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## Enabling a Well-oiled System

- Brokers in Insurance

बीमा विनियामक और विकास प्राधिकरण



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## From the Publisher

It is common knowledge that the growth of insurance, as a financial service, is directly related to the economic development of a nation; and a less than optimum appetite for insurance demonstrated by emerging economies underlines the need for enhanced efforts in improving accessibility of insurance services. It is this factor that creates a challenging yet rewarding role for the insurance marketing intermediaries. As far as the marketing of individual Life insurance is concerned, the agent has

been instrumental in spreading the message as also increasing the penetration - as seen in the Indian domain. However, in the case of a corporate entity, there is a need for assessment of a range of risks that it is exposed to; and design a comprehensive risk management strategy. This calls for a more professional distribution channel and the insurance broker fulfils this role.

Prior to privatization, the Indian insurance industry comprised of public sector players without much differentiation in the products that were being sold. The opening up of the market for private participation brought with it an intense competition between the players in the industry; and with a slew of products that were hitherto not available, a need was felt for a highly professional distribution channel that can assist the clientele not only in optimum assessment of their total risk exposure but also suggest them the most suitable insurance product to cover such risks. The insurance broking firms thus emerged as the professional entities with the required technical expertise to assess a range of risks and to offer customised insurance solutions. This professionalism also brought with it the added advantages of independent assessment of complex risks, true price discovery in a competitive market and efficient after sales service which is the need of the hour. The role of insurance brokers thus, while acting as a bridge between the buyer and seller of insurance products, becomes crucial in terms of mutual trust and professionalism, more so in view of the fact that they represent buyers. The Regulator has put in place the necessary regulatory architecture to uphold these principles and has zero tolerance towards any deviations.

The brokering fraternity, on their part, should ensure that they maintain the highest standards of professionalism in regulatory compliance and in servicing of customers so as to build up a healthy profession.

'Role of Brokers in Insurance' is the focus of this issue of the **Journal**. With a wide range of viewpoints and opinions, it will continue to be the focus of the next issue as well.



**T.S. Vijayan**



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FROM THE EDITOR

## Making Insurance More Meaningful - Role of Brokers

The opening up of the insurance industry in India for private participation pre-supposed the entry of new distribution channels, as it would be far too demanding to expect that the 'agent' as the sole intermediary would sufficiently fulfil the role of distribution in a terrain that he has not been used to - a competitive regime with several players and with a multitude of products at the disposal of the clients. The entry of the 'insurance broker' was thus just a matter of time as also a matter of course. Accordingly, the entry of 'brokers' as a distribution channel shortly after privatization was welcomed with a lot of positive optimism; and there has been a reasonably good demand from applicants to operate as brokers in the Indian domain.

In a typically robust and competitive insurance market, the operation of brokers would bring in a lot of advantages for several stakeholders - the insurers and the insured, in particular. First and foremost, in a domain that has been significantly dotted with less than desirable levels of understanding the element of risk; to expect that proper risk management strategies are being followed would be far-fetched. It was more a case of post-event management of a peril that was in operation, which humanity could ill-afford. The brokers, armed with their knowledge of risk management and

strategies for a specific environment, set about rectifying this imbalance.

The obvious benefits for the corporates by virtue of being engaged with the brokers, apart from their contribution in designing risk management strategies, would be in helping achieve a customised and wholesome package for their clientele. To what extent the brokers in India have been able to accomplish this might be debatable; however, it would not be too optimistic to expect that it would not be long before we get to see such healthy practices being followed in the market. Further, the other significant factor that could change a lot of dynamics of the industry viz. 'price' has also come to be seen as a propeller for the success of a broker. While a healthy competition would bring in a great deal of rationalization of prices, sufficient care has to be exercised in ensuring that it would not eventually lead to a 'price war' that could be detrimental to the industry.

'Role of Brokers in Insurance' is the focus of this issue of the **Journal**. We open the debate with an article by Mr. Sanjay Kedia, in which he traces the evolution of the profession of broker itself; and how the Indian insurance industry started engaging the broker as a functional intermediary. He goes on to describe the role of the broker in establishing long-term relationships between the insurers and the insured;

and the value that the broker brings in. In the next article, Mr. K. Ramachandran emphasizes that it is not merely increasing the size of the business that a broker should aim at. He further describes the aspects that would identify a broker differently from an agent and also as to how the role of the broker would be more significant for a corporate entity.

'It has not been a mere bed of roses all the way for the broker but real tough work' says Mr. V. Ramakrishna in the next article. He further adds that the very existence of the broker profession is being threatened, being caught between the mutually conflicting interests of the insurer and the insured. To enable a smooth functioning of such an important intermediary, it is essential that there are exhaustive regulations and enabling guidelines, at the same time. Mr. K. Mahipal Reddy takes a detailed look at the broker's regulations - their wholesomeness and otherwise - in the last article of the issue. This issue also has the details of the third quarter business of Life and Non-life insurers.

Being an area of vital importance and with varied opinions on its functioning, 'Role of Brokers in Insurance' will continue to be the focus of the next issue of the **Journal**.

U. Jawaharlal



## FIRST YEAR PREMIUM OF LIFE INSURERS FOR THE QUARTER DECEMBER 2013

### INDIVIDUAL SINGLE PREMIUM (INCLUDING RURAL & SOCIAL)

(₹ in Crores)

Sl. No.	PARTICULARS	PREMIUM		POLICIES		SUM ASSURED	
		Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013
1	<b>Non linked* Life</b>						
	with profit	5340.25	11093.77	799563	1462550	7280.60	16967.42
	without profit	2833.62	92.93	492487	192140	10233.72	1820.91
2	<b>General Annuity</b>						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	949.48	1185.57	25127	27737	62.09	54.20
3	<b>Pension</b>						
	with profit	-0.08	14.54	-5	388	0.00	35.16
	without profit	123.28	22.86	124	130	0.28	0.30
4	<b>Health</b>						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	0.06	1.38	21	495	0.97	25.53
<b>A.</b>	<b>Sub total</b>	<b>9246.62</b>	<b>12411.05</b>	<b>1317317</b>	<b>1683440</b>	<b>17577.66</b>	<b>18903.52</b>
1	<b>Linked* Life</b>						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	1244.57	780.29	120290	49311	2462.96	1296.14
2	<b>General Annuity</b>						
	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	<b>Pension</b>						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	23.11	29.49	32	131	0.03	0.61
4	<b>Health</b>						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	0.16	0.02	24	6	0.50	0.09
<b>B.</b>	<b>Sub total</b>	<b>1267.83</b>	<b>809.80</b>	<b>120346</b>	<b>49448</b>	<b>2463.49</b>	<b>1296.85</b>
<b>C.</b>	<b>Total (A+B)</b>	<b>10514.46</b>	<b>13220.85</b>	<b>1437663</b>	<b>1732888</b>	<b>20041.14</b>	<b>20200.36</b>
	<b>Riders:</b>						
	<b>Non linked</b>						
1	Health#	0.00	0.01	0	4	0.12	0.13
2	Accident##	0.14	0.18	4	429	31.30	37.22
3	Term	0.000401	0.01	0	23	0.03	0.41
4	Others	3.72	3.84	0	0	6.52	6.10
<b>D.</b>	<b>Sub total</b>	<b>3.86</b>	<b>4.04</b>	<b>4</b>	<b>456</b>	<b>37.98</b>	<b>43.86</b>
	<b>Linked</b>						
1	Health#	0.01	0.01	0	6	0.63	0.26
2	Accident##	0.15	0.13	124	6082	245.58	104.70
3	Term	0.00	0.00	0	0	0.61	0.10
4	Others	0.00	0.01	0	6	0.68	0.28
<b>E.</b>	<b>Sub total</b>	<b>0.16</b>	<b>0.14</b>	<b>125</b>	<b>6094</b>	<b>247.50</b>	<b>105.34</b>
<b>F.</b>	<b>Total (D+E)</b>	<b>4.02</b>	<b>4.19</b>	<b>128</b>	<b>6550</b>	<b>285.48</b>	<b>149.20</b>
<b>G.</b>	<b>**Grand Total (C+F)</b>	<b>10518.48</b>	<b>13225.04</b>	<b>1437663</b>	<b>1732888</b>	<b>20326.63</b>	<b>20349.56</b>

\* 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 2013

### INDIVIDUAL NON - SINGLE PREMIUM (INCLUDING RURAL & SOCIAL)

(₹ in Crores)

Sl. No.	PARTICULARS	PREMIUM		POLICIES		SUM ASSURED	
		Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013
1	<b>Non linked*</b>						
	<b>Life</b>						
	with profit	22971.76	24495.89	20364355	28779733	307440.84	479678.30
	without profit	2990.62	2879.19	4139329	2913807	150205.75	163192.20
2	<b>General Annuity</b>						
	with profit	0.83	0.00	0	0	0.00	0.00
	without profit	0.00	0.00	0	0	0.00	0.00
3	<b>Pension</b>						
	with profit	30.25	84.73	-17	15959	-2.17	1278.96
	without profit	34.39	48.12	-97	7654	-0.05	187.22
4	<b>Health</b>						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	81.83	80.31	261066	230775	2339.65	2092.38
<b>A.</b>	<b>Sub total</b>	<b>26109.68</b>	<b>27588.24</b>	<b>24764636</b>	<b>31947928</b>	<b>459984.02</b>	<b>646429.06</b>
1	<b>Linked*</b>						
	<b>Life</b>						
	with profit	0.05	-0.37	0	0	0.00	0.00
	without profit	3937.40	3622.13	722943	551648	41955.20	39383.50
2	<b>General Annuity</b>						
	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	<b>Pension</b>						
	with profit	0.00	0.00	0	0	0.00	0.00
	without profit	31.04	178.30	3191	19395	-12.06	28.69
4	<b>Health</b>						
	with profit	0.00	0.00	16	0	0.00	0.00
	without profit	42.79	23.96	24065	12054	842.76	514.61
<b>B.</b>	<b>Sub total</b>	<b>4011.28</b>	<b>3824.03</b>	<b>750215</b>	<b>583097</b>	<b>42785.91</b>	<b>39926.80</b>
<b>C.</b>	<b>Total (A+B)</b>	<b>30120.96</b>	<b>31412.27</b>	<b>25514851</b>	<b>32531025</b>	<b>502769.93</b>	<b>686355.86</b>
	<b>Riders:</b>						
	<b>Non linked</b>						
1	Health#	9.90	8.79	1083	76750	1692.16	1138.23
2	Accident##	18.93	16.29	7229	612514	27262.47	24990.38
3	Term	9.58	13.73	448	39967	1989.49	2631.72
4	Others	8.25	7.48	96	11426	3108.66	2303.40
<b>D.</b>	<b>Sub total</b>	<b>46.66</b>	<b>46.29</b>	<b>8856</b>	<b>740657</b>	<b>34052.79</b>	<b>31063.73</b>
	<b>Linked</b>						
1	Health#	0.62	0.30	33	990	78.29	29.53
2	Accident##	0.80	0.82	397	42439	1814.08	2153.18
3	Term	0.03	0.03	1	26	55.59	57.01
4	Others	0.49	0.32	78	4767	80.92	55.09
<b>E.</b>	<b>Sub total</b>	<b>1.95</b>	<b>1.47</b>	<b>509</b>	<b>48222</b>	<b>2028.88</b>	<b>2294.81</b>
<b>F.</b>	<b>Total (D+E)</b>	<b>48.61</b>	<b>47.76</b>	<b>9365</b>	<b>788879</b>	<b>36081.66</b>	<b>33358.54</b>
<b>G.</b>	<b>**Grand Total (C+F)</b>	<b>30169.57</b>	<b>31460.03</b>	<b>25514851</b>	<b>32531025</b>	<b>538851.59</b>	<b>719714.39</b>

\* 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 2013

### GROUP SINGLE PREMIUM (INCLUDING RURAL & SOCIAL)

(₹ in Crores)

Sl. No.	PARTICULARS	Premium		No. of Schemes		Lives Covered		Sum Assured	
		Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013
<b>Non linked*</b>									
1	<b>Life</b>								
a)	Group Gratuity Schemes								
	with profit	0.00	32.33	0	18	0	0	0.00	0.00
	without profit	7595.37	7744.24	106	89	293075	377758	249.05	434.76
b)	Group Savings Linked Schemes								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	193.80	149.09	37	13	7507	4606	65.31	28.72
c)	EDLI								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	1.85	1.66	56	55	161808	147962	2144.59	1962.84
d)	Others								
	with profit	0.70	3.00	0	2	0	0	0.00	0.00
	without profit	2901.52	5022.91	836	937	11806105	16268661	156136.66	181188.77
2	<b>General Annuity</b>								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	3449.55	3154.74	30	23	41687	153698	0.00	0.00
3	<b>Pension</b>								
	with profit	0.53	261.85	0	15	0	10901	0.00	0.00
	without profit	10199.02	18516.44	1	12	510856	29599	130.96	164.81
4	<b>Health</b>								
	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.	<b>Sub total</b>	24342.34	34886.25	1066	1164	12821038	16993185	158726.57	183779.89
<b>Linked*</b>									
1	<b>Life</b>								
a)	Group Gratuity Schemes								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	120.40	176.81	4	14	2696	31715	0.10	3.05
b)	Group Savings Linked Schemes								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	34.20	24.93	2	0	1634	437	54.11	34.32
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	27.08	15.75	0	13	19	626	0.00	8.11
2	<b>General Annuity</b>								
	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	<b>Pension</b>								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	50.39	45.92	0	12	444	1012	0.00	0.00
4	<b>Health</b>								
	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.	<b>Sub total</b>	232.07	263.40	6	39	4793	33790	54.21	45.48
C.	<b>Total (A+B)</b>	24574.41	35149.66	1072	1203	12825831	17026975	158780.78	183825.37
<b>Riders:</b>									
<b>Non linked</b>									
1	Health#	0.31	0.36	29	29	3615	1778	263.23	207.70
2	Accident##	3.07	4.28	93	65	257493	15539	4562.19	2524.36
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.	<b>Sub total</b>	3.38	4.65	122	94	261108	17317	4825.42	2732.06
<b>Linked</b>									
1	Health#	0.00	0.00	0	0	0	0	0.00	0.00
2	Accident##	0.03	0.02	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.	<b>Sub total</b>	0.03	0.02	0	0	0	0	0.00	0.00
F.	<b>Total (D+E)</b>	3.41	4.67	122	94	261108	17317	4825.42	2732.06
G.	<b>**Grand Total (C+F)</b>	24577.81	35154.33	1072	1203	12825831	17026975	163606.20	186557.42

\* 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 2013

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

Sl. No.	PARTICULARS	Premium		No. of Schemes		Lives Covered		Sum Assured	
		Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013	Dec, 2012	Dec, 2013
<b>1</b>	<b>Non linked*</b>								
a)	Life								
	Group Gratuity Schemes with profit	8.49	0.50	1	0	40	-3	0.00	0.00
	without profit	648.65	1007.62	1845	2694	1961576	2483177	8296.07	14604.81
b)	Group Savings Linked Schemes with profit	2.83	8.80	0	0	2688	18322	15.44	130.11
	without profit	395.35	316.17	386	337	1877555	488661	8959.91	5301.11
c)	EDLI with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	16.07	19.37	616	390	2375907	2429762	20393.27	23200.60
d)	Others with profit	15.35	2.15	2	1	18087	22	1.81	0.00
	without profit	587.59	885.14	17453	19228	30217132	39223507	261327.12	326668.59
<b>2</b>	<b>General Annuity</b>								
	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>3</b>	<b>Pension</b>								
	with profit	91.86	0.00	0	0	711	0	0.00	0.00
	without profit	1255.99	2121.12	33	269	39269	106496	57.60	2.36
<b>4</b>	<b>Health</b>								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	0.00	0.02	0	0	23	155	1.01	5.25
<b>A.</b>	<b>Sub total</b>	<b>3022.18</b>	<b>4360.90</b>	<b>20336</b>	<b>22919</b>	<b>36492988</b>	<b>44750099</b>	<b>299052.25</b>	<b>369912.84</b>
<b>1</b>	<b>Linked*</b>								
a)	Life								
	Group Gratuity Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	844.21	435.62	242	209	457294	332492	3272.37	117.15
b)	Group Savings Linked Schemes with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	10.35	6.46	41	37	17447	13536	297.97	264.67
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	17.77	57.89	6	39	272	2031	61.45	31.93
<b>2</b>	<b>General Annuity</b>								
	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>3</b>	<b>Pension</b>								
	with profit	0.00	0.00	0	0	0	0	0.00	0.00
	without profit	16.55	17.25	18	17	1850	2960	0.00	220.31
<b>4</b>	<b>Health</b>								
	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>B.</b>	<b>Sub total</b>	<b>888.88</b>	<b>517.23</b>	<b>307</b>	<b>302</b>	<b>476863</b>	<b>351019</b>	<b>3631.79</b>	<b>634.06</b>
<b>C.</b>	<b>Total (A+B)</b>	<b>3911.06</b>	<b>4878.12</b>	<b>20643</b>	<b>23221</b>	<b>36969851</b>	<b>45101118</b>	<b>302684.04</b>	<b>370546.90</b>
	<b>Riders:</b>								
	<b>Non linked</b>								
1	Health#	4.29	4.30	98	119	332309	238679	26793.93	23308.29
2	Accident##	3.15	3.78	51	83	61252	46644	4512.11	3850.24
3	Term	0.08	0.13	1	2	5394	4772	644.21	325.69
4	Others	0.02	0.02	6	6	833	1063	507.72	493.00
<b>D.</b>	<b>Sub total</b>	<b>7.55</b>	<b>8.22</b>	<b>156</b>	<b>210</b>	<b>399788</b>	<b>291158</b>	<b>32457.98</b>	<b>27977.22</b>
	<b>Linked</b>								
1	Health#	0.00	0.00	0	0	0	0	0.00	0.00
2	Accident##	0.00	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
<b>E.</b>	<b>Sub total</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>
<b>F.</b>	<b>Total (D+E)</b>	<b>7.55</b>	<b>8.22</b>	<b>156</b>	<b>210</b>	<b>399788</b>	<b>291158</b>	<b>32457.98</b>	<b>27977.22</b>
<b>G.</b>	<b>**Grand Total (C+F)</b>	<b>3918.61</b>	<b>4886.35</b>	<b>20643</b>	<b>23221</b>	<b>36969851</b>	<b>45101118</b>	<b>335142.02</b>	<b>398524.12</b>

\* 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.



IN THE AIR

## Circular

Ref: IRDA/AGTS/MISC/CIR/041/01/2014

27-01-2014

To  
**CEO's of All Non Life Insurance Companies**

**Sub: Agents Pre-Recruitment Examination-Now Syllabus (IC-34)**

Reference is invited to Regulation 6 of IRDA (Licensing of Insurance Agents) Regulations, 2000 and IRDA (Licensing of Corporate Agents) Regulations, 2002 vide which the Authority has mandated pass in Pre-recruitment Examination for candidates desirous of obtaining license to act as Insurance Agents or Specified Persons/Chief

Insurance Executives of Corporate Agents.

The Authority has reviewed the general insurance syllabus of above examination and decided to revise the same by developing New IC-34 syllabus. The examination body, i.e. Insurance Institute of India has developed the said syllabus in consultation with all stakeholders.

In view of the above, all General Insurers are hereby informed that the Pre-Recruitment Examination referred above will be conducted in New Syllabus w.e.f. 01.04.2014. Hence the candidates desiring to

become general insurance agents and Specified Persons / Chief Insurance Executives of General Insurance Corporate Agents shall take the Pre-Recruitment Examination in new syllabus with effect from the date mentioned above.

This Circular is issued under Section 14 (2) of the IRDA Act, 1999.

**Sudhin Roy Chowdury**  
Member (Life)

## Press Release

Ref:

29-01-2014

**IRDA signs MoU on Mutual Cooperation with FIU-IND**

The Insurance Regulatory and Development Authority (IRDA) and the Financial Intelligence Unit, India (FIU-IND) signed a Memorandum of Understanding (MoU) on Mutual Cooperation, today i.e., 29th January 2014 at IRDA's Head Office, Hyderabad, as part of continued coordinated efforts in effective implementation of requirements of the Prevention of Money Laundering Act and the Rules framed thereunder.

The MoU was signed by Shri R.K. Nair, Member (Finance and Investments), IRDA and Shri Praveen K. Tiwari, Director, FIU-IND.

According to the MoU, IRDA and FIU-IND will cooperate with each other in areas of mutual interest including the following:

- a) Sharing of intelligence and information available in their respective databases.
- b) Laying down procedure and manner in which the reporting entities report to FIU-IND under the PML (Maintenance of Records) Rules.
- c) Conducting outreach and training for reporting entities.
- d) Upgradation of AML/CFT skills reporting entities regulated by IRDA.

- e) Assessment of Anti-Money laundering / Combating Financing of Terrorism (AML/CFT) risks and vulnerabilities in the insurance sector.
- f) Identification of red flag indicators for Suspicious Transaction Reports (STRs) in the insurance sector.
- g) Supervising and monitoring the compliance of reporting entities with their obligations under PMLA.
- h) Compliance with each other's obligations under the relevant international standards.



IN THE AIR

## Press Release

Ref:

28-01-2014

### Shifting of Surveyor Department to Delhi Regional Office

Subsequent to inauguration of Delhi Regional Office of Insurance Regulatory and Development Authority (IRDA) on 24.01.2014, Surveyor Department shall be operating from Delhi Regional Office w.e.f. 3rd February 2014.

All are requested to, henceforth, address surveyor applications for enrolment, licensing, renewal and other communications to

Joint Director,  
Surveyor Department,  
IRDA Regional Office,  
Jeevan Tara Building (first floor),  
Gate NO. 3, Parliament Street,  
New Delhi - 110001.  
Contact No. 011-23747648.

Emails: [surveyor@irda.gov.in](mailto:surveyor@irda.gov.in) / [rakesh@irda.gov.in](mailto:rakesh@irda.gov.in)

Please be informed that email shall be primary mode of communication for all inquiries/applications etc. and therefore all are encouraged to mention email ID in all correspondences addressed to Surveyor Department.

## Order

Ref: IRDA/LIFE/ORD/MISC/058/02/2014

11-02-2014

Final Order in the matter of M/s. HDFC Standard Life Insurance Company Limited

Based on Reply to Show Cause Notice dated 31st October, 2013 and Submissions made during Personal Hearing on 2nd January, 2014 at 4:30PM

Chaired by Sri Sudhin Roy Chowdhury, Member (Life), IRDA

At the office of Insurance Regulatory and Development Authority, 3rd Floor, Parishrama Bhavanam, Basheer Bagh, Hyderabad.

The Insurance Regulatory and Development Authority (hereinafter referred to as "the Authority") carried out an onsite inspection of two of the branches of HDFC Standard Life Insurance Company Limited (hereinafter referred to as "the Life Insurer") during 3rd April, 2013 to 9th April, 2013 to examine the procedures in place to comply with the Anti Money Laundering

guidelines issued by the Authority. The Authority forwarded the copy of the Inspection Report to the Insurer vide letter dated 4th September, 2013 seeking comments. On examining the submissions made by the Life Insurer vide letter dated 19th September, 2013, the Authority has issued a Show Cause Notice on 10th October, 2013 which was responded to by the Life Insurer vide letter dated 31st October, 2013. As requested therein, a personal hearing was given to the Insurer on 2nd January, 2014.

Mr Amitabh Chaudhry, Managing Director & CEO, Ms Vibha Padalkar, Chief Financial Officer and Mr Manish Ghiya, Compliance Officer were present in the hearing on behalf of the Life Insurer. On behalf of the Authority, Dr Mamta Suri, JD (Sectorial Development Department), Mr V. Jayanth Kumar, JD (Life), Mr DVS Ramesh, DD (Life-Coordination), Ms.B.Padmaja, Sr.AD (SOD - AML&RI) and Mr K Sridhar Rao, AD (Life-Regulatory

Actions) were present in the personal hearing.

The submissions made by the Insurer in their written reply to Show Cause Notice as also those made during the course of the personal hearing were taken into account.

The findings on the explanations offered by the Life Insurer to the issues raised in the Show Cause Notice dated 10th October, 2013 and the decisions are as follows.

**Charge 1:** From the compliance submitted it is noticed that refresher training on AML matters was not imparted periodically to all the Specified Persons of the Corporate Agent, HDFC Bank. This is in Violation of Chapter III (v) (e) of AML Circular IRDA/F&I/CIR/AML/158/09/2010 dated 24/09/2010.

In response the Life Insurer has submitted that their Corporate Agent, HDFC Bank's AML training framework ensures training requirements for all its employees



(including specified persons) as per the role and responsibilities undertaken by them. The Life Insurer further confirmed that all the specified persons have completed their induction AML training requirements and that 87% of the Specified Persons also completed AML refresher training.

**Decision:** Considering the submissions that the Life Insurer is in the process of completing the refresher training to all the specified persons no charges are pressed. However, the Life Insurer is hereby advised to put in place the systems to comply with the training requirements envisaged in the AML guidelines issued by the Authority.

**Charge 2:** In some of the instances KYC certification by the Bank was accepted even though the proposers were not the customers of the Bank and the AML Manual of the Company allows the KYC Certification by the Employee of the HDFC Bank Branches even if the customers are not holding any account with them. This is in Violation of Clause 3.1 of AML Circular IRDA/F&I/CIR/AML/158/09/2010 dated 24/09/2010 (read with Annexure 1 Row 3 of AML Circular, 2010)

In response the Life Insurer has informed that the policies in question were sourced through HDFC Bank, their Corporate Agent hence KYC were verified by the Bank itself and that as a corrective measure HDFC Bank has stopped sourcing business from non- HDFC Bank customers. The Life Insurer further submitted that KYC documentation had been obtained from the customers and the same had been appropriately validated establishing the genuineness of the identity of the policy holder.

**Decision:** While considering the submissions of the life insurer, it is to state that AML Guidelines envisage acceptance of written confirmation towards proofs of both identity and residence from the Banks where the prospect is a customer of the Bank. Therefore, the submission of the Life Insurer that since the HDFC Bank has sourced these customers; they can undertake such verification/ attestation is not accepted. However, taking into account the submissions that KYC documentation had been obtained from the customers in the referred cases and the same had been appropriately validated establishing the genuineness of the identity of the policy holder, the Life Insurer is hereby cautioned to comply with the provisions of the AML guidelines issued from time to time.

**Charge 3:** Instances are noticed where multiple DDs received towards premiums were not reviewed from the perspective of reporting STRs. Further, it is also noticed that 'Demand Drafts' collected were accounted as 'Cheques' which may potentially lead to the problem of escaping the attention while reviewing the transactions in violation of Clause 3.2 and Clause 3(IV) of AML Circular IRDA/F&I/CIR/AML/158/09/2010 dated 24/09/2010 (for not having adequate internal controls to monitor the compliance of AML).

In response the Life Insurer has submitted that as part of AML Compliance augmentation they have put in place processes for collecting multiple Demand Drafts' declaration from customers and archiving the image of financial instruments through which premiums are accepted. With regard to the instances referred, the Life Insurer

submitted that the requisite AML/ KYC documentations were collected and that PAN details furnished have been duly verified. And that a copy of Income Tax Return was also collected. The Life Insurer submitted that basing on the documents furnished they were of the view that even if the transactions would have been picked up as an alert under STR monitoring and reviewed, it would not have been a reportable suspicious transaction hence there is no case of a transaction escaping the reporting to FIU. It was further submitted that the enhanced measures to monitor these types of transactions, from the perspective of STRs were put in place subsequently. With regard to accounting of Demand Drafts as cheques, the Life Insurer has submitted that it was an inadvertent clerical error without any malafide intention.

**Decision:** The submissions with regard to accounting Demand Drafts as cheques are considered hence no charges are pressed.

With regard to monitoring the STRs, it is noticed that the premiums were paid through multiple Demand Drafts drawn from a Co-operative Bank inconsistent with the profile of the customer. Hence, the Authority considers that the transactions deserve an immediate review from the perspective of monitoring for STRs as and when the same was noticed as per the AML norms in vogue. The Life Insurer's subsequent submissions that had the transaction been picked up as an alert under STR monitoring and reviewed, it would not have been a reportable suspicious transaction are not acceptable. From these submissions it is noticed that the procedures that were in



place for monitoring these types of transactions (multiple DDs) are not satisfactory and may potentially compromise with the compliance norms of AML Guidelines while reviewing and reporting the STRs. It is noticed that the enhanced measures were put in place subsequent to the onsite inspection of the Authority. In light of these gaps noticed, the Authority hereby warns the Life Insurer for the lapse referred in the Charge and directs the Life Insurer to ensure compliance with the AML Guidelines issued from time to time. The Life Insurer is also hereby directed to reopen and review all such similar transactions (acceptance of multiple DDs), missed if any from the preceding financial year 2012-13 to until now, from the perspective of STRs and report the Suspicious Transactions, fit to be reported if any, to FLU IND within 30 days from the date of this order.

**Charge 4:** Instances are noticed where proposals for insurance were underwritten with questionable documentation sourced by the Corporate Agent (HDFC Bank) and basis the signatures on the ACRs it is found that policies are not sourced by Licensed Specified Persons of the Corporate Agent. This is in violation of provisions of Section 42(7) of Insurance Act, 1938 and Circular No. IRDA/CIR/010/2003 dated 27.03.2003.

In response the Life Insurer has confirmed that all the policies referred by the Authority were sourced by the corporate agent (HDFC Bank) through licensed specified persons only and confirmed that all related AML/KYC papers and documents were also duly obtained under all the said proposals.

With regard to signatures on the ACRs in the said policies, the Life Insurer has submitted that they have placed necessary oversight and mandated declarations in ACRs with proper and full signatures of specified persons. The Life Insurer has also submitted that they have rolled out enhanced process of attestation of all supporting documents.

**Decision:** While considering the confirmation of the life insurer that the business is sourced by the licensed specified persons of the Corporate Agent, it is observed that the manner in which the proposals were accepted with unidentifiable signatures of the SPs is not acceptable. It is also noticed that the proposals were routinely processed without ensuring and verifying the signatures of specified persons which is a matter of serious concern. In view of the serious nature of the procedural gap, the Authority warns the life insurer for not putting in place the effective procedures so as to ensure that the business is sourced only through the licensed specified persons. The Life Insurer is also directed to be vigilant hereafter.

**Charge 5:** In a number of cases annual premium is not consistent with the annual income of the proposer/policyholder and financial viability was not assessed before issuing policies. This is in violation of Clause 3.1.5 of AML Master Circular IRDA/F&I/CIR/AML/158/09/2010 dated 24/09/2010

The Life Insurer submitted that the premiums referred relate to the consolidated premium pertaining to multiple policies held by the respective policy holders. Further submitted that as per their

internal AML rules, the practice was to undertake AML checks at the policy level rather than client level at the time of underwriting hence the deviations. The Life Insurer further submitted that they have ensured financial viability of the policy holder at the time of issuance of each of the policy by exercising due compliance and obtaining necessary income proof documents keeping in view the profile of the customers as per the AML policy.

**Decision:** The submissions of the Life Insurer that the premium details relate to multiple policies are taken into consideration. On examining the submissions it is noticed that the Life Insurer did not comply with Clause 3.1.5 of AML Guidelines. It may be noted that the compliance to clause 3.1.5 of AML Guidelines would be complete and effective only on considering the entire portfolio of the life policies of the customer than reviewing the viability for each and individual policy by piecemeal. Otherwise ensuring that the insurance purchased is reasonable as prescribed in the within referred Clause 3.1.5 of AML Guidelines may be compromised. On considering the submissions, the Life Insurer is warned for failing to comply with the provisions of Clause 3.1.5 of the AML Guidelines in some of the instances and the Life Insurer is directed to effectively comply with AML norms without fail.

The Life Insurer is hereby directed to confirm the compliance in respect of the directions referred in this order within 15 days from the date of issuance of this order.

**Sudhin Roy Chowdhury**  
Member (Life)



IN THE AIR

## To CEO's of all Life Insurance Cos.

Ref: IRDA/Life/GDL/057/02/2014

11-02-2014

In modification of Guidelines for Individual Agents for Persistency of Life Insurance Policies vide Ref: IRDNCAD/GDL/AGN/016/02/2011 dated 11-02-2011 and Circular Ref: IRDA/Life/GDL/GLD/217/09/2011 dated 20-09-2011 and Circular Ref: IRDA/Life/CIR/AGN/257/11/2011 dated 25/11/2011 the following guidelines are issued.

- 1) Renewal of Individual Agency License and Corporate Agency License will not be subject to meeting the Persistency Rates as stated in the above referred Guidelines/Circulars.
- 2) All Life Insurers are required to have their own company specific persistency criterion for renewal

of Individual and Corporate Agency from 1st July 2014.

These guidelines are issued under Section 14(2) of IRDA Act, 1999 and are with immediate effect.

**Sudhin Roy Chowdhury**  
Member (Life)

## Circular

Ref: IRDA/Life/Misc/Cir/073/2013

03-03-2014

To  
All Insurers,

### **Re: Policy Servicing Forms(1) Availability in Languages recognized under Constitution of India(2) Minimum Font Size of "Times New Roman 7"**

Reference is invited to Regulation 4 (2) of the IRDA (Protection of Policyholders' Interest) Regulations, 2002 which stipulates that all the forms and documents used in the grant of cover may, depending upon the circumstances of each case, be made available in 'languages recognized under the Constitution of India'. While these regulations specify that all print material, used in the grant of cover, shall be made available in languages recognized under the Constitution of India, it may be noticed that there are no such specific regulations requiring the insurers to also make available all the forms used during the course of post-sale policy servicing such as; claims, loans, surrender, alterations, nominations,

assignments, revivals etc in the said languages.

As policy servicing is one of the critical components of the insurance contracts, various service forms / formats that are made available to the policyholders during the course of policy service shall have clarity in terms of the print-size and shall facilitate complete understanding in terms of the language.

Therefore, all the Insurers are advised to make available all the policy servicing forms also in languages recognized under the Constitution of India so as to meet the requirements of policyholders. The insurers may also make available these forms 'in languages recognized under the Constitution of India' on their website so that the forms may be accessed easily. It is envisaged that this initiative benefits in increasing informed decisions by policyholders / beneficiaries.

All Insurers also to note that there is a need for maintaining minimum

/ reasonable font size in respect of all the forms provided / used, both in respect of those forms provided / used in the grant of cover as also those forms provided / used during the course of policy servicing. It may be noted that an insignificant print used in the forms/formats may affect the decision taking ability of some of the prospects and policyholders. Therefore, all insurance companies are advised to use a minimum print equivalent to font "Times New Roman - size no. 7" or above in respect of all the forms that are made available to the prospects and policyholders both during the course of granting the cover and subsequent policy servicing throughout the policy term.

The advice of maintaining minimum font size is also made applicable to policy contracts / documents issued to all policyholders.

This has the approval of Competent Authority.

**Jayant Kumar**  
Joint Director (Life)



# Circular

Ref.: IRDA/F&A/CIR/GLD/056/02/2014

13-02-2014

## Sub: Payment of dues to policyholders and disclosure of Unclaimed Amount thereof

The Limitation Act, 1963 provides a time limit of 3 years for claim due to a policyholder under an insurance policy. The Authority vide circular no. IRDA/F&A/CIR/CMP/174/11/2010 dated 04.11.2010 had directed insurers not to appropriate/write back unclaimed amount of policy holders and disclose such amount as a separate line item under "Current Liabilities". In this connection, it is noticed that the year-wise break-up of the unclaimed amounts of all insurance companies put together is as under:

(in Crores)

Years	Unclaimed Amount
2009-10	1372.64
2010-11	1945.93
2011-12	3037.46
2012-13	4865.81

While unclaimed amount is not uncommon in insurance sector, a steep increase in the unclaimed amount is a cause of concern. Some of the principal reasons attributable to such increase, inter-alia are:

- **Lack of Awareness:** Dependants of the insured are not aware about the insurance policy taken by the insured. Therefore in the event of untimely death of the insured, the family members are not in a position to claim the amount.
- **Delay:** The settlement of the claims / maturity amount etc. is largely made by issuance of the cheques/demand drafts.

