

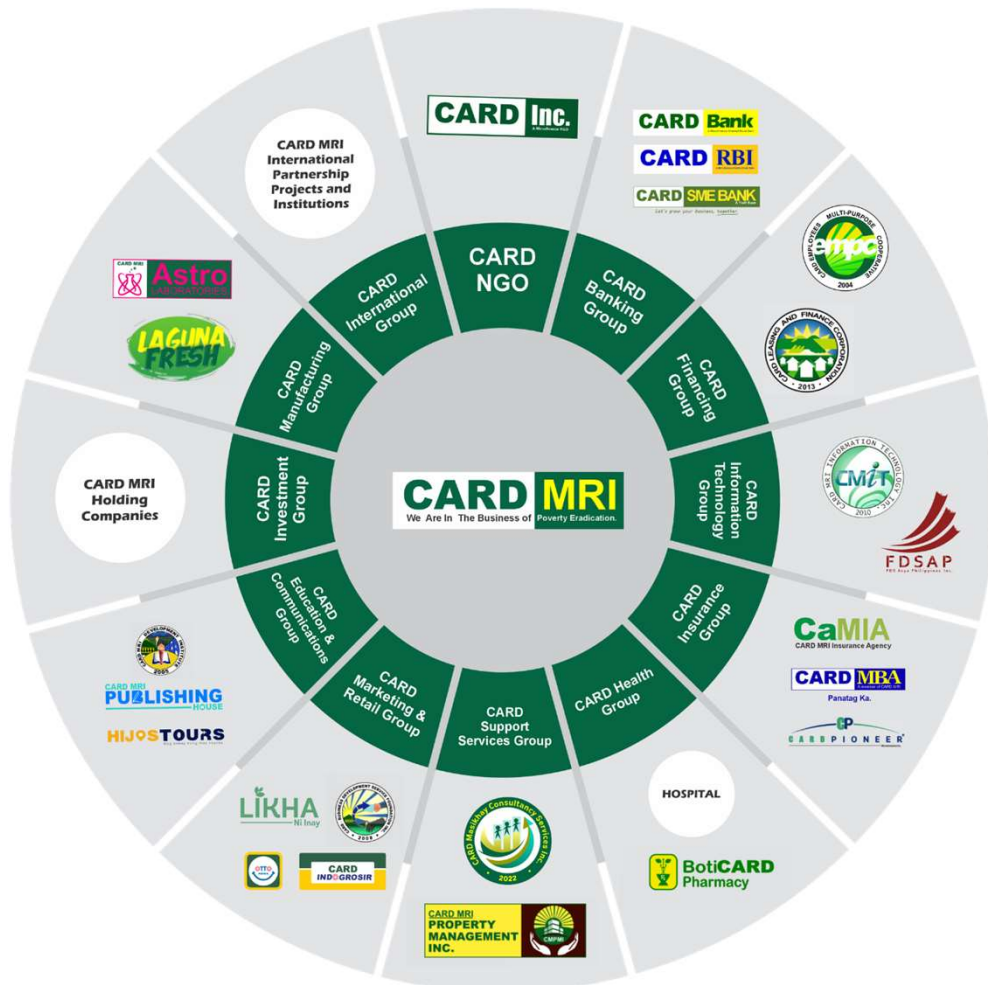


CARD MBA Model: Providing Microinsurance to Low-Income Communities in the Philippines.

By:

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Founder and Chairman Emeritus, CARD MRI
ICMIF Foundation, Manchester, UK,
May 30, 2024**

CARD MRI Organigram



“Mga Institusyon sa iisang Misyon”

