daatgal, 12 agents from Mongol Daatgal 16 agents from Prime Daatgal and 14 agents from Tushig Daatgal covering all soums.

Khentii Aimag

Number of policyholders was 566 herders in Khentii aimag. It represents 7.9% of herder household, 6.2% of households with livestock and 15.3% of total policyholders in 2007.

All four insurance companies operated in Khentii aimag and the Sales amount reached 25.9 million MNT which was 20.1% of total Sales of IBLI in 2007.

Table №7. Number of Policyholders and Premium amount (Khentii aimag)

№9	Soum	Bodi Daatgal		Mongol Daatgal		Prime Daatgal		Tushig Daatgal		Total	
		Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder	Sales amount	Number of Policyholder
1	Kherlen	33,000	1	1,208,555	6	440,332	16	68,450	5	1,750,337	28
2	Batnorov	-	-	1,248,234	24	187,400	5	22,600	2	1,458,234	31
3	Batshireet	-	-	866,159	20	153,542	4	28,080	1	1,047,781	25
4	Bayan-Adraga	-	-	680,208	23	904,633	37	-	-	1,584,841	60
5	Bayanmunkh	-	-	204,540	2	993,944	18	256,750	4	1,455,234	24
6	Bayan-Ovoo	310,308	4	170,636	4	401,616	3	1,407,440	26	2,290,000	37
7	Bayankhutag	677,576	8	957,932	12	-	-	1,764,456	24	3,399,964	44
8	Binder	577,058	12	33,176	3	134,928	6	-	-	745,162	21
9	Galshar	-	-	1,121,776	14	671,264	32	-	-	1,793,040	46
10	Dadal	-	-	46,376	2	478,850	11	-	-	525,226	13
11	Darkhan	-	-	1,428,894	36	378,712	15	16,250	1	1,823,856	52
12	Delgerkhaan	65,980	2	184,320	7	545,541	14	-	-	795,841	23
13	Jargaltkhaan	-	-	249,240	5	193,400	7	658,780	8	1,101,420	20
14	Murun	179,592	3	972,000	20	-	-	315,036	14	1,466,628	37
15	Norovlin	-	-	691,400	8	-	-	487,538	17	1,178,938	25
16	Umnudelger	36,120	2	-	-	323,976	8	280,920	11	641,016	21
17	Tsenkhermandal	-	-	1,718,752	29	-	-	1,162,088	30	2,880,840	59
	Total	1,879,634	32	11,782,198	215	5,808,138	176	6,468,388	143	25,938,358	566

In Khentii aimag, 54006 (2.8%) livestock were insured under the BIP and 17788 (0.9%) livestock were insured under the DRP this year.

The number of policyholder increased by 288 (103%) herder and Sales amount by 13 million MNT (101%).



The average premium paid has decreased from 46253 MNT to 45827 MNT and DRP fee percentage has increased from 3% to 5% of total Sale.

Table №8. BIP Premium and DRP fee amount (Uvs aimag)

