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April 2010

Key to Successful Business

New Products

बीमा विनियामक और विकास प्राधिकरण

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From the Publisher



For a corporate entity, it is the ultimate value addition that it renders to its clientele that brings success in the long run. To a great extent, it is the products that a business enterprise produces during a given period of time which are responsible for the assessment of this 'value addition'. This holds true not only for a company that deals with tangible products but also for such of those that operate within the space of financial services. In more recent times, products delivered in the services domain have been occupying a great deal of importance, with the services sector edging out the other sectors by a wide margin.

By and large, differentiation in products of several producers in either the features or the service rendered is hard to be achieved. So it is left to the innovative ability of a company to bring out any possible cutting edge value that would catch the imagination of the buyer. Particularly when it comes to the insurance domain, it is not an easy task to design a product that would be outstandingly unique – given that one has to operate within the constraints of regulatory approval. Price, which can be the other deciding and differentiating factor, also does not leave much room for negotiation – being a factor of the actuarial and experiential assessment.

Under these circumstances, insurers must deploy their valuable resources in getting feelers from the market as to what types of products are likely to catch the attention of the clientele. As a natural corollary, there should also be a study of the performance of the products that have already been introduced in the market; and wherever necessary, appropriate changes must be made to be in tune with what the customer demands. Imaginative combination of riders with the base products could lead to several customized solutions and insurers should utilize their energies to identify such workable combinations. The green signal for the introduction of 'combi-products' is a step in the direction of innovation in product designing; and it is hoped that insurers will come out with several products to suit the needs of the Indian policyholder.

'Product Design and Development in Insurance' is the focus of this issue of the **Journal**. Underwriting in Insurance which was the focus of the Journal recently, turned out to be a huge success, as expected; and considering the fact, the **Journal** will focus on Underwriting yet again, in the next issue.

A handwritten signature in black ink, appearing to read 'J. Hari Narayan'. The signature is stylized and fluid.

J. Hari Narayan

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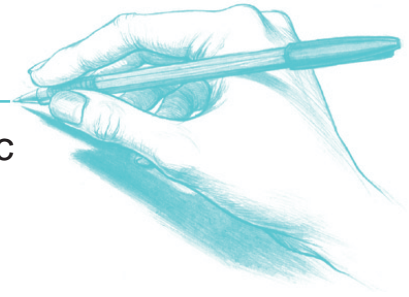
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**A Study of Government Insurance
Schemes**

N. Srinivasa Rao

Product Development in Insurance

- Challenging and Dynamic



For the average customer, a product is the most visible component that functions as the link between the corporate entity and its clients. In light of the financial turmoils, corporate debacles etc world over; the merits of an organization have come to be analyzed on various other parameters also like corporate governance, financial stability, customer relationship management etc. However, for the man on the street, the efficacy of the product is what appeals the most and he looks at the product as a medium to assess the overall success of the companies. That is how several products came to be understood as being representative of their entire class. And how often do we happen to mention that the incidence of such a phenomenon is predominant in a domain that does not boast of high literacy levels!

Although there have been products that have defied the process of obsolescence and have become ageless; there is a natural life cycle that a product goes through. Considering the changing demands of the society, products need to be revisited from time to time; and wherever necessary, appropriately tweaked. The genesis of several new products, especially over the last few decades, that have come to change the lifestyles of humanity bears silent testimony to the fact that products do get generated to be in tune with what a customer needs. Further, care also has to be exercised that the products being generated are responsive to the societal and regulatory requirements so that an ignominious withdrawal is avoided.

It is often said that products in financial services have a lot of similarity and tend to be repetitive. While it is an accepted fact that the leg room for a major deviation is

limited, it is left to the imaginative abilities of the management to come out with something new and adaptable. In insurance, several players have combined the riders or the add-ons to base products to create several useful combinations that have caught the attention of the policyholders. With the emphasis currently on 'combi-products', the policyholder fraternity will be looking forward to packages that answer their personal financial planning requirements.

'Product Development in Insurance' is the focus of this issue of the **Journal**. Mr. C.P. Udayachandran opens the debate with an article on products in the domain of Health Insurance in which he says that there is need for new products, particularly long term in nature. In the next article, Mr. G.V. Rao questions the insurers whether their full potential is being put to use to identify what the consumer needs and then design the products accordingly! 'Pet insurance is at its most fundamental level in the Indian insurance arena' says Mr. Avinash Singaraju in his article that follows next. He goes on to suggest some fertile areas to be exploited by the Indian insurers.

It has been an accepted fact in the Indian insurance circles that the policyholders have a certain tilt towards tangible gains. Mr. Rakesh Khandelwal takes up the discussion by saying that in the health insurance sector, health savings accounts would be a wise proposition. Pricing has been an important consideration for the success of a product in India. Mr. J.D. Moorthy brings the importance of correct pricing into discussion in the next article. 'Room for Innovation' is the title of the last article of the issue focus authored by Mr. Y.R.C. Bharadwaj in which he talks about the need for some lateral thinking in the designing of the product, especially in light of detariffing. In the end, we have a Research Paper by Mr. N. Srinivasa Rao which throws light on the various government sponsored schemes in operation.

The importance of underwriting in insurance can never be over-emphasized. Considering this fact, as also the demand for more articles in this domain, we will be focusing on 'Underwriting in Insurance' in the next issue of the **Journal**.

Report Card:LIFE

statistics - life insurance

First Year Premium of Life Insurers for the Period Ended February, 2010

Sl No.	Insurer	Premium u/w (Rs. in Crores)			No. of Policies / Schemes			No. of lives covered under Group Schemes		
		February, 10	Up to February, 10	Up to February, 09	February, 10	Up to February, 10	Up to February, 09	February, 10	Up to February, 10	Up to February, 09
1	Bajaj Allianz Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	117.39 288.09 4.35 23.75	422.17 2525.21 48.41 334.77	369.46 3177.56 4.77 127.49	15416 208159 0 114	76572 1823608 8 909	89142 2132077 7 650	5835 2484376	64604 16211754	263607 6243397
2	ING Vysya Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	-0.01 49.67 0.66 0.00	6.92 521.89 7.80 0.24	21.29 531.52 12.58 17.89	1 25371 0 0	996 247240 0 0	2622 300217 1 97	159 468	1961 4545	5254 612333
3	Reliance Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	25.55 297.15 7.32 23.99	190.05 2372.88 95.83 117.40	329.89 2480.26 84.30 26.05	6243 206565 1 35	36799 1945025 13 417	78859 1786277 20 303	242 61962	6632 777518	46641 608280
4	SBI Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	63.89 276.38 4.12 76.03	425.43 3212.22 176.31 1452.12	462.92 2276.95 241.44 1367.11	7388 76375 0 7	65691 1103518 3 110	82014 681637 5 111	652 196725	77528 1292074	187836 5170811
5	Tata AIG Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	2.58 117.95 2.83 3.61	17.24 912.76 23.82 98.24	34.95 742.46 30.14 94.06	444 57199 1 6	3365 598776 10 63	7262 595684 7 67	4641 834	40357 101767	80093 294395
6	HDFC Standard Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	31.99 268.29 0.49 103.85	146.29 2138.85 5.62 378.64	134.08 1987.93 89.05 23.68	3807 66655 12 6	265847 582834 175 38	40341 780658 137 9	6995 6169	164136 177271	193655 15848
7	ICICI Prudential Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	3.22 505.57 17.23 43.06	108.12 4121.08 143.37 599.65	203.82 4565.52 186.64 969.39	38 120378 15 14	10137 1539267 272 309	32730 2356881 194 325	140025 14915	1202477 524108	630524 563885
8	Birla Sunlife Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	3.64 142.91 0.08 17.29	39.36 1878.79 0.17 450.32	33.03 1989.97 16.31 170.99	16407 131750 2 25	120902 1439993 3 238	141883 922493 1 169	79 35557	788 490143	41700 235449
9	Aviva Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	1.61 60.63 0.04 2.52	46.10 538.11 0.04 34.33	35.42 558.10 0.05 18.47	150 18560 1 11	5896 191438 1 103	4254 304900 0 66	27 172662	27 1804375	66 986394
10	Kotak Mahindra Old Mutual Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	37.29 72.76 7.50 7.78	108.35 722.10 48.93 75.84	16.78 949.45 32.19 57.70	1642 25763 3 30	6843 262328 17 456	2159 445017 11 343	25946 51665	163440 634733	118705 461384
11	Max New York Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	11.48 97.81 1.05 6.06	176.57 1351.17 6.28 69.86	212.37 1359.75 7.64 16.26	116 47269 2 16	6045 828605 27 570	14139 1035910 10 312	99131 1061713	822067 6356964	206662 216995
12	Met Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	3.84 82.33 5.30 0.79	14.24 758.10 38.06 25.57	6.16 842.82 34.90 0.00	289 30330 0 14	1341 244649 0 155	1928 250843 148 0	1463 38145	16482 353172	293909 0

13	Sahara Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	2.28 4.27 0.00 0.00	30.36 53.20 0.00 19.83	40.81 63.61 0.00 0.02	680 4537 0 1	8830 59425 0 6	11321 75048 0 9	0 52	0 2212630	0 770
14	Shriram Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	4.54 7.59 5.64 0.02	83.48 237.82 26.59 0.47	130.01 150.40 0.00 0.46	788 4706 3 1	13000 106622 4 11	20808 83519 0 3	20740 7548	99964 61663	0 38414
15	Bharti Axa Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.54 35.38 2.28 0.00	5.37 305.88 22.58 0.00	4.80 232.75 7.53 0.00	360 14750 0 0	5138 137434 7 0	1013 160727 3 0	1895 0	14209 0	29263 0
16	Future Generali Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.52 31.69 0.02 2.39	6.73 328.39 0.07 22.05	3.57 64.43 0.10 12.25	65 19970 0 8	1007 250821 1 93	757 56841 1 66	647 503282	1217 2441640	563 249560
17	IDBI Fortis Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	8.94 26.39 0.00 0.02	75.79 208.87 0.00 0.09	97.77 125.57 0.00 0.02	1276 7351 0 0	11807 61148 0 5	15321 44053 0 1	6099	34910	0 19585
18	Canara HSBC OBC Life Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.87 47.10 0.89 0.00	9.05 508.91 4.54 0.00	5.94 216.24 0.00 0.00	64 7263 0 0	463 78717 4 0	411 24515 0 0	521 0	2770 0	0 0
19	Aegon Religare Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.12 16.74 0.00 0.00	1.43 106.86 0.00 0.00	2.19 20773 0.00 0.00	13 5188 0 0	241 35375 0 0	1126 17379 0 0	0 0	0 0	0 0
0	DLF Pramerica Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.30 4.39 0.00 0.00	0.46 27.06 0.00 0.00	0.00 1.48 0.00 0.00	40 2162 0 0	64 15707 0 0	0 1694 0 0	0 0	0 0	0 0
21	Star Union Dai-ichi @ Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	28.62 34.92 2.20 1.93	180.45 186.26 13.64 2.78	0.48 1.21 0.00 0.00	1711 9588 0 6	19200 66998 5 16	95 501 1 0	1874 9170	14219 31313	101 0
22	IndiaFirst # Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	11.46 39.37 0.00 0.00	23.54 92.75 0.00 0.00	20472.03 14128.91 9282.30 0.00	976 16070 0 0	2099 44512 0 0	0 0	0 0	0 0	0 0
23	Private Total Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	360.66 2507.38 62.00 313.08	2117.51 23109.17 662.07 3682.19	2145.73 22338.68 747.63 2901.84	57914 1105959 40 294	662283 11664040 550 3499	548185 12056871 546 2531	310872 4651342	2692878 33510580	2098579 15166400
	LIC Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium Grand Total	1932.12 2159.78 1208.84 0.00	19960.07 17177.55 16632.61 0.00	20472.03 14128.91 9282.30 0.00	367517 2915052 1860 0	4758594 25564968 19430 0	4782957 22977756 17234 0	3224318 0	31044702 0	27974250 0
	Grand Total Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	2292.78 4667.16 1270.83 313.08	22077.58 40836.71 17294.67 3682.19	22617.56 36467.59 10029.93 2901.84	425431 4021011 1900 294	5420877 37229008 19980 3499	5331142 35034627 17780 2531	3535190 4651342	33737580 33510580	30072829 15166400

Note: 1. Cumulative premium / No. of policies upto the month is net of cancellations which may occur during the free look period.

2. Compiled on the basis of data submitted by the Insurance companies

3. @ Started operations in February, 2009

4. # Started operations in November, 2009

CIRCULAR

2nd March, 2010

To
All the Insurers

Subject: Guidelines on Licensing of Corporate Agents

In order to streamline the system of licensing of Corporate Agents in groups already engaged in insurance business, the Authority has, in addition to the Regulations and Guidelines already in force, decided to issue the following instructions under Section 14, of the IRDA Act, 1999 for compliance by the Insurance companies while issuing license to the Corporate Agents. These guidelines shall form part of Cir.No.017/IRDA/ Circular/CA Guidelines/2005, dated 14.07.2005 and further circulars / clarifications issued from time to time.

The applications for Corporate Agency license from such a person or group of persons who is/are already engaged in any insurance business shall be dealt with in the following manner:

All such applications shall be referred to IRDA by the designated person concerned. The licenses shall be issued by Designated Persons, only after approval by the Authority.

Persons from any group which is having a Broking License shall not be eligible for corporate agency.

Any of the persons which are regulated by RBI within the group may apply and obtain a corporate agency license provided they have "substantial client base of their own or access to data which would facilitate identification of prospects"

Persons who are not regulated by RBI, shall not be eligible for corporate agency license, unless they have "a substantial client base of their own or access to data to identify the prospective

Ref: IRDA/CAGTS/CIR/LCE/039/03/2010

policyholders" and have a turnover, assets or income of at least Rs. 15 crores.

Only those persons which are part of a group having Indian Insurance Company or a scheduled commercial Bank within the group shall be eligible for issue of corporate agency license to do insurance distribution as the principle business, provided this shall be the only corporate agency amongst all the entities in the group, subject to fulfillment of conditions Para 3 of licensing of Corporate Agency guidelines.

In addition all other conditions for the grant of the corporate agency license as per IRDA (Licensing of Corporate Agency) Regulations, 2002 and the Guidelines issued there under on 14th July, 2005 shall be applicable.

In this circular "Person" carries same meaning as in IRDA (Licensing of Corporate Agents) Regulations, 2002.

These guidelines will apply with immediate effect.

Sd/-
(A.Girdhar)
Executive Director

CIRCULAR

March 18, 2010

To
CEOs
All Life Insurers

Sub: Controlled Fund- Life Insurance Companies- clarification

With reference to circular no. IRDA/F&I/CIR/F&A/045/03/2010 dated 17.03.2010, Authority is in receipt of inquiries from insurers about the investment patterns of ULIP, Pension and Annuity Fund as the above said circular now covers these funds in Controlled Fund.

It is hereby clarified that all the funds will continue to be governed by IRDA (Investment) Regulation, 2000 (as amended) which provides specific regulations for investments of ULIP and other funds. Hence there will not be any change in the investment pattern of any of these funds.

Sd./-
(A Girdhar)
Executive Director

CIRCULAR

11th March, 2010

Cir No: IRDA/ACT/CIR/LIF/049/3/2010

To
All CEOs of Life Insurance Companies
Economic Capital

In the last two / three meetings with the Appointed Actuaries of life insurance companies, it has been clearly told that they have to initiate the process of calculation of economic capital and submit the same along with the Appointed Actuaries' Annual Report beginning the actuarial valuation for the year ending March 2010.

In this context the basic reference material is the "Report of the Committee to draw the road map for moving towards Economic Capital and market consistent embedded value for life insurance industry in India (June 8, 2009)" constituted by the Institute of Actuaries of India for this purpose.

While annexure -1 of this circular gives the background of the Economic capital in a brief summary form, annexure -2 gives the related table and other details required in this context.

Whenever the appointed actuaries deviate from the suggested practice they have to explain the rationale of the same and give further details.

This circular comes into effect for the actuarial valuation of the liabilities for the life insurers since March end 2010. Please note that at this stage it is envisaged that this exercise will be done on an annual basis, coinciding with the actuarial valuation for the March end position.

On the basis of experience the contents of the circular would be reviewed on or before October 30, 2010.

Sd/-
(R. Kannan)
Member (Actuary)

CIRCULAR

March 17, 2010

Cir No: IRDA/F&I/CIR/F&A/045/03/2010

To
CEOs
All Life Insurers

Sub: Controlled Fund- Life Insurance Companies

Section 27A of the Insurance Act, 1938 defines "Controlled Fund" for the purpose of investment of the funds of a life insurance company as under

"Controlled Fund" means -

(a) in case of any insurer specified in sub-clause (a) (ii) or sub-clause (b) of clause (9) of section 2 and carrying on life insurance business -

- i. all his funds, if he carries on no other class of insurance business;
- ii. all the funds appertaining to his life insurance business if he carries on some other class of insurance business also; and

(b) in the case of any other insurer carrying on life insurance business -

- i. all his funds in India, if he carries on no other class of insurance business;
- ii. all the funds in India appertaining to his life insurance business if he carries on some other class of insurance business also;

but does not include any fund or portion thereof in respect of which the Authority is satisfied that such fund or portion thereof as the case may be, is regulated by the law of any country outside India or in respect of which the Authority is satisfied that it would not be in the interest of the insurer to apply the provisions of this section.

Thus, controlled fund for a life insurance companies will include traditional and unit linked life assurance funds (group, individual), annuity funds and shareholders fund.

All life insurers are hereby directed to furnish the detail of the Controlled Fund in the format attached herewith. The said format will form part of the annual financial statements of life insurance companies.

This circular comes into effect from the financial year 2009-10.

Sd/-
(A Giridhar)
Executive Director

PUBLIC NOTICE

March 17, 2010

Insurance Regulatory and Development Authority (IRDA) is a regulatory body established by an Act of Parliament to protect the interests of the policyholders, to regulate, promote and ensure orderly growth of the insurance industry and for matters connected therewith or incidental thereto.

It has come to the notice of the IRDA that a company by the name and style of "Aetna Healthcare Networks (India)", claiming to be a unit of "Aetna Inc., 151 Farmington Avenue, Hart Ford CT 06156, USA", is selling health insurance and collecting money from the applicants subscribing to the same. The said entity is operating from the following address:

"Vittal Malya Road, Bangaluru (Karnataka) - 560 001.
Tel.: +91-80-3201 1700, 3201 2700
Website: www.aetna.com, www.aetnaworks.us
Email: aetnahealthcare@gmail.com"

The general public is hereby informed that the above named company has not been issued any license/certificate of registration by the IRDA under any of the provisions of the Insurance Act, 1938 and the IRDA Act, 1999, for carrying on the said business.

Therefore, the issuance of such health insurance plans without obtaining the mandatory license or certificate of registration from

Ref No.: IRDA/NL/PNTC/HLTH/051/03/2010

the IRDA in terms of provisions of the Insurance Act, 1938 and the IRDA Act, 1999 amounts to a violation of the said statutes for which appropriate action, civil or criminal under the Insurance Act and the IRDA Act may be taken up by the IRDA against such company.

In view of the above, the general public is hereby cautioned not to deal with or to purchase or subscribe to any of the plans stated to provide medicare health cover and/or life insurance benefit of the said company or through any person claiming to be its Agent/Advisor/Representative. Any person doing so would be acting at his/her own risk.

Sd/-
(Prabodh Chander)
Executive Director

Date: 17th March 2010
Place: Hyderabad

PUBLIC NOTICE

March 23, 2010

Insurance Regulatory and Development Authority (IRDA) is a regulatory body established by an Act of Parliament to protect the interests of the policyholders, to regulate, promote and ensure orderly growth of the insurance industry and for matters connected therewith or incidental thereto.

It has come to the notice of the IRDA that a company by the name and style of "Darwin Platform Life Insurance and Finance Company Limited and DP Life Insurance Finance Limited", claiming to be a unit of "Darwin Platform Group, Netherlands", is offering life insurance to the public. The said entity is operating from the following addresses;

Registered Office:

224, Canada Building, 4th Floor, Dr. D. N. Road,
Mumbai - 400001 Website: www.darwinplife.com
E-mail: info@darwinplifefin.com

Office:

Shri Ganesh C.H.S, Shop No.28, Sector 28,
Near Terana Medical College, Nerul West, Mumbai - 400706

The general public is hereby informed that the above named company has not been issued any license/certificate of registration by the IRDA under any of the provisions of the Insurance Act, 1938 and the IRDA Act, 1999, for carrying on

Ref No.: IRDA/LIFE/PNTC/MISC/054/03/2010

the said business.

It is hereby clarified that carrying on insurance business without obtaining the mandatory license or certificate of registration from the IRDA in terms of provisions of the Insurance Act, 1938 and the IRDA Act, 1999 amounts to a violation of the said statutes for which appropriate action, civil or criminal under the Insurance Act and the IRDA Act may be taken up by the IRDA against such company.

In view of the above, the general public is hereby cautioned not to deal with or to purchase or subscribe to any of the plans stated to provide life cover/ life insurance benefit of the said company or through any person claiming to be its Agent/Advisor/ Representative. Any person doing so would be acting at his/her own risk.

Sd/-
(G. Prabhakara)
Member(Life)

'Underwriting is one factor that has been responsible for the continued success of insurers all over the world. While it is 'scientific' to be in tune with the times, there is no harm in adopting time-tested underwriting techniques' emphasizes **U. Jawaharlal**.

Exercising Optimum Prudence

- Underwriting in Insurance

The process of underwriting has always been a challenging one for insurers. The challenges presented in each of the classes are vastly different from each other although there is a common thread that runs through all of them – insurability. At the base of this consideration always lies the factor of insurable interest which is virtually as old as insurance itself. In the case of insurance for physical assets, it does not pose a great challenge to the underwriters owing to the fact that the ownership of the asset is easy to judge; and it is this ownership that settles the issue whether there is insurable interest or not. It could, of course, be a matter of decision as to when insurable interest should exist; and would again differ from class to class.

In the case of life insurance, it has always been a matter of great debate as to the extent of insurable interest that one would possess on one's own life; as also on the lives of others where insurable interest exists on account of emotional bonding; and on those lives where it has to be proved. Considering the fact that several courts have taken contrarian views of the subject matter and have delivered diverse judgments, underwriters do exercise a great

deal of caution on this very sensitive issue. Also keeping in view the large amounts that insurance promises and the increasing litigious trends in the society, the insurers' concern for establishing the applicant's insurability sounds justified.

In the domain of life insurance, apart from the medical insurability of the applicant; it is very essential that financial underwriting is done in order to ensure that the application for life insurance is a genuine one; and not based on a desire to defraud the insurer. It is usual for life insurers to be additionally sensitive to such factors as high sums assured, insurance at a very advanced age or any such other factor that arouses one's curiosity on the very purpose of applying for life insurance. Although it might look obsessive on the face of it, it explains the continued success of life insurers globally. It is not for nothing that insurance puritans lay emphasis on old styles of underwriting - to supplement modern techniques.

Money laundering is another ticklish issue that has been bothering the financial services industry. Although insurance is seemingly insensitive to it, there is a lot of thrust being placed on insurance contracts that involve huge sums of money. There is need for underwriters to ensure that they are not made victims of larger schemes of illicit money transfers; and to this effect, they have to necessarily be guided by various norms that are put in place by the authorities from time to time.

'Underwriting in Insurance' will be the focus of the next issue of the Journal; and it shall be our earnest desire to throw light on something new.



Underwriting in Insurance

in the next issue...

CP Udayachandran asserts that the growth of the Health Insurance sector is dependent not only on the product quality but also on such factors like healthcare delivery, regulatory supervision and public perception.

Need for Variety in Product

- Indian Health Insurance Sector

Health insurance, until not very long ago, has not been the leading business line of the non-life insurers in India. The picture is starkly different now with the portfolio attracting attention on the back of superior volumes and exceedingly good growth rates. These days, it is the key driver and the focus of the non-life sector.

Product flexibility is indispensable to the sustenance and growth of the sector, in general; and insurers, in particular.

Health insurance portfolio currently contributes to the gross non-life kitty to the tune of 20%, up from a mere 5% in the 80's. It is projected that the written premium in Health Insurance is likely to touch Rs15000 crore plus by 2015.

Health insurance, ten years of liberalization notwithstanding, is in its infancy and demands a lot of attention and support crucial for its sustained development, even as the Regulator is trying to bring in changes required to make the sector strong.

Large-scale changes are being proposed in insurance sector, particularly with an eye on the Health sector, so that the health insurers can successfully endure the tough competitive environment. Some of the changes may have to go through legislative clearance too, as the health and specialty insurers have

distinctive concerns and their treatment cannot be attempted within the existing framework.

A key question that surfaces in this background is: Does the health sector have the product range and spread at its optimal level? If not, is there any possibility to improve the situation?

Product flexibility is indispensable to the sustenance and growth of the sector, in general; and insurers, in particular. The better the spread and array, the more acute the fascination of the customer toward the sector and insurer.

The first welcome step on the part of the Regulator in this direction is the bold combi-product concept giving the customer the pooled benefit of Life (Term) insurance and Health cover in a single product. This act raises the hope for many more such revolutionary changes that are likely to bring in more excitement to the Health sector.

A pertinent fact in this context is that a lot more clarity is required on the health insurance product-front, which can be infused

by an open approach by the Regulator. Such an act shall offer freedom and flexibility on the health insurance product range which can bring in a great deal of diversity and choice to health insurance customers.

If we look at the traditional range of health products, we can observe that they span from sickness benefit plans to medical (Surgical and hospital expense) benefits on indemnity and reimbursement basis. The range also includes a number of indemnity-variants of Critical Illness benefits and Personal Accident Insurance.

The insurers, in the present days, are cautiously coming out with a variety of products within and without the traditional range, with an intent to offer diversity to the existing line. Stand-alone Health Insurance companies as well as multi-line companies with focused attention on health portfolio have come out with a few long term health covers. Long Term Care is one area that is catching the contemporary attention of the health insurers.

Interestingly, for an exclusive health insurer, there is an acute compulsion to maintain a broader range of products than a multiline nonlife insurer (with Health portfolio), so that the exclusive health insurer can attract more of attention from the insuring public.

It is in this backdrop that we intend to evaluate the possibilities an impressive grand bouquet of health insurance products within the definition of Health Insurance under the Act. The Act defines Health Insurance as: “The effecting of contracts which provide sickness benefits or medical, surgical or hospital expense benefits, whether in-patient or out-patient on an indemnity, reimbursement, service, prepaid, hospital or

other plan basis, including assured benefits and long term care”.

If we go by what the definition holds out, there definitely is a case for attempting more variation in products in the sector. Let’s break down the definition, and one can see that there are three separate parts to it.

Long Term Care is one area that is catching the contemporary attention of the health insurers.

The first element of the definition states that it provides for “sickness benefits or medical, surgical or hospital expense benefits, whether in-patient or out-patient”. The second part stipulates that the products can be on an indemnity, reimbursement, service, prepaid, hospital or other plan basis. The definition further asserts that products including assured benefits and long term care may be given.

The former part of the definition clarifies what can be offered as benefits and the second part states the mode of compensation. The intention is clear in that the products may extend benefits against surgical or medical eventualities, while the nature of such expenses need not be limited to expenses against hospitalization alone, leaving the options open to “other plan basis”.

The provision thus allows making of a plan, which can as well offer compensation on a weekly basis or a monthly basis or even a fixed payment over a number of years, based on what plan is approved and asserted on the policy document. This kind of a structured payment option can be handy for a critical illnesses cover where the payment option can match the demand against treatment expense taking place in a phased manner over a certain period, instead of making payment in one go, which then has to be carefully secured for future consumption.

Special policies can be attempted covering organs like heart, neuro, kidney or a specified range of diseases like cancer, stroke, Alzheimer’s disease, Parkinson’s disease and such other named debilitating geriatric ailments etc, where the compensation can

be paid over a period in equal installments which suit the long term treatment needs and continued attention of the affected.

The last part of the definition throws very interesting possibilities. The products, as the definition makes out, could be in the form of assured benefits and long term care. This offers a definite prospect of a lump sum benefit against any insured contingency within the health front, which is an appealing variation. There is a perceived notion that assured benefits can be distributed only on life insurance front. Exploring an assured benefit policy under health can be a useful and benefitting proposition for the insuring public. There can be insurance covers against disabling contingencies or death due to covered health contingencies, and apart from mere health expenses likely to incur in future, a single policy covering supplementary financial losses like loss of earning capacity, either temporary or permanent arising from the covered ailments or diseases can indeed be a novel area that health insurance can enter into.

It is well understood that some ailments can debilitate a person. For instance, a stroke can immobilize a person fully or partially for life or for an extended period. Why can there be no products,

Exploring an assured benefit policy under health can be a useful and benefitting proposition for the insuring public.

like in PA, to pay disability compensation on the basis of percentage of disability or for a fixed period for any defined disability brought about by insured illnesses?

Stretching it further, it can be argued that there is every reason to extend assured benefits arising from death happening by the covered health contingencies, though the most common argument is that death benefits are falling within the domain of life insurance. If death from accident can be covered by a non-life insurer, the same argument can be pitted against the simplistic objection that touching death cover is poaching into life territory. Fatality by accident and specified diseases are events amenable

to uncomplicated calculations and can easily be supported by actuarial evaluations. Normal deaths and death due to other than the insured medical conditions/ailments and/or ageing can and ought to remain outside nonlife territory and rightly so too.

If accidental deaths can be covered by both life and non-life insurers, is it fair to keep deaths arising from insured medical contingencies out of bounds for health insurance? It does not look illogical or unfair in extending death cover due to insured medical eventualities to the Health Sector. Anyway, life insurers are allowed to issue limited health cover and it is only just and equitable that the legally proffered opportunity to extend death cover due to insured sicknesses is not denied to the health insurance domain.

There are large areas of costs and expenses outside the direct healthcare expenses impacting the insured and the family that can easily be covered in the form of assured benefits which can go a long way in contributing to the product variety and more than that, total protection to the insured person.

Another equally interesting thought occurring is the possible advent of special investment products on the back of the long term assured benefits cover. There is a case for converting that mix of assured benefits on a long term basis into a special investment linked health product which shall additionally offer the customer the prospect of market linked returns. If investment products with life pose an attraction to the insurance customers, health term cover linked to investment can definitely be a saleable proposition for health insurers as well. Of course, the option has to be weighed up carefully as the combination

product has to undergo appraisals separately for investment risk as well as actuarial risk in minute detail. Again, the accounting for these products shall have to be separately done and standards distinct shall have to be laid down considering these are not annual contracts like other non-life products.

Premium payment mode is another area that needs a contemporary approach. The statutory compulsion to pay up the entire premium prior to commencement of cover upfront is what keeps a huge chunk of population unable to access the health insurance protection, for the simple reason they do not have ready resources to pay premium in one shot.

While many of the group policies, especially in the micro insurance sector, are given a special facility for staggered payment, no retail policies are brought under this special dispensation. The fact remains that there is a felt need for a staggered payment option for retail policies also, which shall be a defining moment for the mass of people waiting in the financial periphery to avail health insurance protection.

Are there possible options here? Instead of stretching the payment for the entire 12 months which is likely to make it an impractical proposition, the mode can be six monthly, quarterly or monthly options while ensuring that gross premium is paid up at least

three months ahead of policy expiry. The employer deduction facility may also be extended to the retail policies so that the employees can take insurance policies comfortably on the strength of the deductions from salary. Issues like default of premium, how to terminate the policy in the event of default etc, shall have to be separately looked into and addressed.

While many of the group policies, especially in the micro insurance sector, are given a special facility for staggered payment, no retail policies are brought under this special dispensation.

Exploring such possibilities is worth the trouble, since the proposed changes have the power of bringing in high-growth impetus to the health sector.

All the same, the healthy growth of the sector shall not just depend on the products and marketing alone, which are matters internal to the insurance domain. A lot shall also depend on peripheral regulations like the enforcement of standards of healthcare quality, provider accreditation, professional credentialing of healthcare providers etc to give it the right mix of support and sustenance. The regulator, the industry leaders and the other stakeholders all have roles and responsibilities complementing one another to create a growth platform for health insurance which shall ultimately help spur growth not just in health insurance alone, but in the related business domains too.

The author works for Star Health and Allied Insurance Co. Ltd. The views are strictly personal.

G V Rao opines that there is a lot more that insurers can do in the domain of product development in light of the huge potential available.

Beyond Designing New Insurance Covers?

- Indian Non-Life Arena

Current scene:

To prevail over their aggressive market rivals and to maintain a competitive edge, insurers have chosen the high-profile strategy of new product innovation, as one of the major marketing tools. But,

Public acceptability of new covers is high in respect of those covers, in which they are particularly interested.

they have to fulfill the onerous task of the requirement of prior clearance of the IRDA to market their new products.

Most of the new covers, which have already been introduced have centered mostly on variations of health insurance covers, the most popular cover of the individual choice. Public acceptability of new covers is high in respect of those covers, in which they are particularly interested. The market, however, knows precious little on the degree of success the insurers have achieved on the new covers introduced, till now. But the enthusiasm of insurers to pursue this 'hit-and-run marketing strategy' on introduction of new covers remains unbounded and relentless.

Since a market analysis of the progress made on the introduction of new covers has not been publicly announced by any stakeholder, it is still an 'Area of Darkness'. This needs more illumination.

One begins to wonder, therefore, in the absence of detailed information, if the insurer that got the final nod from the IRDA had thought through the process of not only designing the new cover, but how to market the new product; and if really they have made a significant difference at the customer/market place. Secondly, a number of foreign JV partners have entered the insurance sector, promising improved risk management tools, superior underwriting processes and new product innovation (products already popular internationally, but yet to make a mark here).

In a decade of insurance service gone by, one should review and question, if the promises made to the customers, by the insurers and their JV partners of the non-life insurance sector, have been even partially redeemed, in terms of deepening and widening the vast uninsured market. How

many newly popular international covers have they introduced in this decade?

The problems of insurers:

Insurers, of course, have a host of market-related problems of their own. Risk-awareness in the customers, even for the purchase of the age-old traditional products, is poor. Insurers do suffer credibility problem; and they lack in customer-confidence and trust in them. The distribution channels are sluggish, and are largely devoid of insurance expertise and marketing skills. Insurers have always sold only those covers that usually provide collateral to banks or sought for by the legislation, which need no detailing the scope of cover and its limitations. Motor OD and health covers are selling on the demands made by customers. These covers are not vendor-driven.

Nationalized era?

What is the record of product-innovation in the 'nationalized era'? No new cover, which has been recently introduced, has captured the imagination of the public, as did the Janata Personal Accident insurance (1975); Mediclaim insurance (1986) and Overseas Medical insurance (1990); and Cattle insurance (1980) which were introduced by the nationalized industry in the 70s and 80s. The reason for their popularity can be explained as below.

These new schemes were introduced by the Govt. of India, on the recommendation of the General Insurance Corporation, as a part of budget innovations. The industry was, therefore, committed to pushing their sales to show-case a sizeable response to the Govt. initiative. Such moral pressures on insurers are now lacking, and accountability for marketing is diffused, and quite often non-existent. Hence a new initiative is called for the sale of new and also the traditional products.

How can IRDA help?

Aware that new covers can be extensively popularized through the medium of banks, as much needed collateral for them, insurers should design new covers and get the banks on board for their sales. Banks are usually conservative in their insurance practices; and they are more assets-minded and relatively less customer

Self-interest of the bank should drive the insurance sale and not the element of compulsion involved in it.

credit-worthiness minded. Hence loss of profit insurance and other incidental covers like 'mortgage-indemnity' etc., which are popular even in the Middle East, are not made a mandatory purchase here. Insurers should also fine tune the risk management practices of the banks.

Insurers should, therefore, work with the RBI and the IRDA to make a breakthrough in the missing corporate risk coverage of banks, instead of carrying on selling, on their own. Insurance should be seen as a national priority, in the sense that any insurance cover, which would reduce the risk exposure of a bank, vis-à-vis their customer must be compulsorily covered by the debtor. Self-interest of the bank should drive the insurance sale and not the element of compulsion involved in it.

Fishing for opportunities:

Insurers must be on the constant look out for openings to size up the new and emerging needs of the customer. The trends in the market, here and abroad, must be kept in view, to locate the gaps in the uncovered risk exposures of corporate bodies. The changes in the legislative and regulatory environment are the other areas. The consequences of catastrophes like floods, earthquake and terrorism open up another chapter for designing new covers.

There were doubts expressed (during the last tsunami) if the peril of tsunami is covered under EQ and flood covers under the fire policies. Earthquake occurrences under the sea, causing floods on land, are excluded perils under the current EQ and flood covers. Terrorism is an excluded peril in fire, whereas it is an automatic inclusion in a motor comprehensive policy. Why has not the risk of terrorism been uniformly covered, under all traditional products, even as add-on?

Examination of risks has to meet three parameters: the consequences should be forecast-able, controllable and insurable. Once these parameters have been studied, then one should identify the target customers; design the sales story on the consequences of these risk exposures, which it would cover, the consequences of not having a cover, meeting the possible misgivings of the buyer and finally the economics of buying it. Since each salesman repeats it, the insurer should 'can' the approach and make a video for the use of training the sales staff.

Underwriting new products

Insurers are habituated to use tariffs; and hence their mind-set is more tuned for underwriting class-rated products. In the case of new products, the underwriting has to be done on risk-specific basis, with which underwriters are yet unfamiliar and are unaware of the numbers of covers to be sold, and the frequency and severity of claims, which would determine the eventual price. Since no 'test-marketing' or any market research is done by insurers, to ascertain how the product would fare at the market, it only fits in with their

Is new product innovation done for commercial purposes only, to garner more premiums by insurers from current customers?

marketing strategy of hit-and-run. How to tune in the marketing team to sell these covers is not thought through in addition to price fixation, which assumes minimum sales.