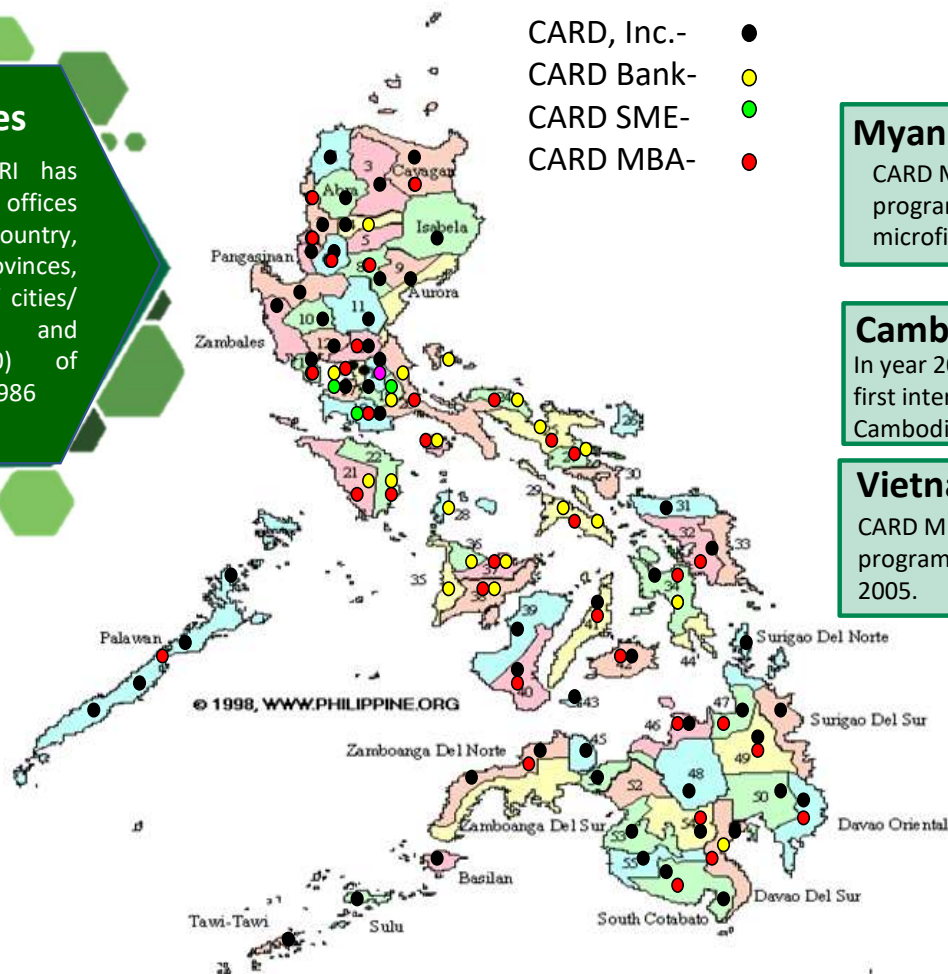


CARD MRI is in the business of Poverty Eradication

Geographical Presence of CARD MRI

Philippines

Today, CARD MRI has more than 3,626 offices all over the country, covering all 85 provinces, 97.13% (1,588) of cities/municipalities and 96.33% (40,500) of barangays, since 1986



- CARD, Inc.- ●
- CARD Bank- ●
- CARD SME- ●
- CARD MBA- ●

Program Offices/Partnerships

Myanmar

CARD MRI started a partnership program in Myanmar in 2012 and a microfinance operation in 2014.

Laos

CARD MRI opened its international NGO office in Laos in 2009.

Cambodia

In year 2006, CARD MRI opened its first international NGO office in Cambodia.

Indonesia

CARD MRI established a partnership program in Indonesia since 2008.

Vietnam

CARD MRI established a partnership program with TYM in Vietnam since 2005.

Thailand

CARD MRI established a partnership program with ACCU

Hongkong

CARD MRI established a partnership with OFWs in Hongkong.

CARD MRI At-a-Glance

Number of Clients Served: **9,334,830**
Number of Insured Individuals: **29,940,893**

Clients (Incl. Savers) 8,844,396

Loan Clients: 4,524,074

Loan Outstanding: ₱44.15B

Savings: ₱34.61B

Repayment Rate: 99.19%

Total Insurance Paid: 23.18B

Offices: 3,634

Staffing: 17,949

Clients with CwE: 724,506

Number of member stockholders: 99,157

With access to health: 5,232,183

No. of patient availments: 759,674

Patient availments via e-Doctor: 187,674

Families Received Relief: 69,603

Zero Drop Out Beneficiaries: 1,383,061

Scholarships granted: 23,173

Graduate Scholars: 10,023

CARD MBA, Inc. A member of CARD MRI



- ✓ Recognized as the **LARGEST** Mutual Benefit Association in the Philippines.
- ✓ **Frontrunner** in Microinsurance industry in terms of coverage as well as premium production.
- ✓ Market share of **85%** or **P4.31 billion** in terms of contributions (2022, IC).



2019



2022



CARD MBA, Inc. A member of CARD MRI

We belong to the CARD Microinsurance Group

is an insurance arm of the CARD MRI that provide microinsurance products for members of the CARD MRI's financial institutions **CARD Inc.**, **CARD Bank Inc.**, **CARD SME Bank Inc.**, and **CARD MRI Rizal Bank, Inc. (CMRBI)** and their families in times of sudden and unforeseen events such as accident, death, or disability.



