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Asociación Latinoamericana para
el desarrollo del Seguro Agropecuario



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Argentina

The insured hectares grow campaign by campaign.

In addition to the dynamism of the sector, the adoption of technology is one of the main reasons for taking insurance.

Zurich insurer made a balance of what the agricultural insurance sector currently represents. Silvana Roccabruna, Manager of Agricultural Risks of Zurich Argentina, explains: "The 2018-2019 campaign was very good when we measured the business in volume of premiums issued. In the case of Zurich, if we consider the insured hectares, the branch grew higher to 10%. On the other hand there was an increase in the frequency of hail losses, mainly in winter crops, and frost events. The good condition of the crops favored the highest percentage of insurance and from Zurich we accompanied the farmers through the protection of its assets. Also the prices of some crops, such as wheat, improved the gross margin of the business and consequently an increase in the insured area was observed. The good crop yield, together with the greater frequency of events, they are factors that influence the moment of hiring".

In the future, Roccabruna analyzes: "The prospects for the next campaign are very good. We observe an increase in the sowing of fine grain crops and, consequently, an increase in the insured areas of those crops in some regions, and an advance of the taking of coverage in others, in the same way it is expected that the planting of corn and soybeans will continue advancing. Normally our business has a high correlation with the crops that our customers grow, we are in the most important period of the campaign ensuring the crops of summer and protecting the fine and coarse harvest from the moments when storms are concentrated that can affect them".

Asked about the actions that should be carried out to expand the participation of this branch of insurance, Silvana shoots: "For Zurich this branch is strategic and we will continue to accompany the sector to protect our clients' crops and provide predictability to their businesses. The levels of insurance in Argentina are very good if we consider that it is an unsubsidized market, since more than 50% of the area sown is insured. In the world, countries that have these levels of agricultural insurance penetration are subsidized. However, from the point of view of hedging, the risks covered are limited: mainly hail is covered and, in some specific cases, additional wind, frost and ironing. For a further expansion of the business it would be necessary to establish a management program for agricultural risks with a long-term vision, which could include drought, a typical problem for production in our country. or country. Successful insurance programs in the world do not offer multi-risk coverage without State participation and have been developed with strategic vision, instead of looking for spontaneous solutions at a specific time".

PÚBLIC-PRIVATE POLITICS

Desde Zurich aseguran: "Vemos oportunidades en las coberturas de multiriesgo climático, que apunta a un determinado porcentaje de la inversión del cliente para

estabilizar la producción a nivel nacional. Para esto es indispensable comenzar a trabajar sin interrupción los diferentes actores de la cadena con objetivos claros y visión estratégica de largo plazo, que nos permita desarrollar un programa integral de gestión de riesgos agropecuarios sustentable en el tiempo. Los riesgos agroclimáticos ligados a la actividad agropecuaria no solo de herramientas de seguro sino de una gestión integral de los mismos y por sobre todo de una mirada compartida que contemple a todos los actores de la cadena".

Agrofy <https://news.agrofy.com.ar/noticia/184699/hectareas-aseguradas-crecen-campana-campana>

Brasil

Crop insurance subsidies can reach high levels by 2020

The service can protect the producer against losses caused by adverse phenomena of nature.

The federal government recently announced, during the launch of the Safra Plan, an injection of \$ 1 billion to help farmers pay for rural insurance in 2020. This is considered the largest amount budgeted for the program.

To understand the importance of crop insurance, it is important to understand how indispensable for the economy and for the producer himself to resort to such collaboration.

"Its objective is to cover the losses and / or damages caused to goods directly related to agricultural activities. It protects the producer against losses caused by adverse phenomena of nature up to the maximum compensation contracted. In addition to the agricultural activity, the rural insurance also covers the livestock activity, the property of the rural producer, its products, the credit to commercialize the production and also the risk of death of the producers," explains Rogério Moisés, managing partner of Visafran, insurance broker.

Unexpected climate change should not subject production and the economy as a whole to stagnation. Even so, this type of insurance not only covers plantation areas, but also machinery, valuable resources for field work, which in many cases have high prices.

"This protection is essential, since much of the production is financed, as well as the equipment of the property, which can cause a loss even in the market. After all, there is no guarantee of replacement of the good to continue honoring the funding granted", says Moses.

This year, thanks to the contingency, the amount available was only \$ 420 million. On average, the government is responsible for assuming 35% of the short policy.

The latest published data on this scenario also reveal that in 2018 this market managed to move \$ 2 billion in policies in Brazil alone.

"Without a doubt, it is a welcome help to promote the sale of this insurance, which is currently dragging in Brazil, but it is a very promising market if it is not the largest along with the private pension", says Rogério Moisés.

According to Rogério Moisés, of Visafran, the areas that most demand this type of action are the Southeast and Midwest regions, with soy, coffee, corn and cotton crops. According to the expectations of the Ministry of Agriculture, financing will be sufficient to expand the covered area to more than 15.6 million hectares.

Diario do Litoral <https://www.diariodolitoral.com.br/economia/subsidios-para-seguro-safra-podem-atingir-indices-altos-em-2020/130913/>

Brasil

Sompo Seguros expands its operations and reaches a growth of 17.5% in Santa Catarina

The exponential growth in areas such as Transportation and Major Risks contributed to greater participation in the State, which has strategic relevance within the company's commercial development plans in Brazil. The company also invests in the agribusiness insurance branches of the region, which is a production reference in several crops.

