



Volume XI, No. 8

# Journal

August 2013



**Making it Happen**

- Challenges in Insurance

**बीमा विनियामक और विकास प्राधिकरण**

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- Challenges in Insurance

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# From the Publisher



It has often been said that lack of a deterrent punishment tends to be a major reason for the commitment of several nefarious acts. It cannot be truer than it is in the case of insurance frauds. A serious lack of understanding of the contractual obligations, aided by a sense of 'nothing to lose' attitude by the policyholders sums up as a major reason for perpetration of frauds, especially in the retail sector. This is a big challenge that is confronting the players as also the policymakers, as the industry is constantly losing huge sums of money, year after year, and calls for the greatest attention at all times.

'Trends and Challenges in the Insurance Industry' is once again the focus of this issue of the Journal. There are a host of functions that insurers and the other regulated entities have to fulfil constantly while conducting business; and in addition, ensure compliance to the regulator that they are indeed fulfilling all the requisite conditions. 'Regulatory Compliance' which is a vital area of management will be the focus of the next issue of the Journal.

For any type of service, particularly in the financial services domain, it would be difficult to pinpoint one particular area of operation as the most challenging one. However, there are always a few areas that demand more attention than the others in order that business runs in an uninterrupted manner; and profitably, at that. One of the crucial aspects of the Indian insurance industry historically has been the high incidence of insurance frauds, across all classes of operation. Apart from the need to deploy precious resources in curbing them, frauds have led to tremendous erosion in the profitability of the players. Although the extent of the fraudulent tendencies and vulnerability vary a great deal from one class to another, no single class has been immune to the perpetration of frauds; and it is here that insurers have to be extra-vigilant in their operations.

It would be futile to look for a singularly specific reason for the perpetration of frauds, while there are a few managerial aspects that would certainly check the incidence to a great extent. Insurance business is all about taking over the risks of others – at a price. It is often possible that in the race for market supremacy, the finer aspects of risk assessment are relegated to a secondary importance. While it may not appeal to be a major factor at the time of acquisition of business, it has to be appreciated that this could lay the foundation for a potential fraud.

T.S. Vijayan

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# Standing up and Delivering

## - Trends and Challenges

Historically, the spirit of staying in competition and being ahead of others is steeped deeply within us – and nothing wrong with it, one would say. However, when this competition assumes a senseless quality to it, it becomes more of a rat race; and it would be highly debatable whether it would be sensible to be a party to it or just get on with one's own business at one's own pace. Perhaps it would make better sense to develop one's own internal targets and work towards achieving them in a meaningful manner.

The detariffing of the market a few years ago was a resultant of the various demands by the players and other stakeholders who felt that a competitive market did not really make much sense in the absence of pricing freedom. Further, a certain level of comfort as regards the maturity of the market prompted the policymakers to go for a total detariffing of the non-life insurance industry. However, to transgress all levels of business prudence in order to grab the market and augment your top-line growth would not be a sound strategy. This is what is uttered in all forums and written in all columns regularly but the trend continues unabated. One looks forward to where it is going to end!

In the Life insurance domain, some stability seems to have been achieved after the discernible fall in the growth levels – consequent upon policy changes.

However, the perennial debate about the practices in the marketing styles still keeps haunting us and unless there is a perceptible improvement in this area, to claim that the market is registering good growth levels would not be totally fair. It is vital for the industry to ensure that such negative publicity is put to total rest; and the sooner it happens, the better. It is equally important to improve genuine business retention, along with the acquisition of fresh business, to stay ahead of competition. These are some of the challenges confronting the insurers and the other stakeholders of the industry at this juncture.

'Trends and Challenges in Insurance' is the focus of this issue of the **Journal** once again. In the first article of this issue, Mr. Joydeep Roy attempts to dispel a few misplaced notions about the various ratios pertaining to insurance business and he also comments on how we should not be obsessed by the 'magic figures' that normally haunt us. In the next article, Mr. Anand Pejawar comments on the business trends being observed in the Life insurance industry; and also on what contributed towards the arrest of the rapidly growing trend that was observed a few years ago. Health insurance continues to be the most talked-about area of the Indian insurance domain. In a write-up that attempts to identify the reasons for the poor growth of Health insurance in the rural and backward areas, Mr. Sumesh

Sheth also suggests a few ways to improve the class.

Another very contentious topic in Life insurance that has been debated over the years is the ULIPs. In an article that is full of positive optimism, Mr. D.V.S. Ramesh insists that the ULIPs are bound to be back into reckoning as a hugely growing segment, in the Indian insurance domain. If one were to consider the priorities for the state, providing quality healthcare to the masses would certainly be on the top of the agenda. Ms. Malti Jaswal looks at the role of insurance in providing this essential 'universal health coverage', in the second and concluding part of her very well thought-out article. While there is an element of fear in the society in general about cancer spreading and growing in its numbers over the years, not many of us know what cancer really is. In the 'thinking cap' section, we have Ms. Seema Arora describing in detail what cancer is all about and what insurance could contribute towards tackling this deadly disease.

In order for the supervisors to understand how the business is being conducted, it is essential that there is a system of proper reporting from time to time by the various regulated entities. 'Regulatory Compliance' will be the focus of the next issue of the **Journal**.

# Report Card:LIFE

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

Sl No.	Insurer	Premium w/w (₹ in Crores)			No. of Policies / Schemes			No. of lives covered under Group Schemes		
		Jun., 13	Upto Jun., 13	Upto Jun., 12	Jun., 13	Upto Jun., 13	Upto Jun., 12	Jun., 13	Upto Jun., 13	Upto Jun., 12
1	<b>Bajaj Allianz</b>	20.03	42.78	43.75	1397	3747	7601	1556277	3957367	65373
	Individual Single Premium	54.21	136.97	147.53	31551	91259	122856	51848	123699	2630458
	Group Single Premium	129.21	102.37	102.37	26	91	25			
2	<b>ING Vysya</b>	0.15	2.11	9.88	7	177	883	1	17	51
	Individual Single Premium	35.50	79.92	77.27	15812	33061	33331	32	32	0
	Group Single Premium	0.00	0.11	0.28	0	0	0			
3	<b>Reliance Life</b>	6.24	31.26	20.25	613	3090	6609	102163	125116	627238
	Individual Single Premium	85.76	236.18	160.52	48356	153331	147959	44341	74100	57683
	Group Single Premium	0.87	3.36	8.14	9	37	48			
4	<b>SBI Life</b>	18.59	60.80	76.10	1692	4702	5428	105961	130541	66789
	Individual Single Premium	119.77	280.37	238.40	49297	110167	107583	88567	129278	126121
	Group Single Premium	95.84	331.76	517.59	3	8	14			
5	<b>Tata AIA</b>	21.59	44.20	55.66	10	20	22			
	Individual Single Premium	1.72	5.12	9.78	121	394	818	17222	37406	37926
	Group Single Premium	17.33	51.79	73.59	7686	22658	34434	5000	36872	47106
6	<b>HDFC Standard</b>	12.63	27.66	22.35	0	0	0			
	Individual Single Premium	14.45	28.18	13.53	6	47	56			
	Group Single Premium	11.04	25.01	23.49	568	1367	3151	191871	446805	287238
7	<b>ICICI Prudential</b>	129.40	314.65	431.61	44766	106760	112838	0	0	11
	Individual Single Premium	88.21	244.98	219.09	36	86	97			
	Group Single Premium	0.00	0.00	-0.01	0	0	0			
8	<b>Birla Sunlife</b>	14.48	36.13	26.17	526	1758	1454	81609	276153	355539
	Individual Single Premium	210.60	443.95	491.43	64574	172077	211764	3200	3216	19104
	Group Single Premium	25.67	76.26	115.36	2	77	55			
9	<b>Aviva</b>	3.23	8.74	88.52	3	3	5			
	Individual Single Premium	1.28	4.42	3.33	62	190	210	458	980	278
	Group Single Premium	63.12	156.85	181.88	32886	70790	128391	99338	171084	322006
10	<b>Kotak Mahindra Old Mutual</b>	1.32	3.91	1.42	2	2	0	74	283	263
	Individual Single Premium	39.69	81.48	131.27	37	88	121	91309	314176	86737
	Group Single Premium	0.76	1.49	2.44	80	163	258			
11	<b>Max LIFE</b>	18.31	39.15	62.89	9448	20669	32028	2137	19825	5973
	Individual Single Premium	0.07	0.23	0.10	0	0	0	426	700448	167061
	Group Single Premium	6.66	67.11	114.67	5	21	19	284692	434900	471772
12	<b>MetLife</b>	13.67	24.47	17.35	285	1612	1087	153773	725680	471772
	Individual Single Premium	25.69	53.82	56.20	9094	19411	26437			
	Group Single Premium	21.02	32.59	32.59	2	10	7			
12	<b>MetLife</b>	34.16	113.31	30.27	87	269	190	2075	5881	4735
	Individual Single Premium	52.65	48.62	48.62	8	36	60	109772	293385	202605
	Group Single Premium	288.24	262.22	262.22	42721	95682	100038	2137	19825	5973
12	<b>MetLife</b>	11.74	29.47	26.71	4	9	13	2075	5881	4735
	Individual Single Premium	1.93	12.76	10.85	65	343	426	109772	293385	202605
	Group Single Premium	0.45	2.25	82.00	11	168	13405			
12	<b>MetLife</b>	41.60	117.57	127.60	15614	38979	44311			
	Individual Single Premium	4.05	6.56	0.68	0	0	0			
	Group Single Premium	3.06	7.83	5.79	15	48	60			

13	<b>Sahara Life</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	1.81 4.45 0.00 0.00	2.79 6.44 0.00 0.00	253 2862 0 0	426 5759 0 0	591 8945 0 0	0 0 0 0	0 0 0 0
14	<b>Shriram Life</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	19.32 45.23 26.78 4.30	28.47 34.79 21.19 2.87	828 9809 1 5	2384 31454 3 14	3645 21198 0 22	112996 257589 0 0	90630 130849 0 0
15	<b>Bharti Axa Life</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.01 34.33 5.80 0.00	0.01 34.33 5.80 0.00	0 8424 0 0	-1 20805 2 0	-1 18042 0 0	4497 0 0 0	2455 0 0 0
16	<b>Future Generali Life</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	5.64 19.16 0.20 3.78	2.49 23.71 0.03 1.41	423 5739 0 3	666 14492 0 11	364 18651 0 11	406 75699 0 0	8 12818 0 0
17	<b>IDBF Federal</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	9.74 30.90 0.00 6.23	6.07 27.61 0.00 3.26	615 7897 0 2	988 14973 0 4	813 12904 0 2	0 52411 0 0	0 45996 0 0
18	<b>Canara HSBC OBC Life</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.00 49.74 0.59 113.03	0.01 88.65 0.62 38.43	1 3223 0 10	1 8591 0 17	0 13590 0 9	1341 31248 0 0	200 44547 0 0
19	<b>Aegon Religare</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.53 5.75 0.00 0.34	1.29 26.51 0.05 6.03	16 3141 0 0	34 7426 0 0	88 12329 1 0	18 0 0 0	69 0 0 0
20	<b>DLF Pramerica</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.20 6.08 0.00 0.15	0.62 29.18 0.00 0.00	12 4307 0 9	43 15819 0 26	93 21686 0 0	0 51669 0 0	0 0 0 0
21	<b>Star Union Dai-ichi</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	4.40 15.85 2.78 5.41	31.39 28.43 6.14 1.53	332 7489 0 1	1086 17379 0 5	2268 16916 1 10	3773 88593 0 0	4555 38867 0 0
22	<b>IndiaFirst</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	2.60 7.77 115.58 0.00	9.67 35.76 54.73 3.55	179 5089 15 0	369 12304 29 0	847 22013 12 10	159731 0 0 0	9911 160687 0 0
23	<b>Edelweiss Tokio</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium <b>Private Total</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	0.12 2.83 0.57 0.14 132.75 1041.32 445.84 341.73	0.04 3.01 0.16 0.48 446.00 2851.56 1140.53 762.24	18 2158 1 4 8047 431923 119 318	46 4516 1 4 23446 1088262 355 1013	1 1983 0 18 49673 1270427 273 1135	57 4409 608873 2841808	15 4555 2031018 4367583
24	<b>LIC</b> Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium Grand Total Individual Single Premium Individual Non-Single Premium Group Single Premium Group Non-Single Premium	714.97 1582.92 3080.62 134.03 847.72 2624.23 3526.46 475.76	2482.49 6435.47 5191.21 341.83 2928.48 9087.02 6331.73 1104.07	97749 2080372 50 2977 105796 2522295 149 3295	269228 4790595 58 5274 292674 5878857 413 6287	403678 5068672 21 3753 453351 6339099 294 4888	402351 6177361 608873 2841808	131062 6385085 2162080 10752688

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

## Circular

Ref: IRDA/NL/CIR/MISC/138/07/2013

Date: 18.07.2013

**Re: Clarifications on the guidelines on Insurance Repositories and electronic issuance of Insurance policies.**

The following clarifications are issued on the guidelines on Insurance Repositories and electronic issuance of Insurance policies dated 29th April, 2011 issued by the Authority.

1. Clause 3 (2) of the guidelines requires every Insurer to enter into service level agreements with all Insurance Repositories that have been granted certificate of registration. Further clause 22(1) stipulates that an Insurer shall enter into an agreement with one or more Insurance Repositories. It is now clarified that in Clause 3(2) the word 'all' shall now be substituted with "one or more". Further, it is clarified that the guidelines in Clause 3(2) and clause 22(1) shall apply only to those Insurers that decide to issue e-Insurance policies.
2. Clause 20 (2) provides for opening of the e-Insurance Account directly by the Insurance Repository. It is clarified in this context that the Insurance Repository shall upfront declare the list of Insurers with whom the Insurance Repositories is having a tie up with Service Level Agreement (SLA) so that the customer is fully informed. Further, any changes in the above list shall also be informed to the e-Insurance account holders.
3. The demographic and identity related information obtained from e-KYC process put in place by UIDAI shall be considered as fulfilling the KYC norms prescribed by the Authority under clause 20 (2).
4. Clause 22(4) specifies that Agreement shall contain the scope of the contract between the Insurer and Insurance Repository and the facilities that have to be provided.
5. Clause 29 (1) requires an Insurance Company to issue a policy in electronic form when the policy holder requests for the same. It is clarified in this context that this clause is applicable only to those Insurers who are willing to offer the e-Insurance policies and have tie up with a licensed Insurance Repository with whom they have entered into an SLA.

Every such Agreement shall have a clause specifying mutual responsibility towards the policyholder and the safe keeping of electronic information in case the Agreement -ceases to exist. In such case, the Authority shall be informed well in advance of not less than 30 days by both the Insurer and the Insurance Repository.

**Randip Singh Jagpal**  
Joint Director (NL)

## Order

Ref: IRDA/CAGTS/CIR/142/07/2013

Date: 25.07.2013

To

CEO's of all insurance Companies

Sub: Transfer of Agency /Corporate Agency License from one insurer to another

Reference is invited to the Circular No. 31/IRDA/CA/CIR/SEP-09 dated 2nd September, 2009 wherein the Authority has laid down the procedure for transfer of Agency/Corporate Agency License from one Insurer to another. In terms of the said Circular the Authority has mandated

Agents/corporate Agents to submit a "No Objection Certificate" to transferee insurer which is obtained from transferor Insurer.

Instances have been observed that the transferor insurers are making inordinate delay in issuing "No Objection Certificate" to Agents/Corporate Agents even after complying with the provisions of the Circular referred above. Further, it is also informed by the Insurers that the Agents/Corporate Agents are seeking transfer without contributing much business to them. In view of this, it has

been decided not to allow any Agents/corporate Agents to seek transfer of License within One Year from the date of grant of their License. Further, no Agent/Corporate Agent shall seek transfer without achieving the Minimum Business Norms mandated by the respective Insurers.

The Insurers shall grant No Objection Certificate within One week of receipt of the request subject to compliance with provisions of Circular referred above. In



case No Objection certificate cannot be granted within stipulated time frame, the insurer shall record the reasons for non issuance of NOC in portal and shall ensure compliance by the agent of the provisions of the above Circular within one month of request except in case of fraud or serious

complaint. In case no pertinent reason is recorded within one week and one month time period is elapsed from the date of request, those requests will be deemed to have been granted NOC and transfer will be effected in portal.

These guidelines will apply with immediate effect and forms part of Authority's Circular Ref. No: 31/IRDA/CA/CIR/SEP-09 dated 2nd September, 2009.

**Sudhin Roy Chowdhury**  
Member (Life)

## Circular

Ref: IRDA/F&I/INV/CIR/134/2013

Date: 12.07,2013

The CEOs of all Insurers

Sub: Lending Securities through Securities Lending and Borrowing (SLB) Framework.

The Authority sought public comments vide exposure draft dated 3rd August, 2012 to permit Insurers lending through Securities Lending and Borrowing (SLB) scheme. Comments received from the various stake holders including Life Insurers, General Insurers and other entities along with suggestions and the controls needed. After examination of the comments received, it is observed that Insurers can generate extra yield on the securities held in their custody by lending securities through SLB mechanism. Therefore, Insurers are permitted to participate in SLB subject to the following:

1. The SLB Framework should be governed by the SEBI cir no. MRD/DoP/SE/Dep/Cir- 14/2007 dated 20th December, 2007 and subsequent revisions and amendments to the guidelines. Insurers are permitted to lend through SLB Framework in Equities only.
2. The Insurer has to adhere to the Client level and Participant level position limits prescribed by SEBI and stock exchange while undertaking SLB.
3. Insurer can only lend securities to the maximum extent of 10% quantity in the respective scrips in the respective Funds. These prescribed limits shall be adhered at all the times.
3. Securities lent in SLB would not be treated as creating encumbrance, charge, hypothecation or lien on such securities.
4. Securities lent in SLB would be treated as if the Insurer owns such securities and all benefits arising on such securities shall be available to the Insurer i.e. the beneficial rights of the Insurer shall continue as per the SLB Framework.
5. The lending fee shall be accounted for on accrual basis in view of the risk of early repay/recall of securities.
6. The securities lent shall continue to be shown in Form 5 as they were shown prior to SLB transaction. Income earned on lending securities shall be shown in the CAT code that is applicable as it appears in Form 1. The Securities which are lent through SLB and are not held in custody shall be shown in Form 6 under the column 'others' and detailed reconciliation statement covering name of the scrip, no. of securities lent, name of the fund, maximum limit permissible in such fund based on the total quantity held, stock exchange, date of expiry of the contract, value of the securities lent as on the date of the Return shall be provided along with the Return. /
7. The practices of lend, recall and repay etc. shall be made keeping the overall interest of policyholders across the Funds of the Insurer.
8. Lending securities through SLB in the Funds shall be made only after approval of the Investment Committee. While considering approval, the Investment Committee shall satisfy that lending securities through SLB will be in the interest of the Policyholders.
9. The Board of Insurer shall amend its Investment Policy and put in place adequate Risk Management framework on SLBs covering circumstances for an early recall & rollover, treatment of corporate actions such as dividend, split, bonus, rights, merger, demerger etc.

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

## Circular

Ref: 75/IRDA/Aegon/34A

Date: 26.07.2013

**Mr. Debmalya Maitra,**  
 Head - Audit, Risk and Compliance,  
 Aegon Religare Life Insurance Co. Ltd.,  
 Unit No - 102,1st Floor,  
 Nomura Building (Winchester),  
 Hiranandani Business Park,  
 Hiranandani Powai,  
 Mumbai - 400076

Dear Sir,

**Sub: Violation of Section 34A of the Insurance Act, 1938 and Submission of Inconsistent Information**

Reference is invited to your Company's letter ARLI/L&SEC/May/887 dated 03rd May, 2013 notifying the resignation of the then Managing Director & Chief Executive Officer Mr Rajiv Jamkhedkar and appointment of Mr K S Gopalakrishnan as an Executive Director and Principal Officer by the Board of Directors of your company. Reference is also drawn to the Authority's email dated 07th May, 2013 wherein it was informed to your company that the appointment of new Principal Officer shall be effective only after the specific approval of IRDA in accordance to the provisions of Section 34 A of the Insurance Act, 1938 (the Act) and advised for applying separately under Section 34 A of the Act. From the application forwarded vide letter ARLI/L&SEC/May/906 dated 15th May, 2013 seeking approval for appointment of Mr K S Gopalakrishnan as Whole Time Director designated as Executive Director it is noticed that the Board vide its resolution dated 03 May, 2013 appointed Mr K S Gopalakrishnan only as Whole Time Director designated as Executive Director. It is noticed that the Board resolution did not specifically mention the appointment of Mr K S

Gopalakrishnan as Principal Officer as communicated vide your company's letter dated 03rd May, 2013. Hence, it is noticed that there is no consistency in the information submitted to the Authority.

Further, despite Authority's specific instructions vide e-mail dated 07/May/2013 that the appointment of Principal Officer shall be only effective upon the prior approval of IRDA, it is observed that your company proceeded with the appointment of Mr K S Gopalakrishnan as Principal Officer by disclosing the same in the website of your company.

In response to the explanation sought vide Authority's letter Ref. 75/IRDA/Aegon/34A dated June 05, 2013 on submission of inconsistent information and proceeding with the appointment and then publishing in the website against specific instructions, your company vide its letter ARLI/COMP/June 13/923 dated June 13, 2013, regretted the same and submitted that the complete resolution of the Board was not forwarded to IRDA while seeking approval for appointment. On proceeding with the appointment of Principal Officer and disclosing Mr K S Gopalakrishnan as Principal Officer in the website, your company submitted that the disclosure in the website was done without proper internal approvals.

On examining the submissions on the matter of forwarding inconsistent information to the Authority, it is stated that on issues such as appointment of Principal Officer that are deliberated by the Board, the Life Insurer is expected to exercise complete care while forwarding

the minutes. It shall be noted that, as the Authority has to rely on the copy of minutes forwarded, the Life Insurer shall be more vigilant and consistent, as any discrepancies noticed lowers the level of regulatory comfort to rely on the documents forwarded. Hence, it is considered that your company did not take adequate care to submit consistent information and documents to the Authority in this matter.

The submissions on proceeding with the appointment of Mr KS Gopalakrishnan as the Principal Officer and disclosure in its website without obtaining prior approval of IRDA, revealed the poor governance / internal controls of your company and are considered as a disregard to the instructions issued by IRDA and a violation of Section 34 A of the Act.

After examining the submissions, your company is hereby warned for forwarding inconsistent information and for violating Section 34A of the Act. Your Company is also directed to ensure consistency in the information that is submitted and comply with the provisions of Section 34A of the Act scrupulously.

Yours faithfully,  
**Sudhin Roy Chowdhury**  
 Member (Life)

# Circular

Ref: IRDA/ATI/CIR/GLD/144/07/2013

Date.: 29-07-2013

## STANDARD INSTRUCTIONS AND GUIDELINES APPLICABLE FOR APPROVAL/RENEWAL OF AGENTS TRAINING INSTITUTES

These instructions/guidelines are applicable to all the training institutes including in-house training institutes of the insurers.

1. The accreditation window for starting new ATI will be opened twice in a year depending on need. All the applications received will be scrutinized and based upon their compliance, with the Guidelines, Circulars and regulations issued by Authority from time to time, accreditations will be granted.
2. In order to ensure that only serious professional players come into such business, the following provisions are mandatory for grant of new/renewal accreditation to the institute:
  - a. Institutes which are engaged in training for financial/insurance products for more than 3 years are eligible to apply for starting an offline/online institute. However this will not apply to in-house institutes of insurers.
  - b. Only entities registered as Company under the Companies Act and Society and trusts registered under Societies Registration Act shall be eligible to apply for accreditation as ATIs.
  - c. The accreditation will be given on need basis. The existing private ATIs will be granted a one-time permission

as assessed by the Department to relocate the centers within the state. The existing ATIs will also be eligible for reallocation of the centres within the state based on the assessments made by the Department.

- d. For a new location if more than one private Agents Training Institutes apply for accreditation, internal grading and marking system will be applied to give accreditation on merits.
- e. The initial approval will be for a period of 3 years and consideration of further renewal next 3 years would depend on the satisfactory compliance of requirements of accreditation. Accreditation of any centre which has not conducted any pre recruitment training for one year continuously will be liable for cancellation. For renewal cases the ATI are required to apply with all documents/details 3 months in advance of expiry of accreditation.

### 3. Training

- a) The training shall be based on the books prescribed by the Authority for life insurance i.e. IC-33 and for non-life insurance IC-34.
- b) The training duration for new license is 7 days minimum including Sundays but excluding national holidays with 8 hours per day excluding lunch and tea break applicable for full time batches.
- c) For the part-time batches the training can be imparted 4 hours daily excluding tea break and the minimum

duration of the training will be 14 days including Sundays but excluding national holidays. In case of composite training duration are 11 days & 22 days respectively for full time and part time training.

- d) Any candidate to qualify for the exam must complete 50 hours/75 hours training as applicable. For renewal of license candidate must attend 25 hours training in each stream i.e. life or non-life separately in 4 days/8 days respectively. Product related training and market survey shall not be included in this statutory training. The product training, if any, to be given by the insurance company should be conducted separately and over and above the minimum training hours prescribed by the Authority.

### 4. Attendance

The attendance record of the trainees should be maintained at the Institute for necessary inspection at any given point of time.

### 5. Faculty

- A) Every Institute should have at least one qualified permanent full-time faculty for each stream i.e. for Life and Non - Life having any of the qualifications as prescribed below:
  1. 5 years of experience in the managerial cadre with any insurer.
  2. The qualified surveyors, Engineers with B.Tech. Degree from recognized universities, C.A., C.S. and I.C .W.A.I. qualified professional\*

3. LOMA level 1 Qualification\*.
4. Associate from Insurance Institute of India\*.
5. Post graduation qualification in insurance provided by university recognized by UGC like PG diploma in insurance, MBA in insurance, Associate from CII, London and Diploma from IIRM, Hyderabad\*.
6. Qualified students of post graduate diploma in insurance earlier approved by IRDA in year 2003 offered by IRDA approved institutes\*.

\*A three day workshop either at NIA, III, IIRM will be mandatory, for qualifications mentioned at 2,3,4,5 & 6.

- It is mandatory to submit notarized copy of the Identity proof of the Faculty.
  - Faculty qualification certificate must be notarized and certificate/diploma number must be clearly visible and verifiable.
  - In cases where it is found that the certificates submitted by the ATI for faculty qualification are forged/bogus, it is the responsibility of the ATI to check the Authenticity of such certificates. In cases of Associate/Fellow of Insurance Institute of India or Federation of Insurance Institutes, diploma number could be checked to know the Authenticity, by going through website of Insurance Institute of India.
- B) The attendance register of the faculty members should be maintained at the training institutes.

- C) The record of the payment made to faculty should be maintained at the training institute i.e. batch -wise payment detail should be maintained. In case the employment of the faculty is full time, record of monthly wages/payment should be maintained. All payments to faculty will be made through bank.
- D) The faculty should provide details of the other Institutes with whom they have been empanelled as part - time/guest faculty. The faculty must also inform the other Institutes about his/her leaving one institute and joining any other training institute. Any change in main qualified permanent faculty must be intimated to the Authority within one month.
6. The Agents Training Institutes must impart pre recruitment training to only those candidates who are sponsored by insurers by online allotment of training slot and training completion certification on portal.
  7. The Agents training institutes are permitted to undertake courses on insurance, sponsored by Insurers or being conducted by III, NIA, IIRM, Actuarial society of India, CII of London or any other insurance related training. Agents Training Institute must have at least one classroom dedicated for pre recruitment training.
  8. For the purpose of accreditation of private Agents Training Institute the proof of ownership/tenancy of the premises in the name of Agent Training Institute are sufficient for accreditation. In case of in-house Agents Training Institute where the training centre is situated in the

branch approved by IRDA, copy of IRDA approval of branch is acceptable.

9. Infrastructure: It is mandatory for every Agent Training Institute to have at-least one classroom with a minimum carpet area of 200 sq. Feet apart from office room and wash room, dedicated to 50/25 hours training. Every Agent Training Institute must provide one computer for each classroom to practice the online exam mock test. The classroom should have comfortable seating arrangements permanently available.
10. Batch size: The maximum number of candidates permitted in a batch for training will be 40. To reduce the cost of training, Agent Training Institutes may include candidates from different insurers in the same batch provided the total number does not exceed maximum number of candidates permitted.
11. The Insurance Institute of India (I.I.I.) shall regularly send their officials to oversee the proper conduct of the training at the institutes and would not sponsor candidates to those institutes that are not maintaining the required standards and facilities for the training. Inhouse training centers will be subject to regular inspections and audit by the insurer concerned in addition to inspection by officials of the Authority and I.I.I.
12. The training institute must display the certificate of accreditation to impart training issued by the Authority at the training institute.
13. The Institute should not allow a franchisee to conduct courses on its behalf, even with the faculty of the

institute. The Institute should conduct the training only on its approved premises with proper infrastructure.

14. No marketing fee/consultancy fee payment is permitted for getting the training batches.
15. It will be the responsibility of the Insurance Company to check the status of the institute before sponsoring any candidate for training.
16. In case of the cities where there are no accredited institutes or the institute is situated 50 Km away and an insurance company intends to appoint agents, it will be the responsibility of the insurance company to conduct training. The employed faculty only of the in-house training centers may impart training at such places. No temporary/guest faculty is permissible for the in-house training centers of the insurers. The insurers may seek prior approval to conduct such batches from the Authority.
17. The Institutes must keep with them one set of original records of the training at the place where the training is being imparted. The institute with multiple locations must keep copy of all training records at head office of the institute however original record has to be kept at respective center only.
18. The Institute should confine its activities generally within 50 KM radius only to the place/city for which it has been given the approval. No training for the candidates outside the said place/city is permitted. If during the course of the inspection by the officials of the Authority, it is found that the institute is not maintaining dedicated class-room, the accreditation of the institute will stand cancelled without giving any notice.
19. In order to ensure prompt compliance and smooth monitoring all the insurers are advised to nominate a nodal officer at corporate level who will be responsible for communicating with Authority in the area of training on the lines of designated officers for licensing.
20. The existing Institutes should report compliance with these instructions within 15 days from the date of issuance of these guidelines. The institutes must inform the authority the location and contact details of head office of the institute.
21. The Insurance companies/ATIs are advised to consider the current address of the candidates for nomination to a particular location. Training institutes are allowed to admit candidates from the same district where the ATI is located or any other district which shares the boundary with the district of the All.
22. Penalties:
  - a. The Authority, I.I.I. and the insurers will conduct regular inspections of the ATIs.
  - b. The ATIs, where any violation of the Regulations/ Guidelines is noticed, the Authority may impose a financial penalty upto Rs.5,00,000/- may be imposed depending upon the gravity of the offence or may proceed with suspension/cancellation of accreditation.
  - c. The penalties will be imposed on the basis of recommendations made by the Member (Life).
23. The maintenance of the agent's attendance is mandatory at all ATIs. Every candidate should sign the attendance register in his/her own hand-writing. It will be the duty of the in-charge of the Institute to mark absent preferably with red-ink. No relaxation in attendance is permitted. The attendance will be counter-signed by the faculty or in-charge of the training institute. The faculty should sign the attendance register in his/her own hand-writing daily. It will be the duty of the Centre In-charge of the Institute to mark absent "preferably" with red-ink.
24. All documents pertaining to renewal/new accreditation must be submitted in hard copy as well as in soft copy.

These guidelines will be effective from is' August, 2013. Any violation, non-adherence and breach of these instructions shall be treated as violation of provisions of IRDA Act, 1999, Insurance Act, 1938 and regulations made there under.

**Sudhin Roy Chowdhary**

Member (Life)

## Order

IRDA/DB 093/KR/05/2013

Date.: 02-08-2013

The Principal Officer

M/s. Foresight Risk Management & Insurance, Broking Services Pvt. Ltd. No.114/3, Sri Sai's Minerva Marvel Lalbagh Ford Road, Next to Nandhini Hotel Near Minerva Circle Bangalore 560 004.

Dear Sir,

**Re.: Rejection of application dated 12.04.2012 seeking grant of renewal of Direct Broking License.**

In the matter of your renewal application dated 12.04.2012, which was received by the Authority on 13.04.2012, the order IRDA/BRK/ORD/LC/1148/2013 dated 2nd August, 2013 is enclosed herewith.

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

In the matter of M/s. Foresight Risk Management & Insurance Broking Services Pvt. Ltd. Application dated 12th April, 2012, seeking grant of Renewal of Direct Insurance Broking License

M/s. FORESIGHT RISK MANAGEMENT & INSURANCE BROKING SERVICES PVT. LTD. (hereinafter referred to as the 'Broker') having its Principal place of business No.114/3, Sri Sai's Minerva Marvel, Lalbagh Ford Road, Next to Nandhini Hotel, Near Minerva Circle, Bangalore 560 004 have been granted license by the Insurance Regulatory and Development Authority (hereinafter referred to as the 'Authority') to act as a Direct Insurance

Broker, vide License No.161 on 16-05-2003 and renewed till 15-05-2012 pursuant to the provisions of the IRDA (Insurance Brokers) Regulations, 2002 (hereinafter referred to as the 'Regulations').

The Broker had applied for the renewal of their direct Insurance Brokers license No.161 as per Regulation 13 of IRDA (Insurance Brokers) Regulations, 2002 (hereinafter referred to as the regulations) vide their application dated 12-04-2012 together with supporting documents.

After careful scrutiny of the renewal application, the Authority vide letter dated 30-04-2012 sought some additional information/documents from the Broker which information are relevant for their functioning as Insurance Broker.

The Broker has submitted his reply vide letter dated 08-08-2012 without furnishing many of the details/documents as sought by the Authority vide letter dated 30-04-2012.

The Authority advised the broker to submit the information/documents vide letter dated 22-08-2012. However, the Broker again submitted a few details vide letter dated 29-11-2012 and 08-12-2012. The Authority directed the Broker to submit the required details vide letter dated 13-12-2012.

As the Broker did not send any response for more than five months, Authority sent a reminder to the Broker vide letter dated

07-06-2013 requesting the Broker to send their reply within 14 days of receipt of the letter failing which the Authority will initiate necessary action without any further notice.

The Broker vide letter dated 20-06-2013, received by the Authority on 25-06-2013, has submitted a few details and has informed the Authority that they will be arranging to submit the other details shortly.

The Authority has noticed that the Broker has not submitted complete information/details as sought by the Authority vide letter dated 30-04-2012 even after one year and 3 months. Authority views that non submission of complete details by the Broker even after repeated reminders by the Authority is a serious violation of Regulation 28 of IRDA (Insurance Brokers) Regulations, 2002.

In the event of not receiving any response from the Broker, the Authority issued a show cause notice dated 10th July, 2013 in terms of Regulation 14(1) to the Broker as to why renewal of license should not be declined. The Broker was directed to reply to the notice within 15 days from the date of receipt of this notice failing which Authority will decide on this issue as it deems fit based on materials available on record. The Authority has also communicated to the Broker that in the above show cause notice that in case the Broker wants to present their case in person they may indicate the same in their reply.

The show cause notice was sent by the Authority to the Broker through courier to the last registered address as per the records available as well as by email to the official email of the Broker on 10th July, 2013. However, the notice sent through the courier was returned undelivered.

