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Giant Strides of Progress

- Health Insurance

बीमा विनियामक और विकास प्राधिकरण



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From the Publisher

Several reasons are attributed for the high claims ratios in the domain of Health insurance. One that stands out among them is the higher incidence of claims in the group policies, as compared to the individual policies. Although it cannot be stated with any degree of precision that the reason for such an incidence is a total lack of underwriting in the group policies, historically there has certainly been a great degree of laxity associated with the acceptance of group accounts. Prior to detariffing, it




was observed that corporate group health policies were offered on a platter in order to write the more profitable lines of business of these corporates, going by the concept of making an overall profit.

However, in the post-detariffed regime, each of the classes would have to be considered on their own merits; and it is a well-known fact that continued trends of cross-subsidization would tend to weaken the process of scientific underwriting as also lead to operating losses. While it is well understood that the insurers are thoroughly adept at these nuances, it would not be out of place to mention that any attempts at shoring up the top-lines at the cost of quality of the risk should be nipped in the bud; in order that long term sustenance of the business is ensured.

Another prominent feature in the Health insurance class is the high incidence of frauds. Various factors like the presence of the third dimension - that is the service provider, lack of deterrent punishment etc. are often quoted as reasons for the possibility of a large number of frauds. Apart from the above, lack of awareness on the part of several policyholders also adds to an increase in the incidence of soft frauds. Insurers and other stakeholders should work in tandem to ensure that such fraudulent tendencies among the policyholders and other concerned parties are reduced to the greatest extent. There is need to make all stakeholders understand the fact that frauds in any form are detrimental to the interests of the industry, in general, and the policyholders, in particular.

‘Health Insurance’ is the focus of this issue of the Journal once again. Intermediation is a vital component of insurance business in India, and especially for identifying the various areas of risk and planning a risk management strategy for the corporate clientele; a broker’s role is particularly significant. ‘Role of Brokers in Insurance’ will be the focus of the next issue of the Journal.



T.S. Vijayan



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FROM THE EDITOR

The Good and the Bad

- Health Insurance

Health insurance is the most happening class presently in the Indian insurance domain. With a steady business growth over the last few years, with several players consolidating their Health portfolio, and also with a few new players joining the fray; it is no surprise that the class is hogging all the limelight. One disappointing factor, however, is that despite all the positive visible signs, it continues to be the most hotly debated domain as far as consumer grievances and their disillusionment are concerned. There is serious need for introspection on the part of the players, to analyse the reasons for such a phenomenon and take measures to set it straight.

For long, one very common reason attributed to several such misgivings in the field of insurance was the low awareness levels of the customers. Accordingly, several measures were taken to overcome this lacuna and there was an all-round impression that we have gained a lot of ground in this regard. However, the large incidence of complaints and grievances even from several highly literate persons has a different tale to tell. There is urgent need to ensure that the prospects are enabled to fully understand the terms of the contract in their minutest detail beforehand so that the scope for heartburn at a later stage is drastically reduced.

To help the players and other stakeholders, several initiatives have been put in motion in the area of

Health insurance by the policymakers and supervisors. A great deal of objectivity with regard to settlement of claims and the amounts thereof is aimed to be achieved through such steps as Standard Treatment Guidelines, uniform coding of various service providers based on pin codes etc. It is earnestly hoped that in the near future, positive results are there for all of us to see. As has been reiterated from time to time, however, constant commitment to scrupulous practices further aided by objective assessment of the risks at one's disposal would be the clinching factor.

'Health Insurance' is the focus of this issue of the **Journal** once again. We open the debate with an article on Health Technology Assessment. Various techniques have been used historically to diagnose and control the ill-effects of a disease, and there is constant research to improve in this field. Mr Praveen Yadav, Dr Geeta Bharadwaj and Maj. (Dr) Anuradha Monga discuss some of these techniques and the role they play in the settlement of insurance claims. During the course of evolution, there is certainly a great deal of benefit in emulating an established norm and adapting it to one's own domain. In the next article, Mr Ashvin Parekh takes up the case of a progressive evolution of Health insurance in India; and the leads it takes from more developed markets. One very positive development during the course of such evolution is the introduction of cashless settlement of

claims. Dr Abhijeet V. Ghosh takes a look at this aspect and on how it has brought smiles to a vast number of policyholders in the Indian Health insurance domain.

Biological research on an on-going basis is the hallmark of a nation's progress in eliminating disease related adversities. Mr Sumesh Seth, Mr P. Muraleedharan and Mr Saji Paul delve into the details of a few such researches and their impact on the insurance industry. In the next article, Mr Pavan Kanaparthi talks about the basic risk management aspect of Health insurance and about how a few priorities have to be set right in the management of disease control that would eventually lead to better results for Health insurers. In order that business is run on sound lines, it is absolutely vital that there is comprehensive regulation that is revisited every now and then. Ms Jamuna Choudhary discusses the Health insurance regulations currently in operation which she says add a lot of value to the policyholders' comfort.

To be able to assess the various risks that a corporate entity is exposed to, and to suggest a total risk management package calls for the highest level of insurance acumen which an insurance broker can provide. 'Role of Brokers' will be the focus of the next issue of the **Journal**.

U. Jawaharlal



Order

Ref.: IRDNBRD/ORD/LC/ 02/2013
IRDA/CB 179/03

01-01-2014

RECONSIDERATION ORDER OF THE CHAIRMAN OF THE INSURANCE REGULATORY AND DEVELOPMENT AUTHORITY UNDER REGULATION 14(4) OF IRDA (INSURANCE BROKERS) REGULATIONS, 2002

In the matter of M/s. Athena Insurance & Reinsurance Brokers Pvt. Ltd. application, dated 5th May, 2012 which was received in the Authority on 10th May 2012 seeking grant of Renewal of Composite Broking License

M/s. ATHENA INSURANCE & REINSURANCE BROKERS PVT. LTD (hereinafter referred to as the 'Broker') having its Registered and Principal place of business at 414A/B, 4th Floor, Yusuf Building, 49 Veer Nariman Road, Hutatma Chowk, Fort, Mumbai 400001 have been granted license by the Insurance Regulatory and Development Authority (hereinafter referred to as the 'Authority') to act as a Composite Insurance Broker, vide License No.171 on 09.06.2003 and renewed till 08.06.2012 pursuant to the provisions of tile IRDA (Insurance Brokers) Regulations, 2002 (herein after referred to as the 'Regulations').

Whereas, the Broker had applied for the renewal of their composite Insurance Brokers license No.171 as per Regulation 13(1) of IRDA (Insurance Brokers) Regulations, 2002 vide their application dated 05-05-2012 together with supporting documents.

Whereas upon careful scrutiny of the application and all the correspondence exchanged as available with the Authority, it was noticed that the broker had committed the following violations of the Regulations:-

1. The broker's letter dated 13-07-2009 informing the Authority about the incorporation of M/s. Athena Insurance Brokers Ltd. was not received by the Authority as per the records available with the Authority. The MOA of the newly formed company is submitted by the Broker at the instance of the Authority. This act of concealment of the above fact and failed to disclose to the Authority the material information about the new company attracts provisions of Regulation 28(1)(ii) of the Regulations.

2. The Broker has informed in the renewal application that the new company M/s. Athena Insurance Brokers Ltd. has been formed in order to carry out cross national business only i.e. for placing insurance business from one foreign country to another foreign country directly.

In contravention to the above, the main objects clause of MOA of the newly formed company envisages the broker to carry on in India or abroad all functions and related activities of Composite Insurance Brokers to act as

Agent, Brokers, Representative, Surveyor, Sub-Insurance Agent, Franchises, Consultant, Advisor, Collaborator, Underwriting Agents for all types of insurance. assurance and re-insurance braking business. Thus, the Broker has violated Regulation 9(2)(H) of the IRDA (Insurance Brokers) Regulations, 2002.

3. M/s. Athena Insurance Brokers Pvt. Ltd., which has been incorporated in India, has not been granted license by the Authority to do any insurance braking business. It is noticed by the Authority that the newly formed company has been carrying out the insurance activity and substantial business has been placed since its formation in 2009. This act of the unlicensed entity attracts provisions of Regulation 17(1) of the IRDA (Insurance Brokers) Regulations, 2002 and Section 420(8) of Insurance Act.1938.

4. M/s. Athena Holdings (India) Pvt. Ltd. are the main promoting company of the broker with 88.74% of shares in the broking company. The same promoter has formed another company in the name of M/s. Athena Insurance Brokers Pvt. Ltd. to carry out insurance business with the intention of circumventing the provisions of Reg.9(2)(H) and Reg.10(iv) of



the IRDA (Insurance Brokers) Regulations, 2002.

5. M/s. Athena Insurance Brokers Pvt. Ltd. have not filed any application with the Authority seeking granting of license. In the event of any breach committed by M/s. Athena Insurance Brokers Pvt. Ltd. the protection of policy holders interest would be in question which may attract the provision of Sec.14(1) of Chapter IV - Duties, Powers and Functions of Authority of Insurance Regulatory and Development Authority Act, 1999.
6. The company has submitted a copy of the Office Memorandum dated 28-02-2011 issued by the Ministry of Finance. The company has stated inter alia that the purpose of opening of the new company is to place the business in respect of Multi Modal Transport Operator Liabilities. Protection and Indemnity and Freight Forwarders Liabilities. etc. and make outward remittances of insurance through the bankers.

The new company has placed the aforesaid business without valid broker license granted by the Authority. The difficulties expressed by the broker that the letter given by the Authority to M/s. Athena Insurance & Reinsurance Brokers Pvt. Ltd. was not accepted by their bankers for outward remittances of insurance, is not tenable. Even in such a situation, the broker should have brought out the same to the notice of the Authority. which the broker failed to do SO.

In view of the aforesaid violations committed by the Broker. the

Authority in exercise of powers vested in it under Regulation 14(1) of the IRDA (Insurance Brokers) Regulations. 2002 had refused to grant renewal of license to M/s. Athena Insurance & Reinsurance Brokers Pvt. Ltd. to act as a Composite Insurance Broker vide order dated 08-10-2013.

Whereas the Broker aggrieved by the above Order of the Authority, made an application vide letter dated 16-10-2013 received on 18.10.2013 under provisions of Regulation 14(3) of the Regulations to the Chairman of the Authority for reconsidering the order of the Authority and requesting the Chairman to provide an opportunity of personal hearing.

Whereas the Authority accepting the request of the Broker. granted them personal hearing with the Chairman on 22-11-2013. Pursuant to the personal hearing. the Broker was advised to submit certain additional details as discussed during the hearing vide Authority's letter dated 22-11-2013.

Whereas the Broker vide letter dated 28-11-2013 sought time from the Authority to submit the details by 06-12-2013 and subsequently vide letter dated 30-11-2013 submitted the details, which was received by the Authority on 07-12-2013

After consideration of the submissions made by the Broker during the personal hearing on 22-11-2013 and the information furnished subsequently vide letter dated 30-11-2013, it is observed that:

1. The main promoter of the Broker, M/s. Athena Holdings (India) Pvt. Ltd. holding 88.74% shares of the broker, had

incorporated a company by name 'Athena Insurance Brokers Ltd' in the year 2009. The company has acted as an insurance broker. without license from the Authority, to policy holders including Indian companies and thus attracting the provisions of Section 420 (8) of the Insurance Act, 1938 and Regulation 17 of the IRDA (Insurance Brokers) Regulations, 2002.

2. The Principal Officer of the broker Mr.S.P. Kulkarni, is holding the position of lifetime managing trustee of M/s. Rukhmani Charitable Trust since the year 2002 and the trust activities include insurance related activities. This fact has been confirmed by the Broker only after the information has been sought by the Authority after the personal hearing dated 22nd November, 2013. Thus, the broker has violated the provisions of Authority's circular dated 18th August, 2004 and Regulation 28(1)(ii) of the IRDA (Insurance Brokers) Regulations, 2002.

In view of the foregoing and under powers vested in Regulation 14 (4) of the IRDA (Insurance Brokers) Regulations, 2002, I am of the considered view that there is no merit in the Appeal filed by the 'Broker' and, hence the Authority's order dt. 08th October 2013 refusing the renewal of composite braking license of M/s.Athena Insurance and Reinsurance Brokers Private Limited is upheld.

T.S. Vijayan
Chairman



Order

Ref.: IRDA/BRK/MISC/ORD/010/01/2014

10-01-2014

Subject: Constitution of a Committee to look into issues relating to Foreign Direct Investment in Insurance Intermediaries and TPAs

Section 2 sub-section 7A(b) of the Insurance Act, 1938 limits the aggregate holdings of equity shares by a foreign company, to twenty-six per cent paid up equity capital of an Indian Insurance Company. Further, regulation 11 of the IRDA (Registration of Indian Insurance Companies) Regulations, 2000 specifies the manner of calculation of twenty six per cent to include both direct and indirect holding either by itself or through its subsidiary companies or its nominees,

In the case of insurance intermediaries, the Insurance Act, 1938 does not stipulate any such limits. However, the Authority, keeping in mind that the insurance industry was in its nascent stage, has limited the holdings of a foreign company to twenty-six per cent in the case of insurance brokers, TPAs while notifying the regulations in 2002. A similar provision was introduced in the case of surveyors and loss assessors also while amending the regulations in 2013.

Of late, the Authority has been receiving references from various stakeholders requesting the Authority to consider increasing the foreign holding in insurance brokers from the existing 26% to 100% as this

does not require any amendment to the Insurance Act, 1938. Any such increase in foreign holding of an insurance intermediary/TPA would, however, require amendment to the regulations notified by the Authority.

The Authority, with a view to examining the issue of FDI in insurance intermediaries and TPAs and to recommend further course of action in this regard, hereby constitutes the committee with the following members:

- 1) Sh Suresh Mathur, Sr. Joint Director, IRDA
- 2) Dr. MamtaSuri, Joint Director, IRDA
- 3) Sh. R Chandrasekaran, Secretary General, General Insurance Council
- 4) Sh. V. Manickam, Secretary General, Life Insurance Council
- 5) Sh. Joydeep Roy, CEO, L&T General Insurance Co. Ltd
- 6) Sh. N. Mohan, General Manager, General Insurance Corporation of India
- 7) Sh. Deepak Kinger, Executive Vice President, ICICI Prudential Life Insurance Co. Ltd
- 8) Sh. S.L. Kadel, President, Insurance Brokers Association of India

- 9) Sh. Praveen Vashisht, CEO, Howden Insurance Brokers India Pvt. Ltd

- 10) Sh. D.S. Murthy, Sr. Assistant Director, IRDA

The terms of reference of the committee include the following:

- 1) Whether there is a case for increasing FDI limit in case of insurance entities (other than insurance companies);
- 2) If yes, to what extent it is to be permitted;
- 3) The implication of modifying the limit on the industry;
- 4) To study the international practices in this regard; and
- 5) Any other issue which is relevant in the present context.

Shri Suresh Mathur, Sr. Joint Director is designated as Chairman of the Committee and Shri D.S. Murthy will act as Secretary to the Committee.

The committee will submit its report within a period of three months.

T.S. Vijayan
Chairman



Order

Ref.: IRDA/LIFE/ORD/MISC/O/1/01/2014

10-01-2014

Final Order in matter of M/s Future Generali India Life Insurance Company Ltd.

Based on Replies to Show Cause Notice Dated 09th October, 2013 and Submissions made in Personal Hearing on 03rd December, 2013 at 12.00 Noon at the office of Insurance Regulatory & Development Authority, 3rd Floor, Parishram Bhavanam, Basheerbagh, Hyderabad.

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

The Insurance Regulatory and Development Authority (hereinafter referred to as “the Authority”) issued a Notice to Show Cause vide letter Ref: IRDA/LF/101/2012/001 dated 09th October, 2013 to M/s Future Generali India Life Insurance Company Ltd. (hereafter referred to as “FGLI”) on filing the referral application and entering into the referral tie-up with M/s Zila Sahakari Bank Ltd, Ghaziabad (hereafter referred as Bank) which is not complying with the eligibility criteria as on date of filing the referral application by FGLI and on the non-disclosure of complete information to the Authority on the status of referral arrangement with the Bank.

The Authority issued above referred notice to show-cause which was responded to by FGLI vide reply dated Nil received on 28th October, 2013 at the office of the Authority.

As requested by the FGLI, a personal hearing was given by Member (Life), IRDA on 03rd December, 2013.

Sri Gorakhnath Agarwal, Chief Executive Officer and Sri Madangopal Jalan, Sr. Vice President - Legal, Compliance & Company Secretary were present representing FGLI. On behalf of IRDA Sri V Jayanth Kumar, Joint Director (Life), Sri D.V.S Ramesh, Deputy Director (Life-Coordination), Smt Jyoti Bhagat, Assistant Director were present. The submissions of FGLI in their written replies to the charges levelled in the Show Cause Notice as also those made during the course of the personal hearing were taken into account and the decision is issued accordingly.

Issues:

1. FGLI sought approval of IRDA to appoint M/s. Zila Sahakari Bank Ltd., Ghaziabad, the Bank which is not conforming to Regulation (6) (g) of IRDA (Sharing of Data Base for Distribution of Insurance Products) Regulations, 2010 (hereafter referred to as Regulations) vide its referral application dated 30th May, 2011 which was approved by IRDA on 25th August, 2011 relying on the declarations submitted.
2. The Authority received referral application on 27th September, 2012 from another life insurer (hereafter referred to as “second life insurer”) seeking

approval of the same Bank as a referral company to them.

3. Vide letter dated 03rd January, 2013 FGLI was asked to furnish the then prevailing status of the referral arrangement with the Bank. In response, FGLI vide letter FGLIC/137/IRDA/2012-13 dated 15th January, 2013 informed that the referral arrangement was ‘in force’ and in continuation of the correspondence on the matter, vide e-mail dated 04th February, 2013 it was informed that the agreement with the said Bank ‘is not in force at present’. While vide e-mail dated 27th February, 2013 it was submitted by FGLI that the relationship with the bank was ‘not conclusively terminated’, but ‘the same was in inactive state’, but acknowledged the receipt of termination notice dated 01st August, 2012.
4. Based on the submissions of FGLI, the Authority vide letter dated 21st March, 2013 rejected the application filed by Second Life Insurer in terms of Regulation 6(1)(g) and Regulation (7) of IRDA (Sharing of Database for Distribution of Insurance Products) Regulations, 2010.
5. It is noticed that there is substantial inconsistency / inaccuracy in the information submitted to the Authority on the status of the business



relationship FGLI had with the Bank. However, from the copies forwarded by the Bank, it is noticed, that the Bank vide their letter Ref. No. 4395-96 dated 01st August, 2012 terminated the referral tie-up with FGLI.

6. In response to the clarifications sought from the Bank vide Authority's letter Ref: IRDA/LF/101/2012/001 dated 04th April, 2013, it was submitted by the Bank that they have issued one month's termination notice to FGLI vide their letter Ref. No. 2654-55 dated 08th June, 2012 and that after lapse of one month's notice period the referral arrangement was terminated vide above referred letter dated 01st August, 2012.
7. In response to the Show Cause Notice, FGLI submitted on 28th October, 2013 that it has in place procedures for carrying out due diligence on the referral bank before forwarding the application to IRDA for approval. It also submitted that a declaration from Bank was obtained basis which the referral application was forwarded to Authority for the approval and that it has relied on the documents and the written declaration made available by the Bank, therefore, the Bank is considered by them eligible as per Regulation (6) of the Regulations.
8. On the inconsistency in the information submitted to the Authority, "FGLI contested that the information submitted at various points of time was in response to the clarifications

sought by the Authority and therefore, no wrong inconsistent information was submitted to the Authority.

9. On examining the matter it is considered that FGLI violated the provisions of :-
 - a) **Regulation 11 (4) of IRDA (Sharing of Data Base for Distribution of Insurance Products) Regulation, 2010 by submission of inconsistent / wrong information and not disclosing complete and correct information on the status of referral arrangement**

FGLI during the course of personal hearing on 3rd December 2013, acknowledged;

1. Forwarding inconsistent information/ Non-disclosure of correct information on the status of referral arrangement it had with M/s. Zila Sahakari Bank Limited, Ghaziabad.
2. That there was a procedural lapse while exercising the due diligence when forwarding the referral application to the Authority.
3. That through the Referral Bank, the business generated was Rs 4,33,702 during the year 2011-12 and during the financial year 2012-13 it was Nil.

Decision:

The submission of the Life Insurer that it relied on the declaration of the Bank as part of carrying the due diligence is considered and no charges are pressed. However, FGLI is hereby advised to put in place measures for appropriate due

diligence hereafter, in order to comply with the provisions of IRDA (Sharing of Database for Distribution of Insurance Products) Regulations, 2010.

On inconsistent information submitted to the Authority, it is noticed that the status of the referral arrangement which was stated as 'in force' vide letter dated 15th January, 2013 is in no way nearly matching the subsequent submissions forwarded vide emails dated 04th February, 2013 and 27th February, 2013. The information forwarded, despite repeated clarifications sought, is considered as casual, evasive and is also considered as violation of the provisions of Regulations 11 (4) and 11 (5) of IRDA (Sharing of Database for Distribution of Insurance Products) Regulations, 2010. However, taking into consideration the insignificant volume of business generated through the Referral Bank, the Authority hereby cautions FGLI for submitting inconsistent information. M/s Future Generali India Life Insurance Company Ltd. is directed to put in place fair compliance systems while submitting the information to the Authority. FGLI is also directed to ensure compliance to IRDA (Sharing of Data Base for Distribution of Insurance Products) Regulations, 2010 and invariably notify the Authority any developments that have a bearing on the approvals accorded by the Authority in terms of Regulations referred herein.

MEMBER (LIFE)



Order

Ref: IRDA/LIFE/ORD/MISC/015/01/2014

Date: 15-01-2014

Final Order in matter of M/s Birla Sun Life Insurance Company Ltd.

Based on Replies to Show Cause Notice Dt 4th October, 2013 and submissions made in Personal Hearing on December 11, 2013 at 11.00 PM at the office of Insurance Regulatory & Development Authority, 3rd Floor, Parishram Bhavanam, Basheerbagh, Hyderabad.

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

The Insurance Regulatory and Development Authority (hereinafter referred to as "the Authority") carried out an onsite inspection of M/s. Birla Sun Life Insurance Company Limited (hereinafter referred to as "the Life Insurer") during May, 2013 to examine the extant compliance procedures with the Anti Money Laundering Guidelines issued by IRDA. The Authority forwarded the copy of the Inspection Report vide mail dated 24th June, 2013. Upon examining the submissions made by the Insurer, the Authority has issued a Show Cause Notice vide letter Ref: IRDA/Life/2013-14/45 dated 4th October, 2013 which was responded to by the Insurer vide letter dated 21st October, 2013. As requested therein, a personal hearing was given to the Insurer on 11th December, 2013.

Mr. Jayant Dua, CEO, Mr. Lalit Vermani, Chief Legal Compliance and Risk Officer and Ms. Keerti

Gupta Head-Risk, Ms Usha Padmashali - Chief Manager (Underwriting), Mr Ram Shubhash Singh, Associate Vice President (Compliance) were present. On behalf of IRDA Dr Mamta Suri, Joint Director (Sectoral Development Department), Sri V Jayanth Kumar, Joint Director (Life), Sri D V S Ramesh, Deputy Director (Life-Coordination), Ms B Padmaja, Sr Assistant Director (Sectoral Development Department-AML&RI), Sri K Sridhar Rao, Assistant Director (Life-Regulatory Actions) were present.

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 charges levelled in the Show Cause Notice dated 04th October, 2013 and the decisions are as follows:

Charge: Effective systems are not in place for carrying out detailed due diligence in the instances where premium payment crosses the threshold limit of Rs.1 lakh per annum. In few instances where high value premium was involved it was observed that measures were not taken to establish the source of funds as envisaged in Guidelines for Anti Money Laundering. This is considered in violation of Clause 3.1.1 (vii) and 3.1.5 of AML Master Circular No. IRDA/F&I/CIR/AML/158/09/2010 dated 24/09/2010.

In response to the inspection observation, the insurer submitted that it is following all the requirements specified in the AML I CFT Master Circular 2010 and that where the Annual premium paid by the policy owner exceeds Rs.1 lakh, it ensured an income proof of the client is collected as part of the KYC requirement. A comparison of the premium vis-a-vis the declared income is done 'post issuance' of the policy from the perspective of ensuring that the source of funds is justified.

In response to the charge framed in the show cause notice, the Life Insurer further submitted that a comparison of the premium paid vis-a-vis the declared income is done in order to establish the premium paying capacity of the client and that additional / surrogate income proofs are called for on case to case basis based on the requirements of carrying out the additional due diligence.

Decision:

On examining the charge and submissions, it is noticed that the Life Insurer has relied on the declared income of the life assured / policyholder along with the Bank Statements submitted in the instances referred in the observation. However, Clause 3.1.5 of AML Master circular No IRDA/F&I/CIR/AML/158/09/2010 dated 24/9/2010 envisages the life insurers not limiting to mere documentation of income proofs but take appropriate measures which may include



conducting independent enquires where required and consulting a credible database, as part of their due diligence measures to establish source of funds.

Taking into consideration the submissions made by the insurer that measures such as; (i) Mandatory Income Proof for all policies where premium is more than Rs 1 lac (ii) Validation for verification of income

and other KYC documents (iii) validation of PAN; have been put in place to ensure compliance with relevant AML Guidelines of carrying out the additional due diligence wherever required, a considered view has been taken.

The Authority however advises M/s Birla Sun Life Insurance Company to lay adequate emphasis on effective procedures for strengthening the

compliance norms of the AML Master circular No: IRDA/F&I/CIR/AML/158/09/2010 dated 24/9/2010 and all subsequent regulatory instructions issued on this matter from time to time.

Member (Life)

Circular

Ref: IRDA/CAD/CIR/MISC/038/01/2014

Date: 27-01-2014

To

All the CEOs of Life Insurance Companies

Re: Spurious Phone Calls and Fictitious /Fraudulent Offers

This is with reference to the discussion in the Executive Committee of the Life Insurance Council held at Kolkata on 23 December 2013, which was chaired by Member (Life), IRDA. It was unanimously decided during the meeting that IRDA will create a slide on “Fraudulent Selling of Life Insurance Products” and send it to all life insurers to enable them to insert it at the end of all their product advertisements with a view to educate the customers on the role of regulator and also caution the public on spurious calls. In this regard, please find attached herewith a slide cautioning members of public about IRDA not

being involved in sale of financial products or in investing premium.

2. You are advised to include this **slide along with voice over of this content** in clear terms along with every advertisement/commercial issued in electronic media (TV / cinema halls etc.).

3. Every advertisement / commercial issued from **February 1, 2014** should contain this message.

4. Further, **you are also advised to incorporate the content in box item prominently in every advertisement in print media including pamphlets, publicity material etc.**

5. **Please acknowledge receipt and confirm action.**

Lalit Kumar
Financial Advisor

BEWARE OF SPURIOUS PHONE CALLS AND FICTITIOUS/ FRAUDULENT OFFERS

IRDA clarifies to public that

- IRDA or its officials do not involve in activities like sale of any kind of insurance or financial products nor invest premiums.
- IRDA does not announce any bonus. Public receiving such phone calls are requested to lodge a police complaint along with details of phone call, number.

VANTAGE POINT

Designing Long-term Strategy

- Brokers in Insurance

‘Brokers have to play a very important role in identifying the needs of the corporate community especially and help in designing a wholesome risk management strategy for the corporate clientele’ observes **U. Jawaharlal**.

Intermediation has played a key role in the success of insurance business globally; and India is no exception. The low awareness levels in financial literacy in general and insurance literacy in particular have, in fact, made the role of distribution even more indispensable in the emerging markets like India. In the domain of Life insurance and in the retail lines of Non-life insurance; the role played by an agent has been largely instrumental in the progressive growth of the industry - across various geographies at all times. The spread of the message especially among the rural masses owes its success to the stellar role played by the agent.

The needs of a corporate entity as far as the identification of the risks they are exposed to and their risk management however call for a deeper insurance acumen and it is here that a professional broker brings in his expertise into play. Keeping this in view, the Brokers’ Regulations were brought into

operation, subsequent to the opening up of the industry at the turn of the century. In order that the applicants for the Brokers’ licences are serious contenders, the regulations have stipulated that there is sufficient emphasis on the educational qualifications of the applicant. The capital requirements mandated also ensure that there is sustained interest in continuing to be in the industry and serving its needs.

A recent trend that has been noticed in the industry is that there is cut-throat competition among the Brokers in consolidating their business; and in the process, the industry is witnessing unsustainable ‘rates’ being quoted in order to remain in the business. While it may serve the temporary needs of the brokers, there is no need to emphasize that the trend would lead to absolute chaos in the market in the long run. Brokers should ensure that they do not indulge in such undesirable practices that could eventually lead to their nemesis.

Sufficient care has been taken in finalizing the regulations as comprehensively as possible. It is expected that the broker community would follow the spirit of these regulations and conform to the requirements in their totality. It is with this intention that the regulations stipulate the appointment of a compliance officer above a threshold level of business. Further, there is need for strictly following the disclosure norms and maintenance of books of accounts to enable the representatives of the supervisors to check the business practices and the ‘health’ of the brokers from time to time. An occasional admonition or a punitive action taken by the supervisors is only meant to improve the quality of the business in the long run.

‘The Role of Brokers in Insurance’ will be the focus of the next issue of the **Journal**.

in the next issue...

‘Role of Brokers’



Health Technology Assessment

- Implications for Insurers

Praveen Yadav, Dr Geeta Bhardwaj and Maj. (Dr) Anuradha Monga opine that while it has become a commonplace practice to use technology for assessment of a disease, HTA analyzes the consequences of such a usage; and further mention that going forward, HTA will assist several policymakers and insurers to have a proper assessment of the risks at their disposal.

INTRODUCTION:

Throughout the world, irrespective of the economic status of a country, whether developed or developing; countries struggle with the challenge of managing health-care delivery in conditions of resource constraint. Sound healthcare policies, practices and decisions are always needed to maximize the effect of health interventions on public health and at the same time be cost effective.

This article explores how Health Technology Assessment (HTA) can be adopted and adapted in developing and emerging countries as an 'evidence-based' process that seeks to examine the consequences of using a healthcare technology by considering the medical, social, economic and ethical issues; in an attempt to foster health equity.

WHAT IS HEALTH TECHNOLOGY AND HEALTH TECHNOLOGY ASSESSMENT?

Health technology: It is the application of organized knowledge

and skills in the form of devices, medicines, vaccines, procedures and systems developed to solve a health problem and improve quality of life. It is used synonymously with health-care technology.

Simply put, Health Technology is a term used to cover any aspect of healthcare, examples of which include:

- **Prevention programmes** (example: childhood vaccination programmes)

- **Diagnostic tests** (example: HbA1C, a test used for assessing blood glucose over a period of 8-12 weeks)
- **A device or piece of equipment** (example: Stents and implants, pacemakers)
- **A drug** (example: the use of rapid-acting insulin analogues in patients with diabetes mellitus type 1)
- **A procedure** (example: laparoscopic cholecystectomy).

It is a multidisciplinary process that summarizes information about the medical, social, economic and ethical issues related to the use of a health technology in a systematic, transparent, unbiased and robust manner.

Health Technology Assessment is a form of policy research that quantifies the short and long-term consequences of using a healthcare technology. It is a multidisciplinary process that summarizes information about the medical, social, economic and ethical issues related to the use of a health technology in a systematic, transparent, unbiased and robust manner.

The objective of HTA is to aid in the development of safe, effective, health policies that are patient

focused and seek to achieve best value as defined by decision makers.

HTA frequently underpins decisions such as:

- Should a particular treatment be reimbursed in a national healthcare/insurance system?
- For which categories of patients should it be provided?
- For how long should patients receive the treatment?

There are several international agencies supporting the advancement of HTA on the global front. Health Technology Assessment international (HTAi) and the International Network of Agencies in Health Technology Assessment (INAHTA) work to advance and collaborate on health technology assessment with WHO and any country or community that is interested.