Clearance of these instruments takes some time and in few cases the cheques/demand drafts are time-barred and remain un-presented for payments.

- **Change in address:** In few cases, change of address is not duly intimated to the insurer. In the absence of which cheques/demand drafts issued by the insurer towards maturity payment etc. are not received by the insured and become time barred.

In order to bring better governance, transparency and smooth transfer of the amount due to the policyholders, all insurers are hereby advised as under:

1. **Policyholder Protection Committee:** Policyholder Protection Committee of the Board shall oversee timely payouts of the dues to policyholders. A detailed agenda items covering the following shall be placed before the Committee on quarterly basis:

- a) Payouts made by the insurer during the quarter in the format A enclosed herewith.
- b) Comparison of the payments of unclaimed amount vis-a-vis previous quarter in the format B enclosed herewith.
- c) Steps taken by the company to reduce unclaimed amount by identifying the insured, creating awareness etc.

The details of the action taken and status of the unclaimed amount in Form A along with certified copy of

the minutes of the Committee shall be filed with the Authority on half yearly basis within 45 days from the end of the half year.

2. **Audit Committee:** The Audit Committee of the Board shall have oversight on unclaimed amounts. The committee shall also oversee compliance of the provisions of this circular.
3. All insurers are required to display the information about any unclaimed amount of Policyholders i.e. death claim, maturity claim, survival benefits, premium due for refund, premium deposit not adjusted against premium and indemnity claims etc. remained unclaimed beyond six months from the due date for settlement of the claim amount on their respective web-site in the format given below:

Sr. No.	Name of the Insured	Address as per records	Reasons

Insurers are also required to provide a "Find"/"Search" option for convenience to search the information.

Initially insurers are advised to upload the information in the aforementioned format as at 31st March, 2014 by 30th April, 2014. Subsequently, the said information shall be updated on half yearly basis - as on 30th September and 31st March by 31st October and 30th April respectively.



4. Insurers shall remit proceeds of all claims /maturity payments/ any other sum due to the policyholders or nominees or assignees only through Electronic mode as under:

**A. For existing policies:**

In case of life insurance, a communication providing an option of electronic transfer shall be sent to the insured along with the next communication which is sent to the Policyholder, in any case within 6 months from the date of issue of this Circular. Further, a standard clause to this effect may be included as foot note in all future communications with the Policyholders.

In case of non-life insurance, bank account detail shall be collected in the event of claim or payment of refund or at the time of renewal.

All claims/maturity payments/ other sum due to the policyholders shall be paid through electronic mode where such option has been exercised by the insured.

**B. In case of new insurance policies:**

i. Insurer shall take all the required details of the bank account of the insured/ proposer in the proposal form. Insurer shall also insist necessary documents as a proof of the bank account to ensure authenticity of this information such as cancelled cheque etc.

In case of death claim, at the time of claim intimation, bank account details of the nominee shall be called for.

ii. Insurer shall also provide an option to the Insured to change the bank account/ modify the bank account

particulars in case insured desires so. Such option shall be provided to the policyholders without any charge.

iii. All payments due to the insured relating to such policy will be routed through the said bank account through Electronic clearing system (ECS), National Electronic Funds Transfer (NEFT), Real Time Gross Settlement (RTGS), Interbank Mobile Payment Service (IMPS), Automated Clearing House (ACH) or any other electronic mode as permitted by RBI. However,

a. In case of life insurance, payment up to ₹10,000/- (Ten Thousands only) per claim as provided in circularno. IRDA/ F&I/CIR/ AML/231/2011 dated 5th October, 2011 or such other sum as may be specified by the Authority from time to time in AML guidelines is exempted from the applicability of provisions of this clause.

b. In case of non-life insurance, policies having Sum Insured up to ₹25,000/- (Twenty Five Thousand only) or such other sum as may be specified by the Authority from time to time in AML Guidelines is exempted from the applicability of provisions of this clause.

5. In order to minimize the unclaimed amount, Insurer shall endeavor to keep the Policyholder and beneficiary informed about any updates, changes and maturity details by SMS alerts or Email or any other mode as may be specified by the Authority on regular basis.

The circular comes into force from 1st of April, 2014.

**R.K. Nair**  
Member F&I

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6. Names and address of individuals who own the newspaper and partners and shareholders holding more than one per cent of the total capital

**INSURANCE REGULATORY AND DEVELOPMENT AUTHORITY**  
5-9-58/B, III Floor, Parishram Bhavan, Basheer Bagh, Hyderabad-500 004.

I, T.S. Vijayan, hereby declare that the particulars given above are true to the best of my knowledge and belief.

Date: March 1, 2014

  
Signature of Publisher





# Circular

REF: IRDA/F&I/CIR/INV/063/02/2014

13-02-2014

The CEOs of all Insurers,

**Sub: Bank's Capital Instruments under Basel III- Investments by Insurance Companies.**

IRDA vide circular vide Point 7 of Circular No. INV/CIR/008/2008-09 dt. 22nd August, 2008 and Cir. No. INV/CIR/019 & 20/2008-09 dt. 11th November, 2008 allowed Investment in Perpetual Debt Instruments of Bank's Tier-I Capital and Debt Capital Instruments of Upper Tier- II Capital.

With the migration of banks to Basel III capital adequacy norms, there is a substantial need for raising additional capital by banks. Globally, banks have started augmenting capital by issuance of Common Equity Tier I (CET-I), Additional Tier-I (AT-I) and Tier II (T-II) instruments. RBI has issued detailed guidelines vide Circular no. DBOD.No.BP.BC.98/21.06.201/2011-12 dt. 2nd May, 2012 regarding implementation of Basel III capital Regulations in India.

IRDA had examined the various instruments prescribed under Basel III framework and have decided to permit following new instruments issued by Domestic Banks for Investment by Insurers:-

S.No.	Tier II (T-II)- capital
1	Debt Capital Instruments (DCI)
2	Redeemable Non-cumulative Preference Shares (RNCPS)
3	Redeemable Cumulative Preference Shares (RCPS)

Above mentioned instruments may be deemed as a part of 'Approved Investments' for the purpose of Sections 27A and 27B of Insurance Act, 1938, under powers vested in sections 27A(1)(s) and 27B(1)(j) of Insurance Act, 1938, subject to the following conditions:

- a) The Debt Instrument issued by Banks shall be rated not less than 'AA' by an independent, reputed and recognised Rating Agency, registered under SEBI.
- b) If the Instruments are downgraded below AA, such investments shall be re-classified as 'Other Investments'.
- c) Preference shares issued by the Banks shall satisfy the conditions specified under section 27A and 27B of Insurance Act, 1938.
- d) In case the Interest on the Instrument is not serviced on due dates, the Investment in such instruments are to be re-classified as 'Other Investments' from such date for reporting to the Authority.

**Insurers are also required to note that:**

- (i) All Exposure norms as specified in Regulation 9 of IRDA (Investment) Regulations, 2000 shall apply to these Instruments/Preference Shares Issued by Banks i.e. Group exposure, Single Investee exposure, Industry exposure, etc.

(ii) Category codes for these instruments are:

Investments	Category Codes
<b>Approved Investments</b>	
Debt Capital Instruments (DCI- Basel III))	EDCI
Redeemable Non-cumulative Preference Shares (RNCPS-Basel III)	ERNP
Redeemable Cumulative Preference Shares (RCPS- Basel III)	ERCP
<b>Other Investments</b>	
Debt Capital Instruments (DCI- Basel III))	ODCI
Redeemable Non-cumulative Preference Shares (RNCPS-Basel III)	ORNP
Redeemable Cumulative Preference Shares (RCPS- Basel III))	ORCP

(iii) Investments in these instruments shall be classified under 'Financial and Insurance Activities' sector.

**R.K. Nair**  
Member (F&I)



To All Insurers,

**Re: Clarifications under Regulation 14 of IRDA (Sharing of Database for Distribution of Insurance Products) Regulations, 2010**

In exercise of powers vested in Regulation 14 of IRDA (Sharing of Database for Distribution of Insurance Products) Regulations, 2010 (hereafter referred as Regulations), the following clarifications are issued.

**1. Norms governing the Renewal of Approval of the Referral Companies:**

a) Attention is drawn to Regulation 6 (3) of the Regulations wherein it is specified that the approval granted by the Authority to the referral company is valid for a period of three years from the date of grant of such approval. And Regulation 8 (3) also clarified that the agreement entered into by the insurer shall be valid for a period of three years from the date of approval. Now it is clarified that if there is mutual consent and the Referral Company is eligible to continue the referral arrangement with the Insurer in accordance to the provisions of Regulation 10(1) and fulfils the eligibility criteria prescribed in Regulation (6) of the Regulations, the Insurer may submit the application for renewal of the approval of the Referral Company in Form- C of Annexure- 1 of this circular. The renewal of the approval shall be subject to the following conditions:-

- i) The application seeking renewal of approval for the referral company shall be accompanied by a fee of Rupees Ten Thousand paid by way of a bank draft in favour of 'Insurance Regulatory and Development Authority' payable at Hyderabad.
- ii) The application seeking renewal of approval in the prescribed form shall reach the office of the Authority three months prior to the expiry of the approval period. Provided, if the renewal application is not received as indicated above, the insurer shall forward the application stating the reasons for the delay, along with a penalty of Rupees two thousand rupees. Where the application seeking renewal of the approval is received after the expiry of the approval accorded by the Authority, the application shall carry a penalty of Rupees Five thousand rupees and the Insurer shall substantiate the reasons for the delay.
- iii) Applications seeking the approval for renewal, one year after the expiry of the approval period are not considered for renewal.
- iv) The Authority may call for such further information as may be required.
- v) The Authority may reject the renewal application made, if it is found that the referral company is not fit to continue the referral arrangement with the Insurer.
- vi) On satisfying itself that the renewal application is in order, the Authority may accord the renewal which shall be valid for a period of three years.
- vii) On approval of the renewal, the insurer shall renew the registration of the referral company in accordance to the provisions of Regulation (8) of IRDA (Sharing of database for distribution of insurance products) Regulations, 2010.
- viii) After the expiry of the renewal accorded, the Insurer shall follow the same procedure, for further renewal.
- ix) The Insurer and the referral company shall continue to abide by all the provisions of IRDA (Sharing of database for distribution of insurance products) Regulations, 2010, Insurance Act, 1938 and all other applicable norms laid down by the Authority from time to time.

**2. Annual Compliance Certificate**

a) Attention is invited to the provisions of Regulation 10 (1) of the Regulations that obligates the referral company to maintain the specified net worth and turnover at all times during the tenure of the referral arrangement. All the Insurers are directed to upload in the portal furnish the annual compliance certificate by the Chief Compliance Officer in Form-D of Annexure-1 of this circular.



- b) The compliance certificate for the preceding Financial Year shall be furnished to the Authority every year within fifteen days from the date of the receipt of the relevant information from the Referral Company but before 31st December.
3. Instances of application for Referral arrangement by one Insurer with an approved and/ or a registered referral company of the other insurer for the same class of business:
- a) Reference is invited to Regulation (6) (g) which prescribes that Insurer, while applying for referral arrangement, should ensure that the referral company does not have the existing referral arrangement with an insurer carrying out the same class of insurance business. In order to improve the extant procedures the following are prescribed:-
- i) All the Insurers shall notify the Authority the issuance of termination notice to the referral company or the receipt of the terminal notice issued by the Referral Company in terms of Regulation 11 (5) of the Regulations within 15 days of such event.
- ii) The Insurer shall also notify the Authority any adverse information about the referral company that have come to its notice and may have a bearing on the Authority considering the company as a referral company to another insurer.
- iii) No Insurer shall submit the ' Application for Approval of the Referral Company' with a 'company' which was already approved as a referral company for another insurer doing the same class of business until the expiry of three months from the date of termination notice issued or from the date of receipt of the termination notice issued by the Insurer.
- The above guidelines will come in to force with immediate effect.
- Sudhin Roy Chowdhury**  
Member (Life)

**FORM- C**

Annexure-1

**Application for Renewal of the Referral Company**

1. Name of the Insurer:
2. Name of the Referral Company:
3. Unique Number allotted at the time of approval:
4. Date of Approval accorded by the Authority:
5. Date of Agreement entered with the Referral Company:
6. Date of expiry of the Referral Agreement entered with the Referral Company:
7. Net worth of the Referral Company in the preceding three financial years:
8. Turnover of the Referral Company in the preceding three financial years:
9. Financial Year wise Number of complaints received against the referral company in the preceding three financial years:
10. Whether the Insurer is with the knowledge of any adverse reports against the referral company:
11. If Yes, submit the detailed information in a separate paper along with the supporting documents, if any:
12. Any other relevant information required to be disclosed:

It is certified that \_\_\_\_\_ (Name of the referral company) with whom the company had the referral arrangement in terms of the Approval letter dated dd/mm/yyyy issued by the Authority is eligible to continue the referral arrangement and fulfils all the norms laid down in IRDA (Sharing of database for distribution of insurance products) Regulations, 2010.

Place:

Date:

Signature of the Chief Compliance Officer of the Insurer with seal



# Circular

IRDA/F&I/INV/CIR/074/03/2014

03-03-2014

The CEOs of all Insurers,

### Sub: Guidelines on Investment in Equity Exchange Traded Funds

Insurers are permitted to invest in various asset classes under the provisions of Insurance Act, 1938 and Insurance (Investment) Regulations, 2000. The asset classes are amended from time to time to increase the investment options of the Insurers with necessary prudential limits to ensure the protection of policyholder's interest. Investments in Exchange Traded Funds (ETFs) may mitigate the concentration risk and ETFs also offer management of funds with operational convenience. After discussions in various Forums, the Authority had issued Draft Guidelines on Investment in Equity ETF on 8th January, 2014 seeking comments from all stakeholders. After careful examination of the comments received, it is decided to permit Insurers to invest in Equity ETFs subject to the following conditions:

- i) Only Passively managed schemes of the Mutual Funds which are registered with SEBI and governed by SEBI (Mutual Funds) Regulations, 1996, as amended from time to time are eligible. These schemes are benchmarked and tracked to publicly available Index.
- ii) The Overall Expense Ratio shall be less than 0.50% of the daily net assets of the scheme.
- iii) All Securities in the equity basket shall be compliant regarding dividend distribution

norms as per Section 27A (1)(1) in case of Life Insurance company and Section 278 (1)(h) of Insurance Act, 1938 in case of General Insurance company respectively to qualify as 'Approved Investment'. Unless Scheme Information Document (SID)/updated SID has the clause that the constituents meet the dividend criteria laid down in the Insurance Act, 1938, such investments cannot be classified as 'Approved Investments'. In any case, the compliance with the dividend criteria in the SID shall not be older than 1 year while classifying any ETFs as 'Approved Investments' by the Insurers.

- iv) Insurers are required to comply with the provisions of Sec. 27C of the Insurance Act, 1938 and shall invest in ETFs which invest in domestic equities.
- v) These instruments shall be listed on at least one Exchange which is having connectivity with nationwide terminals.
- vi) In case, the dividend criteria mentioned under point no. (iii) is not met by the ETF, such investment shall be classified under 'Other Investment' category.
- vii) These Investments shall come under current exposure norms applicable to Investment in Mutual Funds (MF) by Insurance companies. The exposure norms for investments in MFs are governed by Circular no. INV/CIR/08/2008-09 dated 22nd

August, 2008, Circular no. INV/CIR/020/2008-09 dated 11th November, 2008 and Circular no. IRDA/F&I/INV/CIR/213/10/2013 dt. 30th October, 2013.

viii) Exposure to stocks through ETF shall not be reckoned for the overall exposure norms prescribed for Individual stocks vide Regulation 9 of IRDA Investment Regulations, 2000, duly amended from time to time.

ix) Category codes for these instruments are:

Investments	Category Codes
<b>Approved Investments</b>	
Passively Managed Equity ETF (Non Promoter Group)	EETF
Passively Managed Equity ETF (Promoter Group)	EETP
<b>Other Investments</b>	
Passively Managed Equity ETF (Non Promoter Group)	OETF
Passively Managed Equity ETFs (Promoter Group)	OETP

The valuation of ETFs shall be in line with the equity shares.

x) Concurrent Auditor has to comment on the compliance of the above requirements, if the Insurer has any investments in ETFs during the audit period.

**R.K. Nair**  
Member (F&I)

## VANTAGE POINT

# Setting the Right Tone

- Brokers in Insurance

‘There has always been a need for educating the customer in the Indian insurance domain about being well-prepared for an eventuality and it is the broker with his vast knowledge and acumen that would cater to this need’ observes **U. Jawaharlal**.

In a typically market-driven business - like the Indian insurance industry - the role played by the intermediary is colossal. The agent has been largely successful in the spread of Life insurance business, especially across the country’s rural and far-flung areas. However, for the insurance industry to be on a developmental trajectory and to achieve a semblance of global standards; there is need for intermediation to see beyond mere selling or marketing. Identifying the risks that an individual or a business entity is exposed to; and to be able to suggest measures to tackle them successfully is typically the role for an insurance broker globally.

Further, the brokers can be instrumental in several new products being designed and introduced in the market. The least that can be expected, if designing new products is out of reckoning, is to ensure that value addition to the basic products in the form of riders or add-ons is brought into the

market so that the customers would have a range of products to choose from. Price elasticity has been a major feature of the Indian business domain; and the financial services are not an exception to this rule. Brokers in insurance can influence the pricing pattern in the industry so that customers can derive the benefit of low prices.

There has been a rapid rise in the incidence of catastrophes - both natural and man-made - more recently; and brokers can help their clientele in understanding the vulnerabilities to such events. Being well-prepared to such phenomena rather than adopting methods to repair the damage after it occurs would be the desired route; and in order to accomplish this, the brokers can make a difference with their comprehensive understanding of various scenarios. In the Indian domain especially, there is a lot to be achieved in this direction - blame it on a lackadaisical approach or an attitude of waiting for things to happen.

Being an intermediary of such a vital importance, the brokers should always look at being well-informed of the various events globally and on what they could mean for the Indian domain. ‘Information’ has had a revolutionary change and brokers should make full use of the modern trends so that they are always abreast of the various developments taking place. Further, they should have proper systems in place to ensure that all their employees are fully equipped to deal with the clients as regards their needs. It needs no emphasis to mention that adopting technology should be among the brokers’ foremost priorities.

‘Role of Brokers in Insurance’ will once again be the focus of the next issue of the **Journal** and we look forward to one more set of interesting and illuminating articles in the domain.

in the next issue...

## ‘Role of Brokers in Insurance’



## ISSUE FOCUS

# The Customer Representative

- Insurance Broker

Sanjay Kedia insists that although the broking channel has brought in a lot of value addition to the insurance industry in India, it is yet to be recognized as such.

### Historical Perspective

**T**he broker's value proposition was established as early as 16th century at the Lloyd's coffee shop in 1688. Brokers would take 'slips' with information on the ship, cargo and route to each financier, shopping around for insurance at coffee shops. Brokers assessed the financial strength of the potential insurers to their client i.e. cargo merchants. A need to identify the right insurer for the customer led to the establishment of broker value proposition in those early times. From those early days, insurance brokers represented customers in the insurance market. The pool of brokers and underwriters that resulted is Lloyd's as we know it today. This development of the broker as an advocate of the client was also encouraged by the organisation of the Lloyd's market and it relied primarily on brokers to bring them business.

### Broker Emergence in India

The insurance broking community in India is just over a decade old and

**During the initial phase of broking in India, there was the psychological barrier associated with the word 'broker', which connotes a "middle man". However, the term 'an insurance broker' does not truly reflect the reality.**

today, there are over 300 licensed brokers. The brokers' direct market share of the total non-life premium has grown from 16% in 2009-10 to 23.3% (₹14,699 crores) in 2012-13. The brokers' share of the life insurance market was around 0.5%.

The insurance market liberalization saw choices for the customer increasing in terms of more insurance companies, number of products and later, rates due to detariffication in 2007-08. These choices and complexities created a

stronger need for customers to have an advisor and broker to represent their interest and help them make the best selection for their risk needs. Detariffication caused a significant jump in broker market share in the non-life segment, particularly in the corporate sector.

During the initial phase of broking in India, there was the psychological barrier associated with the word 'broker', which connotes a "middle man". However, the term 'an insurance broker' does not truly reflect the reality. The insurance broker acts as an advisor to the customer and represents customer's interest in the insurance market.

In 2012-13, for the various product categories the broker market share was as follows:

Complex products which require deeper understanding and expertise, such as Liability lines and Engineering, have seen the market share of the broker as high as 44% and 34% respectively.

Globally, brokers tend to acquire a fairly large share of corporate



(₹ in cr.)

Portfolio	Market	Broker	Broker Share
Fire	6,760	1,591	24%
Marine cargo	1,941	683	35%
Marine Hull	1,087	131	12%
Aviation	479	129	27%
Engineering	2,470	833	34%
Motor OD	19,595	4,726	24%
Motor TP	10,094	1,997	20%
Liability	1,138	504	44%
PA	1,615	274	17%
Medical	15,011	3,203	21%
Overseas	365	49	13%
Crop	2,965	28	1%
Credit	1,261	70	6%
Misc	3,938	482	12%

Source: IRDA Annual Report 2012-13

premiums in the non-life market, including both corporate and personal lines of insurance. In select Asia-Pacific countries, as the table below shows, markets like Philippines and Indonesia have over 40% of total Non-life market (corporate and personal lines included) placed through insurance brokers. In India, the market share was 18% in the year 2012 (23% in 2013), which leaves tremendous scope for growth of brokers' market share in the years to come. Brokers are an important channel in India's non-life market, but is relatively small compared to other markets in Asia.

With the advent of technology, even individual customers for personal lines of insurance can now use a broker's services to represent their best interests and have greater choices through the broking channel on the internet. The Authority's distance marketing guidelines,

which permit sale of insurance other than in person but through various mediums like telemarketing, SMS, internet, etc, has allowed insurance brokers to deliver good value to the customer and create choices at a relatively low transaction cost.

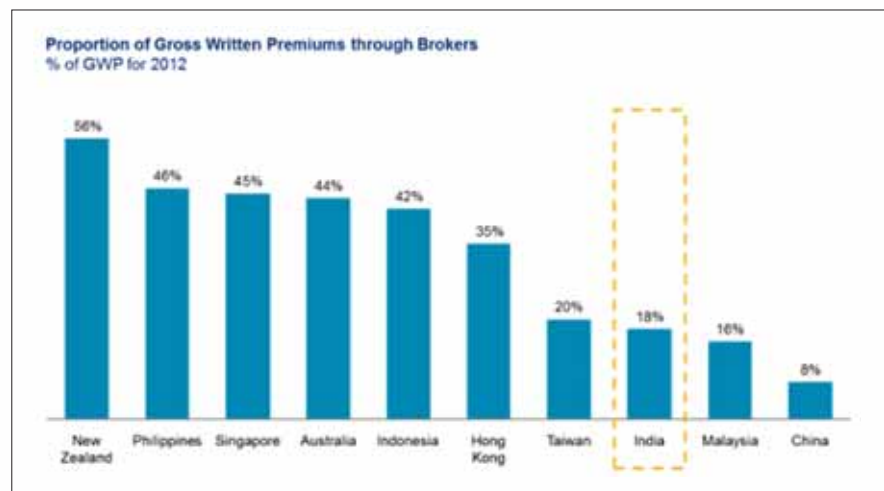
The Indian insurance market is expected to grow between 15% and 20% per year, and the broker share has to significantly further go up. Brokers have to shoulder a much

bigger responsibility in contributing to the Indian market growth story.

**Value of insurance broker to the customer and insurance market:**

So what value does a broker bring that they contribute such a large share of insurance penetration?

**Managing Risk :** It must be appreciated that understanding a customer's requirements is the key to developing a long-term sustainable business. The customer's real issue is "risk"; and not insurance. Insurance is one of the ways to transfer and manage risk. Therefore the broker's role is to understand the risk a customer faces and offer solutions which are need based. In most scenarios, brokers can help in innovating new products because they are in a unique position to understand the changing customer needs and create a market place to fulfill these needs through the insurance market.



Source: AXCO, country insurance regulatory authorities, Oliver Wyman analysis



**Bridging Trust Deficit:** Insurance market everywhere has some element of trust deficit with customers. Brokers who work for the customer help fill that trust void which brings the customer closer to the insurance market. Usually, insurance is sold, therefore it is push factor. Brokers help bring the pull factor. This is the most important value and role - being the representative and advocate of the customer.

**New Products and Capacity:** Brokers help raise the bar and create capacity by a) lifting the standards of the industry as a whole b) developing new types of insurance products depending on client needs and c) creating risk capital and capacity that facilitates growth.

The increasingly complex risk, business, and economic landscape present a significant opportunity to position insurance brokers as holistic risk advisers and consultants. Our role in claims advocacy, loss control and risk mitigation provides much needed value to our clients and insurers alike.

Another interesting fact is now more and more companies understand the role of a broker and are accepting that brokers represent their interests. It is important for the broking channel to make every effort to ensure this trust is maintained. There is still a lot of work all the members of the broking fraternity need to do to raise

professional standards. The Insurance Brokers Association of India's role and contribution has potential to significantly go up in being a self-regulator and driver of higher professional standards for the entire broking community, which will instill greater confidence in the Authority and all the stakeholders.

Key functions of the broker globally include:

**1. Insurance placement:**

- a. Matching client needs with provider solutions
- b. Negotiation and sourcing of best solutions for clients
- c. Efficient execution of (especially large and complex) transactions

**2. Risk management and consulting**

- a. Risk identification, assessment, quantification, and risk financing (arranging insurance)

- b. Design and develop risk management solutions for insurable and non-insurable risks e.g. captives, alternative risk transfers (ART)
- c. Provides industry and risk specialty experts and insights
- d. Sourcing from (often multiple) providers and designing tailor-made solutions

**3. Servicing and support**

- a. Support clients and providers in servicing of insurance contracts e.g. claims settlement
- b. Outsourcing and administration services
- c. Provision of technology solutions and market intelligence to support risk management

**4. "Market-maker"**

- a. Increase transparency and facilitate competition
- b. Provides SMEs with greater access and bargaining power with large providers
- c. Holistic offering, leveraging access to wide range of providers

**5. Knowledge & expertise**

- a. Access to global markets and providers
- b. Knowledge and expertise of insurance markets, both locally and internationally
- c. Benchmarking on limits, deductibles and pricing

**It is important for the broking channel to make every effort to ensure this trust is maintained. There is still a lot of work all the members of the broking fraternity need to do to raise professional standards.**



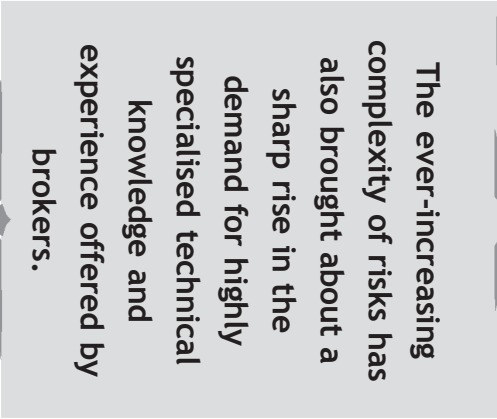
In the Indian market, brokers currently do not have a clear responsibility to collect insurance premiums from customers and settle insurance claims. Internationally when a broker performs this role, it helps the insurance market to manage settlement risk (including coinsurance settlements) between different insurers besides providing administrative convenience of single window payment to customers. Broker being a non-risk carrying entity with strong regulatory checks can help manage this fiduciary fund settlement function very efficiently.

In the Indian market context, reinsurance brokers handle fiduciary premiums and claims as per the norms laid by the Authority.

Also, brokers internationally play active role in bringing new policy wordings, they also may administer and issue policies to customers.

Brokers as distribution channel are an open architecture. That is any insurer partner can work with that channel. There is no fixed cost for the insurer. They reduce the search cost for business, process cost as broker performs several functions of client servicing.

Thus, brokers satisfy the requirements of their clients and perform several functions, which make the overall market more efficient.



**The ever-increasing complexity of risks has also brought about a sharp rise in the demand for highly specialised technical knowledge and experience offered by brokers.**

**Risk Management - Improvements leading to lessor claims for customer**

The ever-increasing complexity of risks has also brought about a sharp rise in the demand for highly specialised technical knowledge and experience offered by brokers. Most of the large industrial and financial corporations have complex risk issue and brokers help the risk manager to effectively manage and transfer risk to insurance market.

Understanding claims patterns and conducting a cause analysis often provides insight on losses that can be prevented or minimized. Brokers do help clients to identify the cause of claims and support in adopting practices, which prevent risk incidences. While risk event occurrences are largely unpredictable, the consequences to the business are all too clear. Loss of physical assets, business interruption and operational capabilities can quickly translate

into lost market share, revenue, brand equity, and shareholder value.

Brokers help customers to develop strategy for aligning their insurance program with the business objectives. Risk management and loss minimisation lead to lower claims for the insurance market and for the economy. Lower claims experience is the most important tool for customers to keep their long-term premiums low, which is a true win-win for all the participants.

**Key regulatory initiatives on Broking - customer implication:**

Recently, the Authority has included representatives from the insurance broking community in more committees. While this is a start, there needs to be more and more representation of the broker community and brings the concerns and views of the policyholder, as they are closest to the policyholder.

The Authority since its inception had a clear demarcation between the role of customer representative (broker) and insurer (agent). Clear differentiation has kept the conflict at rest and customers have developed a better awareness about who represents them. The Indian market so far has avoided obvious conflicts of agents representing multiple insurers and from a customer interest perspective it is best that this clarity is continued in the market.

**Banks as Brokers:** The recent guidelines allowing banks to become

a broker has given rise to various schools of thought within the industry. Understandably, for all existing brokers this could mean strong competition.

However, keeping in view the interest of the customer and the industry as a whole, it is difficult to argue against the logic that banks cannot be brokers and can provide an option and choice to customer. There are a few challenges which need to be addressed for this to be successfully implemented. The Authority may consider use of incentives and disincentives to create a natural pull for banks to adopt desired models, which is in the interest of customers and the market.

- (i) Banks' current financial model as an agency provides better value to bank as compared to broking model, hence it is very important to tweak the remuneration framework, which provides right sets of incentives for the bank to consider broking model.
- (ii) Banks after becoming brokers would represent the customer and hence would be subject to regulations and liable to customer, which is not the case in the agency model.

**Sub broking:** The Authority had also appointed a committee to study the implication of allowing sub broking in India. As per the report on sub broking, "...the overall aim of both the insurance broking model and of

**Banks after becoming brokers would represent the customer and hence would be subject to regulations and liable to customer, which is not the case in the agency model.**

the regulator is to ensure that clients receive the service and products that they expect and that they are treated fairly. This applies to any distribution method that the regulated firm chooses to adopt, whether it be via a sub-broking model or direct to market."

Sub broking can be rolled out in various shapes and forms. For instance, there can be a model where the broker's firm has agreed to appoint third party introducer to actively promote the services of the principal firm and is only able to refer customers and typically they are not allowed to provide advice.

Another extension of this model is where the third party is also allowed to sell the policy and in this scenario, the education qualification requirement of the third party can be mandatory.

Lastly, there can be Appointed Representatives (AR), which is a third party that a principal broker has agreed to appoint to conduct regulated activities up to the limit

of the principal broker's permissions. In this case, the principal broker is therefore responsible for ensuring that the AR has the appropriate systems and controls in place to carry out regulated activities and should have in place appropriate controls around its ARs, such as a contract, a monitoring regime, provide appropriate training etc.

Various modular approaches can be adapted to roll out the sub broking model in India. The concept of broking has not percolated down to smaller cities, towns and villages primarily because of stringent procedure for obtaining a license, trained manpower and non-existence of business volumes. It becomes economically unviable for a broker either to set up business or establish a branch office. Nonetheless, the existence of business in such small cities cannot be denied. To cater to such small size business, it would be worthwhile to try a business model, which remunerates a person who canvasses business, based on the volume of business he brings to the table.

### **Broking Industry: The Road Ahead**

The insurance broking industry also has grown from its nascent stage, as it is still only a decade young in India. The professional standards have certainly risen but this is an area where broking community has to take a lot more responsibility to gain credibility and expertise.

Historically, brokers have not been very good at articulating their customer value proposition. They are the customer champion, but are often not viewed as such. They are the instigator of innovation, but are often not viewed as such. A broker indeed needs to be more communicative and articulate all the good work done by the community in support of customer.

**Myths on the Role of Insurance Broker:**

After 11 years of insurance broking in India, there are still some interesting myths surrounding the role of insurance brokers in the Indian market

**Brokers' various functions may bring down the administration cost of insurers but broker continues to represent customer's interest.**

represents the policyholder / customer.

**Myth 3 - Insurance broker's job is to sell more insurance to the customer**

**Fact:** Insurance broker's role is to conduct a need analysis (risk assessment) to gain insight on the risk needs of the client and then provide a solution, which can be either buying insurance or to manage risks without buying insurance in the form of self-retention or loss controls etc.

**Myth 4- Client needs to make separate payment for broking services**

**Fact:** Insurance brokers' remuneration is traditionally included within the insurance premiums. The insurers pay the brokerage amount not exceeding the limits notified by the Authority. As a best practice, the brokers' remuneration is fully disclosed to the customers when requested.

**Myth 5 - The insurance broker's function is to place only insurance.**

**Fact:** The insurance broker's role extends from advice on risk assessment, risk management; obtain best terms, place insurance policy, service the insurance policy and most importantly assist in negotiation of the claim for the clients.

**Myth 6 - Risk Management is the job of consultants not insurance brokers**

**Fact:** Insurance brokers are one of the largest players globally in the areas of risk management; and advise and work closely with the customers on risk management.

**Myth 7 - The insurance brokers are responsible for the unsustainable low pricing of the insurance market and should help raise the price for the insurers.**

**Fact:** Since the broker works for the customer their role and duty is to get the best possible terms and conditions at the best possible rates. The insurance companies need to develop risk based pricing models and say 'no' for the prices not as per the underwriting principles. The insurers' focus has to move from top line to bottom line to encourage sound underwriting.

**Myth 2 - Insurance brokers and insurance agents both as intermediaries, have the same role.**

**Fact:** This is one of the most confusing areas for the policyholders. Insurance agents as you know, represent the interest of a particular insurance company whereas the insurance broker

*The author is Country Head & CEO, Marsh India Insurance Brokers Pvt. Ltd.*

## ISSUE FOCUS

# Seeing Beyond Business

- Role of a Direct Broker

K.Ramachandran writes that the broker has a significant role to play not merely in successful consummation of contracts but equally about the subsequent services to be rendered.


**T**he role of a direct broker in general insurance is a high talking point. It arises from a deep concern at poor penetration and to consider the use of direct brokers for stepping up penetration. Most preferably, given the reach of banks and the customer loyalty and affinity to his / her bank, an opportunity is seen to insist upon banks to become direct brokers to assist for penetration.