Philip Koetler, the marketing guru recently said that for selling new products, the marketing team should be separately identified and trained. Their mindset calls for meeting new marketing challenges, traditionally not encountered; and not merely responding to customer queries. They must have a higher degree of assertiveness and self-belief in the product and in themselves to carry customer conviction.

Rural Insurance covers:

Rural insurance covers, and covers for social security are mandated under section 32 B and 32 C. Insurers now submit data to IRDA to define their compliance requirements. The statutory auditors are required to certify the accuracy of the numbers. How credible are these numbers in the absence of the specific types of covers sold and the respective premiums garnered, town-wise and state-wise? What new covers have been designed to spread the message

under 32 B and 32 C during the last five years? Should the IRDA appeal that insurers must try and design at least three or more new covers under these sections annually?

Rural insurance penetration is the national goal and its effectiveness must be demonstrably implemented in far more detail by the insurers than done now. There should be a public accounting of it and insurers must be made to publicize it, as a part of the Management report in the Annual statements of the Insurer.

New product innovation - the intended purpose?

Is new product innovation done for commercial purposes only, to garner more premiums by insurers from current customers? Or is it done as an opportunity to bring in the uninsured segment of population into the insured segment? The purpose should be more visionary - to bring in people, who have never bought insurance to accept insurance as the best risk management instrument; and that really is the challenge. Irrespective of the motives, commercial or societal, it is more the marketing part of designed covers that needs more scrutiny and emphasis and accountability. A beginning should be made with a review of the success achieved till now to act as a morale-booster for introducing more market innovated-covers.

Final word:

As considerable time of the IRDA is spent to give its nod, just to avoid ensuring mis-selling, there are more stories breaking out in the press that mis-selling is more common than thought of. As the record of insurers on grievance settlement is not all that shiny, the least insurers should do is to act professionally than perform as mere commercial sellers of insurance.

The author is ex-CMD of Oriental Insurance Co. Ltd.

Avinash Singaraju argues that taking into consideration the rapid growth of all aspects of visible development, there certainly is scope for expanding the product coverage in terms of pet insurance in India.

Insuring Your Pet

Reckoning Various Options

The increasing trend of nuclear families, changing lifestyles, rise in double income households and increasing incidence of crime have encouraged the growth of pet ownership in India. Besides, pets are being looked upon as companions and members of the family rather than as mere dependants. Pet owners have started taking interest in their pet's diet, health and grooming.

To start with, a pet is commonly defined as an animal kept for companionship and enjoyment or a household animal; as opposed to livestock, laboratory animals, working animals or sport animals which are kept for economic reasons or for research.

The vast majority of pet owners in India are high income households, with dogs being the most popular pet choice at over 55 percent of the pet population, followed by cats. Aquarium fish, birds, rabbits and guinea pigs account for the rest of the segment. The Indian pet industry has started growing steadily over the last few years with not just foreign breeds being imported but also the various service providers such as pet food manufactures, pet cosmetic manufacturers etc,

trying to strengthen their presence in this upcoming market.

Theoretically, any animal might be a pet, but in practice only a small number of species of mammals (especially dogs, cats and rabbits) and other small creatures such as birds and fish are practical. A lot of satisfaction can be obtained by keeping pets, but with it goes responsibility too. One must choose one's animal with care, making sure that they can look after it properly. It has been medically

A pet is commonly defined as an animal kept for companionship and enjoyment or a household animal; as opposed to livestock, laboratory animals, working animals or sport animals which are kept for economic reasons or for research.

proved recently that having a pet may help people achieve health goals such as lowered blood pressure and decreased stress. As all pet owners would agree - pets are a part of the family.

The opportunities for increase in Pet industry in India can be listed as follows:

- Increasing pet ownership driven by smaller household sizes in urban areas
- Expansion of pet superstores in major markets

- Ageing pet population due to healthier diets and improved veterinary care
- Increased segmentation amongst the pets

The Indian Insurance scenario

On analyzing the prevailing insurance trends in India, it is evident that most of the animals are only insured from a commercial viewpoint. For instance, there are various insurance plans for animals like horses, elephants, cattle and poultry.

The main reasons for this potential market having been neglected can be listed as follows:

- There exists a policy only for Dogs and not other pet animals
- Identification of pet’s breed/ pedigree has always been a problem due to lack of credible documents/ certifications

Pet insurance covers various kinds of pets ranging from dogs to birds. The veterinary expenses are also covered in addition to the conventional death cover.

- Increasing pet segmentation comprising cats, rabbits, birds etc., which are steadily gaining acceptability

The coverage provided by conventional Dog Insurance policies offered by various insurers in India has been more or less the same and can be summarized as follows:

Basic Cover

Accidental death and/or death from any disease occurring during the policy period. There is however a section of diseases such as Rabies, Canine distemper, Canine virus etc., which are covered only on submission of relevant vaccination certificates

Add on Covers:

If specifically opted for by the insured and appropriate additional premium paid, the following coverages are provided as add on covers:

- Transit and Show Risks: Death by Accident in transit by Air, Rail, Road and Water and during Dog Show.
- Accidental Poisoning Risk: Death by Accidental poisoning.
- Breeding / Whelping Risk:
- Theft Risks: Lost or stolen dogs including burglary or housebreaking.
- Loss of Show Entry Fee (Limited to a specified amount): When the dog, which is registered with kennel club, is unable to attend the show because of accident or disease covered in the policy, and entry fee is forfeited.
- Loss of Value (Limited to half of sum insured): Resultant upon an accident which does not result in death but which averts its show career.
- Third Party Liability: Liability for personal injuries and property damage to third party (including animals, poultry etc.) upto a specified value
- World-wide Transit: Covers transit to various parts of the world and back to India and/ or from other countries to India.

The coverages offered in the markets abroad are much wider and flexible when compared to the Indian market. The major difference is that Pet insurance is not restricted to dogs alone.

Pet insurance covers various kinds of pets ranging from dogs to birds. The veterinary expenses are also covered in addition to the conventional death cover. The cost of insuring viz., the insurance premium depends on factors such as breed, age and the location where the pet is being reared. The owners have the choice to select the deductible levels over the veterinary expenses and so can control their premium payout based on

their experience and risk proclivity. Naturally, a higher excess option would mean reduction in the premium. The option of co-payment of veterinary bills is also quite popular.

Generally pet insurance policies limit the (insurance) amount payable by either:

- Capping the total sum payable annually
- Placing limit per illness or accident
- Placing cap per claim (after limiting the claim period to a year)

The concept to be highlighted is that Indian insurance domain is yet to witness a product offering veterinary expenses as a part of pet insurance. With the steady rise in pet industry, increasing costs of private veterinary care and the imported exotic breeds becoming more common, time is just right for intelligent players to launch a niche product and reap the benefits ahead of the pack.

Going ahead

A progressive system is characterized by constant change and this principle applies to the insurance industry as well. New products, complex clauses and internationally accepted business methodologies have been slowly entering the Indian market, thanks to the opening up of insurance industry under the watchful regulation by the Government.

In the days to come, with pets increasingly being treated as companions and fashion accessories, pet owners especially in the urban areas, are expected to spend more on their pets. This would be in the form of spending more on pet food or on pet care products and services. Insuring of pets could be a natural corollary, provided the insurance market recognizes the need and tailors suitable products. Pet insurance is essentially a risk mitigation strategy for guarding against

significant medical expenditure for treatment of sick or injured pets. The insurance companies which could identify this situation are today able to drive the market and enjoy a comfortable position in the market.

Hindrances & Opportunities

The not-so-mature Indian insurance market still has a long way to go. In a country where a good number of people are either uninsured or under-insured, insuring a pet could seem to be a far-fetched idea. Lack of standardized pet purchasing procedures, low awareness levels about the product amongst the pet owners and the apathetic promotion of the product by the insurers can be considered as a few major reasons for the very low penetration of pet insurance in India.

With changing trends and technologies coupled with pet owners becoming more concerned about their dear pal, pet insurance can be visualized as a highly potential line of business. The product needs to offer coverages on par with the international products to be able to attract the pet owners in the first place.

In a country where a good number of people are either uninsured or under-insured, insuring a pet could seem to be a far-fetched idea.

The advancement of technology thereby bringing in better methods of identification such as usage of microchip implants would definitely bring down the fraudulent claims getting reported. Also, insurers may consider empanelling professional veterinarians as investigators to scrutinize the authenticity of the claims. The loss making portfolio can be made profitable not only by charging the proportionate premium but also curbing the outgo – thereby leading to a technical surplus at the end of the day.

Reaching the End user

While the product and awareness are the primary reasons for the success of a product, the role of distribution channels cannot be underestimated. Different products have different channels and so is the case with Pet insurance. The following methodologies may be considered by the insurers to tap the pet insurance industry:

- Co – branding with corporates – targeting the specific group

Pet insurance has not been encouraged by the insurance companies thanks to various reasons ranging from identification problems to fraudulent claims history. However, things have improved tremendously over the last decade bringing in more sophistication and clarity. With pets being imported, the importance of pet shops and kennel clubs has been on the rise. Ancillary service providers such as pet food manufacturers and pet care product manufacturers have followed the trail and established their presence in the Indian market. Pet owners would not only be aware of these players in the market but also relate to them. The insurance companies may consider the co-branding arrangement with these players to target this specific group of pet owners. The following channels can be considered for co-branding by the insurers

Pet owners would require not only professional guidance about various options available but also the necessary precautions to be taken for carrying their pets.

- Kennel clubs
- Pet shops
- Malls mainly targeting the high class society
- Pet food manufactures/ suppliers
- Pet cosmetic manufacturers/ suppliers

The above arrangement provides the insurers with a leverage to enter the pet industry and work on the existing market base rather than scout in the dark. Since most of the insurers have global giants as their JV partners, it is not an impractical idea to capitalize on the international links to enter into a national level business agreement which would lead to a win-win situation to both the parties.

- Vets – Advisory services

Pet owners in India have traditionally relied on vets to provide them with guidance on taking care of their pets. The influence of

vets stretches beyond the realm of vaccines and extends to advice on the entire gamut of pet rearing of which insurance can be made a part.

- Travel agents who provide travel packages along with pets – Agents for insurance too

Traveling with pets in India in a public transport mode is a cumbersome process. Pet owners would require not only professional guidance about various options available but also the necessary precautions to be taken for carrying their pets. Travel agents who provide such services can be a channel which can be used to create awareness as well as business for pet insurance products.

Thus, Pet insurance can be looked upon as a potential line of business in the Indian insurance foray which not only is a separate line of business but also provides tremendous cross selling potential to the high class customer base.

It would be a logical approach to promote this line of business primarily as a cross sale product to the high class customer base so as to have a decent written premium amount before getting into the aggressive marketing mode. Though it is impractical for the insurers to generate considerable revenue or profit from this line of business in the immediate future, it surely can be made profitable by appropriate customization of the product as also tapping the various distribution channels left unnoticed till now.

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Rakesh Khandelwal suggests that in light of the obsession of the Indian masses towards tangible gains, a Health Savings Account rather than a reimbursement type of product, would be better suited for the Indian domain.

Way Forward?

- HSA Issues and Applicability

1. Background

Mediclaim, the traditional health insurance product accounting for more than 80% of total health insurance market in India, is short-term in nature and covers only inpatient costs. More than 70% of the total health spend (Rs.1700 crores-WHO-2007 estimates¹) is for outpatient cost and there are literally no, or very few, products to cover these costs in India today. Further, Mediclaim falls under the category of 'protection' products where there is no payment from the insurer if no claim is made. Many Indian people consider the endowment insurance policies provided by life insurers as the only insurance in India where sum assured with accumulated bonus is paid at death or at the end of policy term. They see less value in protection products like Mediclaim as compared to savings products like endowment policies.

It also seems that there is need for long term health products to enable customers to provide for their health and long-term care costs, particularly the high costs after retirement. The insurers are shying away from introducing guaranteed long term health products because of very high risk in guaranteed long-term pricing. There are challenges to price long-term products due to higher degree of uncertainty in pricing assumptions including persistency, interest rates, mortality, morbidity incidence

and severity, expenses, capital requirements and taxes. It is difficult to design a product with level pricing for long term durations, but it is possible to structure a product that achieves some of the objectives of a long term insurance policy by incorporating a significant savings component. Health Savings Account, a saving vehicle by its very nature, is prevalent in various parts of the world. It enables an insured to save his money until he is sick and the accumulated amount can be used to meet expenses when he is sick. This article discusses health care spending accounts and the issues in launching such products in India.

Mediclaim falls under the category of 'protection' products where there is no payment from the insurer if no claim is made.

2. Health Savings Account

A health savings account (HSA) is an account that a person can put money into to save for future medical expenses. Unlike traditional savings vehicles, a health savings account allows an insured to make contributions (tax free in most cases) to the account. In the US, a health saving account is paired with a high deductible health plan. A high deductible health plan is a health insurance plan covering the expenses in excess of the deductible. This protects an insured against the risk of very high medical expenses by passing the risk of medical expense amounts in excess of deductible to the insurer.

Individuals without a health insurance plan pay all of their medical expenses out of taxable income. Even with a traditional Mediclaim

health insurance policy, individuals pay for outpatient expenses out of post tax income. Tax can be saved by paying expenses for outpatient cost, chronic and pre-existing conditions and non-standard illnesses out of HSAs, which is made up of contribution out of pre-tax income.

It should be noted that HSAs reduce the incentives for health insurers to directly manage health care service providers by shifting the risk and cost to policyholders. Further, reliance on an HSA to help fund retirement needs is somewhat problematic as it assumes that the individuals would not require the access to these funds prior to retirement. This will likely be the case only if they

Now, employers have also started contributing to HSAs combined with high deductible health plan on behalf of employees.

are fortunate enough to be generally healthy throughout their pre-retirement years and/or are able and willing to pay for unreimbursed medical expenses with other funds.

3. Result of a study on use of Health Savings Accounts in USA

Several studies² done in US to determine the characteristics of HSA enrollees indicated the following trends.

Initially, the individual market was the predominant source of contribution to HSAs. Now, employers have also started contributing to HSAs combined with high deductible health plan on behalf of employees.

The enrolled population in HSA plans has increased from about 1 million in 2005 to 6 million by the start of year 2008³.

It was expected that young people would be attracted to this product more than the people in older age categories as the older people would have less time to accumulate funds as compared to those at younger ages. However, the evidence on the age of HSAs enrollees compared to those in traditional health insurance plans is mixed and utilization of HSAs seems to be spread throughout the age bands.

The average income of those with an HSA-qualified plan tends to be slightly higher than the average income of those who are not in an HSA-qualified plan. Preliminary enrollment trends suggest that individuals with an HSA account are more likely to choose family coverage than those in traditional plans. The initial trends

suggest that a significant number of enrollees in these plans were previously uninsured.

4. A Possible "HSA" product design for India

In the USA, HSAs were created as part of the Medicare Modernization Act of 2003. This law required that HSAs must be paired with a high deductible health plans to be eligible for tax relief. It further sets the limits for tax exempt contributions and the minimum deductible and maximum out-of-pocket expenses in a year. Prior to introduction of HSAs, there were other types of tax-advantaged health care spending accounts including Health Reimbursement Accounts, Medical Savings Accounts and Flexible Savings Accounts.

In contrast with the strict regulatory requirements for HSA plan design in USA, HSA products evolved in South Africa with less regulatory involvement. The result was introduction of products targeted for various segments of people. The Indian regulatory environment is similar to the South African insurance market and it is expected that HSA plans will grow with the introduction of products of varied designs that cater to various segments of the Indian market. There are currently products similar to health savings accounts available in India, being marketed by some life insurers. However, the products are available in limited variations and they do not satisfy the needs of the various segments of the market. It is my belief that insurance penetration can be increased with the bundling of a health savings account with various coverages like a Medclaim benefit with different deductible levels, critical illness insurance and long-term care insurance.

Possible benefit configurations for HSAs in India

Health savings accounts can be provided in various forms. For example:

- **HSA with traditional Medclaim coverage benefit with no deductible.** A significant part of the contribution will go towards the cost of Medclaim benefit

coverage and very little will be left for accumulation for future.

- **HSA with high deductible health plan.** This product could attract uninsured lower and middle income families as the cost of coverage would be lower as compared to a traditional Medclaim plan. A small part of the contribution will go towards the cost of high deductible health plan.
- **HSA with critical illness coverage.** This product will fit with the need of account holder(s) against the risk of very high treatment/procedure cost arising out of diagnosis of a critical illness. This variant will also fit with the needs of customers covered by group Medclaim coverage provided by their employers.
- **HSA with hospital cash plan.** The hospital cash plan would cover the cost of hospitalization to a limited extent and is suitable where the insured is in a better position to deal with the medical service provider himself.
- **HSA with long-term care insurance plan.** This product will attract people who are reaching retirement age and wish to be protected against the risk of disability cost in old age.

Utilization of funds in an HSA

The balance in health savings accounts may only be used to pay medical expenses at any time during the account holders' life-time such as:

- Medicines and drugs
- Diagnostic expenses
- Dental expenses
- Co-pays or deductibles as part of the medical insurance cover
- Other miscellaneous medical expenses not covered under medical insurance like medical cost for pre-existing diseases, maternity related expenses.

- Specialist consultations fees
- Long-term care expenses

The amount can also be withdrawn for expenses other than health; and the withdrawal could be treated as taxable income in the hands of account holder. These savings plans can be made portable

The hospital cash plan would cover the cost of hospitalization to a limited extent and is suitable where the insured is in a better position to deal with the medical service provider himself.

so that amount held in the saving account can be transferred to a similar account with another insurer/fund manager. Any residual amounts remaining in the health fund at death can be transferred to the legal heirs for the health needs. If the amount remaining in the fund is not utilized towards health expenses, such withdrawal would be treated as taxable income in the hands of legal heir/nominee.

5. Issues in the introduction of HSAs in India

Tax incentives

At present, once a health product is approved by the IRDA, the annual premium paid by an individual is tax exempt up to Rs.15,000 (Rs. 20,000 – if parents are covered). The present exemption limit is very low especially when the only earning member of the family is taking care of living costs including medical costs of his/her parents, spouse and children.

Low penetration

Some of the health saver plans in the Indian insurance market had a combined premium income of Rs. 154 crores (2008-09). These premium figures are very low as compared to the total health premium of about Rs. 7000 crores during the year (2008-09). It would appear that there is an opportunity for higher growth in this segment of the health insurance market considering the very low penetration level at present.

Capital requirement

Every Indian insurance company is required to maintain at all times an excess of the value of its assets over its liabilities of not less than the required solvency margin (RSM). This is in addition to other reserves like mathematical reserves, outstanding claims reserves, IBNR etc. RSM needs to be kept for both linked as well as non-linked business though the investment risk lies with the

insured for the funds held as a part of linked business. There is interest cost involved in keeping RSM and this cost is embedded in policy premium.

Health products can be launched by both life-insurance and non-life companies. A standalone health insurance company is treated as a non-life insurance company in terms of regulatory requirements in India. The rules for calculation of RSM are different for life-insurance and non-life insurance companies. There are two major differences in RSM calculation if HSAs are launched by both life and non-life insurance companies. RSM requirement is same irrespective of the type of business, be it linked or non-linked for a non-life insurance company. It is based on premiums written or claims incurred each year and ranges between 15-20% of the written premium/22.5%-30% of claim incurred depending upon the reinsurance ratio. For life insurance companies, the amount of RSM is lower and ranges between 1-2% for linked business and 3-4% for non-linked business depending upon reinsurance ratio and guaranteed/non-guaranteed business. This requirement puts a non-life insurance company at a disadvantage as it is required to keep full RSM on the linked part of the business and at a higher rate.

A standalone health insurance company is treated as a non-life insurance company in terms of regulatory requirements in India.

Secondly, as the products written by non-life insurance companies are without profit in nature, the present solvency margin regulation is silent about the fund lying as units for policyholders of non-life insurance companies. There is no regulation at present to cover this fund towards solvency regulation ambit. For life insurance companies, the carried forward amount in the unit fund is used in the calculation of mathematical reserves at the end of each financial year and consequently forms part of solvency margin requirement.

Fund Management expertise

Health savings accounts will have a large amount of funds to manage for long term durations on behalf of account holders. Life insurance companies possess significant expertise in managing funds on behalf of policyholders. Presently non-life companies may not have that expertise.

Higher Fund Management and initial charges

There is an increased emphasis on the part of regulating agencies in India to reduce the charges on financial products including

insurance products as is evident from their actions about administrative charges on mutual fund products, ULIPs and New Pension Scheme. Presently, the charges per policy and the management charges are higher as compared to the contribution amount especially initial charges. This tends to reduce the amount available for contribution to the HSA. These charges need to be reduced to an affordable level to make it more financially attractive to the policyholders.

Underwriting and Claims Management expertise

Hitherto, life insurance companies used to issue health policies as a rider which requires little expertise in underwriting and have claims management processes like critical illness riders, personal accident riders etc. However, the introduction of health products providing hospitalization benefits will require not only expertise in underwriting to prevent selection against the company but claims management to manage large number of small claims including dealing with providers of health services. Hence, life insurance companies need to build medical underwriting and claims management expertise to manage these products successfully. However, the claims management requirement can be reduced significantly with the launch of high deductible coverage along with the health savings accounts which reduce the number of small claims. Non-life companies have an edge in this area by virtue of their long experience of managing their Mediclaim portfolio.

6. Conclusion

Health business is written as a protection product in India and not as a saving vehicle to cover the medical cost in future. With increasing medical costs, it is imperative to incentivize the launch of these types of products because HSAs can have an enormously beneficial effect on the design of health insurance in this country. Instead of relying solely on third-party insurance, people could partly self-insure through these

accounts. They also have the potential to increase the affordability of health insurance to uninsured low and middle-income families. It can be safely said that though a lot has been done, still a lot more remains to be done to increase the reach of health insurance. Certain steps can be taken to increase the awareness and affordability of this product. Some such steps are:

- It has been a well known fact that tax advantages play a big role in increasing the penetration of an insurance product. An increase in the exemption limit would increase the affordability and attractiveness of this product.
- Regulatory steps should be taken to enable/encourage non-life insurance companies to write these saving products. Similarly, life insurance companies need to be allowed/encouraged to outsource the claims management task to a third party.
- A change in solvency margin regulation is needed to make all the insurance companies at par in terms of calculating the Required Solvency Margin for the same product. This will result in reducing the capital cost of health savings product

for a non-life insurance company and enable them to launch products in this segment.

- Insurance penetration can be increased with the bundling of health saving accounts with varied coverages like Mediclaim benefit with various deductible levels, critical illness insurance, long-term care insurance, hospital cash etc.

It can be safely said that though a lot has been done, still a lot more remains to be done to increase the reach of health insurance.

- Steps should be taken to increase the awareness and attractiveness of these products. The regulator and the insurance councils can join together to launch special awareness programmes in an effort to accomplish that goal.

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J D Moorthy writes that there is need for innovation in designing insurance products so that the risk exposure of the client is addressed comprehensively.

Driving Product Design

- In Response to Changing Needs

The need:

It is the need to catch up with the demands of the consumers that drives any business. The fast paced development in science and technology, socio-economic conditions and competition have brought about innovative trends in consumer needs resulting in

Due care is to be exercised in ensuring policy drafting to reflect clear intentions about extent of coverage and exclusions.

the necessity to design and develop suitable products in all areas of goods and services; and insurance is no exception.

Process and Complexity:

Designing insurance policies involves introduction of new plans to cater to the needs of specific target groups and modification of existing plans for better product performance. Insurer has to keep in view the laid down policies and procedures, both internal and regulatory, for designing new policies and amending the existing policies. The classes of products and types of risks offered to be insured are to be selected according to the demand from the customers or the ability of insurer to create the market. Results of market research, if any, or a fair assessment of target group and its affordability are to be analyzed. Insurer has to get the best out of experience in similar lines of products. The marketing strategy

is to be finalized and distribution channel and point of sale are to be decided. Due care is to be exercised in ensuring policy drafting to reflect clear intentions about extent of coverage and exclusions. Reinsurance arrangement, cost/benefit analysis and review mechanism for product performance post introduction are to be considered.

Technical Aspects:

The pricing of the product requires an accurate estimation of claim costs, acquisition costs, reinsurance premium, administrative expenses and profit margin. Discounts and loadings should follow the favourable and unfavourable conditions of risk proposed. A process is to be established to review the competitive price offering and resultant fluctuation on performance. Compliance with pricing policies and regulations should not be ignored. Exigencies for catastrophic events need to be considered carefully.

Employees are to be well trained in the underwriting aspects. Whether to accept a risk or not and if yes at what level of premium and under what terms and conditions needs well informed and experienced personnel. Lack of product knowledge and underwriting

experience may lead to operational loss and may eventually affect long term viability of the particular product. Periodical review or audit of procedures, systems and practices of agents and brokers ensures quality of information and best underwriting practices.

A well defined reinsurance program and continuous monitoring to strict adherence is necessary failing which it may result in non recovery of claims from reinsurer; or retention in excess of capacity and ultimate loss of the port folio.

Establishing a well defined claims settlement mechanism is equally important while introducing new products. Verification of insurer's obligation; assessment of liability and obtaining ascent of policyholder on quantum of loss; accurate provisioning; adopting and implementing structured loss control and minimization programs; the method of empanelment of surveyors/ adjusters and systems of evaluation; effective handling of claims procedures and prompt payment; and internal controls and systems such as audit programs help in healthy financial picture and good reputation.

Proper provisioning of outstanding claims and reserves need to be made with the help of actuarial calculations and expertise. Inadequate or excessive provisions will adversely affect the balance sheet.

Insurers should keep in view the 'Insurance Risk' i.e. the financial loss due to faulty product design, inappropriate underwriting, inadequate pricing and poor claims management which ultimately result in inability to meet the liabilities. Equilibrium is to be maintained to keep the bottom line healthy while offering products to meet the ever changing needs and demands of insuring public.

It is often said that only when a claim is made, the holes in an insurance contract become visible. The wordings of the policy, the clauses and conditions are to be redrafted though not necessarily to change the content and meaning but necessarily to make them simple and understandable by common man. The age-old prosaic wording is to be replaced immediately.

Equilibrium is to be maintained to keep the bottom line healthy while offering products to meet the ever changing needs and demands of insuring public.

Customer's view:

Choice of product is to be made available to consumer. The product is designed by insurer and approved by regulator purely on the basis of compliance to regulatory requirements. When a customer asks for a policy to suit his needs, the insurer is not in a position to design the policy to suit the specific needs firstly because of the regulatory stipulations and secondly because of lack of required data for designing such products. There is no such practice to sell the policy to suit the needs of individual customer. Customer has to choose from the existing policies.

In India, all non life insurance companies offer the same 'House holder's policy' more or less with same sections, same premium, same cover and exclusions, clauses and conditions. If a particular customer wants additional sections to be added, it is not possible. Liability insurance as part of House holder's policy is unheard of in India. Assume that a guest visiting my house slips because of the flooring he is not used to and gets hurt or breaks his leg which confines him to bed for six weeks. He cannot prefer a claim on my House holder's policy because there is no such risk/ liability covered. Necessarily he has to lodge a claim on his PA policy, if he has one. Assuming that he does not have any PA policy, he has to meet the hospital and treatment expenses from his pocket. It is a genuine case but there is no insurance available. Similarly, cover for domestic maid, pets as part of Home insurance etc are not available in India.

I remember a helpless situation I was in. I was living in a 5th floor apartment which did not have the sun-shades built for windows. Whenever it rained, the rain water used to enter in causing lot of inconvenience apart from wetting and drenching all the furniture. In an effort to get the sun shades built, I thought of engaging a

mason. This work needed scaffolding to reach the 5th floor apartment. I was worried if any of the workers slip and fall down I would be left in an awkward situation; and approached all insurance companies for a policy covering such a risk. No insurer could issue a policy as they could not fit this risk into available policies. I could not get the sunshades made ultimately.

It is to be noticed that the demarcation as Life, Health and Non-life insurer can no more exist and policies are needed to be designed with varying combination of risks.

The average Indian psyche is to look for tangible gains in the near term. If a policyholder pays premium continuously for a period of five years without making a claim; in the sixth year, his thoughts are fully occupied on how to make a claim and get back the amounts paid as premium in previous years. The average policy holder has to grow out of this impression and understand that paying premium means purchasing protection against unforeseen event and not for making profit out of it, facilitating insurers to offer innovative products without doubting 'moral hazard'.

Conclusion:

The impetus which is required for the stagnant Indian insurance carriers is already in place now. The Regulator has to give the liberty to the operator to design the products according to the specific needs of the customers. The 'File and Use' is to be modified so that it is not the product which is approved, but it is the risk or the plan at a particular price band to facilitate designing products which suit needs of customers.

Change of needs and competition drive insurer to innovation. Meeting needs of customer and struggle for existence alone cannot

equip insurer to design new products. The much required 'data', tackling the organizational resistance for change and innovation; the ever advancing technology; and global insurance trends and practices all have their role in qualifying the insurer to get ready for the challenge. It is to be noticed that the demarcation as Life, Health and Non-life insurer can no more exist and policies are needed to be designed with varying combination of risks. Indian insurer has to look globally and act locally. Insurers who welcome change and agility can only survive in the present market.

Insurance companies have to work upon improving the knowledge and expertise and make themselves agile in coming up with the tailor-made policies to suit the needs of specific customer. When customer does not get the insurance cover for the specific risk he wants there is no point having 100 insurance companies operating.

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The author is Business Consultant - General Insurance, Pentasoft Malaysia, Petaling Jaya. Views expressed are personal and in no way to be construed as those of his employer.

YRC Bharadwaj opines that Indian insurers can take a cue from their western counterparts; and attempt to design customized products both in the retail as well as the corporate sectors.

Room for Innovation

- Developing Profitable Products

There are twenty two non-life insurers altogether offering more or less about 2000 types of risk coverage products to the Indian insurance consumers. This article's focus is on the room for building need-based products in non-life insurance factories coupled with innovation to address the needs of Indian insured public (including potential audience) and also to account for profitability.

Among all non-life insurers, the space for building different, advanced and need based innovative products is yet to take full shape. The Indian liberalized insurance market will be celebrating its 10th anniversary by 2011, but still companies are offering the same old products which have existed for ages; whereas one of the key purposes of inviting the foreign insurer's equity participation is to nourish the creativity and broaden the space for product development departments.

Every company is offering the regular Standard Fire and Special Perils policy, Marine, Engineering, Motor Comprehensive Policy, apart from a few new need-based rural products which have been introduced to the Indian market by some of the players. With this strategy, how the insurers are going to

understand the requirements of the Indian market to build need-based products remains a mystery.

Why Insurers need to be keen about nourishing the Product Development?

Detariffing has changed the entire scene of Indian market, be it in motor or non-motor. Even a two wheeler owner and a tiny shop owner with a lakh of rupees turnover press for higher

In the prevailing tough situations, insurers need to rethink on the existing products which were basically built ages ago; and see if they can be re-engineered to the current local system.

discounts, owing to the fact that the same product is being offered by the other players at a lesser price. This illustration can lead us to imagine the endless pains that each player is undergoing to garner every single rupee to its GWP Account.

In the prevailing tough situations, insurers need to rethink on the existing products which were basically built ages ago; and see if they can be re-engineered to the current local system. Insurers need to give lot of importance to their product development and R&D departments to study the Indian market (personal and corporate needs) rather than importing products from the other markets and make a few modifications.

Focus on innovation helps to provide unusual types of coverage which indirectly benefits conventional insurance business and to arrest saturation in conventional classes of business. Further, it brings more new business with better and more stable results. Importantly it brings higher satisfaction to the customers.

Research studies show that huge gaps exist especially in Liability lines; existing products are not addressing the customized needs of Indian public. Liability products of developed markets are different with the situations in India, so what needs to be done is each insurer to invest their time and money to understand the Indian risks to build the actual market required based products, thereby creating natural demand and profitability.

Once market needs are completely understood through proper research, region-wise need based products will take birth. Indian partners may seek the help of the foreign partner's expertise for the required innovative approach and experience in building more advanced products. At the end of the day, the insurer has an obligation to imagine all uncertain situations to coin the products which suit the customized needs of the customers.

Research studies show that huge gaps exist especially in Liability lines; existing products are not addressing the customized needs of Indian public.

With this approach, irrespective of the number of non-life insurance companies operating in India, everyone will be working hard with solid research and innovation to compete with each other to build need-based and profitable products.

After thoroughly understanding the due importance to be given to innovation in product development, it is appropriate to know as to where insurance products come from.

- Do they come from customer needs?
- Are they generated by experience?
- Are they churned out by product development departments or professional consultants?
- Does the management coin the concept?
- Do they bubble up from streets, agents and intermediaries?

All the above five are key sources right from idea generation to concept building, and development to strategy to commercialization.

Keeping in view of the above discussion, it's a genuine question as to why innovation in Indian insurance factories is yet to happen! Many global insurance industry experts say that innovation cycle starts at different stages such as Underwriting/ Claims/ Actuarial Analysis, Formal Product Development Teams/ Client & Risk Manager Teams/ Brokers and Channel Partners Meetings and Underwriters and Product Line Managers.

At this juncture, it's important to have a look at western and Indian market approach towards innovation and building customized products, taking into consideration the socio economic and cultural needs.

Western Market Approach:

Interestingly, European and USA markets give immense importance to the research and product development to build very nascent, advanced and imaginative; and at the same time, need-based risk coverages. The following products illustrate the level of R & D activities that take place:

- Offering location need-wise products.
- Bundling travel (domestic and international) / health/ motor insurable risks in regular home insurance product.
- Axis Pro of USA offers a revolutionary new product designed specifically to address the exploding risk arising from infringement of intellectual property and privacy rights of customers, competitors and others.
- Media Liability coverage for a wide variety of media businesses against the devastating impact of lawsuits.

- Comprehensive protection for data privacy: Data security is a paramount concern to risk managers and businesses around the world. Whether a business maintains confidential employee data, customer information such as credit card data, or confidential client information, maintaining the security and privacy of this information is critical. A breach of data security could be ruinous, in terms of costs to comply with state notification requirements, potential liability claims, and damage to a company's reputation.
- Offering Earthquake coverage as an inbuilt coverage for home risks and removing the STFI risks from the in built coverage; and limiting it to STFI prone areas only.
- Pricing is based on actual claims / expected claims data.
- Insurer's and Reinsurer's websites give glimpses of tremendous localized research that is carried upon and made available online.
- Credit insurance, MMT Coverages and adding lot of value additions to Comprehensive Motor Policy like NCB protector, road assistance at the time of accident, replacement value and depreciation waiver are of very old inventions, which are new to the Indian markets.
- Protection & Indemnity against third party liability and oil spill risks for ships/ Yacht and pleasure boat owners.
- Legal expertise and assistance coverage to businesses, individuals and motorists.
- Some of the developed countries are offering nuclear risk coverage as an in-built cover in home risk policy.
- Nuclear pools exist in Europe/ USA Markets for more than a decade to take

care of losses arising out of nuclear losses.

- Penalising the building code violation by insureds at the time of claim settlement.
- Fidelity and Surety bonds insurance.

Indian Scenario:

Indian players are also gearing towards filing innovative products (although a majority of them are born elsewhere). In fact some of them are having a positive impact towards Indian customers. Some of the products that are received in good vein by the Indian customers are:

Data security is a paramount concern to risk managers and businesses around the world.

- 1) Value additions like NCB protector, road assistance at the time of accident, replacement value and depreciation waiver to the current Motor Comprehensive Policy.
- 2) Event insurance: Current IPL matches and almost every international cricket match is being negotiated for insurance coverage by the organizers against Terror and Event cancellation; and also Liability losses.
- 3) E& O / D& O / Employment Practice/ Environmental Liability Risk Coverage
- 4) Portable health policies/ Port Operators Liability Coverage/ Credit Insurance
- 5) Nuclear Risks: Lots of thought is being given to covering the nuclear risks which occurs as exclusion on each and every insurance policy. But now the possibility for its coverage is being considered, due to nuclear agreements by sovereign Indian Government with different countries.

It is to be appreciated that one PSU is forward thinking and has mooted an idea to arrange cover for the cold zone of nuclear plants, paving the way to the Indian market to coin the coverage Nuclear Risks, which is a standard exclusion in all policies.

Lot of space is available to customize the products according to the needs of the customers. For example: Workmen Compensation - especially, increasing the medical reimbursement, if it sounds

viable actuarially. Same is the case with gaps existing in liability lines, already mentioned in the above paragraphs.

Insurers are not coming forward to re-craft the wordings and exclusions according to current situations and needs. We are still using the age old Marine ICC /ITC Clauses, but already some of the developed markets have adopted the revised ICC clauses of 2009 and its associated amendments in War & SRCC Clauses.

Be it in any market, apart from customer needs and innovation, there are many factors which have an influence on product development. So it's sensible to just look at the factors in short:

- Customer needs
- Globalization
- Demographics
- Economics and Finance
- Technological Developments

After discussing in detail about the room for innovation, R&D in Western and Indian market situations, it's time to look at the challenges involved in product development process:

Insurers are not coming forward to re-craft the wordings and exclusions according to current situations and needs.

- Required expertise to research and create innovate products according to the Indian customers.
- Not having specific and specialized R&D and product development team
- Inadequacy of actuarial methods for premium determination, for want of past data.
- Lack of specific product research data and claims experience data
- Convincing management for allocating higher budgets for R&D product innovation/ development.

- Trained marketing personnel to show case the actual coverages
- Risk of adverse selection
- Demand and business strategy
- Lack of effective delivery mechanism system to take the product to the targeted audience.