HTA is a broad concept which can be used for a variety of sub-functions in healthcare: for example, in reviewing a drug it may include efficacy, safety, real world effectiveness, and the likely social, legal, ethical and political impact of using the drug. In some countries there is a formal requirement for economic evaluations (that is, cost effectiveness assessments) to be part of HTA in order to guide reimbursement and access decisions.

Decisions about what treatments should be made available or reimbursed at the cost of public money should be based on medical need which is not being currently met.

HTA may look at the impact of a technology on an individual patient, on a group of similar patients, on the healthcare system as a whole, or on all of these. HTA may assess evidence from a range of sources, for example:

- Systematic reviews of clinical trials;
- Economic evaluations;
- Assessments of implications for healthcare services
- Evidence from users of the technology.

HTA may also use modeling, where specific assumptions are used to make an estimate or 'best guess' to predict, for example, the cost of using a technology in a certain setting.

WHY IS HEALTH TECHNOLOGY ASSESSMENT USED?

Policy makers at times face the dual challenge of allocating limited resources to provide effective treatment and care to give the best possible chance of health to maximum number of people suffering from illness and at the same time, there is a public health need to prevent disease wherever possible. Based on affordability and effectiveness (as many treatments are not effective in all patients with a particular illness), these limited resources need to be allocated with care.

Decisions such as 'Should every available treatment option for osteo-arthritis be reimbursed or should the resources be used to give home care in the form of CAPD (Chronic Ambulatory Peritoneal Dialysis) to people with chronic renal failure' and 'Should everyone over 50 have their HBA1C tested or should the funds be used to provide vaccines against influenza to everyone' are the sorts of challenges faced by policy makers.

Decisions about what treatments should be made available or reimbursed at the cost of public money should be based on medical need which is not being currently met. For example, the available treatment modality may be relevant only to a small group of affected patients or may have side effects which some patients find

intolerable. The need for new and/or better treatment is best understood by the people living with an illness and their caregivers. Their views should also contribute to decisions about what healthcare should be provided.

Purposes of HTA:

Stakeholder agencies in countries where HTA is established as a decision making tool, may use it for the following decisions:

- Regulatory agencies such as FDA (Food and Drug Administration) or DCGI (Drug Controller General of India) about whether to permit the commercial use (e.g., marketing) of a drug, device or other technology
- Health insurers and employers about whether technologies should be included in health benefits plans or disease management programs, addressing coverage (whether or not to pay) and reimbursement (how much to pay)
- Clinicians and patients about the appropriate use of healthcare interventions for a particular patient's clinical needs and circumstances
- Health professional associations about the role of a technology in clinical protocols or practice guidelines

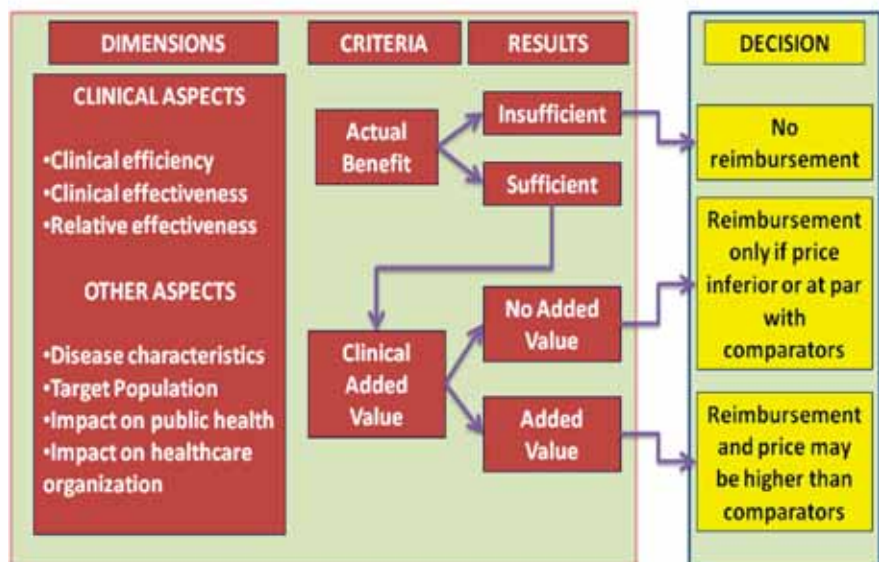
- Hospitals, health care networks, group purchasing organizations, and other healthcare organizations about decisions regarding technology acquisition and management
- Standards-setting organizations for health technology and healthcare delivery regarding the manufacture, use, quality of care, and other aspects of healthcare technologies
- Government health department officials about undertaking public health programs (e.g., vaccination, screening, and environmental protection programs)
- Lawmakers and other political leaders about policies concerning technological innovation, research and development, regulation,

payment and delivery of healthcare

- Healthcare product companies about product development and marketing decisions
- Investors and companies concerning venture capital funding, acquisitions and divestitures, and other transactions concerning healthcare product and service companies

HTA is used differently across countries. In some countries, such as England and Wales, it is used to guide decisions about whether treatments and other technologies should be available on the National Health Service, based on a judgment of whether they provide value for money. In other countries the focus may be less on value for money and more on evidence of effectiveness and cost effectiveness.

ROLE OF HTA IN INSURANCE REIMBURSEMENT RELATED DECISIONS



HOW IS HEALTH ASSESSMENT CARRIED OUT?

The assessment process and the way the assessment is used vary from organisation to organisation. Although the process varies, it is generally acknowledged that four core components are considered in a health technology assessment:

- The existing medical need which is not already being met
- The clinical process or treatment option which addresses that need
- The evidence of effectiveness of the technology being considered and the interpretation of the evidence
- Value for money of the technology (although this may not always be considered)

The evidence may be used to assess the answers to questions such as:

- Does the technology work?
- What benefit does it provide and for whom?
- What does it cost (to the healthcare service, to the patient, etc.), including opportunity costs (what could be gained if the funds were spent on alternative healthcare strategies)?
- How does it compare in terms of efficiency with the available alternatives?

The economic dimensions may include cost-benefit analysis, cost-utility analysis, cost effectiveness analysis, cost-minimization analysis, and also budget impact analysis and other forms of economic assessments.

- Does it work in every healthcare setting or will it be suitable for the socio economic environment of a specific geographical location.

Health economics, in which the principles of economics are applied to health and healthcare, is used to provide evidence to support value for money considerations.

Health economics data may cover both direct costs (such as the number of drugs used by a patient or the number of hospital visits in a given period) and indirect costs (such as the cost of time lost from work). The cost data combined with clinical effectiveness data leads to cost-effectiveness estimates.

METHODS IN HEALTH TECHNOLOGY ASSESSMENT:

Countries can successfully manage the opportunities and challenges arising from health related technology by optimizing decision making processes, recognizing the value of innovation, dealing with uncertainty, and producing and coordinating HTA. An economic analysis is often, but not always, part of an HTA. The economic dimensions may include cost-benefit analysis, cost-utility analysis, cost effectiveness analysis, cost-minimization analysis, and also budget impact analysis and other forms of economic assessments.

Quality-Adjusted Life Years (QALYs) and Disability-Adjusted Life Years (DALYs), as used in cost-utility analyses, are often seen as the hallmarks of HTA, but in many situations budget impact is much more important and useful for decision-makers.

WHY PATIENT EXPERIENCE IS IMPORTANT IN HTA:

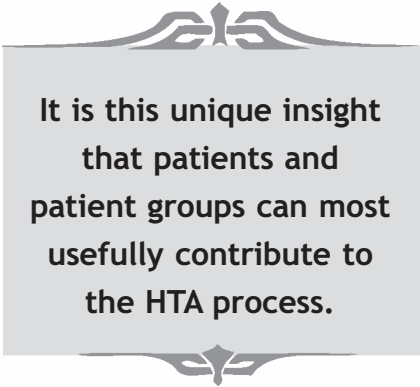
Although the outcomes of HTAs may be relevant to a range of stakeholders, the public, patients and their caregivers are often the group most directly affected by HTA decisions. It is important, therefore, that their perspective is considered in the HTA process.

HTA tends to review evidence that is collected in scientific studies. As a result there may only be limited

evidence about the real impact of the technology on the daily lives of patients, their caregivers and the public. The best way to ensure that the real impact is understood is for the patients themselves (and their caregivers) to provide evidence.

The evidence that patients and caregivers provide is set in the real world; it is 'experiential' evidence (based on experience). No one knows better what it is like to live with an illness day in and day out, than those who are doing this - the patients and their family and friends who care for them. It is this unique insight that patients and patient groups can most usefully contribute to the HTA process. Patients and their caregivers understand and can describe the true benefits delivered by a treatment and the real extent of the unwanted effects. For example:

Some effects of a treatment which a patient may describe might include the time taken in attending clinics or in-patient stays to receive treatments; discomfort during treatment; the problems of not being fit enough to work; the boredom of being attached to a drip for days on end; or the lack of energy to eat properly. It is the effect of illness and treatment on all aspects of life that is one of the reasons that evidence from patients and the public is so important.



It is this unique insight that patients and patient groups can most usefully contribute to the HTA process.

WHAT IS PATIENT EVIDENCE?

Patient evidence can be developed through 'qualitative research', which describes views and opinions rather than the statistical analysis which is typical of a quantitative research. Patients and caregivers may be invited to participate in qualitative research through focus groups or interviews. This is an effective way to contribute to HTA if the opportunity is available. Alternatively, or in addition, information provided directly by patients, caregivers and the public can make an important contribution to a HTA.

I) Patient evidence might include:

A. The burden of the illness

- The nature of the illness
 - o Short or long term
 - o Symptoms that are difficult to live with
 - o Fatal or not
- The limitations it imposes on:
 - o Daily life
 - o Ability to work
 - o Social life

- The impact on a person's mental wellbeing
- Activities which people living with the illness find difficult
- Whether there is pain due to the illness and/or treatment
- How the pain interferes with daily activities
- Whether pain medication needs to be taken regularly
- The aspect of the illness that patients find most difficult

B. The technology being assessed:

- What patients and caregivers expect from a new technology
- What benefits the technology brings
- How the benefits compare with those of existing treatments
- How important the benefits are to the patient
- The outcome from a treatment they would value the most
- How the benefits impact on patients' daily life
- What unwanted effects the technology causes
- How the unwanted effects compare with those of other treatments
- How the unwanted effects are balanced against the potential benefit



- What would happen to patients if there was limited access to the technology
- How easily the technology fits into patients' daily life

C. The financial impact of the technology

- Cost of travel
- Loss of earnings
- Cost of paying a caregiver

It is important to explain in the patient evidence that although a technology may have an unwanted effect which may seem intolerable to an assessment panel, to a person living with the illness it may be a short term inconvenience for a long term gain. For example, bone marrow transplant as a treatment for cancer may be very difficult to tolerate, and requires a stay in hospital in isolation, but if it results in cure, most patients would consider it worthwhile. It is how the benefits and problems are balanced by the person living with the illness (and their caregivers) which needs to be explained to, and understood by, the assessment panel.

STATUS OF HTA IN INDIA:

In India, currently there is no formal national HTA program, although there have been isolated attempts by a few groups in this direction. In a major step, as part of a memorandum of understanding (MoU) agreed between the two

countries i.e India and UK at the World Health Assembly in Geneva in August'13, NICE (National Institute for Health and Care Excellence, UK) will lend its expertise. NICE is acknowledged as one the world's leaders in HTA - the analysis of the economic value of healthcare products. The institute will also help India turn HTA decisions into clinical policy and practice, as well as set up clinical practice guidelines pathways and quality standards. India is also in the process of developing health technology assessment board. Pilots are planned to develop technical and institutional capacities, engagement with the health service providers as a key stakeholder, joint awareness raising and policy advocacy through global donors.

HTAi (Health Technology Assessment International), which has memorandum of understanding with WHO for capacity building of low and middle income countries on HTA, has formed a Developing Countries Special Interest Group, which was formally launched at the 2008 HTAi Annual Meeting at Montreal, Canada. It is currently chaired by Dr Joseph Mathews from Post Graduate Institute of Medical Education & Research, Chandigarh, India.

HTA need, relevance and capacity in India:

The various public health programs and insurance schemes that are increasing the government's role as purchaser and payer of healthcare services, coupled with the rising risk pool, means that there is now a greater need and relevance to adapt HTA to India.

There are three important areas with respect to HTA: the pharmaceutical sector, medical devices and technology and Health insurance. A large existing body of research in epidemiology could be used to help generate local HTA data, or to supplement and adapt the many HTAs done elsewhere. It may be possible, for example, to draw on the work done globally by INAHTA (International Network for Agencies for HTA) and in more depth and detail by EUnetHTA (a European collaboration that is working on the problems of adapting HTAs produced

The various public health programs and insurance schemes that are increasing the government's role as purchaser and payer of healthcare services, coupled with the rising risk pool, means that there is now a greater need and relevance to adapt HTA to India.

in widely differing health systems so as to avoid unnecessary duplication of effort). Thus there is much to be learnt from existing efforts, which could facilitate the adoption of HTA in a country as varied as India.

There is some existing capacity with experts in evidence based medicine, public policy and economic evaluation. SANCD (South Asia Network for Chronic Disease) has close associations with Cochrane Heart Group, UK. These synergies could be beneficially utilized for laying a foundation of a successful HTA program in India.

However, the lack of sufficient capacity to produce systematic review of literature, economic evaluation, research challenges in performing HTA, such as the lack of a national “willingness to pay” threshold, suggests the need for long term capacity building and grants-in-aid to develop capacity.

CONCLUSION

It is important to recognize HTA as a priority area and sensitize the policy makers and senior politicians about the need. There could be no better time for this work to begin than this current stage of the development of India’s health system. It is also vital to involve from the start the producers and regulators of health technologies, and the large user or payer groups such as insurance agencies and

There could be no better time for this work to begin than this current stage of the development of India’s health system.

ministries, such as those responsible for programs such as National Rural Health Mission among others.

A few priority topics need to be identified and policy briefs on the existing evidence about their effectiveness and cost effectiveness may be produced in order to demonstrate the potential for HTA to inform decision making. If this can be achieved, HTA is likely to become an increasingly important influence in decisions about what is provided in healthcare, whether screening for diseases or treatments for serious illnesses.

It is important that HTA takes account of the needs of the people who will be most affected by its recommendations: patients, their caregivers and the public. While participating in a HTA can be time-consuming and challenging, it is a real opportunity to influence the delivery of healthcare. Patient and public input can help determine whether a new treatment is made available.

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ISSUE FOCUS

Evolution of Health Insurance in India

- Utilizing Overseas Experience

Ashvin Parekh observes that as we get deeper into the Health insurance progress in India, it is most likely to emulate its counterparts in various developed markets and move towards more of health maintenance.

We seem to be in an interesting phase of the market development. After almost 12 years, there is now a larger acceptance of the role of Health insurance in the nation's health spend. Developments in the health care sector as well as more conducive regulations will now see an emergence of standalone Health insurance (SAHI) companies.

This paper evaluates the shape of Health insurance as it will evolve over the next 5 years and beyond, it examines such an evolution in some of the markets which could be emulated and also examines some of the solutions which will evolve in the Indian market.

The Health insurance portfolios of the General and Life insurance companies as well as some dedicated Health insurance companies can best be described as core indemnity and top-up indemnity products. Benefit products are now being introduced in the market. Based on the examination of some of the developed and developing

economies it may be safe to speculate that we will move towards wellness and managed care environment. This transition will of course be attuned to Indian conditions. It will certainly borrow experiences from the other markets. The first important transition that will happen will be a shift to indemnifying or reimbursing the policyholder for all health expenses. In the benefit segment, which may more be linked to life sciences, and the age and the income segmentation of the policyholders; we will see solutions which will encourage the

Based on the examination of some of the developed and developing economies it may be safe to speculate that we will move towards wellness and managed care environment.

policyholders to remain physically fit and reduce their health expenditure. In about 3-5 years' time the industry will move towards encouraging the policyholders to maintain their health. The health maintenance will become the larger focus for both the policy holders as well as the Health insurance companies.

The end state of this relationship between the insurer and the insured will be to depend substantially on the solutions which will involve a larger element of prevention, than cure. In this journey, there will be several approaches. On one extreme we may see the emergence of preferred provider solutions and to the other extreme we may even come across an open ended but highly standardized and accredited independent providers. With larger organization and with the emergence of nucleus families, the preferred provider solutions may work well. There may still be a sizable number of policyholders who prefer to choose their own providers. Any which way, the Health insurance companies will

eventually broad-base their preferred provider networks wide and deep across the market place. Then there will be point of service solutions. Different approaches will evolve in regard to the solutions from the Indian market point of view. Then again, we may see emergence of saving linked solutions in this market. With incomes becoming more and more irregular or cyclical these plans will become more popular. This end state, whether it evolves next 5 years or 7, we will certainly aim at deepening the relationship between the policyholder and company. Under wellness or managed care environment it benefits both the stakeholders to lengthen the contractual period. In savings linked plans there may not be very many reasons for the policyholder to move his cover contract from one insurer to the other.

The service provider channels as well as the intermediation channels will also evolve over the next few years, in keeping with the insurance company's solutions as well as the policyholder's experiences. Under the Health maintenance solutions, we may see a structure where the primary care doctor will play a larger role. Health Maintenance Organizations (HMOs) will evolve strictly in keeping with the domestic market requirements. These organizations play a meaningful role within the overall solutions of the health maintenance. Gradually they

The report of the National Commission on Macroeconomics and Health (NCMH, India) goes on to add that health is “a vital public good and a basic human right”.

will give way to the other structures. In the medium term, after the market goes through its first level of experimentation with health maintenance, then point of service or preferred product solutions may perhaps evolve. At this stage of the evolution dedicated health distribution network will evolve. Though the provider organizations will play a role in both distribution and servicing, we may see a larger emphasis being placed on primary care physicians to acquire the customers. This point of contact, namely the primary care physician will function as the custodian of the policyholder's health. This is the stage where the wellness will take deeper roots in the solution designs.

In the final stage of this evolution, the insurance company will also play the role of risk mitigation, particularly for the liquidity and the income cycle risks arising to the policyholder. The order of

relationship and therefore the intermediation will deepen. The intermediary will take the responsibility of the wellness as well as the financial savings and investment of the policyholder. In the environment where job losses become more frequent or the income and cash flows become irregular, the insurance companies will evolve solutions to make sure that the health of the policyholder does not suffer during such lean periods.

After examining the evolution of the healthcare and Health insurance, let us look at the experiences of some of the markets in regards such a transition. In order to establish the relevance of a particular market, from where the Indian partners will look at drawing experiences and expertise, it is important to study the extent to which the health costs are paid by the policyholders, as individuals or as groups. The following table provides the size of the economy in terms of GDP for the year 2012, healthcare cost as a percentage of GDP and the extent to which the health cost are paid by the government.

Healthcare Costs and Government Spending

In markets such as the US, Australia, Canada and Germany the private sector contributes 55% to 25% of the total health cost. In the tertiary



Country	*GDP (2012, \$bn)	Healthcare costs (% of GDP)	% of Health Costs Paid by Government
Australia	1521	8.7	67.7
Canada	1821	10.1	69.8
France	2613	11	79
Germany	3400	10.4	76.9
Italy	2014	8.7	76.6
Japan	5960	8.1	81.3
Norway	500	8.9	84.1
Sweden	526	9.1	81.7
U.K	2440	8.4	81.7
U.S	15685	16	45.4

Sources: BRT, *Nominal GDP

healthcare cost this percentage may even be larger. These are the markets which may offer some good insight to the Health insurance players. The evolution journey of such markets, both in terms of healthcare and Health insurance, will render a good understanding of the various aspects which need to exist or develop to grow the market. Let us take the US market the first in this evaluation. Almost 55% of the health cost is contributed by private individual and institutions, the perceptions may suggest some other numbers. This market is developed over the last two decades and can play a role model for the Indian Health insurance companies. The market size of USA Health insurance industry was reported at USD 630 Bn and has grown in the period 2008 - 2013 at a compounded rate of 1.4%. There are several large insurance companies in this market. Some of them transited from healthcare environment into Health insurance as well. Many others were pure Health insurance companies. Many interesting solutions ranging from pharmacy benefit

management, preferred provider solutions (PPO programs), HMO Plans, point of services (POS) solutions, Medicaid, High Deductible Health Plans (HDHPs) and service linked solutions (SLS) have evolved over the years. At the other extreme the fee for service (FFS) solutions are also available to the policyholders. The market has many players. The market share concentration is moderate, with top four Health insurance companies accounting for about 43% of the

The size of the economy itself is about one-tenth of the US economy. What is interesting about this market is a high order of public commitment to healthcare.

market's total industry revenue in the year 2013.

The Australian Health insurance industry is worth examining. In terms of size it is very small as compared to the US Health insurance industry. The size of the economy itself is about one-tenth of the US economy. What is interesting about this market is a high order of public commitment to healthcare. The entire health cost which is associated with hospitalization and cure is funded by the public system. The wellness and the managed care solutions are largely funded by the private sector. We do have medical and pharmaceutical benefit solutions at one end of the plans, on the other we have coordinated care and chronic disease management solutions. The number of Australians covered by private health solutions has been growing at about 4% in the last 5 years and the industry's health premium in real terms is growing at above 11%.

The UK Health insurance industry has perhaps distinctly different features. In terms of the solutions, the distribution of healthcare and Health insurance is worth examining. In terms of the range of products made available to the private Health insurance segment it is very rich. A lot of good practices in the market merit a close examination. About 11% of the population is covered for private



Health insurance and sizes are to about annual premium of USD 4.2 bn. It is estimated to grow at about 4% as compared to the overall growth of 2% for the market. Whereas the US managed care and Health insurance companies have integrated the finance and delivery of health care, the UK market has separated these two rolls creating more explicate roles for the constituents.

A look at Germany's Health insurance market suggests that it is still in the evolution phase. The public system provides almost to the entire population a very strong statutory healthcare insurance. For the core health solutions the private Health insurers cover around 11% of the population, by way of additional solutions. Germany has introduced large healthcare reforms in the recent years. This is with a dual objective of obtaining high quality of care, and cost containment. We have seen this major shift even in the US. However the US introduced the reforms more than a decade ago. There are a few very large Health insurance players with large market share. As the private Health insurance grows, we will see emergence of more Health insurance companies.

The Health insurance industry in France for the year 2012 was estimated at USD 13 bn. Like many other European markets, it has been growing at 3% annually. The private insurance industry accounts for

Germany has introduced large healthcare reforms in the recent years. This is with a dual objective of obtaining high quality of care, and cost containment.

about 12% of the total market and has been growing at about 5%. Managed care practice has been fairly deep rooted. The policyholders enjoy considerable freedom in choosing their own physicians including the flexibility to self-refer to specialist. The market structure is very conducive to competition compared to its neighbors. This could be one reason why the industry has been very innovative as well as responsive to the policyholders' needs. Again, we do have a few very reputed players in this market.

Smaller markets such as Singapore and Japan, from the perspective of private Health insurance have a few large sized and reputed players. Singapore Health insurance industry has some very innovative solutions including family solutions - co-pay assist plans, dependents protection programs and worldwide medical solutions are some interesting features of these markets.

Almost in keeping with the industry experience in the Life and General

insurance sectors, in case of standalone Health insurance companies we will see more joint ventures evolving. There is a substantial potential in this market. The Indian insurance conglomerates have already realized the potential. The reputed foreign insurance companies have also started evaluating this market. Based on the vision and the corporate objectives, we will see a high order of joint venture effort in the market. More significantly, the distribution, service and healthcare channels will evolve. This augurs well for the Indian health policyholders.

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ISSUE FOCUS

Cashless vs. Reimbursement

- The Endless Debate

Dr Abhijeet V Ghosh opines that while the cashless system of Health insurance is certainly superior to the reimbursement model, the hurdles being faced by the insurers should be gradually eliminated; so that the policyholders get the best deal.

In earlier times, ever since the evolution of the concept of Health insurance in India, the public sector insurance companies used to settle all health claims on a reimbursement basis. However, with the beginning of the Health insurance reforms in 2000 and with the subsequent entry of private players in the insurance sector, the cashless settlement system was born. It played a pivotal role in expanding the Health insurance plans to a large extent - especially employee Health insurance.

The cashless settlement of claims allowed the customer or patients to avail treatment at a panel hospital of the insurance company without bearing the financial burden of the treatment cost, which is significantly high in the event of a planned / unplanned surgery. The admitted customer need not even pay, except a nominal deposit charges during the process of admission. This gradually gave the customers more confidence in their Health insurance policies and the freedom to avail treatments in the facilities of their choice subject to

their coverage limits. Also hospitals started publicizing this facility, hoping more customers would come to them, as cost was not a major concern, after the introduction of cashless.

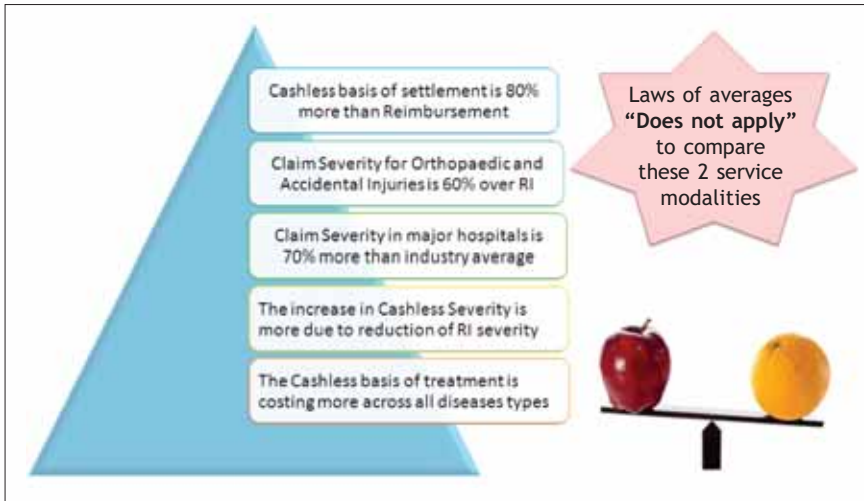
However, what appeared as a boon to the customers was eventually getting termed as a bane for the insurance companies, atleast on the face of it. A timeless rhetoric was that the cost of treatment is always higher if the claim is presented as

'cashless', while the costs would have been lower had the claim instead had been 'reimbursement'. Health insurance is one field where the law of large numbers does not give a clear insight on the claim severities. But still a majority of us apply this law to compare the two service modalities.

We thought of giving some thoughtful insights that can be used to have slated a few myth busters to quash all concerns against such a mode:

This gradually gave the customers more confidence in their Health insurance policies and the freedom to avail treatments in the facilities of their choice subject to their coverage limits.

- **Do Hospitals really charge more in cashless billing?** A majority of all the Tertiary Healthcare Providers work on an independent rate list, which is fed into their Hospital Information System (HIS) and hence their bills should and will always have a continuous uniformity under all the bill heads (i.e. Room Rent, Surgeon Charges, Operating Theatre Charges, Pharma and other consumables, etc.). They do not discriminate a Cashless claim from a Reimbursement claim. It's



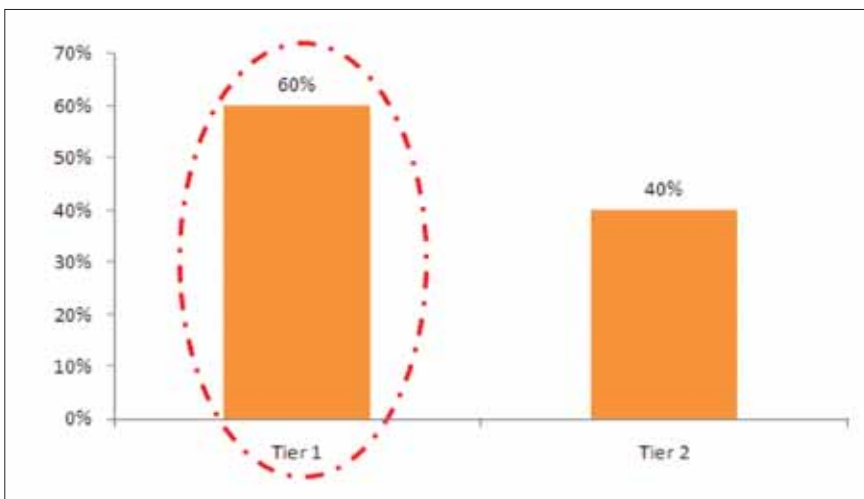
purely based on the indent and claim phenomenon and hence discrimination is not possible. Whatever is used is billed, as per the treatment protocol. Also many of such hospitals are NABH accredited. They need to flow the protocols and guidelines strictly. So abuse is not possible in such centers.

- **Why the av. Claims cost seems to be high in cashless?** Given the financial independence offered to a patient while undergoing an

emergency or an elective medical treatment, the cashless claims are observed to be predominantly for higher grade of surgeries (eg. Joint Replacement, Cardiac Stenting Bypass Surgery for the heart, etc), whereas the reimbursement claims are for lesser ailments or surgeries like (Fever, Appendicitis, Normal Delivery, etc). Also, more than 60% of all cashless claims are from tertiary care centers and from Tier 1 cities. Hence, if we

directly apply the law of averages, then the cashless claim severity will always continue to be higher. That is why it's a classical example where the law of averages is not done on apple to apple basis. When the base is higher, obviously the end result is expected to be higher.

- **Medical Benefits to the customer from Cashless front:** Admission and nature of treatment can be questioned or challenged (by qualified doctors of insurance companies), if found questionable in a cashless claim via direct discussion with the doctor and the patient can also be guided, whereas the same can seldom be done in a RI case as the treatment has already taken place. Also if insurance companies finds some unjustified cost, they can again have a discussion with the hospital finance team. This all interaction is silently carried out between the insurance company / TPA and the patient keeps on receiving the treatment. Hence patient stays out of the administrative work, in cashless.
- **Claims cost control from Cashless Treatment:** Higher the annual payout by the insurance company to the hospitals, better would be the negotiation powers of the insurance company for discount and value added related discussions so that the benefits



can immediately be passed on to the customers. The policyholders, in return, get to save on their sum insured and can utilize the same in subsequent events of hospitalization. This is particularly useful in cases which require repeated OPD admissions (dialysis, chemotherapy, etc). Higher savings on sum-insured results in better insurance coverage for the customer, in event of another emergency or hospital admission, during the policy period.

- **Less administrative work in cashless, for the customers:** Follow up for deficiency cases becomes easy for the insurance company, with the hospital and customer.
- **Check on Fraud:** If any network hospital is caught doing hard or soft fraud, then dealing legally, with the hospital becomes operationally easy for the insurance company, because of the legal MOU between the two parties. As per the new IRDA regulation, where IRDA has already shared the draft MOU, which the hospitals needs to agree to and follow, Insurance companies have a better accessibility to the hospital MIS and administration. Many hospitals earlier, used to disagree with the surprise visits clause of insurance companies / TPA and also used to disagree in

The policyholders, in return, get to save on their sum insured and can utilize the same in subsequent events of hospitalization. This is particularly useful in cases which require repeated OPD admissions (dialysis, chemotherapy, etc).

sharing the data in context to the infection control mechanisms. Now it's a mandatory requirement, for which they need to abide.

Seeing all these advantages, it can be easily deduced that more and more cases should be routed through the cashless system. But then, should we not pay attention to the average claim size difference?

Yes, we should and hence the insurance companies / claims processing units should not get complacent, in monitoring these two modes of claims processing.

The checks that need to be present at the processing level can be as below -

- A) If a reimbursement claim comes from a network hospital, then the processing team should evaluate the charges paid by the customer, with the schedule of charges

already available with them, via the networking tie-up. In case of any discrepancy in the charges, it needs to be brought to the notice of the provider and a small committee should be formed which then should discuss the concern, with the provider for correction.

