



INDEX BASED LIVESTOCK INSURANCE



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LIVESTOCK RISK INSURANCE SALES REPORT 2014

PROJECT IMPLEMENTATION UNIT

**ULAANBAATAR
2014**



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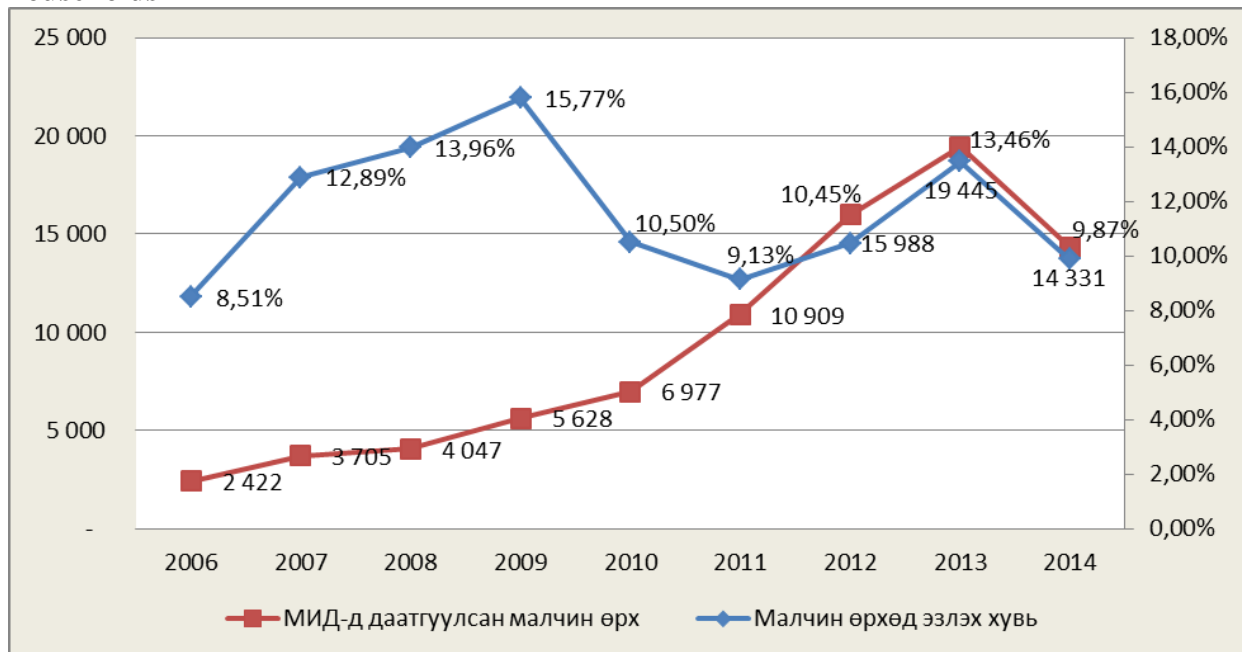
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1. LRI Sales Outcomes 2014

During the 9th LRI sales season in 330 soums of 21 aimags and UB 9 districts (starting on April 1, 2014 and finishing on June 30, 2014), the insurers participating in the project, such as Bodi, Mongol, Mongol, Monre, Tenger, and MIG insurance companies entered the Livestock Risk Insurance “LRI” policy with **14,331 herders**, made sales of **MNT 1.375 billion**, and deposited **MNT 964 million** to the LIIP account. The number of the insured herder households contributes 9,9 percent of the total herder households, which decreased by 5,114 herder households (26.3 percent) than that was in the previous year.

Figure 1. Number of the insured herder households and ratio to the total herder households¹

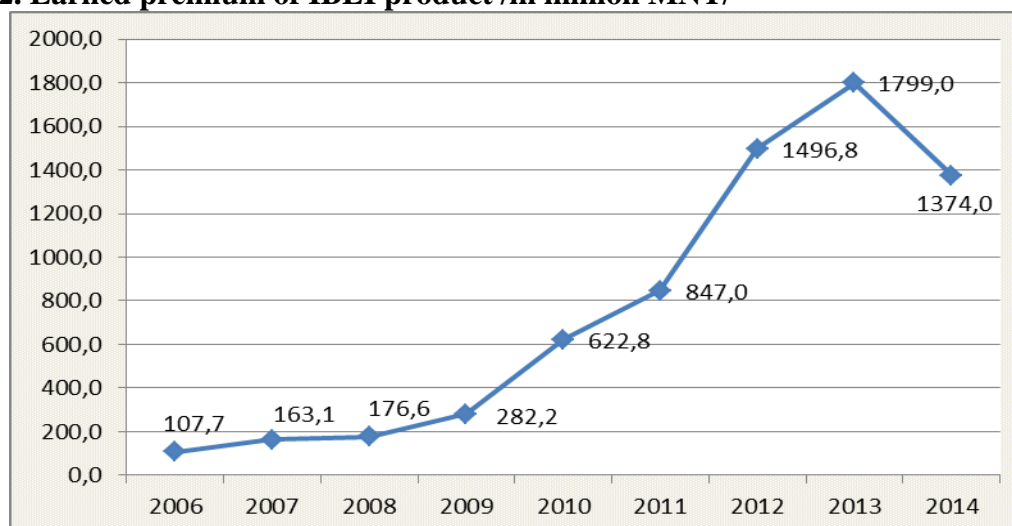


As shown in the number of insured herder households and earned premium since 2006, more than 83 thousand of (duplicated number) herder households have been insured. Figure 2 shows earned premium.

¹ The number of herder households insured and sales income in 2006-2009 have been considered as the number of herder households covered by the BIP and DRP and total income of the BIP and DRP.



Figure 2. Earned premium of IBLI product /in million MNT/²



The earned premium and the number of herder households insured in 2014 shown in Table 2 were various depending on the geographic dispersion, risk rates, and the number of herder households. The number of herder households insured is higher in the western aimags.