Role of the Stakeholders to bring out innovative and need based products:

Regulator: IRDA as friend, philosopher and guide, needs to greatly encourage and guide the insurers to build innovative products suitable to the local needs. Regulators have to encourage the R&D activities of the insurers for the captioned purpose and to pool the effective local and portfolio wise data bases.

IRDA as a guide has come forward in Health insurance lines. IRDA has been proactively supportive and has done some wonderful work. However, more needs to be done, and for other lines of businesses too.

Intermediaries: Brokers, corporate agents need to discuss with the insurers the gaps in the existing products and actual needs of the customers; and to fill the gaps by bringing comprehensive products. Also they carry a responsibility of advising the most suitable and comprehensive available products, irrespective of their returns from insurers.

Insurers: Insurers have a huge role in conducting a lot of research activities to find out the local needs and creating products from the research lab results. Insurers have to build large data base of the local market to find out different demographic needs and thereby addressing specific products. Importantly, insurers need to define an effective delivery mechanism system to reach to the targeted audience; otherwise all efforts will be kept

to racks only. Trained manpower coupled with effective sales literature will be of great use in achieving the effective delivery. Last but not the least, only effective and appropriate data base is the key for actuarial calculations for risk based pricing to achieve underwriting profit.

Innovation Protection:

Technological, biotechnological and manufacturing innovations will be safeguarded by the inventors through a legal system called patent under Indian Patents Act 1972. Innovation in technology, manufacturing, science, pharmacy and insurance are one and the same because innovation, after all, is innovation, irrespective of the industry. So could we imagine a situation, wherein an insurer gears up for patent to protect the hard earned innovation by its expert team, in order to arrest the clones? But as per Indian Patent Act, insurance product is not considered as patentable product. The same is the case with Asian, UK and European Patent Acts. But in USA since 1976, the U.S. Patent and Trademark Office has issued 404 patents using the word 'insurance' in a filing; using the same criteria; 1149 patent applications have been published at the PTO website since 2001.

Innovative business processes could not be patented. That was great news for competitors but an unwelcome one for innovators. Following examples illustrate to appreciate the pace of thinking taking place in western markets:

- One insurer has filed an application to patent an insurance policy that would cover the decommissioning of nuclear reactors.
- Another patent application would create a system for managing insurance information, including claim reporting tools.
- Other patent applications would create a system and method to better market insurance products, and a system and method for underwriting insurance.

Trained manpower coupled with effective sales literature will be of great use in achieving the effective delivery.

Summing up:

More than one billion population, 28 States and 7 Union Territories are having different needs of insurance with different income levels. But the important thing is that India is moving progressively towards achieving sustainable growth – paving the way for a huge scope for insurers to design Indian specific personal and corporate products. This nourishes the innovation and at the same time, strives to achieve the purpose of addressing the Indian market needs. Time has come for the insurers to explore their product development teams to bring assured smiles and peace of mind to the Indian market.

The author is Chartered Insurer (U.K.); and is currently working as Risk-Underwriter for IFFCO-Tokio General Insurance Co Ltd., India. The views in this article are personal and do not represent the author's employer.

N. Srinivasa Rao writes that despite all the schemes generated by successive governments, Health Insurance still remains largely inaccessible to the poor and needy.

A Study of Government Insurance Schemes

- Progressive Growth

Introduction:

IRDA is in the process of compiling a comprehensive data base on all existing insurance schemes in the private and public sector. As part of this exercise, data pertaining to all government insurance schemes under implementation in various state governments and Government of India is being collected in terms of their coverage, penetration and benefits. The study exclusively focused on social security insurance schemes and health insurance schemes under operation in the country and funded either by Government of India/State Governments. Several state specific insurance schemes related to social sector, agriculture, health, pension, etc. are analyzed; and are explained below.

The need to roll out social security to workers and their families in the informal economy, to migrant workers and to non regular workers in the formal economy is perceived as a major national social policy objective. In order to provide social security benefits to each and every citizen, Government of India had taken up several initiatives in the areas of social security, health insurance and other schemes for the welfare and well-being of all workers, and most particularly those operating in the informal economy who now account for 90 per cent of the workforce. In line with this commitment, several new initiatives were taken at the state level also, focusing mainly on the promotion of new health insurance mechanisms, considered as the pressing need of the day. At the same time, and given the huge social protection gap and the pressing demand from all excluded groups; health micro-insurance schemes driven by a wide diversity of actors have proliferated across all India. While a wide diversity of insurance products have already been made available to the poor, health insurance is still unaffordable and inaccessible to many people in

India. In terms of overall coverage and the scope of benefits, health insurance is not able to ensure affordable quality health care to the poor.

All insurance schemes of central and state governments are divided into the following categories and are detailed below:-

- Categories:-
- I – Life Insurance*
 - II – General Insurance*
 - III – Health Insurance*

Under life insurance, two insurance schemes are in operation by Government of India, viz. Life and Social Security.

All general insurance schemes, like agriculture, animal husbandry, equipment insurance are analyzed sector-wise/ department-wise and the features discussed sector-wise:-

- a. Agriculture*
- b. Animal Husbandry*
- c. Textiles*
- d. Rural Development*
- e. Housing*

Government of India schemes:

Major social insurance and pension schemes in India since 2000: (a) Jan Shree Bima Yojana

launched in 2000 for life insurance protection of both urban and rural people living below the poverty line. (b) *Krishi Samajik Suraksha Yojana, 2001* is a life-cum-accident insurance with a lump sum money back after 10 years and a moderate pension for agricultural workers in the age group of 18-50 years; (c) *Varishta Pension Bima, 2003* is a scheme with assured annual return of 9 per cent on the investments of beneficiaries, in the form of monthly pension for unorganized workers aged 55 years and above; and (d) *Unorganized Sector Workers Social Security Scheme, 2004* is a moderate level of old age pension, personal accidental insurance and medical insurance for unorganized and self employed workers in the age group of 18-50 years; and drawing a lower level of salary/wage/income per month

Various other schemes of Government of India in terms of benefits are:-

- i) *Rashtriya Swasthya Bima Yojana,*
- ii) *Universal Health Insurance Scheme,*
- iii) *Aam Aadmi Bima Yojana,*
- iv) *Janashree Bima Yojana,*
- v) *Insurance for Power-loom Weavers,*
- vi) *Handloom Weavers Health Insurance Scheme,*
- vii) *Rajiv Gandhi Shilpi Swasthya Bima Yojana,*
- viii) *Khadi Karigar Janshree Bima Yojana for Khadi Artisans,*
- ix) *Cine Workers Fund, Beedi Workers Welfare Fund,*
- x) *Mine Workers Welfare Fund,*
- xi) *Group Accident Insurance for Active Fishermen,*
- xii) *Anganwadi Karyakartri Bima Yojana.*

1. Janashree Bima Yojana: LIC launched a new scheme of group insurance namely, 'Janashree Bima Yojana' in 2000. The scheme provides for life insurance protection to the rural and urban poor persons below poverty

line and even persons marginally above poverty line provided they belong to identified occupational group. Persons between the age 18 years and 59 years are eligible. The minimum membership of the group should be 25. The scheme provides for cover of Rs.30,000 on natural death of the member; Rs.75,000/- on death/total permanent disability due to accident; and Rs.37,500/- on partial permanent disability due to accident before attaining age of 60 years. The premium per member is Rs.200/- out of which 50% premium is borne out of the Social Security Fund and the balance 50% by the member or Nodal Agency or State Government. The number of lives covered were 1,21,35,174 under the scheme as at the end of March, 2008.

2. Shiksha Sahayog Yojana (SSY): This scheme was launched by LIC for the benefit of children of members of **Janashree Bima Yojana** explained above. The scheme provides for scholarship of Rs.300/- per quarter without any additional premium for availing the supplementary benefit of scholarship. Details of the number of scholarships disbursed during the period 2005-08 are given under:-

Year	No. of Scholarships
2005-06	3,20,253
2006-07	7,41,432
2007-08	13,01,136

3. Micro-Insurance Products:-

The Micro Insurance Regulations, 2005 provide a platform to distribute insurance products which can be afforded by the rural and urban poor. Life Insurance Corporation has introduced an insurance plan "**JEEVAN MADHUR**" for people with low income capacity. This plan was launched in September, 2006; and is a simple savings related life insurance plan wherein premiums are payable regularly at weekly, fortnightly, monthly, quarterly, half-yearly and yearly intervals. On surviving the date of maturity, payment of maturity sum is paid along with vested bonus, if any. On death of the policyholder, an amount equal to total premiums payable during the entire term of the policy will be paid along with vested bonus, if any. On death arising as a result of accident during the term of the policy, an additional amount equal to sum assured shall be payable.

4. Varishta Pension Bima Yojana (VPBY)

Varishta Pension Bima Yojana (VPBY) meant for senior citizens aged 55 years and above was launched in the year 2003. Under the scheme, the pensioner gets an assured effective yield of 9% per annum on his investments. The difference between the effective yield of 9% paid to the pensioner and that earned by the LIC is compensated as subsidy to LIC by Government of India.

5. Aam Aadmi Bima Yojana (AABY)

Aam Aadmi Bima Yojana (AABY) was launched on 2nd October, 2007 to provide insurance to the head of the family of rural landless households against natural death, accidental death and partial/

permanent disability. The scheme also envisages an add-on benefit of providing scholarship up to a maximum of two children of the beneficiary studying between 9th to 12th standard at the rate of Rs. 300/- per quarter per child. The annual premium payable per member is Rs 200 of which 50% shall be paid by the central government and the remaining 50% by the state government. Taking into account the annual cost to the central government, a sum of Rs. 1000 crore has been placed in a fund that will be maintained by LIC. This will take care of the premium share of Government of India. A separate fund of Rs.500/- crore has been created out of the Government of India's share of LIC's valuation surplus for meeting the expenditure on the add-on benefit of granting scholarship to the children of the beneficiaries. The scheme is being operated by LIC of India. As on 31.3.2008, 42,61,156 rural landless households were covered under this scheme.

6. Social Security Schemes:

Social security insurance (also referred to as pension linked products) is available in the market, mainly for the middle and upper income segments. Efforts to provide social security to low income households/unorganized sector enterprises are at a nascent stage. There have been government initiatives both at state and national levels, which include schemes such as old age pension scheme and family benefit scheme introduced under National Social Assistance Programme (NSAP) and recent schemes like Aam Aadmi Bima Yojana and Janashree Bima Yojana for "below poverty line" (BPL) households but these have had limited success so far, due to the lack of client education and information as well as inappropriate product design. The experience of the Bihar State Co-operative Milk Producers' Federation Ltd in implementing a micro-pension scheme is presented below:

7. Micro pensions – The COMPFED experience

Bihar State Co-operative Milk Producers' Federation Ltd (COMPFED) is constituted of five Milk Producer's Unions (MPUs) with around 300,000 members reaching 5,500 villages in the state. In September 2006, COMPFED launched a micro-pension scheme for its members wherein the members of MPUs contribute Rs.100 per month towards the UTI-Retirement Benefit Pension Fund up to the age of 55 years and are then eligible to receive regular cash flows as pensions after they reach the age of 58 years. This is a unit linked policy and, therefore, the pension amount depends on the NAV of the fund at the time the client attains the threshold age of 58 years. Until now 40,000 members of MPUs have opted for this scheme.

While welcoming this scheme there has also been a demand for insurance schemes for life and health; and COMPFED plans to introduce for its members in the near future an insurance package. These would be add-on schemes offered along with the micro-pension scheme provided by the UTI Mutual Fund for accident and health. The members will have to pay an additional Rs.30

per year per member on an annual basis with Rs.100,000 cover for accidental death, Rs.25,000 for normal death and Rs.10,000 for medical treatment. This risk will be underwritten by the National Insurance Company (NIC) on a group basis and the policies sold by the UTI Mutual Fund through COMPFED.

The Social Security Fund (SSF) was set up in 1988-89 for providing social security through group insurance schemes to the weaker and vulnerable sections of the society. Different group insurance schemes for the approved occupations belonging to these sections are being subsidized from this fund. These schemes now provide a sum assured up to Rs. 5,000/- on death with accident benefit of Rs.25,000. There are 24 approved occupational groups belonging to these sections of the society.

There are a large number of social security measures available for organized sector workers which are legislation-based but there are very few for the unorganized sector. Therefore, to achieve the inclusiveness of the vulnerable sections of about 6 crore BPL families, some welfare and insurance schemes are in operation providing health and life disability cover to meet expenditure after death or disability of the bread-winner through customized social security schemes.

The Unorganised Workers' Social Security Act, 2008 has been enacted to provide social security to the unorganised sector workers including domestic workers. The Act provides for formulation of social security schemes viz. life and disability cover, health and maternity benefits, old age protection and any other benefit as may be determined by the central government.

There are a total of 16 schemes administered by different ministries addressing the subset of the same target group. It implies that there is duplication of efforts resulting in not only underutilization of resources but also wastage of resources. This calls for resolving of the following issues:

1. *Uniformity among central schemes*
2. *Enlarging coverage and avoiding duplication*
3. *Covering the unprotected needy population*
4. *Comparative cost of administering the schemes for comparison and reforms*
5. *Data base to monitor the efficiency of coverage*
6. *Problem of choice among schemes*
7. *Treatment of premium paid/benefits in case of inter-sectoral labour mobility*
8. *Definitional problem on identification of beneficiary*

A brief analysis of these schemes has been made to see the efficacy in terms of coverage of the beneficiaries, claims preferred vis-à-vis premium amounts paid.

1. *Total number of beneficiaries under the Jan Shree Bima Yojana for covering 45 occupational groups is 1.19 crore*
2. *Total premium paid by GOI, NGOs and from social security fund since 2002 is Rs 545.67 crore*
3. *Total number of claims settled for death and accidents is 1,27,560 for which an amount of Rs 285.87 crore has been given as compensation against premium payment of Rs. 545.67 crore*
4. *In addition 273260 claims for scholarship for Rs 166.52 crores under the scheme as add-on benefit have been settled for which no additional premium was paid.*
5. *The total claims settled in monetary terms, therefore, are Rs. 452.39 crore.*
6. *The amount paid as premium by different sources exceeds by 47% as compared to the claims settled.*
7. *At the sub-group level, the story is as under:*

(i) *Under the Jan Shree Bima Yojana for the power loom workers, a total*

of 4,64,796 power loom weavers (23% approx.) out of 20 lakh, have been enrolled since 2003-04. This includes about 81,000 who have taken additional group insurance of Rs.30,000/- to cover natural and accidental death. For this, a total amount of Rs. 5.69 crore has been released as Government of India's contribution towards the premium.

(ii) *Under the Mahatma Gandhi Bunker Bima Yojana, totally 76,000 weavers out of 34.70 lakh have been insured since 2005-06 for which a total premium of Rs.34.88 crore has been paid as premium against which claim of about Rs.20 crore has been settled for death and accident related claims and an additional Rs. 6.10 crore for educational purposes.*

(iii) *Under the Bima Yojana for handicrafts artisans, out of total of 63 lakh, 4.2 lakh artisans have been insured since 2003-04 for a premium of Rs. 8.32 crore and so far claims have been preferred for only Rs. 2.3 crore.*

8. *Aam Admi Bima Yojana and Rashtriya Swasthaya Bima Yojana have started in 2008 and therefore it is too early to evaluate their performance.*
9. *Under the Universal Health Insurance Scheme for total of 14.72 lakh beneficiaries, the total premium paid since 2003 is Rs 22 crore against which claims worth Rs 6.54 crore have been settled. The scheme has a subsidy component for meeting the cost of the premium and GOI paid a subsidy of Rs 13 crore for the same.*
10. *In most of the schemes premium paid is much more than the claims settled.*

In the absence of relevant data base under different schemes, it is not possible to get a correct picture of the benefits and beneficiaries. The multiplicity of schemes addressing the same set of persons/families benefits results in overestimation of the beneficiaries. For e.g. some of the vocational groups covered under the Jan Shree Bima Yojana of Department of Financial Services are Aanganwadi workers and Helpers, Handloom Weavers, Artisans, Rural Poor etc - the same for which individual departments are also running an identical scheme with similar benefits.

Large number of states are running state specific insurance scheme for different set of groups with varied benefits.

The schemes available at present are customized schemes for a target group for a specific purpose. They do not offer any financial benefit to the insured person during his life time. In other words, there is no arrangement for payment of sum assured amount to the insured person during his life time.

8. National Agricultural Insurance Scheme (NAIS) / Rashtriya Krishi Bima Yojana:-

The Government of India introduced the scheme from Rabi 1999-2000 season to protect the farmers against losses suffered by them due to crop failure on account of natural calamities such as drought, flood, hailstorm, cyclone, fire, pest / diseases etc. so as to restore their credit-worthiness for the ensuing season. The scheme is currently implemented by Agriculture Insurance Company of India (AICIL). The scheme is available to all the farmers, loanee and non-loanee, irrespective of size of their holding. The scheme covers all food crops (cereals, millets and pulses) and oil seeds.

Farmers growing notified crops and availing crop loan from formal credit institutions are eligible under this scheme. A farmer may insure his crop beyond the value of threshold yield level up to 150% of average yield of notified area on payment of premium at commercial rates. Risks covered are fire & lightning, storm, cyclone, hailstorm, typhoon, tempest, hurricane, tornado, flood, inundation & landslide, drought, dry spells, pest / diseases; and excludes war, nuclear risk and malicious damage. Premium rates are 3.5% of SI for bajra and oilseeds, 2.5% for other kharif crops, 1.5% for wheat and 2% for other rabi crops and a 10% subsidy on premium for small & marginal farmers.

During the last 12 crop seasons (from Rabi 1999-2000 to Kharif 2005), 7.51 crore farmers have been covered over an area of 12.2 hectares insuring a sum of Rs.70,696 crore. Claims paid were of the order of Rs.7207 crore against premium income of Rs.2226 crore with a claims ratio of 309% benefiting more than 2 crore farmers.

Annual horticultural/commercial crops presently covered under NAIS are sugarcane, potato, cotton, ginger, onion, turmeric, chilly,

jute, tapioca, banana, pineapple, garlic, cumin, coriander and isabgol (Psyllium). Other annual horticultural/ commercial crops can also be covered under NAIS, subject to the availability of the past yield data. For kharif crops, the premium rates for Bajra (Pearl millet) and Oilseeds are 3.5% of the sum insured or actuarial rates, whichever is less; while for cereals and other millets and pulses, the premium rates are 2.5% of the sum insured or actuarial rates, whichever is less. For rabi crops, the premium rate for wheat is 1.5% of the sum insured or actuarial rate, whichever is less; while for other cereals and millets and pulses, the premium rates are 2% of the sum insured or actuarial rates, whichever is less. At present, 10% subsidy on premium is available to small & marginal farmers.

NAIS/RKBJ is presently being implemented in 23 States and 2 Union Territories namely, Andhra Pradesh, Assam, Bihar, Chattisgarh, Goa, Gujarat, Haryana, Himachal Pradesh, Jammu & Kashmir, Jharkhand, Karnataka, Kerala, Madhya Pradesh, Maharashtra, Meghalaya, Orissa, Rajasthan, Sikkim, Tamil Nadu, Tripura, Uttar Pradesh, Uttarakhand, West Bengal, Andaman & Nicobar Islands and Puducherry.

The performance under National Agricultural Insurance Scheme (NAIS) during 2007-08, and 2008-09 covering four seasons is given in the following table:

(Rs in crore)

S.No	Particulars	Kharif – '07	Rabi 07-08	Kharif '08	Rabi 08-09*
1	Farmers covered	13398561	5044016	13138325	2030670
2	Sum Insured	17007.56	7465.71	15565.43	2950.03
3	Premium	524.31	158.69	510.99	73.01
4	Claims Paid	913.33	796.53	920.32**	
5	Claims Ratio	174.20%	501.20%	180.10%	

* As on 20th March 2009 — Claims to be reported after receipt of Yield Data.

** As on 20th March 2009.

9. Crop Insurance Schemes:-

(a) Pilot Crop Insurance Scheme (PCIS) was introduced in 1979 in 13 states till 1984-85 and covered 62.7 crore farmers with premium collected being Rs.19,690 crore and claims settled being Rs.15,705 crore with a claims ratio of 79.76%; (b) Comprehensive Crop Insurance Scheme (CCIS) was introduced in 1999 with a coverage of 100% of crop loan subject to Rs.10,000/- per farmer with 50% of the premium payable by small and medium farmer and is sub-divided equally by Central and State Govt. Premium and claims were shared by Govt. of India and the state govt. in 2:1 ratio and the scheme is administered under multi-agency model,

involving Govt. of India, state govt., banking institutes and GIC. Farmers covered were 7.61 crore with covered area of 12.75 crore hectares with a premium of Rs.403 crore and claims of Rs.2303 crore and claims ratio of 572%; and (c) Farmers Income Insurance Scheme was introduced in 2002 and phased out in 2005. The scheme covered 7.8 crore farmers for a sum insured of Rs.7,550 crore and insurance premium of Rs.2326 crore. Claims paid were of the order of Rs.7,221 crore resulting in a high claims ratio of 310%.

(To be continued.....)

The author is Chief Accounts Officer, IRDA. The views expressed in the article are personal.



“मुझे अपने दावे के कागजात भेजे तीन हफ्ते हो गये ... मैं आशा करती हूँ कि वे जल्दी पैसा भेजें.”

“हाँ जरूर भेजेंगे. जब सब कागजात सही तरह हैं, तो उन्हें नियमानुसार ३० दिनों के अंदर दावे का भुगतान करना होता है.”

भारत में बीमा कंपनियों की निरीक्षात्मक समिति, बीमा विनियामक और विकास प्राधिकरण, पॉलिसी-धारकों के हितों की सुरक्षा करती है. कुछ नियम जो आई.आर.डी.ए.ने बनाये वे इस प्रकार हैं :

- बीमा कंपनी को, आवश्यक कागजात मिलने के ३० दिनों के अंदर या तो दावे का भुगतान करना है या उसका संबद्ध कारणों के साथ विरोध करना है.
- बीमा कंपनी प्रस्ताव स्वीकृत होने के ३० दिनों के अंदर, प्रस्ताव प्रपत्र की एक मुफ्त प्रतिलिपि संभावित पॉलिसी धारक को उपलब्ध कराएगी.
- बीमा कंपनी को, प्रस्ताव मिलने के १५ दिनों के अंदर उसे संसाधित और संचारित करना है.
- अगर सब आवश्यक कागजात मिलने पर भी दावे का भुगतान चुकाने में देर होती है, तो बीमा कंपनी अनुबद्ध रकम का ब्याज देने की दायी है.
- बीमा पॉलिसी-धारक १५ दिनों तक (पॉलिसी मिलने की तारीख से) “फ्री लुक पीरियड” का हकदार है, जिस दौरान वह पॉलिसी रद्द कर सकता है.
- बीमा कंपनी को पॉलिसी-धारक के किसी संदेश का जवाब, संदेश प्राप्ति के १० दिनों के अंदर देना होगा.



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प्रकाशक का संदेश



एक सामाजिक संस्थान के लिए, यह एक अखिरी कीमती अनुवृद्धि है जो वह अपने ग्राहक को देती है जो उन्हें दीर्घकाल में सफलता दिलाते हैं। अधिकाधिक, उत्पाद ही एक ऐसी वस्तु है जो व्यापारिक संस्थान किसी दी गई समय सीमा में पैदा करते हैं जोकि इस कीमती अनुवृद्धि के मूल्यांकन के लिए उत्तरदायी हैं। यह वक्तव्य न केवल उन संस्थानों के लिए सच है जो वास्तविक उत्पादों में व्यापार करती हैं वरन् यह उन पर भी लागू होता है जो वित्तीय सेवाओं के दायरे में कार्यरत हैं। आज के समय में सेवाओं के कार्यक्षेत्र में प्रदान किए जा रहे उत्पादों की महत्वता तेजी से बढ़ती जा रही है, जिससे कि सेवाओं के कार्यक्षेत्र का तेजी से विस्तार होता जा रहा है।

सामान्यता: विभिन्न उत्पादकों के उत्पादों का अवकलन करना एक कठिन कार्य है, चाहे वह विशिष्टताएं हो या प्रदान की जा रही सेवाएँ।

अतैव, यह कम्पनी की उन्नत योग्यता पर निर्भर करता है कि वो किस कार्य-कुशलता से अपने ग्राहक की कल्पनाओं को भली-भांती समझती है। खासतौर पर जब हम बीमाक्षेत्र की बात करते हैं तो हम कह सकते हैं कि उत्पाद की रूपरेखा तैयार करना कोई आसान काम नहीं है जोकि पूर्णतः अद्वितीय होगा - बल्की हमें विनियामक की स्वीकृति के साथ ही काम करना होता है। दाम, जोकि अपने आप में अन्य निर्णयात्मक व विभेदी तत्व हो सकता है, वह भी बीमांकन व प्रयोगात्मक मूल्यांकन का हिस्सा होने के कारण तोल मोल के लिए कोई उम्मीद नहीं छोड़ता है।

इन परिस्थितियों को समझते हुए, बीमाकर्ता को अपने अमूल्य संसाधनों को बाजार की माँग को पहचानने के लिए काम में लेना चाहिए ताकी यह पता चल सके कि किस प्रकार के उत्पाद बाजार में ग्राहक के ध्यान को आकर्षित कर सकते हैं ? एक प्राकृतिक सिद्धांत के अनुसार

उत्पादों के प्रदर्शन का भी अध्ययन किया जाना चाहिए जोकि पहले से ही बाजार में उतारे जा चुके हों तथा ग्राहक की माँगानुसार उनमें महत्वपूर्ण व यथाउचित बदलाव समय-समय पर किए जाने चाहिए। चालकों के मुख्य उत्पाद के साथ कल्पनाशील मिश्रण से कई विशिष्ट उपाय ढूँढे जा सकते हैं तथा बीमाकर्ताओं को अपनी शक्ति ऐसे योग्य मिश्रणों को पहचानने में लगानी चाहिए। मिश्रित-उत्पादों को हरी झंडी दिखाना अपने आप में उत्पाद की रूपरेखा में नवप्रवर्तन लाने की दिशा में एक बड़ा कदम है, तथा यह आशा की जा सकती है कि बीमाकर्ता भारतीय पॉलिसी छारक की जरूरतों को पूरा करने वाले कई उत्पाद तैयार करेंगे।

“बीमा में उत्पाद की रूपरेखा एवं विकास” पत्रिका के इस अंक का केंद्र बिंदु है। “बीमा में जोखिम अंकन” जो कि पिछले अंक का केंद्र बिंदु था, ने जैसा की माना जा रहा था, अत्यंत सफलता प्राप्त की है और इस बात को ध्यान में रखते हुए पत्रिका का अगला भाग भी “जोखिम अंकन” पर ही केन्द्रित होगा।

जे. हरि नारायण
अध्यक्ष

दृष्टि कोण

//

हाल ही में हुए वित्तीय संकट से एक पाठ तो यह मिलता है कि संगठित संचालन के लिए संस्थानों को एक सुचारु एकिकृत पद्धति की आवश्यकता है।

सुश्री तो स्वी लीन

उप प्रबंधक निदेशक, प्रुडेंशियल सुपर्विजन ग्रुप, मोनेटरी अथॉरिटी
ऑफ सिंगापुर

एन ए आई सी द्वारा, विनियामकों ने एक-तीन ऋण शोधन क्षमता निगरानी कार्यप्रणाली बनाई है - प्रतिवेदन, विश्लेषण एवं जाँच - ताकी बीमाधारक व अन्य दलों के दायित्व आज व भविष्य में पूरे किए जा सकें।

श्री सीन दिलवेग

विरकोन्सिन इंश्योरेंस कमिशनर

इंटरनेशनल एसोसिएशन ऑफ इंश्योरेंस सुपरवाइजर्स (आई ए आई एस) निरिक्षणात्मक सहकारिता एवं सूचना के आदान - प्रदान के प्रोत्साहन के लिए दृढ़ता से वचनबद्ध है।

श्री पीटर ब्रामुलर

अध्यक्ष, आई ए आई एस एक्सक्यूटिव कमेटी

संहवर्णात्मकता के संबंध में, हमने यह मुद्दा गंभीरता से लिया है और आशापूर्वक यह ज्यादा दिन तक नहीं चलेगा, भारत में संहवर्णात्मकता पहले स्वास्थ्य बीमा पॉलिसी में आरंभ की गई है।

श्री जो हरी नारायण

अध्यक्ष, बीमा विनियामक और विकास प्राधिकरण, भारत

ऑस्ट्रेलियन समाज में जीवन जोखिम कवच का निवेश हमेशा से धीमा रहा है तथा आज तक इस उद्योग की कोई भी कम्पनी या कम्पनियों का समूह इसमें मूल रूप से अधिक निवेश करने के लिए प्रोत्साहन का उपाय नहीं ढूँढ पाया है।

श्री ज़ोन ट्रोब्रिज

एक्सक्यूटिव मेम्बर, ऑस्ट्रेलियन प्रुडेंशियल रेगुलेशन अथॉरिटी

संस्थानों को बोर्ड व महत्वपूर्ण समितियों में ऐसे लोगों की आवश्यकता है जिन्हें विषय की संपूर्ण जानकारी हो एवं किसी भी परिस्थिति का सामना करने का सामर्थ्य रखते हों।

सुश्री सैली देवर

मैनेजिंग डाइरेक्टर, जोखिम, एफ एस ए (यूके)

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गीता सरीन का कहना है कि जब अर्थव्यवस्था एक सकारात्मक वृद्धि वक्र पर पहुँच गई है, तब यह वित्तीय साक्षरता के क्षेत्र में प्रदर्शन के अनुरूप नहीं है।

बीमा शिक्षा की आवश्यकता

एक राष्ट्रीय प्राथमिकता

वित्तीय ज्ञान, जहाँ तक हम समझते हैं, धन की रचना और धन के प्रबन्धन के लिए महत्वपूर्ण है। पिछले कुछ सालों में यह देखा गया है कि हमने, एक देश के रूप में साक्षरता स्तरों को सुधारने में एक उल्लेखनीय वृद्धि की है। हमने शिक्षा, विज्ञान अर्थशास्त्र के क्षेत्र में सीखने में महान उपलब्धियाँ हासिल की हैं। हालाँकि

भारतीय बाज़ार की जरूरत यह है कि उसे बीमा खरीदर व विक्रेता दोनों के बीच उच्च स्तरीय साक्षरता का विकास करे।

वित्तीय साक्षरता में सुधार की ओर यह यात्रा थोड़ी धीमी हो गई है और वित्तीय बाज़ार के बारे में जागरूकता धीमी यानी काफी कम है। वित्तीय क्षेत्र के भीतर, बीमा व्यवसाय को काफी उपेक्षा का सामना करना पड़ा क्योंकि इसे हमेशा एक उपकरण की तरह माना गया है जोकि “अगर और कोई विकल्प नहीं हैं” की तरह प्रयोग होता है। इसे आमतौर पर एक बचत उपकरण और एक कर बचत उपकरण के तौर पर देखा जाता है; जोखिम कवच जीवन बीमा में शुद्ध रूप से आकर्षक है। आवश्यकता की जरूरत व मूल्यांकन के बारे में बुनियादी तौर पर यह धारणा है कि यह व्यावहारिक रूप से ज्यादातर नहीं किये जाते। भारतीय बाज़ार की जरूरत यह है कि उसे बीमा खरीदर व विक्रेता दोनों के बीच उच्च स्तरीय साक्षरता का विकास करे।

आर्थिक मंदी जोकि 2008 में शुरू हुई उसने वित्त बाज़ार को बुरी तरह प्रभावित किया है जिससे कि उत्पादों, विनियमों, काम काज में पारदर्शिता तथा बाज़ार के पर्यावरण में बदलाव किये गये। प्रत्येक गतिशील उद्योग की भांति, जीवन तथा स्वास्थ्य बीमा उद्योग में कई कार्य व अन्तर्सम्बंध हैं। उत्पाद से जुड़ी हुई गतिविधियाँ, जोखिम अंकन व पॉलिसी देना, पुनर्बीमा लेना, दावों की देखरेख तथा ग्राहक सेवा उपलब्ध कराना से जुड़ी हुई गतिविधियाँ अत्यधिक विशिष्ट हैं और उनके विषय को पूरी तरह से समझने की जरूरत है।

मजबूत आर्थिक विकास के साथ मिल कर भारतीय बीमा बाजार के शानदार ढंग से बढ़ने की आशा है। भारत में बीमा प्रीमियम के लिये मौजूदा वित्त वर्ष में लगभग 15% की वृद्धि होने की आशा है और कुल प्रीमियम आय 2,90,000 करोड़ रुपए को छू लेगी। हमें यह समझने की जरूरत है कि ये सब भविष्यवाणियाँ सच होने को बाध्य हैं अगर प्रस्तुत भारतीय बीमा प्रीमियम प्रवृत्तियों का अध्ययन किया जाय तथा भारतीय बीमा निवेश की तुलना विश्व बीमा बाज़ार से की जाय।

भारत में प्रत्यक्ष प्रीमियम लेखा की विश्व प्रीमियमों - 2008 से तुलना

	भारत भारतीय रुपया (करोड़ में)	अमरीकी डॉलर (बिलियन)	विश्व अमरीकी डालर (करोड़ में)
कुल प्रीमियम	252,143.10	\$56,190	4,270
जीवन प्रीमियम	221,791.26	\$48,860	2,491
गैर जीवन प्रीमियम	30,351.84	\$7,329	1,779

स्त्रोत: स्विसरी (प्रीमियम डेटा); भारतीय रुपए प्रति अमरीकी डॉलर - 4.319 (2008 अंदाजा)

विश्व बीमा बाजार की तुलना में, भारतीय योगदान नागण्य है। फिर भी आँकड़े यह भी समझाते हैं कि यहाँ संरक्षण व विस्तार के बहुत अवसर हैं। यहाँ पर ध्यान देना सार्थक है कि जब विकसित अर्थव्यवस्थाएं जीवन प्रीमियम में 5.3% व गैर जीवन में 1.9% की मद्दी का अंदेशा दे रही हैं उस समय में उभरते बाजारों में जीवन प्रीमियम में 15% तथा गैर जीवन में 7.1% प्रीमियम की बढ़ोत्तरी दर्ज की गई है।

आई आर डी ए द्वारा जारी आंकड़ों के आधार पर भारतीय जीवन बीमा उद्योग में प्रीमियम आय में 2,21,791.26 करोड़ रुपए सन 2008-09 में दर्ज की गई जोकि पिछले वित्त वर्ष में 2,01,351.41 करोड़ रुपए की जोकि 9.09% अधिक है।

किसी भी अर्थव्यवस्था में, बीमा गतिविधि का स्तर वहाँ पर बीमा प्रवेश से आँका जाता है। जैसे बीमा प्रीमियम की देश के कुल घरेलू उत्पाद में एकप्रण का प्रतिशत। देश की कुल घरेलू उत्पाद में बढ़ोत्तरी आय स्तरों में वृद्धि का संकेत देता है जिसके फलस्वरूप बीमा प्रवेश भी स्वाभाविक रूप से बढ़ेगा। एक देश की आय बढ़ने व अन्य वस्तुओं के समान रहने से वह सभी प्रकार के बीमाओं पर व्यय करेगा। अतः भारत के लिए जहाँ 20 करोड़ जनता जोकि मध्य व उच्च आय सीमा में

आते हैं, बीमा माँग वस्तुतः सभी रूढ़ीवादी अनुमानों से कहीं ज्यादा हो सकता है। अब हमें बीमा की माँग की बढ़ती हुई जागरूकता पर ध्यान देना आवश्यक है। यह देखने की बात है कि भारत की 1.3 अरब की जनसंख्या में केवल 15% जीवन ही

विश्व बीमा बाजार की तुलना में, भारतीय योगदान नागण्य है। फिर भी आँकड़े यह भी समझाते हैं कि यहाँ संरक्षण व विस्तार के बहुत अवसर हैं।

बीमित हैं। ऐसे विशाल उपयुक्त जनसंख्या कोष के साथ, बीमा का महत्व निर्विवाद है और सारा जोर शिक्षा प्रदान और ज्ञान बाँटने के प्रति प्रेरित किया जाना चाहिए। एक मजबूत वृद्धि, और बीमा कारोबार के सुदृढ़ प्रवेश के लिए सफलता की कुंजी, सूचना के प्रसार और सीखने में नीहित है। दुनिया भर में परिपक्व बीमा बाजार में यह देखा गया है कि, बीमा शिक्षा, बेहतर समझ के लिए और जरूरतों के मूल्यांकन के लिए अग्रणी है। विभिन्न अनुसंधान परियोजनाओं के माध्यम से यह सिद्ध हुआ है कि अधिक शिक्षित या एक साक्षर व्यक्ति के घर में होने से बीमा कवच की जरूरत को ज्यादा महत्वता दी जा सकती है। आई आर डी ए एवं उद्योग के अन्य प्रतिभागी मिल कर बीमे की जागरूकता को प्रोत्साहन दे रहे हैं तथा समाज को इसकी महत्वता को समझा रहे हैं।

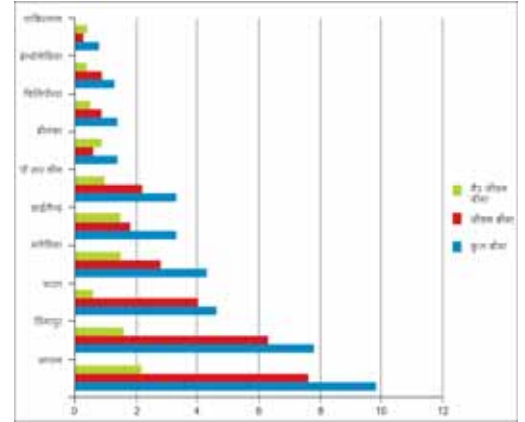
स्विस री की नवीनतम रिपोर्ट के अनुसार, भारत में बीमे का प्रवेश 4.75% है सन 2008-09 में, जिसमें कि 4.17% जीवन व्यापार में

है और 0.57 गैर जीवन व्यापार में। भारत का स्तर अन्य एशियाई देशों की तुलना में बीमा प्रवेश व धनत्व, निम्नलिखित तालिका व रेखाचित्र में दर्शाया गया है।

बीमा प्रवेश - कुछ एशियाई देशों व दुनिया के नेता 2008

जीवन	कुल	जीवन बीमा	गैर जीवन बीमा
जापान	9.8	7.6	2.2
सिंगपुर	7.8	6.3	1.6
भारत	4.6	4.0	0.6
मलेशिया	4.3	2.8	1.5
थाईलेण्ड	3.3	1.8	1.5
पी आर चीन	3.3	2.2	1.0
श्रीलंका	1.4	0.6	0.9
फिलिपीन्स	1.4	0.9	0.5
इण्डोनेशिया	1.3	0.9	0.4
पाकिस्तान	0.8	0.3	0.4
युनाइटेड किंगडम	15.7	12.8	2.9
ताइवान	16.2	13.3	2.9
दक्षिणी अफ्रीका	15.3	12.5	2.9

चुनिन्दा एशियन देशों में बीमा प्रवेश - 2008



कों बीमे के लाभों के बारे में सुझाव देने और उन्हें बीमा शिक्षा देने की और उनकी बीमा जरूरतों का मूल्यांकन करने के लिए मार्गदर्शन करने की आवश्यकता है। उतना ही, बीमा कम्पनियों के कर्मचारियों को भी बेहतर बीमा शिक्षा देने की आवश्यकता है, ताकि वह ग्राहक को सही बीमा व सेवाएँ उपलब्ध करा सकें। चलिए उन सबका एक-एक कर के अध्ययन करते हैं।

एक व्यक्ति विशेष के लिए बीमा ज्ञान “अपने या अपनी संपत्ति के लिए, किसी अभूतपूर्व जोखिम से सुरक्षा प्रदान करना ही बीमा है। बीमा साक्षरता एक व्यक्ति विशेष को निजि जोखिम तथ्यों का अवलोकन करने की क्षमता प्रदान करता है जोकि उसकी भौतिक सुरक्षा को प्रभावित करने हैं। बीमा मूलभूत रूप से ‘जोखिम’ से संबंधित है तथा जोखिम (बीमा में) हानि के होने पर ‘अकरमात सुरक्षा’ के रूप में माना गया है। मृत्यु का जोखिम प्रत्येक जीवन के साथ स्वाभाविक है। जिसका समय अनिश्चित है जिससे कि बीमा की जरूरत उजागर होती है। दुपहिया चालक, सड़क दुर्घटना में मारे जाते हैं या बुरी तरह से घायल हो जाते हैं, घर के मालिक अपनी संपत्ति हरिकेन, भूकम्प

बीमा मूलभूत रूप से ‘जोखिम’ से संबंधित है तथा जोखिम (बीमा में) हानि के होने पर ‘अकरमात सुरक्षा’ के रूप में माना गया है।

उपरोक्त संख्याएँ बेशक भारतीय बाजार में प्रचुर अवसर को इंगित करती हैं। आगे, चंकि विकसित अर्थव्यवस्थाएँ परिपूर्णता की तरफ इशारा कर रही हैं, वहीं पर भारतीय बाजार अधिक प्रलोभक भौगोलिक बीमा प्रमुखों से साबित हो रहा है जोकि आने वाले समय में अर्थव्यवस्था में विकास व उत्थान देख रहे हैं।

किसको प्रशिक्षण की आवश्यकता है ?