- B) Mystery shopping needs to be conducted by the insurance companies on regular basis, with the hospitals, to check if there are some billing inflations taking place. And if found so, then this concern needs to be taken up with the hospital, for corrective actions.
- C) Feedbacks from the customers, whenever received, in context to the overcharging in cashless, should be investigated properly. However, while doing so, customers should be educated to get the complete details from the hospital (implants, category of stay, type of surgery, etc), which will help the insurance company to take it up properly with the hospital.

If these check-points are followed, then cashless process can be evolved to the next level, in the current scenario and the benefit would be passed on 100% to the customer.

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ISSUE FOCUS

Advances in Biological Research - Impact on Insurance

Sumesh Sheth , P. Muraleedharan and Saji Paul write that the advancements in biological sciences are a boon to humanity in the sense that a disease itself is challenged, but whether such a phenomenon adds to the comfort of insurers is the million dollar question.

Today we live in a dynamic world shaped by scientific advancements. Insurance industry is no exception to this rule. The operational aspects of insurance industry have undergone a rapid change all over the world in the last two decades. This was due to near total adoption of information technology in every area of operations. Information revolution due to the internet technologies has brought about a radical change in the way of doing Insurance business. But the core assumptions about risks in insurance industry were relatively untouched by this information revolution.

Biological Revolution:

Currently we live in an era of IT revolution. Future is said to belong to the biological revolution which is already affecting every sphere of human activity. Life and Health insurance business will also be affected as these are closely tied with human lives. Other areas of insurance that will be affected are Livestock insurance and Crop insurance. This article restricts the

focus primarily about the effect on Life and Health insurance.

Life insurance is concerned about 'life' and Health insurance is concerned about 'healthy life'. Ultimately it's all about underwriting the risk pertaining to the 'quality of life'.

Key Advances in Biology :

Let us take a look at some of the advances in biological sciences that will affect Health and Life insurance business. The list of advances mentioned is representative rather than exhaustive. All these technologies discussed below are

often interdependent on several other technologies like information technology. Some of the facts discussed may sound like science fiction but are quite possible in near future considering the pace of research in biology.


Genome Research

Genome research is the most important area of biological research that will affect every sphere of human activity. Insurance will be no exception.

To understand what this is all about, let's take a quick biology lesson.

A Building is built with large number of bricks according to a predetermined blueprint. Similarly human beings are also built according to a blue print. Instead of bricks our body is made up of trillions of tiny units called cells.

Generally not every brick in the building has the blueprint within. But every cell in our body contains within it the entire blueprint of the body. This is also called as the Human Genome. It is made up of a



**Future is said to
belong to the
biological revolution
which is already
affecting every
sphere of human
activity.**



microscopic chemical called as DNA (Deoxyribonucleic acid). Almost all build characteristic of our body like colour of the eye, our facial makeup are due to a sequence of four chemicals in DNA.

They are A (Adenine), G (Guanine), T (Thymine), C (Cytosine). This sequence is several billions characters long. We of course get this from our parents, each of them contributing 50% to it. Therefore we are just like our parents in many respects.

Today we are able to read this sequence using genetic mapping technology. Also to some extent we are able to interpret the meaning of this sequence.

Use in Insurance Underwriting:

“Genetic underwriting” is a term used for application of genetic data for insurance underwriting. Practically this will tell us a lot about how long and how healthy a person is going to live. As our ability to interpret genetic data improves, higher will be our ability to predict longevity and health condition of a person. Both these are of immediate importance for Life and Health insurance business. In fact we practice some sort of crude genetic underwriting when we use “family history” in our underwriting chart.

Genetic underwriting is relatively new. But its use is banned for Health insurance underwriting in most western countries. The GINA

As our ability to interpret genetic data improves, higher will be our ability to predict longevity and health condition of a person.

(Genetic Information Non discrimination Act) of 2008 passed in USA is one such comprehensive legislation. But most such acts do not explicitly ban application of genetic underwriting in Life insurance. Health insurers are keen for limited application of genetic underwriting as it gives them a pretty accurate underwriting tool. We will have to wait to see how future will unfold in this regard.

Gene Therapy:

A defective gene will cause a defect in the body structure or function. This is commonly termed as a genetic disorder. Earlier they were not treatable but gene therapy makes it treatable. This involves correcting the faulty genes by different mechanisms. There are several areas where gene therapy has proved to be successful.

The latest is CRISPR technology, which was demonstrated for the first time by Jennifer Doudna and her colleagues at the University of

California, Berkeley, allowing scientists to alter a genome within the cell of living organisms. Professor George Church of Harvard University was the first to get this process working in human cells.

Recently there was an interesting development at Imperial College London. Scientists there found that lower level of a protein called “SERCA2a” in the heart muscle cells may cause heart failure. Royal Brompton Hospital in London have patients on a gene therapy trial which will test whether introducing genetic material into damaged heart cells can improve their function. The researchers are using a genetically modified virus which will be harmless to the patient but it will deliver the extra DNA into the nucleus of the heart cells. This may cause it to produce more protein of this type. The hope is the gene will prompt the heart cells to produce more of the SERCA2a protein and repair some of the damaged heart muscle.

This is just one example of the many ways by which gene therapy is treating conditions which were previously thought to be incurable.

Targeted medicines:

Today most of the drugs are disease specific i.e. they are like readymade shirts; you buy the size that fits you best. Genome technologies will change it and you will have medicines tailor-made to suit a person’s genetic makeup (Person



specific drugs). This will make reaction to medicine or allergies due to medicine a thing of the past. These medicines will be far more effective than current ones. But they will cost more and the question is whether Health insurers will pay for it. In the first place the insurer was not allowed to charge customer differentially based on their genetic makeup. Then by principle of natural justice we cannot expect them to pay for drugs tailored according to a person's genetic makeup. This tangle will need to be resolved in the future.

Prosthetics:

New kinds of prosthetics are coming due to a fusion of biomedical engineering with computer technology and new kinds of material. The prosthetics industry is just coming of age. Researchers have created a camera connected to optic nerve which can help blinds to see. Many teams are working independently on several different concepts.

The key question is whether insurer is expected to bear cost of prosthetics and to what extent. Another question is how we underwrite the life risk of a person having a prosthetic where he has probably become physically healthier. But currently there are no clear definitions. It will need to be defined.

New Medical Procedures:

Novel medical procedures are getting developed every day. This is going to change a lot of our basic

assumptions about humanity once we combine this with advances in prosthetics. Just one example can explain the issues here.

Surrogate parenting has created a whole new industry in India and also a lot of controversies. Here rich ladies who have some problem in child bearing due to medical or other reasons may ask doctors to transfer their embryo to the womb of some other lady who shall bear that embryo for 9 months and deliver the child. This has led to redefinition of the term "mother". The legal system as well as society will have to cope up with many other scenarios even more sensitive than this in future. Insurance industry will have to adjust accordingly.

Stem Cell Research:

This has the potential to nip the rising prosthetic industry in the bud. Our body is made up of different types of cells like muscle cells, blood cells, nerve cells. A particular type of cell cannot modify into another.

But stem cells are unique. Stem cell is called as a totipotent cell. This

means a stem cell can develop into any other type of cell. This happens naturally in the development of organisms. But our knowledge about how this exactly happens is still evolving.

In August 2013, scientists at Austria's Institute of Molecular Biotechnology and Britain's Edinburgh University have succeeded in developing a tissue mass similar to a human brain (called as mini-brain by the press) by using human stem cells. Thus stem cells have the potential to develop into any organ of the body like a hand or an eye. This is called as organogenesis. But it will take quite some time for this to become reality. As and when this happens there will be questions of who will foot the bill and whether this can be included in risk cover. But now this is rather too early for a discussion.

The ultimate will be a full cloning of a human being. But this has major technical, legal, moral and social issues before we think of issues related to insurance. It is just a fiction like the one seen in the movie "The 6th Day" starring Arnold Schwarzenegger.

Demographics and Biological advances in Ageing Research:

Today this is a major area of research. It aims at prolonging human life at the same time making elderly more healthy. It is closely linked to genome research and several genes associated with ageing are identified and we are

As and when this happens there will be questions of who will foot the bill and whether this can be included in risk cover.

trying to understand how they work. Better understanding of these genes will give rise to new ways of treating age related conditions. It may also lead to medicines for extending life span. This is going to make human beings live a longer and healthier life.

But there is a catch. This will happen if they have adequate funding for taking the latest treatment which will be expensive. Secondly they need more money to take care of inflation driven living expense for a very long time after their retirement. In fact 'retirement' concept is already changing and may change further due to longevity. Every area of human activity will be affected. Government funding already has issues in country like Japan which has highest proportion of persons over age 60 in the population.

Insurance industry is all set for changes. Demands for Life insurance may stagnate. But demand for Health and Pension business will grow manifold. But pricing will become the major game changer.

Summing Up

The impact of advances in biology on insurance industry can be summed up as follows:-

- Precise assessment of risk in Health insurance and to some extent in Life insurance will become possible. This may be subject to legal constraints.
- This, if and when permitted, will lead to more accurate pricing of product.

Demand made on the pool by the elderly will increase more rapidly than their overall contribution, which will become a bone of contention.

- This will lead to more efficiency and this will benefit all the stakeholders in the insurance sector.
 - The huge cost of research will translate into high cost of new methods of treatment. But demand will be huge as everyone wants to live longer and healthier.
 - This will put pressure on pricing of Health insurance product at least in short run.
 - Pricing of Health insurance will become sensitive. There will be downward push from government, regulator and customers while insurers will give an upward push.
 - Several moral, ethical and legal issues have already come up and will increase in number.
 - Demographic changes will lead to larger number of elderly participating in the common insurance pool.
- Longevity is rising. That means elderly will be in the pool for a longer duration.
 - Demand made on the pool by the elderly will increase more rapidly than their overall contribution, which will become a bone of contention.
 - If there is a negative difference then pool will have to bear the burden. But already elderly as a high proportion of the pool will make this unviable in the long term.
 - Pricing will have to go up notwithstanding the pressure from the elderly people who will constitute a substantial chunk of the population.
 - Insurance companies will have to delicately balance 'pricing-growth-profitability'.
 - Demand for pure Life insurance products covering only risk may stagnate over long term.
 - But demand for Life insurance products combining risk and return in will increase provided returns are good enough.
 - Demand for Health insurance and Pensions will be on the rise over long term.

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ISSUE FOCUS

Tackling the Roots of Risk Management

- Health Insurance

Pavan Kanaparthi emphasizes that it would make a lot of sense for the insurers to focus upon the preventive factors among the insured population in order that the total claims payout is greatly restricted.

Health Insurance:

As an analogy, our current healthcare system can be compared to ‘pulling a drowning person out of a raging river’. And when covered, Health insurance providers typically pay for that rescue operation.

It is possible to do better than that. We can identify people on the edge and get them to move away (primary preventive care). We can teach people to swim (secondary preventive care). We can help people not repeat drowning episodes (tertiary preventive care).

Year over year growth in the number of Health insurance policies issued has been up at a staggering pace. Even with current operational losses and dependence on investment returns in the Non-life domain, this growth is not a reversible trend.

Along with the rise in the number of insured individuals, prevalence of preventable conditions within those populations will also rise. In light of this, an increased focus on managing risk of related and

potentially avoidable claims is only a natural evolution.

Identification, measurement, monitoring and control of insurance risk have to become increasingly key elements of an overall ALM strategy.

The actual intervention and treatment plans are in the realm of medical providers. However, thought leadership, maintaining adherence and driving innovation are almost incumbent upon the insurers. A robust combination of processes, information technology implementations, data analysis,

education and outreach are necessary on the part of insurance providers to corral the industry. In other words, the right mix of ‘carrots and sticks’ needs to be deployed to ensure the best outcome.

This of course is not a one-time event but a culture of iterative improvement beginning with measures that have the most impact.

Burden of preventable disease:

The science, technology and talent aspects of our nation’s healthcare are world-class. But in many ways, ‘wellness’ still eludes a majority of the population. It is of course a vast and complex system rife with attached strings; as are many.

Today, there are a sweeping number of individuals who let themselves be afflicted with preventable disease conditions. Even in the case of urban dwellers who are within reach of quality healthcare providers, preventive care is not commonplace. Without course correction, many end up in

A robust combination of processes, information technology implementations, data analysis, education and outreach are necessary on the part of insurance providers to corral the industry.


emergency wards and intensive care units.

It is of course our collective responsibility to bring healthcare resources to most remote geographical areas and to the most downtrodden. But, when we have those around us who have access to excellent healthcare facilities and somehow are not able to be healthy to their fullest extent, there may be more variables in this equation that need to be solved for.

Despite our nation's remarkable progress, many studies indicate that health and related disabilities are significant impediments to our sustained future growth. For perspective, here are a couple of data points from a WHO study issued in August 2013:

- 43% of all mortality in India is due to non-communicable cardiovascular disease, cancers, respiratory diseases and diabetes.
- 61.8% (male) and 55% (female) of all mortality in India, due to non-communicable diseases are considered premature mortality.

Disease burden and avoidable mortality definitely have a negative impact on our society. A qualified group of researchers and statisticians may surely be able to take a voluminous swing at it. However, at a macroeconomic level, it directly leads to higher healthcare costs.



Insurance providers could encourage patients to work with their medical providers to create and commit to a management plan.

From an insurance ALM perspective, within an insured population, it is a risk that needs to be managed.

Modifiable Risk and Successful Intervention:

Despite our best efforts and intentions, there are many things beyond anyone's control. Moreover, some risk factors such as family history, ethnicity and age are irredeemable.

On the other hand, there are other risk factors that can be primary targets of successful interventions including tobacco usage, obesity, physical inactivity, diabetes, hypertension, high cholesterol, unhealthy diets, harmful use of alcohol and non-adherence to treatment plans.

For example, hypertension and tobacco use are the top most risk factors for cardiovascular disease, diabetes, cancer and a host of other related conditions that if untreated will certainly lead to a lower quality of life and potentially premature mortality.

Within an insured population, identifying those at highest risk and beginning with rudimentary outreach and education is a great first step. Next, insurance providers could encourage patients to work with their medical providers to create and commit to a management plan. When directed by medical professionals there are clinical intervention and therapeutic avenues for patients whose conditions are diagnosed in time. Regular screening tests can reduce more costly measures later.

Most times, these are non-trivial behavior modifications, both on the part of patients as well as medical providers. But it is a problem worth solving with real savings for insurance providers, better health for patients and more possibilities for healthcare facilities.

With all other variables remaining constant, there are times when critical knowledge gaps on the part of everyone involved lead to catastrophic situations. Again, this is something that modern processes and tools can address.

Finally, it also goes without saying that, being able to peruse population wide risk factors whether they are modifiable or not, is a valuable first step toward better actuarial models, potential interventions and consequently healthier communities.

Summary

These alarming statistics of preventable disease conditions and associated premature mortality are nothing short of a man-made disaster, only set to grow in scale and cause more damage to our society as a whole.

Although, Health insurance is still a burgeoning industry in our country, the insurance industry has a long history of stepping up to challenges.

Health insurance providers can take a decisive stance in identifying policyholders at risk and encouraging their preventive care management using the multitude of channels at their disposal. It is a win-win situation that will result in healthier patients, increased visits for healthcare facilities and reduced payout risk for insurance providers.

A robust risk measurement and mitigation infrastructure will yield rewards. At the most basic level, an insurance provider who has

These alarming statistics of preventable disease conditions and associated premature mortality are nothing short of a man-made disaster, only set to grow in scale and cause more damage to our society as a whole.

underwritten lakhs of policies has a marked incentive to measure preventable disease risk factors across their population and take steps to encourage interventions. When effectively done, over time, this should reduce potential claim payouts.

Taking it even further, these metrics of risk should become part of insurance product development,

product pricing and associated actuarial models.

Health insurance providers have leverage to drive innovation in our nation's healthcare system. We are at the dawn of an age where we'll see many new tools and processes take different aspects of India's infrastructure to new heights. Electronic health records, personalized healthcare services, Aadhaar enabled healthcare data, increased electronic business to business communications and a spate of developments moving up every aspect of this landscape are no longer pipe dreams. Health insurance providers are in a position to create positive influence in how all this is going to shape up.

The author is Founder and CEO of a healthcare information solutions firm Nivarc Inc. focused on developing useful tools for the industry that enable a data driven approach to modern challenges.

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ISSUE FOCUS

Fit for a King?

- Health Insurance Regulations

Jamuna Choudhary opines that the recent Health insurance regulations brought out by IRDA are a game-changer and bring about a great deal of transparency and objectivity in dealing with the policyholders.

India with more than 1.2 billion population needs a better management of health conditions. The old saying “Health is Wealth” carries a lot of meaning for the well-being of the people and the country as a whole. A country, with more than 70 percent of people being villagers, lives without adequate health facilities. Lack of education and awareness coupled with poverty and inadequate health infrastructure make the situation worse by creating cyclical effects of further poverty and further ill health. The records show that the public spending on health, in India, has been oscillating between 1.2 to 1.5% of the GDP for the last several years (as against Thailand with more than 3% of its GDP). A number of people are covered under some sort of Govt health schemes, like central govt schemes combined with health insurance coverage that constitute to be around 20% of the total population. As a result, out of pocket expenses on health care are as high as 60 to 70% of the total health spending.

A person with good health, can produce more earnings, can

increase savings and invest more. He can also spend for children’s education, marriages and will have a happy family. Happy family contributes for the betterment of the society and economy. Conversely a person with bad health will not only fail to contribute to its family but also become a burden to the family and the society causing a negative cycle in the economy. Unlike many other countries, India does not have any Universal Health Coverage programme. Although it has attempted many times to plan for such coverage, it has failed on many fronts. It is also difficult for any government to have complete

Conversely a person with bad health will not only fail to contribute to its family but also become a burden to the family and the society causing a negative cycle in the economy.

solutions for all healthcare issues in a country like India with huge population living in poverty and illiteracy. Therefore, all such attempts to have universal health coverage have addressed some issues of some sections only, leaving behind a large proportion of population and a large number of health issues. Although RSBY is considered to be one of the most successful schemes in India, is not short of deficiencies.

There was almost no concept of Health insurance before the four Government-owned companies started selling ‘Mediclaim’ policy in 1986. With trust deficits among the public at the insurance companies and vice versa, Health insurance started its journey and could cover a marginal portion of the population and could have a starting premium base of ₹30 crore. Due to advancement of science and technology, better education and awareness about health care and difficulties with the government in financing; now it is seen more and more people are gradually attracted towards insurance. Therefore, today the Health insurance industry has



been able to cover more than 20 crore population. This has certainly significantly reduced the out of pocket expenses of the large sections of the society and definitely provided a relief to the insured public.

The Health insurance market is growing at a faster rate than any other class of insurance in India; and is the highest in non-life insurance segment next only to Motor business. Motor business has stood to be number one perhaps because the insurance is made mandatory. Health infrastructure and facilities have improved both in public and private fields. Demand for healthcare and Health insurance is continuously increasing. IT sector is entering the health sector in a big way. Science and technology has simplified the treatment procedures. Competition in health providers has comparatively reduced the treatment expenses. Innovations have reduced the treatment time in the hospital wards. Alternative treatments are on the rise. Number of insurance companies has risen from 4 before 2000 to 26 now. The number of products has increased from 1 in 1986 to more than 400 today. The intermediary field has become active. Third Party Administrators help smooth settlement of claims. Induction of stand-alone Health insurance companies is encouraged. Innovations in insurance have gone side by side advancement of science and technology. Insurers are now selling a variety of products keeping

The Health insurance market is growing at a faster rate than any other class of insurance in India; and is the highest in non-life insurance segment next only to Motor business.

an eye on the needs of the society. There are products for children, self, family, senior citizens and groups in the form of indemnity policies, benefit based policies and cashless settlement facilities. The sum insured ranges from a few thousand rupees to crores.

Society is changing and so are its needs. Innovation and competition are the flavour of the day. And as expected the approach of insurance sector is changing. Although the objectives of each stakeholder are one and same; possible complexities in product design, insufficiency in distribution channels and deficiencies in delivering satisfaction to the customers are expected to rise side by side. This is the reason why there is a need to have regulatory intervention, ensuring that the end-users of the products do not suffer. One of the important objectives of the regulator is to ensure protection of policyholders' interests. Although Health insurance industry is

emerging to be matured during its long path of more than 25 years, it needs to do more for the policyholders and more to contribute to the nation. Prior to 2013, the Health insurance industry was supervised by the issuance of various circulars and guidelines by IRDA from time to time. This was found to be incomprehensive, somewhat incomplete and not addressing the host of issues coming in the way of complaints and grievances from the policyholders, claimants, senior citizens, group administrators, trade associations, consumer associations, hospitals, legislative members, government and other stakeholders. It is found that the grievances in health alone constitute to be at a higher percentage in all complaints registered under non-life policies.

“IRDA (Health Insurance) Regulations, 2013” is considered to be a customer friendly regulation. Therefore, it is imperative to note how the regulations are beneficial to and in the interest of the policyholders. The entire content of these regulations may not appear to be something new, but the important objective of such regulations is to make it binding for the insurance industry to comply with. The regulations aim at bringing clarity, removing inconsistency, maintain uniformity across the industry, protecting interest of the policyholders, encouraging innovations and providing flexibility. To make it simple, the benefits can be



classified in the following sub-heads:

Standardisation: Standardisation is a basic requirement in any growing market. Competition, among the insurance companies and sales intermediaries with more than 400 products, gives a lot of choice to the customers to have the best ones for them. Often, more choices lead to confusion especially when the features of the products are different from one another. Non-uniformity in forms, clauses and wordings make the decision making process complex and cumbersome giving scope for different interpretations and understanding. To avoid confusion and different interpretations, it is necessary to have some sort of standardisation in the products. This helps in understanding the product, comparing the policies and choosing the suitable ones. In view of the above, incorporation of standardised forms, filings, clauses, definitions, terms and conditions are welcome steps. The Health regulations contain more than 40 numbers of standard definitions, 11 numbers of nomenclatures on critical illnesses, various important standard wordings, clauses, which were otherwise spelt differently by different companies before standardisation. Definitions for pre-existing conditions, alternative treatments, grace period, OPD etc. are a few such important definitions towards uniformity. Provision of uniform declaration clauses in a proposal form, incorporation of

standard claim form, common pre-authorisation form etc. help the customers in identifying; and the insurers in designing simple products.

Utility Concepts: The regulations have introduced new concepts giving flexibility to the insurance companies for designing innovative products. Inclusion of AYUSH, list of excluded expenses; claims procedures in multiple policies, Free Look Period etc. are some such examples which provide new dimensions in the thinking process of Health insurance market.

Regulations on renewability have far reaching results. The renewability provisions suggest not denying renewal of a policy based on age or individual claim. It means a person having taken a policy, if renews the policy without any break, can insure his health as long as he survives. Earlier, even though a person has been getting his insurance every year from an early age and has been

Non-uniformity in forms, clauses and wordings make the decision making process complex and cumbersome giving scope for different interpretations and understanding.

paying premium for last 30 to 40 years, the insurance companies were in a position to deny renewals after he attains a certain age say 70 or 75 years, at a time when Health insurance cover becomes more than a necessity. This provides confidence on the insurance support and removes the fear of getting out of insurance cover after a certain age. Sometimes due to non-receipt of renewal notices or for some other reasons, the insured forgets to renew the policy before expiry date, giving rise to concerns like losing renewal benefits. But the regulations allow 30 days time as a grace period, within which the policy can be renewed without any loss of benefits. This is a great relief for the policyholders who fail to renew in time. The regulations provide to pay minimum 50% of the expenses spent on pre-acceptance medical examinations, if required to be conducted before underwriting a risk.

Portability, though was introduced before these regulations came into effect, incorporation of the same in the regulations provided the legal standing and binding compliance. Many products carry renewal benefits like reduction in waiting periods, no claim bonus, non-requirement of medical examinations etc. which provide meaningful advantages but these were made available if the policy is renewed with the same insurance company. Therefore an insured was somehow indirectly made compelled to continue with the



same insurer irrespective of whether the renewal quote is high or the services are considered to be the worst. With a fear of losing the carry forward benefits in renewals, the customers had no other choice but to live with the same insurer in spite of the uncomfortable situations. Due to the portability provision, the insured now can have the comfort of switching over the insurance companies, without losing any renewal benefit, if he is not satisfied with one.

With a fear of losing the carry forward benefits in renewals, the customers had no other choice but to live with the same insurer in spite of the uncomfortable situations.

The policyholder gets helpless if a policy is cancelled any time during the policy period. There were times when the insurers had the powers to cancel policies even on the grounds of claims under the policy. This is arbitrary and is never in the interest of the customers. Now the regulations provide not to cancel the policy unless it is found that there is a fraud or misrepresentation made by the customer. While restricting the insurer on its arbitrary cancellation powers, the regulations allowed freehand to the policyholders to cancel the policy at any time.

Disclosure Norms: The insured takes a decision to buy a product, based on the information provided to him by the insurance company or its sales force. Disclosing partial information, suppressing some of the features in the policy and explaining wrong things to the customer for buying a product is neither helpful to the customer or the insurance company. The insurers

need to be transparent with its customers. Had the insured, complainants write, known about existence (or non-existence) of certain conditions, probably he would not have purchased this policy. The insured should be a satisfied customer on purchase of the policy; he should not be converted to a complainant. But many times it is seen that the prospect is not fully informed. This leads to lot many complaints, grievances, RTI issues and legal battles. This situation is not favourable for the industry and therefore, the regulations have incorporated a series of disclosure norms which ultimately benefit the whole industry. It mandates the insurers to disclose all important and required information which constitute a base in the decision of purchasing of the policy. To narrate a few, the prospectus must carry the cover in detail, must include all the exclusions, cancellation procedures, entry age, exit age, treatment of a

person if going out from an insurance policy like family policy or group policy, future options on withdrawal of a product, free look period, renewability, portability, TPA facility, premium chart, options, discounts and loadings etc. Above all, it mandates to make adequate dissemination of information in the prospectus, policy wordings, proposal form etc. so that the prospect can take a fully informed decision. This will limit the scope of unfair practices.

Policyholders' interest: The Health Insurance Regulations, 2013 attempts to protect the interests of the policyholders to a greater extent. Now, the insurers do not have a free hand to cancel the policies any time during the policy period. They cannot do so even based on the claims experience under the policy. The regulations have stipulated the freedom and mandated that no insurance company can cancel the policy during currency of the policy, unless the insured was involved in policy related frauds, misrepresentation etc.

Guaranteed renewals without any exit age is a great relief to the senior citizens. Not to deny renewals based on adverse claims experience under a particular policy is an added benefit.

Each policy provides time limits for intimation of claims and submission of claims related documents, within which period, the claimant needs to



intimate and submit the documents, failure of which may lead to rejections by the insurance companies. This is required by the insurers for their setting accounting procedures and keeping claims provisions which may relate to reinsurance recoveries also. However, there are chances that due to certain unavoidable circumstances, the insured fails to comply with the deadlines and it is not proper on the part of the insurer to decline such genuine claim. Therefore, the regulations mandate that each policy must have a clause condoning delays if found to be on valid reasons. This helps the genuine customers to get their valid claims.

The Regulations provide procedures for increasing and decreasing no claim bonus. Most of the policies provide for no claim bonus at renewal for claims free policies. It is a practice by many insurers to withdraw the whole lot of earned bonus if there is a claim. It could sometimes so happen that the loss of discount was more than the claim amount defeating the purposes of insurance. Now it provides to reduce this bonus in the same proportion at which it has increased.

There are mandates to settle the claims within 30 days of receipt of last necessary document. Read with the Protection of Policyholders' Interests regulations, on failure to do so, the insurer is liable to pay penal interest. This will not only help the distressed claimants to

expect claim settlements immediately but also shape the approach of the insurance companies towards the customers.

It suggests devising mechanisms for incentives to reward policyholders for early entry, continued renewal, favourable claims experience etc.

The most important and frequently discussed provision relates to procedures for settlement of claims, which fall in between two policy periods. It states that if the claim event falls within two policy periods, the claims shall be paid taking into consideration the available sum insured in the two policy periods, including the deductibles for each policy period. Such eligible claim amount to be payable to the insured shall be reduced to the extent of premium to be received for the renewal/due date of premium of health insurance policy, if not received earlier.

Conclusion: In the age of competition and survival of the fittest, the customer poses to be the real king. The regulations are said to be more customer friendly giving scope for more options and choices. The provisions have attempted to provide for customer satisfaction and freedom. Safeguarding interests of the policyholders being one of the biggest objectives, IRDA felt it necessary to bring such regulations for the benefits of customers thus making Health Insurance Regulations a 'king's regulations'.

The regulations mandate that each policy must have a clause condoning delays if found to be on valid reasons. This helps the genuine customers to get their valid claims.

The author is Asst. Director (Health), IRDA. The views expressed in the article are her own.

