

**Ministry of Economy and Finance
Program Management Office
Climate-Resilient Rice Commercialization Sector Development Program (Rice-SDP)
ADB Grant 0350**

**INVITATION FOR EXPRESSION OF INTEREST (EOI)
PILOT TESTING OF WEATHER INDEXED CROP INSURANCE (WICI) SCHEME**

1. The Royal Government of Cambodia (RGC) has received a loan from the Asian Development Bank (ADB), and grants from the Global Agriculture and Food Security Program (GAFSP) and the Strategic Climate Fund (SCF) to implement the Climate-Resilient Rice Commercialization Sector Development Program (Rice-SDP). It is intended that a part of the proceeds of the SCF grant will be utilized for the feasibility study, detailed design and pilot testing of Weather Indexed Crop Insurance (WICI) scheme in selected areas of the Rice-SDP target provinces of Battambang, Kampong Thom and Prey Veng.
2. The Ministry of Economy and Finance (MEF) is the Executing Agency for the Rice-SDP and has established a Program Management Office (PMO) to oversee its implementation. The MEF/PMO is implementing the WICI scheme and has established an Inter-Ministerial Technical Working Group (TWG) comprising of members from MEF, MAFF, and MOWRAM to provide guidance to the feasibility study, design and implementation of WICI. CambodiaRe is included as a member of the TWG. The TWG had worked closely with the firm conducting feasibility study on WICI and provided guidance in the study. The TWG is working closely with the WICI detailed design and pilot testing consulting firm. The WICI scheme will be pilot tested following a partnership model in the three target provinces.
3. The MEF/PMO now seeks Expressions of Interest (Eols) from Insurance Companies interested in participating and undertaking the WICI pilot test in the selected areas of three target provinces through a PPP arrangement. The Insurance Companies will be identified and selected on the basis of the following criteria:
 - ✓ Evidence of company registration documents, trading and operation licenses in Cambodia.
 - ✓ Preferably, have an agronomist or agriculture underwriter in the team.
 - ✓ Prior experience with index insurance or any type of agriculture insurance products or any other classes of microinsurance products in rural areas.
 - ✓ Preferably, have a branch office in the 3 targeted provinces or can work with an agent/3rd party to reach farmers quickly in the targeted areas, for trainings and sales.
 - ✓ Have access to reinsurance companies, who have experience of index insurance or preferably have an existing treaty with appropriate reinsurers, where WICI can also be added.
 - ✓ Have access to or able to partner with potential distribution channels in distributing WICI product and take care of any commission/administrative fees, if required, for the administrative work and support provided by the distribution channels.
 - ✓ Able to meet with potential distribution channels to finalize the 'deals' with the aggregators and collect any data required.
 - ✓ Have an understanding or experience of how historical weather data or other indices that can be used for calculation of premium using a burn-cost approach or statistical methods.
 - ✓ Commit to give priority to women and female headed households as WICI policyholders.
4. Interested Insurance Companies that can satisfy these criteria are invited to submit an Eol with an outline proposal for assessment by the joint selection committee that has been established by MEF/PMO to screen the applications. Eligible Insurance Companies will be selected and considered for participation in pilot testing of WICI scheme through a PPP arrangement.
5. Sealed Eols together with all supporting documents must be delivered to the address given below on or before 3.00 pm on **8 May 2020**.

Ministry of Economy and Finance, Program Management Office, Rice SDP

Supreme National Economic Council, #208A, Preah Norodom Boulevard, Khan Chamcarmon, Phnom Penh.

Further information, please contact:

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Only shortlisted Insurance Companies will be contacted for further discussion and negotiation.