

IS MICROINSURANCE A NEW FRONTIER FOR THE INSURANCE INDUSTRY ?

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Background

- **Microinsurance is not only a fashionable concept**
- **In some intermediate income countries, there is soil for starting an insurance activity**
 - **Needs**
 - **Population**
 - **Wealth**

Background

- **But, there are still handicaps:**
 - **The gap between formal and informal sectors**
 - **Legal environment**
 - **Professional skills**

Is there a path towards future ?

- **We should look back on our past:**
 - **Back to basics**
 - * **Covers for basic needs**
 - * **A way to cope with the need for trust**
 - * **To tangle with the questions of the size of schemes**
 - * **To beware of the cost of collecting premiums**

What can Insurance industry bring ?

- **Know-how**
- **Tuition for professional skills**
- **Money**

Is the Insurance industry missing some abilities ?

- **The gap between developed countries and developing ones is getting wider, especially regarding the professional skills**
 - lacks in agricultural insurance
 - lacks in personal covers
 - lacks in mutual and cooperative culture

Hints for hope and worry

- **Microinsurance is no more a dream**
- **It could become a wonderland**
- **But it could also be a kind of « white elephant »**

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