On verification of the last address communicated by the broker we found that the brokers address has not changed and we have sent the show cause notice

to the address from which the last reply is received.

The Authority has not received any reply to the Notice dated 10th July, 2013 from the Broker till today.

In the above circumstances, in view of the aforesaid violations committed by the Broker, the Authority refuses to grant renewal of license to M/s. Foresight Risk Management & Insurance Braking

Services Pvt. Ltd. to act as a Direct Insurance Broker.

(T.S. Vijayan)

Chairman

## All the CEOs of Life Insurance Companies

Ref: IRDA/LIFE/APEG/CIR/149/08/2013

Date.: 02-08-2013

Sub: Compliance Date for Implementation of Standard Proposal form for Life Insurance

Taking into account various representations received from Life

Insurance Industry I the competent Authority I under the provisions of Regulation 12 of IRDA (Standard Proposal form for Life Insurance) Regulations 2013 has deferred the implementation of

obligations under Section 5 6 7 8 9 & 10 of IRDA (Standard Proposal form for Life Insurance) Regulations to 1st April 2014.

Member (Life)

## Order

Ref: IRDA/BRK/ORD/LC/157/08/2013

Date.: 08-08-2013

### CANCELLATION OF BROKER LICENSE NO.288

WHEREAS M/S KARVY INSURANCE BROKING LIMITED (hereinafter referred to as the 'Broker'), having its Registered Office at 'Karvy House', 46 Avenue 4, Street No.1, Banjara Hills, Hyderabad 500034' has been granted license by the Authority to act as a Direct Broker vide License No.288 w.e.f.20.1.2011 for a period of three years pursuant to the provisions of the IRDA (Insurance Brokers) Regulations, 2002.

WHEREAS, the Broker vide letter dated 1ih June, 2012 communicated to the Authority that the Board of Directors of

the Company have decided to cease operations immediately as a Direct Insurance Broker and surrender licence to the Authority for cancellation.

WHEREAS, the Broker vide letter dated 3'd July, 2013 has submitted the original license No.288.

WHEREAS, the Broker has given an undertaking vide letter dated 3'd July, 2013 to service the existing clients whose policies are in force for a period of six months from date of cancellation of license as required under Regulation 40 of the IRDA (Insurance Brokers) Regulations, 2002 within which it shall

make suitable arrangements with another licensed broker to service the contracts already concluded.

NOW THEREFORE, pursuant to the request made by the Broker for surrender of Broker license, the Authority hereby cancels the Direct Broker License No.288 granted to M/s Karvy Insurance Braking Limited.

This has approval of the Competent Authority.

Suresh Mathur  
Sr. Joint Director

# Not a Mere Ritual

## - Regulatory Compliance

'A proper and timely reporting of the various activities of a corporate entity to its supervisors is of utmost importance in order to ensure that business failures are greatly limited, if not totally ruled out' writes U. Jawaharlal.

The early part of the millennium saw a spate of corporate debacles globally; and surprisingly, a few of these corporate houses looked so sound and strong that even to hazard a guess about any such eventuality would have been out of reckoning for any sane-thinking elements. Most of the analyses that were attempted subsequently pointed towards a certain lack of a strong application by the top managements with regard to issues of solvency and sustenance. How often do we get to hear the story of the ocean liner cruising along merrily, blissfully unaware of the rocks that it is going to hit!!

Such large scale failures led to the importance of focusing on entities having in place proper 'corporate governance' systems and procedures in order that even an incipient occurrence of a failure would trigger sufficient proactive and preventive management initiatives. While it would be debatable whether we have seen the last of such corporate debacles, the new line of thinking has certainly kept

in check the possibility of such gross failures. Besides, a new sense of responsibility towards the stakeholders has certainly dawned upon most business houses which augurs well for the development of businesses, and economy at large.

In the aftermath of these failures, one thing which emerged on the scene prominently was that there was certainly an element of laxity in supervision – either owing to a lack of proper resources in place, or due to a lack of sufficient reporting systems by which to assess the performance of the business houses. Accordingly, compliance with regard to proper reporting has assumed an importance that was not envisaged earlier. Depending upon the type of business activity, entities have to report regularly to their regulators/supervisors about all their activities over a period of time. It would be redundant to mention that at the other end of the spectrum, a proper analysis of such reports in all its seriousness is of utmost necessity – if the

purpose of such reporting is to be accomplished.

It is possible that fulfilling the mandatory requirement may not be a very difficult process. The aspects with regard to the periodicity and the contents of a particular report may not be very complicated to comply with. However, it is very essential that fulfilment is done in the true spirit of the requirement and not merely in letter. Compliance with regulatory requirements should be assigned the utmost priority in order that a proper and dispassionate assessment of the organization's activities is achieved on an on-going basis. It is all the more essential that in emerging markets, such compliance is achieved in its totality; so that the confidence levels of the clientele are maintained at a high level.

'Regulatory Compliance' will be the focus of the next issue of the **Journal**. We will get to see the experts' opinions in various areas of regulatory compliance in the domain of insurance.

'Regulatory Compliance'  
in the next issue...





# Busting a Few Myths

## - Trends in General Insurance

Joydeep Roy argues that in order to assess the growth levels of the industry realistically, it is not merely enough to make a comparison of the apparent figures but to delve deep and look at the growth relative to the other economic factors.

One of the long enduring myths of the General Insurance market is that the penetration of General insurance business has been constant and not moved much since the liberalization of insurance in 2000-2001. The often quoted figure is that the General insurance market has grown from 0.5% share in our GDP to 0.7% in the last ten years. In the year 2002, the total market was ₹11,000 crores. While in 2013, the total premium reported was ₹69,000 crore. Hence we are talking about a CAGR of 18.25% over these last 11 years. The Indian GDP however, has not grown above 9% in any year and has normally stayed around 6-8% in this period. General insurance industry penetration for the years 2006-07, 2007-08 and 2008-09 remains almost constant which looks counter-intuitive since the GDP growth is lower than the premium growth.

Hence it should be normal to expect that the share in GDP would have actually shown a greater penetration. However, instead of arguing with popular opinion, let me share some observations.

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**It is a fallacy to measure premium levels with GDP to calculate penetration. The total sum insured should be calculated to see the actual penetration in the GDP.**

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While premiums as percentage of GDP is a popular and simple way to measure and compare premiums, it is actually a fallacy since premiums can fluctuate up or down due to actuarial calculations of perceived risk due to natural catastrophes or otherwise the market competition. The actual figure linked to GDP is the amount of assets and liabilities arising out of services that are being insured. In other words, the total sum insured should be a figure comparable to GDP to see the actual

penetration in the GDP, not the premiums. Once we start considering insurance as the coverage of the underlying asset and not the premium, the analysis falls into place, though accurate data on the total industry sums assured over the years is not available in a single form. The very fact that the premiums have grown even after de-tariffing the pricing, which resulted in over 60% drop in pricing in most of the premium categories, is a standing proof of the fact that the insurance penetration has improved dramatically. It is a fallacy to measure premium levels with GDP to calculate penetration. The total sum insured should be calculated to see the actual penetration in the GDP.

One surrogate which will illustrate the above fact is however available in public domain. The premium density, as measured by premium in USD divided by total population is a decent measure as to how much the premium collection has kept pace with the increase in population. The figure in 2001-02 was USD 2.40 and has grown to USD 10.00 in 2012. The apparent four times growth will seem even more if one takes into consideration

### General Insurance Density & Penetration



Density - Ratio of Premium (in US\$) to total population  
 Penetration - Ratio of Premium (in US\$) to GDP (in US\$)

the exchange rate and looks at it in rupee terms, in which case it will be almost a five fold growth in 10 years.

While I do not advocate the measure of premium as a percentage of GDP, let us entertain the logic but extend it to include

the real terms of the industry. If one re-indexes the pricing of 2001-02 to the prices that prevail now, the weighted average factor for adjustment after a preliminary actuarial analysis comes to around 2.64. Therefore, on today's base, the premiums of year 2001-02 would

have been 2.64 times lesser. Thankfully the GDP has not undergone any de-tariffing (!). Therefore the actual premium GDP penetration would have been less than 0.2%, which means that even in premium terms (definitely not the ideal measure) there has been a significant growth from 0.2% to 0.7%. This should not be misconstrued as meaning it is sufficient as we are still way below global norms.

If one takes Health insurance alone, then that has grown from a very small figure in 2001-02 to a sizeable 20% of the market. Hence the number of people who are now covered by Health insurance (again very small compared to the population) has grown exponentially. If one takes into account the RSBY scheme, then a very large proportion of the population below poverty line (reportedly in excess of 14 crore people) is now covered by state-supported, insurer-operated Health insurance, which was not even a dream in 2002.

The fact that penetration is genuinely low, and remains low even now, cannot be however denied if one looks at the following chart.

There is another trend that is hard to ignore. Prior to de-tariffing, the Fire loss ratios used to hover around 50%. The Fire insurance premiums alone have gone down by over 75%. Hence the loss ratio should have been much more than the current levels of 70-80%. The repair costs have gone up, the cost of raw materials and parts have gone up, and the construction and labour costs have gone up. However, the loss ratios remain at 70-80%. One might wonder where this magic button, which maintains it there, is

### General Insurance Penetration & Density - World

	Penetration		Density	
	2010-11	2011-12	2010-11	2011-12
Australia	2.80	3.00	1603	2017
Brazil	1.50	1.50	158	189
France	3.10	3.30	1249	1403
Germany	3.70	3.60	1502	1578
Russia	2.30	2.30	290	295
South Africa	2.80	2.70	200	215
Switzerland	4.40	4.50	2967	3591
United Kingdom	2.90	3.10	1060	1188
United States	4.50	4.50	2127	2130
<b>Asian Countries</b>				
Bangladesh	0.20	0.20	1	2
Hong Kong	1.40	1.40	438	462
India	0.70	0.70	9	10
Japan	2.10	2.20	917	1031
Malaysia	1.60	1.80	138	175
Pakistan	0.30	0.30	3	4
PR. China	1.30	1.20	53	64
Singapore	1.60	1.50	722	810
South Korea	4.20	4.60	885	1045
Sri Lanka	0.90	0.60	21	18
Taiwan	3.00	3.10	539	614
Thailand	1.70	1.70	78	88
<b>World</b>	<b>2.90</b>	<b>2.80</b>	<b>263</b>	<b>283</b>

Penetration - Ratio of Premium (in US\$) to GDP (in US\$)

Density - Ratio of Premium (in US\$) to total population

from. The actual fact is that earlier when the premiums were high, businesses used to insure only what they perceived as very high risk and therefore the claims were also very high. Moreover, in moderate risks, there used to be high levels of under-insurance, and the principle of contribution brought the claims down to 50% levels. This resulted in claims ratio of 50% over a much higher rate of premium. After de-tariffing, people have started insuring many more assets, even perceived low risk ones, as the price performance of insurance has improved for the corporate customer. This has resulted in all kinds of risks coming into the fray, medium as well as low hazard ones. Moreover, this has resulted in a very significant reduction in under-insurance. Hence the attritional claims ratio of Fire for the industry (barring natural catastrophes) has settled down at around 70-80%. Consequently, this means that much more penetration is now being achieved in insuring assets of businesses,

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**Underinsurance in corporate assets has reduced a lot, implying that much more penetration is now being achieved.**

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thereby resulting in greater penetration of General insurance. Underinsurance in corporate assets has reduced a lot, implying that much more penetration is now being achieved.

Contrary to public belief however, it is in the Motor segment where underinsurance continues. In the larger hinterlands of India, barely does a vehicle turn four years old that the owner decides not to insure it. A vast majority of the two wheelers and three wheelers in India ply uninsured. A large proportion of

commercial vehicles in the country also run with only the mandatory third party insurance. Out of a total Healthcare spend of over ₹300,000 crore in India, barely ₹15,000 crore is insured. Hence under penetration is largest in Motor and Health, which fortunately occupy over 70% of the total premium basket and have been growing handsomely over the last few years.

A lot of work therefore still remains to be done. But to dismiss the grassroot work of the industry over the last 10 years portraying indifferent growth is a very superficial view which must look at appropriate statistics and reason.

*The author is Chief Executive Officer & Wholetime Director, L&T General Insurance Company Limited.*

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Tell us about the good and the bad you have gone through and your suggestions.  
Your insights are valuable to the industry.  
*Help us see where we are going.*



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Parishram Bhavan, 3<sup>rd</sup> Floor, Basheer Bagh, Hyderabad-500 004.  
or e-mail us at [irdajournal@irda.gov.in](mailto:irdajournal@irda.gov.in)

# Swimming against the Current

## - Way of Life for Insurers

**Anand Pejaware** evinces the hope that despite the temporary setbacks that have been experienced, the Life insurance industry will bounce back for a major growth in the long run.

**“PAST PERFORMANCE IS NO GUARANTEE FOR FUTURE RESULTS”:** This disclaimer or a variant thereof has become synonymous with the Mutual Fund industry in India. In the Indian Life insurance industry, this disclaimer has for the past few years been a norm for the overall performance of the industry. Just to illustrate as to why I am saying this and how this is relevant to the Life insurance industry, we will observe when we track the Life insurance market.

**W**ithin the overall period FY 2001-02 to 2011 - 12, the period from FY 2003-04 till 2007-08 was supposed to be the “Golden Era” for the Life insurance industry. During this period the private sector new business premium (NBP) grew from ₹2011 cr to ₹33,716 cr, while the public sector NBP grew from ₹17,348 cr to whopping ₹59,997 cr. The private sector saw a CAGR growth of 93% and the public sector player had a CAGR growth of 36%, in this period. If you compare the same for the period from FY 2008-09 till FY 2011-12, private sector NBP grew from ₹33,716 cr to ₹39,369 cr, thereby having a CAGR of just 5% while that of the public sector in the same period grew from ₹59,997 cr to

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**The world ranking of Indian Life insurance market improved substantially and from the figures available, internationally as of 2010, India is placed at the 9th position globally in terms of Life insurance market with an overall CAGR growth of around 13-14%.**

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₹97,012 cr with a CAGR growth of 13%. The Life insurance penetration also improved from a mere 1% in around 1998 to around 4.4% as at March 2012. We are still awaiting the final penetration figures as of March 2013 which presumably will be slightly lower than 4% looking at the overall business trend.

The world ranking of Indian Life insurance market improved substantially and from the figures available, internationally as of 2010, India is placed at the 9th position

globally in terms of Life insurance market with an overall CAGR growth of around 13-14%.

If one sits back and tries to analyse the reasons for such kind of ‘choppy’ growth in the last decade, and what is in it for the Life insurance industry in future; one could probably attribute a lot of factors for the same. However, without going into major discussion (analysis of why the de-growth took place or what were the factors that resulted in the de-growth), it would be interesting to discuss the challenges that the industry would face in the current FY.

### Comparative statistics

Just for the sake of comparison, if we look at the IRDA report for the business figures as of March 2013, the public sector player showed an overall de-growth of -4.64% over the previous year, while the private sector showed a de-growth of -5.97% over the previous year. The Life insurance industry overall showed a de-growth of (-6.27%).

As of March 2012, the industry showed a de-growth of (-9.22%) over its previous year with the public sector player showing

a de-growth of (-5.70%) and private industry showing a de-growth of (-16.94%). As of March 2011, the entire Life insurance industry showed a healthy growth of 15.13% with the public sector showing a superlative growth of 21.94% and private industries with a growth of just 2.55%. From these statistics, which have been pulled out from IRDA reports, it is clearly seen that in the FY 2011-12 and FY 2012-13, the entire industry has shown a negative growth.

**Current Scenario:**

As of June 30, 2013 (figures disclosed on the website of IRDA) the YoY growth for the industry is at (-26.4%) with the public sector at (-32.8%) and private sector at (-8%).

The growth that the industry saw during the phase from FY 2001-02 till FY 2007-08 was something unimaginable and not even envisaged by any of the players or the Regulator of the industry.

**Current year**

One need not gaze through the “crystal ball” to see how the markets will go in this FY. The year 2013-14 will probably see similar kind of trends as in the past 2-3 yrs. Some of the worrying factors, which have emerged out of the statistics released by the Life Insurance Council are also quite scary and somehow shakes a bit of confidence in the industry – like the total number of branches in the Life insurance industry decreasing from 11,100 to around 10,300 and direct employees head count reducing from 247,550 to 245,993 as at December 2012, when compared to December 2011.

The number of insurance agents has also reduced from 23.28 lac to 21.63 lac during the same period. The only consoling fact is that the fall in the number of employees and agents in 2012 is lower than that of

2011. The recent directive from the Authority to reduce the minimum pass percentage for the agents from 50% to 35%, which was very welcoming, will probably see a healthy growth in the insurance agents’ community in the near future.

Some of the challenges that the industry is likely to face are as under;

- While the industry has come a long way over the decade, the biggest challenge that it faces is ‘profitability’. Majority of the private Life insurance companies (barring a handful) have substantial amount of losses, which is forcing these companies to shrink their business under the pressure of profitability. There are multiple elements that contribute to the profitability of the industry:
- a. **Distribution models:**
  - i. The traditional and the largest model ‘tied agency’ is desperately looking for turning profitable in the country.
  - ii. Due to certain changes brought about post September 2010, economics of

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**Majority of the private Life insurance companies (barring a handful) have substantial amount of losses, which is forcing these companies to shrink their business under the pressure of profitability.**

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other channels of distribution that came up post 2002 have also equally got challenged.

- iii. Insurance companies’ focus from top-line and increasing market share has substantially moved to bottom-line, increase in profits and means to reducing accumulated losses.
- iv. The regulatory changes in September 2010 brought about with specific relation to product design pertaining to ULIPs such as cap on commission charges, surrender charges, minimum guarantee returns on pension products etc., have only increased the difficulties of the industry by squeezing margins.

All of these cumulatively have made the industry re-look at the models and also product design (with specific reference to ULIPs) having negative impact on NBAP margins. In many cases, the originally envisaged gestation period of 8-10 years has increased to 12-14 years, which may see existing joint venture partnerships undergoing changes resulting in amalgamation, mergers, takeovers etc.

- b. **Product Design:** The regulations brought in around February 2013 re-defining certain product design will force the industry to have a complete re-look at its entire product portfolio, which will result in withdrawal and re-filing of a majority of products to be in conformity with the new guidelines. The industry might also see withdrawal of certain categories of products from the market, e.g., Guaranteed NAV product and CPPI related products, which have been a huge success in the industry.

This will also lead to certain products increasing the premium amount due

to mandatory requirements of 10 times / 7.5 times sum assured of the annual premium amount. On a certain types of products (participating in nature), companies will have to declare returns in advance, which on the face of it look attractive and beneficial to the client but may lead to reducing the yield to the product to the client due to the investing team playing very safe to ensure the guaranteed return portion on the product. The actual impact will be seen only once the product is seen in the new 'avatar' being approved by the Regulator and accepted by the public and the same completing one cycle.

- c. **Training:** With the withdrawal of the majority of the products from the market, training the entire sales force with a whole new set of products would be a big challenge for the insurer. Ensuring that all the sales force is adequately trained will also incur huge costs for the company.
- d. **System Preparedness:** This again would be a huge task for the insurer as the entire policy management systems of all the companies will have to be prepared with new set of products, in its totality from day one, as required by the Authority. Keeping the existing products live in the system till its full maturity cycle and devise a new system to take care of the new products is itself going to be a huge challenge to the insurer.

All the changes brought about though appears to be in the right track and keeping the focus of customer centricity, creating value along with operational efficiency looks to be "Too Much, Too fast". The transition from one era of products to the next in less than 3 years (last transition of ULIPs with major changes happening in

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**With the withdrawal of the majority of the products from the market, training the entire sales force with a whole new set of products would be a big challenge for the insurer.**

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September 2010 and current changes pertaining to traditional, ULIPs and Variable being applicable from October 2013) might lead to sharp decline in sales with a substantial large period of uncertainty as organizations (including sales force) would be struggling to quickly adapt to such large scale changes. A similar phenomenon was noticed post September 2010 where the pension products went out of the market completely and the overall contribution of the Pension products to NBP as on September 2011 came down to as low as 2% from the earlier contribution of 29% to the total NBP as of August 2010.

The current trend in the market is that all companies have strategically moved from ULIPs to Traditional categories of products. Overall in the industry, we have seen a steady decline of the ULIP market share with a substantial growth in the traditional portfolio. While this is good and healthy for the industry, I am not sure how the sales force will look at it due to the cap on commission products now being introduced on traditional products also.

**Looking Forward:**

Healthy growth and development of the Indian Life insurance industry is very critical to the overall development of the Indian economy. The industry in the past decade has changed significantly on many dimensions, which has resulted in healthy increased penetration (percentage of FYNBP to GDP). This has also led to increased coverage and also development of alternate channels of distribution (other than tied agency channel) in the country.

From various estimates and assumptions, and also based on research reports available in the market; it can be assumed that in another 7-8 years, Life insurance market would probably see an increase of 18-20% p.a. starting from April 2014.

It is also estimated that if the industry can manage this kind of growth with a collaborative effort by the Regulator, insurers and the Government, the Indian Life insurance industry could probably become the 3rd largest Life insurance market globally, just behind US and China; and this should be our joint endeavour.

*The author is Executive Director (Marketing), SBI Life Insurance Co. Ltd. Views expressed are personal.*

# The "3A" Effect

## - Health Insurance in India

**Sumesh Sheth** writes that the low penetration of Health insurance in India is primarily due to three barriers (3As), namely Accessibility, Affordability and Awareness; and the real challenge is in overcoming these barriers.

### Introduction

**H**ealthcare is one of the basic needs of every human being. Today governments across the world are trying to ensure that this basic need is fulfilled for each of its citizens. Accessibility of adequate healthcare is an area of concern for a developing country like India. On the other hand, affordability of quality healthcare is an area of concern for every government on this planet. The cost of healthcare which is rising rapidly everywhere can be funded mainly by three methods. These are:

- Government Funding
- Private Funding
- Health Insurance.

Private healthcare funding may be by a private organization or an individual. Funding by an individual, also called as OOP (out of pocket) expense can be from own income, savings or by borrowings. Most organizations have a limited capacity of funding major healthcare expenditure. Funding capacity of an individual is even more limited. Governments all over the world have budgetary concerns that will limit their capacity in funding healthcare expenses beyond a certain limit. These funding gaps

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can be best filled by Health insurance over a long term on a sustainable basis.

Demand for Health insurance depends on the demand and supply of healthcare. In developing countries like India, the lack of awareness about Health insurance is a factor affecting its demand.

### Health Care Financing in India

- Out of the total private health expenditure in India in 2005 a sum of ₹951,538 million (71.13%) is spent by individual households. OOP expense for healthcare constitutes 6.1% of total consumer expenditure as per CES (Consumer Expenditure Survey) 2004-05.

- In 2009 out of the total health expenditure in India, the share of government was 30.3% and share of private health expenditure was 69.7%. Out of this private health expenditure, 86.4% was OOP expenditure (World Bank report 2012).
- As per Economic Survey, the total expenditure on health by Indian government was ₹1,154.26 billion in 2011-12 which is about 1.3% of the GDP while the total healthcare expenditure is over 4% of the GDP.
- Thus government's share of total health expenditure in India is lower than private expenditure. Most of the private expenditure is in the form of OOP. Major burden of healthcare expenditure is carried by the individual citizen. In fact OOP expenditure on healthcare by an Indian is among the highest in the world.

### Health Insurance Scenario in India

The Health insurance sector is characterized by mixture of public and private sector insurance companies. General insurance companies dominate

the market followed by standalone Health insurance companies. Life insurance companies have a very small portion of total Health insurance market. Besides these there are some social insurance schemes by NGOs, government and self-help groups.

The share of private Health insurance in healthcare cost funding was insignificant before 2000. There was a rapid, almost explosive growth in Health insurance after 2000. This can be seen from the accompanying table.

Health insurance is currently the fastest growing sector of the insurance industry. The premium income of Health insurance was about ₹133.5 billion in 2011-12. Incurred claim ratio of Health insurers for 2011-12 was about 94% as per IRDA data. The loss ratio in Group Health insurance schemes ranges from 94% to 112% and individual category has loss ratio of about 40%. Total claim paid by all Health insurance companies thus accounts for roughly about 3% of total healthcare expenditure in India which is quite small.

**3As impacting Health Insurance Sector:-**

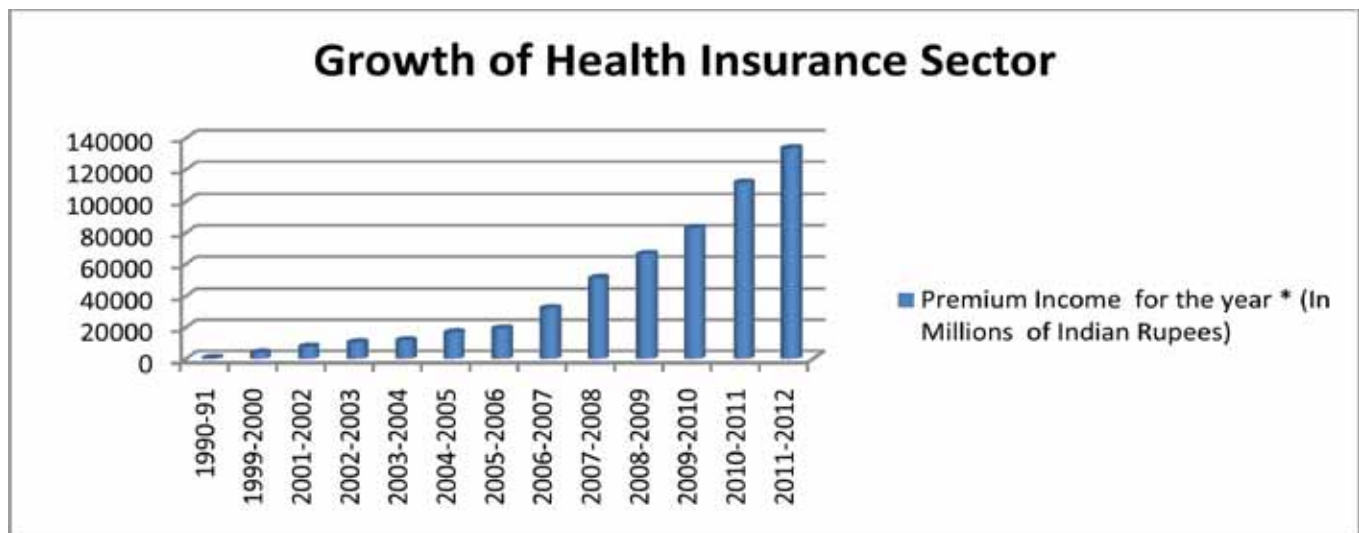
**1. Awareness**

Lack of awareness is one of the most important barriers for Health insurance penetration in India. There are several reasons for this. Some of the most important ones are:

- Comparatively low level of literacy (26% of population is illiterate as per census data 2011) and even lower level of financial literacy.
- Strong family and community ties acted as a safety net till recently. Also some people were not keen on buying health product on cultural grounds as it's concerned with sickness. This is akin to people not buying Life insurance in its early days as it is concerned about death which is considered inauspicious.
- India is a geographically vast country with a huge diversity of culture and languages. According to census data there are 30 languages with over a million or more speakers each. This is a challenging market for introducing and spreading new intangible product concepts. The overall insurance penetration is quite low and Health insurance penetration is even lower.

- Health insurance products were introduced in India quite late compared to other types of insurance products. This was in the form of "Mediclaime" product introduced only in the eighties by the public sector General insurance companies (which was an oligopoly at that time). As Health insurance portfolio formed only a very small portion of the overall business of these General insurance companies (at least till the year 2000) marketing focus on Health insurance was not that sharp. It was typically sold as a group product to the organised sector which covers about 15% of the total Indian workforce. Thus most people were not really aware of Health insurance. It remained a push product rather than a pull product.
- Insurance, especially Health insurance is a technically complex subject. The literature about the product is written in technical language which is difficult to understand for an average person. Vernacular literature is often not available or even if available it's not adequate.
- Indians have a unique "Value for money" mentality. This is the reason

Table 1: Growth of Indian Health insurance business (1990-2012)





Pure Term Life insurance forms only a tiny segment of overall Life insurance business. Most of the popular Life insurance products offer mortality cover plus some return on the investment besides tax benefit. Thus customer treats insurance more as an investment product with returns or as a tax saving instrument. Most of the Health insurance products being sold in India are indemnity type. They can pay claim only in case of sickness otherwise nothing is paid. This becomes a stumbling block in selling Health insurance. This lack of awareness about Health insurance is widespread in India.

## 2. Accessibility

A major barrier in Health insurance demand in India is the lack of adequate supply of quality healthcare spread uniformly all across India.

Health Sector supply: Current Status in India

- Health services in India are provided by both private and public healthcare facilities. Despite huge expansion of healthcare network since independence in 1947, even today this is not sufficient to cover the entire population. There are qualitative and quantitative lacunae.
- Public healthcare system in India consists of over 4048 hospitals; and over 4276 CHCs (Community Health Cells), 23458 PHCs (Primary Health Centers), 146036 sub centers as on

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### Most of the Health insurance products being sold in India are indemnity type. They can pay claim only in case of sickness otherwise nothing is paid.

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March 2008. In the year 2009 India had 643520 doctors and 1372059 nurses (Ministry of Health's data).

- Though the figures are impressive on a quantitative basis there are inadequacies if we look at the global health parameter statistics published by WHO (World Health Organisation) in 2013.
- Quantitative issue in supply of healthcare can be identified relatively easily but it's difficult to identify qualitative issue. People prefer supply of quality healthcare and its supply will naturally be less than the quantity of actual healthcare supply available.
- The distribution of healthcare facilities is geographically skewed. Most of the healthcare facilities are spread in and around major cities. They are not easily accessible for people from villages and small towns. They have to face the issues of transportation, accommodation and food for accessing required medical facilities in the cities. The table shows the amount

SL	Parameter (per 10000 population)	India	Global Median value	Maximum global value
1	Number of Physicians	6.5	14.2	70.6
2	Number of nursing & midwifery personnel	10	33.2	319.3
3	Number of Pharmacist	5.4	2.2	26.2
4	Number of hospital beds	9	1.2	63.5

WHO 2013

of distance one has to travel in India on an average for inpatient services.

### Average Distance Travelled for Inpatient Services in India

Healthcare Facility	RURAL	URBAN
Public	18.6 Kms.	5.7 Kms.
Private	18.7 Kms.	6.2 Kms.

(Mudit Saxena-2004)

For outpatient treatment or consultations, the distance travelled by rural population is about 5.9 kms at an average while in urban area it is 2.2 kms. (Mudit Saxena-2004).

- Number of government medical colleges were limited which resulted in low supply of physicians. Things on supply are improving with entry of private sector in medical education. As per Lok Sabha starred question No. 37 dated 23rd November, 2012 there are 362 medical colleges in the country, out of which 168 are in Government sector with 20574 seats and 194 in private sector with 25055 seats for MBBS. Most of the colleges giving degree in other fields like homeopathy are in private sector. Thus private colleges account for majority of the supply, but there are cost and quality concerns about many of these colleges.
- Most of the Health insurance products are sold by General insurance companies and their agency network in the interiors is not as extensive as that of the Life insurers. Things are changing with entry of Life insurance players in Health insurance market who have wider reach due to extensive agent networks.

## 3. Affordability

There are issues on supply side as well as demand side which makes most Health products increasingly unaffordable.

- **Supply of healthcare** is becoming costly due to a number of factors. These are:
  - o High cost of drugs due to higher R&D costs and international agreements and pressure on drug pricing
  - o High cost of medical equipment and procedures as many of these are imported. Each new advance in this field has substantial development costs which need to be recouped from the end user
  - o Increasing demand for sophisticated drugs, medical procedures and techniques as these entail better treatment. But increased complexity of health related procedures and products will increase their procurement cost. To this cost of training of manpower and maintenance has to be added
  - o High cost of medical education. Health education is expensive as a majority of medical graduates are coming out of private schools which are run on profit basis. Their fees are exorbitant. Entry barriers are thus high for becoming a medical graduate
  - o Shortage of quality personnel in most segments of healthcare
  - o Higher cost of setting up new healthcare facilities due to prohibitive real estate prices, cost of obtaining quality staff and lack of uniformity of regulations across India
  - o Demand of quality healthcare is massive and increasing rapidly in India due to a host of factors. These are mainly demographic factors. Large number of small children and elderly in the population, rapidly rising elderly population, rising incomes and awareness about health issues
  - o Due to changing lifestyle in India there is a gradual shift in the cause of

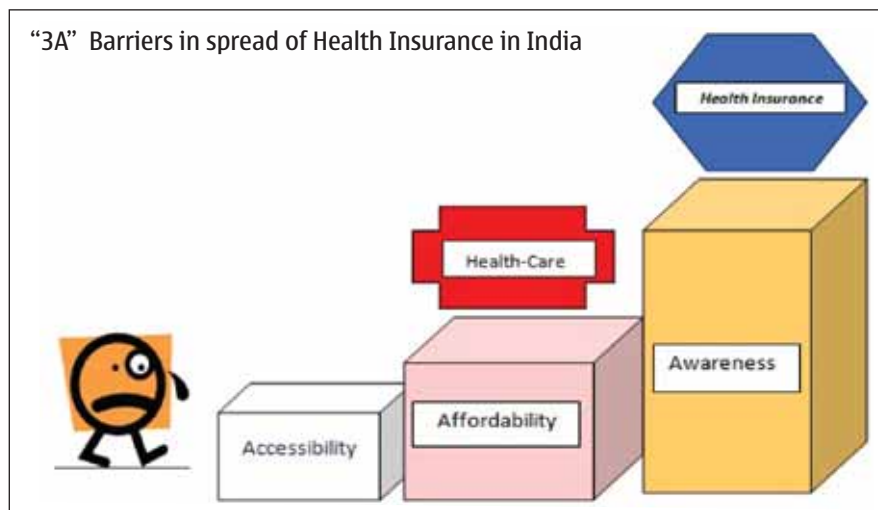
morbidity and mortality from communicable diseases to lifestyle related diseases. Lifestyle related conditions like obesity, hypertension, diabetics, heart conditions which require more money for treatment are becoming common. The number of diabetic patients in India is expected to grow to 87 million in the year 2030 from about 50 million currently.

- o Higher level of inflation in India.
- o Large number of people below poverty line and in lower income segment.
- **Supply of Health Insurance** is becoming more expensive (premiums are increasing to the extent permitted) due to a number of factors like:
  - o Difficulty in underwriting health products on a scientific basis due to lack of morbidity data.
  - o Lack of electronic health records and networking of all healthcare stakeholders.
  - o Lack of standardisation of procedures and products and standard costing.
  - o A few black sheep among the stakeholders resorting to unethical practices.

- o “Value for money” mentality of customers.
- o High incidence of Moral Hazard and Morale hazard.
- Demand of Health insurance products on the other hand is rising rapidly since the year 2000 as seen from the graph displayed earlier. But with ageing of population this demand is coming from middle aged or elderly people for whom the incidence of claim may be higher. So premium levels will be higher and may rise further.
- All these result in very high claim ratio often exceeding 100% for many companies. This is not sustainable for any insurance company. The only easy option for them is to raise premiums based on claim experience. This may get delayed due to competitive/regulatory pressure but ultimately it is inevitable. But then these products may become unaffordable for a large segment of population. Thus affordability will increasingly become a major barrier for health insurance products in India.