### 1. Why is penetration an issue?


The answer to the above question lies in per capita income and disposable income.

Research has determined that insurance consumption in a county has a growth behavior commensurate with its level of per capita income. Based on such research, USAID established a model of four stages in the growth of insurance consumption.

The dormant, the early growth, the sustainable growth and mature market are the four stages. The critical phase is the sustainable growth stage. This commences



**Research has determined that insurance consumption in a county has a growth behavior commensurate with its level of per capita income.**



when the per capita income of the country is at USD 1000 and accelerates given increasing income elasticity from a level of 1 up to a level of 2 before it starts dropping in the mature market phase when the per capita income reaches USD 10000. This has not happened in India. A reason could be with respect to the relative variations in economic development of the different states of India. Chandigarh has the highest insurance penetration but its volumes are not visible on an all India basis both for GDP and GWP. Uttar Pradesh and West Bengal have not penetrated

enough given their share of GDP.

A likely scenario can be the establishment of state level insurance funds across all states. These funds are exempted from the application of the Insurance Act, 1938. They can contribute to increased penetration at the state level. Presently there are a few states having an active state insurance fund. Given that insurance is in the Concurrent List of the Indian Constitution, the state government can legislate on insurance in equal measure as the central government.

The analysis as above by Dun & Bradstreet reflects the increasing disposable income in the Indian economy. The discretionary spending increases over the years. It can be seen to increase from 59.7% in 2010 to 72.0% in 2020 with consumption expenditure on miscellaneous goods and services reaching 25.1% of the total expenditure. Given the present situation and projected future development this is a likely scenario. How is the insurance



relationships and the value addition that they can provide as advisor in these relationships to register their business. There is no assurance they will promote an insurance company to the market and increase its share. Their value is in expert advice. They are hardly active in personal lines of insurances.

industry addressing the potential and opportunity in increased discretionary spending of the Indian consumer?

Growth refers to year on year increase and appears incremental in its measurement. We see growth by line of business, by channel of distribution and by segments of the market. The growth includes within it addition of previously uninsured persons, assets and business. Each addition of such business marks penetration and therefore tapping of the hitherto uninsured part of the different segments.

Penetration results in new customers and new lines of business, often in personal insurances.

**2. Does the solution for penetration lie in directional orientation of banking system as a broker?**

First we need to understand the role of a broker. Broker as an institution has a dual role - (1) until placement of risk with an insurance company the broker is fully the agent of the

customer; and (2) once the risk is fully and clearly agreed between the customer and insurance company, the broker turns into an agent of the insurer to service the policy.

A broker is legally an intermediary between a customer and insurer. The key role of a broker is in providing technical skills to understand risk, determine protection requirements, negotiate cover and to take complete responsibility for customization.

A broker looks to generating commission based on application of mind and negotiation skills. The 300+ direct brokers licensed by IRDA have relied upon their network of

IRDA carried out an insurance awareness survey through NCAER and published their findings. The survey underscored the significant role of agents, relatives and media in persuasion to buy insurance. The report noted as a part of its conclusion “the insurance companies or the regulatory authority need to step up efforts to improve the awareness levels across the country. The process through which awareness could be improved would require sustained effort from the authorities.” As recognized in the IRDA awareness survey, this role can be best fulfilled by agents and not by brokers.

Agent	Broker
1. Procure premium for his insurer	1. Offers advise for optimal cover
2. Exclusive single insurer relation	2. Works with any insurer
3. Identifies prospective clients	3. Identifies prospective risk issues
4. No capital investment	4. Minimum Rs. 50 lacs + capital
5. Insurer responsible for conduct	5. E&O insurance - a must
6. Straitjacket offer	6. Negotiated covers
7. Take or leave	7. Coinsurance/reinsurance options



It is not out of context to observe that the choice of process - whether to be an agent, broker, referrer - must be left as an outcome of business due diligence done by a sponsor and promoter, and not mandated. As mandatory direction impacts and causes newer concerns to an existing enterprise most of all its viability.

### 3. Distinction between an agent and a broker :

The present direction for banks to reorient exclusively as broker raises concerns for capability to identify prospective risk issues and to offer advice. Personnel must be capable to negotiate covers and plan out alternative solutions. As per the directions, banks do not have to incorporate a separate company for insurance broking. They can do it departmentally with a GM, who holds a Certificate in Broking, as its head. The bank's employees who are assigned to broking must also be certified after duly attending the 100 hours course and passing the exam in this regard. They may qualify and get certified but may not have the experience to conduct the business of insurance broking across the branch network of a bank. This gap is of concern as the bank will be solely held responsible for coverage failure for insurances as sold to a client. The bank's E&O insurance would remain highly exposed for omissions if not errors in processing the annual insurance requirements of their clients. In the

**The key point to note is that a bank's core operation remains unaffected when it is an agent to an insurer. On the contrary, a bank becomes fully embroiled in an unrelated service if it becomes a broker.**

case of agents, these concerns remain with the insurer as the principal. Any issue in mis-selling by an agent is the sole responsibility of the insurer.

The key point to note is that a bank's core operation remains unaffected when it is an agent to an insurer. On the contrary, a bank becomes fully embroiled in an unrelated service if it becomes a broker. This could be a serious concern to RBI.

Given the hold of the banking system on its customers, the existing direct insurance brokers would suffer loss of their Corporate and SME business.

A mechanism to synergize the banking system, financial institutions and existing direct insurance brokers needs to be studied and worked out to chalk out

a strategy for penetration that would add to new customers and new lines of insurances each year. The target would be to encourage pull factors in purchase of insurance rather than rely upon push factors.

To end, the following quotation may not be totally out of place in the given context. "Crises and deadlocks, when they occur, have at least this advantage that they force us to think." - Jawaharlal Nehru.

*The author is Head - Reinsurance, SBI General Insurance Company Ltd. Mumbai.*

## ISSUE FOCUS

# Driven by Market Dynamics


- Role of Insurance Broker

V. Ramakrishna emphasizes that the role of the broker would be more emphatic in a market that boasts of a wide variety of products to choose from and a multiplicity of suppliers.


Insurance broking is now just into its 12th year of existence in India. What does the report card say? This fledgling industry continues to be in its caterpillar stage, continuing its struggle to break out of the cocoon created by itself, the market and the regulator. If the first decade was a struggle, the beginning of the second one seems even more turbulent!

While the concept of broking was announced in 2000, this was not implemented when the market initially opened up in Jan 2001. It was only after the nod from the Parliamentary sub-committee in 2002 before the first licences were granted. The licence was limited in scope as the Tariff structure of the industry was against broking as 5% special discount was given for direct business. That marked the beginning of the battle for the brokers.

The brokers looked for the day when the market was to be detariffed, considering the fact that a broker's role increases tremendously in a



**The flip side is that even the Government now recognizes broking as an integral part of the insurance industry and brokers have a permanent role much against the wishes of doomsday prophets who felt brokers had no role in Indian market.**



detariffed market. A glimmer of hope was given in 2005 when this special discount got abolished and the products were detariffed. However, this joy was short lived with caps being imposed on discounts and brokerage being indexed to the capital of companies. Another period of uncertainty and struggle continued for 2 years.

Finally the industry got detariffed and brokerage became market driven with an overall cap.

As the premium continued to nosedive, the brokerage got wiped out as past brokerage became current premiums and another period of 2-year struggle ensued. The markets have just about stabilized and the premium rates have been slowly rising in some lines of business. Insurance companies slowly started accepting brokers as a vital partner and we have the Finance Minister letting loose the banks to compete with the brokers. One will have to wait and watch the market reaction. The flip side is that even the Government now recognizes broking as an integral part of the insurance industry and brokers have a permanent role much against the wishes of doomsday prophets who felt brokers had no role in Indian market.

Despite having completed over a decade in business, the existential question of survival continues to



YEAR	TOTAL	BROKERS	DIRECT	AGENTS	OTHERS
2011-12	58344.00	9986.21	18677.97	21055.50	8624.32
2010-11	48213.00	9571.43	14787.36	15108.35	8745.86
2009-10	39226.00	5777.50	12185.15	13997.12	7266.23
2008-09	33564.52	4713.85	12601.60	11641.88	4607.19
2007-08	30480.23	4057.37	11305.77	11047.07	4070.02

loom largely. A universally accepted concept in the global market is still struggling to make an impact on the Indian insurance scene. Why do we need brokers is a question insurance companies continue to ask and so does the customer. The volume of business placed through the broking channel is stagnating in a market that is growing at 16%.

A quick look at the figures below indicates the state of the market (Premium in ₹Crores)

Broking as a concept made an entry into the Indian insurance industry which was rather comfortable without the brokers. The insurance companies have hence looked at brokers with reluctance and have been very slow converts to the broking concept. The sheer pressure of the regulator and customer has compelled them to grudgingly accept brokers as an unwelcome entity to the client-insurer relationship. The insurance companies are quite justified in their guarded acceptance of brokers. In the battle for survival, the brokers have been pushed to

become 'price discoverers' for the customers thus putting unwelcome pressure on insurance companies. So instead of harmonious working there is a relationship of continuous conflict.

The root of this dichotomy lies in the structure of the Indian insurance industry and the gradual opening of the market. Brokers are best suited in a market that has multiple products and numerous suppliers creating complexity to clients in their purchase decision, making them look for brokers who give the

**In the battle for survival, the brokers have been pushed to become 'price discoverers' for the customers thus putting unwelcome pressure on insurance companies.**

right advice. Unfortunately the Indian market is still stuck with identical products with numerous suppliers, leaving price as the only differentiator.

Unless there is a complete free market with variety of policies with varying coverages, clients and insurance companies would prefer to deal directly. The current provision to give add-on covers to various tariff driven policies is the way to go forward. The broking fraternity will have to wait for the industry to stabilize and the complete opening of the tariff to make the next leap.


The second issue is insurance placement process in India is not subscription based, it's more driven by co-insurance which is at variance with the global markets. The Indian market practice of offering 100% capacity to each risk reduces the need for placement and where there is a capacity shortage the same gets absorbed with co-insurance which does not give any role to broker. There is a gradual shift in the trend, with the private players taking lead




with limited capacity thus putting clients and brokers under pressure to find other insurers willing to match the terms and take co-share. With the acceleration of this trend, brokers will have a sizeable role in future.

The third issue is the role envisaged for the brokers. In the current market, broker adds very limited value to the insurance company other than retaining or bringing new business. The cost of servicing for the insurance company is going up with lower price and additional brokerage cost getting added. This could get course corrected if the broker is allowed to do certain administrative tasks like risk inspections, policy issuance, endorsements and claim management functions for the insurance company. We need to adopt the international model in totality where insurance companies focus on giving capacity and underwriting while broker does the entire administrative work.

The fourth issue is the narrow focus of the brokers to stick to few geographies and limited high value corporates. This has prevented the growth of market share for brokers. What is needed is stepping out of the box by getting into more areas of insurance such as retail, SME, niche products etc to enlarge market share.



**Joint campaigns,  
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The fifth issue is a collaborative approach with the insurance companies - what is needed is strategic initiatives with the insurance companies to enhance penetration. Joint campaigns, co-branded products and consistent support in service and claims will go a long way in strengthening the role of brokers.

The Indian insurance industry has no choice but to reduce distribution costs and increase underwriting profits, as the current aberration of high investment income is bound to come to an end. The insurance companies have no tool to do underwriting as the old black book called tariff is no longer a valid tool to price risks. The indexation of discounts with reference to tariff is a crude way of pricing. What is needed is a proper risk assessment of each risk, the aggregate data on

such risks and industry benchmarking to arrive at a calculated premium. All these areas of information can come from the brokers at no cost to the insurance companies. This kind of collaboration and pro-active partnership only will lead to viability to the insurance company and the growth of the broking channel.

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## ISSUE FOCUS

# The New Regulatory Model

- Review of Brokers Regulations

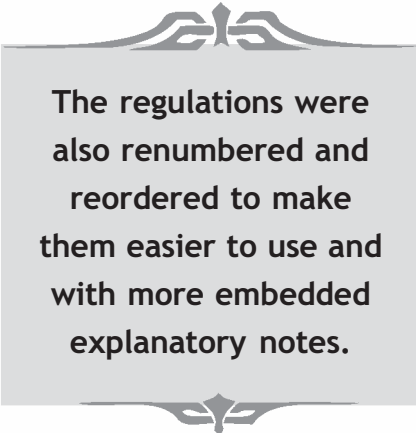
K. Mahipal Reddy observes that there is need to have comprehensive supervision of the very dynamic channel of insurance brokers; and envisages a highly self-regulatory role for the IBAI in the days to come.

### Introduction:

The IRDA (Insurance Brokers) Regulations, 2013 came into effect from 10th December, 2013. Insurance Brokers are now bound by the provisions of the new regulations.

The need to review insurance brokers' regulations was recognised from the experience of application of the erstwhile regulations in licensing, renewal of licenses, dealing with governance issues, market practices in various business paradigms, enforcing code of conduct matters etc. In this regard, the matters experienced out of application and practice of regulations in past decade and the views of key stakeholders participated in review process were taken into consideration for overall review.

The IRDA (Insurance Brokers) Regulations 2013 consolidated the circulars, guidelines, practices and amendments made since 2002. The regulations were also renumbered and reordered to make them easier to use and with more embedded explanatory notes. The review attempted to streamline and clarify



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the procedural aspects of the regulations.

However, the following circulars issued earlier help to explain the above regulations.

- Circular IRDA/BRO/36/AUG-04 dated 18th Aug, 2004 explains the responsibility attached to the post of Principal Officer
- Circular 022/IRDA/F&A/Aug 05 dated 25th Aug, 2005 explains the transfer of shares and change in the structure of shareholding pattern
- Circular 020/NL/IRDA/06 dated 15th September, 2006 provides guidelines on insurance and reinsurance of General insurance risk

- Circular 011/ IRDA/ Brok-Comm/ Aug-08 25th Aug, 2008 gives limits on payment of commission or brokerage on General insurance business
- Circular 063/IRDA/Memo/07-08 dated 18th March, 2008 explains the aspects relating to corporate houses promoting insurance broking companies in addition to doing insurance business and obligations of insurance broker.

In order to strengthen the current regulations, it is essential to understand the breaches of earlier regulations identified and deficiencies reported which have a bearing on the outcome of review of regulations.

The primary purpose is to provide an indication of common failures of insurance brokers to comply with the IRDA (Insurance Brokers) Regulations, 2002. This analysis of deficiencies offers a valuable tool in identifying the practices of insurance brokers which are of greater concern in the new regulatory model. A summary of these industry wide deficiencies in each regulation is as follows.



## The Brokers

- Outsource part of the functions which ought to be discharged in accordance with Regulation 3 to 5.
- Do not have necessary infrastructure in terms of adequate office space, trained manpower to effectively discharge its activities in terms of Reg. 9(2) (B).
- Solicit and procure business from different locations and placement of business in various places without having branch offices and trained employees.
- Operate from locations without trained and qualified employees and information to the Authority.
- Engage outsiders in the name of marketing officials for soliciting the business and make payments to these people by various means.
- Utilize the services of off-roll employees as referrals and canvassers and pay them salaries in the name of consultancy charges and professional fees. In addition to regular employees, the brokers utilize the services of temporary staff, for marketing purposes. The remuneration paid to these employees is debited to 'professional fee' and 'contractual obligations' head of account. The off-roll employees procure business without holding the prescribed qualifications.

- Delay in payment of annual fee either beyond 15 days after finalization of accounts or after 30th September of the year in contravention of Insurance Brokers (Amendment Regulation), 2007.
- Receive over riding commission from some insurers over and above the prescribed limits as mentioned under Reg. 19(1) (A).
- Exceed the limits of business procured from single client as set out in the regulation 20.
- Acquire more than the stipulated percentage of business procured/ placed from group companies.
- Establish the broking company for the purpose of placing its captive business.

### Code of conduct matters:

- non fulfillment of the matters of code of conduct 2 (c), (d), (e), (f) and (g) of Regulation 21.

- engage the referral provider/ introducers in violation of code of conduct 3(b)
- utilize the services of many persons in the name of service providers/consultants on regular basis for procuring business
- indicative existence of system of canvassers, franchisees in the name of service providers for soliciting business
- utilize services of many consultants (for business) who are not on the employees roll and pay consultation fee to them under heading of services which include risk assessment, lead generation, technical know-how, staff training etc.

### • Regulation 23:

- Investment income earned on insurance bank account and credited to insurer accounts
- Non remittance/delay in transfer of the reinsurance claims received to the direct insurers.
- Diverting the reinsurance claims money received from the re-insurers/reinsurance to other bank accounts instead of keeping the balances in the same IB Account.
- IB account is also being used for all general transactions viz., salary payments, loan installment payments etc.
- Not immediately transmitting the premiums / claims received to the re-insurers/ direct

The remuneration paid to these employees is debited to 'professional fee' and 'contractual obligations' head of account.



insurers in violation of the provisions of Reg. 23 (2) (d).

- The insurance bank account has been used for other business payments. The varying amounts are withdrawn for different reasons other than the stated purpose under Reg 23(2) (a) & (d).

- **Regulation 24- PI policy**

- The AOY: AOA ratio is not 1:1
- Voluntary excess is beyond 5% of capital
- The SI is not three times remuneration of preceding financial year.

- Break in insurance
- Retroactive date is not protected

- **Regulation 25:**

- Not preparing cash flow statements at the end of each financial year.
- Not filing the annual on-line returns.
- Not maintaining any premium registers for the business placed.

- **Regulation 27:**

- Has no internal audit mechanism
- Lack of/insufficient internal controls including accounting of premiums received in cash, financial powers delegation, verification of accounting transactions and vouchers etc.

**Having considered the issues that emerged in the previous regulations and identified the lacunae, it is necessary to address underlying problems to improve the structure and substance of new regulations for better levels of regulatory compliance.**

- **Circulars/Guidelines:**

- Enter into co-broking arrangement with other brokers without mandate on behalf of its customers. (non-compliance with para 7 (a) of the Guidelines on Insurance and Re-insurance of General Insurance Risks - IRDA Cir. Ref: 020/NL/IRDA/06 dated 15th September, 2006.)
- Transfer the shares without information and prior approval of the Authority (022/IRDA/F&A/ Aug 05)

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- **Non Disclosures:**

- Do not furnish information on changes in the directorship
- Not revealing relationship with associate companies

- The associate companies are engaged in procuring of insurance business without holding a valid license.

- **Group transactions**

- Multiple transactions between broking companies and its group firms by way of payment/ repayment of office deposit within the accounting year

- Transactions with third parties wherein amount is paid and repaid within a financial year.

- **Other issues:**

- Collect cash towards various individual Non-life policies and these amounts are remitted into the broking company's bank account

- No written agreements/records for the payments for huge expenditure under different heads

- Internal governance: No delegation of authority in any of the board meetings, to carry out the business and operational activities of the company.

Having considered the issues that emerged in the previous regulations and identified the lacunae, it is necessary to address underlying problems to improve the structure and substance of new regulations for better levels of regulatory compliance.

With due regard to the vision and original intent of current



regulations, review conducted, the following issues also need to be considered for making existing regulations adequate and addressing the matters hitherto missing in the regulations.

1. Similar to provision on restriction on name of insurer in insurance Act, 1938, the Broker's Regulations may contain that an insurance broker shall not be registered by a name identical with that by which an insurance broker in existence is already registered or so nearly resembling.
2. Currently, insurance brokers are not required by regulation to practice appropriate corporate governance. At least, some common guidelines on corporate governance for insurance brokers having business of ₹10 crore premium may be issued for brokers for bringing uniformity in their internal governance.
3. It is necessary to prohibit arrangements wherein the broker collects remuneration from clients as a result of effecting insurance for the client without claiming the remuneration prescribed under the regulations from insurer. The brokerage commission is regulated and prescribed remuneration levels are laid in Reg. 19. The code of conduct 11 permits collection of any additional fees from client over and above the prescribed remuneration. But collection of standalone handling charges/

service charges or fee by any other name without receipt of prescribed remuneration under regulations is an issue to be examined. Collecting charges other than a standard commission or fee for the service leads to potential conflict of interest between broker and client, and raises questions about lack of transparency.

4. **Insurance Broker Examination Certificate:** The Insurance Broker Examination certificate issued by NIA is for Direct broker or Composite broker. The perusal of the syllabus prescribed shows that the direct broker syllabus contains separate stream for Life and Non-life. However, the certificate does not indicate the stream in which the candidate passed the examination unlike the agent's license which distinguishes Life and Non-life fields. Hence, it is necessary to indicate the stream in the certificate. A person possessing the qualifications specified in insurance broker examination shall be restricted to practicing the same line of business.

5. **AML Guidelines for Brokers:** The insurance brokers' services offer potentially high benefits through value added services such as risk management, consultancy etc. Though the services are attractive to legitimate customers, the business model of insurance brokers is exposed for significant funds to launder.

The requirement to maintain the insurance bank account by composite and reinsurance brokers and remittances lying sufficiently for longer time in the account; the facilitation of claims process and associated services, and discrete customer service are examples of some aspects of insurance brokers which can lead to an inherent check on high level of money laundering risk within their functions.

The current regulations require the insurance broker to obtain written mandate to represent the client to the insurer. But they are not mandated to keep up-to-date detailed KYC information on their clients. The brokers normally have access to a good level of customer information which should allow them to conduct a level of diligence that is appropriate for the risk posed by a particular client and familiarizing themselves with the client's business and underwriting information so that this can be explained to an insurer and others.

**The current regulations require the insurance broker to obtain written mandate to represent the client to the insurer.**



Thus, the close relationship that insurance brokers aim to have with their clients and the requirement of functions of brokers also call for complete understanding of client. Given the risks inherent in the functions of insurance brokers and their close proximity with the clients, it is expected that AML systems and controls on insurance brokers are of a high standard and attuned to reflect the specific money laundering risks that their business is exposed to.

It is, therefore, important for brokers to always collect and record information of clients' business, business structures and references or other sources to corroborate KYC information where available. As part of the Know Your Customer due diligence, the insurance broker's involvement is from customer acceptance stage, refund stage and at the stage of negotiation of claims.

6. **Mid-Term Change of Brokers:** The current regulations do not address the problems that can arise when a client engages a broker mid-term to act on their behalf, replacing the existing broker. The code of conduct requires the brokers to follow recognized standards of professional conduct and discharge his functions in the interest of the policyholders. Hence, the broker shall also have enabling provision to advise the client to consider any obligation

**The efforts of IBAI should aim to achieve further deregulation that would reduce unnecessary cost and complexity in their business.**

they may have to remunerate the existing insurance broker for services performed based on their agreement with that insurance broker.

7. **Self Regulatory role of Insurance Brokers Association of India:** Complying with the many statutes and regulations governing the insurance industry may seem onerous for insurance brokers at times. Given the size of broking companies and resources at their disposal, the amendments and additional provisions made in regulations appear to make them more arduous than before and may ultimately result in intrusive supervision into the affairs of the brokers.

In this context, the key to reduce the cumbersome regulations and cost of its enforcement is enhancing the self-regulatory role of the IBAI which shall promote professionalism among insurance brokers, provide education, improve the market conduct and reduce the regulatory burden on insurance

business that enable many smaller brokers to meet compliance costs. The IBAI shall decide the areas of self-regulatory mechanism to benefit its members and consumers.

The IBAI, in particular, shall develop self-regulatory mechanism that could substitute the regulation, as well as look at proposals to further improve the specialist expertise of insurance brokers. Following this challenge, IBAI should launch a fundamental review of the regulations framework and voluntary market standards. The efforts of IBAI should aim to achieve further deregulation that would reduce unnecessary cost and complexity in their business.

IBAI shall carry out the following actions to provide effective regulations.

- publish supporting guidance which guides brokers on how compliance with regulations may be achieved
- produce circulars to inform members formally about changes in the market
- conduct research to provide a scientific basis to underpin the regulations
- adjudicate disputes between members carry out business through defined processes
- establish strong secretariat to support its activities



- shall provide guidance and represent India at the international forums, being the only accredited body
- create awareness and issue advertisements about the distinctive role of insurance brokers in the market
- promote the code of conduct among insurance brokers together with focused training for brokers and representatives.

IBAI has substantial responsibility of supervising the conduct of insurance brokers such as handling complaints against its members, investigation into misconduct and imposing disciplinary sanctions on its members in substantiated cases under the guidance of IRDA. IBAI should adopt a proactive approach in following up complaints by policyholders and misconduct of individual brokers; and in identifying industry-wide issues and market conduct that are central to the protection of policyholders. The most important role for IBAI in the future will be dealing with issues not explicitly covered in the regulations.

There shall be a fair and equitable representation of its members drawn from direct brokers, reinsurance/composite brokers to serve on the Board of Directors of the association and in the administration of its affairs. The Board of Directors of the association shall include in its composition, persons who represent the interests of consumers and are not associated with any broker.

IBAI may deploy adequate resources to handle the workload of self-regulatory mechanism. IBAI shall ensure that members have the requisite knowledge of the code of practice in order to demonstrate adherence with the standards contained in the code.

Given the close-knit relationship that the insurance brokers maintain with the insurers, a cooperative approach to many industry issues can be developed. This will enable an easier and effective enforcement of regulations.

#### Conclusion

The insurance brokers in the insurance industry assumed importance since it is the distinctive distribution channel which represents the customers. The wide knowledge of the market and specialist skills of brokers puts them in a vantage position in terms of better bargaining for customers vis-à-vis the insurers, and reduce asymmetry of information in growing complexity of multiple

products and emerging needs of insurance. The risk management and claims settlement is a special domain of brokers to enhance the standards of customer service unlike other distribution channels. Therefore, the need to strengthen the regulations and role of brokers is a continuous exercise.

Though the dynamics of the market propelled the current reviews in regulations, the issue in this context is to examine where such additional regulations/provisions are justified and adequate to serve clear purpose or whether these are simply inconsistent repetition which have the potential to create confusion, increased costs and breaches. We need to look at these issues with an open mind to reduce the chances of eventual inconsistencies with duplicating provisions.

The regulations need to be dynamic to adjust with changes in the market. However, the reviews are not necessarily the only answer. Further development of existing regulations on a sound basis by addressing underlying problems will bring a new regulatory model to improve the regulation of the insurance brokers.

**Given the close-knit relationship that the insurance brokers maintain with the insurers, a cooperative approach to many industry issues can be developed.**

*The author is Deputy Director (Inspection), IRDA. Views expressed in the article are personal.*

## प्रकाशक का संदेश

यह सर्वविदित है कि एक वित्तीय सेवा के रूप में बीमे की वृद्धि किसी भी राष्ट्र के आर्थिक विकास से सीधे जुड़ी हुई है; तथा उभरती अर्थव्यवस्थाओं द्वारा बीमे के लिए दर्शाई गई अपेक्षित अनुकूलतम स्थिति की तुलना में कम रुझान की प्रवृत्ति बीमा सेवाओं की पहुँच में सुधार लाने के लिए संवर्धित प्रयासों की आवश्यकता को रेखांकित करती है। यही वह कारण है जो बीमा विपणन मध्यवर्तियों के लिए एक चुनौतीपूर्ण, परंतु लाभप्रद भूमिका का निर्माण करता है। जहाँ तक वैयक्तिक जीवन बीमे के विपणन का संबंध है, एजेंट इस संदेश को प्रसारित करने एवं इसके व्यापन में वृद्धि करने में सहायक रहा है- जैसा कि भारत के अंदर देखा गया है। फिर भी, किसी कारपोरेट संस्था के मामले में जिन जोखिमों के संबंध में वह असुरक्षित है उनके दायरे का निर्धारण करने; एवं एक व्यापक जोखिम प्रबंध की रणनीति बनाने की आवश्यकता है। यह एक अधिक व्यावसायिक वितरण माध्यम की माँग करता है और इस कार्य को बीमा ब्रोकर पूरा करता है।



निजीकरण से पहले भारतीय बीमा उद्योग में सरकारी क्षेत्र के ऐसे खिलाड़ी थे जिनके विक्रेय उत्पादों में कोई खास अंतर नहीं होता था। निजी सहभागिता के लिए बाजार के खुल जाने के साथ ही, उद्योग में खिलाड़ियों के बीच एक गहन प्रतियोगिता भी प्रारंभ हुई; और ऐसे उत्पादों के बाहुल्य के साथ जो अब तक उपलब्ध नहीं थे, एक अत्यधिक व्यावसायिक वितरण माध्यम की आवश्यकता महसूस की गई जो न केवल ग्राहकवर्ग के कुल जोखिम एक्सपोजर के इष्टतम निर्धारण में उनकी सहायता कर सके, बल्कि उन्हें ऐसे जोखिमों को कवर करने के लिए सर्वाधिक उपयुक्त बीमा उत्पाद भी सुझा सके। इस प्रकार जोखिमों के दायरे का निर्धारण करने और आवश्यकतानुरूप बीमा समाधान प्रस्तावित करने के लिए अपेक्षित तकनीकी विशेषज्ञता से युक्त व्यावसायिक संस्थाओं के रूप में बीमा दलाली फर्मों का आवर्भाव हुआ। यह व्यावसायिकता अपने साथ जटिल जोखिमों के स्वतंत्र निर्धारण के वर्धित लाभ, प्रतिस्पर्धी बाजार में सही मूल्य की खोज और ब्रिकी के बाद की कुशल सेवा भी अपने साथ लाई जोकि समय की माँग है। बीमा दलालों की भूमिका इस तरह बीमा उत्पादों के क्रेता और विक्रेता के बीच एक सेतु के रूप में कार्य करते हुए पारस्परिक विश्वास और व्यावसायिकता के तौर पर अत्यावश्यक हो जाती है, विशेष रूप से इस तथ्य को देखते हुए कि वे खरीदारों का प्रतिनिधित्व करते हैं। विनियमनकर्ता ने इन सिद्धांतों को कायम रखते हुए आवश्यक विनियामक संरचना स्थापित की है और इस संबंध में किसी भी विचलन को सहन नहीं किया जाता।

दलाल बंधुओं को अपनी ओर से यह सुनिश्चित करना चाहिए कि वे विनियामक अनुपालन एवं ग्राहकों को सेवा प्रदान करने में व्यावसायिकता के उच्चतम स्तर बनाये रखें ताकि एक लाभकारी व्यवसाय का निर्माण किया जा सके।

‘बीमे में ब्रोकरों की भूमिका’ पत्रिका के इस अंक का केन्द्रबिन्दु है। दृष्टिकोणों और अभिमतों के एक व्यापक दायरे के होते हुए यह विषय अगले अंक के भी फोकस के रूप में जारी रहेगा।

*टी.एस. विजयन*  
टी.एस. विजयन  
अध्यक्ष



# दृष्टि कोण

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हम जिस वैश्विक बीमा बाजार में परिचालन करते हैं, उसके लिए ऐसे बीमा पर्यवेक्षक की आवश्यकता है जो उपभोक्ताओं के हित के लिए त्वरित और प्रभावी ढंग से सहयोग करने की क्षमता से संपन्न हो।

**श्री पीटर ब्राउम्यूलर**

अध्यक्ष, कार्यकारिणी समिति, अंतरराष्ट्रीय बीमा पर्यवेक्षक संघ (आईएआईएस)

एनएआईसी की समिति प्रणाली राज्य-आधारित बीमा विनियमन की रीढ़ है, तथा हम भाग्यशाली हैं कि हमारे पास ऐसे सक्षम सदस्यों का बाहुल्य है जो अपनी विनियामक प्राथमिकताएँ प्राप्त करने में हमारा मार्गदर्शन करेंगे।

**श्री ऐडम हम**

एनएआईसी के अध्यक्ष एवं उत्तरी डकोटा बीमा आयुक्त।

सांस्कृतिक दुर्बलता को ठीक करने के लिए पारंपरिक विनियामक तंत्र, जब भी कानून में बचाव के रास्ते प्रकट होते हैं तब उन्हें बंद करने तथा विशिष्ट प्रक्रियाओं के संबंध में अधिक प्रकटीकरण अथवा अनुपालन की अपेक्षा करने के लिए - नियमों में वृद्धि करने के पक्ष में रहा है।

**श्री मार्टिन वीटली**

मुख्य कार्यपालक, वित्तीय संचालन प्राधिकरण, यू.के.।

तीव्र उदारीकरण के बाद उत्पन्न वित्तीय संकटों के लिए कारण, प्रायः कमजोर विवेकपूर्ण विनियमन और पर्यवेक्षण की पृष्ठभूमि में वित्तीय संस्थाओं द्वारा अत्याधिक जोखिम उठाना है। जैसे-जैसे वित्तीय क्षेत्र की वृद्धि होती है, तदनु रूप विवेकपूर्ण निगरानी, जोखिम प्रबंध और कंपनी अभिशासन की गुणवत्ता को अवश्य चलना चाहिए।

**श्री रवि मेनन**

प्रबंध निदेशक, मौद्रिक प्राधिकरण, सिंगापुर।

एपीआरए का फोकस आज किसी संस्था के जोखिम नियंत्रण और उसकी जोखिम संस्कृति की गुणवत्ता पर काफी अधिक है। जोखिम प्रबंध संबंधी हमारी संवर्धित अपेक्षाएँ उस फोकस को प्रबलित करने में सहायक होंगी।

**डॉ. जॉन लैकर**

अध्यक्ष आस्ट्रेलियन प्रुडेन्सियल अथॉरिटी।

जनसाधारण द्वारा जिन जोखिमों का सामना किया जा रहा है, उनके दायरे के बारे में उनमें अधिकाधिक जागरूकता लाने का परिणाम यह होगा कि वित्तीय रूप से उनकी खुशहाली को सुनिश्चित करने में बीमा समाधानों की भूमिका ज्यादा से ज्यादा समझी जाएगी।

**श्री टी.एस. विजयन**

अध्यक्ष, बीमा विनियमक और विकास प्राधिकरण, भारत।

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## जीवन बीमा

# वर्तमान चुनौतियाँ और उभरती प्रवृत्तियाँ

- जीवन बीमा उद्योग

निर्झर मजुमदार इस बात पर बल देते हैं कि आम आदमी के लिए कार्यसूची के शीर्ष पर जीवन बीमा को रखने के लिए सामान्य रूप से बीमाकर्ताओं और विशेष रूप से वितरकों से संगठित प्रयास किया जाना चाहिए।

(... पिछले अंक से आगे)

सभी बीमाकर्ताओं ने विशेष खंडों में बीमे की पैठ को बढ़ाने के लिए अपने बैंक बीमा (बैंकेश्युरेंस) साझेदारों पर अत्यधिक निर्भर रहना प्रारंभ किया है। हमारे देश में लोग बैंकों पर बहुत कुछ निर्भर हैं और इसलिए बैंकों ने ग्रामीण एवं शहरी क्षेत्रों में अधिक स्वीकार्यता अर्जित की है। नया आईआरडीए विनियम बहुविध बीमाकर्ताओं के बीमा उत्पाद बेचने के लिए बैंकों को अनुमति देनेवाला है। इसलिए सभी बीमाकर्ताओं के लिए अपनी बिक्री बढ़ाने का सुअवसर मिलेगा क्योंकि लोग जिस किसी भी बीमाकर्ता के पास जाना चाहें, उसे चुनने की स्वतंत्रता उन्हें होगी। एलआईसी से कहा गया है कि वह 10,000 से अधिक जनसंख्या वाले क्षेत्रों में अपनी उपस्थिति दर्ज करे। संभवतः एलआईसी यह अपने बैंक बीमा (बैंकेश्युरेंस) साझेदारों के परिसर के अंदर एक व्यक्ति वाले कार्यालय खोलने के द्वारा करेगा। अन्य बीमाकर्ता निश्चित रूप से इसी प्रकार की कार्रवाइयों पर विचार कर रहे हैं ताकि बीमा बाजार में और अधिक गहराई में जा सकें।