बाजार के अनन्त विस्तार को ध्यान में रखते हुए आम जनता

व अन्य आपदाओं में खो देते हैं, और इस प्रकार की आपदाएँ अक्सर होती रहती हैं। इस प्रकार की अवस्थाओं में, सम्पत्ति के विनाश या जीवन का जोखिम, अकस्मात होने वाली आपदाओं में सम्मिलित है। इस जोखिम के तत्व का प्रभाव सामाजिक व आर्थिक होता है जैसे चिन्ता एवं डर, कुछ वस्तुओं व सेवाओं में कमी, अकस्मात पूँजी के लिए अधिक संसाधनों का आबंटन करना, इत्यादि। बीमा एसी कइ प्रकार की समस्याओं के निदान में सहायता करता है व विशिष्ट परिस्थितियों में प्रभारी की भूमिका निभाता है। यह एक व्यक्ति विशेष के जोखिम को बीमा कम्पनी को स्थानांतरित करके एक आदमी के हितों की रक्षा करने का माध्यम है। इस परिवेश में विषय का ग्रहण व स्पष्ट समझदारी एवं बीमा व्यापार के प्रचालन के बारे में जानने से बीमा व्यापार को अत्यधिक प्रतिष्ठा प्राप्त होगी। एक व्यक्ति विशेष के लिए आर्थिक सुरक्षा के अलावा हम कह सकते हैं कि बीमा एक महत्वपूर्ण औजार है जोकि निम्नलिखित सेवाएँ प्रदान करता है:

1. आश्रितों के लिए आकस्मिक मृत्यु में आय प्रदान करना
2. वारिसों के उत्तराधिकार बनाना
3. बचत के स्रोत बनाना
4. वृद्धावस्था में आय का साधन प्राप्त कराना
5. धर्मार्थ सहयोग उपलब्ध कराना

वित्तीय साक्षरता लोगों को उनके सीमित बजट में खर्चों का अनुमान लगाने की क्षमता देती है साथ ही साथ उनके लिए व्यवस्थित

निवेशों, कर्जों की देख रेख और सुनियोजित निवेश फैसलों के लिए भी ज्ञान बढ़ाता है जोकि उनके स्वास्थ्य एवं सेवानिवृत्ति उपायों में काम आते हैं। शिक्षा उन्हें धोखाधड़ी व सौदों जो उन्हें वित्तीय हानि पहुँचा सकते हैं से लड़ने की क्षमता भी देगी।

सही मूल्य व सही तरह की पॉलिसी सही दाम पर बेचना ही एक पढ़े लिखे व अनुभवी एजेन्ट या दलाल की कुँजी है।

एक सलाहकार / एजेन्ट के लिए बीमा ज्ञान 'बीमा हमारे देश में अभी तक बेचा जाता है नाकि खरीदा।' जीवन बीमा बेचना बहुत जटिल व पेचीदा है अगर विषय ज्ञान पूरा नहीं है। सही मूल्य व सही तरह की पॉलिसी सही दाम पर बेचना ही एक पढ़े लिखे व अनुभवी एजेन्ट या दलाल की कुँजी है। ग्राहक के बदलते हुए व्यवहार से प्रस्तुत कार्य सेना के लिए एक चुनौती बन गया है जिसके कारण उन्हें बेचने के तरीकों व बेचने के बाद की सेवाओं में बदलाव लाना पड़ेगा। जैसा कि उपभोक्ता अब अधिक जागरूक और समजदार है उत्पादों की उपलब्धता को ले कर, अतः बिक्री दलों के लिए अत्यधिक व्यवसायिक सलाह देना अनिवार्य हो गया है। सेवाओं का घेरा अब केवल बीमा कवच उपलब्ध कराने तक नहीं रह गया है बल्कि यह ग्राहक के लिए पूर्ण वित्त योजना- कर योजना से निवेश भी है। एक बीमा सलाहकार को ग्राहक के लिए एक कार्यनीति बनानी होती है उसकी संपत्ति के प्रबंधन व विकास के लिए।

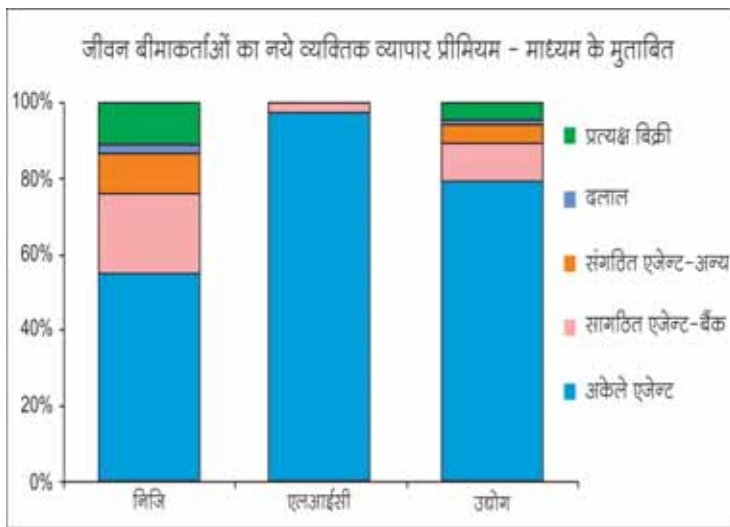
एजेन्ट एक उत्प्रेरक डॉक्टर की तरह कार्य करता है जो जल्द ही अपने मरीज की सही नब्ज ढूँढ लेता है और तुरन्त ही सुझाव व उपचार करता है।

ग्राहक को समझना- उसके व्यक्तित्व अभिलक्षण - उम्र, विवाह स्तर, स्वास्थ्य, आश्रितों, यहाँ तक कि वित्त अवस्था, उसका जोखिम को ले कर रुझान उसकी कुल आय, कर देयता और अन्य वित्त संपत्तियों और दायित्वों का सलाहकर्ता को ज्ञान

होना अनिवार्य है इससे पहले कि सलाहकर्ता उसे एक वित्त योजना का प्रारूप तैयार करे। कहा जाता है कि वित्त संबंधी ज्ञान की चपलता ही सफलता की कुँजी है।

भारत जैसे देश में, जहाँ बिक्री या प्रमुख स्रोत वस्तुतः सलाहकार हैं उनके लिए ज्ञान वर्धन ही उद्योग में उन्नति व बने रहने का एक जरिया है। निम्नलिखित चित्र से यह स्पष्ट होता है कि उद्योग का

जीवन बीमाकर्ताओं का नये व्यक्तिक व्यापार प्रीमियम - माध्यम के मुताबित



भारत जैसे देश में, जहाँ बिक्री या प्रमुख स्रोत वस्तुतः सलाहकार हैं उनके लिए ज्ञान वर्धन ही उद्योग में उन्नति व बने रहने का एक जरिया है।

80% हिस्सा अभी भी एजेन्टों के माध्यम से ही चल रहा है। इसको बनाए रखने के लिए यह आवश्यक है कि इसे निरन्तर संवारा जाय और इसे ग्राहक की अपेक्षा के मुताबित प्रशिक्षण दिया जाय। वित्तीय साक्षरता की उद्योग के सही दिशा में उत्थान की महत्वपूर्ण भूमिका है।

संगठन के प्रबंधकर्ताओं के लिए बीमा ज्ञान अकस्मिताओं में सुरक्षा प्रदान करने के प्राथमिक कार्य के

अलावा बीमा उद्योग आर्थिक उत्पाद में भी एक बड़ा साझेदार है - रोजगार उपलब्ध कराना, कर देना, समाज के उत्थान में सहायता करना, मूलभूत व्यवस्थाओं की उपलब्धि कराना। उदारीकरण के बाद 44 जीवन व गैर जीवन बीमा कम्पनियाँ उजागृत हुई हैं अपनी विशिष्ट सेवाएँ प्रदान करने के लिए। चूँकि, यह सभी आत्मनिर्भर कम्पनियाँ हैं अतैव यह अनेकानेक बाजार की अड़चनों के होते हुए भी अचूक प्रतिस्पर्धा के बीच कार्य करते हैं। इन कम्पनियों के द्वारा प्रस्तुत उत्पाद मूल रूप से समान ही रहते हैं पर उनमें विभिन्नता लाने के लिए कुछ गुण बदल दिए जाते हैं। बाजार में बने रहने और प्रतिस्पर्धा में रहने के लिए ग्राहक की माँगों का ध्यान रखना व उन्हें उनकी अपेक्षाओं के मुताबिक उत्पाद व सेवाएँ मुहय्या कराना अत्यन्त आवश्यक है। बीमा कम्पनियाँ विश्वास व सुरक्षा के तत्व से जुड़ी हुई हैं, इसलिए ज्यादातर वित्तीय भजबूती व विश्वसनियता दर्शाने वाले शब्दों का इस्तेमाल अपनी एक अलग पहचान बनाने के लिए करती हैं। अपनी इस पहचान व छवि को बनाए रखने के लिए संगठन के प्रत्येक कर्मचारी के लिए सिद्धांतों व कार्यप्रणाली की सम्पूर्ण जानकारी होना आवश्यक है।

अब निजी खिलाड़ी व्यवसायिक शिक्षा पर अत्यधिक जोर लगा रहे हैं क्योंकि आज कल वित्त उत्पादों में तेजी से बढ़ाव हो रहे हैं। सभी संगठनात्मक प्रबंधकर्ताओं को ग्राहकों से बंधन बनाने व लातमेल रखने के लिए बीमा सिद्धांतों व कार्य प्रणाली का वैचारिक ज्ञान होना अनिवार्य है। बीमा सिद्धांतों का ग्रहण ज्ञान जिनके आधार पर कार्य प्रणाली निर्धारित की जाती है न केवल प्रभावकारी कार्य बल्कि संगठन में तेजी से उन्नति का

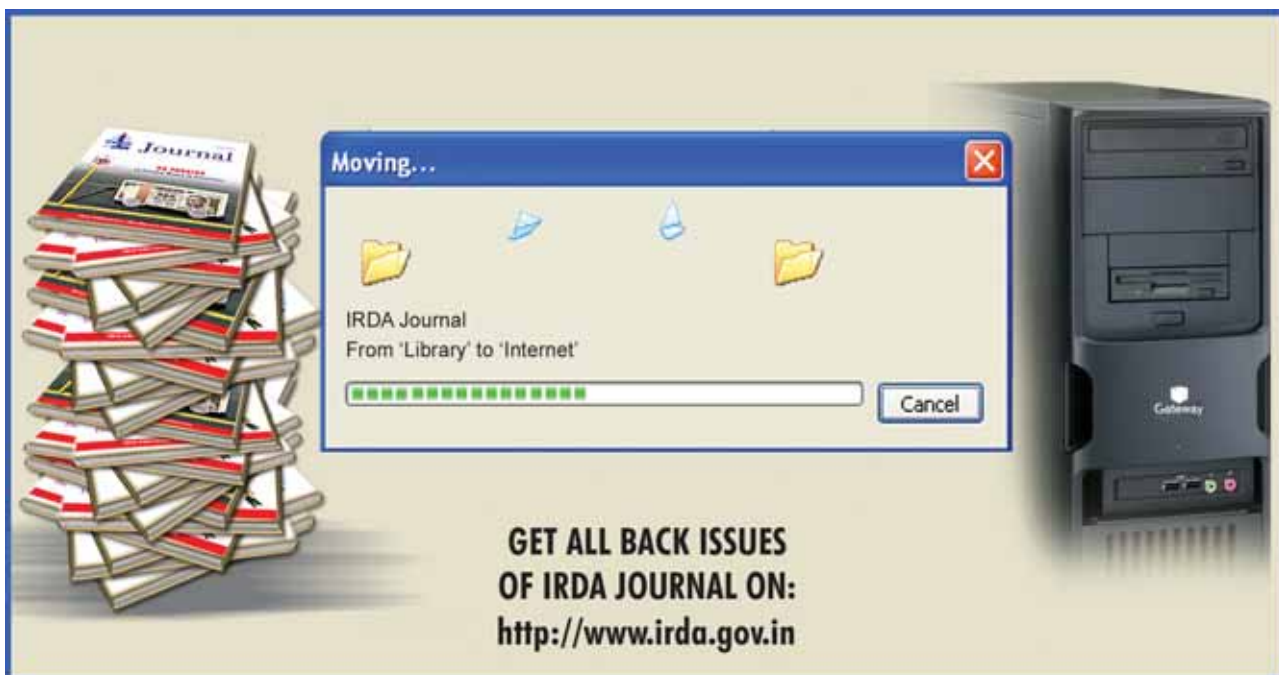
मार्ग बनाती है। बीमा संचालन की कार्य प्रणाली की समझ बीमाकर्ता व उसके ग्राहकों से उन्हें पॉलिसी के चालू होने से दावे के निपटारे तक जोड़ रखता है। किसी बीमा संगठन के काम करने से अगर कोई अत्यधिक जागरूकता ज्ञान के स्तरों को अपने व अन्य क्षेत्रों में दर्शा सकता है तो उसे उत्पादन बढ़ाने, कार्यकुशलता एवं प्रभावशीलता में अत्यधिक प्रशंसा मिलेगी।

शिक्षा प्रणाली अब बदल रही है और हम देख सकते हैं कि अब उच्चतर माध्यमिक शिक्षा में विद्यार्थी बीमा व बैंकिंग से संबंधित विषय ले सकते हैं। आने वाले समय में यह भी महसूस किया जायगा कि बीमा के आधारभूत सिद्धांतों पर ध्यान दिया जाय व प्राथमिक स्तर से ही विद्यार्थियों को पढ़ाया जाय, ताकि उन्हें व्यक्तिगत व

वित्तीय सुरक्षा की जरूरत के आधार पर विश्लेषण करने का मूलज्ञान प्राप्त हो। बीमा भारत में एक बड़ा अवसर है और यहाँ पर सभी सरकारी, निजि, उद्योग व नॉन-प्रौफिट संगठनों की मदद से एक बीमा शिक्षा उपलब्ध कराने का वातावरण बनाने की अत्यंत आवश्यकता है।

शिक्षा प्रणाली अब बदल रही है और हम देख सकते हैं कि अब उच्चतर माध्यमिक शिक्षा में विद्यार्थी बीमा व बैंकिंग से संबंधित विषय ले सकते हैं।

लेखक - संयुक्त प्रोफेसर, इंस्टिट्यूट ऑफ मैनेजमेंट टेक्नोलौजी - सेन्टर फॉर डिस्टैन्स लर्निंग गाज़ियाबाद।



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Report Card: General

GROSS PREMIUM UNDERWRITTEN FOR AND UP TO THE MONTH OF FEBRUARY, 2010

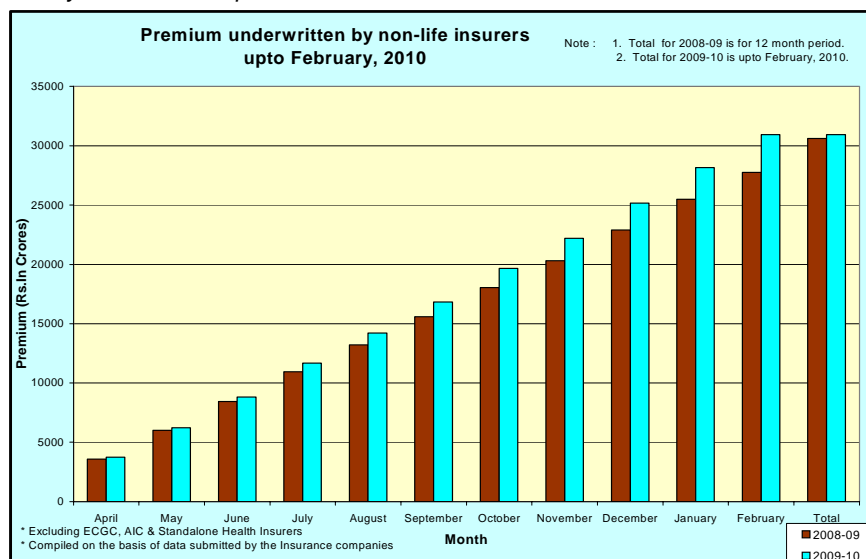
(Rs.in Crores)

INSURER	FEBRUARY		APRIL-FEBRUARY		GROWTH OVER THE CORRESPONDING PERIOD OF PREVIOUS YEAR
	2009-10	2008-09*	2009-10	2008-09*	
Royal Sundaram	78.57	65.07	820.44	728.10	12.68
Tata-AIG	76.05	63.47	813.77	813.19	0.07
Reliance General	137.41	140.74	1846.98	1776.64	3.96
IFFCO-Tokio	108.11	96.18	1336.86	1257.71	6.29
ICICI-Lombard	272.62	215.89	3002.74	3255.56	-7.77
Bajaj Allianz	213.13	193.08	2245.43	2407.50	-6.73
HDFC ERGO General	69.47	30.46	822.59	298.43	175.64
Cholamandalam	64.07	56.00	723.85	643.97	12.40
Future Generali	34.85	20.31	342.52	170.45	100.95
Universal Sampo	20.01	7.29	155.22	19.35	702.29
Shriram General	51.52	25.44	358.20	107.38	233.58
Bharti AXA General	32.17	6.44	244.06	20.74	1076.48
Raheja QBE \$	0.22	0.00	1.44	0.00	
New India	470.16	420.41	5427.93	4986.64	8.85
National	399.62	308.95	4104.18	3867.90	6.11
United India	384.14	316.35	4551.31	3810.07	19.45
Oriental	359.63	309.32	4139.02	3575.43	15.76
PRIVATE TOTAL	1158.20	920.37	12714.09	11499.02	10.57
PUBLIC TOTAL	1613.55	1355.03	18222.44	16240.04	12.21
GRAND TOTAL	2771.75	2275.40	30936.53	27739.06	11.53
SPECIALISED INSTITUTIONS:					
1. Credit Insurance					
ECGC	70.56	65.99	731.71	665.53	9.94
2. Health Insurance					
Star Health & Allied Insurance	134.34	10.11	921.00	494.49	86.25
Apollo MUNICH	9.43	4.72	100.18	42.73	134.44
Health Total	143.77	14.83	1021.18	537.22	90.09
3. Agriculture Insurance					
AIC	162.46	81.70	1421.85	736.65	93.02

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

\$ Commenced operations in April, 2009.

* Figures revised by insurance companies



Statistical Supplement

(Monthly - January, 2010)

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	3385	21037.91	30676.00	306370.00	0.53	-799.37	22574860.00	233444079.00
Previous year	3384.52	21837.28	32854.00	327806.00	1212.41	-1201.68	30319066.00	205750565.00
Marine Cargo	969	5767.57	13754.00	136679.00	-19.61	-577.73	18094278.00	80742420.00
Previous year	988.26	6682.87	12833.00	145040.00	165.65	77.53	10951670.00	54696799.00
Marine Hull (Including Onshore & Offshore oil energy)	53	567.21	156.00	1197.00	-9.99	-815.83	198272.00	2791068.00
Previous year	62.63	1290.18	173.00	1499.00	-39.85	484.90	243527.00	4578557.00
Marine (Total)	1021.29	6334.78	13910	137876	-29.60	-1393.57	18292550.00	83533488.00
Previous year (Total)	1050.88	7973.05	13006	146539	125.81	562.43	11195197.00	59275356.00
Aviation	149	2802.87	24.00	243.00	19.94	-55.16	3071838.00	24629421.00
Previous year	128.92	1919.69	24.00	366.00	119.86	1114.19	264073.00	12796237.00
Engineering	996	8264.99	1422.00	13732.00	-246.56	-990.21	10623672.00	95835084.00
Previous year	1242.20	10755.52	1968.00	15581.00	-116.27	-1632.65	8274752.00	87307617.00
Motor Own Damage	8926.61	83439.99	333811.00	3026823.00	1900.28	2399.40	703220.00	6271113.00
Previous year	7026.34	88396.27	288394.00	3249744.00	-1234.78	5439.80	584312.00	6462750.00
Motor Third party	3274.48	31781.37	335110.00	3095908.00	147.33	-2414.87		
Previous year	3127.15	38033.85	310892.00	3305244.00	-97.65	5975.28		
Motor (Total)	12201.10	115221.35	335110	3095908	2047.61	-15.47	703220.00	6271113.00
Previous year (Total)	10153.49	126430.12	310892	3305244	-1332.43	11415.08	584312.00	6462750.00
Workmen's compensation / Employer's liability	177	1469.20	1512.00	15036.00	39.42	-546.18	22457.00	247014.00
Previous year	137.78	1485.34	1314.00	14023.00	19.02	83.22	22412.00	252317.00
Public Liability	7	49.98	15.00	134.00	0.85	-597.80	15849.00	142376.00
Previous year	6.31	53.21	11.00	180.00	-0.09	-1.85	12525.00	222106.00
Product Liability	211	874.82	57.00	446.00	-150.97	-788.39	151022.00	686454.00
Previous year	361.61	1271.93	67.00	525.00	154.36	197.08	122580.00	802151.00
Other Liability Covers	520	3800.42	341.00	2905.00	-7.73	-338.45	342713.00	2159179.00
Previous year	528.04	3513.13	301.00	2396.00	377.26	589.23	300409.00	1479898.00
Liability (Total)	915.30	6194.41	1925	18521	-118.43	-2270.83	532041.00	3235023.00
Previous year (Total)	1033.74	6323.61	1693	17124	550.55	867.69	457926.00	2756472.00
Personal Accident	438	4505.95	7871.00	75419.00	-881.67	-1900.28	1521853.00	23076828.00
Previous year	1319.95	5416.25	9835.00	488949.00	431.05	1508.27	39261364.00	216479730.00
Medical Insurance	2168	20053.27	63417.00	974393.00	-3708.82	-6319.15	3202193.00	32172583.00
Previous year	5877.09	22665.02	189904.00	1330474.00	3765.56	6709.58	3812375.00	43055820.00
Overseas Medical Insurance	301	4462.29	33980.00	349862.00	-54.34	-689.34	44266.00	1521994.00
Previous year	355.71	5025.53	28057.00	410491.00	3.62	-60.28	18924.00	355972.00
Health (Total)	2469.64	24515.56	97397	1324255	-3763.16	-7008.49	3246459.00	33694577.00
Previous year (Total)	6232.80	27690.55	217961	1740965	3769.18	6649.29	3831299.00	43411792.00
Crop Insurance	0	0.00	0.00	0.00	0.00	-598.96	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	174	1561.28	24.00	233.00	58.03	-122.42	362933.00	5341350.00
Previous year	116.34	1236.76	17.00	169.00	-41.78	449.03	204631.00	2447059.00
All Other Miscellaneous	1436	12790.87	39719.00	449226.00	4389.77	3120.35	3124214.00	80774303.00
Previous year	-2954.16	11860.01	39595.00	951635.00	-4266.42	-1847.03	24001371.00	163156125.00
Grand Total	23185.16	203229.97	528078	5421783	1476.47	-12034.39	64053640.00	589835266.00
Previous year (Total)	21708.69	221442.84	627845	6994378	451.95	17884.62	118393991.00	799843703.00

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
388.87	1805.67	7089.00	52535.00	0.00	0.00	0.00	0.00		
173.16	2063.26	7318.00	56425.00	0.00	0.00	0.00	0.00		
38.65	321.51	578.00	5250.00	0.00	0.00	0.00	0.00		
86.22	457.41	536.00	6329.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
38.65	321.51	578	5250	0.00	0.00	0	0	0	0
86.22	457.41	536	6329	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		
126.55	939.19	257.00	1238.00	0.00	0.00	0.00	0.00		
169.56	1603.20	85.00	1116.00	0.00	0.00	0.00	0.00		
101.43	1356.50	2966.00	46276.00	0.00	0.00	0.00	0.00		
200.19	5808.44	9355.00	110556.00	0.00	0.00	0.00	0.00		
1031.09	10196.65	33401.00	284571.00	0.00	0.00	0.00	0.00		
1096.18	8290.21	31365.00	316345.00	0.00	0.00	0.00	0.00		
1132.52	11553.15	33401	284571	0.00	0.00	0	0	0	0
1296.37	14098.65	31365	316345	0.00	0.00	0	0	0	0
22.35	203.26	285.00	2680.00	0.00	0.00	0.00	0.00		
35.64	269.66	229.00	2435.00	0.00	0.00	0.00	0.00		
0.21	0.83	6.00	8.00	0.00	0.00	0.00	0.00		
1.31	12.31	11.00	47.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
3.57	50.34	7.00	97.00	0.00	0.00	0.00	0.00		
0.00	10.23	0.00	71.00	0.00	0.00	0.00	0.00		
26.13	254.43	298	2785	0.00	0.00	0	0	0	0
36.95	292.20	240	2553	0.00	0.00	0	0	0	0
43.47	512.91	3835.00	15875.00	1.56	11.94	7800.00	49451.00		
71.88	598.07	1400.00	11926.00	7.02	28.14	17550.00	154461.00		
100.05	474.29	2273.00	11479.00	0.00	0.00	0.00	0.00	75803.00	741582.00
82.34	430.13	401.00	10282.00	0.00	0.00	0.00	0.00	86542.00	811652.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
100.05	474.29	2273	11479	0.00	0.00	0	0	75803	741582
82.34	430.13	401	10282	0.00	0.00	0	0	86542	811652
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
267.43	3175.76	8868.00	117432.00	0.00	0.00	0.00	0.00		
362.98	3598.90	19227.00	200343.00	0.00	0.00	0.00	0.00		
2123.67	19036.91	56599	491165	1.56	11.94	7800	49451	75803	741582
2279.46	23141.82	60572	605319	7.02	28.14	17550	154461	86542	811652

Name of the Insurer: *Bharti Axa General Insurance Company 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	155.73	2210.14	959.00	12954.00	155.73	2054.41	218.62	4007520.91
Previous year	69.44	171.04	101.00	367.00	69.44	101.60	145909.01	336186.23
Marine Cargo	75.09	417.77	162.00	1329.00	75.09	377.69	200.50	1491465.23
Previous year	10.84	29.21	49.00	137.00	10.84	18.36	28341.47	63548.37
Marine Hull (Including Onshore & Offshore oil energy)					0.00	0.00		
Previous year								
Marine (Total)	75.09	417.77	162	1329	75.09	377.69	200.50	1491465.23
Previous year (Total)	10.84	29.21	49	137	10.84	18.36	28341.47	63548.37
Aviation					0.00	0.00		
Previous year					0.00	0.00		
Engineering	147.53	1099.68	167.00	1706.00	147.53	952.16	494.40	3250508.01
Previous year	120.94	263.65	119.00	304.00	120.94	142.71	471186.35	655178.78
Motor Own Damage	1668.33	9460.28	27441.00	122578.00	1668.33	7791.95	3286.77	600087.15
Previous year	301.28	708.87	3659.00	8146.00	301.28	407.60	23497.00	54432.79
Motor Third party	504.34	2909.19	27441.00	150019.00	504.34	2455.81		
Previous year	72.81	157.88	3659.00	8146.00	72.81	85.07		
Motor (Total)	2172.67	12369.47	27441	150019	2172.67	10247.75	3286.77	600087.15
Previous year (Total)	374.08	866.75	3659	8146	374.08	492.66	23497.00	54432.79
Workmen's compensation / Employer's liability	24	168	171	1319	24.19	136.43	33	15540
Previous year	18	36	30	78	18.12	17.99	1449	2861
Public Liability					0.00	0.00		
Previous year								
Product Liability					0.00	0.00		
Previous year								
Other Liability Covers	46	89	38	117	45.75	43.29	52	29882
Previous year								
Liability (Total)	69.94	257.00	209	1436	69.94	179.72	84.69	45422.81
Previous year (Total)	18.12	36.11	30	78	18.12	17.99	1448.78	2860.72
Personal Accident	700.57	1528.42	791.00	6019.00	700.57	827.86	1699.05	8870887.70
Previous year	12.97	17.11	649	1419	12.97	4.14	16508.02	20415.00
Medical Insurance	825.31	3084.15	1142.00	6848.00	825.31	2978.58	5897.31	23679.93
Previous year	35.71	35.71	16	16	35.71	35.71	107.70	107.70
Overseas Medical Insurance					0.00	0.00		
Previous year								
Health (Total)	825.31	3084.15	1142	6848	825.31	2978.58	5897.31	23679.93
Previous year (Total)	35.71	35.71	16	16	35.71	35.71	107.70	107.70
Crop Insurance					0.00	0.00		
Previous year								
Credit Guarantee					0.00	0.00		
Previous year								
All Other Miscellaneous	30.11	222.01	855.00	10233	30.11	191.89	66.99	526881.61
Previous year	4.65	10.44	58	127	4.65	5.79	55572.53	95847.12
Grand Total	4176.95	21188.65	31726	190544	4176.95	17810.06	11948.33	18816453.35
Previous year (Total)	646.76	1430.01	4681	10594	646.76	818.96	742570.86	1228576.71

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
	13.57		3153.00						
			1.00						
0.00	0.00	0	1	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
	0.13		2.00						
15.80	39.29	478.00	1469.00						
0.56	1.03	9.00	15.00						
4.57	13.26								
20.36	52.55	11	1469	0.00	0.00	0	0	0	0
0.56	1.03	9	15	0.00	0.00	0	0	0	0
	2		6.00						
0.00	2.01	0	6	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.64	283.57	24.00	156.00						
0.93	1190.04	2.00	37.00		586.25		1400000		
0.93	1190.04	2	37	0.00	586.25	0	1400000	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
	9.94		2560.00						
21.93	1551.80	#VALUE!	7384	0.00	586.25	0	1400000	0	0
0.56	1.03	9	15	0.00	0.00	0	0	0	0

Name of the Insurer: Cholamandalam Ms General Insurance Company 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	313.06	4,252.20	1,036	14,628	41.58	(895.39)	1,680,556	16,202,468
Previous year	271.48	5,147.59	1,490	17,316	(267.18)	(1,229.92)	1,492,255	18,073,650
Marine Cargo	509.93	3,565.98	423	10,125	168.31	355.97	1,901,446	14,454,902
Previous year	341.62	3,210.00	594	8,825	54.73	507.43	2,173,152	15,736,008
Marine Hull (Including Onshore & Offshore oil energy)	0.93	94.90	-	49	(4.67)	(28.03)	-	20,299
Previous year	5.60	122.93	-	-	5.60	(25.44)	656	25,573
Marine (Total)	510.87	3,660.88	423	10,174	163.64	327.94	1,901,446	14,475,201
Previous year (Total)	347.22	3,332.93	594	8,825	60.32	481.99	2,173,808	15,761,581
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	15.10	-	-
Engineering	139.73	1,934.11	66	3,409	(158.05)	(298.49)	824,920	5,372,156
Previous year	297.78	2,232.60	133	2,708	(22.39)	(385.83)	620,558	4,691,793
Motor Own Damage	2,848.14	26,219.68	48,238	444,338	388.54	10,472.61	174,735	1,598,394
Previous year	2,459.61	15,747.07	31,027	284,472	642.66	6,750.59	121,069	857,716
Motor Third party	1,163.33	10,709.45	-	-	452.00	(533.79)	-	-
Previous year	711.33	11,243.24	-	-	315.76	2,656.07	-	-
Motor (Total)	4,011.47	36,929.12	48,238	444,338	840.53	9,938.81	174,735	1,598,394
Previous year (Total)	3,170.94	26,990.31	31,027	284,472	958.42	9,406.66	127,903	1,096,233
Workmen's compensation / Employer's liability	47.50	386.28	-	857	9.34	(43.24)	7,635	58,624
Previous year	38.17	429.52	312	2,758	5.85	76.83	6,885	51,742
Public Liability	22.59	730.11	125	3,286	(15.82)	(17.14)	15,891	231,883
Previous year	38.41	747.25	250	1,333	(16.53)	(150.35)	8,658	214,693
Product Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	70.09	1,116.39	125	4,143	(6.48)	(60.38)	23,526	290,507
Liability (Total)	(60.38)	23,526	290,507					
Previous year (Total)	76.58	1,176.77	562	4,091	(10.68)	(73.52)	15,544	266,435
Personal Accident	201.94	2,411.61	2,209	19,503	(544.71)	(250.20)	778,994	5,094,711
Previous year	746.65	2,661.80	517	10,331	639.59	1,646.10	75,077	694,232
Medical Insurance	782.99	12,984.86	2,311	23,700	(229.11)	(816.37)	41,220	880,077
Previous year	1,012.10	13,801.23	1,046	16,839	14.46	4,544.13	223,422	956,837
Overseas Medical Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Health (Total)	782.99	12,984.86	2,311	23,700	(229.11)	(816.37)	41,220	880,077
Previous year (Total)	1,012.10	13,801.23	1,046	6,839	14.46	4,544.13	223,422	956,837
Crop Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	164.81	2,688.94	3,906	155,155	(116.30)	(764.89)	305,506	3,941,436
Previous year	281.11	3,453.83	10,646	359,840	31.63	840.83	434,044	3,686,195
Grand Total	6,194.96	65,978.11	58,314	675,050	(8.90)	7,181.05	5,730,902	47,854,951
Previous year (Total)	6,203.86	58,797.06	46,015	704,422	1,404.18	15,245.54	5,162,610	45,226,956

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
-	0.27	-	2.00	127.88	1,293.88				
-	4.05	-	51.00	282.40	2,436.89	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	38.10	342.62				
-	-	-	-	20.90	439.61	-	-		
156.25	1,519.52	2,266.00	22,396.00	-	-	-	-		
139.16	1,178.19	2,243.00	19,285.00	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
156.25	1,519.52	2,266.00	22,396.00	-	-	-	-		
139.16	1,178.19	2,243.00	19,285.00	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
274.10	2,797.30	4.00	11.00	-	-	-	-		
345.00	2,576.00	5.00	11.00	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
274.10	2,797.30	4.00	11.00	-	-	-	-		
345.00	2,576.00	5.00	11.00	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	0.43	-	3.00	63.84	465.05				
-	0.06	-	4.00	77.10	591.85	-	-		
430.35	4,317.52	2,270.00	22,412.00	229.82	2,101.55	-	-	-	-
484.16	3,758.29	2,248.00	19,351.00	380.40	3,468.35	-	-	-	-