प्रकाशक का संदेश

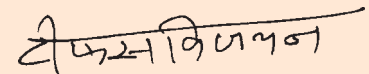
स्वास्थ्य बीमे के क्षेत्र में अधिक दावा अनुपातों के लिए बहुत सारे कारण हैं। इनमें से एक कारण तो वैयक्तिक पॉलिसियों की तुलना में सामूहिक पॉलिसियों में दावों का ज्यादातर होना है। हालांकि यह किसी सटीकता के साथ नहीं कहा जा सकता कि ऐसी स्थिति के लिए वजह सामूहिक पॉलिसियों में जोखिम अंकन का पूर्णतः अभाव है, परंतु ऐतिहासिक रूप से समूह खातों की स्वीकृति के साथ बहुत कुछ शिथिलता अवश्य संबद्ध रही है। प्रशुल्क-समापन (डी-टैरिफिंग) से पहले यह देखा गया था कि कारपोरेट सामूहिक स्वास्थ्य बीमा पॉलिसियाँ समग्र लाभ पाने की संकल्पना के साथ इन कंपनियों के व्यवसाय की अधिक लाभप्रद व्यवस्था को अंकित करने के लिए एक थाली में रखकर दी गई थीं।



तथापि, डी-टैरिफिंग के बाद की व्यवस्था में प्रत्येक वर्ग के संबंध में उसके गुण-दोष के आधार पर विचार करना होगा; और यह एक सुविदित तथ्य है कि प्रति-सहायकीकरण (क्रॉस-सब्सिडाइजेशन) की लगातार जारी प्रवृत्तियाँ वैज्ञानिक जोखिम अंकन की प्रक्रिया को कमजोर करने की दिशा में होंगी तथा ये परिचालनगत हानियों के लिए भी मार्ग प्रशस्त करेंगी। जबकि यह भली भाँति ज्ञात है कि बीमाकर्ता इन सूक्ष्म अर्थान्तरों के विषय में पूर्णतया निपुण हैं, यह कहना असंगत नहीं होगा कि जोखिम की गुणवत्ता की कीमत पर समग्र कारोबार को सहारा देने के किसी भी प्रयास को प्रारंभ में ही विनष्ट कर देना चाहिए जिससे व्यवसाय के दीर्घकालिक निर्वाह को सुनिश्चित किया जा सके।

स्वास्थ्य बीमा वर्ग की एक और प्रमुख विशेषता धोखाधड़ियों की अधिकता है। तीसरे आयाम की उपस्थिति जैसे विभिन्न कारक- - अर्थात् सेवा प्रदाता, निवारक दंड के अभाव आदि को प्रायः अधिक संख्या में धोखाधड़ियों की संभावना के लिए कारणों के तौर पर उद्धृत किया जाता है। उपर्युक्त के अलावा, अनेक पॉलिसीधारकों में जागरूकता की कमी से भी आसानी से की जानेवाली धोखाधड़ियों में वृद्धि होती है। बीमाकर्ताओं और अन्य हितधारकों को यह सुनिश्चित करने के लिए एकजुट होकर कार्य करना चाहिए कि पॉलिसीधारकों और अन्य संबंधित पार्टियों में ऐसी कपटपूर्ण प्रवृत्तियों को अधिकतम सीमा तक कम कर दिया जाए। सीधे हितधारकों को यह तथ्य समझाने की आवश्यकता है कि किसी भी रूप में धोखाधड़ियाँ सामान्य रूप से उद्योग के एवं विशेष रूप से पॉलिसीधारकों के हितों के प्रतिकूल हैं।

‘स्वास्थ्य बीमा’ पुनः एक बार पत्रिका के इस अंक का केन्द्रबिन्दु है। मध्यस्थता भारत में बीमा व्यवसाय का एक महत्वपूर्ण घटक है, तथा खास तौर से जोखिम के विभिन्न क्षेत्रों की पहचान करने के लिए और कारपोरेट ग्राहकवर्ग के लिए जोखिम प्रबंध की कार्यनीति की आयोजना हेतु ब्रोकर की भूमिका विशिष्ट रूप से उल्लेखनीय है। ‘बीमे में ब्रोकरों की भूमिका’ पत्रिका के अगले अंक का फोकस होगा।


टी.एस. विजयन
अध्यक्ष

दृष्टि कोण

“

एक वैश्विक पूँजी मानक घोषित करने से पहले दुनिया भर में कई पर्यवेक्षक अंतरराष्ट्रीय बीमा पर्यवेक्षक संघ (आईएआईएस) द्वारा निर्धारित रूप में बीमे के मुख्य सिद्धांतों (आईसीपी) के अनुरूप बीमाकर्ताओं के लिए जोखिम-आधारित शोधक्षमता की व्यवस्था हेतु मानक बनाने में एक सक्रिय मार्ग का अनुसरण कर चुके हैं।

श्री पीटर ब्राउम्यूलर

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

अफोर्डेबल केर ऐक्ट (एसीए) के पारित होने के बाद सरकारी विनियमनकर्ता यह सुनिश्चित करने के लिए प्रयास कर रहे हैं कि योजनाएँ नये नियमों का अनुपालन करें। ये प्रस्तावित परिवर्तन एक अनिश्चितता के स्तर का निर्माण कर रहे हैं जिसे कम करने के लिए हमें एकजुट होकर कार्य करना चाहिए।

श्री जिम डोनेलॉन

एनएआईसी के भूतपूर्व अध्यक्ष एवं लूसियाना बीमा आयुक्त।

एक सुविकसित वित्तीय क्षेत्र आर्थिक संवृद्धि में तेजी लाने और उसे संभाले रखने के लिए उत्प्रेरक हो सकता है। इससे घरेलू बचत के अधिक प्रभावी संग्रहण के लिए मार्ग प्रशस्त होगा, विदेशी बचत का नियंत्रण व उपयोग करने से सहायता पहुँचेगी तथा निवेश आबंटन के कौशल में सुधार आएगा।

श्री रवि मेनन

प्रबंध निदेशक, मौद्रिक प्राधिकरण, सिंगापुर।

नियमों और विनियमों का विद्यमान होना ही पर्याप्त नहीं है -- पर्यवेक्षकों द्वारा व्यवहार में उनके प्रभावी कार्यान्वयन की भी सक्रिय रूप से निगरानी करने की आवश्यकता है।

सुश्री हेलेन रोवेल

सदस्य, आस्ट्रेलियन प्रुडेन्शियल रेगुलेशन अथॉरिटी।

हमारा विश्वास है कि जीवन बीमा उद्योग का मिशन पूरा करने के लिए जीवन बीमा के संबंध में ग्राहकों की जागरूकता को बढ़ाना और हमारी आपसी समझ में वृद्धि करना महत्वपूर्ण है; जो पूर्वी जापान में आये बड़े भूकंप के परिणामस्वरूप पहले से भी अधिक महत्वपूर्ण बन गया है।

श्री योशिओ सातो,

अध्यक्ष, जीवन बीमा संघ, जापान।

यह एक सुविवेचित तथ्य है कि बीमा सुरक्षा निम्न आय वाले लोगों और छोटे उद्योगों के लिए किसी भी अप्रत्याशित घटना का सामना करने के लिए उनकी सीमित वित्तीय क्षमता को देखते हुए अत्यंत आवश्यक है।

श्री टी.एस. विजयन

अध्यक्ष, बीमा विनियमक और विकास प्राधिकरण, भारत।

”

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।

जीवन बीमा उद्योग हमारे देश में एक कठिन दौर से गुजर रहा है। उद्योग के लिए वृद्धि करने की अत्यधिक गुंजाइश है। फिर भी, उद्योग हाल के वर्षों में बढ़ नहीं पाया है। 2012-13 में पहले प्रीमियम की आय (एफपीआई) के तौर पर 6.32% की सीमा तक वृद्धि में कमी रही है। अर्थव्यवस्था में वृद्धि हो रही है तथा अर्थव्यवस्था के सभी खंडों के अंतर्गत प्रति व्यक्ति आय में ऐसी ही स्थिति है। परंतु जीवन बीमा उद्योग इस अवसर का उपयोग करने में कठिनाई महसूस कर रहा है। आइए, देखते हैं कि इस उद्योग की बढ़ोतरी में क्या रुकावट है। हम चुनौतियों का सामना करने में बीमाकर्ताओं द्वारा किये गये उपायों के तौर पर उद्योग में विद्यमान हाल की प्रवृत्तियों को भी देखेंगे।

उद्योग के समक्ष चुनौतियाँ:

जब प्रत्याशित प्रतिलाभ उत्पन्न करने में यूलिप विफल हुए, उसके बाद बीमा मध्यवर्ती अपनी विश्वसनीयता काफी कुछ खो बैठे। झूठे वादे करते हुए बहुत सारे यूलिप बेचे गए थे। इसलिए बीमा मध्यवर्ती जनता का विश्वास पुनः प्राप्त करने में कठिनाई अनुभव कर रहे हैं। यह बहुत बड़ी

चुनौती है। यह चुनौती उन एजेंटों के लिए और भी अधिक है जो ग्रामीण और अर्ध-शहरी क्षेत्रों में परिचालन करते हैं। चूंकि एजेंट अंशदान अभी भी कुल व्यवसाय का 78.69% है, अतः उनकी सफलता भारत में जीवन बीमा उद्योग की सफलता के लिए अत्यावश्यक है।

एजेंटों की उत्पादकता कम केवल यूलिपों के अप-विक्रय के कारण ही नहीं, बल्कि इसलिए

यह चुनौती उन एजेंटों के लिए और भी अधिक है जो ग्रामीण और अर्ध-शहरी क्षेत्रों में परिचालन करते हैं। चूंकि एजेंट का अंशदान अभी भी कुल व्यवसाय का 78.69% है, अतः उनकी सफलता भारत में जीवन बीमा उद्योग की सफलता के लिए अत्यावश्यक है।

भी है कि भारतीय एजेंसी बल सामान्य रूप से वयस्क नहीं है। एजेंटों के एक छोटे अनुपात को छोड़कर, जिन्होंने अपने कार्यनिष्पादन की स्थिरता के लिए एमडीआरटी अथवा इसी प्रकार की मान्यता प्राप्त की हो, बड़ी संख्या में एजेंट सही व्यावसायिक नहीं बन पाये हैं। वे अधिकांशतः अंशकालिक कर्मी हैं तथा विकास के लिए उनके पास कोई आंतरिक अभिप्रेरण नहीं है। यदि बीमा उद्योग को विकास करना है, तो सभी एजेंटों की कुशलताओं, क्षमताओं और प्रवृत्तियों को पूरी तरह अपना स्तर ऊँचा करना होगा। एक विपुल विक्रय शक्ति का व्यावसायीकरण सभी बीमाकर्ताओं की एक बड़ी चुनौती है। नीचे दी गई सारणी सं. 1 में 2011-12 के दौरान एजेंटों द्वारा बेची गई पॉलिसियों की औसत संख्या दर्शाई गई है तथा इससे यह साबित होता है कि एक बीमा एजेंट औसतन अपने कार्य से एक आजीविका नहीं बना पाया है। यदि कोई एजेंट इस व्यवसाय में नियमित आधार पर पूरी तरह समर्पित नहीं है, तो उसके लिए गुणवत्ता से युक्त कारोबार करना और साथ ही ग्राहकों को उचित सेवाएँ प्रदान करना बहुत कठिन होगा।

सारटी-1: 31-03-2012 को जीवन बीमाकर्ताओं के निबद्ध एजेंटों की औसत उत्पादकता

बीमाकर्ता	एजेंटों की औसत उत्पादकता	बीमाकर्ता	एजेंटों की औसत उत्पादकता
आइगोन रेलीगेयर	4	आईएनजी वैश्य	6
अवीवा	3	कोटक महिन्द्रा	3
बजाज अलायंज	3	मैक्स लाइफ	6
भारती अक्सा	4	मेटलाइफ	3
बिड़ला सनलाइफ	3	रिलायंस	4
डीएलएफ	5	सहारा	5
एडलवेइस टोकियो	12	एसबीआई लाइफ	6
फ्यूचर जेनराली	2	श्रीराम लाइफ	5
एचडीएफसी स्टैंडर्ड	3	स्टार यूनिन हार्डी	12
आईसीआईसीआई प्रुडेन्शियल	2	टाटा एआईए	2
आईडीबीआई फेडरल	3	एलआईसी	27
इंडिया फर्स्ट	5	उद्योग औसत	16

स्त्रोत: आर्सआरडीए वार्षिक रिपोर्ट 2011-12

सारणी-2: 2011-12 के दौरान कुछ अग्रणी बीमाकर्ताओं के निरंतरता अनुपात (पॉलिसियों की संख्या के आधार पर)

बीमाकर्ता	निरंतरता अनुपात				
	13 माह	25 माह	37 माह	49 माह	61 माह
अवीवा	58.00	47.00	25.00	24.00	19.00
बजाज अलायंज	54.57	85.76	19.03	51.85	43.50
भारती अक्सा	58.20	51.60	46.80	52.20	39.60
बिड़ला सनलाइफ	82.00	77.00	72.00	62.00	53.00
एचडीएफसी स्टैंडर्ड	75.35	88.11	63.50	66.38	78.40
आईसीआईसीआई प्रु.	77.00	86.70	31.80	50.60	65.30
आईएनजी वैश्य	65.00	55.00	38.00	36.00	38.00
कोटक महिन्द्रा	70.00	61.00	50.00	40.00	40.00
मैक्स लाइफ	75.00	62.00	42.00	39.00	31.00
मेटलाइफ	63.56	56.84	50.32	47.44	44.82
रिलायंस	55.90	78.10	29.10	70.30	76.70
सहारा	73.73	65.14	43.04	39.92	41.74
एसबीआई लाइफ	71.77	60.52	20.54	16.27	23.35
श्रीराम	51.40	82.30	39.10	80.30	84.70
टाटा एआईए	44.71	18.10	17.32	16.13	14.03
एलआईसी	67.00	61.00	53.00	46.00	51.00

स्त्रोत: आर्सआरडीए वार्षिक रिपोर्ट 2011-12

कोई भी जीवन बीमा कंपनी समुचित रूप से तभी टिकी रह सकती है अब वह पर्याप्त नवीकरण प्रीमियम अर्जित कर सके। दूसरे शब्दों में, बीमाकर्ताओं के निरंतरता अनुपात उचित रूप से अधिक होने चाहिए। आइए, हम सारणी-2, में आईआरडीए वार्षिक रिपोर्ट 2011-12 में वथाउल्लिखित बीमाकर्ताओं के निरंतरता अनुपातों पर दृष्टिपात करें।

उपर्युक्त सारणी से यह स्पष्ट है कि अधिकांश बीमाकर्ताओं के संबंध में 37 माह से आगे के निरंतरता अनुपात अपर्याप्त है। यदि हम 61 माह वाले निरंतरता अनुपातों पर विचार करें, तो पाएँगे कि केवल चार बीमाकर्ताओं के पास ही 60% से अधिक निरंतरता अनुपात है। इसका अर्थ है कि 40% से अधिक पॉलिसियों जो 2006-07 में जारी की गई थी, या तो कालातीत हो गई है अथवा अभ्यर्पित की गई है या फिर दावों के रूप में परिणीत हो गई है। इसलिए बीमाकर्ता (कुछ प्रमुख बीमाकर्ताओं सहित) अपने ग्राहकों को लंबी समयावधि के लिए नहीं रख सके हैं। यह बीमाकर्ताओं की भावी स्थिति के लिए अच्छा संकेत नहीं देता।

सभी बीमाकर्ताओं के लिए एक और बड़ी समस्या निबद्ध (टाइड) एजेंसी बल का निःशेषण (डिप्लीशन) है। यह एक ऐसी गंभीर समस्या है जिसका सामना उन बीमाकर्ताओं द्वारा भी किया जा रहा है जो वैकल्पिक माध्यमों पर अत्यधिक निर्भर है। पिछले तीन वर्षों के दौरान निबद्ध (टाइड) एजेंटों की संख्या 26 लाख से घटकर 23 लाख हो गई है। इसका कारण यह है कि अधिकांश नये एजेंट इस व्यवसाय को या तो संभालने में अत्यधिक कठिन या पर्याप्त रूप से

पारिश्रमिक न देने वाला पाते है। एजेंसी बल आकार में क्यों क्षीण हा रहा है, इसके लिए एक और कारण है। नये भर्ती हुए व्यक्तियों को आईआरडीए परीक्षा उत्तीर्ण करना कठिन लगता है तथा कोई भी व्यक्ति तब तक बीमे का विक्रय करने का लाइसेंस प्राप्त नहीं कर सकता जब तक वह परीक्षा उत्तीर्ण नहीं करता। बीमाकर्ता 50 घंटे का अनिवार्य प्रशिक्षण देने के बावजूद बड़ी संख्या में लोगों को यह परीक्षा उत्तीर्ण कराने में असमर्थ है। उत्तीर्णता की दर इस समय 50% से कम है। नये पाठ्यक्रम में गहन अध्ययन और व्यावहारिक समस्याओं का सुलझाने में संपल्पनाओं को लागू करने की क्षमता अपेक्षित है। चूँकि बहुत अधिक बुद्धिमत्ता (आईक्यू) से युक्त युवक-युवतीगण बीमा एजेंसी में आजीविका को पसंद नहीं करते, अतः एजेंसी की आजीविका ग्रहण करने के लिए जो व्यक्ति आते है, वे इसे संभालने में कठिनाई अनुभव करते है। अब यह सभी जीवन बीमकर्ताओं के लिए एक चुनौती है।

संभवतः सबसे बड़ी चुनौती बीमा संबंधी समुचित जागरूकता का अभाव है। देश के कोने-कोने में जीवन बीमा का प्रसार करने के लिए एलआईसी के स्थापित किये जाने के 57 वर्ष बाद भी कई लोग अभी भी बीमे का मूल्य ठीक से नहीं समझते। यद्यपि एलआईसी ने बीमे का संदेश प्रसारित करने में एक सराहनीय कार्य किया है, तथापि अधिकांश लोग अभी भी निवेश के अन्य रूपों से बीमे की विशिष्टता को नहीं पहचान सकते। यही कारण है कि बाजार द्वारा केवल कुछ ही उत्पादों की माँग की जाती है। हमारे एजेंट आवश्यकता पर आधारित बीमे का विपणन

करने में विफल हुए है। अधिक से अधिक बीमे का विक्रय एक बचत लिखत अथवा एक निवेश लिखत के रूप में किया जाता है। अधिकांश एजेंट लगातार ऐसे उत्पादों को आगे बढ़ रहे है जिनसे अधिक कमीशन मिले अथवा जहाँ सेवा संबंधी दायित्व कम हो। बीमा संबंधी जागरूकता उत्पन्न करने के लिए एजेंट आदर्श माध्यम हो सकते थे क्योंकि वे ग्राहकों के साथ संपर्क में रहते है। परंतु अनेक एजेंटों के संबंध में (एवं अन्य मध्यवर्तियों के संबंध में भी) सक्षमता, व्यावसायिकता और विश्वसनीयता के अभाव ने उन्हें उस सीमा तक बीमा संबंधी जागरूकता को बढ़ाने से रोक दिया है जहाँ तक ऐसी जागरूकता होनी चाहिए थी।

चूँकि बहुत अधिक बुद्धिमत्ता (आईक्यू) से युक्त युवक-युवतीगण बीमा एजेंसी में आजीविका को पसंद नहीं करते, अतः एजेंसी की आजीविका ग्रहण करने के लिए जो व्यक्ति आते है, वे इसे संभालने में कठिनाई अनुभव करते है। अब यह सभी जीवन बीमकर्ताओं के लिए एक चुनौती है।

जीवन बीमा उद्योग में हाल की प्रवृत्तियाँ

अच्छी खबर यह है कि बीमाकर्ता उक्त चुनौतियों का सामना करने के लिए भरसक कोशिश कर रहे है। उद्योग में विद्यमान हाल की प्रवृत्तियाँ यह दर्शाती हैं कि बीमाकर्ता कार्य करने की अपनी पद्धति में तेजी से परिवर्तन ला रहे है। बीमाकर्ता अब संबद्ध (लिंक्ड) और असंबद्ध (नॉन-लिंक्ड) उत्पादों का मिश्रण बेचने का प्रयास कर रहे है। वे अधिकतर दीर्घकालिक उत्पाद बेचने की भी कोशिश कर रहे है। यह एक ऐसा कदम है जो सही दिशा में उठाया जा रहा है। वास्तव में लोगों को दीर्घकालिक बीमा उत्पादों की अधिक आवश्यकता है जो उन्हें उनके समूचे कार्यशील जीवन के दौरान सुरक्षा प्रदान कर सकें। यह बीमाकर्ताओं के लिए व्यवसाय की स्थिरता को भी सुनिश्चित करेगा। बीमाकर्ता काफी अधिक लंबे समय तक नवीकरण प्रीमियम प्राप्त करेंगे तथा इससे बीमा मध्यवर्ती भी लाभान्वित होंगे।

बीमाकर्ता सही तौर पर स्वास्थ्य बीमा और पेंशन उत्पादों के विक्रय पर बल दे रहे है। इन दोनों प्रकार के उत्पादों के लिए भारत में बहुत बड़ा बाजार है। स्वास्थ्य बीमा एक ऐसी चीज है जिसकी आवश्यकता प्रत्येक व्यक्ति के लिए है। पेंशन भी कुछ ऐसा है जो आनेवाले वर्षों में प्रत्येक व्यक्ति के लिए अपेक्षित होगा क्योंकि प्रत्याशित आयु अगले दशक में लगभग 80 तक पहुँचेगी। 80% से अधिक भारतवासी अभी भी अनौपचारिक क्षेत्र में नियोजित है जो लोगों के लिए कोई सामाजिक सुरक्षा प्रदान नहीं करता। अतः बीमाकर्ताओं ने सही तौर पर इन दोनों क्षेत्रों का चयन महत्व वाले क्षेत्रों के रूप में किया है।

कई बीमाकर्ता, विशेष रूप से निजी बीमाकर्ता अब सफलतापूर्वक युवक-युक्तीगण के बीच सावधि बीमे (टर्म एश्युरेंस) का विपणन कर रहे हैं।

कई बीमाकर्ता, विशेष रूप से निजी बीमाकर्ता अब सफलतापूर्वक युवक-युवतीगण के बीच सावधि बीमे (टर्म एश्युरेंस) का विपणन कर रहे हैं। यह बहुत अधिक संतोषजनक है क्योंकि सुवाओं को न्यूनतम प्रीमियम पर एक व्यापक सुरक्षा मिल सकती है। सावधि बीमा (टर्म एश्युरेंस) का कोई परिपक्वता मूल्य नहीं होता और इसलिए यह उत्सहावर्ध है कि नई पीढ़ी एक ऐसे उत्पाद को चुन सकती है जो विशुद्ध रूप से बीमा है। लेकिन व्यापक सुरक्षा प्रदान करते समय बीमाकर्ताओं को सावधानीपूर्वक प्रत्येक जोखिम की गुणवत्ता का निर्धारण करना होगा क्योंकि यदि बाद में किसी दावे का निराकरण किया जाता है, तो वह जीवन बीमा कहलानेवाली संस्था में लोगों के विश्वास को हिला सकता है।

चूँकि एजेंट उत्पादकता कम है और अल्प अवधि में इस उत्पादकता को बढ़ाना अत्यंत कठिन है, अतः बीमाकर्ता विभिन्न वैकल्पिक माध्यमों को आजमा रहे हैं। यह पाया गया है कि परंपरागत निबद्ध (टाइड) एजेंट बाजार के विशेष (निच) खंडों की आवश्यकताएँ पूरी करने में हमेशा समर्थ नहीं है। इसलिए बीमाकर्ता अब वरीयतः अपने स्वयं के कर्मचारियों और अधिकारियों को सीधे ग्राहकों के पास भेजते हैं। यह प्रयास बीमाकर्ताओं के लिए बेहतर परिणाम दे रहा है तथा यह वितरण माध्यम प्रति पॉलिसी अधिकतर प्रीमियम प्राप्त करता है। 2012-13 में एलआईसी के प्रत्यक्ष विपणन माध्यम द्वारा बेची गई पॉलिसी का औसत

**यह पाया गया है कि
परंपरागत निबद्ध (टाइड)
एजेंट बाजार के विशेष
(निच) खंडों की
आवश्यकताएँ पूरी करने में
हमेशा समर्थ नहीं है।**

आकार 32,585 था, जबकि निबद्ध एजेंसी माध्यम द्वारा लाया गया औसत 7,933 था। इसके अलावा, 2012-12 में प्रथम प्रीमियम के तौर पर औसत उत्पादकता 7.84 लाख प्रति प्रत्यक्ष विक्रय अधिकारी (डीएसई) था जबकि निबद्ध एजेंटों के मामले में यह 2.47 लाख था। एलआईसी ने डीएसई के पद के लिए एमबीए की योग्यता से युक्त व्यक्तियों की भर्ती की है तथा ये लोग एचएनआई, एनआरआई, व्यावसायिक व्यक्तियों आदि जैसे विशेष खंडों से अच्छा व्यवसाय प्राप्त कर रहे हैं। निजी बीमाकर्ता भी इस माध्यम का उपयोग अत्यंत सफलतापूर्वक कर रहे हैं। प्रत्यक्ष विपण के अंतर्गत एलआईसी के पास दो और वर्टिकल हैं - ऑनलाइन विक्रय प्लेटफार्म और कारपोरेट बिजनेस वर्टिकल तथा इन दोनों वर्टिकलों के पास व्यवसाय की विपुल संभावना है।

बीमा उद्योग में एक और महत्वपूर्ण प्रवृत्ति यह है कि बहुत बड़ी मात्रा में विक्रय ऑनलाइन हो रहा है। कुछ समय से कुछ निजी बीमाकर्ता कारोबार ऑनलाइन करते रहे हैं। चूँकि नई पीढ़ी तकनीकी ज्ञान (टेक सैवी) रखनेवाली है और बहुत सारी

खरीदी ऑनलाइन करती है, अतः बीमाकर्ता सही तौर पर इंटरनेट में युवा ग्राहकों को पा रहे हैं। वैसे भी, जहाँ भी ग्राहक है वहाँ बीमाकर्ता को उपस्थित होना चाहिए। बीमाकर्ता सही तौर पर सोशल मीडिया में बहुत सारा विपणन और ब्रैंड निर्माण के कार्यकलाप कर रहे हैं। यहाँ युवक-युवतीगण आपस में चर्चा करते हैं कि कौन-से बीमा उत्पाद उनके लिए सर्वोत्तम है, वगैरह-वगैरह। युवा वर्ग में अपने समकक्ष व्यक्तियों के सुझावों पर निर्भर रहने की प्रवृत्ति रहती है। इसलिए ऑनलाइन प्लेटफार्म का बहुत बड़ा भविष्य है, कम से कम कुछ चयनित खंडों में जो अत्यधिक मूल्यवान सिद्ध हो सकते हैं।

हालांकि बीमाकर्ता जानते हैं कि विविध प्रकार की सामाजिक और शैक्षणिक पृष्ठभूमि रखनेवाले लाखों निबद्ध (टाइड) एजेंटों का व्यावसायीकरण करना कठिन है, फिर भी वे देश भर में कार्यरत एजेंटों की कुशलताओं और अभिवृत्तियों को सुधारने में प्रशिक्षण के महत्व को समझते हैं। आज भी आम जनता बीमे की खरीद करने से पहले एजेंटों के साथ ही संपर्क और विचार-विमर्श करती है। यदि एजेंट जानकार और विश्वसनीय पाया जाता है तो इससे बीमाकर्ताओं की छवि सुधरती है। कोई आश्चर्य नहीं कि नये और मौजूदा एजेंटों का प्रशिक्षण सभी बीमाकर्ताओं के लिए एक गंभीर कार्य हो गया है और यह सही भी है।

शेष अगले अंक में...

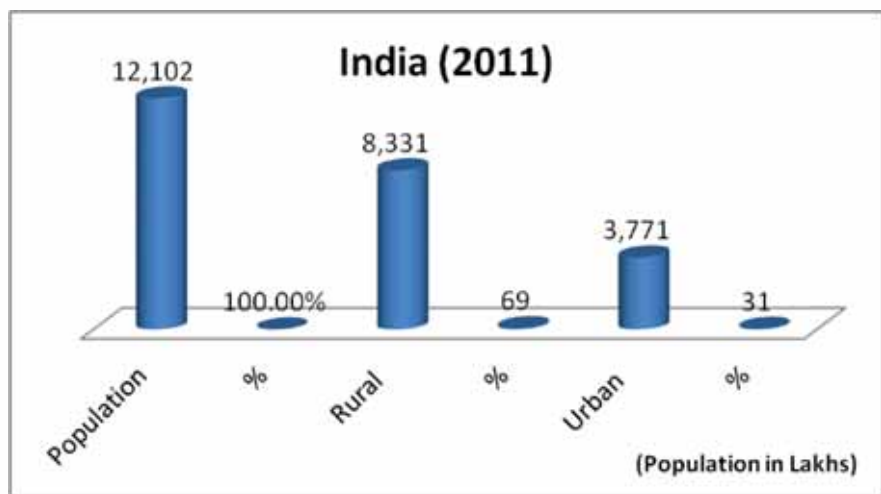
लेखक अनुसंधार सहयोगी, आंचलिक प्रशिक्षण केन्द्र, भारतीय जीवन बीमा निगम, कोलकाता है। उनके द्वारा अभिव्यक्त विचार उनके व्यक्तिगत विचार हैं।

चुनौती मांग में नहीं बल्कि आपूर्ति में है

डॉ. अजय कुमार मिश्रा का कहना है कि प्राधिकरण ने जो भी कदम उठाये है उससे बीमा उद्योग को और मजबूती मिली है और यह लंबी अवधि में और भी प्रभावशाली प्रदर्शन को सुनिश्चित कर देगा ।

(... पिछले अंक से आगे)

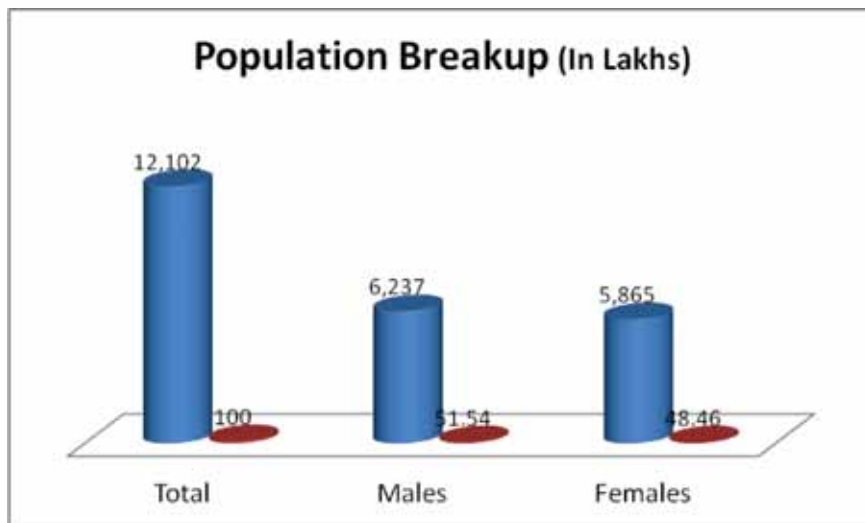
D - सूक्ष्म बीमा एवं सामाजिक बीमा - बीमाकर्ता ग्रामीण एवं सामाजिक क्षेत्र की पॉलिसी विक्रय अनिवार्यता के लक्ष्य को ही प्राप्त करने तक ही सीमित रहते हैं। जबकि कुल आबादी का 69% लोग ग्रामीण क्षेत्र में रहते हैं। बीमाकर्ता को चाहिये कि ग्रामीण क्षेत्र के लोगों की आवश्यकता एवं प्रीमियम भुगतान की क्षमता के अनुरूप जीवन बीमा उत्पाद निर्मित कर उन तक बीमा को पहुंचाये। बीमाकर्ता शहरी क्षेत्र में व्यवसाय करने में अधिक दिलचस्पी लेते हैं क्योंकि शहरी क्षेत्र में लोगों की अधिक प्रीमियम भुगतान करने की क्षमता है। पर इसके ठीक विपरीत कम प्रीमियम के द्वारा अधिक लोगों



लेखा-चित्र संख्या-5 जनसँख्या निवासिय स्थिति

तक बीमा सुरक्षा ग्रामीण क्षेत्र में पॉलिसी विक्रय कर बीमाकर्ता अधिक प्रीमियम आय अर्जित

करने के साथ-साथ बीमा की पहुँच बढ़ा सकते हैं। जनगणना 2011 के अनुसार 69% लोग ग्रामीण क्षेत्र में रहते हैं जबकि 31 प्रतिशत शहरी क्षेत्र में।



लेखा-चित्र संख्या-4 लिंगवार जनसँख्या विवरण

क्या जीवन बीमा व्यवसाय की भारत में अपार सम्भावनाये है? - भारत का विश्व में स्थान, क्षेत्रफल के आधार 7 वां है एवं जनसँख्या के आधार पर दूसरा हमारा देश जनसँख्या में सिर्फ चीन से ही पीछे है। भारत की कुल आबादी दुनिया की आबादी का छठा हिस्सा से अधिक है। यह पहले से ही दुनिया की कुल आबादी का 17.5% हिस्से से युक्त है। भारत को 2025 तक दुनिया के सबसे अधिक आबादी वाला देश

होने का अनुमान है और वह चीन को भी पीछे छोड़ देगा। यहाँ की जनसंख्या वर्ष 2050 तक 1.6 अरब तक पहुंच जाने का अनुमान है। यहाँ की संभावित आयु 68.89 वर्ष है, पुरुषों की संभावित आयु 67.46 वर्ष है एवं महिलाओं की संभावित आयु 72.61 वर्ष (2009 अनुमानित) है। भारत की अनुमानित आबादी निम्न होने कि संभावना है:

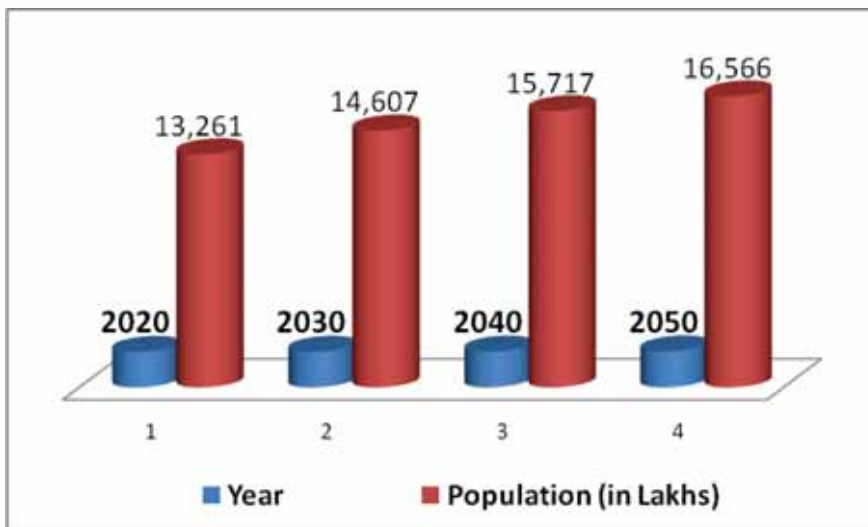
निष्कर्ष:

भारत विश्व के मानचित्र पर अपनी कई विशेषताओं की वजह से एक अलग एवं महत्वपूर्ण पहचान बनाये हुये है। यह अपने अंदर 28 राज्य और 7 संघ शासित राज्यों को समेटे हुये है। यह विश्व का सबसे बड़ा लोकतंत्र है। क्षेत्रफल कि दृष्टि से यदि देखा जाय तो यह विश्व में सातवाँ सबसे बड़ा देश, और जनसंख्या के आधार पर दूसरा सबसे बड़ा देश है। पाकिस्तान, चीन, नेपाल, भूटान, बर्मा और बंगलादेश, इसके पड़ोसी देश के रूप में विद्यमान है। अंतर्राष्ट्रीय

मुद्रा कोष के अनुसार (2013)- भारतीय अर्थव्यवस्था का मूल्य अमेरिकी डालर 1,759 ट्रिलियन के करीब है। यह बाजार विनिमय दरों (Market exchange rate) से ग्यारहवीं सबसे बड़ी अर्थव्यवस्था (अमेरिकी डालर 4.962 ट्रिलियन) है और क्रय शक्ति समता (purchasing power parity) के आधार पर तीसरी सबसे बड़ी अर्थव्यवस्था है। इसकी औसत वार्षिक सकल घरेलू उत्पाद की विकास दर पिछले दो दशकों में 5.8% रही है, और वित्तीय वर्ष 2011-12 के दौरान 6.1% तक पहुँच चुकी है। भारत दुनिया की सबसे तेजी से बढ़ती हुई अर्थव्यवस्थाओं में से एक है। वर्ष 2011 में, भारत दुनिया की उन्नीसवाँ सबसे बड़ा निर्यातक देश रहा है।

उपरोक्त समस्त बातें यह प्रमाणित करती है कि भारत में जीवन बीमा व्यवसाय की अपार संभावनाएं विद्यमान है और भविष्य में और भी सम्भावनाये देखने को मिलेंगी, जरूरत है तो समुचित रूप से उपलब्ध संसाधनों का दोहन करने

की। जिससे न केवल अनुत्पादक धन का संग्रह होगा बल्कि देश कि अर्थव्यवस्था में, वह धन विकास में भी सहायक होगा। वित्तीय वर्ष 2012-13 तक जीवन बीमा क्षेत्र ने तकरीबन 2.45 लाख लोगों को प्रत्यक्ष रूप से रोजगार भी प्रदान किया हुआ है। यह संख्या बीमा व्यवसाय में बीमा अभिकर्ता, कार्पोरेट अभिकर्ता, ब्रोकर, अभिकर्ता ट्रेनिंग में लगे लोगों के आलावा है। बीमा की पहुँच जितने अधिक से अधिक लोगों तक होंगी रोजगार के अवसर भी उतनी ही तेजी से सृजित होंगे। अतः यह स्पष्ट है कि चुनौती मांग में नहीं बल्कि आपूर्ति में है।



लेखा चित्र संख्या-6 आगामी वर्षों की अनुमानित जनसंख्या

लेखक वरिष्ठ कार्यकर्ता, (मार्केटिंग विभाग) सहारा इंडिया जीवन बीमा कंपनी लिमिटेड, (हेड आफिस लखनऊ) में कार्यरत है। इस लेख में लेखक के व्यक्तिगत विचार है तथा किसी भी प्रकार से इन्हें सहारा इंडिया जीवन बीमा कंपनी लिमिटेड अथवा उसकी किसी सहयोगी कंपनी के विचार नहीं समझे जाने चाहिये।



STATISTICS NON-LIFE INSURANCE

Report Card : General

Gross Premium underwritten for and up to the month of December 2013

(₹ in Crores)

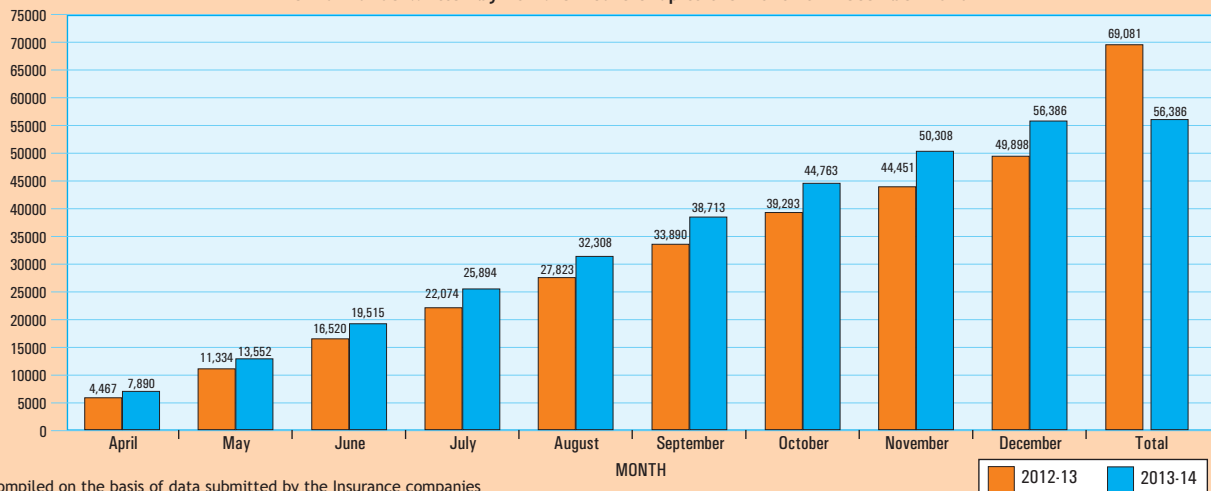
(%)

INSURER	DECEMBER		APRIL - DECEMBER		GROWTH OVER THE CORRESPONDENCE PREVIOUS YEAR
	2013-14	2012-13*	2013-14	2012-13*	
Royal Sundaram	112.56	120.10	1,086.51	1,133.01	-4.10
Tata-AIG	177.47	187.04	1,756.38	1,540.95	13.98
Reliance General	190.17	163.26	1,858.74	1,536.10	21.00
IFFCO-Tokio	212.56	208.11	2,125.15	1,872.62	13.49
ICICI-lombard	547.99	531.62	5,078.20	4,499.29	12.87
Bajaj Allianz	337.99	312.72	3,266.38	2,818.34	15.90
HDFC ERGO General	210.09	185.80	2,078.59	1,786.98	16.32
Cholamandalam	145.95	116.87	1,316.51	1,174.01	12.14
Future Generali	125.77	109.81	928.62	832.43	11.56
Universal Sampo	38.44	36.29	385.77	367.53	4.96
Shriram General	120.60	133.76	1,107.29	1,088.22	1.75
Bharti AXA General	97.24	103.22	1,031.96	876.09	17.79
Raheja QBE	1.96	2.38	17.72	16.33	8.50
SBI General	97.81	67.94	825.07	493.41	67.22
L&T General	18.39	12.70	178.02	117.49	51.52
Magma HDI	39.82	14.43	275.36	30.49	803.19
Liberty	13.30	NA	75.06	NA	NA
Star Health & Allied Insurance	98.73	73.27	736.78	586.05	25.72
Apollo MUNICH	54.69	41.02	372.80	359.04	3.83
Max BUPA	29.60	22.01	206.42	126.68	62.95
Religare	13.68	3.20	110.15	19.78	456.84
New India	977.48	817.20	8,397.29	7,324.25	14.65
National	813.97	773.44	7,086.41	6,493.02	9.14
United India	671.12	716.53	7,306.67	6,945.45	5.20
Oriental	574.62	500.59	5,298.57	4,766.64	11.16
ECGC	99.87	100.37	916.57	827.75	10.73
AIC	256.54	92.83	2,563.04	2,265.78	13.12
PRIVATE TOTAL	2,684.78	2,445.56	24,817.49	21,274.84	16.65
PUBLIC TOTAL	3,393.61	3,000.95	31,568.55	28,622.89	10.29
GRAND TOTAL	6,078.39	5,446.50	56,386.04	49,897.73	13.00

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 December 2013



* 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

ROUND UP

Insurance Information Bureau of India

Insurance Information Bureau of India (IIB) was constituted in the year 2010 by Insurance Regulatory and Development Authority, in order to provide insurance analytics for the development of the insurance sector in India. IIB is an independent body endowed with IRDA's mandate and functions as a seamless and single window analytics organization for all the data requirements of the insurance sector.

IIB provides various services like processed information, regular reports, customized reports on Vehicle insurance, Health insurance, other lines of business (OLB) and fraud analytics. IIB has been publishing regular reports for the benefit of the stakeholders. It has been producing reports on premium and claims in Motor, Health and Property insurance.

In order to be able to function more effectively, the Bureau has recently shifted to state-of-the-art premises located in Financial District, Nanakramguda, Hyderabad on 16th December, 2013. The new premises was inaugurated by Mr. T.S. Vijayan, Chairman, IRDA.

IIB avows its motto as "Analytics at Work for Better Insurance".



Mr. T.S. Vijayan cutting the ribbon to mark the formal inauguration of the premises. He is flanked by Mr. Sudhin Roy Chowdhary, Member (Life), IRDA, on his right; and Mr. R. Raghavan, CEO, IIB, on his left.



At the inauguration, (seated L to R) are: Mr. M. Ramaprasad, Member (Non-Life), IRDA; Mr. Sudhin Roy Chowdhary; Mr. T.S. Vijayan; Mr. R. Raghavan; and Mr. Sriram Taranikanti, ED (Admn.), IRDA.



Mr. T.S. Vijayan addressing the audience on the occasion.



Mr. T.S. Vijayan and Mr. R. Raghavan at the press conference that followed.

Statistical Supplement

(Monthly - November, 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	2095.44	22576.56	28167.00	250109.00	954.54	1135.34	11697778.00	197014215.00
Previous year	1140.91	21441.22	27610.00	243087.00	-427.24	4193.78	64899983.00	491343430.00
Marine Cargo	631.17	7405.25	10482.00	94645.00	16.44	1355.39	1541949.00	28146630.00
Previous year	614.73	6049.86	11453.00	94769.00	37.58	315.61	5862791.00	79415778.00
Marine Hull (Including Onshore & Offshore oil energy)	110.03	545.93	5.00	25.00	110.03	530.63	86344.00	5499770.00
Previous year	0.00	15.29	0.00	17.00	-15.63	133.96	0.00	7791182.00
Marine (Total)	741.20	7951.17	10487	94670	126.47	1886.02	1628293.00	33646400.00
Previous year (Total)	614.73	6065.15	11453	94786	21.95	449.57	5862791.00	87206960.00
Aviation	108.47	532.44	2.00	47.00	14.38	-84.12	400.00	3058569.00
Previous year	94.10	616.56	11.00	37.00	-268.25	-1311.42	592406.00	9835561.00
Engineering	722.11	8081.93	784.00	7754.00	-631.26	-1205.65	903190.00	7038293.00
Previous year	1353.37	9287.58	994.00	8158.00	394.64	2374.66	13372317.00	145268630.00
Motor Own Damage	15226.35	119962.63	323671.00	2428530.00	635.18	12591.63	808323.00	6511467.00
Previous year	14591.17	107371.00	323036.00	2316912.00	2895.77	15748.02	944211.00	7231502.00
Motor Third party	6628.25	52624.83	335839.00	2514921.00	1055.62	9461.98		
Previous year	5572.63	43162.85	334756.00	2394062.00	1347.59	9238.10		
Motor (Total)	21854.60	172587.46	335839	2514921	1690.80	22053.61	808323.00	6511467.00
Previous year (Total)	20163.80	150533.85	334756	2394062	4243.36	24986.13	944211.00	7231502.00
Workmen's compensation / Employer's liability	236.51	2279.74	1285.00	12158.00	-26.98	138.48	27698.00	308777.00
Previous year	263.49	2141.26	1269.00	11296.00	10.63	118.68	122315.00	605178.00
Public Liability	4.22	64.56	15.00	133.00	0.62	18.04	18255.00	158506.00
Previous year	3.60	46.51	13.00	105.00	0.15	-1.36	20750.00	187841.00
Product Liability	121.56	1751.65	42.00	356.00	-18.05	271.27	59519.00	944812.00
Previous year	139.61	1480.38	30.00	268.00	56.25	413.03	40365.00	841037.00
Other Liability Covers	651.50	7796.85	232.00	2049.00	70.79	1123.81	397799.00	2562830.00
Previous year	580.71	6673.04	203.00	1710.00	302.40	1283.31	502296.00	4103108.00
Liability (Total)	1013.79	11892.80	1574	14696	26.39	1551.61	503271.00	3974925.00
Previous year (Total)	987.41	10341.19	1515	13379	369.43	1813.66	685726.00	5737164.00
Personal Accident	349.31	3242.06	49897.00	335136.00	22.17	-605.97	274988.00	4504521.00
Previous year	327.14	3848.03	47980.00	322795.00	-148.76	282.47	1938448.00	23780866.00
Medical Insurance	4093.05	47438.32	25525.00	239477.00	1171.69	16888.86	302393.00	3249330.00
Previous year	2921.35	30549.46	23241.00	199921.00	799.02	8393.32	3800222.00	25957783.00
Overseas Medical Insurance	483.55	6172.84	31818.00	286240.00	76.43	693.82	60351.00	2993073.00
Previous year	407.12	5479.01	27513.00	285007.00	42.86	854.42	99526.00	4982914.00
Health (Total)	4576.60	53611.15	57343	525717	1248.12	17582.68	362744.00	6242403.00
Previous year (Total)	3328.48	36028.48	50754	484928	841.88	9247.74	3899748.00	30940697.00
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	33.48	575.74	0.00	19.00	-79.09	116.40	0.00	496431.00
Previous year	112.57	459.34	2.00	15.00	76.90	-236.67	992640.00	5262176.00
All Other Miscellaneous	1290.27	11787.56	36563.00	367056.00	-61.85	-152.58	925808.00	14741129.00
Previous year	1352.12	11940.15	56313.00	374974.00	-11.01	500.95	3541820.00	22113276.00
Grand Total	32785.27	292838.88	520656	4110125	3310.67	42277.34	17104795.00	277228353.00
Previous year (Total)	29474.61	250561.54	531388	3936221	5092.90	42300.86	96730090.00	828720262.00

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
90.03	1813.95	2340.00	19884.00	0.00	0.00	0.00	0.00		
92.66	1222.70	2478.00	19779.00	0.00	0.00	0.00	0.00		
38.42	289.62	642.00	6313.00	0.00	0.00	0.00	0.00		
23.59	254.27	733.00	6424.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
38.42	289.62	642	6313	0.00	0.00	0	0	0	0
23.59	254.27	733	6424	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		
49.01	530.77	126.00	1278.00	0.00	0.00	0.00	0.00		
59.72	660.37	156.00	1584.00	0.00	0.00	0.00	0.00		
1186.76	9106.42	642.00	4458.00	0.00	0.00	0.00	0.00		
1150.96	8595.59	994.00	8680.00	0.00	0.00	0.00	0.00		
590.64	4644.81	36120.00	270784.00	0.00	0.00	0.00	0.00		
487.84	3944.94	35014.00	248731.00	0.00	0.00	0.00	0.00		
1777.40	13751.23	36120	270784	0.00	0.00	0	0	0	0
1638.80	12540.53	35014	248731	0.00	0.00	0	0	0	0
21.67	290.72	244.00	2200.00	0.00	0.00	0.00	0.00		
39.65	278.12	225.00	2000.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
31.29	435.73	37.00	235.00	0.00	0.00	0.00	0.00		
38.31	322.35	35.00	175.00	0.00	0.00	0.00	0.00		
52.96	726.45	281	2435	0.00	0.00	0	0	0	0
77.96	600.47	260	2175	0.00	0.00	0	0	0	0
18.73	271.05	3575.00	30417.00	9.79	101.87	22199.00	233738.00		
24.46	344.82	6261.00	36808.00	5.67	71.45	13927.00	233031.00		
175.80	3123.94	2681.00	24359.00	0.00	0.00	0.00	0.00	76698.00	898370.00
124.85	2517.86	2108.00	17939.00	0.00	0.00	0.00	0.00	69563.00	965247.00
47.17	521.73	2644.00	21723.00	0.00	0.00	0.00	0.00	0.00	0.00
34.89	411.89	1721.00	16990.00	0.00	0.00	0.00	0.00	0.00	0.00
222.96	3645.67	5325	46082	0.00	0.00	0	0	76698	898370
159.74	2929.75	3829	34929	0.00	0.00	0	0	69563	965247
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
90.34	798.63	2763.00	27074.00	0.00	0.00	0.00	0.00		
100.36	842.11	6224.00	36137.00	0.00	0.00	0.00	0.00		
2339.86	21827.38	51172	404267	9.79	101.87	22199	233738	76698	898370
2177.29	19395.01	54955	386567	5.67	71.45	13927	233031	69563	965247



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	362.40	6020.17	944.00	9516.00	362.40	5657.77	992831.98	24065679.55
Previous year	260.35	4019.23	1828.00	12535.00	260.35	3202.03	1379624.93	8465548.79
Marine Cargo	310.78	2322.26	220.00	2318.00	310.78	2011.47	1352303.07	9854968.99
Previous year	106.54	1553.41	267.00	2139.00	106.54	1206.40	625918.54	4455294.42
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	310.78	2322.26	220	2318	310.78	2011.47	1352303.07	9854968.99
Previous year (Total)	106.54	1553.41	267	2139	106.54	1206.40	625918.54	4455294.42
Aviation								
Previous year								
Engineering	107.49	2496.32	316.00	2875.00	107.49	2388.83	308157.17	2953181.02
Previous year	131.14	1780.50	330.00	1759.00	131.14	958.17	220766.95	1027675.92
Motor Own Damage	6827.02	46421.77	162524.00	1057999.00	6827.02	39594.75	572703.61	4408985.20
Previous year	5584.31	38425.25	105403.00	606668.00	5584.31	22579.39	501019.50	4018627.13
Motor Third party	2849.67	21123.98	162524.00	1057999.00	2849.67	18274.31		
Previous year	2016.91	13437.88	105403.00	606668.00	2016.91	7935.98		
Motor (Total)	9676.69	67545.75	162524	1057999	9676.69	57869.06	572703.61	4408985.20
Previous year (Total)	7601.23	51863.13	105403	606668	7601.23	30515.37	501019.50	4018627.13
Workmen's compensation / Employer's liability	35.02	452.38	168	1700	35.02	417.36	9817	99962
Previous year	23.92	284	116	889	23.92	159.87	191185	251398
Public Liability	2	8	4	24	1.77	5.95		
Previous year	0	5.12	1	13.00				3145.00
Product Liability					0.00	0.00	0	0
Previous year							0	0
Other Liability Covers	49	570	42	337	48.98	520.76	18075	262869
Previous year	22	308	26	172	21.58	219.62	14409	91701
Liability (Total)	85.77	1029.83	214	2061	85.77	944.06	27892.79	362830.92
Previous year (Total)	45.97	597.10	143	1074	45.50	379.50	205593.46	346244.20
Personal Accident	169.18	1718.71	851.00	8050.00	169.18	1549.53	2934385.18	25117053.27
Previous year	166.55	1999.96	684.00	7339.00	166.55	1312.09	8838407.91	14916039.99
Medical Insurance	980.55	11197.36	1241.00	11795.00	980.55	10216.81	44324.23	135938.36
Previous year	1430.19	14564.61	1191.00	11422.00	1430.19	10367.64	7551.40	86263.44
Overseas Medical Insurance								
Previous year								
Health (Total)	980.55	11197.36	1241	11795	980.55	10216.81	44324.23	135938.36
Previous year (Total)	1430.19	14564.61	1191	11422	1430.19	10367.64	7551.40	86263.44
Crop Insurance								
Previous year								
Credit Guarantee	3	95	0	1	3.09	92.21	0	0
Previous year		79	0	0			0	353
All Other Miscellaneous	120.67	1046.58	982.00	8011.00	120.67	925.92	191661.35	1895515.32
Previous year	132.69	830.89	1735.00	11439.00	132.69	489.97	251456.92	1545078.94
Grand Total	11816.60	93472.27	167292	1102626	11816.60	81655.67	6424259.38	68794152.63
Previous year (Total)	9874.65	77287.46	111581	654375	9874.18	48431.18	12030339.61	34861125.33

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
16.16	152.09	507.00	5187.00						
16.29	145.35	1480.00	9598.00						
52.96	174.67	4.00	43.00						
0.52	2.71	3.00	21.00						
52.96	174.67	4	43	0.00	0.00	0	0	0	0
0.52	2.71	3	21	0.00	0.00	0	0	0	0
8.41	28.12	21.00	307.00						
11.85	34.48	57.00	130.00						
333.51	2612.57	6623.00	52190.00						
287.94	2372.24	5440.00	44814.00						
157.44	1400.63		0.00						
125.50	942.33		0.00	0.00					
490.96	4013.21	6623	52190	0.00	0.00	0	0	0	0
413.43	3314.58	5440	44814	0.00	0.00	0	0	0	0
1.64	28.15	6.00	72.00						
1.44	12	2.00	19.00						
0.00	0.53	0.00	1.00						
	0.53		1.00						
	0.00								
0.13	1.99	2.00	6.00						
0.10	3.93	2.00	5						
1.78	30.67	8	79	0.00	0.00	0	0	0	0
1.54	16.63	4	25	0.00	0.00	0	0	0	0
20.73	152.55	51.00	477.00						
17.11	337.21	49.00	578.00						
3.06	51.02	10.00	156.00						
14.64	205.18	30.00	233.00						
3.06	51.02	10	156	0.00	0.00	0	0	0	0
14.64	205.18	30	233	0.00	0.00	0	0	0	0
0	0	0.00	0.00						
	0								
9.41	115.59	597.00	4323.00						
9.82	108.38	1404.00	8612.00						
603.46	4717.91	7821	62762	0.00	0.00	0	0	0	0
485.20	4164.52	8467	64011	0.00	0.00	0	0	0	0



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	809.7	7,467.4	10,941	115,460	101.8	1,077.9	1,465,232	18,456,901
Previous year	707.9	6,389.4	8,040	98,207	188.0	1,392.1	1,278,139	19,313,427
Marine Cargo	370.0	4,369.9	399	3,610	115.8	1,062.5	1,167,545	15,234,615
Previous year	254.3	3,307.5	421	4,205	65.4	243.6	746,974	22,726,951
Marine Hull (Including Onshore & Offshore oil energy)	0.0	1.1	1	3	0.0	0.0	2	109
Previous year	-	1.0	-	2	-	1.0	-	107
Marine (Total)	370.1	4,371.0	400	3,613	115.8	1,062.5	1,167,547	15,234,724
Previous year (Total)	254.3	3,308.5	421	4,207	65.4	244.6	746,974	22,727,058
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	204.7	1,667.8	862	7,164	(64.9)	(246.1)	228,550	1,807,913
Previous year	269.5	1,913.9	722	6,678	20.4	183.6	335,351	3,567,317
Motor Own Damage	5,251.7	42,150.6	69,335	556,623	208.4	4,022.8	364,216	2,961,496
Previous year	5,043.3	38,127.8	66,284	506,640	689.6	3,889.2	342,739	2,595,352
Motor Third party	4,984.3	39,064.2	72,102	570,659	1,126.3	9,050.4	-	-
Previous year	3,858.1	30,013.8	66,944	510,583	909.7	7,472.0	-	-
Motor (Total)	10,236.0	81,214.8	72,102	570,659	1,334.7	13,073.2	364,216	2,961,496
Previous year (Total)	8,901.3	68,141.7	66,944	510,583	1,599.3	11,361.3	342,739	2,595,352
Workmen's compensation / Employer's liability	36.1	328.9	210	1,520	(1.3)	(139.6)	5,268	77,758
Previous year	37.4	468.6	197	2,092	38.9	330.9	13,080	96,428
Public Liability	26.7	408.6	43	489	4.2	(43.7)	12,127	119,090
Previous year	22.5	452.3	69	601	(122.0)	(515.2)	5,888	103,680
Product Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Liability (Total)	62.9	737.5	253	2,009	3.0	(183.3)	17,395	196,848
Previous year (Total)	59.9	920.9	266	2,693	(83.1)	(184.2)	18,968	200,108
Personal Accident	560.8	3,998.8	2,084	18,620	(14.4)	515.9	595,874	2,687,984
Previous year	575.2	3,482.9	1,376	10,672	191.2	468.2	655,241	3,348,270
Medical Insurance	932.2	13,806.2	5,990	53,556	(1,236.7)	(5,730.9)	43,790	631,905
Previous year	2,168.9	19,537.1	4,281	35,367	(920.2)	1,578.9	13,197	573,758
Overseas Medical Insurance	32.6	448.8	1,013	12,331	(0.5)	36.5	2,156	24,003
Previous year	33.1	412.3	1,526	12,712	33.1	412.3	4,790	23,099
Health (Total)	964.9	14,255.0	7,003	65,887	(1,237.2)	(5,694.4)	45,946	655,907
Previous year (Total)	2,202.0	19,949.4	5,807	48,079	(887.1)	1,991.2	17,986	596,857
Crop Insurance	158.5	2,509.6	32	60	158.5	1,630.4	1,620	30,470
Previous year	-	879.1	-	305	-	879.1	-	8,855
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	135.0	835.0	3,201	27,962	60.3	106.3	348,111	2,379,683
Previous year	74.7	728.7	2,795	28,776	(55.6)	(872.1)	220,348	2,735,367
Grand Total	13,502.5	117,056.9	96,878	811,434	457.6	11,342.3	4,234,491	44,411,924
Previous year (Total)	13,044.9	105,714.6	86,371	710,200	1,038.6	15,463.8	3,615,746	55,092,611

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
3.3	10.3	28	118	-	-	-	-	-	-
0.3	11.2	11	80	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	11.1	-	11	-	-	-	-	-	-
0.1	4.3	2	19	-	-	-	-	-	-
787.8	5,487.1	15,980	112,862	-	-	-	-	-	-
551.1	3,661.5	11,476	80,065	-	-	-	-	-	-
442.5	3,254.8	16,033	113,241	-	-	-	-	-	-
288.8	1,950.6	11,498	80,416	-	-	-	-	-	-
1,230.4	8,741.9	16,033	113,241	-	-	-	-	-	-
839.9	5,612.2	11,498	80,416	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	6,526.3	-	2	-	-	-	3,960,446	-	-
1,297.2	13,116.2	-	18	-	-	-	6,819,450	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	6,526.3	-	2	-	-	-	3,960,446	-	-
1,297.2	13,116.2	-	18	-	-	-	6,819,450	-	-
158.5	2,509.6	32	60	-	-	-	-	-	-
-	879.1	-	305	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
46.4	344.4	1,456	11,842	-	-	-	-	-	-
28.4	302.9	1,116	11,900	-	-	-	-	-	-
1,438.6	18,143.4	17,549	125,274	-	-	-	3,960,446	-	-
2,165.9	19,925.9	12,627	92,738	-	-	-	6,819,450	-	-



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	553.35	7,951.55	2625	24949	(15.01)	959.12	1,219,581.88	21,821,132.21
Previous year	568.37	6,992.44	2289	20803	48.24	1,262.73	1,007,188.48	13,818,251.87
Marine Cargo	323.60	3,662.58	808	7954	24.48	(106.87)	536,832.95	10,739,047.85
Previous year	299.12	3,769.45	845	7546	67.67	1,126.50	515,924.00	10,305,910.74
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	323.60	3,662.58	808	7954	24.48	(106.87)	536,832.95	10,739,047.85
Previous year (Total)	299.12	3,769.45	845	7546	67.67	1,126.50	515,924.00	10,305,910.74
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	279.27	2,586.35	624	4911	(18.10)	220.65	231,012.34	1,869,764.07
Previous year	297.38	2,365.70	527	4314	87.20	629.70	165,629.72	1,250,523.59
Motor Own Damage	4,224.06	31,254.66	57486	412831	471.77	3,862.81	230,004.72	1,732,255.50
Previous year	3,752.30	27,391.85	52851	389764	647.42	4,966.82	205,102.78	1,592,058.41
Motor Third party	1,653.93	12,901.81	88	852	213.35	184.08		
Previous year	1,440.57	12,717.74	69	535	(171.82)	1,025.74		
Motor (Total)	5,877.99	44,156.47	57,486	412,831	685.12	4,046.89	230,004.72	1,732,255.50
Previous year (Total)	5,192.87	40,109.58	52,851	389,764	475.59	5,992.56	205,102.78	1,592,058.41
Workmen's compensation / Employer's liability	128.81	1,375.27	748	7451	23.13	340.08	17,799.70	227,697.28
Previous year	105.67	1,035.18	608	5383	36.87	265.14	14,354.39	163,097.85
Public Liability	1.79	16.88	11	95	1.79	16.88	2,447.25	25,877.89
Previous year	-	-	-	-	-	-	-	-
Product Liability	135.02	1,053.64	158	1211	(74.46)	50.38	41,235.92	348,281.52
Previous year	209.48	1,003.25	130	1150	75.40	253.91	37,679.24	273,640.75
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Liability (Total)	265.62	2,445.79	917	8757	(49.54)	407.35	61,482.87	601,856.69
Previous year (Total)	315.16	2,038.44	738	6533	112.27	519.04	52,033.63	436,738.60
Personal Accident	595.46	3,641.71	6158	60872	64.37	(1,147.79)	3,119,894.14	33,442,608.54
Previous year	531.09	4,789.49	6251	52793	(13.74)	1,425.63	2,918,512.22	15,828,996.04
Medical Insurance	840.70	7,065.67	1723	16096	74.92	(438.21)	38,165.24	290,891.10
Previous year	765.78	7,503.88	1567	14179	237.43	429.66	32,100.20	282,587.83
Overseas Medical Insurance	70.99	822.16	3377	39438	4.61	59.94	42,624.34	717,489.70
Previous year	66.38	762.22	4161	42583	6.61	53.94	90,805.99	309,303.81
Health (Total)	911.69	7,887.83	5100	55534	79.52	(378.27)	80,789.57	1,008,380.80
Previous year (Total)	832.16	8,266.10	5728	56762	244.04	483.60	122,906.19	591,891.64
Crop Insurance	4.89	3,353.11	321	1117	4.89	3,353.11	45.04	35,171.82
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	489.05	4,599.67	5536	40058	95.06	669.15	448,075.83	6,002,544.83
Previous year	393.99	3,930.52	4492	35845	118.20	1,808.70	350,014.42	4,777,019.06
Grand Total	9,300.93	80,285.06	79575	616983	870.80	8,023.35	5,927,719.35	77,252,762.32
Previous year (Total)	8,430.13	72,261.72	73721	574360	1,139.47	13,248.46	5,337,311.42	48,601,389.96

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
116.86	780.66	201	1912						
81.14	616.80	179	1918						
17.78	270.71	62	560						
33.34	540.18	64	572						
17.78	270.71	62	560	-	-	0	0		
33.34	540.18	64	572	-	-	0	0		
26.40	183.30	55	427						
41.52	205.66	45	388						
357.78	2,456.91	4735	33164						
305.59	2,233.71	4436	32858						
148.72	1,191.31								
124.66	1,242.14								
506.50	3,648.22	4735	33164	-	-	0	0		
430.25	3,475.86	4436	32858	-	-	0	0		
4.60	70.97	39	335						
6.21	73.69	28	293						
7.98	57.39	12	101						
7.69	38.53	18	68						
12.59	128.36	51	436	-	-	0	0		
13.90	112.22	46	361	-	-	0	0		
12.58	111.72	436	4109	3.19	46.06	1752	97173		
20.58	109.54	524	5043						
5.26	134.97	65	850						
16.53	92.88	89	793						
3.47	43.28	166	2126						
4.57	38.12	276	2241						
8.73	178.25	231	2976	-	-	0	0	25714	202530
21.10	131.00	365	3034	-	-	0	0		
46.05	501.79	1022	5689						
186.82	1,272.00	2947	20972						
747.49	5,803.02	6793	49273	3.19	46.06	1752	97173	25714	202530
828.64	6,463.25	8606	65146	-	-	0	0	0	0