बीमा उद्योग में एक और महत्वपूर्ण और उत्साहवर्धक प्रवृत्ति यह है कि बीमाकर्ता अपने

कारपोरेट सामाजिक दायित्व के निर्वाह की कोशिश भरसक कर रहे हैं। किसी बीमाकर्ता का मूल्यांकन केवल उसके उत्पादों की महानता से ही नहीं, बल्कि उसके मानवीय चेहरे के आधार पर भी किया जाता है। जीवन बीमाकर्ता केवल कुछ घटनाओं के घटित होने पर ही धनराशि का भुगतान करता है। इसलिए ऐसी धारणा हो सकती है कि बीमाकर्ता समाज को उसका दाय वापस

अदा नहीं कर रहे हैं। वैसे भी, आम लोगों को यह पता नहीं कि अधिदेशित निवेशों का कितना अंश सामुदायिक विकास के लिए जाता है। जब बीमाकर्ता समाज की बुनियादी संरचना के निर्माण में सीधे कुछ कार्य करते हैं अथवा समाज के कुछ अल्प सुविधा-प्राप्त वर्गों की सहायता करते हैं, तब लोगों के मन में उनके प्रति सम्मान बढ़ेगा और अंततः वे निष्ठावान ग्राहक बन सकते हैं।

### बीमाकर्ता आगे और क्या कर सकते हैं?

बीमाकर्ता कभी निबद्ध एजेंटों के महत्व से इनकार नहीं कर सकते। आम लोग अभी भी सभी बीमा संबंधी संदेहों के लिए अपने पड़ोस में स्थित बीमा एजेंटों से परामर्श करते हैं। हमें इस उद्योग हेतु कार्य करने के लिए कई युवा और समर्पित एजेंटों की आवश्यकता है। उन्हें कम से कम उनकी आजीविका के क्रम के प्रारंभिक चरण में उचित रूप से अनुभवी परामर्श देना चाहिए। उनके परामर्शदाता (मेंटर) कौन हो सकते हैं? एलआईसी में विकास अधिकारी (डीओ) उनके सही परामर्शदाता हो सकते हैं। निजी बीमा कंपनियों में उन्हें विक्रय प्रबंधक आदि जैसे नाम अलग से दिये जाते हैं। इन विकास अधिकारियों

जब बीमाकर्ता समाज की बुनियादी संरचना के निर्माण में सीधे कुछ कार्य करते हैं अथवा समाज के कुछ अल्प सुविधा-प्राप्त वर्गों की सहायता करते हैं, तब लोगों के मन में उनके प्रति सम्मान बढ़ेगा और अंततः वे निष्ठावान ग्राहक बन सकते हैं।

अथवा विक्रय प्रबंधकों को समुचित रूप से प्रशिक्षित किया जाना चाहिए तथा उन्हें बीमाकर्ताओं द्वारा भी रखा जाना चाहिए। एलआईसी वर्तमान में कुछ हजार विकास अधिकारियों की भर्ती कर रहा है तथा उन्हें पर्याप्त रूप से प्रशिक्षित भी किया जा रहा है ताकि भर्ती किया गया युवक-युवतीगण फिर अनेक व्यावसायिक एजेंटों का निर्माण कर सकें।

यह वाई अर्थात् युवा पीढ़ी का युग है। भारत केवल 26 की औसत वाला एक युवा देश है। क्या बीमाकर्ता इस बड़े खंड की आवश्यकताओं के अनुकूल है? बीमाकर्ताओं को युवा पीढ़ी के साथ अधिकाधिक भावात्मक संबंध कायम करने होंगे। इन ग्राहकों को समझने के लिए नये युग के विकास अधिकारियों/विक्रय प्रबंधकों और एजेंटों को एक बेहतर स्थिति में होना चाहिए। संभव है, बीमाकर्ताओं को प्रत्येक बड़े शहर में युवा पीढ़ी के ग्राहकों के लिए अगल ग्राहक क्षेत्र बनाना आवश्यक हो। संभव है, ग्राहकों से संबद्ध अधिकाधिक कार्यक्रमों का आयोजन अपेक्षित

हो जिनमें कर्मचारी और अधिकारी (और केवल एजेंट नहीं) युवा पीढ़ी के ग्राहकों से मिलें तथा उनकी आवश्यकताओं और शिकायतों को समझें। वास्तव में, बीमाकर्ताओं को चाहिए कि वे पुराने ग्राहकों से मिलने के लिए भी नियमित ग्राहक संपर्क कार्यक्रम प्रारंभ करें।

एलआईसी के पिछले मुख्य कार्यपालक अधिकारी (सीईओ) ने यह वादा किया था कि भारत में जीवन की शीर्षस्थ आवश्यकताओं के रूप में जीवन बीमा को बनाने के लिए एलआईसी भरपूर प्रयास करेगा। अब जो चीजें शीर्षस्थ आवश्यकताओं के रूप में मानी जाती है, वे हैं- रोटी, कपड़ा, मकान, स्वास्थ्य-रक्षा और शिक्षा। इस समूह में बीमे को शामिल करने के लिए सभी बीमाकर्ताओं द्वारा संगठित प्रयास अपेक्षित होंगे। बीमा इस समूह में रखे जाने लायक है। परंतु वास्तव में वहाँ तक पहुँचने के लिए सभी बीमाकर्ताओं को देश भर में बीमा संबंधी जागरूकता उत्पन्न करने के लिए अभियान छेड़ने होंगे। यह केवल बीमाकर्ताओं के अस्तित्व का

प्रश्न नहीं है। बीमा वास्तव में देश की आकृति को बदल सकता है क्योंकि वह अधिक जोखिम उठाने के लिए लोगों को विश्वास दिला सकता है जो देश को संवृद्धि और विकास के अगले स्तर तक ले जाने के लिए महत्वपूर्ण है। यदि बीमाकर्ता अपने कर्मचारी स्वयंसेवकों के साथ ही इस अभियान में स्वयंसेवकों के रूप में ग्रामीण और शहरी युवाओं को संबद्ध कर सकें तो अपेक्षित स्तर की जागरूकता निश्चय ही कुछ ही वर्षों में उत्पन्न की जा सकती है।

#### संदर्भ:

1. आईआरडीए वार्षिक रिपोर्ट 2011-12
2. एलआर्ससी की विभिन्न इन्टरनेट साइटें

लेखक अनुसंधार सहयोगी, आंचलिक प्रशिक्षण केन्द्र, भारतीय जीवन बीमा निगम, कोलकाता है। उनके द्वारा अभिव्यक्त विचार उनके व्यक्तिगत विचार हैं।

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## क्या एक राजा के उपयुक्त है?

- स्वास्थ्य बीमा विनियम

जमुना चौधरी का अभिमत है कि हाल ही में आईआरडीए द्वारा जारी किये गये स्वास्थ्य बीमा विनियम क्रांतिकारी परिवर्तन लानेवाले हैं तथा पॉलिसिधारकों के साथ व्यवहार करने में इनके कारण बहुत कुछ पारदर्शिता और वस्तुनिष्ठता कायम होगी।

1.2 बिलियन से भी अधिक जनसंख्या से युक्त भारत के लिए स्वास्थ्य की स्थितियों के एक बेहतर प्रबंध की आवश्यकता है। पुरानी कहावत “जान है तो जहान है” जनता और समग्र रूप में देश की खुशहाली के लिए बहुत बड़ी सीमा तक मायना रखती है। एक देश जहाँ 70 प्रतिशत से अधिक लोग ग्रामीण है, स्वास्थ्य की पर्याप्त सुविधाओं के बिना चल रहा है। गरीबी और स्वास्थ्य की अपर्याप्त बुनियादी संरचना के साथ शिक्षा और जागरूकता का अभाव स्थिति को और बदतर बनाता है जिससे आगे और निर्धनता और अस्वस्थता के चक्रीय प्रभाव निर्मित हो जाते हैं। अभिलेख यह दर्शाते हैं कि भारत में स्वास्थ्य पर सार्वजनिक व्यय पिछले कई वर्षों से जीडीपी के 1.2 और 1.5% के बीच दोलायमान है (जबकि इसकी तुलना में थाईलैंड में यह जीडीपी के 3% से अधिक है)। कई लोग किसी प्रकार की सरकारी स्वास्थ्य योजना के अंतर्गत समाविष्ट है, जैसे स्वास्थ्य बीमा रक्षा से युक्त केन्द्र सरकार की योजनाएँ, जो कुल आबादी का लगभग 20% हैं। इसके परिणामस्वरूप स्वास्थ्य रक्षा के संबंध में तुरंत किया जानेवाला खर्च इतना अधिक है जो स्वास्थ्य संबंधी कुल व्यय का 60 से 70% है।

अच्छे स्वास्थ्य से संपन्न व्यक्ति अधिक आमदनी उत्पन्न कर सकता है, बचत बढ़ा सकता है और अधिक निवेश कर सकता है। वह बच्चों की शिक्षा के लिए विवाह के लिए भी खर्च कर सकता है और अपने परिवार को खुश रख सकता है। समाज और अर्थव्यवस्था को बेहतर बनाने के लिए खुशहाल परिवार योगदान करता है। इसके विपरीत, एक अस्वस्थ व्यक्ति न केवल अपने

परिवार के लिए सहयोग करने में असमर्थ रहेगा, बल्कि वह परिवार और समाज के लिए बोझ बनेगा जिससे अर्थव्यवस्था में एक ऋणात्मक चक्र निर्मित होगा। कई अन्य देशों के सामान भारत में कोई सर्वव्यापी स्वास्थ्य बीमा रक्षा कार्यक्रम नहीं है। हालांकि इसने कई बार ऐसी रक्षा के लिए योजना बनाने का प्रयास किया है, फिर भी यह अनेक मोर्चों पर असफल रहा है। गरीबी और अशिक्षा में रहनेवाली विपुल जनसंख्या से युक्त भारत जैसे देश में स्वास्थ्य बीमा रक्षा संबंधी सभी समस्याओं के लिए संपूर्ण रूप से समाधान करना भी किसी सरकार के लिए कठिन है। इसलिए सर्वव्यापी स्वास्थ्य बीमा रक्षा की व्यवस्था के लिए किये गये ऐसे सभी प्रयासों ने केवल कुछ वर्गों की कुछ समस्याओं का ही समाधान किया है तथा जनसंख्या का एक बड़ा अंश और स्वास्थ्य संबंधी अनेक समस्याएँ पीछे छूट गई हैं। यद्यपि आरएसबीवाई को भारत में सर्वाधिक सफल योजनाओं में एक माना जाता है, तथापि वह कमियों से मुक्त नहीं है।

**गरीबी और अशिक्षा में रहनेवाली विपुल जनसंख्या से युक्त भारत जैसे देश में स्वास्थ्य बीमा रक्षा संबंधी सभी समस्याओं के लिए संपूर्ण रूप से समाधान करना भी किसी सरकार के लिए कठिन है।**

1986 में सरकार के स्वामित्व वाली चार कंपनियों द्वारा ‘मेडीक्लेम’ पॉलिसी का विक्रय प्रारंभ करने से स्वास्थ्य बीमे की कोई संकल्पना

प्रायः नहीं थी। बीमा कंपनियों में जनसाधारण के तथा जनता में बीमा कंपनियों के विश्वास में कमी के होते हुए स्वास्थ्य बीमा ने अपनी यात्रा प्रारंभ की तथा वह आबादी के एक सीमांत अंश को समाविष्ट कर सका और ₹.30 करोड़ का एक प्रारंभिक प्रीमियम आधार प्राप्त कर सका। विज्ञान और प्रौद्योगिकी की उन्नति, बेहतर शिक्षा और स्वास्थ्य-रक्षा के बारे में जागरूकता तथा वित्तपोषण में सरकार की कठिनाइयों के कारण अब यह देखा जा रहा है अधिकाधिक लोग बीमे की ओर क्रमशः आकर्षित हो रहे हैं। अतः आज स्वास्थ्य बीमा उद्योग 20 करोड़ से अधिक जनसंख्या को समाविष्ट कर पाया है। इसने निश्चित रूप से समाज के बड़े वर्गों के लिए तुरंत किये जानेवाले व्यय को उल्लेखनीय रूप से कम कर दिया है तथा बीमाकृत लोगों को अवश्य राहत प्रदान की है।

स्वास्थ्य बीमा बाजार भारत में बीमे की किसी भी अन्य श्रेणी की तुलना में अधिक तीव्रतर गति से बढ़ रहा है; तथा मोटर व्यवसाय के बाद यही जीवनेतर बीमा खंड में सबसे उच्चतम हैं। मोटर व्यवसाय अन्वयल नंबर पर शायद इसलिए है क्योंकि इसमें बीमा अनिवार्य किया गया है। स्वास्थ्य की बुनियादी संरचना और सुविधाएँ दोनों सार्वजनिक और निजी क्षेत्रों में सुधर गई हैं। स्वास्थ्य रक्षा और स्वास्थ्य बीमे के लिए माँग निरंतर बढ़ रही है। आईटी क्षेत्र स्वास्थ्य क्षेत्र में बड़े पैमाने पर प्रवेश कर रहा है। विज्ञान और प्रौद्योगिकी ने चिकित्सा की प्रक्रियाओं को सरल बना दिया है। स्वास्थ्य प्रदाताओं के बीच प्रतियोगिता ने तुलनात्मक रूप से चिकित्सा व्ययों को कम कर दिया है। नवोन्मेषणों ने अस्पतालों के वार्डों में चिकित्सा के समय को भी घटा दिया है। चिकित्सा की वैकल्पिक पद्धतियों में वृद्धि

**स्वास्थ्य बीमा बाजार भारत में बीमे की किसी भी अन्य श्रेणी की तुलना में अधिक तीव्रतर गति से बढ़ रहा है; तथा मोटर व्यवसाय के बाद यही जीवनेतर बीमा खंड में सबसे उच्चतम हैं।**

हो रही है। बीमा कंपनियों की संख्या जो 2000 से पहले 4 थी, बढ़कर अब 26 हो गई है। उत्पादों की संख्या 1986 में विद्यमान 1 से बढ़कर आज 400 से भी अधिक है। मध्यवर्ती क्षेत्र सक्रिय हो गया है। अन्य पक्ष प्रबंधक दावों के सुचारु रूप से निपटान में सहायता करते हैं। स्व-निर्भर स्वास्थ्य बीमा कंपनियों के प्रवेश को प्रोत्साहित किया जाता है। विज्ञान और प्रौद्योगिकी की उन्नति के साथ-साथ बीमे में नवोन्मेषणों की भी उन्नति हो रही है। बीमाकर्ता अब समाज की आवश्यकताओं पर दृष्टि रखते हुए विभिन्न प्रकार के उत्पाद बेच रहे हैं। क्षतिपूर्ति पॉलिसियों, लाभ-आधारित पॉलिसियों और नकदी रहित निपटान सुविधाओं के रूप में बच्चों के लिए स्वयं के लिए परिवार के लिए वरिष्ठ नागरिकों और समूहों के लिए उत्पाद उपलब्ध है। बीमाकृत राशि का दायरा कुछ हजार रुपयों से लेकर करोड़ों रुपयों तक है।

समाज बदल रहा है और इसलिए उसकी आवश्यकताओं में भी परिवर्तन हो रहा है। नवोन्मेषण और प्रतियोगिता आज की विशिष्टता

हैं। साथ ही, अपेक्षाओं के अनुसार बीमा क्षेत्र के दृष्टिकोण में भी बदलाव आ रहा है। हालांकि प्रत्येक हितधारक के उद्देश्य एकसमान हैं; फिर भी उत्पाद के अभिकल्प में संभव जटिलताओं, वितरण माध्यमों में अपर्याप्तता और ग्राहकों को संतोष प्रदान करने में कमियों में भी इसके साथ ही वृद्धि होने का अनुमान है। यही वह कारण है जिससे विनियामक हस्तक्षेप की आवश्यकता उत्पन्न होती है, यह सुनिश्चित करते हुए कि उत्पादों के अंतिम उपयोगकर्ताओं को कष्ट न हो। विनियमनकर्ता का एक महत्वपूर्ण लक्ष्य पॉलिसीधारकों के हितों की रक्षा को सुनिश्चित करना है। यद्यपि स्वास्थ्य बीमा उद्योग अपने 25 वर्ष से अधिक लंबे पथ में परिपक्व रूप में उभर रहा है, तथापि इसे पॉलिसीधारकों के लिए और भी बहुत कुछ करने तथा राष्ट्र के लिए और अधिक योगदान करने की आवश्यकता है। 2013 से पहले स्वास्थ्य बीमा उद्योग का पर्यवेक्षण समय-समय पर आईआरडीए द्वारा जारी किये गये विभिन्न परिपत्रों और दिशा-निर्देशों के निर्गम से किया गया था। इस संबंध में यह पाया गया कि यह व्यापकता से रहित और कुछ असंपूर्ण है तथा इससे पॉलिसीधारकों, दावेदारों, वरिष्ठ नागरिकों, समूह प्रबंधकों, व्यापार संघों, उपभोक्ता, संघों, अस्पतालों, विधायकों, सरकार और अन्य हितधारकों से प्राप्त होनेवाली शिकायतों के संबंध में आनेवाली ढेर सारी समस्याओं का समाधान नहीं किया जा रहा है। यह देखा गया कि जीवनेतर पॉलिसियों के अंतर्गत दर्ज सभी शिकायतों में केवल स्वास्थ्य के क्षेत्र से संबंधित शिकायतों का प्रतिशत ही उच्चतर है।

“आईआरडीए” (स्वास्थ्य बीमा) विनियम, 2013” को एक ग्राहकानुकूल विनियम माना

जाता है। अतः यह ध्यान में रखना आवश्यक है कि ये विनियम पॉलिसीधारकों के लिए कैसे लाभकारी हैं तथा किस प्रकार से उनके हित में हैं। भले ही इन विनियमों की सारी विषय-वस्तु कुछ नई प्रतीत न हो, लेकिन ऐसे विनियमों का एक महत्वपूर्ण लक्ष्य बीमा उद्योग के लिए इसके पालन को बाध्यकारी बनाना है। इन विनियमों का उद्देश्य स्पष्टता लाना, असंगति को दूर करना, समूचे उद्योग में एकरूपता को बनाये रखना, पॉलिसीधारकों के हितों की रक्षा करना, नवोन्मेषण को प्रोत्सहित करना और लचीलापन प्रदान करना है। इसे सरल बनाने के लिए लाभों को निम्नलिखित उप-शीर्षों में वर्गीकृत किया जा सकता है।:

**मानकीकरण:** किसी भी वर्धमान बाजार में मानकीकरण एक मूलभूत आवश्यकता है। 400 से भी अधिक उत्पादों के साथ बीमा कंपनियों और विक्रय मध्यवर्तियों के बीचा प्रतियोगिता ग्राहकों को अपने लिए सर्वोत्तम उत्पादों का चयन करने के लिए बहुत कुछ विकल्प उपलब्ध कराती है। प्रायः अधिक विकल्पों के कारण उलझन पैदा होती है, विशेष रूप से ऐसी स्थिति में जब उत्पादों की विशेषताएँ एक दूसरे से भिन्न हों। फार्मों, वाक्य-खंडों और शब्दों में एकरूपता का अभाव निर्णय करने की प्रक्रिया को जटिल और दुर्वह बनाता है तथा भिन्न-भिन्न व्याख्याओं और समझ के लिए गुंजाइश प्रदान करता है। उलझन और अलग-अलग से बचने के लिए उत्पादों में किसी प्रकार के मानकीकरण का होना आवश्यक है। इससे उत्पाद को समझने, पॉलिसियों की तुलना करने और उपयुक्त उत्पाद का चयन करने में सहायता मिलती है। यह सब देखते हुए मानकीकृत फार्मों, फाइल पद्धतियों वाक्य-खंडों, परिभाषाओं और शर्तों का समावेशन स्वागत-

**भले ही इन विनियमों की सारी विषय-वस्तु कुछ नई प्रतीत न हो, लेकिन ऐसे विनियमों का एक महत्वपूर्ण लक्ष्य बीमा उद्योग के लिए इसके पालन को बाध्यकारी बनाना है।**

योग्य कदम है। उक्त स्वास्थ्य विनियमों में 40 से अधिक मानक परिभाषाएँ, संकटपूर्ण बीमारियों से संबंधित 11 नाम, विभिन्न महत्वपूर्ण मानक शब्दावली और वाक्यांश है, जिनके संबंध में मानकीकरण से पहले विभिन्न कंपनियों द्वारा भिन्न-भिन्न तरीके से अन्य प्रकार से अर्थ लगाया जाता था। पहले से चल रही शर्तों, वैकल्पिक चिकित्साओं, छूट अवधि, ओपीडी आदि के लिए दी गई परिभाषाएँ एकरूपता की दिशा में ऐसी कुछ महत्वपूर्ण परिभाषाएँ है। प्रस्ताव के फार्म में समरूप घोषण वाक्यांशों की व्यवस्था, मानक दावा फार्म, सामान्य पूर्व-प्राधिकरण फार्म के प्रारंभ आदि से ग्राहकों को उत्पादों की पहचान करने तथा बीमाकर्ताओं को सरल उत्पादों का अभिकल्पन करने में सहायता मिलती है।

**उपयोगिता की संकल्पनाएँ:** इन विनियमों ने नवोन्मेष उत्पादों का अभिकल्पन करने के लिए बीमा कंपनियों को लचीलापन देते हुए नई संकल्पनाएँ प्रारंभ की है। आयुष का समावेशन, वर्जित व्ययों की सूची; बहुविध पॉलिसियों में दावों की प्रक्रियाएँ, मुक्त अवलोकन अवधि आदि ऐसे कुछ उदाहरण हैं जो स्वास्थ्य बीमा

बाजार की चिंतन-प्रक्रिया में नये आयाम उपलब्ध कराते हैं।

नवीकरणीयता संबंधी विनियमों के दूरगामी परिणाम हैं। नवीकरणीयता संबंधी प्रावधान आयु अथवा वैयक्तिक दावे के आधार पर किसी पॉलिसी के नवीकरण को अस्वीकृत न करने का सुझाव देते हैं। इसका अर्थ यह है कि व्यक्ति एक पॉलिसी लेने के बाद यदि किसी अवरोध के बिना उक्त पॉलिसी का नवीकरण करता है, तो वह तब तक अपने स्वास्थ्य का बीमा कर सकता है जब तक वह जीवित रहता है। पूर्व में भले ही एक व्यक्ति युवावस्था से लेकर प्रति वर्ष अपना बीमा प्राप्त करता रहा हो और पिचले 30 से 40 वर्ष तक के लिए प्रीमियम अदा करता रहा हो, तो भी बीमा कंपनियों उस व्यक्ति द्वारा एक निश्चित आयु प्राप्त करने पर, उदाहरण के लिए उसके 70 या 75 वर्ष के होने जाने पर नवीकरण से इनकार करने की स्थिति में थी, जबकि ऐसे समय स्वास्थ्य बीमा रक्षा उसके लिए एक आवश्यकता से अधिक बन जाती है। यह बीमा सहायता के संबंध में विश्वास प्रदान करता है तथा निश्चित आयु के हो जाने के बाद बीमा रक्षा से बाहर हो जाने के भय को दूर कर देता है। कभी-कभी नवीकरण की सूचनाएँ प्राप्त न होने अथवा किन्हीं अन्य कारणों से बीमाकृत व्यक्ति पॉलिसी का नवीकरण समाप्ति की तारीख से पहले करवाना भूल जाता है, जिससे नवीकरण लाभ खो देने जैसी चिंताएँ उत्पन्न होती है। परंतु उक्त विनियम छूट अवधि के रूप में 30 दिन के समय की अनुमति देते हैं, जिसके अंदर लाभों की किसी हानि के बिना पॉलिसी का नवीकरण किया जा सकता है। यह ऐसे पॉलिसीधारकों के लिए बड़ी राहत की बात है जो समय पर अपनी पॉलिसी का नवीकरण नहीं करवाते। इन विनियमों में स्वीकृति पूर्व

डॉक्टर जाँच पर किये गये व्यय का न्यूनतम 50% अदा करने का प्रावधान है, यदि जोखिम के संबंध में जोखिम-अंकन करने से पहले ऐसी जाँच करने की अपेक्षा हो।

यद्यपि सुवाह्यता इन विनियमों के प्रभावी होने से पहले लागू की गई थी, तथापि इन विनियमों में इसके समावेशन ने इसके लिए कानूनी स्थिति और बाध्यकारी अनुपालन प्रदान किया है। कई उत्पाद ऐसे नवीकरण लाभों से युक्त होते हैं जैसे प्रतीक्षा अवधियों में कमी, दावा न करने के लिए बोनस, डॉक्टर जाँच की अपेक्षा न होना आदि, जो अर्थवान लाभ उपलब्ध कराते हैं, परंतु ये तभी उपलब्ध कराये गये जब पॉलिसी का नवीकरण उसी बीमा कंपनी के पास किया गया हो। अतः बीमाकृत व्यक्ति को कुछ अप्रत्यक्ष रूप से उसी बीमाकर्ता के पास बीमा जारी रखने के लिए विवश किया गया, इस बात का विचार किये बिना कि क्या नवीकरण का भाव अधिक है अथवा सेवाएँ बदतरिनी मानी जा सकती हैं। नवीकरण में आगे ले जाये गये लाभ खो देने के भय से ग्राहकों के पास असुविधाजनक स्थितियों के बावजूद उसी बीमाकर्ता के साथ रहने के अलावा कोई दूसरा विकल्प नहीं था। सुवाह्यता के प्रावधान के कारण बीमाकृत व्यक्ति के पास अब यह सुविधा है कि यदि वह किसी एक बीमाकर्ता से संतुष्ट नहीं है तो किसी भी नवीकरण लाभ को खोये बिना बीमा कंपनी में परिवर्तन कर सकता है।

पॉलिसी अवधि के दौरान यदि कोई पॉलिसी निरस्त की जाती है तो पॉलिसीधारक असहाय हो जाता है। ऐसे भी समय थे जब बीमाकर्ताओं के पास इस तरह की शक्तियाँ थी कि वे पॉलिसी के अंतर्गत दावों के आधार पर भी पॉलिसियाँ निरस्त कर सकते थे। यह मनमानी प्रवृत्ति है तथा

कभी भी ग्राहकों के हित में नहीं है। अब विनियमों में ऐसा उपबंध है कि पॉलिसी तब तक निरस्त नहीं की जानी चाहिए जब तक यह नहीं पाया जाता है कि ग्राहक द्वारा धोखाधाडी अथवा गलत बयानी की गई है। एक और जहाँ बीमाकर्ता को मनमाने ढंग से निरस्तीकरण करने की उसकी शक्तियों के संबंध में प्रतिबंधित किया गया है, वहीं दूसरी ओर उक्त विनियमों ने किसी भी समय पॉलिसी को रद्द करने के लिए पॉलिसीधारकों को स्वतंत्रता की अनुमति दी है।

**प्रकटीकरण के मानदंड:** बीमाकृत व्यक्ति एक उत्पाद की खरीद करने का निर्णय बीमा कंपनी अथवा उसके विक्रय बल द्वारा उसे उपलब्ध कराई गई सूचना के आधार पर लेता है। उत्पाद खरीदने के लिए ग्राहक को आंशिक सूचना प्रकट करने, पॉलिसी में निहित कुछ विशेषताओं को छिपाने और उसे गलत बातें स्पष्ट करने से न तो ग्राहक को कोई सहायता मिलती है और न ही बीमा कंपनी को। बीमाकर्ताओं के लिए यह आवश्यक है कि वे ग्राहकों के विषय में पारदर्शी रहें। शिकायतकर्ता लिखते हैं कि यदि ग्राहक को कुछ शर्तों की मौजूदगी (अथवा गैर-मौजूदगी) की जानकारी होती, तो संभवतः वह इस पॉलिसी

को नहीं खरीदता। बीमाकृत व्यक्ति को पॉलिसी की खरीद करने पर एक संतुष्ट ग्राहक को जाना चाहिए: उसे शिकायतकर्ता के रूप में परिवर्तित नहीं किया जाना चाहिए। परंतु कई बार यह देखा गया है कि संभावित ग्राहक को पूरी जानकारी नहीं दी गई है। इसके कारण बहुत सारी शिकायतों, परिवादों, आरटीआई प्रश्नों और कानूकी लड़ाइयों के लिए मार्ग प्रशस्त होता है। यह स्थिति उद्योग के लिए अनुपूल नहीं है और इसलिए उक्त विनियमों में प्रकटीकरण के मादंडों की एक श्रृंखला समाविष्ट की गई है जिससे अंततः समूचा उद्योग लाभान्ति होता है। यह बीमाकर्ताओं के लिए समस्त महत्वपूर्ण और अपेक्षित सूचना के प्रकटीकरण को अनिवार्य कर देती है जो पॉलिसी खरीदने का निर्णय लेने के संबंध में एक आधार बनती है। उदाहरण के तौर पर प्रॉस्पेक्टस में बीमारक्षा के बारे में विस्तृत जानकारी होनी चाहिए, उसमें अनिवार्यतः सभी अपवर्जन, निरस प्रक्रियाएँ, प्रवेश की आयु, निर्गम की आयु, पारिवारिक पॉलिसी अथवा सामूहिक पॉलिसी जैसी किसी बीमा पॉलिसी से किसी व्यक्ति के बाहर निकल जाने की स्थिति में उसके संबंध में व्यवहार, किसी उत्पाद को वापस लेने पर भावी विकल्प, मुक्त अवलोकन अवधिक, नवीकरणीयता, सुवाह्यता, टीपीए सुविधा, प्रीमियम चार्ट, विकल्प, पॉलिसी की वाक्यरचना, प्रस्ताव फार्म आदि में सूचना का पर्याप्त प्रसार करना अनिवार्य कर देता है ताकि संभावित ग्राहक पूरी जानकारी प्राप्त करने के बाद निर्णय ले सके। इससे अनुचित प्रथाओं के लिए गुंजाइश सीमित हो जाएगी।

शेष अगले अंक में...

**नवीकरण में आगे ले जाये गये  
लाभ खो देने के भय से ग्राहकों  
के पास असुविधाजनक  
स्थितियों के बावजूद उसी  
बीमाकर्ता के साथ रहने के  
अलावा कोई दूसरा विकल्प  
नहीं था।**

लेखिका सहायक निदेशक (स्वास्थ्य), आईआरडीए हैं। इस आलेख में अभिव्यक्त विचार उनके अपने 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 <i>Previous year</i>	54.70 76.48	22.22 20.13	21.00 20.13	1.22 0.00	26.59 26.98	764.71 789.72
2	TATA-AIG <i>Previous year</i>	259.97 203.96	169.62 159.33	169.62 159.33	0.00 0.00	54.06 45.89	772.75 723.06
3	Reliance <i>Previous year</i>	154.72 139.41	31.83 24.81	30.42 24.25	1.41 0.55	61.27 72.31	1,059.83 967.42
4	IFFCO Tokio <i>Previous year</i>	163.19 144.06	91.36 77.63	80.35 65.09	11.02 12.54	67.39 44.53	1,285.30 1,120.48
5	ICICI Lombard <i>Previous year</i>	402.71 311.64	207.49 174.49	154.47 120.54	53.02 53.95	136.46 138.91	2,405.67 1,948.26
6	Bajaj Allianz <i>Previous year</i>	243.91 232.69	90.56 66.84	81.57 66.69	8.99 0.15	89.28 102.27	1,953.15 1,714.34
7	HDFC ERGO <i>Previous year</i>	218.58 210.91	69.66 61.22	55.77 48.36	13.89 12.86	54.08 54.93	692.15 556.12
8	Cholamandalam <i>Previous year</i>	80.74 70.34	47.76 35.63	47.75 35.62	0.01 0.01	21.38 20.98	913.03 772.69
9	Future Generali <i>Previous year</i>	98.08 82.76	39.43 42.13	39.43 42.13	0.00 0.00	29.24 26.37	502.65 450.09
10	Universal Sampo <i>Previous year</i>	79.73 65.40	14.96 10.95	14.96 10.95	0.00 0.00	15.48 8.87	164.72 195.76
11	Shriram <i>Previous year</i>	8.49 7.48	0.64 1.47	0.64 1.47	0.00 0.00	4.45 3.03	1,084.69 1,069.93
12	Bharti Axa <i>Previous year</i>	63.51 42.74	25.13 16.49	25.13 16.49	0.00 0.00	26.53 19.09	755.57 602.02
13	Raheja QBE <i>Previous year</i>	0.25 0.68	0.01 0.01	0.01 0.01	0.00 0.00	0.29 0.26	0.58 0.22
14	SBI <i>Previous year</i>	321.13 211.72	7.41 5.23	7.41 5.23	0.00 0.00	15.04 15.51	319.23 157.48
15	L&T <i>Previous year</i>	25.39 18.15	6.26 5.57	6.26 5.57	0.00 0.00	11.40 11.09	95.37 64.89
16	Magma HDI <i>Previous year</i>	4.04 0.00	2.03 0.00	2.03 0.00	0.00 0.00	1.89 0.00	264.67 30.49
17	Liberty Videocon <i>Previous year</i>	6.60 NA	0.66 NA	0.00 NA	0.00 NA	2.72 NA	59.54 NA
18	Star Health & Allied Insurance <i>Previous year</i>						
19	Apollo MUNICH <i>Previous year</i>						
20	Max BUPA <i>Previous year</i>						
21	Religare Health <i>Previous year</i>						
	<b>Private Total</b>	<b>2,185.75</b>	<b>827.04</b>	<b>736.82</b>	<b>89.56</b>	<b>617.57</b>	<b>13,093.61</b>
	<i>Previous year</i>	1,818.42	701.93	621.86	80.07	591.02	11,162.97
22	New India <i>Previous year</i>	992.28 945.95	533.97 476.13	238.74 237.58	295.23 238.54	298.75 297.41	3,329.08 2,702.42
23	National <i>Previous year</i>	656.35 605.74	267.26 259.17	142.91 152.97	124.34 106.20	217.23 222.73	3,541.23 3,031.10
24	United India <i>Previous year</i>	900.30 842.30	505.38 483.93	235.67 245.80	269.71 238.13	403.65 385.53	2,695.03 2,490.99
25	Oriental <i>Previous year</i>	776.39 695.85	368.24 381.35	193.02 211.75	175.22 169.61	256.19 239.69	1,917.03 1,745.57
26	ECGC <i>Previous year</i>						
27	AIC of India <i>Previous year</i>						
	<b>Public Total</b>	<b>3,325.32</b>	<b>1,674.84</b>	<b>810.34</b>	<b>864.50</b>	<b>1,175.82</b>	<b>11,482.37</b>
	<i>Previous year</i>	3,089.85	1,600.58	848.11	752.48	1,145.35	9,970.08
	<b>Grand Total</b>	<b>5,511.07</b>	<b>2,501.88</b>	<b>1,547.16</b>	<b>954.06</b>	<b>1,793.40</b>	<b>24,575.97</b>
	<i>Previous year</i>	4,908.27	2,302.51	1,469.97	832.55	1,736.37	21,133.05

Compiled on the basis of data submitted by the Insurance companies





FOR THE PERIOD DECEMBER 2013 (PROVISIONAL & UNAUDITED)

(₹ in Crores)