Sompo Seguros grew by 17.5% and went from R \$ 115.8 million in premiums issued from January to October 2018 to R \$ 136 million in the same period of 2019 in the State of Santa Catarina. The company's growth was substantially higher than the 10.3% recorded by the Santa Catarina insurance market in this period.

"Santa Catarina has significant relevance for the development of the company's commercial expansion strategies, both in terms of the Board of the Southern Region and in Brazil," says Alberto Muller, Director of the Southern Region of Sompo Seguros. "Since the year In the past, we have structured our business objectives by focusing on guaranteeing new products and services that, by working closely with our business partners, insurance brokers could serve policyholders of different business classes." , says the executive.

In the state of Santa Catarina, following the example of the company's national landscape, Sompo continues to lead the Transportation business. The exponential growth of 84.7% between January and October 2019 made the company soar against competition and reach a 25.9% share in the local market, well ahead of second place, which owns 9.5% of the market.

St. Catarina

The High Risk area contributed to the substantial growth of the company. In the first ten months of this year, Sompo achieved a 27% growth compared to a business class that contracted by 2.8%. "We have a specialized technical team that provides all the support to the commercial area in the drafting of insurance contracts. This joint action allows us to provide customized solutions to meet the coverage needs of the insured. In addition, all this work is done with the monitoring and intermediation of the responsible agent, which is essential for us to understand each specific demand", Muller adds.

"Since 2015, Sompo Seguros has intensified its offer with new product launches and technology development that ensure that the insurance broker has all the necessary tools to manage its portfolio with the insurer. All this, together with a commercial and technical team with knowledge of the Santa Catarina market allows us to act firmly to gain more and more the preference of insurance and insured brokers in the state of Santa Catarina, "says Fabricio Miguel Cardozo, Manager of Subsidiary Blumenau.

"The challenge of contributing to a business development strategy on the Santa Catarina stage was a determining factor that encouraged me to join the Sompo team this year," says José Joremir Raimundo, Florianópolis branch manager at the company. "We have bold growth goals, which are backed by planning that integrates the close relationship with the insurance broker and the release of news with a very relevant accession perspective in the local market," he concludes.

Agribusiness Growth

Among those that obtained good results, the company also exceeded expectations with the Rural Insurance and Agricultural Equipment segment. In this sector, Sompo Seguros registered a 13.3% growth in Santa Catarina until October. The company, which remains in the top three in the ranking of Rural Improvement and Commitment branches, took advantage of the Santa Catarina agribusiness warming to boost its business in the segment.

International reference in agricultural production, the state is the largest national producer of pork, onion, apple, fish, oysters and mussels; the second largest producer of poultry, tobacco, rice and garlic, as well as an important producer of wheat, honey and milk. According to data from the State Department of Agriculture, in the first half of 2019, agribusiness accounted for 70% of all revenues from Santa Catarina exports, generating revenues of US \$ 3.14 billion.

Segs <https://www.segs.com.br/seguros/207506-sompo-seguros-expande-atuacao-e-alcanca-crescimento-de-17-5-em-santa-catarina>

Interview with the new Leandro Ariel Poretti sobre las perspectivas of the agricultural insurance plan

The promises of the year 2020 is a very important year for agriculture, first of all due to the new value available for the Agricultural Insurance Plan of R \$ 1 billion, compared to the R \$ 440 million of 2019, which means that we have the support of delivering the contracted, thus reducing the uncertainty of the producers regarding the contracting of insurance.

The maxim that prevention is better than cure has never been so true, and seeing that producers are hiring and seeing the importance of insurance means that our work is working. Farmers in southern Brazil represent 67% of contracts in Brazil with subsidy (which is the compensation paid by the federal government in the acquisition of the policy), the State of Paraná potential customers with 38% of contracts.

Demand growth for new agricultural policies

It is still a job of agricultural insurance ants in Brazil. The producer has just felt the need to take out insurance when his crop is lost for a time event, but we are happy to see that the producer is hiring this product every day, with the aim of continuing in his activity. The producer understands that insurance is the continuation of his work if a problem occurs and that it can be passed from parents to children if it is done safely.

To have an example of how insurance is growing in Brazil, last year we had 7642 soy contracts, and this season that number increased by about 10% to almost 8,400 issued policies.

The importance of resorting to a safe in several areas, especially in agriculture.

Agriculture is the only business that the entrepreneur, that is, the rural producer, has outdoors. And any weather can affect your business. Pests and diseases can be controlled through pesticides now, drought or even excessive rain, no. Farmers need to have stability in their businesses, and insurance assures. Offering an agricultural insurance product honors us as partners of those who hire us and know that we guarantee the continuity of your business.

About Sancor deliveries

In just 6 years, SancorSeguros is among the 3 largest insurers in the Brazilian agricultural industry.

Company qualified in the Federal Government Rural Insurance Premium Subsidy Program

Products designed to meet regional demands: customization of deliveries.

Multi-risk insurance:

They cover a variety of climatic risks in individual hedges.

Advanced multiple risk for rice, beans, corn and soy.