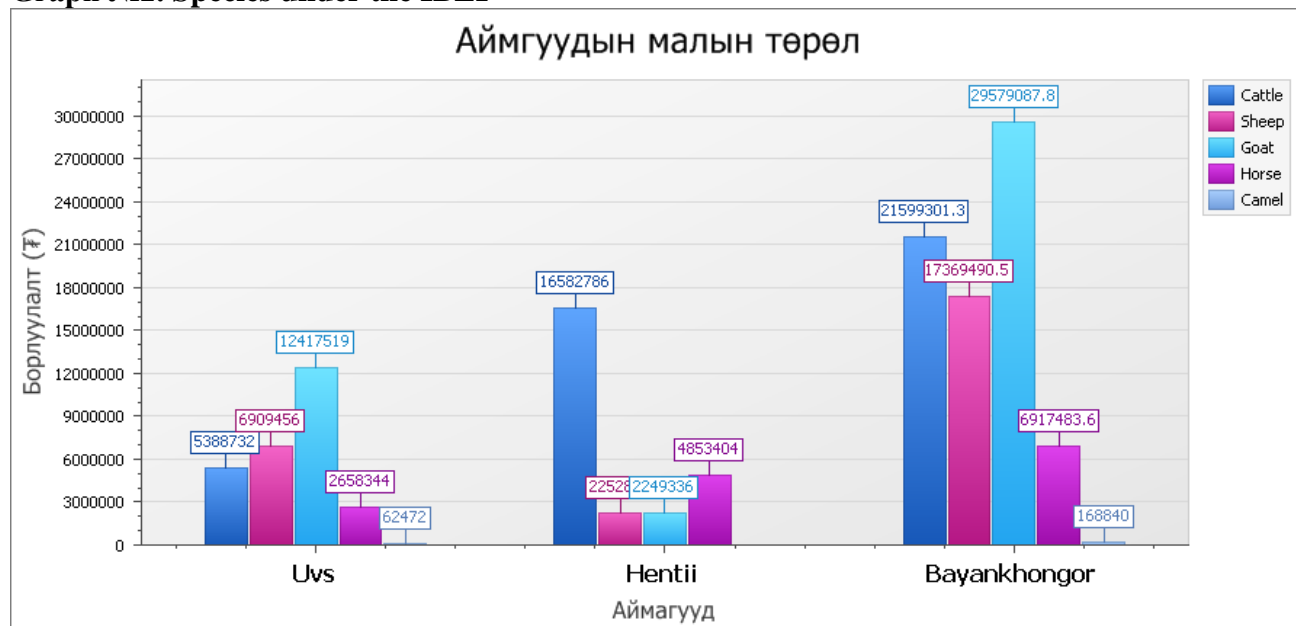
№	Soum	Bodi Daatgal		Mongol Daatgal		Prime Daatgal		Tushig Daatgal		Total	
		BIP	DRP	BIP	DRP	BIP	DRP	BIP	DRP	BIP	DRP
1	Kherlen	33,000	-	1,208,555	-	426,372	13,960	57,690	10,760	1,725,617	24,720
2	Batnorov	-	-	1,196,914	51,320	179,400	8,000	21,000	1,600	1,397,314	60,920
3	Batshireet	-	-	858,959	7,200	144,102	9,440	28,080	-	1,031,141	16,640
4	Bayan-Adraga	-	-	568,048	112,160	777,273	127,360	-	-	1,345,321	239,520
5	Bayanmunkh	-	-	204,540	-	975,824	18,120	238,830	17,920	1,419,194	36,040
6	Bayan-Ovoo	310,308	-	170,636	-	401,616	-	1,407,440	-	2,290,000	-
7	Bayankhutag	677,576	-	936,252	21,680	-	-	1,756,456	8,000	3,370,284	29,680
8	Binder	577,058	-	26,136	7,040	134,928	-	-	-	738,122	7,040
9	Galshar	-	-	1,121,776	-	561,344	109,920	-	-	1,683,120	109,920
10	Dadal	-	-	46,376	-	478,850	-	-	-	525,226	-
11	Darkhan	-	-	1,330,614	98,280	268,272	110,440	16,250	-	1,615,136	208,720
12	Delgerkhaan	65,980	-	115,800	68,520	433,461	112,080	-	-	615,241	180,600
13	Jargalkhaan	-	-	249,240	-	169,800	23,600	643,500	15,280	1,062,540	38,880
14	Murun	179,592	-	918,280	53,720	-	-	307,036	8,000	1,404,908	61,720
15	Norovlin	-	-	691,400	-	-	-	392,978	94,560	1,084,378	94,560
16	Umnudelger	36,120	-	-	-	321,576	2,400	265,200	15,720	622,896	18,120
17	Tsenkhermandal	-	-	1,718,752	-	-	-	1,027,328	134,760	2,746,080	134,760
Total		1,879,634	-	11,362,278	419,920	5,272,818	535,320	6,161,788	306,600	24,676,518	1,261,840

Number of policyholder increased in all soums except Bayan-Ovoo soum.