Motor OD	Motor TP	Health	Aviation	Liability	Personal Accident	All Others	Grand Total
540.04	224.67	163.87	0.00	12.47	30.88	11.06	1,086.51
589.88	199.83	155.71	0.00	14.29	36.82	12.88	1,133.01
510.80	261.94	169.32	2.48	168.41	114.84	44.93	1,756.38
517.90	205.16	123.17	0.84	148.97	93.26	42.48	1,540.95
576.55	483.29	399.80	2.50	32.39	13.93	102.45	1,858.74
556.47	410.95	213.68	1.79	32.62	18.72	65.34	1,536.10
762.37	522.93	183.61	2.53	36.76	23.45	271.55	2,125.15
703.40	417.07	124.45	3.53	32.27	22.42	303.26	1,872.62
1,551.63	854.04	1,173.01	33.17	124.48	146.42	448.78	5,078.20
1,326.99	621.27	1,232.82	57.99	113.91	127.39	393.88	4,499.29
1,356.00	597.14	581.86	5.65	126.79	37.07	138.10	3,266.38
1,223.63	490.72	402.80	6.14	112.74	42.62	137.90	2,818.34
442.91	249.24	481.28	18.49	96.67	212.81	234.87	2,078.59
374.53	181.59	393.34	19.67	87.85	187.39	215.55	1,786.98
471.25	441.78	163.31	0.00	10.66	45.31	34.32	1,316.51
431.89	340.80	209.28	0.00	9.73	38.44	16.93	1,174.01
355.38	147.27	108.76	0.00	27.03	39.61	83.81	928.62
309.07	141.03	113.20	0.00	22.72	51.72	43.43	832.43
89.40	75.31	56.25	0.34	3.31	4.83	46.15	385.77
100.79	94.97	35.64	0.00	3.24	4.06	43.59	367.53
378.86	705.83	0.00	0.00	1.06	3.43	4.53	1,107.29
413.37	656.56	0.00	0.00	0.44	2.83	3.03	1,088.22
520.14	235.43	119.19	0.00	11.04	18.39	12.61	1,031.96
444.91	157.10	156.88	0.00	6.88	21.82	10.16	876.09
0.00	0.58	0.01	0.00	15.44	0.32	0.82	17.72
0.12	0.11	0.01	0.00	10.95	0.48	3.71	16.33
175.57	143.66	10.31	3.62	2.63	119.24	26.47	825.07
98.53	58.95	5.68	16.62	1.55	60.59	19.04	493.41
71.33	24.04	31.33	0.00	4.05	2.62	1.60	178.02
41.49	23.40	9.15	0.00	3.74	2.77	2.13	117.49
137.55	127.12	0.00	0.00	1.64	0.00	1.08	275.36
19.39	11.10	0.00	0.00	0.00	0.00	0.00	30.49
51.29	8.25	0.00	0.00	0.82	3.62	1.10	75.06
NA	NA	NA	NA	NA	NA	NA	NA
		721.26			15.52	0.00	736.78
		574.95			11.10	0.00	586.05
		353.76			10.20	8.84	372.80
		344.41			8.24	6.38	359.04
		205.58			0.84	0.00	206.42
		126.04			0.63	0.00	126.68
		108.50			1.64	0.00	110.15
		19.78			0.00	0.00	19.78
7,991.08	5,102.53	5,031.02	68.78	675.65	844.98	1,473.10	24,817.49
7,152.36	4,010.62	4,241.01	106.57	601.91	731.30	1,319.70	21,274.84
1,680.40	1,648.68	2,443.91	75.74	195.57	126.07	401.92	8,397.29
1,387.17	1,315.25	2,116.80	85.24	171.21	128.22	400.87	7,324.25
1,580.34	1,960.88	1,817.84	76.05	70.08	98.46	341.91	7,086.41
1,409.51	1,621.59	1,729.21	52.05	71.01	100.89	421.11	6,493.02
1,254.73	1,440.30	2,051.09	34.84	112.20	122.72	481.82	7,307.04
1,264.58	1,226.42	2,001.16	39.26	100.45	112.56	489.28	6,945.45
847.49	1,069.54	1,262.24	85.84	92.85	91.10	448.69	5,298.57
824.62	920.94	1,076.66	69.50	87.28	92.65	378.09	4,766.64
						916.57	916.57
						827.75	827.75
						2,563.04	2,563.04
						2,265.78	2,265.78
5,362.96	6,119.41	7,575.08	272.48	470.70	438.35	5,153.96	31,568.92
4,885.87	5,084.21	6,923.84	246.05	429.95	434.32	4,782.87	28,622.89
13,354.04	11,221.93	12,606.10	341.25	1,146.35	1,283.33	6,627.05	56,386.40
12,038.23	9,094.82	11,164.85	352.62	1,031.86	1,165.62	6,102.58	49,897.73



## STATISTICS NON-LIFE INSURANCE

# Report Card : General

Gross Premium underwritten for and up to the month of January 2014

(₹ in Crores)

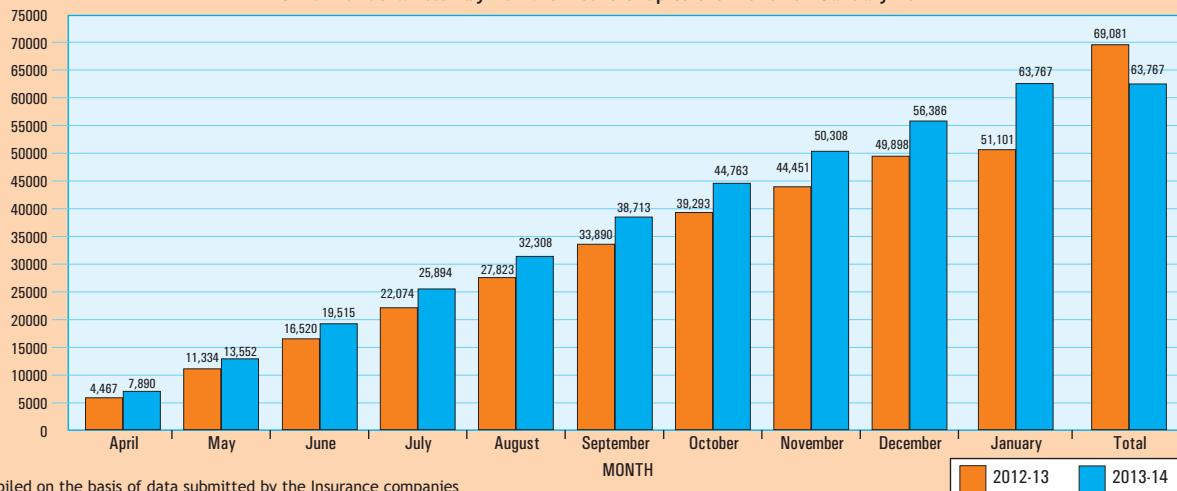
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INSURER	JANUARY		APRIL - JANUARY		GROWTH OVER THE CORRESPONDENCE PREVIOUS YEAR
	2013-14	2012-13*	2013-14	2012-13*	
Royal Sundaram	127.31	144.26	1,213.81	1,277.27	-4.97
Tata-AIG	203.46	192.47	1,959.84	1,733.42	13.06
Reliance General	184.97	162.11	2,043.71	1,698.21	20.35
IFFCO-Tokio	262.58	242.49	2,387.72	2,115.11	12.89
ICICI-lombard	703.22	659.57	5,781.41	5,158.86	12.07
Bajaj Allianz	427.64	392.98	3,694.02	3,211.31	15.03
HDFC ERGO General	231.21	211.18	2,309.80	1,998.16	15.60
Cholamandalam	152.44	155.42	1,468.96	1,329.43	10.50
Future Generali	128.08	93.99	1,056.70	926.42	14.06
Universal Sampo	41.17	52.30	426.94	419.83	1.69
Shriram General	127.80	142.48	1,235.09	1,230.70	0.36
Bharti AXA General	151.59	121.40	1,183.55	997.49	18.65
Raheja QBE	2.26	1.21	19.98	17.54	13.94
SBI General	111.72	80.46	936.79	573.88	63.24
L&T General	21.59	12.59	199.61	130.08	53.46
Magma HDI	61.65	18.50	337.02	48.99	587.95
Liberty	17.45	0.01	92.51	0.01	NA
Star Health & Allied Insurance	104.54	78.05	841.32	664.10	26.69
Apollo MUNICH	166.77	109.01	539.57	468.05	15.28
Max BUPA	32.53	29.82	238.95	156.49	52.69
Religare	14.53	7.34	124.68	27.12	359.71
New India	1,002.27	855.64	9,399.56	8,179.89	14.91
National	1,423.59	832.15	8,510.00	7,325.17	16.17
United India	763.28	693.08	8,069.95	7,638.53	5.65
Oriental	610.26	553.43	5,908.83	5,320.07	11.07
ECCG	113.04	95.50	1,029.61	923.25	11.52
AIC	193.79	265.74	2,756.83	2,531.51	8.90
<b>PRIVATE TOTAL</b>	<b>3,274.48</b>	<b>2,907.61</b>	<b>28,091.97</b>	<b>24,182.45</b>	<b>16.17</b>
<b>PUBLIC TOTAL</b>	<b>4,106.23</b>	<b>3,295.54</b>	<b>35,674.79</b>	<b>31,918.43</b>	<b>11.77</b>
<b>GRAND TOTAL</b>	<b>7,380.72</b>	<b>6,203.15</b>	<b>63,766.76</b>	<b>56,100.88</b>	<b>13.66</b>

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

\* Figures revised by insurance companies

Premium underwritten by non-life insurers up to the month of January 2014



\* Compiled on the basis of data submitted by the Insurance companies

The total bar in the above chart represents the business figures of the entire financial year

# **Statistical Supplement**

(Monthly - December, 2013)



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	1814.55	24391.11	31612.00	281721.00	-12.83	1122.51	5411754.00	202425969.00
Previous year	1827.38	23268.60	27907.00	270994.00	-16.18	4177.60	60288240.00	551631670.00
Marine Cargo	751.72	8156.97	11811.00	106456.00	132.46	1487.85	956961.00	29103591.00
Previous year	619.26	6669.11	11722.00	106491.00	140.30	455.92	14612092.00	94027870.00
Marine Hull (Including Onshore & Offshore oil energy)	353.57	899.50	2.00	27.00	353.57	884.21	2568548.00	8068318.00
Previous year	0.00	15.29	0.00	17.00	0.00	133.96	0.00	7791182.00
Marine (Total)	1105.29	9056.46	11813	106483	486.03	2372.06	3525509.00	37171909.00
Previous year (Total)	619.26	6684.41	11722	106508	140.30	589.87	14612092.00	101819052.00
Aviation	32.68	565.12	7.00	54.00	35.39	-48.73	78427.00	3136996.00
Previous year	-2.71	613.85	1.00	38.00	-65.47	-1376.89	240659.00	10076220.00
Engineering	846.40	8928.33	908.00	8662.00	-92.59	-1298.24	5749595.00	12787888.00
Previous year	938.98	10226.57	1085.00	9243.00	-491.06	1883.60	17815146.00	163083776.00
Motor Own Damage	15637.47	135600.11	327815.00	2756345.00	645.88	13237.51	846963.00	7358430.00
Previous year	14991.59	122362.59	315001.00	2631913.00	2963.96	18711.98	1024310.00	8255812.00
Motor Third party	7089.63	59714.45	341907.00	2856828.00	1180.93	10642.91		
Previous year	5908.69	49071.54	328784.00	2722846.00	1709.24	10947.35		
Motor (Total)	22727.10	195314.56	341907	2856828	1826.81	23880.42	846963.00	7358430.00
Previous year (Total)	20900.29	171434.13	328784	2722846	4673.21	29659.33	1024310.00	8255812.00
Workmen's compensation / Employer's liability	297.00	2576.74	1601.00	13759.00	62.64	201.12	36559.00	345336.00
Previous year	234.36	2375.61	1466.00	12762.00	-9.29	109.39	59855.00	665033.00
Public Liability	2.22	66.77	10.00	143.00	0.05	18.09	9659.00	168165.00
Previous year	2.17	48.68	11.00	116.00	0.65	-0.71	12296.00	200137.00
Product Liability	117.69	1869.34	34.00	390.00	21.49	292.76	53866.00	998678.00
Previous year	96.20	1576.58	28.00	296.00	17.03	430.06	88643.00	929680.00
Other Liability Covers	368.87	8165.73	246.00	2295.00	-231.26	892.55	170081.00	2732911.00
Previous year	600.13	7273.17	192.00	1902.00	258.96	1542.27	347640.00	4450748.00
Liability (Total)	785.78	12678.58	1891	16587	-147.08	1404.53	270165.00	4245090.00
Previous year (Total)	932.86	11274.04	1697	15076	267.36	2081.02	508434.00	6245598.00
Personal Accident	465.32	3707.37	82817.00	417953.00	51.05	-554.92	351767.00	4856288.00
Previous year	414.27	4262.30	43683.00	366478.00	-239.87	42.60	3418504.00	27199370.00
Medical Insurance	4079.24	51517.55	45367.00	284844.00	231.84	17120.70	674878.00	3924208.00
Previous year	3847.40	34396.86	52022.00	251943.00	1379.70	9773.02	5674299.00	31632082.00
Overseas Medical Insurance	495.89	6668.73	26736.00	312976.00	92.17	786.00	4985.00	2998058.00
Previous year	403.72	5882.73	25021.00	310028.00	28.20	882.62	121348.00	5104262.00
Health (Total)	4575.13	58186.28	72103	597820	324.01	17906.69	679863.00	6922266.00
Previous year (Total)	4251.12	40279.59	77043	561971	1407.89	10655.63	5795647.00	36736344.00
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	27.77	603.51	1.00	20.00	30.10	146.50	2500.00	498931.00
Previous year	-2.33	457.01	2.00	17.00	-183.32	-419.99	91977.00	5354153.00
All Other Miscellaneous	1418.85	13206.41	52478.00	419534.00	25.83	-126.75	1003490.00	15744619.00
Previous year	1393.02	13333.17	49749.00	424723.00	-252.20	248.75	3260240.00	25373516.00
<b>Grand Total</b>	<b>33798.85</b>	<b>326637.74</b>	<b>595537</b>	<b>4705662</b>	<b>2526.73</b>	<b>44804.07</b>	<b>17920033.00</b>	<b>295148386.00</b>
Previous year (Total)	<b>31272.12</b>	<b>281833.66</b>	<b>541673</b>	<b>4477894</b>	<b>5240.68</b>	<b>47541.54</b>	<b>107055249.00</b>	<b>935775511.00</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
131.67	1945.62	2642.00	22526.00	0.00	0.00	0.00	0.00		
111.31	1334.01	2402.00	22181.00	0.00	0.00	0.00	0.00		
24.39	314.01	821.00	7134.00	0.00	0.00	0.00	0.00		
35.08	289.35	764.00	7188.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
24.39	314.01	821	7134	0.00	0.00	0	0	0	0
35.08	289.35	764	7188	0.00	0.00	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		
103.67	634.44	155.00	1433.00	0.00	0.00	0.00	0.00		
158.18	818.54	248.00	1832.00	0.00	0.00	0.00	0.00		
1311.46	10417.88	623.00	5081.00	0.00	0.00	0.00	0.00		
1323.23	9918.82	36216.00	44896.00	0.00	0.00	0.00	0.00		
639.93	5284.74	39147.00	309931.00	0.00	0.00	0.00	0.00		
571.05	4515.99	0.00	248731.00	0.00	0.00	0.00	0.00		
1951.39	15702.62	39147	309931	0.00	0.00	0	0	0	0
1894.28	14434.81	36216	248731	0.00	0.00	0	0	0	0
68.89	359.61	317.00	2517.00	0.00	0.00	0.00	0.00		
39.03	317.15	321.00	2321.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
78.81	514.55	32.00	267.00	0.00	0.00	0.00	0.00		
40.73	363.08	32.00	207.00	0.00	0.00	0.00	0.00		
147.71	874.16	349	2784	0.00	0.00	0	0	0	0
79.76	680.23	353	2528	0.00	0.00	0	0	0	0
37.45	308.50	4958.00	35375.00	13.88	115.75	32734.00	266472.00		
37.82	382.63	4764.00	41572.00	5.54	76.99	12404.00	245435.00		
241.67	3365.61	4303.00	28662.00	0.00	0.00	0.00	0.00	95277.00	993647.00
349.89	2867.75	4699.00	22638.00	0.00	0.00	0.00	0.00	114961.00	1080208.00
58.08	579.81	2506.00	24229.00	0.00	0.00	0.00	0.00	0.00	0.00
35.32	447.21	1399.00	18389.00	0.00	0.00	0.00	0.00	0.00	0.00
299.75	3945.42	6809	52891	0.00	0.00	0	0	95277	993647
385.22	3314.96	6098	41027	0.00	0.00	0	0	114961	1080208
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
105.96	904.59	3023.00	30097.00	0.00	0.00	0.00	0.00		
105.38	947.49	4977.00	41114.00	0.00	0.00	0.00	0.00		
<b>2801.98</b>	<b>24629.35</b>	<b>57904</b>	<b>462171</b>	<b>13.88</b>	<b>115.75</b>	<b>32734</b>	<b>266472</b>	<b>95277</b>	<b>993647</b>
<b>2807.02</b>	<b>22202.03</b>	<b>55822</b>	<b>406173</b>	<b>5.54</b>	<b>76.99</b>	<b>12404</b>	<b>245435</b>	<b>114961</b>	<b>1080208</b>



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	330.43	6350.61	1002.00	10518.00	330.43	6020.17	1569861.52	25635541.07
Previous year	254.76	4273.99	1867.00	14402.00	254.76	3202.03	793841.46	9359637.73
Marine Cargo	191.00	2513.26	188.00	2506.00	191.00	2322.26	790767.10	10645736.09
Previous year	95.63	1649.05	304.00	2443.00	95.63	1206.40	971183.87	4763289.22
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	191.00	2513.26	188	2506	191.00	2322.26	790767.10	10645736.09
Previous year (Total)	95.63	1649.05	304	2443	95.63	1206.40	971183.87	4763289.22
Aviation								
Previous year								
Engineering	156.67	2652.98	259.00	3134.00	156.67	2496.32	256757.03	3209938.05
Previous year	128.86	1909.36	271.00	2030.00	128.86	958.17	141367.95	1108759.58
Motor Own Damage	5592.60	52014.37	127488.00	1185487.00	5592.60	46421.77	493566.37	4902551.57
Previous year	6066.17	44491.42	111447.00	718115.00	6066.17	22579.39	541374.04	4641121.42
Motor Third party	2418.95	23542.93	127488.00	1185487.00	2418.95	21123.98		
Previous year	2272.49	15710.37	111447.00	718115.00	2272.49	7935.98		
Motor (Total)	8011.55	75557.30	127488	1185487	8011.55	67545.75	493566.37	4902551.57
Previous year (Total)	8338.67	60201.79	111447	718115	8338.67	30515.37	541374.04	4641121.42
Workmen's compensation / Employer's liability	63.50	515.88	181	1881	63.50	452.38	14387	114350
Previous year	44.33	328	122	1011	44.33	159.87	201024	264427
Public Liability	1	8	2	26	0.69	7.71		
Previous year	2	6.62	5	18.00				3145.00
Product Liability					0.00	0.00	0	0
Previous year							0	0
Other Liability Covers	10	579	19	356	9.67	569.74	2688	265557
Previous year	45	353	31	203	45.48	219.62	16701	121307
Liability (Total)	73.86	1103.69	202	2263	73.86	1029.83	17075.23	379906.15
Previous year (Total)	91.31	688.41	158	1232	89.81	379.50	217725.35	388879.30
Personal Accident	120.16	1838.87	828.00	8878.00	120.16	1718.71	5358400.66	30475453.93
Previous year	182.21	2182.17	865.00	8204.00	182.21	1312.09	10187771.96	16340882.34
Medical Insurance	721.54	11918.90	1095.00	12890.00	721.54	11197.36	6566.98	142505.33
Previous year	1123.68	15688.28	1269.00	12691.00	1123.68	10367.64	7836.03	86548.07
Overseas Medical Insurance								
Previous year								
Health (Total)	721.54	11918.90	1095	12890	721.54	11197.36	6566.98	142505.33
Previous year (Total)	1123.68	15688.28	1269	12691	1123.68	10367.64	7836.03	86548.07
Crop Insurance								
Previous year								
Credit Guarantee	36	131	1	2	36.05	95.30	0	0
Previous year	25	103	1	1			0	353
All Other Miscellaneous	82.97	1129.55	663.00	8674.00	82.97	1046.58	224380.50	2119895.82
Previous year	81.97	912.86	1675.00	13114.00	81.97	489.97	619293.13	1848164.45
<b>Grand Total</b>	<b>9724.22</b>	<b>103196.49</b>	<b>131726</b>	<b>1234352</b>	<b>9724.22</b>	<b>93472.27</b>	<b>8717375.39</b>	<b>77511528.01</b>
Previous year (Total)	<b>10321.69</b>	<b>87609.15</b>	<b>117857</b>	<b>772232</b>	<b>10295.59</b>	<b>48431.18</b>	<b>13480393.79</b>	<b>38537634.61</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
14.09	598.87	588.00	3213.00						
23.64	168.99	1421.00	11019.00						
39.48	255.30	3.00	303.00						
0.40	3.10	4.00	25.00						
39.48	255.30	3	303	0.00	0.00	0	0	0	0
0.40	3.10	4	25	0.00	0.00	0	0	0	0
18.89	134.22	21.00	428.00						
4.88	39.36	15.00	145.00						
289.60	4875.90	5834.00	157508.00						
282.89	2655.13	5748.00	50562.00						
140.44	3190.10		0.00						
130.29	1072.62		0.00	0.00					
430.05	8066.00	5834	157508	0.00	0.00	0	0	0	0
413.18	3727.76	5748	50562	0.00	0.00	0	0	0	0
1.14	60.98	12.00	214.00						
0.51	13	2.00	21.00						
0.00	1.01	0.00	3.00						
	0.53		1.00						
	0.00								
0.00	9.23	0.00	20.00						
	3.93		5						
1.14	71.22	12	237	0.00	0.00	0	0	0	0
0.51	17.14	2	27	0.00	0.00	0	0	0	0
3.87	91.02	29.00	700.00	53.45	53.45	874631	874631		
42.87	380.09	59.00	637.00						
4.97	300.23	21.00	990.00						
9.21	214.39	21.00	254.00						
4.97	300.23	21	990	0.00	0.00	0	0	0	0
9.21	214.39	21	254	0.00	0.00	0	0	0	0
0	0	0.00	0.00						
	0								
6.68	89.29	376.00	3114.00						
12.67	121.05	1258.00	9870.00						
<b>519.16</b>	<b>9606.14</b>	<b>6884</b>	<b>166493</b>	<b>53.45</b>	<b>53.45</b>	<b>874631</b>	<b>874631</b>	<b>0</b>	<b>0</b>
<b>507.36</b>	<b>4671.88</b>	<b>8528</b>	<b>72539</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>



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	606.4	8,073.7	9,348	124,808	(38.2)	1,039.7	2,345,511	20,802,412
Previous year	644.6	7,034.0	13,355	111,562	221.5	1,636.0	2,168,433	21,481,860
Marine Cargo	405.5	4,775.4	399	4,009	151.0	1,213.4	9,099,444	24,334,059
Previous year	254.6	3,562.0	445	4,650	(247.6)	(4.0)	1,617,589	24,344,540
Marine Hull (Including Onshore & Offshore oil energy)	-	1.1	-	3	(0.0)	-	-	109
Previous year	0.0	1.1	1	3	0.0	1.1	2	109
Marine (Total)	405.5	4,776.5	399	4,012	150.9	1,213.4	9,099,444	24,334,167
Previous year (Total)	254.6	3,563.1	446	4,653	(247.5)	(3.0)	1,617,591	24,344,649
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	470.5	2,138.3	990	8,154	285.9	39.8	1,095,510	2,903,423
Previous year	184.5	2,098.4	748	7,426	43.4	227.0	263,145	3,830,462
Motor Own Damage	4,974.4	47,125.1	70,122	626,745	(86.6)	3,936.2	370,181	3,331,677
Previous year	5,061.0	43,188.8	66,752	573,392	576.7	4,466.0	348,873	2,944,224
Motor Third party	5,114.1	44,178.3	75,527	646,186	1,047.8	10,098.2	-	-
Previous year	4,066.2	34,080.1	67,623	578,206	1,113.9	8,585.9	-	-
Motor (Total)	10,088.5	91,303.4	75,527	646,186	961.3	14,034.4	370,181	3,331,677
Previous year (Total)	9,127.2	77,268.9	67,623	578,206	1,690.6	13,051.9	348,873	2,944,224
Workmen's compensation / Employer's liability	45.1	374.0	221	1,741	2.6	(137.0)	6,602	84,360
Previous year	42.5	511.0	187	2,279	(16.1)	(28.7)	7,278	103,706
Public Liability	283.3	692.0	44	533	274.0	230.3	30,242	149,332
Previous year	9.3	461.7	47	648	(30.4)	(202.0)	11,271	114,951
Product Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Liability (Total)	328.4	1,065.9	265	2,274	276.6	93.3	36,844	233,692
Previous year (Total)	51.8	972.7	234	2,927	(46.5)	(230.8)	18,549	218,657
Personal Accident	532.0	4,530.8	2,305	20,925	171.1	686.9	830,815	3,518,799
Previous year	360.9	3,843.9	1,981	12,653	(63.1)	405.1	246,119	3,594,389
Medical Insurance	2,038.9	15,845.1	6,752	60,308	1,096.4	(4,634.4)	181,844	813,748
Previous year	942.4	20,479.5	5,831	41,198	(752.1)	826.8	87,254	661,012
Overseas Medical Insurance	36.7	485.5	884	13,215	0.9	37.4	1,428	25,431
Previous year	35.7	448.1	1,222	13,934	(3.0)	(105.4)	2,508	25,607
Health (Total)	2,075.6	16,330.6	7,636	73,523	1,097.4	(4,597.0)	183,272	839,179
Previous year (Total)	978.2	20,927.6	7,053	55,132	(755.2)	721.4	89,762	686,619
Crop Insurance	-	2,509.6	-	60	-	1,630.4	-	30,470
Previous year	-	879.1	-	305	(0.8)	462.8	-	8,855
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	87.7	922.8	3,411	31,373	2.8	109.2	174,950	2,554,633
Previous year	84.9	813.6	3,367	32,143	3.7	39.4	131,624	2,866,991
<b>Grand Total</b>	<b>14,594.6</b>	<b>131,651.5</b>	<b>99,881</b>	<b>911,315.0</b>	<b>2,907.8</b>	<b>14,250.2</b>	<b>14,136,527.0</b>	<b>58,548,451.4</b>
Previous year (Total)	<b>11,686.7</b>	<b>117,401.3</b>	<b>94,807</b>	<b>805,007.0</b>	<b>846.1</b>	<b>16,309.9</b>	<b>4,884,097.1</b>	<b>59,976,707.7</b>

\*Wherever applicable





(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
2.1	12.4	32	150	-	-	-	-	-	-
0.3	11.5	16	96	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	11.1	-	11	-	-	-	-	-	-
18.7	23.0	6	25	-	-	-	-	-	-
751.4	6,238.5	15,380	128,242	-	-	-	-	-	-
562.5	4,224.0	12,054	92,119	-	-	-	-	-	-
433.5	3,688.3	15,491	128,732	-	-	-	-	-	-
303.0	2,253.6	12,079	92,495	-	-	-	-	-	-
1,184.9	9,926.8	15,491	128,732	-	-	-	-	-	-
865.5	6,477.6	12,079	92,495	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
1,270.7	7,797.0	2	3	-	-	966,854	4,927,300	-	-
393.3	13,509.6	-	18	-	-	-	6,819,450	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
1,270.7	7,797.0	2	3	-	-	966,854	4,927,300	-	-
393.3	13,509.6	-	18	-	-	-	6,819,450	-	-
-	2,509.6	-	60	-	-	-	-	-	-
-	879.1	-	305	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
47.1	391.4	1,698	13,540	-	-	-	-	-	-
33.8	336.7	1,424	13,324	-	-	-	-	-	-
<b>2,504.8</b>	<b>20,648.3</b>	<b>17,223.0</b>	<b>142,495.5</b>	-	-	<b>966,854.0</b>	<b>4,927,300.0</b>	-	-
<b>1,311.6</b>	<b>21,237.5</b>	<b>13,525.0</b>	<b>106,263.0</b>	-	-	-	<b>6,819,450.0</b>	-	-



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	1,856.81	9,808.36	3335	28284	573.34	1,532.45	2,695,253.21	24,577,435.36
Previous year	1,283.47	8,275.91	2766	23569	633.36	1,896.09	2,458,777.84	16,336,853.15
Marine Cargo	280.72	3,943.30	912	8866	(163.30)	(270.16)	240,178.71	11,472,226.78
Previous year	444.01	4,213.46	979	8525	166.15	1,292.65	888,440.80	11,473,695.78
Marine Hull (Including Onshore & Offshore oil energy)	0	0	0	0	-	-	0	0
Previous year	0	0	0	0	-	-	0	0
Marine (Total)	280.72	3,943.30	912	8866	(163.30)	(270.16)	240,178.71	11,472,226.78
Previous year (Total)	444.01	4,213.46	979	8525	166.15	1,292.65	888,440.80	11,473,695.78
Aviation	0	0	0	0	-	-	0	0
Previous year	0	0	0	0	-	-	0	0
Engineering	337.82	2,924.17	648	5559	66.87	287.52	156,431.73	2,030,624.95
Previous year	270.94	2,636.65	638	4952	(14.51)	615.19	170,124.35	1,394,006.46
Motor Own Damage	4,283.70	35,538.36	58153	470984	769.04	4,631.85	236,513.60	1,964,686.04
Previous year	3,514.66	30,906.51	49577	438730	457.09	5,423.91	193,656.90	1,783,116.71
Motor Third party	1,825.07	14,726.88	99	951	440.26	624.34		
Previous year	1,384.81	14,102.54	76	611	(184.90)	840.84		
Motor (Total)	6,108.77	50,265.24	58,153	470,984	1,209.30	5,256.19	236,513.60	1,964,686.04
Previous year (Total)	4,899.47	45,009.05	49,577	438,730	272.19	6,264.74	193,656.90	1,783,116.71
Workmen's compensation / Employer's liability	140.26	1,515.52	918	8369	(5.97)	334.11	15,774.76	244,090.41
Previous year	146.23	1,181.41	744	6127	17.58	282.72	103,954.81	386,675.64
Public Liability	1.02	17.90	5	100	1.02	17.90	2450	28327.89
Previous year	0	0	0	0	0	0	0	0
Product Liability	116.22	1,169.86	138	1349	29.21	79.59	30,936.12	379,217.65
Previous year	87.01	1,090.27	148	1298	0.38	254.29	37,288.27	310,937.91
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	0	0	0	0	-	-	0	0
Liability (Total)	257.50	2,703.28	1061	9818	24.25	431.60	49,160.88	651,635.94
Previous year (Total)	233.24	2,271.68	892	7425	17.96	537.01	141,243.08	697,613.56
Personal Accident	319.55	3,961.26	7370	68242	(63.41)	(1,211.20)	660,301.69	34,116,200.18
Previous year	382.97	5,172.46	6524	59317	122.75	1,548.38	906,471.25	16,486,901.41
Medical Insurance	2,918.27	9,983.94	1922	18018	(77.74)	(515.95)	106,653.28	399,934.86
Previous year	2,996.01	10,499.89	1926	16105	2,342.39	2,772.05	103,954.81	386,675.64
Overseas Medical Insurance	69.70	891.86	3149	42587	11.50	71.44	28,985.12	746,474.82
Previous year	58.20	820.42	3493	46076	(2.61)	51.34	16,057.02	325,305.83
Health (Total)	2,987.97	10,875.80	5071	60605	(66.24)	(444.51)	135,638.40	1,146,409.68
Previous year (Total)	3,054.21	11,320.31	5419	62181	2,339.79	2,823.39	120,011.83	711,981.47
Crop Insurance	-9.83	3343.29	1	1118	(9.83)	3,343.29	96.50	35280.18
Previous year	0.00	0.00	0.00	0.00	-	-	0	0
Credit Guarantee	0.00	0.00	0.00	0.00	0	0	0	0
Previous year	0.00	0.00	0.00	0.00	0	0	0	0
All Other Miscellaneous	437.71	5037.38	5640	45698	24.87	694.01	462,569.87	6,502,599.64
Previous year	412.84	4,343.36	4286	40131	75.79	1,884.49	443,328.71	5,335,604.80
<b>Grand Total</b>	<b>12,577.01</b>	<b>92,862.08</b>	<b>82191</b>	<b>699174</b>	<b>1,595.85</b>	<b>9,619.20</b>	<b>4,636,144.59</b>	<b>82,497,098.75</b>
Previous year (Total)	<b>10,981.16</b>	<b>83,242.88</b>	<b>71081</b>	<b>644830</b>	<b>3,613.47</b>	<b>16,861.93</b>	<b>5,322,054.74</b>	<b>54,219,773.34</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
196.55	977.21	305	2217						
246.49	863.29	300	2218						
39.46	310.17	71	631						
10.72	550.89	73	645						
39.46	310.17	71	631	-	-	0	0		
10.72	550.89	73	645	-	-	0	0		
35.21	218.52	61	488						
11.33	216.98	56	444						
348.17	2,805.07	4842	38006						
269.71	2,503.42	4022	36880						
163.14	1,354.45								
123.23	1,365.37								
511.30	4,159.52	4842	38006	-	-	0	0		
392.94	3,868.79	4022	36880	-	-	0	0		
6.42	77.39	41	376						
3.74	77.43	20	313						
0.48	57.87	10	111						
2.77	41.30	11	79						
6.89	135.25	51	487	-	-	0	0		
6.51	118.73	31	392	-	-	0	0		
27.70	139.42	715	4824	2.19	48.25	3168	100341		
8.69	118.23	453	5496						
23.34	158.31	74	924						
8.00	100.88	78	871						
4.56	47.85	205	2331						
4.50	42.62	245	2486						
27.90	206.15	279	3255	-	-	0	0	24842	227372
12.50	143.50	323	3357	-	-	0	0	0	0
50.67	552.46	845	6534						
144.07	1,416.07	2709	23681						
<b>895.69</b>	<b>6,698.71</b>	<b>7169</b>	<b>56442</b>	<b>2.19</b>	<b>48.25</b>	<b>3168</b>	<b>100341</b>	<b>24842</b>	<b>227372</b>
<b>833.24</b>	<b>7,296.49</b>	<b>7967</b>	<b>73113</b>	<b>-</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>



