



Dealing with Friction

- Motor Insurance

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Dealing with Friction
- Motor Insurance

बीमा विनियामक और विकास प्राधिकरण

Editorial Board

T.S. Vijayan
R. K. Nair
S.V. Mony
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Vepa Kamesam
Ashvin Parekh

Editor

U. Jawaharlal

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Fax: +91-40-66823334
e-mail: irdajournal@irda.gov.in

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From the Publisher



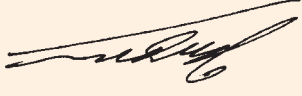
Historically, Motor insurance business has been considered as a not-too-profitable line of business. Further, the developments over the last few decades have further contributed towards the loss-making trends for general insurers. Thus, despite being the largest segment of the entire portfolio in terms of total premiums, Motor insurance remains to be a highly debated and controversial class for the stakeholders. With the steep increase in the number of vehicles, costs of repair and other incidents; the cost of claims has only been increasing thus making it a very challenging class – not just for the players but all the stakeholders associated with it.

Sound underwriting methods have always been considered as essential for tackling adverse claims ratios in any class of insurance; and Motor insurance is no exception. While there is no doubt that there is an element of factors beyond any reasonable assessment, especially in the commercial vehicles segment of Motor insurance; meticulousness in dealing with the various factors at the time of underwriting would certainly go a long way in putting a check on several claims. Especially at a time when adverse claims ratios have been the order of the day, such diligence at the time of underwriting is a *sine qua non*.

There is a general acceptance of the fact in the Indian domain that a large number of vehicles ply on the road

without a valid insurance, although it is mandatory for any vehicle to be insured at all times – considering the liability aspect. Insurers should devise methods to ensure that regular renewals are in place through their own efforts as also the involvement of their intermediaries. It would also be advisable to have systems in place that adopt a physical inspection of the vehicles when they are reasonably old, to ensure that there are no fraudulent tendencies to hoodwink the insurers. There is need to appreciate the fact that there is no way the industry can wish away the complexities associated with the class. There is urgent need for developing skills to ensure that the fraudulent attempts of the tricksters are put in check, in order that the losses can be curtailed; and going forward, the class turns profitable in the not-too-distant future.

'Motor Insurance' is the focus of this issue of the **Journal** once again. Insurance being a cash intensive industry, investment of surplus funds profitably is a vital management function. The next issue of the **Journal** will focus on 'Investments of Insurers';


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Strengthening the Weak Links

- Motor Insurance

One area of operation that needs to be attended to with urgency in the non-life segment is Motor insurance which paradoxically demonstrates high claims ratios, despite a surge in the levels of business progressively. The Commercial Vehicles Third Party liability does not offer a great deal of leverage for the individual players; and to that extent they have to be guided by the regulatory and mandated norms. However, an improvement in the assessment standards can certainly be instrumental in bringing down the losses to a great extent, in the Own Damage segment of private cars and vehicles. There is need to emphasize on such factors like the make/age of the car, the owner's driving record and personal habits, extent of use of the car etc. – all factors that matter for vulnerability of the car/vehicle being exposed to accidents.

The presence of expensive equipment in a car can be doubly detrimental to the interests of insurers – the loss of the equipment itself as also the damage to the car to gain surreptitious access to such equipment. These aspects should be considered at the time of underwriting/pricing. In several advanced markets, there are value added services in the Motor segment that help the policyholders to have access to alternative arrangements while their cars are confined to the garages. Although such services have been introduced by a few insurers in the Indian domain, there is need for educating the customers to seek these add-ons – albeit at a price.

One problem that the class suffers from is that of a poor rate of renewal of policies. To overcome this, would a reasonably long term policy afford a solution? There is need to give it a thought and the right thinking elements among the stakeholders should take up the issue to put it on track. Similarly, whenever there is an occasion for the insurers to set right such elements as inebriated drivers causing accidents, or drivers causing frequent accidents owing to other reasons; there should be no hesitation in taking up the issues with the transport authorities in suspending/cancelling their driving licences.

'Motor Insurance' is the focus of this issue of the **Journal** once again. In the opening article, Mr. Anurag Rastogi traces the genesis and evolution of the Motor insurance class in India, with a special emphasis on the Third Party pool and the Declined Risk pool; and on how the newly created pool can improve the business results of general insurers. There are various issues associated with road accidents that take strange turns in the Indian domain on account of the concomitant legal formalities. This strangely results into adverse results for the insurers on account of the resultant delays. Mr. K. Murali takes a critical view of such loopholes and other issues related with Third Party claims – in his article. In the next article, Mr. S. Dhakshnamoorthy makes a comparative assessment of the erstwhile Motor Vehicle Act and the one currently in vogue; and comes out with an

interesting observation as regards the 'Pay and Recover' aspect of the Act.

Although a major part of the world has moved to a 'cashless' style of conducting business, in India several businessmen still use currency as a medium of exchange; and this exposes them to great risks. How insurance can tackle such an eventuality and what the insurers should do to ensure that they are secure, forms the crux of the next article in the 'Thinking Cap' section by Mr. Shriram Gokte. Lack of proper and efficient medical underwriting ahead of accepting a risk is still considered to be a major factor for several problems in the Health insurance domain. In the second and concluding part of her article, Maj. (Dr). Anuradha Monga narrates the incidence of renal diseases contributing towards large claims in the Indian insurance industry. The quarterly business statistics of life and non-life insurers, in addition to the monthly business figures; give you an idea of the 'what and how' of the Indian insurance domain – for you to draw your conclusions.

That the surplus funds of business should be deployed in a profitable manner is the fundamental tenet for any commercial outfit, especially when operational profit is hard to get by. 'Insurance Investments' will be the focus of the next issue of the **Journal**.

Report Card:LIFE

First Year Premium of Life Insurers for the Period ended January, 2013

Sl No.	Insurer	Premium u/w (₹ in Crores)			No. of Policies / Schemes			No. of lives covered under Group Schemes		
		Jan., 13	Upto Jan., 13	Upto Jan., 12	Jan., 13	Upto Jan., 13	Upto Jan., 12	Jan., 13	Upto Jan., 13	Upto Jan., 12
1	Bajaj Allianz	24.19	221.81	366.67	2139	24989	82232	1581754	8174598	197704
	Individual Single Premium	55.98	815.46	844.91	54629	508518	714737	65975	3318606	7880410
	Group Single Premium	50.56	500.14	209.29	38	273	75			
2	ING Vysya	4.81	139.15	16.26	44	1393	1798	16	130	350
	Individual Single Premium	41.63	340.57	440.30	18997	145948	179349	0	0	0
	Group Single Premium	0.08	0.69	1.77	0	0	0	0	0	0
3	Reliance Life	16.72	106.34	220.30	1568	14681	28017			
	Individual Single Premium	93.76	760.65	819.58	72563	603274	808751	85695	1047253	914943
	Group Single Premium	5.10	31.28	31.33	21	179	166	31747	143403	232342
4	SBI Life	16.15	145.21	144.04	2	140	160			
	Individual Single Premium	62.17	286.55	1004.44	3247	18619	78165			
	Group Single Premium	143.69	1613.37	1310.77	53442	611941	562686	14878	202400	151331
5	Tata AIA	19.08	1590.91	1617.20	6	69	115	53901	621369	715573
	Individual Single Premium	2.96	25.35	109.46	149	1923	8130			
	Group Single Premium	24.35	233.67	480.23	11140	107737	219057	14370	130399	109991
6	HDFC Standard	9.70	84.65	98.16	8	108	66	899	198951	337904
	Individual Single Premium	5.39	97.58	98.16	8	108	66			
	Group Single Premium	24.27	118.95	165.82	50933	163780	21530	72935	1033532	823671
7	ICICI Prudential	322.13	2242.40	1919.02	89123	575569	458438	0	12	2699
	Individual Single Premium	91.05	643.67	429.75	33	350	276			
	Group Single Premium	0.00	-0.01	185.82	0	0	11			
8	Birla Sunlife	10.30	86.05	213.60	331	4250	13008			
	Individual Single Premium	353.49	2410.96	2094.24	99582	745103	860212	58277	1180101	1537383
	Group Single Premium	23.28	408.91	434.00	16	148	151	-20	87245	522700
9	Aviva	3.59	620.68	802.87	0	12	35			
	Individual Single Premium	1.70	13.34	63.97	85	789	1390	151	1049	710
	Group Single Premium	89.59	743.10	848.48	42763	404063	653698	72829	659796	782027
10	Kotak Mahindra Old Mutual	0.56	4.87	3.40	0	1	1			
	Individual Single Premium	20.64	492.83	479.05	30	342	288			
	Group Single Premium	2.70	9.90	32.73	68	859	6885	92	859	2566
11	Max LIFE	34.82	272.42	323.13	10789	101765	114462	32727	422730	-807734
	Individual Single Premium	0.08	0.55	0.72	0	0	0			
	Group Single Premium	9.49	150.05	180.18	4	101	84			
12	Met Life	25.33	114.18	219.34	2921	6730	12873	245135	2073557	1073179
	Individual Single Premium	37.92	288.23	289.78	12354	104879	124978	55177	1125490	1090962
	Group Single Premium	18.58	142.36	99.09	1	28	40			
12	Met Life	13.85	149.88	122.71	65	565	514			
	Individual Single Premium	16.37	179.45	184.97	11	193	587			
	Group Single Premium	102.59	1098.65	1102.87	32653	381750	440367	2551	55058	44218
12	Met Life	12.45	111.60	85.74	0	16	16	956565	2487706	2257690
	Individual Single Premium	5.03	30.70	41.79	47	802	741			
	Group Single Premium	7.35	184.62	233.10	587	22181	26581	2699	17527	12284
12	Met Life	51.80	394.10	357.78	16932	140835	120800	2699	17527	12284
	Individual Single Premium	0.54	3.18	6.25	0	0	2	2699	17527	12284
	Group Single Premium	2.20	31.57	250.24	18	188	372	26238	623692	1065341

13	Sahara Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	1.87 2.53 0.00 0.00	12.63 26.25 0.00 0.01	16.68 30.12 0.00 0.00	421 3484 0 1	2816 44881 0 4	3593 44788 0 0	0 0 111	0 0
14	Shriram Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	9.16 16.70 10.05 1.27	101.76 135.14 89.25 10.65	142.86 107.88 57.58 6.66	988 14375 1 5	12046 96817 2 62	17942 81827 0 26	43369 80886	240992 378153
15	Bharti Axa Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.01 17.64 2.62 0.00	0.21 145.78 24.12 0.00	0.95 130.25 21.85 0.00	0 7752 1 0	3 73529 4 0	142 76641 1 0	1101 0	7905 0
16	Future Generali Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	2.37 17.06 0.01 1.10	11.64 90.78 0.14 44.71	28.98 189.63 0.22 36.54	267 13634 0 2	1549 70991 0 37	4260 117237 1 105	2812	55 85123
17	IDBI Federal Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	10.05 21.21 0.00 2.68	47.02 165.72 0.00 21.20	76.35 131.17 0.00 13.39	1158 8680 0 2	7171 76595 0 9	5634 51141 0 16	14547	0 302304
18	Canara HSBC OBC Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.00 13.01 0.47 2.12	0.02 272.19 6.42 128.53	0.08 346.70 3.21 173.93	0 3332 0 8	52657 46	50105 20	165 25205	974 116231
19	Aegon Religare Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.93 10.17 0.00 0.00	4.10 90.53 0.44 6.03	12.83 135.09 0.11 0.00	19 4567 0 0	199 44915 0 0	849 53404 0 0	0 0	818 0
20	DLF Pramerica Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.97 10.88 0.00 0.14	2.45 105.87 0.00 0.51	9.17 68.77 0.00 0.00	62 9861 0 5	251 79121 0 14	1072 51439 0 0	14503	0 0
21	Star Union Dai-ichi Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	15.04 19.45 5.06 2.94	162.97 186.30 45.19 31.20	305.26 179.32 45.19 144.40	1088 9816 0 2	11531 106532 2 28	20611 91067 1 38	2531 49894	21617 222863
22	IndiaFirst Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	6.51 27.77 25.30 3.97	41.41 144.65 369.02 32.55	191.47 86.80 24.53 139.86	400 13028 2 13	3221 82263 36 102	15055 44708 3 45	4516 142803	27099 1111670
23	Edelweiss Tokio Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.07 3.39 7.28 0.20	0.57 19.60 7.87 2.62	0.09 3.98 0.08 0.00	8 2408 6 2	40 12097 10 58	2671 2671 1 0	1463 498	7 0
24	Private Total Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	245.84 1551.56 355.58 160.41	1870.50 12396.37 4060.21 2691.37	3615.38 12236.61 3128.94 3370.19	66494 605904 125 241	299216 5172760 1120 2981	350386 5922563 855 3365	2131699 1627297	5167797 16296258
	LIC Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	1154.22 2123.21 1655.58 94.67	10048.04 21245.98 22526.76 1482.32	8813.90 20009.98 20233.15 10088.74	163568 3268100 8 2028	1368509 24216076 85 19931	1382550 23476562 15399 4413	21440 4470184	20349762 7812432
	Grand Total Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	1400.05 3674.77 2011.16 255.08	11918.53 33844.39 26588.97 4173.69	12429.28 32246.39 23362.09 13458.92	230062 3874004 133 2269	1667725 29388856 1205 22912	1732908 28399125 16214 7778	2153139 6097481	25517559 24108690

Note: 1. Cumulative premium / No. of policies upto the month is net of cancellations which may occur during the free look period.
2. Compiled on the basis of data submitted by the Insurance companies

FIRST YEAR PREMIUM OF LIFE INSURERS FOR THE QUARTER DECEMBER 2012

INDIVIDUAL SINGLE PREMIUM (INCLUDING RURAL & SOCIAL)

(₹ in Crores)

SI No	Particulars	Premium		Policies		Sum Assured	
		Dec, 2011	Dec, 2012	Dec, 2011	Dec, 2012	Dec, 2011	Dec, 2012
1	Non linked* Life						
	with profit	3911.67	5340.25	579390	799563	5138.48	7280.60
	without profit	50.33	2833.62	26763	492487	1356.04	10233.72
2	General Annuity						
	with profit	2.19	0.00	161	0	0.00	0.00
	without profit	786.64	949.48	19300	25127	1.60	62.09
3	Pension						
	with profit	53.16	-0.08	4353	-5	2.43	0.00
	without profit	55.75	123.28	1985	124	1.98	0.28
4	Health						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	0.28	0.06	174	21	7.03	0.97
A.	Sub total	4860.02	9246.62	632126	1317317	6507.56	17577.66
1	Linked* Life						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	6213.99	1244.57	907982	120290	10546.17	2462.96
2	General Annuity						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0.00	0.00
3	Pension						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	157.91	23.11	15636	32	0.35	0.03
4	Health						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	1.79	0.16	393	24	7.05	0.50
B.	Sub total	6373.70	1267.83	924011	120346	10553.57	2463.49
C.	Total (A+B)	11233.71	10514.46	1556137	1437663	17061.13	20041.14
	Riders:						
	Non linked						
1	Health#	0.03	0.00	0	0	0.25	0.12
2	Accident##	0.21	0.14	8	4	44.30	31.30
3	Term	0.00	0.00	0	0	0.06	0.03
4	Others	4.35	3.72	0	0	8.43	6.52
D.	Sub total	4.60	3.86	8	4	53.05	37.98
	Linked						
1	Health#	0.01	0.01	1	0	1.74	0.63
2	Accident##	0.16	0.15	335	124	475.62	245.58
3	Term	0.00	0.00	0	0	0.30	0.61
4	Others	0.00	0.00	1	0	3.91	0.68
E.	Sub total	0.18	0.16	338	125	481.58	247.50
F.	Total (D+E)	4.77	4.02	346	128	534.63	285.48
G.	**Grand Total (C+F)	11238.48	10518.48	1556483	1437663	17595.76	20326.63

* Excluding rider figures.

** for policies Grand Total is C.

All riders related to critical illness benefit, hospitalisation benefit and medical treatment.

Disability related riders.

The premium is actual amount received and not annualised premium.

FIRST YEAR PREMIUM OF LIFE INSURERS FOR THE QUARTER ENDED DECEMBER 2012

INDIVIDUAL NON - SINGLE PREMIUM (INCLUDING RURAL & SOCIAL)

(₹ in Crores)

SI No	Particulars	Premium		Policies		Sum Assured	
		Dec, 2011	Dec, 2012	Dec, 2011	Dec, 2012	Dec, 2011	Dec, 2012
1	Non linked* Life						
	with profit	20249.89	22971.76	20362230	20364355	309473.36	307440.84
	without profit	1930.02	2990.62	3899497	4139329	103806.91	150205.75
2	General Annuity						
	with profit	1.80	0.83	377	0	0.00	0.00
	without profit	0.00	0.00	0	0	0.00	0.00
3	Pension						
	with profit	301.64	30.25	41090	-17	1235.22	-2.17
	without profit	311.32	34.39	47035	-97	74.92	-0.05
4	Health						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	102.71	81.83	258577	261066	2723.03	2339.65
A.	Sub total	22897.38	26109.68	24608806	24764636	417313.44	459984.02
1	Linked* Life						
	with profit	0.03	0.05	0	0	0.00	0.00
	without profit	4751.51	3937.40	1006605	722943	48274.94	41955.20
2	General Annuity						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0.00	0.00
3	Pension						
	with profit	0.01	0.00	0	0	0.00	0.00
	without profit	135.93	31.04	9764	3191	-9.68	-12.06
4	Health						
	with profit	0.00	0.00	0	16	0.00	0.00
	without profit	66.69	42.79	41905	24065	1141.13	842.76
B.	Sub total	4954.16	4011.28	1058274	750215	49406.39	42785.91
C.	Total (A+B)	27851.53	30120.96	25667080	25514851	466719.83	502769.93
	Riders:						
	Non linked						
1	Health#	8.06	9.90	886	1083	2157.04	1692.16
2	Accident##	19.72	18.93	8966	7229	26366.15	27262.47
3	Term	3.49	9.58	378	448	685.88	1989.49
4	Others	7.34	8.25	72	96	3337.98	3108.66
D.	Sub total	38.62	46.66	10302	8856	32547.04	34052.79
	Linked						
1	Health#	0.95	0.62	99	33	230.38	78.29
2	Accident##	1.02	0.80	664	397	2457.57	1814.08
3	Term	0.21	0.03	7	1	131.01	55.59
4	Others	0.52	0.49	166	78	117.83	80.92
E.	Sub total	2.69	1.95	936	509	2936.79	2028.88
F.	Total (D+E)	41.31	48.61	11238	9365	35483.83	36081.66
G.	**Grand Total (C+F)	27892.84	30169.57	25667080	25514851	502203.67	538851.59

* Excluding rider figures.

** for policies Grand Total is C.

All riders related to critical illness benefit, hospitalisation benefit and medical treatment.

Disability related riders.

The premium is actual amount received and not annualised premium.

FIRST YEAR PREMIUM OF LIFE INSURERS FOR THE QUARTER ENDED DECEMBER 2012

GROUP SINGLE PREMIUM (INCLUDING RURAL & SOCIAL)

(₹ in Crores)

SI No	Particulars	Premium		No. of Schemes		Lives Covered		Sum Assured	
		Dec, 2011	Dec, 2012	Dec, 2011	Dec, 2012	Dec, 2011	Dec, 2012	Dec, 2011	Dec, 2012
1	Non linked* Life								
a)	Group Gratuity Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	5989.21	7595.37	2312	106	1682754	293075	7827.45	249.05
b)	Group Savings Linked Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	13.46	193.80	40	37	4981	7507	63.97	65.31
c)	EDLI with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	1.90	1.85	289	56	1516000	161808	7432.81	2144.59
d)	Others with profit	0.00	0.70	0	0	0	0	0.00	0.00
	without profit	3317.99	2901.52	11691	836	17987842	11806105	141534.25	156136.66
2	General Annuity								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	2056.21	3449.55	23	30	9935	41687	0.00	0.00
3	Pension								
	with profit	0.00	0.53	0	0	0	0	0.00	0.00
	without profit	10537.91	10199.02	416	1	1101703	510856	201.01	130.96
4	Health								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
A.	Sub total	21916.68	24342.34	14770	1066	22303215	12821038	157059.51	158726.57
1	Linked* Life								
a)	Group Gratuity Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	6.66	120.40	1	4	5367	2696	0.53	0.10
b)	Group Savings Linked Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	76.84	34.20	1	2	4054	1634	171.41	54.11
c)	EDLI with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
d)	Others with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.01	27.08	0	0	-22	19	0.00	0.00
2	General Annuity								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
3	Pension								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	50.39	0	0	0	444	0.00	0.00
4	Health								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
B.	Sub total	83.51	232.07	2	6	9399	4793	171.94	54.21
C.	Total (A+B)	22000.19	24574.41	14772	1072	22312614	12825831	157231.44	158780.78
	Riders:								
1	Non linked Health#	0.18	0.31	20	29	2049	3615	153.48	263.23
2	Accident##	0.46	3.07	71	93	75102	257493	1524.21	4562.19
3	Term	0.00	0.00	0	0	0	0	0.00	0.00
4	Others	0.00	0.00	0	0	0	0	0.00	0.00
D.	Sub total	0.64	3.38	91	122	77151.00	261108.00	1677.69	4825.42
	Linked Health#	0.00	0.00	0	0	0	0	0.00	0.00
	Accident##	0.03	0.03	0	0	0	0	0.00	0.00
	Term	0.00	0.00	0	0	0	0	0.00	0.00
	Others	0.00	0.00	0	0	0	0	0.00	0.00
E.	Sub total	0.03	0.03	0	0	0.00	0.00	0.00	0.00
F.	Total (D+E)	0.67	3.41	91	122	77151.00	261108.00	1677.69	4825.42
G.	**Grand Total (C+F)	22000.85	24577.81	14773	1072	22312614	12825831	158909.13	163606.20

* Excluding rider figures.

** for no. of schemes & lives covered Grand Total is C.

All riders related to critical illness benefit, hospitalisation benefit and medical treatment.

Disability related riders.

The premium is actual amount received and not annualised premium.

FIRST YEAR PREMIUM OF LIFE INSURERS FOR THE QUARTER ENDED DECEMBER 2012

GROUP NEW BUSINESS-NON-SINGLE PREMIUM (INCLUDING RURAL & SOCIAL) (₹ in Crores)

SI No	Particulars	Premium		No. of Schemes		Lives Covered		Sum Assured	
		Dec. 2011	Dec. 2012	Dec. 2011	Dec. 2012	Dec. 2011	Dec. 2012	Dec. 2011	Dec. 2012
1	Non linked* Life								
a)	Group Gratuity Schemes with profit	53.35	8.49	9	1	71808	40	7.18	0.00
	without profit	505.64	648.65	161	1845	436808	1961576	525.97	8296.07
b)	Group Savings Linked Schemes with profit	4.41	2.83	3	0	3664	2688	24.52	15.44
	without profit	202.98	395.35	492	386	1180032	1877555	10684.75	8959.91
c)	EDLI with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	16.10	16.07	331	616	960720	2375907	12846.19	20393.27
d)	Others with profit	0.10	15.35	1	2	2435	18087	0.24	1.81
	without profit	2160.15	587.59	5667	17453	17759661	30217132	190118.10	261327.12
2	General Annuity with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
3	Pension with profit	214.22	91.86	17	0	1292	711	0.00	0.00
	without profit	6438.46	1255.99	55	33	248192	39269	7.85	57.60
4	Health with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	2.09	0.00	1	0	19806	23	383.47	1.01
A.	Sub total	9597.49	3022.18	6737.00	20336.00	20684418.00	36492988.00	214598.27	299052.25
1	Linked* Life								
a)	Group Gratuity Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	832.64	844.21	234	242	750918	457294	4139.05	3272.37
b)	Group Savings Linked Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	22.04	10.35	44	41	31130	17447	646.91	297.97
c)	EDLI with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
d)	Others with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	94.01	17.77	11	6	7221	272	29.00	61.45
2	General Annuity with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
3	Pension with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	269.11	16.55	20	18	5850	1850	0.00	0.00
4	Health with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0	0	0.00	0.00
B.	Sub total	1217.80	888.88	309.00	307.00	795119.00	476863.00	4814.95	3631.79
C.	Total (A+B)	10815.30	3911.06	7046.00	20643.00	21479537.00	36969851.00	219413.23	302684.04
	Riders:								
1	Non linked Health#	3.75	4.29	93	98	108732	332309	12379.59	26793.93
2	Accident##	2.27	3.15	39	51	35900	61252	2923.32	4512.11
3	Term	0.01	0.08	1	1	2874	5394	299.23	644.21
4	Others	0.01	0.02	4	6	525	833	243.16	507.72
D.	Sub total	6.03	7.55	137.00	156.00	148031.25	399788.33	15845.29	32457.98
1	Linked Health#	0.00	0.00	0	0	0	0	0.00	0.00
2	Accident##	0.03	0.00	0	0	0	0	0.00	0.00
3	Term	0.00	0.00	0	0	0	0	0.00	0.00
4	Others	0.00	0.00	0	0	0	0	0.00	0.00
E.	Sub total	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00
F.	Total (D+E)	6.06	7.55	137.00	156.00	148031.25	399788.33	15845.29	32457.98
G.	**Grand Total (C+F)	10821.36	3918.61	7046	20643	21479537	36969851	235258.52	335142.02

* Excluding rider figures.

** for no. of schemes & lives covered Grand Total is C.

All riders related to critical illness benefit, hospitalisation benefit and medical treatment.

Disability related riders.

The premium is actual amount received and not annualised premium.

Press Note

Ref:

Date: 08-02-2013

At its 76th meeting convened on 8.2.2013, the Insurance Regulatory and Development Authority has approved four substantive Regulations.

The Health Insurance Regulations have been approved and they will come into force from the date of publication in the Official Gazette. The Authority hopes that these Regulations will enable the development of a more robust consumer friendly and reliable health insurance system in the country.

The Authority has approved revised Regulations regarding Investments by Insurance Companies. Insurance companies will now be allowed to increase their exposure in equity in a given company from the present level of 10% to a higher level of 12% and 15% depending upon the size of the Controlled Fund of any given insurer. The Authority believes that this is commensurate and appropriate given the size of funds under consideration without adversely affecting

the prudential management of investments.

The Authority has also approved the Regulations which would strengthen the Indian Institute of Insurance Surveyors and Loss Assessors and enable this important profession to further improve its professional capability and the effectiveness with which they serve the insurance industry.

The 4th Regulation requires a Standard Proposal Form for sale of life insurance products. This Form which is mandatory for all life insurance products sold in India after six months from the date of publication of these Regulations in the Official Gazette would require insurance companies and intermediaries to capture full details of a policyholder in accordance with the KYC norms and with a view to improving the service levels to prospective policyholders and to further minimise the chances of mis-sale.

During the course of deliberations on Bancassurance Regulations, the Authority decided to propose certain further significant changes and has therefore decided to have further consultations with the Insurance Advisory Committee on the new elements proposed to be included before approving the Regulations.

The Authority believes that the introduction of these Regulations and the earlier Regulations on Product Design and Reinsurance would equip the industry to better serve the needs of policyholders and will enable the orderly growth of the industry.

Apart from the above Regulations which are of a substantive nature, five other Regulations of routine nature were also considered and approved by the Authority.

To CEOs of All Insurance Companies

Ref:IRDA/CAGTS/GDL/028/02/2013

Date:18-02-2013

Guidelines pertaining to Agents.

Reference is invited to the Circular No. IRDA/CAD/GDL/AGN/052/03/2011 dated 25th March, 2011 wherein the Authority has allowed special dispensation to Standalone Health Insurance Companies to avail the services of General Insurance Agents of other Companies to distribute their products. In continuation to the above, the issue of distribution of products of standalone Health Insurance Companies was examined in detail.

2. The Authority had recognized that health insurance cover is the necessity of the Indian public and hence

proposed the same as a separate class of business while granting registration to some Insurers to act as Standalone Health Insurance Companies to provide only health insurance products. It is observed that currently the Standalone Health Insurance Companies can utilize the services of Life Insurance Agents after converting them into composite agents, which calls for completion of IC 34 Certification by them. Considering the fact that the IC 33 and IC 34 cover subject matters on health insurance, it has been decided to waive mandated IC 34 certification for

Life Insurance Agents desiring to distribute products of a Standalone Health Insurance Company. However, the Standalone Health insurers desirous of converting Life Insurance Agents into Composite Agents to sell their products, based on IC 33 Certification, they shall do so after making such Agents undergo an internal training programme on health insurance, which shall cover the basics of health insurance, health insurance terminology, and products etc. for a minimum period of 25 hours. Further, it is clarified that such Composite Agents shall not be

allowed to transfer general part of their license to other non-life insurance company without completing IC-34 certification.

3. Further, In order to encourage penetration of health insurance and to spread the message of health insurance across the country, it has also been decided to allow Standalone health insurance companies to avail

the services of Agents, Corporate Agents of other Life and/or Non-Life insurance companies to distribute their products provided such Agents and Corporate Agents undergo 25 hours training as mandated at para (2) above.

4. However, in terms of this permission, any agent, corporate agent of Life and/or Non-life insurance Company

shall not offer his/her services to more than one Standalone Health Insurance Company.

5. These Guidelines will apply with immediate effect and forms part of Authority's Circular Ref. No: 017/IRDA/Circular/CA Guidelines/2005, dated 14.07.2005

(J. Hari Narayan)
Chairman

Final Order

Ref:IRDA/Life/Ord/Misc/030/02/2013

Date:19-02-2013

In the matter of Life Insurance Corporation of India

Final Order in the matter of Life Insurance Corporation of India

Personal Hearing held on Thursday, January 24th 2013 at 04:30 PM

The Insurance Regulatory & Development Authority, 3rd Floor, Parishram Bhavanam, BasheerBagh, Hyderabad

In Chair: Sri J Hari Narayan, Chairman, IRDA

The Authority has received a complaint on 16th April, 2012 alleging the fictitious individual Micro Insurance Business procured by various Divisional Offices under the Central Zone (Bhopal) of Life Insurance Corporation of India (hereafter referred as the Life insurer). The Authority has carried out a focused onsite inspection of the Micro Insurance Unit, Bhopal Divisional Office of the Life Insurer during 25th April, 2012 to 27th April, 2012 which interalia revealed certain violations to various provisions of the Insurance Act, 1938, the Regulations notified there under and the Guidelines/Circulars issued by the Authority from time to time.

The Authority has forwarded the inspection report to the Life Insurer under the cover letter dated 30th May, 2012 and sought the comments of the Life Insurer. On examining the submissions made by the Life Insurer vide letter dated 21st June, 2012, the Authority issued notice to Show Cause dated 12th November, 2012 which was responded by the Insurer vide letter dated 03rd December, 2012. The entire Inspection observations/Show Cause Notice relate to the Micro Insurance Unit, Bhopal Divisional Office.

As per the request of the Life Insurer, a personal hearing was given on 24th January, 2013 at 04.30 PM. On behalf of the Life Insurer, Sri Thomas Mathew.T, Managing Director of the Life Insurer and Sri V S Kumar, Executive Director (Micro Insurance) were present. On behalf of IRDA, Sri Sudhin Roy Chowdhury, Member (Life), Sri V Jayanth Kumar, Joint Director (Life), Sri D V S Ramesh, Deputy Director (Life - Coordination) and Sri K Sridhar Rao, Assistant Director (Life - Regulatory Actions) were present in the personal hearing. The submissions of the Life Insurer in their written reply to the following charges leveled in the Show Cause Notice as also those made during the course of personal hearing were taken

into consideration and decision on each of the charges is issued hereunder.

1. Charge 1: On examination of details of policies procured by Micro Insurance Agents (M I Agents) "M/s AbhinavPrayas (hereafter referred as Abhinav)" and "M/s VipinSwaroop Vasudha kalian Ashramam (hereafter referred as VIPIN)", it is noticed that no proposal forms are available either with the Life Insurer or with the M I Agents. It was observed that the data received in soft copy is directly uploaded to their IT systems and policies are routinely generated for issuance without any underwriting. **These are in violation of; Regulation 4(1) of Protection of Policyholders' Interests Regulations, 2002, Point No 11 of File & Use application of respective MI products and also Regulation 13 of IRDA (Micro Insurance) Regulations, 2005.**

Decision: The Life Insurer's submission that there are well established procedures to underwrite the business only after matching the physical proposals with the electronic data, and that the instructions are in force to follow this system scrupulously and further submissions that the violations found pertain to only Bhopal Divisional Office are taken into consideration. It is

observed that out of 1,07,273 policies procured by Micro Insurance Unit of Bhopal Divisional Office during the years 2009-10, 2010-11 and 2011-12, 93,995 policies were procured by two Micro Insurance Agents of “Abhinav” and “Vipin” and these policies are issued with no prior underwriting but based on soft data, which indicates absence of proper internal control systems to ensure compliance not only to the statutory and regulatory provisions but also to its own internal procedures. However, based on the submissions of the Life Insurer that the violations noticed are only from its Bhopal Divisional Office and based on the confirmation that such violations have not been committed by any of Life insurer’s other areas of operation, charges are not pressed. However, Insurer is hereby cautioned for violations mentioned herein and advised to strengthen its internal control systems to ensure non-recurrence of such violations in any of its operational offices.

2. Charge 2: It was observed that there is a variation between number of policies issued and number of lives covered (Abhinav– No. of policies issued – 60226 and No. of lives covered 31905 & Vipin No. of policies issued – 33769 and No. of lives covered 21548). With this act, it may be possible that the business figures submitted distort the factual position with regard to level of compliance achieved in case of Rural and Social Sector Obligations, which constitutes the violation of Regulation 7 of IRDA (Obligations of Insurers to Rural and Social Sector) Regulations, 2002.

Decision: The Life Insurer has submitted that splitting the policies has been strictly prohibited and Divisional Offices are expected to take credit for only number of lives. It further submitted that to discourage splitting every new business

competition floated is based only on number of lives and not on policies. Taking into consideration the submissions of the Life Insurer and the fact that Life Insurer complied with IRDA (Obligations of Insurers to Rural and Social Sectors) Regulations, 2002 during preceding three financial years with large margin, the charges are not pressed.

