

IBISA appoints Samdarshi Vikram Singh as CEO for India to lead its next phase of parametric insurance growth



Insurance, reinsurance and parametric specialist to deepen partnerships with insurers and brokers and expand climate-risk solutions across agriculture, lending, SMEs, renewable energy and other climate-exposed sectors.

IBISA, the Luxembourg climate Insurtech specializing in parametric insurance, today announced the appointment of Samdarshi Vikram Singh as CEO for India.

The appointment marks the next phase of IBISA's commitment to India. Having established a local team and demonstrated parametric solutions across different sectors, IBISA will now build a broader, locally led business: deepening relationships across the insurance ecosystem and developing both tailored and repeatable products that respond to specific risk-transfer needs while reaching commercial scale.

Samdarshi brings more than 18 years of experience across agricultural insurance, reinsurance and parametric solutions. His experience at Generali Central Insurance spans underwriting, product development, risk hedging, capacity building and the customisation of insurance solutions. At

IBISA, he will lead the India strategy and team, develop new business with insurance and distribution partners, and extend the company's work beyond agriculture into lending, SMEs, renewable energy and other sectors exposed to climate volatility.

Maria Mateo, CEO and Co-Founder, IBISA, explains: *"India is no longer simply one of IBISA's operating markets; it is central to our next phase. We have built strong product, technology and operational capabilities, and Sam brings the market, underwriting, reinsurance and parametric experience to translate them into larger and more diverse business. Our ambition is to work closely with insurers, reinsurers and brokers to expand parametric protection across India's climate-exposed economy."*

IBISA has been active in India since 2019, building local market knowledge and working alongside insurers and distribution partners to bring parametric products into real-world use. Ushma Kavach, its heat-stress cover for dairy farmers, reached nearly 100,000 farmers and demonstrated that climate protection can be delivered at meaningful scale. IBISA will now build on this experience to develop a broader portfolio for India's climate-exposed economy.

Samdarshi Vikram Singh, CEO for India, IBISA, added: *"India has the market depth and insurance capability to show what parametric solutions can achieve alongside traditional insurance: more transparent protection, faster claims, a better customer experience and stronger risk insight for insurers. Success, however, depends on combining strong local partnerships with the ability to deliver both tailored and repeatable products at scale. I look forward to working with insurers, reinsurers, brokers and distribution partners to make that happen."*