

• MEDIA YEARBOOK • 2016-17

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• PREFACE

The General Insurance industry in India has witnessed one of the most exciting phases during the financial year 16-17. There has been a remarkable uptick in terms of growth, innovations and reforms in the industry which projects a better and brighter future for us. The industry is attractively positioned at a confluence of insurance underpenetration on one hand, and rising awareness of insurance products as a risk mitigation tool on the other. After completing 10 years of journey, Future Generali India Insurance Company Limited, is well positioned to capitalise on these opportunities to drive a sustainable growth.

During the last financial year, we have emphasised upon building our brand visibility, by showcasing our developments, innovations, challenges and achievements in the mass media space. For sharing the highlights of our journey, we are presenting 'Future Generali Media Yearbook 2016-17', a handbook of major media coverage on Future Generali over the last fiscal. During this period, we have leveraged the rich expertise and knowledge of our top management with media, sharing their views and opinion on company as well as industry developments. We have explored all medium like print, online and electronic to reach out to our target audience in order to create awareness and build preference for our company.

The handbook has been segregated into nine broad categories to enable you to relate to the stories / news that got published during the year. We sincerely hope that you find this yearbook interesting and insightful.



CORPORATE STORIES

आशेव्य विमा

देशातील विमा उद्योग आता चांगलाच स्थिरावला आहे, ग्राहकांमध्ये विमा या संकल्पनेबद्दल होतं असलेल्या जागरूकतेच्या पार्श्वभूमीवर आणि उंचावणारे जीवनमान आणि बदलणारी जीवनशैली या पार्श्वभूमीवर आता विमा कंपन्यांनी देखील नवनवीन उत्पादने बाजारात आणण्यास सुरुवात केली आहे. विम्याच्या विविध प्रकारातील महत्त्वाचा मानला जाणारा प्रकार म्हणजे आरोग्य विम्याचा, सध्या अनेक लोक विशेषतः संघटित क्षेत्रात किंवा नोकरीत असलेले लोक हे प्राम्ख्याने ग्रूप इन्श्र्रन्सच्या माध्यमातून विम्याने संरक्षित आहेत; तर काही लोक व्यक्तिगत पातळीवर आरोग्य विम्याची सविधा घेत या प्रकाराशी जोडले गेलेले आहेत. परंत् झपाट्याने बदलणारी जीवनशैली आणि त्याद्वारे जडणारे विकार आणि एकणच वैद्यकीय उपचारांचा वाढता खर्च याचा विचार करता आता आरोग्य विमा ही काळाची गरज झाली आहे. त्यासंदर्भात फ्यूचर जनराली

इंडिया इन्श्रन्स कंपनी लिमिटेडच्या हेल्थ इन्श्ररन्स विभागाचे प्रमुख श्रीराज देशपांडे यांच्याशी केलेली ही बातचीत...

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थ इन्शुरन्सच्या सद्य:स्थितीबद्दल काय सांगाल?

आता तर चांगले वातावरण आहे. ऑगस्ट २०१६ मध्ये हेल्थ इन्धुरन्ससंदर्भात काही नवीन निवमावली आली आहे. त्यात बन्धाच गोष्टी या २०१३ पासून सुधारणा ब्रालेल्या आहेत महत्त्वाच्या गोष्टी म्हणजे स्पष्टता आली आहे. जनरल आणि हेल्थ इन्शुरन्स यामध्ये स्पष्टता आली. आधी वेलनेस या संकल्पनेअंतर्गत काही कखरेज होते. पण गये जे नियम आलेले आहेत, त्यात स्पष्टता बाटते विशेषतः बाहकाला लाभ मिळतानाच विमा योजनात तो सहमागी होईल, अशासाठी त्याला प्रवृत्त करुयासाठी काही CELEBRATING अभिनव संकल्पनांचाही अंतर्भाव या नियमांदारे करण्यात आलेला आहे. उदाहरणार्थ सांगायचे तर, आधी काही विमा योजनेत येलनेसचाही अंतर्भाव असावचा, पण आता जर ग्रहकाने स्वतःचे आरोग्य उत्तम राखर स्थाच्या

वेद्यकीय बाबण्यांतून त्याची स्थिती उत्तम दिसून आली तर त्याला

विमा योजनेच्या प्रीमियममध्ये काही प्रमाणात प्रोत्साहन म्हणून

सूट अधवा अन्य लाभ देण्याची पद्धती लढ होताना दिसत

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CORPORATE STORIES

Amrutwel Money Plus January 2016 issue

Shreeraj Deshpande shared his views on health insurance regulations announced by IRDAI and its benefits to policyholders, key features of Helath Total product, etc. in the regional magazine, Money Plus.