3. Charge 3. On examination of data it was observed that out of total number of policies procured through the above referred two MI agents, only an insignificant number of policies are in force as on 31.03.2012 (i.e., “Abhinav” out of 60,226 only 19 and “Vipin” out of 33,769, only 1,241) owing to non receipt of premiums. It is also observed that Renewal Premiums are not received for almost all policies. Further, multiple policies were issued on the same life with slightly different dates of birth. These transactions reveal absence of attention on the quality of business there by violating the provisions of Regulations 23 (a) and (e) of IRDA (Registration of Companies) Regulations, 2000.

Decision: The life insurer submitted that it has terminated one of the Micro Insurance Agents (Abhinav) for poor quality of business. The Life Insurer has further submitted that out of total policies procured by Bhopal Micro Insurance Unit during the financial years 2009-10, 2010-11 and 2011-12 (1,07,273 policies) only 26 death claims were reported out of which no claim was reported from the business procured by the two Micro Insurance Agents “Abhinav” and “Vipin”.

On examining the above submissions, the Life Insurer is cautioned for not periodically reviewing the quality of business procured. The Life Insurer is also advised to put in place procedures to periodically review the quality of the business of all its operational offices.

4. Charge 4: It was observed that a large number of policy documents were not handed over to respective MI agents for distributing the same to their respective policy holders. It was also noticed that more than nine thousand policy documents pertaining to ‘Abhinav’ and more than two thousand policy documents pertaining to ‘Vipin’ were taken into custody by joint team of LIC of India, Vigilance and CBI from the Micro Insurance Unit, Bhopal. This is in violation of Regulation 4(6) of IRDA (Protection of Policyholders’ Interest) Regulations, 2002 and Regulation 9 of IRDA (Micro Insurance) Regulations, 2005.

Decision: The Life Insurer has submitted that there are well established procedures to hand over the policy documents to Micro Insurance Agents for onward distribution to the policy holders under acknowledgment in all its operational offices. And it also further admitted that in spite of these instructions, Bhopal Micro Insurance Unit does not appear to have followed the procedure. On examining the submissions of the life insurer as also the inspection observations, it is noticed that there are no effective internal periodical monitoring procedures to arrest such gaps/violations. The Life Insurer may note that by not ensuring the dispatch of the policy documents, the policy holders are deprived of the evidence of contract. Taking into consideration the submissions, the Life Insurer is hereby warned for these gaps / violations and advised to scrupulously adhere to Regulation 4(6) of IRDA (Protection of Policyholders’ Interests) Regulations, 2002 and Regulation 9 of IRDA (Micro Insurance) Regulations, 2005.

5. Charge 5: It is observed that the MI Unit is not complying with AML norms with regard to documenting ‘Identity Proof’ of the policy holders. This is in violation of point no.3.1.1 (iii) of Master AML Guidelines, 24.9.2010.

Decision: The Life Insurer contended that point No. 3.1.1.(viii) of IRDA's AML master circular dated 24/09/2010 exempted Micro Insurance policies up to a total annual premium of Rs.10, 000 held by a single individual from the KYC norms. However, it is to clarify to the Life Insurer, that the said clause has exempted documenting the photograph and the address proof. The violation mentioned herein is with regard to documenting the ID proof. No exemption is provided for documenting the ID proof in the AML Circular referred herein. Considering the nature of business i.e., Micro Insurance, charges are not pressed for this violation. However, the Life Insurer is hereby directed to ensure strict adherence to the Guidelines issued by the Authority in this regard.

6. Charge 6: No procedures are in place to monitor the turnaround time for complying with the provisions of Section 64VB of the Insurance Act while adjusting the premiums remitted by the M I Agents. Whatever the premium data that is being forwarded by the M I agent is being uploaded to LIC's IT system in a routine manner. Instances were found, where turnaround time between premium receipt date at M I agent and premium adjustment date at LIC's Office is significantly high. This is in violation of the provisions of Section 64VB of Insurance Act, 1938. It is also in violation of the Internal circular dated November 27, 2011 issued by the Corporation.

Decision: The Life Insurer submitted that instructions were given to all its operational offices to adjust the premium amount in time bound manner. The Life Insurer also submitted that in some cases the premiums are unadjusted due to technical problems. However, the Life Insurer confirmed that the benefits accrued to the policy holders are never withheld even when the premiums received were not adjusted. The Life

Insurer has also submitted that it is trying to improve the collection mechanism through sophisticated IT initiatives and exploring every possibility for a cost-effective online premium collection through premium points, hand-held devices and mobile technologies.

Considering the submissions of the Life Insurer, it is clarified that the premium collections are to be in accordance with Section 64VB of Insurance act, 1938. Noting the fact that the Life Insurer has issued internal instructions to all its internal operational offices, for remitting the premiums within 24 hours of collection, the charges are not pressed. However, the Life Insurer is directed to put in place measures for monitoring the premium collection / remittances procedures in all its operational offices, so as to comply with the provisions of Section 64VB of the Act.

7. Charge 7: While appointing some of M I Agents, it was observed that no due diligence is carried out with respect to their standing experience. It was also observed that Life Insurance Agents Federation of India is appointed as M I agent and 34 of its specified persons are licensed individual agents soliciting insurance business. These are in violation of the provisions of Regulations 2(f) (i) of IRDA (Micro Insurance) Regulations, 2005.

Decision: The Life Insurer admitted to the violations noticed and submitted that these violations are noticed only in the Micro Insurance Unit, Bhopal Divisional Office and that disciplinary action on the erring officials responsible are in the process. On considering the submissions of Life Insurer that the violations found are confined to Bhopal Micro Insurance Unit, the Authority cautions the Life Insurer for not having monitored the activity of appointment of Micro Insurance Agents in its operational offices. The Life Insurer is hereby directed to conduct the

examination of the appointment of Micro Insurance Agents in all its operational offices across the country and submit the confirmation report as to the compliance of the appointment to the relevant regulations notified by IRDA.

8. Charge 8: On examination of the 2010-11 and 2011-12 records of internal audit and inspection reports of Bhopal Micro Insurance unit, it was observed that the issue of non-availability of proposal forms under significant part of the business being procured was not addressed to. This is in violation of Clause no.6 of Annexure II of Corporate Governance guidelines dated 05.08.2009.

Decision: The Life Insurer has submitted that necessary systems and procedures were put in place to comply with the Regulations of the Authority. It further admitted that the violations are noticed in the Micro Insurance Unit of Bhopal Divisional office. The Life Insurer has also assured that it will take every step to scrupulously comply with the directives and rules framed by the Authority. Taking into account the Life Insurer's undertaking, the charges are not pressed and the life insurer is hereby directed to put in place the internal checks to avoid the recurrence of violations of this nature.

On comprehensively examining the charges and the submissions of the life insurer taking into account the spread of operational offices of the LIC of India, the Authority directs the Life Insurer to carry out an internal inspection of all its Micro Insurance Units and submit the compliance report before December, 2013 as to the adherence of these units to all statutory and regulatory guidelines governing the business of Micro Insurance.

J.Hari Narayan
Chairman

Drawing a Fine Line

- Insurance Investments

‘Being endowed with huge surpluses, insurers have to ensure profitable deployment of funds. But should that be a reason for diluting the norms of the underwriting function which is even more vital?’ questions **U. Jawaharlal**.

Management gurus preach the importance of productive deployment of surplus funds so that the profitability of a commercial entity can be augmented. Even when the actual line of business is altogether different, managements have to look at earning suitable income depending upon the time period that the surplus funds can be at their disposal. However, experts add a word in caution against being too greedy in pursuit of such gains and emphasize on the ‘risk return trade-off’. History is witness to several episodes of the capital itself getting eroded while chasing huge returns; and thus there is a huge emphasis on the security of capital that is primary to investment decisions.

Insurers are in the business of holding in trust the policyholders’ money and thus they have a fiduciary responsibility. Even if the slightest evidence of under-performance of the managements with

regard to the capital gets spread around; it can lead to jeopardizing their reputation. Insurance business itself is such that the leverage for generating huge surplus funds is high and unless these surpluses are deployed in a profitable manner, it would lead to under-utilization of resources.

There are certain norms that are in place regarding the various investment avenues open for the insurers. The risk return trade-off that we talked about earlier is certainly the basis for such mandated investment opportunities and puts the onus on the management to ensure that they never transgress the appointed guidelines. Once these guidelines are scrupulously followed, players would automatically be able to meet their obligations as and when they fall due; and it is with this agenda that the investments of insurers are closely monitored.

In the real world, it may not be possible for all the players – however efficient they are – to generate operating profits year after year; especially in a domain where competition is very keen and there is a tendency to offer huge discounts to grab a larger share of the business. In such a scenario, the natural tendency would be to fall back upon the investment income to offset underwriting losses. Such trends are not very healthy for the long-standing health of the industry although in the short run, the companies may just manage to tide over short-term crises. Not only would such a tendency lead to a fall in the underwriting standards, it would also indirectly lead to a sense of being one-up for players with large investible funds.

‘Insurance Investments’ will be the focus of the next issue of the **Journal** and we will get to see a few experts discussing this vital management function in detail.

‘Insurance Investments’
in the next issue...



Motor Declined Risk Pool

- Genesis and Implications

Anurag Rastogi observes that while it is still early days to judge, the Motor Declined Risk Pool will certainly even out several imbalances of the portfolio in the near future; and evinces hope that it would certainly limit the losses to a great extent.

Non-life insurance in India is more than a few centuries old. If the last 50 years of the industry can be divided into phases, the following phases clearly seem to emerge:

1. Pre 1973 phases where several fragmented insurers operated under a rather loose regulatory framework.
2. The Nationalized era from 1973-1988 when PSU general insurers ruled the roost. During this period the general insurance industry scaled new heights and remained quite profitable.
3. The period from 1989-1999 after the passage of Motor Vehicle Act 1988 when the profitability of insurers came under heavy strain due to TP losses and Malhotra Committee recommended opening up of the sector.
4. The Renaissance period from 1999-2007 which saw formation of IRDA that opened up the industry to foreign and private players under a tight regulatory regime. This period was characterized by high growth rates

and profit driven risk selection. Driven by profit motive, many new entrants stayed away from commercial vehicle business during this period.

5. The unshackling of the industry post de-tariffing from April 2007-March 2012. This period is characterized by soft markets where players struggled to come to terms with free pricing and product innovation. Many new entrants saw the arbitrage in CV business and entered the segment. TP pool added to the woes of insurers.

6. Post April 2012 that saw the dismantling of TP pool and creation of Declined risk pool.

The dismantling of TP Pool and creation of Declined Risk Pool is expected to bring such a paradigm shift in the way Commercial Vehicle insurance will be looked at by insurers that this, perhaps heralds a new phase in the history of non-life insurance industry in India.

By an order dated 23rd December 2011, the Insurance Regulatory and Development Authority dismantled the India Motor Third Party Insurance Pool (commonly known as TP Pool) and ordered the creation of India Motor Third Party Declined Risk Pool (commonly known as Declined Risk or DR pool), both effective 1st April, 2012. This one decision is expected to change the rules of the game for Commercial Vehicle Third Party insurance for India's non-life players. But the IRDA decision begs the following answers:

- Why was one pool replaced by another pool?

**Driven by profit
motive, many new
entrants stayed away
from commercial
vehicle business
during this period.**

- How does this change impact the non-life industry, both in terms of its financial implications and change in the rules of game?
- What does it entail for the customers?
- How does it help the insurance regulator achieve its twin objectives of regulating the non-life insurance market while helping in its orderly growth?

The ensuing paragraphs of this article are an attempt at finding answers to some of these questions.

Genesis of Declined Risk Pool:

Commercial Vehicles Third Party (referred to as CVTP henceforth) insurance has traditionally been loss making and all non-life insurers have attributed a large part of their increasing underwriting losses to CVTP Insurance. TP pool was created in 2007 to ease supply side constraints and equitably distribute the losses from CVTP insurance amongst all insurers. While the TP pool met some of the objectives of its creation, it created new problems for the industry. Some of these are listed below:

1. It is largely believed that risk underwriting took a back seat since the additional cost of better underwriting fell on the writing insurer while the benefits were to be shared by all insurers.
2. It is also believed that CVTP claims settlement efficiencies reduced significantly – again, because the additional cost of better claims management was to be borne by the writing company while the benefits of

It is largely believed that risk underwriting took a back seat since the additional cost of better underwriting fell on the writing insurer while the benefits were to be shared by all insurers.

better claims management were shared by all insurers.

3. Supply side constraints for Stand-alone CVTP insurance still remained since most insurers wrote comprehensive CV insurance while stand-alone CVTP insurance was written by a only a few.
4. It created arbitrage opportunity for some players who wrote large amounts of CV business where the loss making TP was ceded to the pool and the profitable Own Damage part remained with them.
5. The competition in profitable CV OD led to huge discounting in OD premiums since pool losses were taken as a regulatory tax on the overall business.
6. TP pool suffered huge losses and was inadequately provided till the end of 2011 after which Government Actuarial Department UK, at the request of IRDA, gave the estimates of

reserves that were booked in 2012. For example during the 5 year period the premium collected on CVTP policies was ₹18744¹ crores while the claims (as per the lower estimate of Government Actuarial Department, UK) were ₹33050 crores. The losses to the industry from this business (excluding the insurers' administrative expenses on servicing this business) stood at ₹14305 crores as at March 2012. These have a potential of aggravating to ₹20027 crores if the higher end of the estimate of Government Actuarial Department, UK become a reality.

7. The huge losses of the pool forced many insurers to infuse additional capital. This was not sustainable for a long time.

The problems discussed in the foregoing para were attempted to be resolved by creation of DR Pool by IRDA. The objectives of creation of this pool, as enunciated by IRDA, were:

- To ensure equitable and fair sharing of CVTP risks by all insurers
- To remove supply side constraints
- To have a mechanism that is simple to administer
- To bring claims management efficiency

The salient features of the pool are:

- Pool to be administered by GIC
- TP portion of comprehensive CV insurance not to be part of any pool and to remain with the writing insurer

- Only stand-alone CVTP insurance relating to classes A, B & C² can be ceded to the pool, as per the rules discussed below.
- Every non-life insurer obliged to write a well-defined amount of stand-alone CVTP insurance business. The obligation is defined as x% of total non-life business written by the insurer in the financial year, where x% is the simple average of insurer's total market share and Motor market share³
- Insurers given the freedom to frame underwriting guidelines to decide which risks from stand-alone CVTP they would wish to write on their books or decline into the DR pool. These guidelines to be filed with IRDA every year. The parameters for deciding what to accept or decline could be any combination of:
 - o Vehicle age
 - o Geography of vehicle's registration
 - o Vehicle capacity (Gross vehicle weight in case of goods carrying vehicles and passenger capacity in case of passenger carrying vehicles)
- Of the business to be ceded by insurers, only 70% can be ceded to the DR pool while 20% would be retained by writing insurer. Remaining 10% would be ceded to National Reinsurer GIC.
- Insurers need to complete their obligation from the business retained by them after reinsurance cession.

- Appointed Actuary of pool administrator to decide the Ultimate Loss Ratio⁴ for DR pool.
- At the end of every underwriting year, the DR pool will be extinguished on a Clean Cut basis⁵ by transferring the risks at par to those insurers who have not met their mandatory obligation. This would be done by calculating pool losses using the Ultimate Loss Ratio. In order to ease the cash flow concerns, the settlement would be done on a quarterly basis.
- Appointed Actuary of pool administrator tasked with estimating the premium rates for all CV TP risks, whether being ceded to pool or otherwise.

Impact of DR pool on Non-life industry:

The DR pool experience is expected to be bad since the worst of the business that no insurer wants to keep on its books is being ceded to the pool. It is expected that the estimate of its Ultimate Loss Ratio would be high (This is to be given by pool administrator's Appointed Actuary by May 2013). However, in absolute terms the size of the DR pool is expected to be a small fraction of the size of erstwhile TP pool. A rough estimate of the size of TP pool, assuming it had continued and factoring

the TP premium increase effected in 2012, works out to ₹7200⁶ crores in 2012-13. Against this, size of DR pool is expected to be around ₹350 crore in 2012-13. This is a small fraction of the erstwhile TP pool. Hence the financial implications of this pool for the member insurers are not as grave as those from erstwhile TP Pool. This has come as a huge relief to all the members of the pool.

Table 1 below gives these numbers for better understanding of the impact of the pool.

The total losses to the industry from the DR pool, as per the data available till Dec 2012, are ₹92.6 crores. If we project the premiums and losses to the end of year 2012-13, the losses from the DR pool work out to ₹123.4 crores. These losses have been worked out at a provisional Ultimate Loss Ratio of 145%. Since the worst of the risks are going into the pool and assuming the Ultimate Loss Ratio estimated by pool Appointed Actuary works out to 300%, the loss to the industry for the full year 2012-13 would be ₹549 crores. This is indeed small as compared to the losses from erstwhile TP pool which went into thousands of crores. Some other factors that mitigate the impact of DR pool on the industry are:

Table 1

Data of DR Pool till Dec 2012	Premium (INR in millions)
Industry wide Premium for all Stand alone CVTP policies	12,314
Industry wide Premium on A,B,C class of CVTP policies	10,302
Premium retained by insurers	8,245
Premium ceded to DR pool	2,057
Expected total claims on pool policies	2,983
Loss from the pool @ 145%	926

Source: 3rd quarter DR pool settlement by pool administrator

- The TP premiums have been increased by IRDA successively in 2011 and 2012. This has significantly reduced the gap between the expected TP losses and TP premiums.
- Insurers have a freedom to meet their obligation by writing a business of their choice. It leaves them with an opportunity to cherry pick the better of the risks to write on their books and decline the rest to the DR pool.
- In case insurers meet their obligations, pool will have no financial implications for them since the pool losses have to be shared by only those insurers who fail to meet their obligation.
- The obligations of insurers are structured in such a way that if all insurers meet their obligation, they would have written all the business of classes A, B & C of CVTP premium on their books and there would be no cessions into the DR pool, thereby extinguishing the pool itself. That, perhaps, would be the ideal scenario.

Changing rules of the Game for Non-life industry:

Dismantling of TP pool and creation of DR pool with concomitant obligations to write CVTP stand-alone business have changed the rules of the game for non-life industry.

This new phase is expected to bring a completely new dynamics to the way comprehensive CV insurance business is transacted. Till March 2012, most insurers looked at TP losses as a tax on business and tried to gain more market share in the

The flip side is that the cost of insurance will increase for customers and it will increase year on year. This was inevitable in view of Third Party claims size increasing at a high rate year on year.

profitable CV Own Damage (CV OD) business which would partly subsidize their losses from TP pool. This effectively meant that CV OD risks were priced on the basis of only Own Damage claims experience that did not build any subsidy for the loss making Third Party portion of the policy. This started a price war for CV OD business and heavy discounting became a norm, in spite of all insurers suffering huge losses from the TP part of the policy. This is expected to change after creation of DR pool since the TP part of a comprehensive CV policy remains on the books of the writing insurer. Now it is expected that insurers will look at the experience of the entire package i.e. Own Damage PLUS Third Party before deciding on the price of CV OD. Some effect of this has been observed in the CV OD pricing of some insurers but many others still seem to be following the old practice of heavy discounts on CV OD since TP claims on the policies written after April 2012 will take time to get reported and settled to crystallize the losses on the company's P&L account.

Impact on customers:

The supply side constraints of CV insurance to customers are expected to vanish or at least significantly reduce since there are enough insurers wanting to write comprehensive CV insurance, particularly assured by annual TP premium increases that IRDA is likely to effect. On the stand-alone CV TP insurance front, the obligation on insurers to write a certain amount of CV TP insurance is expected to ensure enough supply of this insurance to commercial vehicle owners. The flip side is that the cost of insurance will increase for customers and it will increase year on year. This was inevitable in view of Third Party claims size increasing at a high rate year on year. The positive side of this is that the increase will get spread annually rather than getting accumulated and affecting the policyholders all of a sudden after several years.

Fulfillment of regulatory objectives

Some of the objectives that IRDA has and would be able to meet by creation of DR pool and its associated rules are:

- To ensure equitable and fair sharing of CV TP risks amongst insurers and ease supply side constraints: Obligation on the insurers to write a certain amount of CV TP insurance is expected to ensure free availability of this insurance to commercial vehicle owners and distribute them fairly amongst insurers.
- To have a mechanism that is simple to administer: The clean cut settlement of the pool and its extinguishment at

the end of the year make the mechanism simple.

- To bring claims management efficiency: Since the fortunes of the companies in CV TP business are directly linked to their individual claims settlement efficiencies, this is expected to bring best claims management practices.
- To ensure availability of insurance at a reasonable premium: Reasonability of the premium has to be seen from the angle of insurer as well as policyholder. By keeping the price control of TP insurance with itself, IRDA is trying to ensure reasonability of price from the perspective of insuring public while by timely premium revisions it is trying to ensure reasonability from insurers' perspective.
- To oversee orderly growth of insurance business: Inadequate premiums were not only stifling the growth of CV insurance business, these posed serious problems for insurers' financial health and made the availability of insurance scare. Creation of DR pool with its associate rules and annual increase in TP premiums is expected to catalyze a healthy growth of CV business.

The true beauty of the DR pool is that it is a self-annihilating mechanism that will cease to exist if the market correctly grasps the intentions for which it has been created. This is so because, if all insurers meet their CV TP obligations, they would have written all the CV TP business of the market and nothing would be ceded to the DR pool.

The true beauty of the DR pool is that it is a self-annihilating mechanism that will cease to exist if the market correctly grasps the intentions for which it has been created.

It is early time to assess the performance of DR pool and its true impact on the non-life industry. While the indications are all positive, God willing, we will be witness to the true manifestations of DR pool in a few years from now as the market absorbs the true implications of the new rules of game and behaves as expected.

¹Source: Clean cut settlement figures circulated by pool to all member insurers

²Classes A, B & C are as per the vehicle class definitions contained in erstwhile India Motor Tariff 2002. Accordingly, class A relates to Goods Carrying vehicles, Class B to Trailers and Class C to Passenger Carrying Vehicles used for hire or reward

³As an example, assume that in 2012-13, a company has 3% market share by gross direct premium and 6% market share by its Motor premium, then it has an obligation to write stand-alone CVTP premium equal to 4.5% of its total gross direct premium in 2012-13. All these shares are for the current year in which the obligations are to be met.

⁴Third party losses take several years to be

reported and settled. Hence it takes several years to accurately know the extent of total losses paid against the premium collected for a tranche of policies. Actuaries use their skills to estimate these losses at the end of the year so that appropriate claims provisions can be made by insurers for claims to be reported and paid in future years. The known losses PLUS the projected future losses divided by premium is known as Ultimate Loss Ratio.

⁵A clean cut basis of settlement is where the reinsurer (in this case DR pool) cancels the reinsurance contract by settling in cash, the projected reinsurance recoveries with the ceding company. After this the liability for all contracts rests solely with the writing/ceding company.

⁶Estimated from the 2011-12 premium of `6305 crores increased by 15% on account of TP premium increase effected from April 2012.

The author is Head Actuarial, Bajaj Allianz General Insurance Co. Ltd. The views expressed in this article are the personal views of the author and do not necessarily represent the views of his employers.

Motor Third Party Claims

– Practitioners' Perspective

K. Murali opines that in the domain of claim settlement, several factors are loaded against the insurers that eventually lead to a high claims ratio in the Motor segment.

The Motor Third Party insurance has always managed to hog the limelight and is sure to grab the headlines for quite some more months in view of the exposure draft published by the IRDA indicating increase in premiums. TP premium changes, which used to happen sporadically earlier, have now become an annual feature thanks to the process put in place by the IRDA. The changes are backed by data, unlike before, and should be acceptable to all stake holders in view of the transparent and court mandated process.

Be that as it may, hikes alone could not be the answer for the spiraling TP claims. While efforts are on to amend the MV Act and bring in a cap on the amounts payable, this article attempts to capture the ground level situation in settlement of TP claims. India has the dubious distinction of having the highest number of casualties caused by road accidents. And naturally, the number of accident claims is also growing. The insurance policy stipulates that the claim has to be reported to the insurer immediately. But in view of the legally mandatory nature of the claim, delay in intimation by the insured cannot be held against him in settlement of claim. For the affected

person, of course there is no time limit for filing the claim before the courts and the insurer might be saddled with liability any time after the issue of the policy.

Look at it from the point of view of the insured, the owner of the vehicle. He is faced with two cases, one criminal case for negligent driving and the other one for compensation. The owner may not have driven the vehicle, especially commercial vehicles like trucks or buses. The driver who caused the accident normally tries to escape from the scene of accident, without even attending to the injured

Look at it from the point of view of the insured, the owner of the vehicle. He is faced with two cases, one criminal case for negligent driving and the other one for compensation.

person. This is sad and even the driver who caused the accident might feel so but his immediate impulse is to flee because of the vigilante justice that would follow if he stops to attend to the injured. The public at large, if present at the scene of accident, remain indifferent and invariably the golden hour is lost. This indifference has been subject matter of litigation at the Supreme Court level! Thus the injury aggravates and might lead to death. This aggravation has a compounding effect on the amount of TP claim!

What happens to the criminal case? The driver feels it convenient to accept the negligence (irrespective of facts) and is poorer by a couple of thousands. Though the insurance policy provides for legal assistance to defend the criminal case too, the customer goes by convenience rather than by truth, honour and expenditure. The first line of defense is thus breached and liability for the claim is confirmed under the policy.

Transport operators who act by conscience do exist and take the trouble of contesting the criminal case also but their tribe is dwindling. Being a practical businessman, many operators silently choose to pay the fine.

These days the police department is trying to make life tougher for erring drivers by invoking severe sections of the law but that again is in certain parts of the country with little or no impact.

Such acceptance does not have any effect on the driving licenses as traffic records and driving license records are not computerized to be accessible nationwide. The driver is back to business and has only to fear God!

The drivers of state transport corporations contest the criminal cases because conviction might lead to loss of employment for them. Every state transport corporation has a team that visits the accident spot and ensures that the criminal proceedings turn out in their colleagues' favour by managing witnesses and the law enforcement agencies. The poor victim does not have any clue on the police proceedings any way. Thus the state transport corporations third party liability claims record should be better than the private owner record. However there are many other issues that affect the government transport corporations and that would need a separate article.

Next step is the Motor accident claim for compensation. There are lawyers specializing in this space and have roaring practice. They have a network of police personnel, government hospital staff, touts and some specialist doctors as their information sources. In this day of instant communication, these lawyers operate in teams with mobile phones and vans. The moment they get the intimation of an accident, their machinery swings into action. Their activities include visiting hospitals and visiting relatives (in fatal cases) even before the cremation to get the vakalath nama signed. Their network

There are many instances where multiple lawyers file compensation claims on behalf of one victim and it is a funny scene when more than one lawyer stands up in court claiming to represent the victim.

of police/hospital staff gives a helping hand.

At times, even money is advanced for immediate expenses but a promissory note also exchanges hands to be encashed after the court awards compensation. In their trauma, many of the victims/their families are not even aware of their entitlement for compensation and this issue is the last thing on their mind. They sign vakalath namas unknowingly along with hospital/police documents. There are many instances where multiple lawyers file compensation claims on behalf of one victim and it is a funny scene when more than one lawyer stands up in court claiming to represent the victim. But there is also an unwritten code of ethics which the lawyers follow and the rightful lawyer is determined on this basis. Others withdraw and sometimes they even get compensated for the efforts they had put in till filing of the case by the rightful lawyer.

The court issues notices to the driver, owner of the vehicle (if different from the driver) and the insurance company.

Determining the insurance company for filing the case is another sub plot in the legal compensation story. Most of the vehicles do not carry their insurance papers even if they are insured (especially two wheelers and private cars), most of the vehicles are not insured at all after the first year after purchase, many have not renewed their insurance and the accident serves as a renewal reminder. The police man at the spot is usually the first to find this out and he often turns saviour. He gives time to get the insurance with retrospective effect or if the driver/owner is enterprising, allows him to substitute the uninsured vehicle with an insured vehicle. Insurance with retrospective effect is very difficult but this can be managed by the changing the date of accident to any day after insurance is arranged. Corresponding hospital records have also to be changed. The entire process is very difficult but not unlikely. This is done with the noblest of intentions to provide succor to the victim, uninsured owner/driver and the policeman himself.

Getting insurance after the accident is another sub-plot to the main story. The insurance company inspects the vehicle for any damages if there is a break in insurance but not all TP injury/death cause damage to the vehicle. So the physical inspection may not throw up anything significant and insurance can be obtained. There have been very many instances of the friendly neighbourhood insurance agent who uses his cover note books to help the client as well as himself. Insurers have been battling this cover note menace with online cover notes/instant policy issue dispensing of the need for cover notes etc. but have met with limited success.

Next is the driving licence. The offending driver might not be licensed to drive at all/

not licensed to drive that particular category of vehicle or his driving licence might not be valid on the date of accident. Here again, the driver could be substituted or a license obtained though this also calls for enterprise.

Let us take up the hospital side of the story next. The injured/ deceased is taken to the hospital mostly by good Samaritans or police people. The age of the person may not get recorded correctly resulting in less than/more than adequate compensation at a later date in the absence of any other age proof.

Secondly, the driver or the victim might have been under the influence of alcohol and recording/not recording this information would have significant impact on the outcome of the compensation case.

Thirdly, recording of the injuries also plays a vital role. Instances of all and sundry queuing up in the hospital for simple injury certificates are not uncommon in accidents to buses. The network of informants discussed earlier helps in manufacturing victims also who later file compensation claims. The injury certificates mention multiple injuries all over the body with scratches/abrasions. And these days even a simple injury claim is worth 15/20K!

All this work is pre litigation before the case comes up for hearing and the case will come up for hearing in the MACT at least a year after the accident. The MACT proceedings are a sight to watch. The sympathy is always with the victim and thus the insurance companies start with a disadvantage. The accident compensation claims area, not being as glamorous in India as it is abroad, does not attract the best legal talent. This is the second disadvantage for the insurance companies. The third disadvantage is the absence of skilled manpower in the insurance companies. Though insurers

The accident compensation claims area, not being as glamorous in India as it is abroad, does not attract the best legal talent. This is the second disadvantage for the insurance companies.

started hiring lawyers long back, their impact has not been felt in controlling the claims outgo.

The legal process is beset with delays and this results in huge interest costs. As observed earlier, the entire legal process is sympathetic to the victim and the insurers as always are seen with jaundiced eyes. It is difficult to appeal against lower court verdicts as the higher courts generally do not entertain appeals on quantum. The insurers do not have any other grounds of appeal as even bounced premium cheques/invalid driving licenses result in liabilities on the insurers.

It is appreciated that the insurers have their backs to the walls but within the available space, some good housekeeping, skill development and image building will help them control their claims outgo. If the proposed legal changes also come into effect, that should be counted as a blessing or bonanza.

The author is a freelance insurance professional. The views expressed are personal.

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Caught in a Dilemma

- To Pay or Not To Pay?

S. Dhakshnamoorthy writes that there is a shift in the application of ‘Pay & Recover’ aspect of the insurer’s liability in the Motor Vehicles Act, 1988 from the erstwhile Motor Vehicles Act, 1939. Is this inadvertent or a conscious legislative decision?

Introduction:

This succinct article attempts a brief comparison of the provisions of section 96 of the erstwhile Motor Vehicles Act 1939 with the provisions of section 149 of the present Motor Vehicle Act 1988.

A mere perusal will reveal that Section 96(2)(a) has been omitted in Section 149 of the present Act and the sub-clause of 96(2)(b) and (c) were renumbered as Section 149(2)(a) & (b).

However, 96(3) which refers to section 96(2)(b) for which corresponding Section 149(3) ought to have referred to section

149(2)(a) was referred as section 149(2)(b). Implication of this divergence whether made inadvertently or deliberately by the legislature is not clear.

We can now start with the comparison of Section 96(2) with corresponding section 149(2).

Section 96 of MV Act 1939	Section 149 of MV Act 1988
<p>Duty of insurers to satisfy judgments and awards against persons insured in respect of third party risks. –</p> <p>(2) No sum shall be payable by an insurer under sub-section (1) in respect of any judgment unless before or after the commencement of the proceedings in which the judgment is given the insurer had notice through the Court of the bringing of the proceedings, or in respect of any judgment so long as execution is stayed thereon pending an appeal; and an insurer to whom notice of the bringing of any such proceedings is so given shall be entitled to be made a party thereto and to defend the action on any of the following grounds, namely:--</p> <p>(a) that the policy was cancelled by mutual consent or by virtue of any provision contained therein before the accident giving rise to the liability, and that either the certificate of insurance was surrendered to the insurer or that the person to whom the certificate was issued has made an affidavit stating that the certificate has been lost or destroyed, or that either before or not later than fourteen days after the happening of the accident the insurer has commenced proceedings for cancellation of the certificate after compliance with the provisions of section 105: or</p>	<p>Duty of insurers to satisfy judgments and awards against persons insured in respect of third party risks. –</p> <p>(2) No sum shall be payable by an insurer under sub-section (1) in respect of any judgement or award unless, before the commencement of the proceedings in which the judgement or award is given the insurer had notice through the Court or, as the case may be, the Claims Tribunal of the bringing of the proceedings, or in respect of such judgement or award so long as execution is stayed thereon pending an appeal; and an insurer to whom notice of the bringing of any such proceedings is so given shall be entitled to be made a party thereto and to defend the action on any of the following grounds, namely :-</p>

<p>(b) that there has been a breach of a specified condition of the policy, being one of the following conditions, namely:-</p> <p>(i) a condition excluding the use of the vehicle-</p> <p>(a) for hire or reward where the vehicle is on the date of the contract of insurance a vehicle not covered by a permit to ply for hire or reward, or</p> <p>(b) for organised racing and speed testing, or</p> <p>(c) for a purpose not allowed by the permit under which the vehicle is used, where the vehicle is 1[a transport vehicle], or</p> <p>(d) without side- car being attached, where the vehicle is a motor cycle; or</p> <p>(ii) a condition excluding driving by a named person or persons or by any person who is not duly licensed, or by any person who has been disqualified for holding or obtaining a driving licence during the period of disqualification: or</p> <p>(iii) a condition excluding liability for injury caused or contributed to by conditions of war, civil war, riot or civil commotion; or</p> <p>© that the policy is void on the ground that it was obtained by the non- disclosure of a material fact or by a representation of fact which was false in some material particular.</p>	<p>(a) that there has been a breach of a specified condition of the policy, being one of the following conditions, namely :-</p> <p>(i) a condition excluding the use of the vehicle -</p> <p>(a) for hire or reward, where the vehicle is on the date of the contract of insurance a vehicle not covered by a permit to ply for hire or reward, or</p> <p>(b) for organised racing and speed testing, or</p> <p>(c) for a purpose not allowed by the permit under which the vehicle is used, where the vehicle is a transport vehicle, or</p> <p>(d) without side-car being attached where the vehicle is a motor cycle; or</p> <p>(ii) a condition excluding driving by a named person or persons or by any person who is not duly licenced, or by any person who has been disqualified for holding or obtaining a driving licence during the period of disqualification; or</p> <p>(iii) a condition excluding liability for injury caused or contributed to by conditions of war, civil war, riot or civil commotion; or</p> <p>(b) that the policy is void on the ground that it was obtained by the non-disclosure of a material fact or by a representation of fact which was false in some material particular.</p>
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The only difference in the above provision is that the provision of section 96(2)(a) has been omitted in the present Motor Vehicle Act. The other wordings have not been changed. By virtue of omission of the

provision of Section 96(2)(a) of erstwhile 1939 Act in the present Act, the provisions of sub-clause of section 149(2) were renumbered as 149(2)(a) & (b). Now reading this section alongwith section

149(4) presents an anomaly. For better clarity the same is putforth for comparison of provision Section 96(3) of erstwhile Act with section 149(4) of present Act.