**Overcoming 3A barriers**

**Barrier of Awareness** can be reduced by reaching out to the customer by the industry and other stakeholders like the



regulator and the government. This is already happening with increased literacy levels, competition among the players and initiatives taken by government, regulator and increased coverage in media. Regulator has already taken number of steps to make insurance literature simple and easily understood by layperson and this needs to be continued.

**Barrier of Accessibility** will remain an issue as issues pertaining to economic viability will restrict major healthcare facilities to the metros. Government can play a direct or indirect role in this. Direct role is in spreading quality healthcare facilities evenly in rural/semirural areas and upgrading existing facilities. Indirect role is providing inducement to private sector. This is already happening, as in the case of RSBY. Hospitals are opening in small towns as claim payments from RSBY are becoming their major sustainability factor. With the entry of players from Life insurance industry and several General insurance players accessibility of product is becoming better.

**Barrier of Affordability** is probably the most difficult to overcome. Government has limited amount of money to overcome this barrier though RSBY and similar schemes have made a difference to millions of people below poverty line. This needs to be sustained and enlarged. Also government can give incentives to private healthcare sector which may result in reduction of costs. Standardization of healthcare procedures can bring some uniformity in pricing. Curbing fraudulent claims can cut costs further but is a challenging task in India.

**Technology** can play a major role for overcoming these 3A barriers. For example today mobile technology is widespread in India which is already playing a role in creating awareness about insurance. Networked databases and standard health record will lead to proper

underwriting making more accurate product pricing. It can also bring down operational costs.

**Innovative Product** design can attract customers. Life insurance companies are doing this by bringing out defined benefit products which cover costs associated with stay, transport and other costs besides treatment costs. Some of them have an investment component built into the product. Combo products giving multiple benefits like pensions besides covering healthcare costs will become more popular in future.

#### Summing up

- The 3A barriers are a formidable obstacle in the growth of Health Insurance sector in India.
- The rapid growth in last decade in Health insurance can be sustained only if these barriers are effectively overcome.
- This is gradually happening with steps taken by all the stakeholders. But a lot more needs to be done considering the very high OOP expenditure on healthcare in India.
- This is a great opportunity for Health insurance companies as the potential of the market is huge.
- But keeping costs low (affordability issue) over the long term both for the

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insured and the insurer is a major challenge for all.

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# The ULIPs Saga

– Stay Certain for Hope

**D.V.S. Ramesh** opines that whatever be the current trends in the ULIPs in the Indian Life insurance market, it is only temporary; and he is confident that ULIPs will soon have their day, what with the potential and the propensity.

One are the days when not many a section of the population was familiar with the concepts that are required for building the economies. Even the high school students of this generation are far more familiar as compared to their yester-year generations - with concepts like Disaster Management, Financial Markets etc.; and perhaps, the entire educated strata know that the Capital Markets are the economic barometers to gauge the economic clout of a nation. The development of stock market reflects the maturity of the financial markets. The existence of efficient institutions plays a dominant role in the development of stock markets. The ability of individual investors to directly associate themselves in the stock markets is highly limited given the nature of the markets, the size of investments and the complexity of transactions. Hence, the financial institutions play a dominant role in filling the gap by offering a variety of financial products to a wide range of market segments with various value added features. While Mutual Funds may be accepted as the first generation investment vehicle that enable the retail investors to indirectly participate in the stock markets through fund managers, the ULIPs may be portrayed as second in line, yet dominant by their spread and reach. The Indian Life insurance market

proved that retail investors' participation in stock markets will be relatively easy, if trusted financial institutions supported by suitable intermediation are in place.

However, with the onslaught of financial crisis in the year 2008 and the subsequent slump in the stock markets; ULIPs registered a downward slide in the market, as compared to traditional insurance plans. On the other hand, ULIPs, being a relative innovation in Indian markets started showing their impact bringing to surface certain issues like the need for ensuring the Life insurance coverage in the Life insurance products marketed, ensuring an informed choice

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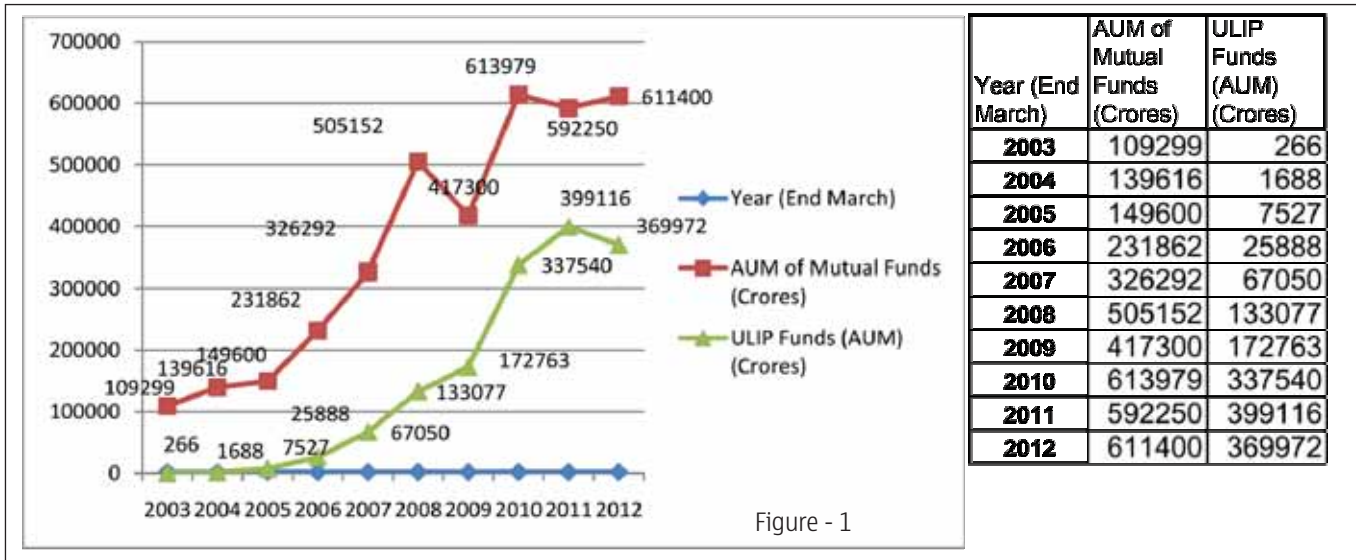
**Striking the right balance between supporting the industry and protecting the interests of policyholders is a challenging task, especially at a time when extraneous factors also start impacting the business prospects.**

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etc. thus triggering a regulatory intervention. Striking the right balance between supporting the industry and protecting the interests of policyholders is a challenging task, especially at a time when extraneous factors also start impacting the business prospects. Historically, the traditional portfolio of insurance products has not been as tightly regulated as the unit linked version. And so the regulatory intervention on ULIPs.

Despite the temporary slide, ULIPs continue to play a major role in the Indian Life insurance context. The strengths of the ULIP products that suit the psyche of Indian policyholders are mainly (1) Market linked returns (2) Level of Life insurance protection (3) The option of asset diversification (4) Management of ULIP funds on professional lines.

Though there is no statistical data by which it could be supported, it is a known fact that the retail investors' participation directly in the stock market is quite minimal in India. The required level of knowledge to directly participate in the stock markets and the other requisite paraphernalia naturally trigger scouting by the retail investors for other alternative investment vehicles to participate in the stock markets. The urge for looking for other available avenues like Mutual Funds,



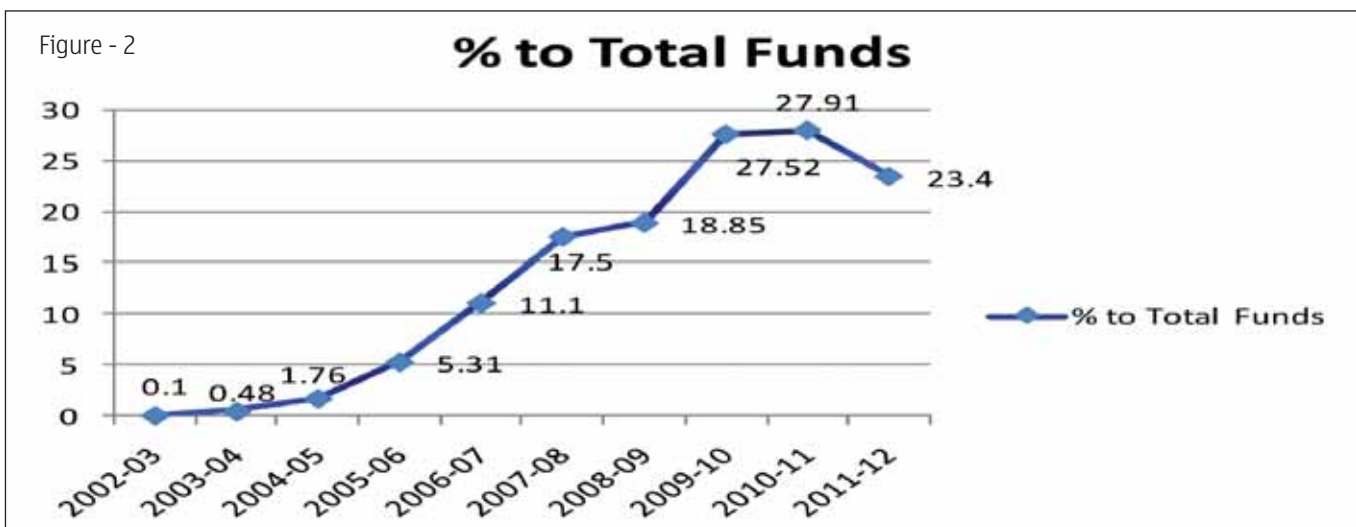
ULIPs of Life insurers etc. increase as the disposable incomes rise and available interest rates on fixed income schemes recede. The participation of retail investors into the stock markets through Mutual Funds is yet to gain momentum in India. The reasons may be also owing to the limited reach across the wide geographical spectrum of the country. On the other hand, the Endowment type of Life insurance policies have historically been seen as one of the alternative investment avenues in India. This is the reason for limited penetration of pure Term Life insurance policies in the Indian market. The success of certain guaranteed products is still afresh in the minds of a majority of the policyholders. During all

these last few decades, the Life insurance market reached the length and breadth of the country both by means of the physical offices of Life insurers as also through insurance agents. This is also one of the main reasons for success of ULIPs in the Indian Life insurance industry within the limited time span of their entry into the Indian markets. If we compare the Assets Under Management (AUM) of Mutual Fund industry with those of the ULIPs, as depicted at Figure-1 below, the growth of AUM of ULIPs is more significant. The AUM of Mutual Funds is to be considerably discounted, when it is compared with the AUM of ULIPs (which pertains to retail policyholders), as AUM of Mutual Funds

includes the investments of the corporate clients as well.

When the growth of the share of the ULIP funds in the total Life Fund of Life insurers is compared (as shown at Figure-2), it further strengthens the fact, as to how the ULIPs have been patronized in the short span of time.

Regarding the level of Life insurance protection, it is estimated that the Sum Assured to GDP ratio in respect of Life insurance business in India is 55%. This ratio is 150% to 250% in the advanced markets. In order to protect the fundamental features of Life insurance



products, the IRDA mandated a minimum life cover in all the ULIP products in the year 2005 itself. This aspect of minimum life cover is further solidified in IRDA (Linked Insurance Products) Regulations. As the mortality costs that are charged are in the segregated form, the absolute amount of premium payable will not, per se, look higher under ULIP. This is not the case with traditional life plans since premium levied varies based on age - the psyche of the insuring public may dissuade against a life insurance policy in the mid ages in such cases. Hence, despite maintaining the level of Life insurance protection, the ULIPs may remain as one of the attractive product classes at various ages of insuring public.

The options available for diversifying the premiums paid / payable and/or prevailing fund value within the ULIP offer a huge advantage to that market segment which is having a fundamental understanding of the underlying funds. Further, with the advent of technology (online options etc.), it may not be difficult to exercise these options. The normal view that is held is to maintain lesser number of portfolios so as to concentrate and monitor them better. Hence, a single ULIP that offers participation across a range of underlying funds will be an added advantage. Therefore, this option will remain an attractive proposition to a majority of policyholders of this market segment.

The strengths of the professional management of the funds that are deployed in the capital markets need no further elaboration. This main factor alone has led to the evolution of 'Portfolio Management Services'. The ULIPs carry the similar strength as far as fund management is concerned. The competition amongst the compeers of the financial sector like mutual funds, pension fund managers etc. ensures that insurance companies do deploy the best

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**The discretionary spending by Indian consumers is projected to be significant in the coming years. The Unit Linked Life insurance products are sure to have a major share in this market.**

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fund managers in order to ensure that the risk reward ratio is appropriately deployed amongst various funds within the ULIP.

There is an ever increasing potentiality for insurance markets in India. It is estimated that over 291 million people will move from poverty to a sustainable living and the size of middle class population is likely to be reaching 583 million people by the year 2025. The average real household disposable income will be reaching ₹318,896 by 2025 with a CAGR of 5.3%. The discretionary spending by Indian consumers is projected to be significant in the coming years. The Unit Linked Life insurance products are sure to have a major share in this market. For this to happen, the pre-requisites are an informed choice and professional service while soliciting the ULIPs.

The innovation that evolved around ULIPs in the advanced markets in the form of Variable Annuities shows the relative strength of this product class. Under Variable Annuity products offered in the USA, the accumulation phase would be akin to the ULIPs during which the premiums paid are allotted amongst the underlying funds with due protection (Life insurance coverage) features and are accumulated along with the performance of the capital markets. On the pre-determined date of maturity, the withdrawals begin from the underlying

assets of the Variable Annuities. The withdrawals are from the fund which is continued to be invested in the stock markets. While the risks of investment in the underlying funds during accumulation phase are borne by the insured, the insurer carries the risk during the withdrawal phase while ensuring the agreed withdrawals for the selected period of time. The optional riders in the form of Guaranteed Minimum Income Benefits / Guaranteed Minimum Withdrawal Benefits project these Variable Annuities as the appropriate retirement benefit plans. These Guaranteed Minimum Benefit riders ensure the payment of guaranteed benefits even when the underlying annuity account depletes. These products are accepted as alternative retirement benefits by the individuals. The insurance markets in USA, Canada, Europe and Japan are stated to have been successful in marketing these products.

One of the signs of economic development is reduced interest rates. The need for low interest rate regime stems from the need for a growth to the economy. Therefore, the interest rates on certain fixed income schemes may not sustain in the long run. Hence, with more disposable incomes, the natural look-out for investor community is to scout for available options to gain the market linked interest rates, so the ULIPs certainly have a say as we move forward.

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*The author is Deputy Director (Life), IRDA. Views expressed are personal.*

# Universal Health Coverage

## – Role of Health Insurance

In the concluding part of her article, Ms M. Malti Jaswal expands on the benefits of Health insurance mechanism for a speedy roll-out of financially viable and operationally feasible UHC scheme in India.

... from the previous issue

### Segmenting the population – with and without paying capacity:

Though UHC is meant to provide ‘free’ entitlement to health services package, however in today’s reality, it may be useful to segment population into two groups – those who can afford to pay and those who cannot. With growing middle class, who can afford to buy vehicles, cell phones, televisions etc., the conviction to buy Health insurance, and at an extremely reasonable cost per head, at that, would not take much effort; if benefits of cover are advertised widely and insurance made mandatory by the government. This category of population is much bigger than the ‘tax paying’ population since formal sector in Indian context is quite small. All employers in formal sector (not just those under ESIS ambit) can be mandated to contribute and collect Health insurance premium from employees and buy cover for all.

Indirect collection of insurance premium/funds through taxation may not be easily linked to realization/utilization of care in taxpayer’s mind, leakage and inefficiency in the system apart. Presence of nearly half the population as self-paying customer shall also act as a ‘demanding’ customer segment and ensure that the system

delivers on the promised services. Due to lack of awareness, beneficiaries of ‘freebies’ tend to accept sub-optimal level of products/services without questioning, though in this case they do have a choice in deciding the healthcare provider. Rather than collecting tax and providing/arranging healthcare for all, insurance intermediation can be somewhat compared to ‘direct cash transfer concept’ in that it allows the beneficiary to pay premium directly or be funded directly by government and himself/herself choose the provider for

care, having the purchase power in hand at the time of need.

Different categories of citizens can be covered through insurance route more efficiently and the coverage can be extended to large sections of population in shorter period than through any other mechanism has been demonstrated by private paid insurance and government schemes. Insurance mechanism makes it possible to segregate different categories of beneficiaries who can afford to pay and those who need to be funded at the time of entry into the UHC fold, without compromising on benefits, quality or delivery of care for either segment. The government can fund premium for BPL and other vulnerable sections of society, rest of population – approximately 40% (at the minimum) which has the ability to pay for self can be brought under mandated fold through various associations, co-operatives etc.

Enlarging covered population through mandatory cover would keep insurance premium low and make it affordable for those who shall pay self for the cover. Going by present prevailing premium per family under government schemes, the cost of cover for secondary care package (₹50,000) topped by critical care package (₹1.5lac) is estimated to be around ₹950-

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**Presence of nearly half  
the population as self-  
paying customer shall  
also act as a  
‘demanding’ customer  
segment and ensure  
that the system  
delivers on the  
promised services.**

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1000, less than ₹2.75 per day per family, around ₹83 per month. However, the low price would be possible to sustain only if scheme is made mandatory and major portion of population joins, with no risk of possible adverse selection and frauds and malpractices are kept in check. Thus there would not be any risk of adopting an expensive Health insurance model on the lines of USA. Rather India can be the hub of low cost healthcare supported by affordable insurance, as is being already demonstrated to some extent by RSBY, Yeshasvini, Arogyasri, Arvind Eye Care, Narayana Hrudalaya etc.

Assuming that at least 40% of population pays self for coverage under UHC and government funds the rest 60%, the estimated financial burden on the government based on a rough calculation would be ₹18,150 crore

Indian population – 121 crore, Average family size = 4

Total number of families  $121\text{cr}/4 = 30.2$  crore families,

60% of families (to be funded by government) = 18.15 crore

Average premium for Secondary and tertiary care insurance package =  $550+450 = ₹1000$

Total Premium for 60% population to be funded by government shall be:

$18,15,00,000 * 1000 = ₹18,150$  crore

Rest of population shall pay for self, though cover shall remain mandatory.

The government outgo is well within the budgeted increase in health spend planned in 12th Plan and fits quite well with provisioning of primary care and other schemes on promotive and preventive care by the government.

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**Pooled purchase prices  
should even help  
employers, individuals  
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reasonable price  
beyond mandatory  
cover.**

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**Reasonable cost of care and uniform pricing:**

Schemes like RSBY, Yeshasvini, Arogyasri have helped cap prices of medical procedures to a large extent and have demonstrated the ability of 'pooled' purchasing to influence 'price' of care, bringing the same to a fair and reasonable level which was hitherto considered impossible in market driven healthcare industry. Not only that, by capping outgo per procedure or to an all-inclusive room rent charge, the tendency of healthcare providers to go in for expensive tests, branded drugs etc. has been checked to large extent. The issue of cost escalation here pertains more to unchecked procedures, unwarranted surgeries carried out on hapless patients in the absence of health regulation and standard protocols; and holds good for all patients – with or without insurance cover.

However, it is also to be said that insurance industry has so far not consolidated its position vis-à-vis the healthcare industry. The fragmented purchasing by each insurer/TPA has led to a dangerous point of gross over charging/overbilling in commercial Health insurance. Government Health insurance schemes in a way became path finders, at least in

respect of capping surgical care cost. The Preferred Provider Network (PPN), an initiative of the public sector insurers, is a very small beginning in recent times. It would serve the interests of UHC and insurance industry both, if prices of care are standardized for a procedure for a particular category of hospital/provider irrespective of who pays (so long as payment is made within stipulated time).

Insurers should work with each other in the insurance industry and with government schemes, with other large payers like Railways, ESIS, CGHS etc. for this purpose. Pooled purchase prices should even help employers, individuals to buy care at reasonable price beyond mandatory cover. There is no reason why price should be different for different set of customers if procedure and input cost remains the same. Here the effort by the government should be to work with insurance industry to standardize and contain input costs, elements of pricing etc. for secondary and tertiary care.

Though CGHS has traditionally negotiated low prices with tertiary care hospitals for select procedures, however Government's direct engagement with providers as done in case of CGHS and a few other government schemes is quite difficult to scale up for the entire population in the country. Also the per capita cost of cover for CGHS beneficiaries is many times that of beneficiaries covered under government insurance schemes and private paid Health insurance, indicative of higher degree of inefficiency and leakage in the system.

**Surveillance, monitoring and control:**

For ensuring effective delivery of healthcare to the population, every mechanism shall need appropriate surveillance, monitoring and control. It is observed that with use of technology, on



line data exchange, trained manpower, it is easier to implement surveillance under an insurance scheme than only through 'post facto' audits. Needless to mention, there is still scope for greater focus on 'outcomes' and 'outliers' so that misuse is controlled. Greater monitoring would ensure that the pitfalls associated with 'provider induced demand' leading to unnecessary procedures, excessive utilization is contained and 'outcomes' are tracked vigorously. Medical experts should be roped in concerted manner to define medical protocols, standard treatment guidelines and clinical pathways etc. and strict enforcement of the same should be done under provisions of law at all levels of care irrespective of who provides the same – public or private provider.

In the absence of government/legal backing, insurance industry has been presently unable to enforce this discipline in the larger context with the result that unethical players in the private healthcare industry have had a field day. It needs to be realized that fraud and abuse is a serious threat not only to private insurance but to government schemes, to cash paying patients also, to the overall eco system of healthcare. Insurance industry bodies like FICCI and the Regulator have taken cognizance of the same and are working on various initiatives on this like developing common trigger list, investigation capabilities, 'name & shame' guidelines, whistleblower facilitation etc. to deal with issue in the absence of 'anti-fraud' insurance laws which should also be addressed by the government sooner than later.

**Regulatory environment:**

Insurance industry has had a Regulator for last 13 years while healthcare industry still does not have one. Even the Clinical Establishment Act has not been

implemented in most states. Insurance Regulator has been at the forefront of policy holder (insurance consumer) protection and at the same time ensuring long term sustainability of insurers (through underwriting, product and solvency margin guidelines). Realizing the social impact of Health insurance, IRDA has introduced comprehensive health regulations for operational ease and uniformity in practices, definitions and service standards. Health Forum has been constituted with representation from all stakeholders to ensure orderly growth of Health insurance.

While insurance regulations cannot substitute regulation of healthcare industry by health authorities, the same can certainly help build bigger edifice and support quick implementation and roll out of Health insurance across India, taking care of issues falling under insurance industry domain. It can also coordinate and work with Ministry of Health and UHC implementing/umbrella organization to ensure that insurance industry fulfills its role, operates and delivers on expected lines.

**Morbidity data collation and analysis:**

Insurance industry is a data rich industry. It utilizes and produces extensive data which is required to design and price

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**Greater monitoring would ensure that the pitfalls associated with 'provider induced demand' leading to unnecessary procedures, excessive utilization is contained and 'outcomes' are tracked vigorously.**

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products, enroll members and pay claims, whether under a retail policy, under employees group cover or under government Health insurance scheme. Regulatory provisions also mandate insurance industry including Third Party Administrators (TPAs) to submit reports, data extensively. Insurance Information Bureau (previously TAC) under the aegis of IRDA has been involved in collating, analyzing and disseminating Health data and it has now introduced some useful data fields to be captured for detailed analysis of morbidity data, utilization patterns and costing components etc. The government schemes like RSBY, Tamil Nadu Health Scheme also produce rich data which is aggregated at insurance company level and submitted to concerned authorities.

There would be no other repository in the country which can provide in-patient care utilization data on pan India basis to the extent which insurance industry and IIB are capable of – ICD codes, age, gender of patient, city/town, name/registration number of hospital, cost incurred, procedure carried out, length of stay etc. All fields are captured as part of insurance business and also mandated to be submitted to IIB by all insurers and TPAs. Even the public healthcare facilities enrolled under government Health insurance schemes form part of data generation point. Though there is scope for improving the content and quality of data which IIB is constantly working upon, the health data generated through insurance industry contains wealth of information which has not yet been examined/analyzed at policy making level beyond insurance industry.

Valuable morbidity data, incidence and burden of disease for entire population, collated and analyzed through Health insurance can help Government utilize

resources, launch targeted programs more effectively. The technology platforms used by insurance industry makes the task much easier and a majority of data exchange along with electronic health records can be shifted to on-line platforms for greater efficiency, accuracy and transparency.

**Supplementary (Domino) effect - Insurance penetration and investment funds:**

India has one of the lowest insurance penetrations which are considered an essential parameter for a developed economy. Our insurance penetration overall stands at 4.10% only - 3.40% for life insurance and 0.70% for non-life insurance. Roping in Health insurance under UHC would also help address the issue of insurance penetration. Insurance is vital to financial protection and makes people aware of 'risks' that they are exposed to, and to look for solutions to 'protect' against those risks. It does not matter that government may fund 'premium' for vulnerable section of population so long as insurance awareness and penetration increases.

Also major share of funds collected through insurance premium are funneled back into economy through investment in government securities and approved instruments. As of 2011-12, life insurers invested ₹7,79,918 crore in government and infrastructure funds, ₹7,31,447 crore in approved securities out of total invested funds of ₹15,81,259 crore. The non-life segment invested ₹56,956 crore in government and infrastructure, ₹38,563 crore in approved securities out of total invested funds of ₹99,268 crore. Combining Health insurance with UHC would thus not only help Increase insurance penetration but also help growth of the investments funds for long

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**The technology platforms used by insurance industry makes the task much easier and a majority of data exchange along with electronic health records can be shifted to on-line platforms for greater efficiency, accuracy and transparency.**

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term projects and infrastructure development. Since approximately 40% of population shall self-pay for the insurance premium, this means that additional share of household savings shall be channelized for economic growth while providing healthcare security at the same time.

**Challenges and road ahead for insurance intermediation:**

It would be stating the obvious that ramp up of Health insurance to support implementation of UHC at entire population level shall by no means be an easy task. It is going to be full of challenges and difficulties. Following are some of the critical issues that need to be visualized, discussed and planned adequately by the stakeholders, especially the government and insurance industry beforehand:

- First and foremost to develop risk bearing capacity to underwrite/absorb risk of such quantum and magnitude
- Process for enrolling population at large, especially self-paying people in

agriculture and unorganized sector. NGOs and co-operatives are present in large numbers in India, these can be the 'distribution' arm of the insurance company offices in the area.

- Newer products which include out-patient care will have to be designed, actuarially priced and developed, also to account for regional/local health issues. Health Savings Account can be considered as a viable option to pay for small value out-patient claims or re-imbursments especially for self-paying segment. This would also work as an incentive in a mandatory environment.
- Contracting with large number of physicians, pharmacies, diagnostic centers, hospitals with right mix of payment methods and appropriate use of technology for seamless approvals and payments needs to be put in place.
- Creating capacities for processing millions of claims/transactions, for monitoring and control, especially fraud and abuse, institutionalizing effective investigation and whistleblower mechanism is necessary.
- Working with Health Ministry and UHC implementing agency to develop Standard Treatment Guidelines, protocols, clinical pathways, electronic health records, referral processes, accreditation and monitoring of facilities is critical to success and sustainability.
- Enhancing capabilities to host demographic and morbidity data, linking unique id, analyzing trends, utilization, track outcomes is yet another crucial factor.

- Establishing an effective grievance management process so that service delivery issues get highlighted and addressed in time.

Most importantly, the government and insurance industry need to draw a plan for involving community in the larger scheme of things – be it beneficiary/member enrolment, provider empanelment, benefit package design, awareness and utilization monitoring or fraud control. Else the issues that currently impact the efficacy of both Health insurance schemes and public health system would continue to plague and threaten continuity and viability in long run.

Joint consultations between health and insurance industry, between Regulators/over sight agencies and pilot of program in a few districts in different states at different levels of economic development, disease burden and demographic profile should help in developing the blue print for nation-wide

#### Annexure:

**Table 1** (Source: “Government Sponsored Health Insurance in India – Are you covered”, Gerard La Forgia and Somil Nagpal, World Bank, 2012)

India: Population Coverage and Projected Growth, 2003–04, 2009–10, and 2015 (million people)

Scheme	2003–04	2009–10	2015
<b>Central government</b>			
Employees' State Insurance Scheme (ESIS)	31	56	72
Central Government Health Scheme (CGHS)	4.3	3	3
RSBY	n.a	70	300
<b>State government</b>			
Andhra Pradesh, AP (Aarogyasri)	n.a	70	75
Tamil Nadu, TN (Kalaiginar)	n.a	40	42
Karnataka, KA (Arogyashri)	n.a	1.4	33
KA (Yeshasvini)	1.6	3	3.4
Total government-sponsored	37.2	243	528.4
Commercial insurers	15	55	90
Grand total (includes others not listed above)	55	300	630

Further assumption – 50% of Arogyashri is self-funded/managed, rest 50% organised through commercial insurers. Similarly claims/utilisation also assumed at 50% under respective portion.

**Table 2** (Source: “Towards UHC - An Operational Manual for States in India”, IPH, Bengaluru, 2012)

Preventive Services	Provided by Government	Curative Services	Covered by Insurance	Promotive Services	Provided by government
Antenatal care	✓	Outpatient care	✓	Safe drinking water	✓
Immunization	✓	Emergency services	✓	Nutrition services	✓
Growth monitoring	✓	Inpatient services	✓	IEC services	✓
Screening for cancer	✓	Delivery services	✓	Tobacco control	✓
Screening for DM	✓	CEmOC services	✓	Yoga	✓
Screening for HT	✓	ICU services	✓	Counselling	✓
Ambulance services	✓	Surgical services	✓	Anti-vector measures	✓

roll-out. In the interest of urgency of the matter, pending creation of UHC implementing agency; the insurance Regulator can perhaps step in to coordinate and oversee pilot projects. This may indeed be the opportune time to convert UHC vision into reality and create a unique Indian model of low cost healthcare and insurance for all citizens.

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# Cancer Insurance

## - Problems and Prospects

**Seema Arora** mentions that the disease of cancer is assuming alarming proportions in India; and with insurance hardly covering the risks, cancer treatment is proving to be almost elusive for several citizens.

### What is Cancer?

Cancer is the generic name for a group of more than 100 diseases in which the body's cells become abnormal and divide without control. The body is made up of trillions of living cells. Normal body cells grow, divide, and die in an orderly manner. From birth till adulthood, the normal cells in human body divide faster to allow a person to grow. After a person becomes an adult, most cells divide only to replace worn-out or dying cells or to repair injuries. Cancer starts when cells in a part of the body start to grow out of control. Instead of dying, cancer cells continue to grow and form new, abnormal cells. Cancer cells also invade other tissues, something that normal cells do not do. Growing out of control and invading other tissues makes a cell cancerous.

Cells become cancerous because of the damage caused to the DNA (Deoxyribo Nucleic Acid) of the cell. DNA is present in every cell and it directs all the cell's actions. In a normal cell, when DNA gets damaged the cell either repairs the damage or the cell dies. In cancer cells, the damaged DNA

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**Benign tumours can cause problems – they can grow very large and press on healthy organs and tissues.**

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is not repaired, and the cell doesn't die like it should. Instead, the cell goes on making new cells that the body doesn't need. These new cells have the same abnormal DNA as the first cell does.

People also inherit abnormal DNA, but most DNA damage is caused by mistakes that happen while the normal cell is reproducing or by some environmental factors. The cause of the DNA damage may be something obvious like smoking or sun exposure but it's rare to know the exact cause of DNA damage.

### What is a tumour?

The term tumour is derived from a Latin word which means "swelling". In its

medical sense it means an abnormal swelling of the flesh. In most cases, the cancer cells form a tumour. Tumour is not synonymous with cancer. Not all tumours are cancerous. Tumours that aren't cancerous are called benign. Benign tumours can cause problems – they can grow very large and press on healthy organs and tissues. But they cannot grow into other tissues. As they can't invade into other tissues, they do not spread to other parts of the body (metastasize) and such tumours are almost never life threatening. Tumours that are cancerous are called malignant. Some cancers, like leukaemia, rarely form tumours. Instead, these cancer cells involve the blood and blood-forming organs and circulate through other tissues where they grow.

### Oldest description of Cancer:

The oldest description of cancer (although the word cancer was not used) dates back to about 3000 BC and is from ancient manuscripts of Egypt. It was called as the Edwin Smith Papyrus and had been described in an ancient Egyptian textbook on trauma surgery. It describes eight cases of tumours or ulcers of the breast

that were treated by cauterization with a tool called the fire drill.

Human beings and other animals have had cancer throughout recorded history and people have written about cancer from the dawn of history. The earliest evidence of cancer is found among fossilized bone tumours and human mummies in ancient Egypt. Growths suggestive of the bone cancer called osteosarcoma have been seen in mummies. Bony skull destruction as seen in cancer of the head and neck has been found, too.

### Origin of the word Cancer

The word 'Cancer' has its origin from the terms 'Carcinos' and 'Carcinoma' used by the Greek physician Hippocrates (460-370 BC), to describe non-ulcer and ulcer forming tumours. In Greek, these words refer to a crab, most likely applied to the disease because the finger-like spreading projections from a cancer resembles the shape of a crab. The Roman physician, Celsus (50-28 BC), later translated the Greek term into Cancer, the Latin word for crab. Galen (130-200 AD), another Roman physician, used the word *oncos* (Greek for swelling) to describe tumours. The crab analogy of Hippocrates and Celsus is still used to describe malignant tumours and Galen's term *oncos* is now used as a part of the name for cancer specialists - oncologists.

### Cancer Prevalence:

Cancer prevalence is defined as the number of living people who have ever had a cancer diagnosis. It includes people diagnosed with cancer in the past as well those who were recently diagnosed. Cancer prevalence is determined by how often a cancer occurs (incidence) and by

**Human beings and other animals have had cancer throughout recorded history and people have written about cancer from the dawn of history.**

how long people normally live after diagnosis (survival). Prevalence counts are highest for the most common cancers with the longest survival. A common cancer with shorter survival may have a lower prevalence count than a less common cancer with a longer survival. According to the Government estimates, at any point of time, there are nearly 28 lakh cases of cancer in India and ten lakh new cases are expected to be reported every year.

### Cancer scenario in India:

The number of cancer patients in India is increasing every year and presently there

are around 28 lakh of them. Every year, more than ten lakh people are affected by cancer in India. One third amongst them is dying every year. By 2025, the number of cancer patients in India will increase by five times. Presently Cancer accounts for about 3.3% of the disease burden and for about 9% of all deaths in India. In 2012, more than 5.55 lakh people have died due to cancer in India, 71.1 per cent of those who died were aged between 30 and 69 years. The tobacco related cancers account for almost a third of cancers diagnosed in head and neck, lung and oesophagus in the Indian population. The two most common cancers of women, cancer of the cervix and breast, account for half the cancer burden in Indian women. The heavy cancer toll is due to the fact that 70% of cases present are in the clinically advanced stages with catastrophic economic impact. A data of cancer patients was compiled from 2004 to 2010 in India by ICMR and shown in Figure 1.