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

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	6619	66116	938	10740	404	6162	217347	3339031
Previous year	6215	59953	1272	11081	515	6859	283392	2943968
All Other Miscellaneous								
Previous year								
Grand Total	6618.77	66115.55	938	10740	404.18	6162.07	217346.79	3339030.61
Previous year (Total)	6215.00	59953.00	1272	11081	515.00	6859.00	283392.00	2943968.00

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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: Future Generali India Insurance Co. 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	603.31	3261.77	479	4834	340.32	1831.52	1560973.66	3754194.93
Previous year	262.99	1430.24	345	2584	0.00	1272.62	330324.33	2731292.19
Marine Cargo	175.55	1287.97	1924	17119	53.56	743.82	613720.41	2834430.14
Previous year	122.00	544.15	719	6366	114.37	484.13	720879.35	2161975.45
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)	175.55	1287.97	1924	17119	53.56	743.82	613720.41	2834430.14
Previous year (Total)	122.00	544.15	719	6366	114.37	484.13	720879.35	2161975.45
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	181.68	1240.12	189	1599	134.26	296.14	139816.28	587370.34
Previous year	47.41	943.97	172	985	41.10	922.63	52106.86	956993.91
Motor Own Damage	1435.51	11490.32	36470	321141	755.84	5100.01	131895.84	868250.25
Previous year	778.77	5132.52	30500	186159	755.84	5100.01	64706.46	380565.20
Motor Third party	560.35	4545.68	13	4026	294.93	1695.17		
Previous year	298.37	1700.34	30500	186159	294.93	1695.17		
Motor (Total)	1995.86	16036.00	36470	321141	1050.77	6795.18	131895.84	868250.25
Previous year (Total)	1077.14	6832.86	30500	186159	1050.77	6795.18	64706.46	380565.20
Workmen's compensation / Employer's liability	26.44	246.82	225	1865	16.69	158.84	3479.85	19415.50
Previous year	9.75	87.98	106	506	10	88	1157.11	10603.83
Public Liability	0.00	0.00	0	0	-3.20	-7.32	0.00	0.00
Previous year	3.20	7.32	9	75	3	7	98.03	830.89
Product Liability	127.45	502.24	76	589	83.95	196.52	15756.25	67782.73
Previous year	43.50	305.72	38	228	43	306	10492.26	69788.70
Other Liability Covers	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
Liability (Total)	153.88	749.06	301	2454	97.44	348.04	19236.10	87198.23
Previous year (Total)	56.45	401.02	153	809	56.45	401.02	11747.40	81223.42
Personal Accident	188.40	1155.60	1480	11623	78.36	274.32	532142.34	2303932.42
Previous year	110.05	881.29	1516	5529	-155.70	615.54	532066.95	2419148.89
Medical Insurance	2094.60	5662.40	679	6170	1197.16	2063.59	8069.15	44133.20
Previous year	897.44	3598.81	904	4398	897.44	3598.81	51029.34	283365.37
Overseas Medical Insurance	46.19	490.97	2705	30379	46.19	490.97	5375.62	39252.17
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Health (Total)	2140.79	6153.36	3384	36549	1243.35	2554.56	13444.77	83385.37
Previous year (Total)	897.44	3598.81	904	4398	897.44	3598.81	51029.34	283365.37
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	120.39	883.02	5248	29449	56.23	501.71	122695.61	725094.69
Previous year	64.17	381.30	1280	8971	63.16	380.29	60989.08	541438.67
Grand Total	5559.87	30766.89	49475	424768	3054.28	13345.29	3133925.01	11243856.38
Previous year (Total)	2637.64	15013.63	35589	215801	2067.58	14470.22	1823849.77	9556003.10

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
31.07	86.94	23	185.00						
22.75	46.06	148	556.00						
22.75	46.06	148	556.00	0.00	0.00	0	0		
				0.00	0.00	0	0		
5.88	29.83	15	70.00						
181.97	675.16	3905	14366.20						
	115.06		8650.00						
77.99	289.36	1673	6156.80						
	56.00		8650.00						
259.96	964.52	5578	20523.00	0.00	0.00	0	0		
0.00	171.06	0	8650	0.00	0.00	0	0		
41.25	63.14	20	104.00						
41.25	63.14	20	104.00	0.00	0.00	0	0		
				0.00	0.00	0	0		
	23.50		3669.00						
7.95	273.95	150	599.00						
7.95	273.95	150	599.00	0.00	0.00	0	0	62000	266239
				0.00	0.00	0	0	0	0
41.83	271.78	4769	25217.00						
410.69	1736.22	10703	47254	0.00	0.00	0	0	62000	266239
0.00	194.56	0	12319	0.00	0.00	0	0	0	0

Name of the Insurer: *HDFC ERGO General Insurance Company 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	544.93	8,390.00	1,326	7,081	222.31	5,021.45	962,270	18,802,128
Previous year	322.62	3,368.55	69	487	310.16	2,732.94	490,549	5,802,428
Marine Cargo	201.58	1,136.67	116	918	121.20	653.58	464,760	4,004,230
Previous year	80.38	483.10	56	287	46.61	229.39	184,301	1,255,441
Marine Hull (Including Onshore & Offshore oil energy)	236.52	1,093.82	21	161	233.72	922.01	286,678	359,563
Previous year	2.80	171.81	1	5	2.80	171.81	1,402	193,009
Marine (Total)	438.11	2,230.49	137	1,079	354.92	1,575.58	751,437	4,363,792
Previous year (Total)	83.19	654.90	57	292	49.42	401.20	185,703	1,448,450
Aviation	589.52	1,746.05	-	9	542.68	1,640.70	-	694,056
Previous year	46.84	105.35	-	2	46.84	105.35	-	45,868
Engineering	301.71	2,235.40	255	1,336	178.87	1,329.55	575,177	2,847,297
Previous year	122.84	905.84	24	237	70.28	399.19	121,145	1,383,145
Motor Own Damage	1,836.60	15,104.96	31,605	268,493	637.11	5,188.84	121,106	964,483
Previous year	1,199.49	9,916.12	29,346	186,348	97.20	(238.77)	69,396	517,185
Motor Third party	798.70	6,811.07	41,935	355,755	323.20	4,497.45		
Previous year	475.49	2,313.62	29,346	186,348	331.78	1,005.15		
Motor (Total)	2,635.30	21,916.03	41,935	355,755	960.32	9,686.28	121,106	964,483
Previous year (Total)	1,674.98	12,229.74	29,346	186,348	428.98	766.38	69,396	517,185
Workmen's compensation / Employer's liability	26.24	168.89	19	268	18.65	110.65	14,052	133,710
Previous year	7.60	58.24	11	114	(0.38)	24.30	4,855	41,136
Public Liability	4.68	66.46	10	104	(0.47)	9.13	3,872	58,795
Previous year	5.15	57.33	6	63	4.77	30.56	2,650	20,579
Product Liability	18.67	48.02	3	16	18.67	16.92	1,882	12,459
Previous year	-	31.10	-	10	-	26.06	-	9,827
Other Liability Covers	348.67	5,967.41	76	685	197.25	3,178.35	68,489	1,180,132
Previous year	151.42	2,789.06	64	544	(9.00)	944.94	47,127	741,753
Liability (Total)	398.27	6,250.77	108	1,073	234.10	3,315.04	88,295	1,385,095
Previous year (Total)	164.16	2,935.73	81	731	(4.60)	1,025.86	54,633	813,295
Personal Accident	727.36	5,032.48	48,334	275,208	655.37	4,483.04	518,392	7,756,363
Previous year	71.99	549.44	113	806	36.35	68.14	503,969	1,948,520
Medical Insurance	1,784.45	19,466.90	17,330	87,076	1,464.48	15,809.47	144,440	950,339
Previous year	319.97	3,657.43	214	747	281.52	1,538.35	9,674	149,406
Overseas Medical Insurance	(36.05)	532.36	245	3,818	(91.61)	(61.72)	1,289,265	10,011,018
Previous year	55.57	594.08	64	1,026	10.81	61.31	821,658	11,204,745
Health (Total)	1,748.41	19,999.27	17,575	90,894	1,372.87	15,747.75	1,433,705	10,961,357
Previous year (Total)	375.54	4,251.52	278	1,773	292.33	1,599.66	831,332	11,354,151
Crop Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	1,623.29	7,511.54	2,979	18,440	1,123.81	5,715.45	1,866,139	6,161,298
Previous year	499.49	1,796.10	744	2,780	385.50	1,100.88	726,917	2,330,256
Grand Total	9,006.89	75,312.03	112,649	750,875	5,645.24	48,514.85	6,316,523	53,935,869
Previous year (Total)	3,361.65	26,797.17	30,712	193,456	1,615.26	8,199.60	2,983,642	25,643,297

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
2.18	470.47	27	196	-	-	-	-	-	-
-	32.85	(1)	13	-	-	-	-	-	-
0.22	135.39	7	80	-	-	-	-	-	-
-	154.01	-	8	-	-	-	-	-	-
-	0.15	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
0.22	135.54	7	80	-	-	-	-	-	-
-	154.01	-	8	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
21.04	197.31	16	127	-	-	-	-	-	-
-	41.87	(3)	6	-	-	-	-	-	-
410.27	2,535.67	8,633	63,429	-	-	-	-	-	-
120.04	1,047.51	2,770	18,604	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
410.27	2,535.67	8,633	63,429	-	-	-	-	-	-
120.04	1,047.51	2,770	18,604	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
5.12	8.51	2	15	-	-	-	-	-	-
-	1.13	-	3	-	-	-	-	-	-
-	0.48	-	4	-	-	-	-	-	-
-	1.09	-	3	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	3.60	-	1	-	-	-	-	-	-
1.50	30.73	1	15	-	-	-	-	-	-
-	354.85	(1)	25	-	-	-	-	-	-
6.62	39.72	3	34	-	-	-	-	-	-
-	360.67	(1)	32	-	-	-	-	-	-
45.71	246.11	3,294	16,143	-	-	-	-	-	-
0.04	31.28	(4)	153	-	-	-	-	-	-
58.15	1,925.78	517	2,369	6.04	34.38	19,292.00	42,642	40,650	539,700
-	4.99	-	2	-	-	-	-	9,505	176,943
0.92	14.08	2	188	-	-	-	-	10,685	86,635
-	12.81	4	24	-	-	-	-	8,131	79,174
59.07	1,939.86	519	2,557	6.04	34.38	19,292	42,642	51,335	626,335
-	17.79	4	26	-	-	-	-	17,636	256,117
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
71.28	458.94	611	1,760	-	-	-	-	-	-
3.18	14.87	15	76	-	-	-	-	-	-
616.40	6,023.61	13,110	84,326	6	34	19,292	42,642	51,335	626,335
123.27	1,700.86	2,780	18,918	-	-	-	-	17,636	256,117

Name of the Insurer: ICICI Lombard General Insurance Company 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	1,167.88	24,587.16	2,025	21,604	(1,207.14)	(3,509.39)	2,535,712	38,456,570
Previous year	2,375.02	28,096.54	2,172	25,745	789.84	(13,642.65)	9,610,363	58,605,618
Marine Cargo	893.99	7,111.58	672	7,638	(114.18)	(1,100.33)	2,901,580	25,995,870
Previous year	1,008.17	8,211.91	460	7,716	(6.77)	2,381.44	2,040,969	24,656,522
Marine Hull (Including Onshore & Offshore oil energy)	623.08	6,212.15	47	545	54.13	(6,552.44)	75,542	3,869,589
Previous year	568.95	12,764.59	18	673	(1,210.04)	(2,000.63)	- 31,859	3,824,616
Marine (Total)	1517.08	13323.73	719	8183	-60.04	-7652.77	2977122.03	29865458.19
Previous year (Total)	1577.12	20976.50	478	8389	-1216.81	380.81	2009110.30	28481138.34
Aviation	216.52	5,521.88	11	154	(111.49)	573.06	139,046	21,944,920
Previous year	328.02	4,948.82	14	169	(473.85)	1,139.50	362,867	17,440,840
Engineering	1,076.83	13,648.70	499	5,571	(255.40)	(3,688.26)	643,784	8,231,932
Previous year	1,332.23	17,336.96	599	7,185	(3.97)	1,542.32	98,478	15,689,278
Motor Own Damage	8,819.24	76,873.89	286,578	2,613,786	1,493.83	3,854.75	988,614	9,439,041
Previous year	7,325.42	73,026.59	234,899	2,035,030	(753.64)	(3,026.37)	1,080,394	9,179,298
Motor Third party	4,131.73	34,782.16	304,701	2,818,604	(266.71)	(2,221.29)		
Previous year	4,398.44	36,995.99	268,206	2,350,213	1,419.14	6,441.75		
Motor (Total)	12950.97	111656.04	304701	2818604	1227.11	1633.46	988614.42	9439041.49
Previous year (Total)	11723.86	110022.58	268206	2350213	665.50	3415.38	1080394.02	9179297.79
Workmen's compensation / Employer's liability	117.39	980.78	382	3,205	41.36	87.03	18,478	162,111
Previous year	76.03	893.75	246	3,327	(2.11)	23.37	11,736	115,189
Public Liability	1.59	46.91	6	107	1.59	(9.59)	3,000	97,409
Previous year	0.00	56.50	-	124	(0.25)	(4.01)	-	101,197
Product Liability	55.15	237.39	4	53	(32.31)	(105.63)	2,510	51,975
Previous year	87.46	343.02	12	70	34.68	(50.27)	11,114	92,711
Other Liability Covers	1,636.78	8,671.65	123	1,376	878.67	2,245.25	146,695	1,852,390
Previous year	758.11	6,426.39	131	1,581	242.90	332.74	83,644	1,566,251
Liability (Total)	1810.91	9936.73	515	4741	889.31	2217.06	170683.81	2163884.02
Previous year (Total)	921.60	7719.67	389	5102	275.22	301.83	106492.96	1875347.72
Personal Accident	582.03	7,105.80	15,779	137,063	34.59	(3,223.99)	1,495,736	20,568,816
Previous year	547.44	10,329.79	14,774	97,515	(189.30)	160.53	1,623,044	126,587,736
Medical Insurance	10,358.31	68,730.92	24,717	254,039	(1,081.53)	(19,964.17)	424,534	3,184,181
Previous year	11,439.84	88,695.09	37,593	435,911	4,319.31	19,786.48	506,860	7,553,119
Overseas Medical Insurance	333.57	4,840.84	28,878	275,264	(113.79)	(305.08)	679,884	8,685,594
Previous year	447.36	5,145.92	23,029	254,608	(27.26)	(981.32)	1,753,602.48	13,037,908
Health (Total)	10691.88	73571.76	53595	529303	-1195.32	-20269.25	1104418.83	11869774.93
Previous year (Total)	11887.20	93841.01	60622	690519	4292.05	18805.16	2260462.72	20591027.22
Crop Insurance	-	0.00	-	-	-	0.00	-	-
Previous year	0.00	0.00	-	-	0.00	0.00	-	-
Credit Guarantee	358.93	2,360.93	8	49	66.97	208.78	18,004	121,065
Previous year	291.96	2,152.15	6	66	40.78	769.98	12,743	158,189
All Other Miscellaneous	2,675.08	11,299.69	11,090	112,125	1,879.65	2,756.71	1,809,375	42,363,299
Previous year	795.43	8,542.98	6,122	71,995	(243.08)	783.72	427,826	74,390,298
Grand Total	33048.12	273012.42	388942	3637397	1268.25	-30954.59	11882495.00	185024761.22
Previous year (Total)	31779.87	303967.01	353382	3256898	3936.37	13656.58	17591779.15	352998769.44

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
-	8.56	-	3	-	0.00	-	-		
0.00	12.06	-	-	0.00	0.00	-	-		
-	(0.18)	-	-	-	0.00	-	-		
0.00	0.00	-	-	0.00	0.00	-	-		
-	0.00	-	-	-	0.00	-	-		
0.00	0.00	-	-	0.00	0.00	-	-		
0.00	-0.18	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	-	-		
2.10	37.72	12	270	-	0.00	-	-		
5.92	56.09	47	498	0.00	0.00	-	-		
1001.55	5,843.82	-	108,669	-	0.00	-	-		
772.59	8,464.69	-	-	0.00	0.00	-	-		
641.79	3,361.69	28,621	133,183	-	0.00	-	-		
638.12	6,194.60	25,378	321,110	0.00	0.00	-	-		
1643.33	9205.51	28621	133183	0.00	0.00	0	0	0	0
1410.71	14659.30	25378	321110	0.00	0.00	0	0	0	0
0.00	0.00	-	-	-	0.00	-	-		
0.00	0.05	-	1	0.00	0.00	-	-		
-	0.00	-	-	-	0.00	-	-		
0.00	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	0.05	0	1	0.00	0.00	0	0	0	0
0.00	965.32	-	8	-	0.00	-	-		
0.03	2,869.25	1	73	0.00	4.86	-	-		
1502.97	12,754.64	1,200	4,432	0.00	33.24	-	27,637	631,416	7,864,897
129.84	12,068.40	682	5,971	84.05	1,634.09	72,020	2,042,895	174,221	17,963,444
23.52	263.45	581	8,341	-	0.00	-	-	28,878	275,264
29.37	345.27	1,977	21,487	0.00	0.00	-	-	23,029	254,608
1526.49	13018.09	1781	12773	0.00	33.24	0	27637	660294	8140161
159.22	12413.67	2659	27458	84.05	1634.09	72020	2042895	197250	18218052
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
8	420	126	829	-	-	-	-		
419	2,255	132	1,305	-	-	-	-		
3179.56	23654.85	30540	147066	0.00	33.24	0	27637	660294	8140161
1994.80	32265.39	28217	350445	84.05	1638.96	72020	2042895	197250	18218052

Name of the Insurer: *Iffco Tokio General Insurance Co 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	1188.20	17235.92	6951.00	70097.00	96.76	1188.20	6285476.55	91176850.79
Previous year	1645.74	17359.73	6272.00	72689.00	368.10	1645.74	11181003.17	117940736.15
Marine Cargo	552.82	5895.08	1064.00	9656.00	113.65	552.82	4011681.53	42779040.56
Previous year	744.87	7139.48	931.00	11703.00	209.56	744.87	5405308.56	51809331.98
Marine Hull (Including Onshore & Offshore oil energy)	88.24	4929.11	48.00	331.00	39.96	88.24	572564.57	31985322.83
Previous year	616.56	3337.71	39.00	353.00	561.16	616.56	4000885.65	21658646.34
Marine (Total)	641.06	10824.19	1112	9987	153.61	641.06	4584246.10	74764363.39
Previous year (Total)	1361.43	10477.20	970	12056	770.72	1361.43	9406194.22	73467978.32
Aviation	915.97	3575.27	60.00	325.00	705.42	915.97	6055475.48	23636156.76
Previous year	118.68	1066.41	31.00	276.00	-93.16	118.68	784589.06	7061978.18
Engineering	748.49	8014.58	551.00	5034.00	46.19	748.49	61799.40	661729.70
Previous year	784.65	6789.54	435.00	5038.00	56.77	784.65	73739.88	638064.13
Motor Own Damage	4501.37	39944.16	281874.00	2573420.00	58.79	4501.37	183180.52	1625503.03
Previous year	4085.50	39276.89	246458.00	2219681.00	313.94	4085.50	166257.03	1598348.84
Motor Third party	2058.58	18214.85	6341.00	48261.00	18.86	2058.58		
Previous year	1793.72	17292.55	246458.00	2219681.00	38.41	1793.72		
Motor (Total)	6559.95	58159.01	281874	2573420	77.65	6559.95	183180.52	1625503.03
Previous year (Total)	5879.23	56569.44	246458	2219681	352.35	5879.23	166257.03	1598348.84
Workmen's compensation / Employer's liability	73.71	789.21	758.00	6936.00	-1.40	73.71	4595.15	49203.39
Previous year	85	837	637	6439	10	84.67	5279	52186
Public Liability	32.36	412.32	36.00	496.00	23.57	32.36	153889.67	1960702.29
Previous year	24	417	18	495	-4	24.25	115325	1984158
Product Liability	7.78	69.35	9.00	79.00	6.58	7.78	4216.07	44309.51
Previous year	12	114	9	128	1	12.24	6635	61911
Other Liability Covers	214.46	2780.67	235.00	1495.00	118.65	214.46	207429.14	2689531.55
Previous year	204	1711	150	1288	119	203.89	197205	1654944
Liability (Total)	328.30	4051.55	1038	9006	147.39	328.30	370130.03	4743746.74
Previous year (Total)	325.05	3079.54	814	8350	125.67	325.05	324443.98	3753199.31
Personal Accident	175.38	1670.93	3315.00	25481.00	-15.51	175.38	376017.78	3582421.53
Previous year	172.59	2232.85	2519	26815	-188.99	172.59	370021.57	4787172.07
Medical Insurance	2749.93	11721.08	4187.00	39608.00	2225.11	2749.93	116037.25	494588.18
Previous year	1106.09	10246.20	3996	36590	251.43	1106.09	46673.11	432353.36
Overseas Medical Insurance	16.10	201.73	2008.00	19653.00	0.99	16.10	2949.73	36964.77
Previous year	16.05	280.95	1447	27455	-0.62	16.05	2940.66	51482.37
Health (Total)	2766.02	11922.80	6195	59261	2226.10	2766.02	118986.98	531552.95
Previous year (Total)	1122.14	10527.15	5443	64045	250.81	1122.14	49613.77	483835.72
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	603.03	7420.26	15228.00	115294.00	-180.82	603.03	447714.26	5509094.44
Previous year	597.40	8050.79	19001	95482	-572.64	597.40	443531.35	5974883.86
Grand Total	13926.40	122874.51	316324	2867905	3256.78	13926.40	18483027.10	206231419.33
Previous year (Total)	12006.89	116152.66	281943	2504432	1069.64	12006.89	22799394.04	215706196.58

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
2.59	291.37	261	10232.00						
81.01	155.12	3252	6906.00						
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	0.00	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
0.00	0.00	0	0	0.00	0.00	0	0	0	0
2053.49	14920.96	31689	487032.00	15.56	480.43	131607	1154678		
2459.06	8152.75	86996	311937.00	3.08	41.84	61579	836578		
2056.08	15212.33	31950	497264	15.56	480.43	131607	1154678	0	0
2540.07	8307.87	90248	318843	3.08	41.84	61579	836578	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	3043.64	35626.92	35418	449126	349.19	2905.32		
Previous year	2694.45	32721.60	27486	428536	-609.33	675.09		
Marine Cargo	950.40	11271.41	16427	169280	-192.77	-163.54		
Previous year	1143.17	11434.95	17469	170396	-352.92	883.44		
Marine Hull (Including Onshore & Offshore oil energy)	1004.16	9034.00	116	3254	1122.93	3656.14		
Previous year	-118.77	5377.86	91	3682	-239.71	1152.39		
Marine (Total)	1954.56	20305.41	16543	172534	930.16	3492.60	0.00	0.00
Previous year (Total)	1024.40	16812.81	17560	174078	-592.63	2035.83	0.00	0.00
Aviation	180.00	3549.33	9	96	-850.80	-2027.49		
Previous year	1030.80	5576.82	11	119	273.78	995.37		
Engineering	1443.33	13289.96	6572	68834	-233.57	835.93		
Previous year	1676.90	12454.03	6908	65846	621.81	1381.76		
Motor Own Damage	12091.19	110136.39	294752	2786246	849.58	-3828.16		
Previous year	11241.61	113964.55	263711	2760007	-952.20	3625.58		
Motor Third party	7568.86	65410.20	114297	1178187	562.51	-1258.93		
Previous year	7006.35	66669.13	83109	1160397	256.60	1927.67		
Motor (Total)	19660.05	175546.59	409049	3964433	1412.09	-5087.09	0.00	0.00
Previous year (Total)	18247.96	180633.68	346820	3920404	-695.60	5553.25	0.00	0.00
Workmen's compensation / Employer's liability	426.34	3307.15	6479	35947	146.17	710.67		
Previous year	280.17	2596.48	4197	29514	-0.98	492.98		
Public Liability	65.31	595.01	899	6926	14.35	125.76		
Previous year	50.96	469.25	729	6171	2.91	53.19		
Product Liability	45.78	364.37	21	412	8.59	93.35		
Previous year	37.19	271.02	17	303	1.32	24.10		
Other Liability Covers	22.49	591.69	529	16580	3.01	-119.47		
Previous year	19.48	711.16	468	16163	-39.65	60.80		
Liability (Total)	559.92	4858.22	7928	59865	172.12	810.31	0.00	0.00
Previous year (Total)	387.80	4047.91	5411	52151	-36.40	631.07	0.00	0.00
Personal Accident	649.61	7500.73	44976	377209	-33.64	1446.03		
Previous year	683.25	6054.70	43019	340989	-9.00	621.73		
Medical Insurance	10724.87	80252.50	130429	930142	3142.72	10096.12		
Previous year	7582.15	70156.38	78194	770324	-572.14	15690.44		
Overseas Medical Insurance	26.37	329.71	849	8565	4.64	18.94		
Previous year	21.73	310.77	764	8940	1.03	-71.80		
Health (Total)	10751.24	80582.21	131278	938707	3147.36	10115.06	0.00	0.00
Previous year (Total)	7603.88	70467.15	78958	779264	-571.11	15618.64	0.00	0.00
Crop Insurance	0.00		0		0.00	0.00		
Previous year	0.00		0					
Credit Guarantee	0.00		0		0.00	0.00		
Previous year	0.00		0					
All Other Miscellaneous	2405.65	29196.63	188461	1646445	-300.00	2070.24		
Previous year	2705.65	27126.39	189724	1577724	277.58	-1223.70		
Grand Total	40648.00	370456.00	840234	7677249	4592.91	14560.91	0.00	0.00
Previous year (Total)	36055.09	355895.09	715897	7339111	-1340.90	26289.04	0.00	0.00

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
121.38	1693.37	4590	46350	139.47	1207.23				
113.08	1589.23	4318	45730	148.71	1212.47				
51.30	237.43	1889	6345	51.22	131.09				
49.71	238.75	1864	5282	64.09	161.67				
0.00	0.00	0	0	0.00	0.00				
0.00	0.00	0	0	0.00	0.00				
51.30	237.43	1889	6345	51.22	131.09			0.00	0.00
49.71	238.75	1864	5282	64.09	161.67			0.00	0.00
0.00	0.00	0	0	0.00	0.00				
0.00	0.00	0	0	0.00	0.00				
74.11	367.17	467	4266	26.71	207.59				
79.01	364.61	589	4263	39.52	221.79				
1039.47	8591.35	82179	417036	942.66	3782.08				
985.64	8166.56	64218	394835	782.83	3442.77				
723.81	5373.90	65217	288933	768.39	2753.09				
649.26	5087.82	53476	263985	675.14	2617.19				
1763.28	13965.25	147396	705969	1711.05	6535.17			0.00	0.00
1634.90	13254.38	117694	658820	1457.97	6059.96			0.00	0.00
19.43	156.41	298	2013	18.99	63.85	148	503		
21.18	130.89	379	1757	21.86	72.52	214	533		
0.00	0.00	0	0	0.00	0.00	0			
0.00	2.91	0	34	0.00	0.00	0			
0.00	0.00	0	0	0.00	0.00	0			
0.00	0.00	0	0	0.00	0.00	0			
0.86	22.45	11	383	0.00	0.00	0			
1.94	20.61	29	284	3.05	17.86	0			
20.29	178.86	309	2396	18.99	63.85	148	503	0	0
23.12	154.41	408	2075	24.91	90.38	214	533	0	0
52.89	383.14	4196	59473	149.57	746.39	18249	367562		
37.34	271.84	3025	33440	135.78	579.86	13045	278294		
213.94	1621.32	10891	82778	1294.55	5845.18	351428	1059002		
175.46	1328.94	8963	65277	973.27	4915.53	299425	886883		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
213.94	1621.32	10891	82778	1294.55	5845.18	351428	1059002	0	0
175.46	1328.94	8963	65277	973.27	4915.53	299425	886883	0	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			
622.97	5032.02	18942	317306	463.71	3520.90	223418	295708		
612.49	4450.37	17604	277261	452.16	3269.98	194217	226245		
2920.16	23478.56	188680	1224883	3855.27	18257.40	593243	1722775	0	0
2725.11	21652.53	154465	1092148	3296.41	16511.64	506901	1391955	0	0

non-life insurance

Name of the Insurer: Raheja QBE General Insurance Company Limited

BUSINESS FIGURES:

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	0.22	8.45	2	32	0.22	8.45	114.67	13733.79
Previous year	0.00	0.00	0.00	0	0.00	0.00	0.00	0.00
Marine Cargo	0.11	0.96	5	28	0.11	0.96	128.55	1096.08
Previous year	0.00	0.00	0.00	0	0.00	0.00	0.00	0.00
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.11	0.96	5	28	0.11	0.96	128.55	1096.08
Previous year (Total)	0.00							
Aviation								
Previous year								
Engineering	0.00	11.47	0	117	0.00	11.47	0.00	1760.64
Previous year								
Motor Own Damage	0.00	1.95	0	37	0.00	1.95	0.00	
Previous year								
Motor Third party	0.00	13.42	0	154	0.00	13.42	0.00	1760.64
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	1.60	0	4	0.00	1.60	0	0
Workmen's compensation / Employer's liability	0.00	0.00	0	0	0.00	0.00	0	0
Previous year	0.00	1.54	0	2	0.00	1.54	0	1000
Public Liability	0.00	0.00	0	0	0.00	0.00	0	0
Previous year								
Product Liability								
Previous year								
Other Liability Covers	3.24	86.69	4	19	3.24	86.69	-10461	36290
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
Liability (Total)	3.24	89.82	4	25	3.24	89.82	-10461.00	37289.86
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	0.06	8.67	0	13	0.06	8.67	0.00	9106.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
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								
Previous year								
All Other Miscellaneous		0.34	0	9	0.00	0.34	0.00	342.51
Previous year			0	0	0.00	0.00	0.00	0.00
Grand Total	3.63	121.67	11	262	3.63	121.67	-10217.77	63331.13
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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	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	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	0.00	0.00	0.00	0.00		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0	0	0	0	0	0	0	0		
0	0	0	0	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		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
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		
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		

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	732.84	11304.91	2991.00	31508.00	-186.64	-110.03	619411.17	19208053.64
Previous year	919.48	11414.94	2454.00	28301.00	282.12	-509.71	906117.15	18093877.20
Marine Cargo	183.13	2453.45	1705.00	19125.00	-50.99	-349.69	349981.53	11758093.95
Previous year	234.13	2803.14	1546.00	20636.00	79.66	134.29	569412.82	7327573.13
Marine Hull (Including Onshore & Offshore oil energy)	-17.29	1457.77	0.00	113.00	59.10	-1416.16	-19498.34	951013.00
Previous year	-76.39	2873.93	7.00	117.00	-149.55	2100.69	9752.70	510559.97
Marine (Total)	165.84	3911.22	1705	19238	8.10	-1765.85	330483.19	12709106.95
Previous year (Total)	157.74	5677.07	1553	20753	-69.89	2234.98	579165.52	7838133.10
Aviation	19.38	4007.41	2.00	114.00	-26.97	2993.65	7988.32	4914329.29
Previous year	46.35	1013.76	17.00	76.00	-42.90	325.14	1455.00	329924.02
Engineering	645.24	6780.93	338.00	4642.00	-374.12	-3075.65	382017.80	6139439.18
Previous year	1019.37	9856.58	482.00	5003.00	128.15	1469.94	494993.27	10155898.95
Motor Own Damage	6926.11	79180.10	175000.00	1759340.00	-159.61	9843.06	436628.21	4845427.09
Previous year	7085.72	69337.04	150599.00	1461092.00	-39.34	-9113.76	406876.14	3822599.62
Motor Third party	3287.21	35828.72	182046.00	1854525.00	226.42	8016.95		
Previous year	3060.79	27811.77	158364.00	1517429.00	220.60	-1973.72		
Motor (Total)	10213.32	115008.82	182046	1854525	66.81	17860.01	436628.21	4845427.09
Previous year (Total)	10146.51	97148.82	158364	1517429	181.26	-11087.48	406876.14	3822599.62
Workmen's compensation / Employer's liability	54.73	607.01	304.00	3604.00	-1.20	-102.07	5262.76	69151.32
Previous year	55.93	709.09	314.00	3810.00	3.51	-26.57	4695.84	87008.57
Public Liability	25.73	232.62	30.00	387.00	15.39	-62.68	-507544.74	25341943.76
Previous year	10.34	295.30	30.00	412.00	-0.59	16.21	21466.45	260294.70
Product Liability	19.48	71.10	1.00	70.00	-3.92	-32.01	1265.00	9375.00
Previous year	23.40	103.11	1.00	15.00	23.40	80.74	12900.00	42780.00
Other Liability Covers	73.54	837.86	224.00	497.00	58.69	-345.13	15127.77	276546.52
Previous year	14.85	1182.98	19.00	258.00	1.08	956.60	3054.00	109139.55
Liability (Total)	173.48	1748.59	559	4558	68.97	-541.90	-485889.21	25697016.60
Previous year (Total)	104.51	2290.48	364	4495	27.40	1026.98	42116.29	499222.81
Personal Accident	130.99	4099.07	3367.00	47737.00	-34.37	-890.85	404899.61	11458303.38
Previous year	165.37	4989.92	3251.00	33950.00	-56.26	1112.69	328363.84	15788695.00
Medical Insurance	2062.09	17705.02	65256.00	387992.00	873.77	-7099.88	63610.18	1834584.03
Previous year	1188.32	24804.89	44327.00	321627.00	-1170.61	2496.08	37943.45	1731593.56
Overseas Medical Insurance	228.42	2783.89	44894.00	430372.00	0.46	197.48	1099154.62	11240291.15
Previous year	227.97	2586.41	39045.00	284453.00	75.43	273.92	448116.10	5456408.28
Health (Total)	2290.52	20488.91	110150	818364	874.23	-6902.40	1162764.80	13074875.18
Previous year (Total)	1416.29	27391.30	83372	606080	-1095.18	2770.00	486059.56	7188001.84
Crop Insurance	0	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
Credit Guarantee	0	0.00	0	0.00	0.00	0.00	0	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	211.14	3606.95	5347.00	64421.00	117.11	-200.06	147380.83	4930977.18
Previous year	94.03	3807.00	2018.00	30750.00	-202.34	-1116.65	247554.71	7636362.27
Grand Total	14582.75	170956.80	306505	2845107	513.11	7366.93	3005684.73	102977528.48
Previous year (Total)	14069.65	163589.87	251875	2246837	-847.65	-3774.11	3492701.48	71352714.82

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
25.41	706.80	69.00	1279.00	0.00	0.00	0.00	0.00		
38.77	538.30	144.00	1215.00	0.00	0.00	0.00	0.00		
0.18	21.43	5.00	119.00	0.00	0.00	0.00	0.00		
0.00	8.57	0.00	55.00	0.00	0.00	0.00	0.00		
0.00	0.82	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		
0.18	22.25	5	121	0.00	0.00	0	0	0	0
0.00	8.57	0	55	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	3.16	0.00	1.00	0.00	0.00	0.00	0.00		
2.99	128.71	15.00	193.00	0.00	0.00	0.00	0.00		
14.36	849.93	19.00	265.00	0.00	0.00	0.00	0.00		
670.86	8578.08	14930.00	159859.00	0.00	0.00	0.00	0.00		
351.24	5243.81	8065.00	109019.00	0.00	0.00	0.00	0.00		
371.07	3157.30	929.00	6913.00	0.00	0.00	0.00	0.00		
182.22	2387.28	241.00	6688.00	0.00	0.00	0.00	0.00		
1041.93	11735.38	14930	159859	0.00	0.00	0	0	0	0
533.46	7631.09	8065	109019	0.00	0.00	0	0	0	0
0.63	14.63	8.00	118.00	0.00	0.00	0.00	0.00		
0.00	12.08	0.00	48.00	0.00	0.00	0.00	0.00		
0.00	2.97	0.00	3.00	0.00	0.00	0.00	0.00		
0.00	0.81	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		
0.03	4.03	7.00	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		
0.66	21.63	15	130	0.00	0.00	0	0	0	0
0.00	12.89	0	50	0.00	0.00	0	0	0	0
1.47	111.41	214.00	2100.00	0.46	938.96	800.00	5584250.92		
16.05	1227.06	228.00	1939.00	15.07	982.62	10.00	39139336.00		
9.28	2182.78	384.00	8332.00	0.00	0.00	0.00	0.00		
28.52	1905.24	1578.00	9379.00	0.00	0.00	0.00	0.00		
10.81	101.92	3254.00	22300.00	0.00	0.00	0.00	0.00		
0.00	17.28	0.00	3434.00	0.00	0.00	0.00	0.00		
20.09	2284.69	3638	30632	0.00	0.00	0	0	0	0
28.52	1922.51	1578	12813	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	0.00	0	0.00	0	0.00	0	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
5.03	97.65	331.00	4420.00	11.28	93.31	1627.00	35051.00		
21.79	149.09	115.00	4949.00	7.28	49.47	63.00	8506.00		
1097.77	15108.52	19217	198734	11.74	1032.27	2427	5619302	0	0
652.93	12342.60	10149	130306	22.35	1032.09	73	39147842	0	0

non-life insurance

Name of the Insurer: Royal Sundaram Alliance Insurance Company Limited, 46 Whites Road, Chennai 600 014