Section 96(3)	Section 149(4)
<p>(3)Where a certificate of insurance has been issued under sub-section (4) of section 95 to the person by whom a policy has been effected, so much of the policy as purports to restrict the insurance of the persons insured thereby by <u>reference to any conditions other than those in clause (b) of sub- section (2)</u> shall, as respects such liabilities as are required to be covered by a policy under clause (b) of sub- section (1) of section 95, be of no effect: Provided that any sum paid by the insurer in or towards the discharge of any liability of any person which is covered by the policy by virtue only of this sub- section shall be recoverable by the insurer from that person.</p>	<p>(4) Where a certificate of insurance has been issued under sub-section(3) of section 147 to the person by whom a policy has been effected, so much of the policy as purports to restrict the insurance of the persons insured thereby by <u>reference to any conditions other than those in clause (b) of subsection (2)</u> shall, as respects such liabilities as are required to be covered by a policy under clause (b) of sub-section (1) of section 147, be of no effect: Provided that any sum paid by the insurer in or towards the discharge of any liability of any person which is covered by the policy by virtue only of this sub-section shall be recoverable by the insurer from that person.</p>

“Reference to any conditions other than those in clause (b) of sub- section (2)” in clause (b) of sub section (2) of Section 96 is as under

- (b) that there has been a breach of a specified condition of the policy, being one of the following conditions, namely:-
 - (I) a condition excluding the use of the vehicle-
 - (a) for hire or reward where the vehicle is on the date of the contract of insurance a vehicle not covered by a permit to ply for hire or reward, or
 - (b) for organised racing and speed testing, or
 - c) for a purpose not allowed by the permit under which the vehicle is used, where the vehicle is 1[a transport vehicle], or
 - (d) without side- car being attached, where the vehicle is a motor cycle; or
 - (ii) a condition excluding driving by a named person or persons or by any person who is not duly licensed, or by any person who has been disqualified for holding or obtaining a driving licence during the period of disqualification: or
 - (iii) a condition excluding liability for injury caused or contributed to by conditions of war, civil war, riot or civil commotion; or

Reference to any conditions other than those in clause (b) of sub- section (2)” in clause (b) of sub section (2) of Section 149 is as under:

(b) that the policy is void on the ground that it was obtained by the non-disclosure of a material fact or by a representation of fact which was false in some material particular.

The above difference has been addressed by the Honourable High court of Madras in CMA.2638 of 2009 and 73/2010.

Whether the “reference to any conditions other than those in clause (b) of subsection (2)” under section Section 149(4) was made consciously or inadvertently, only the law-makers know.

From this we understand that “Pay and Recover” ordered by the Hon’ble courts where there is breach of any condition mentioned in clause (a) of sub section 2 of Section 149 is well within the ambit of provision of section 149(4) of Motor Vehicle Act 1988.

Though the Hon’ble supreme court is exercising its powers vested under Article 142 orders for “PAY & RECOVER” presently and which is followed by the lower courts, it can be done by them by invoking the provision of section 149(4) of Motor Vehicle Act 1988.

Unless the said provision is modified, the insurers cannot get a recourse to deny liability on the grounds mentioned in Section 149(2)(b) which were available in the erstwhile Act. Even the amendment bill pending before the parliament has not addressed this anomaly.

In National Insurance Co. Ltd. vs. Parvathneni and Anr. (2009) 8 SCC 785, the Hon’ble Supreme court has putforth the following views:

If the insurance company has no liability to pay at all, then, in our opinion, it cannot be

Unless the said provision is modified, the insurers cannot get a recourse to deny liability on the grounds mentioned in Section 149(2)(b) which were available in the erstwhile Act.

compelled by order of the Court in exercise of its jurisdiction under Article 142 of the Constitution of India to pay the compensation amount and later on recover it from the owner of the vehicle. In our view, Article 142 of the Constitution of India does not cover such type of cases. When a person has no liability to pay at all, how can it be compelled to pay? It may take years for the insurance company to recover the amount from the owner of the vehicle, and it is also possible that for some reason the recovery may not be possible at all.

Hence, we direct that the papers of this case be placed before the Hon’ble Chief Justice of India for constituting a larger bench to decide the following questions:

(1) If an insurance company can prove that it does not have any liability to pay any amount in law to the claimants under the Motor Vehicles Act or any other enactment, can the Court yet compel it to pay the amount in question giving it liberty to later on recover the same from the owner of the vehicle?

(2) Can such a direction be given under Article 142 of the Constitution, and what is the scope of Article 142? Does Article 142 permit the Court to create a liability where there is none?

Assuming that even if the larger bench comes with a favourable order for the insurers for the question No.1 referred above “that the court cannot compel to pay the amount where the insurer proved that it does not have the liability to pay any amount to the claimants under the provisions of Motor vehicle Act” then also because of the said anomaly, the insurer would not be able to get themselves exonerated under section 149(2)(b) read with section 149(4).

The author is Asst. Director (Legal), IRDA. The views expressed are personal.

Insuring Cash Logistics Activities

- Challenges & Solutions

Shriram Gokte mentions that in view of the vast growth in cash-based business, the opportunities for insurers in identifying sources of business have grown. However, he adds that underwriters have to be thoroughly conversant with the inherent risks and price the products properly.

Cash in India is still the lifeline of commerce unlike the west where credit and debit cards dominate transactions. Since their introduction in early nineties, ATM machines have provided a ready convenience for most of our cash withdrawal needs. To provide this convenience, these ATM machines have to be kept filled with cash, sometimes on a daily basis. Shops and malls also generate a lot of cash from their customers and this cash has to be deposited in banks at the end of the day. This need for cash movements has spawned an entire new industry of cash logistics. Cash logistics refers to the activities that provide cash refilling at ATMs and cash collections from merchants as well as movement between banks. These cash logistics companies have agreements with banks and ATM owners to replenish ATMs with cash, pickup cash from bank's clients and store cash in their own vaults. Today there are around 100 thousand ATMS all over India and expected to double in the next four years due to regulatory changes relating to financial inclusion, increasing penetration, and white-label ATMs. Each

of these 1 lakh ATMs can store ₹10 -20 lakh and require on an average ₹5 -10 lakh daily replenishment i.e. a mind boggling ₹5000 - 10,000 cr. rupees per day for all ATMs. This cash is provided by banks to cash logistics companies. In addition, there are around 40,000-50,000 points for cash pickups. These cash logistics agencies also typically keep a few days' cash requirement in their vaults in larger towns to smoothen their withdrawals from banks. Some cash logistic companies also provide cash sorting services as well as gold bullion logistics services. Every day all over India 2000-4000 vehicles transport this cash from vaults to the ATMs and from merchant pickup points based on schedules prepared by banks.

However, cash logistics business also has certain inherent risks. Cash by very nature is amenable to theft, losses, loot etc. Siphoning by internal employees is also probable. Due to large volumes and manual nature of activities, there are also errors, and negligence and the liability for a loss during cash movement & storage is typically borne by the logistics companies as part of their agreement. Banks require

them to procure sufficient insurance coverage for cash movement as well as for cash storage. There also is a separate insurance procured by ATM owners for any loot or robbery happening at ATM. There are two kinds of insurance covers taken by cash logistics companies – Fidelity policy against their own employees' infidelity and Money policy for external robberies and loot. Most of the policies for cash insurance are written by the PSU insurers while some private players are also active.

Cash Logistics Risks

- Staff siphon cash from ATM over a period of time and altering records
- Staff rotate cash (take & replace)
- Staff pilferage from cash vans and vaults
- Staff collude with others (eg: share passwords)
- Staff Negligence (eg: ATM door kept open, wrong denomination, wrong recording, wrong counting etc)
- Loot by robbers

There are several large incidents such as ₹5.5 cr. looted from cash van in Sep 2012 in Delhi (Times of India – Sep. 28 2012), 25 kilo gold lost in transit and ‘found on road’ (Times of India – Oct. 6 2012) and ₹1.9 cr. siphoned by cash logistics employees in Gujarat (DNA Sep. 13, 2012). Such large claims have the potential of skewing the claims ratios for the insurance company.

Along with the spurt in the number of ATMs and direct cash transfers envisaged in the Government’s financial inclusion policies; the cash logistics business is growing at an explosive rate. The cash logistics business is sufficiently lucrative for the investors to invest in these companies despite inherent risks and losses. One of the large cash logistics companies is owned by a PE fund which has invested substantially in infrastructure as the business continues to grow (“Blackstone PE owned CMS info plans ₹200 cr. capex” - Business Standard, October 11, 2012). This is an excellent opportunity for the insurance companies as well to provide innovative products to meet cash logistics needs and develop this line.

Challenges for insurance companies:

It is noted that majority of the claims coming to insurance companies so far are due to infidelity of cash logistics company’s own employees and very few are due to robbery/loot by external parties. The claim ratios are therefore high for Fidelity policies while Money policies have reasonable claim ratios. The loss size for Fidelity policy is however lower than the Money policy. The major challenge for the insurance company is in pricing these policies and in correctly assessing the claims. In many cases though errors,

The cash logistics business is sufficiently lucrative for the investors to invest in these companies despite inherent risks and losses.

negligence and operational issues may not be the root cause, they may have some contributory influence and it is difficult for insurance companies to come to any conclusion about the liability. In some infidelity cases the siphoning goes on for years before being discovered and it becomes difficult for the insurance company to compute the liability across policy years and against policy deductible. The complex world of cash logistics poses a challenge for insurance companies to understand the risk exposure for these kinds of policies.

The pricing for Fidelity and Money policies is at present primarily driven by the volumes of cash handled during the policy year. Other factors include excess, limits, deductible, claims experience etc. However, the cash volumes handled depend upon several reasons such as ATM/merchant point growth, seasonality (festival seasons have much higher cash volumes) etc. and difficult to forecast. There could also be instances where cash logistics firm may attempt to control their premium by under-declaring cash

volumes. The risks may be greater in rural areas where distances travelled on routes are longer though cash transported may be lower in value compared to urban areas where distances may be shorter but amounts much higher. Operations in naxalite areas may pose increased risks. There may be other risks such as ATMs in cruise ships and river boat casinos where cash has to be ferried across water. ATM with mechanical lock is easier to manipulate by internal staff than if digital one-time lock such as Cencon and S&G is deployed. Combination for one-time digital locks has to be issued by a centralized location and changes every time ATM is opened. Such ATMs with one-time locks are exposed to lower risks than the mechanical locks.

While pricing, the insurer should understand the specific risks more clearly and not just depend on the cash volume information. Cash volumes provide only one dimension of the risks. Pricing models should include other determinants of risks such as the number of total routes, number of urban vs. rural routes, distances travelled, internal cash limits, security measures, due diligence while recruitment. They should also look for additional information such as percentage of machines with one-time digital locks, state of reconciliation and percentage of un-reconciled ATMs. It is suggested that a comprehensive questionnaire be completed along with proposal form.

The technical nature of ATM losses also is a challenge for the insurance company and their surveyors in understanding the losses. ATM has a vault secured with a strong lock where currency notes are kept in cassettes. Typically there is dual custody

i.e. the combination is split into two parts and given to two employees separately. ATM also keeps track of its opening, loading, amount dispensed and remaining balance. Determining various balances and analyzing ATM logs is a technical activity and insurance surveyors often have to depend on cash logistics staff to interpret results. In addition to ATM records, the ATM switches and network also have logs to keep track of network activities, lobby cameras as well as a pinhole camera. These have to be procured from banks/ATM owners and interpreted correctly. These analyses can go a long way in determining how loss happened and establishing the nature of liability.

There also have been some instances of hackers attacking ATMs remotely and changing the cassette configuration so that a higher denomination cassette is read by ATM as a lower denomination. Hacker's associates have then withdrawn from that ATM getting higher amounts. It is advisable for insurance companies to impart training to their surveyors or recruit a few surveyors with ATM engineering background.

Cash logistics operation, being manual and human-intensive in nature, is prone to errors and negligence. Their employees have been known to not lock the ATM vault door, load incorrect currency, make counting errors, share combinations with others or simply record wrong amounts in the ATM's balances. It becomes difficult for insurance surveyors to determine whether and to what extent negligence was the contributory cause for the loss. In some cases, trend of incidents of negligence may tell surveyors that cash logistics processes are weak. Insurer

should insist that cash logistics companies keep accurate record of all incidences so that they can be made available for assessing claims. Over the years, this information should be built into pricing.

In order to reduce their operating costs, cash logistics firms are known to employ fewer vehicles, hire vehicles without safety features, operate with smaller crew, and travel with fewer gunmen or load vehicles with excessive cash. There have been instances of staff carrying large amount of cash on 2-wheelers. Each firm is expected to have internal cash limits which are based on the risks, insurer's guideline and bank agreement. However these limits are often exceeded due to operational conveniences and therefore any loot or robbery with excess risks will result into much bigger loss. Insurance surveyor has a challenge in determining whether the firm took excessive risks. The cash limits should be determined with a view to risks and adhered by the cash logistics staff. It is in insurance company's interest to have risk based cash limits in the policy document so that claim can be

assessed accurately and reduced/rejected if excessive risks are determined to be taken.

Another bone of contention is the security measures adopted by the cash logistics firm. Bank agreements typically require armored vehicles with grills on windows and two gunmen. To cut costs and to maintain operational flexibility, cash logistics firms often rent vehicles without any security features. Due to gun licensing issues, it is difficult for cash logistics firms to procure sufficient number of gunmen. As a result, normal rented vans are deployed as cash vans with fewer gunmen. Another disadvantage of rented vehicles is that drivers are seldom trained in taking evasive action if confronted by robbers. As a result of these diluted security measures, there is a greater risk of a loot/robbery happening.

Cash logistic forms are expected to have a daily system of balancing by which the amount loaded and amount left is reconciled against the bank's balances. However, due to shortage of staff and due to manual nature often ATMs are reconciled on an exception basis. An unreconciled ATM then becomes a magnet for employee infidelity since the detection of fraud will happen only when ATM is reconciled after a few weeks or even months. The internal staff knows which banks have slow reconciliation and can target those bank ATMs. For complex infidelity cases, surveyor will have a tough time trying to understand how and when the fraud was perpetrated.

Cash logistic firms with pan India operations have regional or centralized setup for reporting and reconciliation. However, very few of them have

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implemented any kind of reporting software. Most firms still use Excel files where opening balances and loading can be altered and therefore frauds can be perpetrated with relative ease. In many cash logistics firm's branches, front line ATM loading staff also does reporting. These people handling crores of rupees are paid minimum wages and are often untrained. These are often contributory reasons to fraud but are often difficult to quantify.

Conclusion:

The cash logistics business is growing at a fast pace. This is an opportunity for the insurance companies to grow this line by innovative products and more risk based pricing. However, there are inherent risks that need to be managed by the cash logistics companies and priced by the insurance companies. These risks have resulted into losses in terms of robbery/loot and infidelities by own employees. The pricing should include not only the cash volumes but also the

associated risks and the extent of their mitigation. The technical nature of business and the claim requires some awareness and training on the part of the insurers and their surveyors. Surveyors handling such kind of assignment should be given technical training of how ATMs operate and how frauds happen. This will go a long way in their handling of claims and correct determinations.

The author is a risk management consultant and trainer – associated with RiskPro. Views expressed are personal.

CORRECTION

The author of the article 'Fractional Flow Reserve Technology' that appeared in the January 2013 issue of the Journal has requested the following changes to be made to the article.

1. Page 16: Reference correction for table titled 'significant cost saving in the FFR-guided PCI arm in comparison to the angiography guided PCI arm (Based on US Patient data)' – The superscript to read as '8' instead of the original '6'.
2. Page 16-17: "Similar results were seen in Asian countries and Australia. These analyses given in the table below made use of the data from FAME to identify expected outcomes post follow up for 2 years and the per-person costs FFR-guided PCI vs. Angiography-guided PCI.13" to be removed and replaced with "Significant cost savings were also seen in India. These analyses made use of the data from FAME to identify expected outcomes post follow up for 2 years and the per-person costs for FFR-guided PCI vs. Angiography-guided PCI. 13"
3. Page 17: Removal of the table that lists "Savings per patient (USD) in 2 years' time" data from Australia (Public Sector), Australia (Private Sector), China, India, Japan and Korea.
4. Page 18: Reference #6 to read as "Siebert U. Cost-Effectiveness and Public Health and Budget-Impact of FFR-Guided PCI in Patients with Multivessel Disease in Germany (Europe), Toronto. Annual iHEA Meeting; 2011" instead of what was mentioned originally.
5. Page 18: Reference #13: To read as "Data on file - Preliminary Data".

Inconvenience to our readers is regretted.

Maintenance Hemodialysis

- Technical and Financial Impact

Maj. (Dr). Anuradha Monga comments that End Stage Renal Disease is assuming monumental proportions in India and has become a crucial factor to deal with, for the families of the affected; and accordingly for the insurance underwriters as well.

(...from the previous issue)

FINANCIAL IMPACT OF THE DISEASE ON INSURANCE IN INDIA:

A statistical analysis of a random sample of claims reported for MHD revealed the following:

1. Diseases of the genitourinary system constitute nearly 11% of the claims outgo for an insurance company.

Of the 11%, Maintenance Hemodialysis constitutes nearly 45% of the outgo and AV fistula creation

which is the surgical precursor to the Hemodialysis treatment, takes away nearly 3%.

2. The cost of each hemodialysis (HD) session in India varies from ₹390 in government hospitals to ₹3000 in some private hospitals (taking a 95% confidence interval). The average cost was ₹1300 per dialysis session.
3. The monthly cost of HD in most private hospitals averages to ₹13,000.

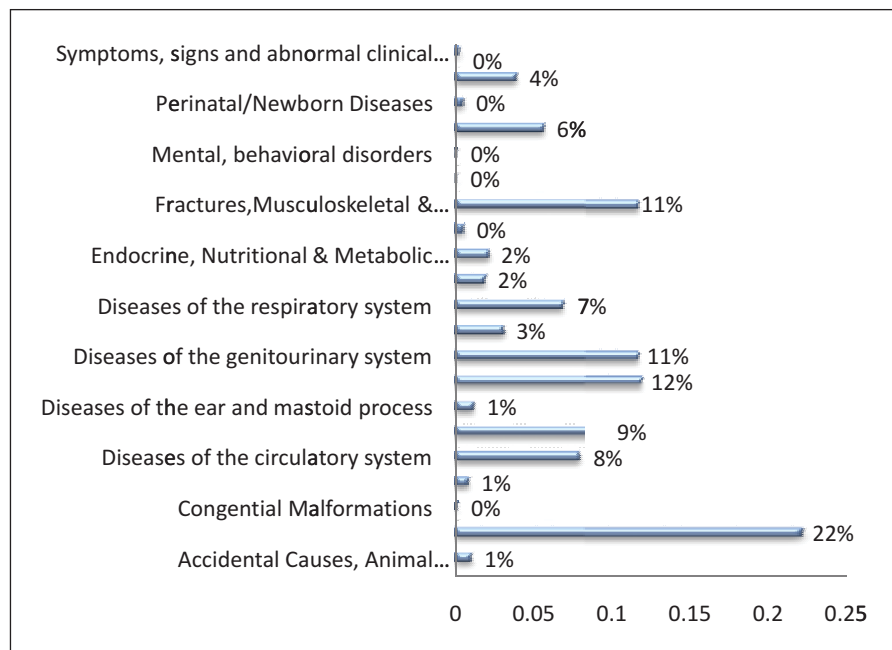
Cost of hemodialysis with single use dialyzer often exceeds the average cost of a dialysis session by 25 to 50% as can be seen in the data analysis.

4. The average monthly cost of consumables which includes medicines, for a patient on regular hemodialysis is approximately ₹10,000.

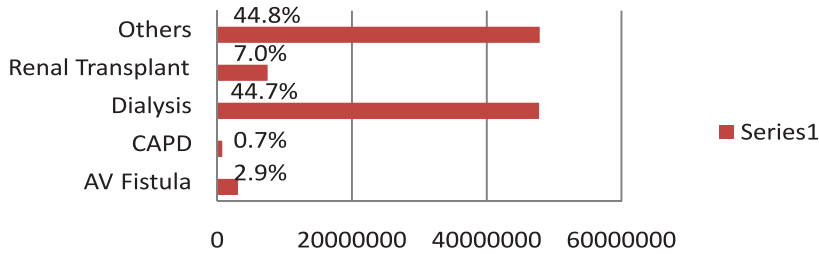
Patients on dialysis are frequently assessed and managed for anemia related conditions. This is so because a diseased kidney fails to produce erythropoietin aka EPO, a hormone that helps to regulate the Hemoglobin. Many people on dialysis have low Hemoglobin and need to take some dose of EPO. The cost of EPO varies from company to company and depends on the strength (number of units).

2,000 units - ₹300 to ₹750
 4,000 units - ₹800 to ₹2000
 10,000 units - ₹1800 to ₹3000

5. The total annual cost incurred on a patient on Maintenance Hemodialysis is approximately INR 2,60,000 (including cost of Weekly Hemodialysis, Investigations and Medications), an equivalent of \$5200,



Paid Amount for Genitourinary Diseases



which is a huge difference from the annual cost of \$60,000 in the US and UK. Despite India being the cheapest medical destination, nearly 80% of the patients are not able to afford the medical care of this level.

The growing number of ESRD patients devours a great proportion of healthcare budget and also insurance payouts. An accurate estimate of the cost of caring for patients with ESRD and a better understanding of the scope and magnitude of the total economic burden of ESRD would help in making policy decisions.

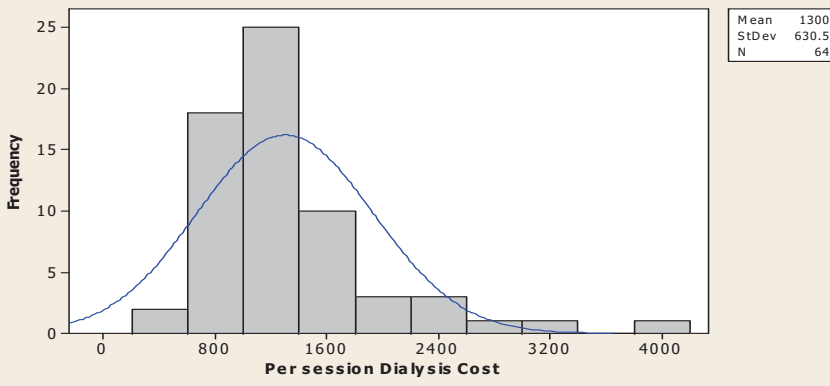
Data analysis done on the paid claims for dialysis showed that 40% of the cases were reported with ESRD as a complication of diabetic nephropathy and nearly 65% of the cases were reportedly diagnosed with hypertension at some stage or the other. Many cases were found to be in 3-4 year of policy renewal after the initial diagnosis, indicating that regular hemodialysis not only improves the quality of life for a patient of ESRD but also the survival rate.

50 percent of dialysis patients, and 82 percent of those who receive a preemptive transplant, are still alive three years after the start of ESRD therapy — numbers that help illustrate the extreme vulnerability of these patients when compared to the general population.

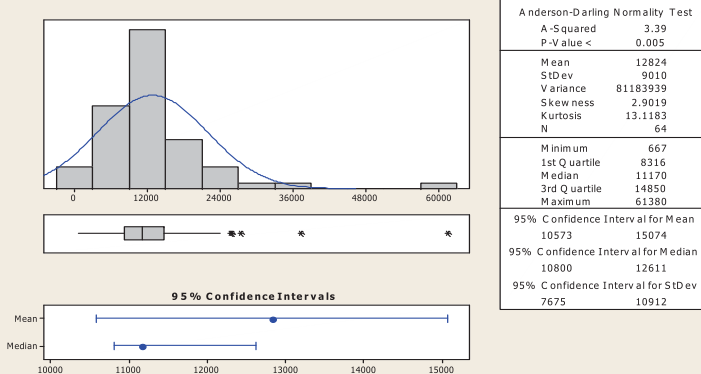
DISCUSSION AND RECOMMENDATIONS:

End Stage Renal Disease is a devastating medical, social and economic problem for patients and their families. The exact number of patients with END STAGE RENAL DISEASE in India is not known because of a lack of state and national renal registry. Based on available data, roughly 1.5 – 2 lac new patients are added every year in India. Hemodialysis remains the major treatment modality for majority of these patients. Roughly only 4% of patients can pay for regular dialysis from pooled family resources, 60% take help from employers or accept charity, and 30% sell property, jewelry and other assets whereas 20% take loans.

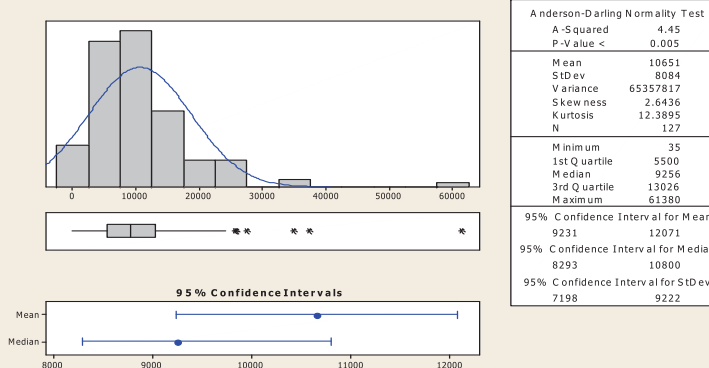
Histogram (with Normal Curve) of Per session Dialysis Cost



Summary for Dialysis Session Monthly Cost



Summary for Consumables Monthly Cost



Approximately 70% of Hemodialysis units are in the private sector. Average cost of dialysis session varies from ₹800-1300 in case of multiple use dialyzers for sero negative- patients. Cost of routine consumables including medications and investigations is approximately ₹10000 per month. An average Indian with a per capita income of approximately ₹40,000/- just can't afford this treatment for a sustained period. Due to the ever mounting financial burden of the disease, insurance is being looked at as a viable financing option for patients suffering from ESRD.

This study is a sincere attempt to determine the viability of cost containment measures that can be taken by an insurance company without compromising the quality of medical care.

To make medical care affordable, some salient recommendations that insurance companies should consider are:

1. Multiple Use vs. Single Use Dialyzers:

In hemodialysis, blood is removed from the body and filtered through a man-made membrane called a dialyzer, or artificial kidney, and then the filtered blood is returned to the body.

Two broad categories of dialyzers used are: Single use and Multiple use.

The average cost of dialysis session with a single use dialyzer is INR 3500, almost twice that of multiple use dialyzers.

The National Kidney Foundation takes no position for or against dialyzer reuse. The principal reason for the practice of reuse is economical. There is no conclusive evidence to substantiate the notion that either morbidity or mortality associated with single use or reuse is different.

Insurance companies should look at a co-payment model in such cases or full reimbursements should be allowed only for cases where the patient has tested sero-positive for Hepatitis B or HIV. The medical necessity of the use of single use dialyzers gets justified only in such cases.

2. Bundling of charges

As can be seen from the statistical analysis, there is a huge variability in the monthly maintenance cost for a patient on regular hemodialysis. The main reason for the variability depends on the following factors:

- Type of dialyzer
- Dose and brand of medicines (especially EPO)
- Investigations

Regular dialysis does not require additional medical expertise and infrastructure which otherwise leads to a high variability, with the use of Standard Treatment Guidelines, insurance companies should look at bundling of payouts related to Dialysis procedure, cost of consumables and investigations.

3. Use of generics

Generic drugs can reduce healthcare costs in multiple ways, they cost less because the companies that make them don't have to pass along the costs of advertising and research and development like the original drug maker. Also, competition between drug makers helps keep the prices of generic drugs lower. Insurance companies should promote the use of generic drugs.

4. Any one illness

“Any one illness means continuous period of illness and it includes relapse within 45/105 days from the date of last consultation with the hospital/nursing home where treatment may have been taken”.

This is an ambiguous and potentially controversial clause for cases of dialysis. When the clause is taken in true letter and spirit, the claims for dialysis would be considered under the current year Sum Insured, even when the hospitalization falls in the succeeding year, at times exhausting the entire sum insured.

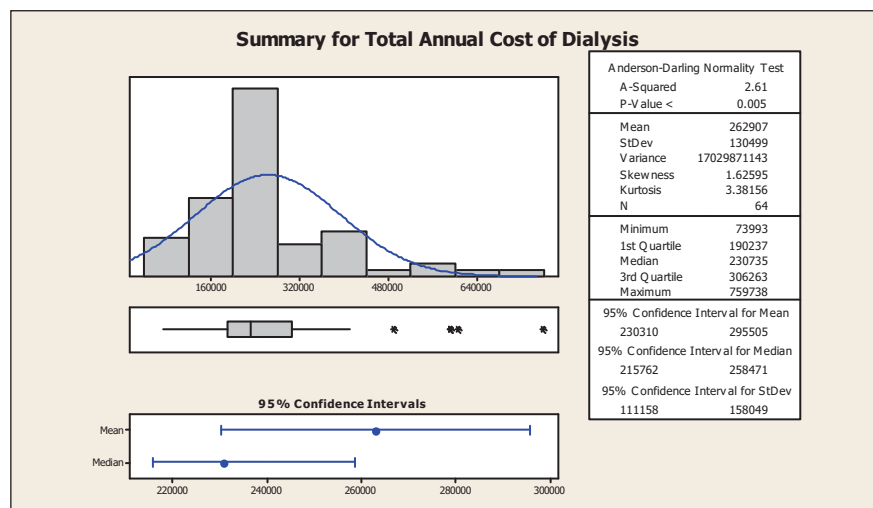
Insurance companies should deliberate whether conditions like dialysis and chemotherapy should be covered under the said clause.

5. Diabetes

The lifestyle disease is reaching epidemic proportions. Undetected diabetes is a major hidden danger for insurance companies. This is so because such cases are not only a prime reason for adverse selection but also prone to micro vascular diseases and complications like nephropathy due to delay in diagnosis and timely medical intervention.

The under-shown figures display the epidemiological burden of disease (diabetes) and its complications

A population based study reported that the prevalence of overt nephropathy was 2.2 per cent in Indians while microalbuminuria was present in 26.9 per cent. Glycated haemoglobin, duration of diabetes and systolic blood pressure were



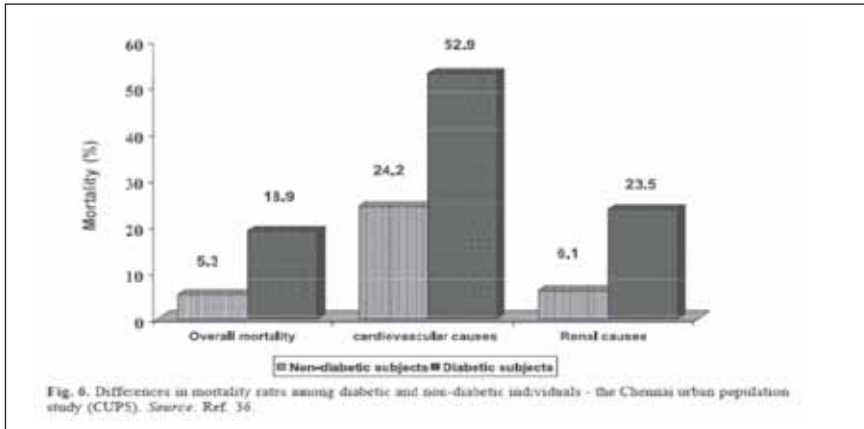


Fig. 6. Differences in mortality rates among diabetic and non-diabetic individuals - the Chennai urban population study (CUPS). Source: Ref. 36.

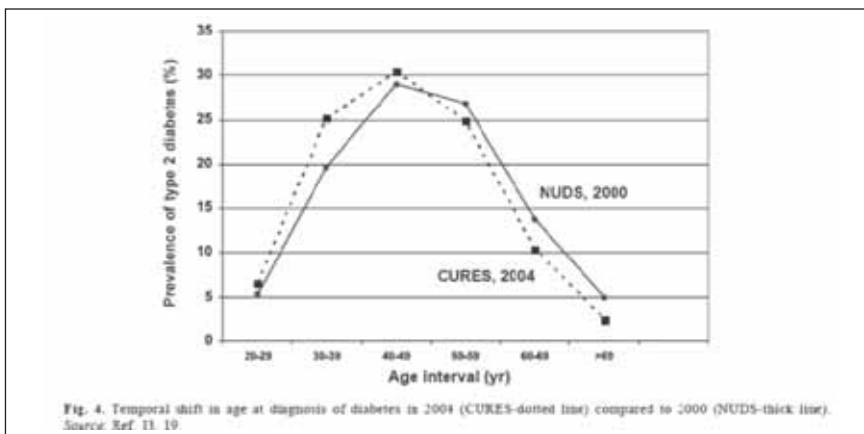


Fig. 4. Temporal shift in age at diagnosis of diabetes in 2004 (CURES-dotted line) compared to 2000 (NUDS-thick line). Source: Ref 11, 19.

independently associated with diabetic nephropathy.