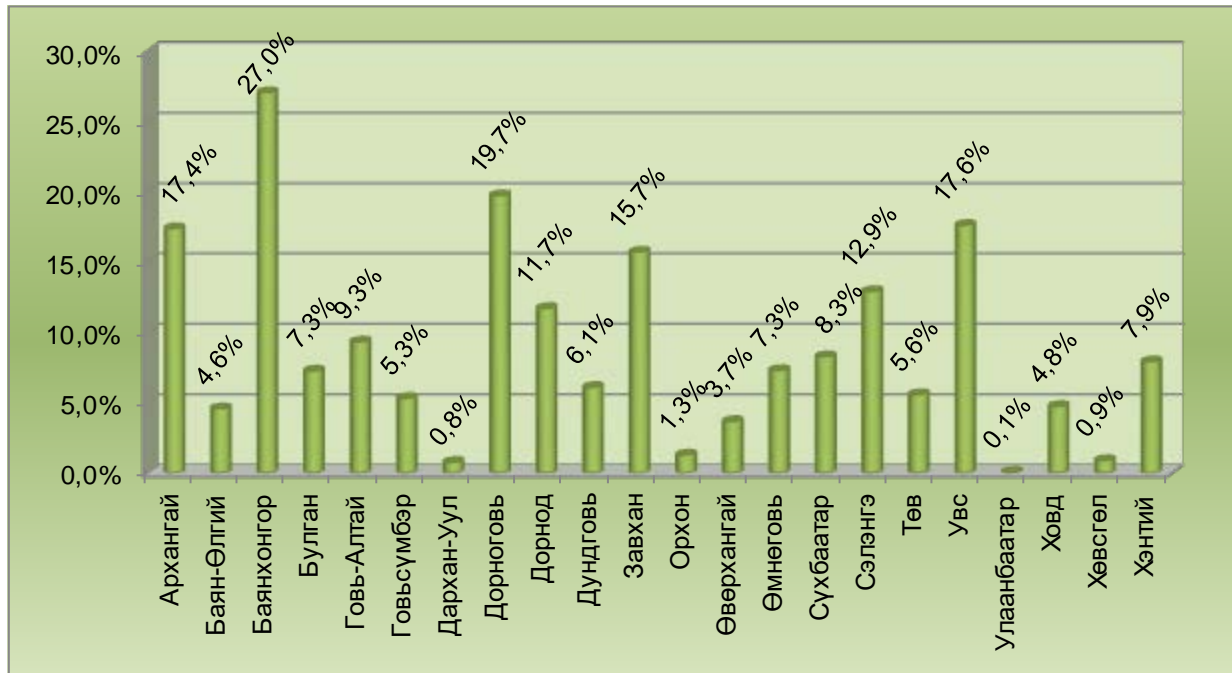
Table 2. Number of the insured herder households, total insured livestock value, and premium amount (2014)

№	Aimags	Herder households insured	Total insured livestock value	Premium paid by herders
1	Arkhangai	2 382	2 548 181 869	118 737 735
2	Bayan-Ulgii	381	1 425 288 484	38 933 922
3	Bayankhongor	2 799	4 640 635 042	316 372 447
4	Bulgan	533	1 191 801 899	45 476 164
5	Govi-Altai	610	1 484 084 040	82 109 832
6	Govisumber	30	192 360 000	5 860 117
7	Darkhan-Uul	8	152 739 631	2 992 670
8	Dornogovi	727	3 179 857 993	90 600 420
9	Dornod	438	1 831 489 703	52 305 022
10	Dundgovi	348	1 322 968 959	63 201 301
11	Zavkhan	1 220	1 317 461 690	76 082 059
12	Orkhon	12	63 520 600	1 926 348
13	Uvurkhangai	500	796 229 317	43 139 606
14	Umnugovi	378	382 788 791	16 996 617
15	Sukhbaatar	536	2 173 578 439	103 761 470
16	Selenge	523	822 369 402	22 868 761
17	Tuv	528	1 047 869 610	47 686 267
18	Uvs	1 410	2 671 689 156	142 411 518
19	Ulaanbaatar	1	3 500 000	132 650
20	Khovd	335	1 266 032 041	41 218 509
21	Khuvsgul	128	326 663 979	8 934 259
22	Khentii	504	1 177 920 888	52 340 536
	Total	14 331	30 019 031 532	1 374 088 227

² The number of herder households insured and sales income in 2006-2009 have been considered as the number of herder households covered by the BIP and DRP and total income of the BIP and DRP.



Figure 3. Ratio of the insured herder households to the herder households of aimags



You can see ratio of the insured herder households of aimags to the total herder households of Mongolia in the Figure 3. Ratio of the insured herder households to the total herder households of Mongolia is 9,9 percent, which decreased by 3,4 percent than that was in the previous year.

Table 3. Number of livestock covered by the LRI (by livestock species/aimag)

No	Aimags	Sheep	Goats	Cattle	Horses	Camels	Total
1	Arkhangai	413512	127259	53499	35108	109	629487
2	Bayan-Ulgii	47320	29688	3889	1796	200	82893
3	Bayankhongor	140302	455835	25289	8806	1213	631445
4	Bulgan	32540	17515	11326	6844	0	68225
5	Govi-Altai	34195	109775	737	564	638	145909
6	Govisumber	1666	5203	446	39	0	7354
7	Darkhan-Uul	914	267	174	182	0	1537
8	Dornogovi	19546	74671	10006	2748	1200	108171
9	Dornod	51917	22721	7152	5477	143	87410
10	Dundgovi	26420	33526	2795	5566	99	68406
11	Zavkhan	191137	112763	6593	2235	322	313050
12	Orkhon	3084	941	136	148	12	4321
13	Uvurkhangai	70869	41386	3909	4920	199	121283
14	Umnugovi	13065	63495	676	1487	739	79462
15	Sukhbaatar	76481	76494	17096	9343	120	179534
16	Selenge	37663	14289	12616	228	0	64796
17	Tuv	103957	49043	12163	10331	308	175802
18	Uvs	133295	141144	9316	9644	209	293608
19	Ulaanbaatar	44	143	0	0	0	187
20	Khovd	30587	37220	1418	804	96	70125
21	Khuvsgul	9397	6714	2628	230	2	18971
22	Khentii	37969	45121	15792	6765	72	105719
		1 475 880	1 465 213	197 656	113 265	5 681	3 257 695



A total of 3,257,695 livestock covered by the LRI in 2014 contributes 7.2 percent of the total 45.1 million livestock in Mongolia. Sheep accounts for 45.7 percent of the total insured livestock, goats for 45.4 percent, cattle for 6.1 percent, horses for 3.5 percent, and camels for 0.2 percent /Table3/. The insured livestock species are mostly sheep and goats, which depends on their high vulnerability at risks, or the livestock numbers. However, values of the insured livestock species are lower.