आहे. किंवा तशी विमा उत्पादने बाजारात येक शकतात.

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सुरुवातीला २०१३ प्रमाणे यूप विमा योजना या एक वर्ष कालावधीच्या असायच्या, पण आता त्या क्रेडिट लिंक योजनांमच्ये परावर्तित करून त्या पाच वर्षांपर्वत देक शकतात. नव्या नियमांतील आणखी एक वैशिष्ट्यपूर्ण बाब ग्हणजे, सदीन उत्पादन जेव्हा विमा कंपन्या सादर करतात तेव्हा अनेकवेळा ते उत्पादन वशस्वीतेच्या कसोटीवर उतरेपर्वत प्रयोग म्हणून गणले जायचे. मात्र प्रयोग म्हणून गणले जात असले तरी ते सुरू ठेवावे लागे. एकदा सुरू केले की ते बंद करता वंत नसे. पण नव्या नियमांतर्गत, एक मोठा लाभ प्राप्त होताना दिसत आहे. तो म्हणजे एखादे नवीन विमा उत्पादन अधवा बोजना ही पायलट प्रोजेक्ट म्हणून रावविण्याची मुभा विमा कंपन्यांना मिळाली आहे. रिटेल आणि हुए अशा दोन्ही घटकांत पायलट पद्धतीने पाच वर्षासाठी या योजनांना मृदत देण्यात आली आहे. जर योजना नीट चालली तर ती सक देवा अथवा मंग ती बंद करा, अशी तरतुद करण्यात आलेली आहे. ही तरतुद आल्यामुळे विमा कंपन्या आता अधिकाधिक नवीन व अमिनव उत्पादने सादर करण्याचे घाडस करतील.

दुसत महत्त्वपूर्ण बदल म्हणजे विशेषतः ग्रुप विमा योजनामध्ये झालेला आहे, आपल्याला कल्पना असेल की ग्रुप विमा योजना या च्या कंपनीत ग्रुप योजना शब्दिण्यात येणार आहे, त्या कंपनीच्या कर्मचाऱ्या मरला डोक्यासमीर टेवत त्यानुसार त्यांची रचना करण्यात येले, अशा वेकी विमा कंपन्यांना प्रत्येक योजनेच्या निर्मिती वा आवर्णानंतर त्यांची येणकी परवानगी ध्यांची लगत असे. परंतु आला आची वापर सुरू कारा, मन परवानगी, असे तत्त्व अबलंबले जाणार आहे. त्यामुळे वेकेची बचत होईल. या सान्या घडामोडी या सकारात्मक असून यांचे निश्चित परिणाम विमा उद्योगाच्या वाढीच्या कपाने होताना दिसून येतील. तसेच आरोब्य विन्याचं जे प्रमाल आजवर हुप योजनांत अधिक होते, ते आता रिटेल ग्राहकांत्रही लक्षणीयरीक्या यावताना विसेल.

तस्या गुंतवणूक क्षेत्रात्मी विजिटलायझेशन हा शब्द सातस्याने ऐक् येत आहे. या विजिटलायझेशनमा काय व कसा फायदा होताना विसेल?

डिजिटलायझेशनची चर्चा निश्चित सर्वत्र आहे आणि तो अतिशय महत्त्वाचा मुद्दा आहे. आता जर निश्चलनीकरणाच्या पार्श्वभूमीवर डिजिटलायझेशनच्या प्रक्रियंबद्दल बोलायचे तर आपच्याकडे डिजिटलायझेशनची सुविधा उपलब्ध आहे. प्राहकांना त्वांच्या प्रीमियमचा भरता करण्यात कोणाव्याही प्रकार अव्रचण वेऊ नये वाकरिता डिजिटल प्लंडफाँमंबर आधारित तार्व प्रकारच्या पर्यायांच्या सुविधा आमही ग्राहकांना उपलब्ध करून दिल्या आहेत. यामध्ये मण पेमेट व्हॉलेट असेल किंवा क्रेडिट काई किंवा अन्य सर्व प्रचलित प्लंडफाँम्या माध्यमांतून ग्राहकांना सेवा उपलब्ध करून हिली आहे.