Insurance companies should consider a precursor test for diabetes Hba1c to be made mandatory in pre insurance check-up before issuing a policy, especially for age group of >35 years.

The HbA1c test (hemoglobin A1c, glycosylated hemoglobin A1c, glycohemoglobin A1c, or A1c test) is a lab test, which reveals average blood glucose over a period of two to three months.

Specifically, it measures the number of glucose molecules attached to hemoglobin, a substance in red blood cells.

1. People who do not have diabetes generally have an HbA1c level of less than 6%. This means that less than 6% of their hemoglobin molecules have glucose permanently attached.
2. Based on the results of studies such as the Diabetes Control and Complications Trial (DCCT), which

showed that tight blood glucose control could reduce the risk of diabetic eye, kidney and nerve disease, the American Diabetes Association (ADA) recommends that people with diabetes try to keep their HbA1c level below 7%.

CONCLUSION:

End Stage Renal disease is a financially draining disease for an individual and the resource pool of an insurance company. With the growing penetration of Health insurance amongst the rural and urban population of the country, it becomes necessary for the insurance companies to revisit their policies to plug avoidable leakages and ensure that the limit resource is used judiciously without compromising and denying the quality of necessary medical care to the insured population.

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The author is Manager - Training , MDIndia Healthcare Services (TPA) Pvt. Ltd.

प्रकाशक का संदेश



ऐतिहासिक रूप से मोटर बीमा व्यवसाय कारोबार का एक ऐसा क्षेत्र माना गया है जो बहुत अधिक लाभकारी नहीं है। इसके अलावा, विगत कुछ दशकों के घटना-क्रम ने साधारण बीमाकर्ताओं के लिए हानिकारक प्रवृत्तियों की दिशा में आगे और योगदान किया है। इस प्रकार, कुल प्रीमियमों के तौर पर समूचे संविभाग का सबसे बड़ा खंड होने के बावजूद मोटर बीमा हितधारकों के लिए एक अत्यधिक वादग्रस्त और विवादास्पद वर्ग बना हुआ है। वाहनों की संख्या, मरम्मत के खर्च और अन्य प्रासंगिक व्ययों में तीव्र वृद्धि के चलते दावों की लागत में केवल बढ़ोतरी हो रही है जिससे यह न केवल खिलाड़ियों के लिए, बल्कि इसके साथ संबद्ध सभी हितधारकों के लिए भी एक अत्यंत चुनौतीपूर्ण वर्ग बन गया है।

सुदृढ़ जोखिम अंकन पद्धतियाँ सदैव बीमे की किसी भी श्रेणी में प्रतिकूल दावा अनुपातों का सामना करने के लिए अत्यावश्यक मानी गई हैं; तथा मोटर बीमा इसका अपवाद नहीं है। जबकि इसमें कोई संदेह नहीं है कि किसी भी उचित निर्धारण से आगे, विशेष रूप से मोटर बीमे के वाणिज्यिक वाहन खंड में उपादानों का तत्व निहित है; जोखिम अंकन के समय विभिन्न उपादानों के संबंध में व्यवहार करते हुए सतर्कता बरतना अनेक दावों पर नियंत्रण रखने में निश्चित रूप से बहुत दूर तक सहायक सिद्ध होगा। खास तौर से जब प्रतिकूल चयन अनुपात आज ज्वलंत समस्या बने हुए हैं, जोखिम अंकन के समय इस प्रकार की सचेतनता अनिवार्य है।

भारतीय क्षेत्र में यह तथ्य सामान्य रूप से स्वीकृत है कि बड़ी संख्या में वाहन वैध बीमे के बिना सड़क पर चलते हैं,

यद्यपि दायित्व के पहलू को ध्यान में रखते हुए किसी भी वाहन के लिए सर्वदा बीमाकृत होना अनिवार्य है। बीमाकर्ताओं को यह सुनिश्चित करने के लिए कारगर तरीके प्रकल्पित करने चाहिए कि उनके स्वयं के प्रयासों तथा मध्यवर्तियों की संबद्धता के द्वारा नियमित रूप से नवीकरण किये जाएँ। ऐसी प्रणालियों को लागू करना भी उपयुक्त होगा जो वाहनों के यथोचित रूप से पुराने हो जाने पर उनके प्रत्यक्ष निरीक्षण की प्रथा को अपनाएँ जिससे यह सुनिश्चित किया जा सके कि बीमाकर्ताओं की आँखों में धूल झाँकने की कोई कपटपूर्ण प्रवृत्तियाँ न रहें। इस तथ्य को समझने की आवश्यकता है कि ऐसा कोई उपाय नहीं है जिससे उद्योग इस वर्ग के साथ जुड़ी हुई जटिलताओं से केवल इच्छा करने मात्र से छुटकारा पा सके। कौशल को विकसित करने की त्वरित आवश्यकता है ताकि यह सुनिश्चित किया जा सके कि चालबाजों के छलपूर्ण प्रयासों को रोका जाए, जिससे हानियाँ कम की जा सकें; तथा आगे चलकर यह वर्ग निकट भविष्य में लाभप्रद बन सके।

‘मोटर बीमा’ एक बार फिर पत्रिका के इस अंक का केन्द्रबिंदु है। बीमा एक नकदी-प्रधान उद्योग है, इस स्थिति के होते हुए लाभप्रद रूप में अतिरिक्त निधियों का निवेश एक महत्वपूर्ण प्रबंधन कार्य है। पत्रिका के अगले अंक का फोकस ‘बीमाकर्ताओं के निवेश’ पर होगा।

टी.एस. विजयन

टी.एस. विजयन
अध्यक्ष

दृष्टि कोण



हम अनौपचारिक क्षेत्र को औपचारिक रूप देने का प्रबल समर्थन करते हैं। प्रदाताओं को लाइसेंस दिया जाना चाहिए और उनका पर्यवेक्षण किया जाना चाहिए। पॉलिसीधारकों का संरक्षण करने और बीमा क्षेत्र में विश्वास को सुरक्षित रखने के लिए यह अत्यंत आवश्यक है।

श्री पीटर ब्राउम्यूलर,
अध्यक्ष, आईएआईएस कार्यकारिणी समिति।

वित्तीय बाजार अंतर्निहित अपरिवर्तनीय अनिश्चितता की स्थितियों में वर्तमान को भविष्य के साथ संबद्ध करते हैं। वे ऐसे एजेंटों से भरे हुए हैं जिनकी निर्णयन प्रक्रियाएँ आंशिक रूप से तर्कसंगत हैं, परंतु अंशतः वे भावुकतापूर्ण अनुक्रियाओं से संचालित हैं।

श्री अडाइरटर्नर
कार्यपालक अध्यक्ष, एफएसए, यूके।

वैश्विक रूप से जीवन बीमा व्यवसाय भी चुनौतीपूर्ण समय का सामना कर रहा है जो अपेक्षाकृत अधिक कठिन विनियमों, परिसंपत्तियों के निम्न और अस्थिर प्रतिलाभों तथा ग्राहकों की बदलती आवश्यकताओं के संयोजन से उत्पन्न हो रहा है।

श्री ली चुआन टेक
सहायक प्रबंध निदेशक, मौद्रिक प्राधिकरण, सिंगापुर।

संकट से पहले के वैश्विक विनियामक ढाँचे अपर्याप्त थे और प्रमुख अर्थव्यवस्थाओं में सुसंगत रूप से लागू नहीं किये गये थे। साथ ही, कुछ पर्यवेक्षी एजेंसियाँ उतनी प्रभावी नहीं थीं, जितनी कि उनसे अपेक्षा थी।

श्री जॉन एफ. लैकर
अध्यक्ष, आस्ट्रेलियन प्रुडेन्शियल रेगुलेशन अथॉरिटी।

हालाँकि जीवन बीमा व्यवसाय को अब पहले से अधिक विश्वसनीयता प्राप्त है, तो भी हम यह मानते हैं कि इस विश्वास को आगे और बढ़ाने के लिए निश्चय ही हमें अभी और अधिक कार्य करना होगा।

श्री केंजी मत्सुओ
अध्यक्ष, लाइफ इन्श्यूरेंस एसोसिएशन ऑफ जापान।

निश्चित रूप से हर बात को पॉलिसीधारक के कल्याण के नजरिये से देखने की अधिकाधिक आवश्यकता है। यदि बीमा उद्योग ग्राहकों में विश्वास का निर्माण नहीं करता, तो उसका कोई भविष्य नहीं होगा।

श्री जे. हरिनारायण
भूतपूर्व अध्यक्ष, बीमा विनियामक और विकास प्राधिकरण, भारत।



जीवन बीमा क्षेत्र में दावों का निपटान

जगेन्द्र कुमार का कहना है कि सर्विसिंग और बाजार आचारण की दृष्टि से बीमाकर्ताओं को एक मजबूत दावा प्रोसेसिंग तन्त्र विकसित करने की जरूरत है।

.... (पिछले अंक से आगे)

बीमा विनियामक विकास प्राधिकरण (पॉलिसी धारकों के हितों की सुरक्षा) विनियम 2002 के पस्तुत 8 में जीवन बीमा पॉलिसी से सम्बन्धित दावों की प्रक्रिया के बारे में, निर्धारित दिशा निर्देश इस प्रकार है।

1. जीवन बीमा पॉलिसी में उन प्रारंभिक दस्तावेजों का उल्लेख किया जायेगा जिन्हें कि दावे के समर्थन में, दावेदार द्वारा, सामान्यता प्रस्तुत किया जाना अपेक्षित है।
2. कोई भी प्रश्न अथवा अतिरिक्त दस्तावेजों की मांग तथा सम्भव टुकड़ों में न होकर एक ही बार में दावे की प्राप्ति के 15 दिन के भीतर की जायेगी।
3. सभी सम्बन्धित कगजात और स्पष्टीकरण प्राप्त होने की तारीख से 30 दिन के भीतर दावे का भुगतान किया जायेगा अथवा

सभी सम्बन्धित कारण बताकर उसे विवादित माना जायेगा, केवल उस स्थिती को छोड़कर कि बीमाकर्ता की राय में इसकी जांच की जानी चाहिये।

4. जहा जांच की जाती हो, वहीं बीमाकर्ता दावा प्राप्त करने की तारीख से 6 माह के भीतर यह जांच पूरी करेगा।
5. यदि बीमाकर्ता दावे की प्रोसेसिंग में देरी करता है जो जीवन बीमाकर्ता, प्रचलित

जहा जांच की जाती हो, वहीं बीमाकर्ता दावा प्राप्त करने की तारीख से 6 माह के भीतर यह जांच पूरी करेगा।

बैंक दर से 2% अधिक दर पर, दावा राशि पर ब्याज अदा करेगा।

6. जन शिकायत निवारण निमयावली 1998 में, पॉलिसी धारकों की शिकायतों के निवारण के लिये बीमा लोकपाल (ओम्बुड्समेन) की नियुक्ति का प्रावधान किया गया है। नियमों के परन्द्दह 12 में निर्धारित की गई लोकपाल की शक्तियों में, किसी बीमाकर्ता द्वारा बीमा अस्वीकार/देरी करने से सम्बन्धित अभ्यवेदन पर विचार के प्रावधान है।

विनियमों की अनुपालना:

बीमा रेग्युलेटर बीमाकर्ताओं का आवधिक स्थलीय निरीक्षण भी करता है, जिनमें सम्बन्धित प्रावधानों के प्रतिबीमा कर्ताओं के अनुपालनक सत्यापन किया जाता है। कानूनों/विनियमों का उल्लंघन करने वाले

व्यक्तिग पालिसया

वर्ष	कुल सूचित दावे	भुगतान किये गये दावें	अस्वीकृत दावें	प्रतिलिखित दावें	वर्ष के दौरान लम्बित दावें
2006-07	627032	604178	10869	0	11985
2007-08	577322	553408	9027	339	14548
2008-09	640620	605128	12781	5796	16915
2009-10	762435	726109	14693	5741	15892
2010-11	851534	813932	17350	3837	16415

बीमाकर्ता, विनियामक कार्यवाही के भागी होते हैं। इसके अतिरिक्त बीमा प्राधिकरण ने, एकीकृत शिकायत प्रबंधन प्रणाली (आईजीएमएस) नामक एक विस्तृत शिकायत निवारण तन्त्र भी स्थापित किया है। वेबसाइट पर डाली गई शिकायतों जिनमें दावों से सम्बन्धित शिकायतें भी शामिल हैं, आई जी एम एस द्वारा देखी जाती है और

उनके निपटान का तरीका और समय वाधि जानने के लिये, प्राधिकरण द्वारा ट्रेक की जाती है। बीमाकर्ताओं के अपने भी आंतरिक “दावा समीक्षा तन्त्र/प्रक्रियाएँ” होती हैं। जिनके द्वारा वे सुनिश्चित करने का प्रयास करते हैं कि दावों के निपटान तत्परता से किये जाएँ, और यह भी कि कोई भी दावा, तुच्छ आधार पर बिना पर्याप्त दस्तावेजी सबूत

मृत्यु दावे - सामूहिक पालिसियाँ

वर्ष	कुल सूचित दावें	भुगतान किये दावे	अस्वीकृत दावे	प्रतिलिखित दावें	वर्ष में लम्बित दावें
2006-07	147764	144119	1299	0	2346
2007-08	162837	159333	1241	34	2229
2008-09	264138	260507	1412	71	2148
2009-10	309151	305739	1520	20	1872
2010-11	436201	421930	2404	268	11601

मृत्यु दावे - सामूहिक पालिसियाँ

वर्ष	कुल सूचित दावें	भुगतान किये दावे	अस्वीकृत दावे	प्रतिलिखित दावें	वर्ष में लम्बित दावें
2006-07	147764	144119	1299	0	2346
2007-08	162837	159333	1241	34	2229
2008-09	264138	260507	1412	71	2148
2009-10	309151	305739	1520	20	1872
2010-11	436201	421930	2404	268	11601

के अस्वीकृत न किया जाये। पांच वर्षों के जीवन बीमा दावों में निर्धारण की स्थिति इस प्रकार है:

गृह पांच वर्षों में प्रत्येक में कुल सूचित व्यक्तिगत दावों में से 95% से अधिक दावों का भुगतान जीवन बीमाकर्ताओं द्वारा किया जा चुका है। गत पांच वर्षों में से प्रत्येक के अन्त में जहा 2 प्रतिशत दावें अस्वीकृत किये गये, वहीं अन्य 2%, दावे निपटान हेतु लाम्बित थे जैसाकि आकड़ों से स्पष्ट है। किन्तु सामूहिक मृत्युदावों के संदर्भ में दावा निपटान अनुपात अधिक है - जैसाकि स्पष्ट है:

शोधक्षमता अनुपात:

मार्च 2001 की स्थिति में सभी जीवन बीमाकर्ता 1.5 शोधक्षम अनुपात रखने की संविधिक अपेक्षा का अनुपालन कर रहे थे। भारतीय जीवन बीमा निगम का शोध क्षमता अनुपात 1.54 था जो मार्च 2010 के बराबर ही था। यद्यपि समीक्षा धीन वर्ष में 22 से 14 निजी जीवन बीमाकर्ताओं के शोध क्षमता अनुपात में गिरावट आई फिर भी सभी जीवन बीमा कम्पनियाँ, अधिदेशित शोधक्षमता अपेक्षाओं का पालन कर रही थी। मार्च 2011 को बीमा क्षेत्र की कुल संचयी निवेश राशियाँ 15,12,638 करोड़ रुपये थी। इस सुत्र के दौरान 'एयूएम' में 18.28 प्रतिशत की वृद्धि हुई है। उद्योग द्वारा धारित कुल निवेशों में सबसे बड़ा हिस्सा जीवन

चुकता पूंजी - जीवन बीमाकर्ता (करोड़ रु.)

बीमाकर्ता	31-03-2010	2010-11 में अतिरिक्त पूंजी	31-03-2011
जीवन बीमा निगम	5.00	0.00	5.00
प्राइवेट	21014.99	2641.86	23656.85
कुल	21019.99	2641.86	23661.85

बीमाकर्ताओं का ही बना हुआ है जो कि 93% है। 31 मार्च 2011 को जीवन बीमा कम्पनियों की कुल पूंजी 23,622 करोड़ रुपये थी। 2010-11 के दौरान 2,462 करोड़ की अतिरिक्त पूंजी उद्योग द्वारा लाई गयी, वर्ष 2010-11 के दौरान वृद्धिशील पूंजी प्राइवेट क्षेत्र के बीमाकर्ताओं द्वारा लाई गयी क्योंकि सरकारी क्षेत्र की बीमा कम्पनी जीवन बीमा निगम की पूंजी में कोई भी वृद्धि नहीं हुई। एन नजर:

निजी बनाम सार्वजनिक बीमाकर्ता:

सन 2010-11 में दावा खारिज करने में, दावा निपटान में तथा लम्बित रखने में

बीमाकर्ताओं की स्थिति इस प्रकार रही जीवन बीमाकर्ताओं के परिचालन खर्चें 2010-11 में 14.04% बढ़े यही खर्चें 2009-10 में 11.84% थे। जीवन बीमा कारोबार के पारिचालित खर्चें 2010-11 में 32,942 करोड़ रुपये थे जबकि 2009-10 में 28.888 करोड़ रुपये। जोखिम अर्कित सकल प्रीमियम के रूप में जीवन बीमा निगम के परिचालन खर्चें 2009-10 के 6.58% से बढ़कर 2010-11 में 8.34% हो गये। पूरे जीवन बीमा उद्योग का परिचालन व्यय अनुपात 2009-10 के 10.88 से बढ़कर 2010-11 में 11.30% हो गया।

बीमा प्राधिकरण के अथक प्रयास से भारतीय जीवन बीमा कम्पनियों में दावा निपटान की स्थिति में दिनों-दिन सुधार हो रहा है। तथा विभिन्न प्रावधानों के तहत बीमाधारकों के हितों का संरक्षण हो रहा है। बीमाकर्ताओं द्वारा समय सीमा पर भी प्रतिबद्धता दर्शायी जा रही है। हाल में बीमा निगम को आदेशित किया है कि बीमा दावों का निपटारा अधिकाधिक 6 माह की अवधि में किया जाये। प्रोसीजर को भी अब अधिक सरल बनाने पर जोर दिया जा रहा है तथा बीमा खारिज करने की प्रक्रिया को अधिक पारदर्शी बनाया गया है। बीमा के प्रति बढ़ती जागरूकता ने पॉलिसीधारकों को शिकायत निवारण के अनेक मंच प्रदान किये हुये है जहां पॉलिसीधारक अपनी दावों सम्बन्धी समस्याओं को प्राधिकरण, ओम्बड्समैन, उपभोगता मंच तथा शिकायत निवारण प्रकोष्ठ के माध्यम से हल करा सकते है। बीमाकर्ताओं द्वारा दावा प्रक्रिया आसान शीघ्रगामी तथा जनहित में बनाने से ही बीमा की प्रवेश दर धनत्व एवं जनमानस में जीवन के बीमा के प्रति अटूट विश्वास में वृद्धि सम्भव है।

बीमाकर्ता	2009-10			2010-11		
	दावे खारिज	दावे निपटारे	दावे लम्बित	दावे खारिज	दावे निपटारे	दावे लम्बित
जी.बी. निगम	1.21	96.53	1.41	1.09	97.50	1.47
आईसीआईसीआई	3.27	90.17	6.56	2.80	94.40	2.60
एचडीएफसी	4.67	91.14	4.20	3.97	96.03	0.61
अवीवा	9.75	87.11	3.14	4.10	87.11	3.14
बिरला सन	10.62	89.09	5.82	4.99	94.66	0.35
इन्डिया फर्स्ट	7.69	53.85	38.46	9.40	90.58	0.03
एस बी आई	14.75	83.27	1.96	16.74	82.24	1.03
आईडीबीआई	23.81	49.52	26.67	21.00	65.00	14.00
मैक्स	12.31	65.51	7.14	14.85	78.01	7.14

लेखक एक वरिष्ठ बीमा पेशेवर हैं।

कैसा बढ़ेगा बीमा उद्योग का कारोबार

जगेन्द्र कुमार का कहना है कि बीमा कारोबार को बढ़ाने के लिये बीमा प्राधिकरण पालिसी धारकों एवं बीमा कम्पनियों के बीच सन्तुलन रखना चाहता है।

बीमा विनियामक एवं विकास प्राधिकरण का मानना है कि इस साल बीमा कारोबार की विकास दर पिछले साल के मुकाबले बेहतर होगी। वित्तीय सत्र 2012-13 की अप्रैल जुलाई अवधि में बीमा क्षेत्र की विकास दर पिछले साल की समान अवधि के मुकाबले 17 प्रतिशत रही है। हालांकि पूरे साल यह वृद्धि दर बरकरार नहीं भी रह सकती है। बीमा कारोबार को बढ़ाने के लिये बीमा प्राधिकरण पालिसी धारकों एवं बीमा कम्पनियों के बीच सन्तुलन रखना चाहता है। लेकिन फिलहाल बीमाकर्ताओं को लग रहा है कि इरडा का झुकाव पालिसीधारकों की ओर अधिक है और वे चाहती हैं कि दोनों पक्षों के हितों के बीच फिर से सन्तुलन स्थापित हो। इस माह के शुरु में वित्त मन्त्री ने नौ माह पहले गठित उद्योग पैनल से बीमा उद्योग की रफ्तार बढ़ाने के तरीकों के बारे में सुझाव मांगे थे। इन सुझावों पर विचार के लिये एक बार फिर बैठक होगी। वित्त मन्त्रालय ने फैसला किया है कि प्रत्येक मुख्य कार्यकारी उद्योग से जुड़े मुद्दे उनके समाधान के सुझाव के बारे में व्यापक नोट तैयार करेंगे। पिछले दो सालों से बीमा उद्योग नियमों में बदलाव के दौर से

गुजर रहा है। सितम्बर 2010 में आई आर डी ए ने यूलिप पर शुल्क और कमीशन की अधिकतम सीमा तय कर दी थी, जिससे 2011-12 में यूलिप के लिये औसत कमीशन घटकर 4 फीसदी रह गया जो 2009-10 में 10 फीसदी था। इस साल अप्रैल जुलाई के दौरान बीमा कम्पनियों को नई योजनाओं से 31,180 करोड़ रुपये की कमाई हुई है। जिसमें से 80 फीसदी हिस्सा पारम्परिक योजनाओं के है। कारोबार में पारदर्शिता और ग्राहकों का ज्यादा लाभ पहुंचाने के लिये इरडा नये दिशानिर्देश ला रहा है। विश्व बैंक की रिपोर्ट के अनुसार वर्ष 2015 तक 63 करोड़ भारतीयों के पास

स्वास्थ्य बीमा पालिसी होगी। अभी लगभग 35 करोड़ लोग ही इसके दायरे में हैं। स्वास्थ्य बीमा के कुल प्रीयिम में 19 फीसदी की वृद्धि होने का अनुमान है। अगले तीन वर्षों के स्वास्थ्य बीमा का आकार 35 हजार करोड़ का होगा।

जागरूकता का अभाव

भारत के छोटे शहरों एवं गावों में बीमा कारोबार का प्रसार एवं जानकारी बहुत ही कम है। यहां तक कि स्वास्थ्य जीवन बीमा के बारे में लोग अच्छी तरह परिचित नहीं है। बीमा कम्पनियों ने भी इस बारे में गम्भीरता से प्रयत्न नहीं किये हैं, जिसका मूल कारण है कि ग्रामीण इलाकों में बीमा कारोबार करना आर्थिक नजरिये से फायदेमन्द नहीं है। सरकारी क्षेत्र की साधारण बीमा कम्पनियों ने टीयर-टू-शहरों में प्रीफर्ड प्रोवाइडर नेटवर्क (पी.पी.एन) के विस्तार की योजना फिलहाल टाल दी है। छोटे शहरों में स्वास्थ्य बीमा कारोबार कम हाने के कारण टीपीए (तृतीय पक्ष प्रशासक) इन शहरों में जाने से कतरा रहे हैं। दूसरी ओर पुणे की एक कम्पनी इन्डिया फोरेसिनक ने यह दावा किया है कि

**इस साल अप्रैल
जुलाई के दौरान बीमा
कम्पनियों को नई
योजनाओं से 31,180
करोड़ रुपये की कमाई
हुई है।**

विभिन्न तरह की घोखाघड़ी के मामलों के चलते भारतीय बीमा कम्पनियों को गत वर्ष में 30,000 करोड़ रुपये से अधिक का चूना लगा है। नुकसान के प्रमुख कारणों में कम्पनी कर्मचारियों तथा बाहरी लोगों के बीच सांढगाठ, फर्जी दस्तावेज तथा मृत्यु दावों के लाभ के लिये दस्तावेजों में गडबडी शामिल है। रिपोर्ट में कहा गया है कि बीमा क्षेत्र को इस मंच में 30,401 करोड़ रुपये का नुकसान हुआ जो कि 2011 में बीमा उद्योग के कुल आकार का लगभग 9 प्रतिशत है। अभी सरकार ने ग्रामीण क्षेत्रों तक बीमा उत्पादों का लाभ पहुंचाने के लिये क्षेत्र में नई पूंजी लाने पर जोर देते हुऐ कहा कि बीमा क्षेत्र में छः अरब डालर (250 अरब रुपये) की तुरन्त जरूरत है। देश में बीमित आबादी का अनुपात काफी कम है और दूरदराज तक बीमा उत्पादों को लेजाने के लिये नई पूंजी चाहिये। व्यापारियों को दुकान का बीमा न तो ज्ञात है नही उन तक बीमा विक्रेताओं की पहुँच है। जहाँ विदेशों में आतंक, अपहरण, रोजगार, खूबसूरती, शारिरिक अंगों तथा गर्भवतियों का डिलीवरी बीमा होती है वहीं हमारे यहां अभी अच्छे कृषि, स्वास्थ्य, महिला तथा शादी बीमा भी उपलब्ध नही है जिनकी सख्त आवश्यकता है।

व्यवाहारिक सुझाव

1. जीवन बीमा कारोबार को बचत के विभिन्न साधनों के तौर पर देखा जाना चाहिये। अगर महगाई या अन्य कारणों से बचत कम होती है तो इसका असर बीमा कारोबार पर भी पड़ेगा।
2. वित्त मन्त्रालय ने निजी और सार्वजनिक क्षेत्र की कम्पनियों के साथ अहम बैठक

**जहाँ विदेशों में आतंक,
अपहरण, रोजगार,
खूबसूरती, शारिरिक अंगों
तथा गर्भवतियों का
डिलीवरी बीमा होती है वहीं
हमारे यहां अभी अच्छे कृषि,
स्वास्थ्य, महिला तथा शादी
बीमा भी उपलब्ध नही है।**

- के वाद आठ सामितियों का गठन किया है। इन समितियों की अगुवाई बीमा कम्पनियों के मुख्य कार्याधिकारी करेंगे। ये समितियाँ योजनाओं के वितरण से लेकर उन्हें मंजूरी मिलने समेत अन्य व्यापक मामलों पर रिपोर्ट तैयार करेंगी।
3. पारम्परिक जीवन बीमा योजनाओं के नियमों में बदलाव करने के प्रस्ताव की दोबारा समीक्षा की जा रही है जिसमें योजना की गारन्टी सरैन्डर मूल्य को बढ़ाने की जरूरत बताई गई है। इसमें पारम्परिक योजना धारकों को सात साल बाद प्रीमियम और बोनस देने का प्रस्ताव है, जिसमें बीमा एजेन्टों का कमीशन घटेगा और मार्जिन पर असर पड़ेगा।
 4. पेंशन योजनाओं को मंजूरी देने के लिये भी एक आक्रामक रणनीति का सुझाव दिया गया है।
 5. हाल के महीनों में जीवन बीमा से प्रमियम आय में लगातार कभी को देखते हुये जीवन बीमा कम्पनियों ने स्वास्थ्य बीमा

पर ज्यादा ध्यान देना शुरु कर दिया है। लगभग आधा दर्जन जीवन बीमा कम्पनियों स्वास्थ्य बीमा क्षेत्र में उतर आई है। कुछ कम्पनियां देश से बाहर इलाज कराने का कवरेज भी दे रही है।

6. हाल ही में वित्त मन्त्रालय ने बीमा प्राधिकरण को हर तरह की पालिसियों को एक महीने के भीतर मंजूरी देने को कहा है। बीमा नियामक को इन पालिसियों पर तत्कार फैसला लेना होगा। उसके पास दो दर्जन स्वास्थ्य बीमा पॉलिसियों के आवेदन पडे है। इससे स्वास्थ्य बीमा बाजार में तेजी आने के आसार है।
7. वर्तमान सरकार ने अक्टूबर 2012 को अर्थ व्यवस्था में सुधार के लिये एक बार फिर बडे फैसले लिये है। बीमा और पेंशन कारोबार में विदेशी निवेश से सम्बंधित प्रस्ताव को मंजूरी दी है। बीमा विधेयक में एफ डी आई की सीमा 26 से बढ़ाकर 49% कर दी गई है। इसे लागू करने के लिये मंजूरी बाकी है।

नकारात्मक प्रभावः

1. आयकर अधिनियम के संशोधन से बीमा कारोबार पर नकारात्मक प्रभाव पड़ेगा।
2. निवेश मौजूदा 10 प्रतिशत से बढ़ाना व्यावहारिक नहीं है क्योंकि ऐसा करना बीमा अधिनियम के अनुसार नहीं होगा। निवेश की सीमा 10 प्रतिशत से अधिक करने के लिये बीमा अधिनियम में संशोधन करने होंगे।
3. विकसित देशों की बहुराष्ट्रीय बीमा कम्पनियाँ देश में डेरा जमा रही है। हमे

यह नहीं भूलना चाहिये कि ये कब और कहाँ दिवालिया हो जाये। जान माल का बीमा करने के बहाने देश के लोगों की गाड़ी कमाई या जमापूँजी डकार कर ये कभी भी अपना कारोबार समेट कर यहां से रफू चक्कर हो सकती है। बीते सितम्बर 2008 को सबसे बड़ी अमेरिकी बीमा कम्पनी ए आइ जी (अमेरिकन इन्टनेशनल ग्रुप) के दिवालिया होने की खबर आयी थी। पिछले कुछ वर्षों के दौरान उसने कुल 18.5 अरब डालर का नुकसान झेला था। अगर इसे अमेरिकी सरकार से 8.5 अरब डालर की फौरी सहायता न मिली होती तो वह पूरी तरह से डूब गयी होती। वर्ष 2007 में भी ए आइ जी 39.6 अरब डालर की धनराशि 'राइट डाउन' कर चुकी है। इसी तरह म्यूनिख स्थित एलियांज एस ई ने वर्ष 2007 में 1.3 अरब यूरो को राइट डाउन किया था। ए आइ जी टाटा के साथ और एलियान्स बजाज के साथ संयुक्त उपक्रम करके भारत में कारोबार कर रही है।

4. स्वास्थ्य बीमा कारोबार में सबसे बड़ी चुनौती लागत पर अकुंश रखना है साथ ही स्वास्थ्य बीमा का प्रीमियम भी आम आदमी की पहुँच में होना चाहिये। इसलिये प्रीमियम बढ़ाने के प्रभाव नकारात्मक होंगे
5. गैर जीवन बीमा खण्ड में मोटर और स्वास्थ्य बीमा नुकसान उठा रहा है जिसकी हिस्सेदारी बीमा उद्योग में 65 फीसदी है। मोटर बीमा के लिये घाटे का अनुपात 150 फीसदी से अधिक अनुमानित किया गया है, जबकि स्वास्थ्य बीमा के लिये यह 120-13 फीसदी के बीच है

6. नये बीमा उत्पादों को मंजूरी में ज्यादा समय लगाने के कारण बीमा कम्पनियों अपनी रणनीति को अन्तिम रूप नहीं दे पाती है। इससे कारोबार पर नकारात्मक असर पड़ रहा है। बीमा उत्पादों को तेजी से मंजूरी देना आवश्यक है।

आवश्यकता आधारित बीमा उत्पादों की उपलब्धि:

बीमा उत्पादों को तेजी से मंजूरी देने का रास्ता तैयार करने पर सहमति बनी हुई है। वित्त मन्त्री ने भी बाजार में कम प्रीमियम वाले बेहतर उत्पाद उतारने व इन्फ्रास्ट्रक्चर सैक्टर में फण्ड का प्रवाह बढ़ाने पर जोर दिया है। साथ ही बीमा कम्पनियों को ज्यादा प्रीमियम अर्जित करने में मदद के लिये निवेश मानकों में ढील देने पर भी सहमति हुई है। हालही में अप्रैल से अगस्त 2012 की अवधि में जीवन बीमा कम्पनियों के प्रीमियम संग्रह में उल्लेखनीय गिरावट दर्ज की गई है और यह पिछले साल की समान अवधि के मुकाबले 31.8 फीसदी घटकर 39,357.60 करोड़

गैर जीवन बीमा खण्ड में मोटर और स्वास्थ्य बीमा नुकसान उठा रहा है जिसकी हिस्सेदारी बीमा उद्योग में 65 फीसदी है। मोटर बीमा के लिये घाटे का अनुपात 150 फीसदी से अधिक अनुमानित किया गया है, जबकि स्वास्थ्य बीमा के लिये यह 120-13 फीसदी के बीच है।

रहा। इस दौरान देश की सबसे बड़ी जीवन बीमा कम्पनी एल आई सी के नये बिजनेस संग्रह में भी 3.2 फीसदी की कमी दर्ज की गई है। एल आई सी ने इस अवधि में 29,893.21 करोड़ रुपये का प्रीमियम संग्रह किया। बीमा प्राधिकरण के आंकड़ों के अनुसार अप्रैल से अगस्त 2012 की अवधि में निजी जीवन बीमा कम्पनियों ने नई पालिसियों से 9464.47 करोड़ रुपया जुटाया जो पिछले साल की समान अवधि में जुटाई गई रकम 9740.8 करोड़ रुपये से 2.8 फीसदी कम है। इस गिरावट का एक प्रमुख कारण है पर्याप्त बीमा पालिसियों का अभाव जारी रहना। वर्तमान में नवीन उत्पादों की सख्त आवश्यकता है क्योंकि इन्हें बीमा सुरक्षा का महत्व मालुम है। एक तरफ लालबाग के राजा गणेश जी को मुम्बई में 224 करोड़ का बीमा कवर चाहिये इसकी और राऊडी राठौड अक्षय कुमार का 50 करोड़ का तथा भारतीय क्रिकेट कप्तान महेन्द्र सिंह धोनी का 30 करोड़ का बीमा किया गया है। यही नहीं भारतीय मास्टर ब्लास्ट सचिन तेन्तुलकर ने अपने घर का बीमा 100 करोड़ का कराया है। भारतीय फिल्मी सितारे अपनी खूबसूरती, आवाज और अंगों का बीमा कराना चाहते हैं तथा किसान अपनी फसल, जमीन और कृषि उत्पादों का सभी को बीमा उत्पादों की आवश्यकता है। देश का विशाल असंगठित क्षेत्र, बेरोजगार लोग एवं गरीबी रेखा से नीचे का तब का बीमा सुविधा से महरुम है।

(शेष अगले अंक में....)