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	1,440.06	21,858.00	6,246	50,555	133.04	766.72	1,746,843.64	50,159,055.73
Previous year	1,307.02	21,091.29	5,163	39,864	(22.42)	1,805.28	1,198,401.94	49,516,159.50
Marine Cargo	529.63	5,577.45	378	3,199	(68.52)	741.33	1,965,476.59	22,215,154.67
Previous year	598.15	4,836.12	260	2,394	358.17	1,660.94	5,294,271.88	20,614,499.88
Marine Hull (Including Onshore & Offshore oil energy)	241.26	1,388.99	11	148	(24.81)	102.98	191,045.70	906,698.39
Previous year	266.08	1,286.02	50	324	174.11	41.63	241,875.45	665,542.41
Marine (Total)	770.89	6,966.44	389	3,347	(93.34)	844.31	2,156,522.30	23,121,853.06
Previous year (Total)	864.23	6,122.13	310	2,718	532.28	1,702.57	5,536,147.33	21,280,042.30
Aviation	188.66	1,849.17	2	57	23.15	(117.53)	623,400.00	3,339,906.90
Previous year	165.50	1,966.70	8	44	134.85	263.47	746,966.00	2,632,359.11
Engineering	694.59	5,408.00	359	3,372	255.41	(84.95)	413,243.79	2,115,268.42
Previous year	439.17	5,492.95	510	3,801	(149.60)	403.88	101,802.85	1,579,311.57
Motor Own Damage	5,489.51	44,290.87	76,680	596,202	656.16	6,837.88	380,866.49	3,000,590.59
Previous year	4,833.35	37,453.00	67,860	516,400	762.10	6,889.87	318,737.17	2,429,304.52
Motor Third party	3,160.28	24,924.00	140,581	1,107,784	894.85	6,764.74	-	-
Previous year	2,265.43	18,159.26	121,823	950,153	170.15	2,230.52	-	-
Motor (Total)	8,649.79	69,214.87	140,581	1,107,784	1,551.01	13,602.61	380,866.49	3,000,590.59
Previous year (Total)	7,098.78	55,612.26	121,823	950,153	932.25	9,120.39	318,737.17	2,429,304.52
Workmen's compensation / Employer's liability	45.20	605.66	101	918	(5.99)	88.20	18,589.87	231,402.21
Previous year	51.18	517.46	98	741	2.38	143.76	16,080.78	148,410.06
Public Liability	(93.81)	101.62	20	146	(104.75)	(74.84)	5,413.75	93,970.16
Previous year	10.94	176.45	15	155	4.09	51.62	8,340.37	122,175.81
Product Liability	-	50.41	-	17	13.65	(404.40)	-	13,535.90
Previous year	(13.65)	454.81	1	24	(36.30)	223.34	(3,150.00)	28,590.00
Other Liability Covers	1,394.08	8,909.45	99	1,045	78.18	1,272.99	254,530.87	2,465,775.51
Previous year	1,315.91	7,636.46	84	978	(62.73)	44.08	281,008.98	1,947,864.26
Liability (Total)	1,345.47	9,667.14	220	2,126	(18.91)	881.95	278,534.49	2,804,683.79
Previous year (Total)	1,364.38	8,785.19	198	1,898	(92.56)	462.80	302,280.14	2,247,040.13
Personal Accident	3,139.16	21,280.53	114,694	1,038,257	832.08	2,541.88	2,032,488.29	21,374,504.57
Previous year	2,307.07	18,738.65	125,312	1,058,188	481.08	5,210.24	1,784,803.16	38,325,665.84
Medical Insurance	4,166.91	45,698.43	39,735	306,960	(283.38)	8,226.26	215,668.18	1,683,571.40
Previous year	4,450.30	37,472.17	47,707	358,117	945.34	7,615.89	186,156.14	1,463,805.13
Overseas Medical Insurance	190.65	2,429.71	2,055	17,030	143.92	567.60	824,581.36	20,389,384.83
Previous year	46.73	1,862.11	1,270	10,786	(281.60)	477.93	2,806,656.57	18,195,388.01
Health (Total)	4,357.57	48,128.14	41,790	323,990	(139.46)	8,793.86	1,040,249.53	22,072,956.23
Previous year (Total)	4,497.03	39,334.28	48,977	368,903	663.75	8,093.81	2,992,812.70	19,659,193.14
Crop Insurance	0.35	2,133.02	2	17	(1.46)	1,439.46	18.93	63,258.95
Previous year	1.80	693.56	1	7	1.80	693.56	31.24	12,348.95
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	422.15	21,353.80	348	2,542	(113.08)	492.40	221,209.14	4,137,924.25
Previous year	535.23	20,861.40	356	4,513	433.59	18,859.84	402,369.89	3,576,692.51
<b>Grand Total</b>	<b>21,008.66</b>	<b>207,859.11</b>	<b>304,631</b>	<b>2,532,047</b>	<b>2,428.45</b>	<b>29,160.71</b>	<b>8,893,376.60</b>	<b>132,190,002.49</b>
Previous year (Total)	<b>18,580.21</b>	<b>178,698.40</b>	<b>302,658</b>	<b>2,430,089</b>	<b>2,915.02</b>	<b>46,615.84</b>	<b>13,384,352.41</b>	<b>141,258,117.58</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
70.71	1,216.91	529	4,015	-	-	-	-		
65.50	981.67	351	2,659	-	-	-	-		
17.63	517.12	24	266	-	-	-	-		
14.05	122.33	25	252	-	-	-	-		
14.19	60.65	-	3	-	-	-	-		
49.67	57.49	2	10	-	-	-	-		
31.82	577.77	24	269	-	-	-	-	-	-
63.72	179.82	27	262	-	-	-	-	-	-
14.80	82.90	1	7	-	-	-	-		
-	9.83	-	1	-	-	-	-		
19.42	280.94	65	492	-	-	-	-		
30.75	311.46	90	618	-	-	-	-		
631.30	4,859.91	9,308	72,644	-	-	-	-		
532.55	3,529.17	7,355	51,098	-	-	-	-		
537.31	4,305.22	24,622	194,700	-	-	-	-		
376.21	2,762.56	20,613	140,850	-	-	-	-		
1,168.61	9,165.13	24,622	194,700	-	-	-	-	-	-
908.76	6,291.73	20,613	140,850	-	-	-	-	-	-
1.83	56.38	4	54	-	-	-	-		
0.79	33.18	10	48	-	-	-	-		
2.11	4.28	3	9	-	-	-	-		
-	1.63	-	4	-	-	-	-		
-	3.25	-	2	-	-	-	-		
1.66	3.28	1	2	-	-	-	-		
32.44	587.97	4	43	-	-	-	-		
6.70	120.61	2	38	-	-	-	-		
36.39	651.88	11	108	-	-	-	-	-	-
9.15	158.72	13	92	-	-	-	-	-	-
222.60	1,617.77	11,149	101,740	77.24	95.66	113,200	133,895		
177.71	1,457.91	11,532	94,494	-	60.59	-	72,806		
191.90	2,331.53	2,321	18,159	-	-	-	-	623,337	2,627,336
202.68	2,515.63	2,872	19,838	-	-	-	-	167,405	1,991,244
1.35	11.27	60	464	-	-	-	-	132,452	1,119,541
0.69	5.51	37	226	-	-	-	-	113,871	783,124
193.24	2,342.80	2,381	18,623	-	-	-	-	755,789	3,746,877
203.36	2,521.13	2,909	20,064	-	-	-	-	281,276	2,774,368
-	340.32	-	-	-	-	-	-		
0.67	297.78	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
224.24	8,990.91	10	144	-	-	-	-		
383.27	19,051.66	7	220	-	-	-	-		
<b>1,981.82</b>	<b>25,267.33</b>	<b>38,792</b>	<b>320,098</b>	<b>77.24</b>	<b>95.66</b>	<b>113,200</b>	<b>133,895</b>	<b>755,789</b>	<b>3,746,877</b>
<b>1,842.91</b>	<b>31,261.72</b>	<b>35,542</b>	<b>259,260</b>	-	<b>60.59</b>	-	<b>72,806</b>	<b>281,276</b>	<b>2,774,368</b>



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	772.61	40,271.36	2,060	20,573	173.55	9,107.11	1,650,077	65,424,415
Previous year	599.06	31,164.25	2,106	20,009	(171.69)	4,936.60	2,339,438	48,421,508
Marine Cargo	1,185.13	15,447.30	1,520	13,899	162.99	3,393.59	4,845,170	59,747,495
Previous year	1,022.14	12,053.71	893	8,967	269.03	2,215.13	4,462,575	44,761,404
Marine Hull (Including Onshore & Offshore oil energy)	1,309.54	5,302.03	9	110	83.15	(93.15)	659,385	1,936,837
Previous year	1,226.39	5,395.18	16	116	(165.94)	(991.50)	458,433	1,569,828
Marine (Total)	2494.67	20749.33	1529	14009	246.14	3300.44	5504554.65	61684331.77
Previous year (Total)	2248.53	17448.89	909	9083	103.09	1223.64	4921007.97	46331231.83
Aviation	162.64	3,316.81	14	122	49.81	(2,482.47)	504,719	5,014,302
Previous year	112.83	5,799.28	16	132	(6.94)	(3,456.70)	-1,039,537	3,543,378
Engineering	1,589.28	13,646.39	883	7,073	(101.18)	(244.16)	813,056	7,583,379
Previous year	1,690.46	13,890.55	939	5,637	(75.78)	178.36	995,250	8,486,239
Motor Own Damage	16,028.10	155,163.33	694,324	6,521,631	159.44	22,464.30	2,233,928	20,891,918
Previous year	15,868.67	132,699.03	639,157	5,149,966	2,038.16	26,940.85	2,084,994	17,058,209
Motor Third party	9,102.75	85,403.83	706,133	6,611,850	821.61	23,276.88		
Previous year	8,281.14	62,126.95	649,365	5,232,559	2,324.57	17,269.91		
Motor (Total)	25130.85	240567.16	706133	6611850	981.04	45741.18	2233927.60	20891918.35
Previous year (Total)	24149.81	194825.98	649365	5232559	4362.73	44210.76	2084993.70	17058209.27
Workmen's compensation / Employer's liability	279.15	2,931.67	1,034	8,810	(15.77)	245.48	49,452	647,456
Previous year	294.92	2,686.19	708	6,513	39.38	529.39	61,769	519,645
Public Liability	1.98	47.96	6	131	(0.70)	0.79	5,000	64,858
Previous year	2.68	47.18	9	126	0.37	10.37	4,750	70,801
Product Liability	13.45	177.92	3	44	7.55	23.53	2,313	41,762
Previous year	5.90	154.39	3	44	5.43	(16.91)	3,800	42,277
Other Liability Covers	1,230.19	9,290.90	231	1,916	182.01	787.86	310,670	2,679,499
Previous year	1,048.18	8,503.03	207	1,776	459.03	1,531.73	227,908	2,002,296
Liability (Total)	1524.76	12448.45	1274	10901	173.08	1057.66	367434.55	3433575.32
Previous year (Total)	1351.68	11390.79	927	8459	504.22	2054.59	298227.11	2635019.06
Personal Accident	1,468.41	14,641.50	33,423	393,469	(24.05)	1,902.74	1,559,333	22,956,974
Previous year	1,492.46	12,738.76	42,667	450,011	169.11	2,403.73	2,246,456	19,212,131
Medical Insurance	14,338.31	110,332.76	47,177	446,202	(2,876.39)	(7,168.07)	-5,669,288	5,079,824
Previous year	17,214.71	117,500.83	33,579	300,187	3,422.96	296.87	742,855	4,631,872
Overseas Medical Insurance	590.80	6,968.08	83,400	729,751	110.24	1,186.65	1,238,020	13,467,100
Previous year	480.57	5,781.42	73,364	637,528	66.61	694.51	1,288,636.94	17,882,763
Health (Total)	14929.12	117300.83	130577	1175953	-2766.16	-5981.42	-4431268.26	18546923.41
Previous year (Total)	17695.28	123282.25	106943	937715	3489.57	991.38	2031492.34	22514634.19
Crop Insurance	5,613	32,556.84	21	1,421	2,764	3,209.88	71,070	350,111
Previous year	2,848.47	29,346.97	115	1,438	2,816.53	14,538.92	35,805	300,378
Credit Guarantee	44.76	1,786.00	1	55	48.51	518.43	459	54,001
Previous year	(3.74)	1,267.57	2	52	(142.29)	2.36	-14,014	51,712
All Other Miscellaneous	1,069.12	10,535.07	9,052	84,692	91.99	1,761.58	1,037,091	25,751,330
Previous year	977.14	8,773.49	6,844	62,274	330.64	1,567.09	2,752,095	25,402,917
<b>Grand Total</b>	<b>54799.17</b>	<b>507819.74</b>	<b>884967</b>	<b>8320118</b>	<b>1637.20</b>	<b>57890.97</b>	<b>9310453.73</b>	<b>231691259.41</b>
Previous year (Total)	<b>53161.98</b>	<b>449928.78</b>	<b>810833</b>	<b>6727369</b>	<b>11379.19</b>	<b>68650.73</b>	<b>16651213.52</b>	<b>193957357.11</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-
-	0.00	-	-	-	0.00	-	-	-	-
0.00	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
0.00	0.00	0	0	0.00	0.00	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	-	-	-	-
693.62	7,102.01	-	-	-	0.00	-	-	-	-
858.54	7,973.82	-	-	0.00	0.00	-	-	-	-
985.23	8,726.60	31,330	307,567	-	0.00	-	-	-	-
772.11	6,341.73	33,296	262,271	0.00	0.00	-	-	-	-
1678.85	15828.61	31330	307567	0.00	0.00	0	0	0	0
1630.65	14315.55	33296	262271	0.00	0.00	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	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	-	-	-	0.00	-	-	-	-
0.00	0.00	-	-	0.00	0.00	-	-	-	-
2681.27	11,956.08	222	1,218	0.00	260.17	-	81,389	3,583,923	10,766,591
1,361.69	19,920.41	169	2,078	0.00	104.79	-	47,574	2,986,522	17,813,946
6.38	27.37	97	512	-	0.00	-	-	83,400	729,751
1.12	88.83	39	2,038	0.00	0.00	-	-	73,364	637,528
2687.65	11983.45	319	1730	0.00	260.17	0	81389	3667323	11496342
1362.80	20009.23	208	4116	0.00	104.79	0	47574	3059886	18451474
4,627	20,024	20	979	-	-	-	-	-	-
2,378	20,457	102	1,206	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
9	28	80	396	-	-	-	-	-	-
1	19	20	253	-	-	-	-	-	-
<b>9002.55</b>	<b>47863.82</b>	<b>31749</b>	<b>310672</b>	<b>0.00</b>	<b>260.17</b>	<b>0</b>	<b>81389</b>	<b>3667323</b>	<b>11496342</b>
<b>5372.71</b>	<b>54800.38</b>	<b>33626</b>	<b>267846</b>	<b>0.00</b>	<b>104.79</b>	<b>0</b>	<b>47574</b>	<b>3059886</b>	<b>18451474</b>



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	567.77	16319.08	5330.00	50174.00	57.76	567.77	1456247.03	27781580.36
Previous year	635.10	14406.23	4957.00	43290.00	161.03	635.10	1254008.84	1251509.48
Marine Cargo	595.34	8034.79	1671.00	9680.00	75.69	595.34	1281260.94	25239965.99
Previous year	779.40	6508.53	883.00	6886.00	355.04	779.40	1318613.27	1318849.50
Marine Hull (Including Onshore & Offshore oil energy)	43.42	1101.56	61.00	369.00	22.42	43.42	14790.95	609401.30
Previous year	50.98	1254.09	58.00	362.00	0.13	50.98	15072.57	15100.85
Marine (Total)	638.76	9136.35	1732	10049	98.11	638.76	1296051.89	25849367.29
Previous year (Total)	830.38	7762.62	941	7248	355.17	830.38	1333685.83	1333950.35
Aviation	4.56	252.93	2.00	18.00	4.56	4.56	100.00	521941.46
Previous year	62.14	352.60	9.00	86.00	34.79	62.14	576291.41	576069.97
Engineering	362.92	6739.06	686.00	4427.00	42.86	362.92	292208.37	4984593.20
Previous year	337.18	4452.60	562.00	3720.00	33.05	337.18	175486.11	175651.89
Motor Own Damage	9704.46	76236.92	318666.00	2747701.00	1908.65	9704.46	585534.05	4364232.04
Previous year	10403.86	70340.31	358339.00	2878094.00	1750.46	10403.86	555090.45	563743.85
Motor Third party	6493.56	52292.90	10304.00	55845.00	1146.53	6493.56		
Previous year	6054.71	41707.20	13713.00	33550.00	871.47	6054.71		
Motor (Total)	16198.02	128529.82	318666	2747701	3055.18	16198.02	585534.05	4364232.04
Previous year (Total)	16458.57	112047.51	358339	2878094	2621.93	16458.57	555090.45	563743.85
Workmen's compensation / Employer's liability	136.32	1199.97	1092.00	8130.00	19.25	136.32	26505.81	171846.25
Previous year	107	967	992	7488	11	106.55	2480	2575
Public Liability	2.20	43.40	8.00	122.00	-73.15	-607.35	7692.00	117044.10
Previous year	37	523	15	111	-77	36.74	53953	54064
Product Liability	31.26	256.16	7.00	68.00	11.97	31.26	6295.00	99322.50
Previous year	19	186	3	58	-13	19.12	14559	14592
Other Liability Covers	184.46	2176.49	124.00	960.00	120.55	794.01	83541.43	830095.36
Previous year	86	1552	31	276	32	86.09	95370	95424
Liability (Total)	354.24	3676.01	1231	9280	78.62	354.24	124034.24	1218308.21
Previous year (Total)	248.50	3227.13	1041	7933	-47.17	248.50	166362.56	166655.05
Personal Accident	212.85	2344.89	9439.00	100801.00	5.01	212.85	685906.01	7045864.02
Previous year	268.96	2242.07	2460	17978	625.95	28352.39	476374.55	476667.19
Medical Insurance	1962.63	18127.75	11073.00	59519.00	779.25	1962.63	173808.67	2341381.20
Previous year	1005.87	12237.12	2586	17229	-1384.75	-8989.18	394716.28	396343.36
Overseas Medical Insurance	20.11	233.51	2573.00	26608.00	-10.24	20.11	4192.50	38209.50
Previous year	18.34	208.30	2414	26897	987.74	12047.16	24273.08	24291.21
Health (Total)	1982.74	18361.25	13646	86127	769.01	1982.74	178001.17	2379590.70
Previous year (Total)	1024.21	12445.41	5000	44126	-397.01	3057.99	418989.36	420634.57
Crop Insurance								
Previous year								
Credit Guarantee	81	3333	1	47	-155	81	504	372838
Previous year								
All Other Miscellaneous	853.58	23822.37	31922.00	229635.00	348.40	853.58	550696.77	17613659.66
Previous year	946.17	30325.51	30354	279480	-654.09	-29171.04	23089789.47	23090431.31
<b>Grand Total</b>	<b>21256.09</b>	<b>212514.70</b>	<b>382655</b>	<b>3238259</b>	<b>4304.98</b>	<b>21256.09</b>	<b>5169283.53</b>	<b>92131974.74</b>
Previous year (Total)	<b>20811.20</b>	<b>187261.68</b>	<b>403663</b>	<b>3281955</b>	<b>2733.65</b>	<b>20811.20</b>	<b>28046078.57</b>	<b>28055313.66</b>

\*Wherever applicable





(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
15.10	168.68	449	4320.00						
21.05	200.52	622	5329.00						
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	0		
0.00	0.00	0.00	0.00						
0.16	7.27	5.00	73.00						
0.94	25.27	8.00	79.00						
572.22	6068.70	31231.00	289727.00						
531.35	4726.89	25780.00	278584.00						
678.49	6587.68	0.00	0.00						
433.72	3852.39	0.00	0.00						
1250.72	12656.38	31231	289727	0.00	0.00	0	0		
965.07	8579.28	25780	278584	0.00	0.00	0	0		
1	18	15	324						
5	23	71	355						
0	1	0	5						
0	0	1	5						
0	0	0	0						
0	0	0	0						
0	3	37	220						
1	8	45	415						
1.19	22.18	52	549	0.00	0.00	0	0		
5.49	31.18	117	775	0.00	0.00	0	0		
119.20	830.49	777	13737	4.88	41.48	97692	829786		
117.35	1052.26	1205	6729	5.42	50.61	108406	906608		
833.17	7127.79	509	2493	822.30	7054.37	653451	3800851		
232.14	5114.60	192	898	226.49	4607.70	0	2563422		
			0						
833.17	7127.79	509	2493	822.30	7054.37	653451	3800851	0	0
232.14	5114.60	192	898	226.49	4607.70	0	2563422	0	0
182.82	17379.00	3162	25608.00	9.56	14675.27	236	1045530		
164.06	16845.26	3929	3929.00	37.17	14199.11	186	1031607		
<b>2402.36</b>	<b>38191.79</b>	<b>36185</b>	<b>336507</b>	<b>836.74</b>	<b>21771.12</b>	<b>751379</b>	<b>5676167</b>	<b>0</b>	<b>0</b>
<b>1506.10</b>	<b>31848.37</b>	<b>31853</b>	<b>296323</b>	<b>269.08</b>	<b>18857.42</b>	<b>108592</b>	<b>4501637</b>	<b>0</b>	<b>0</b>



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	161.30	2,539.15	417	3,495	(3.15)	724.19	492,246	5,596,274
Previous year	164.45	1,814.97	216	1,798	96.67	817.12	265,029	7,758,173
Marine Cargo	67.23	625.50	593	3,743	(14.91)	69.00	248,713	3,098,685
Previous year	82.14	556.51	495	3,227	46.00	139.85	203,035	3,188,979
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	67.23	625.50	593	3,743	(14.91)	69.00	248,713	3,098,685
Previous year (Total)	82.14	556.51	495.00	3,227.00	46.00	139.85	203,034.63	3,188,978.81
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	158.67	1,140.21	279	2,152	(54.56)	30.85	78,587	1,009,049
Previous year	213.23	1,109.36	327.00	2,461.00	85.63	300.58	134,917.59	1,277,121.58
Motor Own Damage	820.07	7,133.13	15,437	102,810	359.75	2,984.61	58,592	482,984
Previous year	460.32	4,148.52	6,194.00	48,075.00	(123.32)	189.41	35,365.89	422,545.40
Motor Third party	306.64	2,404.11	139	429	79.42	64.01	-	-
Previous year	227.22	2,340.10	87.46	1,105.46	(117.60)	219.27	-	-
Motor (Total)	1,126.71	9,537.25	15,437	102,810	439.17	3,048.63	58,592	482,984
Previous year (Total)	687.55	6,488.62	6,194	48,075	(240.92)	408.67	35,365.89	422,545.40
Workmen's compensation / Employer's liability	31.73	318.70	175	1,920	(1.64)	29.78	5,105	59,875
Previous year	33.37	288.92	249.00	2,071.00	2.64	92.37	6,155.78	52,492.42
Public Liability								
Previous year								
Product Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Other Liability Covers	17.31	85.86	24	173	(2.59)	0.74	5,066	74,419
Previous year	19.90	85.12	14.00	98.00	7.56	(34.88)	22,620.00	113,944.71
Liability (Total)	49.04	404.56	199	2,093	(4.23)	30.52	10,170	170,661
Previous year (Total)	53.27	374.04	263.00	2,169.00	10.21	57.49	28,775.78	166,437.13
Personal Accident	9.48	262.07	532	3,702	2.51	(15.35)	19,483	1,024,300
Previous year	6.97	277.43	424.00	3,550.00	5.67	104.66	9,169.43	1,035,462.77
Medical Insurance	246.05	3,132.88	2,302	14,465	195.93	2,217.90	7,270	286,950
Previous year	50.12	914.99	507.00	3,701.00	31.92	466.54	11,398.99	45,092.07
Overseas Medical Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Health (Total)	246.05	3,132.88	2,302	14,465	195.93	2,217.90	7,270	286,950
Previous year (Total)	50.12	914.99	507.00	3,701.00	31.92	466.54	11,398.99	45,092.07
Crop Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	20.93	160.45	786	2,918	8.18	(52.54)	60,892	551,147
Previous year	12.74	212.98	137.00	1,008.00	3.55	(231.18)	51,583.64	686,265.79
<b>Grand Total</b>	<b>1,839.41</b>	<b>17,802.08</b>	<b>20,545</b>	<b>135,378</b>	<b>568.94</b>	<b>6,053.18</b>	<b>975,952.55</b>	<b>12,220,049.78</b>
Previous year (Total)	<b>1,270.47</b>	<b>11,748.89</b>	<b>8,563</b>	<b>65,989</b>	<b>38.73</b>	<b>2,063.73</b>	<b>739,274.67</b>	<b>14,580,076.81</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
1.19	76.66	16	238	-	-	-	-	-	-
0.17	59.10	13	113	-	-	-	-	-	-
4.60	27.10	65	408	-	-	-	-	-	-
1.57	13.65	51	276	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
4.60	27.10	65	408	-	-	-	-	-	-
1.57	13.65	51.00	276.00	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
11.95	64.77	38	284	-	-	-	-	-	-
5.53	44.12	25.00	164.00	-	-	-	-	-	-
112.83	717.18	3,044	12,692	-	-	-	-	-	-
58.60	571.65	812.00	6,692.00	-	-	-	-	-	-
47.14	402.88	3,058	6,264	-	-	-	-	-	-
30.04	302.74	-	-	-	-	-	-	-	-
159.97	1,120.05	3,058	12,692	-	-	-	-	-	-
88.64	874.40	812	6,692	-	-	-	-	-	-
1.56	19.46	11	183	-	-	-	-	-	-
2.25	8.76	20.00	34.00	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	73.00	-	-	-	-	-	-
1.56	19.46	11	183	-	-	-	-	-	-
2.25	8.76	20.00	107.00	-	-	-	-	-	-
0.16	1.11	31	298	0.06	0.53	124	1,700	-	-
0.02	0.44	21.00	130.00	0.03	0.80	126.00	1,817.00	-	-
-	-	-	-	1.78	13.09	451	3,135	5,708	2,103,539
-	-	-	-	0.67	7.92	77.00	1,967.00	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	1.78	13.09	451	3,135	5,708	2,103,539
-	-	-	-	0.67	7.92	77.00	1,967.00	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
0.05	3.80	5	91	-	-	-	-	-	-
0.05	4.44	2.00	40.00	-	-	-	-	-	-
<b>179.47</b>	<b>1,312.96</b>	<b>3,224</b>	<b>14,194</b>	<b>1.83</b>	<b>13.62</b>	<b>575</b>	<b>4,835</b>	<b>5,708</b>	<b>2,103,539</b>
<b>98.23</b>	<b>1,004.92</b>	<b>944</b>	<b>7,522</b>	<b>0.70</b>	<b>8.71</b>	<b>203</b>	<b>3,784</b>	<b>0</b>	<b>0</b>



Name of the Insurer: Liberty Videocon 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	138.08	659.60	112.00	798.00	0.00	0.00	302893.31	1717886.78
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Cargo	13.40	66.40	14.00	54.00	0.00	0.00	126398.19	311504.19
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	13.40	66.40	14	54	0.00	0.00	126398.19	311504.19
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	15.75	272.04	33.00	212.00	0.00	0.00	14503.65	272980.78
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Own Damage	871.13	5129.10	5082.00	28629.00	0.00	0.00	40863.77	244942.46
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Third party	146.27	824.72	5285.00	29546.00	0.00	0.00		
Previous year	0.00	0.00	0.00	0.00	0.00	0.00		
Motor (Total)	1017.40	5953.82	5285	29546	0.00	0.00	40863.77	244942.46
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability	15.42	79.09	41.00	178.00	0.00	0.00	2463.42	11491.52
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	2.85	1.00	24.00	0.00	0.00	0.10	1529.35
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Liability (Total)	15.43	81.95	42	202	0.00	0.00	2463.52	13020.87
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	125.11	362.37	25.00	147.00	0.00	0.00	656352.08	1342929.59
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	4.36	110.12	67.00	637.00	0.00	0.00	6111.91	587812.65
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Grand Total</b>	<b>1329.52</b>	<b>7506.30</b>	<b>5578</b>	<b>31596</b>	<b>0.00</b>	<b>0.00</b>	<b>1149586.43</b>	<b>4491077.31</b>
Previous year (Total)	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
0.04	10.45	1.00	25.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	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	0.02	0.00	2.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
28.69	120.92	239.00	860.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
6.15	30.10	254.00	930.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
34.84	151.01	254	930	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
2.54	3.20	7.00	10.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	1.00	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		
2.55	3.20	8	11	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.05	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	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	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
0.00	0.00	0	0	0.00	0.00	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		
0.01	0.51	2.00	14.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<b>37.44</b>	<b>165.25</b>	<b>265</b>	<b>983</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>



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	36.53	404.48	80.00	787.00	36.22	384.64	45478.94	916245.52
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Cargo	17.40	202.88	12.00	86.00	16.57	161.50	72418.83	620758.17
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	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	17.40	202.88	12	86	16.57	161.50	72418.83	620758.17
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	63.56	189.25	95.00	420.00	80.57	209.00	30173.03	94309.55
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Own Damage	1894.06	13755.09	25198.00	172874.00	1915.15	13983.19	198764.51	1420275.86
Previous year	968.99	1938.84	12197.00	27522.00	970.31	1940.16	85762.54	179429.02
Motor Third party	1816.81	12712.26	28257.00	192266.00	1848.12	12913.84		
Previous year	474.34	1109.94	12207.00	27538.00	475.64	1111.24		
Motor (Total)	3710.87	26467.35	28257	192266	3763.27	26897.03	198764.51	1420275.86
Previous year (Total)	1443.33	3048.78	12207	27538	1445.95	3051.40	85762.54	179429.02
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	64.11	163.96	7.00	28.00	64.11	163.45	7749.94	39499.62
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)	64.11	163.96	7	28	64.11	163.45	7749.94	39499.62
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	89.17	108.25	20.00	489.00	91.13	110.22	27547.31	67578.43
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Grand Total</b>	<b>3981.64</b>	<b>27536.16</b>	<b>28471</b>	<b>194076</b>	<b>4051.87</b>	<b>27925.84</b>	<b>382132.56</b>	<b>3158667.14</b>
Previous year (Total)	<b>1443.33</b>	<b>3048.78</b>	<b>12207</b>	<b>27538</b>	<b>1445.95</b>	<b>3051.40</b>	<b>85762.54</b>	<b>179429.02</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	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		
1146.42	8560.04	15414.00	110615.00	0.00	0.00	0.00	0.00		
	0.24		3.00	0.00	0.00	0.00	0.00		
1081.72	7854.07	16321.00	113128.00	0.00	0.00	0.00	0.00		
	0.25		3.00	0.00	0.00	0.00	0.00		
2228.14	16414.11	16321	113128	0.00	0.00	0	0		
0.00	0.49	0	3	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	0	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	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		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
2228.14	16414.11	16321	113128	0.00	0.00	0	0	0	0
0.00	0.49	0	3	0.00	0.00	0	0	0	0



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	5697.03	65635.01	45599	403899	-299.21	5060.90	18669798	773898779
Previous year	5996.24	60574.11	43073	391690	1327.76	10084.39	46229219	496889321
Marine Cargo	1547.39	14291.28	12819	107905	188.69	-1005.95	4420213	63786500
Previous year	1358.71	15297.23	7917	76161	-262.50	994.46	3803585	62769948
Marine Hull (Including Onshore & Offshore oil energy)	1530.90	12434.31	200	2265	608.34	1814.10	5815067	36422950
Previous year	922.57	10620.21	213	2408	-138.20	-1122.29	868598	18907426
Marine (Total)	3078.30	26725.59	13019	110170	797.04	808.17	10235280	100209450
Previous year (Total)	2281.26	25917.41	8130	78569	-400.71	-127.87	4672183	81677374
Aviation	1540.33	7604.81	22	101	274.67	2399.85	12350114	28865354
Previous year	1265.66	5204.96	9	100	913.02	1954.38	5733952	20219678
Engineering	2797.27	21723.40	2491	22634	-385.24	-549.77	1009870680	2250158230
Previous year	3182.51	22273.17	3396	26310	339.14	2094.71	3778765	40070588
Motor Own Damage	5766.01	158034.39	505225	4254006	-2320.16	17083.76	787999	6790252
Previous year	8086.17	140950.63	471214	4017640	1468.40	10143.67	719547	6111570
Motor Third party	35737.48	196088.12	762471	6210130	4964.04	33928.70	786917	6777502
Previous year	30773.43	162159.43	712861	6125968	2290.77	21572.57	717916	8699350
Motor (Total)	41503.49	354122.51	762471	6210130	2643.89	51012.45	1574916	13567753
Previous year (Total)	38859.60	303110.06	712861	6125968	3759.17	31716.24	1437463	14810920
Workmen's compensation / Employer's liability	523.49	5003.41	4502	40400	-10.13	-153.32	46484	517704
Previous year	533.62	5156.73	4618	40770	-48.36	285.51	39970	574448
Public Liability	6.84	71.85	125	969	-1.42	-0.29	630	53520
Previous year	8.26	72.14	85	931	2.98	1.34	17	30991
Product Liability	24.66	409.11	5	93	-26.39	108.02	11660	206761
Previous year	51.05	301.09	9	91	18.76	-1.55	29640	162884
Other Liability Covers	76.16	1523.36	735	7187	-0.09	-47.69	113057	1241075
Previous year	76.25	1571.05	630	5960	-16.90	216.03	45461	1179766
Liability (Total)	631.15	7007.75	5367	48649	-38.02	-93.26	171831	2019060
Previous year (Total)	669.16	7101.01	5342	47752	-43.53	501.31	115087	1948088
Personal Accident	1063.89	9846.22	35022	272951	57.26	-242.67	6067598	38253463
Previous year	1006.64	10088.89	32736	274559	-981.46	-566.52	2250279	26833470
Medical Insurance	20811.45	180253.18	146542	1145198	-911.09	8862.99	1350623	154145081
Previous year	21722.54	171390.19	138929	1095332	4764.45	30773.08	1315128	44380473
Overseas Medical Insurance	87.25	1531.17	1208	14234	-1.32	-15.82	5211	29454
Previous year	88.57	1546.99	1061	14913	1.67	963.96	1755	21714
Health (Total)	20898.70	181784.35	147750	1159432	-912.41	8847.17	1355834	154174535
Previous year (Total)	21809.79	172921.37	139990	1110245	4763.13	30757.26	1316883	44402187
Crop Insurance								
Previous year								
Credit Guarantee	0.00	16.61	0	2	0.00	16.61	0	480
Previous year	0.00	0.00	0	0	-0.05	-0.05	0	0
All Other Miscellaneous	4186.83	34174.74	71477	601896	1913.70	-7936.29	12387860	272556854
Previous year	2273.13	42111.02	74268	645083	-1702.63	8424.18	7378353	149003546
<b>Grand Total</b>	<b>81397.00</b>	<b>708641.00</b>	<b>1083218</b>	<b>8829864</b>	<b>4051.68</b>	<b>59323.18</b>	<b>1072683911</b>	<b>3633703959</b>
Previous year (Total)	<b>77344.00</b>	<b>649302.00</b>	<b>1019805</b>	<b>8700276</b>	<b>7973.84</b>	<b>84838.03</b>	<b>72912186</b>	<b>875855171</b>