डिप्टिटलायझेशन महत्त्वाचे आहेच. कारण आज लोगा काही. देखील औषण, बिले मिळण्याचे गैरप्रकार होतात. त्यामुळे जर दिकत ह्यायचे महटले तर मोबाईलध्या माध्यमातून, डिजिटल प्लॅटफॉर्मध्या माध्यमातून त्यांचे आधिक य्यवहार करत अस्थल्याचे असमा पाहात आहोत. तसेच वितीय योजनांबहल सांगायचे तर असमा पाहात आहोत. तसेच वितीय योजनांबहल सांगायचे तर

त्यांचीही विकी ऑनलाईन पद्मतीने होत आहेच पण मला वाटते की, विश्रीय योजनांची ऑनलाईन विक्री करण्याची जी प्रक्रिया आहे ती अतिशय सुलमतेने व्हायला हवी. लोकांकडे वेळेचा अभाव असल्याचे कारण आहेच; पण ती प्रक्रिया अधिक सुलम आणि पटकन झाली तर निश्चित लोक या मार्गाचा अवलंब करतील, असे वाटी

हॉस्पिटल आणि अन्य पैदाकीय उपचारांवेळी सुलभतेने व्यवहार प्रक्रिया व्हायला हवी आता आपण हॉस्पिटलमध्ये जेव्हा क्लेम स्विधेसाठी जातो, त्यावेळी हॉस्पिटलमधील कर्मचारी ऑधरायझेशन करण्यासाठी संबंधित रुग्णाची कागदे स्कॅन करून ई-मेल करतात. अधवा फॅक्स करतात. आन्ही एक मॉडवल विकसित केलेले आहे. त्याअंतर्गत रुग्णाच्या कागदोच्या ऑधरायझेशनधी व्यवस्था आमही आमध्या वेशसाईटवर उपलब्ध करून दिलेली आहे. यानुसार जेव्हा एखादी व्यक्ती हॉस्पिटलमध्ये उपधारासाठी जाईल आणि आपली विम्याची कागदे हॉस्पिटलच्या कर्मचारी वर्गाकडे देईल, लेखा तो कर्मचारी ती कागदपत्रे आमध्या कंपनीच्या वेबसाईटवर अपलोड करेल आणि त्यांची पहलाळणी करून आमध्या कंपनीतर्फे तातडीने त्याला मंजरी दिली जाईल. बहुतांशवेळा रुग्याला अथवा हॉस्पिटलच्या कर्मचान्यांना अशा स्थितीत विमा कंपनीच्या अधिकान्यांशी प्रत्यक्ष * संवादही साधावा लागतो. त्यामुळे फोन अधवा अन्य माध्यमातून संपर्क प्रस्थापित केला जातो. पण आप्ती आमध्या वेबसाईटवर जिथे जागदपत्रे अपलोह करायची आहेत तिथे ग्रहकांच्या सोयी-सुविधेसाठी बॅट विन्डोचा पर्याय दिलेला आहे. यामुळे कोणतीही अहन्या अधवा शंका निर्माण झाल्यास त्या चॅटच्या माध्यमात्न त्याचे तातदीने निराकरण करणे शक्य झाले आहे. एवदेच नव्हे तर आम्ही व्हॉटसॲपच्या माध्यमातून देखील प्राहकांची काही कागदपत्रे स्वीकारतो. त्याकरिता कंपनीने आपला व्हॉटसऑप क्रमांक दिलेला आहे. पोस्टाने अथवा क्रियर करण्याची गरज नाही. लोकांच्या सीवींचा विचार करून तंत्रज्ञानाच्या आधारे उपलब्ध सुविधांची उपलब्धना करून देण्यात आलेली आहे. डिजिटलायझेनचा आणखी एक मुख्य फायदा असा दिसतो की, जेव्हा हॉस्पिटल आणि टीपीए - विमा कंपन्या या इलेक्ट्रॉनिकली जोडल्या जातील आणि त्यांच्यातील महितीची इलेक्ट्रॉनिकली देवाण-घेवाण होईल त्याबेळी ही व्यवस्था अधिक सुदृढ व गतिमान होईल तसेच घोटाळ्यांच्या किया फलवण्कीच्या घटनाही टाळता येण्यास मदत होईल.