The average premium amount per a herder household was MNT 92,517 in 2013, which was up to 95,879 in 2014. Therefore, the average sales amount per an insurance agent was MNT 1,4 million, which decreased by MNT 200,000 compared to that was in the previous year.

Table 4. Average sales number per insurance agent, premium income, and average premium paid by a herder household (2014, by aimag)

No	Aimag	Average sales number per insurance agent	Average premium income for insurance agent /in MNT/	Average premium paid by a herder /in MNT/
1	Arkhangai	18	899 528	49 848
2	Bayan-Ulgii	13	1 342 549	102 189
3	Bayankhongor	21	2 378 739	113 030
4	Bulgan	15	1 263 227	85 321
5	Govi-Altai	11	1 466 247	134 606
6	Govisumber	4	837 160	195 337
7	Darkhan-Uul	2	598 534	374 084
8	Dornogovi	16	1 969 574	124 622
9	Dornod	13	1 585 001	119 418
10	Dundgovi	7	1 344 708	181 613
11	Zavkhan	14	884 675	62 362
12	Orkhon	3	481 587	160 529
13	Uvurkhangai	12	1 003 247	86 279
14	Umnugovi	10	459 368	44 965
15	Sukhbaatar	12	2 305 810	193 585
16	Selenge	21	914 750	43 726
17	Tuv	12	1 108 981	90 315
18	Uvs	27	2 737 670	100 964
19	Khovd	8	1 005 329	123 040
20	Khuvsgul	7	470 224	69 799
21	Khentii	10	1 006 549	103 850
	Total	15	1 413 617	95 879



2. Sales outcomes of the insurers

Sales outcomes of the insurers: A total of 14 331 herder households have been insured, of that 29.7 percent was covered by Bodi Insurance LLC, 26.0 percent by Mongol Insurance LLC, 15.7 percent by Practical Insurance LLC, 14.2 percent by Tenger Insurance LLC, 10.4 percent by MIG Insurance LLC, 2.4 percent by Monre Insurance LLC, and 1.7 percent by Nomin Insurance LLC.

Figure 4. Ratio to the insured herder households

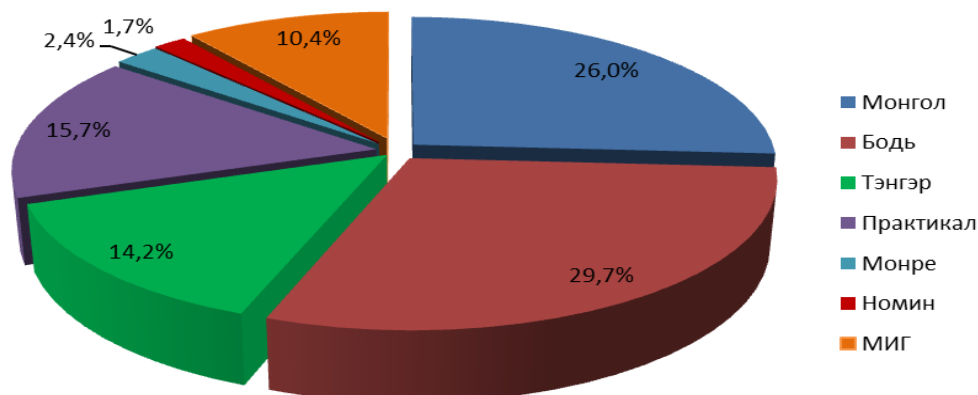


Table5. Sales numbers of the insurers (by aimag, in 2014)

No	Aimag	Mongol	Bodi	Tenger	Practical	Monre	Nomin	MIG	Total:
1	Arkhangai	344	602	402	470			564	2 382
2	Bayan-Ulgii	83	133	123	16			26	381
3	Bayankhongor	847	876	428	508		26	114	2 799
4	Bulgan	195	158		108			72	533
5	Govi-Altai	243	109	97	93			68	610
6	Govisumber	30							30
7	Darkhan-Uul	1	3		3	1			8
8	Dornogovi	84	368		193			82	727
9	Dornod	117	40	182	99				438
10	Dundgovi	189	62		13	28	4	52	348
11	Zavkhan	275	571	242	56			76	1 220
12	Orkhon	1	7		3	1			12
13	Uvurkhangai	119	61	38	100		107	75	500
14	Umnugovi	199	44	2	75	26		32	378
15	Sukhbaatar	251	88	119	73		5		536
16	Selenge	197	304		21			1	523
17	Tuv	18	83		138		100	189	528
18	Uvs	274	529	73	169	270		95	1 410
19	Ulaanbaatar				1				1
20	Khovd	88	82	86	68	11			335
21	Khuvsgul	50	52	16	5			5	128
22	Khentii	116	82	224	40			42	504
	Grand Total	3 721	4 254	2 032	2 252	337	242	1493	14 331



In the LRI sales 2014, the total sales was amounted to MNT 1 374 million, of which 31 percent accounts for Mongol Insurance, 30.3 percent for Bodi Insurance, 12,5 Tenger Insurance, 13,6 percent for Practical Insurance, 2.7 percent for Monre Insurance, 8,6 percent for MIG insurance, and 1,2 percent for Nomin Insurance company. LRI sales income for 2013 per insurer is the following:

Table 6. LRI premium income per insurer/aimag (2014, in MNT million)