लेखक एक वरिष्ठ बीमा पेशेवर हैं।

GROSS PREMIUM UNDERWRITTEN BY NON-LIFE INSURERS WITHIN INDIA (SEGMENT WISE) :

Sl. No.	Insurer	Fire	Marine	Marine Cargo	Marine Hull	Engineering	Motor
1	Royal Sundaram	76.48	20.13	20.13	0.00	26.98	789.72
	Previous year	37.80	19.91	19.91	0.00	26.85	752.87
2	TATA-AIG	203.96	159.33	159.33	0.00	45.89	723.06
	Previous year	153.72	144.51	144.51	0.00	31.68	541.23
3	Reliance	139.41	24.81	24.25	0.55	72.31	967.42
	Previous year	93.05	35.75	35.07	0.69	72.26	834.85
4	IFFCO Tokio	144.06	77.63	65.09	12.54	44.53	1,120.48
	Previous year	148.88	104.37	78.45	25.92	42.90	790.07
5	ICICI Lombard	311.64	174.49	120.54	53.95	138.91	1,948.26
	Previous year	262.28	162.25	98.39	63.87	137.12	1,506.15
6	Bajaj Allianz	232.69	66.84	66.69	0.15	102.27	1,714.34
	Previous year	196.58	62.63	62.02	0.61	83.56	1,417.11
7	HDFC ERGO	210.91	61.22	48.36	12.86	54.93	556.12
	Previous year	192.86	44.20	31.75	12.44	50.89	464.92
8	Cholamandalam	70.34	35.63	35.62	0.01	20.98	772.69
	Previous year	53.98	35.66	35.66	0.00	18.71	642.17
9	Future Generali	82.76	42.13	42.13	0.00	26.37	450.09
	Previous year	63.80	29.21	29.21	0.00	20.21	387.44
10	Universal Sompo	65.40	10.95	10.95	0.00	8.87	195.76
	Previous year	54.85	7.04	7.04	0.00	6.25	154.81
11	Shriram	7.48	1.48	1.48	0.00	2.60	1,069.96
	Previous year	5.90	1.25	1.25	0.00	2.53	844.79
12	Bharti Axa	42.74	16.49	16.49	0.00	19.09	602.02
	Previous year	33.65	13.57	13.57	0.00	9.42	413.45
13	Raheja QBE	0.68	0.33	0.33	0.00	0.26	0.22
	Previous year	0.40	0.02	0.02	0.00	0.12	0.26
14	SBI	211.72	5.23	5.23	0.00	15.51	157.48
	Previous year	100.59	0.91	0.91	0.00	5.64	13.44
15	L&T	18.15	5.57	5.57	0.00	11.09	64.89
	Previous year	9.98	4.17	4.17	0.00	8.09	60.80
16	Magma HDI	0.00	0.00	0.00	0.00	0.00	24.50
	Previous year	NA	NA	NA	NA	NA	NA
17	Star Health & Allied Insurance						
	Previous year						
18	Apollo MUNICH						
	Previous year						
19	Max BUPA						
	Previous year						
20	Religare Health						
	Previous year						
	Private Total	1,818.42	702.26	622.19	80.07	590.58	11,157.01
	Previous year	1,408.33	665.45	561.93	103.53	516.24	8,824.37
21	New India	945.95	476.13	237.58	238.54	297.41	2,702.42
	Previous year	851.06	451.13	203.84	247.29	283.29	2,156.83
22	National	622.57	264.74	158.23	106.51	225.50	3,117.36
	Previous year	506.60	255.97	143.74	112.23	203.55	2,581.54
22	United India	842.30	483.93	245.80	238.13	385.53	2,490.99
	Previous year	719.69	430.08	242.10	187.98	357.06	2,054.11
23	Oriental	695.85	381.35	211.75	169.61	239.69	1,745.57
	Previous year	606.52	371.15	214.22	156.93	235.52	1,551.53
24	ECCG						
	Previous year						
25	AIC of India						
	Previous year						
	Public Total	3,106.68	1,606.15	853.37	752.78	1,148.12	10,056.34
	Previous year	2,683.87	1,508.33	803.91	704.42	1,079.42	8,344.00
	Grand Total	4,925.10	2,308.41	1,475.56	832.85	1,738.70	21,213.35
	Previous year	4,092.19	2,173.78	1,365.83	807.95	1,595.66	17,168.37

Compiled on the basis of data submitted by the Insurance companies

FOR THE PERIOD APRIL - DECEMBER (PROVISIONAL & UNAUDITED)

(₹ in Crores)

Motor OD	Motor TP	Health	Aviation	Liability	Personal Accident	All Others	Grand Total
589.88	199.83	155.71	0.00	14.29	36.82	12.88	1,133.01
561.47	191.40	171.44	0.00	11.19	26.88	24.35	1,071.30
517.90	205.16	123.17	0.84	148.97	93.26	42.48	1,540.95
419.66	121.56	101.50	0.00	130.72	89.53	29.79	1,222.67
556.47	410.95	213.68	1.79	32.62	18.72	65.34	1,536.10
518.09	316.76	176.41	3.30	16.71	21.08	40.67	1,294.08
703.40	417.07	144.79	3.53	32.27	303.26	2.08	1,872.62
522.69	267.38	125.77	6.41	33.82	20.95	147.89	1,421.05
1,326.99	621.27	1,232.82	57.99	113.91	127.39	393.88	4,499.29
1,057.58	448.57	1,222.91	92.56	93.36	103.35	232.80	3,812.78
1,223.62	490.71	402.80	6.14	112.74	42.62	137.90	2,818.34
1,034.41	382.70	296.54	19.91	91.74	42.47	139.59	2,350.15
374.53	181.59	393.34	19.67	87.85	187.39	215.55	1,786.98
305.63	159.29	312.40	17.03	83.22	135.28	20.02	1,320.83
431.89	340.80	209.28	0.00	9.73	38.44	16.93	1,174.01
387.23	254.94	202.06	0.00	12.03	34.39	11.91	1,010.91
309.07	141.03	113.20	0.00	22.72	51.72	43.43	832.43
254.83	132.62	84.97	0.00	17.35	36.24	24.59	663.81
100.79	94.97	35.64	0.00	3.24	4.06	43.59	367.53
123.43	31.39	27.21	0.00	2.37	3.93	34.14	290.59
413.40	656.57	0.00	0.00	0.44	2.53	3.03	1,087.53
362.83	481.96	0.00	0.00	0.44	2.12	2.32	859.34
444.91	157.10	156.88	0.00	6.88	21.82	10.16	876.09
307.36	106.09	106.59	0.00	2.74	16.45	6.58	602.46
0.12	0.11	0.01	0.00	10.63	0.48	3.71	16.33
0.15	0.10	0.00	0.00	5.92	0.44	3.81	10.98
98.53	58.95	5.68	16.62	1.55	60.59	19.04	493.41
11.14	2.30	2.96	16.01	0.00	5.74	6.63	151.94
41.49	23.40	9.15	0.00	3.74	2.77	2.13	117.49
39.59	21.21	4.48	0.00	3.17	1.73	4.44	96.85
14.99	9.51	0.00	0.00	0.00	0.00	0.00	24.50
NA	NA	NA	NA	NA	NA	NA	NA
		574.95			11.10	0.00	586.05
		842.93			10.42	2.76	856.11
		344.41			8.24	6.38	359.04
		249.44			6.54	5.91	261.90
		126.04			0.63	0.00	126.68
		75.57			0.00	0.00	75.57
		19.78			0.00	0.00	19.78
		NA			NA	NA	NA
7,147.98	4,009.03	4,261.35	106.57	601.59	1,011.84	1,018.53	21,268.16
5,906.10	2,918.27	4,003.21	155.22	504.78	557.54	738.18	17,373.32
1,387.17	1,315.25	2,116.80	85.24	171.21	128.22	400.87	7,324.25
1,122.27	1,034.55	1,797.94	75.94	164.19	109.99	396.71	6,287.08
1,451.72	1,665.64	1,646.03	52.05	73.11	101.14	391.85	6,494.36
1,241.80	1,339.74	1,413.82	32.51	66.48	106.64	336.36	5,503.45
1,264.58	1,226.42	2,001.16	39.26	100.45	112.56	489.28	6,945.45
1,010.98	1,043.13	1,540.65	7.02	103.54	155.28	440.94	5,808.37
824.62	920.94	1,076.66	69.50	87.28	92.65	378.09	4,766.64
750.21	801.32	903.48	58.54	85.98	120.10	465.29	4,398.12
						827.75	827.75
						700.88	700.88
						2,265.78	2,265.78
						1,795.52	1,795.52
4,928.09	5,128.25	6,840.65	246.05	432.05	434.57	4,753.62	28,624.23
4,125.26	4,218.74	5,655.89	174.01	420.19	492.01	4,135.70	24,493.42
12,076.07	9,137.29	11,102.01	352.62	1,033.64	1,446.42	5,772.15	49,892.39
10,031.36	7,137.01	9,659.10	329.23	924.97	1,049.55	4,873.89	41,866.74

Report Card: General

GROSS PREMIUM UNDERWRITTEN FOR AND UP TO THE MONTH OF JANUARY 2013

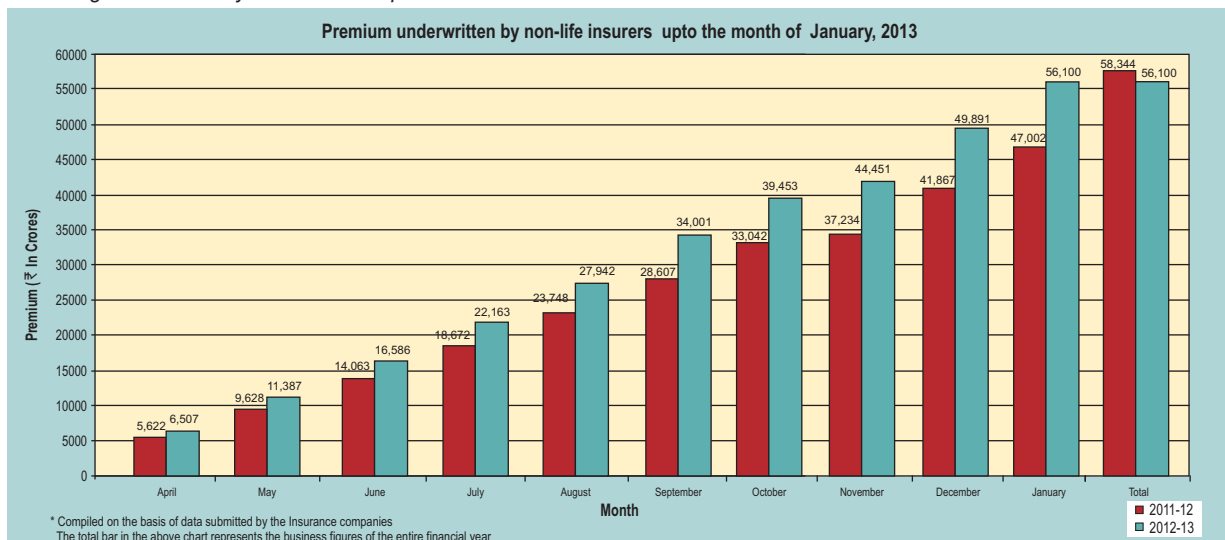
(₹ in Crores)

(%)

INSURER	JANUARY		APRIL - JANUARY		GROWTH OVER THE CORRESPONDING PREVIOUS YEAR
	2012-13	2011-12*	2012-13	2011-12*	
Royal Sundaram	144.26	124.65	1,277.27	1,195.96	6.80
Tata-AIG	192.47	147.84	1,733.42	1,370.51	26.48
Reliance General	162.11	141.72	1,698.21	1,435.80	18.28
IFFCO-Tokio	242.49	161.38	2,115.11	1,582.42	33.66
ICICI-Iombard	659.57	495.77	5,158.86	4,308.55	19.74
Bajaj Allianz	392.98	303.59	3,211.31	2,653.74	21.01
HDFC ERGO General	211.18	164.73	1,998.16	1,485.55	34.51
Cholamandalam	155.42	112.15	1,329.43	1,123.06	18.38
Future Generali	93.99	99.66	926.42	763.47	21.34
Universal Sampo	52.30	35.35	419.83	325.94	28.80
Shriram General	142.48	125.18	1,230.02	984.52	24.94
Bharti AXA General	121.40	90.16	997.49	692.61	44.02
Raheja QBE	1.21	1.15	17.54	12.13	44.60
SBI General	80.46	28.36	573.88	180.29	218.30
L&T General	12.59	12.22	130.08	109.07	19.25
Magma HDI	18.50	NA	48.99	NA	NA
Liberty	0.01	NA	0.01	NA	NA
Star Health & Allied Insurance	78.05	153.45	664.10	1,009.56	-34.22
Apollo MUNICH	109.01	86.44	468.05	348.54	34.29
Max BUPA	29.82	13.24	156.49	88.81	76.21
Religare	7.34	NA	27.12	NA	NA
New India	855.64	701.36	8,179.89	6,988.44	17.05
National	832.16	681.37	7,326.52	6,184.82	18.46
United India	693.00	608.00	7,637.43	6,416.37	19.03
Oriental	553.43	499.71	5,320.07	4,897.83	8.62
ECGC	95.50	87.29	923.25	788.17	17.14
AIC	265.74	260.71	2,531.51	2,056.23	23.11
PRIVATE TOTAL	2,907.61	2,297.04	24,181.77	19,670.55	22.93
PUBLIC TOTAL	3,295.47	2,838.44	31,918.69	27,331.86	16.78
GRAND TOTAL	6,203.08	5,135.48	56,100.45	47,002.41	19.36

Note: Compiled on the basis of data submitted by the Insurance companies

* Figures revised by insurance companies





Mr. T S Vijayan took charge as Chairman of Insurance Regulatory & Development Authority of India on 21st February 2013.

Before assuming charge as Chairman, IRDA, Mr. Vijayan worked in various capacities in the Life Insurance Corporation of India (LIC); and took over as its Chairman in 2006. He took charge at a time when competition was at its peak, consequent upon opening of the insurance sector in 2001. He steered LIC deftly through the changing scenario and with him at the helm of affairs, LIC has grown from strength to strength.

His career in LIC started as a Direct Recruit Officer in the year 1977; and some of the important assignments held by him were Managing Director, Executive Director (IT & BPR), Director and Chief Executive of LICHFL Carehomes, a subsidiary of LIC. His specialization includes Information Technology, HR & Marketing. As the first Director and Chief Executive of LICHFL Carehomes, he was instrumental in designing systems for a new venture of community living centres for senior citizens. He was the architect of the concept of Satellite Offices in LIC which brought about a revolution in customer service.

He has attended several national and international seminars in the areas of Information Technology, Strategic Management, Corporate Governance, Financial Management, Value creation in service industry etc. He has received extensive training in business schools like Indian School of Business; and apex training institutes like NIA, MDC etc. He is on the boards of many financial institutions in the country.

Mr. T S Vijayan pursued his education in Kerala and holds a special graduate degree from Kerala University. He also has a Diploma in Management. He has a passion for enhancing insurance awareness and making insurance affordable to all sections of the population.

Mr. Thai Salas Vijayan was born on 25th February 1953 at Kalliyoor, Kerala to Mr. Salas and Mrs. Loise Thai. His spouse's name is Mrs. Gladis Vijayan and they have a daughter and a son.

The Journal extends a hearty welcome to the new Chairman; and wishes him the best of everything in all his endeavours.

INSURANCE INFORMATION BUREAU

For an efficient functioning of the insurance sector, as well as protection of policyholders' interests; it was felt that reliable, timely and accurate data needs to be collected, processed and disseminated by an independent body. It was with this goal in mind that Insurance Information Bureau of India (IIB) was constituted as a separate entity. The Bureau was inaugurated in July, 2010 by the then hon'ble Finance Minister Mr. Pranab Mukherjee and was registered as a society in November, 2012 with a Governing Council consisting of 20 members.

IIB has been collecting transaction-level data of policies and claims under Health, Motor and other lines of business; and has been generating reports on the basis of the analysis of the collected data. It has been able to provide insights into the state of the industry and in assisting IRDA through provision of inputs required to make objective decisions.

Having seen that there are a good number of organisations of such nature in many developed insurance regimes, an attempt was made to understand their objectives, roles and functions in greater detail. It was during such an exercise that the Korean Insurance Development Institute (KIDI) was identified as one which is not only highly evolved but also having a similarity of profile with IIB. A contact was then established with that organisation which later resulted in a visit by a team led by the CEO of IIB to KIDI in December, 2012.

KIDI is a frontrunner among the rate-making organisations in Asia and plays a significant role in Insurance Information and Ratemaking Forum of Asia (IIRFA) consisting of KIDI, Insurance Rating Bureau of Thailand (IPRB), Insurance Services Malaysia Berhad (ISM), and Non-Life Insurance Rating Organisation (NLIRO) of Japan.

It was observed that both KIDI and IIB are backed by statutory mandate to collect data from insurers.

In view of the advancement and sophistication achieved by KIDI in the field of analytics and the help they can render to IIB to facilitate speedy development, a continued relationship and knowledge-sharing was proposed and agreed by both the sides during the aforesaid visit.

In furtherance of the above, the Chairman and CEO of KIDI Mr. Younggoo Kang visited Hyderabad on 22nd February, 2013; and the proposal for mutual cooperation was sought to be concretised through a Memorandum of Understanding.

The Memorandum of Understanding envisages working level discussions to finalise areas of cooperation and relationship between the two organizations.

The MOU was signed by Mr. R. Raghavan, CEO of IIB and Mr. Kang, Chairman and CEO of KIDI in the august presence of IRDA Chairman Mr. T. S. Vijayan (who is also the ex-officio Chairman of IIB); Mr. J. Hari Narayan, former Chairman of IRDA; and several other dignitaries.



Mr. R. Raghavan (L) and Mr. Youngoo Kang exchanging the Memoranda of Understanding. Seen in the backdrop are Mr. J. Hari Narayan (L) and Mr. T.S. Vijayan.



Mr. T.S. Vijayan speaking on the occasion. Observing him keenly is Mr. J. Hari Narayan.



A section of the dignitaries present on the occasion.

The 15th Global Conference of Actuaries (GCA) with the theme “Waves of Reforms ... Oceans of Opportunities” was held at Mumbai, between 17th and 19th February, 2013 by the Institute of Actuaries of India (IAI) and International Actuarial Association (IAA). The conference was inaugurated with a key note address by Mr. J Hari Narayan, the then Chairman, IRDA. Mr. M. Karunanidhi, President of IAI, traced the development of the Indian actuarial profession to the present; and outlined the strategies for shaping the future landscape of the Indian Actuarial Profession and insurance market. With the governments across the world introducing reforms to sustain and push growth, the forum provided a platform to discuss the opportunities that arise due to policy changes.

Inaugurating the conference, Mr. J. Hari Narayan spoke on various initiatives taken and guidelines that IRDA had issued for an orderly development of the insurance market. He further mentioned that India and other Asian insurance markets will continue to have a high volume and low ticket character for a long time to come.



Mr. J. Hari Narayan, ex-Chairman, IRDA delivering the keynote address at the conference. Also seen in the photograph (L to R) are: Mr. M. Karunanidhi; Mr. Liyaqat Khan, Chairperson, 15th GCA Organizing Group; Mr. R. Srinivasa Rao, CEO, Munich Re; and Mr. Heerak Basu, Secretary, Advisory Group on Peer Stakeholder and International Relations, IAI.

Mr. J. Hari Narayan and Mr. Liyaqat Khan engrossed in a serious discussion.



Mr. M. Karunanidhi and Mr. J. Hari Narayan watching the proceedings very keenly.

Statistical Supplement

(Monthly - December, 2012)

Name of the Insurer: Bajaj Allianz General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1827.38	23268.60	30607.00	298357.00	-16.18	4177.60	60288240.00	551631670.00
Previous year	1843.56	19658.30	33931.00	292820.00	331.24	2782.72	92870166.00	425573477.00
Marine Cargo	619.26	6669.11	13214.00	119768.00	140.30	455.92	14612092.00	94027870.00
Previous year	478.95	6201.73	14228.00	126012.00	-36.53	859.38	7129880.00	79503921.00
Marine Hull (Including Onshore & Offshore oil energy)	0.00	15.29	0.00	9.00	0.00	133.96	0.00	7791182.00
Previous year	0.00	61.28	0.00	79.00	-2.40	-268.72	0.00	1498907.00
Marine (Total)	619.26	6684.41	13214	119777	140.30	589.87	14612092.00	101819052.00
Previous year (Total)	478.95	6263.01	14228	126091	-38.93	590.66	7129880.00	81002828.00
Aviation	-2.71	613.85	9.00	124.00	-65.47	-1376.89	240659.00	10076220.00
Previous year	62.75	1991.40	20.00	256.00	-114.71	-103.44	868382.00	28069219.00
Engineering	938.98	10226.57	1548.00	12681.00	-491.06	1883.60	17815146.00	163083776.00
Previous year	1430.04	8356.34	1715.00	12753.00	477.18	1478.57	16695856.00	122506362.00
Motor Own Damage	14991.59	122362.18	377085.00	3042842.00	2963.96	18711.98	1024310.00	8255812.00
Previous year	12027.63	103441.48	316794.00	2992982.00	1177.28	8852.01	862942.00	7469308.00
Motor Third party	5908.69	49071.38	383661.00	3122521.00	1709.24	10947.35		
Previous year	4199.45	38270.01	336650.00	3030670.00	882.14	7444.28		
Motor (Total)	20900.29	171433.56	383661	3122521	4673.21	29659.33	1024310.00	8255812.00
Previous year (Total)	16227.08	141711.49	336650	3030670	2059.42	16296.29	862942.00	7469308.00
Workmen's compensation / Employer's liability	234.36	2375.61	1766.00	15296.00	-9.29	109.39	59855.00	665033.00
Previous year	243.64	2266.22	1751.00	16054.00	44.06	409.77	62973.00	427716.00
Public Liability	2.17	48.68	14.00	137.00	0.65	-0.71	12296.00	200137.00
Previous year	1.52	49.39	10.00	160.00	1.36	4.99	7574.00	289980.00
Product Liability	96.20	1576.58	59.00	597.00	17.03	430.06	88643.00	929680.00
Previous year	79.17	1152.41	59.00	488.00	38.68	289.11	132968.00	642710.00
Other Liability Covers	600.13	7273.17	350.00	2893.00	258.96	1542.27	347640.00	4450748.00
Previous year	341.17	5706.07	378.00	2720.00	98.61	900.68	473104.00	2563430.00
Liability (Total)	932.86	11274.04	2189	18923	267.36	2081.02	508434.00	6245598.00
Previous year (Total)	665.50	9174.09	2198	19422	182.71	1604.55	676619.00	3923836.00
Personal Accident	414.27	4262.30	6766.00	59262.00	-239.87	42.60	3418504.00	27199370.00
Previous year	654.14	4247.27	7294.00	57548.00	148.15	290.49	4347844.00	19832454.00
Medical Insurance	3847.40	34396.86	96704.00	623752.00	1379.70	9773.02	5674299.00	31632082.00
Previous year	2467.70	24653.76	81342.00	605111.00	17.22	5453.89	3751979.00	42671381.00
Overseas Medical Insurance	403.72	5883.31	34112.00	400853.00	28.20	882.62	121348.00	5104262.00
Previous year	375.52	5000.69	36988.00	429804.00	67.39	605.96	405468.00	8098940.00
Health (Total)	4251.12	40280.17	130816	1024605	1407.89	10655.63	5795647.00	36736344.00
Previous year (Total)	2843.22	29654.45	118330	1034915	84.61	6059.85	4157447.00	50770321.00
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	-2.33	457.01	5.00	63.00	-183.32	-419.99	91977.00	5354153.00
Previous year	180.99	877.00	21.00	147.00	119.05	-657.15	700952.00	3650062.00
All Other Miscellaneous	1393.02	13333.17	51700.00	464167.00	-252.20	248.75	3260240.00	25373516.00
Previous year	1645.21	13081.59	58749.00	482485.00	268.12	627.66	10407525.00	52760852.00
Grand Total	31272.12	281833.66	620515	5120480	5240.68	47541.54	107055249.00	935775511.00
Previous year (Total)	26031.45	235014.94	573136	5057107	3516.84	28970.20	138717613.00	795558719.00

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

Amount of Premium w/ in Rural Areas		Amount of Premium w/ in Social Sector		Amount of Premium w/ in Social Sector		Amount of Premium w/ in Social Sector		Amount of Premium w/ in Social Sector	
For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to
1334.01	2402.00	22181.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
111.31	1334.01	22181.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
154.85	1206.25	2800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
35.08	289.35	764.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
30.79	350.14	7402.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
158.18	818.54	1832.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
80.50	740.76	1500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1323.23	9918.82	44896.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1019.60	8424.75	154075.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
571.05	4515.99	248731.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
379.90	3405.78	130216.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1894.28	14434.81	248731	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1399.50	11830.53	154075	0.00	0.00	0.00	0.00	0.00	0.00	0.00
39.03	317.15	2321.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
30.42	308.35	261.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40.73	363.08	207.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
24.46	236.73	2601.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
79.76	680.23	2528	0.00	0.00	0.00	0.00	0.00	0.00	0.00
54.88	545.08	4923	0.00	0.00	0.00	0.00	0.00	0.00	0.00
37.82	382.63	41572.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
63.57	473.97	43488.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
349.89	2867.75	22638.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
126.06	1030.24	19572.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
126.06	1030.24	2508.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
35.32	447.21	1399.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
307.43	2769.03	10661.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
105.38	947.49	41114.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
307.43	2769.03	98756.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2807.02	22202.03	55822	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2807.02	22202.03	406173	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2217.58	18946.00	51885	0.00	0.00	0.00	0.00	0.00	0.00	0.00



Name of the Insurer: *Bharti AXA General Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	254.76	4273.99	1867.00	14402.00	254.76	3202.03	793841.46	9359637.73
Previous year	114.69	3364.52	1054.00	12069.00	114.69	3249.84	239469.00	6779097.08
Marine Cargo	95.63	1649.05	304.00	2443.00	95.63	1206.40	971183.87	4763289.22
Previous year	62.98	1357.47	148.00	1651.00	62.98	1294.49	58510.00	2318309.88
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	95.63	1649.05	304	2443	95.63	1206.40	971183.87	4763289.22
Previous year (Total)	62.98	1357.47	148	1651	62.98	1294.49	58510.00	2318309.88
Aviation								
Previous year								
Engineering	128.86	1909.36	271.00	2030.00	128.86	958.17	141367.95	1108759.58
Previous year	69.53	941.63	123.00	1008.00	69.53	872.09	20641.20	739999.17
Motor Own Damage	6066.17	44491.42	111447.00	718115.00	6066.17	22579.39	541374.04	4641121.42
Previous year	4459.46	30735.55	59302.00	440749.00	4459.46	26276.08	245945.56	1768747.80
Motor Third party	2272.49	15710.37	111447.00	718115.00	2272.49	7935.98		
Previous year	1371.44	10609.41	59302.00	440749.00	1371.44	9237.97		
Motor (Total)	8338.67	60201.79	111447	718115	8338.67	30515.37	541374.04	4641121.42
Previous year (Total)	5830.91	41344.96	59302	440749	5830.91	35514.05	245945.56	1768747.80
Workmen's compensation / Employer's liability	44.33	328	122	1011	44.33	159.87	201024	264427
Previous year	11.15	118	42.00	403	11.15	106.87	654.99	18536
Public Liability	2	6.62	5	18.00				3145.00
Previous year	0		0		0.00		0	
Product Liability							0	
Previous year	0		0		0.00		0	
Other Liability Covers	45	353	31	203	45.48	219.62	16701	121307
Previous year	4.72	156	7.00	103	4.72	150.95	5212.44	59343
Liability (Total)	91.31	688.41	158	1232	89.81	379.50	217725.35	388879.30
Previous year (Total)	15.87	273.69	49	506	15.87	257.83	5867.43	77878.44
Personal Accident	182.21	2182.17	865.00	8204.00	182.21	1312.09	10187771.96	16340882.34
Previous year	117.97	1645.43	913.00	8719.00	117.97	1527.46	185130.05	3594628.00
Medical Insurance	1123.68	15688.28	1269.00	12691.00	1123.68	10367.64	7836.03	86548.07
Previous year	948.11	10659.39	1068.00	12644.00	948.11	9711.27	5488.47	47416.40
Overseas Medical Insurance								
Previous year								
Health (Total)	1123.68	15688.28	1269	12691	1123.68	10367.64	7836.03	86548.07
Previous year (Total)	948.11	10659.39	1068	12644	948.11	9711.27	5488.47	47416.40
Crop Insurance								
Previous year								
Credit Guarantee	25	103	1	1			0	353
Previous year								
All Other Miscellaneous	81.97	912.86	1675.00	13114.00	81.97	489.97	619293.13	1848164.45
Previous year	63.60	658.48	1140.00	11344.00	63.60	594.88	62790.83	765765.29
Grand Total	10321.69	87609.15	117857	772232	10295.59	48431.18	13480393.79	38537634.61
Previous year (Total)	7223.66	60245.58	63797	488690	7223.66	53021.92	823842.54	16091842.07

*Wherever applicable

Name of the Insurer: Cholamandalam Ms General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	644.6	7,034.0	13,355	111,562	221.5	1,636.0	2,168,433	21,481,860
Previous year	423.1	5,398.0	14,790	110,116	93.5	1,035.6	1,292,943	17,210,059
Marine Cargo	254.6	3,562.0	445	4,650	(247.6)	(4.0)	1,617,589	24,344,540
Previous year	502.1	3,566.1	757	6,286	119.4	422.4	8,155,733	37,310,784
Marine Hull (Including Onshore & Offshore oil energy)	0.0	1.1	1	3	0.0	1.1	2	109
Previous year	-	-	-	-	-	(1.1)	-	0
Marine (Total)	254.6	3,563.1	446	4,653	(247.5)	(3.0)	1,617,591	24,344,649
Previous year (Total)	502.1	3,566.1	757	6,286	119.4	421.3	8,155,733	37,310,784
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	184.5	2,098.4	748	7,426	43.4	227.0	263,145	3,830,462
Previous year	141.1	1,871.4	1,020	7,389	(88.1)	64.7	370,257	3,426,538
Motor Own Damage	5,061.0	43,188.8	66,752	573,392	576.7	4,466.0	348,873	2,944,224
Previous year	4,484.3	38,722.9	63,291	558,152	942.5	8,323.6	321,713	2,506,924
Motor Third party	4,066.2	34,080.1	67,623	578,206	1,113.9	8,585.9	-	-
Previous year	2,952.3	25,494.2	63,367	559,716	1,398.0	12,153.5	-	-
Motor (Total)	9,127.2	77,268.9	67,623	578,206	1,690.6	13,051.9	348,873	2,944,224
Previous year (Total)	7,436.6	64,217.0	63,367	559,716	2,340.5	20,477.1	321,713	2,506,924
Workmen's compensation / Employer's liability	42.5	511.0	187	2,279	(16.1)	(28.7)	7,278	103,706
Previous year	58.6	539.7	293	2,740	(78.4)	78.3	8,709	65,853
Public Liability	9.3	461.7	47	648	(30.4)	(202.0)	11,271	114,951
Previous year	39.8	663.7	83	931	91.5	230.8	15,548	163,521
Product Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Liability (Total)	51.8	972.7	234	2,927	(46.5)	(230.8)	18,549	218,657
Previous year (Total)	98.3	1,203.4	376	3,671	13.1	309.1	24,257	229,374
Personal Accident	360.9	3,843.9	1,981	12,653	(63.1)	405.1	246,119	3,594,389
Previous year	424.0	3,438.7	1,857	14,775	185.8	937.9	463,009	2,967,433
Medical Insurance	942.4	20,479.5	5,831	41,198	(752.1)	826.8	87,254	661,012
Previous year	1,694.5	19,652.7	2,725	19,021	1,136.7	6,521.6	252,661	1,100,881
Overseas Medical Insurance	35.7	448.1	1,222	13,934	(3.0)	(105.4)	2,508	25,607
Previous year	38.8	553.4	1,766	25,289	38.8	553.4	4,015	59,209
Health (Total)	978.2	20,927.6	7,053	55,132	(755.2)	721.4	89,762	686,619
Previous year (Total)	1,733.3	20,206.2	4,491	44,310	1,175.5	7,075.1	256,676	1,160,091
Crop Insurance	-	879.1	-	305	(0.8)	462.8	-	8,855
Previous year	0.8	416.4	2	30	0.8	416.4	8	8,134
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	84.9	813.6	3,367	32,143	3.7	39.4	131,624	2,866,991
Previous year	81.2	774.2	3,591	28,016	(160.7)	(1,477.4)	234,647	3,282,646
Grand Total	11,686.7	117,401.3	94,807	805,007	846.1	16,309.9	4,884,097	59,976,708
Previous year (Total)	10,840.6	101,091.4	90,251	774,309	3,679.7	29,259.8	11,119,243	68,101,982