Multi-risk Coffee

Risks named by insurance: flexible products with different coverage and possibility of hiring the most interesting items.

MOST CONTRACTED RISKS: GRANIZO, ICE CREAM AND FIRE.

Compensation calculation:

Grains and sugarcane: proportion of the area reached x event in relation to the total area insured.

Fruits and vegetables: Based on the analysis of production reduction and quality depreciation according to the contracted conditions.

Coffee: Based on the analysis of coffee plants insured to be eradicated or pruned

Noticias Agrícolas <https://www.noticiasagricolas.com.br/videos/maquinas-e-tecnologias/248803-novas-perspectivas-do-plano-de-seguro-agricola.amp.html>

México

T-MEC and resilience will boost insurance growth up to 5% in 2020: Fitch Ratings

Although the expansion of the insurance sector could be limited, the rating agency in Mexico estimates real and consolidating growth between 2.5 and 5.0 percent for next year.

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The ratification of the treaty between Mexico, the United States and Canada (T-MEC), and the resilience of the industry will boost the growth of the Mexican insurance sector between 2.5 percent and 5 percent in 2020, Fitch Ratings México predicts.

Eugenia Martínez, director of Insurance for Mexico of the rating agency, explained that, as a domino effect, the ratification of the T-MEC will help the insurance industry to improve its growth next year.

Fitch Ratings determined the perspective of the Mexican insurance sector as "stable", which considers the "stable" perspective of Mexico's sovereign ratings.

"By 2020 the agency estimates a real growth of the insurance and consolidation sector of approximately 2.5 and 5.0 percent, which would be supported by the correlation between gross domestic product (GDP) and the development of the industry," Martínez said in press conference, on the occasion of the perspectives of the insurance industry in Mexico.

The expansion could be limited, said the specialist, for a possible slowdown in the production of premiums, as well as the impact of macroeconomic dynamism on the sector profile, although it could benefit from bancassurance products for life and non-life policies (damages).

Regarding the latter, at least three strategic distribution and commercialization alliances between insurance groups and unrelated banking financial groups have been made public in 2019, in addition to insurers already belonging to financial groups.

In the third quarter of 2019, the life sector grew 9.1 percent in real terms, higher than 8.5 percent in the same period of the previous year and benefited greatly from the production of bancassurance.

For 2019, Fitch expects a sector growth of 5.8 percent, so by 2020, the industry will record a slowdown.

Agricultural Insurance Crash

According to Fitch, agricultural insurance registered a 54 percent annual decline in the number of premiums, at the end of the third quarter of 2019.

Martínez explained that the decrease was due to a fall in the sector budget and that spending (in this productive activity) is exercised in a moderate way.

Industry spending fell 22 percent annually, while that barely reached 52 percent of the approved budget, Martínez said.

For the rating agency, the agricultural sector represents an important growth opportunity, since this insurance represents only 1.0 percent of the premiums of the insurance sector.

El Financiero <https://elfinanciero.com.mx/economia/t-mec-y-resiliencia-impulsaran-crecimiento-de-aseguradoras-hasta-5-en-2020-fitch>

México

PT proposes mandatory insurance for agricultural producers in CdMx

This insurance would have coverage for events such as: droughts, frost, hail, snowfall, torrential rain, significant flooding, pests, and geological phenomena, among others.

The government of Mexico City must grant agricultural insurance to producers to protect their crops, which are susceptible to being affected by weather events, as proposed, the PT coordinator in the local Congress, Circe Camacho. When making use of the platform, the petist explained that this support is sought to be promoted for women who are engaged in this activity and who, due to hydro-meteorological phenomena, lose their main economic support. "Agriculture in Mexico City is at serious risk of disappearing; and it is that about 22 thousand 800 hectares of land are dedicated to the production of crops, mainly in Tlalpan, Milpa Alta, Tláhuac and Xochimilco", he said.

This insurance would have coverage for events such as: droughts, frost, hail, snowfall, torrential rain, significant flooding, pests, and geological phenomena, among others. It also contemplates any unpredictable atypical weather condition.

This proposal proposes adding fractions to articles 4 and 67 of the Agricultural, Rural and Sustainable Development Law of Mexico City. The initiative was taken for analysis and opinion to the Rural Development Commission, headed by Gabriela Quiroga.

Milenio <https://www.milenio.com/politica/comunidad/pt-propone-seguro-obligatorio-productores-agricolas-cdmx>

México

After the drought, Queretano producers achieve catastrophic insurance

Given the drought conditions that occurred in 2019, which affected the agricultural sector of the state, the producers of Querétaro administered 4.1 million pesos of federal resources for catastrophic insurance.

The president of the Regional Livestock Union of Querétaro (UGRQ) Alejandro Ugalde Tinoco explained that this resource is distributed to 2,000 producers in four municipalities: Landa de Matamoros, Arroyo Seco, Jalpan de Serra and San Joaquín.

"Yesterday and before yesterday I had to administer a catastrophic drought insurance resource, where they did not include Querétaro, due to the pressure that we are included and distributed in 2,600 producers, assigned to four municipalities, it is not much, but at least something is good for producers," said Ugalde Tinoco.