No	Aimag	Mongol	Bodi	Tenger	Practical	Monre	Nomin	MIG	Total:
1	Arkhangai	24,2	28,9	14,4	21,8	-	-	29,4	118,7
2	Bayan-Ulgii	12,9	12,5	9,3	3,2	-	-	1,1	38,9
3	Bayankhongor	96,6	109,1	43,6	55,1	-	2,3	9,6	316,4
4	Bulgan	13,6	15,3	-	9,1	-	-	7,4	45,5
5	Govi-Altai	33,0	17,2	15,2	7,2	-	-	9,5	82,1
6	Govisumber	5,9	-	-	-	-	-	-	5,9
7	Darkhan-Uul	0,2	0,9	-	1,8	0,1	-	-	3,0
8	Dornogovi	15,6	52,4	-	14,6	-	-	7,9	90,6
9	Dornod	16,7	7,5	17,4	10,7	-	-	-	52,3
10	Dundgovi	43,0	9,1	-	1,7	4,0	0,6	4,8	63,2
11	Zavkhan	26,3	24,2	16,1	4,3	-	-	5,2	76,1
12	Orkhon	0,2	1,3	-	0,3	0,2	-	-	1,9
13	Uvurkhangai	12,0	10,0	3,2	5,7	-	4,5	7,8	43,1
14	Umnugovi	7,3	3,4	0,5	3,8	1,0	-	1,1	17,0
15	Sukhbaatar	52,1	22,3	12,3	17,0	-	0,1	-	103,8
16	Selenge	8,6	12,8	-	1,3	-	-	0,2	22,9
17	Tuv	2,0	8,7	-	7,1	-	9,5	20,3	47,7
18	Uvs	26,3	55,3	7,7	10,4	31,5	-	11,2	142,4
19	Ulaanbaatar	-	-	-	0,1	-	-	-	0,1
20	Khovd	11,3	10,3	11,7	6,9	1,0	-	-	41,2
21	Khuvsgul	4,2	3,0	0,7	0,3	-	-	0,8	8,9
22	Khentii	14,7	11,8	19,6	4,2	-	-	2,0	52,3
	Grand Total	426,6	416,0	171,7	186,6	37,8	16,9	118,4	1 374,1

As compared to the sales in the previous year, the number of the insured herder households decreased by 26.3 percent and the earned premium decreased by 23.6. In spite of the declined earned premium and number of herder take up of Mongol, Tenger, and Practical insurance companies, such indexes of MIG, Monre, and Nomin insurance companies increased respectfully.

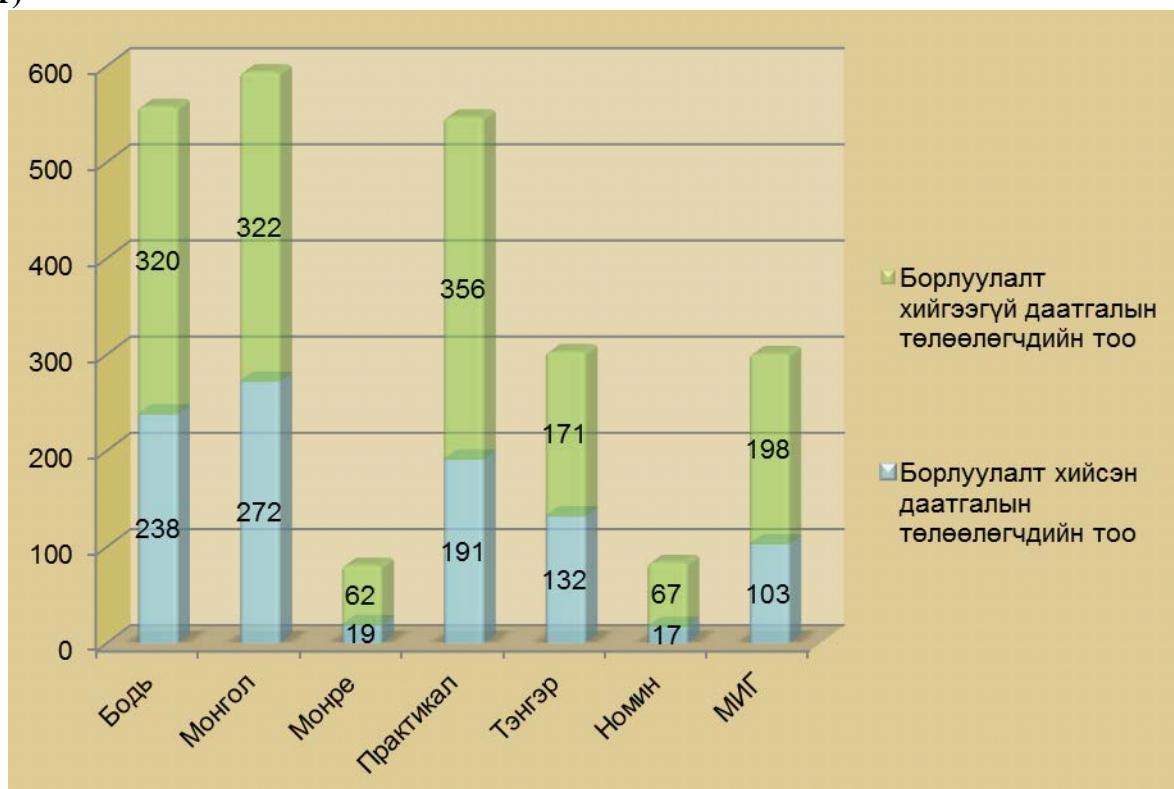


Table 7. Number of the insured herder households and earned premium compared to the sales in 2013 (by insurer)

№	Insurer	Insured herder households	Sales numbers in 2013	% in decline and rise	Earned premium	Sales amount in 2013	% in decline and rise
1	Mongol	3721	5817	-36,03%	426 592 859	607 927 898	-29,8%
2	Bodi	4254	4896	-13,11%	416 058 288	478 780 098	-13,1%
3	Tenger	2032	3869	-47,48%	171 659 645	324 653 783	-47,1%
4	Practical	2252	3274	-31,22%	186 633 186	266 369 426	-29,9%
5	Monre	337	294	14,63%	37 764 032	22 891 958	65,0%
6	Nomin	242	99	144,44%	16 940 964	10 643 784	59,2%
7	MIG	1493	1196	24,83%	118 439 253	87 701 651	35,0%
Total		14331	19445	-26,30%	1 374 088 227	1 798 968 598	-23,6%

A total of 2,467 insurance agents were certified to sell the LRI in the sales season 2014, of that 972 insurance agents actively worked, however, 1495 were inactive.