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	1,032.14	20,417.95	5,545	44,309	(248.04)	633.68	2,064,025.95	48,412,212.09
Previous year	1,280.19	19,784.27	4,721	34,701	322.07	1,827.70	2,216,463.33	48,317,757.56
Marine Cargo	474.02	5,047.82	273	2,821	135.13	809.85	2,731,230.62	20,249,678.07
Previous year	338.88	4,237.97	251	2,134	18.57	1,302.77	3,556,610.80	15,320,228.00
Marine Hull (Including Onshore & Offshore oil energy)	133.69	1,147.73	11	137	89.30	127.79	365,720.23	715,652.68
Previous year	44.38	1,019.94	11	274	(66.99)	(132.48)	(23,965.94)	423,666.97
Marine (Total)	607.70	6,195.55	284	2,958	224.43	937.64	3,096,950.85	20,965,330.76
Previous year (Total)	383.27	5,257.91	262	2,408	(48.42)	1,170.29	3,532,644.86	15,743,894.97
Aviation	21.70	1,660.52	8	55	(31.23)	(140.68)	90,160.00	2,716,506.90
Previous year	52.94	1,801.19	6	36	(1.35)	128.62	31,505.80	1,885,393.11
Engineering	375.18	4,713.41	336	3,013	(23.89)	(340.37)	208,832.17	1,702,024.63
Previous year	399.07	5,053.78	409	3,291	18.04	553.48	163,603.96	1,477,508.72
Motor Own Damage	5,414.91	38,801.37	75,770	519,522	500.81	6,181.72	363,574.06	2,619,724.10
Previous year	4,914.10	32,619.65	66,474	448,540	830.35	6,127.77	317,169.12	2,110,567.35
Motor Third party	2,917.35	21,763.72	132,096	967,203	790.56	5,869.89	-	-
Previous year	2,126.79	15,893.83	110,252	828,330	96.33	2,060.36	-	-
Motor (Total)	8,332.25	60,565.08	132,096	967,203	1,291.36	12,051.61	363,574.06	2,619,724.10
Previous year (Total)	7,040.89	48,513.48	110,252	828,330	926.68	8,188.14	317,169.12	2,110,567.35
Workmen's compensation / Employer's liability	32.24	560.47	101	817	(6.96)	94.19	10,010.44	212,812.34
Previous year	39.21	466.28	96	643	0.81	141.38	9,055.17	132,329.27
Public Liability	15.32	195.43	12	126	12.10	29.91	2,829.98	88,556.41
Previous year	3.22	165.52	8	140	(2.41)	47.53	7,215.67	113,835.44
Product Liability	13.02	50.41	2	17	(385.13)	(418.05)	1,525.60	13,535.90
Previous year	398.15	468.46	3	23	398.14	259.64	16,850.00	31,740.00
Other Liability Covers	1,287.71	7,515.37	85	946	627.97	1,194.82	202,325.44	2,211,244.64
Previous year	659.73	6,320.55	95	894	(268.16)	106.81	153,840.97	1,666,855.28
Liability (Total)	1,348.29	8,321.67	200	1,906	247.98	900.86	216,691.46	2,526,149.29
Previous year (Total)	1,100.30	7,420.81	202	1,700	128.39	555.35	186,961.81	1,944,759.99
Personal Accident	2,463.69	18,141.37	112,879	923,563	150.43	1,709.80	2,331,284.35	19,342,016.28
Previous year	2,313.26	16,431.57	136,766	932,876	723.59	4,729.16	2,789,189.90	36,540,862.68
Medical Insurance	3,238.00	41,531.52	35,573	267,225	(907.45)	8,509.64	121,823.13	1,467,903.22
Previous year	4,145.45	33,021.88	42,026	310,410	498.16	6,670.54	147,194.19	1,277,649.00
Overseas Medical Insurance	68.70	2,239.06	1,871	14,975	(2.62)	423.68	4,548,677.14	19,564,803.48
Previous year	71.32	1,815.38	1,185	9,516	17.99	759.53	1,660,909.83	15,388,731.44
Health (Total)	3,306.70	43,770.57	37,444	282,200	(910.07)	8,933.32	4,670,500.28	21,032,706.70
Previous year (Total)	4,216.77	34,837.25	43,211	319,926	516.15	7,430.07	1,808,104.02	16,666,380.44
Crop Insurance	17.77	2,132.68	-	15	(62.15)	1,440.91	1,381.31	63,240.02
Previous year	79.92	691.76	4	6	79.92	691.76	909.74	12,317.72
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	479.23	20,931.65	266	2,194	(334.63)	605.48	160,084.08	3,916,715.11
Previous year	813.86	20,326.17	308	4,157	739.00	18,426.25	186,921.54	3,174,322.62
Grand Total	17,984.67	186,850.45	289,058	2,227,416	304.19	26,732.26	13,203,484.51	123,296,625.89
Previous year (Total)	17,680.48	160,118.19	296,141	2,127,431	3,404.08	43,700.82	11,233,474.08	127,873,765.17

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
142.45	1,146.20	449	3,486	-	-	-	-		
78.71	916.17	269	2,308	-	-	-	-		
14.59	499.49	28	242	-	-	-	-		
1.39	108.28	28	227	-	-	-	-		
0.64	46.46	1	3	-	-	-	-		
-	7.82	-	8	-	-	-	-		
15.23	545.95	29	245	-	-	-	-	-	-
1.39	116.10	28	235	-	-	-	-	-	-
-	68.10	-	6	-	-	-	-		
-	9.83	-	1	-	-	-	-		
49.24	261.53	57	427	-	-	-	-		
32.77	280.70	125	528	-	-	-	-		
605.56	4,228.61	9,523	63,336	-	-	-	-		
522.79	2,996.62	7,527	43,743	-	-	-	-		
447.60	3,767.91	22,988	170,078	-	-	-	-		
329.10	2,386.35	17,353	120,237	-	-	-	-		
1,053.15	7,996.52	22,988	170,078	-	-	-	-	-	-
851.89	5,382.97	17,353	120,237	-	-	-	-	-	-
0.32	54.54	4	50	-	-	-	-		
10.06	32.40	15	38	-	-	-	-		
1.02	2.17	2	6	-	-	-	-		
1.45	1.63	3	4	-	-	-	-		
-	3.25	-	2	-	-	-	-		
0.12	1.62	-	1	-	-	-	-		
453.82	555.53	9	39	-	-	-	-		
7.54	113.91	3	36	-	-	-	-		
455.16	615.50	15	97	-	-	-	-	-	-
19.18	149.56	21	79	-	-	-	-	-	-
241.57	1,395.17	12,733	90,591	-	18.42	-	20,695		
217.95	1,280.20	13,887	82,962	-	60.59	-	72,806		
562.52	2,139.63	2,138	15,838	-	-	-	-	97,209	2,003,999
159.10	2,312.95	2,179	16,966	-	-	-	-	109,123	1,823,839
1.03	9.92	49	404	-	-	-	-	129,614	987,089
0.83	4.82	16	189	-	-	-	-	80,216	669,253
563.55	2,149.55	2,187	16,242	-	-	-	-	226,823	2,991,088
159.94	2,317.77	2,195	17,155	-	-	-	-	189,339	2,493,092
0.40	340.32	-	-	-	-	-	-		
32.19	297.12	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
390.32	8,766.67	6	134	-	-	-	-		
(221.26)	18,668.39	8	213	-	-	-	-		
2,911.07	23,285.50	38,464	281,306	-	18.42	-	20,695	226,823	2,991,088
1,172.76	29,418.81	33,886	223,718	-	60.59	-	72,806	189,339	2,493,092



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	1,331.09	39,498.75	2,043.00	18,513.00	(57.76)	8,933.57	3,459,875.19	63,774,338.16
Previous year	1,388.85	30,565.19	1,964.00	17,903.00	91.86	5,108.29	3,124,113.35	46,082,070.03
Marine Cargo	1,154.34	14,262.17	1,389.00	12,379.00	52.66	3,230.60	4,716,413.38	54,902,325.21
Previous year	1,101.68	11,031.57	925.00	8,074.00	(13.13)	1,946.10	4,256,424.80	40,298,829.37
Marine Hull (Including Onshore & Offshore oil energy)	751.52	3,992.49	8.00	101.00	255.25	(176.30)	92,650.91	1,277,451.90
Previous year	496.27	4,168.79	6.00	100.00	(3.96)	(825.56)	75,827.24	1,111,394.49
Marine (Total)	1905.86	18254.66	1397	12480	307.91	3054.30	4809064.29	56179777.12
Previous year (Total)	1597.95	15200.36	931	8174	-17.09	1120.55	4332252.04	41410223.86
Aviation	201.71	3,154.17	14.00	108.00	369.49	(2,532.28)	1,190,317.20	4,509,582.59
Previous year	(167.78)	5,686.44	9.00	116.00	(562.12)	(3,449.76)	1,169,569.52	4,582,914.79
Engineering	1,596.06	12,057.11	877.00	6,190.00	416.23	(142.98)	846,989.05	6,770,323.23
Previous year	1,179.83	12,200.09	563.00	4,698.00	3.95	254.13	824,703.48	7,490,989.04
Motor Own Damage	20,271.26	139,135.23	986,628.00	5,827,307.00	2,568.97	22,304.86	2,891,046.74	18,657,990.74
Previous year	17,702.29	116,830.37	749,483.00	4,510,809.00	4,051.31	24,902.69	2,358,818.06	14,973,215.57
Motor Third party	11,005.09	76,301.08	997,680.00	5,905,717.00	2,239.20	22,455.28		
Previous year	8,765.89	53,845.81	759,392.00	4,583,194.00	2,739.83	14,945.34		
Motor (Total)	31276.35	215436.31	997680	5905717	4808.16	44760.14	2891046.74	18657990.74
Previous year (Total)	26468.18	170676.17	759392	4583194	6791.14	39848.02	2358818.06	14973215.57
Workmen's compensation / Employer's liability	276.45	2,652.52	936.00	7,776.00	(79.49)	261.24	82,617.75	598,004.09
Previous year	355.94	2,391.27	644.00	5,805.00	117.74	490.01	70,703.29	457,875.49
Public Liability	1.95	45.98	6.00	125.00	(0.30)	1.49	3,000.00	59,858.21
Previous year	2.25	44.49	8.00	117.00	0.55	10.00	3,825.00	66,051.21
Product Liability	2.45	164.47	2.00	41.00	(1.04)	15.99	504.66	39,449.56
Previous year	3.49	148.49	3.00	41.00	(17.47)	(22.34)	699.66	38,477.26
Other Liability Covers	1,073.66	8,060.71	198.00	1,685.00	184.25	605.86	382,303.85	2,368,828.91
Previous year	889.41	7,454.85	167.00	1,569.00	(50.10)	1,072.70	321,672.65	1,774,387.99
Liability (Total)	1354.51	10923.68	1142	9627	103.42	884.58	468426.26	3066140.77
Previous year (Total)	1251.09	10039.11	822	7532	50.71	1550.37	396900.60	2336791.95
Personal Accident	1,572.96	13,173.09	63,173.00	360,046.00	222.79	1,926.79	1,731,705.67	21,397,640.25
Previous year	1,350.17	11,246.30	53,042.00	407,344.00	279.19	2,234.62	1,826,893.46	16,965,674.80
Medical Insurance	12,169.87	95,994.44	53,515.00	399,025.00	(7,572.50)	(4,291.68)	494,830.05	10,749,111.88
Previous year	19,742.36	100,286.12	33,683.00	266,608.00	3,205.66	(3,126.09)	828,966.27	3,889,016.17
Overseas Medical Insurance	511.51	6,377.27	78,062.00	646,351.00	70.50	1,076.42	1,551,380.04	12,229,079.79
Previous year	441.00	5,300.86	72,484.00	564,164.00	74.98	627.90	1,900,545.52	16,594,125.69
Health (Total)	12681.37	102371.72	131577	1045376	-7501.99	-3215.26	2046210.09	22978191.67
Previous year (Total)	20183.37	105586.98	106167	830772	3280.64	-2498.19	2729511.79	20483141.85
Crop Insurance	660.29	26,943.90	279.00	1,400.00	404.52	445.40	5,396.12	279,040.80
Previous year	255.76	26,498.50	172.00	1,323.00	332.22	11,722.39	3,021.67	264,572.94
Credit Guarantee	117.83	1,741.23	7.00	54.00	14.35	469.92	11,162.87	53,541.62
Previous year	103.48	1,271.31	12.00	50.00	9.38	144.66	10,823.74	65,726.73
All Other Miscellaneous	1,125.00	9,465.95	7,319.00	75,640.00	54.99	1,669.59	809,661.93	24,714,238.75
Previous year	1,070.00	7,796.36	6,653.00	55,430.00	391.77	1,236.45	861,309.43	22,650,822.02
Grand Total	53823.02	453020.57	1205508	7435151	-857.88	56253.77	18269855.42	222380805.69
Previous year (Total)	54680.90	396766.80	929727	5916536	10651.64	57271.55	17637917.13	177306143.59

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
771.19	6,408.38	0.00	0.00	0.00	0.00	0.00	0.00		
734.93	7,115.27	0.00	0.00	0.00	0.00	0.00	0.00		
1,011.15	7,741.37	37,177.00	276,237.00	0.00	0.00	0.00	0.00		
625.27	5,569.62	34,242.00	228,975.00	0.00	0.00	0.00	0.00		
1782.34	14149.75	37177	276237	0.00	0.00	0	0	0	0
1360.20	12684.90	34242	228975	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	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		
1,955.37	9,274.81	134.00	996.00	0.00	260.17	0.00	81,389.00	1,187,429.00	7,182,668.00
2,828.10	18,558.72	180.00	1,909.00	0.00	104.79	0.00	47,574.00	2,526,099.00	14,827,424.00
9.26	21.00	146.00	415.00	0.00	0.00	0.00	0.00	78,062.00	646,351.00
3.89	87.71	117.00	1,999.00	0.00	0.00	0.00	0.00	72,484.00	564,164.00
1964.63	9295.80	280	1411	0.00	260.17	0	81389	1265491	7829019
2831.98	18646.43	297	3908	0.00	104.79	0	47574	2598583	15391588
326.86	15,396.86	211.00	959.00	0.00	0.00	0.00	0.00		
82.94	18,078.80	129.00	1,104.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
2.68	18.84	48.00	316.00	0.00	0.00	0.00	0.00		
1.86	17.54	25.00	233.00	0.00	0.00	0.00	0.00		
4076.51	38861.27	37716	278923	0.00	260.17	0	81389	1265491	7829019
4276.98	49427.67	34693	234220	0.00	104.79	0	47574	2598583	15391588



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	510.01	15751.31	4483.00	44844.00	23.45	510.01	1103874.55	26325333.33
Previous year	474.06	13771.13	4323.00	38333.00	-372.34	-2499.36	1279295.20	28737224.79
Marine Cargo	519.65	7439.45	1221.00	8009.00	-654.88	519.65	1165119.75	23958705.05
Previous year	424.36	5729.13	644.00	6003.00	-349.08	236.23	1225078.14	17964864.74
Marine Hull (Including Onshore & Offshore oil energy)	21.00	1058.14	42.00	308.00	-44.27	21.00	4150.58	594610.35
Previous year	50.85	1203.11	56.00	304.00	-16.71	28.28	19586.45	892644.88
Marine (Total)	540.65	8497.59	1263	8317	-699.15	540.65	1169270.33	24553315.40
Previous year (Total)	475.21	6932.24	700	6307	-365.79	264.52	1244664.60	18857509.62
Aviation	0.00	248.37	0.00	16.00	-7.37	0.00	0.00	521841.46
Previous year	27.35	290.46	0.00	77.00	3.84	-221.43	43154.80	576291.41
Engineering	320.06	6376.14	499.00	3741.00	-28.01	320.06	135114.48	4692384.83
Previous year	304.14	4115.42	366.00	3158.00	-31.29	165.78	130879.33	1559449.34
Motor Own Damage	7795.81	66532.46	307906.00	2429035.00	-1799.58	7795.81	478355.96	3778697.99
Previous year	8653.40	59936.45	350109.00	2519824.00	-115.68	8653.40	571884.71	4401169.63
Motor Third party	5347.03	45799.34	6971.00	45541.00	-726.81	5347.03		
Previous year	5183.24	35652.49	4846.00	19837.00	-89.99	5183.24		
Motor (Total)	13142.84	112331.80	307906	2429035	-2526.39	13142.84	478355.96	3778697.99
Previous year (Total)	13836.64	95588.95	350109	2519824	-205.67	13836.64	571884.71	4401169.63
Workmen's compensation / Employer's liability	117.07	1063.65	786.00	7038.00	-22.10	117.07	11853.90	145340.44
Previous year	95	861	670	6496	2	95.50	1675	16527
Public Liability	75.35	650.75	50.00	495.00	34.74	75.35	8736.00	176631.35
Previous year	113	486	14	96	91	111.18	12543	53953
Product Liability	19.29	224.90	6.00	61.00	-0.50	19.29	7175.00	93027.50
Previous year	32	166	8	55	14	32.20	2816	14559
Other Liability Covers	63.91	1382.48	48.00	455.00	15.25	63.91	51811.85	679274.68
Previous year	54	1466	23	245	5	53.62	3542	95370
Liability (Total)	275.62	3321.77	890	8049	27.39	275.62	79576.75	1094273.97
Previous year (Total)	295.66	2978.63	715	6892	111.19	292.49	20576.01	180409.19
Personal Accident	207.84	2132.04	7021.00	91362.00	-109.11	207.84	619241.41	6359958.01
Previous year	320.21	1973.12	1800	15520	133.47	292.64	76244.71	476374.55
Medical Insurance	1183.38	16165.12	7741.00	48446.00	-1219.60	1183.38	111169.52	2167572.53
Previous year	1653.71	11231.25	1789	14644	-280.19	1627.09	57981.35	394716.28
Overseas Medical Insurance	30.35	213.40	4794.00	24035.00	15.10	30.35	6350.80	34017.00
Previous year	18.12	189.95	2522	24483	-0.87	18.12	2316.09	24273.08
Health (Total)	1213.73	16378.51	12535	72481	-1204.50	1213.73	117520.32	2201589.53
Previous year (Total)	1671.84	11421.20	4311	39127	-281.06	1645.21	60297.44	418989.36
Crop Insurance								
Previous year								
Credit Guarantee	235	3252	4	46	-587	235	13277	372334
Previous year								
All Other Miscellaneous	505.18	22968.79	26253.00	197713.00	-5053.02	505.18	336786.67	17062962.89
Previous year	672.44	29379.34	28388	249074	-4525.74	641.84	527930.78	23089789.47
Grand Total	16951.11	191258.61	360854	2855604	-10164.14	16951.11	4053017.35	86962691.21
Previous year (Total)	18077.54	166450.49	390712	2878312	-5533.39	14418.33	3954927.57	78297207.35

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
6.26	153.58	315	3871.00						
21.21	179.47	553	4707.00						
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						
0.18	7.11	2.00	68.00						
5.03	24.33	23.00	71.00						
762.19	5496.48	37085.00	258496.00						
564.22	4195.54	36840.00	252804.00						
860.47	5909.19	0.00	0.00						
430.26	3418.67	0.00	0.00						
1622.66	11405.67	37085	258496	0.00	0.00	0	0		
994.48	7614.21	36840	252804	0.00	0.00	0	0		
0	17	7	309						
2	18	35	284						
0	1	1	5						
0	0	1	4						
0	0	0	0						
0	0	0	0						
0	3	18	183						
2	8	63	370						
0.53	20.99	26	497	0.00	0.00	0	0		
3.71	25.69	99	658	0.00	0.00	0	0		
87.93	711.29	416	12960	4.85	36.60	97058	732094		
259.76	934.91	390	5524	4.81	45.19	96261	798202		
523.62	6294.62	450	1984	518.56	6232.07	448695	3147400		
729.19	4882.46	74	706	726.38	4381.21	392636	2563422		
0.00	0.00	0	0						
523.62	6294.62	450	1984	518.56	6232.07	448695	3147400	0	0
729.19	4882.46	74	706	726.38	4381.21	392636	2563422	0	0
97.77	17196.18	1613	22446.00	36.39	14665.71	2174	1045294		
62.09	16681.20	2181	29225.00	1.28	14161.94	484	1031421		
2338.95	35789.44	39907	300322	559.80	20934.38	547927	4924788	0	0
2075.47	30342.27	40160	293695	732.47	18588.34	489381	4393045	0	0



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	221.79	2,377.85	484	3,078	48.40	727.34	423,752	5,104,028
Previous year	173.39	1,650.51	183	1,582	93.28	720.45	313,449	7,493,145
Marine Cargo	64.35	558.27	514	3,150	12.70	83.90	183,711	2,849,972
Previous year	51.65	474.37	293	2,732	10.54	93.84	143,430	2,985,944
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	64.35	558.27	514	3,150	12.70	83.90	183,711	2,849,972
Previous year (Total)	51.65	474.37	293.00	2,732.00	10.54	93.84	143,430.22	2,985,944.18
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	113.59	981.55	219	1,873	(1.97)	85.41	51,279	930,462
Previous year	115.56	896.13	196.00	2,134.00	1.59	214.96	86,043.70	1,142,203.99
Motor Own Damage	787.27	6,313.06	15,316	87,373	368.19	2,624.86	56,713	424,392
Previous year	419.09	3,688.20	5,396.00	41,881.00	(123.22)	312.73	34,023.77	387,179.51
Motor Third party	281.77	2,097.47	91	290	72.65	(15.40)	-	-
Previous year	209.12	2,112.88	4.00	1,018.00	(75.28)	336.86	-	-
Motor (Total)	1,069.05	8,410.54	15,316	87,373	440.84	2,609.46	56,713	424,392
Previous year (Total)	628.21	5,801.08	5,396	41,881	(198.51)	649.59	34,023.77	387,179.51
Workmen's compensation / Employer's liability	31.64	286.98	180	1,745	(0.07)	31.42	6,972	54,770
Previous year	31.72	255.55	153.00	1,822.00	13.06	89.73	5,292.72	46,336.64
Public Liability								
Previous year								
Product Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Other Liability Covers	5.11	68.54	17	149	2.15	3.33	2,594	69,353
Previous year	2.96	65.22	9.00	84.00	(0.59)	(42.44)	848.25	91,324.71
Liability (Total)	36.75	355.52	197	1,894	2.08	34.75	9,566	160,491
Previous year (Total)	34.68	320.77	162.00	1,906.00	12.48	47.29	6,140.97	137,661.34
Personal Accident	9.85	252.59	271	3,170	6.50	(17.86)	12,432	1,004,818
Previous year	3.35	270.46	342.00	3,126.00	(0.05)	98.99	4,036.25	1,026,293.34
Medical Insurance	278.39	2,886.83	2,110	12,163	172.06	2,021.96	22,789	279,680
Previous year	106.33	864.87	629.00	3,194.00	89.36	434.62	2,008.84	33,693.09
Overseas Medical Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Health (Total)	278.39	2,886.83	2,110	12,163	172.06	2,021.96	22,789	279,680
Previous year (Total)	106.33	864.87	629.00	3,194.00	89.36	434.62	2,008.84	33,693.09
Crop Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	17.96	139.52	673	2,132	17.96	139.52	46,146	490,255
Previous year	22.28	200.24	110.00	871.00	(5.54)	(234.73)	42,451.11	634,682.15
Grand Total	1,812	15,963	19,784	114,833	699	5,684	806,389	11,244,097
Previous year (Total)	1,135	10,478	7,311	57,426	3	2,025	631,583	13,840,802

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
11.40	75.48	27	222	-	-	-	-	-	-
1.14	58.93	8	100	-	-	-	-	-	-
3.95	22.51	77	343	-	-	-	-	-	-
0.52	12.08	19	225	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
3.95	22.51	77	343	-	-	-	-	-	-
0.52	12.08	19.00	225.00	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
6.39	52.82	28	246	-	-	-	-	-	-
2.46	38.59	9.00	139.00	-	-	-	-	-	-
97.16	604.35	1,779	9,648	-	-	-	-	-	-
62.14	513.06	767.00	5,880.00	-	-	-	-	-	-
38.46	355.74	1,788	3,206	-	-	-	-	-	-
32.29	272.70	-	-	-	-	-	-	-	-
135.62	960.08	1,788	9,648	-	-	-	-	-	-
94.43	785.76	767	5,880	-	-	-	-	-	-
2.12	17.90	16	172	-	-	-	-	-	-
1.11	6.51	7.00	14.00	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	2.37	-	73.00	-	-	-	-	-	-
2.12	17.90	16	172	-	-	-	-	-	-
1.11	8.87	7.00	87.00	-	-	-	-	-	-
0.27	0.95	32	267	0.01	0.47	33	1,576	-	-
0.02	0.42	10.00	109.00	0.07	0.76	164.00	1,691.00	-	-
-	-	-	-	1.46	11.31	544	2,684	154,495	2,097,831
-	-	-	-	1.10	7.25	248.00	1,890.00	2,245.00	4,747.00
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	1.46	11.31	544	2,684	154,495	2,097,831
-	-	-	-	1.10	7.25	248.00	1,890.00	2,245.00	4,747.00
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
0.42	3.75	14	86	-	-	-	-	-	-
0.09	4.40	4.00	38.00	-	-	-	-	-	-
160	1,133	1,982	10,984	1	12	577	4,260	154,495	2,097,831
100	909	824	6,578	1	8	412	3,581	2,245	4,747



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	56.19	521.52	74.00	686.00	0.00	0.00	113485.74	1414993.47
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Cargo	22.70	53.00	5.00	40.00	0.00	0.00	18150.00	185106.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	22.70	53.00	5	40	0.00	0.00	18150.00	185106.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Engineering	12.74	256.29	17.00	179.00	0.00	0.00	10788.51	258477.12
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Own Damage	813.86	4257.97	4107.00	23547.00	0.00	0.00	37963.18	204078.70
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Third party	129.10	678.45	4276.00	24261.00	0.00	0.00		
Previous year	0.00	0.00	0.00	0.00	0.00	0.00		
Motor (Total)	942.97	4936.42	4276	24261	0.00	0.00	37963.18	204078.70
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability	20.95	63.67	13.00	137.00	0.00	0.00	1190.55	9028.09
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	0.16	2.85	4.00	23.00	0.00	0.00	82.00	1529.25
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Liability (Total)	21.10	66.52	17	160	0.00	0.00	1272.55	10557.34
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	9.01	237.26	15.00	122.00	0.00	0.00	16677.66	686577.51
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	9.99	105.77	62.00	570.00	0.00	0.00	22186.58	581700.74
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Grand Total	1074.69	6176.77	4466	26018	0.00	0.00	220524.23	3341490.88
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
0.48	10.41	1.00	24.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	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		
30.22	92.22	190.00	621.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
8.41	23.95	213.00	676.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
38.63	116.17	213	676	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0.14	0.66	1.00	3.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.14	0.66	1	3	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		
0.00	0.50	0.00	12.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
39.24	127.82	215	718	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0



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	42.20	367.95	326.00	707.00	37.48	348.42	82317.90	870766.58
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Cargo	37.63	185.48	10.00	74.00	17.98	144.93	64330.01	548339.33
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)	37.63	185.48	10	74	17.98	144.93	64330.01	548339.33
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	42.45	125.68	87.00	325.00	43.21	128.43	31035.10	64136.52
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Own Damage	1681.55	11861.03	21993.00	147676.00	1705.95	12068.04	175021.74	1221511.35
Previous year	644.98	969.85	9966.00	15325.00	644.98	969.85	64688.27	93666.48
Motor Third party	1525.75	10895.45	25093.00	164009.00	1551.98	11065.72		
Previous year	409.17	635.60	9970.00	15331.00	409.17	635.60		
Motor (Total)	3207.30	22756.48	25093	164009	3257.92	23133.76	175021.74	1221511.35
Previous year (Total)	1054.15	1605.45	9970	15331	1054.15	1605.45	64688.27	93666.48
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	9.07	99.85	5.00	21.00	8.56	99.34	4543.93	31749.68
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)	9.07	99.85	5	21	8.56	99.34	4543.93	31749.68
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	5.41	19.07	297.00	469.00	5.41	19.08	3601.84	40031.13
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Grand Total	3344.06	23554.52	25818	165605	3370.55	23873.96	360850.53	2776534.58
Previous year (Total)	1054.15	1605.45	9970	15331	1054.15	1605.45	64688.27	93666.48

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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		
997.71	7413.61	13185.00	95201.00	0.00	0.00	0.00	0.00		
0.18	0.24	1.00	3.00	0.00	0.00	0.00	0.00		
899.83	6772.36	13515.00	96807.00	0.00	0.00	0.00	0.00		
0.13	0.25	1.00	3.00	0.00	0.00	0.00	0.00		
1897.54	14185.97	13515	96807	0.00	0.00	0	0		
0.31	0.49	1	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		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	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		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
1897.54	14185.97	13515	96807	0.00	0.00	0	0	0	0
0.31	0.49	1	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	4895.61	59937.97	40895	358300	1015.97	5360.10	70886208	755228981
Previous year	3879.64	54577.87	40302	348617	117.96	8859.93	11475102	450660102
Marine Cargo	1254.43	12743.88	10751	95086	-381.85	-1194.64	6960755	59366288
Previous year	1636.28	13938.53	7514	68244	-376.18	1280.62	7891578	58966363
Marine Hull (Including Onshore & Offshore oil energy)	2791.55	10903.41	241	2065	948.77	1205.76	413879	30607882
Previous year	1842.78	9697.65	255	2195	-1214.48	-1120.77	461563	18038828
Marine (Total)	4045.98	23647.29	10992	97151	566.92	11.14	7374634	89974170
Previous year (Total)	3479.06	23636.15	7769	70439	-1590.66	159.82	8353141	77005190
Aviation	291.62	6064.48	11	79	-31.17	2125.18	10114334	16515240
Previous year	322.79	3939.30	11	91	135.31	1041.36	9214814	14485725
Engineering	2053.04	18926.13	2039	20143	-304.98	-164.53	6285283	1240287550
Previous year	2358.02	19090.66	3152	22914	128.82	1858.67	2265478	36291823
Motor Own Damage	18569.78	152268.37	499985	3748781	684.97	19403.91	721721	6002253
Previous year	17884.81	132864.46	497601	3546426	1682.65	9678.58	684223	5392023
Motor Third party	20181.58	160350.65	720606	5447659	3048.21	28964.65	720185	5990585
Previous year	17133.37	131386.00	716987	5413107	2402.60	20315.51	682734	7981434
Motor (Total)	38751.36	312619.02	720606	5447659	3733.18	48368.56	1441906	11992838
Previous year (Total)	35018.19	264250.45	716987	5413107	4085.25	29994.09	1366956	13373457
Workmen's compensation / Employer's liability	479.91	4479.92	3995	35898	-8.77	-143.19	41388	471220
Previous year	488.68	4623.11	4166	36152	-11.03	342.33	33639	534478
Public Liability	7.60	65.01	103	844	-0.75	1.12	4660	52890
Previous year	8.35	63.89	99	846	-1.57	-1.74	4100	30974
Product Liability	32.31	384.45	7	88	30.08	134.41	11290	195101
Previous year	2.23	250.04	1	82	-3.67	-20.31	342	133244
Other Liability Covers	144.70	1447.20	895	6452	-39.87	-47.60	163973	1128018
Previous year	184.57	1494.80	690	5330	68.93	234.99	128771	1134305
Liability (Total)	664.52	6376.60	5000	43282	-19.32	-55.24	221311	1847229
Previous year (Total)	683.84	6431.85	4956	42410	52.66	555.27	166852	1833001
Personal Accident	858.51	8782.33	24364	237929	-15.81	-299.93	1345632	32185865
Previous year	874.33	9082.26	27204	241823	205.99	424.84	1448491	24583191
Medical Insurance	16571.33	159441.73	115024	998656	-878.33	9774.07	25757579	152794458
Previous year	17449.67	149667.66	118789	956403	2763.70	26372.95	1921953	43065344
Overseas Medical Insurance	114.07	1443.92	1024	13026	-37.25	-14.50	3780	24244
Previous year	151.32	1458.42	1233	13852	85.05	964.03	442	19959
Health (Total)	16685.39	160885.65	116048	1011682	-915.59	9759.57	25761359	152818702
Previous year (Total)	17600.98	151126.08	120022	970255	2848.74	27336.97	1922395	43085303
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	0.00	0.00	0	0
All Other Miscellaneous	2922.96	29987.91	59957	530419	-1517.19	-9835.48	4344356	260168994
Previous year	4440.16	39823.39	66160	570815	1133.26	10339.30	4596243	141625192
Grand Total	71169.00	627244.00	979912	7746646	2512.00	55286.00	127775023	2561020048
Previous year (Total)	68657.00	571958.00	986563	7680471	7117.33	80570.25	40809472	802942985