\*Wherever applicable





(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
492.77	4075.48	6455	53539	547.22	4508.37				
456.47	4528.01	6130	50637	529.04	5516.40				
77.94	657.82	448	4117	131.82	957.30				
63.14	621.47	421	3029	97.55	1097.79				
7.27	119.12	25	368	-45.90	181.89				
9.07	133.42	32	465	22.60	179.44				
85.21	776.94	473	4485	85.92	1139.19				
72.21	754.87	453	3494	120.15	1277.23				
0.00	3.07	0	1	61.74	64.81				
0.00	0.00	0	0	0.00	0.00				
166.48	1210.20	404	2914	159.96	2418.53				
142.74	1299.61	338	2672	229.90	2877.94				
1657.89	13231.71	94326	803126	986.74	7667.78				
1466.87	11533.26	85200	701240	932.29	6978.08				
2650.93	21277.77	141820	1170392	1457.68	10812.75				
2149.10	17054.70	131267	1081601	1209.18	8768.45				
4308.82	34509.47	141820	1170392	2444.42	18480.53				
3615.96	28587.95	131267	1081601	2141.48	15746.53				
58.45	552.30	664	6423	50.92	459.06				
55.86	527.78	762	6525	46.72	511.97				
0.05	2.54	6	37	1.21	4.65				
0.00	1.91	0	42	0.64	3.00				
0.00	11.86	0	6	11.79	18.95				
0.00	22.63	0	3	0.00	33.62				
2.04	26.97	38	579	14.91	105.89				
2.18	19.72	31	313	5.20	134.75				
60.54	593.66	708	7045	78.84	588.54				
58.04	572.03	793	6883	52.56	683.33				
64.84	462.21	4534	36245	69.94	668.90	7324	138742	74970	1119765
54.49	428.56	4496	35590	71.58	713.47	7438	135042	68095	1376086
604.24	6256.25	11043	84770	1208.90	39054.63	16674	2553229	152823	4472809
725.52	4200.45	10932	84333	1695.03	19778.16	43278	2189994	400657	4290584
1.86	12.36	42	350	4.44	44.36	112	1026	1219	14207
0.76	9.35	19	334	3.64	41.45	109	1288	1061	15629
606.10	6268.63	11085	85120	1213.34	39098.98	16786	2554255	154042	4487016
726.28	4209.82	10951	84667	1698.67	19819.60	43387	2191282	401718	4306213
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
622.31	4076.59	18749	143632	229.56	3086.78	1827	92486	23387	309522
-780.63	3916.94	20023	154136	-1020.55	2178.27	3064	42768	21406	326677
<b>6407.08</b>	<b>51976.25</b>	<b>184228</b>	<b>1503373</b>	<b>4890.93</b>	<b>70054.64</b>	<b>25937</b>	<b>2785483</b>	<b>252399</b>	<b>5916303</b>
<b>4345.55</b>	<b>44297.78</b>	<b>174451</b>	<b>1419680</b>	<b>3822.83</b>	<b>48812.77</b>	<b>53889</b>	<b>2369092</b>	<b>491219</b>	<b>6008976</b>



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	0.01	25.29	1.00	52.00	0.01	25.29	23.21	30856.14
Previous year	-0.51	67.83	2.00	65.00	-0.51	67.83	-1521.43	114111.43
Marine Cargo	0.00	0.69	0.00	3.00	0.00	0.69	0.00	670.31
Previous year	0.07	1.21	0.00	3.00	0.07	1.21	0.00	2526.88
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	0.00	0	0.00	0.00	0.00	0.00
Marine (Total)	0.00	0.69	0	3	0.00	0.69	0.00	670.31
Previous year (Total)	0.07	1.21	0	3	0.07	1.21	0.00	2526.88
Aviation	0.00	0.00	0	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	5.08	28.90	0.00	12.00	5.08	28.90	0.00	1027.60
Previous year	3.93	25.93	0.00	20.00	3.93	25.93	0.00	12100.49
Motor Own Damage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	1.90	11.85	32.00	138.00	1.90	11.85	334.26	1796.02
Motor Third party	3.97	57.93	107.00	1152.00	3.97	57.93	0.00	0.00
Previous year	4.72	10.63	90.00	356.00	4.72	10.63	0.00	0.00
Motor (Total)	3.97	57.93	107	1152	3.97	57.93	0.00	0.00
Previous year (Total)	6.62	22.49	90	356	6.62	22.49	334.26	1796.02
Workmen's compensation / Employer's liability	0.32	12.70	1.00	23.00	0.32	12.70	75.00	2965.66
Previous year	0.36	12.80	2.00	25.00	0.36	12.80	348.07	25405.48
Public Liability	0.14	13.47	1.00	23.00	0.14	13.47	344.00	9236.95
Previous year	0.14	13.11	1.00	15.00	0.14	13.11	344.00	8570.20
Product Liability								
Previous year								
Other Liability Covers	179.84	1518.02	37.00	363.00	179.84	1518.02	64097.30	483027.73
Previous year	127.46	1069.36	30.00	249.00	127.46	1069.36	33642.51	345927.00
Liability (Total)	180.30	1544.18	39	409	180.30	1544.18	64516.30	495230.34
Previous year (Total)	127.97	1095.27	33	289	127.97	1095.27	34334.58	379902.67
Personal Accident	1.38	31.68	1.00	23.00	1.38	31.68	5374.01	79746.12
Previous year	1.48	48.19	18.00	98.00	1.48	48.19	2415.70	97794.96
Medical Insurance	0.83	1.37	10.00	35.00	0.83	1.37	70.00	110.00
Previous year	0.85	1.02	14.00	17.00	0.85	1.02	20.00	20.00
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)	0.83	1.37	10	35	0.83	1.37	70.00	110.00
Previous year (Total)	0.85	1.02	14	17	0.85	1.02	20.00	20.00
Crop Insurance	0.00	0.00	0	0	0.00	0.00	0	0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
Credit Guarantee	4.20	37.39	1.00	7.00	4.20	37.39	1000.00	3694.33
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	0.00	44.54	0.00	33.00	0.00	44.54	0.00	22456.75
Previous year	97.61	371.24	6.00	55.00	97.61	371.24	34243.51	109883.75
<b>Grand Total</b>	<b>195.77</b>	<b>1771.97</b>	<b>159</b>	<b>1726</b>	<b>195.77</b>	<b>1771.97</b>	<b>70983.51</b>	<b>633791.59</b>
Previous year (Total)	<b>238.02</b>	<b>1633.19</b>	<b>163</b>	<b>903</b>	<b>238.02</b>	<b>1633.19</b>	<b>69826.62</b>	<b>718136.20</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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	20.05	0.00	9.00	0.00	0.00	0.00	0.00		
-0.55	52.80	0.00	9.00	0.00	0.00	0.00	0.00		
0.00	0.00	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	0.00	0.00	0.00	0.00		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.20	0	1	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		
1.64	20.99	0.00	5.00	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	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
2.05	22.65	89.00	184.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
2.05	22.65	89	184	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0.32	1.44	1	2	0.00	1.12	0	62		
0.00	1.52	0	1	0.00	2.00	0	104		
0.00	6.65	0.00	2.00	0	0	0	0		
0.14	0.14	1.00	1.00	0.00	0.00	0.00	0.00		
0	0	0	0	0	0	0	0		
0	0	0	0	0.00	0.00	0	0		
0.00	23.52	0.00	1.00	0	0	0	0		
0.00	20.04	0.00	2.00	0.00	0.00	0.00	0.00		
0.32	31.61	1	5	0.00	1.12	0	62		
0.14	21.70	1	4	0.00	2.00	0	104		
0.00	19.02	0	3	0.00	4.96	0.00	22286		
28.10	29.08	0	29	0.85	3.53	698	4110		
0.00	0.00	0	0	0.00	0.00	0.00	0.00		
0.00	0.00	0	0	0.00	0.00	0.00	0.00		
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	0		
0.00	0.00	0	0	0	0	0	0		
0.00	0.00	0	0	0	0	0	0		
0.00	0.00	0	0	0	0	0	0		
0.00	0.82	0	8	0.00	0.00	0.00	0.00		
-3.87	1.83	0	7	0.00	0.00	0.00	0.00		
<b>4.01</b>	<b>115.14</b>	<b>90</b>	<b>214</b>	<b>0.00</b>	<b>6.08</b>	<b>0</b>	<b>22348</b>		
<b>26.15</b>	<b>123.57</b>	<b>2</b>	<b>64</b>	<b>0.85</b>	<b>5.53</b>	<b>698</b>	<b>4214</b>		



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	425.49	15472.38	3618.00	30762.00	-386.26	1531.35	162605.94	29800997.70
Previous year	811.76	13941.04	3606.00	27189.00	-211.40	4635.66	1546510.85	25725726.27
Marine Cargo	201.11	3041.66	1398.00	13167.00	-40.90	616.18	713862.70	10210194.20
Previous year	242.01	2425.48	1298.00	16966.00	8.62	-1081.42	735063.02	9356457.11
Marine Hull (Including Onshore & Offshore oil energy)	0.00	140.89	0.00	7.00	-0.12	85.49	0.00	88949.35
Previous year	0.12	55.40	0.00	7.00	0.12	-13.12	0.00	9754.95
Marine (Total)	201.11	3182.55	1398	13174	-41.02	701.67	713862.70	10299143.55
Previous year (Total)	242.13	2480.87	1298	16973	8.74	-1094.55	735063.02	9366212.06
Aviation	8.87	249.93	0.00	23.00	-38.21	71.16	0.00	631400.43
Previous year	47.08	178.77	0.00	32.00	5.63	-151.35	0.00	820818.51
Engineering	459.00	6127.42	443.00	3471.00	-221.83	-1104.01	4392934.76	7137857.20
Previous year	680.83	7231.43	463.00	3215.00	44.43	5.38	3352114.29	5792608.95
Motor Own Damage	6636.42	57654.80	164288.00	1448036.00	488.76	2008.18	415125.89	3597546.58
Previous year	6147.66	55646.62	136998.00	1203349.00	284.13	3837.40	372744.80	3601763.93
Motor Third party	5637.33	48328.62	211199.00	1734060.00	1555.49	7233.23		
Previous year	4081.84	41095.40	156214.00	1302369.00	320.48	9419.49		
Motor (Total)	12273.75	105983.42	211199	1734060	2044.26	9241.40	415125.89	3597546.58
Previous year (Total)	10229.50	96742.02	156214	1302369	604.61	13256.89	372744.80	3601763.93
Workmen's compensation / Employer's liability	70.95	606.85	318.00	2474.00	8.91	41.08	13911.40	96266.61
Previous year	62.04	565.77	278.00	2081.00	14.66	140.43	8007.92	87551.63
Public Liability	5.99	132.27	39.00	457.00	-4.13	16.23	7350.84	139641.84
Previous year	10.13	116.04	48.00	466.00	-3.07	20.99	8678.54	88996.55
Product Liability	0.03	29.73	1.00	9.00	0.03	22.79	2.50	6182.23
Previous year	0.00	6.95	0.00	8.00	0.00	-0.73	0.00	3280.00
Other Liability Covers	78.24	2470.48	700.00	6220.00	20.17	-102.58	15598.90	776914.11
Previous year	58.07	2573.06	612.00	5535.00	38.90	1430.62	12214.00	736584.08
Liability (Total)	155.21	3239.33	1058	9160	24.97	-22.48	36863.64	1019004.78
Previous year (Total)	130.24	3261.81	938	8090	50.49	1591.30	28900.46	916412.27
Personal Accident	65.55	1393.08	8398.00	43654.00	-12.09	-479.03	115094.87	3115320.01
Previous year	77.64	1872.10	1682.00	12231.00	-47.50	-235.61	239900.69	4963278.57
Medical Insurance	3020.99	37299.50	25153.00	252418.00	1105.88	18584.89	5935739.17	66876154.43
Previous year	1915.11	18714.61	23989.00	114209.00	368.36	3912.12	53935725.69	414231139.35
Overseas Medical Insurance	247.88	2680.83	57986.00	552768.00	-6.72	27.41	1787769.73	22835503.75
Previous year	254.59	2653.42	59939.00	532670.00	-76.48	-185.30	5184361.54	29998191.58
Health (Total)	3268.86	39980.32	83139	805186	1099.17	18612.30	7723508.91	89711658.18
Previous year (Total)	2169.70	21368.02	83928	646879	291.88	3726.81	59120087.23	444229330.93
Crop Insurance	-0.92	2359.83	0.00	261.00	-0.92	2347.67	-45.78	24344.90
Previous year	0.00	12.17	0.00	9.00	0.00	12.17	0.00	202.48
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	2160.12	7885.60	3462.00	36680.00	222.90	1363.92	3893621.91	8067155.94
Previous year	1937.23	6521.68	4431.00	39464.00	816.05	2455.08	3661191.12	10394209.74
<b>Grand Total</b>	<b>19017.06</b>	<b>185873.86</b>	<b>312715</b>	<b>2676431</b>	<b>2690.97</b>	<b>32263.96</b>	<b>17453572.83</b>	<b>153404429.26</b>
Previous year (Total)	<b>16326.09</b>	<b>153609.90</b>	<b>252560</b>	<b>2056451</b>	<b>1562.91</b>	<b>24201.77</b>	<b>69056512.46</b>	<b>505810563.69</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	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
0.00	0.00	0	0	0.00	0.00	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		
-1.06	194.98	51.00	343.00	0.00	0.00	0.00	0.00		
16.30	144.65	4.00	202.00	0.00	0.00	0.00	0.00		
618.19	5395.45	14805.00	131665.00	0.00	0.00	0.00	0.00		
123.57	4954.22	2638.00	102968.00	0.00	0.00	0.00	0.00		
687.20	5428.80	6874.00	38897.00	0.00	0.00	0.00	0.00		
17.27	3758.73	286.00	5975.00	0.00	0.00	0.00	0.00		
1305.40	10824.25	14805	131665	0.00	0.00	0	0	0	0
140.83	8712.95	2638	102968	0.00	0.00	0	0	0	0
3.41	49.53	12.00	139.00	0.00	0.00	0.00	0.00		
-2.65	32.70	-12.00	148.00	0.00	0.00	0.00	0.00		
0.00	2.47	0.00	20.00	0.00	0.00	0.00	0.00		
-1.01	3.37	-2.00	48.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.57	14.29	44.00	346.00	0.00	0.00	0.00	0.00		
-0.82	32.21	-19.00	227.00	0.00	0.00	0.00	0.00		
3.98	66.29	56	505	0.00	0.00	0	0	0	0
-4.48	68.29	-33	423	0.00	0.00	0	0	0	0
5.36	135.10	1298.00	7426.00	0.00	0.00	0.00	0.00		
-0.17	86.01	48.00	829.00	0.00	0.00	0.00	0.00		
44.32	1945.13	258.00	2006.00	0.00	0.00	0.00	0.00	642827	5173777
1335.98	3578.82	-236.00	1857.00	0.00	0.00	0.00	0.00	1267329	4692332
14.40	120.23	5214.00	43494.00	0.00	0.00	0.00	0.00	59867	234926
-19.62	128.72	646.00	28528.00	0.00	0.00	0.00	0.00	7578	72048
58.72	2065.36	5472	45500	0.00	0.00	0	0	702694	5408703
1316.36	3707.54	410	30385	0.00	0.00	0	0	1274907	4764380
-0.92	2359.83	0.00	261.00	0.00	0.00	0.00	0.00		
0.00	12.17	0.00	9.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
8.46	266.67	442.00	5445.00	9.25	215.83	4512.00	295737.00		
-163.31	118.91	176.00	4932.00	13.09	179.10	1905.00	238865.00		
<b>1379.94</b>	<b>15912.48</b>	<b>22124</b>	<b>191145</b>	<b>9.25</b>	<b>215.83</b>	<b>4512</b>	<b>295737</b>	<b>702694</b>	<b>5408703</b>
<b>1305.53</b>	<b>12850.53</b>	<b>3243</b>	<b>139748</b>	<b>13.09</b>	<b>179.10</b>	<b>1905</b>	<b>238865</b>	<b>1274907</b>	<b>4764380</b>



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	263.26	5469.89	2417.00	25440.00	26.22	-2178.08	416096.89	9528585.89
Previous year	237.04	7647.97	2518.00	22285.00	42.23	3867.77	261949.76	7836323.33
Marine Cargo	285.86	2100.47	4457.00	39735.00	136.76	87.14	455177.97	4808135.15
Previous year	149.10	2013.33	3526.00	32452.00	-200.06	22.31	272539.06	4923308.59
Marine Hull (Including Onshore & Offshore oil energy)	0.00	121.60	0.00	8.00	0.00	121.89	0.00	18823.57
Previous year	0.00	-0.29	0.00	0.00	0.00	-0.29	0.00	0.00
Marine (Total)	285.86	2222.07	4457	39743	136.76	209.03	455177.97	4826958.72
Previous year (Total)	149.10	2013.04	3526	32452	-200.06	22.02	272539.06	4923308.59
Aviation							0.00	
Previous year							0.00	
Engineering	262.68	2658.60	93.00	1017.00	-58.39	-39.13	37316.81	904665.31
Previous year	321.07	2697.73	98.00	854.00	-17.44	12.72	101086.24	718515.80
Motor Own Damage	6103.89	54003.78	86139.00	723672.00	-773.50	-4984.62	305671.50	2662248.42
Previous year	6877.39	58988.40	85219.00	762565.00	309.22	2841.16	317929.24	2816900.45
Motor Third party	2539.40	22467.20	1696.00	14160.00	257.93	2483.71		
Previous year	2281.47	19983.49	476.00	5801.00	-169.37	843.53		
Motor (Total)	8643.30	76470.98	86139	723672	-515.57	-2500.90	305671.50	2662248.42
Previous year (Total)	9158.87	78971.89	85219	762565	139.85	3684.69	317929.24	2816900.45
Workmen's compensation / Employer's liability	24.21	279.83	89.00	891.00	-1.84	35.74	3527.55	53790.51
Previous year	26.05	244.08	102.00	623.00	11.54	50.24	3168.16	39417.12
Public Liability	16.54	825.69	17.00	337.00	-28.11	-208.19	10842.14	194225.47
Previous year	44.65	1033.89	26.00	314.00	15.18	300.56	10958.34	177218.14
Product Liability	3.06	141.79	2.00	41.00	-7.45	-9.34	1238.58	41540.24
Previous year	10.51	151.13	6.00	44.00	1.54	-41.19	2947.07	43963.71
Other Liability Covers								
Previous year								
Liability (Total)	43.82	1247.31	108	1269	-37.39	-181.79	15608.28	289556.22
Previous year (Total)	81.21	1429.10	134	981	28.26	309.61	17073.57	260598.98
Personal Accident	261.70	3088.44	10859.00	119871.00	-27.15	-593.71	1739367.68	19072950.97
Previous year	288.85	3682.15	9580.00	121624.00	3.89	993.68	332782.20	17552435.60
Medical Insurance	1408.66	16387.12	28962.00	209004.00	-311.27	816.09	244495.13	2326011.44
Previous year	1719.93	15571.03	18569.00	183842.00	509.31	-1573.10	183857.17	4169738.53
Overseas Medical Insurance								
Previous year								
Health (Total)	1408.66	16387.12	28962	209004	-311.27	816.09	244495.13	2326011.44
Previous year (Total)	1719.93	15571.03	18569	183842	509.31	-1573.10	183857.17	4169738.53
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	86.70	1106.35	1385.00	11940.00	33.25	-181.38	184037.00	1645039.11
Previous year	53.45	1287.73	872.00	7324.00	-130.26	-1147.20	27564.58	926373.54
<b>Grand Total</b>	<b>11255.97</b>	<b>108650.76</b>	<b>134420</b>	<b>1131956</b>	<b>-753.55</b>	<b>-4649.88</b>	<b>3397771.27</b>	<b>41256016.07</b>
Previous year (Total)	<b>12009.51</b>	<b>113300.64</b>	<b>120516</b>	<b>1131927</b>	<b>375.79</b>	<b>6170.19</b>	<b>1514781.83</b>	<b>39204194.82</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
1.27	32.00	29.00	1147.00						
2.77	29.33	241.00	1726.00						
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						
0.51	1.36	2.00	8.00						
209.42	5926.28	1712.00	47178.00						
572.93	4382.36	4013.00	37964.00						
209.42	5926.28	1712	47178	0.00	0.00	0	0		
572.93	4382.36	4013	37964	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	0		
6.28	115.99	942.00	17238.00	0.51	5.79	1955.00	13393.00		
13.73	282.33	634.00	29657.33	0.01	0.37	35.00	1068.00		
8.47	3356.15	388.00	18685.00	0.03	3245.35	18.00	1259580.00	52693.50	668183.50
642.37	3093.80	787.00	33927.00	530.25	2253.37	162547.00	812568.00	345382.00	3065247.00
8.47	3356.15	388	18685	0.03	3245.35	18	1259580	52694	668184
642.37	3093.80	787	33927	530.25	2253.37	162547	812568	345382	3065247
105.74	1718.28	1153.00	22455.00	0.00	0.00	0.00	0.00		
306.80	3392.05	4296.00	46887.00	0.00	0.00	0.00	0.00		
<b>331.18</b>	<b>11148.69</b>	<b>4224</b>	<b>106703</b>	<b>0.53</b>	<b>3251.14</b>	<b>1973</b>	<b>1272973</b>	<b>52694</b>	<b>668184</b>
<b>1539.12</b>	<b>11181.22</b>	<b>9973</b>	<b>150169</b>	<b>530.26</b>	<b>2253.74</b>	<b>162582</b>	<b>813636</b>	<b>345382</b>	<b>3065247</b>



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	3579.30	32112.68	24922.00	227356.00	1054.73	10940.68	2643926.36	28139021.63
Previous year	2524.57	21172.00	22720.00	185610.00	1187.95	11112.55	1678029.64	16240691.74
Marine Cargo	42.48	740.93	365.00	2188.00	-10.27	218.14	204952.69	2627262.71
Previous year	52.75	522.79	110.00	846.00	47.34	431.64	71638.96	1101374.34
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)	42.48	740.93	365	2188	-10.27	218.14	204952.69	2627262.71
Previous year (Total)	52.75	522.79	110	846	47.34	431.64	71638.96	1101374.34
Aviation	0.00	361.56	0.00	51.00	0.00	-1300.15	0.00	120382.01
Previous year	0.00	1661.71	0.00	94.00	0.00	61.08	0.00	314697.61
Engineering	137.71	1504.41	342.00	2510.00	9.46	-46.30	160487.17	1162855.04
Previous year	128.25	1550.71	288.00	1990.00	46.65	986.47	79191.82	1220083.50
Motor Own Damage	2153.00	17556.79	38553.00	299110.00	574.46	7703.79	522240.44	3284140.12
Previous year	1578.54	9853.00	27476.00	164657.00	1310.19	8738.57	122280.28	726012.40
Motor Third party	1836.12	14365.74	333.00	2061.00	814.25	8470.57		
Previous year	1021.87	5895.17	88.00	472.00	947.09	5665.23		
Motor (Total)	3989.12	31922.53	38553	299110	1388.71	16174.36	522240.44	3284140.12
Previous year (Total)	2600.41	15748.17	27476	164657	2257.28	14403.80	122280.28	726012.40
Workmen's compensation / Employer's liability	17.76	148.40	55.00	446.00	8.14	69.32	2380.89	20767.91
Previous year	9.62	79.08	26.00	168.00	9.39	78.85	1040.37	8566.77
Public Liability	0.00	2.07	0.00	5.00	0.00	1.11	0.00	3826.18
Previous year	0.00	0.96	0.00	5.00	0.00	0.96	0.00	3480.00
Product Liability	13.73	13.73	2.00	2.00	13.73	13.73	7300.00	7300.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Liability Covers	4.13	98.73	17.00	159.00	-11.25	23.48	1861.00	43045.66
Previous year	15.38	75.25	8.00	71.00	15.38	75.25	9595.00	66625.75
Liability (Total)	35.62	262.93	74	612	10.62	107.64	11541.89	74939.75
Previous year (Total)	25.00	155.29	34	244	24.77	155.06	10635.37	78672.52
Personal Accident	1492.09	11923.67	375.00	2497.00	226.26	5864.81	3389639.28	35284587.17
Previous year	1265.83	6058.86	69.00	363.00	1265.49	5484.59	421893.60	7880142.18
Medical Insurance	227.06	1031.17	4525	13102	182.00	463.56	12673.32	56236.90
Previous year	45.06	567.61	62	794	27.95	271.48	1260.50	13856.95
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)	227.06	1031.17	4525	13102	182.00	463.56	12673.32	56236.90
Previous year (Total)	45.06	567.61	62	794	27.95	271.48	1260.50	13856.95
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	277.73	2647.26	24678.00	222625.00	125.49	742.92	665229.51	21406975.52
Previous year	152.24	1904.34	19848.00	110772.00	100.04	1241.03	3386502.31	19687566.22
<b>Grand Total</b>	<b>9781.11</b>	<b>82507.14</b>	<b>93834</b>	<b>770051</b>	<b>2987.00</b>	<b>33165.66</b>	<b>7610690.66</b>	<b>92156400.86</b>
Previous year (Total)	<b>6794.11</b>	<b>49341.48</b>	<b>70607</b>	<b>465370</b>	<b>4957.47</b>	<b>34147.70</b>	<b>5771432.48</b>	<b>47263097.46</b>

\*Wherever applicable





(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
767.79	8651.62	10196.00	99587.00	0.00	0.00	0.00	0.00		
1033.74	6058.71	9943.00	70850.00	0.00	0.00	0.00	0.00		
0.00	41.17	0.00	138.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	41.17	0	138	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		
9.35	378.93	76.00	880.00	0.00	0.00	0.00	0.00		
26.93	258.74	64.00	548.00	0.00	0.00	0.00	0.00		
823.63	6057.01	15440.00	112830.00	116.18	223.20	5078.00	9466.00		
642.83	2218.46	12527.00	40863.00	0.00	0.00	0.00	0.00		
755.93	5461.34	110.00	514.00	112.13	207.60	5.00	10.00		
462.13	1307.74	14.00	16.00	0.00	0.00	0.00	0.00		
1579.56	11518.35	15440	112830	228.31	430.80	5083	9476		
1104.96	3526.20	12527	40863	0.00	0.00	0	0		
0.74	16.71	6.00	66.00	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	0.59	0.00	2.00	0.00	0.00	0.00	0.00		
0.00	0.61	0.00	2.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.05	3.09	1.00	22.00	0.00	0.00	0.00	0.00		
0.00	1.89	0.00	5.00	0.00	0.00	0.00	0.00		
0.79	20.39	7	90	0.00	0.00	0	0		
1.79	20.19	3	44	0.00	0.00	0	0		
0.00	17.57	0.00	11.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
38.04	241.27	1254.00	6949.00	0.00	0.00	0.00	0.00	10719.00	50824.00
0.42	1.57	20.00	68.00	0.00	0.00	0.00	0.00	2166.00	23488.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
38.04	241.27	1254	6949	0.00	0.00	0	0	10719	50824
0.42	1.57	20	68	0.00	0.00	0	0	2166	23488
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
103.92	600.69	12353.00	66936.00	11.62	117.05	7841.00	81260.00		
69.22	373.61	10727.00	34054.00	0.00	0.00	0.00	0.00		
<b>2499.45</b>	<b>21470.01</b>	<b>39326</b>	<b>287421</b>	<b>239.93</b>	<b>547.85</b>	<b>12924</b>	<b>90736</b>	<b>10719</b>	<b>50824</b>
<b>2237.06</b>	<b>10239.02</b>	<b>33284</b>	<b>146427</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>2166</b>	<b>23488</b>



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	101.63	849.30	928	5262	38.85	101.12	96088.00	1530187.82
Previous year	62.78	748.19	464	1860	-63.63	158.25	99872.87	1787311.45
Marine Cargo	2.37	63.91	88	560	-0.29	-83.27	3793.63	80556.38
Previous year	2.65	147.18	190	1513	-1.65	22.88	3893.73	306124.49
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)	2.37	63.91	88	560	-0.29	-83.27	3793.63	80556.38
Previous year (Total)	2.65	147.18	190	1513	-1.65	22.88	3893.73	306124.49
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	60.98	445.21	155	1137	18.49	141.86	-2875.80	235110.98
Previous year	42.49	303.35	93	432	4.77	7.00	11596.59	248373.84
Motor Own Damage	4297.88	37885.63	120283	1059524	-859.50	-3451.65	401551.65	3768353.99
Previous year	5157.38	41337.28	132743	1143631	271.28	5057.06	502471.49	4040916.75
Motor Third party	7464.91	70583.03	124481	1099845	-619.03	4926.92		
Previous year	8083.94	65656.11	137780	1180031	1446.68	17460.64		
Motor (Total)	11762.79	108468.65	124481	1099845	-1478.53	1475.26	401551.65	3768353.99
Previous year (Total)	13241.32	106993.39	137780	1180031	1717.96	22517.70	502471.49	4040916.75
Workmen's compensation / Employer's liability	10.67	82.09	115	752	5.27	56.79	275.50	1781.46
Previous year	5.39	25.29	55	215	4.18	2.45	110.26	603.17
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	0.43	23.49	14	100	0.18	4.89	232.00	25076.00
Previous year	0.25	18.60	8	65	0.11	-2.39	154.00	24662.50
Liability (Total)	11.10	105.58	129	852	5.45	61.68	507.50	26857.46
Previous year (Total)	5.65	43.90	63	280	4.29	0.06	264.26	25265.67
Personal Accident	21.09	343.48	5762	17617	7.51	60.97	15920.78	525931.50
Previous year	13.57	282.52	1357	7618	6.55	41.33	8940.67	346699.93
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	99.74	452.85	430	3401	91.85	149.44	11309.05	892059.72
Previous year	7.88	303.41	332	1557	-10.74	71.78	13988.04	1501091.69
<b>Grand Total</b>	<b>12059.69</b>	<b>110728.99</b>	<b>131973</b>	<b>1128674</b>	<b>-1316.66</b>	<b>1907.06</b>	<b>526294.80</b>	<b>7059057.86</b>
Previous year (Total)	<b>13376.35</b>	<b>108821.93</b>	<b>140279</b>	<b>1193291</b>	<b>1657.56</b>	<b>22818.99</b>	<b>641027.65</b>	<b>8255783.81</b>

\*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	1,436	25,997	10,968	90,537		-	4,851,164	171,121,851
Previous year	1,299	20,396	10,411	48,399	-	-	8,260,246	116,966,695
Marine Cargo	1,419	16,962	1,714	25,268		-	417,340	4,845,123
Previous year	1,363	15,933	3,512	33,462	-	-	420,058	5,163,666
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	1,419	16,962	1,714	25,268	-	-	417,340	4,845,123
Previous year (Total)	1,363	15,933	3,512	33,462	-	-	420,058	5,163,666
Aviation	67	248	-	5		-	-	564,080
Previous year	-	84	-	7	-	-	-	1,450,549
Engineering	147	5,406	65	920		-	1,964,242	29,217,747
Previous year	367	4,589	101	825	-	-	1,522,401	16,831,018
Motor Own Damage	5,513	51,080	109,873	1,036,096		-	342,447	3,164,120
Previous year	5,838	51,790	204,700	1,358,256	-	-	384,631	2,961,260
Motor Third party	2,826	26,194	109,873	1,036,096		-	-	-
Previous year	3,208	20,516	204,700	1,358,256	-	-	-	-
Motor (Total)	8,339	77,275	109,873	1,036,096	-	-	342,447	3,164,120
Previous year (Total)	9,046	72,306	204,700	1,358,256	-	-	384,631	2,961,260
Workmen's compensation / Employer's liability	150	1,574	43	462		-	41,813	708,095
Previous year	178	1,439	39	321	-	-	12,242	403,273
Public Liability	380	2,578	44	458		-	278,142	2,327,409
Previous year	228	2,281	41	442	-	-	224,070	4,289,701
Product Liability	15	496	9	89		-	53,512	442,581
Previous year	21	409	7	75	-	-	40,204	737,444
Other Liability Covers	3,189	12,192	848	7,427		-	914,064	5,469,338
Previous year	2,896	10,768	879	6,694	-	-	725,864	4,280,756
Liability (Total)	3,734	16,841	944	8,436	-	-	1,287,531	8,947,423
Previous year (Total)	3,323	14,897	966	7,532	-	-	1,002,381	9,711,174
Personal Accident	930	11,484	22,520	142,476		-	9,807,377	85,488,452
Previous year	753	9,326	12,008	45,030	-	-	7,630,598	79,286,888
Medical Insurance	418	7,092	26,297	249,689		-	719,427	3,998,030
Previous year	1,106	5,753	4,299	11,293	-	-	398,906	1,295,407
Overseas Medical Insurance	837	9,840	18,427	184,302		-	7,603,452	65,194,029
Previous year	707	6,564	38,425	374,136	-	-	12,316,074	120,337,656
Health (Total)	1,255	16,932	44,724	433,991	-	-	8,322,879	69,192,059
Previous year (Total)	1,814	12,317	42,724	385,429	-	-	12,714,980	121,633,063
Crop Insurance	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	419	4,493	3,949	28,885		-	24,440	2,054,147
Previous year	739	4,248	4,917	45,330	-	-	34,151	1,391,895
<b>Grand Total</b>	<b>17,747</b>	<b>175,638</b>	<b>194,757</b>	<b>1,766,614</b>	-	-	<b>27,017,420</b>	<b>374,595,002</b>
Previous year (Total)	<b>18,704</b>	<b>154,095</b>	<b>279,339</b>	<b>1,924,270</b>	-	-	<b>31,969,446</b>	<b>355,396,207</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
168	2,337	1,129	11,264		-		-		
136	1,710	1,437	5,784	-	-	-	-	-	-
157	1,965	188	1,297		-		-		
211	1,976	147	1,422	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
157	1,965	188	1,297	-	-	-	-	-	-
211	1,976	147	1,422	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
7	115	15	134		-		-		
48	179	5	43	-	-	-	-	-	-
1,822	15,430	26,640	250,388		-		-		
2,040	12,592	58,004	332,000	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
1,822	15,430	26,640	250,388	-	-	-	-	-	-
2,040	12,592	58,004	332,000	-	-	-	-	-	-
3	66	5	59		-		-		
1	37	3	22	-	-	-	-	-	-
44	934	102	952		-		-		
35	705	102	769	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
47	1,000	107	1,011	-	-	-	-	-	-
36	742	105	791	-	-	-	-	-	-
183	1,259	9,183	51,739	-	4,631	-	1,905,392		
92	690	3,641	8,332	1,219	4,399	859,766	2,945,849	-	-
76	5,042	3,822	27,663		-		-		
476	3,732	1,310	2,583	-	-	-	-	-	-
41	497	386	3,674		-		-		
38	362	1,897	17,211	-	-	-	-	-	-
118	5,539	4,208	31,337	-	-	-	-	-	-
515	4,094	3,207	19,794	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
53	1,557	2,927	17,534		-		-		
82	1,164	3,562	34,962	-	-	-	-	-	-
<b>2,555</b>	<b>29,202</b>	<b>44,397</b>	<b>364,704</b>	-	<b>4,631</b>	-	<b>1,905,392</b>	-	-
<b>3,161</b>	<b>23,145</b>	<b>70,108</b>	<b>403,128</b>	<b>1,219</b>	<b>4,399</b>	<b>859,766</b>	<b>2,945,849</b>	-	-