Graph 5. Number of insurance agents that sold the LRI product vs. the inactive agents (by insurer)





3. RISK FINANCING CAPACITY

After the payouts for 2013, a total of 609,3 million has been paid to the participating insurers for LRI returns, the total accumulated assets in the LRI Risk Pool has been MNT 1.5 billion. MNT 614,3 million from insurance gross income for 2014 has been deposited to the LRI Reserve, the assets in the LRI reserve increased by MNT 541,1 million, which is projected to reach a total of 2,1 billion. The risk financing capacity generated from the total assets of the LRI Risk Pool, Reinsurance and Reserve Funds, excluding the Credit Facility reached MNT 5,6 billion consequently.

Figure 6. Risk financing capacity, excluding Contingent Credit Facility (2006-2014)

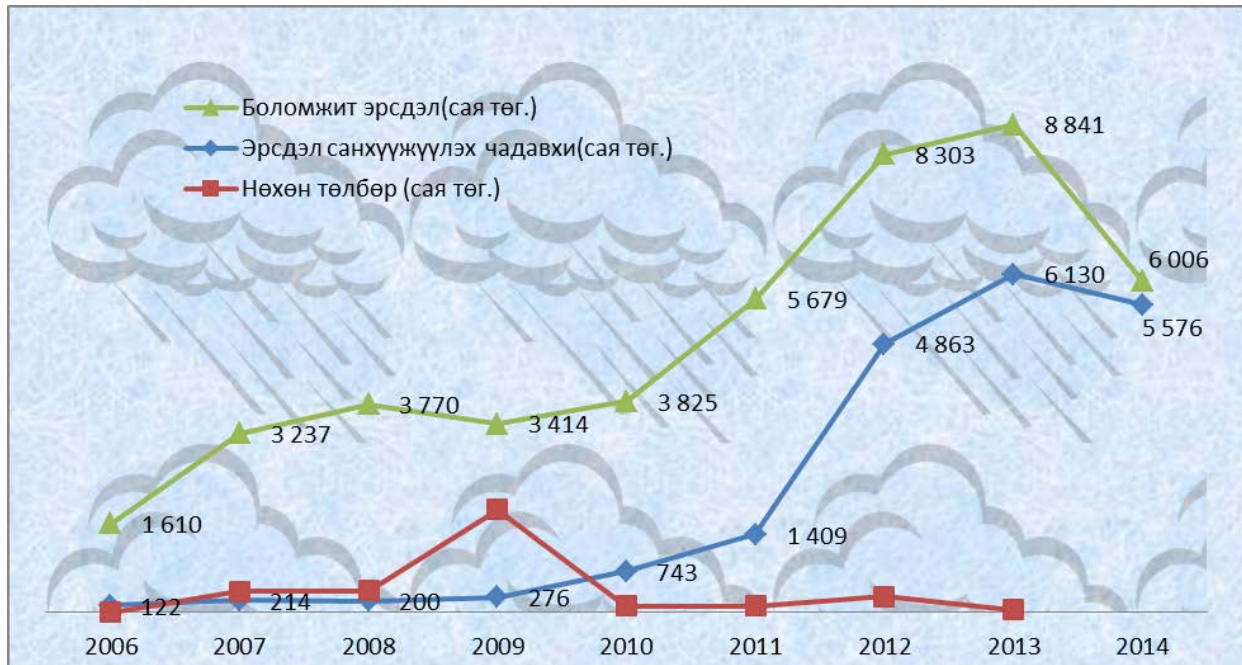


Figure 6 shows the Probable Loss is estimated that if livestock mortality rate is 20 percent at the national level, it will cost to MNT 30 billion that accounts for 20 percent of the insurance risk portfolio (MNT 6 billion).



4. Causes of the decline in LRI sales

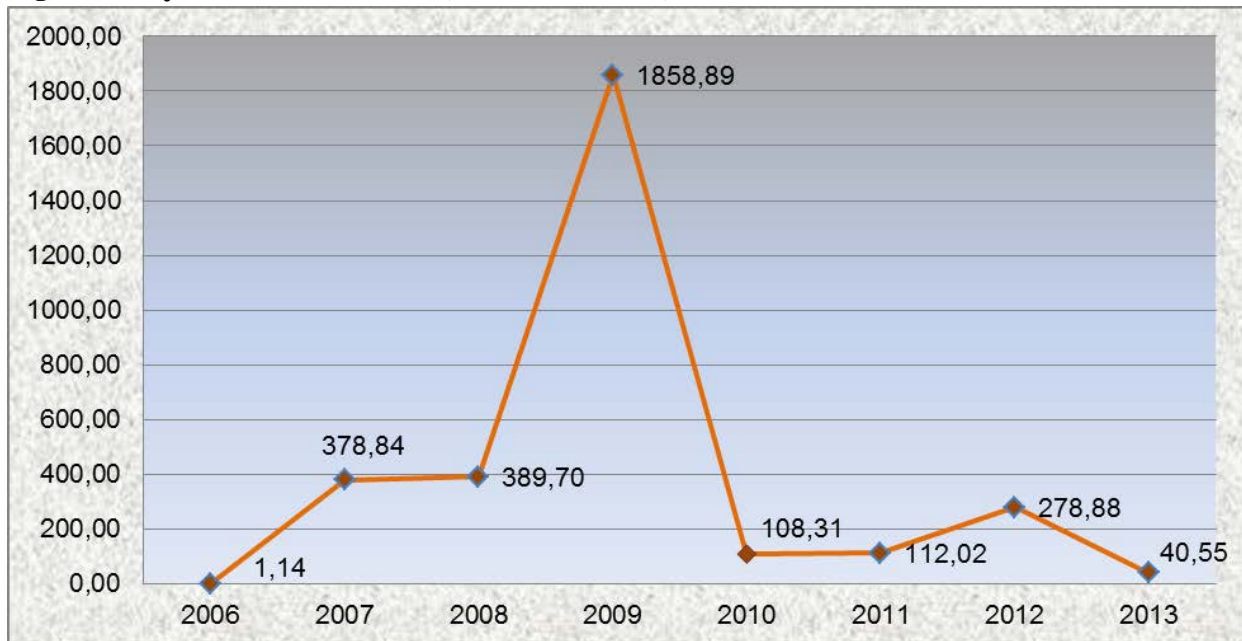
In regards to the processes and results for sales season 2014, sales reports made by the PIU aimag branches, the feedbacks and summary provided by branches of the insurers and some herders, causes of the decline in LRI sales 2014 compared to the sales in the previous year can be explained into the following matters:

1. Payment of indemnity that could affect on herders has not issued for 4 years.
2. Some aimag branches of the PIU were dissolved in 2014.
3. Negative impacts of increased premium rates on this year that has unpleasant economic conditions.

a. Payment of indemnity that could affect on herders has not issued for 4 years.

Because of the pleasant weather conditions, the insured households for 2010-2013 have received no indemnity or low amount of indemnity; however they have been insured for the successive years. It caused some herders to be insured with hesitation or not to be insured again and the decrease in sales in all aimags. In particular, none of indemnity has been paid to herders of 8 and low amount of indemnity to herders of 6 aimags out of 17 aimags selected in the IBLIP since 2010 /except Bayankhongor, Uvs, Khentii, and Sukhbaatar aimags/.

Figure 7. Payouts for 2006-2014 (in million MNT)





b. 14 aimag branches of the PIU worked in 2014 sales season.

While transiting from the IBLIP to a Reinsurance company, 7 aimag branches of the PIU, such as first 4 aimags selected in the IBLIP, namely Bayankhongor, Uvs, Khentii, and Sukhbaatar aimags, 3 aimags that have few herder households and may have low impacts on sales results, namely Orkhon, Darkhan-Uul, Govisumber aimags were dissolved in October 2014. Accordingly, the sales was extremely lower in these aimags as shown in the sales results.

The ratio of the insured households to the total herder households compared to that was in 2013 as shown in the Table 5, you can see herder take up rate decline or increased in which aimags, which is also shown classified in aimags with/without branches of the PIU.

Table 5. Ratio of the insured herder households to the herder households of aimags compared to that was in the previous year

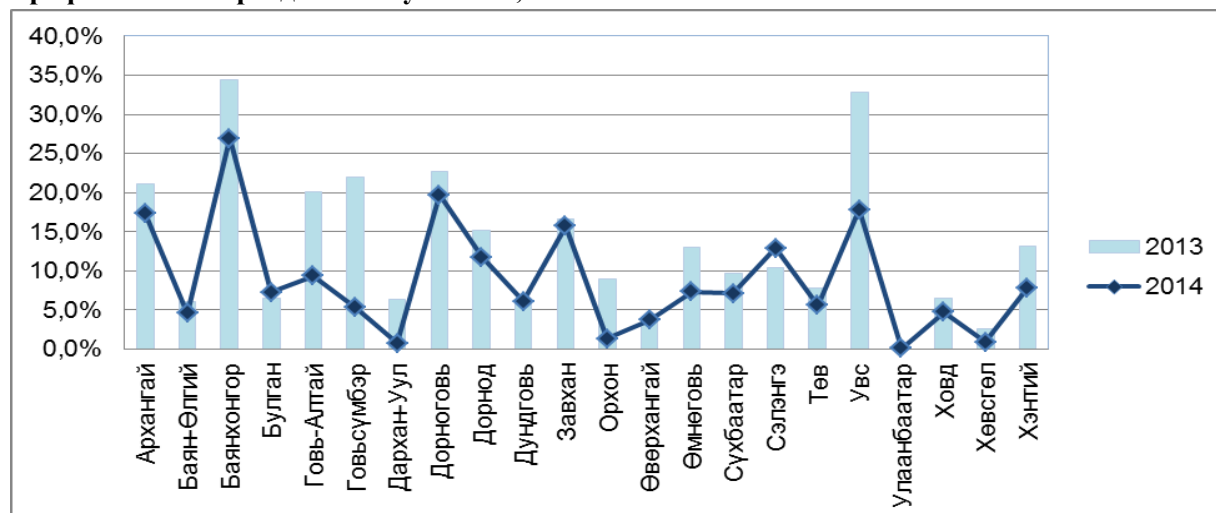
№	Aimag	Ratio of the insured herder households to the herder households in aimag		Declined or increased take up rate
		2014	2013	
7 aimags without the PIU branches				
1	Govisumber	5,3%	22,0%	-16,6%
2	Uvs	17,6%	32,8%	-15,2%
3	Orkhon	1,3%	8,9%	-7,6%
4	Bayankhongor	27,0%	34,5%	-7,4%
5	Darkhan-Uul	0,8%	6,4%	-5,6%
6	Khentii	7,9%	13,1%	-5,2%
7	Sukhbaatar	8,3%	9,7%	-1,4%
14 aimags with the PIU branches				
1	Govi-Altai	9,3%	20,0%	-10,7%
2	Umnugovi	7,3%	12,9%	-5,6%
3	Arkhangai	17,4%	21,2%	-3,8%
4	Dornod	11,7%	15,3%	-3,5%
5	Dornogovi	19,7%	22,6%	-2,9%
6	Tuv	5,6%	7,8%	-2,3%
7	Khovd	4,8%	6,5%	-1,8%
8	Khuvsgul	0,9%	2,6%	-1,7%
9	Bayan-Ulgii	4,6%	6,1%	-1,5%
10	Zavkhan	15,7%	16,6%	-0,9%
11	Uvurkhangai	3,7%	4,0%	-0,4%
13	Dundgovi	6,1%	6,1%	0,0%
14	Bulgan	7,3%	6,5%	0,7%
15	Selenge	12,9%	10,4%	2,5%
Total		9,9%	13,3%	-3,4%
1	14 aimags with the PIU branches			-2,3%
2	7 aimags without the PIU branches			-8,4%

Compared to the sales results in 2013, the take up rate decreased by 3,4 percent. The take up rate of herder households in 7 aimags without the PIU branches decreased by 8,4 percent on an average in 2014. However, the take up rate of herder households in 14 aimags,



where the PIU branches collaborated with the branches of the insurers during the sales season, decreased by 2,3 percent on an average.