यावतीवत तंत्रज्ञानाच्या माध्यमातून आपण आरोग्य विमा संवेधी व्यामी देखील बाइण्यास देखील मदत होईल आनाच्या घडीला होस्पिटलमध्ये दाखल झाल्याखेरीज बहुतांश प्रकरणी कलेम होत नाही. त्यामुळ बरावता जो का आहे, ज्यांना होस्पिटलमध्ये दाखल होण्याची मरज नाही, पण उपधार धेणे परजेचे आहे. अशा लोकापर्यंत प्राह्मचाणे गरजेचे असते ते सुलम होईल. पण आपल्याला माहिती आहे की, आपल्याळडे डॉक्टराच्या प्रिस्केष्णनाशिक्या देखील औषध, बिले मिळण्याचे गैरप्रकार होतात. त्यामुळे जर तंत्रज्ञान पूर्णपणे विकसित झाले तर, जे आल्डर पेशट किया ज्यांना उपलासाठी होस्पिटलमध्ये दाखल होण्याची मरज नाही असे रूप जर डॉक्टरळडे थेले आणि त्यांनी तपासन त्या रूपणाची, त्याच्या

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Amrutwel Money Plus January 2016 issue

आजारची, जपबारपद्भती, औषधे आणि विमा कार्डाचा तपशील तो २०२१ पर्यंत दूपटीने वादत ५० हजार कोटी रुपयांच्यावर याची कॉम्प्यूटरमध्ये एन्ट्री केली आणि मग ही माहिती केमिस्ट्ये जाईल, असा अंदाज वर्तविला जात आहे. मात्र असे होत असताना दकानापर्यंत, विमा कंपन्यापर्यंत पोतंचली व रुगाला औषध या क्षेत्रप्रया सर्वेक्य विकासासाठी काही गोष्टी ठोसपणे करण्याची मिळतानाच त्याचे विमा बलेमही मिळाले तर या प्रक्रियेला निश्चित आवश्यकता आहे आपण जर पिरॅमिडस्था अनुषंगाने याकडे पाहिले असा लाभ रूणांना मोठ्या प्रमाणावर होईल.

तो मुद्रा म्हणजे व्यवहार खर्चाचा. सच्या आम्ही २५० रुपयोचा वलेम सेटल करायचा असेल अथवा अडीच लाख रुपयांचा याकरिता विसीय व्यवहार खर्च होतीच आता आपल्याको रूगांचा पॅटर्न पाहिला तर ७० टक्के रून हे आकट पेशट पद्धतीचे अर्थात हॉस्पिटलात दाखल न होणारे असे असतात तर ३० टबके प्रत्यक्ष हॉस्पिटलात दाखल होत उपचार घेताना दिसतात. हॉस्पिटलच्या तुलनेत बहतांशवेळा या आऊटपेशंटचे बिल अधवा वलेम कमी असतात त्यामुळेच वित्तीय व्यवहार खर्च करण्यासाठी लंज्ञ्ञान विकसित होणे गरजेचे वाटते. वितीय व्यवहार खर्च जर कमी झाला तर निक्षितव या ७० टक्के आऊट पेशंटपैकी अनेक लोक हे विमा कंपन्थांकडे येत स्वतःसाठी विम्वाचे कवव प्राप्त वस्तन चेळ

विजिटलायझेशनच्या प्रक्रियेला गतिमान करण्यासाठी सरकारी पातळीवरून काही मदत प्राप्त होतेय का?