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	384.25	3704.17	2962.00	27338.00	-77.83	-1308.59	384197.52	5401853.68
Previous year	462.08	5012.75	2974.00	34521.00	-225.85	-1194.41	435661.37	5778552.14
Marine Cargo	181.53	1748.06	3115.00	27706.00	-8.09	53.83	395126.04	4125915.40
Previous year	189.61	1694.23	2415.00	30207.00	-23.13	246.35	508791.63	4474163.73
Marine Hull (Including Onshore & Offshore oil energy)	41.74	48.35	0.00	0.00	-5.65	0.95	0.00	0.00
Previous year	47.39	47.39	0.00	0.00	6.45	6.45	0.00	0.00
Marine (Total)	223.27	1796.40	3115	27706	-13.74	54.78	395126.04	4125915.40
Previous year (Total)	237.00	1741.62	2415	30207	-16.68	252.80	508791.63	4474163.73
Aviation								
Previous year								
Engineering	216.89	2954.22	121.00	1655.00	-91.50	-208.50	69678.95	966398.37
Previous year	308.39	3162.72	-804.00	1921.00	-175.83	-294.86	88873.30	1345239.45
Motor Own Damage	4179.49	38279.42	65474.00	587968.00	447.60	4602.51	219277.14	2042369.64
Previous year	3731.90	33676.91	66842.00	478496.00	462.04	7259.49	197733.81	1683201.76
Motor Third party	1193.41	11117.67	940.00	7734.00	139.37	2472.26		
Previous year	1054.04	8645.41	1163.00	4425.00	206.31	2368.01		
Motor (Total)	5372.91	49397.09	65474	587968	586.97	7074.77	219277.14	2042369.64
Previous year (Total)	4785.94	42322.32	66842	478496	668.35	9627.50	197733.81	1683201.76
Workmen's compensation / Employer's liability	76.21	262.63	83.00	572.00	59.43	-57.05	19854.01	43359.58
Previous year	16.78	319.67	4.00	447.00	25.38	164.99	6978.90	58143.29
Public Liability	222.70	795.51	75.00	343.00	148.56	493.80	76339.01	220896.42
Previous year	74.14	301.72	13.00	311.00	-3.18	79.48	15803.55	114849.91
Product Liability	46.29	198.27	18.00	52.00	32.02	65.70	18398.75	51749.40
Previous year	14.27	132.56	11.00	43.00	-66.59	-48.26	7823.00	50083.24
Other Liability Covers								
Previous year								
Liability (Total)	345.20	1256.41	176	967	240.01	502.45	114591.77	316005.40
Previous year (Total)	105.19	753.96	28	801	-44.40	196.21	30605.44	223076.44
Personal Accident	397.53	2516.87	9014.00	70599.00	153.79	134.47	336360.62	2771233.04
Previous year	243.74	2382.40	9719.00	125631.00	-98.30	-221.51	222536.22	2617899.11
Medical Insurance	1086.82	10249.02	18521.00	208517.00	328.47	595.53	147305.74	1605118.60
Previous year	758.35	9653.48	16186.00	199936.00	-180.48	704.66	112107.37	1577801.91
Overseas Medical Insurance								
Previous year								
Health (Total)	1086.82	10249.02	18521	208517	328.47	595.53	147305.74	1605118.60
Previous year (Total)	758.35	9653.48	16186	199936	-180.48	704.66	112107.37	1577801.91
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	134.61	2312.81	5489.00	32531.00	-16.72	1038.77	144821.18	9986835.40
Previous year	151.33	1274.04	2328.00	27429.00	95.04	613.12	743605.95	4082561.22
Grand Total	8161.47	74186.98	104872	957281	1109.44	7883.68	1811358.95	27215729.54
Previous year (Total)	7052.03	66303.30	99688	898942	21.85	9683.52	2339915.08	21782495.77

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
-40.35	105.96	-588.00	3502.00						
9.63	56.17	585.00	4116.00						
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	3.01	0.00	8.00						
2.27	2.27	6.00	6.00						
277.87	4240.02	3201.00	56688.00						
252.55	4122.08	3723.00	55361.00						
277.87	4240.02	3201	56688	0.00	0.00	0	0		
252.55	4122.08	3723	55361	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		
5.81	178.98	3829.00	17286.00	0.67	11.25	1806.00	37698.00		
14.32	78.09	469.00	3578.00	1.29	6.62	7058.00	22082.00		
150.14	1657.93	1543.00	28073.00	0.12	1.16	223.00	1415.00	40111.00	525139.50
166.61	974.93	1798.00	13008.00	0.13	3.03	2882.00	4461.00	54517.00	592993.00
150.14	1657.93	1543	28073	0.12	1.16	223	1415	40111	525140
166.61	974.93	1798	13008	0.13	3.03	2882	4461	54517	592993
165.15	757.76	2756.00	13247.00						
69.81	521.05	994.00	10539.00						
558.62	6943.66	10741	118804	0.79	12.41	2029	39113	40111	525140
515.20	5754.58	7575	86608	1.42	9.64	9940	26543	54517	592993

non-life insurance

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	26.82	135.78	51	382	21.05	115.52	36631.93	158492.63
Previous year	5.77	20.26	12	142	5.77	20.26	1260.07	15405.91
Marine Cargo	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 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)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation	0.00	0.00	0	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	31.51	121.54	30	108	18.62	87.09	33723.89	103021.18
Previous year	12.89	34.45	8	40	12.89	34.45	4764.90	10741.22
Motor Own Damage	2317.43	14803.93	69185	453918	1054.28	10627.91	193745.19	1191921.00
Previous year	1263.15	4176.02	34819	130394	1263.15	4176.02	99162.85	314109.41
Motor Third party	2367.72	15425.90	74912	477728	1187.42	11470.63		
Previous year	1180.30	3955.27	36258	135702	1180.30	3955.27		
Motor (Total)	4685.15	30229.83	74912	477728	2241.70	22098.54	193745.19	1191921.00
Previous year (Total)	2443.45	8131.29	36258	135702	2443.45	8131.29	99162.85	314109.41
Workmen's compensation / Employer's liability	3.77	13.88	8	41	3.38	7.00	11.36	119.64
Previous year	0.39	6.88	2	50	0.39	6.88	2.33	72.45
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	0.06	1.19	5	29	0.05	0.58	72.00	465.00
Previous year	0.01	0.61	1	21	0.01	0.61	32.00	338.00
Liability (Total)	3.83	15.07	13	70	3.43	7.58	83.36	584.64
Previous year (Total)	0.40	7.49	3	71	0.40	7.49	34.33	410.45
Personal Accident	14.85	140.09	539	12877	14.85	140.09	25711.77	165877.53
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
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	1.16	26.51	41	1843	0.67	26.02	335.70	10120.54
Previous year	0.49	0.49	27	27	0.49	0.49	154.00	154.00
Grand Total	4763.32	30668.82	75586	493008	2300.32	22474.84	290231.84	1630017.52
Previous year (Total)	2463.00	8193.98	36308	135982	2463.00	8193.98	105376.15	340820.99

* Wherever applicable

non-life insurance

Name of the Insurer: *Tata AIG General Insurance Co 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	1,410	14,069	13,761	144,741		-	18,207,901	227,266,301
Previous year	1,322	14,532	8,147	64,690	-	-	6,576,314	112,785,391
Marine Cargo	1,111	9,796	1,772	19,127		-	419,246	8,512,192
Previous year	842	9,889	1,441	13,338	-	-	356,213	3,431,513
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	1,111	9,796	1,772	19,127	-	-	419,246	8,512,192
Previous year (Total)	842	9,889	1,441	13,338	-	-	356,213	3,431,513
Aviation	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering		3,308	55	753		-	1,445,729	9,716,541
Previous year	343	3,191	64	308	-	-	269,600	5,311,366
Motor Own Damage	1,807	15,361	40,017	315,630		-	91,034	807,973
Previous year	2,494	17,189	31,004	313,848	-	-	77,369	703,720
Motor Third party	300	2,624	40,017	315,630		-	-	-
Previous year	266	2,747	31,004	313,848	-	-	-	-
Motor (Total)	2,107	17,985	40,017	315,630	-	-	91,034	807,973
Previous year (Total)	2,760	19,936	31,004	313,848	-	-	77,369	703,720
Workmen's compensation / Employer's liability	48	188	11	123		-	30,503	119,590
Previous year	34	461	10	1,386	-	-	15,882	219,265
Public Liability	298	2,386	61	378		-	102,092	1,229,081
Previous year	117	2,437	72	837	-	-	137,876	1,750,875
Product Liability	46	446	18	244		-	95,829	3,043,848
Previous year	42	403	28	464	-	-	107,088	8,185,293
Other Liability Covers	685	9,547	431	3,505		-	314,679	3,531,974
Previous year	795	6,887	388	1,415	-	-	215,451	1,639,927
Liability (Total)	1,078	12,567	521	4,250	-	-	543,103	7,924,494
Previous year (Total)	988	10,188	498	4,102	-	-	476,297	11,795,361
Personal Accident	958	8,288	4,191	65,509		-	222,645	4,168,463
Previous year	764	9,852	8,979	104,353	-	-	548,229	6,194,145
Medical Insurance	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Overseas Medical Insurance	1,036	6,420	22,073	234,859		-	2,856,296	28,521,665
Previous year	504	6,519	28,120	312,979	-	-	2,315,568	25,899,620
Health (Total)	1,036	6,420	22,073	234,859	-	-	2,856,296	28,521,665
Previous year (Total)	504	6,519	28,120	312,979	-	-	2,315,568	25,899,620
Crop Insurance	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-		-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	114	1,338	311	2,072		-	2,200	127,771
Previous year	97	865	6	4,034	-	-	53,200	300,969
Grand Total	#VALUE!	73,772	82,701	786,941	-	-	23,788,153	287,045,400
Previous year (Total)	7,619	74,972	78,259	817,652	-	-	10,672,790	166,422,084

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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	649	32	695		-		-		
184	673	29	450	-	-	-	-		
159	353	22	201		-		-		
2	81	7	90	-	-	-	-		
-	-	-	-		-		-		
-	-	-	-	-	-	-	-		
159	353	22	201	-	-	-	-	-	-
2	81	7	90	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-		
0	29	-	19		-		-		
23	88	2	30	-	-	-	-		
136	1,189	2,962	23,565		-		-		
1,026	1,291	569	6,253	-	-	-	-		
-	-	-	-		-		-		
-	-	-	-	-	-	-	-		
136	1,189	2,962	23,565	-	-	-	-	-	-
1,026	1,291	569	6,253	-	-	-	-	-	-
(0)	3	-	3		-		-		
-	7	-	9	-	-	-	-		
43	164	13	146		-		-		
3	72	7	37	-	-	-	-		
-	-	-	-		-		-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
43	167	13	149	-	-	-	-	-	-
3	79	7	46	-	-	-	-	-	-
19	118	406	2,257	3	12	33,226	93,002		
5	38	497	2,524	-	4	-	12,596		
-	-	-	-		-		-		
-	-	-	-	-	-	-	-		
392	678	20	451		-		-		
2	28		207	-	-	-	-		
392	678	20	451	-	-	-	-	-	-
2	28	#VALUE!	207	-	-	-	-	-	-
-	-	-	-		-		-		
-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-		
54	250	452	3,751		-		-		
2	163	35	4,021	-	-	-	-		
820	3,433	3,907	31,088	3	12	33,226	93,002	-	-
1,247	2,442	#VALUE!	13,621	-	4	-	12,596	-	-

Name of the Insurer: *The New India Assurance Co. 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	8215.65	78236.73	57293.00	826484.00	1208.84	13474.96	64630141.66	331372331.71
Previous year	7006.81	64761.77	81784.00	768817.00				
Marine Cargo	1769.02	16589.79	13961.00	225856.00	371.90	1241.37	3846094.07	95272510.32
Previous year	1397.12	15348.42	27457.00	249892.00				
Marine Hull (Including Onshore & Offshore oil energy)	805.05	22915.48	3330.00	13087.00	-545.34	-99.00	2785466.28	28583267.97
Previous year	1350.39	23014.48	-4453.00	10896.00				
Marine (Total)	2574.07	39505.27	17291	238943	-173.44	1142.37	6631560.35	123855778.29
Previous year (Total)	2747.51	38362.90	23004	260788	0.00	0.00		
Aviation	406.96	4267.26	-40.00	401.00	-337.49	-1030.48	-65160.67	2172196.18
Previous year	744.45	5297.74	-203.00	508.00				
Engineering	2733.62	24818.55	4947.00	68990.00	1147.60	3916.07	-49999318.22	44151232.19
Previous year	1586.02	20902.48	8914.00	79615.00				
Motor Own Damage	9966.39	95310.87	432155.00	4230595.00	241.80	5757.09	1071043418.76	#####
Previous year	9724.59	89553.78	414956.00	4172585.00				
Motor Third party	7802.30	72846.81	341975.00	2844853.00	-153.55	-1043.14		
Previous year	7955.85	73889.95	272561.00	2136179.00				
Motor (Total)	17768.69	168157.68	341975	2844853	88.25	4713.95	1071043418.76	#####
Previous year (Total)	17680.44	163443.73	272561	2136179	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability	181.80	2855	-19218	61468	-368.43	86.81	-6019116	849273
Previous year	550.23	2768	11970	54654				
Public Liability	0.00	142	-1773	2152	183.15	-48.24	-842996	604748
Previous year	-183.15	191	-1421	2111				
Product Liability	0.00	227	13	76	-22.98	7.04	214198	417901
Previous year	22.98	220	619	680				
Other Liability Covers	507.85	7222	5340	49030	93.27	1611.11	910960	4051612
Previous year	414.58	5611	5037	44996				
Liability (Total)	689.65	10446.47	-15638	112726	-114.99	1656.72	-5736953.52	5923533.36
Previous year (Total)	804.64	8789.75	16205	102441	0.00	0.00	0.00	0.00
Personal Accident	787.08	8252.96	32358	421921	-970.47	2.71	#####	29209935.28
Previous year	1757.55	8250.25	102691	447741				
Medical Insurance	10234.47	126221.47	63123	1091673	480.20	13492.20	-63525860.70	2435657821.94
Previous year	9754.27	112729.27	147258	1226486				
Overseas Medical Insurance	120.27	1261.09	-7481	36178	18.91	-102.35	-1450119.16	1459181.09
Previous year	101.36	1363.44	10984	43900				
Health (Total)	10354.74	127482.56	55642	1127851	499.11	13389.85	-64975979.86	2437117003.03
Previous year (Total)	9855.63	114092.71	158242	1270386	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				
Credit Guarantee	0.00	-1.43	9	22	-0.57	-22.60	117300.07	117309.97
Previous year	0.57	21.17	-7	41				
All Other Miscellaneous	3793.80	35056.79	150010	1185307	704.87	2358.82	25891457.10	256943854.12
Previous year	3088.93	32697.97	14698	1638437				
Grand Total	47324.26	496222.84	643847	6827498	2051.71	39602.37	#####	#####
Previous year (Total)	45272.55	456620.47	677889	6704953				

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
211.24	4895.51	5613.00	71189.00	175.37	1996.81				
505.30	3684.56	7205.00	104941.00	189.18	1751.39				
21.64	475.86	676.00	7935.00	43.70	550.66				
36.97	377.68	490.00	7219.00	133.18	383.90				
0.66	21.65	19.00	184.00	2.50	48.07				
-37.45	4.32	-457.00	3295.00	9.03	42.04				
22.30	497.51	695	8119	46.20	598.73	0	0		
-0.48	382.00	33	10514	142.21	425.94	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		
80.10	945.67	757.00	5027.00	53.00	636.45	0.00	0.00		
55.90	653.92	722.00	5088.00	201.04	611.82	0.00	0.00		
804.96	7772.39	29772.00	294231.00	545.37	4510.48	289.00	12669.00		
1713.93	8103.97	25120.00	363190.00	1050.78	7607.93	1534.00	18711.00		
662.43	4398.03	23696.00	143863.00	1825.59	4663.42	99600.00	252385.00		
1000.00	5241.22	48547.00	296875.00	460.10	3143.91	92947.00	224823.00		
1467.39	12170.42	23696	143863	2370.96	9173.90	99889	265054		
2713.93	13345.19	48547	296875	1510.88	10751.84	94481	243534		
-81	297	-2063	3561	9	249	-1730	13614		
89	279	1518	4352	60	222	2362	32375		
-6	9	-26	279	-2	9	0	0		
3	6	-26	41	0	4	0	0		
0	23	-14	5	1	28	0	0		
0	0	5	19	0	0	0	0		
38	255	-301	4075	5	128	12	28		
69	159	511	1951	76	172	10	74		
-49.56	584.23	-2404	7920	12.85	414.17	-1718	13642		
161.01	442.86	2008	6363	136.40	397.88	2372	32449		
-565.38	659.89	3254	29660	39.50	1097.94	43435	524619		
191.92	511.88	3165	22141	71.71	274.48	34931	493351		
606.20	2573.66	2577	311240	1284.28	2882.42	-10920744	2828112	-420877	3139206
386.36	3149.17	9277	69040	518.54	2131.82	44280	449337		
-12.91	30.20	89	1088	3.03	29.11	829	15087	29233	61958
5.66	23.04	-182	495	15.67	42.14	392	1183		
593.29	2603.86	2666	312328	1287.31	2911.53	-10919915	2843199	-391644	3201164
392.02	3172.21	9095	69535	534.21	2173.96	44672	450520	0	0
0.00	0.00	0	0	0.00	0	0	0		
0.00	0.00	0	0	0.00	0	0	0		
0.00	0.00	0	0	0.00	0	0	0		
0.00	0.00	0	0	0.00	0	0	0		
128.15	4992.58	23477	311536	403.05	2285.74	33412	5364059		
859.70	6898.31	30543	277796	160.59	1714.59	44736	5437550		
1887.53	27349.67	57754	889642	4388.24	19115.27	-10744897	9010573		
4879.30	29090.93	101318	793253	2946.22	18101.90	221192	6657404		

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	2885.97	46462.87	40752	403558			5699251.34	110881541.23
Previous year	3982.78	40837.87	32934	367089			57.92	1125.69
Marine Cargo	1334.19	14778.28	19621	194757			6315666.81	78788505.09
Previous year	1217.49	13807.43	1810	157085			0.00	0.00
Marine Hull (Including Onshore & Offshore oil energy)	1413.95	15220.03	222	3848			913046.82	7437515.54
Previous year	1306.92	13863.31	1416	6728			0.00	0.00
Marine (Total)	2748.14	29998.31	19843	198605	0.00	0.00	7228713.63	86226020.63
Previous year (Total)	2524.41	27670.74	3226	163813	0.00	0.00	0.00	0.00
Aviation	1799.56	8785.75	24	338			106420.31	7071417.79
Previous year	2119.30	8753.71	0	0			0.00	0.00
Engineering	2606.52	20656.39	2992	33556			1970431.18	19888749.54
Previous year	1077.75	20416.53	4590	41341			0.00	0.00
Motor Own Damage	7566.77	70103.23	404958	3479788			510464.32	4779871.80
Previous year	6888.18	72131.38	170997	3191815			0.00	0.00
Motor Third party	6414.77	60058.27	565228	7785048				
Previous year	5755.51	51900.56	82623	1537209				
Motor (Total)	13981.54	130161.50	565228	7785048	0.00	0.00	510464.32	4779871.80
Previous year (Total)	12643.69	124031.94	170997	3191815	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability	429.59	4724.78	4704	48070			8532.53	107649.68
Previous year	386.63	4005.89	2693	47073			0.00	0.00
Public Liability	11.58	82.49	36	363			4186052.50	44898831.37
Previous year	94.50	1092.91	303	7162			0.00	0.00
Product Liability	15.96	458.14	12	121			104039.15	2412114.38
Previous year	23.62	273.23	73	1790			0.00	0.00
Other Liability Covers	150.77	3185.24	2415	23196			541327.23	7953489.29
Previous year	151.74	1366.14	379	8952			0.00	0.00
Liability (Total)	607.90	8450.65	7167	71750	0.00	0.00	4839951.41	55372084.72
Previous year (Total)	656.49	6738.17	3448	64977	0.00	0.00	0.00	0.00
Personal Accident	814.06	14028.21	95793	892440			1511331.93	21487573.70
Previous year	478.76	7040.94	37841	360817			0.00	0.00
Medical Insurance	7748.77	84294.69	60561	560440			273654.61	2968483.62
Previous year	5284.02	56407.96	48919	499012			0.00	0.00
Overseas Medical Insurance	49.93	759.84	1326	20965			111121.53	2025956.48
Previous year	86.93	1399.01	1272	74731			0.00	0.00
Health (Total)	7798.70	85054.53	61887	581405	0.00	0.00	384776.14	4994440.10
Previous year (Total)	5370.95	57806.97	50191	573743	0.00	0.00	0.00	0.00
Crop Insurance	0.00	0.00	0	0			0.00	0.00
Previous year	0.00	0.00	0	0			0.00	0.00
Credit Guarantee	0.00	0.00	0	0			0.00	0.00
Previous year	0.00	0.00	0	0			0.00	0.00
All Other Miscellaneous	3552.61	34340.79	96541	913293			6093683.97	76748184.74
Previous year	4594.56	37628.62	133563	1552476			0.00	0.00
Grand Total	36795.00	377939.00	890227	10879993	0.00	0.00	28345024.23	387449884.25
Previous year (Total)	33448.69	330925.49	436790	6316071	0.00	0.00	57.92	1125.69

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
241.36	2323.20	6347	55756	796.78	2323.20	0.00	0.00		
57.92	1125.69	1364	15192	29.42	118.41	0.00	0.00		
70.71	501.25	952	8981	293.57	501.25	0.00	0.00		
6.08	122.63	131	1313	2.74	14.24	0.00	0.00		
5.91	52.64	67	1262	52.64	265.74	0.00	0.00		
0.05	20.37	0	0	0.00	0.00	0.00	0.00		
76.62	553.89	1019	10243	346.21	766.99	0	0		
6.13	143.00	131	1313	2.74	14.24	0	0		
0.00	0.00	0	0	0	1	0	0		
0.00	0.00	0	0	0	0	0	0		
225.95	820.28	393	3749	785	820	0	0		
30.32	384.82	339	4077	2	11	0	0		
1261.88	9928.42	63829	522353	2277	9928	0	0		
530.39	4988.90	21767	188824	83	439	0	0		
1137.18	9146.82	88733	719099	1848	9147	56522	801226		
314.02	3144.24	15608	118951	58	182	0	0		
2399.06	19075.24	88733	719099	4124.35	19075.24	56522	801226		
844.41	8133.14	21767	188824	141.11	621.33	0	0		
72.19	475.84	972	6859	134	476	67	67		
4.69	56.90	93	975	7	58	182	6106		
0.16	3.20	2	13	3	5	1	1		
0.00	10.06	4	120	0	3	0	0		
0.17	9.55	2	6	0	10	0	0		
0.00	8.38	0	7	0	0	0	0		
8.18	107.40	136	1328	56	107	23520	146314		
0.13	3.85	16	137	1	5	0	0		
80.70	595.99	1112	8206	192.92	597.59	23588	146382		
4.82	79.19	113	1239	7.75	65.73	182	6106		
112.13									
738.67	4449	27181	65	909	17381	157768			
1.38	13.66	34	334	9	14	252	2283		
0.00	30.10	0	0	0	0	0	0		
172.39	1818.01	3175	25888	1812.97	2315.27	85667	273739	0	0
55.37	768.77	4449	27181	65.48	908.54	17381	157768	0	0
0.00	9.29	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	0.00	0	0	0	0	0	0		
802.96	11069.90	30412	232426	831	11070	1895954	4202777		
693.17	6398.69	36257	557969	14042	19869	2018118	14049696		
4111.17	37145.87	151915	1206412	9154.55	37849.84	2305583	6469335	0	0
1723.32	17442.02	66651	828459	14337.75	22345.48	2048649	14607140	0	0

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	4182.00	52945.00	62831	655753	-80.00	5772.00	6712681	59658392
Previous year	4262.00	47173.00	70843	644037	611.94	2312.49	6841091	50942839
Marine Cargo	2210.00	20149.16	22295	247814	-927.00	2398.16	4692144	31387323
Previous year	3137.00	17751.00	23307	238578	477.60	2533.35	6864333	29040357
Marine Hull (Including Onshore & Offshore oil energy)	1477.00	15377.96	876	10068	1230.00	4552.96	527500	3837252
Previous year	247.00	10825.00	866	8838	24.19	824.05	79626	2379191
Marine (Total)	3687.00	35527.12	23170	257881	303.00	6951.12	5219644	35224575
Previous year (Total)	3384.00	28576.00	24173	247416	501.79	3357.40	6943959	31419548
Aviation	228.71	697.65	35	278	132.80	-703.52	34310	81678
Previous year	95.91	1401.17	17	1045	91.73	-661.82	14109	142075
Engineering	1744.00	21786.68	7435	105866	-220.00	2104.68	754978	6649884
Previous year	1964.00	19682.00	9094	89171	-27.91	2383.13	870105	6020686
Motor Own Damage	8567.00	82583.85	430497	4216346	531.00	9721.85	1215612	8139545
Previous year	8036.00	72862.00	435274	3692304	71.17	3517.72	1001296	6328001
Motor Third party	7389.00	63913.60	623177	5288656	1480.00	9029.60		
Previous year	5909.00	54884.00	616170	5721152	934.70	9030.25		
Motor (Total)	15956.00	146497.45	1053674	9505002	2011.00	18751.45	1215612	8139545
Previous year (Total)	13945.00	127746.00	1051444	9413456	1005.87	12547.97	1001296	6328001
Workmen's compensation / Employer's liability	389.71	3854.46	4836	51502	63.64	256.83		
Previous year	326.07	3597.63	5947	55746	37.67	672.58		
Public Liability	73.10	618.14	733	1785	-12.05	-110.70	10380	78510
Previous year	85.15	728.84	715	6674	15.57	46.69	11580	99752
Product Liability	28.05	328.85	160	2128	8.56	2.75	5582	45742
Previous year	19.49	326.10	28	2112	-14.05	-18.05	4045	46630
Other Liability Covers	212.25	1979.79	1783	23738	32.45	269.77	64576	438264
Previous year	179.80	1710.02	845	19393	104.78	161.18	53669	359713
Liability (Total)	703.12	6781.25	7512	79153	92.60	418.66	80538.58	562515.89
Previous year (Total)	610.51	6362.59	7535	83924	143.97	862.40	69293.84	506094.57
Personal Accident	586.08	7911.79	53592	484769	90.58	2067.77	1930435	17995588
Previous year	495.50	5844.02	46776	353967	51.38	-1033.42	1787599	14832770
Medical Insurance	10043.69	93497.02	67205	1134017	4503.47	30032.32	1387389	9186766
Previous year	5540.22	63464.70	195807	981476	1102.07	16783.44	892981	7589453
Overseas Medical Insurance	1078.31	7795.15	5959	106378	234.53	1774.85	317337	821097
Previous year	843.78	6020.30	6321	96149	440.62	3026.94	249270	647866
Health (Total)	11122.00	101292.17	73164	1240395	4738.00	31807.17	1704726	10007863
Previous year (Total)	6384.00	69485.00	202128	1077625	1542.69	19810.38	1142252	8237319
Crop Insurance	0.00	0.00	0	0	0.00	0.00		
Previous year	0.00	0.00	0	0	0.00	-10.92		
Credit Guarantee	0.00	0.00	0	0	0.00	0.00		
Previous year	0.00	0.00	0	0	0.00	0.00		
All Other Miscellaneous	4231.09	43146.89	124045	1529508	340.01	44.67	815615	6103088
Previous year	3891.08	43102.22	176044	1437078	-503.42	1694.21	725383	5507229
Grand Total	42440.00	416586.00	1405459	13858606	7408.00	67214.00	18468540	144423129
Previous year (Total)	35032.00	349372.00	1588054	13347720	3418.04	41261.82	19395087	123936562

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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
789.80	5019.04	36246	132836	-1236.78	0.00	-3021	0		
610.43	5001.90	26165	124261	0.00	0.00	0	0		
60.31	712.11	1037	17946	-543.32	0.00	-618	0		
75.33	819.05	1921	15646	0.00	0.00	0	0		
16.87	77.15	150	1142	-19.08	0.00	-120	0		
10.52	72.98	451	1258	0.00	0.00	0	0		
77.18	789.26	1187	19088	-562.40	0.00	-738	0		
85.85	892.03	2372	16903	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		
73.62	1291.76	522	18241	-501.68	0.00	-584	0		
99.28	1454.55	1694	14525	0.00	0.00	0	0		
1855.48	21419.76	69976	633897	-2430.67	0.00	-12516	0		
1354.95	17357.64	60723	573191	0.00	0.00	0	0		
833.23	11402.87	98763	821161	-1446.44	0.00	-8692	0		
694.74	7093.08	89411	917335	0.00	0.00	0	0		
2688.71	32822.63	168740	1455059	-3877.11	0.00	-21208	0		
2049.69	24450.71	150134	1490526	0.00	0.00	0	0		
33.04	392.45	2991	9425	258.58	360.97	32552	34297		
31.13	315.85	1960	7607	529.77	604.59	35140	38171		
2.48	27.72	130	739	-10.43	0.00	-104	0		
0.52	14.60	18	375	0.00	0.00	0	0		
0.00	8.89	0	19	-2.75	0.00	-91	0		
0.00	0.80	0	15	0.00	0.00	0	0		
7.93	138.78	14	1941	-15.87	0.00	-3	0		
5.42	-2.07	6	1508	0.00	0.00	0	0		
43.44	567.83	3135	12124	229.53	360.97	32354	34297		
37.07	329.18	1984	9505	529.77	604.59	35140	38171		
132.48	2437.31	8239	55974	589.07	3566.11	52994	125773		
80.69	2821.41	6025	49533	487.49	3133.14	40943	114768		
283.67	4202.62	5614	78957	948.34	7191.13	39955	717523	13944	8320659
178.64	2829.49	15560	74549	854.49	2728.79	28248	316202	12815	165955
21.42	253.81	265	4477	-80.60	0.00	-610	0	508	119002
10.45	188.33	19	3333	0.00	0.00	0	0	664	6704
305.09	4456.43	5879	83434	867.74	7191.13	39345	717523	14452	8439661
189.09	3017.82	15579	77882	854.49	2728.79	28248	316202	13479	172659
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		
1338.37	14483.13	33418	595811	2804.56	7943.52	32253	264413		
1234.58	11097.65	60744	337476	2615.13	6219.55	21030	286453		
5448.68	61867.38	257365	2372567	-1687.07	19061.73	131395	1142006		
4386.68	49065.26	264698	2120610	4486.88	12686.06	125361	755594		

Name of the Insurer: *Universal Sampo*

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	418.12	3220.02	8079.00	74809.00	253.00	2809.06	752282.96	3501250.33
Previous year	165.12	410.96	3887.00	7782.00	165.12	410.96	110077.63	380510.83
Marine Cargo	41.35	350.23	86.00	735.00	32.89	313.17	462206.64	2185709.59
Previous year	8.46	37.06	6.00	52.00	8.46	37.06	2114.85	111693.12
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	41.35	350.23	86	735	32.89	313.17	462206.64	2185709.59
Previous year (Total)	8.46	37.06	6	52	8.46	37.06	2114.85	111693.12
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	30.93	289.38	67.00	647.00	14.36	269.37	23874.64	290352.32
Previous year	16.57	20.01	21.00	37.00	16.57	20.01	2762.49	6098.43
Motor Own Damage	878.22	4063.36	31058.00	138091.00	803.37	3884.26	97677.04	441042.72
Previous year	74.85	179.10	1507.00	3491.00	74.85	179.10	3742.69	10271.30
Motor Third party	189.78	723.19	0.00	0.00	189.78	723.19		
Previous year	0.00	0.00	0.00	0.00	0.00	0.00		
Motor (Total)	1068.00	4786.56	31058	138091	993.15	4607.46	97677.04	441042.72
Previous year (Total)	74.85	179.10	1507	3491	74.85	179.10	3742.69	10271.30
Workmen's compensation / Employer's liability	7.82	35	39	209	8.22	33.85	1814	5549
Previous year	-0.40	1.09	-2.00	5.00	-0.40	1.09	-44.84	241.14
Public Liability	0.00	6.01	0.00	7.00	-1.68	4.33	0	5005
Previous year	1.68	1.68	2.00	2.00	1.68	1.68	560.10	560.10
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	19	0	31	0.00	19.10	0	5774
Previous year	0	0	0	0	0	0	0	0
Liability (Total)	7.82	60.05	39	247	6.54	57.28	1813.66	16328.61
Previous year (Total)	1.28	2.77	0	7	1.28	2.77	515.26	801.24
Personal Accident	19.12	960.17	181	1846	33.66	887.94	36372.41	10710245.08
Previous year	-14.54	72.23	3	197	-14.54	72.23	-9693.24	651568.44
Medical Insurance	218.16	1420.21	3013	28188	155.19	1316.07	8116.70	94756.70
Previous year	62.97	104.14	569	606	62.97	104.14	4197.79	7413.22
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)	218.16	1420.21	3013	28188	155.19	1316.07	8116.70	94756.70
Previous year (Total)	62.97	104.14	569	606	62.97	104.14	4197.79	7413.22
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	202.05	2433.83	11964.00	110463.00	17.53	2054.83	155563.51	1255177.46
Previous year	184.52	379.00	9096.00	19410.00	184.52	379.00	107535.21	212785.32
Grand Total	2005.55	13520.44	54487	355026	1506.32	12315.17	1537907.56	18494862.80
Previous year (Total)	499.23	1205.27	15089	31582	499.23	1205.27	221252.68	1381141.91

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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	0	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0	0	0.00	0.00	0	0		
0.00	0.00	0	0	0.00	0.00	0	0		
0	0	0	0	0	0	0	0		
0	0	0	0	0	0	0	0		
0	0	0	0	0	0	0	0		
0.00	0.00	0.00	0.00	0	0	0	0		
0.00	0.00	0.00	0.00	0	0	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		
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
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0.00	0.00	0	0	0	0		
0.00	0.00	0.00	0.00	0	0	0	0		
0.00	0.00	0.00	0.00	0	0	0	0		
0.00	0.00	0.00	0.00	0	0	0	0		
100.85	1007.07	3637.00	36312.00	0	0.00	0	0		
0.00	0.00	0.00	0.00	0	0.00	0	0		
100.85	1007.07	3637	36312	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0

non-life insurance

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	94.60	1259.39						
Previous year	75.39	662.88						
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	94.60	1259.39						
Previous year (Total)	75.39	662.88						

* 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	29.24	340.85	1961	15208	29.24	340.85	62444.68	1076910.55
Previous year	14.65	115.01	1164	5220	14.65	115.01	8886.00	209530.91
Medical Insurance	987.90	7993.01	23584	121555	987.90	7993.01	103383.67	820813.95
Previous year	401.28	3387.76	3226	17666	401.28	3387.76	35787.00	246541.28
Overseas Medical Insurance	28.50	394.72	1634	19698	28.50	394.72	146364.00	1584530.00
Previous year	22.82	138.75	1289	8403	22.82	138.75	97896.00	524796.00
Health (Total)	1016.41	8387.74	25218	141253	1016.41	8387.74	249747.67	2405343.95
Previous year (Total)	424.10	3526.51	4515	26069	424.10	3526.51	133683.00	771337.28
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	35.80	346.46	35346	343406	35.80	346.46	176730.00	1716566.00
Previous year	32.36	159.56	32755	161748	32.36	159.56	164135.00	808635.00
Grand Total	1081.44	9075.04	62525	499867	1081.44	9075.04	488922.35	5198820.50
Previous year (Total)	471.11	3801.08	38434	193037	471.11	3801.08	306704.00	1789503.19

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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		
0.05	0.40	409	3304	0.29	3.62	456	3984		
0.11	0.11	26	26						
15.51	17.56	3184	3401	17.46	48.74	3274	5581	51914	395809
1.33	1.33	18	18	0.45	0.45	166	166	28333	186396
								2230	25258
								1289	9937
15.51	17.56	3184	3401	17.46	48.74	3274	5581	54144	421067
1.33	1.33	18	18	0.45	0.45	166	166	29622	196333
15.55	17.96	3593	6705	17.75	52.35	3730	9565	54144	421067
1.44	1.44	44	44	0.45	0.45	166	166	29622	196333

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			0.00	0.00			0.00	
Previous year			0.00	0.00			0.00	
Marine Cargo			0.00	0.00			0.00	
Previous year			0.00	0.00			0.00	
Marine Hull (Including Onshore & Offshore oil energy)			0.00	0.00			0.00	
Previous year				0.00			0.00	
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation			0.00	0.00			0.00	
Previous year			0.00	0.00			0.00	
Engineering			0.00	0.00			0.00	
Previous year			0.00	0.00			0.00	
Motor Own Damage			0.00	0.00			0.00	
Previous year			0.00	0.00			0.00	
Motor Third party			0.00	0.00			0.00	
Previous year			0.00	0.00			0.00	
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			0.00	0.00			0	
Previous year			0.00	0.00			0	
Public Liability			0.00	0.00			0	
Previous year			0.00	0.00			0	
Product Liability			0.00	0.00			0	
Previous year			0.00	0.00			0	
Other Liability Covers			0.00	0.00			0	
Previous year			0.00	0.00			0	
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	413.41	907.02	10028	84484	372.55	-648.81	99367.68	736533.53
Previous year	40.86	1555.83	7047	45564	17.96	24.69	75967.53	472148.29
Medical Insurance	5401.85	76776.06	50498	409778	-4747.63	30605.76	88262.30	29828944.80
Previous year	10149.48	46170.30	28851	209385	9828.04	48411.41	45324.18	23663453.83
Overseas Medical Insurance	44.53	646.69	1601	21026	15.09	313.61	139136.65	3472693.71
Previous year	29.44	333.08	942	11376	14.75	221.75	73647.88	767387.29
Health (Total)	5446.38	77422.75	52099	430804	-4732.54	30919.37	227398.95	33301638.51
Previous year (Total)	10178.92	46503.38	29793	220761	9842.79	48633.16	118972.06	24430841.12
Crop Insurance			0.00					
Previous year			0.00					
Credit Guarantee			0.00					
Previous year			0.00					
All Other Miscellaneous	44.15	335.61	15801	119255	-11.92	-42.83	158010	1192550.00
Previous year	56.07	378.44	20264.00	136190.00	-13.82	45.56	202640.00	1361900.00
Grand Total	5903.94	78665.38	77928	634543	-4371.91	30227.73	484776.63	35230722.04
Previous year (Total)	10275.85	48437.65	57104	402515	9846.93	48703.41	397579.59	26264889.41

* Wherever applicable

FOR AND UP TO THE MONTH OF JANUARY, 2010

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	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
12.54	157.41	3850	38933	391.17	686.36	35001	362450		
11.50	86.38	2746	22360	23.73	1418.15	53437	298948		
469.01	3763.06	17835	157363	5515.37	71523.26	29076	96800138	69001	117905074
279.99	1831.72	11263	85314	9697.06	43200.15	22124	27198619	43285	66571834
18.05	143.09	383	4038	24.94	335.70	922	11898	1601	21024
7.48	70.32	198	2534	17.14	168.23	512	6028	942	11382
487.06	3906.15	18218	161401	5540.31	71858.96	29998	96812036	70602	117926098
287.47	1902.04	11461	87848	9714.20	43368.38	22636	27204647	44227	66583216
	0.00		0	44.15	335.61	15801	119075		
	0.00		0	56.07	378.44	20264	136190		
499.60	4063.56	22068	200334	5975.63	72880.93	80800	97293561	70602	117926098
298.97	1988.42	14207	110208	9794.00	45164.97	96337	27639785	44227	66583216

Welcome



Mr. Radhakrishnan Nair joined as Member (F&I), Insurance Regulatory and Development Authority (IRDA) on March 18, 2010. Earlier, he was Executive Director, Securities and Exchange Board of India (SEBI), in-charge of Investment Management Department, Corporate Debt Department, Research Department, Office of the Investor Assistance & Education, SEBI Board Matters and General Services Department. His previous responsibilities include Integrated Surveillance Department, Chief Vigilance Officer, Chief Public Information Officer, Information Technology Department and Human Resources Development Department.