График №8. Хамрагдалтын хувь 2013, 2014 он



As comparing to total premium paid by the insured herder households in the previous year, that in the sales season 2014 decreased by 24 percent, the earned premium in 7 aimags without the PIU branches by 40,9 percent on an average, in 14 aimags with the PIU branches by 18,5 percent.

Figure 5. Take up rate in 2013 and 2014

№	Aimags	Aimags	2013	2014
1	Darkhan-Uul	9 658 548,00	2 992 669,72	-69,0%
2	Orkhon	5 480 375,43	1 926 347,52	-64,9%
3	Govisumber	15 209 665,50	5 860 117,00	-61,5%
4	Uvs	225 421 018,49	142 358 831,18	-36,5%
5	Khentii	79 013 488,95	52 340 533,95	-33,8%
6	Bayankhongor	385 732 242,44	316 372 348,91	-18,0%
7	Sukhbaatar	106 887 000,45	103 761 470,01	-2,7%
Without PIU branches:				
1	Umnugovi	72 742 610,79	16 996 616,94	-76,6%
2	Khuvsgul	19 539 657,71	9 157 358,81	-53,1%
3	Govi-Altai	139 444 469,61	82 661 351,62	-40,7%
4	Khovd	65 497 901,21	41 218 509,10	-37,1%
5	Zavkhan	103 467 799,42	76 082 059,20	-26,5%
6	Tuv	60 637 582,26	47 686 166,64	-21,4%
7	Arkhangai	151 374 332,79	118 737 735,26	-21,6%
8	Dornod	64 608 073,14	52 305 022,00	-19,0%
9	Dundgovi	66 793 468,93	63 201 297,82	-5,4%
10	Bayan-Ulgii	40 777 587,81	38 933 921,82	-4,5%
11	Bulgan	45 676 359,80	45 476 163,50	-0,4%
12	Dornogovi	86 100 589,81	90 600 419,58	5,2%
13	Uvurkhangai	36 353 278,48	43 139 606,24	18,7%
14	Selenge	18 492 546,57	22 868 761,00	23,7%
	Total	1 798 968 597,60	1 374 677 307,82	-23,5%
1	14 aimags with the PIU branches			-18,5%



2	7 aimags with the PIU branches	-40,9%
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It is shown in the facts that the sales activities among the stakeholders, including the insurers, insurance agents, and soum/aimag administrations were abnormal because of the PIU branches dissolved in some aimags, Therefore, as the PIU was unable to employ trainers in soums, no trainers worked to promote the LRI during the sales season. It highly affected on the decline of sales in these aimags.

c. Impacts of the increased premium rates and inappropriate economic conditions

The PIU aimag branches represented the impacts of increased premium rates on the decline of sales in their reports. Especially, herders have a shortage of cash and are unable to pay premiums under the inappropriate economic conditions and high inflation in Mongolia, which is a high impact on the decline of the sales. Premium rates for 2014 increased by 7% on an average than that were in 2013, and went up to 40% depending on risk exposures in some aimags. Average premium rate that was 4.02 in 2013 reached 4.31% in 2014. It demonstrates the premium rates to be effective if they remain constantly as much as possible by estimating once in several years rather than modifying annually.



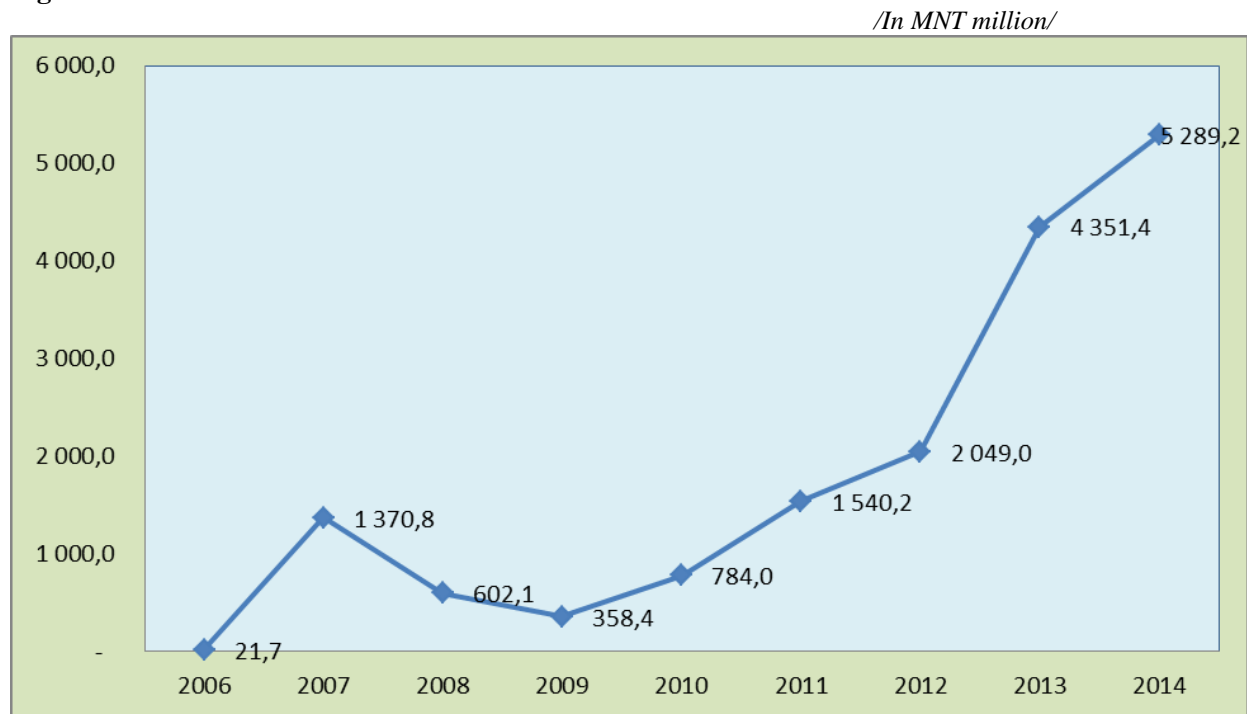
5. LRI Special purpose loan (SPL) and loan discounted