In 2019 the drought affected the agricultural and agricultural sectors of the state, the effects were concentrated in the mountainous area. In agriculture alone, the drought prevented the planting of 34,000 hectares, that is, 31% in relation to the 110,000 hectares that are sown annually in the state, according to records of the local Ministry of Agricultural Development (Sedea).

Regarding the allocation of federal resources for the field, he said that they are waiting to know about adjustments that could be implemented by the Ministry of Agriculture and Rural Development (Sader), since producers have requested to participate in the Livestock to the Word Credit program.

By 2020, Ugalde said, the Sader will have a cut of approximately 27%, with a budget of about 45,000 million pesos; however, he added that of the resource destined to livestock, there will be no resources for productive development.

"But of those 45,000 million pesos to the farmers they assign us 19% basically it goes for social programs, it does not go for programs of economic impulse, then we do not have development", said the president of the UGRQ.

In this context and within the framework of the sixteenth National Livestock Assembly - of the National Confederation of Livestock Organizations - which was held in Querétaro on December 6, the state and federal governments agreed to generate a common strategy for next year.

After a meeting between the governor, Francisco Domínguez Servién, and the head of the Ministry of Agriculture and Rural Development (SADER), Víctor Manuel Villalobos Arámbula, they agreed to implement a shared strategy to strengthen state sustainable agricultural development during 2020.

Therefore, the possibility of promoting programs for soil conservation, creation of water collection systems and enabling both infrastructure and equipment for agricultural production units in the state was raised.

El Economista <https://www.economista.com.mx/estados/Tras-sequia-productores-queretanos-logran-seguro-catastrofico-20191211-0084.html>

México

Three thousand hectares of citrus fruits were affected in Tihuatlán due to drought

Approximately 3,000 hectares of citrus fruits were affected in Tihuatlán, a municipality located in the northern part of the State of Veracruz.

This, derived from the drought that hit some of the most important regions in citrus production, said the president of the regional committee of the National Peasant Confederation (CNC), Sergio Ruiz Valencia.

The high temperatures caused that the fruit did not develop properly, there were even bushes that did not achieve the formation of the fruit.

He considered that it is necessary to enable and appoint a delegate of plant health to resume management and propose projects that contribute to improving the production quality of the citrus industry in the northern region of Veracruz.

"The fruits did not finish developing, and the few that grew to normalcy are not of quality", and so far the farmers do not know the magnitude of the affectations.

He says that they only have calculations, because of these three thousand hectares, they still cannot quantify the damages to this productive sector, since there are orchards where the affectations devastated in their totality.

"We are waiting for the Agricultural Insurance valuation which we requested from the State Government approximately two months ago, they came to supervise the orchards and well we are waiting for the qualification and say how many hectares are affected and how they will help us."

But in the case of the municipality of Tihuatlán, there are approximately between 2,500 and 3,000 owners of citrus hectares that also have an impact due to the high temperatures and drought that this year recorded in 2019.

While the damage recorded in the gardens of Castillo de Teayo, Coatzintla and Cazonos de Herrera, will be known from next year 2020.

"From January we will have exact figures, the standard of hectares of citrus hectares, as well as the active partners to the CNC," said Sergio Ruiz Valencia in relation to damage to orange, lemons, tangerines and grapefruit.

Libertad bajo palabra <https://libertadbajopalabra.com/2019/12/15/tres-mil-hectareas-de-citricos-resultaron-con-afectaciones-en-tihuatlan-debido-a-la-sequia/>

México

Agricultural area insured in Mexico fell 37% to 3Q

Livestock insurance reported a 61.3% fall in September in the number of animals insured; Premiums decreased 35.3 percent.

In the third quarter of the year, agricultural insurance registered less coverage than in the same period of 2018, according to data disseminated by Aggroasemex.

In its report, the agency reported that 1.11 million hectares were secured, resulting in 36.8% less than 1.76 million that agricultural insurance covered in the same period last year. Of the total insured area, 69.2% corresponds to the insurance funds while the remaining 30.8% corresponds to the different private insurers that operate this coverage in the country.

"The insured area, compared to the same period of 2018, decreased by 36.8%, due to the 29.7% decrease in insurance funds and 48.6% in private insurers," he explained.

In addition to the fall in surface insurance, in the period from January to September of this year, the sum insured and the issuance of premiums suffered decreases in their annual comparison.

In the first case, the insured amount fell 30.2% this year, from 36,894 million pesos to 25,765 million, while the premiums decreased 35.3% per year from 2,281 million to 1,476 million.

Agroasemex also reported that 84.1% of the total insured area is concentrated in the basic crops of corn, cotton, sorghum, soy and wheat, which are operated, mostly (72.9%), by the insurance funds, while 15.9% corresponds to other crops, which are mainly operated by private companies.

On the other hand, livestock insurance also showed decreases in terms of insured animals, which went from 155 million to 60 million this year, which meant a fall of 61.3 percent. As for the issuance of premiums, they went from 552 million pesos to 384 million pesos, which represents a decrease of 30.4 percent.

However, in the sum insured there was a better result. This year it was assured, for a total of 51,766 million pesos, 27.5% more than the 40,592 million last year.

Budget impacts

Previously, Fitch Ratings said that the fall in the agricultural insurance sector is due to the fall in the sector budget, in addition to the fact that the expenditure has been exercised, during the year, in a moderate way.