Insurance agency who manage the sales force of microinsurance products



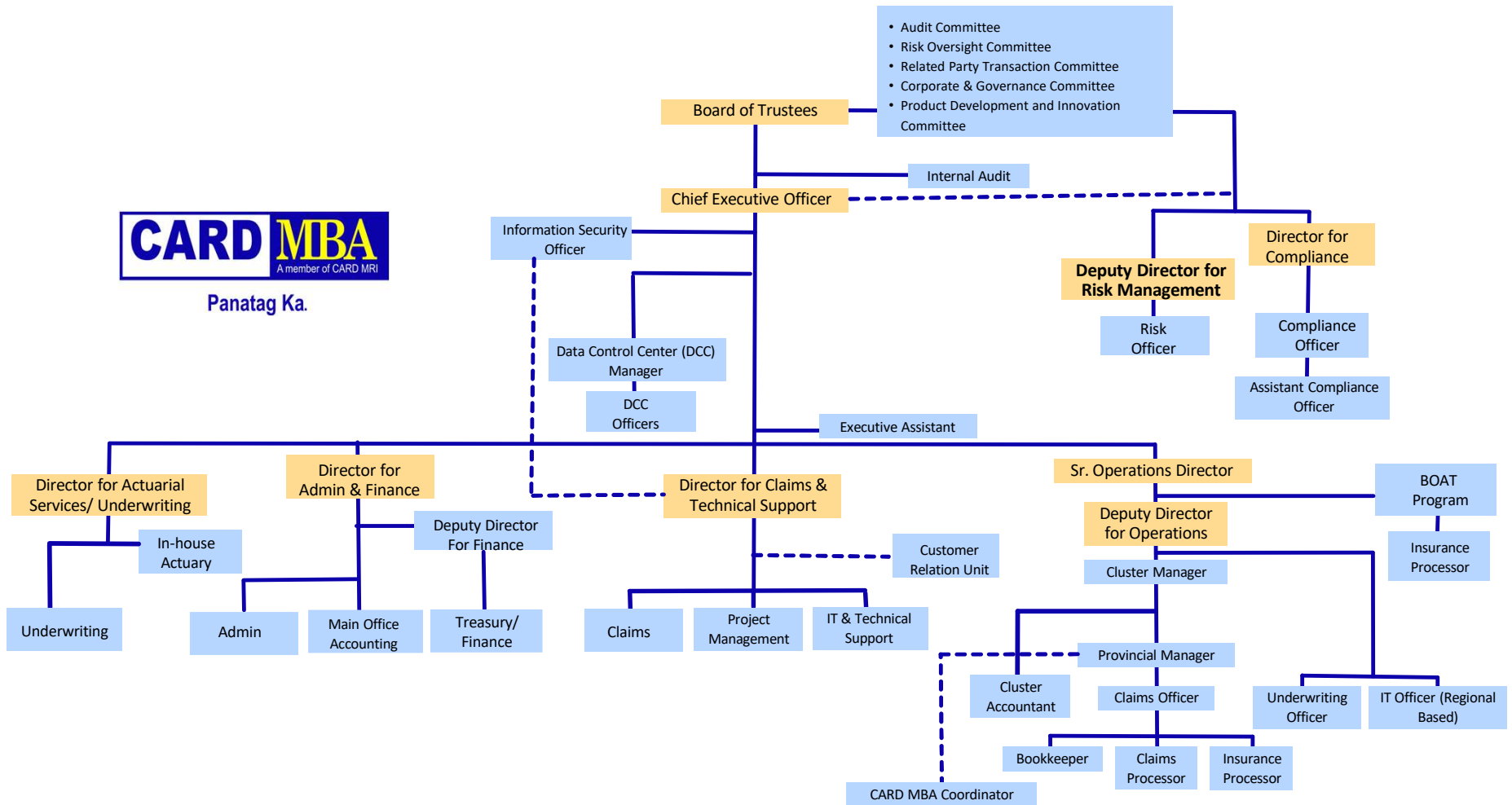
The country's first nonlife Microinsurance company specifically created to offers affordable life and non life insurance products. It address the calamity, agriculture and income-loss insurance needs of the marginalized market at the microinsurance level.

HOW DO WE DO THINGS?