मला गाटते की मुळात आरोप्य हा विषय सरकारी पाठळीवर जरा गुंतागुंतीचा आहे. कारण आरोध्यातील कोणता माग राज्य सरकारचा विषय आणि कोणता केंद्र सरकारच्या अखत्यारीत आहे ही बाब तथी ग्ताग्तीची आहे. २०१० साली विलनिकल एस्टॉब्लिशमेंट ॲक्ट सर्व राज्यांनी हा कायदा स्वीकारावा असे सांगितले. आजवर फक्त ८ ते ९ राज्यांनीय स्वीकारला आहे. काही राज्ये म्हणतात की, आग्ही तो बदलून स्वीकारणार आहोत. पण मला वाटते की, यामध्ये वर युनिफॉर्मिटी राख् शकलो तर अमलबजावणी शुलभ होते. नाही तर विमा उद्योगासाठी तरी ही यनिकॉर्मिटी आणावी लागेल. अग्सी आता विमा कंपन्यांनी सर्व विमा योजनांचे फॉर्म, ऑधरायझेशन आदी मलमत गोष्टी या आमरी स्टॅडर्डाइजड केलेल्या आहेत. आजव्या धडीला प्रत्येक हॉस्पिटलची डिस्चार्ज समरी, बिलिंग पद्धती वेगळी आहे. याचबरोबरीने आणसी एक महत्त्वाचा मुद्दा असा की, रुग्णांना होणारे आजार आणि त्याचे वर्गीकरण करण्याची हॉस्पिटल आणि विमा कंपन्या यांच्या पद्धतीत फरक आहे. हा फरक सॉफ्टवेअरमुळे आहे. कारण हॉस्पिटल आणि विमा कंपन्या या दोन्ही घटकांत सामायिक अधवा सर्वसमावेशक असे सॉफ्टवेअर वापरले जात नाही, दोन्ही ठिकाणी भिन्न सॉफ्टवेंअर वापरले जाते. वण जर याचे संस्थीकरण झाले तसेच हॉस्पिटल आणि विमा कंपन्यांमध्ये ई-पद्धतीने पाहितीचे आदान-प्रदान करण्यासाठी जर स्टेंडर्ड फॉर्मेटिंग झाले तर त्याचा निश्चित असा फायदा रूगा, हॉस्पिटल आणि विमा कंपन्या या साऱ्याच घटकांना होताना दिसेल

आरोप्य दिमा क्षेत्राचा भविष्यातील प्रदास करा। असेल असे

आरोग्यविभ्याचे क्षेत्र हा झपाटवाने विस्तारणारा विषय असून सध्या २५ हजार कोटी रुपयांच्या घरात असलेला हा उद्योग २०२०

तर सर्वात वरचा भाग हा संघटित क्षेत्रातील आहे. नोकरी करणारा मात्र या निमित्ताने आणर्खी एका मुझ्याकडे लक्ष वेधावेले बाटले - नोकरदार वर्ग आहे. हा वर्ग हा ग्रुप इन्स्ट्रून्स्या माध्यमातून संरक्षित आहे. तर सीए, वकील, डॉक्टर यांच्यासारखे प्रोफेशनल्स स्वतःच्या विमा योजनेची खरेदी करून संरक्षण करून घेत आहेत. पिरॅमिडच्या सर्वात खालच्या स्तराला राजीव गांधी जीवनदायी अथवा राष्ट्रीय स्यासध्य योजना या गरीब अधवा दारिट्य रेषेखालील लोकासाठी उपलब्ध आहेत. म्हणजे पिरेमिहचा वरचा भाग आणि खालचा भाग हा विमा संरक्षणाच्या टप्प्यात अवस्थाचे दिसते. परंतु मधला जो भाग आहे तो अद्यापही विन्याच्या संरक्षणपासून वंचित असल्याचे दिसते. त्यापर्यंत पोहोचणे महत्त्वाचे आहे. आज मोठ्या शहरांतून सहणाऱ्या लोकांपर्यंत पोहोचणे तुलनेने सुलम आहे. पण जे लोक द्वितीय आणि तृतीय श्रेणी शहरात शहतात, त्याच्यापर्यंत पोहोचणे आव्हानात्मक आहे. सरकारदेखील त्यांच्यापर्यंत पोहोचण्यासाठी काही प्रोत्साहनदायी योजना राहयत आहे. पण त्याधसोबत विमा कंपन्यादेखील तिधवर पोहोचण्यासाठी मोठवा प्रमाणावर प्रयत्नकील

आरोध्य विम्याचा विकास तर निश्चितच दृष्टिपथात आहे. पण त्यादृष्टीने कंपनीचे ध्येय करो आहे. नवीन काही उत्पादने, याबद्दल काय सांगाल?