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
388.65	3582.71	5831	47084	439.93	3961.15				
384.16	4071.54	5463	44507	461.49	4987.36				
110.27	579.87	418	3669	132.50	825.48				
99.67	558.33	345	2608	83.49	1000.24				
17.68	111.85	20	343	60.13	227.79				
17.19	124.35	37	433	13.66	156.84				
127.95	691.72	438	4012	192.64	1053.27				
116.85	682.66	382	3041	97.15	1157.08				
3.07	3.07	1	1	3.07	3.07				
0.00	0.00	0	0	0.00	0.00				
66.44	1043.73	280	2510	120.78	2258.58				
93.73	1156.87	337	2334	197.08	2648.04				
1516.79	11573.82	95988	708800	831.10	6681.04				
1396.43	10066.38	91820	616040	865.30	6045.78				
2409.92	18626.85	142453	1028572	1134.75	9355.07				
1979.86	14905.60	133858	950334	1023.54	7559.27				
3926.69	30200.65	142453	1028572	1965.86	16036.11				
3376.30	24971.99	133858	950334	1888.84	13605.05				
52.39	493.85	691	5759	39.32	408.14				
54.37	471.92	723	5763	40.09	465.25				
0.03	2.49	2	31	0.12	3.43				
0.05	1.91	2	42	0.09	2.36				
0.03	11.86	1	6	0.75	7.16				
0.00	22.63	0	3	0.00	33.62				
1.49	24.93	63	541	5.21	90.98				
1.26	17.54	40	282	12.50	129.55				
53.94	533.12	757	6337	45.40	509.71				
55.69	513.99	765	6090	52.68	630.77				
50.78	397.37	3112	31711	104.95	598.96	7971	131418	70063	1044795
37.69	374.07	3498	31094	57.47	641.89	9067	127604	92713	1307991
548.82	5652.02	8874	73727	27281.92	37845.73	13759	2536555	147836	4319986
449.50	3474.93	9923	73401	1569.70	18083.13	35116	2146716	321713	3889927
1.85	10.50	43	308	2.65	39.91	75	914	1024	12988
0.61	8.59	32	315	2.50	37.81	103	1179	1236	14568
550.67	5662.52	8917	74035	27284.58	37885.64	13834	2537469	148860	4332974
450.11	3483.54	9955	73716	1572.20	18120.93	35219	2147895	322949	3904495
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
411.58	3454.28	15719	124883	302.63	2857.23	1078	90659	20360	286135
393.54	4697.57	17018	134113	267.26	3198.82	1825	39704	21594	305271
5579.77	45569.16	177508	1319145	30459.84	65163.71	22883	2759546	239283	5663904
4908.07	39952.23	171276	1245229	4594.18	44989.94	46111	2315203	437256	5517757



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	2.46	25.27	2.00	51.00	2.46	25.27	4851.21	30832.94
Previous year	28.62	68.34	5.00	63.00	28.62	68.34	46606.98	115632.85
Marine Cargo	0.00	0.69	0.00	3.00	0.00	0.69	0.00	670.31
Previous year	1.05	1.14	1.00	3.00	1.05	1.14	1600.00	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)	1.05	1.14	1	3	1.05	1.14	1600.00	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	0.50	23.82	0.00	12.00	0.50	23.82	-82.22	1027.60
Previous year	1.39	22.00	1.00	20.00	1.39	22.00	802.64	12100.49
Motor Own Damage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	1.41	9.95	16.00	106.00	1.41	9.95	206.08	1461.76
Motor Third party	3.76	53.96	23.00	1045.00	3.76	53.96	0.00	0.00
Previous year	2.33	5.91	98.00	266.00	2.33	5.91	0.00	0.00
Motor (Total)	3.76	53.96	23	1045	3.76	53.96	0.00	0.00
Previous year (Total)	3.73	15.86	98	266	3.73	15.86	206.08	1461.76
Workmen's compensation / Employer's liability	0.10	12.38	1.00	22.00	0.10	12.38	279.35	2890.66
Previous year	4.13	12.44	2.00	23.00	4.13	12.44	20735.13	25057.41
Public Liability	0.10	13.33	1.00	22.00	0.10	13.33	20.00	8892.95
Previous year	0.00	12.97	0.00	14.00	0.00	12.97	0.00	8226.20
Product Liability								
Previous year								
Other Liability Covers	135.89	1338.18	23.00	326.00	135.89	1338.18	37025.16	418930.43
Previous year	162.70	941.90	32.00	219.00	162.70	941.90	48734.79	312284.49
Liability (Total)	136.09	1363.88	25	370	136.09	1363.88	37324.51	430714.04
Previous year (Total)	166.82	967.30	34	256	166.82	967.30	69469.92	345568.09
Personal Accident	18.92	30.31	4.00	22.00	18.92	30.31	43787.42	74372.11
Previous year	28.19	46.72	2.00	80.00	28.19	46.72	13896.00	95379.25
Medical Insurance	0.04	0.54	2.00	25.00	0.04	0.54	70.00	110.00
Previous year	0.10	0.17	1.00	3.00	0.10	0.17	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)	0.04	0.54	2	25	0.04	0.54	70.00	110.00
Previous year (Total)	0.10	0.17	1	3	0.10	0.17	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	0.00	33.19	0.00	6.00	0.00	33.19	0.00	2694.33
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	1.71	44.54	2.00	33.00	1.71	44.54	2015.84	22456.75
Previous year	1.42	273.63	3.00	49.00	1.42	273.63	1993.65	75640.25
Grand Total	163.48	1576.21	58	1567	163.48	1576.21	87966.76	562878.08
Previous year (Total)	231.31	1395.16	145	740	231.31	1395.16	134595.27	648329.57

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
2.32	20.05	1.00	9.00	0.00	0.00	0.00	0.00		
28.32	53.35	1.00	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		
0.00	19.35	0.00	5.00	0.00	0.00	0.00	0.00		
0.36	15.63	2.00	13.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
1.60	22.65	6.00	95.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
1.60	22.65	6	95	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	1.12	0	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		
0.00	0.00	0.00	0.00	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	21.20	0.00	2.00	0.00	0.00	0.00	0.00		
0.00	31.29	0	5	0.00	1.12	0	62		
0.00	22.72	0	3	0.00	2.00	0	104		
18.10	19.02	2	3	1.18	4.96	957.00	22286		
0.00	0.98	0	29	0.65	2.68	600	3412		
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	0	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		
0.00	5.70	0	7	0.00	0.00	0.00	0.00		
22.02	113.18	9	125	1.18	6.08	957	22348		
28.68	98.58	3	62	0.65	4.68	600	3516		



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	1639.37	15046.89	3344.00	27144.00	-54.80	1917.61	5523535.52	29638391.76
Previous year	1694.17	13129.28	3074.00	23583.00	872.98	4847.06	1827579.16	24179215.41
Marine Cargo	428.80	2840.55	1490.00	11769.00	262.11	657.08	1609312.28	9496331.50
Previous year	166.69	2183.46	1080.00	15668.00	-411.34	-1090.05	1904019.98	8621394.09
Marine Hull (Including Onshore & Offshore oil energy)	0.00	140.89	0.00	7.00	-10.10	85.61	0.00	88949.35
Previous year	10.10	55.28	1.00	7.00	-2.57	-13.24	8418.00	9754.95
Marine (Total)	428.80	2981.44	1490	11776	252.02	742.69	1609312.28	9585280.85
Previous year (Total)	176.78	2238.74	1081	15675	-413.92	-1103.29	1912437.98	8631149.04
Aviation	49.39	241.06	6.00	23.00	190.75	109.37	374937.23	631400.43
Previous year	-141.36	131.69	10.00	32.00	-234.22	-156.98	456273.83	820818.51
Engineering	592.01	5668.42	370.00	3028.00	95.44	-882.18	299135.76	2744922.44
Previous year	496.58	6550.60	301.00	2752.00	-21.83	-39.05	199614.76	2440494.66
Motor Own Damage	6492.69	51018.37	172374.00	1283748.00	56.76	1519.41	404355.32	3182420.69
Previous year	6435.94	49498.96	144889.00	1066351.00	1025.25	3553.27	393979.96	3229019.13
Motor Third party	5421.00	42691.29	210600.00	1522861.00	1131.37	5677.73		
Previous year	4289.63	37013.56	159752.00	1146155.00	920.18	9099.01		
Motor (Total)	11913.69	93709.66	210600	1522861	1188.12	7197.14	404355.32	3182420.69
Previous year (Total)	10725.57	86512.52	159752	1146155	1945.43	12652.28	393979.96	3229019.13
Workmen's compensation / Employer's liability	43.99	535.90	225.00	2156.00	21.74	32.17	5524.44	82355.21
Previous year	22.25	503.73	184.00	1803.00	-20.06	125.77	1592.96	79543.71
Public Liability	18.77	126.27	39.00	418.00	9.44	20.36	13033.77	132291.00
Previous year	9.33	105.91	37.00	418.00	0.40	24.06	4145.75	80318.01
Product Liability	2.42	29.71	2.00	8.00	0.67	22.76	1500.00	6179.73
Previous year	1.75	6.95	1.00	8.00	1.57	-0.73	500.00	3280.00
Other Liability Covers	31.31	2392.23	756.00	5520.00	9.12	-122.75	14267.00	761315.21
Previous year	22.19	2514.98	657.00	4923.00	-0.48	1391.71	9118.50	724370.08
Liability (Total)	96.47	3084.12	1022	8102	40.96	-47.46	34325.22	982141.14
Previous year (Total)	55.52	3131.57	879	7152	-18.57	1540.81	15357.21	887511.80
Personal Accident	172.78	1327.53	6288.00	35256.00	45.05	-466.94	349335.82	3000225.14
Previous year	127.73	1794.46	1223.00	10549.00	-26.26	-188.11	355599.10	4723377.88
Medical Insurance	2194.90	34278.51	29399.00	227265.00	-438.32	17479.01	7663662.80	60940415.26
Previous year	2633.22	16799.50	31246.00	90220.00	1283.85	3543.76	356598096.96	360295413.66
Overseas Medical Insurance	267.20	2432.95	59947.00	494782.00	-6.49	34.13	3112165.14	21047734.01
Previous year	273.69	2398.83	57278.00	472731.00	-26.17	-108.82	9815097.90	24813830.04
Health (Total)	2462.10	36711.46	89346	722047	-444.81	17513.14	10775827.94	81988149.27
Previous year (Total)	2906.91	19198.32	88524	562951	1257.68	3434.93	366413194.86	385109243.70
Crop Insurance	1846.26	2360.75	77.00	261.00	1846.26	2348.58	10169.08	24390.69
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	369.10	5725.48	3899.00	33218.00	111.77	1141.03	146973.01	4173534.03
Previous year	257.34	4584.45	4014.00	35033.00	-11.95	1639.03	187601.13	6733018.61
Grand Total	19569.97	166856.80	316442	2363716	3270.74	29572.99	19527907.17	135950856.43
Previous year (Total)	16299.23	137283.81	258858	1803891	3349.33	22638.86	371761637.98	436754051.23

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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		
14.15	196.04	47.00	292.00	0.00	0.00	0.00	0.00		
10.19	128.35	28.00	198.00	0.00	0.00	0.00	0.00		
563.81	4777.26	13929.00	116860.00	0.00	0.00	0.00	0.00		
618.59	4830.65	12394.00	100330.00	0.00	0.00	0.00	0.00		
583.13	4741.60	4450.00	32023.00	0.00	0.00	0.00	0.00		
446.86	3741.46	1015.00	5689.00	0.00	0.00	0.00	0.00		
1146.94	9518.86	13929	116860	0.00	0.00	0	0	0	0
1065.45	8572.12	12394	100330	0.00	0.00	0	0	0	0
2.84	46.12	12.00	127.00	0.00	0.00	0.00	0.00		
4.48	35.35	37.00	160.00	0.00	0.00	0.00	0.00		
1.04	2.47	3.00	20.00	0.00	0.00	0.00	0.00		
0.04	4.39	5.00	50.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.86	13.72	60.00	302.00	0.00	0.00	0.00	0.00		
1.00	33.04	64.00	246.00	0.00	0.00	0.00	0.00		
4.75	62.31	75	449	0.00	0.00	0	0	0	0
5.51	72.77	106	456	0.00	0.00	0	0	0	0
9.42	129.74	1029.00	6128.00	0.00	0.00	0.00	0.00		
1.75	86.18	94.00	781.00	0.00	0.00	0.00	0.00		
70.82	1900.81	188.00	1748.00	0.00	0.00	0.00	0.00	347700	4530950
233.13	2242.84	398.00	2093.00	0.00	0.00	0.00	0.00	553467	3464017
7.96	105.82	2873.00	38280.00	0.00	0.00	0.00	0.00	60483	175059
12.86	148.34	4627.00	27882.00	0.00	0.00	0.00	0.00	6816	64470
78.78	2006.64	3061	40028	0.00	0.00	0	0	408183	4706009
245.98	2391.19	5025	29975	0.00	0.00	0	0	560283	3528487
1846.26	2360.75	77.00	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		
16.02	258.20	531.00	5003.00	31.33	206.58	45683.00	291225.00		
14.88	282.22	725.00	4756.00	23.65	166.01	45787.00	236960.00		
3116.31	14532.54	18749	169021	31.33	206.58	45683	291225	408183	4706009
1343.76	11545.00	18372	136505	23.65	166.01	45787	236960	560283	3528487



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	446.39	5206.63	3178.00	23023.00	73.77	-2204.30	722697.43	9112489.00
Previous year	372.62	7410.93	2093.00	19767.00	120.31	3825.54	884292.43	7574373.57
Marine Cargo	225.11	1814.61	4272.00	35278.00	-3.50	-49.62	400920.67	4352957.17
Previous year	228.61	1864.23	5259.00	28926.00	-4.18	222.36	510561.25	4650769.52
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)	225.11	1936.21	4272	35286	-3.50	72.27	400920.67	4371780.75
Previous year (Total)	228.61	1863.94	5259	28926	-4.18	222.07	510561.25	4650769.52
Aviation							0.00	
Previous year							0.00	
Engineering	242.64	2395.91	119.00	924.00	20.19	19.26	85719.07	867348.50
Previous year	222.45	2376.65	82.00	756.00	43.78	30.16	-11006.28	617429.56
Motor Own Damage	6335.48	47899.88	83750.00	637533.00	-1360.14	-4211.12	312568.66	2356576.91
Previous year	7695.61	52111.00	93330.00	677346.00	933.75	2531.94	354638.30	2498971.21
Motor Third party	2372.64	19927.80	1580.00	12464.00	-206.01	2225.78		
Previous year	2578.65	17702.02	622.00	5325.00	411.65	1012.90		
Motor (Total)	8708.12	67827.68	83750	637533	-1566.15	-1985.34	312568.66	2356576.91
Previous year (Total)	10274.26	69813.02	93330	677346	1345.39	3544.83	354638.30	2498971.21
Workmen's compensation / Employer's liability	17.57	255.62	84.00	802.00	2.29	37.58	3302.04	50262.96
Previous year	15.28	218.03	62.00	521.00	-13.97	38.70	1791.16	36248.96
Public Liability	27.94	809.15	30.00	320.00	-23.12	-180.08	13030.10	183383.32
Previous year	51.06	989.24	18.00	288.00	18.28	285.39	12028.99	166259.80
Product Liability	52.22	138.73	6.00	39.00	46.41	-1.90	7480.40	40301.66
Previous year	5.81	140.63	2.00	38.00	-5.70	-42.74	2416.68	41016.65
Other Liability Covers								
Previous year								
Liability (Total)	97.74	1203.50	120	1161	25.58	-144.40	23812.54	273947.94
Previous year (Total)	72.16	1347.89	82	847	-1.39	281.35	16236.83	243525.41
Personal Accident	263.12	2826.75	11765.00	109012.00	39.40	-566.55	1755762.99	17333583.29
Previous year	223.72	3393.30	10826.00	112044.00	-61.38	989.78	2022534.36	17219653.40
Medical Insurance	1656.93	14978.45	27792.00	180042.00	110.39	1127.35	233348.30	2081516.31
Previous year	1546.54	13851.10	22022.00	165273.00	278.54	-2082.41	257725.44	3985881.36
Overseas Medical Insurance								
Previous year								
Health (Total)	1656.93	14978.45	27792	180042	110.39	1127.35	233348.30	2081516.31
Previous year (Total)	1546.54	13851.10	22022	165273	278.54	-2082.41	257725.44	3985881.36
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	95.17	1019.65	1022.00	10555.00	-5.86	-214.63	149227.22	1461002.11
Previous year	101.02	1234.29	699.00	6452.00	-89.73	-1016.94	18407.78	898808.96
Grand Total	11735.22	97394.79	132018	997536	-1306.17	-3896.33	3684056.88	37858244.80
Previous year (Total)	13041.39	101291.13	134393	1011411	1631.34	5794.40	4053390.11	37689412.99

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
1.61	30.73	15.00	1118.00						
3.07	26.56	157.00	1485.00						
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	0.84	0.00	6.00						
339.94	5716.86	2325.00	45466.00						
523.57	3809.42	3723.00	33951.00						
339.94	5716.86	2325	45466	0.00	0.00	0	0		
523.57	3809.42	3723	33951	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		
6.41	109.70	1554.00	16296.00	0.46	5.28	567.00	11438.00		
25.78	268.60	3125.00	29023.33	0.24	0.35	698.00	1033.00		
25.75	3347.68	1759.00	18297.00	299.94	3245.33	0.00	1259562.00	41962.50	615490.00
414.02	2451.43	2780.00	33140.00	362.77	1723.12	89312.00	650021.00	315597.00	2719865.00
25.75	3347.68	1759	18297	299.94	3245.33	0	1259562	41963	615490
414.02	2451.43	2780	33140	362.77	1723.12	89312	650021	315597	2719865
131.97	1612.54	1744.00	21302.00	0.00	0.00	0.00	0.00		
350.62	3085.25	4708.00	42591.00	0.00	0.00	0.00	0.00		
505.68	10817.51	7397	102479	300.41	3250.61	567	1271000	41963	615490
1317.06	9642.10	14493	140196	363.01	1723.48	90010	651054	315597	2719865



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	3232.86	28533.38	24461.00	202434.00	371.16	9885.97	2590166.17	25495095.27
Previous year	2861.70	18647.41	21352.00	162890.00	1637.80	9924.58	1801253.63	14562662.10
Marine Cargo	62.30	698.45	247.00	1823.00	13.77	228.41	244551.06	2422310.02
Previous year	48.53	470.05	109.00	736.00	34.36	384.30	179943.76	1029735.38
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	62.30	698.45	247	1823	13.77	228.41	244551.06	2422310.02
Previous year (Total)	48.53	470.05	109	736	34.36	384.30	179943.76	1029735.38
Aviation	0.00	361.56	0.00	51.00	-289.83	-1300.15	0.00	120382.01
Previous year	289.83	1661.71	6.00	94.00	289.83	61.08	109000.00	314697.61
Engineering	163.28	1366.70	263.00	2168.00	17.28	-55.76	139270.14	1002367.87
Previous year	146.00	1422.46	201.00	1702.00	45.42	939.82	105522.13	1140891.68
Motor Own Damage	1947.55	15403.78	34998.00	260557.00	535.64	7129.30	404062.04	2761899.68
Previous year	1411.91	8274.48	23404.00	137181.00	1219.67	7428.40	105875.96	603732.12
Motor Third party	1623.47	12529.62	303.00	1728.00	769.03	7656.67		
Previous year	854.44	4872.95	52.00	384.00	813.65	4717.78		
Motor (Total)	3571.02	27933.40	34998	260557	1304.67	14785.97	404062.04	2761899.68
Previous year (Total)	2266.35	13147.43	23404	137181	2033.32	12146.18	105875.96	603732.12
Workmen's compensation / Employer's liability	16.22	130.64	74.00	391.00	10.92	61.20	1603.89	18387.02
Previous year	5.30	69.44	22.00	142.00	5.30	69.44	279.67	7526.40
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	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	21.50	94.60	11.00	142.00	15.83	34.73	7086.00	41184.66
Previous year	5.67	59.87	8.00	63.00	5.67	59.87	4267.00	57030.75
Liability (Total)	37.72	227.31	85	538	26.75	97.03	8689.89	63397.86
Previous year (Total)	10.97	130.28	30	210	10.97	130.28	4546.67	68037.15
Personal Accident	1518.31	10431.58	367.00	2122.00	660.33	5638.56	3405587.61	31894947.89
Previous year	857.98	4793.02	29.00	294.00	850.44	4219.09	3849987.22	7458248.58
Medical Insurance	140.53	804.11	2477	8577	93.84	281.56	9572.40	43563.58
Previous year	46.69	522.55	64	732	15.88	243.53	1065.00	12596.45
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)	140.53	804.11	2477	8577	93.84	281.56	9572.40	43563.58
Previous year (Total)	46.69	522.55	64	732	15.88	243.53	1065.00	12596.45
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	275.73	2369.53	24572.00	197947.00	146.14	617.43	646348.01	20741746.01
Previous year	129.59	1752.10	28181.00	90924.00	84.73	1140.99	1145625.17	16301063.91
Grand Total	9001.75	72726.03	87470	676217	2344.11	30179.02	7448247.32	84545710.20
Previous year (Total)	6657.64	42547.00	73376	394763	5002.75	29189.85	7302819.56	41491664.98

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
930.51	7883.83	10111.00	89391.00	0.00	0.00	0.00	0.00		
499.15	5024.97	2842.00	60907.00	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	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		
48.24	369.58	89.00	804.00	0.00	0.00	0.00	0.00		
27.77	231.81	53.00	484.00	0.00	0.00	0.00	0.00		
720.38	5233.38	13835.00	97390.00	107.02	107.02	4388.00	4388.00		
237.09	1575.63	3595.00	28336.00	0.00	0.00	0.00	0.00		
679.66	4705.41	85.00	404.00	95.47	95.47	5.00	5.00		
86.82	845.61	0.00	2.00	0.00	0.00	0.00	0.00		
1400.04	9938.79	13835	97390	202.49	202.49	4393	4393		
323.91	2421.24	3595	28336	0.00	0.00	0	0		
2.07	15.97	12.00	60.00	0.00	0.00	0.00	0.00		
3.02	15.90	7.00	34.00	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		
0.29	3.04	4.00	21.00	0.00	0.00	0.00	0.00		
0.45	1.89	2.00	5.00	0.00	0.00	0.00	0.00		
2.36	19.60	16	83	0.00	0.00	0	0		
3.47	18.40	9	41	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		
78.66	203.23	2334.00	5695.00	0.00	0.00	0.00	0.00	8146.00	40105.00
0.56	1.15	24.00	48.00	0.00	0.00	0.00	0.00	2355.00	21322.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
78.66	203.23	2334	5695	0.00	0.00	0	0	8146	40105
0.56	1.15	24	48	0.00	0.00	0	0	2355	21322
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
101.74	496.77	11007.00	54583.00	12.82	105.43	5118.00	73419.00		
61.04	304.39	6878.00	23327.00	0.00	0.00	0.00	0.00		
2561.55	18970.56	37392	248095	215.31	307.92	9511	77812	8146	40105
915.90	8001.96	13401	113143	0.00	0.00	0	0	2355	21322



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	157.64	747.67	872	4334	59.94	62.27	596437.60	1434099.82
Previous year	97.70	685.40	194	1396	58.22	221.88	99201.59	1687438.58
Marine Cargo	2.20	61.55	58	472	-2.60	-82.99	1941.43	76762.74
Previous year	4.80	144.53	276	1323	-7.59	23.51	7941.55	302230.77
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)	2.20	61.55	58	472	-2.60	-82.99	1941.43	76762.74
Previous year (Total)	4.80	144.53	276	1323	-7.59	23.51	7941.55	302230.77
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	48.02	384.23	141	982	19.16	123.37	60993.63	237986.78
Previous year	28.86	260.86	34	339	14.14	45.73	15414.29	236777.24
Motor Own Damage	4098.11	33587.75	126837	939241	-731.41	-2592.15	395263.53	3366802.35
Previous year	4829.51	36179.90	134672	1010888	311.94	4783.38	477238.29	3538445.26
Motor Third party	7331.70	63118.11	131549	975364	-218.96	5545.94		
Previous year	7550.66	57572.17	140686	1042251	1343.41	16013.30		
Motor (Total)	11429.81	96705.86	131549	975364	-950.37	2953.79	395263.53	3366802.35
Previous year (Total)	12380.18	93752.07	140686	1042251	1655.35	20796.68	477238.29	3538445.26
Workmen's compensation / Employer's liability	8.23	71.42	89	637	6.25	51.52	178.41	1505.96
Previous year	1.97	19.90	19	160	-0.22	-1.73	31.85	492.91
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	0.26	23.06	6	86	-0.06	4.71	144.00	24844.00
Previous year	0.32	18.35	4	57	0.09	-2.50	61.00	24508.50
Liability (Total)	8.49	94.48	95	723	6.19	56.23	322.41	26349.96
Previous year (Total)	2.30	38.25	23	217	-0.13	-4.23	92.85	25001.41
Personal Accident	211.49	322.40	6862	11855	169.69	53.45	407179.15	510010.72
Previous year	41.80	268.94	430	6261	-1.22	64.20	55018.82	337759.26
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	161.84	353.11	304	2971	156.74	57.59	778297.95	880750.68
Previous year	5.11	295.53	225	1225	2.39	82.50	4998.22	1487103.64
Grand Total	12019.50	98669.30	139881	996701	-541.25	3223.72	2240435.70	6532763.05
Previous year (Total)	12560.75	95445.58	141868	1053012	1721.16	21230.28	659905.60	7614756.16

*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	1,528	24,561	10,057	79,569		-	9,956,521	166,270,687
Previous year	1,181	19,097	6,221	37,988	-	-	9,209,829	108,706,449
Marine Cargo	1,497	15,542	2,351	23,554		-	588,387	4,427,783
Previous year	1,358	14,570	2,974	29,950	-	-	417,807	4,743,608
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	1,497	15,542	2,351	23,554	-	-	588,387	4,427,783
Previous year (Total)	1,358	14,570	2,974	29,950	-	-	417,807	4,743,608
Aviation	17	180	-	5		-	-	564,080
Previous year	-	84	-	7	-	-	-	1,450,549
Engineering	427	5,259	110	855		-	2,049,506	27,253,505
Previous year	166	4,221	77	724	-	-	989,071	15,308,617
Motor Own Damage	6,091	58,522	115,872	926,223		-	333,429	2,821,673
Previous year	6,257	45,952	157,991	1,153,556	-	-	339,178	2,576,628
Motor Third party	2,713	10,445	115,872	926,223		-	-	-
Previous year	2,603	17,308	157,991	1,153,556	-	-	-	-
Motor (Total)	8,804	68,967	115,872	926,223	-	-	333,429	2,821,673
Previous year (Total)	8,860	63,260	157,991	1,153,556	-	-	339,178	2,576,628
Workmen's compensation / Employer's liability	144	1,424	31	419		-	50,680	666,282
Previous year	132	1,261	26	282	-	-	9,644	391,031
Public Liability	277	2,199	37	414		-	285,854	2,049,267
Previous year	212	2,053	24	401	-	-	452,736	4,065,631
Product Liability	37	481	8	80		-	62,559	389,069
Previous year	25	388	5	68	-	-	85,525	697,240
Other Liability Covers	971	9,003	729	6,579		-	435,046	4,555,274
Previous year	697	7,873	651	5,815	-	-	275,624	3,554,892
Liability (Total)	1,430	13,107	805	7,492	-	-	834,138	7,659,892
Previous year (Total)	1,066	11,574	706	6,566	-	-	823,529	8,708,794
Personal Accident	2,260	10,554	19,065	119,956		-	8,161,794	75,681,075
Previous year	863	8,572	7,186	33,022	-	-	9,051,405	71,656,290
Medical Insurance	242	6,674	28,020	223,392		-	565,318	3,278,603
Previous year	667	4,647	2,700	6,994	-	-	290,151	896,501
Overseas Medical Insurance	900	9,003	16,656	165,875		-	5,902,877	57,590,577
Previous year	591	5,857	36,844	335,711	-	-	12,082,808	108,021,582
Health (Total)	1,142	15,677	44,676	389,267	-	-	6,468,195	60,869,180
Previous year (Total)	1,257	10,503	39,544	342,705	-	-	12,372,960	108,918,083
Crop Insurance	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	317	4,044	2,022	24,936		-	35,092	2,029,707
Previous year	318	3,509	3,395	40,413	-	-	295,242	1,357,744
Grand Total	17,421	157,892	194,958	1,571,857	-	-	28,427,063	347,577,582
Previous year (Total)	15,068	135,392	218,094	1,644,931	-	-	33,499,021	323,426,761

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
238	2,170	958	10,135		-		-		
210	1,574	851	4,347	-	-	-	-	-	-
204	1,808	132	1,109		-		-		
108	1,765	139	1,275	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
204	1,808	132	1,109	-	-	-	-	-	-
108	1,765	139	1,275	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
26	108	31	119		-		-		
16	130	5	38	-	-	-	-	-	-
1,864	13,608	29,557	223,748		-		-		
1,770	10,552	41,977	273,996	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
1,864	13,608	29,557	223,748	-	-	-	-	-	-
1,770	10,552	41,977	273,996	-	-	-	-	-	-
2	63	3	54		-		-		
-	35	-	19	-	-	-	-	-	-
205	890	78	850		-		-		
89	670	72	667	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
208	953	81	904	-	-	-	-	-	-
89	706	72	686	-	-	-	-	-	-
177	1,076	7,597	42,556	-	4,631	-	1,905,392		
93	598	1,979	4,691	219	3,180	(39,072)	2,086,083	-	-
61	4,966	3,673	23,841		-		-		
54	3,255	756	1,273	-	-	-	-	-	-
47	456	243	3,288		-		-		
27	324	1,708	15,314	-	-	-	-	-	-
108	5,421	3,916	27,129	-	-	-	-	-	-
81	3,579	2,464	16,587	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-	-	-
46	1,504	1,409	14,607		-		-		
54	1,082	2,290	31,400	-	-	-	-	-	-
2,870	26,647	43,681	320,307	-	4,631	-	1,905,392	-	-
2,420	19,985	49,777	333,020	219	3,180	(39,072)	2,086,083	-	-