CARD MBA's Microinsurance Model:



CARD MBA STRUCTURE



Legend:
BOAT – Build-Operate-And-Transfer

PARTNER INSTITUTIONS

- CARD Inc.
- CARD Bank
- CaMIA (CARD MRI Insurance Agency)
- CARD SME
- BotiCARD Pharmacy
- CARD RBI
- Likha Ni Inay
- HiJostours
- PUBLISHING
- PROPERTY MANAGEMENT INC.
- FDSAP
- CARD MRI

CARD MBA STRUCTURE

“Simple Mothers
became Members,



now **Leaders**”

CARD MBA Board of Trustees

THE CRUCIAL ROLE OF MBA COORDINATORS



towards achieving 8-24 Claims Strategy :

- ❖ Timely validation of claims using Panatag Ka Mobile App.
- ❖ Verifies the validity of filed claim and the authenticity of submitted documents
- ❖ Assisting beneficiary in completing forms and documents
- ❖ Conducts Information and Education Campaign (IEC) about products and services, and policies related to claims

CLAIMS SETTLEMENT STRATEGY

8-24 WORKING-HOURS

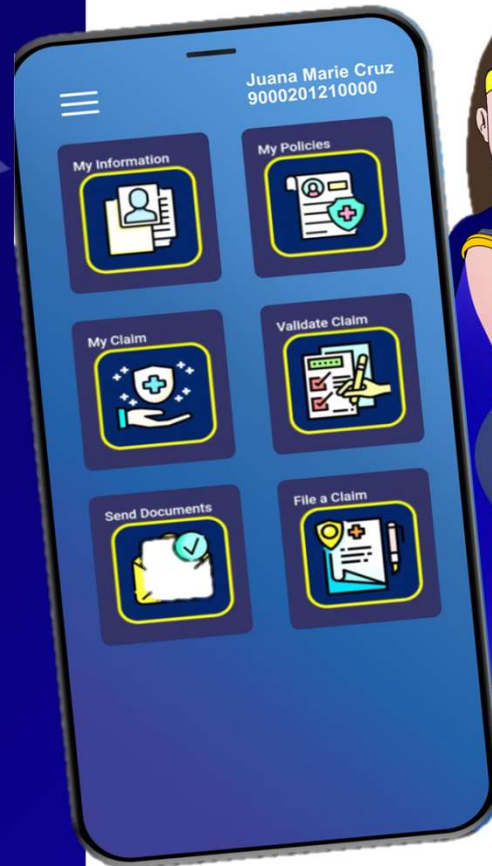


the cadaver or dead body is seen and the membership is not lapsed at the time of validation, within **eight [8] working hours** the: MEMBER shall be paid in full amount of benefit. LEGAL DEPENDENTS shall be paid in full amount of benefit provided that they submitted *Birth or Marriage Certificate (whichever is applicable)* or any of the *alternative documents*.



The *filed claim* with incomplete documents from the first hour of notification and still not yet completed until **twenty four [24] working hours** will have *finality* and be considered as “*Under-Conditionally Denied Claim*”. However, it can be reconsidered for payment once lacking documents are submitted.