The IBLI PIU issued SLP (Special Purpose Loan) and offered a Herder loan discount to the herders covered by the LRI, in collaboration with Khan Bank and State Bank, in 2014.

a. HERDER LOAN DISCOUNT

As requested by the IBLI PIU, Khan Bank and State Bank have been offering Herder loan discount (by 0.2 units of monthly interest rate in the local area) to the herders covered by the LRI. Over the past 9 years, less than 5561 herders have taken the Herder loan amounted to MNT 16.4 billion, which discounted to MNT 392.8 million in total.

Figure 6. Amount of herder loan discounted /2006-2014/



Amount of the herder loan discounted for the herders covered by the LRI in the past years has risen up. It represents that a number of herders have desire to take a loan in the local area. As of the first 8 months in 2013, the loan discounted that amounted to MNT 3,2 billion was issued to 1079 herder households, which is MNT 937,7 million higher than that was issued in 2013.



b. LRI Special Purpose Loan (LPL)

Objective of the LRI Special Purpose Loan

The key objective of the LRI SPL is to offer insurance coverage to cashless herders, to insure their catastrophic risk-related probable losses with the assistance of a micro loan, and to protect herders' livestock as the basic source of their livelihoods besides.

LRI Special Purpose Loan (SPL)

Khan Bank has been offering a LRI Special Purpose Loan for cashless herders who are likely to participate in the LRI coverage.

Loan conditions:

/in proxy of Sheep /

- If a herd size in 50-100 heads of livestock, up to MNT **200 thousand**
- If a herd size in more than 100 heads of livestock, up to MNT **400 thousand**

Interest rate: Lower by **0.2 units** than monthly interest rate of herder loan in the local area.

Loan term: From April 01, 2014 to June 30, 2014

From April 01, 2014 to June 30, 2014, the PIU, in collaboration with Khan Bank, offered the LRI SPL through local branches of Khan Bank (in 330 soums of 21 aimags), issued the LRI SPL of MNT 4,049,344.00 to 13 herders.

48 herders of 18 aimags took this loan offered by Khan Bank in the previous year. As compared the number of herders who took the LRI SPL and amount of this loan in 2014 to that was in the previous year, the number of herders took a loan decreased by 72 percent, amount of loan decreased by 62 percent.

Table 7. Comparative estimate of the LRI SPL

Аймаг	2009		2010		2011		2012		2013		2014	
	МЭД-ын хураамжийн зээл авсан малчдын тоо	Хаан банкнаас авсан зээлийн хэмжээ	МЭД-ын хураамжийн зээл авсан малчдын тоо	Хаан банкнаас авсан зээлийн хэмжээ	МЭД-ын хураамжийн зээл авсан малчдын тоо	Хаан банкнаас авсан зээлийн хэмжээ	МЭД-ын хураамжийн зээл авсан малчдын тоо	Хаан банкнаас авсан зээлийн хэмжээ	МЭД-ын хураамжийн зээл авсан малчдын тоо	Хаан банкнаас авсан зээлийн хэмжээ	МЭД-ын хураамжийн зээл авсан малчдын тоо	Хаан банкнаас авсан зээлийн хэмжээ
1 Архангай									1	400,000	1	400,000
2 Баянхонгор	53	4,782,395.00	8	1,078,540.00	3	309,565.00	1	302,900.00	2	619,571	1	376,200
3 Булган		-	8	1,457,125.00	2	287,750.00	3	946,200.00	11	2,439,820	5	1,515,000
4 Говь-Алтай		-	12	2,214,850.00		-			2	252,880		
5 Дорноговь		-		-	2	441,408.00	2	550,888.00				
6 Дорнод		-		-	10	1,305,101.00	13	2,593,877.00	16	3,409,200	3	1,158,144
7 Дундговь		-		-	5	1,201,198.00	8	2,907,180.00	7	1,507,700		
8 Завхан		-	10	1,387,032.00		-	3	393,300.00				
9 Сүхбаатар	4	395,437.50	24	3,502,239.00	1	320,400.00						
10 Сэлэнгэ		-	26	3,934,455.00	3	495,000.00						
11 Төв							2	650,785.00				
12 Увс	7	391,446.00	3	201,780.00	1	88,500.00	1	71,656.00				
13 Хөвсгөл							1	300,600.00	1	292,000	1	100,000
14 Хэнтий	78	7,423,464.00	104	16,954,168.00	23	4,519,503.00	5	1,340,720.00	8	1,910,144	2	500,000
15 Дархан-Уул		-	2	257,250.00		-	1	247,500.00				
16 Говьсүмбэр							1	200,000.00				
	142	12,992,742.50	197	30,987,439.00	50	8,968,425.00	41	10,505,606.00	48	10,831,315.00	13	4,049,344.00

Because of a high number of herders who took a herder loan in the local area, the number of herders who took the LRI SPL is low. Therefore, it viewed that insurance agents, staff of Khan Bank, and herders had inadequate information and knowledge on the LRI SPL and Herder loan during the sales season 2014. It inconvenienced herders to take a loan.