This compiled data shows that the number of male cancer patients, female cancer patients and total number of cancer patients in the year 2004 as 390809, 428545 and 819354 respectively. This number increased to 454842,

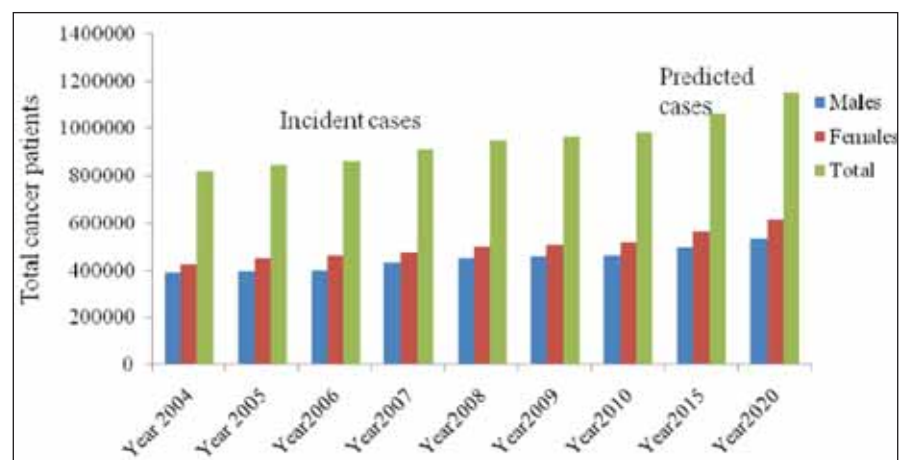


Figure 1: Year wise total cancer prevalence in India [ICMR, 2006; ICMR, 2009].

507990 and 962832 cases respectively in the year 2009. It further increased to 462408, 517378 and 979786 cases respectively in the year 2010. This clearly indicates that the number of cases is gradually increasing every year. Based on these past trends the numbers of cancer patients have been predicted by the end of 2015 and 2020 in India.

**Cancer screening and early detection:**

Screening refers to tests and exams used to find cancer, in people who do not have any symptoms. Doctors use many tests and procedures to diagnose cancer. Some tests also determine the stage of cancer (way of describing the cancer, such as where it is located, or where it has spread, and whether it is affecting the function of other organs in the body); and others help the doctors to decide on a treatment plan. The most common types of tests done are:

- Biopsy.
- Imaging tests.
- Endoscopic tests.
- Laboratory tests.

**Biopsy:**

A biopsy is the removal of a small amount of tissue for examination under a microscope. Other tests only suggest that cancer is present, but biopsy helps in making a definite diagnosis for most types of cancer. Biopsy can be:

- Excisional biopsy in small tumours
- Incisional/ Punch biopsy in skin and mucosal lesions
- Cone biopsy in uterine cervix
- Needle biopsy in bone marrow, solid tumours of abdomen and pelvic organs.

**Some tests also determine the stage of cancer and others help the doctors to decide on a treatment plan.**

**Imaging Tests:**

Doctors use imaging tests to determine whether the cancer has spread to other areas in the body and to evaluate the size and location of the tumour. Imaging tests alone are usually not specific enough to diagnose cancer. The imaging tests are: X-ray, bone scan, CAT scan, PET scan, MRI and Ultrasound test.

- o **X-ray.** An x-ray is a way to create a picture of the structures inside of the body using a small amount of radiation. An x-ray is useful for finding and monitoring some types of tumours. Specific types of x-rays include mammography (an x-ray of the breast) and a barium enema (which is used in the x-ray of the colon and rectum).
- o **Bone scan.** A bone scan uses a radioactive tracer to look at the inside of the bones. The tracer is injected into a patient's vein. It collects in areas of the bone and is detected by a special camera. Healthy bone appears grey to the camera, and areas of injury, such as those caused by cancer, appear dark.

- o **CT or CAT scan.** A CT scan creates a three-dimensional picture of the inside of the body with an x-ray machine. A computer then combines these images into a detailed, cross-sectional view that shows any abnormalities or tumours. Sometimes, a contrast medium (a special dye) is injected into a patient's vein to provide better detail.
- o **Positron Emission Tomography (PET) Scan:** PET scan is a way to create pictures of organs and tissues inside the body. A small amount of a radioactive sugar or other substance is injected into a patient's body and is absorbed mainly by organs and tissues that produce the most energy. Because cancer tends to use energy actively, it absorbs more of the radioactive substance. A scanner then detects this substance to produce images of the inside of the body.
- o **MRI** uses magnetic fields, not x-rays, to produce detailed images of the body. A contrast medium may be injected into a patient's vein to create a clearer picture.
- o **Ultrasound.** An ultrasound uses sound waves to create a picture of the internal organs.

**Laboratory tests**

Laboratory tests involve testing a sample of blood, urine, and/or other body fluids. One of the most common tests is a Complete Blood Count (CBC). A CBC measures the components of the blood, including white blood cells, red blood cells, and platelets. Blood tests are also used to monitor potential side effects of cancer treatment, such as anaemia or

neutropenia (low white blood cell count), which can increase the risk of infection.

Some tests help in diagnosing a specific type of cancer, such as the test for Prostate Specific Antigen (PSA) for prostate cancer or the PAP test for the detection of cervical cancer. Some other tests help doctors make treatment decisions. For example, the breast cells of women with breast cancer may be tested to determine whether the cells have the estrogen receptor.

#### **Economic impact of Cancer:**

Among non-communicable diseases, cancer causes more than 7.1 million deaths annually exceeding those caused by TB, HIV/AIDS and malaria combined. The global cost of cancer, excluding the direct cost of treatment was \$895 billion in 2008. The economic toll of cancer was 19 per cent higher than the second most common case (heart disease) and was equivalent to 1.5 per cent of global Gross Domestic Product. Data shows that 60 per cent of new cancer cases are now being reported from low and middle income countries which contribute only about 6.2 per cent of the total spend on cancer globally. Clearly, poor and emerging economies are not able to meet the needs of their cancer patients.

The economic burden of cancer per patient including direct medical expenses, non-medical expenses and productivity losses turns out to be \$0.54 in India. When adjusted for income at current exchange rates, the money spent on cancer care is equivalent to 0.05 per cent of the per capita gross national income in India.

Medical advances have resulted in increased survival rates for Cancer

patients; but with these advances, healthcare costs have also increased. Lengthy, expensive recovery periods mean the loss of personal wages and an individual's inability to pay for care and treatment. The cost of cancer treatment is forbiddingly expensive and the disease wipes out entire life savings of the families and even forced some people to sell their homes. On an average a patient spends anywhere from ₹2-10 lakh on cancer treatment. Although the treatment is relatively cheaper than in the West, is still unaffordable for poor and middleclass Indians, who often do not have Health insurance. Cancer treatment and care further gets expensive if it is detected late or if the screening is not proper and if the treatment is not right the first time.

Treatment cost depends on the type of cancer, as treatment would vary accordingly. Depending upon the type of cancer it costs as low as ₹2.5 lakh for six months of treatment, with some of the lowest priced generic drugs in the world, to as high as ₹20 lakh, with novel drugs and targeted medicines. In addition there are post therapy costs which further increase the burden on patients. The estimated cost to the patient post therapy

is not clearly known as it depends on a variety of factors; for example, the distance travelled, frequency of follow-up, the stage of diagnosis etc.

#### **Health Insurance and Cancer:**

Health insurance eligibility is often subject to the risk management and appraisal practices of insurance companies. Because of the risks posed by serious health issues, such as cancer, companies often take a strong stance against providing new coverage to those with the disease. As such, typical Health insurance policies though do not exclude coverage for cancer but the overall health cover is very low and is taken by just four to five per cent of the people who can afford it. The average cover that most people take is between ₹1-2 lakh. Of the 40 million individual policies sold in 2011, the average amount per policy was just ₹1.9 lakh; whereas the average cost of cancer is as low as ₹2.5 lakh for six months to as high as ₹20 lakh for six months depending upon the type and stage of cancer. The normal Health insurance policy of less than ₹2 lakh is not sufficient to meet these high expenses and so the cost of treatment is to be borne out-of-pocket by the policyholders.

To be continued...

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**Cancer treatment and care further gets expensive if it is detected late or if the screening is not proper and if the treatment is not right the first time.**

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## प्रकाशक का संदेश



किसी भी प्रकार की सेवा के लिए, विशेष रूप से वित्तीय सेवा के क्षेत्र में सर्वाधिक चुनौतीपूर्ण होने के तौर पर किसी एक खास कार्यक्षेत्र को निर्दिष्ट करना कठिन होगा। फिर भी, हमेशा ऐसे कुछ क्षेत्र हैं जिनके प्रति अन्य क्षेत्रों की तुलना में अधिक ध्यान देने की आवश्यकता है जिससे व्यवसाय अविच्छिन्न रूप से चल सके; और इससे लाभप्रदता अबाधित रह सके। ऐतिहासिक रूप से भारतीय बीमा उद्योग का एक महत्वपूर्ण पहलू परिचालन के सभी वर्गों में बीमा संबंधी धोखाधड़ियों का अत्यधिक घटित होना रहा है। इन्हें नियंत्रित करने में मूल्यवान संसाधनों का अभिनियोजन करने की आवश्यकता के अलावा, धोखाधड़ियों के कारण खिलाड़ियों की लाभप्रदता में भारी कमी के लिए मार्ग प्रशस्त हुआ। यद्यपि कपटपूर्ण प्रवृत्तियों और तत्संबंधी असुरक्षितता की सीमा विविध वर्गों में बहुत-कुछ भिन्न है, तथापि कोई भी वर्ग धोखाधड़ियों से उन्मुक्त नहीं रहा है; और इसी संदर्भ में बीमाकर्ताओं को अपने परिचालनों में अतिरिक्त सतर्कता बरतनी होगी।

धोखाधड़ियों के लिए किसी एक विशिष्ट कारण की खोज करना व्यर्थ प्रयास होगा, जबकि ऐसे कुछ प्रबंधकीय पहलू हैं जो काफी हद तक ऐसी घटनाओं को अवश्य रोक सकेंगे। बीमा व्यवसाय तो कुल मिलाकर एक मूल्य पर दूसरों की जोखिमों का भार लेना ही है। अकसर यह संभव है कि बाजार में सर्वोच्चता प्राप्त करने की होड़ में जोखिम-निर्धारण के बेहतर पहलुओं को कम महत्व की श्रेणी में डाल दिया जाता है। जबकि व्यवसाय का अभिग्रहण करते समय यह भले ही एक प्रमुख कारक न लगे, पर यह समझना होगा कि इससे संभावित धोखाधड़ी के लिए आधार बन सकता है।

प्रायः यह कहा गया है कि निवारक दंड का अभाव अनेक घृणित कार्य करने के लिए प्रमुख कारण बनता है। जितना सही यह बीमा संबंधी धोखाधड़ियों के मामले में है, उससे अधिक सही और कहीं नहीं हो सकता। संक्षेप में, विशेष रूप से खुदरा क्षेत्र में पॉलिसीधारकों द्वारा दर्शायी जानेवाली 'कुछ भी नहीं खोने' की अभिवृत्ति के साथ ही, संविदागत दायित्वों की समझ की गंभीर कमी धोखाधड़ियों के घटित होने के लिए प्रमुख कारण है। यह एक बड़ी चुनौती है जिसका सामना खिलाड़ी एवं नीति-निर्धारक कर रहे हैं क्योंकि उद्योग निरंतर वर्षानुवर्ष विपुल धनराशि की हानि उठा रहा है तथा इसके लिए सदैव अधिकतम सावधानी आवश्यक है।

‘बीमा उद्योग की प्रवृत्तियाँ और चुनौतियाँ’ पुनः एक बार पत्रिका के इस अंक का केंद्रबिन्दु है। व्यवसाय को संचालित करते समय बीमाकर्ताओं और अन्य विनियमित संस्थाओं को लगातार अनेक कार्य पूरे करने होते हैं; तथा इसके अतिरिक्त विनियमनकर्ता के प्रति अनुपालन सुनिश्चित करना होता है कि उनके द्वारा सभी अपेक्षित शर्तों का पालन वास्तव में किया जा रहा है। ‘विनियामक अनुपालन’ जो प्रबंधन का एक अत्यावश्यक क्षेत्र है, पत्रिका के अगले अंक का फोकस होगा।

टी.एस. विजयन

टी.एस. विजयन  
अध्यक्ष



# दृष्टि कोण



वित्तीय संकट से लेकर समूचे क्षेत्र के पर्यवेक्षकों ने सर्वांगी महत्वपूर्ण वित्तीय संस्थाओं या एसआईएफआईएस और समष्टि विवेकसम्मत आघातों से वैश्विक वित्तीय प्रणाली के प्रति जोखिमों का समाधान करने के लिए परिश्रमपूर्वक कार्य किया है।

**श्री पीटर ब्राउम्यूलर**

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

एक ओर जहाँ बाजार में अग्रणी का निर्गमन विघटनकारी हो सकता है, वहीं दूसरी ओर बीमा क्षेत्र के अंदर एक ऐसे सशक्त प्रतिस्पर्धी बाजार का प्रमाणित इतिहास है जो विफल हो रहे बीमाकर्ताओं के व्यवसाय को समा लेता है और नई पूँजी को आकर्षित करता है।

**श्री बेन नेल्सन**

मुख्य कार्यकारी अधिकारी, राष्ट्रीय बीमा आयुक्त संघ।

हाल के वर्षों में वित्तीय संस्थाओं से संबद्ध वित्तीय अपराध संबंधी विषय वैश्विक मीडिया की सुर्खियों में अधिकाधिक रहे हैं। वित्तीय उत्पादों और सेवाओं में नवोन्मेषणों के साथ ही आपराधिक कार्य अधिक जटिल बन गया है और इनकी सुगमता के सहारे परिसंपत्तियाँ सीमाओं के पार ले जाई गई हैं।

**श्री ली बून नियायाप**

सहायक प्रबंध निदेशक (बैंकिंग और बीमा समूह), मौद्रिक प्राधिकरण, सिंगापुर।

साधारण बीमा उद्योग लाभप्रद और भली भाँति पूँजीकृत रहा है। जोखिम अंकन के परिणाम ने पिछले वर्ष आई बाढ़ के बाद प्राकृतिक विपदाओं के उल्लेखनीय रूप में निम्नतर आपतन को प्रतिबिंबित किया है, परंतु ब्याज-दरों में गिरावट इसकी क्षतिपूर्ति से भी अधिक रही जिसने दीर्घ अवधि वाली बीमा देयताओं के मूल्य को बढ़ा दिया है।

**श्री जॉन एफ. लैकर**

अध्यक्ष, आस्ट्रेलियन प्रुडेन्शियल रेग्युलेटरी अथॉरिटी।

बीमा पर्यवेक्षण अपने ढंग का कौशल है तथा जबकि हमारे पर्यवेक्षक बीमा और बैंकिंग के बीच भूमिकाओं को दोनों दिशाओं में संचालित करते हैं, हम यह सुनिश्चित करना चाहते हैं कि हमारे पास बीमा और बैंकिंग के सचमुच विशेषज्ञ पर्यवेक्षकों के समूह हों।

**श्री ऐण्ड्रू बेइले**

उप गवर्नर, विवेकपूर्ण विनियमन और मुख्य कार्यकारी अधिकारी, प्रुडेन्शियल रेग्युलेशन अथॉरिटी, यूके।

यथोचित परिमाण में जोखिम उठाने के लिए जनता और उद्योग को समर्थ बनाने पर बीमा उद्योग का महत्वपूर्ण प्रभाव रहता है जो किसी भी देश की आर्थिक उन्नति और खुशहाली के लिए प्रेरक शक्ति है।

**श्री टी. एस. विजयन**

अध्यक्ष, बीमा विनियामक और विकास प्राधिकरण, भारत।



## तेजी से पैर पसारता स्वास्थ्य बीमा क्षेत्र

**जगेन्द्र कुमार का कहना है की भारतीय साधारण बीमा क्षेत्र में स्वास्थ्य बीमा सर्वाधिक तेजी से बढ़ने वाला क्षेत्र बन रहा है।**

बजट 2013 में वित्त मंत्री ने घोषणा की थी कि राष्ट्रीय स्वास्थ्य बीमा योजना का दायरा बढ़ेगा। स्वास्थ्य क्षेत्र के लिये आंबटन में 28% से अधिक की वृद्धि करते हुये इसे बढ़ाकर 37,330 करोड़ रुपये कर दिया गया है। इसमें खास ध्यान चिकित्सा, शिक्षा, प्रशिक्षण एवं शोध पर दिया गया है। विश्व बैंक की एक रिपोर्ट के अनुसार भारत में 2015 तक 63 करोड़ लोगों के पास स्वास्थ्य बीमा होगा जो कि कुल जनसंख्या का 50% है। अध्ययन के असुनार पांच साल में, सरकार प्रयोजित, स्वास्थ्य बीमा योजनाओं (जीएसएचआईएस) की बढ़ौलत देश में स्वास्थ्य बीमा के दायरे में आने वाली जन संख्या में अच्छी खासी वृद्धि होगी। वर्ष 2010 तक देश की 25% से अधिक जनसंख्या या 30 करोड़ से अधिक लोगों को किसी न किसी रूप में स्वास्थ्य बीमा कवर प्राप्त है। यह संख्या वर्ष 2003-04 में मात्र 5.5 करोड़ थी। नई सरकार प्रायोजित योजनाओं से विशेषकर गरीबों के लिये स्वास्थ्य के लिये सार्वजनिक संसाधनों का इस्तेमाल सुधरा है, स्वास्थ्य बीमा का कारोबार कुल सामान्य बीमा के कारोबार का लगभग एक चौथाई भाग है जिसमें गैर जीवन बीमा क्षेत्र की निजी कम्पनियों का उत्पाद, वितरण नेटवर्क, इन्सुरेन्स तथा विविधता का विशिष्ट योगदान

है। किसी जीवन बीमा कम्पनी के हेल्थकवर का इस्तेमाल सामान्य बीमा कम्पनी के हेल्थ कवर के पूरक के तौर पर किया जा सकता है। लाभ वाली योजनाओं का इस्तेमाल खराब स्वास्थ्य की वजह से हुये आय की नुकसान की भरपाई चिकित्सा उपचार के लिये कर लूट आदि के तौर पर किया जा सकता है। लेकिन ये अधिक जटिल स्वास्थ्य समस्याओं या लम्बी बीमारी के कवर के लिहाज से उपयुक्त नहीं है। जीवन बीमा कम्पनी की स्वास्थ्य योजनाओं के बारे में अच्छी बात यह है कि ये दीर्घावधि योजनाएँ (3-20

वर्ष) होती है और इसलिये इनका प्रीमियम पॉलिसी की अवधि के दौरान बदलने की आंशका नहीं रहती है। सामान्य बीमाकम्पनियों अस्पताल में भरती होने पर आये वास्तविक खर्च का भुगतान करती है। तथा कैशलेस कवर भी प्रदान करती है जबकि जीवन बीमा कम्पनियाँ पूरे खर्च की भरपाई नहीं करती केवल पूर्व निर्धारित रकम ही अदा करती है तथा कैसलेस सुविधा भी नहीं देती। कुछ कम्पनियाँ स्वास्थ्य योजनाओं की पेशकश कर रही हैं।

### इरडा की पहल

प्राधिकरण ने वर्ष 2011-12 के दौरान देश में स्वास्थ्य बीमा बाजार के विकास के लिये बहुत सी पहलें की है। 2010-11 में उठाये गये कदमों को भी आगे बढ़ाया गया है जिन में निम्न प्रमुख है।

**वर्ष 2010 तक देश की 25% से अधिक जनसंख्या या 30 करोड़ से अधिक लोगों को किसी न किसी रूप में स्वास्थ्य बीमा कवर प्राप्त है।**

1. स्वास्थ्य बीमा फोरम: बीमा उद्योग में स्वास्थ्य बीमा घटक में हाल के वर्षों में उल्लेखनीय वृद्धि हुई है। प्राधिकरण ने इस बाजार की वृद्धि को “स्वतन्त्र स्वास्थ्य बीमा कम्पनियों” का पंजीकरण करके और तृतीय पक्ष प्रशासकों (टी.पी.ए.) के

विकास का पोषण करके नया आधार प्रदान किया है जिससे दावों के निपटान की कैश विहिन प्रणाली सक्षम हो सके। इन गतिविधियों की पृष्ठ भूमि में प्राधिकरण ने सेवा प्रदाताओं (अस्पतालों), बीमा कम्पनियों, तृतीय पक्ष प्रशासिकों और साधारण उपभोगताओं के मध्य प्रभावी वार्ता के लिये एक फोरम के निर्माण को आवश्यक समझा है। अतः बीमा प्राधिकरण ने 2 फरवरी 2012 के अपने अध्याधश द्वारा स्वास्थ्य बीमा फोरम का गठन किया है। इस फोरम का गठन प्राधिकरण के प्रतिनिधियों के साथ साथ जीवन व गैर जीवन बीमा कम्पनियों, स्टेडएलोन स्वास्थ्य बीमा कम्पनियों, परिवार नियोजन और कल्याण मंत्रालय, श्रम और रोजगार मंत्रालय, अस्पतालों और स्वास्थ्य देखभाल प्रदाताओं के लिये राष्ट्रीय प्रमाणन बोर्ड, सरकारी व निजी अस्पतालों, टीपीए, फिक्की, सीआई आई के प्रतिनिधियों को शामिल करके किया गया। इस फोरम का उद्देश्य एक परामर्शदाता निकाय के रूप में काम करना है जो कि मोटे तौर पर निम्नवत निर्धारित किये गये है।

- क) भारत में स्वास्थ्य बीमा व्यवसाय के सम्बन्ध में विनियम तैयार करने में इरडा को सहयोग सलाह और सहायता देना।
- ख) बीमा उद्योग में मानक प्रक्रियाओं और पारिभाषाओं का निर्माण
- ग) प्रभावी संचालन के लिये आवश्यक आँकड़ों का संग्रह व रखरखाव.
- घ) परामर्शदाता फोरम के रूप में कार्य करना तथा

## प्राधिकरण ने सभी जीवन व गैर जीवन बीमा कम्पनियों को सूचित किया है कि वे पॉलिसी में निर्धारित समय के बाद सूचित अथवा जमा किये गये दावों को खारिज न करें जहाँ यह विलम्ब अपरिहार्य कारणों से हुआ है।

ड) स्वस्थ बीमा फोरम को और अधिक प्रभावी बनाने के लिये विनियम तैयार करने में इरडा को सहयोग व सलाह।

### दावा सूचना। प्रलेख प्रस्तुत करने में विलम्ब:

प्राधिकरण ने सभी जीवन व गैर जीवन बीमा कम्पनियों को सूचित किया है कि वे पॉलिसी में निर्धारित समय के बाद सूचित अथवा जमा किये गये दावों को खारिज न करें जहाँ यह विलम्ब अपरिहार्य कारणों से हुआ है। बीमा कम्पनियों को यह भी सूचित किया गया है कि विलम्ब से सूचना देने अथवा प्रलेख जमा करने के कारण दावों को खारिज करने का बीमाकर्ता का निर्णय तार्किक और वैध पृष्ठ भूमि पर आधारित होना चाहिये क्योंकि कालवाधिता धारा न तो अपने में पूरी होती है और नहीं एकाकी रूप से काम करती है। अतः यह सूचित किया गया है कि बीमाकर्ता किसी भी दावे को तब तक अस्वीकार नहीं करेगा जबतक कि विलम्ब के कारण विशेष रूप से निर्धारित, अभिलिखित नहीं कर लिये जाते हैं और बीमाकर्ता स्वयं को इस बात से संतुष्ट नहीं कर लेता है कि ये दावें समय पर भी मिलते तो

अन्यथा खारिज हो गये होते। भारतीय साधारण बीमा क्षेत्र में स्वास्थ्य बीमा सर्वाधिक तेजी से बढ़ने वाला क्षेत्र बन रहा है। आज इस क्षेत्र में चार स्टेडएलोन बीमा कम्पनियाँ कार्यरत हैं तथा गत दो वर्षों का कारोबार इस प्रकार रहा है

### स्वास्थ्य बीमा प्रीमियम

	(करोड रु. मे.)	
बीमाकर्ता	2010-11	2011-12
1. निजी	3031.46	3411.89
2. सरकारी	6912.55	8020.73
3. हेल्थ स्टैलोन	1535.77	1658.78
कुल	11479.80	13092.40

प्राधिकरण ने स्वास्थ्य बीमा क्षेत्र में विभिन्न दाखिल उत्पादों, प्राप्त शिकायतों और इसमें शामिल सभी हितधारकों के गतिशील वातावरण की गहराई से जाँच करने के बाद व्यापक स्वास्थ्य बीमा विनियमन बनाने का कार्य प्रारम्भ किया। प्रस्ताव के प्रारूप में स्वास्थ्य बीमा के बहुत से पहलू जैसे परिभाषाओं में एक रूपता, लगातार नवीनीकरण के लिये 'नो एक्ज़ीट एज' का प्रावधान, समान फार्म अंशदान प्रणालियाँ तृतीय पक्ष आदि मुद्दे शामिल हैं।

### स्वास्थ्य बीमा हस्तान्तरणीयता:

प्राधिकरण ने स्वास्थ्य बीमा का हस्तान्तरणीयता पर 2010-11 को मुख्य बातों को शामिल करते हुये परिपत्र जारी कर दिया था

1. बीमा कम्पनियाँ, पॉलिसीधारक जब एक बीमाकर्ता से दूसरे बीमाकर्ता को, अथवा एक योजना से दूसरी योजना में जाते हैं तो प्रतीक्षा अवधि में पूर्वनिर्धारित शर्तों के तहत अर्जित साख को आगे ले जाने के लिये अनुमति देगी, बशर्ते कि पिछली पॉलिसी बिना टूटे बनाई रखी गई है।

2. उन पॉलिसियों के सम्बन्ध में जहां पॉलिसीधारक ने हस्तान्तरणीयता का विकल्प दिया है, वहां दावे के विवरण सहित कम्पनियों को पूरा डाटाबेस अपनी सहयोगी कम्पनियों, यदि वे अनुरोध करती है, तो अनुरोध के सात दिन के अन्दर उनके साथ बांटना होगा, हस्तान्तरणीयता आवेदनों की रसीद देने के लिये विनियामक द्वारा तीन दिन की समयविधि मंजूर की गई है।

प्राधिकरण ने इसी विषय पर एक और परिपत्र 2011-12 में जारी किया था। परिपत्र की मुख्य बातें इस प्रकार हैं:-

1. ये आवश्यक समझा गया है कि स्वास्थ्य बीमा के इतिहास के आकड़ों के संग्रह और पॉलिसीधारकों के रिकार्ड के अन्तरण के अनुप्रवर्तन के लिये एक प्रणाली तैयार की जाये। स्वास्थ्य बीमा पॉलिसियों की हस्तान्तरणीयता की 01 अक्टूबर 2011 से आगे की तारीख में शुरू होने का अधिदेश दिया जाये।
2. स्वास्थ्य बीमा हस्तान्तरणीयता की विस्तृत प्रक्रिया निर्धारित कर दी गई है।
3. हस्तान्तरणीयता और पालिसी टूटने को परिभाषित किया गया है

प्राधिकरण ने स्वास्थ्य बीमा उत्पादों/योजनाओं में हस्तान्तरणीयता को कार्यन्वित कर दिया है जोकि एक विशेष उपलब्धि है। इससे ग्राहकों और स्वास्थ्य बीमा उद्योग को बहुत लाभ हुआ है त्वरित और समयवद्ध हस्तान्तरणीयता को सुगम बनाने के लिये अलग से एक वैब पोर्टल भी तैयार किया गया है। जिससे पॉलिसियों के अन्तकरण के लिये बीमाकर्ताओं के बीच आंकड़ों का आदान प्रदान हो सके।

### दावों का अस्वीकरण:

स्वास्थ्य बीमा क्षेत्र में दोवों का अस्वीकरण एक चिन्ता का विषय रहा है। बीमा प्राधिकरण ने सभी बीमाकर्ताओं (जीवन/गैर जीवन स्वास्थ्य) को निर्देश दिये है कि वे दावों की सूचना देर से देने अथवा दावों के प्रस्तुतीकरण में विलम्ब होने के आधार पर वास्तविक दावों को अस्वीकार न करें, जब तक उन्हें पर्याप्त रूस से सिद्ध न किया गया हो। आशा है कि इन मार्ग निर्देशों से वास्तविक दावों को नकारने की चिन्ता को दूर करने में मदद मिलेगी जिन्हें कुछ अर्पिहार्य परिस्थितियों के कारण देर से सूचित/प्रस्तुत किया जाता है। बीमा कम्पनियों के पास ऐसे अस्पतालों का नेटवर्क होता है जिन्हे पीपीएन कहा जाता है। ये पीपीएन नकदी रहित सुविधा के तहत बीमा सेवाएँ उपलब्ध कराती है। इन अस्पतालों के नेटवर्क का फैसला तृतीय पक्ष प्रशासक के जरिये होता है। समय समय पर इस सूची में संशोधन किया जाता है। बीमा प्राधिकरण एक ऐसी प्रणाली पर काम कर रहा है जिसके तहत स्वास्थ्य बीमा पॉलिसी के आंकड़े जुटाये जायेंगे और साथ ही समूची मैडीकल प्रक्रिया तथा बिल सम्बन्धी दावों में सुधार हो

## बढते हुये स्वास्थ्य बीमा

### क्षेत्र में दावों का बढ़ना

### स्वाभाविक है किन्तु दावों

### का अस्वीकरण

### चिन्ताजनक है।

सकेगा। बीमा नियामक ने एसी बीमा कम्पनियों से डाटाबेस को सांझा करने को कहा है जिससे पॉलिसी दावों का ब्यौरा शामिल है जिनके आधार पर पॉलिसीधारकों को पोर्टेबिलिटी के लिये चुना जा सके। स्वास्थ्य बीमा के बढ़ते फर्जी दावों और अस्तपतालों के मनमाने शुल्क से परेशान बीमा कम्पनियों ने अब इसका बोझ पालिसीधारकों पर ही डालना तय किया है। इस वजह से इनका घाटा लगातार बढ़ता जा रहा है। ग्राहकों को 2013-14 वित्त वर्ष में स्वास्थ्य बीमा प्रीमियम में 10 से 40% ज्यादा जेब ढीली करनी पड़ेगी। बीमा प्राधिकरण की मंजूरी के साथ ही स्वास्थ्य बीमा प्रीमियम में यह वृद्धि लागू हो जायेगी। बढ़ते हुये स्वास्थ्य बीमा क्षेत्र में दावों का बढ़ना स्वाभाविक है किन्तु दावों का अस्वीकरण चिन्ताजनक है। किन्तु अगर स्वास्थ्य व्यवस्था के तहत वह अपनी कम्पनी बदल सकता है तथा उसकी पॉलिसी पर उपलब्ध समस्त बैनीफिट दूसरी कम्पनी द्वारा उसी प्रकार लागू होंगे।

भारत में वित्तीय वर्ष 2011-12 में सामान्य बीमा कारोबार बढ़कर 69,080 करोड़ रुपये हो गया तथा वृद्धि दर 18.86% रही है इस में सबसे बड़ा हिस्सा मोटर बीमा का तथा दूसरे स्थान पर स्वास्थ्य बीमा का रहा है। समस्त सामान्य बीमा कम्पनियों जिन में स्वास्थ्य बीमा कम्पनियाँ भी शामिल है, की हिस्सेदारी इस प्रकार है

आज चार स्टेन्डएलोन स्वास्थ्य बीमा कम्पनियाँ भारत में कार्यरत है तथा उनका स्वास्थ्य बीमा कारोबार तेजी से विकास की ओर अग्रसर है। वित्तीय वर्ष 2011-12 में इन कम्पनियों की स्थिति इस प्रकार रही:

हालही में बीमा नियामक द्वारा स्वास्थ्य बीमा विनियम, 2013 जारी कर अब तक के सभी

करोड रु. मे.