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

Amount of Premium w/ in Rural Areas	Up to the month	For the month	No. of Policies in Rural Areas	Up to the month	For the month	Amount of Premium w/ in Social Sector	Up to the month	For the month	No. of Lives covered in Social Sector	Up to the month	For the month	No. of Lives covered *	Up to the month	For the month
1,751.7	1,311.6	29.8	9,572	75,697	447.4	4,626.6	847,319	9,408,030	-	-	-	-	-	-
18,893.2	21,237.5	279.3	13,525	106,263	-	-	-	6,819,450	-	-	-	-	13,965	-
-	336.7	-	1,323	12,962	60.2	405.3	1,961	-	-	-	-	-	-	-
-	-	-	1,424	13,324	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	305	305	-	-	-	-	-	-	-	-	-	-
1,183.6	14,540.1	22	22	141	-	-	845,358	9,394,065	-	-	-	-	-	-
393.3	13,509.6	18	18	18	-	-	-	6,819,450	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,183.6	14,540.1	22	22	141	-	-	845,358	9,394,065	-	-	-	-	-	-
393.3	13,509.6	18	18	18	-	-	-	6,819,450	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
537.7	4,039.0	8,211	8,211	61,705	-	-	-	-	-	-	-	-	-	-
865.5	6,477.6	12,079	12,079	92,495	-	-	-	-	-	-	-	-	-	-
175.6	1,355.9	8,211	8,211	61,705	-	-	-	-	-	-	-	-	-	-
303.0	2,253.6	12,079	12,079	92,495	-	-	-	-	-	-	-	-	-	-
362.1	2,683.1	8,191	8,191	61,485	-	-	-	-	-	-	-	-	-	-
562.5	4,224.0	12,054	12,054	92,119	-	-	-	-	-	-	-	-	-	-
-	28.4	-	-	26	59.5	627.4	-	-	-	-	-	-	-	-
18.7	23.0	6	6	25	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
0.7	6.4	16	16	863	327.7	3,593.9	-	-	-	-	-	-	-	-
0.3	11.5	16	16	96	-	-	-	-	-	-	-	-	-	-

Name of the Insurer: Future Generali India Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1,283.47	8,275.91	2766	23569	633.36	1,896.09	2,458,777.84	16,336,853.15
Previous year	650.11	6,379.82	2033	17187	195.28	1,753.18	1,253,093.89	2,693,358.32
Marine Cargo	444.01	4,213.46	979	8525	166.15	1,292.65	888,440.80	11,473,695.78
Previous year	277.87	2,920.81	827	6496	116.45	590.38	292,341.36	3,344,267.40
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	444.01	4,213.46	979	8525	166.15	1,292.65	888,440.80	11,473,695.78
Previous year (Total)	277.87	2,920.81	827	6496	116.45	590.38	292,341.36	3,344,267.40
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	270.94	2,636.65	638	4952	(14.51)	615.19	170,124.35	1,394,006.46
Previous year	285.45	2,021.46	589	4065	124.41	316.40	208,138.99	797,198.10
Motor Own Damage	3,514.66	30,906.51	49577	438730	457.09	5,423.90	193,656.90	1,783,116.71
Previous year	3,057.57	25,482.61	48556	418699	958.39	8,976.48	277,956.14	898,925.09
Motor Third party	1,384.81	14,102.54	76	611	(184.90)	840.85		
Previous year	1,569.71	13,261.70	48595	419066	804.31	6,981.36		
Motor (Total)	4,899.47	45,009.05	49577	438730	272.19	6,264.74	193,656.90	1,783,116.71
Previous year (Total)	4,627.28	38,744.31	48595	419066	1,762.69	15,957.83	277,956.14	898,925.09
Workmen's compensation / Employer's liability	146.23	1,181.41	744	6127	17.58	282.72	103,954.81	386,675.64
Previous year	128.65	898.69	548	4318	61.38	459.08	11,823.92	24,825.19
Public Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Product Liability	87.01	1,090.27	148	1298	0.38	254.29	37,288.27	310,937.91
Previous year	86.63	835.98	122	883	35.20	310.15	31,900.06	155,440.48
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Liability (Total)	233.24	2,271.68	892	7425	17.96	537.01	141,243.08	697,613.56
Previous year (Total)	215.28	1,734.67	670	5201	96.58	769.23	43,723.98	180,265.66
Personal Accident	382.97	5,172.46	6524	59317	122.75	1,548.38	906,471.25	16,486,901.41
Previous year	260.22	3,624.08	5815	39921	85.79	1,508.68	263,423.02	6,485,327.33
Medical Insurance	2,996.01	10,499.89	1926	16105	2,342.39	2,772.05	103,954.81	386,675.64
Previous year	653.62	7,727.84	1625	12964	(484.21)	1,090.37	11,197.22	75,767.02
Overseas Medical Insurance	58.20	820.42	3493	46076	(2.61)	51.34	16,057.02	325,305.83
Previous year	60.81	769.08	3415	46242	4.75	98.91	25,080.90	34,804.71
Health (Total)	3,054.21	11,320.31	5419	62181	2,339.79	2,823.39	120,011.83	711,981.47
Previous year (Total)	714.42	8,496.92	5040	59206	(479.46)	1,189.32	36,278.12	110,571.73
Crop Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	412.84	4,343.36	4286	40131	75.79	1,884.49	443,328.71	5,335,604.80
Previous year	337.05	2,458.87	2115	20603	184.95	975.67	212,371.24	507,321.19
Grand Total	10,981.16	83,242.88	71081	644830	3,613.47	16,861.93	5,322,054.74	54,219,773.34
Previous year (Total)	7,367.69	66,380.95	65684	571745	2,086.69	23,060.70	2,587,326.74	15,017,234.83

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
246.49	863.29	300	2218						
50.99	491.09	229	1939						
10.72	550.89	73	645						
20.05	342.54	62	455						
11.33	216.98	56	444						
9.28	177.86	42	319						
269.71	2,503.42	4022	36880						
292.07	2,486.52	4699	40202						
123.23	1,365.37								
177.57	1,451.05	-	-						
392.94	3,868.79	4022	36880	-	-	0	0		
469.64	3,937.57	4699	40202	-	-	0	0		
3.74	77.43	20	313						
4.43	81.77	39	238						
2.77	41.30	11	79						
(0.00)	27.39	(1)	12						
6.51	118.73	31	392	-	-	0	0		
4.43	109.17	38	250	-	-	0	0		
8.69	118.23	453	5496	0.23	33.84	8789	83138		
6.01	92.63	409	2616						
8.00	100.88	78	871					107226	384277
4.05	171.86	83	689					21552	299718
4.50	42.62	245	2486						
3.95	37.16	226	2239						
12.50	143.50	323	3357	-	-	0	0	107226	384277
8.00	209.02	309	2928	-	-	0	0	21552	299718
144.07	1,416.07	2709	23681						
94.45	488.40	836	8798						
833.24	7,296.49	7967	73113	0.23	33.84	8789	83138	107226	384277
662.85	5,848.28	6624	57507	-	-	0	0	21552	299718

(Premium in ₹ Lakhs)

Name of the Insurer: *HDFC ERGO General Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1,307.02	21,091.29	5,163	39,864	(22.42)	1,805.28	1,198,402	49,516,160
Previous year	1,329.43	19,286.00	4,424	35,384	445.21	5,420.90	2,676,539	44,054,887
Marine Cargo	598.15	4,836.12	260	2,394	358.17	1,660.94	5,294,272	20,614,500
Previous year	239.98	3,175.17	247	1,844	61.89	1,081.89	1,010,620	12,320,810
Marine Hull (Including Onshore & Offshore oil energy)	266.08	1,286.02	50	324	174.11	41.63	241,875	665,542
Previous year	91.97	1,244.39	26	308	(159.59)	56.72	19,287	183,633
Marine (Total)	864.23	6,122.13	310	2,718	532.28	1,702.57	5,536,147	21,280,042
Previous year (Total)	331.95	4,419.56	273	2,152	(97.70)	1,138.61	1,029,907	12,504,443
Aviation	165.50	1,966.70	8	44	134.85	263.47	746,966	2,632,359
Previous year	30.65	1,703.22	5	43	(152.09)	(1,274.20)	166,259	1,745,638
Engineering	439.17	5,492.95	510	3,801	(149.60)	403.88	101,803	1,579,312
Previous year	588.78	5,089.08	579	3,538	147.64	1,515.54	1,018,137	3,994,843
Motor Own Damage	4,833.35	37,453.00	67,860	516,400	762.10	6,889.87	318,737	2,429,305
Previous year	4,071.26	30,563.13	58,514	441,984	1,417.37	9,785.36	268,312	2,038,685
Motor Third party	2,265.43	18,159.26	121,823	950,153	170.15	2,230.52		
Previous year	2,095.28	15,928.74	104,893	776,098	1,077.16	8,049.90		
Motor (Total)	7,098.78	55,612.26	121,823	950,153	932.25	9,120.39	318,737	2,429,305
Previous year (Total)	6,166.53	46,491.87	104,893	776,098	2,494.53	17,835.26	268,312	2,038,685
Workmen's compensation / Employer's liability	51.18	517.46	98	741	2.38	143.76	16,081	148,410
Previous year	48.81	373.71	54	493	25.69	144.25	41,657	378,861
Public Liability	10.94	176.45	15	155	4.09	51.62	8,340	122,176
Previous year	6.84	124.83	16	160	(1.31)	(40.77)	7,668	(328,140)
Product Liability	(13.65)	454.81	1	24	(36.30)	223.34	(3,150)	28,590
Previous year	22.65	231.47	2	25	(17.20)	39.41	3,700	21,841
Other Liability Covers	1,315.91	7,636.46	84	978	(62.73)	44.08	281,009	1,947,864
Previous year	1,378.64	7,592.38	130	967	848.24	1,926.98	7,764,815	9,319,477
Liability (Total)	1,364.38	8,785.19	198	1,898	(92.56)	462.80	302,280	2,247,040
Previous year (Total)	1,456.94	8,322.39	202	1,645	855.42	2,069.87	7,817,840	9,392,040
Personal Accident	2,307.07	18,738.65	125,312	1,058,188	481.08	5,210.24	1,784,803	38,325,666
Previous year	1,826.00	13,528.41	104,389	818,999	482.02	4,093.68	20,678,802	33,129,592
Medical Insurance	4,450.30	37,472.17	47,707	358,117	945.34	7,615.89	186,156	1,463,805
Previous year	3,504.95	29,856.29	45,905	327,438	643.28	6,323.86	156,535	1,163,722
Overseas Medical Insurance	46.73	1,862.11	1,270	10,786	(281.60)	477.93	2,806,657	18,195,388
Previous year	328.33	1,384.18	773	5,890	270.39	770.94	32,960	7,466,164
Health (Total)	4,497.03	39,334.28	48,977	368,903	663.75	8,093.81	2,992,813	19,659,193
Previous year (Total)	3,833.28	31,240.47	46,678	333,328	913.67	7,094.80	189,495	8,629,886
Crop Insurance	1.80	693.56	1	7	1.80	693.56	31	12,349
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	535.23	20,861.40	356	4,513	433.59	18,859.84	402,370	3,576,693
Previous year	101.64	2,001.56	258	1,821	62.69	1,253.77	164,964	2,509,888
Grand Total	18,580.21	178,698.40	302,658	2,430,089	2,915.02	46,615.84	13,384,352	141,258,118
Previous year (Total)	15,665.19	132,082.56	261,701	1,973,008	5,151.40	39,148.23	34,010,255	117,999,900

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered * Up to the month	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
65.50	981.67	351	2,659	-	-	-	-	-	-
41.31	764.42	256	1,935	-	-	-	-	-	-
14.05	122.33	25	252	-	-	-	-	-	-
3.79	74.21	34	197	-	-	-	-	-	-
49.67	57.49	2	10	-	-	-	-	-	-
-	8.45	-	2	-	-	-	-	-	-
63.72	179.82	27	262	-	-	-	-	-	-
3.79	82.66	34	199	-	-	-	-	-	-
-	9.83	-	1	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
30.75	311.46	90	618	-	-	-	-	-	-
16.72	249.01	62	384	-	-	-	-	-	-
532.55	3,529.17	7,355	51,098	-	-	-	-	-	-
371.08	2,923.77	5,437	43,262	-	-	-	-	-	-
376.21	2,762.56	20,613	140,850	-	-	-	-	-	-
282.23	2,099.42	12,989	99,839	-	-	-	-	-	-
908.76	6,291.73	20,613	140,850	-	-	-	-	-	-
653.31	5,023.19	12,989	99,839	-	-	-	-	-	-
0.79	33.18	10	48	-	-	-	-	-	-
-	9.55	-	18	-	-	-	-	-	-
-	1.63	-	4	-	-	-	-	-	-
(0.25)	0.42	-	3	-	-	-	-	-	-
1.66	3.28	1	2	-	-	-	-	-	-
18.40	18.40	1	1	-	-	-	-	-	-
6.70	120.61	2	38	-	-	-	-	-	-
26.15	138.40	5	28	-	-	-	-	-	-
9.15	158.72	13	92	-	-	-	-	-	-
44.30	166.77	6	50	-	-	-	-	-	-
177.71	1,457.91	11,532	94,494	60.59	118.03	72.806	192.083	-	-
133.16	1,072.12	8,715	72,279	-	-	-	-	-	-
202.68	2,515.63	2,872	19,838	-	-	-	-	-	-
113.00	1,659.81	2,123	16,161	14.16	14.16	-	10,297	90,035	914,955
0.69	5.51	37	226	-	-	-	-	113,871	783,124
0.34	16.16	19	152	-	-	-	-	9,422	108,401
203.36	2,521.13	2,909	20,064	-	-	-	-	281,276	2,774,368
113.34	1,675.98	2,142	16,313	14.16	14.16	10,297	99,457	1,023,356	1,023,356
0.67	297.78	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
383.27	19,051.66	7	220	-	-	-	-	-	-
10.21	1,377.56	14	74	-	-	-	-	-	-
1,842.91	31,261.72	35,542	259,260	60.59	132.19	72,806	281,276	2,774,368	2,774,368
1,016.14	10,411.72	24,218	191,073	-	-	-	-	99,457	1,023,356

(Premium in ₹ Lakhs)

Name of the Insurer: ICICI Lombard General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	599.06	31,164.25	2,106	20,009	(171.69)	4,936.60	2,339,438	48,421,508
Previous year	770.75	26,227.65	1,985	18,513	(78.06)	1,778.34	1,727,504	57,799,212
Marine Cargo	1,022.14	12,053.71	893	8,967	269.03	2,215.13	4,462,575	44,761,404
Previous year	753.10	9,838.58	1,032	10,240	68.82	1,816.67	4,450,996	38,119,513
Marine Hull (Including Onshore & Offshore oil energy)	1,226.39	5,395.18	16	116	(165.94)	(991.50)	458,433	1,569,828
Previous year	1,392.33	6,386.67	12	122	666.11	1,865.24	407,987	1,763,360
Marine (Total)	2248.53	17448.89	909	9083	103.09	1223.64	4921007.97	46331231.83
Previous year (Total)	2145.44	16225.25	1044	10362	734.93	3681.91	4858982.44	39882873.29
Aviation	112.83	5,799.28	16	132	(6.94)	(3,456.70)	-1,039,537	3,543,378
Previous year	119.78	9,255.98	13	129	989.60	2,087.53	222,518	4,472,037
Engineering	1,690.46	13,890.55	939	5,637	(75.78)	178.36	995,250	8,486,239
Previous year	1,766.24	13,712.19	665	5,551	493.15	2,078.91	1,544,807	8,941,778
Motor Own Damage	15,868.67	132,699.03	639,157	5,149,966	2,038.16	26,940.85	2,084,994	17,058,209
Previous year	13,830.51	105,758.19	524,613	4,030,499	3,790.48	24,998.79	1,829,361	14,014,395
Motor Third party	8,281.14	62,126.95	649,365	5,232,559	2,324.57	17,269.91		
Previous year	5,956.57	44,857.04	530,837	4,090,638	2,405.60	15,020.77		
Motor (Total)	24149.81	194825.98	649365	5232559	4362.73	44210.76	2084993.70	17058209.27
Previous year (Total)	19787.07	150615.22	530837	4090638	6196.07	40019.56	1829360.55	14014395.26
Workmen's compensation / Employer's liability	294.92	2,686.19	708	6,513	39.38	529.39	61,769	519,645
Previous year	255.54	2,156.80	674	5,431	81.07	700.75	38,628	298,246
Public Liability	2.68	47.18	9	126	0.37	10.37	4,750	70,801
Previous year	2.31	36.80	8	98	0.79	(11.16)	3,800	54,499
Product Liability	5.90	154.39	3	44	5.43	(16.91)	3,800	42,277
Previous year	0.47	171.29	1	44	(16.73)	(14.38)	-	36,789
Other Liability Covers	1,048.18	8,503.03	207	1,776	459.03	1,531.73	227,908	2,002,296
Previous year	589.15	6,971.30	196	1,504	(281.69)	(281.13)	127,624	4,284,521
Liability (Total)	1351.68	11390.79	927	8459	504.22	2054.59	298227.11	2635019.06
Previous year (Total)	847.47	9336.20	879	7077	-216.55	394.07	170052.38	4674054.05
Personal Accident	1,492.46	12,738.76	42,667	450,011	169.11	2,403.73	2,246,456	19,212,131
Previous year	1,323.35	10,335.03	54,203	465,262	467.09	2,845.02	4,092,751	24,900,579
Medical Insurance	17,214.71	117,500.83	33,579	300,187	3,422.96	296.87	742,855	4,631,872
Previous year	13,791.75	117,203.96	38,154	277,907	2,178.44	14,127.33	452,115	4,880,715
Overseas Medical Insurance	480.57	5,781.42	73,364	637,528	66.61	694.51	1,288,637	17,882,763
Previous year	413.96	5,086.91	78,226	478,193	24.77	158.72	1,211,362.50	10,877,809
Health (Total)	17695.28	123282.25	106943	937715	3489.57	991.38	2031492.34	22514634.19
Previous year (Total)	14205.71	122290.87	116380	756100	2203.21	14286.05	1663477.06	15758524.23
Crop Insurance	-	0.00	-	-	-	0.00	-	-
Previous year	0.00	0.00	-	-	0.00	0.00	-	-
Credit Guarantee	(3.74)	1,267.57	2	52	(142.29)	2.36	-14,014	51,712
Previous year	138.55	1,265.20	2	31	58.97	(382.59)	15,880	53,335
All Other Miscellaneous	3,825.60	38,120.46	6,959	63,712	3,147.17	16,106.01	2,787,900	25,703,295
Previous year	678.44	22,014.45	6,596	55,732	11.57	2,121.00	6,847,401	21,524,234
Grand Total	53161.98	449928.78	810833	6727369	11379.19	68650.73	16651213.52	193957357.11
Previous year (Total)	41782.79	381278.04	712604	5409395	10859.99	68909.79	22972732.99	192021021.44

*Wherever applicable

Amount of Premium w/w in Rural Areas	For the Up to month	No. of Policies in Rural Areas	For the month		Amount of Premium w/w in Social Sector	For the Up to month	For the month		No. of Lives covered in Social Sector	For the Up to month	No. of Lives covered *	For the Up to month
			For the month	Up to the month			For the month	Up to the month				
5427.58	57317.66	34309	276844	0.00	284.32	0	186964	3732627	18023482	18451474	18023482	18451474
5372.71	54800.38	33626	267846	0.00	104.79	0	47574	3059886	18451474	18451474	18451474	18451474
24	9,982	35	1,507	-	-	-	-	-	-	-	-	-
2,379	20,476	122	1,459	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
2956.58	29041.43	477	4400	0.00	279.02	0	128462	3732627	18023482	18023482	18023482	18023482
1362.80	20009.23	208	4116	0.00	104.79	0	47574	3059886	18451474	18451474	18451474	18451474
11.19	78.83	197	1,889	0.00	0.00	-	-	78,226	478,193	478,193	478,193	478,193
1.12	88.83	39	2,038	-	0.00	-	-	73,364	637,528	637,528	637,528	637,528
2,945.39	28,962.60	280	2,511	0.00	279.02	-	128,462	3,654,401	17,545,289	17,545,289	17,545,289	17,545,289
1361.69	19,920.41	169	2,078	0.00	104.79	-	47,574	2,986,522	17,813,946	17,813,946	17,813,946	17,813,946
0.00	0.00	-	-	0.00	5.30	-	58,502	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	121.62	0	0	0.00	0.00	0	0	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0	0	0	0
0.00	121.62	-	-	0.00	0.00	-	-	-	-	-	-	-
-	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
2447.22	18172.21	33797	270923	0.00	0.00	0	0	0	0	0	0	0
1630.65	14315.55	33296	262271	0.00	0.00	0	0	0	0	0	0	0
988.93	7,556.67	33,797	270,923	0.00	0.00	-	-	-	-	-	-	-
772.11	6,341.73	33,296	262,271	-	0.00	-	-	-	-	-	-	-
1,458.29	10,615.54	-	-	0.00	0.00	-	-	-	-	-	-	-
858.54	7,973.82	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.84	-	14	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	-	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	0	0	0.00	0.00	0	0	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0	0	0	0
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-	-	-	-

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

Name of the Insurer: *IFFCO Tokio General Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	635.10	14406.23	4957.00	43290.00	161.03	635.10	1254008.84	29991233.63
Previous year	601.32	14887.79	5696.00	58000.00	61.15	601.32	1417563.00	20720408.35
Marine Cargo	779.40	6508.53	883.00	6886.00	355.04	779.40	1318613.27	19283478.00
Previous year	953.11	7844.86	618.00	7323.00	293.65	953.11	4155721.93	13427852.35
Marine Hull (Including Onshore & Offshore oil energy)	50.98	1254.09	58.00	362.00	0.13	50.98	15072.57	907717.44
Previous year	643.26	2591.92	92.00	389.00	569.72	643.26	383204.86	23924949.97
Marine (Total)	830.38	7762.62	941	7248	355.17	830.38	1333685.83	20191195.45
Previous year (Total)	1596.37	10436.78	710	7712	863.36	1596.37	4538926.79	37352802.33
Aviation	62.14	352.60	9.00	86.00	34.79	62.14	576291.41	1152582.81
Previous year	77.31	640.79	14.00	271.00	28.19	77.31	1988543.00	15982141.94
Engineering	337.18	4452.60	562.00	3720.00	33.05	337.18	175486.11	1734935.45
Previous year	534.13	4289.71	344.00	3505.00	254.34	534.13	35790.00	321576.07
Motor Own Damage	10403.86	70340.31	358339.00	2878094.00	1750.46	10403.86	555090.45	4956260.09
Previous year	6731.76	52269.03	332939.00	2715886.00	-295.04	6731.76	263826.30	274390598.17
Motor Third party	6054.71	41707.20	13713.00	33550.00	871.47	6054.71		
Previous year	3343.21	26737.80	1312.00	24730.00	-85.46	3343.21		
Motor (Total)	16458.57	112047.51	358339	2878094	2621.93	16458.57	555090.45	4956260.09
Previous year (Total)	10074.97	79006.82	332939	2715886	-380.50	10074.97	263826.30	274390598.17
Workmen's compensation / Employer's liability	106.55	967.17	992.00	7488.00	11.05	106.55	2480.00	19006.64
Previous year	102	1000	849	7239	-13	101.94	8662	695876
Public Liability	36.74	522.65	15.00	111.00	-76.75	36.74	53952.99	107905.98
Previous year	49	590	9	128	19	49.48	78195	248246
Product Liability	19.12	185.59	3.00	58.00	-13.07	19.12	14559.34	29118.69
Previous year	21	135	9	107	-2	21.11	3680	249144
Other Liability Covers	86.09	1551.72	31.00	276.00	31.61	86.09	95370.22	190740.44
Previous year	86	1657	144	1816	5	85.82	101782	724248
Liability (Total)	248.50	3227.13	1041	7933	-47.17	248.50	166362.56	346771.75
Previous year (Total)	258.36	3381.72	1011	9290	9.62	258.36	192318.49	1917514.23
Personal Accident	268.96	2242.07	2460.00	17978.00	625.95	28352.39	476374.55	952749.09
Previous year	225.71	2095.45	2081	20126	40.81	225.71	493913.00	41823942.14
Medical Insurance	1005.87	12237.12	2586.00	17229.00	-1384.75	-8989.18	394716.28	789432.55
Previous year	1242.38	12346.10	1641	21543	135.77	1242.38	40010.33	140757.91
Overseas Medical Insurance	18.34	208.30	2414.00	26897.00	987.74	12047.16	24273.08	48546.16
Previous year	18.79	230.56	2856	32309	-4.43	18.79	3377.87	3912693.48
Health (Total)	1024.21	12445.41	5000	44126	-397.01	3057.99	418989.36	837978.72
Previous year (Total)	1261.17	12576.66	4497	53852	131.34	1261.17	43388.20	4053451.39
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	946.17	30325.51	30354.00	279480.00	-654.09	-29171.04	23089789.47	46179578.93
Previous year	1398.00	14788.78	7814	76790	633.11	1398.00	627531.51	828908149.55
Grand Total	20811.20	187261.68	403663	3281955	2733.65	20811.20	28046078.57	106343285.92
Previous year (Total)	16027.34	142104.51	355106	2945432	1641.42	16027.34	9601800.29	1225470584.17

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
24.06	568.56	1136	11214.00						
0.00	0.00	0	0						
0.00	0.00	0.00	0.00						
0.00	0.00	0	0						
0.00	0.00	0	0						
0.00	0.00	0	0						
0.00	0.00	0.00	0.00						
0.06	47.64	2.00	90.00						
407.86	5188.06	22424.00	274020.00						
190.62	2922.34	0.00	0.00						
0.00	0.00	0	0						
598.48	8110.40	22424	274020						
1	28	4	190						
0	6	0	16						
0	0	0	0						
1	4	4	84						
0.00	0.00	0	0						
1.97	37.72	8	290						
91.93	734.40	192	2834						
656.25	4041.57	81	933						
0.00	0.00	0	0						
0.00	0.00	0	0						
656.25	4041.57	81	933						
0.00	0.00	0	0						
0.00	0.00	0	0						
126.48	5524.48	1460	26334.00						
0.00	0.00	0	0						
1499.23	19064.77	25303	315715						
89.32	3402.75	89.32	3402.75						
143977	143977	143977	143977						
1294016	1294016	1294016	1294016						
0	0	0	0						
0	0	0	0						

(Premium in ₹ Lakhs)

Name of the Insurer: L&T General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	164.45	1,814.97	216	1798	96.67	817.12	265,029	7,758,173
Previous year	67.78	997.85	165	1159	67.78	997.85	160,669	4,155,314
Marine Cargo	82.14	556.51	495	3227	46.00	139.85	203,035	3,188,979
Previous year	36.13	416.66	390	1995	36.13	416.66	171,650	1,600,529
Marine Hull (Including Onshore & Offshore oil energy)				0	-	-		
Previous year	-				-	-		
Marine (Total)	82.14	556.51	495	3227	46.00	139.85	203,035	3,188,979
Previous year (Total)	36.13	416.66	390	1995	36.13	416.66	171,650	1,600,529
Aviation	-				-	-		
Previous year					-	-		
Engineering	213.23	1,109.36	327	2461	85.63	300.58	134,918	1,277,122
Previous year	127.60	808.78	350	1947	127.60	808.78	164,320	833,360
Motor Own Damage	460.32	4,148.52	6194	48075	(123.32)	189.41	35,366	422,545
Previous year	583.65	3,959.12	6715	45913	583.65	3,959.12	55,517	365,420
Motor Third party	227.22	2,340.10	87	1105	(117.60)	219.27	-	-
Previous year	344.82	2,120.83	35	181	344.82	2,120.83	-	-
Motor (Total)	687.55	6,488.62	6194	48075	(240.92)	408.67	35,366	422,545
Previous year (Total)	928.46	6,079.95	6715	45913	928.46	6,079.95	55,517	365,420
Workmen's compensation / Employer's liability	33.37	288.92	249	2071	2.64	92.37	6,156	52,492
Previous year	30.72	196.55	218	1076	30.72	196.55	9,439	36,287
Public Liability								
Previous year								
Product Liability	-			0	-	-	-	-
Previous year					-	-	-	-
Other Liability Covers	19.90	85.12	14	98	7.56	(34.88)	22,620	113,945
Previous year	12.34	120.00	10	73	12.34	120.00	8,410	369,619
Liability (Total)	53.27	374.04	263	2169	10.21	57.49	28,776	166,437
Previous year (Total)	43.06	316.55	228	1149	43.06	316.55	17,849	405,906
Personal Accident	6.97	277.43	424	3550	5.67	104.66	9,169	1,035,463
Previous year	1.30	172.77	764	7074	1.30	172.77	2,549	544,477
Medical Insurance	50.12	914.99	507	3701	31.92	466.54	11,399	45,092
Previous year	18.20	448.45	76	261	18.20	448.45	3,780	15,233
Overseas Medical Insurance				0	-	-		
Previous year					-	-		
Health (Total)	50.12	914.99	507	3701	31.92	466.54	11,399	45,092
Previous year (Total)	18.20	448.45	76	261	18.20	448.45	3,780	15,233
Crop Insurance				0	-	-		
Previous year					-	-		
Credit Guarantee		-		0	-	-		
Previous year					-	-		
All Other Miscellaneous	12.74	212.98	137	1008	3.55	(231.18)	51,584	686,266
Previous year	9.19	444.17	102	863	9.19	444.17	49,067	5,476,336
Grand Total	1,270.47	11,748.89	8,563.00	65,989.00	38.73	2,063.73	739,274.67	14,580,076.81
Previous year (Total)	1,231.74	9,685.16	8,790.00	60,361.00	1,231.74	9,685.16	625,400.92	13,396,575.44

*Wherever applicable

Name of the Insurer: *Magma HDI General Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Cargo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year		0.00						
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Engineering	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Own Damage	529.06	1498.91	6533.00	21858.00	530.38	1500.23	53368.52	147035.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Third party	315.21	950.81	6543.00	21874.00	316.50	952.10		
Previous year	0.00	0.00	0.00	0.00	0.00	0.00		
Motor (Total)	844.27	2449.72	6543	21874	846.88	2452.33	53368.52	147035.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Public Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Product Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Liability Covers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Overseas Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Health (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Grand Total	844.27	2449.72	6543	21874	846.88	2452.33	53368.52	147035.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012									
No. of Lives covered *		No. of Lives covered in Social Sector		Amount of Premium w/ in Social Sector		No. of Policies in Rural Areas		Amount of Premium w/ in Rural Areas	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
0	0	0	0	0.00	0.00	0	0	0.00	0.00
0	0	0	0	0.00	0.00	3	0	0.49	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0	0	0	0	0.00	0.00	0	0	0.00	0.00
0	0	0	0	0.00	0.00	0	0	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0	0	0.00	0.00	3	0	0.49	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	3.00	0.00	0.25	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	3.00	0.00	0.24	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

(Premium in ₹ Lakhs)



Name of the Insurer: National Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	6014.82	62257.29	42934	397995	1303.38	11597.76	46719359	510480544
Previous year	4711.44	50659.53	45728	407916	1108.93	7735.48	43700440	391410139
Marine Cargo	1350.93	15823.47	11283	112213	-274.54	1449.33	3784030	63719666
Previous year	1625.47	14374.14	8626	81350	219.12	1915.17	4089380	60033423
Marine Hull (Including Onshore & Offshore oil energy)	789.09	10650.52	216	2480	-225.73	-572.43	870171	19182638
Previous year	1014.82	11222.95	272	2112	127.67	3898.22	21311563	151298941
Marine (Total)	2140.03	26473.99	11499	114693	-500.26	876.91	4654201	82902303
Previous year (Total)	2640.29	25597.08	8898	83462	346.79	5813.38	25400943	211332364
Aviation	1265.66	5205.41	9	100	913.02	1954.83	5733952	20219678
Previous year	352.64	3250.58	17	133	-583.11	860.51	381058	1028050225
Engineering	3191.44	22550.15	3394	26702	299.20	2195.54	3864112	41088465
Previous year	2892.24	20354.61	3742	28980	912.26	4874.89	3587018	72595462
Motor Own Damage	18239.21	145172.08	467512	4085799	2672.72	20992.16	715159	6220495
Previous year	15566.49	124179.92	438213	3777996	918.93	11410.64	653586	5433080
Motor Third party	20866.83	166564.21	709448	6004370	3583.06	32590.21	713527	8612697
Previous year	17283.77	133974.00	660785	5555476	3288.93	27400.52	652462	5423540
Motor (Total)	39106.04	311736.29	709448	6004370	6255.78	53582.37	1428686	14833192
Previous year (Total)	32850.26	258153.92	660785	5555476	4207.86	38811.16	1306048	10856620
Workmen's compensation / Employer's liability	527.00	5272.34	4575	41299	-53.90	374.91	39736	587635
Previous year	580.90	4897.43	4950	42006	78.37	1148.03	43475	428542
Public Liability	8.12	73.14	80	929	2.98	1.72	0	32471
Previous year	5.14	71.42	70	677	-0.91	12.94	0	54171
Product Liability	51.05	371.53	9	95	18.76	56.88	29640	178646
Previous year	32.29	314.65	7	84	0.84	115.49	11294	180728
Other Liability Covers	75.56	1593.63	607	5964	-17.01	229.48	45263	1203603
Previous year	92.57	1364.15	601	5052	-10.48	230.56	103769	1291748
Liability (Total)	661.74	7310.64	5271	48287	-49.16	663.00	114639	2002355
Previous year (Total)	710.90	6647.64	5628	47819	67.82	1507.02	158538	1955190
Personal Accident	998.89	10114.07	32538	278064	-976.72	-549.86	2247759	26857311
Previous year	1975.61	10663.93	34366	275141	858.00	1251.65	3812784	30196179
Medical Insurance	21674.66	162964.60	138592	1108978	4757.74	22168.94	1312708	42473872
Previous year	16916.92	140795.66	134419	1047957	2351.10	28963.73	1479743	149744772
Overseas Medical Insurance	87.23	1638.23	1028	14983	1.37	1052.07	500	19922
Previous year	85.86	586.16	1121	15970	50.82	37.71	0	5743
Health (Total)	21761.89	164602.84	139620	1123961	4759.11	23221.02	1313208	42493794
Previous year (Total)	17002.78	141381.82	135540	1063927	2401.91	29001.44	1479743	149750515
Crop Insurance								
Previous year								
Credit Guarantee	0.00	0.00	0	0	-0.05	-0.05	0	0
Previous year	0.05	0.05	1	1	0.05	-21.91	15	15
All Other Miscellaneous	2203.49	39185.32	73814	654308	-1775.30	5549.48	7345227	149608744
Previous year	3978.79	33635.84	91462	734368	328.06	5205.00	6379825	142661356
Grand Total	77344.00	649436.00	1018527	8648480	10229	99091	73421143	890486387
Previous year (Total)	67115.00	550345.00	986167	8197223	9649	95039	86206411	2038808064

