



# International Information Exchange

## Mongolia

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## MONGOLIA FACT SHEET: Country Overview

Criteria	Data/Stats	Source/Year
National Land	1 565 116 km <sup>2</sup>	Statistics Bureau (2013)
Climate/Weather	Ulaanbaatar Average Yearly Temp.: -16°C in Spring, 20°C in summer 8°C in autumn, -20°C in winter Annual Rainfall: 161 mm	Statistics Bureau (2014)
Population	3,016.6 (Thousand )	Statistics Bureau (2014)
Young Population (0-14)	811.9 (Thousand, 26,9%)	
Productive Population (15-64)	1,925.0 (Thousand, 63,8%)	
Elderly Population (Over 65)	280.5 (Thousand, 9.3%)	
# of Households and Ave.ppl/h.h	713,8(Thousand) / 3.6 ppl	Statistics Bureau (2010)
Average Life Expectancy	Male: 64.9 / Female: 72.3	Statistics Bureau (2014)
Total Fertility Rate (*)	2.22	Statistics Bureau (2014)
GDP (Nominal GDP)	11,73 (USD Billion )	World Bank ( Apr. 2015)
GDP per Capita	4,056 (USD Thousand)	World Bank (2015)
Social Security Program	Pension (Old-age / Disability / Worker's compensation), Health Care, Unemployment	
Remarks	<ul style="list-style-type: none"> <li>▪ Facing the economic crisis after economical boom after 2011</li> <li>▪ The host city of 2016 ACEM ( i -Hospitality)</li> </ul>	

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## 2013 LIFE INSURANCE INDUSTRY FAST FACTS

(Thousand Policies, US\$ Million)

(Policies, US\$)

Type	New Business		Policy In-Force		Average Policy per Person	
	# of Policies	S	# of Policies	S	# of Policies	S
Individual	-	-	-	-	-	-
Indiv. Annuity	-	-	-	-	-	-
Group	-	-	-	-	-	-

Criteria	FY2011	FY2012	FY2013
# of Life Insurers	1	1	1
Net Premium Income	510,300	795,600	1025.6
Payment of Insurance Claim	69,900	199,300	259,300
Total Assets	3,554,200	4,682,900	5,626,700
Main Products	Whole Life, Health, Term, Endowment, Pension		

Distribution Channel	Scale	Participation rate (Source: JILI)
Tied-Agents	57 people	2.5%
Life Office Counter	9	96.7%
Agencies	Banks 3 entities	0.5%
	Brokers 2 entities	0.3%
	Individual “-” entities	
Mail Order, Internet	-	.%
Working Office, Others	-	.%

\*Calculated based on the exchange rate of MNT 1966 =US\$1 (2015.4.29).

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## Challenges of Mongolia's Life Insurance Industry

### ❑ Responding to Law enforcement

Law enforcement was revised by FRC to maintain the credibility of insurance – introduction of new duties of confirming customer intention, offering information in insurance sales, strengthening control of agencies.

### ❑ Responding to Government Mortgage Loan Program requirements: To satisfy the requirements of Government housing program, working closely with Mortgage Loan Corporation, to provide the insured with affordable coverage in good sound.

### ❑ Developing new ways of marketing: cooperation with banks and brokers to prepare the customer's mind to accept the real insurance coverage rather than buying religious coverage. In Mongolia, Life insurance company's competitor is not an insurance company, but "Gandan" Buddhist Temple.

### ❑ Shift to Non life to Life Insurance coverage

In order to meet the best need of the insured, some non-life insurance companies collaborating with life insurance company, developing by-insurance product under one policy.