बीमा कम्पनियाँ	2012-13	2011-12	% वृद्धि
निजी टोटल	29,653.42	23,976.76	23.68
सार्वजनिक टोटल	39,427.29	34,142.95	15.48
कुल टोटल	69,080.71	58,119.71	18.86

है तथा पॉलिसीधारकों के हितों का संरक्षण किया है। देश में बढ़ती जनसंख्या, फैलती बीमारियों तथा महंगे होते चिकित्सा खर्चों के मद्देनजर स्वास्थ्य बीमा क्षेत्र का दायरा तेजी से बढ़ना तय है। आवश्यकता है सही दिशा निर्देशन, नियन्त्रण एवं पॉलिसीधारकों के हितों के उचित संरक्षण की।

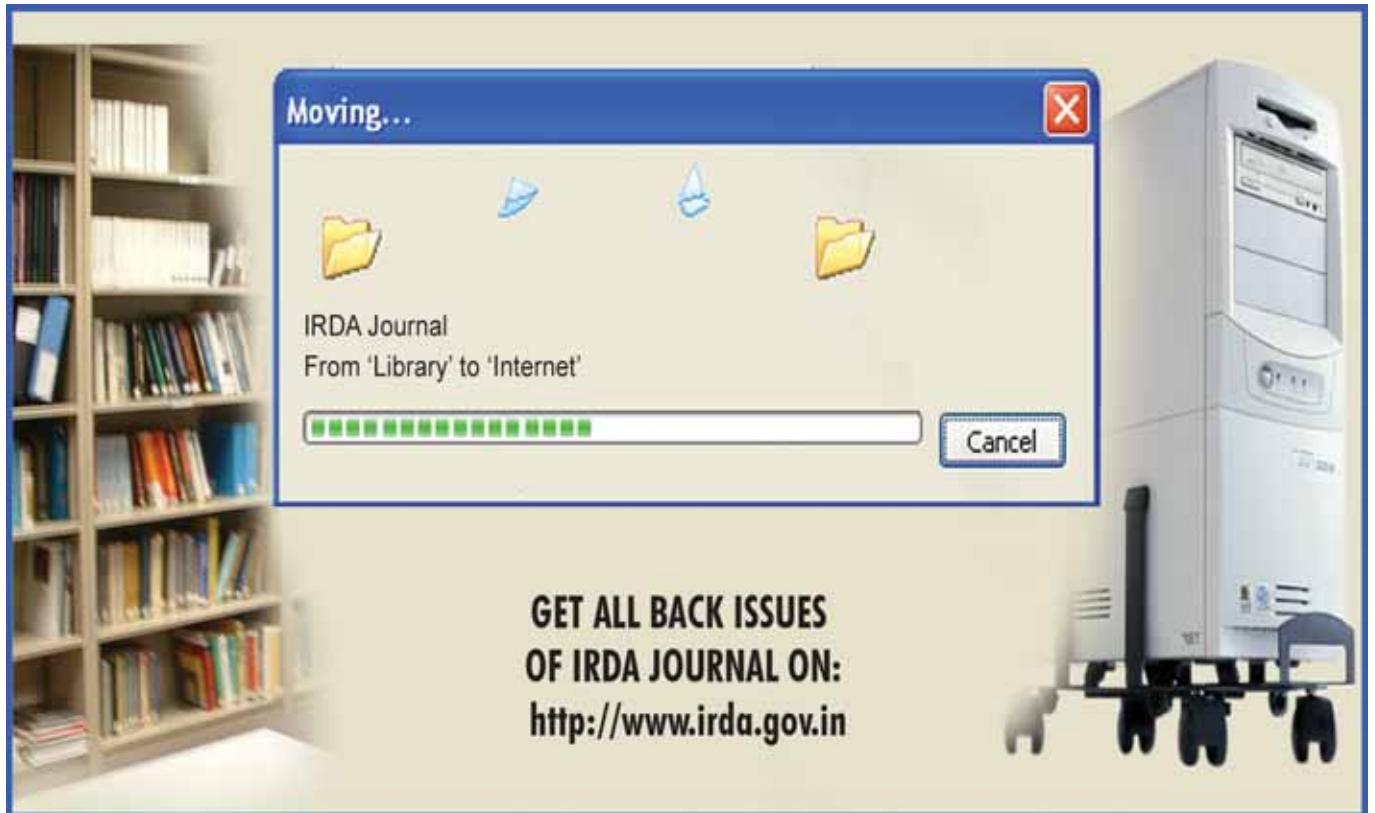
करोड रु. मे

स्वास्थ्य बीमा कम्पनी	2012-13	2011-12	% वृद्धि
1. स्ट्यू हैल्थ एन्ड एलाइज	860.50	1085.06	(-) 20.70
2. अपोलो म्यूनिक इन्श्योरेन्स	619.99	475.85	30.20
3. मैक्स बीमा स्वास्थ्य	207.34	90.08	109.26
4. रेलीगेयर	--	--	--
कुल स्वास्थ्य बीमा 25 कम्पनी	11102.01	9659.10	दिसम्बर 2012

उपबन्धों जिससे पोर्टेबिलिटी, स्टैंडर्ड परिभाषाएं, टीपीए सम्बन्धी अध्याशों, वरिष्ठ

नागरिकों को विशेष रियायतों आदि को शामिल कर बीमाकर्ताओं पर कानूनी वीधयता लागू की

लेखक एक वरिष्ठ बीमा पेशेवर हैं।



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# एक सेवा एक चुनौती

- आईआरडीए ग्राहक मामले विभाग

**कमल चौला का कहना है कि जब ग्राहक की समस्या का निदान समय रहते नहीं हो पाता ऐसी स्थिति में 'शिकायत' का जन्म होता है।**

(...पिछले अंक से आगे)

## आईजीएमएस प्रणाली क्या है?

आईआरडीए ने एक बहुग्राह एकीकृत शिकायत प्रबंधन प्रणाली का विकास किया है जिसे आईजीएमएस (इंटीग्रेटेड ग्रीवाँस मैनेजमेण्ट सिस्टम) के नाम से जाना जाता है। यह प्रणाली पॉलिसीधारकों को एक केन्द्रित ऑन लाईन पहुँच की सुविधा प्रदान करती है, जिस पर शिकायत निवारण प्रक्रिया की देखरेख के लिये आईआरडीएक पूर्ण रूप से पहुँच व नियंत्रण रखता है।

## आईजीएमएस का उद्देश्य

- यह पॉलिसीधारकों को उनकी शिकायत पंजीकृत करने, उनकी शिकायत पर बीमा कंपनी द्वारा की गई कार्यवाही की स्थिति जानने व उक्त शिकायत को आईआरडीए को प्रेषित करने की सुविधा प्रदान करता है।
- यह आईआरडीए को बीमा कंपनियों की शिकायत निवारण पद्धति की सुचारु रूप से देखरेख करने में सहायता प्रदान करता है। इसके द्वारा आईआरडीए को प्रतिदिन की रिपोर्ट प्राप्त होती है कि उक्त बीमाकर्ता के खिलाफ आज कितनी शिकायत दर्ज हुई, कितने मामले सुलझाए गए, कितने मामले अभी भी लंबित है, इत्यादी। इसके द्वारा कंपनियों के शिकायत संबंधी सभी मामलों का संपूर्ण ब्यौरा रखा जाता है व दैनिक, पाक्षिक, मासिक व वार्षिक रिपोर्ट तैयार की जाती है।

## बीमा कंपनियों से लंबित

### शिकायतों का विवरण

### रखा जाता है व इसके

### द्वारा बीमाकंपनियों से

### ऑनलाईन संपर्क किया

### जाता है।

- आईजीएमएस में रजिस्टर प्रश्नों व रिपोर्ट की सहायता से आईआरडीए शिकायत मामलों का विश्लेषण करता है। यदि किसी बीमा कंपनी के खिलाफ शिकायत के मामले बढ़ जाते हैं या किसी अन्य प्रकार की असामान्य रिपोर्ट उपलब्ध होती है तो आईआरडीए उस कंपनी से संपर्क कर के इस प्रकार के मामलों को जल्द से जल्द निपटाने का आदेश देता है।

आईजीएमएस का विकास विप्रो सॉफ्टवेयर कंपनी द्वारा किया गया है। इसके फ्रंट एंड में एसपी नेट है तथा बैक एंड (डेटाबेस) में एस्क्यूएल सर्वर 2008 है। आईजीएमएस जून 2011 से पूर्ण रूप से पॉलिसीधारकों सहित

बीमाकर्ताओं व आईआरडीए के लिये प्रयोग में आया। आज की तिथि में 49 बीमा कंपनियों आईजीएमएस के माध्यम से पॉलिसीधारकों की शिकायतों के निवारण में कार्यरत है जिसका सीधा-सीधा लाभ पॉलिसीधारकों को मिलता है। कृषि बीमा कंपनी के लिये ग्राहक शिकायत निवारण की पृथक पद्धति प्रयोग में ली जाती है।

आईजीएमएस के विभिन्न प्रयोगकर्ताओं से प्राप्त फीडबैक के आधार पर प्राधिकरण आईजीएमएस का निरंतर रखरखाव व विकास कार्य करता है। आईजीएमएस द्वारा बीमाकंपनियों के जीआरओ (ग्रीवाँस रिड्रेसल ऑफिसर) का संपर्क विवरण सदैव उपडेट किया जाता है ताकी पॉलिसीधारक उनसे आवश्यकता पडने पर संपर्क कर सके।

इसमें बीमाकर्ताओं की शिकायतों के वर्गीकरण से संबंधित कॉलम आवश्यकतानुसार जोडे जाते हैं, ताकी आईजीएमएस का पॉलिसीधारकों की शिकायतों की एक ऐसी एकीकृत प्रणाली के रूप में विकास किया जा सके जिसके प्रयोग से बीमा क्षेत्र की प्रत्येक शाखा की शिकायतों का केन्द्रीकरण किया जा सके। आईजीएमएस द्वारा सभी बीमा कंपनियों से लंबित शिकायतों का विवरण रखा जाता है व इसके द्वारा बीमाकंपनियों से ऑनलाईन संपर्क किया जाता है।

आईजीएमएस प्रणाली से प्राप्त होने वाले महत्वपूर्ण विवरण:

- संस्थानुसार शिकायतों के विवरण
- उद्योगानुसार शिकायतों के विवरण
- स्थिति अनुसार शिकायतों के विवरण
- वर्गीकरणानुसार शिकायतों के विवरण
- औसतन विश्लेषण (रिजोल्यूशन) दर
- औसतन प्रत्युत्तर दर
- गैर-पंजीकृत संस्थाओं के विरुद्ध शिकायतें
- आयुर्वृद्धि (एजिंग) विवरण
- वर्धित (एस्कलेटेड) शिकायतें
- वर्गीकरणानुसार - शाखानुसार शिकायतें
- दावा निपटान संबंधी शिकायतें
- पुनरावृत्त शिकायतें
- मासिक आवधिक विवरण
- विस्तृत शिकायत विवरण

#### आईजीएमएस के विकास से संबंधित आगामी योजनाएँ:

- आईजीएमएस को बीमा ओम्बड्समैन कार्यालयों के साथ एकीकृत करना - ताकी इसके द्वारा सभी ओम्बड्समैन कार्यालयों को इस प्रणाली से जोड़ा जा सके व उनमें लंबित शिकायतों का संपूर्ण ब्यौरा प्रत्यक्ष रूप से रखा जा सके।

#### विनियामक कार्यवाही आँकड़े

(31 जुलाई 2013 को)

निरीक्षण विवरण	जीवन बीमा निरीक्षण			गैर-जीवन बीमा निरीक्षण		
	ऑन साईट	ऑफ साईट	कुल मामले	ऑन साईट	ऑफ साईट	कुल मामले
कुल निरीक्षण	230	246	476	113	174	287
<b>बंद किये गये मामलों के विवरण</b>						
जारी किये गये अर्थ दण्ड	1	1	2	0	1	1
जारी की गई चेतावनियाँ	1	0	1	26	4	30
जारी किये गये सुझाव	12	6	18	5	6	11
कोई उल्लंघन नहीं	211	198	409	63	111	174
कुल बंद किये गये मामलों के विवरण	225	205	430	94	122	216
<b>अनिर्णित मामलों के विवरण</b>						
जवाब की प्रतीक्षा में	0	32	32	7	24	31
प्रक्रिया में/स्थाई समिति को निर्दिष्ट किये/सुनवाई	5	9	14	12	28	40
कुल अनिर्णित मामले	5	41	46	19	52	71

- इसके द्वारा विनियामक कार्यवाही का **मौड्यूल तैयार किया जाएगा** - ताकी सभी पंजीकृत संस्थाओं जैसे - बीमा कंपनी, टीपीए, सर्वेयर, ब्रोकर आदि से संबंधित शिकायतों के आधार पर विवरण प्राप्त किये जा सकें।
- **आईजीएमएस में मोबाईल का योगदान** - आईजीएमएस के विकास के अगले चरण में मोबाईल टेक्नोलॉजी का समावेश किया जाएगा, जिसके द्वारा शिकायतकर्ता किसी भी समय अपने द्वारा दर्ज शिकायत की स्थिति की सूचना प्राप्त कर सकेंगे। इस योजना के अनुसार शिकायतकर्ता एसएमएस द्वारा अपनी शिकायत की स्थिति जान सकेंगे।
- **विभिन्न ग्राहक अदालतों में लंबित शिकायतों के ब्यौरे** - आईजीएमएस के डाटा संग्रहण में प्राधिकरण द्वारा सभी बीमा कंपनियों के विरुद्ध दर्ज शिकायतों के ऑनलाइन ब्यौरे रखे जाएंगे व उन पर उचित रूप से विनियामक कार्यवाही की जाएगी। इन ब्यौरों का सार्वजनिक प्रकटीकरण किया जाएगा ताकि प्रस्तुत बीमाधारक इनके आधार पर बीमा पॉलिसी खरीदने के लिये एक उचित निर्णय ले सके।

- **भौगोलिक आधार पर विस्तृत विश्लेषण:** आईजीएमएस को भौगोलिक आधार पर प्राधिकरण द्वारा प्राप्त शिकायतों का विस्तृत विश्लेषण किया जाएगा ताकि शिकायतों में वृद्धि को उक्त प्रदेश की भौगोलिक विशेषताओं के साथ जोड़ा जा सके व उनकी संख्या में कमी लाने के लिये उचित समय पर यथा संभव प्रयास किये जा सकें।

#### आईआरडीए ग्रीवाँस कॉल सेंटर (आईजीसीसी) की स्थापना:

आईजीसीसी की स्थापना जुलाई 2010 में बैंगलूर में तत्कालीन वित्त मंत्री माननीय श्री प्रणव मुखर्जी के कर कमलों द्वारा की गई, जोकि जून 2012 में हैदराबाद स्थानांतरित किया गया आरंभ में आईजीसीसी में 30 कॉल एसोसिएट नियुक्त किये गये जिनकी संख्या सितंबर 2012 में घटा कर 25 कर दी गई।

#### आईजीसीसी से संपर्क के साधन:

**टॉलफ्री टेलीफोन नं.:** 155 255 - कोई भी पॉलिसीधारक देश के किसी भी भाग से अपनी बीमा पॉलिसी से संबंधित शिकायत को आईजीसीसी के टॉलफ्री नं. 155255 पर किसी भी मोबाईल सेवा या लैण्डलाइन टेलीफोन से कॉल कर के आईजीएमएस शिकायत प्रणाली में अपनी शिकायत दर्ज करवा सकता है।

**भाषाएँ:** आईजीसीसी में देश की आठ मुख्य भाषाओं: हिन्दी, अंग्रेजी, तमिल, तेलुगु, बंगाली, कन्नड, गुजराती, मलयालम में शिकायत दर्ज कराई जा सकती है।

**कार्य समय:** कॉलसेंटर द्वारा सोमवार से शनिवार तक सुबह आठ बजे से रात्रि आठ बजे तक शिकायत दर्ज कराई जा सकती है।

शेष अगले अंक में

लेखक आईआरडीए के ग्राहक मामले विभाग में सहायक निदेशक (शिकायत प्रणाली) है। उपरोक्त विचार व्यक्तिगत है।

## Eighth Meeting of Asian Forum of Insurance Regulators (AFIR) 10-12th July 2013



Mr. Namo Narain Meena lighting the lamp to mark the inauguration of the meeting. Also seen in the picture are (L to R): Mr. M. Rama Prasad, Member (Non-Life), IRDA; and Mr. T.S. Vijayan, Chairman, IRDA.

The AFIR has been set up for exchange of ideas on topics relating to the insurance industry and regulation. It comprises of insurance regulatory and supervisory authorities who have come together with a view to achieving common goals at the level of the Asia-Oceanic Region. Representatives of the supervisory authorities from the People's Republic of China, Hong Kong, India, the Republic of Indonesia, Japan, the Hashemite Kingdom of Jordan, the Republic of Korea, Macau, Malaysia, the Kingdom of Nepal, the Islamic Republic of Pakistan, the Republic of the Philippines, the Republic of Singapore, the Kingdom of Thailand, and the Socialist Republic of Viet Nam had signed the Beijing Declaration in 2005 for Regional Insurance Regulation Cooperation Conference in Asia under the aegis of the Asian Forum for Insurance Regulators (AFIR). The first AFIR conference was held in Beijing in 2006 followed by Seoul (2007), Singapore (2008), Chinese-Taipei (2009), Japan (2010), Thailand (2011) and Macau (2012).



The inaugural session in progress. Adorning the dais are (L to R): Mr. Sriram Tarantikanti; Executive Director (Adm), IRDA; Mr. D.D. Singh, Member (Distribution), IRDA; Mr. M. Rama Prasad; Mr. Namo Narain Meena; Mr. T.S. Vijayan; Mr. R.K. Nair, Member (F&I), IRDA; and Mr. S. Roy Choudhury, Member (Life), IRDA.

The Hon'ble Union Minister of State for Finance, Mr. Namo Narain Meena, inaugurated the Eighth Asian Forum of Insurance Regulators (AFIR) meeting hosted by the Insurance Regulatory and Development Authority, on 10th July 2013 at Hyderabad. Delegates from 16 jurisdictions (including India) in the Asia-Oceanic Region and representatives of International Association of Insurance Supervisors (IAIS) and Asian Development Bank (ADB), Indian insurance industry representatives, officials of IRDA, self-regulatory bodies of the insurance sector etc. participated in the inaugural session.





Mr. Vijayan presenting a memento to Mr. Namo Narain Meena on the occasion.

During the session on 'Financial Inclusion and Micro Insurance', seated (L to R) are: Mr. Naba Gopal Banik, Member, Insurance Development and Regulatory Authority (IDRA), Bangladesh; Ms Jayshree Vyas, Managing Director, SEWA Bank; Mr. S. Roy Choudhury; and Mr. Vijay Mahajan, Chairman, Basix India.



The session on 'Consumer Protection' was chaired by Mr. D.D.Singh. The other speakers in the session (seated L to R) are: Mr. Cheng Wei, Monetary Authority of Singapore; Mr. J. Hari Narayan, Ex-Chairman, IRDA, India; Mr. M. Damodaran, Ex-Chairman, Securities and Exchange Board of India (SEBI).

# Report Card: General

## GROSS PREMIUM UNDERWRITTEN FOR AND UP TO THE MONTH OF JUNE 2013

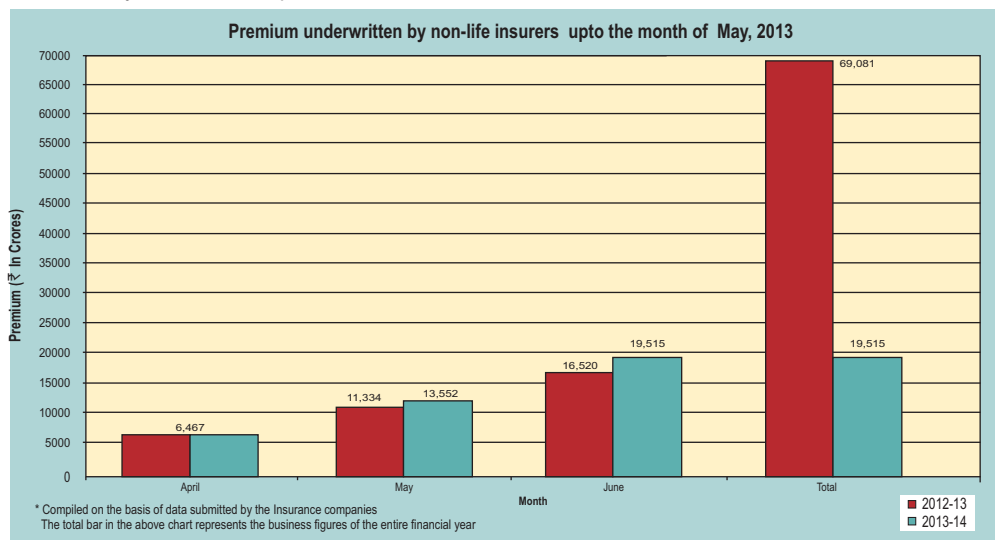
(₹ in Crores)

(%)

INSURER	JUNE		APRIL - JUNE		GROWTH OVER THE CORRESPONDING PREVIOUS YEAR
	2013-14	2012-13*	2013-14	2012-13*	
Royal Sundaram	117.50	160.84	396.18	394.11	0.53
Tata-AIG	175.89	160.95	685.11	563.19	21.65
Reliance General	203.26	172.09	698.91	560.05	24.79
IFFCO-Tokio	233.85	174.24	773.43	585.99	31.99
ICICI-lombard	498.22	367.01	1,776.12	1,401.76	26.71
Bajaj Allianz	350.31	313.90	1,086.28	929.44	16.87
HDFC ERGO General	174.54	151.44	771.50	570.08	35.33
Cholamandalam	151.27	146.30	480.15	400.21	19.97
Future Generali	86.89	86.99	306.42	276.16	10.96
Universal Sampo	53.41	48.06	154.67	130.34	18.67
Shriram General	128.75	112.51	364.02	327.95	11.00
Bharti AXA General	100.67	91.83	401.88	303.78	32.29
Raheja QBE	1.68	1.02	6.22	3.79	64.29
SBI General	85.90	36.66	270.89	126.25	114.57
L&T General	21.82	12.15	65.38	47.83	36.69
Magma HDI	28.63	NA	71.09	NA	NA
Liberty	6.41	NA	13.98	NA	NA
Star Health & Allied Insurance	71.29	48.28	188.46	179.83	4.79
Apollo MUNICH	37.46	33.31	110.35	101.68	8.53
Max BUPA	21.32	12.22	59.76	36.39	64.24
Religare	9.92	NA	51.36	NA	NA
New India	921.82	854.93	3,055.93	2,743.50	11.39
National	793.68	751.18	2,466.39	2,241.62	10.03
United India	796.13	738.05	2,657.67	2,423.32	9.67
Oriental	607.89	562.73	1,958.70	1,750.89	11.87
ECGC	104.54	96.71	289.97	251.10	15.48
AIC	179.82	53.47	354.38	170.33	108.05
PRIVATE TOTAL	2,559.00	2,129.80	8,732.14	6,938.81	25.84
PUBLIC TOTAL	3,403.88	3,057.06	10,783.04	9,580.77	12.55
GRAND TOTAL	5,962.88	5,186.86	19,515.18	16,519.58	18.13

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

\* Figures revised by insurance companies



# **Statistical Supplement**

(Monthly - May, 2013)

Name of the Insurer: Bajaj Allianz General Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	2602.81	8179.47	36627.00	65391.00	-430.42	-270.89	38855769.00	128303059.00
Previous year	3033.23	8450.35	35771.00	61478.00	648.71	2097.98	52400320.00	139905271.00
Marine Cargo	820.25	2519.79	13955.00	27323.00	66.19	417.39	36701030.00	115133696.00
Previous year	754.06	2102.40	14097.00	25091.00	68.44	-9.15	11297065.00	25000656.00
Marine Hull (Including Onshore & Offshore oil energy)	49.78	88.94	2.00	3.00	49.78	85.27	61301.00	76101.00
Previous year	0.00	3.67	0.00	1.00	-4.73	-26.87	0.00	50.00
Marine (Total)	870.03	2608.74	13957	27326	115.97	502.67	36762331.00	115209797.00
Previous year (Total)	754.06	2106.07	14097	25092	63.71	-36.02	11297065.00	25000706.00
Aviation	8.36	123.09	10.00	64.00	-265.85	-159.33	209576.00	3400433.00
Previous year	274.21	282.42	17.00	26.00	79.59	-346.20	1864608.00	2542720.00
Engineering	2163.34	3031.53	1659.00	3371.00	1021.31	1076.79	18047892.00	26634399.00
Previous year	1142.03	1954.74	1710.00	2967.00	209.31	-29.73	19240284.00	28761168.00
Motor Own Damage	14737.75	27848.09	342039.00	656261.00	2055.25	4014.61	953628.00	1834340.00
Previous year	12682.50	23833.48	328998.00	588699.00	1456.44	1987.43	877586.00	1583060.00
Motor Third party	6275.79	11962.23	349744.00	671749.00	1294.81	2821.37		
Previous year	4980.98	9140.86	332379.00	594123.00	856.09	1673.53		
Motor (Total)	21013.54	39810.32	349744	671749	3350.06	6835.98	953628.00	1834340.00
Previous year (Total)	17663.49	32974.34	332379	594123	2312.53	3660.96	877586.00	1583060.00
Workmen's compensation / Employer's liability	271.38	608.86	1802.00	3650.00	-10.14	43.00	55251.00	138630.00
Previous year	281.52	565.86	1849.00	3342.00	12.61	-17.21	48459.00	109485.00
Public Liability	3.47	38.32	19.00	75.00	-3.34	16.87	19065.00	90289.00
Previous year	6.81	21.46	24.00	53.00	1.91	-2.04	21013.00	102836.00
Product Liability	122.70	643.32	62.00	143.00	-25.32	102.64	104245.00	929581.00
Previous year	148.02	540.69	77.00	136.00	-51.96	46.91	94330.00	219378.00
Other Liability Covers	445.57	999.03	383.00	745.00	188.45	147.68	576438.00	1044611.00
Previous year	257.12	851.36	340.00	633.00	-123.28	-55.26	316122.00	547848.00
Liability (Total)	843.11	2289.54	2266	4613	149.64	310.19	754999.00	2203111.00
Previous year (Total)	693.47	1979.35	2290	4164	-160.73	-27.61	479924.00	979547.00
Personal Accident	348.11	776.82	6052.00	11489.00	-134.65	-98.84	2887274.00	6317197.00
Previous year	482.77	875.65	5789.00	10812.00	160.93	88.44	2347731.00	4118805.00
Medical Insurance	4483.17	11068.39	65865.00	115646.00	536.14	3302.02	7417357.00	15298433.00
Previous year	3947.03	7766.37	54695.00	97956.00	649.00	1439.84	3748939.00	5327797.00
Overseas Medical Insurance	1044.25	2399.48	60134.00	112783.00	48.28	306.77	1730965.00	3684207.00
Previous year	995.97	2092.70	65920.00	113842.00	150.08	731.90	1517955.00	3159759.00
Health (Total)	5527.41	13467.87	125999	228429	584.41	3608.79	9148322.00	18982640.00
Previous year (Total)	4943.00	9859.08	120615	211798	799.08	2171.74	5266894.00	8487556.00
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	45.36	131.63	7.00	17.00	-41.05	36.75	282489.00	1193982.00
Previous year	86.41	94.88	8.00	15.00	31.63	-56.08	286944.00	358585.00
All Other Miscellaneous	1726.91	3178.19	55368.00	108146.00	101.60	201.09	6605258.00	13533902.00
Previous year	1625.31	2977.10	48865.00	89792.00	280.52	-23.84	2401125.00	4121124.00
<b>Grand Total</b>	<b>35148.99</b>	<b>73597.17</b>	<b>591689</b>	<b>1120595</b>	<b>4451.02</b>	<b>12043.19</b>	<b>114507538.00</b>	<b>317612860.00</b>
Previous year (Total)	<b>30697.97</b>	<b>61553.98</b>	<b>561541</b>	<b>1000267</b>	<b>4425.28</b>	<b>7499.64</b>	<b>96462481.00</b>	<b>215858542.00</b>

\*Wherever applicable

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

(Premium in ₹ Lakhs)

Amount of Premium w/w in Rural Areas	Up to the month	For the month	No. of Policies in Rural Areas	Up to the month	For the month	Amount of Premium w/w in Social Sector	Up to the month	For the month	No. of Lives covered in Social Sector	Up to the month	For the month	No. of Lives covered *	Up to the month	For the month
122.59	541.87	2767.00	4815.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
201.57	437.72	3062.00	4860.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
41.91	110.94	792.00	1518.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
31.55	64.03	869	1474	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
73.34	146.21	222.00	497.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
47.98	119.73	258.00	540.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1181.24	2122.19	501.00	974.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1052.06	1897.69	1461.00	2328.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
580.93	1042.54	3341.00	63208.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
494.35	836.87	29798.00	54854.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1762.17	3164.73	33411	63208	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1546.41	2734.56	29798	54854	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
37.13	68.79	316.00	598.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
36.23	68.33	292.00	520.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
47.17	133.58	28.00	56.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
30.16	146.82	20.00	40.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
84.30	202.37	344	654	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
66.39	215.16	312	560	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
61.12	89.97	4249.00	6656.00	10.35	20.91	23682.00	49997.00	30536.00	49997.00	125960.00	198714	238559	0.00	0.00
48.83	103.89	3569.00	6510.00	8.68	13.75	19889.00	30536.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
203.67	499.01	2523.00	4878.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
161.07	277.86	2072.00	3784.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
86.76	164.63	3169.00	5808.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
67.61	128.15	2849.00	5230.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
290.43	663.64	5692	10686	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
228.68	406.00	4921	9014	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
113.11	196.25	3840.00	7348.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
111.94	218.40	4354.00	9767.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2547.80	5138.13	51831	97801	10.35	20.91	23682.00	49997.00	125960.00	49997.00	125960.00	198714	238559	0.00	0.00
2284.52	4277.34	46629	85160	8.68	13.75	19889.00	30536.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00



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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	480.52	3443.45	1081.00	2510.00	480.52	2962.93	2270110.71	9147913.79
Previous year	544.95	2224.74	1622.00	2839.00	544.95	1679.79	1621855.82	4984908.56
Marine Cargo	114.15	1137.79	329.00	719.00	114.15	1023.63	878658.24	2701449.23
Previous year	179.81	799.63	246.00	451.00	179.81	619.82	825424.77	2035576.04
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	114.15	1137.79	329	719	114.15	1023.63	878658.24	2701449.23
Previous year (Total)	179.81	799.63	246	451	179.81	619.82	825424.77	2035576.04
Aviation								
Previous year								
Engineering	206.01	1034.08	399.00	868.00	206.01	828.07	200725.81	849931.29
Previous year	165.16	546.00	196.00	307.00	165.16	380.84	127381.38	175865.76
Motor Own Damage	5713.42	11710.48	124263.00	242789.00	5713.42	5997.07	283092.66	839020.00
Previous year	4825.58	8866.22	68812.00	124861.00	4825.58	4040.64	264939.73	489510.90
Motor Third party	2609.03	5285.88	124263.00	242789.00	2609.03	2676.85		
Previous year	1704.55	3098.54	68812.00	124861.00	1704.55	1393.99		
Motor (Total)	8322.45	16996.37	124263	242789	8322.45	8673.92	283092.66	839020.00
Previous year (Total)	6530.14	11964.76	68812	124861	6530.14	5434.63	264939.73	489510.90
Workmen's compensation / Employer's liability	55.14	148	209	472	55.14	92.74	9821	35879
Previous year	18.96	39	78	134	18.96	19.98	5481	10390
Public Liability		4.01		12.00	0.00	4.01		
Previous year	0		0		0.00		0	
Product Liability					0.00	0.00	0	0
Previous year	0		0		0.00		0	
Other Liability Covers	38	96	42	85	37.95	57.92	28474	95818
Previous year	32	76	21	43	31.65	44.10	10384	19185
Liability (Total)	93.09	247.77	251	569	93.09	154.67	38294.51	131696.33
Previous year (Total)	50.61	114.69	99	177	50.61	64.08	15864.44	29575.10
Personal Accident	248.63	751.40	951.00	2181.00	248.63	502.78	1753051.47	8425899.30
Previous year	164.65	540.02	938.00	1680.00	164.65	375.37	273529.08	1494949.12
Medical Insurance	1047.30	6159.60	1587.00	3658.00	1047.30	5112.31	19736.55	38614.59
Previous year	1055.22	4733.56	1691.00	3257.00	1055.22	3678.34	15364.26	28205.02
Overseas Medical Insurance								
Previous year								
Health (Total)	1047.30	6159.60	1587	3658	1047.30	5112.31	19736.55	38614.59
Previous year (Total)	1055.22	4733.56	1691	3257	1055.22	3678.34	15364.26	28205.02
Crop Insurance								
Previous year								
Credit Guarantee		0		0	0.00	0.00		0
Previous year								
All Other Miscellaneous	105.39	350.61	934.00	934.00	105.39	245.23	133749.74	538813.30
Previous year	109.56	271.77	1278.00	2413.00	109.56	162.21	132270.08	326614.31
<b>Grand Total</b>	<b>10617.53</b>	<b>30121.07</b>	<b>129795</b>	<b>254228</b>	<b>10617.53</b>	<b>19503.53</b>	<b>5577419.69</b>	<b>22673337.83</b>
Previous year (Total)	<b>8800.10</b>	<b>21195.17</b>	<b>74882</b>	<b>135985</b>	<b>8800.10</b>	<b>12395.07</b>	<b>3276629.55</b>	<b>9565204.80</b>

\*Wherever applicable

FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month
21.88	39.81	542.00	1184.00						
19.50	34.58	1227.00	2178.00						
0.52	0.64	12.00	14.00						
0.07	0.09	1.00	3.00						
0.52	0.64	12	14	0.00	0.00	0	0	0	0
0.07	0.09	1	3	0.00	0.00	0	0	0	0
30.86	45.14	58.00	94.00						
2.91	4.36	7.00	7.00						
327.31	796.34	6527.00	14827.00						
290.89	702.80	6527.00	11878.00						
179.15	422.08	0.00	0.00						
139.35	139.35	0.00	0.00						
506.46	1218.42	6527	14827	0.00	0.00	0	0	0	0
430.24	842.15	6527	11878	0.00	0.00	0	0	0	0
2.78	8	8.00	17.00						
1.47	2	3.00	4.00						
0.00	0.00								
0.00	0.00								
13.86	20.10	16	38	0.00	0.00	0	0	0	0
79.80	118.19	35	81	0.00	0.00	0	0	0	0
12.06	44.42	473.00	1014.00						
20.21	41.75	919.00	1800.00						
598.91	1419.01	7703	17343	0.00	0.00	0	0	0	0
594.84	1099.13	8786	16071	0.93	0.93	0	0	0	0

(Premium in ₹ Lakhs)

Name of the Insurer: Cholamandalam Ms General Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1,152.3	2,550.7	17,063	36,382	(18.7)	331.3	3,877,658	6,677,172
Previous year	1,171.0	2,219.4	16,779	27,693	346.3	121.0	3,611,754	6,221,408
Marine Cargo	598.9	1,301.0	543	1,054	338.3	651.2	2,037,870	5,449,334
Previous year	260.6	649.8	619	1,192	43.2	(356.1)	2,848,082	6,889,751
Marine Hull (Including Onshore & Offshore oil energy)	1.0	1.0	2	2	0.1	0.1	107	107
Previous year	1.0	1.0	1	1	1.0	1.0	100	100
Marine (Total)	599.9	1,302.0	545	1,056	338.4	651.3	2,037,976	5,449,440
Previous year (Total)	261.6	650.8	620	1,193	44.1	(355.2)	2,848,182	6,889,851
Aviation	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	209.5	400.1	826	1,722	77.3	11.8	169,042	337,776
Previous year	132.2	388.2	630	1,418	(69.4)	(48.8)	26,692	404,775
Motor Own Damage	5,241.1	11,001.5	69,034	140,916	853.0	1,821.7	384,268	780,580
Previous year	4,388.1	9,179.8	63,105	118,581	(896.7)	191.4	337,839	638,097
Motor Third party	4,801.9	9,527.1	70,083	143,131	1,249.6	2,820.1	-	-
Previous year	3,552.3	6,707.0	63,565	119,279	1,233.1	2,762.5	-	-
Motor (Total)	10,042.9	20,528.6	70,083	143,131	2,102.6	4,641.8	384,268	780,580
Previous year (Total)	7,940.4	15,886.8	63,565	119,279	336.4	2,953.9	337,839	638,097
Workmen's compensation / Employer's liability	43.4	105.1	224	434	(14.6)	(44.2)	7,045	19,868
Previous year	58.0	149.3	313	631	(65.2)	7.5	6,943	28,390
Public Liability	57.1	131.0	82	153	1.1	12.1	13,895	31,626
Previous year	56.0	118.9	89	175	36.8	(61.5)	15,242	29,105
Product Liability	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Other Liability Covers	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Liability (Total)	100.5	236.1	306	587	(13.5)	(32.0)	20,940	51,494
Previous year (Total)	114.0	268.2	402	806	(28.4)	(53.9)	22,185	57,494
Personal Accident	467.8	1,062.8	2,422	4,952	15.9	228.7	246,172	734,329
Previous year	451.9	834.1	949	2,517	28.8	142.8	205,260	443,597
Medical Insurance	1,932.3	6,445.9	5,246	11,404	(1,057.5)	1,684.6	80,094	350,079
Previous year	2,989.8	4,761.3	2,723	5,343	2,002.0	1,393.1	36,228	55,435
Overseas Medical Insurance	78.2	138.2	2,198	3,913	(3.6)	0.9	4,177	7,566
Previous year	81.7	137.3	2,647	4,265	81.7	137.3	4,252	6,693
Health (Total)	2,010.4	6,584.1	7,444	15,317	(1,061.1)	1,685.5	84,271	357,644
Previous year (Total)	3,071.5	4,898.6	5,370	9,608	2,083.8	1,530.3	40,480	62,128
Crop Insurance	-	-	-	-	(31.2)	(37.7)	-	-
Previous year	31.2	37.7	8	12	31.2	37.7	394	477
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	99.7	223.7	3,869	7,965	(2.2)	16.8	386,235	765,268
Previous year	101.9	206.9	3,974	8,116	304.8	(239.7)	451,719	848,876
<b>Grand Total</b>	<b>14,683.1</b>	<b>32,888.2</b>	<b>102,558</b>	<b>211,112</b>	<b>1,407.5</b>	<b>7,497.5</b>	<b>7,206,561</b>	<b>15,153,702</b>
Previous year (Total)	<b>13,275.6</b>	<b>25,390.6</b>	<b>92,297</b>	<b>170,642</b>	<b>3,077.6</b>	<b>4,088.1</b>	<b>7,544,506</b>	<b>15,566,702</b>

