Protecting the Poor: A microinsurance compendium (vol. II)

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“Microinsurance is a critical tool to help poor people manage risks efficiently. The increasing interest for base-of-the-pyramid insurance is fueling the rapid development of innovative products and delivery mechanisms that combine sustainability and value to clients. This volume comes at the right time to pull together key lessons so far and distill the latest innovations from an impressive roster of market leaders.”
Tilman Ehrbeck, CEO, Consultative Group to Assist the Poor (CGAP)

“This volume reinforces our experience that microinsurance works well when it stands on four strong pillars. First, the product has to deliver tangible value to the bottom of the pyramid at an affordable price point. Second, the business has to make commercial sense to ensure long-term sustainability. Third, the programme has to be aligned with the national policies on social protection and financial inclusion. A good working relationship and shared understanding between the government and the insurance company is a great enabler. Last but not least, microinsurance must leverage technology to enhance outreach, lower distribution costs, simplify processes and improve the quality and consistency of delivery."
Bhargav Dasgupta, CEO, ICICI Lombard

"This insightful compendium makes a critical contribution to advancing financial inclusion and the impact of microinsurance around the globe, furthering the understanding and discussions among regulators, supervisors and key stakeholders in improving inclusive insurance markets."
Yoshi Kawai, Secretary General, International Association of Insurance Supervisors (IAIS)

Protecting the Poor: A microinsurance compendium, vol. II, is a unique collection of recent practices and emerging ideas in microinsurance. It covers the numerous innovations that have emerged in recent years to meet the challenges of providing insurance to low-income people, from new products and delivery channels to consumer education tools, while examining institutional changes in regulations, providers and schemes.

As the microinsurance community dramatically evolves and millions more low-income households have access to better insurance cover, this timely second volume will be an invaluable resource for policy-makers, insurers, academics and NGOs.

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