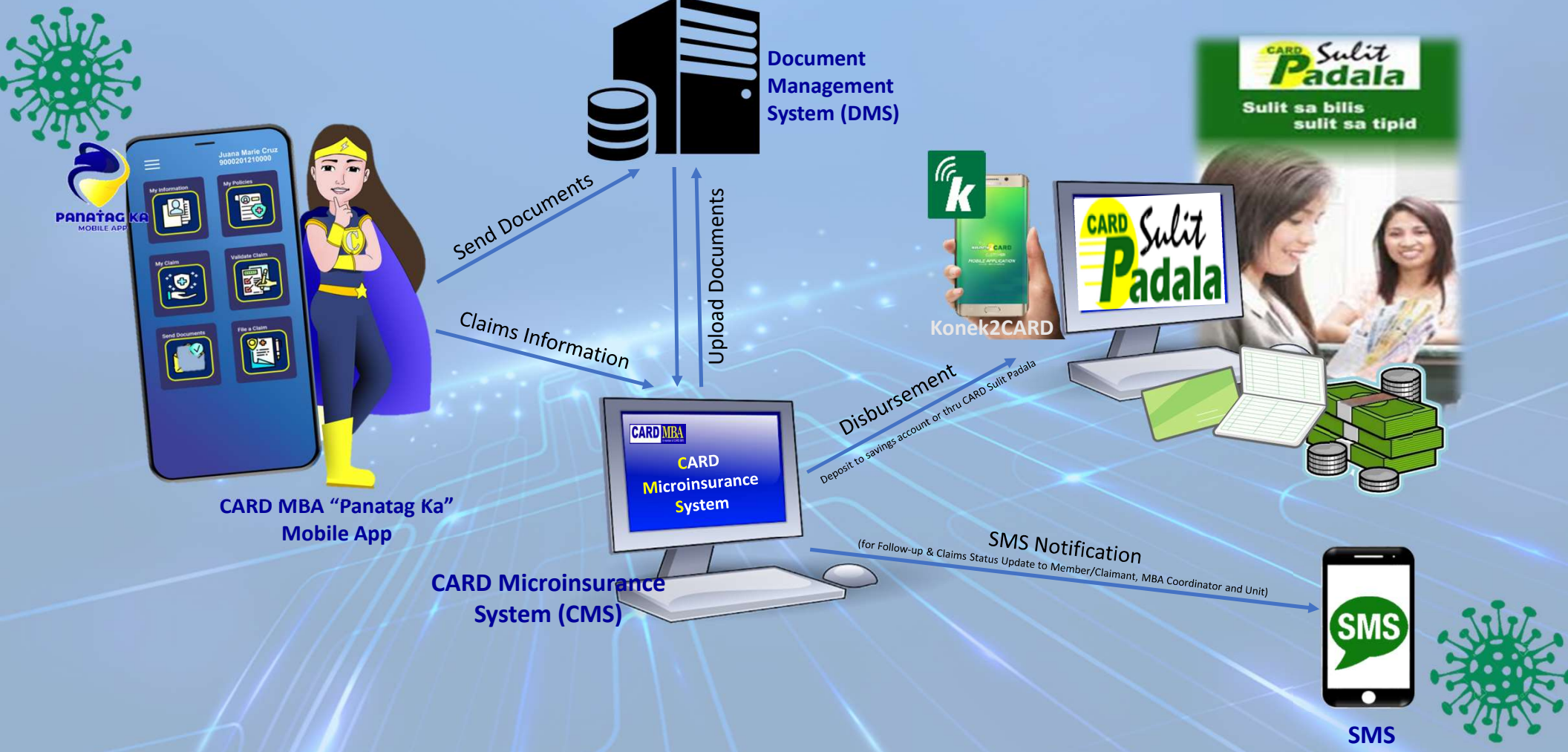
CARD MBA DIGITAL INITIATIVE IN NEW NORMAL



PANATAG KA
MOBILE APP

was launched that will serve as client facing to CARD MBA which will provides electronic claims filing, claims validation, sending of documents, membership viewing access, and virtual assistance of customer service that can easily manage members requests with instant responses and boost customer satisfaction.

CARD MBA
A member of CARD MRI



PANATAG KA MOBILE APP

CARD MBA "Panatag Ka" Mobile App

CARD Microinsurance System (CMS)

Document Management System (DMS)

Konek2CARD

CARD Sulit Padala

CARD Sulit Padala
Sulit sa bilis
sulit sa tipid

SMS

SUMMARY OF CLAIMS DISBURSEMENT

As of April 26, 2024



TOTAL Number = 297,450
Average per Month = 74,362
Average per Day = 2,564



TOTAL Amount = 1,183,922,539.6
Average per Month = 295,980,634.92
Average per Day = 10,206,228.79



PRODUCTS AND SERVICES

1. Life Insurance Program

BASIC LIFE INSURANCE PROGRAM



ELIGIBILITY & COVERAGE

Age Eligibility	: 18-65 years old
Exit Age	: 70 years old
Covered	: Member & Legal Dependents
Married	: Spouse & children age 14 days old to 21 yrs old
Single	: Parents age 60 years old and above

A Php 15.00 weekly contribution (USD 0.34), premium for **life insurance coverage** of member and legal dependents with Total Permanent Disability (TPD) plus Accidental Death Rider and Motor Vehicular Accident Hospitalization (MVAH) Benefit.

2. Loan Redemption Plus

LOAN REDEMPTION FUND PLUS

Gives loan protection to member-borrower



ELIGIBILITY & COVERAGE

Term of Coverage	: Coterminal with the loan
Exit Age	: 75 years old

Gives full loan protection to member-borrowers in times of death, expanded by an Auto-LOAD rider in case of Total and Permanent Disability.