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

No. of Lives covered *	No. of Lives covered in Social Sector		Amount of Premium w/w in Social Sector		No. of Policies in Rural Areas		Amount of Premium w/w in Rural Areas	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
0	0	0	527.69	527.69	51021	6124	4560.73	4560.73
0	0	0	474.57	474.57	61056	6985	4503.37	492.23
0	0	0	97.36	1106.42	3827	520	630.23	63.12
0	0	0	101.58	1218.26	3733	437	718.46	63.58
0	0	0	22.60	187.91	489	32	141.13	9.07
0	0	0	92.91	317.79	470	47	148.54	11.11
0	0	0	119.97	1294.33	4316	552	771.36	72.19
0	0	0	194.49	1536.05	4203	484	867.00	74.69
0	0	0	0.00	0.00	0	0	0.00	0.00
0	0	0	0.80	0.80	0	0	0.00	0.00
0	0	0	2913.05	2913.05	2721	338	1315.19	142.74
0	0	0	206.26	2313.98	3166	368	1382.17	124.86
0	0	0	916.81	7125.91	708697	85294	11704.83	1464.46
0	0	0	778.28	5441.03	650054	75777	10820.66	1288.34
0	0	0	1203.53	8948.50	1049328	132414	17187.64	2157.60
0	0	0	981.80	6485.78	972366	117305	14200.99	1803.95
0	0	0	2120.33	16074.40	1049328	132414	28892.48	3622.06
0	0	0	1760.08	11926.81	972366	117305	25021.64	3092.29
0	0	0	46.35	517.26	6601	761	548.21	55.85
0	0	0	65.80	512.32	6959	840	541.49	59.93
0	0	0	0.64	3.01	42	0	1.91	0.00
0	0	0	0.58	3.33	45	1	2.51	0.00
0	0	0	0.00	50.32	4	0	39.33	0.00
0	0	0	0.00	11.18	2	0	5.93	0.00
0	0	0	134.77	134.77	312	31	19.89	2.18
0	0	0	14.07	129.65	198	24	20.01	2.56
0	0	0	52.06	705.36	6959	792	609.34	58.02
0	0	0	80.46	656.47	7204	865	569.93	62.49
0	0	0	71.40	712.66	35991	4467	430.83	54.42
0	0	0	118.01	690.75	38332	5055	423.86	56.07
0	0	0	1691.46	19858.55	85923	10906	5240.88	723.92
0	0	0	2025.32	12523.15	86926	11293	5273.91	526.84
0	0	0	3.50	42.42	334	19	9.35	0.76
0	0	0	47.90	47.90	565	40	17.48	1.05
0	0	0	1694.96	19900.98	86257	10925	5250.23	724.68
0	0	0	2029.16	12571.05	87491	11333	5291.39	527.89
0	0	0	0.00	0.00	0	0	0.00	0.00
0	0	0	0.00	0.00	0	0	0.00	0.00
0	0	0	2202.69	2202.69	155686	19977	3953.54	-781.22
0	0	0	349.34	2462.50	194935	26351	4813.18	663.68
0	0	0	3796	49331	1392279	175589	45784	4348
0	0	0	2076241	2076241	1992279	175589	45784	4348
0	0	0	14845	14845	194935	26351	4813.18	663.68
0	0	0	86428	86428	194935	26351	4813.18	663.68
0	0	0	5228039	5228039	175589	175589	45784	4348
0	0	0	613135	613135	175589	175589	45784	4348
0	0	0	725843	725843	175589	175589	45784	4348
0	0	0	6590684	6590684	175589	175589	45784	4348
0	0	0	2373364	2373364	175589	175589	45784	4348
0	0	0	8975434	8975434	175589	175589	45784	4348



Name of the Insurer: Raheja QBE General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	-0.51	67.83	2	65	-0.51	67.83	92.20	115496.81
Previous year	0.35	40.47	4	35	0.35	40.47	1256.87	60771.12
Marine Cargo	0.07	33.21	0	5	0.07	33.21	0.00	5500.00
Previous year	0.00	2.30	0	13	0.00	0.71	0.00	5681.05
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00						
Previous year	0.00	0.00						
Marine (Total)	0.07	33.21	0	5	0.07	33.21	0.00	5500.00
Previous year (Total)	0.00	2.30	0	13	0.00	0.71	0.00	5681.05
Aviation								
Previous year								
Engineering	3.93	25.94	0	20	3.93	25.94	0.00	10665.92
Previous year	1.01	12.25	0	27	1.07	11.24	0.00	15403.38
Motor Own Damage	1.90	11.86	32	138	1.90	11.86	334.26	1766.02
Previous year	2.47	15.46	35	151	2.34	12.99	383.43	1928.30
Motor Third party	4.72	10.62	90	356	4.72	10.62	0.00	0.00
Previous year	1.93	10.08	62	781	0.91	8.15	0.00	0.00
Motor (Total)	6.62	22.49	90	356	6.62	22.49	334.26	1766.02
Previous year (Total)	4.40	25.53	62	781	3.24	21.13	383.43	1928.30
Workmen's compensation / Employer's liability	0.36	12.80	2	25	0.36	12.80	348.07	25163.59
Previous year	0.77	9.95	4	31	0.76	9.18	174.12	2773.48
Public Liability	0.14	13.11	1	15	0.14	13.11	344.00	8070.20
Previous year	0.14	2.30	1	4	0.00	2.16	344.00	1844
Product Liability		0.00						
Previous year		0.00						
Other Liability Covers	127.46	1037.46	30	249	127.46	1037.46	33642.51	592336.36
Previous year	59.59	580.22	17	180	59.59	580.22	22460.10	194057
Liability (Total)	127.96	1063.37	33	289	127.96	1063.37	34334.58	625570.15
Previous year (Total)	60.50	592.47	22	215	60.35	591.56	22978.22	198674.05
Personal Accident	1.48	48.20	18	100	1.48	48.20	2415.70	97592.43
Previous year	0.22	43.50	6	50	27.11	43.28	362.00	47496.51
Medical Insurance	0.85	1.02	14	17	0.85	0.08	83.00	113.00
Previous year								
Overseas Medical Insurance								
Previous year								
Health (Total)	0.85	1.02	14	17	0.85	0.08	83.00	113.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	98	371.24	6	53	97.61	371.24	34244	108470
Previous year	43	381.17	2	39	93.37	338.09	6010	61787.03
Grand Total	238.01	1633.30	163	905	238.01	1632.36	71503.25	965174.72
Previous year (Total)	109.56	1097.71	96	1160	185.51	1046.50	30990.03	391741.44

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
-0.55	52.80	0.00	9.00	0.00	0.00	0.00	0.00	0.00	0.00
9.51	34.04	7.00	9.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.20	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2.33	17.96	1.00	14.00	0.00	0.00	0.00	0.00	0.00	0.00
2.21	4.45	5.00	12.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	4.14	0.00	610.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3.67	4.60	458.00	568.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0	0	0.00	0.00	0.00	0.00	0	0
3.67	8.74	458	610	0.00	0.00	0.00	0.00	0	0
0	2	0	1	0	0	2	0	104	0
1	1	1	1	0	0	0	0	0	0
0.14	0.14	1.00	1.00	0	0	0	0	0	0
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	20.04	0.00	2.00	0	0	0	0	0	0
0.14	0.14	1.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00
0.14	21.70	1	4	0.00	0.00	2.00	0	104	0
1.34	1.34	2	2	0.00	0.00	0.00	0	0	0
28.10	29.08	0	29	0.85	3.53	698.00	4110.00	5544	4214
1.71	26.66	11	28	0.22	10.46	150	5544	0.00	0.00
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.27	0.28	6	7	0.00	0.00	0	0	0	0
26.15	123.57	2	64	0.85	5.53	698	4214	0	0
18.72	75.51	489	668	0.22	10.46	150	5544		



Name of the Insurer: *Reliance General Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	811.76	13941.04	3606.00	27189.00	-211.40	4635.66	1546510.85	25725726.27
Previous year	1023.16	9305.38	3482.00	29366.00	691.32	1724.13	2058368.80	14614514.36
Marine Cargo	242.01	2425.48	1298.00	16966.00	8.62	-1081.42	735063.02	9356457.11
Previous year	233.39	3506.90	2371.00	20123.00	36.51	1641.86	526828.29	6914211.20
Marine Hull (Including Onshore & Offshore oil energy)	0.12	55.40	0.00	7.00	0.12	-13.12	0.00	9754.95
Previous year	0.00	68.52	1.00	7.00	-687.11	-1415.09	0.00	6003.41
Marine (Total)	242.13	2480.87	1298	16973	8.74	-1094.55	735063.02	9366212.06
Previous year (Total)	233.39	3575.42	2372	20130	-650.60	226.77	526828.29	6920214.61
Aviation	47.08	178.77	0.00	32.00	5.63	-151.35	0.00	820818.51
Previous year	41.45	330.12	0.00	40.00	38.47	-4196.61	0.00	484388.75
Engineering	680.83	7231.43	463.00	3215.00	44.43	5.38	3352114.29	5792608.95
Previous year	636.40	7226.05	454.00	3352.00	16.66	3762.67	3616105.62	8451684.63
Motor Own Damage	6147.66	55646.62	136998.00	1203349.00	284.13	3837.40	372744.80	3601763.93
Previous year	5863.53	51809.22	129056.00	1163786.00	-1269.38	-22.91	369009.52	3289537.89
Motor Third party	4081.84	41095.40	156214.00	1302369.00	320.48	9419.49		
Previous year	3761.36	31675.91	131423.00	1186665.00	602.14	7818.07		
Motor (Total)	10229.50	96742.02	156214	1302369	604.61	13256.89	372744.80	3601763.93
Previous year (Total)	9624.89	83485.13	131423	1186665	-667.24	7795.16	369009.52	3289537.89
Workmen's compensation / Employer's liability	62.04	565.77	278.00	2081.00	14.66	140.43	8007.92	87551.63
Previous year	47.38	425.34	185.00	1467.00	-16.74	-65.09	5536.62	44956.05
Public Liability	10.13	116.04	48.00	466.00	-3.07	20.99	8678.54	88996.55
Previous year	13.20	95.05	52.00	566.00	3.26	1.08	12425.75	69226.84
Product Liability	0.00	6.95	0.00	8.00	0.00	-0.73	0.00	3280.00
Previous year	0.00	7.68	0.00	10.00	-0.17	-4.31	0.00	3460.00
Other Liability Covers	58.07	2573.06	612.00	5535.00	38.90	1430.62	12214.00	736584.08
Previous year	19.17	1142.44	568.00	4874.00	-6.49	278.95	9363.50	396322.49
Liability (Total)	130.24	3261.81	938	8090	50.49	1591.30	28900.46	916412.27
Previous year (Total)	79.75	1670.51	805	6917	-20.14	210.63	27325.87	513965.38
Personal Accident	77.64	1872.10	1682.00	12231.00	-47.50	-235.61	239900.69	4963278.57
Previous year	125.14	2107.71	1944.00	17967.00	-5.60	-1680.98	343722.07	5852360.98
Medical Insurance	1915.11	18714.61	23989.00	114209.00	368.36	3912.12	53935725.69	414231139.35
Previous year	1546.75	14802.49	9826.00	74164.00	125.19	-1435.54	74313.93	668471.75
Overseas Medical Insurance	254.59	2653.42	59939.00	532670.00	-76.48	-185.30	5184361.54	29998191.58
Previous year	331.07	2838.72	78925.00	552401.00	36.81	-94.63	2167339.55	19761998.64
Health (Total)	2169.70	21368.02	83928	646879	291.88	3726.81	59120087.23	444229330.93
Previous year (Total)	1877.82	17641.21	88751	626565	162.00	-1530.17	2241653.48	20430470.39
Crop Insurance	0.00	12.17	0.00	9.00	0.00	12.17	0.00	202.48
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	1937.23	6521.68	4431.00	39464.00	816.05	2455.08	3661191.12	10394209.74
Previous year	1121.18	4066.60	5659.00	40599.00	892.07	1285.59	839728.11	7008030.85
Grand Total	16326.09	153609.90	252560	2056451	1562.91	24201.77	69056512.46	505810563.69
Previous year (Total)	14763.18	129408.13	234890	1931601	456.94	7597.19	10022741.76	67565167.84

*Wherever applicable

Name of the Insurer: Royal Sundaram Alliance Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	237.04	7647.97	2518.00	22285.00	42.23	3867.77	261949.76	7836323.33
Previous year	194.81	3780.19	2696.00	21216.00	8.02	36.91	294550.42	6736835.73
Marine Cargo	149.10	2013.33	3526.00	32452.00	-200.06	22.31	272539.06	4923308.59
Previous year	349.15	1991.02	2931.00	24324.00	109.33	142.43	633392.92	4887608.55
Marine Hull (Including Onshore & Offshore oil energy)	0.00	-0.29	0.00	0.00	0.00	-0.29	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	149.10	2013.04	3526	32452	-200.06	22.02	272539.06	4923308.59
Previous year (Total)	349.15	1991.02	2931	24324	109.33	142.43	633392.92	4887608.55
Aviation							0.00	
Previous year							0.00	
Engineering	321.07	2697.73	98.00	854.00	-17.44	12.72	101086.24	718515.80
Previous year	338.51	2685.00	100.00	863.00	-22.50	-66.42	59376.35	514171.29
Motor Own Damage	6877.39	58988.40	85219.00	762565.00	309.22	2841.16	317929.24	2816900.45
Previous year	6568.17	56147.24	90148.00	755140.00	1062.85	11952.68	351653.36	2958136.81
Motor Third party	2281.47	19983.49	476.00	5801.00	-169.37	843.53		
Previous year	2450.84	19139.96	484.00	4670.00	1103.77	7662.35		
Motor (Total)	9158.87	78971.89	85219	762565	139.85	3684.69	317929.24	2816900.45
Previous year (Total)	9019.01	75287.20	90148	755140	2166.62	19615.04	351653.36	2958136.81
Workmen's compensation / Employer's liability	26.05	244.08	102.00	623.00	11.54	50.24	3168.16	39417.12
Previous year	14.51	193.84	39.00	457.00	-10.44	11.99	1855.77	25089.03
Public Liability	44.65	1033.89	26.00	314.00	15.18	300.56	10958.34	177218.14
Previous year	29.47	733.32	28.00	311.00	3.35	-12.51	10994.64	151308.55
Product Liability	10.51	151.13	6.00	44.00	1.54	-41.19	2947.07	43963.71
Previous year	8.96	192.33	6.00	41.00	5.33	21.05	5809.74	46676.52
Other Liability Covers								
Previous year								
Liability (Total)	81.21	1429.10	134	981	28.26	309.61	17073.57	260598.98
Previous year (Total)	52.95	1119.49	73	809	-1.76	20.53	18660.15	223074.10
Personal Accident	288.85	3682.15	9580.00	121624.00	3.89	993.68	332782.20	17552435.60
Previous year	284.96	2688.48	8673.00	81417.00	87.68	-149.84	2014115.36	18973992.37
Medical Insurance	1719.93	15571.03	18569.00	183842.00	509.31	-1573.10	183857.17	4169738.53
Previous year	1210.62	17144.13	21372.00	195967.00	380.17	5085.12	1146918.14	15706822.93
Overseas Medical Insurance								
Previous year								
Health (Total)	1719.93	15571.03	18569	183842	509.31	-1573.10	183857.17	4169738.53
Previous year (Total)	1210.62	17144.13	21372	195967	380.17	5085.12	1146918.14	15706822.93
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	53.45	1287.73	872.00	7324.00	-130.26	-1147.20	27564.58	926373.54
Previous year	183.71	2434.93	610.00	6684.00	-180.96	-485.03	44034.17	847395.75
Grand Total	12009.51	113300.64	120516	1131927	375.79	6170.19	1514781.83	39204194.82
Previous year (Total)	11633.72	107130.45	126603	1086420	2546.59	24198.73	4562700.85	50848037.53

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

No. of Lives covered in Rural Areas	For the month Up to		No. of Lives covered in Social Sector	For the month Up to		Amount of Premium w/w in Social Sector	For the month Up to		No. of Policies in Rural Areas	For the month Up to	
	the month	the month		the month	the month		the month	the month		the month	the month
2.77	29.33	241.00	1726.00								
5.02	39.55	230.00	1973.00								
0.00	0.00	0.00	0.00								
0.00	0.00	0	0.00	0.00	0.00	0	0	0	0	0	0
0.51	1.36	2.00	8.00								
0.44	3.80	2.00	26.00								
572.93	4382.36	4013.00	37964.00								
811.10	3891.67	8113.00	44303.00								
572.93	4382.36	4013.00	37964.00								
811.10	3891.67	8113.00	44303.00								
572.93	4382.36	4013	37964	0.00	0.00	0.00	0.00	44303	8113	8113	44303
811.10	3891.67	8113.00	44303.00	0.00	0.00	0.00	0.00	44303	8113	8113	44303
15.10	135.17	2132.00	32270.00	0.02	1.71	0.37	71.00	6255.00	787	33927	33927
13.73	282.33	634.00	29657.33	0.01	0.37	0.00	35.00	1068.00	3881	49411	49411
0.00	0.00	0	0.00	0.00	0.00	0	0	0	0	0	0
0.00	0.00	0	0.00	0.00	0.00	0	0	0	0	0	0
642.37	3093.80	787	33927	530.25	2253.37	162547	812568	345382	3881	49411	49411
240.68	8630.62	3881	49411	42.65	2607.63	10623	644500	357236	3881	49411	49411
642.37	3093.80	787	33927	530.25	2253.37	162547	812568	345382	3881	49411	49411
240.68	8630.62	3881	49411	42.65	2607.63	10623	644500	357236	3881	49411	49411
1539.12	11181.22	9973	150169	530.26	2253.74	162582	813636	345382	9973	150169	150169
176.13	1686.50	2816.00	24710.00	0.00	0.00	0.00	0.00	0.00	2816.00	24710.00	24710.00
1248.47	14387.33	17174	152693	42.67	2609.34	10694	650755	357236	17174	152693	152693



Name of the Insurer: SBI General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	2524.57	21172.00	22720.00	185610.00	1187.95	11112.55	1678029.64	16240691.74
Previous year	1336.62	10059.45	17850.00	122625.00	1182.51	9590.31	792859.78	5898312.73
Marine Cargo	52.75	522.79	110.00	846.00	47.34	431.64	71638.96	1101374.34
Previous year	5.41	91.15	20.00	88.00	5.41	91.15	15520.87	284257.12
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	52.75	522.79	110	846	47.34	431.64	71638.96	1101374.34
Previous year (Total)	5.41	91.15	20	88	5.41	91.15	15520.87	284257.12
Aviation	0.00	1661.71	0.00	94.00	0.00	61.08	0.00	314697.61
Previous year	0.00	1600.63	0.00	66.00	0.00	1280.86	0.00	333384.81
Engineering	128.25	1550.71	288.00	1990.00	46.65	986.47	79191.82	1220083.50
Previous year	81.60	564.24	119.00	765.00	59.64	473.08	123516.43	587084.50
Motor Own Damage	1578.54	9853.00	27476.00	164657.00	1310.19	8738.57	122280.28	726012.40
Previous year	268.35	1114.43	5517.00	19209.00	268.35	1114.43	18611.69	150633.14
Motor Third party	1021.87	5895.17	88.00	472.00	947.09	5665.23		
Previous year	74.77	229.94	0.00	0.00	17.59	26.13		
Motor (Total)	2600.41	15748.17	27476	164657	2257.28	14403.80	122280.28	726012.40
Previous year (Total)	343.12	1344.37	5517	19209	285.94	1140.56	18611.69	150633.14
Workmen's compensation / Employer's liability	9.62	79.08	26.00	168.00	9.39	78.85	1040.37	8566.77
Previous year	0.23	0.23	2.00	2.00	0.00	0.00	16.88	16.88
Public Liability	0.00	0.96	0.00	5.00	0.00	0.96	0.00	3480.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Product Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Liability Covers	15.38	75.25	8.00	71.00	15.38	75.25	9595.00	66625.75
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Liability (Total)	25.00	155.29	34	244	24.77	155.06	10635.37	78672.52
Previous year (Total)	0.23	0.23	2	2	0.00	0.00	16.88	16.88
Personal Accident	1265.83	6058.86	69.00	363.00	1265.49	5484.59	421893.60	7880142.18
Previous year	0.34	574.27	1.00	13.00	-83.30	34.90	1436.50	5789628.50
Medical Insurance	45.06	567.61	62	794	27.95	271.48	1260.50	13856.95
Previous year	17.11	296.13	2	35	17.11	296.13	276.50	8864.48
Overseas Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Health (Total)	45.06	567.61	62	794	27.95	271.48	1260.50	13856.95
Previous year (Total)	17.11	296.13	2	35	17.11	296.13	276.50	8864.48
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	152.24	1904.34	19848.00	110772.00	100.04	1241.03	3386502.31	19687566.22
Previous year	52.20	663.31	2623.00	10502.00	47.90	643.98	125811.20	2110338.59
Grand Total	6794.11	49341.48	70607	465370	4957.47	34147.70	5771432.48	47263097.46
Previous year (Total)	1836.63	15193.78	26134	153305	1515.21	13550.97	1078049.85	15162520.75

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

Amount of Premium w/w in Rural Areas	Up to the month	No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector	Up to the month	No. of Lives covered in Social Sector		No. of Lives covered * Up to the month	Up to the month
		For the month	Up to the month			For the month	Up to the month		
1033.74	6058.71	9943.00	70850.00	0.00	0.00	0.00	0.00	0.00	0.00
426.76	1522.59	4464.00	17591.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.49	0.00	3.00	0.00	0.00	0.00	0.00	0.00	0.00
26.93	258.74	64.00	548.00	0.00	0.00	0.00	0.00	0.00	0.00
48.39	105.80	39.00	222.00	0.00	0.00	0.00	0.00	0.00	0.00
642.83	2218.46	12527.00	40863.00	0.00	0.00	0.00	0.00	0.00	0.00
64.16	227.06	1041.00	3892.00	0.00	0.00	0.00	0.00	0.00	0.00
462.13	1307.74	14.00	16.00	0.00	0.00	0.00	0.00	0.00	0.00
11.84	45.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1104.96	3526.20	12527	40863	0.00	0.00	0.00	0.00	0.00	0.00
76.00	272.60	1041	3892	0.00	0.00	0.00	0.00	0.00	0.00
1.79	17.69	3.00	37.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.42	1.57	20.00	68.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.42	1.57	20.00	68.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.42	1.57	20.00	68.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.42	1.57	20.00	68.00	0.00	0.00	0.00	0.00	0.00	0.00
2237.06	10239.02	33284	146427	0.00	0.00	0.00	0.00	0.00	0.00
566.37	1961.63	6586	24461	0.00	0.00	0.00	0.00	0.00	0.00
23488	2166	0	0	0.00	0.00	0.00	0.00	0.00	0.00
49358	724	0	0	0.00	0.00	0.00	0.00	0.00	0.00



Name of the Insurer: *Shriram General Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	62.78	748.19	464	1860	-63.63	158.25	99872.87	1787311.45
Previous year	126.41	589.93	225	1467	64.00	319.71	227044.94	1281693.82
Marine Cargo	2.65	148.20	190	1513	-1.65	22.88	3893.73	306124.49
Previous year	4.30	125.32	222	1019	2.26	108.02	6199.26	325964.35
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Marine (Total)	2.65	148.20	190	1513	-1.65	22.88	3893.73	306124.49
Previous year (Total)	4.30	125.32	222	1019	2.26	108.02	6199.26	325964.35
Aviation	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Engineering	42.49	259.84	93	432	4.77	7.00	11596.59	190453.57
Previous year	37.71	252.84	68	509	12.97	114.68	23848.14	120373.53
Motor Own Damage	5157.38	41339.68	132743	1146631	271.28	5057.06	502471.49	4040912.67
Previous year	4886.10	36282.62	157115	1173026	1195.37	9191.14	495841.60	3691854.96
Motor Third party	8083.94	65656.76	137780	1180031	1446.68	17460.64		
Previous year	6637.26	48196.13	157202	1174115	3358.14	23644.92		
Motor (Total)	13241.32	106996.45	137780	1180031	1717.96	22517.70	502471.49	4040912.67
Previous year (Total)	11523.36	84478.75	157202	1174115	4553.51	32836.06	495841.60	495841.60
Workmen's compensation / Employer's liability	5.39	25.29	55	215	4.18	2.45	110.26	603.17
Previous year	1.21	22.84	16	178	-0.42	6.73	49.62	457.51
Public Liability	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Product Liability	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Other Liability Covers	0.25	18.60	8	65	0.11	-2.39	154.00	24662.50
Previous year	0.15	21.00	8	80	-0.45	5.80	98.35	17059.26
Liability (Total)	5.65	43.90	63	280	4.29	0.06	264.26	25265.67
Previous year (Total)	1.36	43.84	24	258	-0.87	12.53	147.98	17516.77
Personal Accident	13.57	253.09	1357	7618	6.55	41.33	12763.67	350990.93
Previous year	7.02	211.76	600	6019	0.20	33.35	4898.86	258127.66
Medical Insurance	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Overseas Medical Insurance	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Health (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Credit Guarantee	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
All Other Miscellaneous	7.88	303.42	332	1553	-10.74	71.78	10165.04	1496811.69
Previous year	18.62	231.64	316	1367	7.57	108.01	51590.22	1171742.22
Grand Total	13376.35	108753.08	140279	1193287	1657.56	22818.99	641027.65	8197870.47
Previous year (Total)	11718.78	85934.09	158657	1184754	4639.64	33532.37	809570.99	3671259.96

*Wherever applicable

Name of the Insurer: TATA AIG General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1,299	20,396	10,411	48,399	-	-	8,260,246	116,966,695
Previous year	934	15,372	15,303	165,600	-	-	9,336,628	92,352,941
Marine Cargo	1,363	15,933	3,512	33,462	-	-	420,058	5,163,666
Previous year	1,335	14,451	1,890	21,985	-	-	388,999	4,858,958
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	1,363	15,933	3,512	33,462	-	-	420,058	5,163,666
Previous year (Total)	1,335	14,451	1,890	21,985	-	-	388,999	4,858,958
Aviation	-	84	-	7	-	-	-	1,450,549
Previous year	-	-	-	-	-	-	-	-
Engineering	367	4,589	101	825	-	-	1,522,401	16,831,018
Previous year	108	3,168	82	886	-	-	2,721,952	10,187,613
Motor Own Damage	5,838	51,790	204,700	1,358,256	-	-	384,631	2,961,260
Previous year	5,051	41,966	148,505	1,143,722	-	-	300,935	2,381,740
Motor Third party	3,208	20,516	204,700	1,358,256	-	-	-	-
Previous year	1,626	12,156	148,505	1,143,722	-	-	-	-
Motor (Total)	9,046	72,306	204,700	1,358,256	-	-	384,631	2,961,260
Previous year (Total)	6,677	54,123	148,505	1,143,722	-	-	300,935	2,381,740
Workmen's compensation / Employer's liability	178	1,439	39	321	-	-	12,242	403,273
Previous year	138	1,153	26	246	-	-	5,763	314,978
Public Liability	228	2,281	41	442	-	-	224,070	4,289,701
Previous year	246	1,995	46	395	-	-	232,420	2,420,478
Product Liability	21	409	7	75	-	-	40,204	737,444
Previous year	18	489	11	99	-	-	56,935	574,831
Other Liability Covers	2,896	10,768	879	6,694	-	-	725,864	4,280,756
Previous year	2,418	9,435	733	5,916	-	-	596,279	4,088,464
Liability (Total)	3,323	14,897	966	7,532	-	-	1,002,381	9,711,174
Previous year (Total)	2,820	13,072	816	6,656	-	-	891,397	7,398,751
Personal Accident	753	9,326	12,008	45,030	-	-	7,630,598	79,286,888
Previous year	822	8,953	3,622	32,655	-	-	9,689,058	70,622,176
Medical Insurance	1,106	5,753	4,299	11,293	-	-	398,906	1,295,407
Previous year	862	3,111	140	1,810	-	-	12,069	225,153
Overseas Medical Insurance	707	6,564	38,425	374,136	-	-	12,316,074	120,337,656
Previous year	600	7,039	38,658	363,547	-	-	15,895,037	156,577,479
Health (Total)	1,814	12,317	42,724	385,429	-	-	12,714,980	121,633,063
Previous year (Total)	1,462	10,150	38,798	365,357	-	-	15,907,106	156,802,632
Crop Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	739	4,248	4,917	45,330	-	-	34,151	1,391,895
Previous year	416	2,979	8,070	63,470	-	-	20,900	136,088
Grand Total	18,704	154,095	279,339	1,924,270	-	-	31,969,446	355,396,207
Previous year (Total)	14,575	122,267	217,086	1,800,331	-	-	39,256,976	344,740,898

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012									
Amount of Premium w/w in Rural Areas	Up to the month	For the month	No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		Lives covered * Up to the month
			Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	
136	1,710	1,437	5,784	-	-	-	-	-	-
53	1,268	614	3,447	-	-	-	-	-	-
211	1,976	147	1,422	-	-	-	-	-	-
124	1,707	133	1,218	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
48	179	5	43	-	-	-	-	-	-
3	59	6	49	-	-	-	-	-	-
2,040	12,592	58,004	332,000	-	-	-	-	-	-
1,061	8,277	32,803	255,406	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
2,040	12,592	58,004	332,000	-	-	-	-	-	-
1,061	8,277	32,803	255,406	-	-	-	-	-	-
1	37	3	22	-	-	-	-	-	-
2	41	3	22	-	-	-	-	-	-
35	705	102	769	-	-	-	-	-	-
30	527	70	705	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
36	742	105	791	-	-	-	-	-	-
32	568	73	727	-	-	-	-	-	-
92	690	3,641	8,332	1,219	4,399	859,766	2,945,849	-	-
77	711	371	3,422	1,426	2,309	1,014,265	1,672,481	-	-
476	3,732	1,310	2,583	-	-	-	-	-	-
817	2,320	6	148	-	-	-	-	-	-
38	362	1,897	17,211	-	-	-	-	-	-
35	392	1,690	17,269	-	-	-	-	-	-
515	4,094	3,207	19,794	-	-	-	-	-	-
852	2,713	1,696	17,417	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
82	1,164	3,562	34,962	-	-	-	-	-	-
180	1,407	8,885	65,814	-	-	-	-	-	-
3,161	23,145	70,108	403,128	1,219	4,399	859,766	2,945,849	-	-
2,382	16,710	44,581	347,500	1,426	2,309	1,014,265	1,672,481	-	-

(Premium in ₹ Lakhs)