In this regard, Eugenia Martínez, director of Insurance in Mexico of Fitch, indicated that the sector's expenditure fell 22% annually, while only 52% of the approved budget has been exercised.

"These reductions respond to a great extent to the change in the rules of operation, as well as in the dates of publication of the same. The 2019 financial year could be a turning point for the private agricultural insurance sector; however, the additional pressure would come from the uncertainty about the application of public policies that contracted the operations of private insurance companies", he explained.

According to the latest data from the National Insurance and Bonding Commission, at the end of 2016, the penetration of this product was only 0.5% of the Gross Domestic Product.

Previously, Fitch indicated that the Mexican insurance sector was beginning to have a growing appetite for the agricultural market, despite being a very technical branch.

What is agricultural insurance?

This insurance is a mechanism designed to give continuity to the productive processes in the field in the face of factors or events that cannot be controlled by the farmer, such as weather, pests, and diseases, among others.

El Economista <https://www.economista.com.mx/sectorfinanciero/Superficie-agricola-asegurada-en-Mexico-se-redujo-37-al-3T-20191217-0125.html>

México

Farmers receive catastrophic insurance

The state and federal governments paid 600 farmers the Catastrophic Agricultural Insurance, with an amount of 5.1 million pesos, which covers the damages caused by frost, droughts and floods in corn, beans and grapevine crops.

Governor Alejandro Tello Cristerna managed, before the head of the Ministry of Agriculture and Rural Development (Sader), Víctor Villalobos Arámbula, the release of the insurance resources of the 2018 cycle, which had been suspended due to the change of the federal administration.

The Secretariats of the Field (Secampo) and Agriculture (Sader) released the resource for 600 producers from the municipalities General Pánfilo Natera, General Francisco R. Murguía (Nieves) and Miguel Auza, who suffered the claims on 3 512 512 hectares.

Adolfo Bonilla Gómez, head of the Secampo, said that if the damages were significant in the crops of the 2018 cycle, in 2019 they will be higher due to the drought that was recorded in 28 entities of the country, and particularly in Zacatecas, where it affected more than 60 times percent of the arable land.

The agricultural insurance 2018 contracted by the state government and the Sader covered 315 thousand 192 hectares, with a premium payment of 105 million 829 thousand pesos, and for livestock insurance 401 thousand 545 animal units, with a premium of 32.3 million pesos.

The commitment of both administrations is to pay 42 million pesos of agricultural insurance compensation, of which there is an advance of direct payments to the producer exceeding 20 million pesos, for the benefit of 794 producers, with an area of 10 thousand hectares.

In addition to this, 253 grape producers were paid who lost their harvest in 1,770 hectares due to hail in the municipalities Cuauhtémoc, General Pánfilo Natera, Luis Moya, Noria de Ángeles, Ojocaliente, Villa González Ortega, Villa Hidalgo and Fresnillo, with a support of 4.4 million pesos.

Agricultural Insurance 2019

Meanwhile, the agricultural insurance contracted in 2019 includes a coverage of 315,192 hectares in the 58 municipalities and for annual crops under seasonal conditions consisting of beans, corn, barley, wheat, sunflower, oats, among others, as well as perennial crops under temporary and irrigation conditions, such as vines and peaches, with a premium payment of 73.7 million pesos.

Alejandro Tello's offer is to accelerate the evaluation for the report of the accidents caused by the most intense drought that has been registered in the last 50 years, so that it covers the damages of the current cycle.

Guillermo Librero González, representative of the Sader, said that no insurance covers the value of production or compensates the work of farmers, but acknowledged that the sum of resources and wills of the government of Mexico with that of Zacatecas "in some pay the great effort of the producers".

Forage production in autumn-winter

The secretariats called on the producers of the autumn-winter cycle to join the planting of fodder, in order to guarantee the feed of livestock and avoid depopulation due to lack of food.

The program would be accompanied by the technological package, the rotation of crops, seeds certified and validated by the National Institute of Forestry, Agricultural and Livestock Research (INIFAP) and by the International Center for Corn and Wheat Improvement (Cimmyt).

NTR Zacatecas <http://ntrzacatecas.com/2019/12/23/agricultores-reciben-seguro-catastrofico/>

Perú

Peru allocates S / 45 million to catastrophic agricultural insurance in the 2019-2020 campaign

It will protect poor farmers from 14 departments of frost, drought, cold and flood

The Ministry of Agriculture and Irrigation (Minagri) today arranged a total of 45 million 202,196 soles to finance the Catastrophic Agrarian Insurance (SAC) of the 2019-2020 agricultural campaign for the benefit of farmers with less resources.

Through Ministerial Resolution 0447-2019 of the Ministry of Agriculture and Irrigation (Minagri), published today in the newspaper El Peruano, the directive 001-2019-CD / Fogasa called "Complementary Procedure for the Operation of the Guarantee Fund for the Field and of Agricultural Insurance (Fogasa) in the granting of SAC financing for the 2019-2020 agricultural campaign".

It is indicated that the maximum total contribution of the Fund available to the SAC in the 2019-2020 campaign amounts to 45 million 202,196 soles.