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	6858.07	89377.90	48193.00	444278.00	-435.42	1577.79	86008050.05	757842848.50
Previous year	7293.49	87800.11	48568.00	448402.00			-814256757.65	692476696.98
Marine Cargo	2195.19	20834.05	22973.00	185467.00	-32.66	-519.52	32210946.72	327713076.71
Previous year	2227.85	21353.57	22384.00	183169.00			-13481195.18	159652743.59
Marine Hull (Including Onshore & Offshore oil energy)	3177.17	26690.36	802.00	6520.00	-257.48	5364.47	27141897.61	114254900.22
Previous year	3434.65	21325.89	761.00	7173.00			42830544.71	168801081.13
Marine (Total)	5372.36	47524.41	23775.00	191987.00	-290.14	4844.95	59352844.33	441967976.93
Previous year (Total)	5662.50	42679.46	23145.00	190342.00	0.00	0.00	29349349.53	328453824.72
Aviation	103.51	7438.42	109.00	525.00	-296.53	-976.73	167566.41	130151916.42
Previous year	400.04	8415.15	68.00	538.00			-27773510.09	151681991.19
Engineering	2850.49	26610.20	8154.00	43592.00	-470.57	-18.28	20539588.27	149827578.85
Previous year	3321.06	26628.48	4647.00	44102.00			-18326785.33	89137009.09
Motor Own Damage	18586.32	147596.65	600059.00	4948922.00	2230.20	25246.55	6813310.74	20169854.73
Previous year	16356.12	122350.10	648245.00	4543216.00			-2122316.64	62365576.77
Motor Third party	17928.18	144844.37	672397.00	5259273.00	3953.85	27898.73		
Previous year	13974.33	116945.64	684063.00	5076528.00				
Motor (Total)	36514.50	292441.02	672397.00	5259273.00	6184.05	53145.28	6813310.74	20169854.73
Previous year (Total)	30330.45	239295.74	684063.00	5076528	0.00	0.00	-2122316.64	62365576.77
Workmen's compensation / Employer's liability	362	5887	3812	46906	106.03	1119.16	181117	1103357
Previous year	256	4768	6083	49112			16395	1375822
Public Liability	12	87	159	473	-11.61	-168.73	109	4691
Previous year	23	256	27	375			-26009	13808
Product Liability	37	506	1	148	33.36	-0.98	802	6504
Previous year	4	507	6	54			-10190	1742
Other Liability Covers	1566	11528	11271	62011	61.28	1368.67	521782	2736841
Previous year	1505	10159	4775	55311			-2562728	1972359
Liability (Total)	1977.34	18007.76	15243	109538	189.06	2318.12	703810.53	3851392.34
Previous year (Total)	1788.28	15689.64	10891	104852	0.00	0.00	-2582531.47	3363730.96
Personal Accident	1289.68	11728.98	35741.00	345476	299.11	-296.03	129896257.36	545347850.25
Previous year	990.57	12025.01	38882.00	350284			47355880.16	270536795.09
Medical Insurance	20885.29	212529.95	124091.00	1006677	6821.32	29694.48	156589747.85	293454279.76
Previous year	14063.97	182835.47	118292.00	1000849			577001.00	183341120.25
Overseas Medical Insurance	24.04	772.29	-831.00	22013	27.85	76.81	12774.14	163091.67
Previous year	-3.81	695.48	1261.00	20086			8309.13	799902.40
Health (Total)	20909.33	213302.24	123260	1028690	6849.17	29771.29	156602521.99	293617371.43
Previous year (Total)	14060.16	183530.95	119553	1020935	0.00	0.00	585310.13	184141022.65
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
Credit Guarantee	0.00	118.76	0.00	13	0.00	106.28	0.00	196000
Previous year	0.00	12.48	0.00	3			0.00	11500
All Other Miscellaneous	3127.36	35431.05	107233.00	781124	-1058.60	803.09	28907413.46	343187708.55
Previous year	4185.96	34627.96	79401.00	641958			-23675714.17	253430280.60
Grand Total	79002.64	741980.74	1034105	8204496	10970.13	91275.76	488991363.14	2686160498.00
Previous year (Total)	68032.51	650704.98	1009218	7877944	0.00	0.00	-811447075.53	2035598428.05

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
1122.14	8387.54	8044.00	52042.00	171.68	2190.96	0.00	0.00		
1152.24	8954.66	4778.00	57903.00	349.85	2929.64	0.00	0.00		
399.60	2181.98	3132.00	12647.00	57.02	598.10	0.00	0.00		
185.81	2393.21	2032.00	11786.00	195.31	852.44	0.00	0.00		
31.76	280.90	79.00	391.00	14.29	46.57	0.00	0.00		
42.56	147.53	81.00	348.00	-2.55	14.50	0.00	0.00		
431.36	2462.88	3211.00	13038.00	71.31	644.67	0.00	0.00		
228.37	2540.74	2113.00	12134.00	192.76	866.94	0.00	0.00		
0.23	1.34	0.00	0.00	0.00	0.00	0.00	0.00		
1.79	12.37	0.00	0.00	0.00	0.00	0.00	0.00		
163.37	1995.46	978.00	5934.00	88.93	750.58	0.00	0.00		
433.53	2279.41	43.00	4139.00	337.11	908.45	0.00	0.00		
3734.96	32533.84	82380.00	572913.00	608.70	4890.06	49580.00	349461.00		
5635.90	31662.56	69958.00	501816.00	796.24	5218.03	6265.00	51562.00		
2901.93	42383.72	61629.00	602717.00	-3743.69	5752.84	71004.00	442636.00		
4915.38	34073.56	-113891.00	495970.00	529.29	5184.08	-3148.00	42649.00		
6636.89	74917.56	82380.00	602717.00	-3134.99	10642.90	120584.00	792097.00		
10551.28	65736.12	69958.00	501816.00	1325.53	10402.11	3117	94211		
107	947	387	3568	-283	399	2006	16884		
71	766	304	7594	-52	225	1120	9154		
1	2	0	10	0	0	0	0		
0	2	0	11	0	0	0	0		
0	4	3	21	0	0	0	0		
2	10	2	15	0	2	0	0		
150	1602	2419	14289	138	555	317	6432		
152	1621	2239	12259	139	602	3200	11535		
258.08	2554.95	2809	17888	-145.43	954.42	2323	23316		
225.02	2398.11	2545	19879	87.28	828.83	4320	20689		
71.36	1041.49	3584.00	36991	87.41	667.58	53155.00	363180		
91.21	1173.65	3931.00	39288	788.19	2104.93	14244.00	5837204		
725.94	22565.16	5508.00	62106	2080.05	8533.14	1249224.00	18780034	1621616	24112384
1936.98	20779.91	4537.00	54217	648.88	7127.65	4053690.00	48419013	4425388	59236953
-15.74	34.27	290.00	1283	9.04	55.97	164.00	2118	1706	19393
2.22	35.31	-246.00	602	1.20	48.93	149.00	1537	617	15006
710.20	22599.43	5798	63389	2089.09	8589.11	1249388	18782152	1623322	24131777
1939.20	20815.22	4291	54819	650.08	7176.58	4053839	48420550	4426005	59251959
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	0.00	0	0.00	0	0.00	0		
0.00	0	0.00	0	0.00	0	0.00	0		
2665.05	10444	75379.00	221179	683.13	2309.95	79169.00	3714962		
997.92	8227	4962.00	169420	811.15	2717.52	117686.00	3248577		
12058.68	124404.38	182183	1013178	-88.87	26750.17	1504619	23675707		
15620.56	112137.53	92621	859398	4541.95	27935.00	4193206	57621231		



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	6335.29	72952.43	37881	345428	1220.91	7276.35	17848992.14	204042647.91
Previous year	5114.38	65676.08	37490	331405				
Marine Cargo	1873.06	17821.50	12663	114041	-74.68	-1270.69	5403911.98	49746093.64
Previous year	1947.74	19092.19	13986	119069				
Marine Hull (Including Onshore & Offshore oil energy)	2083.10	15911.65	335	3931	406.50	1230.77	2791770.86	13884357.70
Previous year	1676.60	14680.88	339	3604				
Marine (Total)	3956.16	33733.15	12998	117972	331.82	-39.92	8195682.84	63630451.34
Previous year (Total)	3624.34	33773.07	14325	122673				
Aviation	66.18	8107.50	28	250	-837.75	1334.22	70338.10	6824420.66
Previous year	903.93	6773.28	39	256				
Engineering	2650.66	23002.49	3205	26941	308.73	2073.96	1522933.98	15294421.82
Previous year	2341.93	20928.53	3815	27317				
Motor Own Damage	9446.82	74924.67	519817	3850447	-159.28	2137.74	643582.19	5035438.10
Previous year	9606.10	72786.93	514828	3709687				
Motor Third party	11614.88	94288.45	678761	5137372	1438.06	12538.13	0.00	0.00
Previous year	10176.82	81750.32	677909	4964492				
Motor (Total)	21061.70	169213.12	678761	5137372	1278.78	14675.87	643582.19	5035438.10
Previous year (Total)	19782.92	154537.25	677909	4964492				
Workmen's compensation / Employer's liability	597.70	5392.94	4666	43503	13.80	302.67	8366.53	96795.88
Previous year	583.90	5090.27	4897	42970				
Public Liability	8.71	58.40	33	268	0.12	-6.59	1317401.27	8125132.51
Previous year	8.59	64.99	36	289				
Product Liability	23.12	587.81	7	82	-73.58	162.91	530225.00	2513031.49
Previous year	96.70	424.90	8	68				
Other Liability Covers	252.59	2317.86	2779	23836	-3.39	54.06	361128.70	11614896.58
Previous year	255.98	2263.80	2877	24496				
Liability (Total)	882.12	8357.01	7485	67689	-63.05	513.05	2217121.50	22349856.46
Previous year (Total)	945.17	7843.96	7818	67823				
Personal Accident	624.43	8188.91	59757	540671	-141.52	26.99	773247.80	14459745.43
Previous year	765.95	8161.92	66274	564744				
Medical Insurance	9804.91	111841.81	79545	732238	95.97	15186.88	378975.91	4023016.49
Previous year	9708.94	96654.93	79505	668090				
Overseas Medical Insurance	35.36	506.96	1221	14348	1.22	55.33	108069.43	1321026.43
Previous year	34.14	451.63	1073	13171				
Health (Total)	9840.27	112348.77	80766	746586	97.19	15242.21	487045.34	5344042.92
Previous year (Total)	9743.08	97106.56	80578	681261				
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	3850.51	36491.21	61139	536634	-725.91	4686.03	4214900.91	45112222.05
Previous year	4576.42	31805.18	63430	539882				
Grand Total	49267.32	472394.59	942020	7519543	1469.20	45788.76	35973844.80	382093246.69
Previous year (Total)	47798.12	426605.83	951678	7299853	0.00	0.00	0.00	0.00

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
463.91	5042.66	7976	68205	0.00	0.00	0	0	0	0
418.49	3981.12	7352	63431	0.00	0.00	0	0	0	0
98.38	783.74	739	6462	0.00	0.00	0	0	0	0
77.88	691.27	692	5482	0.00	0.00	0	0	0	0
6.59	90.47	94	911	0.00	0.00	0	0	0	0
7.22	95.44	69	869	0.00	0.00	0	0	0	0
104.97	874.21	833	6810	0.00	0.00	0	0	0	0
85.10	786.71	761	6351	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
99.44	950.63	422	3876	0.00	0.00	0	0	0	0
91.50	774.08	1035	5142	0.00	0.00	0	0	0	0
1932.08	14736.24	111088	780915	0.00	0.00	0	0	0	0
1908.92	13739.47	105004	723004	0.00	0.00	0	0	0	0
2764.42	21643.57	150668	1085394	0.00	0.00	223	27548	6566	649513
2279.37	17607.67	140940	995349	0.00	0.00	114202	279414	121567	619299
4696.50	36379.81	150668	1085394	0.00	0.00	223	27548	6566	649513
4188.29	31347.14	140940	995349	0.00	0.00	114202	279414	121567	619299
78.72	839.32	789	7849	113.43	1377.05	0	0	0	0
74.12	704.75	895	7452	131.83	1266.80	0	0	0	0
0.81	1.81	5	16	0.00	0.00	0	0	0	0
0.74	2.89	4	21	0.00	0.00	0	0	0	0
0.27	2.10	1	3	0.00	0.00	0	0	0	0
0.27	0.59	1	2	0.00	0.00	0	0	0	0
18.54	201.59	210	2162	0.00	0.00	0	0	0	0
16.22	175.35	217	2123	0.00	0.00	0	0	0	0
98.34	1044.82	1005	10030	113.43	1377.05	0	0	0	0
91.35	883.58	1117	9598	131.83	1266.80	0	0	0	0
69.09	615.21	10832	98159	116.79	2054.27	73	3466	9222	21701
68.39	694.67	12045	109403	146.64	2120.87	1939	3273	3311	17730
343.39	3456.24	5323	49537	1533.72	16920.97	31	279	118	1074
256.88	2730.89	4978	42585	1860.73	15879.35	34	280	130	1078
1.64	19.48	53	562	0.00	0.00	0	0	0	0
1.84	20.70	54	539	0.00	0.00	0	0	0	0
345.03	3475.72	5376	50099	1533.72	16920.97	31	279	118	1074
258.72	2751.59	5032	43124	1860.73	15879.35	34	280	130	1078
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
847.99	8360.22	22751	180168	1502.34	11607.18	145	1916	381	3800
678.29	6243.51	21705	175109	1561.74	10379.44	6551	33051	7153	34026
6725.27	56743.28	199863	1502741	3266.28	31959.47	472	33209	16287	676088
5880.13	47462.40	189987	1407507	3700.94	29646.46	122726	316018	132161	672133



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	6768.68	82925.97	59062	591713	-1135.51	5995.91	7333348	89843954
Previous year	7904.19	76930.06	58253	549246	1303.19	12027.06	8563586	83347844
Marine Cargo	1792.21	20660.38	17187	171182	-289.06	-1039.96	3801082	43818410
Previous year	2081.27	21700.34	17661	174096	-312.73	22.34	4414146	46024051
Marine Hull (Including Onshore & Offshore oil energy)	7814.76	24739.91	1968	14649	2462.40	3414.09	2811065	8899248
Previous year	5352.36	21325.82	2737	12857	1039.36	3608.82	1925309	7671158
Marine (Total)	9606.97	45400.29	19155	185831	2173.34	2374.13	6612146	52717658
Previous year (Total)	7433.63	43026.16	20398	186953	726.63	3631.16	6339456	53695209
Aviation	55.02	3299.32	114	782	-840.43	-480.23	8255	495022
Previous year	895.45	3779.55	124	1099	782.45	3154.55	134351	567074
Engineering	3580.09	36105.23	7614	80998	-183.60	2808.94	1543142	15562599
Previous year	3763.69	33296.29	6908	72318	-297.31	1724.29	1622280	14351850
Motor Own Damage	14514.38	111352.20	549036	4716805	-614.10	836.42	2059513	15800286
Previous year	15128.48	110515.78	607799	4718888	1019.48	22039.78	2146651	15681603
Motor Third party	16223.68	126993.79	927628	7692908	3097.77	17359.47		0
Previous year	13125.91	109634.32	935053	7587558	224.91	18197.32	0	0
Motor (Total)	30738.06	238345.99	927628	7692908	2483.67	18195.89	2059513	15800286
Previous year (Total)	28254.39	220150.10	935053	7587558	1244.39	40237.10	2146651	15681603
Workmen's compensation / Employer's liability	660.50	5950.01	5985	75352	-6.56	60.90		0
Previous year	667.06	5889.11	11923	76428	439.85	1665.96	0	0
Public Liability	73.20	776.83	305	3859	-4.85	-123.40	12407	131666
Previous year	78.05	900.23	518	3319	74.50	-170.01	13229	152582
Product Liability	47.59	766.82	3387	4784	8.61	-80.11	9469	152571
Previous year	38.98	846.93	183	1075	36.81	135.30	7756	168510
Other Liability Covers	207.23	2592.76	2696	21399	14.31	1098.28	63047	788816
Previous year	192.92	1494.48	2278	16248	147.85	-759.50	58694	454677
Liability (Total)	988.52	10086.42	12373	105394	11.51	955.67	84923	1073053
Previous year (Total)	977.01	9130.75	14903	97070	699.01	871.75	79678	775769
Personal Accident	911.09	11024.27	41131	329881	-154.34	830.29	2999967	36299869
Previous year	1065.43	10193.98	31220	296059	-315.57	630.98	3508166	33565953
Medical Insurance	16264.68	192666.38	279172	1709374	-260.49	10259.12	2246728	26614044
Previous year	16525.17	182407.26	242743	1638859	4749.12	51996.43	2282711	25196896
Overseas Medical Insurance	37.85	420.00	2045	10109	7.62	-310.66	11136	123566
Previous year	30.23	730.66	1952	14085	-965.72	-7035.51	8894	214963
Health (Total)	16302.53	193086.38	281216	1719482	-252.87	9948.46	2257863	26737610
Previous year (Total)	16555.40	183137.92	244694	1652944	3783.40	44960.92	2291604	25411860
Crop Insurance	3.11	179.07	20378	50598	3.11	179.07		92
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
Credit Guarantee	0.04	6.31	73445	73506	0.04	6.31		0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
All Other Miscellaneous	4822.46	43114.89	130529	1487572	-472.45	-133.34	929631	8311304
Previous year	5294.91	43248.23	151139	1544202	-74.09	-350.77	1020706	8337008
Grand Total	73776.57	663574.14	1572646	12318665	1632.47	40681.10	23828789	246841446
Previous year (Total)	72144.10	622893.04	1462693	11987450	7852.10	106887.04	25706478	235734169

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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
472.72	6390.20	9089	121264	0.00	0.00	0	0		
546.08	5477.31	13926	99610	0.00	0.00	0	0	0	0
18.65	909.98	5484	22087	0.00	0.00	0	0		
65.98	876.28	2375	18324	0.00	0.00	0	0	0	0
3.56	111.26	644	2241	0.00	0.00	0	0		
7.15	93.31	194	1620	0.00	0.00	0	0	0	0
22.21	1021.24	6128	24328	0.00	0.00	0	0		
73.13	969.59	2569	19944	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
141.21	2193.89	1512	19070	0.00	0.00	0	0		
309.54	2175.61	3297	19803	0.00	0.00	0	0	0	0
1207.46	25575.37	67613	738721	0.00	0.00	0	0		
3438.65	24628.14	89485	673057	0.00	0.00	0	0	0	0
931.53	24014.18	202246	1302746	0.00	0.00	0	0		
1803.72	22413.23	142483	1059566	0.00	0.00	0	0	0	0
2138.99	49589.55	202246	1302746	0.00	0.00	0	0		
5242.37	47041.37	142483	1059566	0.00	0.00	0	0		
5.02	596.77	1037	10134	4.96	219.28	78	850		
35.57	473.90	1001	8108	43.19	225.45	723	1379	0	0
1.27	44.58	133	907	0.00	0.00	0	0		
3.35	41.01	119	810	0.00	0.00	-2	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
4.27	154.82	70	2266	0.00	0.00	0	0		
21.93	146.35	550	2266	0.00	0.00	0	0	0	0
10.56	796.17	1240	13307	4.96	219.28	78	850		
60.85	661.26	1670	11184	43.19	225.45	721	1379		
207.10	7345.65	10121	63804	102.80	2478.68	2153308	4217243		
117.30	6066.09	6987	50632	90.15	2378.27	284437	1909568	0	0
556.65	16746.96	4597	192710	15.93	36539.32	11187397	31258945	12127603	33441106
2897.65	18316.99	23292	171042	195.36	29151.47	1152350	19842326	702579	21317713
9.48	222.80	1	4091	0.00	0.00	0	0	185	7790
24.76	208.87	1	3311	0.00	0.00	0	0	153	14887
566.13	16969.76	4598	196801	15.93	36539.32	11187397	31258945	12127788	33448896
2922.41	18525.86	23293	174353	195.36	29151.47	1152350	19842326	702732	21332600
3.11	179.07	1588	31808	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
589.28	13054.48	53905	362644	875.27	8929.37	28473	266227		
2426.15	14297.77	111160	386820	233.28	7334.84	84408	266227	0	0
4151.31	97540.01	290427	2135772	998.96	48166.65	13369256	35743265	12127788	33448896
11697.83	95214.87	305385	1821913	561.98	39090.04	1521916	22019500	702732	21332600



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	768.17	7193.06	9693.00	81088.00	283.33	804.04	2370783.17	11921258.27
Previous year	484.83	6389.01	7806.00	73741.00	-406.14	1471.26	889696.88	11114314.24
Marine Cargo	61.52	1362.39	141.00	1623.00	-42.22	329.71	432705.19	12270648.90
Previous year	103.73	1032.68	177.00	1456.00	27.70	427.18	914886.98	8717399.01
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)	61.52	1362.39	141	1623	-42.22	329.71	432705.19	12270648.90
Previous year (Total)	103.73	1032.68	177	1456	27.70	427.18	914886.98	8717399.01
Aviation	0.00	26.41	0.00	5.00	0.00	26.41	0.00	34600.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Engineering	48.12	1449.17	95.00	1217.00	2.17	606.69	43274.56	658308.50
Previous year	45.96	842.48	146.00	1358.00	0.81	275.25	19648.80	546746.21
Motor Own Damage	1050.18	7994.30	35661.00	260134.00	-161.49	-852.78	147913.66	1159797.08
Previous year	1211.66	8847.08	42492.00	291604.00	-825.77	-1638.97	100732.54	730431.19
Motor Third party	770.04	6695.10	0.00	0.00	-350.21	-1545.04		
Previous year	1120.24	8240.14	0.00	0.00	610.88	5565.37		
Motor (Total)	1820.21	14689.40	35661	260134	-511.70	-2397.81	147913.66	1159797.08
Previous year (Total)	2331.91	17087.21	42492	291604	-214.89	3926.40	100732.54	730431.19
Workmen's compensation / Employer's liability	13	153	93	1020	-0.47	-13.05	2142	34925
Previous year	13.44	165.56	70.00	961.00	-18.66	23.12	2585.09	34562.35
Public Liability	0.18	2.21	1.00	10.00	0.18	-0.05	1500	8365
Previous year	0.00	2.26	0.00	10.00	-0.45	-4.91	0.00	5750.00
Product Liability	8.55	26.65	2.00	14.00	7.85	7.03	1950.00	4759.50
Previous year	0.70	19.62	1.00	11.00	0.70	10.62	100.00	3952.75
Other Liability Covers	5	122	10	151	0.58	24.96	2204	30042
Previous year	4	97	13	150	-2	43	1692	28571
Liability (Total)	26.76	302.92	106	1195	8.15	18.89	7795.92	78091.78
Previous year (Total)	18.61	284.03	84	1132	-20.07	71.71	4377.24	72835.83
Personal Accident	26.71	459.31	477	4843	16.90	75.75	190010.50	14949644.82
Previous year	9.81	383.56	500.00	5063.00	-25.44	7.47	17477.58	3607777.68
Medical Insurance	362.03	5163.09	8862	53709	45.27	1908.23	28419.26	308895.95
Previous year	316.76	3254.86	5877	45970	-32.15	815.46	14037.03	170154.16
Overseas Medical Insurance	4.33	17.03	519.00	1197.00	4.05	7.95	164602.35	350905.36
Previous year	0.28	9.07	24.00	1272.00	-0.04	2.29	7640.86	250744.92
Health (Total)	366.36	5180.12	9381	54906	49.32	1916.19	193021.61	659801.32
Previous year (Total)	317.04	3263.93	5901	47242	-32.19	817.75	21677.89	420899.08
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	14.14	2.00	7.00	0.00	14.14	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	417.26	4056.68	12391.00	113648.00	31.56	215.72	272217.12	2714976.10
Previous year	385.70	3840.95	13362.00	114996.00	8.50	926.68	214269.84	2231177.50
Grand Total	3535.11	34733.59	67947	518666	-162.48	1609.72	3657721.73	44460526.77
Previous year (Total)	3697.59	33123.87	70468	536592	-661.73	7923.69	2182767.75	27441580.74

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0	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	4.90	77.52	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.36	7.82	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0	0	0.36	7.82	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		
166.22	1498.49	4811.00	44856.00	0.00	0.00	0.00	0.00		
178.10	1520.45	6215.00	48415.00	0	0.00	0	0		
166.22	1498.49	4811	44856	5.26	85.34	0	0	0	0
178.10	1520.45	6215	48415	0.00	0.00	0	0	0	0



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	17776.89	230650.39	225195	1355319	1711.58	13355.32	716914.49	4948961.69
Previous year	16065.31	217295.07	81547	479612	433.97	45204.13	381243.85	4657233.25
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	17776.89	230650.39	225195	1355319	1711.58	13355.32	716914.49	4948961.69
Previous year (Total)	16065.31	217295.07	81547	479612	433.97	45204.13	381243.85	4657233.25

*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	117.46	897.32	3080	24014.00	117.46	897.32	356865.52	2218335.88
Previous year	104.82	716.52	2686	21102.00	104.82	716.52	188142.99	984931.31
Medical Insurance	4167.63	29623.28	31422	231700.00	4167.63	29623.28	431613.86	1767432.18
Previous year	5199.41	30095.94	22407	168553.00	5199.41	30095.94	115644.27	1220528.78
Overseas Medical Insurance	43.28	502.07	1933	20446.00	43.28	502.07	333064.00	3148044.25
Previous year	83.37	425.17	1530	17661.00	83.37	425.17	212477.00	1950257.11
Health (Total)	4210.92	30125.35	33355	252146	4210.92	30125.35	764677.86	4915476.43
Previous year (Total)	5282.77	30521.11	23937	186214	5282.77	30521.11	328121.27	3170785.89
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	89.65	788.27	2	2	89.65	788.27	392280.00	3122340.00
Previous year	76.01	566.81	0	2	76.01	566.81	358880.00	2675770.00
Grand Total	4418.04	31810.95	36437	276162	4418.04	31810.95	1513823.38	10256152.30
Previous year (Total)	5463.60	31804.43	26623	207318	5463.60	31804.43	875144.26	6831487.20

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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	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	0.00	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		
0.00	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	0.00	0.00	0	0		
1.99	15.00	100	528	0	0.00	0	0		
3.33	17.49	91	1427	0	0.00	0	0		
302.93	1357.45	19870	95379	53	339.82	13536	73121	108078	876290
568.01	2917.35	38266	414918	0	340.00	0	77508	115215	1164969
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	3271	35334
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	2657	26072
302.93	1357.45	19870	95379	52.66	339.82	13536	73121	111349	911624
568.01	2917.35	38266	414918	0.00	340.00	0	77508	117872	1191041
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
304.92	1372.45	19970	95907	52.66	339.82	13536	73121	111349	911624
571.34	2934.84	38357	416345	0.00	340.00	0	77508	117872	1191041



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	11888	81670	668	5877	2589	8931	225911	2498407
Previous year	9299	72738	693	6112	557	11220	269577	3337371
All Other Miscellaneous								
Previous year								
Grand Total	11887.65	81669.56	668	5877	2588.65	8931.29	225911.08	2498407.12
Previous year (Total)	9299.00	72738.27	693	6112	556.68	11220.15	269576.82	3337371.44

*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF NOVEMBER, 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	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	0.00	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		
0.00	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	0.00	0.00	0	0		
0	0	0	0	0	0	0	0		
0	0	0	0	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		



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)								
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	8.40	73.62	28.00	167.00	8.40	73.62	11010.00	87,737.89
Previous year	-	-	-	-	-	-	-	-
Medical Insurance	2181.38	17608.59	13934.00	122525.00	2181.38	17608.59	154544.55	1,266,624.66
Previous year	1344.68	10468.20	11689.00	91224.00	1344.68	10464.68	43104.00	309961.49
Overseas Medical Insurance								
Previous year								
Health (Total)	2181.38	17608.59	13934.00	122525.00	2181.38	17608.59	154544.55	1266624.66
Previous year (Total)	1344.68	10468.20	11689.00	91224.00	1344.68	10464.68	43104.00	309961.49
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	2,189.78	17,682.22	13,962.00	122,692.00	2,189.78	17,682.22	165,554.55	1,354,362.55
Previous year (Total)	1,344.68	10,468.20	11,689.00	91,224.00	1,344.68	10,464.68	43,104.00	309,961.49

*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	152.24	1367.61	11681	94282.00	34.62	372.42	187352.74	1537731.90
Previous year	117.62	995.19	11331	83876.00	3.92	76.56	169349.66	1647810.02
Medical Insurance	8027.12	61506.98	103483	816311.00	2380.17	12180.73	713556.77	5275187.54
Previous year	5646.95	49326.25	98558	733574.00	2015.22	-31700.05	394918.04	3051706.84
Overseas Medical Insurance	60.49	930.37	1903	30237.00	-19.48	-26.23	242912.25	2935938.60
Previous year	79.97	956.60	2794	31642.00	15.29	46.45	316667.16	3455576.35
Health (Total)	8087.61	62437.35	105386	846548	2360.69	12154.50	956469.02	8211126.14
Previous year (Total)	5726.92	50282.85	101352	765216	2030.51	-31653.60	711585.20	6507283.19
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	-11.35	-275.97	0	0.00
Grand Total	8239.85	63804.96	117067	940830	2395.31	12526.92	1143821.76	9748858.04
Previous year (Total)	5844.54	51278.04	112683	849092	2023.08	-31853.01	880934.86	8155093.21

*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	6.87	157.48	23.00	159.00	6.87	157.48	18475.80	321015.09
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	934.83	9489.63	5758.00	29315.00	771.46	7831.67	42664.46	682432.04
Previous year	163.37	1657.96	1454.00	5353.00	163.37	1657.96	7866.75	65429.00
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)	934.83	9489.63	5758.00	29315.00	771.46	7831.67	42664.46	682432.04
Previous year (Total)	163.37	1657.96	1454	5353	163.37	1657.96	7866.75	65429.00
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	941.70	9647.11	5781	29474	778.33	7989.15	61140.26	1003447.13
Previous year (Total)	163.37	1657.96	1454	5353	163.37	1657.96	7866.75	65429.00

*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.



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**INSURANCE REGULATORY AND
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EVENTS

17 - 18 Feb 2014 Venue: Mumbai	16th Global Conference of Actuaries By Institute of Actuaries of India.
18 - 19 Feb 2014 Venue: Bali, Indonesia	14th Asia CEO Insurance Summit By Asia Insurance Review.
20 - 22 Feb 2014 Venue: NIA, Pune	Programme on Financial Inclusion By National Insurance Academy.
25 - 26 Feb 2014 Venue: Abu Dhabi, UAE	International Takaful Summit 2014 By International Takaful Society.
26 - 27 Feb 2014 Venue: Singapore	2nd Asia Insurance Brokers' Summit By Asia Insurance Review.
13 - 15 Mar 2014 Venue: NIA, Pune	Management of Engineering Insurance (Non-life) By National Insurance Academy.
18 - 19 Mar 2014 Venue: Yangon, Myanmar	Myanmar Insurance Summit By Asia Insurance Review.
20 - 22 Mar 2014 Venue: NIA, Pune	Programme on Consumer Courts and Ombudsman By National Insurance Academy.
24 - 25 Mar 2014 Venue: Singapore	9th Asia Conference on Healthcare and Health Insurance By Asia Insurance Review.
08 - 09 Apr 2014 Venue: Singapore	3rd Conference on Social Commerce & Mobile Marketing for Insurance By Asia Insurance Review.

view point



Prior to the announcement of a global capital standard, many supervisors around the world have already taken a proactive path in formulating standards for a risk-based solvency regime for insurers in line with the Insurance Core Principles (ICP) as set out by the IAIS.

Mr. Peter Braumüller
Chair of the IAIS Executive Committee.

Since the passage of ACA (Affordable Care Act), state regulators have been working to ensure that plans are compliant with the new rules. These proposed changes are creating a level of uncertainty that we must work together to alleviate.

Mr. Jim Donelon
NAIC ex-President and Louisiana Insurance Commissioner.

A well-developed financial sector can be a catalyst to spur and sustain economic growth. It will lead to more effective mobilisation of domestic savings, help to harness foreign savings, and improve the efficiency of investment allocation.

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

Having rules and regulations in place is not enough - their effective implementation in practice also needs to be proactively overseen by supervisors.

Ms. Helen Rowell
Member, Australian Prudential Regulation Authority.

We believe that it is important to raise customers' awareness of life insurance and to increase our mutual understanding in order to fulfill the mission of the life insurance industry; something that has become ever more important in the wake of the Great East Japan Earthquake.

Mr. Yoshio Sato
Chairman, The Life Insurance Association of Japan.

It is a well-appreciated fact that insurance cover is much needed to the low income people and small industries, in view of their limited financial capacity to withstand any unforeseen events.

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