A career banker, Mr. Nair joined Corporation Bank as Officer Trainee in 1976 and rose up to being General Manager of Recovery Management Division, Credit Risk Management Division, Priority Sector Lending Department, Legal Affairs Department etc, in 2003. His other important assignments were Managing Director, Corp Bank Securities Limited; Dy. General Manager, Investments and International Banking Division; Regional Manager, Mumbai, Kerala and Chief Manager, Bandra (W); Ahmedabad Main Branch, Gandhi Nagar. He has wide experience in core banking operations, development banking, treasury operations (money, debt, equity, foreign exchange and commodities markets).

Mr. Nair is a keen trainer and faculty on the topic of 'Development of Money and Debt Markets in India'; 'Role of Primary Dealers in Market Development' and 'Managing Public Debt'. He delivered several lectures at National Institute of Bank Management (NIBM), Pune; National Insurance Academy (NIA), Pune; Bankers' Training College (BTC), Reserve Bank of India, Mumbai; Bombay Stock Exchange (BSE) Training Centre, Mumbai; UTI Institute of Capital Markets, Mumbai; JNIDB, Hyderabad; National Academy of Audit and Accounts, Shimla etc.

Mr. Nair served in various international and national committees including the IOSCO Committee on Investment Management, Private Equity, Investor Compensation & Protection, Public Debt Office, Development of South Asian Bond Market and Infrastructure Financing Municipal Bond Markets. The new regulations for Disclosure & Issue of Debt Securities, Securitized Debt, Implementation of report of the High Level Expert Committee on Corporate Bonds; and Securitization and Operationalizing the Investor Education & Protection Fund were among his significant contribution to the development of Capital Market.

Mr. Nair is a Post Graduate in Science, Law and Management; and has a diploma in securities laws from the Government Law College, Mumbai.

Mr. Nair is a keen wild life activist and is associated with Bombay Natural History Society, Mumbai. He is an avid reader and has an interest in Chess, Astrology and Cricket.



Statistical Supplement

(Quarterly - Life)

New Business Under Micro-insurance Portfolio As At December, 2009

(Premium in Rs lakh)

Insurer	Individual		Schemes	Group	
	Policies	Premium		Lives covered	Premium
Aegon Religare	0				
Aviva	275	1.32	0	452227	243.44
Bajaj Allianz	0				
Bharti Axa	0				
Birla Sunlife	169564	95.80			
Canara HSBC	0				
DLF Pramerica	0				
Future Generali	0				
HDFC Std	0				
ICICI Pru	74040	60.41			
IDBI Fortis			4	8707	2.13
ING Vysya	0				
Kotak Mahindra	0				
Max NewYork	0				
MetLife	20	1.46			
Reliance Life	0				
Sahara	96	0.49			
SBI Life	0		0	37417	121.72
Shriram			1	15525	4.10
Star Union	0				
Tata AIG	19252	61.54			
Private Total	263247	221	5	513876	371
LIC	526474	3577.43	0	6887805	10957.88
Industry Total	789721	3798	5	7401681	11329

Note: New business premium includes first year premium and single premium.

Group New Business Performance of Life Insurers As At Dec., 09 - Channel Wise

Life Insurer	Individual Agent			Corporate Agents					
	Schemes	Lives covered	Premium	Banks			Others*		
				Schemes	Lives covered	Premium	Schemes	Lives covered	Premium
Aegon Religare	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Aviva	1	580	(1.33)	0	(44244)	(0.91)	0	6994	0.03
	3.70	0.11	(15.91)	0.00	(8.50)	(10.89)	0.00	1.34	0.36
Bajaj Allianz				1	5832	10.06	148	524152	74.03
	0.00	0.00	0.00	0.28	0.11	8.56	42.17	9.96	62.94
Bharti Axa							0	4237	7.11
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00
Birla Sunlife	6	8899	1.17	1	35	0.18	0	70	0.003
	8.45	8.41	0.37	1.41	0.03	0.06	0.00	0.07	0.00
Canara HSBC				1	959	1.57			
	0.00	0.00	0.00	100.00	100.00	100.00	0.00	0.00	0.00
DLF Pramerica									
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Future Generali							0	13	0.0001
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
HDFC Std									
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ICICI Pru	2	1873	1.32				1	13998	2.11
	2.04	0.32	0.50	0.00	0.00	0.00	1.02	2.41	0.79
IDBI Fortis									
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ING Vysya									
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Kotak Mahindra									
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Max NewYork	10	10326	0.85						
	6.25	0.93	2.75	0.00	0.00	0.00	0.00	0.00	0.00
MetLife	3	103	0.30	0	5261	12.01	0	217	0.01
	8.33	0.08	1.75	0.00	3.92	69.67	0.00	0.16	0.05
Reliance Life									
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sahara							0	133481	3.425
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	99.92	99.91
SBI Life				8	264188	112.34	2	97137	2.41
	0.00	0.00	0.00	26.67	57.87	22.23	6.67	21.28	0.48
Shriram									
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Star Union				3	11509	6.06			
	0.00	0.00	0.00	100.00	100.00	100.00	0.00	0.00	0.00
Tata AIG	2	1274	1.08						
	8.70	5.06	3.30	0.00	0.00	0.00	0.00	0.00	0.00
Private Total	24	23055	3.39	14	243540	141.31	151	780299	89.12
	2.10	0.23	0.21	1.23	2.39	8.83	13.22	7.66	5.57
LIC	1342	1739680	348.26	24	20560	4.16	458	632611	12.47
	23.11	11.00	8.21	0.41	0.13	0.10	7.89	4.00	0.29
Industry Total	1366	1762735	351.65	38	264100	145.47	609	1412910	101.59
	19.66	6.78	6.02	0.55	1.02	2.49	8.77	5.43	1.74

Note: 1) Figures in brackets show percentage to total group new business of each insurer procured through the respective channel.

2) New business premium includes first year premium and single premium.

3) The leads obtained through referral arrangements have been included in the respective channels.

* Any entity other than banks but licensed as a corporate agent.

(Premium in Rs crore) (Schemes and lives in nos.)

Brokers			Direct Selling			Total Group New Business			Referrals		
Schemes	Lives covered	Premium	Schemes	Lives covered	Premium	Schemes	Lives covered	Schemes	Schemes	Lives covered	Schemes
						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
5	5239	0.16	21	551690	10.41	27	520259	8.36	9	44320	2.75
18.52	1.01	1.91	77.78	106.04	124.52	100.00	100.00	100.00	33.33	8.52	32.89
7	8891	0.18	195	4724713	33.34	351	5263588	117.62			
1.99	0.17	0.15	55.56	89.76	28.35	100.00	100.00	100.00	0.00	0.00	0.00
						0	4237	7.11			
0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	0.00	0.00	0.00
5	6734	1.26	59	90075	311.53	71	105813	314.15	0	20	0.005
7.04	6.36	0.40	83.10	85.13	99.17	100.00	100.00	100.00	0.00	0.02	0.00
						1	959	1.57			
0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	100.00	0.00	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
13	1147641	4.57	11	27369	2.78	24	1175023	7.35			
54.17	97.67	62.24	45.83	2.33	37.76	100.00	100.00	100.00	0.00	0.00	0.00
			47	95276	180.72	47	95276	180.72			
0.00	0.00	0.00	100.00	100.00	100.00	100.00	100.00	100.00	0.00	0.00	0.00
6	6323	2.15	89	558709	260.71	98	580903	266.28			
6.12	1.09	0.81	90.82	96.18	97.91	100.00	100.00	100.00	0.00	0.00	0.00
			4	8707	0.02	4	8707	0.02			
0.00	0.00	0.00	100.00	100.00	100.00	100.00	100.00	100.00	0.00	0.00	0.00
0	7	0.0002	0	1577	1.99	0	1584	1.99			
0.00	0.44	0.01	0.00	99.56	99.99	0.00	100.00	100.00	0.00	0.00	0.00
67	178793	9.94	68	151161	30.23	135	329954	40.17			
49.63	54.19	24.74	50.37	45.81	75.26	100.00	100.00	100.00	0.00	0.00	0.00
63	20022	1.22	87	1078059	28.89	160	1108407	30.97			
39.38	1.81	3.94	54.38	97.26	93.31	100.00	100.00	100.00	0.00	0.00	0.00
16	55698	1.64	17	72874	3.28	36	134153	17.23	0	2186	10.75
44.44	41.52	9.49	47.22	54.32	19.04	100.00	100.00	100.00	0.00	1.63	62.36
15	36203	3.43	110	108815	40.47	125	145018	43.90			
12.00	24.96	7.82	88.00	75.04	92.18	100.00	100.00	100.00	0.00	0.00	0.00
			2	109	0.003	2	133590	3.43			
0.00	0.00	0.00	100.00	0.08	0.09	100.00	100.00	100.00	0.00	0.00	0.00
20	95173	390.57				30	456498	505.31			
66.67	20.85	77.29	0.00	0.00	0.00	100.00	100.00	100.00	0.00	0.00	0.00
			5	90850	15.38	5	90850	15.38			
0.00	0.00	0.00	100.00	100.00	100.00	100.00	100.00	100.00	0.00	0.00	0.00
						3	11509	6.06			
0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	100.00	0.00	0.00	0.00
3	57	1.39	18	23841	30.10	23	25172	32.56			
13.04	0.23	4.26	78.26	94.71	92.43	100.00	100.00	100.00	0.00	0.00	0.00
220	1560781	416.50	733	7583825	949.86	1142	10191500	1600.19			
19.26	15.31	26.03	64.19	74.41	59.36	100.00	100.00	100.00	0.00	0.00	0.00
46	158153	16.29	3936	13264269	3859.52	5806	15815273	4240.70			
0.79	1.00	0.38	67.79	83.87	91.01	100.00	100.00	100.00	0.00	0.00	0.00
266	1718934	432.79	4669	20848094	4809.38	6948	26006773	5840.89			
3.83	6.61	7.41	67.20	80.16	82.34	100.00	100.00	100.00	0.00	0.00	0.00

Individual New Business Underwritten Statewise - As At December, 2009

State / Union Territory	Aegon Religare		Aviva		Bajaj Allianz		Bharti Axa		Birla Sunlife		Canara HSBC	
	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
Andhra Pradesh	703	2.61	3304	7.52	47917	67.06	2681	6.00	38393	30.28	1532	9.24
Arunachal Pradesh	0	0.00	165	0.55	606	1.48	0	0.000	0	0.00	0	0.00
Assam	79	0.18	2050	2.76	17570	25.24	277	0.518	13975	11.63	125	0.34
Bihar	0	0.00	3540	4.30	60567	73.07	449	0.88	21142	22.57	849	4.11
Chattisgarh	186	0.88	506	1.12	9443	16.83	661	2.35	4093	5.79	130	0.53
Goa	88	0.29	179	0.88	777	4.06	179	0.430	969	2.42	72	0.53
Gujarat	538	1.45	2951	11.04	23218	45.29	2933	6.15	15548	19.20	657	4.29
Haryana	415	0.92	2481	11.71	8946	14.33	591	0.72	6004	14.36	1578	7.44
Himachal Pradesh	0	0.00	313	0.46	4886	8.73	140	0.30	1408	2.40	126	0.58
Jammu & Kashmir	0	0.00	276	0.66	4768	11.86	158	0.271	409	0.784	2	0.025
Jharkhand	250	0.60	1546	3.33	25710	40.16	1531	3.03	8918	8.93	285	0.86
Karnataka	782	2.58	2308	8.06	41110	53.61	3183	7.51	28870	32.42	2928	16.62
Kerala	338	1.50	1844	8.34	16154	50.59	1962	4.57	5904	13.98	970	7.83
Madhya Pradesh	398	0.84	3844	4.29	17118	29.36	1540	2.07	26835	16.99	217	0.90
Maharashtra	2029	8.50	6083	20.10	38714	92.73	5508	13.03	105758	251.29	2737	33.70
Manipur	0	0.00	24	0.01	4679	3.64	0	0.00	1403	0.75	0	0.00
Meghalaya	0	0.00	65	0.23	392	0.62	40	0.08	1282	1.66	24	0.10
Mizoram	0	0.00	25	0.01	330	1.15	0	0.00	108	0.467	0	0.000
Nagaland	0	0.00	12	0.00	405	0.54	0	0.00	3457	1.07	0	0.00
Orissa	198	0.38	2736	7.31	34708	55.58	928	1.95	15883	14.61	310	0.95
Punjab	592	1.56	4021	15.64	12697	28.57	2296	5.21	6748	14.61	2354	9.70
Rajasthan	214	0.45	6751	9.76	15198	22.36	1840	3.97	14153	17.05	1618	4.88
Sikkim	0	0.00	96	0.17	327	1.63	62	0.10	254	0.539	8	0.067
Tamil Nadu	879	3.00	4042	13.62	52012	61.36	3828	7.69	28668	21.82	1817	11.33
Tripura	0	0.00	554	0.88	4204	4.98	0	0.0000	1049	0.67	24	0.05
Uttar Pradesh	1392	4.33	5924	11.77	73246	108.55	4134	9.17	78314	51.48	2358	7.91
UltraKhand	191	0.35	1378	2.91	6897	12.99	629	1.34	2247	3.57	395	0.95
West Bengal	672	3.37	4472	11.83	75244	102.94	3000	5.56	63500	48.03	1049	9.99
Andaman & Nicobar Islands	0	0.00	1	0.000	113	0.22	0	0.00	0	0.00	0	0.00
Chandigarh	392	1.41	324	1.14	694	1.61	1088	2.25	567	1.70	182	1.04
Dadra & Nagrahaveli	0	0.00	40	0.20	72	0.12	0	0.00	0	0.00	12	0.03
Daman & Diu	0	0.00	20	0.05	136	0.31	0	0.00	0	0.00	2	0.02
Delhi	721	3.52	4366	16.05	8751	27.24	2686	8.02	7290	20.60	1393	12.44
Lakshadweep	0	0.00	0	0	53	0.26	0	0.00	0	0.00	1	0.00
Puducherry	0	0.00	107	0.18	731	1.09	0	0.00	463	0.90	8	0.05
Company Total	11057	38.72	66348	176.88	608393	970.13	42324	93.15	503612	632.58	23763	146.47

Does not include its overseas new business premium.

(Premium in Rs crore)

	DLF Pramerica		Future Generali		HDFC Std		ICICI Pru		IDBI Fortis		ING Vysya		Kotak Mahindra		Max NewYork	
	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
	37	0.04	6049	8.20	10453	38.70	43086	85.33	1645	3.65	14042	32.25	2442	8.44	17246	30.60
	0	0.00	0	0.00	0	0	0	0.00	8	0.19	1	0.00	0	0.00	0	0.00
	101	0.10	1101	1.34	2052	5.26	7274	26.62	287	0.67	491	1.31	1435	4.44	3226	4.83
	831	0.87	6723	8.04	1642	4.25	18370	35.03	194	0.46	98	0.22	320	1.16	3521	5.41
	23	0.04	285	0.52	1439	3.78	3824	9.51	125	0.48	211	0.37	230	0.90	2428	3.20
	2	0.00	173	0.32	946	7.74	728	4.40	192	1.10	232	0.67	145	1.80	2481	6.34
	180	0.30	3010	4.36	12692	50.62	27596	114.56	869	2.42	1905	4.55	12134	42.88	21885	47.28
	540	1.15	2046	2.96	8677	21.83	5974	13.16	412	1.60	1306	2.70	5607	14.14	11762	22.60
	55	0.21	490	0.86	775	2.66	7606	9.02	32	0.13	318	0.75	0	0.00	2823	3.37
	23	0.03	404	0.53	1011	4.06	3648	8.92	25	0.07	263	0.57	365	1.05	2046	3.20
	37	0.04	1219	1.84	1610	5.97	8057	24.12	258	0.77	84	0.18	1359	3.31	2389	3.94
	21	0.08	3138	4.56	9561	45.31	39753	77.32	1279	3.88	10134	23.55	3970	15.57	8766	20.91
	99	0.18	4975	8.22	10661	46.07	20194	108.69	3511	23.95	4111	7.63	2164	6.50	7369	14.80
	24	0.03	1382	2.18	6129	17.49	10304	27.77	608	1.45	1845	3.16	1916	5.16	7520	11.49
	18	0.08	9549	15.64	66039	159.68	59506	288.58	3972	12.33	3257	10.16	19852	81.00	38821	89.56
	0	0.00	0	0.00	0	0	237	0.56	61	0.19	7	0.02	0	0.00	1151	1.67
	0	0.00	0	0.00	145	0.41	91	0.26	3	0.01	1	0.01	0	0.00	72	0.25
	0	0.00	0	0.00	0	0	69	0.30	19	0.14	0	0.00	0	0.00	0	0.00
	0	0.00	0	0.00	0	0	0	0.00	18	0.09	2	0.01	0	0.00	3	0.01
	116	0.09	2888	4.32	3403	11.38	13665	32.13	990	0.47	2130	4.29	421	1.33	7584	10.68
	1809	4.09	2195	3.52	7103	29.21	21456	85.92	558	2.15	1727	3.54	5125	14.69	13801	28.66
	149	0.20	4093	5.71	6485	15.16	17958	43.36	697	1.31	2403	3.96	3093	7.10	12255	20.34
	0	0.00	0	0.00	163	0.71	173	0.37	7	0.04	31	0.06	0	0.00	0	0.00
	11	0.01	4950	6.87	12050	46.87	32467	124.93	1221	3.40	9232	16.91	4886	12.97	14248	25.78
	0	0.00	0	0.00	833	1.76	1089	2.51	17	0.07	3	0.01	0	0.00	511	1.02
	396	0.47	10818	15.44	13696	43.16	48935	96.10	1675	6.35	3668	8.14	4769	12.94	27266	36.79
	35	0.05	268	0.68	1088	3.20	4969	8.02	203	0.78	682	1.51	658	1.18	4106	7.59
	171	0.18	27232	28.57	11442	38.47	27364	79.89	811	3.19	1594	3.52	3432	11.40	25075	29.95
	0	0.00	0	0.00	0	0	313	0.58	0	0.00	0	0.00	0	0.00	346	0.54
	109	0.29	361	0.66	2939	12.57	0	0.00	100	0.31	77	0.24	641	1.80	2999	5.13
	1	0.00	0	0.00	0	0	0	0.00	2	0.00	88	0.18	145	0.37	0	0.00
	0	0.00	0	0.00	0	0	0	0.00	3	0.02	2	0.00	0	0.00	0	0.00
	389	0.80	4285	6.13	11279	72.54	26977	130.68	772	4.12	1932	4.70	13574	48.99	19952	52.38
	0	0.00	0	0.00	0	0	0	0.00	0	0.00	11	0.03	0	0.00	0	0.00
	0	0.00	0	0.00	623	2.42	0	0.00	12	0.04	99	0.23	129	0.24	386	0.56
	5177	9.33	97634	131.43	204936	691.28	451683	1438.63	20586	75.80	61987	135.40	88812	299.37	262038	488.88

Individual New Business Underwritten Statewise - As At December, 2009

State / Union Territory	MetLife		Reliance Life		Sahara		SBI Life		Shriram	
	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
Andhra Pradesh	4613	14.86	23590	45.10	553	0.63	48179	155.82	15828	42.58
Arunachal Pradesh	0	0.00	384.00	0.86	0	0.00	721	1.22	0	0.00
Assam	1524	7.22	45795	18.40	138	0.19	14340	17.31	4	0.01
Bihar	1075	2.21	33162	41.44	5285	5.25	17731	63.04	94	0.15
Chattisgarh	825	2.41	2121	4.51	179	0.23	12430	29.19	522	1.50
Goa	229	1.03	599	2.764	0	0.00	1393	5.06	7	0.02
Gujarat	4162	11.39	16343	44.57	829	1.17	14329	64.97	655	1.07
Haryana	1598	3.39	4728	9.33	496	0.65	6740	19.94	201	0.26
Himachal Pradesh	0	0.00	3108	5.90	0	0.00	3656	11.91	12	0.013
Jammu & Kashmir	9118	19.76	3225	6.05	0	0.00	1271	3.75	1	0.00
Jharkhand	1056	2.80	5367	10.13	641	0.99	8886	17.70	236	0.43
Karnataka	6347	25.23	10283	26.59	139	0.24	29368	96.33	1700	5.74
Kerala	5239	23.06	6198	24.22	0	0.00	27371	100.14	1117	2.58
Madhya Pradesh	913	2.47	14543	30.15	349	0.51	28529	92.39	709	1.68
Maharashtra	7058	35.66	26334	63.35	234	0.41	46195	108.60	1468	4.38
Manipur	0	0.00	0.00	0.00	0	0.00	2166	1.84	3	0.01
Meghalaya	0	0.00	1984	1.44	0	0.00	725	1.15	0	0.00
Mizoram	0	0.00	242	0.69	0	0.00	284	0.20	0	0.00
Nagaland	0	0.00	102	1.61	0	0.00	1000	1.21	0	0.00
Orissa	765	1.86	10774	17.18	613	0.66	22340	64.08	90	0.25
Punjab	4498	15.20	7121	25.69	72	0.07	7295	23.36	476	0.46
Rajasthan	2199	6.23	118a19	21.78	2176	3.26	25075	112.01	250	0.62
Sikkim	0	0.00	32	0.07	0	0.00	109	0.55	0	0.000
Tamil Nadu	3134	12.21	16630	35.21	147	0.20	53296	170.92	8407	31.69
Tripura	0	0.00	4797	4.66	0	0.00	694	0.79	9	0.06
Uttar Pradesh	7325	14.69	52546	84.73	7106	7.98	28388	102.43	407	0.89
UltraKhand	585	1.80	-753	2.92	106	0.20	3747	11.30	108	0.32
West Bengal	8306	27.40	370313	300.13	974	1.20	21598	148.99	82	0.16
Andaman & Nicobar Islands	0	0.00	0.00	0.00	0	0.00	98	0.19	6	0.01
Chandigarh	0	0.00	1902	4.22	51	0.08	774	3.55	72	0.08
Dadra & Nagrahaveli	0	0.00	0.00	0.00	0	0.00	51	0.13	0	0.000
Daman & Diu	0	0.00	0.00	0.00	0	0.00	30	0.04	14	0.05
Delhi	4209	16.45	15232	43.56	296	0.33	5667	60.40	298	0.82
Lakshadweep	0	0.00	0.00	0.00	0	0.00	1	0.01	0	0.00
Puducherry	0	0.00	333	0.76	0	0.00	1460	3.76	227	0.68
Company Total	74778	247.33	688854	878.03	20384	24.24	435937	1494.26	33003	96.49

Does not include its overseas new business premium.

(Premium in Rs crore)

		Star Union		Tata AIG		State Total (Private)		LIC #		State Total (Industry)	
		No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium	No. of Policies	Premium
		1385	5.52	11709	9.39			936272	803.49		
		0	0.00	0	0.00			3549	6.45		
		215	0.30	8421	15.85			187627	389.98		
		1303	5.19	6623	11.31			550683	433.02		
		438	2.31	2343	2.73			146063	97.57		
		224	1.17	360	0.82			21237	71.32		
		1760	11.28	9856	18.34			467508	925.44		
		482	2.19	3785	7.05			171075	247.47		
		120	0.320	1460	3.02			118236	258.58		
		90	0.64	0	0.00			53074	94.11		
		3024	10.82	3410	7.60			188076	241.37		
		1047	4.13	5518	10.13			653940	801.49		
		735	5.17	6830	17.18			490663	774.31		
		5340	14.68	1589	2.90			400920	640.57		
		6641	39.28	18858	37.78			934847	1980.13		
		0	0.00	0	0.00			10412	24.80		
		45	0.09	51	0.23			3655	9.47		
		0	0.00	93	0.49			1312	4.79		
		1	0.00	0	0.00			4473	12.95		
		795	2.61	15161	13.96			315938	286.24		
		1423	10.56	1365	2.89			253040	374.56		
		850	3.77	6789	10.49			523637	683.97		
		60	0.530	0	0.00			3823	4.74		
		2646	7.20	16526	19.43			730443	947.15		
		1	0.00	1019	1.89			23219	45.18		
		6374	26.65	7340	12.85			1180703	1471.73		
		315	1.31	0	0.00			133900	191.94		
		1636	5.98	23927	51.68			936122	1331.53		
		0	0.00	0	0.00			5092	9.93		
		73	0.23	1552	2.86			20007	176.14		
		5	0.020	0	0.00			0	0.00		
		2	0.00	0	0.000			615	31.35		
		949	6.87	5894	14.93			302539	736.17		
		0	0.00	0	0.000			13	0.014		
		23	0.13	0	0.00			10939	14.92		
		38002	168.95	160479	275.80	0	0.00	9783652	14122.88	0	0.00

Group New Business Underwritten Statewise - As At December, 2009

State / Union Territory	Aegon Religare			Aviva			Bajaj Allianz			Bharti Axa			Birla Sunlife		
	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives
Andhra Pradesh				1	3.58	493488	79	68.54	4739715	0	0.51	251	3	0.05	5761
Arunachal Pradesh				0	0.00	0	0	0.00	0	0	0.000	0	0	0.00	0
Assam				0	0.00	0	0	0.00	0	0	0.003	22	1	0.01	68
Bihar				0	0.00	0	0	0.03	0	0	0.01	10	0	0.00	0
Chattisgarh				0	0.00	0	0	0.00	0	0	0.24	80	0	0.00	0
Goa				0	0.00	0	5	0.12	1757	0	0.529	138	0	0.00	20
Gujarat				0	0.01	629	13	1.53	5689	0	0.89	422	0	0.00	23
Haryana				0	0.07	4068	2	0.71	1461	0	0.01	79	1	2.19	2213
Himachal Pradesh				0	0.00	0	0	0.03	53	0	0.00	0	0	0.00	0
Jammu & Kashmir				0	0.00	0	0	0.00	0	0	0.000	0	1	0.005	29
Jharkhand				0	0.00	865	0	0.00	0	0	0.00	27	0	0.00	0
Karnataka				10	0.85	4288	4	3.58	11027	0	0.41	368	8	81.34	9477
Kerala				0	0.00	0	0	0.00	0	0	0.06	123	1	0.50	12000
Madhya Pradesh				0	0.00	0	0	0.00	0	0	0.19	221	0	0.00	11
Maharashtra				13	2.98	11566	27	16.26	105316	0	1.72	1049	15	107.59	9395
Manipur				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Meghalaya				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Mizoram				0	0.00	0	0	0.00	0	0	0.00	0	0	0.000	0
Nagaland				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Orissa				0	0.00	0	0	0.59	1121	0	0.10	33	1	0.01	5028
Punjab				0	0.00	11	1	2.03	75	0	0.24	49	3	0.06	760
Rajasthan				0	0.00	0	3	7.12	16776	0	0.06	96	27	0.06	26518
Sikkim				0	0.00	0	0	0.00	0	0	0.00	0	0	0.000	0
Tamil Nadu				0	0.00	-51	208	1.37	361740	0	0.29	540	1	-0.10	61
Tripura				0	0.00	0	0	0.00	0	0	0.0000	0	0	0.00	0
Uttar Pradesh				0	0.01	64	3	2.05	9172	0	0.08	178	4	0.03	1925
UltraKhand				0	0.00	0	1	0.72	1346	0	0.00	11	1	28.00	30000
West Bengal				2	0.07	2263	1	0.92	1656	0	0.34	236	2	93.65	1879
Andaman & Nicobar Islands				0	0.000	0	0	0.00	0	0	0.00	0	0	0.00	0
Chandigarh				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Dadra & Nagrahaveli				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Daman & Diu				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Delhi				1	0.79	3068	4	12.00	6684	0	1.41	304	2	0.75	645
Lakshadweep				0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
Puducherry				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Company Total	0	0.0000	0	27	8.36	520259	351	117.62	5263588	0	7.11	4237	71	314.15	105813

Does not include its overseas new business premium.

(Premium in Rs crore)

	Canara HSBC			DLF Pramerica			Future Generali			HDFC Std			ICICI Pru			IDBI Fortis			ING Vysya		
	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives
	0	0.00	0				0	0.00	0	1	0.00	254	1	1.52	9306	0	0.00	0	0	0.03	-3
	0	0.00	0				0	0.00	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	1	3	0.00	3710	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	12	2	4.34	2411	1	0.00	578	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	3	20.25	6315	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.000	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	1	0.59	312				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				7	4.48	1151887	8	75.07	3237	14	90.77	247524	0	0.00	0	0	1.93	590
	0	0.00	0				0	0.00	0	0	0.00	0	2	0.01	3251	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	-2	1	0.01	6811	0	0.00	0
	0	0.00	0				10	1.95	17569	13	15.28	10360	19	66.95	105796	1	0.00	704	0	0.02	775
	0	0.00	0				0	0.00	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.000	0				0	0.00	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	13	0.13	47807	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.05	-2	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.70	3	0	0.00	0	0	0.00	0
	0	0.000	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	16	0.04	11162	22	8.53	48884	0	0.00	0	0	0.00	63
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	2	0.39	43151	1	0.00	614	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	1	1.26	42	5	5.84	24770	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	1	2.77	224	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0	0	0	0.00	25	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.99	647				7	0.91	5567	7	86.29	69984	12	66.79	37954	0	0.00	0	0	0.01	159
	0	0.00	0				0	0.00	0	0	0	0	0	0.00	0	0	0.00	0	0	0.00	0
	0	0.00	0				0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
	1	1.57	959	0	0.00	0	24	7.35	1175023	47	180.72	95276	98	266.28	580903	4	0.02	8707	0	1.99	1584

Group New Business Underwritten Statewise - As At December, 2009

State / Union Territory	Kotak Mahindra			Max NewYork			MetLife			Reliance Life			Sahara		
	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives
Andhra Pradesh	7	0.53	31290	21	7.73	1551305	2	1.47	-2450	5	0.57	13417	0	0.00	0
Arunachal Pradesh	0	0.00	0	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.00	0
Assam	0	0.00	0	0	0.00	0	0	0.06	15	0	0.02	9	0	0.00	0
Bihar	0	0.00	0	0	0.00	0	2	0.05	315	0	0.01	11	0	0.00	0
Chattisgarh	0	0.00	0	0	0.00	0	0	0.01	1	1	1.41	178	0	0.00	0
Goa	0	0.00	0	0	0.00	0	0	0.02	-1	0	0.010	2	0	0.00	0
Gujarat	11	1.82	2760	9	0.02	-730	2	1.18	1631	10	2.34	2105	0	0.00	0
Haryana	3	0.62	1328	22	18.16	10182	4	0.79	5816	2	1.74	434	1	0.00	53
Himachal Pradesh	0	0.00	0	0	0.00	0	0	0.01	6193	0	0.00	0	0	0.00	0
Jammu & Kashmir	0	0.00	0	0	0.00	0	0	1.26	3064	0	0.00	0	0	0.00	0
Jharkhand	0	0.00	0	1	0.03	833	0	0.04	8	0	0.04	14	0	0.00	0
Karnataka	36	7.99	142898	16	1.06	52201	5	0.40	19933	6	0.26	1645	0	0.00	0
Kerala	2	0.05	1150	2	0.02	590	0	0.14	792	0	0.14	61	0	0.00	0
Madhya Pradesh	0	0.00	0	0	0.04	-2	0	0.25	88	12	11.36	2435	0	0.00	0
Maharashtra	48	20.00	109049	63	3.02	-516388	15	6.92	79921	33	8.56	29857	0	0.00	0
Manipur	0	0.00	0	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.00	0
Meghalaya	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Mizoram	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Nagaland	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Orissa	0	0.00	0	0	0.00	0	0	0.01	3	0	0.00	-1	0	0.00	0
Punjab	0	0.00	0	0	0.00	0	0	0.15	50	1	1.02	150	0	0.00	0
Rajasthan	1	0.01	4779	0	0.00	0	0	0.33	105	2	1.48	308	0	0.00	0
Sikkim	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0	0	0.00	0
Tamil Nadu	5	1.96	10153	5	0.07	2335	2	0.98	8221	32	4.13	17638	0	0.00	0
Tripura	0	0.00	0	0	0.00	0	0	0.00	0	0	0.03	9	0	0.00	0
Uttar Pradesh	0	0.00	0	7	0.03	2776	2	1.28	4277	2	0.55	381	1	3.43	133537
Uttarakhand	0	0.00	0	0	0.00	0	0	0.03	19	0	0.00	0	0	0.00	0
West Bengal	2	4.11	12611	1	0.01	4	0	0.37	107	5	0.11	12430	0	0.00	0
Andaman & Nicobar Islands	0	0.00	0	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.00	0
Chandigarh	0	0.00	0	0	-0.01	0	0	0.00	0	0	0.19	48	0	0.00	0
Dadra & Nagarhaveli	0	0.00	0	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.00	0
Daman & Diu	0	0.00	0	0	0.00	0	0	0.00	10	0.00	0.00	0	0	0.00	0
Delhi	20	3.09	13936	13	0.78	5301	2	1.43	6017	14	9.92	63887	0	0.00	0
Lakshadweep	0	0.00	0	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.00	0
Puducherry	0	0.00	0	0	0.00	0	0	0.05	18	0	0.00	0	0	0.00	0
Company Total	135	40.17	329954	160	30.97	1108407	36	17.23	134153	125	43.90	45018	2	3.43	133590

Does not include its overseas new business premium.