Name of the Insurer: *The New India Assurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	6794.53	94594.64	52444.00	500846.00	491.43	9488.55	120274267.66	812750964.64
Previous year	6303.10	85106.09	56249.00	545381.00			542480062.51	822027841.58
Marine Cargo	2404.87	23758.44	22265.00	205434.00	185.22	3374.14	15765711.53	175418455.12
Previous year	2219.65	20384.30	30588.00	203937.00			128492604.12	244338987.73
Marine Hull (Including Onshore & Offshore oil energy)	2528.48	23854.37	880.00	8053.00	-1476.83	-874.20	13406654.61	182207735.74
Previous year	4005.31	24728.57	1055.00	7147.00			13977712.61	34721582.81
Marine (Total)	4933.35	47612.81	23145	213487	-1291.61	2499.94	29172366.14	357626190.86
Previous year (Total)	6224.96	45112.87	31643	211084	0.00	0.00	142470316.73	279060570.54
Aviation	109.26	8524.41	54.00	592.00	-59.54	930.14	-459394.18	151222597.01
Previous year	168.80	7594.27	78.00	627.00			2426936.86	92918343.01
Engineering	3112.09	29740.57	5129.00	49231.00	-193.34	1411.88	13201071.61	102338080.70
Previous year	3305.43	28328.69	9014.00	106119.00			23848413.10	135460819.34
Motor Own Damage	16367.09	138717.19	576362.00	5119578.00	2274.09	26489.71	9826736.50	72192313.27
Previous year	14093.00	112227.48	642580.00	4628881.00			23653253.11	62519704.49
Motor Third party	14579.54	131525.18	721819.00	5798347.00	1687.48	28070.06		
Previous year	12892.06	103455.12	555712.00	4648000.00				
Motor (Total)	30946.63	270242.37	721819	5798347	3961.57	54559.77	9826736.50	72192313.27
Previous year (Total)	26985.06	215682.60	642580	4648000	0.00	0.00	23653253.11	62519704.49
Workmen's compensation / Employer's liability	645.46	5414	10168.00	59280	469.13	1532.62	84467.86	1460290
Previous year	176.33	3881	5020.00	45435			278576.11	4053254
Public Liability	50.40	306	85.00	460	43.99	73.61	28265.87	42074
Previous year	6.41	233	120.00	668			-1861.25	19659
Product Liability	12.64	519	5.00	59	-140.87	59.69	10961.45	12703
Previous year	153.51	460	53.00	128			-2113.48	1627
Other Liability Covers	723.05	10882	5620.00	60931	-543.61	-964.16	235240.09	2207599
Previous year	1266.66	11846	8502.00	59487			11948078.88	13526506
Liability (Total)	1431.55	17121.19	15878	120730	-171.36	701.76	358935.27	3722666.23
Previous year (Total)	1602.91	16419.43	13695	105718	0.00	0.00	12222680.26	17601046.04
Personal Accident	796.68	12821.69	47052.00	397336	-44.34	1822.91	-65792377.27	204744417.82
Previous year	841.02	10998.78	47642.00	406135			60191157.82	94369407.49
Medical Insurance	28127.56	210963.03	133397.00	1134246	4195.00	31969.32	22017864.96	205358985.21
Previous year	23932.56	178993.71	188625.00	1135199			89792127.89	208988377.95
Overseas Medical Insurance	21.61	717.09	2542.00	22628	96.90	-83.42	2278584.44	3078486.84
Previous year	-75.29	800.51	3580.00	26966			344128.95	504461.65
Health (Total)	28149.17	211680.12	135939	1156874	4291.90	31885.90	24296449.40	208437472.05
Previous year (Total)	23857.27	179794.22	192205	1162165	0.00	0.00	90136256.84	209492839.60
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00			0.00	0.00
Credit Guarantee	10.26	22.74	10.00	13.00	10.26	22.19	1138066.73	1149567
Previous year	0.00	0.55	0.00	15.00			0.00	3.05
All Other Miscellaneous	5436.22	40064.18	105665.00	747623	656.60	393.36	23524509.02	276954789.62
Previous year	4779.62	39670.82	124122.00	841798			133006103.24	686433592.61
Grand Total	81719.74	732424.72	1107135	8985079	7651.57	103716.40	155540630.88	2191139058.93
Previous year (Total)	74068.17	628708.32	1117228	8027042	0.00	0.00	1030435180.47	3399884167.75

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered * Up to the month	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
1105.57	10060.23	4199.00	62102.00	339.95	3269.59	0.00	0.00	0.00	0.00
614.51	7724.49	4446.00	62048.00	156.84	2361.35	0.00	0.00	0.00	0.00
309.22	2702.43	1847.00	13633.00	423.24	1275.68	0.00	0.00	0.00	0.00
246.30	1794.46	1328.00	9936.00	59.38	545.12	0.00	0.00	0.00	0.00
16.56	164.09	49.00	397.00	2.87	17.37	0.00	0.00	0.00	0.00
17.90	145.60	15.00	309.00	75.41	83.41	0.00	0.00	0.00	0.00
325.78	2866.52	1896	14030	426.11	1293.05	0.00	0.00	0.00	0.00
264.20	1940.06	1343	10245	134.79	628.53	0.00	0.00	0.00	0.00
-0.76	11.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8.96	21.92	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00
82.57	2361.98	1020.00	5159.00	-50.58	857.87	0.00	0.00	0.00	0.00
289.15	1749.13	1429.00	10790.00	-733.27	918.25	0.00	0.00	0.00	0.00
3916.10	3578.66	54925.00	556741.00	500.47	5718.50	7721.00	59283.00	59283.00	59283.00
2704.88	26356.94	35625.00	468699.00	397.13	5079.23	18132.00	98885.00	98885.00	98885.00
3667.40	37740.96	59019.00	554989.00	427.51	5611.59	8185.00	50834.00	50834.00	50834.00
2373.91	24497.05	36256.00	407685.00	383.18	4537.13	17171.00	248854.00	248854.00	248854.00
7583.50	73319.62	59019	556741	927.98	11330.09	15906	110117	110117	110117
5078.79	50853.99	36256	468699	780.31	9616.36	35303	347739	347739	347739
117.40	883	603.00	8197	-0.51	224	910.00	10064	10064	10064
147.78	871	996.00	4616	3.31	257	2271.00	18516	18516	18516
0.13	2	3.00	14	0.00	0	0.00	0	0	0
0.00	0	0.00	2	0.00	0	0.00	0	0	0
4.83	15	3.00	18	0.19	2	0.00	0	0	0
2.50	15	1.00	8	0.44	1	0.00	0	0	0
244.00	1865	36280.00	48539	87.61	690	10810.00	22345	22345	22345
149.96	1518	1589.00	13545	53.83	536	12596.00	19208	19208	19208
366.36	2764.47	36889	56768	87.29	916.12	11720	32409	32409	32409
300.24	2404.49	2586	18171	57.58	794.26	14867	37724	37724	37724
92.99	1266.64	4053.00	43341	-268.35	1836.58	221355.00	6058559	6058559	6058559
164.55	1003.85	5089.00	44740	75.71	403.96	183468.00	626135	626135	626135
830.49	21610.40	5540.00	59757	549.90	7677.55	155732.00	48574745	935713	60172666
814.31	7269.65	6810.00	67930	1316.69	7300.65	395700.00	3035106	1135950	7399405
-2.38	32.93	93.00	695	13.15	62.08	101.00	1638	3595	18601
-4.63	35.91	-148.00	1343	1.10	28.54	-9918.00	5732	-8566	15501
828.11	21643.33	5633	60452	563.05	7739.63	155833	48576383	939308	60191267
809.68	7305.56	6662	69273	1317.79	7329.19	385782	3040838	1127384	7414906
14.52	15	0.00	0.00	0.27	0.27	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1443.99	9671.24	17858.00	187278	328.36	3045.88	39072.00	3287649	3287649	3287649
1418.16	10040.33	19761.00	192746	630.93	2412.98	6582698.00	10104916	10104916	10104916
11842.63	123980.16	130567	985871	2354.08	30289.08	443886	58065117	58065117	58065117
8948.24	83043.82	77572	876713	2420.68	24464.88	7202118	14157352	14157352	14157352



Name of the Insurer: *The Oriental Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	3909.36	69585.44	39995	371400	-981.12	8933.44	6609868.07	155717047.88
Previous year	4890.48	60652.00	40876	373099				
Marine Cargo	2082.59	21174.78	13736	132805	-343.71	-247.33	5987931.61	80459640.47
Previous year	2426.30	21422.11	15680	133441				
Marine Hull (Including Onshore & Offshore oil energy)	2279.63	16960.51	356	3960	1306.64	1267.68	2478322.08	71311192.95
Previous year	972.99	15692.83	357	3907				
Marine (Total)	4362.22	38135.29	14092	136765	962.93	1020.35	8466253.69	151770833.42
Previous year (Total)	3399.29	37114.94	16037	137348				
Aviation	176.40	6949.68	38	294	-80.46	1095.87	371993.58	5944292.47
Previous year	256.86	5853.81	44	340				
Engineering	3040.04	23968.57	3831	31148	-616.89	416.09	1814490.11	21991203.11
Previous year	3656.93	23552.48	3803	30600				
Motor Own Damage	9675.17	82462.10	460019	4169706	807.94	7441.26	610146.45	5375119.39
Previous year	8867.23	75020.84	462590	4028567				
Motor Third party	10344.11	92094.43	637058	5601550	671.68	11962.44	0.00	0.00
Previous year	9672.43	80131.99	640963	5478860				
Motor (Total)	20019.28	174556.53	637058	5601550	1479.62	19403.70	610146.45	5375119.39
Previous year (Total)	18539.66	155152.83	640963	5478860				
Workmen's compensation / Employer's liability	646.15	5736.42	5130	48100	-24.23	-23.40	10772.27	94225.05
Previous year	670.38	5759.82	6016	48210				
Public Liability	2.41	67.40	21	310	-4.10	-5.99	176395.75	10097852.70
Previous year	6.51	73.39	21	314				
Product Liability	12.78	437.68	8	76	-35.53	55.80	393295.49	2020587.93
Previous year	48.31	381.88	9	91				
Other Liability Covers	222.94	2486.74	2895	27391	1.77	103.51	411802.69	11461755.28
Previous year	221.17	2383.23	2717	25156				
Liability (Total)	884.28	8728.24	8054	75877	-62.09	129.92	992266.20	23674420.96
Previous year (Total)	946.37	8598.32	8763	73771				
Personal Accident	1103.21	9265.13	73244	637988	54.67	-2745.13	1698951.97	14217157.24
Previous year	1048.54	12010.26	82601	696738				
Medical Insurance	10519.69	107174.62	95592	763682	1698.65	17395.47	383154.23	3867997.58
Previous year	8821.04	89779.15	84638	675170				
Overseas Medical Insurance	40.17	491.80	1112	14283	-5.90	-77.28	89609.68	1403422.98
Previous year	46.07	569.08	1231	16556				
Health (Total)	10559.86	107666.42	96704	777965	1692.75	17318.19	472763.91	5271420.56
Previous year (Total)	8867.11	90348.23	85869	691726				
Crop Insurance	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0				
Credit Guarantee	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0				
All Other Miscellaneous	6003.91	37809.09	67091	606973	442.70	-8720.01	7408567.39	54763042.29
Previous year	5561.21	46529.10	82836	673700				
Grand Total	50058.56	476664.39	940107	8239960	2892.11	36852.42	28445301.37	438724537.32
Previous year (Total)	47166.45	439811.97	961792	8156182			0.00	0.00

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
410.24	4391.36	8250	71681	0.00	0.00	0	0	0	0
359.03	3834.71	8146	68573	0.00	0.00	0	0	0	0
97.60	788.87	620	6102	0.00	0.00	0	0	0	0
88.95	749.46	719	6276	0.00	0.00	0	0	0	0
13.31	108.75	58	927	0.00	0.00	0	0	0	0
12.64	1282.98	141	1408	0.00	0.00	0	0	0	0
110.91	897.62	678	7029	0.00	0.00	0	0	0	0
101.59	2032.44	860	7684	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
109.63	883.71	1128	6270	0.00	0.00	0	0	0	0
115.55	960.93	563	4300	0.00	0.00	0	0	0	0
1781.19	15520.66	88019	811023	0.00	0.00	0	0	0	0
1670.09	14240.09	83145	735700	0.00	0.00	0	0	0	0
2237.14	19844.81	126493	1121842	0.00	0.00	15150	294564	53257	672556
2031.63	16874.73	121654	1048625	0.00	0.00	41249	2007345	62330	10408827
4018.33	35365.47	126493	1121842	0.00	0.00	15150	294564	53257	672556
3701.72	31114.82	121654	1048625	0.00	0.00	41249	2007345	62330	10408827
95.78	800.53	913	8365	163.42	1430.22	0	0	0	0
96.88	757.29	993	7985	163.75	1509.98	0	7917	0	52988
0.29	3.18	5	26	0.00	0.00	0	0	0	0
0.02	7.73	2	19	0.00	0.00	0	0	0	0
0.15	0.74	2	4	0.00	0.00	0	0	0	0
0.15	0.91	2	4	0.00	0.00	0	0	0	0
31.34	206.69	240	2363	0.00	0.00	0	0	0	0
28.62	184.33	204	2133	0.00	0.00	0	0	0	0
127.56	1011.14	1160	10758	163.42	1430.22	0	0	0	0
125.67	950.26	1201	10141	163.75	1509.98	0	7917	0	52988
154.80	849.47	15803	125206	190.18	2311.05	74	3347	1502	19232
86.56	940.26	17693	147465	204.10	2390.34	85	320698	959	625401
430.29	3161.18	6371	48956	1919.52	17798.87	40	320	152	1230
368.80	2698.29	5537	43187	1664.16	17063.91	40	1109406	154	309278
1.53	22.23	79	618	0.00	0.00	0	0	0	0
1.06	17.21	61	546	0.00	0.00	0	0	0	0
431.82	3183.41	6450	49574	1919.52	17798.87	40	320	152	1230
369.86	2715.50	5598	43733	1664.16	17063.91	40	1109406	154	309278
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
1385.96	7629.47	23781	198890	2767.03	13146.47	7063	40114	7420	41446
1592.53	13290.02	30365	225792	2677.11	13264.54	13090	544512	13835	1564440
6749.25	54211.65	183743	1591250	5040.15	34686.61	22327	338345	62331	734464
6452.51	55838.94	186080	1556313	4709.12	34228.77	54464	3989878	77278	12960934



Name of the Insurer: *United India Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	7300.28	84230.34	71082	620327	234.28	12261.34	7909296	91257139
Previous year	7066.00	71969.00	79167	696458	2070.00	12509.00	11296563	115058353
Marine Cargo	2879.73	24580.07	21456	195552	347.73	370.07	6107593	52131644
Previous year	2532.00	24210.00	29591	249345	384.00	3301.00	5370095	51346766
Marine Hull (Including Onshore & Offshore oil energy)	2486.91	23812.73	1474	14331	1405.91	5014.73	894572	8565730
Previous year	1081.00	18798.00	1359	19056	-635.00	1175.00	388849	6761871
Marine (Total)	5366.64	48392.80	22930	209884	1753.64	5384.80	7002165	60697374
Previous year (Total)	3613.00	43008.00	30950	268401	-251.00	4476.00	5758944	58108636
Aviation	146.01	3925.56	213	1313	69.01	3223.56	21907	588981
Previous year	77.00	702.00	29	606	-87.00	90.00	11553	105326
Engineering	5256.41	38552.70	7339	79657	1122.41	2846.70	2265694	16617543
Previous year	4134.00	35706.00	10567	113442	-82.00	6446.00	1781897	15390517
Motor Own Damage	15941.72	126457.50	493707	5212595	3319.72	25359.50	2262045	17943648
Previous year	12622.00	101098.00	532885	4658688	2488.00	19665.00	1790995	14345270
Motor Third party	13007.27	122641.59	962217	8549775	131.27	18328.59		0
Previous year	12876.00	104313.00	889638	7684484	4471.00	35094.00	0	0
Motor (Total)	28948.99	249099.09	962217	8549775	3450.99	43688.09	2262045	17943648
Previous year (Total)	25498.00	205411.00	889638	7684484	6959.00	54759.00	1790995	14345270
Workmen's compensation / Employer's liability	614.93	6504.04	11683	88112	-1275.92	390.04		0
Previous year	1890.85	6114.00	6615	57298	1402.11	2099.91	0	0
Public Liability	68.15	968.38	549	3868	63.50	-106.51	11551	164133
Previous year	4.65	1074.89	963	5531	-106.02	147.46	788	182185
Product Liability	28.03	874.96	111	1186	-24.14	111.16	5577	174087
Previous year	52.17	763.80	228	1387	-20.24	212.09	10380	151970
Other Liability Covers	203.03	1697.51	3497	19746	55.70	-703.80	61769	516447
Previous year	147.33	2401.31	1459	16893	38.15	401.54	44823	730570
Liability (Total)	914.14	10044.89	15840	112911	-1180.86	-309.11	78897	854666
Previous year (Total)	2095.00	10354.00	9265	81109	1314.00	2861.00	55992	1064725
Personal Accident	1062.47	11256.45	37740	333798	-4902.53	-4271.55	3498419	37064372
Previous year	5965.00	15528.00	67035	441081	4971.00	6707.00	19641093	51129398
Medical Insurance	16955.88	199363.14	186815	1825674	2600.60	54597.03	2342207	27539103
Previous year	14355.28	144766.11	176967	1282454	2611.59	33278.36	1982972	19997321
Overseas Medical Insurance	22.08	752.74	1307	15392	-1510.64	-8546.15	6496	221459
Previous year	1532.72	9298.89	17145	91385	84.41	1396.64	450933	2735774
Health (Total)	16977.96	200115.88	188121	1841066	1089.96	46050.88	2348703	27760563
Previous year (Total)	15888.00	154065.00	194112	1373838	2696.00	34675.00	2433905	22733095
Crop Insurance	0.00	0.00	0	0	0.00	0.00		0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
Credit Guarantee	0.00	0.00	0	0	0.00	0.00		0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
All Other Miscellaneous	5679.39	48927.62	144203	1688405	5184.39	4833.62	1094822	9431830
Previous year	495.00	44094.00	212515	1658436	-6049.00	459.01	95422	8500048
Grand Total	71,652	694,545	1,449,685	13,437,135	6,821	113,708	26,481,949	262,216,118
Previous year (Total)	64,831	580,837	1,493,278	12,317,855	11,541	122,982	42,866,363	286,435,368

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012

(Premium in ₹ Lakhs)

Amount of Premium u/w in Rural Areas	For the month	Up to the month	No. of Policies in Rural Areas		Amount of Premium u/w in Social Sector		No. of Lives covered in Social Sector		Lives covered * Up to the month
			For the month	Up to the month	For the month	Up to the month			
784.81	6262.12	15867	115477	0.00	0.00	0.00	0	0	0
654.01	5218.43	13798	100415	0.00	0.00	0.00	0	0	0
196.12	1072.40	1807	20131	0.00	0.00	0.00	0	0	0
150.85	824.92	1613	17974	0.00	0.00	0.00	0	0	0
5.49	98.80	114	1734	0.00	0.00	0.00	0	0	0
4.22	76.00	102	1548	0.00	0.00	0.00	0	0	0
201.61	1171.20	1921	21865	0.00	0.00	0.00	0	0	0
155.07	900.92	1715	19521	0.00	0.00	0.00	0	0	0
0.00	0.00	0	0	0.00	0.00	0.00	0	0	0
0.00	0.00	0	0	0.00	0.00	0.00	0	0	0
154.23	2329.84	15016	34819	0.00	0.00	0.00	0	0	0
129.61	1957.85	10726	24871	0.00	0.00	0.00	0	0	0
3187.14	27815.28	113805	786862	0.00	0.00	0.00	0	0	0
2843.26	21787.98	92524	639725	0.00	0.00	0.00	0	0	0
2554.01	24967.24	167422	1226988	0.00	0.00	0.00	0	0	0
2324.29	18333.74	137231	1005728	0.00	0.00	0.00	0	0	0
5741.15	52782.52	167422	1226988	0.00	0.00	0.00	0	0	0
5167.55	40121.72	137231	1005728	0.00	0.00	0.00	0	0	0
79.30	553.20	1871	9979	21.51	246.96	1365	2744	0	0
58.74	409.78	1462	7796	17.77	204.10	1187	2386	0	0
1.91	42.92	101	911	0.00	0.00	0	0	0	0
1.66	37.32	90	813	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	3.79	0	35	0.00	0.00	0	0	0	0
31.53	177.88	2301	1798	0.00	0.00	0	0	0	0
26.06	147.01	28	1798	0.00	7.78	0	2744	0	0
112.74	774.00	2007	13191	21.51	246.96	1365	2744	0	0
86.46	597.90	1580	10442	17.77	211.87	1187	2387	0	0
1091.80	7157.89	20273	70905	1129.41	3507.68	388633	2298201	0	0
852.97	5592.10	16482	57646	1026.74	3188.80	2874341	3276255	0	0
642.91	18959.90	25082	196124	5312.60	34464.07	4791559	24633885	3503657	24821370
-458.50	10008.36	16721	130749	5852.41	21907.18	1018074	19535070	1103709	19690716
9.60	218.47	0	3311	0.00	0.00	0	0	11040	25927
8.00	182.06	30	3015	0.00	0.00	0	0	19607	137096
652.51	19178.37	25082	199435	5312.60	34464.07	4791559	24633885	3514697	24847297
-450.49	10190.42	16751	133764	5852.41	21907.18	1018074	19535070	1123316	19827812
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
3306.69	17604.46	77570	464390	476.89	7811.73	34496	300723	0	0
2875.38	15308.23	69259	414634	414.69	6792.81	9107	206312	0	0
12,046	107,260	325,158	2,147,071	6,940	46,030	5,216,053	27,235,553	3,514,697	24,847,297
9,471	79,888	267,542	1,767,022	7,312	32,101	3,902,709	23,020,023	1,123,316	19,827,812



Name of the Insurer: *Universal Somp General Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	151.41	6540.43	9956.00	83697.00	-416.01	1055.25	378893.28	11493207.51
Previous year	567.43	5485.18	10293.00	80415.00	117.31	1624.41	600178.54	6634044.64
Marine Cargo	62.32	1095.00	202.00	1658.00	-35.78	391.40	580084.41	9297483.42
Previous year	98.10	703.60	223.00	1450.00	46.70	304.41	539240.98	5486852.17
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	62.32	1095.00	202	1658	-35.78	391.40	580084.41	9297483.42
Previous year (Total)	98.10	703.60	223	1450	46.70	304.41	539240.98	5486852.17
Aviation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Engineering	44.95	887.43	133.00	1491.00	-12.45	262.80	19648.80	546746.21
Previous year	57.40	624.63	165.00	1141.00	27.22	214.75	49767.84	521211.79
Motor Own Damage	1231.93	10079.01	41755.00	333359.00	-624.53	-2263.51	106251.66	836682.85
Previous year	1856.46	12342.51	50156.00	336874.00	876.52	3061.80	100153.43	619621.82
Motor Third party	1257.29	9497.42	0.00	0.00	793.16	6358.54		
Previous year	464.13	3138.89	0.00	0.00	219.13	490.65		
Motor (Total)	2489.22	19576.43	41755	333359	168.63	4095.03	106251.66	836682.85
Previous year (Total)	2320.59	15481.40	50156	336874	1095.65	3552.45	100153.43	619621.82
Workmen's compensation / Employer's liability	13.28	179	114	1075	-10.90	12.21	1363	35925
Previous year	24.19	166.63	121.00	839.00	8.03	73.73	2212.98	28351.37
Public Liability	0.42	2.68	1.00	11.00	0.13	-4.78	500	6250
Previous year	0.29	7.46	3.00	18.00	0.29	3.19	2500.00	9485.50
Product Liability	0.00	19.62	0.00	11.00	0.00	10.62	0.00	3952.75
Previous year	0.00	8.99	0.00	6.00	0.00	8.99	0.00	1993.75
Other Liability Covers	27	123	10	160	26.58	69.45	9151	37721
Previous year	0	54	11	116	-13	2	1089	17526
Liability (Total)	40.40	324.43	125	1257	15.80	87.51	11013.25	83849.08
Previous year (Total)	24.60	236.93	135	979	-4.73	87.71	5801.98	57357.02
Personal Accident	21.98	405.55	482	5545	5.08	12.55	87920.15	3695697.84
Previous year	16.91	393.00	567.00	5625.00	-4.59	95.51	55201.44	4289500.97
Medical Insurance	298.93	3553.79	9010	54980	26.47	841.94	22628.20	192782.36
Previous year	272.46	2711.85	6712	34769	62.34	1060.48	13260.38	137696.79
Overseas Medical Insurance	1.33	10.41	76.00	1348.00	-0.63	1.66	22474.01	273218.93
Previous year	1.96	8.75	64.00	498.00	1.96	8.75	17269.54	160870.94
Health (Total)	300.26	3564.20	9086	56328	25.84	843.59	45102.21	466001.28
Previous year (Total)	274.42	2720.60	6776	35267	64.30	1069.23	30529.91	298567.72
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	518.36	4359.31	14552.00	129548.00	18.76	945.44	261010.16	2492187.66
Previous year	499.60	3413.87	16313.00	124612.00	103.63	874.01	266577.07	2044483.84
Grand Total	3628.90	36752.77	76291	612883	-230.13	7693.56	1489923.91	28911855.85
Previous year (Total)	3859.04	29059.21	84628	586363	1445.48	7822.48	1647451.19	19951639.98

*Wherever applicable

Name of the Insurer: Agriculture Insurance Company of India Ltd.

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)								
Previous year (Total)								
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)								
Previous year (Total)								
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)								
Previous year (Total)								
Personal Accident								
Previous year								
Medical Insurance								
Previous year								
Overseas Medical Insurance								
Previous year								
Health (Total)								
Previous year (Total)								
Crop Insurance	9282.52	226577.59	21411	501023	1821.50	47025.63	162276.77	4819510.02
Previous year	7461.02	179551.96	39196	486326	2879.36	49974.13	187037.02	4040344.30
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	9282.52	226577.59	21411	501023	1821.50	47025.63	162276.77	4819510.02
Previous year (Total)	7461.02	179551.96	39196	486326	2879.36	49974.13	187037.02	4040344.30

*Wherever applicable

(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF DECEMBER, 2012

No. of Lives covered *		No. of Lives covered in Social Sector		Amount of Premium w/w in Social Sector		No. of Policies in Rural Areas		Amount of Premium w/w in Rural Areas	
Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month
19026892	656081	NA	NA	NA	NA	501023	21411	226577.59	9282.52
16936600	372798	NA	NA	NA	NA	486326	39196	179551.96	7461.02
19026892	656081	NA	NA	NA	NA	501023	21411	226577.59	9282.52
16936600	372798	NA	NA	NA	NA	486326	39196	179551.96	7461.02
19026892	656081	NA	NA	NA	NA	501023	21411	226577.59	9282.52
16936600	372798	NA	NA	NA	NA	486326	39196	179551.96	7461.02



Name of the Insurer: Apollo Munich Health Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	107.85	824.37	3361	24463.00	107.85	824.37	178228.69	1163159.99
Previous year	88.45	654.00	2970	23172	88.45	654.00	51634.25	370471.38
Medical Insurance	3893.17	33986.80	28582	197135.00	3893.17	33986.80	119739.73	1340268.51
Previous year	2686.57	24552.53	21656	143968	2686.57	24552.53	78054.18	518252.93
Overseas Medical Insurance	29.45	454.62	1601	19262.00	29.45	454.62	219202.50	2169459.61
Previous year	27.06	391.92	1882	18003	27.06	391.92	103222.84	1951267.07
Health (Total)	3922.62	34441.42	30183	216397	3922.62	34441.42	338942.23	3509728.12
Previous year (Total)	2713.64	24944.45	23538	161971	2713.64	24944.45	181277.02	2469520.01
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	71.41	638.22	0	2	71.41	638.22	330340.00	3006110.00
Previous year	69.94	591.50	0	2	69.94	591.50	341065.00	2754805.00
Grand Total	4101.88	35904.00	33544	240862	4101.88	35904.00	847510.91	7678998.11
Previous year (Total)	2872.03	26189.95	26508	185145	2872.03	26189.95	573976.27	5594796.38

*Wherever applicable

Name of the Insurer: *Export Credit Guarantee Corporation of India Ltd.,*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident								
Previous year								
Medical Insurance								
Previous year								
Overseas Medical Insurance								
Previous year								
Health (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance								
Previous year								
Credit Guarantee	10037	82775	766	6878	1467	12687	279983	3619354
Previous year	8570	70088	1037	8852	1254	6836	310476	2777477
All Other Miscellaneous								
Previous year								
Grand Total	10036.97	82775.24	766	6878	1467.18	12687.33	279982.58	3619354.02
Previous year (Total)	8569.79	70087.91	1037	8852	1253.61	6835.65	310476.15	2777477.48

*Wherever applicable

Name of the Insurer: Max Bupa Health Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	12.14	63.14	929	5752	12.14	63.14	8025.01	42295.01
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Medical Insurance	2,188.47	12,604.47	13159	99560	2,188.47	12,604.47	65191	340882.21
Previous year	1552.03653	7557.33987	7809	46789	1185.30737	6068.21276	42869.7	270131
Overseas Medical Insurance								
Previous year								
Health (Total)	2188.47	12604.47	13159	99560	2188.47	12604.47	65190.72	340882.21
Previous year (Total)	1552.04	7557.34	7809	46789	1185.31	6068.21	42869.70	270131.00
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	2200.61	12667.61	14088	105312	2200.61	12667.61	73215.73	383177.22
Previous year (Total)	1552.04	7557.34	7809	46789	1185.31	6068.21	42869.70	270131.00

*Wherever applicable

FOR AND UP TO THE MONTH OF DECEMBER, 2012									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.38	0.82	40	74	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
11.81	116	163	1277	24.791	24.791	13813	13813	59136	387220
8.08738	54.20396	48	577	8.35654	22.0953	136	136	29298	124881
11.81	116.00	163	1277	24.79	24.79	13813	13813	59136	387220
8.09	54.20	48	577	8.36	22.10	136	136	29298	124881
12.19	116.82	203	1351	24.79	24.79	13813	13813	59136	387220
8.09	54.20	48	577	8.36	22.10	136	136	29298	124881

(Premium in ₹ Lakhs)

Name of the Insurer: *Star Health and Allied Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	114.77	1109.96	12925	96801.00	-8.14	68.42	133159.19	1780969.21
Previous year	122.91	1041.54	12975	97418.00	1.52	128.60	223941.72	1678223.48
Medical Insurance	7141.21	56467.46	114176	847750.00	2422.27	-29277.78	454608.75	3506315.59
Previous year	4718.94	83310.58	101015	758222.00	-11243.98	-9657.21	365554.70	25258109.70
Overseas Medical Insurance	71.26	1027.86	2723	34365.00	-1.27	45.18	310806.41	3766382.76
Previous year	72.53	982.68	2527	33546.00	5.13	73.68	289332.81	3666518.83
Health (Total)	7212.47	57495.32	116899	882115	2421.00	-29232.60	765415.16	7272698.35
Previous year (Total)	4791.47	84293.26	103542	791768	-11238.85	-9583.53	654887.51	28924628.53
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	0.00	0.00	0	0.00	-0.10	-276.07	0	0.00
Previous year	0.10	276.07	38	98947.00	-33.22	-50.21	380	989470.00
Grand Total	7327.24	58605.28	129824	978916	2412.76	-29440.25	898574.35	9053667.56
Previous year (Total)	4914.48	85610.87	116555	988133	-11270.55	-9505.14	879209.23	31592322.01

*Wherever applicable

Name of the Insurer: *Religare Health Insurance Company Limited*

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	320.15	1978.11	1935.00	7288.00	320.15	1978.11	16066.00	81495.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Overseas Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Health (Total)	320.15	1978.11	1935	7288	320.15	1978.11	16066.00	81495.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	320.15	1978.11	1935	7288	320.15	1978.11	16066.00	81495.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00

*Wherever applicable



GET READY FOR A MARATHON!

A Unit Linked Insurance Policy (ULIP) is a long term instrument for Risk Protection with a lock-in period of 5 years.

- Do you know that if you do not pay your premiums on time, your policy stands discontinued? **You must keep your policy alive by paying premium on time.**
- Do you know that if your policy is discontinued you have an option of reviving it or completely withdrawing from it? **If you don't exercise the option within 30 days, it would be deemed that you are withdrawing from the policy.**
- Do you know what you will get when you discontinue your policy? **If you discontinue your policy, the proceeds of the discontinued policy will be given to you on completion of five policy years and you earn an interest rate of 3.50% p.a on the fund from the date of discontinuance.**
- Have you ascertained the charges levied for discontinuance of your policy? **Ask for details of the Discontinuance Charges.**

Remember that if you don't pay premium every year for 5 years, there will be a Discontinuance Charge. Discontinuance Charge will not apply to Single Premium policies.



A public awareness initiative by

बीमा विनियामक और विकास प्राधिकरण

**INSURANCE REGULATORY AND
DEVELOPMENT AUTHORITY**

Promoting Insurance. Protecting Insured.

You may contact IRDA Call Centre at 155255 if your grievance has not been attended to by the insurance company or You may approach the Insurance Ombudsman, if applicable. For further information, visit www.gbic.co.in or www.irda.gov.in

20 – 21 Mar 2013 Venue: Bangkok	CEO Insurance Summit By Asia Insurance Review, Singapore.
25 – 30 Mar 2013 Venue: NIA, Pune	Programme on HRM & Industrial Relations By National Insurance Academy.
09 – 10 Apr 2013 Venue: Singapore	2nd Conference on Social Media & Mobile Marketing for Insurance By Asia Insurance Review, Singapore.
16 – 18 Apr 2013 Venue: NIA, Pune	Programme on Insurance Regulations By National Insurance Academy.
19 – 21 Apr 2013 Venue: NIA, Pune	Programme on Distribution Channel Management By National Insurance Academy.
22 – 23 Apr 2013 Venue: Dubai	MENA Social Media & Mobile Marketing Conference for Insurance By Middle East Insurance Review, Singapore.
10 – 12 May 2013 Venue: NIA, Pune	Programme on Health Insurance (Life) By National Insurance Academy.
14 – 17 May 2013 Venue: Kuala Lumpur	IFSB Summit By Islamic Financial Services Board.
15 – 16 May 2013 Venue: Jakarta	14th Asia Conference on Bancassurance & Alternative Distribution Channels By Asia Insurance Review, Singapore.
20 – 21 May 2013 Venue: Singapore	8th Asia Takaful Conference By Asia Insurance Review, Singapore.

view point



We strongly advocate formalization of the informal sector. Providers should be licensed and supervised. This is essential for the protection of policyholders and to safeguard trust in the insurance sector.

Mr. Peter Braumüller

Chair of the IAIS Executive Committee.

Financial markets link the present to the future in conditions of inherent irreducible uncertainty. They are populated by agents whose decision making processes are part rational but part driven by emotional responses.

Mr. Adair Turner

Executive Chairman, FSA, UK.

Globally, the life insurance business is also facing challenging times, emanating from a combination of tougher regulations, low and volatile asset returns and changing customer needs.

Mr Lee Chuan Teck

Assistant Managing Director, Monetary Authority of Singapore.

Global regulatory frameworks before the crisis were inadequate and were not applied consistently in major economies. And some supervisory agencies were not as effective as they would have wanted to be.

Mr. John F Laker

Chairman, Australian Prudential Regulation Authority.

Although the life insurance business now has greater credibility than ever, we believe that we must still work to raise this trust further.

Mr. Kenji Matsuo

Chairman, The Life Insurance Association of Japan.

There is certainly a greater need to look at everything from the prism of policyholder welfare. Insurance industry won't have a future if they don't build trust with the customers.

Mr. J. Hari Narayan

Ex-Chairman, Insurance Regulatory & Development Authority, India.



If undelivered please return to:

IRDA, Parishram Bhavan, 3rd Floor, Basheer Bagh, Hyderabad - 500 004. Ph: +91-40-23381100