The approval of the agricultural insurance eligibility criteria is established, highlighting the total financing of the SAC and basic crops, vegetables, pastures and fodder (transient crops) will be covered by the SAC in the 2019-2020 agricultural campaign.

The regulations emphasize that this agricultural insurance is aimed at farmers with lower resources.

In addition, to focus the intervention, within the beneficiary departments, the districts with the highest monetary poverty and the transitory crops are prioritized, since most of the land dedicated to these crops corresponds to small agriculture.

The choice of departments to be insured is based on the levels of monetary poverty and agricultural vulnerability to adverse climatic events such as frost, drought, cold and flood.

The geographical areas or territories to be covered by the SAC are located in the departments of Amazonas, Áncash, Apurímac, Ayacucho, Cajamarca, Cusco, Huancavelica, Huánuco, Junín, La Libertad, Pasco, Piura, Puno and San Martín.

Recruitment of insurers

It is also established to approve the bases and evaluation criteria for the selection and contracting of insurance companies that will grant SAC coverage for the 2019-2020 agricultural campaign.

The companies will insure the crops with a current policy from August 1, 2019 until August 1, 2020, complying with agricultural crops covered with 100% financing, according to the provisions of the standard.

The general director of the General Agricultural Directorate, as representative of Minagri, is appointed before the Trust Management Committee, who will preside.

The General Directorate of Intergovernmental Articulation (DGAI) of Minagri and the Rural Agricultural Productive Development Program (Agrorural), through its operational and personal units, provide support to regional governments in the management and monitoring of reports of claims notices, as well as in the validation of the Registry of Beneficiaries.

Andina <https://www.andina.pe/agencia/noticia-peru-destina-s-45-millones-a-seguro-agrario-catastrofico-campana-20192020-778758.aspx>

España

Approved the extension of the maximum amount of subsidies for the cost of agricultural insurance

The Government Council held today, December 10, has authorized the Ministry of Agriculture, Livestock, Rural World, Territory and Population to approve the expense derived from the extension of the maximum amount of subsidies for the cost of agricultural insurance, including in the Combined Agrarian Insurance Plan 2019 in compliance with Resolution 308/2019 of February 18.

The Government Council held today, December 10, has authorized the Ministry of Agriculture, Livestock, Rural World, Territory and Population to approve the expense derived from the extension of the maximum amount of subsidies for the cost of agricultural insurance, including in the Combined Agrarian Insurance Plan 2019 in compliance with Resolution 308/2019 of February 18.

By means of the following measure, the budget of agricultural insurance is extended by 228,000 euros to 3,348,000 euros.

The Ministry of Agriculture has as an objective, among others, the management of economic aid in the area of agricultural income, where agricultural insurance is an important instrument by allowing farmers and subscribers to subscribe to cope with economic losses arising as a result of risks of nature and epizootic nature, not controllable.

The objective of the Government is to work on the improvement of the model of each of the agricultural insurance lines, with the support of the sector through the agricultural organizations to address the different production situations and put the insurance at the service of the farmers and Riojan winners, an adapted insurance that covers the reality of Rioja's agriculture.

La Vanguardia <https://www.lavanguardia.com/local/la-rioja/20191210/472174461084/aprobada-la-ampliacion-de-la-cuantia-maxima-de-las-subsenciones-del-coste-de-los-seguros-agrarios.html>

España

Agroseguro presents in Murcia the news of the insurance of fruit trees

Agroseguro has celebrated today in Murcia an informative day on the news of the agricultural insurance, coinciding with the beginning of this campaign. The event, attended by representatives of insurance companies, mediators and farmers in Murcia, has focused on the line of insurance of fruit trees.

Introduced by the territorial director in Southeast Agroseguro, Jesús López Baquero, the day has had the participation of experts from the Technical and Production areas who presented the contracting and accident data of this insurance, as well as the novelties of this year, in other aspects. In addition, it was used to explain the direct debit to the insured of the payment of the premium and the next digitalization of the insurance policies.

Murcia <https://www.murcia.com/economia/noticias/2019/12/10-agroseguro-presenta-en-murcia-las-novedades-del-seguro-de-frutales.asp>

España

Farmers will be able to subscribe the cherry insurance line from January 1, 2020

The BOE also includes the insurance conditions for producer organizations and cooperatives

Cherry growers may subscribe the main and complementary insurance lines to cover the negative meteorological effects on this fruit, its seedlings and the agricultural facilities of the farms that produce it from January 1, 2020 in some areas.

According to Order APA / 1195/2019 of the Ministry of Agriculture, Fisheries and Food (MAPA) that today publishes the Official State Gazette (BOE), for other production areas the beginning of the subscription period begins on February 16.

The maximum prices for insurance purposes range between 210 euros / 100 kilos for the Burlat and EarlyLory varieties of the protected geographical indication (PGI) Cherry of the Mountain of Alicante and 70 euros / 100 kilos of others produced in some areas of the Cáceres province.

Insurance for producer organizations and cooperatives

On the other hand, the Official State Gazette (BOE) also includes in its edition today the conditions to subscribe the insurance lines for producer organizations (OP) and cooperative societies between January 1 and December 20, 2020, according to the type of crop.