\*Wherever applicable



<b>FOR AND UP TO THE MONTH OF MAY, 2013</b>									
Amount of Premium w/w in Rural Areas		Amount of Premium w/w in Social Sector		Amount of Premium w/w in Social Sector		Amount of Premium w/w in Social Sector		No. of Policies in Rural Areas	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
1.4	2.0	16	31	-	-	14	611.6	1,229.4	16,245
0.3	0.8	3	14	-	-	14	611.6	1,229.4	16,245
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
0.5	1.9	3	15	-	-	-	-	-	-
0.1	0.6	3	8	38.1	60.0	440	891	-	-
695.3	1,400.2	14,106	28,396	-	-	-	-	-	-
482.4	881.5	10,469	19,369	-	-	-	-	-	-
417.1	815.4	14,148	28,465	-	-	-	-	-	-
258.9	450.7	10,548	19,480	-	-	-	-	-	-
1,112.4	2,215.6	14,148	28,465	-	-	-	-	-	-
741.3	1,332.15	10,548	19,480	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
31.2	37.7	8	12	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
86.5	128.4	3,424	4,864	-	-	-	-	-	-
44.0	79.4	2,007	3,359	45.0	83.2	1,741	3,611	-	-
2,563.4	7,307.2	17,636	33,538	-	-	-	-	-	-
2,779.0	4,677.2	12,578	22,891	694.7	1,372.7	924,081	1,624,513	-	-

(Premium in ₹ Lakhs)

Name of the Insurer: *Future Generali India Insurance Company Limited*

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1107.66	3621.17	3511	6464	97.16	874.14	2921100.18	10376218.42
Previous year	1010.50	2747.03	2995	5410	321.86	280.73	1491126.80	4384056.19
Marine Cargo	433.46	1285.79	1045	2210	-215.69	-331.87	891145.52	3896942.01
Previous year	649.16	1617.66	942	1886	329.10	588.52	1002445.67	2954003.74
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)	433.46	1285.79	1045	2210	-215.69	-331.87	891145.52	3896942.01
Previous year (Total)	649.16	1617.66	942	1886	329.10	588.52	1002445.67	2954003.74
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	256.04	761.33	640	1341	19.29	-60.14	118518.82	410398.70
Previous year	236.75	821.46	516	1051	55.04	310.42	98637.70	260102.97
Motor Own Damage	3902.36	7492.95	51098	97344	474.01	1245.30	216609.99	419624.97
Previous year	3428.35	6247.66	49781	90364	821.14	1243.15	274063.23	494518.77
Motor Third party	1635.44	3115.54	61	169	-102.52	-7.25		
Previous year	1737.96	3122.80	42	79	398.47	854.09		
Motor (Total)	5537.80	10608.49	51098	97344	371.49	1238.04	216609.99	419624.97
Previous year (Total)	5166.32	9370.45	49781	90364	1219.61	2097.24	274063.23	494518.77
Workmen's compensation / Employer's liability	173.02	363.78	911	1874	23.68	89.95	14578.93	45332.16
Previous year	149.34	273.83	681	1326	43	58	11122.49	30675.75
Public Liability					0.00	0.00		
Previous year	0.00	0.00	0	0	0	0	0.00	0.00
Product Liability	112.89	255.26	156	334	11.61	52.25	52983.29	92810.53
Previous year	101.28	203.01	143	268	38	20	23617.80	53637.58
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
Liability (Total)	285.90	619.04	1067	2208	35.29	142.20	67562.22	138142.68
Previous year (Total)	250.62	476.83	824	1594	80.95	78.06	34740.29	84313.33
Personal Accident	323.92	1057.53	6555	12432	10.88	252.53	271003.51	2348831.48
Previous year	313.04	804.99	7329	11843	34.21	-62.82	330918.12	1404276.99
Medical Insurance	871.50	2583.77	1930	3538	388.50	666.62	36690.65	96080.60
Previous year	483.00	1917.15	1312	2643	-131.84	-545.85	12448.95	22453.20
Overseas Medical Insurance	150.95	276.93	7569	13678	2.35	2.60	97888.66	199472.71
Previous year	148.60	274.34	8488	15956	9.56	33.46	15941.81	57997.01
Health (Total)	1022.46	2860.71	9499	17216	390.85	669.22	134579.31	295553.31
Previous year (Total)	631.61	2191.49	9800	18599	-122.28	-512.39	28390.76	80450.21
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	409.04	1138.28	4683	8666	14.98	250.79	507991.12	1430949.20
Previous year	394.06	887.49	4645	9158	142.03	354.47	239197.70	618870.47
<b>Grand Total</b>	<b>9376.29</b>	<b>21952.33</b>	<b>78098</b>	<b>147881</b>	<b>724.25</b>	<b>3034.92</b>	<b>5128510.69</b>	<b>19316660.77</b>
Previous year (Total)	<b>8652.04</b>	<b>18917.41</b>	<b>76832</b>	<b>139905</b>	<b>2060.53</b>	<b>3134.23</b>	<b>3499520.27</b>	<b>10280592.66</b>

\*Wherever applicable

FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month
109.26	418.22	252	482						
157.90	236.47	240	444						
20.76	63.43	65	148						
60.22	249.09	49	97						
-	-	-	-						
17.91	58.27	62	127						
13.49	36.97	28	67						
321.04	611.13	4258	8280						
298.12	537.36	4470	8025						
158.21	297.86	-	-						
186.31	325.12	-	-						
479.25	908.99	4258	8280	0.00	0.00	0	0		
484.43	862.47	4470	8025	0.00	0.00	0	0		
7.23	17.16	37	80						
31.97	38.40	52	99						
-	-	-	-						
2.56	13.46	12	33						
1.75	7.75	1	2						
-	-	-	-						
9.79	30.62	49	113	0.00	0.00	0	0		
33.72	46.15	53	101	0.00	0.00	0	0		
6.42	10.83	451	969	21.44	32.73	40371	46103		
7.32	11.97	456	807						
5.89	14.82	135	221					14507	63682
5.14	11.96	110	186						
8.21	13.67	440	741						
7.42	13.21	416	777						
14.10	28.50	575	962	0.00	0.00	0	0	14507	63682
12.56	25.16	526	963	0.00	0.00	0	0	0	0
-	-	-	-						
-	-	-	-						
-	-	-	-						
-	-	-	-						
51.21	104.14	645	1221						
36.99	68.68	653	1438						
708.70	1623.00	6357	12302	21.44	32.73	40371	46103	14507	63682
806.63	1536.95	6475	11942	0.00	0.00	0	0	0	0

(Premium in ₹ Lakhs)

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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1,753.32	10,024.01	4,908	9,061	442.68	43.42	3,435,725.78	21,888,268.88
Previous year	1,310.64	9,980.59	4,156	7,259	312.65	2,865.07	2,987,384.34	24,381,106.99
Marine Cargo	287.10	2,258.67	360	775	(74.97)	272.11	1,288,120.19	9,268,267.65
Previous year	362.07	1,986.55	268	585	170.26	808.48	965,604.50	6,948,154.82
Marine Hull (Including Onshore & Offshore oil energy)	110.90	185.61	10	52	5.22	(73.50)	98,419.41	126,306.42
Previous year	105.68	259.10	24	103	8.50	96.62	42,366.80	94,055.18
Marine (Total)	398.00	2,444.28	370	827	(69.74)	198.62	1,386,539.59	9,394,574.07
Previous year (Total)	467.74	2,245.66	292	688	178.76	905.09	1,007,971.31	7,042,210.00
Aviation	42.67	567.66	2	13	(43.74)	(73.93)	25,920.00	1,971,779.05
Previous year	86.42	641.59	5	12	(239.11)	107.21	40,659.97	1,475,592.31
Engineering	446.47	1,613.05	420	882	(61.01)	(164.45)	141,349.04	599,409.04
Previous year	507.48	1,777.50	426	782	50.12	(29.92)	210,991.51	643,735.40
Motor Own Damage	4,635.04	8,547.20	61,755	115,400	899.00	1,951.48	304,558.29	562,080.13
Previous year	3,736.03	6,595.72	51,486	92,689	719.30	1,355.05	230,989.80	402,725.78
Motor Third party	2,411.32	4,509.24	113,693	218,473	485.56	1,080.55	-	-
Previous year	1,925.76	3,428.70	106,775	189,924	554.50	792.90	-	-
Motor (Total)	7,046.36	13,056.44	113,693	218,473	1,384.57	3,032.02	304,558.29	562,080.13
Previous year (Total)	5,661.79	10,024.42	106,775	189,924	1,273.81	2,147.95	230,989.80	402,725.78
Workmen's compensation / Employer's liability	83.79	179.49	106	181	25.49	9.24	28,480.58	70,736.12
Previous year	58.30	170.25	91	160	32.52	65.00	26,781.21	61,076.88
Public Liability	10.34	28.88	16	31	4.59	(4.99)	11,462.20	23,050.72
Previous year	5.76	33.86	17	46	(0.14)	(3.83)	9,190.35	32,713.44
Product Liability	2.51	8.67	2	5	(5.02)	(2.79)	1,510.30	4,010.30
Previous year	7.53	11.46	6	8	11.12	(6.45)	4,490.00	6,490.00
Other Liability Covers	265.63	2,700.78	88	239	(37.25)	330.97	130,053.41	1,015,076.31
Previous year	302.88	2,369.81	96	267	(89.34)	212.76	126,086.14	664,015.20
Liability (Total)	362.27	2,917.81	212	456	(12.20)	332.43	171,506.48	1,112,873.46
Previous year (Total)	374.47	2,585.38	210	481	(45.84)	267.48	166,547.69	764,295.52
Personal Accident	2,026.42	4,471.23	113,931	211,788	49.23	279.86	4,406,102.10	9,876,882.78
Previous year	1,977.19	4,191.37	114,823	214,194	710.54	1,112.82	4,206,345.10	7,858,809.59
Medical Insurance	3,653.52	18,291.57	34,775	65,936	(274.16)	9,218.51	191,694.91	622,527.05
Previous year	3,927.68	9,073.05	41,774	73,536	1,136.46	(70.03)	156,659.51	304,325.72
Overseas Medical Insurance	83.72	1,384.80	2,234	3,902	(47.48)	259.70	1,274,179.29	7,440,114.00
Previous year	131.20	1,125.10	1,452	2,294	(118.75)	773.54	1,615,284.68	3,509,046.76
Health (Total)	3,737.25	19,676.36	37,009	69,838	(321.64)	9,478.21	1,465,874.20	8,062,641.05
Previous year (Total)	4,058.88	10,198.15	43,226	75,830	1,017.71	703.51	1,771,944.19	3,813,372.48
Crop Insurance	71.48	264.65	1	1	67.11	255.72	2,758.97	10,762.22
Previous year	4.37	8.93	-	-	4.37	8.93	308.81	754.62
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	2,116.29	4,660.56	225	470	2,037.66	4,450.91	602,572.72	2,001,801.86
Previous year	78.63	209.65	526	766	34.36	81.11	513,147.23	1,442,289.63
<b>Grand Total</b>	<b>18,000.53</b>	<b>59,696.06</b>	<b>270,771</b>	<b>511,809</b>	<b>3,472.93</b>	<b>17,832.83</b>	<b>11,942,907.17</b>	<b>55,481,072.54</b>
Previous year (Total)	<b>14,527.61</b>	<b>41,863.23</b>	<b>270,439</b>	<b>489,936</b>	<b>3,297.36</b>	<b>8,169.24</b>	<b>11,136,289.95</b>	<b>47,824,892.32</b>

\*Wherever applicable

FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/w in Rural Areas	Up to the month	For the month	No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered * Up to the month
			Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	
149.76	451.02	427	732	-	-	-	-	-	149.76
38.43	222.87	281	463	-	-	-	-	-	38.43
5.85	444.64	33	75	-	-	-	-	-	5.85
8.87	45.27	21	58	-	-	-	-	-	8.87
-	44.94	-	1	-	-	-	-	-	-
1.28	1.64	5	5	-	-	-	-	-	1.28
5.85	489.57	33	76	-	-	-	-	-	5.85
10.15	46.91	26	63	-	-	-	-	-	10.15
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
23.30	115.96	61	122	-	-	-	-	-	23.30
41.59	104.53	45	85	-	-	-	-	-	41.59
484.12	864.45	7,292	12,850	-	-	-	-	-	484.12
286.24	483.23	4,249	7,290	-	-	-	-	-	286.24
428.29	775.96	20,496	38,709	-	-	-	-	-	428.29
276.80	473.95	14,567	23,962	-	-	-	-	-	276.80
912.40	1,640.41	20,496	38,709	-	-	-	-	-	912.40
563.04	957.18	14,567	23,962	-	-	-	-	-	563.04
21.75	25.36	10	12	-	-	-	-	-	21.75
11.08	13.87	5	6	-	-	-	-	-	11.08
0.14	0.17	1	1	-	-	-	-	-	0.14
0.13	0.13	1	1	-	-	-	-	-	0.13
-	-	-	-	-	-	-	-	-	-
3.21	27.66	2	9	-	-	-	-	-	3.21
14.11	24.27	5	8	-	-	-	-	-	14.11
25.10	53.19	13	22	-	-	-	-	-	25.10
25.32	38.27	11	15	-	-	-	-	-	25.32
151.72	281.97	11,077	20,647	-	-	-	-	-	151.72
149.42	273.67	10,605	18,587	-	-	-	-	-	149.42
215.12	427.68	1,914	3,834	-	-	-	-	-	215.12
616.90	708.35	2,358	3,819	-	-	-	-	-	616.90
0.72	2.07	314	349	-	-	-	-	-	0.72
0.83	1.28	31	50	-	-	-	-	-	0.83
215.84	429.76	2,228	4,183	-	-	-	-	-	215.84
617.72	709.63	2,389	3,869	-	-	-	-	-	617.72
48.23	166.90	-	-	-	-	-	-	-	48.23
4.37	5.18	-	-	-	-	-	-	-	4.37
-	-	-	-	-	-	-	-	-	-
699.94	1,697.25	13	42	-	-	-	-	-	699.94
6.63	25.79	34	44	-	-	-	-	-	6.63
2,232.14	5,326.04	34,348	64,533	-	-	-	-	-	2,232.14
1,456.69	2,384.03	27,958	47,088	-	-	-	-	-	1,456.69

(Premium in ₹ Lakhs)

Name of the Insurer: ICICI Lombard General Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	2,213.16	22,433.26	2,499	5,288	550.71	6,093.54	4,965,309	33,667,681
Previous year	1,662.45	16,339.71	2,218	4,941	(157.87)	6,632.59	3,255,263	23,015,635
Marine Cargo	1,454.46	6,526.47	1,513	3,224	492.38	1,567.44	4,506,989	23,080,502
Previous year	962.08	4,959.03	1,072	2,309	34.13	981.66	3,275,647	17,920,531
Marine Hull (Including Onshore & Offshore oil energy)	358.19	843.64	19	46	234.07	(161.34)	350,038	517,410
Previous year	124.12	1,004.98	1	32	(59.46)	(339.44)	4,713	343,691
Marine (Total)	1812.65	7370.11	1532	3270	726.45	1406.10	4857026.93	23597912.80
Previous year (Total)	1086.20	5964.01	1073	2341	-25.33	642.22	3280359.71	18264221.58
Aviation	182.66	407.28	11	35	(129.31)	(1,432.17)	230,052	699,277
Previous year	311.97	1,839.45	20	43	79.44	(1,382.60)	363,198	1,033,244
Engineering	1,189.85	3,793.07	816	1,823	112.11	491.16	767,760	2,317,819
Previous year	1,077.74	3,301.91	670	1,280	(260.18)	(410.32)	547,246	2,981,826
Motor Own Damage	17,422.40	34,767.55	692,255	1,367,454	3,423.98	6,451.58	2,242,774	4,460,939
Previous year	13,998.42	28,315.98	541,227	1,080,506	3,187.27	6,473.03	1,781,659	3,643,960
Motor Third party	8,970.15	17,890.46	699,970	1,383,322	3,125.28	6,230.05		
Previous year	5,844.88	11,660.42	549,457	1,096,446	1,467.25	3,679.80		
Motor (Total)	26392.56	52658.01	699970	1383322	6549.26	12681.62	2242773.74	4460938.64
Previous year (Total)	19843.29	39976.39	549457	1096446	4654.52	10152.83	1781658.73	3643959.89
Workmen's compensation / Employer's liability	284.71	802.57	880	1,965	80.57	183.34	93,002	207,592
Previous year	204.15	619.23	646	1,489	36.89	127.67	75,125	158,934
Public Liability	7.73	30.29	24	74	1.51	5.33	12,228	37,133
Previous year	6.22	24.96	13	57	(1.69)	5.92	7,605	35,225
Product Liability	5.49	27.85	5	13	(7.67)	(2.35)	1,420	4,825
Previous year	13.16	30.20	5	14	9.55	5.28	2,675	6,175
Other Liability Covers	296.08	2,992.45	193	450	40.79	241.88	174,151	676,341
Previous year	255.30	2,750.57	196	461	(46.08)	254.60	174,501	597,538
Liability (Total)	594.02	3853.16	1102	2502	115.20	428.21	280800.61	925890.63
Previous year (Total)	478.82	3424.96	860	2021	-1.32	393.47	259905.45	797870.98
Personal Accident	1,254.94	3,939.75	40,200	86,966	219.02	506.55	1,790,116	8,320,351
Previous year	1,035.92	3,433.20	58,802	110,261	82.13	794.65	1,239,984	7,000,254
Medical Insurance	9,862.30	28,323.16	51,147	96,402	1,531.14	3,403.91	554,968	1,126,865
Previous year	8,331.17	24,919.26	33,766	64,122	(1,553.88)	(4,671.56)	468,548	976,252
Overseas Medical Insurance	1,099.10	1,804.90	101,714	168,916	228.44	294.01	1,454,433	2,824,468
Previous year	870.66	1,510.89	84,578	158,375	72.41	127.01	2,417,415.81	4,005,203
Health (Total)	10961.40	30128.06	152861	265318	1759.58	3697.91	2009401.23	3951332.72
Previous year (Total)	9201.83	26430.15	118344	222497	-1481.47	-4544.55	2885964.08	4981455.70
Crop Insurance	-	0.00	-	-	-	0.00	-	-
Previous year	0.00	0.00	-	-	0.00	0.00	-	-
Credit Guarantee	122.56	421.95	9	17	(5.75)	(22.13)	4,060	9,366
Previous year	128.30	444.08	4	15	104.55	141.90	4,458	29,882
All Other Miscellaneous	1,278.09	2,785.15	10,314	20,297	280.75	464.21	4,474,418	8,268,671
Previous year	997.34	2,320.94	9,745	15,255	(96.47)	(551.52)	2,874,786	4,294,209
<b>Grand Total</b>	<b>46001.88</b>	<b>127789.80</b>	<b>909314</b>	<b>1768838</b>	<b>10178.03</b>	<b>24315.02</b>	<b>21621717.73</b>	<b>86219238.95</b>
Previous year (Total)	<b>35823.86</b>	<b>103474.78</b>	<b>741193</b>	<b>1455100</b>	<b>2897.98</b>	<b>11868.68</b>	<b>16492822.91</b>	<b>66042559.44</b>

\*Wherever applicable



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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	2328.59	10912.27	5527.00	9786.00	-6255.09	2328.59	4670453.11	15690037.56
Previous year	2160.05	9106.19	4845.00	5832.00	-4786.08	2160.05	6264466.39	15015055.40
Marine Cargo	790.03	2068.29	879.00	1608.00	-488.23	790.03	1421755.09	6127540.12
Previous year	1027.08	1820.00	758.00	1117.00	234.17	1027.08	2475576.93	6332274.32
Marine Hull (Including Onshore & Offshore oil energy)	57.88	100.48	56.00	85.00	15.27	57.88	17712.18	23573.16
Previous year	24.49	45.11	45.00	77.00	3.88	24.49	12838.98	17521.22
Marine (Total)	847.91	2168.78	935	1693	-472.96	847.91	1439467.27	6151113.28
Previous year (Total)	1051.57	1865.10	803	1194	238.04	1051.57	2488415.90	6349795.54
Aviation	35.32	105.24	6.00	9.00	-34.60	35.32	193416.00	358573.50
Previous year	40.47	46.35	15.00	19.00	34.59	40.47	39124.42	63395.92
Engineering	644.27	1010.55	318.00	654.00	277.99	644.27	51690.96	148056.15
Previous year	557.62	913.58	476.00	716.00	201.67	557.62	206317.43	254184.71
Motor Own Damage	9299.27	17807.35	308865.00	649321.00	791.20	9299.27	566109.47	1332111.20
Previous year	8102.24	13378.14	326892.00	627947.00	2826.35	8102.24	619993.93	1023712.05
Motor Third party	6046.72	12888.98	5266.00	12777.00	-795.54	6046.72		
Previous year	4381.34	8130.03	576.00	1068.00	632.65	4381.34		
Motor (Total)	15346.00	30696.33	308865	649321	-4.34	15346.00	566109.47	1332111.20
Previous year (Total)	12483.58	21508.17	326892	627947	3459.00	12483.58	619993.93	1023712.05
Workmen's compensation / Employer's liability	122.56	305.35	964.00	1990.00	-60.23	122.56	14055.77	45367.12
Previous year	125	225	1003	1816	25	124.91	2508	4540
Public Liability	146.34	238.71	88.00	154.00	53.97	146.34	47798.20	77859.55
Previous year	50	128	13	20	-28	50.06	5532	14132
Product Liability	43.25	48.74	9.00	13.00	37.75	43.25	5107.50	6843.50
Previous year	11	53	6	15	-30	11.35	992	4592
Other Liability Covers	58.42	130.00	62.00	107.00	-13.17	58.42	63615.50	116717.22
Previous year	105	311	48	77	-101	105.01	6829	20258
Liability (Total)	370.56	722.80	1123	2264	18.32	370.56	130576.98	246787.39
Previous year (Total)	291.33	716.56	1070	1928	-133.91	291.33	15860.85	43521.88
Personal Accident	266.95	543.98	25060.00	27221.00	-10.07	266.95	780413.67	2043305.06
Previous year	307.19	497.57	2134	3319	116.80	307.19	73142.76	118475.00
Medical Insurance	1440.20	4247.43	4965.00	6742.00	-1367.02	1440.20	272505.40	430658.91
Previous year	939.61	2630.70	1981	3342	-751.48	939.61	32944.10	92236.05
Overseas Medical Insurance	44.57	70.86	5072.00	7652.00	18.28	44.57	7571.40	11955.90
Previous year	48.99	69.28	5414	7456	28.70	48.99	6260.25	8852.55
Health (Total)	1484.77	4318.28	10037	14394	-1348.74	1484.77	280076.80	442614.81
Previous year (Total)	988.60	2699.98	7395	10798	-722.77	988.60	39204.35	101088.60
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	889.41	3479.67	15557.00	36897.00	-1700.86	889.41	1334108.34	3060949.42
Previous year	1094.63	3822.00	29300	53223	-1632.74	1094.63	859397.35	3000660.12
<b>Grand Total</b>	<b>22213.77</b>	<b>53957.89</b>	<b>367428</b>	<b>742239</b>	<b>-9530.34</b>	<b>22213.77</b>	<b>9446312.60</b>	<b>29473548.37</b>
Previous year (Total)	<b>18975.05</b>	<b>41175.50</b>	<b>372930</b>	<b>704976</b>	<b>-3225.40</b>	<b>18975.05</b>	<b>10605923.38</b>	<b>25969889.22</b>

\*Wherever applicable



FOR AND UP TO THE MONTH OF MAY, 2013		Amount of Premium w/ in Rural Areas		Amount of Premium w/ in Social Sector		Amount of Premium w/ in Social Sector		No. of Policies in Rural Areas		No. of Lives covered 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	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
27.34	39.49	675	969.00												
26.53	26.78	538	548.00												
0.00	0.00	0	0.00												
0.00	0.00	0	0.00												
0.00	0.00	0	0.00												
0.00	0.00	0	0.00												
0.00	0.00	0	0.00												
0.00	0.00	0	0.00												
5.00	5.04	29.00	34.00												
1.80	1.81	11.00	12.00												
885.23	1326.22	45076.00	66513.00												
880.20	1156.99	66803.00	77333.00												
848.38	1247.63	0.00	0.00												
768.71	945.75	0.00	0.00												
1733.61	2573.85	45076	66513	0.00	0.00	0.00	0.00								
1648.91	2102.74	66803	77333	0.00	0.00	0.00	0.00								
4	7	74	154												
2	3	32	58												
1	1	1	2												
0	0	0	1												
0	0	0	0												
0	0	0	0												
0	0	0	0												
4	7	74	154												
2	3	32	58												
1	1	1	2												
0	0	0	1												
0	0	0	0												
0	0	0	0												
0	0	0	0												
1	1	1	2												
4.95	8.73	97	185	0.00	0.00	0.00	0.00								
3.52	4.44	83	111	0.00	0.00	0.00	0.00								
60.19	90.63	4355	4901	2.51	3.83	5.17	8.89								
112.22	125.55	783	1179	5.17	8.89	13.89	128275								
350.89	1278.42	251	324	344.43	1267.38	0	280049								
25.88	876.71	101	131	21.62	871.71	65704	579958								
0.00	0.00	0	0												
0.00	0.00	0	0												
350.89	1278.42	251	324	344.43	1267.38	0	280049								
25.88	876.71	101	131	21.62	871.71	65704	579958								
155.39	1125.83	2984	4594.00	23.06	872.81	8996	51286								
181.61	1112.59	4340	5765.00	31.61	623.40	5011	51837								
2337.37	5121.99	53467	77520	370.00	2144.02	59261	408079								
2000.47	4250.62	72659	85079	58.40	1509.00	198990	770532								

(Premium in ₹ Lakhs)

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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	273.23	1,093.48	410	708	77.21	293.14	718,932	2,376,844
Previous year	196.02	800.35	188	390	11.88	405.56	501,293	3,908,147
Marine Cargo	70.19	221.40	358	606	19.62	54.92	344,580	1,417,705
Previous year	50.58	166.48	274	527	33.40	64.26	305,326	1,031,982
Marine Hull (Including Onshore & Offshore oil energy)		-		-	-	-		-
Previous year	-	-		-	-	-		-
Marine (Total)	70.19	221.40	358	606	19.62	54.92	344,580	1,417,705
Previous year (Total)	50.58	166.48	274	527	33	64	305,326	1,031,982
Aviation	-	-		-	-	-		-
Previous year	-	-		-	-	-		-
Engineering	73.49	143.74	166	327	(3.69)	6.02	74,331	219,226
Previous year	77.17	137.72	219	392	16.52	(0.62)	43,687	80,752
Motor Own Damage	727.03	1,363.24	9,022	16,924	268.18	348.69	50,850	91,972
Previous year	458.85	1,014.55	5,246	11,391	174.63	471.90	35,022	89,217
Motor Third party	290.06	578.44	41	195	41.40	(66.73)	-	-
Previous year	248.66	645.17	146	271	106.99	399.92	-	-
Motor (Total)	1,017.09	1,941.68	9,022	16,924	309.58	281.96	50,850	91,972
Previous year (Total)	707.51	1,659.72	5,246	11,391	281.62	871.82	35,022	89,217
Workmen's compensation / Employer's liability	28.26	82.24	193	361	(9.29)	(12.81)	3,537	17,134
Previous year	37.56	95.04	272	455	16.08	56.71	6,373	19,302
Public Liability								
Previous year								
Product Liability	-	-		-	-	-		-
Previous year	-	-		-	-	-		-
Other Liability Covers	9.66	28.28	21	45	3.42	6.66	25,438	-
Previous year	6.24	21.61	13	21	3.82	7.71	3,260	8,222
Liability (Total)	37.92	110.51	214	406	(5.87)	(6.14)	28,974	53,502
Previous year (Total)	43.79	116.66	285	476	19.91	64.42	9,633	27,524
Personal Accident	3.63	187.95	405	817	(1.91)	(36.27)	3,278	893,658
Previous year	5.54	224.22	372	500	5.54	72.84	4,547	1,136,891
Medical Insurance	172.80	618.44	970	1,727	70.79	259.28	3,607	17,778
Previous year	102.01	359.16	192	253	102.01	359.16	1,524	15,528
Overseas Medical Insurance		-		-	-	-		-
Previous year	-	-		-	-	-		-
Health (Total)	172.80	618.44	970	1,727	70.79	259.28	3,607	17,778
Previous year (Total)	102.01	359.16	192	253	102.01	359.16	1,524	15,528
Crop Insurance		-		-	-	-		-
Previous year	-	-		-	-	-		-
Credit Guarantee		-		-	-	-		-
Previous year	-	-		-	-	-		-
All Other Miscellaneous	16.36	38.17	155	328	(1.18)	(65.80)	101,956	222,563
Previous year	17.54	103.97	80	211	12.66	(160.50)	70,678	179,300
<b>Grand Total</b>	<b>1,665</b>	<b>4,355</b>	<b>11,700</b>	<b>21,843</b>	<b>465</b>	<b>787</b>	<b>1,326,507</b>	<b>5,293,246</b>
Previous year (Total)	<b>1,200</b>	<b>3,568</b>	<b>6,856</b>	<b>14,140</b>	<b>484</b>	<b>1,677</b>	<b>971,709</b>	<b>6,469,340</b>

\*Wherever applicable

FOR AND UP TO THE MONTH OF MAY, 2013										
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *		
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	
18.47	35.07	37	60	-	-	-	-	-	-	-
21.18	35.59	15	32	-	-	-	-	-	-	-
2.57	6.57	47	70	-	-	-	-	-	-	-
0.74	0.94	24	30	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
1.07	3.18	18	28	-	-	-	-	-	-	-
8.29	9.48	31	36	-	-	-	-	-	-	-
81.08	152.39	1,050	2,004	-	-	-	-	-	-	-
65.38	133.48	809	1,604	-	-	-	-	-	-	-
39.60	75.84	-	-	-	-	-	-	-	-	-
32.47	74.29	-	-	-	-	-	-	-	-	-
120.68	228.22	1,050	2,004	-	-	-	-	-	-	-
97.85	207.76	809	1,604	-	-	-	-	-	-	-
1.67	1.75	13	15	-	-	-	-	-	-	-
1.85	1.85	21	21	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
0.07	1.20	2	9	-	-	-	-	-	-	-
1.67	1.75	13	15	-	-	-	-	-	-	-
1.92	3.05	23	30	-	-	-	-	-	-	-
0.08	0.08	51	52	-	-	-	-	-	-	-
0.09	0.13	24	34	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
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-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
0.44	1.20	8	14	-	-	-	-	-	-	-
0.82	1.18	3	8	-	-	-	-	-	-	-
1.45	2.24	1,224	2,243	1	1	3	516	1,172	5,260	24,042
1.31	2.58	929	1,774	1	1	1	323	387	0	0

(Premium in ₹ Lakhs)

Name of the Insurer: *Liberty Videocon General Insurance Company Limited*

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	40.70	111.20	65.00	127.00	0.00	0.00	115311.15	280922.25
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Cargo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	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	0.00	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	8.37	22.76	18.00	43.00	0.00	0.00	6000.04	26588.26
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Own Damage	296.62	513.68	1962.00	3308.00	0.00	0.00	14247.07	25119.91
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Third party	45.94	74.60	1979.00	3325.00	0.00	0.00		
Previous year	0.00	0.00	0.00	0.00	0.00	0.00		
Motor (Total)	342.57	588.28	1979	3325	0.00	0.00	14247.07	25119.91
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability	2.51	2.51	12.00	12.00	0.00	0.00	1000.40	1000.40
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Public Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Product Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Liability Covers	1.35	1.78	6.00	8.00	0.00	0.00	585.00	810.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Liability (Total)	3.86	4.29	18	20	0.00	0.00	1585.40	1810.40
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Overseas Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Health (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	14.52	30.06	71.00	146.00	0.00	0.00	31925.08	62127.05
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Grand Total</b>	<b>410.02</b>	<b>756.59</b>	<b>2151</b>	<b>3661</b>	<b>0.00</b>	<b>0.00</b>	<b>169068.74</b>	<b>396567.87</b>
Previous year (Total)	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

\*Wherever applicable



Name of the Insurer: Magma HDI General Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	9.47	90.22	15.00	31.00	10.11	90.85	19095.04	296988.70
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Cargo	22.57	31.46	3.00	10.00	22.57	31.46	40675.31	47787.50
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year		0.00						
Marine (Total)	22.57	31.46	3	10	22.57	31.46	40675.31	47787.50
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Engineering	5.02	9.81	21.00	25.00	5.02	9.81	1272.68	5588.08
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Own Damage	1254.11	2174.51	16047.00	27986.00	1281.98	2242.25	128369.12	224290.91
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Motor Third party	1087.51	1937.47	17323.00	29338.00	1105.17	1973.75		
Previous year	0.00	0.00	0.00	0.00	0.00	0.00		
Motor (Total)	2341.62	4111.98	17323	29338	2387.15	4216.00	128369.12	224290.91
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Public Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Product Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Liability Covers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Overseas Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Health (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Credit Guarantee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
All Other Miscellaneous	0.76	2.40	8.00	11.00	0.76	2.40	1377.74	6755.87
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Grand Total</b>	<b>2379.44</b>	<b>4245.86</b>	<b>17370</b>	<b>29415</b>	<b>2425.60</b>	<b>4350.52</b>	<b>190789.89</b>	<b>581411.06</b>
Previous year (Total)	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

\*Wherever applicable

<b>FOR AND UP TO THE MONTH OF MAY, 2013</b>		<i>(Premium in ₹ Lakhs)</i>							
<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>	<b>For the month up to</b>
<b>No. of Lives covered *</b>	<b>No. of Lives covered</b>	<b>No. of Lives covered</b>	<b>No. of Lives covered</b>	<b>Amount of Premium w/ in Social Sector</b>	<b>Amount of Premium w/ in Social Sector</b>	<b>No. of Policies in Rural Areas</b>	<b>No. of Policies in Rural Areas</b>	<b>Amount of Premium w/ in Rural Areas</b>	<b>Amount of Premium w/ in Rural Areas</b>
0	0	0	0	0.00	0.00	0	0	0.00	0.00
0	0	0	0	0.00	0.00	18047	10320	2586.20	1472.19
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0	0	0	0	0.00	0.00	0	0	0.00	0.00
0	0	0	0	0.00	0.00	0	0	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0	0	0.00	0.00	0	0	0.00	0.00
		0	0	0.00	0.00	18047	10320	2586.20	1472.19
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	18047.00	10320.00	2586.20	1472.19
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	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