(Premium in Rs crore)

	SBI Life			Shriram			Star Union			Tata AIG			State Total (Private)			LIC #			State Total (Industry)		
	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives	No. of Schemes	Premium	Lives
	3	16.07	50128	0	0.00	0	0.00	0.00	0	1	1.93	3586				470	598.42	9797845			
	0	0.00	12	0	0.00	0	0.00	0.00	0	0	0.00	0				1	0.00	33			
	0	0.34	3871	0	0.00	0	0.00	0.00	0	0	0.09	395				257	17.73	54814			
	0	4.05	26602	0	0.00	0	0.00	0.00	0	0	0.02	11				111	7.02	251654			
	0	0.88	6643	0	0.00	0	0.00	0.00	0	0	0.13	89				194	4.38	39467			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.03	8				26	0.44	5321			
	7	41.90	20729	0	0.00	0	0.00	0.00	0	0	0.18	628				175	68.16	94540			
	0	0.01	36	0	0.00	0	0.00	0.00	0	0	0.13	154				33	2.66	17737			
	0	0.01	58	0	0.000	0	0.000	0.000	0	0	0.13	78				52	4.67	3223			
	0	0.05	398	0	0.00	0	0.00	0.00	0	0	0.00	0				19	1.20	1420			
	2	4.02	2346	0	0.00	0	0.00	0.00	0	0	0.05	81				12	3.15	1975			
	7	181.42	134093	1	0.04	15525	0.00	0.00	0	7	4.46	3926				514	374.83	795017			
	3	13.26	18790	0	0.00	0	0.00	0.00	0	0	0.11	610				407	103.45	151156			
	0	6.06	9802	0	0.00	0	0.00	0.00	0	0	0.25	156				196	24.58	912485			
	1	44.21	30319	1	15.18	57467	0.00	5.64	5868	3	11.55	2577				535	2435.10	685189			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.01	9				5	0.05	523			
	0	2.40	7607	0	0.00	0	0.00	0.00	0	0	0.00	0				0	0.00	0			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.00	0				10	0.01	363			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.01	9				0	0.00	0			
	1	3.37	28322	0	0.00	0	0.00	0.00	0	0	0.16	619				198	9.25	84110			
	0	1.66	2958	0	0.00	0	0.00	0.00	0	0	0.30	395				107	10.95	50048			
	0	4.51	6217	0	0.00	0	0.00	0.00	0	0	0.32	152				241	67.82	398491			
	0	0.00	0	0	0.000	0	0.000	0.000	0	0	0.00	1				2	0.69	103			
	3	24.98	13580	3	0.16	17858	3.00	0.42	5641	1	7.87	2760				1099	134.58	689268			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.05	42				0	0.00	0			
	0	10.26	13180	0	0.00	0	0.00	0.00	0	0	0.69	308				474	43.80	189957			
	0	0.05	440	0	0.00	0	0.00	0.00	0	0	0.09	54				72	53.29	15640			
	0	21.55	5378	0	0.00	0	0.00	0.00	0	5	2.37	3426				426	118.06	1366526			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.00	0				0	0.00	0			
	1	3.00	6729	0	0.00	0	0.00	0.00	0	0	0.00	0				68	25.20	16827			
	0	0.00	0	0	0.000	0	0.000	0.000	0	0	0.00	0				0	0.00	0			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.000	0				0	0.00	0			
	2	121.25	68260	0	0.00	0	0.00	0.00	0	6	1.62	5094				102	131.19	191541			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.000	0				0	0.000	0			
	0	0.00	0	0	0.00	0	0.00	0.00	0	0	0.01	4				0	0.00	0			
	30	505.31	456498	5	15.38	90850	3	6.06	11509	23	32.56	25172	0	0.00	0	5806	4240.70	15815273	0	0.00	0

Individual Death Claims - As At December, 2009

Life Insurer	Claims pending at start of year		Claims intimated / booked		Total Claims		Claims paid		Claims repudiated	
	No of Policies	Benefit Amount	No of Policies	Benefit Amount	No of Policies	Benefit Amount	No of Policies	Benefit Amount	No of Policies	Benefit Amount
Aegon Religare	8	0.64	13	0.82	21	1.46	5	0.22	7	0.38
					100.00	100.00	23.81	15.07	33.33	26.03
Aviva	70	2.01	420	7.27	490	9.28	389	6.65	40	0.73
					100.00	100.00	79.39	71.66	8.16	7.87
Bajaj Allianz	3004	54.32	7246	105.02	10250	159.35	3118	44.43	168	3.04
					100.00	100.00	30.42	27.88	1.64	1.91
Bharti Axa	74	2.74	136	2.75	210	5.49	69	1.22	43	1.26
					100.00	100.00	32.86	22.28	20.48	22.99
Birla Sunlife	163	7.20	1538	31.65	1701	38.85	1232	20.51	163	6.02
					100.00	100.00	72.43	52.79	9.58	15.49
Canara HSBC	16	1.05	24	0.49	40	1.54	15	0.57	4	0.16
					100.00	100.00	37.50	37.08	10.00	10.57
DLF Pramerica	1	0.01	3	0.48	4	0.49	1.00	0.005	1.00	0.01
					100.00	100.00	25.00	0.96	25.00	1.55
Future Generali	68	2.41	137	3.38	205	5.79	38	0.77	24	0.81
					100.00	100.00	18.54	13.30	11.71	13.99
HDFC Std	377	13.01	918	17.04	1295	30.05	900	10.86	52	1.73
					100.00	100.00	69.50	36.14	4.02	5.75
ICICI Pru	2104	33.13	3704	49.94	5808	83.07	3405	48.47	169	3.13
					100.00	100.00	58.63	58.35	2.91	3.77
IDBI Fortis	30	0.62	52.00	1.72	82	2.34	22	0.86	6	0.12
					100.00	100.00	26.83	36.75	7.32	5.13
ING Vysya	239	4.92	416	5.28	655	10.20	476	6.71	28	0.60
					100.00	100.00	72.67	65.75	4.27	5.87
Kotak Mahindra	375	9.94	482	10.05	857	19.99	555	10.05	32	1.56
					100.00	100.00	64.76	50.26	3.73	7.80
Max NewYork	1050	24.62	1500	33.68	2550	58.30	914	19.56	233	5.61
					100.00	100.00	35.84	33.55	9.14	9.62
MetLife	215	15.97	278	11.38	493	27.35	202	7.59	86	4.14
					100.00	100.00	40.97	27.74	17.44	15.14
Reliance Life	503	12.72	2318	25.25	2821	37.97	2135	21.94	165	5.10
					100.00	100.00	75.68	57.78	5.85	13.43
Sahara	244	2.29	138	1.28	382	3.57	134	1.28	11	0.02
					100.00	100.00	35.08	35.94	2.88	0.69
SBI Life	561	12.33	1728	23.84	2289	36.17	1496	24.30	295	2.18
					100.00	100.00	65.36	67.18	12.89	6.03
Shriram	356	4.88	230	3.62	586	8.50	121	1.46	52	0.96
					100.00	100.00	20.65	17.22	8.87	11.31
Star Union	10	0.10	20	0.14	30	0.24	10	0.11		
					100.00	100.00	33.33	45.83	0.00	0.00
Tata AIG	192	6.53	1011	23.66	1203	30.19	685	11.48	233	0.22
					100.00	100.00	56.94	38.03	19.37	0.73
Private Total	9660	211.44	22312	358.74	31972	570.17	15922	239.05	1812	37.78
					100.00	100.00	49.80	41.93	5.67	6.63
LIC *	57804	512.95	171705	1285.28	229509	1798.23	174841	1276.27	1869	14.21
					100.00	100.00	76.18	70.97	0.81	0.79
Industry Total	67464	724.39	194017	1644.02	261481	2368.40	190763	1515.32	3681	51.99
					100.00	100.00	72.95	63.98	1.41	2.20

Note: Figures in brackets show percentage of the respective total claims.

Benefit Amount in Rs crore)

	Claims written back		Claims pending at end of year		Break up of claims pending - duration wise (Policies)				
	No of Policies	Benefit Amount	No of Policies	Benefit Amount	< 3 months	3 - < 6 months	6 - < 1 year	> 1 year	Total
			9	0.86	6	2	1		9
	0.00	0.00	42.86	58.90	66.67	22.22	11.11	0.00	100.00
			61	1.90	34	7	8	12	61
	0.00	0.00	12.45	20.47	55.74	11.48	13.11	19.67	100.00
			6964	111.88	5865	921	104	74	6964
	0.00	0.00	67.94	70.21	84.22	13.23	1.49	1.06	100.00
			98	3.00	75	21	2		98
	0.00	0.00	46.67	54.73	76.53	21.43	2.04	0.00	100.00
			306	12.32	285	4	6	11	306
	0.00	0.00	17.99	31.72	93.14	1.31	1.96	3.59	100.00
			21	0.80	15	2	4		21
	0.00	0.00	52.50	52.35	71.43	9.52	19.05	0.00	100.00
			2.00	0.47	1	1			2
	0.00	0.00	50.00	97.50	50.00	50.00	0.00	0.00	100.00
			143	4.21	113	29	1	0	143
	0.00	0.00	69.76	72.71	79.02	20.28	0.70	0.00	100.00
			343	17.46	217	71	40	15	343
	0.00	0.00	26.49	58.11	63.27	20.70	11.66	4.37	100.00
			2234	31.47	1323	423	296	192	2234
	0.00	0.00	38.46	37.88	59.22	18.93	13.25	8.59	100.00
			54	1.36	37	13	4	0	54
	0.00	0.00	65.85	58.12	68.52	24.07	7.41	0.00	100.00
	2	0.02	149	2.88	98	37	9	5	149
	0.31	0.16	22.75	28.22	65.77	24.83	6.04	3.36	100.00
			270	8.38	172	84	9	5	270
	0.00	0.00	31.51	41.94	63.70	31.11	3.33	1.85	100.00
			1403	33.13	1139	262	2	0	1403
	0.00	0.00	55.02	56.83	81.18	18.67	0.14	0.00	100.00
			205	15.62	157	36	11	1	205
	0.00	0.00	41.58	57.11	76.59	17.56	5.37	0.49	100.00
			521	10.93	296	0	101	124	521
	0.00	0.00	18.47	28.79	56.81	0.00	19.39	23.80	100.00
			237	2.26	114	58	53	12	237
	0.00	0.00	62.04	63.38	48.10	24.47	22.36	5.06	100.00
			498	9.69	426	19	19	34	498
	0.00	0.00	21.76	26.79	85.54	3.82	3.82	6.83	100.00
			413	6.07	190	69	77	77	413
	0.00	0.00	70.48	71.48	46.00	16.71	18.64	18.64	100.00
			20	0.13	17	3			20
	0.00	0.00	66.67	54.17	85.00	15.00	0.00	0.00	100.00
	0	4.54	285	13.95	268	14		3	285
	0.00	15.04	23.69	46.21	94.04	4.91	0.00	1.05	100.00
	2	4.56	14236	288.79	10848	2076	747	565	14236
	0.01	0.80	44.53	50.65	76.20	14.58	5.25	3.97	100.00
	442	4.63	52357	503.12	30267	13195	6082	2813	52357
	0.19	0.26	22.81	27.98	57.81	25.20	11.62	5.37	100.00
	444	9.19	66593	791.91	41115	15271	6829	3378	66593
	0.17	0.39	25.47	33.44	61.74	22.93	10.25	5.07	100.00

Group Death Claims - As At December, 2009

Life Insurer	Claims pending at start of year		Claims intimated / booked		Total Claims		Claims paid		Claims repudiated	
	No of Lives	Benefit Amount	No of Lives	Benefit Amount	No of Lives	Benefit Amount	No of Lives	Benefit Amount	No of Lives	Benefit Amount
Aegon Religare			1	0.0005	1	0.00				
					100.00	100.00	0.00	0.00	0.00	0.00
Aviva	13	0.10	1398	3.98	1411	4.08	1385	4.00	13	0.04
					100.00	100.00	98.16	98.04	0.92	0.98
Bajaj Allianz	1650	5.51	12276	17.49	13926	23.00	10736	16.87	3	0.01
					100.00	100.00	77.09	73.34	0.02	0.06
Bharti Axa	1	0.05	6	0.30	7	0.36	5	0.07		
					100.00	100.00	71.43	19.69	0.00	0.00
Birla Sunlife	8	0.21	272	2.71	280	2.92	250	2.56	5	0.13
					100.00	100.00	89.29	87.85	1.79	4.45
Canara HSBC					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
DLF Pramerica					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Future Generali	62	1.39	404	6.35	466	7.74	362	6.04	1	0.01
					100.00	100.00	77.68	78.04	0.21	0.13
HDFC Std	1	0.10	91	1.04	92	1.14	91	1.04		
					100.00	100.00	98.91	91.21	0.00	0.00
ICICI Pru	72	2.95	595	10.20	667	13.15	521	9.76	10	0.29
					100.00	100.00	78.11	74.22	1.50	2.21
IDBI Fortis	0	0.00	18	0.01	18	0.01	18	0.01		
					100.00	100.00	100.00	100.00	0.00	0.00
ING Vysya	30	0.45	51	0.90	81	1.35	54	0.82		
					100.00	100.00	66.67	60.99	0.00	0.00
Kotak Mahindra	120	4.44	325	10.92	445	15.36	293	10.40	9	0.40
					100.00	100.00	65.84	67.72	2.02	2.61
Max NewYork	189	0.56	3647	6.74	3836	7.30	3219	5.75	41	0.08
					100.00	100.00	83.92	78.77	1.07	1.10
MetLife	56	1.16	269	6.82	325	7.98	262	6.93	5	0.03
					100.00	100.00	80.62	86.81	1.54	0.39
Reliance Life	56	0.99	673	7.28	729	8.26	693	7.60	1	0.04
					100.00	100.00	95.06	92.00	0.14	0.42
Sahara	0	0.00	2	0.01	2	0.01	2	0.01		
					100.00	100.00	100.00	100.00	0.00	0.00
SBI Life	957	13.91	6722	44.67	7679	58.58	6981	44.95	207	3.03
					100.00	100.00	90.91	76.73	2.70	5.17
Shriram	5	0.10	13	0.23	18	0.33	13	0.25		
					100.00	100.00	72.22	74.81	0.00	0.00
Star Union			10	0.33	10	0.33	1	0.01		
					100.00	100.00	10.00	3.02	0.00	0.00
Tata AIG	138	1.46	263	4.99	401	6.46	264	3.95	12	0.20
					100.00	100.00	65.84	61.23	2.99	3.07
Private Total	3358	33.38	27036	124.97	30394	158.34	25150	121.02	307	4.26
					100.00	100.00	82.75	76.43	1.01	2.69
LIC	624	9.87	56430	268.46	57054	278.33	56266	276.86	1	0.01
					100.00	100.00	98.62	99.47	0.00	0.00
Industry Total	3982	43.25	83466	393.43	87448	436.67	81416	397.88	308	4.27
					100.00	100.00	93.10	91.12	0.35	0.98

Note: Figures in brackets show percentage of the respective total claims.

Benefit Amount in Rs crore)

	Claims written back		Claims pending at end of year		Break up of claims pending - duration wise (Policies)				
	No of Lives	Benefit Amount	No of Lives	Benefit Amount	< 3 months	3 - < 6 months	6 - < 1 year	> 1 year	Total
			1	0.0005	1				1
	0.00	0.00	100.00	100.00	100.00	0.00	0.00	0.00	100.00
			13	0.04	13				13
	0.00	0.00	0.92	0.98	100.00	0.00	0.00	0.00	100.00
			3187	6.12	2713	231	183	60	3187
	0.00	0.00	22.89	26.60	85.13	7.25	5.74	1.88	100.00
			2	0.29	2				2
	0.00	0.00	28.57	80.31	100.00	0.00	0.00	0.00	100.00
			25	0.22	25				25
	0.00	0.00	8.93	7.71	100.00	0.00	0.00	0.00	100.00
			0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
			103	1.69	58	21	15	9	103
	0.00	0.00	22.10	21.83	56.31	20.39	14.56	8.74	100.00
			1	0.10				1	1
	0.00	0.00	1.09	8.79	0.00	0.00	0.00	100.00	100.00
	2	0.10	134	3.00	107	18	4	5	134
	0.30	0.76	20.09	22.81	79.85	13.43	2.99	3.73	100.00
			0.00	0.00	0.00	0.00	0.00	0.00	0.00
			27	0.53	18	0	5	4	27
	0.00	0.00	33.33	39.01	66.67	0.00	18.52	14.81	100.00
			143	4.56	109	28	4	2	143
	0.00	0.00	32.13	29.68	76.22	19.58	2.80	1.40	100.00
			576	1.47	565	11	0	0	0
	0.00	0.00	15.02	20.14	0.00	0.00	0.00	0.00	0.00
	3	0.07	55	0.95	50	5			55
	0.92	0.83	16.92	11.96	90.91	9.09	0.00	0.00	100.00
	1	0.004	34	0.62	7	0	8	19	34
	0.14	0.04	4.66	7.54	20.59	0.00	23.53	55.88	100.00
									0
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
			491	10.60	397	30	12	52	491
	0.00	0.00	6.39	18.09	80.86	6.11	2.44	10.59	100.00
			5	0.08	5				5
	0.00	0.00	27.78	25.19	100.00	0.00	0.00	0.00	100.00
			9	0.32	9				9
	0.00	0.00	90.00	96.98	100.00	0.00	0.00	0.00	100.00
			125	2.31	108	15	0	2	125
	0.00	0.00	31.17	35.70	86.40	12.00	0.00	1.60	100.00
	6	0.17	4931	32.90	4187	359	231	154	4931
	0.02	0.11	16.22	20.78	84.91	7.28	4.68	3.12	100.00
			787	1.46	720	38	23	6	787
	0.00	0.00	1.38	0.52	91.49	4.83	2.92	0.76	100.00
	6	0.17	5718	34.36	4907	397	254	160	5718
	0.01	0.04	6.54	7.87	85.82	6.94	4.44	2.80	100.00

Details of Claims Settled In Individual Category As At December, 2009

(Benefit Amount in Rs crore)

Life Insurer	Duration												Total Claims Settled
	Within 30 Days of Intimation		31 to 90 Days		91 to 180 Days		181 to 1 Year		More than 1 Year		No. of Policies	Benefit Amount	
	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount			
Aegon Religare	3	0.20	1	0.01	1	0.01						5	0.22
Aviva	363	6.04	21	0.38	2	0.11	1	0.00				2	0.12
Bejaj Allianz	763	9.34	2163	30.15	162	3.74	21	1.11				9	0.09
Bharti Axa	29	0.28	22	0.43	18	0.51						69	1.22
Birla Sunlife	1068	12.65	154	6.91	9	0.93	1	0.02				1232	20.51
Canara HSBC	2	0.10	10	0.38	2	0.04	1	0.05				15	0.57
DLF Pramerica	1	0.005										1	0.00
Future Generali	11	0.19	17	0.34	10	0.24						38	0.77
HDFC Std	642	3.47	156	4.54	67	1.74	27	0.86				900	10.86
ICICI Pru	2402	34.75	514	6.42	328	4.31	152	2.65				3405	48.47
IDBI Fortis	9	0.21	8	0.52	5	0.13						22	0.86
ING Vysya	297	3.29	76	1.51	80	1.31	22	0.56				476	6.71
Kotak Mahindra	270	3.79	120	2.44	164	3.80	1	0.01				555	10.05
Max NewYork	142	2.23	444	9.30	322	7.36	6	0.67				914	19.56
MetLife	76	2.68	79	3.04	40	1.22	7	0.66				202	7.59
Reliance Life	1886	16.37	190	3.86	18	0.84	39	0.82				2135	21.94
Sahara	3	0.01	52	0.39	42	0.41	25	0.31				134	1.28
SBI Life	1029	13.97	379	7.87	81	2.32	4	0.07				1496	24.30
Shriram	7	0.07	44	0.53	37	0.44	25	0.30				121	1.46
Star Union	1	0.04	9	0.07								10	0.11
Tata AIG	481	6.65	193	4.37	10	0.44	1	0.02				685	11.48
Private Total	9485	116.35	4652	83.45	1398	29.91	333	8.12	54	1.22	15922	239.04	
LIC	104967	766.22	34657	252.97	21543	157.25	12236	89.32	1438	10.51	174841	1276.27	
Industry Total	114452	882.57	39309	336.42	22941	187.16	12569	97.44	1492	11.73	190763	1515.31	

Details of Claims Settled In Group Category As At December, 2009

(Benefit Amount in Rs crore)

Life Insurer	Duration												Total Claims Settled	
	Within 30 Days of Intimation		31 to 90 Days		91 to 180 Days		181 to 1 Year		More than 1 Year		No. of Lives	Benefit Amount		
	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount				
Aegon Religare											0	0.00		
Aviva	1371	3.66	13	0.34	1	0.00					1385	4.00		
Bajaj Allianz	9468	14.37	1167	2.00	82	0.34	14	0.11	5	0.06	10736	16.87		
Bharti Axa	2	0.01	3	0.06							5	0.07		
Birla Sunlife	238	2.27	12	0.29							250	2.56		
Canara HSBC											0	0.00		
DLF Pramerica											0	0.00		
Future Generali	250	3.93	107	1.73	3	0.23	2	0.15			362	6.04		
HDFC Std	91	1.04									91	1.04		
ICICI Pru	472	7.26	25	1.22	17	1.07	6	0.21	1	0.00	521	9.76		
IDBI Fortis	18	0.01									18	0.01		
ING Vysya	29	0.23	18	0.46	7	0.13					54	0.82		
Kotak Mahindra	185	7.58	67	1.77	34	0.85			7	0.19	293	10.40		
Max New York	2926	5.12	278	0.58	15	0.05					3219	5.75		
MetLife	67	1.63	143	4.23	41	0.82	11	0.25			262	6.93		
Reliance Life	681	7.32	8	0.26	1	0.01	2	0.01	1	0.01	693	7.60		
Sahara	2	0.01									2	0.01		
SBI Life	6536	34.91	345	7.94	47	0.82	16	0.14	37	1.14	6981	44.95		
Shriram	7	0.14	6	0.11							13	0.25		
Star Union			1	0.01							1	0.01		
Tata AIG	115	1.22	86	1.95	63	0.77					264	3.95		
Private Total	22458	90.70	2279	22.96	311	5.09	51	0.87	51	1.40	25150	121.02		
LIC	56042	274.51	107	0.96	43	0.25	72	1.10	2	0.04	56266	276.86		
Industry Total	78500	365.21	2386	23.92	354	5.34	123	1.97	53	1.44	81416	397.88		

State Wise Spread of Individual Agents - Insurer wise As At December, 2009

State / Union Territory	Insurers											
	Aegon Religare	Aviva	Bajaj Allianz	Bharti Axa	Birla Sunlife	Canara HSBC	DLF Pramerica	Future Generali	HDFC Std	ICICI Pru	IDBI Fortis	ING Vysya
Andhra Pradesh	328	2471	14345	2026	18789			5031	20419	28970	887	19054
Arunachal Pradesh		150	56								7	
Assam	117	1578	8092	328	8490			512	3612	7887	300	506
Bihar	2	1882	14857	429	11280			516	2610	13562	67	
Chattisgarh	68	368	3180	476	2354			153	2360	2044	7	
Goa	71	142	61	96	724			241	345	347	123	327
Gujarat	532	2024	7243	2436	7678		56	2332	11524	19887	715	2187
Haryana	355	1934	1970	356	4824		292	2315	5231	4226	207	1915
Himachal Pradesh	10	189	1864	186	1104			622	774	2704	18	410
Jammu & Kashmir		200	2139	260	322			787	1152	3301		1271
Jharkhand	177	610	7083	1120	3575			1942	2036	6237	129	363
Karnataka	484	1186	6881	1877	9197			1051	11843	7459	469	9461
Kerala	357	1626	8149	1523	4889			1580	13066	17884	540	6524
Madhya Pradesh	361	2751	7700	774	5169			1564	9532	7340	323	4049
Maharashtra	610	3340	9718	3352	15249			4787	29600	22272	914	4455
Manipur	1	17	100		431						63	
Meghalaya	6	77	147	130	995				324	206		
Mizoram		30	52		82					182	2	
Nagaland	6	11	27		1108						29	
Orissa	257	2909	11540	885	7205			1866	5646	11605	17	3298
Punjab	462	1472	6867	2086	8619		682	1438	7509	17628	405	4565
Rajasthan	203	1572	4369	1355	7723			1994	9427	17524	548	5366
Sikkim		93	220	132	793				268	467		
Tamil Nadu	593	1961	8416	2348	8624			2386	11293	10967	390	15906
Tripura		389	955		1				916	1251		
Uttar Pradesh	587	3899	17265	3755	17655		14	4419	20284	21700	1026	6160
UltraKhand	130	274	158	479	1497			401	1281	1646	170	543
West Bengal	407	2077	11920	2968	12845			2174	14110	19217	225	1791
Andaman & Nicobar Islands		5								276	17	
Chandigarh	72	60	133	669	596		141	454	1573	940	56	502
Dadra & Nagarhaveli		2	38									
Daman & Diu		1	6									
Delhi	402	2434	2850	1591	4544		165	1630	10363	12157	408	2781
Lakshadweep												
Puducherry		121	41		508				272	276	1	358
Company Total	6598	37855	158442	31637	166870	0	1350	40195	197370	260162	8063	91792

Insurers											
Kotak Mahindra	Max NewYork	MetLife	Reliance Life	Sahara	SBI Life	Shriram	Star Union	Tata AIG	Private Total (Statewise)	LIC	Industry Total (Statewise)
875	4877	8654	20997	774	7188	15983		8032		131722	
	5	17	421		68			55		578	
1174	492	1379	8177	348	857			12236		38701	
34	670	910	10084	2375	2461	29		7068		73974	
15	625	572	1519	107	1827	286		1677		15544	
4	806	266	316		265	1		167		4029	
6668	7780	3428	8544	585	2370	116		12563		67801	
3352	4847	1600	4785	140	1694			7394		20217	
	903	46	1494		573			1388		13213	
1	529	2270	1583		293			8		7345	
346	620	1366	4534	810	1500	145	6	5615		27691	
1350	2500	5728	6609	159	5232	731		4054		97019	
709	2529	9147	5087		6087	146		10196		73877	
602	2458	674	8320	577	3741	1335	5	3463		58953	
6198	13718	6967	10030	308	6379	539	3	14679		163134	
	14	110			50			303		1882	
	20	9	442		63			301		625	
	9	1	120		60			330		400	
	2	13	118		43			175		881	
94	1976	1984	8946	548	3283	13	1	9640		48217	
2351	6136	4724	4135	39	1262			3256		36025	
1061	3368	1530	6122	1592	2850	7		9277		67421	
	15	7	98		22			216		676	
1387	3756	3751	11203	47	8299	1898		8856		118394	
	65	33	780		44			1621		3957	
1821	7332	3831	19396	4067	4594	12	9	12799		163597	
46	1142	638	2750	196	456	2		826		19865	
1134	2241	3922	9591	833	3295	13		24380		119805	
	5	7						7		769	
458	568	510	400	76	188	1		298		2973	
91	3	2						24		2	
	4	2						22		134	
4275	6105	4183	5906	327	745	4		4494		39826	
		1						3		2	
8	31	19	336		143	36		218		1827	
34054	76151	68301	162843	13908	65932	21297	24	165641	0	1421077	0

Individual Death Claims Under Micro - Insurance Portfolio - As At December, 2009

Life Insurer	Claims pending at start of year		Claims intimated / booked		Total Claims		Claims paid		Claims repudiated	
	No of Policies	Benefit Amount	No of Policies	Benefit Amount	No of Policies	Benefit Amount	No of Policies	Benefit Amount	No of Policies	Benefit Amount
Aegon Religare					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Aviva					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Bajaj Allianz	4	0.35	6	0.63	10	0.98	6	0.35		
					100.00	100.00	60.00	35.71	0.00	0.00
Bharti Axa					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Birla Sunlife	1	0.12	310	30.53	311	30.65	298	29.59	3	0.36
					100.00	100.00	95.82	96.54	0.96	1.17
Canara HSBC					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
DLF Pramerica					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Future Generali					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
HDFC Std					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
ICICI Pru	77	0.05	526	0.41	603	0.46	513	0.40		
					100.00	100.00	85.07	86.96	0.00	0.00
IDBI Fortis					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
ING Vysya	2	0.06	11	0.10	13	0.16	13	0.16		
					100.00	100.00	100.00	100.00	0.00	0.00
Kotak Mahindra					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Max NewYork					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
MetLife					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Reliance Life					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Sahara	3	0.65	2	0.25	5	0.90	3	0.55		
					100.00	100.00	60.00	61.11	0.00	0.00
SBI Life					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Shriram					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Star Union					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Tata AIG	2	0.40	127	16.90	129	17.30	97	11.86	29	0.00
					100.00	100.00	75.19	68.55	22.48	0.00
Private Total	89	1.63	982	48.81	1071	50.44	930	42.90	32	0.36
					100.00	100.00	86.83	85.05	2.99	0.71
LIC	60	10.80	1097	168.35	1157	179.15	1114	161.05	4	0.25
					100.00	100.00	96.28	89.90	0.35	0.14
Industry Total	149	12.43	2079	217.16	2228	229.59	2044	203.95	36	0.61
					100.00	100.00	91.74	88.83	1.62	0.27

Note: Figures in brackets show percentage of the respective totals.

Group Death Claims Under Micro - insurance Portfolio - As At December, 2009

Life Insurer	Claims pending at start of year		Claims intimated / booked		Total Claims		Claims paid		Claims repudiated	
	No of Lives	Benefit Amount	No of Lives	Benefit Amount	No of Lives	Benefit Amount	No of Lives	Benefit Amount	No of Lives	Benefit Amount
Aegon Religare					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Aviva	0	0.00	166	26.49	166	26.49	164	26.25	1	0.12
					100.00	100.00	98.80	99.09	0.60	0.45
Bajaj Allianz					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Bharti Axa					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Birla Sunlife					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Canara HSBC					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
DLF Pramerica					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Future Generali					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
HDFC Std					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
ICICI Pru					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
IDBI Fortis	0	0.00	18	1.43	18	1.43	18.00	1.43		
					100.00	100.00	100.00	100.00	0.00	0.00
ING Vysya	11	0.81	30	2.32	41	3.13	29	2.22		
					100.00	100.00	70.73	70.93	0.00	0.00
Kotak Mahindra					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Max NewYork					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
MetLife					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Reliance Life					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Sahara					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
SBI Life	45	16.31	315	121.45	360	137.76	337	128.88	14	5.75
					100.00	100.00	93.61	93.55	3.89	4.17
Shriram					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Star Union					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Tata AIG					0	0.00				
					0.00	0.00	0.00	0.00	0.00	0.00
Private Total	56	17.12	529	151.69	585	168.81	548	158.78	15	5.87
					100.00	100.00	93.68	94.06	2.56	3.48
LIC	127	36.99	8235	3431.13	8362	3468.12	8233	3429.39		
					100.00	100.00	98.46	98.88	0.00	0.00
Industry Total	183	54.11	8764	3,582.82	8947	3636.93	8781	3588.17	15	5.87
					100.00	100.00	98.14	98.66	0.17	0.16

Note: Figures in brackets show percentage of the respective totals.

Details of Micro - insurance Claims Settled In Individual Category As At December, 2009

Benefit Amount in Rs lakh)

Life Insurer	Duration											
	Within 30 Days of Intimation		31 to 90 Days		91 to 180 Days		181 to 1 Year		More than 1 Year		Total Claims Settled	
	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount	No. of Policies	Benefit Amount
Aegon Religare											0	0.00
Aviva											0	0.00
Bajaj Allianz	2	0.10	4	0.25							6	0.35
Bharti Axa											0	0.00
Birla Sunlife	298	29.59									298	29.59
Canara HSBC											0	0.00
DLF Pramerica											0	0.00
Future Generali											0	0.00
HDFC Std											0	0.00
ICICI Pru	506	0.37	1	0.00	6	0.03					513	0.40
IDBI Fortis											0	0.00
ING Vysya	11	0.11	2	0.05							13	0.16
Kotak Mahindra											0	0.00
Max NewYork											0	0.00
MetLife											0	0.00
Reliance Life											0	0.00
Sahara	1	0.20			1	0.20	1	0.15			3	0.55
SBI Life											0	0.00
Shriram											0	0.00
Star Union											0	0.00
Tata AIG	96	11.76	1	0.10							97	11.86
Private Total	914	42.13	8	0.40	7	0.23	1	0.15	0	0.00	930	42.90
LIC	1109	160.02			5	1.03					1114	161.05
Industry Total	2023	202.15	8	0.40	12	1.26	1	0.15	0	0.00	2044	203.95

Details of Micro-insurance Claims Settled In Group Category As At December, 2009

Benefit Amount in Rs lakh)

Life Insurer	Duration											
	Within 30 Days of Intimation		31 to 90 Days		91 to 180 Days		181 to 1 Year		More than 1 Year		Total Claims Settled	
	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount	No. of Lives	Benefit Amount
Aegon Religare											0	0.00
Aviva	162	25.90	2	0.35							164	26.25
Bajaj Allianz											0	0.00
Bharti Axa											0	0.00
Birla Sunlife											0	0.00
Canara HSBC											0	0.00
DLF Pramerica											0	0.00
Future Generali											0	0.00
HDFC Std											0	0.00
ICICI Pru											0	0.00
IDBI Fortis	18	1.43									18	1.43
ING Vysya	17	1.22	9	0.74	3	0.26					29	2.22
Kotak Mahindra											0	0.00
Max NewYork											0	0.00
MetLife											0	0.00
Reliance Life											0	0.00
Sahara											0	0.00
SBI Life	324	123.58	10	4.55	2	0.50	1	0.25			337	128.88
Shriram											0	0.00
Star Union											0	0.00
Tata AIG											0	0.00
Private Total	521	152.13	21	5.64	5	0.76	1	0.25	0	0.00	548	158.78
LIC	8233	3429.39									8233	3429.39
Industry Total	8754	3581.52	21	5.64	5	0.76	1	0.25	0	0.00	8781	3588.17

Details of Individual Agents of Life Insurers - As At December, 2009

Insurer	As on 1st April, 2009	Additions	Deletions	As on 30th September, 2009
Aegon Religare	4758	1850	10	6598
Aviva	36632	4265	3042	37855
Bajaj Allianz	191573	13481	46612	158442
Bharti Axa	27312	4550	225	31637
Birla Sunlife	158333	13521	4984	166870
Canara HSBC	0			
DLF Pramerica	960	399	9	1350
Future Generali	36416	3858	79	40195
HDFC Std	190442	8756	1828	197370
ICICI Pru	257629	20270	17737	260162
IDBI Fortis	7564	499	0	8063
ING Vysya	88236	6064	2508	91792
Kotak Mahindra	35362	4820	6128	34054
Max NewYork	91701	8715	24265	76151
MetLife	66141	4470	2310	68301
Reliance Life	185703	12012	34872	162843
Sahara	13904	199	195	13908
SBI Life	68056	7450	9574	65932
Shriram	20874	423	0	21297
Star Union	10	14	0	24
Tata AIG	149164	17876	1399	165641
Private Total	1630770	133492	155777	1608485
LIC	1410285	79074	68282	1421077
Industry Total	3041055	212566	224059	3029562

Details of Micro-Insurance Agents of Life Insurers - As At December, 2009

Life Insurer	As on 1st April, 2009	Additions	Deletions	As on 30th Sept, 2009
Aegon Religare	0			
Aviva	1	0	0	1
Bajaj Allianz	194	13	0	207
Bharti Axa	0			
Birla Sunlife	125	29	31	123
Canara HSBC	0			
DLF Pramerica	0			
Future Generali	0			
HDFC Std	0			
ICICI Pru	14	0	0	14
IDBI Fortis	0			
ING Vysya	0			
Kotak Mahindra	0			
Max NewYork	0			
MetLife	0			
Reliance Life	0			
Sahara	14	0	0	14
SBI Life	0			
Shriram	1	0		1
Star Union	0			
Tata AIG	326	28		354
Private Total	675	70	31	714
LIC	7584	614	0	8198
Industry Total	8259	684	31	8912

Details of Corporate Agents of Life Insurers - As At December, 2009

Life Insurer	As on 1st April, 2009	Additions	Deletions	As on 30th Sept, 2009
Aegon Religare	10	1	0	11
Aviva	18	0	0	18
Bajaj Allianz	780	61	4	837
Bharti Axa	13	0	0	13
Birla Sunlife	403	35	46	392
Canara HSBC	3	2	0	5
DLF Pramerica	6	4	0	10
Future Generali	6	0	0	6
HDFC Std	373	3	2	374
ICICI Pru	45	1	1	45
IDBI Fortis	42	1	3	40
ING Vysya	56	0	0	56
Kotak Mahindra	88	18	5	101
Max NewYork	80	2	0	82
MetLife	39	0	0	39
Reliance Life	184	31	2	213
Sahara	7	1	0	8
SBI Life	118	16	4	130
Shriram	6	2	0	8
Star Union	2	0	0	2
Tata AIG	72	4	6	70
Private Total	2351	182	73	2460
LIC	481	49	5	525
Industry Total	2832	231	78	2985

15 – 17 Apr 2010
Venue: NIA, Pune

Workshop on Distribution Channel Management
By National Insurance Academy

03 - 05 May 2010
Venue: Manama, Bahrain

IFSB Summit
By Islamic Financial Services Board

03 – 08 May 2010
Venue: NIA, Pune

Techno Marketing in General Insurance
By National Insurance Academy

04 - 05 May 2010
Venue: Mumbai

11th Asian Conference on Bancassurance & Alternative Distribution Channels
By Asia Insurance Review, Singapore

06 - 07 May 2010
Venue: Mumbai

3rd Asian Life Insurance Summit
By Asia Insurance Review, Singapore

10 – 12 May 2010
Venue: NIA, Pune

Financial Awareness (Life)
By National Insurance Academy

17 – 22 May 2010
Venue: NIA, Pune

Prevention of Insurance Frauds
By National Insurance Academy

24 - 26 May 2010
Venue: Singapore

4th Asian Insurance CFO Summit
By Asia Insurance Review, Singapore

01 - 02 June 2010
Venue: Dubai, UAE

3rd Middle East Conference on Bancassurance & Alternative Distribution Channels
By Asia Insurance Review, Singapore

07 – 09 June 2010
Venue: NIA, Pune

Workshop on Motor TP Claims
By National Insurance Academy



One of the lessons from the recent financial crisis is the importance for institutions to have a firm-wide integrated approach towards corporate governance.

Ms Teo Swee Lian

*Deputy Managing Director, Prudential Supervision Group,
Monetary Authority of Singapore*

Through the NAIC, regulators have created three core solvency surveillance mechanisms – reporting, analysis and examination – to ensure that obligations to policyholders and other parties are met both today and in the future.

Mr. Sean Dilweg

Wisconsin Insurance Commissioner

The International Association of Insurance Supervisors (IAIS) is strongly committed to the promotion of supervisory co-operation and information exchange.

Mr. Peter Braumuller

Chairman of the IAIS Executive Committee

As regards portability, we have taken up the matter in right earnest and hopefully it would not be long before portability is introduced in Health Insurance policies (in India).

Mr. J. Hari Narayan

*Chairman, Insurance Regulatory &
Development Authority, India*

Penetration of life risk protection into the Australian community has always been low and no single company or group of companies in the industry has found a way of unlocking the potential for substantially greater penetration.

Mr. John Trowbridge

*Executive Member,
Australian Prudential Regulation Authority*

Firms need to have people on their boards and important committees that are willing to play devil's advocate and to ask the tough questions.

Ms. Sally Dewar

Managing Director, Risk, FSA (UK)



view point