There were 9 agents from Bodi Daatgal, 14 agents from Mongol Daatgal 13 agents from Prime Daatgal and 12 agents from Tushig Daatgal covering all soums.

In 2007, total number of livestock insured under the IBLI was 589 thousand of which 34% was goat, 34% cattle, 21% sheep, 11% horse and 0.01% Camel.

Graph №2. Species under the IBLI





III. Insurance companies

In 2007, there were 153 certified agents of which 37 agents from Bodi Daatgal, 46 from Mongol Daatgal, 29 from Prime Daatgal and 45 from Tushig Daatgal. In general, insurance companies intended to have small number of “effective” agents rather than massive force in 2007.

In 2006, per agent used to have average number of policyholder of 24 in Bayankhongor, 22 in Uvs and 6 in Khentii aimag.

Insurance Companies	Bayankhongor Aimag		Uvs Aimag		Khentii Aimag	
	Num. of Herders	Premium amount	Num. of Herders	Premium amount	Num. of Herders	Premium amount
Mongol Daatgal	22	974,528	15	430177	11	564641
Prime Daatgal	-	-	31	818689	3	138829
Tushig Daatgal	26	1,233,079	21	401893	4	145921
Average	24	1103803	22	550253	6	283130

But this year, agents in Bayankhongor aimag had 33, Uvs 24 and Khentii 11 policyholders on average.

Insurance Companies	Bayankhongor Aimag		Uvs Aimag		Khentii Aimag	
	Num. of Herders	Premium amount	Num. of Herders	Premium amount	Num. of Herders	Premium amount
Bodi Daatgal	26	957940	17	412113	4	208848
Mongol Daatgal	38	1645627	19	410038	15	841585
Prime Daatgal	-	-	34	610660	11	446780
Tushig Daatgal	36	1744329	25	380534	15	539032
Average	33	1449299	24	453336	11	509061

Mongol Daatgal and Tushig Daatgal companies had leading role in 2007 in terms of Sales amount. And thanks to diversified act (Sales in three aimag), Bodi Daatgal Company had comparatively high Sales for the first year of their operation.

Table №9. Sales amount by Insurance companies

Insurance Companies	BIP Premium		DRP Fee		Total Premium	
	/MNT/	/Percent/	/MNT/	/Percent/	/MNT/	/Percent/
Bodi Daatgal	18061874	14.91%	820560	10.38%	18882434	14.63%
Mongol Daatgal	47105067	38.88%	2526480	31.96%	49631547	38.46%
Prime Daatgal	14471575	11.95%	1107120	14.01%	15578695	12.07%
Tushig Daatgal	41505029	34.26%	3449760	43.65%	44954789	34.84%
Sum	121143544	100.00%	7903920	100.00%	129047464	100.00%

Table №10. Number of Policyholders by Insurance companies

Insurance Companies	Bayankhongor Aimag		Uvs Aimag		Khentii Aimag		Total	
	/Num./	/%/	/Num./	/%/	/Num./	/%/	/Num./	/%/
Bodi Daatgal	258	15.11%	311	21.73%	32	5.65%	601	16.22%
Mongol Daatgal	762	44.61%	223	15.58%	215	37.99%	1200	32.39%
Prime Daatgal	-	-	547	38.23%	143	25.27%	690	18.62%
Tushig Daatgal	688	40.28%	350	24.46%	176	31.10%	1214	32.77%
Sum	1708	100.00%	1431	100.00%	566	100.00%	3705	100.00%



Last year, Mongol Daatgal Company had 47.3%, Tushig Daatgal 35.3% and Prime Daatgal 22.1% of total Sales.

It was noticeable that most of policies are sold in late of Sales season during the end of June to beginning of July. This is because most of herders wanted to delay buying IBLI until they got enough feeling about coming winter and spring as Sales season ends. Moreover, because of common behavior among rural people to do things at very end of deadline.

Graph №3. IBLI Sales by months