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	6242.17	17353.63	49565	98411	-814.85	961.45	20278946	311795931
Previous year	7057.02	16392.18	53270	100226	2141.65	4627.63	156555174	198869972
Marine Cargo	1341.69	3968.74	11817	24830	-154.38	-96.07	6179836	17597261
Previous year	1496.07	4064.81	9396	18993	202.45	666.46	5863117	18839311
Marine Hull (Including Onshore & Offshore oil energy)	534.84	1261.20	224	444	-161.18	416.38	713178	1065892
Previous year	696.02	844.82	212	470	350.35	12.79	437349	668421
Marine (Total)	1876.53	5229.94	12041	25274	-315.56	320.31	6893014	18663153
Previous year (Total)	2192.09	4909.63	9608	19463	552.80	679.24	6300466	19507732
Aviation	517.60	1541.54	0	23	-126.17	131.19	1824	3944418
Previous year	643.77	1410.35	9	39	575.42	829.68	12676	3339075
Engineering	2474.36	5293.83	2842	6330	174.19	217.02	3447320	5705600
Previous year	2300.17	5076.81	2664	5743	371.60	613.88	4700758	5900948
Motor Own Damage	18859.64	38722.05	461683	944483	2453.18	5845.94	705899	1463348
Previous year	16406.46	32876.11	436323	855922	1130.97	2029.44	644408	1295349
Motor Third party	22669.87	46731.97	678802	1395803	4042.87	9119.11	704310	1460305
Previous year	18627.00	37612.86	649865	1275191	2345.79	6077.85	871375	1748713
Motor (Total)	41529.51	85454.02	678802	1395803	6496.05	14965.05	1410209	2923652
Previous year (Total)	35033.46	70488.97	649865	1275191	3476.76	8107.29	1515783	3044062
Workmen's compensation / Employer's liability	535.68	1324.58	4464	9847	3.11	-1.33	66866	142569
Previous year	532.57	1325.91	4676	9356	18.30	111.15	118938	210777
Public Liability	5.63	23.58	125	260	-0.69	-0.90	3500	17000
Previous year	6.32	24.48	108	266	1.18	2.51	800	8300
Product Liability	19.07	140.54	13	37	-17.26	29.47	9670	82227
Previous year	36.33	111.07	15	32	5.27	24.43	10453	21953
Other Liability Covers	115.06	350.95	781	1636	-115.93	-172.51	94031	293219
Previous year	230.99	523.46	736	1458	119.46	145.20	247875	443983
Liability (Total)	675.43	1839.65	5383	11780	-130.78	-145.27	174066	535015
Previous year (Total)	806.21	1984.92	5535	11112	144.21	283.30	378066	685013
Personal Accident	891.39	2233.21	28306	58496	92.40	221.50	5802019	12559184
Previous year	798.99	2011.71	29529	58130	-0.24	-102.59	4376822	9526264
Medical Insurance	17107.67	39072.95	114646	237763	1221.04	1876.42	791685	2196790
Previous year	15886.63	37196.53	109213	222557	1374.97	1927.66	1661213	4111654
Overseas Medical Insurance	327.11	567.56	2393	4552	0.08	-142.32	0	1505
Previous year	327.03	709.88	2485	5241	239.63	537.90	0	255
Health (Total)	17434.77	39640.51	117039	242315	1221.12	1734.10	791685	2198295
Previous year (Total)	16213.65	37906.41	111698	227798	1614.60	2465.56	1661213	4111909
Crop Insurance								
Previous year								
Credit Guarantee	4.25	4.25	0	0	4.25	4.25	0	0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
All Other Miscellaneous	3749.99	8680.42	68465	134539	311.35	-182.60	8478277	51750694
Previous year	3438.64	8863.02	79465	148268	-220.67	684.13	22018336	35585265
<b>Grand Total</b>	<b>75396.00</b>	<b>167271.00</b>	<b>962443</b>	<b>1972971</b>	<b>6912.00</b>	<b>18227.00</b>	<b>47277361</b>	<b>410075943</b>
Previous year (Total)	<b>68484.00</b>	<b>149044.00</b>	<b>941643</b>	<b>1845970</b>	<b>8656.13</b>	<b>18188.12</b>	<b>197519294</b>	<b>280570240</b>

\*Wherever applicable



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

(Premium in ₹ Lakhs)

Amount of Premium w/in Rural Areas	Up to the month	For the month	No. of Policies in Rural Areas	Up to the month	For the month	Amount of Premium w/in Social Sector	Up to the month	For the month	No. of Lives covered in Social Sector	Up to the month	For the month	No. of Lives covered *
448.48	1432.43	6249	11939	521.43	1703.12	0	0	0	0	0	0	0
398.29	1322.19	6697	12140	476.81	1925.12	0	0	0	0	0	0	0
20.08	164.70	433	946	91.56	204.95	0	0	0	0	0	0	0
101.05	192.80	288	644	91.04	309.55	0	0	0	0	0	0	0
9.83	23.76	41	98	22.01	56.65	0	0	0	0	0	0	0
16.46	34.23	48	118	15.46	28.31	0	0	0	0	0	0	0
29.91	188.46	474	1044	113.58	261.59	0	0	0	0	0	0	0
117.51	227.03	336	762	106.50	337.86	0	0	0	0	0	0	0
71.82	686.59	381	849	357.68	1134.84	0	0	0	0	0	0	0
27.03	830.94	310	688	447.39	1309.64	0	0	0	0	0	0	0
1436.97	2843.23	87291	173456	833.67	1705.77	0	0	0	0	0	0	0
1214.13	2367.65	75241	142984	743.36	1534.74	0	0	0	0	0	0	0
2311.83	4577.33	127102	256392	1156.18	2378.10	0	0	0	0	0	0	0
1828.40	3608.29	111698	214455	935.54	1943.94	0	0	0	0	0	0	0
3748.81	7420.56	127102	256392	1989.85	4083.87	0	0	0	0	0	0	0
3042.53	5975.94	111698	214455	1678.90	3478.68	0	0	0	0	0	0	0
62.83	144.91	698	1542	53.71	136.36	0	0	0	0	0	0	0
53.93	135.52	726	1478	60.20	164.70	0	0	0	0	0	0	0
0.23	0.43	7	10	0.43	0.78	0	0	0	0	0	0	0
0.08	0.47	4	8	0.34	1.26	0	0	0	0	0	0	0
0.17	0.17	1	2	1.56	1.56	0	0	0	0	0	0	0
1.82	4.61	87	168	3.44	8.60	0	0	0	0	0	0	0
2.22	5.24	43	85	3.75	47.62	0	0	0	0	0	0	0
65.04	150.12	793	1722	59.15	147.30	0	0	0	0	0	0	0
56.23	141.23	773	1571	65.03	226.51	0	0	0	0	0	0	0
41.46	78.75	3342	6923	84.96	172.98	21413	37834	156452	290308	154470	299999	841699
65.32	100.11	3338	6502	118.15	218.95	16969	32965	154470	299999	522451	841699	841699
1991.15	2969.70	7205	15360	1860.07	3599.85	528142	606749	522451	841699	291718	600511	600511
1409.44	1724.38	7415	15138	931.49	2577.91	232718	317229	291718	600511	2433	4622	5442
2.29	4.40	52	94	7.63	15.12	176	377	2433	4622	2607	5442	5442
1.15	3.04	47	133	7.30	15.71	163	407	2607	5442	524884	846321	846321
1993.44	2974.10	7257	15454	1867.70	3614.96	528318	607126	524884	846321	294325	605953	605953
1410.59	1727.41	7462	15271	938.79	2593.61	232881	317636	294325	605953	0	0	0
369.37	836.86	14757	28329	725.57	6205	54322	33689	119517	0	0	0	0
416.00	812.56	17943	32785	208.71	458.39	2708	4253	27752	134238	715025	1256146	1256146
6768.33	13767.87	160355	322652	5237.25	11844.23	555936	699282	715025	1256146	476547	1040190	1040190
5533.50	11137.41	148557	284174	4040.28	10548.76	252558	354854	476547	1040190			



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	1.58	5.45	3	6	1.58	5.45	1285.00	5732.95
Previous year	0.09	0.09	3	3	0.09	0.09	228.14	228.14
Marine Cargo	0.00	-0.33	0	0	0.00	-0.33	0.00	0.00
Previous year	0.07	0.07	1	1	0.07	0.71	526.88	526.88
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.00			0.00	0.00	0.00	0.00
Previous year	0.00	0.00			0.00	0.00		0.00
Marine (Total)	0.00	-0.33	0	0	0.00	-0.33	0.00	0.00
Previous year (Total)	0.07	0.07	1	1	0.07	0.71	526.88	526.88
Aviation							0.00	0.00
Previous year							0.00	0.00
Engineering	2.95	6.09	0	1	2.95	6.09	-277.51	91.62
Previous year	1.32	1.32	3	3	1.32	1.32	1434.56	1434.56
Motor Own Damage	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.13	0	1	0.00	0.13	0.00	12.53
Motor Third party	19.38	20.87	436	483	19.38	20.87	0.00	0.00
Previous year	0.00	0.01	0	0	0.00	0.01	0.00	0.00
Motor (Total)	19.38	20.87	436	483	19.38	20.87	0.00	0.00
Previous year (Total)	0.00	0.14	0	1	0.00	0.14	0.00	12.53
Workmen's compensation / Employer's liability	4.87	9.17	3	5	4.87	9.17	2577.49	3027.35
Previous year	0.26	0.36	1	2	0.26	0.36	241.88	251.60
Public Liability	3.19	6.45	3	10	3.19	6.45	1540.00	4240.00
Previous year	3.37	5.68	1	4	3.37	5.68	500.00	1550.00
Product Liability		0.00					0.00	0.00
Previous year		0.00					0.00	0.00
Other Liability Covers	226.29	345.03	46	81	226.29	345.03	46870.73	79527.23
Previous year	86.17	231.69	23	47	86.17	231.69	25273.80	94374.54
Liability (Total)	234.35	360.65	52	96	234.35	360.65	50988.22	86794.58
Previous year (Total)	89.80	237.73	25	53	89.80	237.73	26015.68	96176.14
Personal Accident	8.95	9.15	4	11	8.95	9.15	46670.52	48393.52
Previous year	0.18	-0.06	4	3	0.18	-0.06	172.52	-1803.48
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	0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
Credit Guarantee	0.00	12.97	0	2	0.00	12.97	0	972
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
All Other Miscellaneous	15	38.97	4	6	15.22	38.97	7405	16407
Previous year	36	37.54	4	6	36.04	37.54	1401	2924
<b>Grand Total</b>	<b>282.43</b>	<b>453.82</b>	<b>499</b>	<b>605</b>	<b>282.43</b>	<b>453.82</b>	<b>106071.30</b>	<b>158391.21</b>
Previous year (Total)	<b>127.50</b>	<b>276.83</b>	<b>40</b>	<b>70</b>	<b>127.50</b>	<b>277.47</b>	<b>29778.28</b>	<b>99498.33</b>

\*Wherever applicable

(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/ in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/ in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered * Up to the month	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
1.30	5.12	1.00	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	0.00	0.00	0.00	0.00	0.00	0.00
0.20	0.20	1	1	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	0	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
10.63	10.63	41	41	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
10.63	10.63	41.00	41.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	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	0	0	0	0	0	0	0
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0	0	0.00	0.00	0.00	0.00	0.00	0.00
0.11	0.11	1	1	0.00	0.00	0.00	0.00	0.00	0.00
2.25	2.25	9	9	2.34	2.48	14618.00	14730.00	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	0	0.00	0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0	0	0
0	0	0	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	0.00	0.00	0.00	0.00
0.13	0.13	1	1	0.00	0.00	0.00	0.00	0.00	0.00
1.47	2.83	2	3	0.00	0.00	0	0	0	0
17.07	23.03	53	55	2.34	2.48	14618	14730	0	0
3.10	4.46	7	9	0.00	0.00	0	0	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	1389.01	7697.99	4173.00	7233.00	352.17	1978.67	3140670.25	15106233.57
Previous year	1036.84	5719.32	3248.00	6530.00	90.04	1843.86	1988966.56	15048026.87
Marine Cargo	272.89	1363.31	1526.00	3345.00	36.46	303.11	919907.01	4740291.90
Previous year	236.43	1060.20	2528.00	4745.00	-581.93	-342.64	828831.41	3821824.58
Marine Hull (Including Onshore & Offshore oil energy)	0.00	0.75	0.00	1.00	-10.91	-10.16	0.00	150.00
Previous year	10.91	10.91	0.00	0.00	-12.06	0.94	0.00	0.00
Marine (Total)	272.89	1364.06	1526	3346	25.55	292.95	919907.01	4740441.90
Previous year (Total)	247.34	1071.11	2528	4745	-593.99	-341.69	828831.41	3821824.58
Aviation	30.06	38.83	8.00	9.00	-10.85	-55.49	900.00	6300.00
Previous year	40.91	94.32	12.00	16.00	2.55	40.53	1425.00	13121.68
Engineering	538.16	1936.33	345.00	767.00	-148.50	-1092.27	118241.00	386112.27
Previous year	686.65	3028.60	286.00	699.00	270.68	149.60	208067.34	786883.81
Motor Own Damage	6895.45	13511.13	169987.00	360570.00	1253.54	2183.27	413244.39	818257.04
Previous year	5641.90	11327.87	122897.00	244160.00	-1090.01	-2085.10	363281.89	738553.02
Motor Third party	5255.44	10427.44	196464.00	420063.00	858.61	1815.26		
Previous year	4396.84	8612.17	129479.00	254109.00	518.86	1654.35		
Motor (Total)	12150.89	23938.57	196464	420063	2112.15	3998.53	413244.39	818257.04
Previous year (Total)	10038.74	19940.04	129479	254109	-571.16	-430.76	363281.89	738553.02
Workmen's compensation / Employer's liability	66.58	137.91	260.00	512.00	-2.57	-12.11	6907.12	17351.16
Previous year	69.14	150.02	264.00	463.00	20.14	-0.44	7325.38	30061.16
Public Liability	12.27	54.79	54.00	162.00	4.56	-12.04	11822.47	56574.88
Previous year	7.71	66.83	54.00	162.00	-0.61	25.69	4232.24	49482.92
Product Liability	1.73	17.34	1.00	3.00	-0.33	15.28	1000.00	1475.00
Previous year	2.06	2.06	2.00	2.00	-1.25	-1.25	1150.00	1150.00
Other Liability Covers	27.42	156.65	683.00	1179.00	-99.38	-257.53	14985.00	58247.00
Previous year	126.80	414.18	622.00	1061.00	91.03	302.31	24468.05	63549.25
Liability (Total)	108.00	366.70	998	1856	-97.72	-266.40	34714.59	133648.04
Previous year (Total)	205.71	633.10	942	1688	109.31	326.31	37175.67	144243.33
Personal Accident	311.71	660.04	2342.00	3958.00	-104.09	-233.96	279761.18	1200411.50
Previous year	415.81	894.00	1362.00	2626.00	153.11	122.52	449441.27	1622002.81
Medical Insurance	4219.11	11858.65	29633.00	59144.00	2437.02	6252.17	7834831.76	15574289.25
Previous year	1782.08	5606.49	8015.00	16621.00	393.80	338.16	122414.14	371361.88
Overseas Medical Insurance	372.95	678.07	67578.00	134742.00	-3.14	-16.41	2599608.41	4626692.48
Previous year	376.10	694.48	63847.00	130835.00	2.92	21.02	3190043.35	5523862.94
Health (Total)	4592.06	12536.72	97211	193886	2433.88	6235.76	10434440.17	20200981.73
Previous year (Total)	2158.18	6300.96	71862	147456	396.72	359.18	3312457.50	5895224.82
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	472.62	1025.37	4588.00	8902.00	-157.47	-88.97	578897.83	1979174.47
Previous year	630.10	1114.34	4631.00	9138.00	-56.08	2.86	258306.23	1010859.33
<b>Grand Total</b>	<b>19865.40</b>	<b>49564.60</b>	<b>307655</b>	<b>640020</b>	<b>4405.13</b>	<b>10768.81</b>	<b>15920776.41</b>	<b>44571560.53</b>
Previous year (Total)	<b>15460.27</b>	<b>38795.79</b>	<b>214350</b>	<b>427007</b>	<b>-198.82</b>	<b>2072.41</b>	<b>7447952.86</b>	<b>29080740.24</b>

\*Wherever applicable

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

(Premium in ₹ Lakhs)

For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	Amount of Premium w/w in Rural Areas		
										No. of Policies in Rural Areas	Amount of Premium w/w in Rural Areas	
No. of Lives covered *	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	No. of Lives covered in Social Sector	
											Amount of Premium w/w in Social Sector	No. of Lives covered in Social Sector
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3.69	17.72	14.00	35.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2.67	8.20	19.00	41.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.59	0.80	8.00	10.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.67	3.10	13.00	28.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.47	23.88	26.00	67.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
10.81	25.32	81	127	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3.82	35.18	58	136	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
11.83	83.50	208.00	303.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2.86	65.87	158.00	231.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
109.41	881.37	289.00	501.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
203.03	1019.31	242.00	493.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
14.18	25.26	5206.00	9219.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
35.27	62.58	4577.00	9359.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
123.59	906.63	5475	9720	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
238.29	1081.89	4819	9852	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
17.48	34.51	727.00	1453.00	8.51	20.77	262.00	586.00	1228.00	5525.00	1228.00	586.00	1228.00
1541.90	3645.60	24444	44757	9.98	29.35	586	586.00	5525.00	1228.00	5525.00	586	586.00
1386.00	3450.95	17906	36048	8.51	20.77	262	586.00	5525.00	1228.00	5525.00	586	586.00



Name of the Insurer: Royal Sundaram Alliance Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	996.42	2390.63	3049.00	6399.00	283.47	651.93	2379050.92	3535394.09
Previous year	712.95	1738.70	2205.00	4127.00	221.79	321.37	1724060.15	3049883.86
Marine Cargo	343.50	632.87	4047.00	8324.00	-283.68	-200.36	566101.15	1614343.21
Previous year	627.18	833.24	3011.00	5219.00	225.93	272.92	1429095.91	2141519.79
Marine Hull (Including Onshore & Offshore oil energy)	1.37	1.37	1.00	1.00	1.37	1.37	1448.33	1448.33
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Marine (Total)	344.87	634.24	4048	8325	-282.31	-199.00	567549.47	1615791.54
Previous year (Total)	627.18	833.24	3011	5219	225.93	272.92	1429095.91	2141519.79
Aviation							0.00	
Previous year							0.00	
Engineering	245.03	702.53	111.00	247.00	-12.59	38.64	62215.53	252052.50
Previous year	257.62	663.88	114.00	197.00	49.12	-89.86	132505.18	198400.72
Motor Own Damage	6647.60	13157.26	83777.00	164989.00	144.70	1051.28	315214.36	611272.49
Previous year	6502.90	12105.98	84120.00	152300.00	719.41	987.96	315087.32	560054.02
Motor Third party	2498.85	4960.18	1484.00	2967.00	340.26	1182.54		
Previous year	2158.59	3777.64	857.00	1569.00	267.05	487.82		
Motor (Total)	9146.45	18117.45	83777	164989	484.96	2233.82	315214.36	611272.49
Previous year (Total)	8661.49	15883.63	84120	152300	986.46	1475.78	315087.32	560054.02
Workmen's compensation / Employer's liability	43.89	81.22	106.00	211.00	17.91	23.92	5071.85	12053.82
Previous year	25.98	57.30	64.00	111.00	6.33	7.55	4853.05	9612.41
Public Liability	31.61	119.43	48.00	97.00	-24.99	-19.98	23706.37	47563.11
Previous year	56.61	139.40	38.00	78.00	20.85	65.82	22489.29	39795.53
Product Liability	6.68	16.53	1.00	7.00	5.54	13.08	1849.08	5426.65
Previous year	1.14	3.45	0.00	2.00	0.07	-5.22	666.97	2144.19
Other Liability Covers								
Previous year								
Liability (Total)	82.18	217.18	155	315	-1.54	17.03	30627.30	65043.58
Previous year (Total)	83.73	200.15	102	191	27.25	68.15	28009.31	51552.13
Personal Accident	301.03	832.48	9612.00	22234.00	-25.64	99.32	2033337.99	5791412.59
Previous year	326.67	733.16	11263.00	22961.00	63.61	97.67	1997894.89	4107731.68
Medical Insurance	2038.19	4642.31	19455.00	42758.00	780.56	1721.51	291514.07	615285.10
Previous year	1257.63	2920.80	19700.00	35035.00	-504.35	-3400.42	736380.69	1994447.99
Overseas Medical Insurance								
Previous year								
Health (Total)	2038.19	4642.31	19455	42758	780.56	1721.51	291514.07	615285.10
Previous year (Total)	1257.63	2920.80	19700	35035	-504.35	-3400.42	736380.69	1994447.99
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	148.20	331.14	2210.00	3423.00	-59.04	-103.27	365133.99	494604.82
Previous year	207.24	434.40	1403.00	2080.00	141.12	290.68	238547.88	319297.92
<b>Grand Total</b>	<b>13302.37</b>	<b>27867.95</b>	<b>122417</b>	<b>248690</b>	<b>1167.87</b>	<b>4459.99</b>	<b>6044643.63</b>	<b>12980856.71</b>
Previous year (Total)	<b>12134.50</b>	<b>23407.96</b>	<b>121918</b>	<b>222110</b>	<b>1210.93</b>	<b>-963.71</b>	<b>6601581.31</b>	<b>12422888.10</b>

\*Wherever applicable



Name of the Insurer: SBI General Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	3308.69	8133.72	26199.00	46524.00	1519.87	3535.65	2580581.33	10013836.42
Previous year	1788.82	4598.07	20354.00	37061.00	1080.18	2911.17	1407724.26	5438196.66
Marine Cargo	75.10	292.04	191.00	397.00	48.01	112.25	249069.43	1225423.54
Previous year	27.09	179.79	85.00	168.00	7.04	158.83	82762.12	491379.63
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)	75.10	292.04	191	397	48.01	112.25	249069.43	1225423.54
Previous year (Total)	27.09	179.79	85	168	7.04	158.83	82762.12	491379.63
Aviation	0.00	43.47	0.00	7.00	-40.85	-570.80	0.00	51627.64
Previous year	40.85	614.27	4.00	25.00	40.85	147.65	0.00	51627.64
Engineering	136.96	346.30	305.00	502.00	-8.05	-100.56	47395.93	198051.44
Previous year	145.01	446.86	124.00	264.00	71.17	287.68	122238.83	262007.19
Motor Own Damage	1928.78	3568.74	29927.00	55367.00	1194.55	2268.21	309112.57	888524.61
Previous year	734.23	1300.53	12177.00	22021.00	721.21	1283.72	50251.63	88085.62
Motor Third party	1510.08	2820.40	128.00	243.00	1060.14	2027.97		
Previous year	449.94	792.43	31.00	76.00	448.00	789.94		
Motor (Total)	3438.86	6389.14	29927	55367	2254.69	4296.18	309112.57	888524.61
Previous year (Total)	1184.17	2092.96	12177	22021	1169.21	2073.66	50251.63	88085.62
Workmen's compensation / Employer's liability	14.36	32.76	61.00	99.00	7.06	21.04	1479.01	5890.33
Previous year	7.30	11.72	12.00	19.00	7.30	11.72	484.66	1252.34
Public Liability	1.59	1.59	4.00	4.00	1.46	1.46	3326.18	3326.18
Previous year	0.13	0.13	1.00	1.00	0.13	0.13	1200.00	1200.00
Product Liability	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Liability Covers	7.56	34.21	12.00	32.00	6.08	30.38	3537.33	10033.38
Previous year	1.48	3.83	8.00	19.00	1.48	3.83	16188.50	17258.50
Liability (Total)	23.51	68.56	77	135	14.60	52.88	8342.52	19249.89
Previous year (Total)	8.91	15.68	21	39	8.91	15.68	17873.16	19710.84
Personal Accident	1152.16	2173.78	236.00	449.00	1089.96	2082.38	5396592.67	9718489.11
Previous year	62.20	91.40	12.00	30.00	59.77	80.11	325433.50	388440.24
Medical Insurance	45.90	135.93	410	705	8.60	-31.45	9585.89	10997.01
Previous year	37.30	167.38	164.00	174.00	18.29	36.68	720.00	5514.80
Overseas Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Health (Total)	45.90	135.93	410	705	8.60	-31.45	9585.89	10997.01
Previous year (Total)	37.30	167.38	164	174	18.29	36.68	720.00	5514.80
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	317.40	916.73	27120.00	49894.00	172.39	164.46	2676762.96	16268864.87
Previous year	145.01	752.27	6067.00	11431.00	130.76	598.70	540170.64	13525080.94
<b>Grand Total</b>	<b>8498.58</b>	<b>18499.67</b>	<b>84465</b>	<b>153980</b>	<b>5059.22</b>	<b>9540.99</b>	<b>11277443.30</b>	<b>38395064.53</b>
Previous year (Total)	<b>3439.36</b>	<b>8958.68</b>	<b>39008</b>	<b>71213</b>	<b>2586.18</b>	<b>6310.15</b>	<b>2547174.14</b>	<b>20270043.56</b>

\*Wherever applicable



FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to	For the month Up to
870.82	1780.99	12012.00	19699.00	0.00	0.00	0.00	0.00	0.00	0.00
571.03	1104.90	8038.00	16280.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
28.70	61.89	126.00	177.00	0.00	0.00	0.00	0.00	0.00	0.00
28.99	52.96	41.00	71.00	0.00	0.00	0.00	0.00	0.00	0.00
767.47	1340.82	12934.00	22492.00	0.00	0.00	0.00	0.00	0.00	0.00
248.54	445.10	5054.00	9432.00	0.00	0.00	0.00	0.00	0.00	0.00
670.79	1173.47	43.00	77.00	0.00	0.00	0.00	0.00	0.00	0.00
211.42	391.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1438.26	2514.29	12934	22492	0.00	0.00	0.00	0.00	0.00	0.00
459.96	836.67	5054	9432	0.00	0.00	0.00	0.00	0.00	0.00
0.86	4.59	7.00	16.00	0.00	0.00	0.00	0.00	0.00	0.00
3.16	6.86	2.00	5.00	0.00	0.00	0.00	0.00	0.00	0.00
0.59	0.59	2.00	2.00	0.00	0.00	0.00	0.00	0.00	0.00
0.13	0.13	1.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.04	0.86	1.00	3.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.74	0.00	2.00	0.00	0.00	0.00	0.00	0.00	0.00
1.49	6.04	10	21	0.00	0.00	0.00	0.00	0.00	0.00
3.29	7.73	3	8	0.00	0.00	0.00	0.00	0.00	0.00
1.94	1.94	1.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4.37	7.04	160	315	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4.37	7.04	160.00	315.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
18.79	48.16	600.00	3386.00	0.00	0.00	0.00	0.00	0.00	0.00
2372.11	4422.54	26011	43945	0.00	0.00	0.00	0.00	0.00	0.00
1082.06	2050.42	13736	29177	0.00	0.00	0.00	0.00	0.00	0.00

(Premium in ₹ Lakhs)

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	33.31	136.43	385	635	-36.67	22.00	31560.38	243777.33
Previous year	69.98	114.42	190	292	-19.27	-26.38	98582.07	196336.56
Marine Cargo	22.60	26.62	64	105	14.81	14.73	34743.46	42293.78
Previous year	7.79	11.89	115	179	5.67	8.68	17924.68	24924.30
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)	22.60	26.62	64	105	14.81	14.73	34743.46	42293.78
Previous year (Total)	7.79	11.89	115	179	5.67	8.68	17924.68	24924.30
Aviation	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Engineering	42.10	85.08	118	183	23.19	25.67	29783.55	39190.06
Previous year	18.91	59.41	34	69	-7.92	17.24	32186.13	48453.27
Motor Own Damage	4129.36	7871.73	112564	210920	-396.07	-469.05	401596.66	775237.03
Previous year	4525.43	8340.78	133480	248339	1091.39	1412.98	421484.83	806877.02
Motor Third party	8005.28	15204.60	115450	213998	943.10	2239.06		
Previous year	7062.18	12965.54	134013	249280	2662.34	5327.29		
Motor (Total)	12134.64	23076.33	115450	213998	547.03	1770.01	401596.66	775237.03
Previous year (Total)	11587.61	21306.32	134013	249280	3753.73	6740.28	421484.83	806877.02
Workmen's compensation / Employer's liability	9.36	16.08	80	143	7.31	12.21	222.15	364.37
Previous year	2.05	3.87	28	43	0.49	0.68	36.83	63.77
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	0.38	13.65	15	34	0.11	4.64	240.00	10541.00
Previous year	0.28	9.01	12	23	-0.42	1.05	205.00	10416.00
Liability (Total)	9.74	29.73	95	177	7.41	16.85	462.15	10905.37
Previous year (Total)	2.33	12.88	40	66	0.07	1.73	241.83	10479.77
Personal Accident	35.94	46.91	754	1150	27.24	28.64	41572.48	49487.09
Previous year	8.70	18.27	599	1774	0.90	3.47	6777.90	13063.31
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	118.84	125.29	496	697	112.17	104.30	18147.54	29359.68
Previous year	6.67	20.99	205	258	2.29	4.27	12979.60	24089.49
<b>Grand Total</b>	<b>12397.17</b>	<b>23526.38</b>	<b>117362</b>	<b>216945</b>	<b>695.19</b>	<b>1982.20</b>	<b>557866.23</b>	<b>1190250.34</b>
Previous year (Total)	<b>11701.98</b>	<b>21544.18</b>	<b>135196</b>	<b>251918</b>	<b>3735.46</b>	<b>6749.29</b>	<b>590177.03</b>	<b>1124223.72</b>

\*Wherever applicable



Name of the Insurer: TATA AIG General Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	3,010	11,765	11,388	19,707	-	-	35,953,897	52,135,078
Previous year	2,105	8,341	5,254	9,653	-	-	18,777,988	29,584,411
Marine Cargo	1,737	5,047	3,978	6,037	-	-	715,947	1,272,189
Previous year	1,747	4,662	3,796	7,168	-	-	482,962	978,707
Marine Hull (Including Onshore & Offshore oil energy)	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Marine (Total)	1,737	5,047	3,978	6,037	-	-	715,947	1,272,189
Previous year (Total)	1,747	4,662	3,796	7,168	-	-	482,962	978,707
Aviation	-	22	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Engineering	(158)	2,964	114	166	-	-	2,156,625	4,646,450
Previous year	(555)	2,472	119	187	-	-	2,814,695	4,643,034
Motor Own Damage	5,919	11,751	118,679	258,430	-	-	386,383	752,090
Previous year	5,628	11,249	137,542	260,776	-	-	310,079	583,510
Motor Third party	3,162	6,250	118,679	258,430	-	-	-	-
Previous year	1,838	3,432	137,542	260,776	-	-	-	-
Motor (Total)	9,082	18,000	118,679	258,430	-	-	386,383	752,090
Previous year (Total)	7,466	14,680	137,542	260,776	-	-	310,079	583,510
Workmen's compensation / Employer's liability	214	429	54	111	-	-	51,026	276,966
Previous year	274	385	41	78	-	-	182,962	223,974
Public Liability	131	700	60	117	-	-	417,250	704,166
Previous year	(17)	662	62	139	-	-	1,913,299	2,146,409
Product Liability	50	98	8	13	-	-	58,610	83,187
Previous year	52	99	9	14	-	-	286,459	302,478
Other Liability Covers	857	2,677	883	1,666	-	-	567,446	1,410,891
Previous year	959	2,478	932	1,428	-	-	520,339	1,060,157
Liability (Total)	1,252	3,905	1,005	1,907	-	-	1,094,331	2,475,210
Previous year (Total)	1,269	3,625	1,044	1,659	-	-	2,903,058	3,733,019
Personal Accident	1,052	2,472	10,484	20,080	-	-	11,522,143	21,265,881
Previous year	1,104	2,573	2,770	5,628	-	-	9,853,280	16,742,918
Medical Insurance	1,652	3,764	37,357	58,285	-	-	290,611	559,380
Previous year	984	1,747	529	785	-	-	160,966	180,369
Overseas Medical Insurance	1,521	2,503	27,069	48,244	-	-	8,753,966	15,763,542
Previous year	792	1,447	52,509	87,042	-	-	16,861,463	28,353,074
Health (Total)	3,173	6,267	64,426	106,529	-	-	9,044,577	16,322,922
Previous year (Total)	1,776	3,195	53,038	87,827	-	-	17,022,429	28,533,444
Crop Insurance	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
Credit Guarantee	-	-	-	-	-	-	-	-
Previous year	-	-	-	-	-	-	-	-
All Other Miscellaneous	296	480	3,426	7,490	-	-	76,346	665,570
Previous year	310	676	5,742	13,829	-	-	17,399	31,036
<b>Grand Total</b>	<b>19,443</b>	<b>50,922</b>	<b>213,500</b>	<b>420,346</b>	<b>-</b>	<b>-</b>	<b>60,950,249</b>	<b>99,535,391</b>
Previous year (Total)	<b>15,221</b>	<b>40,224</b>	<b>209,305</b>	<b>386,727</b>	<b>-</b>	<b>-</b>	<b>52,181,889</b>	<b>84,830,078</b>

\*Wherever applicable

FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month	For the month Up to	For the month
2,811	5,125	40,706	79,603	811	1,375	604,939	1,023,649	-	-
5,088	7,939	37,662	84,678	3,438	3,438	1,784,769	1,784,769	-	-
115	297	4,272	12,214	-	-	-	-	-	-
47	89	2,159	4,228	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
864	1,470	2,306	3,867	-	-	-	-	-	-
2,477	2,757	3,686	6,350	-	-	-	-	-	-
51	91	2,244	3,780	-	-	-	-	-	-
81	129	620	1,109	-	-	-	-	-	-
814	1,380	62	87	-	-	-	-	-	-
2,396	2,627	3,066	5,241	-	-	-	-	-	-
64	128	291	591	811	1,375	604,939	1,023,649	-	-
86	194	3,136	6,472	3,438	3,438	1,784,769	1,784,769	-	-
82	186	87	150	-	-	-	-	-	-
88	232	104	211	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
62	166	83	144	-	-	-	-	-	-
82	203	94	195	-	-	-	-	-	-
20	21	4	6	-	-	-	-	-	-
6	29	10	16	-	-	-	-	-	-
1,144	2,164	33,084	61,392	-	-	-	-	-	-
1,745	3,538	27,052	64,353	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
1,144	2,164	33,084	61,392	-	-	-	-	-	-
1,745	3,538	27,052	64,353	-	-	-	-	-	-
9	11	5	5	-	-	-	-	-	-
13	16	20	25	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
361	622	106	269	-	-	-	-	-	-
402	709	122	206	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
361	622	106	269	-	-	-	-	-	-
402	709	122	206	-	-	-	-	-	-
172	246	555	1,115	-	-	-	-	-	-
231	404	1,383	2,833	-	-	-	-	-	-

(Premium in ₹ Lakhs)