Order APA / 1193/2019 indicates that the productions of fruit trees (loquat, cherry, citrus, strawberry, red fruits, stone fruit, pip fruit, nuts, banana, tropical, subtropical, persimmon, table grape and are insurable wine grapes), vegetables, olive groves, tobacco and extensive herbaceous.

The regulations specify that only fixed costs will be insurable directly attributable to the receipt, handling, conservation and commercialization of the production of each crop group, such as salaries and social security of fixed personnel who are registered in the workforce.

Also the interests, expenses of formalization, modification or cancellation of loans with credit institutions for the acquisition of elements of the fixed assets, the annual endowment of the amortization of the fixed assets or the amount of the Taxes of Economic Activities and that of Real Estate.

Valencia Fruit <http://valenciafruits.com/los-agricultores-podran-suscribir-la-linea-de-seguro-de-cereza-a-partir-1-de-enero-de-2020/>

España

Castilla-La Mancha will dedicate 5.1 million euros to agricultural insurance, which is 10 percent more than in 2019

Castilla-La Mancha will dedicate a total of 5.1 million euros to agricultural insurance in 2020, 10 percent more than in 2019, a figure that adds to the 21 percent increase in funds dedicated by the regional administration to the risk coverage and that will benefit farmers.

Today the Minister of Agriculture, Water and Rural Development, Francisco Martínez Arroyo has proceeded to sign the agreement to extend the agreement already signed in 2016 between the Ministry and Agroseguro, together with its president, Ignacio Machetti Bermejo.

Martínez Arroyo stressed the importance of working for a "useful" agricultural insurance system for farmers and for increasing contracts in Castilla-La Mancha.

Lanza Digital <https://www.lanzadigital.com/castilla-la-mancha/castilla-la-mancha-dedicara-51-millones-de-euros-a-los-seguros-agrarios-lo-que-supone-un-10-por-ciento-mas-que-en-2019/>

España

Agroseguro wins the Tizón de Asaja Soria prize as punishment for the new conditions of its insurance

The agricultural organization of Soria rewards the general director of Agriculture Fernando Miranda for his 30 years of work negotiating the CAP

The Aula Magna Tirso de Molina de Soria has hosted the 'Espiga y Tizón 2019' awards of the professional agricultural organization Asaja Soria in the framework of the celebration of its Christmas assembly. The awards have fallen this year in Agroseguro, the punishment in the form of Tizón; and the positive is taken by number two of the Ministry of Agriculture, Fernando Miranda. The Secretary General of Agriculture and Food has not been able to go to collect the prize for reasons of agenda when having to go to Brussels to the Council of Ministers.

The recognition for the soriano Fernando Miranda rewards his 30 years of work in favor of Spanish agriculture and livestock and in defense of the Common Agricultural Policy with different governments.

Asaja Soria penalizes Agroseguro "for the setback suffered in 2019 in the conditions of assurance", according to the Soria president Carmelo Gómez. In this way they want to give a touch of attention to the organism for the policy that they are carrying

from the direction although Carmelo Gómez points out "that the punishment is not directed at the technical part since the farmers consider that Agroseguro is the best tool they have to manage risk and stabilize income».

In the province of Soria 95% of the crops are assured that it is the highest percentage in Spain. «We must remember that the last three years have been of great accident rate, something that is also predicted for the future in the face of climate change and where Soria's agriculture has its own challenges such as the scarcity of irrigation with only 3%, hence the importance of having strong insurance in this area ».

The regional president, Donaciano Dujo, announces that "we will submit allegations to the new hunting law to curb the overpopulation of wild animals. Over 50 percent of the big game in the Community, we have to go back to the 90's ».

El Norte de Castilla <https://www.elnortedecastilla.es/soria/agroseguro-lleva-premio-20191219140704-nt.html>

España

The countryside will not forget 2019 due to drought and ruinous prices, according to UPA-UCE

Ignacio Huertas takes stock of an agribusiness year in which many farms have ceased to be viable

UPA-UCE Extremadura believes that it has not been a good year for the field, with a negative result due to drought, which has particularly affected livestock production and dry land crops, and ruinous prices in most sectors, which threaten the viability of farms.

This was stated yesterday by the regional secretary of UPA-UCE, Ignacio Huertas, in a press conference in which he took stock of the agribusiness year and presented the challenges for 2020, which go through claiming a fairer Common Agricultural Policy (CAP) that has as main axis the family farms and a calendar of mobilizations against the unsustainable price situation.

The drought has led to a very significant increase in livestock costs and in rainfed crops (such as olive groves, cereals and vineyards), with "more than 400 million euros of total losses" due to this meteorological phenomenon, of which "70 % correspond to livestock ».

A situation in which pasture insurance "has not worked", so that in addition to submitting claims from producers to the Agroseguro Customer Ombudsman, the organization is demanding a "in-depth" review of this type at the negotiating table insurance.

He also regretted that the regional budgets for 2020 contemplate a cut of one million euros in the item dedicated to agricultural insurance aid; something that he hopes will be corrected in the debate of partial amendments to the accounts.

Low prices are the other big problem this year, the result of "the speculation of a few who are increasingly earning more money," and acknowledged that the rule in this regard is "quite lax in terms of sanctions and prohibitions," advocating modify it and study measures such as the law of commercial margins passed in France.