PRODUCTS AND SERVICES

3. Retirement Fund

RETIREMENT FUND

Administered Fund intended for CARD member's retirement



ELIGIBILITY & COVERAGE

Exit Age : 70 years old
Optional Retirement : From 65-69 years old

Administered fund intended for members' retirement with **Php 5.00** (USD 0.11) weekly contribution and be availed in lump sum at an optional retirement age **65- 70 yrs.**

4. Golden Life Insurance Program

GOLDEN LIFE INSURANCE PROGRAM



ELIGIBILITY & COVERAGE

Optional product of CARD MBA (10-year payment period)
Eligibility : At least 1 year active members prior to age 70 years old
Exit Age : 100 years old

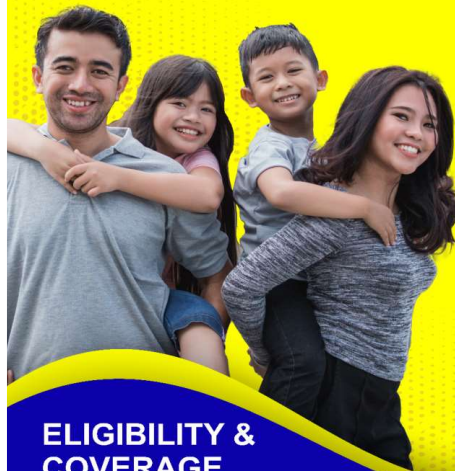
Optional product for retired members after 70 years old to enroll to the program. Members are eligible until 100 years old.



PRODUCTS AND SERVICES

5. Family Security Plan

FAMILY SECURITY PLAN



ELIGIBILITY & COVERAGE

Age Eligibility : 18-65 years old
(active member of BLIP only)
Exit Age : 70 years old
Covered : Member & Legal Dependents

This product is a yearly renewable term developed to give additional benefit for the members and legal dependents. Only active members can avail this product with eligibility age of 18-65 years old.

6. Remitter Protek Plan

REMITTER PROTEK PLAN



ELIGIBILITY & COVERAGE

- Optional product of CARD MBA
- Will cover not more than 2 member-remitter
- Assigned member-remitter of not more than 65 years old

The Member-Remitter Personal Accident Cover is a group personal accident insurance cover developed to provide protection from the risks faced by the members who are tasked to remit the collection of the center to Unit, Micro Banking Offices (MBO) or Branches of the microfinance institutions and other organizations recognized by and affiliated with CARD MBA.

COMMUNITY DEVELOPMENT PROGRAM

NON-FINANCIAL SERVICES

NON-FINANCIAL SERVICES



CDRAP
CARD MRI Disaster Relief
Assistance Program
(Family packs plus medicines)

Mass Wedding
Marriage
Documentation
and
Wedding Ceremony



BOAT Program
Build-Operate-And-
Transfer Program



CARD MRI Disaster Relief Assistance Program (CDRAP)

Mass Wedding

Build-Operate-And-Transfer Program

Scholarship Assistance for Children of Members under BOAT Program

CARD **MBA**
A member of CARD MRI

CARD MRI Disaster Relief Assistance Program



CDRAP

Members who are severely affected by natural calamities like typhoon, earthquake, flood, fire etc. shall receive **FAMILY PACK** from CARD MRI.

MASS WEDDING



ELIGIBILITY:

- **At least 7 months** active member
- **CARD MBA** shoulders documentary requirements relative to the mass wedding ceremony, venue & person who will solemnized the event.

Build-Operate-And-Transfer (BOAT) Program



FEATURES:



- **3 Years engagement.**
- During the 3-year period, there will be **technical assistance** and **transfer of technology** in the management of a mutual benefit association.

15 BOAT Partners as of April 2024

CARD MBA IMPACT TO COMMUNITY



- Timely settlement of claim became word of mouth in the community that encourages potential members to join CARD MRI.
- Member-beneficiary can now easily claim their benefit even beyond banking hours because of availability of disbursement channel thru konek2CARD.
- Response time on claims settlement bring peace of mind and relief to the members and/or beneficiaries since benefits were paid even before burial.
- MBA Coordinators were now embracing the use of technology as the result of digital transformation.

CONTRIBUTION TO MI INDUSTRY

(In terms of Insured lives)

Data from the Insurance Commission indicated that, as of the end of the 2nd quarter of 2023, a total of **52.54 million lives** are insured under micro-insurance policies issued by insurance companies and mutual benefit associations (MBAs).

Out of the lives insured under micro-insurance policies, **27.81 million or 53%** are insured by policies issued by mutual benefit associations (MBAs).

Insurance Commission Press Release. 20–October 2023

CARD Mutual Benefit Association, Inc. with **23.4 million insured individuals or 84%** of the total insured lives covered by the MBA sector on this period.



Thank You!



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