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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	10761.12	34894.35	61724.00	127016.00	-2494.77	1927.59	88766347.60	206422939.76
Previous year	13255.89	32966.76	81723.00	142217.00			70738617.32	156159089.34
Marine Cargo	2407.88	6481.75	22830.00	47004.00	317.72	-29.79	42353545.68	121466106.84
Previous year	2090.16	6511.54	23795.00	46266.00			7545369.77	79673794.23
Marine Hull (Including Onshore & Offshore oil energy)	1889.77	4435.74	434.00	899.00	1218.14	233.24	4642394.65	7636319.57
Previous year	671.63	4202.50	759.00	1415.00			20525478.75	27528801.69
Marine (Total)	4297.65	10917.49	23264.00	47903.00	1535.86	203.45	46995940.33	129102426.41
Previous year (Total)	2761.79	10714.04	24554.00	47681.00	0.00	0.00	28070848.52	107202595.92
Aviation	-665.67	807.89	70.00	116.00	-763.53	-264.56	4026835.73	23393227.57
Previous year	97.86	1072.45	51.00	118.00			1536554.74	2238064.48
Engineering	3205.43	6813.99	5539.00	12142.00	-380.19	27.41	8515174.90	18428234.99
Previous year	3585.62	6786.58	7125.00	12340.00			11712596.91	21114880.38
Motor Own Damage	18437.45	36502.35	521192.00	1136436.00	2591.12	7120.18	1595182.74	3457516.02
Previous year	15846.33	29382.17	599277.00	1112747.00			1976944.62	3627902.40
Motor Third party	17531.81	34385.06	623761.00	1278402.00	2525.77	5531.77		
Previous year	15006.04	28853.29	585948.00	1147466.00				
Motor (Total)	35969.26	70887.41	623761.00	1278402.00	5116.89	12651.95	1595182.74	3457516.02
Previous year (Total)	30852.37	58235.46	599277.00	1147466.00	0.00	0.00	1976944.62	3627902.40
Workmen's compensation / Employer's liability	492	1360	5111	11057	18	177	127002	269967
Previous year	474	1184	13547	20480			3788	197382
Public Liability	15	25	79	124	-12	-83	2904	3996
Previous year	27	108	49	284			-3457	1363
Product Liability	24	66	61	73	15	15	753	4590
Previous year	9	51	-8	12			227	475
Other Liability Covers	1854	3727	7586	16216	41	668	369870	687100
Previous year	1813	3058	5745	12839			229422	445134
Liability (Total)	2385.03	5177.90	12837	27470	62.74	777.05	500529.75	965653.06
Previous year (Total)	2322.29	4400.85	19333	33615	0.00	0.00	229980.22	644354.45
Personal Accident	1292.27	3430.58	40713.00	83641	133.64	548.22	119765785.92	236302727.26
Previous year	1158.63	2882.36	50268.00	90864			1202089.73	36810155.51
Medical Insurance	17962.07	69743.65	108389.00	235187	5248.34	6830.97	2748306.63	9114250.28
Previous year	12713.73	62912.68	120270.00	234101			5307052.16	23215454.55
Overseas Medical Insurance	107.06	242.84	3478.00	7388	-0.36	40.55	19505.45	54165.96
Previous year	107.42	202.29	3777.00	6847			113712.66	720995.84
Health (Total)	18069.13	69986.49	111867	242575	5247.98	6871.52	2767812.08	9168416.24
Previous year (Total)	12821.15	63114.97	124047	240948	0.00	0.00	5420764.82	23936450.39
Crop Insurance	0.00	0	0.00	0	0.00	0.00	0.00	0
Previous year	0.00	0	0.00	0			0.00	0
Credit Guarantee	-14.70	0	0.00	0	-14.70	0.00	0.00	0
Previous year	0.00	0	0.00	0			0.00	0
All Other Miscellaneous	2562.88	10494.90	112296.00	201993	-1288.76	1810.75	11883235.32	47695640.31
Previous year	3851.64	8684.15	111284.00	155645			23745046.52	36015008.35
<b>Grand Total</b>	<b>77862.40</b>	<b>213411.00</b>	<b>992071</b>	<b>2021258</b>	<b>7155.16</b>	<b>24553.38</b>	<b>284816844.37</b>	<b>674936781.62</b>
Previous year (Total)	<b>70707.24</b>	<b>188857.62</b>	<b>1017662</b>	<b>1870894</b>	<b>0.00</b>	<b>0.00</b>	<b>144633443.40</b>	<b>387748501.22</b>

\*Wherever applicable

(Premium in ₹ Lakhs)

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

No. of Lives covered *	Up to the month	No. of Lives covered in Social Sector	Up to the month	Amount of Premium w/ in Social Sector	Up to the month	No. of Policies in Rural Areas		Up to the month	Amount of Premium w/ in Rural Areas
						For the month	Up to the month		
			0.00	917.14	12699.00	477.00	12699.00	1213.00	1402.00
			0.00	581.35	78.46	7130.00	15370.00	1402.00	1402.00
			0.00	157.16	76.94	1628.00	3433.00	230.23	230.23
			0.00	132.87	-5.38	1720.00	3175.00	321.64	321.64
			0.00	7.84	5.19	41.00	71.00	25.76	25.76
			0.00	7.84	7.84	42.00	76.00	33.44	33.44
			0.00	165.00	82.13	1669.00	3504.00	255.99	255.99
			0.00	140.71	-1.34	1762.00	3251.00	355.08	355.08
			0.00	0.00	0.00	0.00	0.00	0.00	0.00
			0.00	0.00	0.00	0.00	0.00	0.46	0.46
			0.00	168.36	80.39	543.00	1907.00	248.25	248.25
			0.00	188.66	67.33	1083.00	1714.00	240.13	240.13
			69993.00	1361.07	650.32	41873.00	9759.00	3946.12	3946.12
			10698.00	1164.67	525.98	107375.00	107375.00	2975.22	2975.22
			102448.00	54911.00	789.12	44794.00	109875.00	4720.31	4720.31
			11587.00	5936.00	617.67	61936.00	116752.00	3189.04	3189.04
			172441.00	92547.00	1439.44	44794.00	109875.00	8666.43	8666.43
			22285	11879	1143.65	61936.00	116752.00	6164.26	6164.26
			3058	1310	28	416	1081	146	146
			5122	2258	23	4436	4805	107	107
			0	0	0	-13	3	-2	0
			0	0	-7	188	190	6	6
			0	0	0	6	9	5	5
			0	0	1	4	5	1	1
			2552	1971	86	1660	3458	173	173
			3485	2375	136	1457	2948	170	170
			5610	3281	114.54	2069	4551	321.59	321.59
			8607	4633	274.78	6085	7948	283.60	283.60
			5604473	47531.00	1500.98	3769.00	8944	105.21	105.21
			198908	19333.00	264.70	3550.00	8437	82.59	82.59
			876413	447450.00	1604.71	7318.00	14727	812.79	812.79
			13652281	10762899	2692.20	6007.00	12189	946.95	946.95
			3119607	2443262	2424.48	62.00	187	1.64	1.64
			5845	320.00	4.98	62.00	187	1.55	1.55
			4000	993	2.57	238.00	366	1.55	1.55
			13658126	10763575	2697.18	7380	14914	814.43	814.43
			3123607	2444255	2427.05	6245	12555	948.50	948.50
			0	0.00	0	0.00	0	0.00	0.00
			0	0.00	1	35.00	35	0.00	0.00
			0	0.00	0	0.00	0	0.00	0.00
			0	0.00	0	0.00	0	0.00	0.00
			0	0.00	0	0.00	0	0.00	0.00
			0	0.00	0	0.00	0	0.00	0.00
			0	0.00	0	0.00	0	0.00	0.00
			19551108	653505	9686.03	13235.00	76863	12523.75	12523.75
			5594096	1156505	7080.75	204730	101061	10442.35	10442.35

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	8197.54	26306.36	51506	97804	1071.28	1969.96	18495930.89	57666952.82
Previous year	7126.26	24336.40	49465	94522				
Marine Cargo	2397.11	5812.87	15237	29902	-484.14	-465.77	9345179.19	19921395.08
Previous year	2881.25	6278.64	16094	30581				
Marine Hull (Including Onshore & Offshore oil energy)	2612.60	4201.42	312	748	1339.85	1724.33	3366038.44	4781171.62
Previous year	1272.75	2477.09	218	617				
Marine (Total)	5009.71	10014.29	15549	30650	855.71	1258.56	12711217.63	24702566.70
Previous year (Total)	4154.00	8755.73	16312	31198				
Aviation	1168.17	2296.05	39	60	-35.15	989.33	5395459.42	5409534.06
Previous year	1203.32	1306.72	34	54				
Engineering	3275.00	6975.05	3715	8167	1070.15	147.43	3761051.64	5501883.63
Previous year	2204.85	6827.62	3588	7477				
Motor Own Damage	9704.33	19117.51	469034	938096	489.91	1010.31	630004.40	1250836.27
Previous year	9214.42	18107.20	463979	899580				
Motor Third party	11903.79	23443.86	629619	1270564	1373.00	2768.95	0.00	0.00
Previous year	10530.79	20674.91	622592	1209885				
Motor (Total)	21608.12	42561.37	629619	1270564	1862.91	3779.26	630004.40	1250836.27
Previous year (Total)	19745.21	38782.11	622592	1209885				
Workmen's compensation / Employer's liability	740.88	1577.83	5437	11878	15.32	103.97	11469.27	23804.82
Previous year	725.56	1473.86	5580	11420				
Public Liability	9.75	29.58	52	102	0.42	-1.26	670058.74	2000350.94
Previous year	9.33	30.84	51	111				
Product Liability	68.12	103.91	11	20	29.16	28.33	424068.02	522650.91
Previous year	38.96	75.58	5	14				
Other Liability Covers	229.70	500.03	3008	6014	-138.94	-133.92	1771498.02	3574366.56
Previous year	368.64	633.95	3024	6154				
Liability (Total)	1048.45	2211.35	8508	18014	-94.04	-2.88	2877094.05	6121173.23
Previous year (Total)	1142.49	2214.23	8660	17699				
Personal Accident	1003.06	2397.20	64003	129969	-100.55	153.68	1433649.90	3196156.67
Previous year	1103.61	2243.52	68809	135471				
Medical Insurance	14015.02	30637.00	83813	172331	1885.58	6066.39	524088.62	999295.97
Previous year	12129.44	24570.61	76215	152663				
Overseas Medical Insurance	89.19	184.85	2651	5135	12.48	25.74	271668.59	529595.84
Previous year	76.71	159.11	2560	5177				
Health (Total)	14104.21	30821.85	86464	177466	1898.06	6092.13	795757.21	1528891.81
Previous year (Total)	12206.15	24729.72	78775	157840				
Crop Insurance	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0				
Credit Guarantee	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0	0				
All Other Miscellaneous	5393.56	11498.09	73009	141115	610.36	1878.31	5898688.12	15807576.49
Previous year	4783.20	9619.78	76723	143467				
<b>Grand Total</b>	<b>60807.82</b>	<b>135081.61</b>	<b>932412</b>	<b>1873809</b>	<b>7138.73</b>	<b>16265.78</b>	<b>51998853.26</b>	<b>121185571.68</b>
Previous year (Total)	<b>53669.09</b>	<b>118815.83</b>	<b>924958</b>	<b>1797613</b>			<b>0.00</b>	<b>0.00</b>

\*Wherever applicable



FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
772.14	1589.59	10196	18684	0.00	0.00	0	0	0	0
945.99	1630.98	9463	17214	0.00	0.00	0	0	0	0
110.94	216.69	693	1471	0.00	0.00	0	0	0	0
107.51	190.38	783	1547	0.00	0.00	0	0	0	0
12.10	22.01	123	173	0.00	0.00	0	0	0	0
8.95	20.69	65	187	0.00	0.00	0	0	0	0
123.04	238.70	816	1644	0.00	0.00	0	0	0	0
116.46	211.07	848	1734	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
75.84	254.85	614	1397	0.00	0.00	0	0	0	0
106.86	217.00	554	1113	0.00	0.00	0	0	0	0
1913.86	3748.97	95653	188777	0.00	0.00	0	0	0	0
1767.09	3465.15	91560	175075	0.00	0.00	0	0	0	0
2725.83	5297.69	133691	266836	0.00	0.00	26207	26661	30629	155765
2284.22	4466.00	126397	242445	0.00	0.00	188	24506	114699	161366
4639.69	9046.66	133691	266836	0.00	0.00	26207	26661	30629	155765
4051.31	7931.15	126397	242445	0.00	0.00	188	24506	114699	161366
120.37	274.99	946	2150	219.10	408.54	0	0	0	0
102.89	219.78	902	1908	227.68	344.57	0	0	0	0
0.02	0.54	1	5	0.00	0.00	0	0	0	0
0.02	0.39	1	3	0.00	0.00	0	0	0	0
1.56	1.56	1	1	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
27.89	66.36	303	623	0.00	0.00	0	0	0	0
29.66	53.47	282	525	0.00	0.00	0	0	0	0
149.84	343.45	1251	2779	219.10	408.54	0	0	0	0
132.57	273.64	1185	2436	227.68	344.57	0	0	0	0
63.31	129.90	11067	24102	298.40	549.16	148	286	359	1183
57.34	122.96	13246	28747	405.89	606.83	105	206	1229	2473
323.22	655.66	5268	10928	2709.00	4809.36	30	63	118	247
402.53	674.30	4521	9243	2186.70	3863.35	32	65	121	247
3.40	6.16	86	158	0.00	0.00	0	0	0	0
3.15	7.26	101	186	0.00	0.00	0	0	0	0
326.62	661.82	5354	11086	2709.00	4809.36	30	63	118	247
405.68	681.56	4622	9429	2186.70	3863.35	32	65	121	247
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
1041.88	2296.48	23934	45206	1887.08	4016.79	1097	2021	1293	2597
877.76	1630.71	24576	45016	1584.69	3535.56	173	14016	23	14076
7192.36	14561.45	186923	371734	5113.58	9783.85	27482	29031	32399	159792
6693.97	12699.07	180891	348134	4404.96	8350.31	498	38793	116072	178162

(Premium in ₹ Lakhs)

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	10153.52	29238.39	92818	173882	1419.39	3678.96	11000563	31677562
Previous year	8734.13	25559.43	75545	148420	1689.13	6084.43	9462763	27691690
Marine Cargo	2282.53	7180.42	24109	54224	26.53	414.82	4840997	15228887
Previous year	2256.00	6765.60	23931	51710	-249.00	216.60	4784730	14349099
Marine Hull (Including Onshore & Offshore oil energy)	8575.83	10466.68	1372	3277	2720.99	2973.55	3084831	3764993
Previous year	5854.84	7493.13	1036	2123	1150.84	1978.13	2106058	2695371
Marine (Total)	10858.36	17647.10	25481	57501	2747.52	3388.37	7925828	18993879
Previous year (Total)	8110.84	14258.73	24967	53833	901.84	2194.73	6890788	17044470
Aviation	103.55	291.26	81	86	-34.45	9.32	15536	43700
Previous year	138.00	281.94	130	132	92.00	235.94	20705	42301
Engineering	3608.54	9003.12	9804	21125	-61.89	845.21	1555405	3880655
Previous year	3670.43	8157.91	10524	20017	422.43	779.91	1582082	3516341
Motor Own Damage	13717.85	26678.64	572789	1064070	-72.31	-16.39	1946490	3785557
Previous year	13790.16	26695.03	572883	1057514	3314.16	6503.03	1956750	3787883
Motor Third party	15173.30	29839.65	1128400	1983562	1435.79	2452.03	0	0
Previous year	13737.51	27387.62	1109443	1906997	3290.51	8192.62	0	0
Motor (Total)	28891.15	56518.29	1128400	1983562	1363.48	2435.64	1946490	3785557
Previous year (Total)	27527.67	54082.65	1109443	1906997	6604.67	14695.65	1956750	3787883
Workmen's compensation / Employer's liability	729.25	1747.78	7596	15377	21.18	77.19	0	0
Previous year	708.07	1670.59	7509	14874	205.86	598.38	0	0
Public Liability	72.64	256.28	301	707	-14.32	-19.79	12312	43437
Previous year	86.96	276.07	306	825	-32.96	-3.17	14739	46792
Product Liability	63.29	260.08	86	418	-74.49	51.78	12593	51747
Previous year	137.78	208.30	187	396	104.31	99.16	27413	41444
Other Liability Covers	250.90	716.42	5641	7871	58.39	269.47	76333	217962
Previous year	192.51	446.95	4050	5630	18.11	-132.46	58569	135979
Liability (Total)	1116.08	2980.56	13624	24373	-9.24	378.65	101238	313146
Previous year (Total)	1125.32	2601.91	12052	21725	295.32	561.91	100721	224215
Personal Accident	958.52	3167.47	39185	79006	22.76	162.35	3156141	10429602
Previous year	935.76	3005.12	38507	76251	158.76	648.12	3081199	9895028
Medical Insurance	22830.47	53805.26	317958	541549	1250.11	7526.19	3153696	7432410
Previous year	21580.36	46279.07	309979	487601	5839.72	10648.43	2981011	6392777
Overseas Medical Insurance	68.65	144.14	351	1012	-39.43	-144.28	20197	42407
Previous year	108.08	288.42	215	956	-1231.28	-2070.94	31798	84855
Health (Total)	22899.12	53949.40	318309	542561	1210.68	7381.91	3173893	7474817
Previous year (Total)	21688.44	46567.49	310194	488557	4608.44	8577.49	3012809	6477632
Crop Insurance	0.00	2.93	0	2	0.00	2.93	92	92
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
Credit Guarantee	0.00	0.00	0	0	0.00	0.00	0	0
Previous year	0.00	0.00	0	0	0.00	0.00	0	0
All Other Miscellaneous	5391.04	13355.15	220626	399921	-15.38	-656.44	1039237	2574487
Previous year	5406.42	14011.59	221239	419445	76.42	342.59	1042201	2701029
<b>Grand Total</b>	<b>83980</b>	<b>186154</b>	<b>1848328</b>	<b>3282018</b>	<b>6643</b>	<b>17627</b>	<b>29914423</b>	<b>79173498</b>
Previous year (Total)	<b>77337</b>	<b>168527</b>	<b>1802601</b>	<b>3135377</b>	<b>14849</b>	<b>34121</b>	<b>27150018</b>	<b>71380589</b>

\*Wherever applicable

FOR AND UP TO THE MONTH OF MAY, 2013									
Amount of Premium w/w in Rural Areas		No. of Policies in Rural Areas		Amount of Premium w/w in Social Sector		No. of Lives covered in Social Sector		No. of Lives covered *	
For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
660.08	1877.68	14848	36616	0.00	0.00	0	0	0	0
875.92	1564.73	19534	31840	0.00	0.00	0	0	0	0
129.28	253.24	2231	4627	0.00	0.00	0	0	0	0
81.93	194.80	1957	4131	0.00	0.00	0	0	0	0
6.52	20.31	75	298	0.00	0.00	0	0	0	0
2.95	15.62	61	266	0.00	0.00	0	0	0	0
135.80	273.55	2306	4925	0.00	0.00	0	0	0	0
84.88	210.42	2018	4397	0.00	0.00	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0	0
149.67	359.15	1677	3352	0.00	0.00	0	0	0	0
134.70	309.45	916	2394	0.00	0.00	0	0	0	0
2703.14	6312.56	115161	213153	0.00	0.00	0	0	0	0
5131.99	6842.57	88006	173295	0.00	0.00	0	0	0	0
2475.00	6598.72	30529	326390	0.00	0.00	0	0	0	0
4677.76	6141.94	126970	267533	0.00	0.00	0	0	0	0
5178.14	12911.28	115161	326390	0.00	0.00	0	0	0	0
9809.75	12984.51	126970	267533	0.00	0.00	0	0	0	0
88.69	159.15	2438	3699	35.48	60.34	154	191		
91.31	147.52	1801	2890	26.05	49.87	136	166	0	0
8.79	18.35	237	343	0.00	0.00	0	0	0	0
7.03	15.96	209	306	0.00	0.00	0	0	0	0
0.00	0.00	0	0	1.90	1.90	0	0	0	0
31.29	54.45	531	1015	0.00	0.00	0	0	0	0
29.04	45.00	397	793	0.00	0.00	0	0	0	0
128.77	231.95	3206	5057	35.48	60.34	154	191		
127.38	208.48	2407	3989	27.95	51.77	136	166		
172.98	719.25	131	14695	67.88	398.91	210457	769631		
282.47	544.89	4846	11947	71.93	387.29	218660	756937	0	0
2169.15	3481.61	40074	68648	4360.54	10213.54	3375903	7769682	3495903	8938432
1027.27	1881.95	27036	45765	2060.94	9831.10	79868	5912717	101894	6007048
25.62	27.38	330	375	0.00	0.00	0	0	21	1012
7.80	26.84	23	888	0.00	0.00	0	0	1328	2593
2194.77	3508.99	40404	69023	4360.54	10213.54	3375903	7769682	3495924	8939444
1035.07	1908.79	27059	46653	2060.94	9831.10	79868	5912717	103222	6009641
0.00	2.93	0	2	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
4421.89	5612.44	42247	83208	2562.87	2999.56	11745	17865		
3724.66	5011.11	29918	74293	2154.27	2608.31	6866	13233	0	0
13042	25497	219880	543269	7027	13672	3598259	8557369	3495924	8939444
16075	22742	213668	443046	4315	12878	305530	6683053	103222	6009641

(Premium in ₹ Lakhs)

Name of the Insurer: Universal Somp General Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire	1375.27	2235.85	11299.00	18457.00	631.06	651.80	2888184.63	3991002.71
Previous year	744.21	1584.05	10453.00	16374.00	263.78	405.60	1364965.75	2480693.65
Marine Cargo	144.71	406.50	264.00	474.00	20.65	42.44	1711360.71	3695128.81
Previous year	124.06	364.06	197.00	332.00	70.51	155.71	1062871.24	2803390.69
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)	144.71	406.50	264	474	20.65	42.44	1711360.71	3695128.81
Previous year (Total)	124.06	364.06	197	332	70.51	155.71	1062871.24	2803390.69
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	155.46	320.26	160.00	326.00	82.36	-1.16	95141.81	146052.19
Previous year	73.10	321.42	171.00	334.00	27.96	120.73	72529.71	154618.11
Motor Own Damage	1078.36	1865.84	35044.00	59351.00	130.39	196.62	39964.13	150296.36
Previous year	947.97	1669.22	34452.00	57457.00	44.25	-32.70	83725.45	134157.34
Motor Third party	1044.06	1662.35	0.00	0.00	-15.91	-18.45		
Previous year	1059.97	1680.80	0.00	0.00	819.74	1202.15		
Motor (Total)	2122.42	3528.19	35044	59351	114.49	178.17	39964.13	150296.36
Previous year (Total)	2007.94	3350.02	34452	57457	863.99	1169.45	83725.45	134157.34
Workmen's compensation / Employer's liability	20	39	133	252	-2.65	-3.94	2520	6854
Previous year	22.38	43.33	121.00	251.00	11.15	22.60	3193.69	5826.88
Public Liability	5.29	10.26	19.00	41.00	4.12	8.81	7193	11928
Previous year	1.17	1.45	5.00	7.00	0.23	-3.63	2100.00	2600.00
Product Liability	0.62	2.44	1.00	4.00	-1.58	-2.23	240.00	1220.00
Previous year	2.20	4.67	1.00	4.00	1.57	4.04	0.00	475.25
Other Liability Covers	14	68	4	15	11.08	16.83	3060	8042
Previous year	3	51	14	51	-20	14	1132	9147
Liability (Total)	39.51	120.40	157	312	10.97	19.47	13013.07	28044.46
Previous year (Total)	28.54	100.93	141	313	-7.37	37.09	6426.09	18048.76
Personal Accident	32.76	159.10	687	1051	19.07	77.17	6395026.70	7195385.84
Previous year	13.69	81.93	582.00	830.00	4.68	-12.59	116949.41	598644.91
Medical Insurance	711.20	2164.86	4867	8556	204.23	868.70	32980.01	112616.39
Previous year	506.97	1296.15	3302	5841	160.51	221.89	18260.40	67123.10
Overseas Medical Insurance	1.80	3.12	74.00	139.00	0.45	0.07	21826.26	38023.40
Previous year	1.36	3.05	64.00	263.00	0.20	1.89	13202.63	67214.39
Health (Total)	713.00	2167.98	4941	8695	204.68	868.78	54806.27	150639.79
Previous year (Total)	508.32	1299.20	3366	6104	160.71	223.79	31463.03	134337.49
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	1.87	0.00	2.00	0.00	1.87	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	471.53	1200.56	14768.00	23187.00	10.16	74.09	462004.42	809913.55
Previous year	461.37	1126.47	14750.00	21757.00	162.97	547.68	237947.51	547961.69
Grand Total	5054.66	10140.71	67320	111855	1093.44	1912.63	11659501.73	16166463.71
Previous year (Total)	3961.22	8228.08	64112	103501	1547.23	2647.44	2976878.19	6871852.65

\*Wherever applicable



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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)								
Previous year (Total)								
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)								
Previous year (Total)								
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)								
Previous year (Total)								
Personal Accident								
Previous year								
Medical Insurance								
Previous year								
Overseas Medical Insurance								
Previous year								
Health (Total)								
Previous year (Total)								
Crop Insurance	4939.83	17455.83	22934	46505	-70.66	5768.72	245510.44	533128.61
Previous year	5010.49	11687.11	34145	59134	1121.98	4002.84	275273.12	437623.83
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	<b>4939.83</b>	<b>17455.83</b>	<b>22934</b>	<b>46505</b>	<b>-70.66</b>	<b>5768.72</b>	<b>245510.44</b>	<b>533128.61</b>
Previous year (Total)	<b>5010.49</b>	<b>11687.11</b>	<b>34145</b>	<b>59134</b>	<b>1121.98</b>	<b>4002.84</b>	<b>275273.12</b>	<b>437623.83</b>

\*Wherever applicable



Name of the Insurer: Apollo Munich Health Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	103.55	182.65	2605	4230.00	103.55	182.65	192856.70	751371.82
Previous year	76.62	125.81	2595	4046.00	76.62	125.81	49412.25	77818.38
Medical Insurance	3156.85	6726.25	23739	44410.00	3156.85	6726.25	139605.85	401990.03
Previous year	3030.31	6417.03	18537	34178.00	3030.31	6417.03	70176.20	131460.27
Overseas Medical Insurance	87.49	175.13	3887	7593.00	87.49	175.13	457926.00	820803.75
Previous year	57.15	124.13	3135	5405.00	57.15	124.13	314134.50	662490.00
Health (Total)	3244.34	6901.38	27626	52003	3244.34	6901.38	597531.85	1222793.78
Previous year (Total)	3087.46	6541.16	21672	39583	3087.46	6541.16	384310.70	793950.27
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	68.50	204.38	0	0	68.50	204.38	299915.00	577505.00
Previous year	64.44	169.69	0	2.00	64.44	169.69	326710.00	853705.00
Grand Total	<b>3416.38</b>	<b>7288.41</b>	<b>30231</b>	<b>56233</b>	<b>3416.38</b>	<b>7288.41</b>	<b>1090303.55</b>	<b>2551670.60</b>
Previous year (Total)	<b>3228.53</b>	<b>6836.67</b>	<b>24267</b>	<b>43631</b>	<b>3228.53</b>	<b>6836.67</b>	<b>760432.95</b>	<b>1725473.64</b>

\*Wherever applicable



(Premium in ₹ Lakhs)

FOR AND UP TO THE MONTH OF MAY, 2013

Amount of Premium w/ in Rural Areas		No. of Policies in Rural Areas		Amount of Premium 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
123.10	351.22	24255	74953	115.93	340.00	27398	77508	103171	243102
204.44	251.13	20327	21966	78.29	104.32	16075	21394	106009	216256
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
122.67	350.60	23620	74029	115.93	340.00	27398	77508	103171	243102
203.52	249.68	20280	21884	78.29	104.32	16075	21394	106009	216256
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	4243	7595
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	5681	10300
122.67	350.60	23620	74029	116	340.00	27398	77508	98928	235507
203.52	249.68	20280	21884	78	104.32	16075	21394	100328	205956
0.43	0.62	635	924	0	0.00	0	0		
0.92	1.46	47	82	0	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: *Export Credit Guarantee Corporation of India Ltd.,*

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident								
Previous year								
Medical Insurance								
Previous year								
Overseas Medical Insurance								
Previous year								
Health (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance								
Previous year								
Credit Guarantee	10379	18543	826	1394	1938	3104	400786	679804
Previous year	8441	15439	707	1367	498	962	291967	656098
All Other Miscellaneous								
Previous year								
Grand Total	<b>10378.86</b>	<b>18543.12</b>	<b>826</b>	<b>1394</b>	<b>1937.88</b>	<b>3103.73</b>	<b>400785.63</b>	<b>679804.37</b>
Previous year (Total)	<b>8440.98</b>	<b>15439.39</b>	<b>707</b>	<b>1367</b>	<b>498.09</b>	<b>961.62</b>	<b>291967.17</b>	<b>656098.12</b>

\*Wherever applicable



Name of the Insurer: Max Bupa Health Insurance Company Limited

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	8.02	14.48	396	940	8.02	14.48	7013.56	11492.56
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	1,976.88	3,830.00	13250	25629	1976.88	3,830.00	132450	251534.85
Previous year	1,374.15	2,416.81	0	8791	1,374.15	2,416.81	27299	55085.60049
Overseas Medical Insurance								
Previous year								
Health (Total)	1976.88	3830.00	13250	25629	1976.88	3830.00	132449.85	251534.85
Previous year (Total)	1374.15	2416.81	0	8791	1374.15	2416.81	27299.00	55085.60
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	<b>1984.90</b>	<b>3844.48</b>	<b>13646</b>	<b>26569</b>	<b>1984.90</b>	<b>3844.48</b>	<b>139463.41</b>	<b>263027.41</b>
Previous year (Total)	<b>1374.15</b>	<b>2416.81</b>	<b>0</b>	<b>8791</b>	<b>1374.15</b>	<b>2416.81</b>	<b>27299.00</b>	<b>55085.60</b>

\*Wherever applicable



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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	137.59	261.19	10424	19671.00	39.51	77.59	145294.32	305586.92
Previous year	98.08	183.60	9674	16820.00	13.78	34.40	452661.21	586282.33
Medical Insurance	5809.51	11037.50	91928	176465.00	1684.27	-1618.18	558849.25	995465.35
Previous year	4125.24	12655.68	81565	148763.00	1277.23	-12404.47	328277.90	586707.25
Overseas Medical Insurance	197.68	418.21	6458	12587.00	18.38	102.51	75463.60	734918.24
Previous year	179.30	315.70	5919	10490.00	7.24	4.50	673820.28	1167644.59
Health (Total)	6007.19	11455.71	98386	189052	1702.65	-1515.67	634312.85	1730383.59
Previous year (Total)	4304.54	12971.38	87484	159253	1284.47	-12399.97	1002098.18	1754351.84
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous	0.00	0.00	0	0.00	0.00	0.00	0	0.00
Previous year	0.00	0.00	0	0.00	-31.14	-63.18	0	0.00
Grand Total	<b>6144.78</b>	<b>11716.90</b>	<b>108810</b>	<b>208723</b>	<b>1742.16</b>	<b>-1438.08</b>	<b>779607.17</b>	<b>2035970.51</b>
Previous year (Total)	<b>4402.62</b>	<b>13154.98</b>	<b>97158</b>	<b>176073</b>	<b>1267.11</b>	<b>-12428.75</b>	<b>1454759.39</b>	<b>2340634.17</b>

\*Wherever applicable



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

**BUSINESS FIGURES:**

LINE OF BUSINESS	Total Premium u/w		Total No. of Policies Issued		Accretions during the month (premium)		Sum Assured	
	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month	For the month	Up to the month
Fire								
Previous year								
Marine Cargo								
Previous year								
Marine Hull (Including Onshore & Offshore oil energy)								
Previous year								
Marine (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Aviation								
Previous year								
Engineering								
Previous year								
Motor Own Damage								
Previous year								
Motor Third party								
Previous year								
Motor (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Workmen's compensation / Employer's liability								
Previous year								
Public Liability								
Previous year								
Product Liability								
Previous year								
Other Liability Covers								
Previous year								
Liability (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Personal Accident	39.20	45.31	15.00	27.00	39.20	45.31	62636.42	74172.12
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medical Insurance	1916.38	4099.00	2194.00	4427.00	1916.38	4099.00	73624.60	298481.20
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Overseas Medical Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Previous year	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Health (Total)	1916.38	4099.00	2194.00	4427.00	1916.38	4099.00	73624.60	298481.20
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00
Crop Insurance								
Previous year								
Credit Guarantee								
Previous year								
All Other Miscellaneous								
Previous year								
Grand Total	1955.58	4144.31	2209	4454	1955.58	4144.31	136261.02	372653.32
Previous year (Total)	0.00	0.00	0	0	0.00	0.00	0.00	0.00

\*Wherever applicable







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## Why insurance?



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## Why raincoat?

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



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24 Aug 2013 Venue: Kolkata	<b>58th Annual Conference of III</b> By Insurance Institute of India, Mumbai.
26 – 28 Aug 2013 Venue: NIA, Pune	<b>Workshop on Distribution Channel Management (NL)</b> By National Insurance Academy.
02 – 03 Sep 2013 Venue: Singapore	<b>9th Asia Conference on Pensions &amp; Retirement Planning</b> By Asia Insurance Review.
05 – 06 Sep 2013 Venue: Singapore	<b>1st Asia Conference on M&amp;As in Insurance</b> By Asia Insurance Review.
16 – 18 Sep 2013 Venue: NIA, Pune	<b>Health Claims Management</b> By National Insurance Academy.
16 – 19 Sep 2013 Venue: Beijing	<b>FAIR Conference</b> By China Reinsurance (Group) Corporation.
23 – 25 Sep 2013 Venue: NIA, Pune	<b>Corporate Governance Issues for Senior Management</b> By National Insurance Academy.
30 Sep – 02 Oct 2013 Venue: Dubai, UAE	<b>2nd MENA Rendezvous</b> By Middle East Insurance Review.
07 – 08 Oct 2013 Venue: Bahrain	<b>2nd Annual Middle East Takaful Forum</b> By Middle East Insurance Review.
10 – 11 Oct 2013 Venue: Singapore	<b>1st Asia Agriculture Insurance Conference</b> By Asia Insurance Review.

# view point



Since the financial crisis, supervisors across the sector have worked diligently to address risks to the global financial system from systemically important financial institutions or SIFIs and macro prudential shocks.

**Mr. Peter Braumüller**

Chair of the IAIS Executive Committee.

While the exit of a market leader could be disruptive, within the insurance sector there is a proven history of a robust, competitive market absorbing the business of failing insurers and attracting new capital.

**Mr. Ben Nelson**

CEO, National Association of Insurance Commissioners.

In recent years, financial crime-related issues involving financial institutions have increasingly made global media headlines. Criminal activity has become more sophisticated with innovations in financial products and services, and the ease with which assets are moved across borders.

**Mr. Lee Boon Ngiap**

Assistant Managing Director (Banking and Insurance Group),  
Monetary Authority of Singapore.

The general insurance industry remained profitable and well capitalised. The underwriting result reflected a significantly lower incidence of natural disasters, after a spate the previous year, but this was more than offset by falls in interest rates that increased the value of long-tail insurance liabilities.

**Mr. John F. Laker**

Chairman, Australian Prudential Regulatory Authority.

Insurance supervision is a skill of its own, and while our supervisors do move roles between insurance and banking in both directions, we want to ensure that we have groups of truly expert insurance and banking supervisors.

**Mr. Andrew Bailey**

Deputy Governor, Prudential Regulation and Chief Executive Officer,  
Prudential Regulation Authority, UK.

The insurance industry has a great impact on enabling the people and industry to undertake reasonable amount of risk which is the propelling force in economic advancement and the well-being of a country.

**Mr. T.S. Vijayan**

Chairman, Insurance Regulatory & Development Authority, India.



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