At this point, he mentioned the situation of stone fruit, where today there are many fruit growers who «do not know at what price they will liquidate the fruit delivered in May or June», although the law establishes «a payment maximum of 30 days for perishable products ».

"The power plants each day obtain more benefits and are dedicated to buying land from farmers who have been ruined. And when there is a problem of market stoppage, they are not picking the fruit from the farmers because there are no signed contracts," he said.

For this reason, Huertas demanded compliance with the law, support for fruit growers and that the Interprofessional of stone fruit be established at the national level, that some "torpedo" and that it is "an important instrument of dialogue, transparency and regulation".

Hoy <https://www.hoy.es/agro/campo-olvidara-2019-20191219002344-ntvo.html>

España

The need and importance of agricultural insurance in Spain and Anagan's role as an alternative to traditional insurance

Spain, due to its geographical location, has a high climatic variability. This implies that it is more vulnerable than other countries to climate change, and that droughts or floods will increasingly affect Spanish farms. Something that is evident in the last two consecutive years, years of extraordinary loss, in which the compensation paid to the insured affected exceeded 700 million euros. And in the face of traditional insurance, an alternative like Anagan emerges.

That is why agricultural insurance is a key risk management tool that guarantees the viability of agricultural holdings. From ANAGAN, a reference entity in the management of Agricultural Insurance, (<https://www.anagan.com/seguros-agropecuarios/>) comprehensively manage the insurance defined by the Ministry of Agriculture and included in the Annual Insurance Plan Agrarian, highly subsidized insurance by the State and most of the autonomous communities.

We have more than 25 years of specialization in the livestock and agricultural sector, advising and accompanying professionals in these sectors, making available to offer

the insurance that best suits their needs, at the most competitive price in the market, and having as premise the defense of their interests.

In this month of December, the contracting period for bone and pip fruit insurance has begun (<https://www.anagan.com/noticias/render-1-diciembre-suscribe-seguro-fruta-hueso-y-pepita/>) (insurance that brings novelties such as the reduction of rates for the risk of frost and bad fruit set in the communities of Aragon and Catalonia), persimmon, chestnut and blackthorn among other crops, contracting in which we are already working.

On the other hand, they are immersed in the wine and garlic grape insurance campaign, and closing those for herbaceous, cereal and outdoor vegetable insurance.

As for cattle lines, which cover the death and damage suffered by the animals, the sacrifice of the animals for positive sanitation, as well as the withdrawal and destruction of the animals, you can hire them during all months of the year.

They also have a Civil Liability insurance, for the damages that the insured animals may cause to third parties. This insurance has the best coverage in the market at an unbeatable price.

Likewise, they offer all the services inherent to a brokerage, as far as insurance is concerned, both professional (civil, environmental responsibility, operating insurance, machinery, commercial fleets, agreement accidents, D&O, cyber risk, etc.), as personal (vehicles, home, health, life ...)

ANAGAN is an insurance brokerage with high implementation nationwide, composed of a highly qualified team, which puts all its training and experience at the service of users.

Its staff, trained and specialized, puts its professionalism and specialization at the service of the client from the valuation of the risks, to optimize the hiring, to the accompaniment in the management of the claims.

In the brokerage they work to achieve a clear objective, provide a close, professional and best quality service to our clients. I could ask for a quote without obligation or more information. You can call the toll-free number 900 133 133 or enter their website www.anagan.com. "If your life is in the country, your insurance is with Anagan."

Agroinformaición <https://agroinformacion.com/la-necesidad-e-importancia-del-seguro-agrario-en-espana-y-el-papel-de-anagan-como-alternativa-al-seguro-tradicional/>

China's insurance companies operating in the agricultural sector, especially livestock, are suffering a severe financial blow from the devastating outbreak of African swine fever, which has eliminated a significant part of the country's pig population.

The pressure on insurers comes mainly from the reluctance of local governments to classify pig deaths as caused by the disease to avoid paying subsidies, said LinChangqing, deputy managing director of the agricultural insurance area of Companhia Popular. InsuranceCompanyLtd (PICC) in a forum held this week in Beijing.

With local authorities reducing their own responsibilities, insurance companies have been charged with higher claims payments, Lin said.

The (negative) margin on pork insurance has increased to about 130%, which means that for every 100 yuan of renmimbi raised in premiums, companies are paying 130 yuan, several experts heard by the site said. Caixin financial information. Before the outbreak, the proportion ranged from 50% to 60%.

PICC, a state-owned company, is the largest operator in China's agricultural insurance market, with a share of around 50%. In the first half of this year, the company made net claims payments for 7.31 billion yuan (around 942.3 million euros), an increase of 24.3% year-over-year, according to its financial report.

The system is unsustainable

"Since 2008, the pig farming industry has been in red and this shows that the current live pig insurance system has not been sustainable," said Bi Daojun, an official in the agricultural insurance department of the Banking Regulatory Commission and Insurance of China. country insurance oversight body.

The live pig insurance system currently has two components: one based on policies, in which several government departments determine the subscription and pricing at the beginning of the year, and a commercial insurance component where companies receive premiums and pay.

Compensation.

Eco Seguros <https://eco.sapo.pt/2019/12/15/china-pestes-suina-africana-pressiona-contas-das-seguradoras/>