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	9850.07	99227.97	51272.00	495550.00	3055.54	4633.33	107209065.47	865051913.97
Previous year	6794.53	94594.64	52444.00	500846.00			120274267.66	812750964.64
Marine Cargo	3039.62	23873.67	21057.00	206524.00	634.75	115.23	52180986.19	379894062.90
Previous year	2404.87	23758.44	22265.00	205434.00			15765711.53	175418455.12
Marine Hull (Including Onshore & Offshore oil energy)	2832.77	29523.13	640.00	7160.00	304.29	5668.76	7247279.81	121502180.03
Previous year	2528.48	23854.37	880.00	8053.00			13406654.61	182207735.74
Marine (Total)	5872.39	53396.80	21697.00	213684.00	939.04	5783.99	59428266.00	501396242.93
Previous year (Total)	4933.35	47612.81	23145.00	213487.00	0.00	0.00	29172366.14	357626190.86
Aviation	135.97	7574.39	49.00	574.00	26.71	-950.02	101534834.17	231686750.59
Previous year	109.26	8524.41	54.00	592.00			-459394.18	151222597.01
Engineering	3264.49	29874.69	1634.00	45226.00	152.40	134.12	22847745.28	172675324.13
Previous year	3112.09	29740.57	5129.00	49231.00			13201071.61	102338080.70
Motor Own Damage	20443.75	168040.40	664026.00	5612948.00	4076.66	29323.21	12184240.02	32354094.75
Previous year	16367.09	138717.19	576362.00	5119578.00			9826736.50	72192313.27
Motor Third party	20023.49	164867.86	744973.00	6004246.00	5443.95	33342.68		
Previous year	14579.54	131525.18	721819.00	5798347.00				
Motor (Total)	40467.24	332908.26	744973.00	6004246.00	9520.61	62665.89	12184240.02	32354094.75
Previous year (Total)	30946.63	270242.37	721819.00	5798347	0.00	0.00	9826736.50	72192313.27
Workmen's compensation / Employer's liability	698	6585	4285	51191	52	1171	124010	1227367
Previous year	645	5414	10168	59280			84468	1460290
Public Liability	7	94	117	590	-43	-212	1316	6007
Previous year	50	306	85	460			28266	42074
Product Liability	9	515	8	156	-3	-4	304	6807
Previous year	13	519	5	59			10961	12703
Other Liability Covers	835	12362	5097	67108	112	1480	90259653	92996495
Previous year	723	10882	5620	60931			235240	2207599
Liability (Total)	1548.98	19556.74	9507	119045	117.43	2435.55	90385282.92	94236675.26
Previous year (Total)	1431.55	17121.19	15878	120730	0.00	0.00	358935.27	3722666.23
Personal Accident	878.09	12607.07	43551.00	389027	81.41	-214.62	31440823.87	576788674.12
Previous year	796.68	12821.69	47052.00	397336			-65792377.27	204744417.82
Medical Insurance	31136.64	243666.59	122358.00	1129035	3009.08	32703.56	448757788.99	742212068.75
Previous year	28127.56	210963.03	133397.00	1134246			22017864.96	205358985.21
Overseas Medical Insurance	-48.33	723.96	2071.00	24084	-69.94	6.87	52591.15	215682.82
Previous year	21.61	717.09	2542.00	22628			2278584.44	3078486.84
Health (Total)	31088.31	244390.55	124429	1153119	2939.14	32710.43	448810380.14	742427751.57
Previous year (Total)	28149.17	211680.12	135939	1156874	0.00	0.00	24296449.40	208437472.05
Crop Insurance	0.00	0.00	0.00	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0	0.00	0.00	0.00	0.00
Credit Guarantee	-107.98	10.78	-10.00	3	-118.24	-11.96	-192500.00	3500
Previous year	10.26	22.74	10.00	13	0.00	0.00	1138066.73	1149567
All Other Miscellaneous	4750.58	40181.63	73240.00	854364	-685.64	117.45	14821526.18	358009234.73
Previous year	5436.22	40064.18	105665.00	747623	0.00	0.00	23524509.02	276954789.62
<b>Grand Total</b>	<b>97748.14</b>	<b>839728.88</b>	<b>1070342</b>	<b>9274838</b>	<b>16028.40</b>	<b>107304.16</b>	<b>888469664.05</b>	<b>3574630162.05</b>
Previous year (Total)	<b>81719.74</b>	<b>732424.72</b>	<b>1107135</b>	<b>8985079</b>	<b>0.00</b>	<b>0.00</b>	<b>155540630.88</b>	<b>2191139058.93</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
787.87	9175.41	4915.00	56957.00	171.42	2362.38	0.00	0.00		
1105.57	10060.23	4199.00	62102.00	339.95	3269.59	0.00	0.00		
85.58	2267.56	1942.00	14589.00	447.09	1045.19	0.00	0.00		
309.22	2702.43	1847.00	13633.00	423.24	1275.68	0.00	0.00		
12.80	293.70	-29.00	362.00	-1.17	45.40	0.00	0.00		
16.56	164.09	49.00	397.00	2.87	17.37	0.00	0.00		
98.38	2561.26	1913.00	14951.00	445.92	1090.59	0.00	0.00		
325.78	2866.52	1896.00	14030.00	426.11	1293.05	0.00	0.00		
0.00	1.34	0.00	0.00	0.00	0.00	0.00	0.00		
-0.76	11.61	0.00	0.00	0.00	0.00	0.00	0.00		
254.46	2249.92	424.00	6358.00	48.66	799.24	0.00	0.00		
82.57	2361.98	1020.00	5159.00	-50.58	857.87	0.00	0.00		
3719.62	36253.46	57653.00	630566.00	360.56	5250.62	43735.00	393196.00		
3916.10	35578.66	54925.00	556741.00	500.47	5718.50	7721.00	59283.00		
7217.03	49600.75	71571.00	674288.00	390.03	6142.87	95809.00	538445.00		
3667.40	37740.96	59019.00	554989.00	427.51	5611.59	8185.00	50834.00		
10936.65	85854.21	71571.00	674288.00	750.59	11393.49	139544.00	931641.00		
7583.50	73319.62	59019	554989	927.98	11330.09	15906	110117		
-75	872	-72	3496	107	506	1695	18579		
117	883	603	8197	-1	224	910	10064		
-1	1	0	10	0	0	0	0		
0	2	3	14	0	0	0	0		
0	4	2	23	0	0	0	0		
5	15	3	18	0	2	0	0		
187	1789	1823	16112	-55	500	766	7198		
244	1865	36280	48539	88	690	10810	22345		
111.64	2666.59	1753	19641	51.97	1006.39	2461	25777		
366.36	2764.47	36889	56768	87.29	916.12	11720	32409		
101.32	1142.81	3853.00	40844	160.65	828.23	25674.00	388854		
92.99	1266.64	4053.00	43341	-268.35	1836.58	221355.00	6058559		
1611.09	24176.25	6198.00	68304	6292.57	14825.71	938064.00	19718098	4233921	28346305
830.49	21610.40	5540.00	59757	549.90	7677.55	155732.00	48574745	935713	60172666
10.29	44.56	-175.00	1108	0.74	56.71	193.00	2311	2033	21426
-2.38	32.93	93.00	695	13.15	62.08	101.00	1638	3595	18601
1621.38	24220.81	6023	69412	6293.31	14882.42	938257	19720409	4235954	28367731
828.11	21643.33	5633	60452	563.05	7739.63	155833	48576383	939308	60191267
0.00	0	0.00	0	0.00	0	0.00	0		
14.52	15	0.00	0	0.27	0	0.00	0		
0.00	0	0.00	0	0.00	0	0.00	0		
0.00	0	0.00	0	0.00	0	0.00	0		
-2428.17	8016	-49966.00	171213	-13.52	2296.43	204546.00	3919508		
1443.99	9671	17858.00	187278	328.36	3045.88	39072.00	3287649		
<b>11483.53</b>	<b>135887.91</b>	<b>40486</b>	<b>1053664</b>	<b>7909.00</b>	<b>34659.17</b>	<b>1310482</b>	<b>24986189</b>		
<b>11842.63</b>	<b>123980.16</b>	<b>130567</b>	<b>984119</b>	<b>2354.08</b>	<b>30289.08</b>	<b>443886</b>	<b>58065117</b>		



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	4686.56	77638.99	41336	386764	777.20	8053.55	7572130.55	211614778.46
Previous year	3909.36	69585.44	39995	371400				
Marine Cargo	1480.39	19301.89	14366	128407	-602.20	-1872.89	4499416.13	54245509.77
Previous year	2082.59	21174.78	13736	132805				
Marine Hull (Including Onshore & Offshore oil energy)	1610.11	17521.76	274	4205	-669.52	561.25	2350223.99	16234581.69
Previous year	2279.63	16960.51	356	3960				
Marine (Total)	3090.50	36823.65	14640	132612	-1271.72	-1311.64	6849640.12	70480091.46
Previous year (Total)	4362.22	38135.29	14092	136765				
Aviation	476.60	8584.10	70	320	300.14	1634.42	6657402.59	13481823.25
Previous year	176.46	6949.68	38	294				
Engineering	2616.54	25619.03	3448	30389	-423.50	1650.46	1550445.59	16844867.41
Previous year	3040.04	23968.57	3831	31148				
Motor Own Damage	9824.11	84748.78	485844	4336291	148.94	2286.68	678460.31	5713898.41
Previous year	9675.17	82462.10	460019	4169706				
Motor Third party	12665.86	106954.31	672018	5809390	2321.75	14859.88	0.00	0.00
Previous year	10344.11	92094.43	637058	5601550				
Motor (Total)	22489.97	191703.09	672018	5809390	2470.69	17146.56	678460.31	5713898.41
Previous year (Total)	20019.28	174556.53	637058	5601550				
Workmen's compensation / Employer's liability	633.36	6026.30	5553	49056	-12.79	289.88	12757.24	109553.12
Previous year	646.15	5736.42	5130	48100				
Public Liability	4.55	62.95	27	295	2.14	-4.45	408822.16	8533954.67
Previous year	2.41	67.40	21	310				
Product Liability	78.01	665.82	6	88	65.23	228.14	117663.41	2630694.90
Previous year	12.78	437.68	8	76				
Other Liability Covers	212.21	2530.07	2792	26628	-10.73	43.33	509280.59	12124177.17
Previous year	222.94	2486.74	2895	27391				
Liability (Total)	928.13	9285.14	8378	76067	43.85	556.90	1048523.40	23398379.86
Previous year (Total)	884.28	8728.24	8054	75877				
Personal Accident	920.87	9109.78	76067	616738	-182.34	-155.35	1784310.44	16244055.87
Previous year	1103.21	9265.13	73244	637988				
Medical Insurance	13834.53	125676.34	103988	836226	3314.84	18501.72	606167.67	4629184.16
Previous year	10519.69	107174.62	95592	763682				
Overseas Medical Insurance	40.83	547.79	1191	15539	0.66	55.99	105103.71	1426130.14
Previous year	40.17	491.80	1112	14283				
Health (Total)	13875.36	126224.13	105179	851765	3315.50	18557.71	711271.38	6055314.30
Previous year (Total)	10559.86	107666.42	96704	777965				
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	8377.86	44869.07	70067	606701	2373.95	7059.98	5048690.10	50160912.15
Previous year	6003.91	37809.09	67091	606973				
<b>Grand Total</b>	<b>57462.39</b>	<b>529856.98</b>	<b>991203</b>	<b>8510746</b>	<b>7403.77</b>	<b>53192.59</b>	<b>31900874.48</b>	<b>413994121.17</b>
Previous year (Total)	<b>50058.62</b>	<b>476664.39</b>	<b>940107</b>	<b>8239960</b>			<b>0.00</b>	<b>0.00</b>

\*Wherever applicable





(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
542.95	5585.61	8796	77001	0.00	0.00	0	0	0	0
410.24	4391.36	8250	71681	0.00	0.00	0	0	0	0
126.66	910.40	926	7388	0.00	0.00	0	0	0	0
97.60	788.87	620	6102	0.00	0.00	0	0	0	0
11.11	101.58	58	969	0.00	0.00	0	0	0	0
13.31	108.75	58	927	0.00	0.00	0	0	0	0
137.77	1011.98	984	8357	0.00	0.00	0	0	0	0
110.91	897.62	678	7029	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
178.46	1129.09	527	4403	0.00	0.00	0	0	0	0
109.63	883.71	1128	6270	0.00	0.00	0	0	0	0
1964.75	16700.99	100657	881572	0.00	0.00	0	0	0	0
1781.19	15520.66	88019	811023	0.00	0.00	0	0	0	0
2937.93	24581.50	147497	1232891	0.00	0.00	15132	42680	79808	729321
2237.14	19844.81	126493	1121842	0.00	0.00	15150	294564	53257	672556
4902.68	41282.49	147497	1232891	0.00	0.00	15132	42680	79808	729321
4018.33	35365.47	126493	1121842	0.00	0.00	15150	294564	53257	672556
97.00	936.32	1018	8867	155.34	1532.39	0	0	0	0
95.78	800.53	913	8365	163.42	1430.22	0	0	0	0
0.18	1.99	2	18	0.00	0.00	0	0	0	0
0.29	3.18	5	26	0.00	0.00	0	0	0	0
0.11	2.21	1	4	0.00	0.00	0	0	0	0
0.15	0.74	2	4	0.00	0.00	0	0	0	0
44.64	246.23	251	2413	0.00	0.00	0	0	0	0
31.34	206.69	240	2363	0.00	0.00	0	0	0	0
141.93	1186.75	1272	11302	155.34	1532.39	0	0	0	0
127.56	1011.14	1160	10758	163.42	1430.22	0	0	0	0
152.98	768.19	15803	113962	146.75	2201.02	72	3538	919	22620
154.80	849.47	15803	125206	190.18	2311.05	74	3347	1502	19232
499.03	3955.27	6371	55908	1976.33	18897.30	39	318	154	1228
430.29	3161.18	6371	48956	1919.52	17798.87	40	320	152	1230
0.86	20.34	79	641	0.00	0.00	0	0	0	0
1.53	22.23	79	618	0.00	0.00	0	0	0	0
499.89	3975.61	6450	56549	1976.33	18897.30	39	318	154	1228
431.82	3183.41	6450	49574	1919.52	17798.87	40	320	152	1230
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
1209.47	9569.69	23781	203949	5496.14	17103.32	7443	9359	7682	11482
1385.96	7629.47	23781	198890	2767.03	13146.47	7063	40114	7420	41446
<b>7766.13</b>	<b>64509.41</b>	<b>205110</b>	<b>1708414</b>	<b>7774.56</b>	<b>39734.03</b>	<b>22686</b>	<b>55895</b>	<b>88563</b>	<b>764651</b>
<b>6749.25</b>	<b>54211.65</b>	<b>183743</b>	<b>1591250</b>	<b>5040.15</b>	<b>34686.61</b>	<b>22327</b>	<b>338345</b>	<b>62331</b>	<b>734464</b>



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	7103.94	90029.91	70368	662081	-196.34	5799.57	7696576	97540531
Previous year	7300.28	84230.34	71082	620327	234.28	12261.34	7909296	91257139
Marine Cargo	2906.35	23566.73	23384	194566	26.62	-1013.34	6164051	49982461
Previous year	2879.73	24580.07	21456	195552	347.73	370.07	6107593	52131644
Marine Hull (Including Onshore & Offshore oil energy)	2231.23	26971.14	1278	15927	-255.68	3158.41	802601	9701849
Previous year	2486.91	23812.73	1474	14331	1405.91	5014.73	894572	8565730
Marine (Total)	5137.58	50537.87	24662	210493	-229.06	2145.07	6966652	59684310
Previous year (Total)	5366.64	48392.80	22930	209884	1753.64	5384.80	7002165	60697374
Aviation	184.98	3484.30	338	1120	38.97	-441.26	27754	522776
Previous year	146.01	3925.56	213	1313	69.01	3223.56	21907	588981
Engineering	4260.07	40365.30	6762	87760	-996.34	1812.60	1836237	17398836
Previous year	5256.41	38552.70	7339	79657	1122.41	2846.70	2265694	16617543
Motor Own Damage	14120.32	125472.52	550460	5267265	-1821.40	-984.98	2003598	17803884
Previous year	15941.72	126457.50	493707	5212595	3319.72	25359.50	2262045	17943648
Motor Third party	17036.45	144030.24	935221	8628129	4029.18	21388.65		0
Previous year	13007.27	122641.59	962217	8549775	131.27	18328.59	0	0
Motor (Total)	31156.77	269502.76	935221	8628129	2207.78	20403.67	2003598	17803884
Previous year (Total)	28948.99	249099.09	962217	8549775	3450.99	43688.09	2262045	17943648
Workmen's compensation / Employer's liability	749.70	6699.71	12971	88323	134.77	195.67		0
Previous year	614.93	6504.04	11683	88112	-1275.92	390.04	0	0
Public Liability	73.31	850.14	495	4354	5.16	-118.24	12425	144091
Previous year	68.15	968.38	549	3868	63.50	-106.51	11551	164133
Product Liability	59.68	826.50	163	4947	31.65	-48.46	11874	164445
Previous year	28.03	874.96	111	1186	-24.14	111.16	5577	174087
Other Liability Covers	251.37	2844.13	3149	24548	48.34	1146.62	76476	865292
Previous year	203.03	1697.51	3497	19746	55.70	-703.80	61769	516447
Liability (Total)	1134.06	11220.48	16778	122172	219.92	1175.59	100776	1173829
Previous year (Total)	914.14	10044.89	15840	112911	-1180.86	-309.11	78897	854666
Personal Accident	1247.76	12272.03	43139	373020	185.29	1015.58	4108528	40408397
Previous year	1062.47	11256.45	37740	333798	-4902.53	-4271.55	3498419	37064372
Medical Insurance	11968.73	204635.11	194510	1903884	-4987.15	5271.97	1653305	28267349
Previous year	16955.88	199363.14	186815	1825674	2600.60	54597.03	2342207	27539103
Overseas Medical Insurance	54.07	474.07	1609	11718	31.99	-278.67	15908	139474
Previous year	22.08	752.74	1307	15392	-1510.64	-8546.15	6496	221459
Health (Total)	12022.80	205109.18	196119	1915601	-4955.16	4993.30	1669213	28406822
Previous year (Total)	16977.96	200115.88	188121	1841066	1089.96	46050.88	2348703	27760563
Crop Insurance	14.12	193.19	2	50600	14.12	193.19	1371	1463
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
Credit Guarantee	1.20	7.51	-73495	11	1.20	7.51		0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
All Other Miscellaneous	4866.10	47980.99	128060	1615631	-813.29	-946.63	938043	9249348
Previous year	5679.39	48927.62	144203	1688405	5184.39	4833.62	1094822	9431830
<b>Grand Total</b>	<b>67129.38</b>	<b>730703.52</b>	<b>1347953</b>	<b>13666618</b>	<b>-4522.91</b>	<b>36158.19</b>	<b>25348749</b>	<b>272190195</b>
Previous year (Total)	<b>71652.29</b>	<b>694545.33</b>	<b>1449685</b>	<b>13437135</b>	<b>6821.29</b>	<b>113708.33</b>	<b>26481949</b>	<b>262216118</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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
811.23	7201.43	17309	138573	0.00	0.00	0	0		
784.81	6262.12	15867	115477	0.00	0.00	0	0	0	0
323.28	1233.26	2070	24157	0.00	0.00	0	0		
196.12	1072.40	1807	20131	0.00	0.00	0	0	0	0
12.24	123.50	186	2427	0.00	0.00	0	0		
5.49	98.80	114	1734	0.00	0.00	0	0	0	0
335.52	1356.76	2256	26584	0.00	0.00	0	0		
201.61	1171.20	1921	21865	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	0	0	0
392.23	2586.12	22713	41783	0.00	0.00	0	0		
154.23	2329.84	15016	34819	0.00	0.00	0	0	0	0
5299.59	30874.96	229119	967840	0.00	0.00	0	0		
3187.14	27815.28	113805	786862	0.00	0.00	0	0	0	0
3699.46	27713.64	194180	1496926	0.00	0.00	0	0		
2554.01	24967.24	167422	1226988	0.00	0.00	0	0	0	0
8999.05	58588.60	229119	1496926	0.00	0.00	0	0		
5741.15	52782.52	167422	1226988	0.00	0.00	0	0		
122.39	719.16	2639	12773	54.85	274.13	2305	3155		
79.30	553.20	1871	9979	21.51	246.96	1365	2744	0	0
4.78	49.36	113	1020	0.00	0.00	0	0		
1.91	42.92	101	911	0.00	0.00	0	0	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	0	0	0
51.52	206.34	680	2946	0.00	0.00	0	0		
31.53	177.88	35	2301	0.00	0.00	0	0	0	0
178.69	974.86	3432	16739	54.85	274.13	2305	3155		
112.74	774.00	2007	13191	21.51	246.96	1365	2744		
1816.45	9162.10	23409	87213	1555.15	4033.83	2055855	6273098		
1091.80	7157.89	20273	70905	1129.41	3507.68	388633	2298201	0	0
4298.53	21045.49	81863	274573	1715.80	38255.12	4709807	35968752	3473144	36914250
642.91	18959.90	25082	196124	5312.60	34464.07	4791559	24633885	3503657	24821370
39.37	262.17	147	4238	0.00	0.00	0	0	281	8071
9.60	218.47	0	3311	0.00	0.00	0	0	11040	25927
4337.90	21307.66	82010	278811	1715.80	38255.12	4709807	35968752	3473425	36922321
652.51	19178.37	25082	199435	5312.60	34464.07	4791559	24633885	3514697	24847297
14.12	193.19	2	31810	0.00	0.00	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		
0.00	0.00	0	0	0.00	0.00	0	0	0	0
7176.53	20231.01	134250	496894	522.83	9452.20	139749	405976		
3306.69	17604.46	77570	464390	476.89	7811.73	34496	300723	0	0
<b>24061.72</b>	<b>121601.73</b>	<b>514500</b>	<b>2615333</b>	<b>3848.63</b>	<b>52015.28</b>	<b>6907716</b>	<b>42650981</b>	<b>3473425</b>	<b>36922321</b>
<b>12045.54</b>	<b>107260.41</b>	<b>325158</b>	<b>2147071</b>	<b>6940.41</b>	<b>46030.45</b>	<b>5216053</b>	<b>27235553</b>	<b>3514697</b>	<b>24847297</b>



Name of the Insurer: *Universal Sompo 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	779.85	7972.91	11721.00	92809.00	628.44	1432.48	1248426.28	13169684.55
Previous year	151.41	6540.43	9956.00	83697.00	-416.01	1055.25	378893.28	11493207.51
Marine Cargo	133.76	1496.16	145.00	1768.00	71.45	401.16	625362.54	12896011.44
Previous year	62.32	1095.00	202.00	1658.00	-35.78	391.40	580084.41	9297483.42
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)	133.76	1496.16	145	1768	71.45	401.16	625362.54	12896011.44
Previous year (Total)	62.32	1095.00	202	1658	-35.78	391.40	580084.41	9297483.42
Aviation	8.04	34.45	2.00	7.00	8.04	34.45	15500.00	50100.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Engineering	98.45	1547.62	143.00	1360.00	53.50	660.19	23185.26	681493.76
Previous year	44.95	887.43	133.00	1491.00	-12.45	262.80	19648.80	546746.21
Motor Own Damage	946.17	8940.48	32214.00	292348.00	-285.75	-1138.53	141563.49	1301360.57
Previous year	1231.93	10079.01	41755.00	333359.00	-624.53	-2263.51	106251.66	836682.85
Motor Third party	836.23	7531.32	0.00	0.00	-421.06	-1966.10		
Previous year	1257.29	9497.42	0.00	0.00	793.16	6358.54		
Motor (Total)	1782.40	16471.80	32214	292348	-706.81	-3104.63	141563.49	1301360.57
Previous year (Total)	2489.22	19576.43	41755	333359	168.63	4095.03	106251.66	836682.85
Workmen's compensation / Employer's liability	11	164	111	1131	-2.26	-15.31	752	35677
Previous year	13.28	178.84	114.00	1075.00	-10.90	12.21	1362.75	35925.10
Public Liability	0.00	2.21	0.00	10.00	-0.42	-0.47	0	8365
Previous year	0.42	2.68	1.00	11.00	0.13	-4.78	500.00	6250.00
Product Liability	0.00	26.65	0.00	14.00	0.00	7.03	0.00	4759.50
Previous year	0.00	19.62	0.00	11.00	0.00	10.62	0.00	3952.75
Other Liability Covers	17	138	10	161	-10.00	14.96	2188	32230
Previous year	27	123	10	160	27	69	9151	37721
Liability (Total)	27.73	330.65	121	1316	-12.67	6.22	2939.32	81031.11
Previous year (Total)	40.40	324.43	125	1257	15.80	87.51	11013.25	83849.08
Personal Accident	24.18	483.49	584	5427	2.19	77.94	211398.27	15161043.09
Previous year	21.98	405.55	482.00	5545.00	5.08	12.55	87920.15	3695697.84
Medical Insurance	442.73	5605.82	11563	65272	143.80	2052.04	32849.95	341745.90
Previous year	298.93	3553.79	9010	54980	26.47	841.94	22628.20	192782.36
Overseas Medical Insurance	2.01	19.04	110.00	1307.00	0.68	8.63	20762.44	371667.81
Previous year	1.33	10.41	76.00	1348.00	-0.63	1.66	22474.01	273218.93
Health (Total)	444.75	5624.87	11673	66579	144.48	2060.67	53612.39	713413.71
Previous year (Total)	300.26	3564.20	9086	56328	25.84	843.59	45102.21	466001.28
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	1.50	15.64	1.00	8.00	1.50	15.64	0.00	13400.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	543.00	4599.67	15224.00	128870.00	24.64	240.36	297740.24	3018716.34
Previous year	518.36	4359.31	14552.00	129548.00	18.76	945.44	261010.16	2492187.66
<b>Grand Total</b>	<b>3843.67</b>	<b>38577.26</b>	<b>71828</b>	<b>590492</b>	<b>214.77</b>	<b>1824.49</b>	<b>2619727.79</b>	<b>47086254.57</b>
Previous year (Total)	<b>3628.90</b>	<b>36752.77</b>	<b>76291</b>	<b>612883</b>	<b>-230.13</b>	<b>7693.56</b>	<b>1489923.91</b>	<b>28911855.85</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

## FOR AND UP TO THE MONTH OF DECEMBER, 2013

Amount of Premium u/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium u/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	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	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	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	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	8.00	85.53	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.22	8.03	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0	0	0.22	8.03	0	0	0	0
0.00	0.00	0	0	0.00	0.00	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		
202.93	1701.42	5878.00	50734.00	0.00	0.00	0.00	0.00		
187.94	1708.39	5712.00	54127.00	0	0.00	0	0		
<b>202.93</b>	<b>1701.42</b>	<b>5878</b>	<b>50734</b>	<b>8.22</b>	<b>93.56</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>187.94</b>	<b>1708.39</b>	<b>5712</b>	<b>54127</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>



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	25653.94	256304.33	197559	1552878	16371.42	29726.74	485283.52	5434245.21
Previous year	9282.52	226577.59	21411	501023	1821.50	47025.63	162276.77	4819510.02
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	<b>25653.94</b>	<b>256304.33</b>	<b>197559</b>	<b>1552878</b>	<b>16371.42</b>	<b>29726.74</b>	<b>485283.52</b>	<b>5434245.21</b>
Previous year (Total)	<b>9282.52</b>	<b>226577.59</b>	<b>21411</b>	<b>501023</b>	<b>1821.50</b>	<b>47025.63</b>	<b>162276.77</b>	<b>4819510.02</b>

\*Wherever applicable





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	122.33	1019.65	3816	27830.00	122.33	1019.65	172706.81	2391042.69
Previous year	107.85	824.37	3361	24463.00	107.85	824.37	178228.69	1163159.99
Medical Insurance	5213.01	34836.29	37218	268918.00	5213.01	34836.29	201297.67	1968729.85
Previous year	3893.17	33986.80	28582	197135.00	3893.17	33986.80	119739.73	1340268.51
Overseas Medical Insurance	37.56	539.62	2052	22498.00	37.56	539.62	313611.50	3461655.75
Previous year	29.45	454.62	1601	19262.00	29.45	454.62	219202.50	2169459.61
Health (Total)	5250.56	35375.91	39270	291416	5250.56	35375.91	514909.17	5430385.60
Previous year (Total)	3922.62	34441.42	30183	216397	3922.62	34441.42	338942.23	3509728.12
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	96.03	884.30	0	2	96.03	884.30	100053.00	3222393.00
Previous year	71.41	638.22	0	2	71.41	638.22	330340.00	3006110.00
<b>Grand Total</b>	<b>5468.92</b>	<b>37279.87</b>	<b>43086</b>	<b>319248</b>	<b>5468.92</b>	<b>37279.87</b>	<b>787668.98</b>	<b>11043821.29</b>
Previous year (Total)	<b>4101.88</b>	<b>35904.00</b>	<b>33544</b>	<b>240862</b>	<b>4101.88</b>	<b>35904.00</b>	<b>847510.91</b>	<b>7678998.11</b>

\*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	9987	91657	800	6677	-50	8882	353709	2852116
Previous year	10037	82775	766	6878	1467	12687	279983	3617354
All Other Miscellaneous								
Previous year								
Grand Total	<b>9987.36</b>	<b>91656.92</b>	<b>800</b>	<b>6677</b>	<b>-49.61</b>	<b>8881.68</b>	<b>353709.19</b>	<b>2852116.31</b>
Previous year (Total)	<b>10036.97</b>	<b>82775.24</b>	<b>766</b>	<b>6878</b>	<b>1467.18</b>	<b>12687.33</b>	<b>279982.58</b>	<b>3617354.02</b>

\*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	10.68	84.30	32	199	10.68	84.30	11350.06	99087.95
Previous year	12.14	63.14	929.00	5752.00	12.14	63.14	8025.01	42295.01
Medical Insurance	2,948.95	20,557.50	18593	141118	2,948.95	20,557.50	246034	1512658.21
Previous year	2,188.47	12,604.47	13,159.00	99,560.00	2,188.47	12,604.47	65,190.72	340,882.21
Overseas Medical Insurance								
Previous year								
Health (Total)	2948.95	20557.50	18593	141118	2948.95	20557.50	246033.55	1512658.21
Previous year (Total)	2188.47	12604.47	13159	99560	2188.47	12604.47	65190.72	340882.21
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	2959.63	20641.80	18625	141317	2959.63	20641.80	257383.61	1611746.16
Previous year (Total)	2200.61	12667.61	14088	105312	2200.61	12667.61	73215.73	383177.22

\*Wherever applicable





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	184.24	1551.85	14729	109011.00	69.47	441.89	188883.99	1726615.89
Previous year	114.77	1109.96	12925	96801.00	-8.14	68.42	133159.19	1780969.21
Medical Insurance	9632.07	71139.05	125479	941790.00	2490.86	14671.59	704654.51	5979842.05
Previous year	7141.21	56467.46	114176	847750.00	2422.27	-29277.78	454608.75	3506315.59
Overseas Medical Insurance	56.45	986.82	1874	32111.00	-14.81	-41.04	496595.81	3432534.41
Previous year	71.26	1027.86	2723	34365.00	-1.27	45.18	310806.41	3766382.76
Health (Total)	9688.52	72125.87	127353	973901	2476.05	14630.55	1201250.32	9412376.46
Previous year (Total)	7212.47	57495.32	116899	882115	2421.00	-29232.60	765415.16	7272698.35
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	0.00	0.00	0	0.00	0.00	0.00	0	0.00
Previous year	0.00	0.00	0	0.00	-0.10	-276.07	0	0.00
Grand Total	<b>9872.76</b>	<b>73677.72</b>	<b>142082</b>	<b>1082912</b>	<b>2545.52</b>	<b>15072.44</b>	<b>1390134.31</b>	<b>11138992.35</b>
Previous year (Total)	<b>7327.24</b>	<b>58605.28</b>	<b>129824</b>	<b>978916</b>	<b>2412.76</b>	<b>-29440.25</b>	<b>898574.35</b>	<b>9053667.56</b>

\*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	6.96	164.44	24.00	183.00	6.96	164.44	16329.67	337344.76
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	1360.80	10850.43	7437.00	36752.00	1040.65	8872.32	91783.73	774215.77
Previous year	320.15	1978.11	1935.00	7288.00	320.15	1978.11	16066.00	81495.00
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)	1360.80	10850.43	7437.00	36752.00	1040.65	8872.32	91783.73	774215.77
Previous year (Total)	320.15	1978.11	1935	7288	320.15	1978.11	16066.00	81495.00
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	1367.76	11014.87	7461	36935	1047.61	9036.76	108113.40	1111560.53
Previous year (Total)	320.15	1978.11	1935	7288	320.15	1978.11	16066.00	81495.00

\*Wherever applicable







Children's education



Buying a house



Retirement

A winner is one who plans  
for the future with insurance.

- Life, property and wealth are always at risk.
- Risk of accidents, natural calamities, disasters, theft, riots etc.
- The 'it-can't-happen-to-me' attitude is most unwise.
- Insurance is the best safeguard to mitigate risk.
- Insurance alleviates loss in the event of risk becoming a reality.

Insurance is sensible, practical and above all, the right thing to do.



A public awareness initiative by

बीमा विनियामक और विकास प्राधिकरण

**INSURANCE REGULATORY AND  
DEVELOPMENT AUTHORITY**

*Promoting Insurance. Protecting Insured.*

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## EVENTS

18 - 19 Mar 2014 Venue: Yangon, Myanmar	<b>Myanmar Insurance Summit</b> By Asia Insurance Review.
20 - 22 Mar 2014 Venue: NIA, Pune	<b>Programme on Consumer Courts and Ombudsman</b> By National Insurance Academy.
24 - 25 Mar 2014 Venue: Singapore	<b>9th Asia Conference on Healthcare and Health Insurance</b> By Asia Insurance Review.
08 - 09 Apr 2014 Venue: Singapore	<b>3rd Conference on Social Commerce &amp; Mobile Marketing for Insurance</b> By Asia Insurance Review.
16 - 17 Apr 2014 Venue: Dubai	<b>4th Middle East Conference on Bancassurance &amp; Alternative Distribution Channels</b> By Middle East Insurance Review.
21 - 25 Apr 2014 Venue: NIA, Pune	<b>Profitable Management of Health Portfolio (Non-life)</b> By National Insurance Academy.
01 - 03 May 2014 Venue: NIA, Pune	<b>Management of Marine Insurance (Hull)</b> By National Insurance Academy.
05 - 07 May 2014 Venue: NIA, Pune	<b>Reinsurance Management (Non-life)</b> By National Insurance Academy.
06 - 07 May 2014 Venue: Kuala Lumpur	<b>15th Asia Conference on Bancassurance &amp; Alternative Distribution Channels</b> By Asia Insurance Review.
15 - 16 May 2014 Venue: Ho Chi Minh, Vietnam	<b>5th Asia Life Insurance Summit</b> By Asia Insurance Review.

# view point



The global insurance marketplace in which we operate demands an insurance supervisor with the ability to cooperate quickly and effectively for the benefit of consumers.

**Mr. Peter Braumüller**  
Chairman of the Executive Committee of the  
International Association of Insurance Supervisors (IAIS).

The NAIC's committee system is the backbone of state-based insurance regulation, and we are fortunate to have a multitude of capable members who will lead us to achieve our regulatory priorities.

**Mr. Adam Hamm**  
NAIC President and North Dakota Insurance Commissioner.

The traditional regulatory mechanism for dealing with cultural weakness has always been to enhance the rules - to close loopholes in the law as and when they appear, to require more disclosure or compliance with specific processes.

**Mr. Martin Wheatley**  
Chief Executive of the Financial Conduct Authority, UK.

Financial crises following rapid liberalisation are often caused by excessive risk-taking by financial institutions against a backdrop of weak prudential regulation and supervision. The quality of prudential oversight, risk management, and corporate governance must keep pace as the financial sector grows.

**Mr Ravi Menon**  
Managing Director, Monetary Authority of Singapore.

APRA is much more focussed today on the quality of an institution's risk governance and its risk culture. Our enhanced risk management requirements will help to reinforce that focus.

**Dr John Laker**  
Chairman, Australian Prudential Regulation Authority.

Increased awareness among public about the range of risks being faced by them would result in enhanced appreciation of the role of insurance solutions in ensuring their financial well-being.

**Mr. T.S. Vijayan**  
Chairman, Insurance Regulatory & Development Authority, India.



**If undelivered please return to:**

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