

**KASAGANA-KA
MUTUAL BENEFIT ASSOCIATION, INC.**

Strategic Plan 2022 - 2027

VISION, MISSION, GOALS

Vision

A self-reliant and self-sustaining mutual benefit association that actively and appropriately responds to the financial risk management needs of the poor Filipino families.

Isang MBA na matatag at may ganap na kasarinlan na aktibong tumutugon sa pangangailangang pinansiyal dulot ng panganib sa buhay ng mga maralitang pamilyang pilipino.

Mission

To provide microinsurance products and services to the poorest Filipino families

Makapagbigay ng mga produkto at serbisyong microinsurance sa pinakamahihirap na pamilyang Pilipino.

Goals

- To promote basic life insurance that can broaden the safety net of the Filipino poor;
- To engage in a socially oriented activities that render assistance to members in terms of their security needs;
- To develop a cost-effective mechanism for the delivery of microinsurance products and services.

- *Maisulong at maipalaganap ang basic life insurance na makakapagpalawak ng seguridad ng maralitang Pilipino*
- *Makilahok sa mga panlipunang gawain na makakapaghatid ng tulong sa mga miyembro lalo na sa kanilang mga pangangailangan sa seguridad*
- *Makabuo ng mekanismong matipid, sulit, at epektibo para sa paghahatid ng mga produkto at serbisyong microinsurance.*



Develop a systematic approach in obtaining more members

Develop/Enhance insurance product benefit package

STRATEGIES

Improve customer experience through digital innovation

Enhance capacity of database management system for increased data accessibility and accuracy

Attain high standards in corporate governance

Develop leadership abilities and potentials of the staff

KEY RESULT AREAS

STAY COMPETITIVE AND SURVIVE 2022-2023

1. Launch Mobile Application
2. Synchronize Koins system with other systems and digital platform (instafin and microsite)
3. Systems security measures and regulatory protocols in place
4. Maximize capacities of Area coordinators as channel for information dissemination and feedback mechanisms of organized groups.
5. Boost social media accounts to promote microinsurance
6. Cost cutting measures to save on administrative costs
7. Review of existing structure and develop competencies of personnel (license/certificates)
8. Apply for Tax exemption and computerized accounting system (BIR)
9. Pay claims within 8-24 hours using online banking and digital wallet payment system
10. Improve/maintain workplace safety

SCALE UP 2024-2025

1. Increase in members
2. Increase in revenue
3. Development of new products/enhanced product benefit package
4. Full system integration, continuing systems maintenance and upgrade
5. Strong data security measures
6. Continuing education and training of personnel
7. Hire additional staff for MIS, Accounting and Marketing
8. Secure certificates for tax exemption and computerized accounting system from BIR
9. Compliant with IFRS 17 accounting standard
10. Manage potential risk of products
11. Succession plan

SUSTAIN 2026-2027

1. Increase in active policy holders to 100K
2. Increase in assets to P362.94M;
3. Liquidity ratio is 120%
4. Surplus growth
5. High investment performance
6. Operating Expense within standard
7. Strengthen linkages and partnerships
8. Impact assessment (20 years)
9. High rate of member's retention
10. MIS fully operational including accounting system
11. Introduce new tool to automate processes
12. New leadership

FINANCIAL PROJECTION

2022- 2027

Kasagana-Ka Mutual Benefit Association Inc

Financial Projection for 2022-2027

PARTICULAR	2021 PROJECTION	As of Sept 2021 Actual	2022	2023	2024	2025	2026	2027
1. MEMBERS Beginning			41,000	50,500	59,850	69,300	78,850	89,400
New Member			9,500	9,350	9,450	9,550	10,550	10,600
Total Members	50,085	37,943	50,500	59,850	69,300	78,850	89,400	100,000
2. PERSONNEL	11	10	11	11	14	14	14	14

Members Ave Increase per year: 15%

PARTICULAR	2021 PROJECTION	As of Sept 2021 Actual	2022	2023	2024	2025	2026	2027
<u>FINANCIAL PROJECTION</u>								
1. PROJECTED FINANCIAL POSITION and SURPLUS								
Assets	240.7M	232.11M	235.88M	251.86M	271.85M	297.47M	328.77M	362.94M
Liabilities	159.83M	152.25M	158.12M	172.13M	188.42M	206.86M	228.15M	251.71M
Fund Balance	80.85M	79.86M	77.76M	79.73M	83.44M	90.62M	100.62M	111.23M
Net Surplus	.119M	-1.92M	2.20M	5.59M	6.78M	7.18M	10.01M	10.61M



ASSETS : 9%
LIABILITIES : 10%
FUND BALANCE : 7%

PARTICULAR	2021 PROJECTION	As of Sept 2021 Actual	2022	2023	2024	2025	2026	2027
2. PROJECTED COLLECTIONS								
Member's Contribution	33.01M	20.40M	37.42M	44.97M	52.59M	60.29M	68.46M	77.03M
Premium - CLIP	9.28M	5.55M	7.88M	8.60M	10.05M	10.04M	13.32M	13.32M
Premium - HIIP	3.37M	1.93M	4.5M	7.5M	7.5M	9M	12M	13.5M
Member's Fees	1.38M	1.34M	.930M	.805M	.805M	.805M	.505M	.505M
Rental Income	2.08M	1.28M	1.85M	1.93M	2.03M	2.12M	2.22M	2.32M
Total Projected Collections	49.11M	30.49M	52.57M	63.81M	72.96M	82.26M	96.5M	106.67M

**Ave increase per year:
(total collection)**

17%

PARTICULAR	2021 PROJECTION	As of Sept 2021 Actual	2022	2023	2024	2025	2026	2027
BUDGET								
TOTAL OPEX	14.33M	9.91M	15.29M	15.83M	16.58M	18.71M	19.82M	20.54M
TOTAL CLAIMS	17.91M	13.26M	16.96M	19.82M	22.54M	25.60M	30.53M	33.85M
Budget for Member's Benefit (fr.Excess Unassigned Surplus)	3.05M	2.27M	4.30M	3.62M	3.08M	-	-	-
TOTAL BUDGET	35.29M	25.44M	36.55M	39.27M	42.20M	44.31M	50.35M	54.39M

NOTES:								
1. Operating Expense								
Salaries Wages & Benefits	6,905,600.38	4,188,872.35	7,624,761.12	7,753,119.12	7,801,478.12	7,801,478.12	7,801,478.12	7,799,228.12
Other Administrative Expenses	2,732,039.78	2,594,753.11	2,902,874.83	2,870,871.30	2,844,113.71	4,818,881.59	5,088,173.42	5,242,619.65
Building Expenses	2,492,270.39	1,746,706.12	2,267,161.61	2,207,908.01	2,428,110.83	2,066,648.05	2,366,648.05	2,366,648.05
BLIP Collection Fees	2,201,576.06	1,373,539.06	2,494,500.00	2,998,150.00	3,505,950.00	4,019,150.00	4,563,850.00	5,135,000.00
	14,331,486.60	9,903,870.64	15,289,297.56	15,830,048.43	16,579,652.67	18,706,157.76	19,820,149.59	20,543,495.82