आमधे ध्येय असे आहे की, २०२०-२०१२ पर्यंत आम्हाला आमधी बाजारातील हिस्सेदारी ही १० टक्क्यापर्यंत न्यायची आहे. त्या दृष्टीने ध्येय निस्धिती केली आहे. सध्या हा मार्केट शेअर दीह ते दोन टका इतका आहे. अर्थात १० टके ही आकडेवारी जास्त वाटत असली तरी निश्चित प्रमाणात प्रयत्न हे सरू आहेत. त्यामुळे समाजाच्या सर्व स्तरातः, विविध माध्यमात्न पोहोबाग्याच्या दृष्टीने अमही कार्यरत आहोत. सध्या आमवा मुख्य व्यवसाय हा पुप विम्याच्या माध्यमातून होतो. पण त्याचसोबत जाता आम्ही रिटेल बाहकांकडे विशेष तथ देण्यास सुरुवात केली आहे. काही नवीन माध्यमातून रिटेल बाहकांपर्यंत पोहोचाण्याचा प्रयत्न करत आहोत. ऑफलाईन आणि ऑनलाईन अशा दोन्ही माध्यमांदारे आग्ही प्रयत्नशील आहोत. आमच्या प्रत्येक ऑफिसमध्ये आमही डायरेक्ट सेलिंग टिम्स देवलेल्या आहेत. बेका, सामीण भागातील बेंका, सहकारी बेंका अशा विविध माध्यमातून आग्ही रिटेल प्राह्कांपर्यंत पोहोचत अहोत. एक कोटी असेल किया तळागाळातल्या लोकांना स्विधा उपलब्ध करून देण्यासाठी विविध प्रकारच्या योजनाची निर्मिती व अंगलबजावणी करत जाहोत. हेल्ब सरका आहे किंवा हॉस्पिकेश, अशा विविध योजना विविध शेणीतील लोकांसाठी आमरी तयार केल्या आहेत. पढ़चे चार ते पाच वर्ष आमरी रिटेल " हेल्थ या विषयाकडे लक्ष केंद्रित करून आहोत आणि त्यानुसार त्यावर जोर देत आहोत. शाहकांच्या गरजा, बाजारातील स्थिती त्यानुसार नवनव्या उत्पादनांची निर्मिती करत आहोत.



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High costs dull health cover appeal: Survey

TIMES NEWS NETWORK

Mumbai: Non-affordability is turning out to be a major deterrent in purchase of health insurance despite high awareness of the rising cost of treatment and about the incidence of critical illnesses. This also results in many owning health insurance policies dropping out at the time of renewal.

According to a survey conducted by Future Generali Insurance, customers do understand that healthcare costs have risen. A majority of the respondents in the poll feel that healthcare expenditure is growing at a faster clip than household income.

Also, over 70% of the respondents know of a family member who received treatment on account of a critical illness. Yet, when it comes to buying health insurance, many continue to be deterred by the costs. Among youngsters in the age group 18-25, around 42% did not buy health insurance because of the high premium rates.

BITTER PILL

In the age group 26-35, 64% of those polled said that the premium was expensive. In this age group, 19% have bought health insurance and have let their policy lapse because of higher rates. Among older people, over half of those polled said that they do not buy health insurance because of the cost.

The inability to control medical inflation is resulting

in the cost of health insurance rising every three years. This is a double whammy for the buyer as rates in any case go up with age. As a result, many low-income policyholders are dropping out.

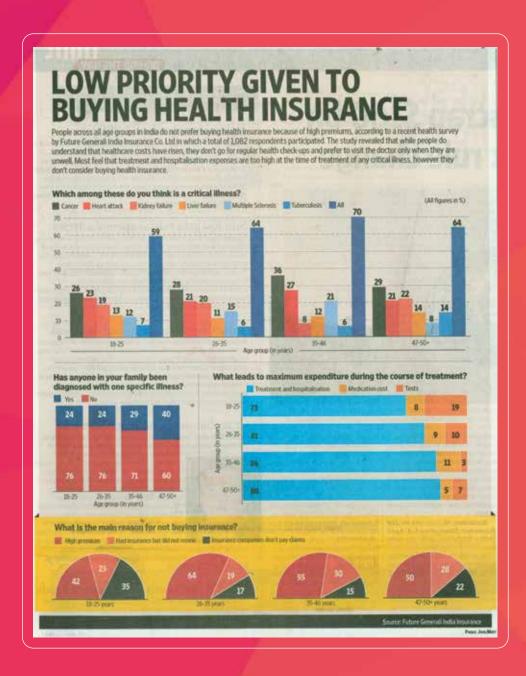
What exposes Indians further to health risks is the lack of fitness regime and a tendency to avoid routine checks and diagnostics unless there is a medical emergency. The survey shows that a third of youngsters (below 25 years) do not exercise while another third go for walks and the rest either engage in brisk walking or go for other kinds of exercises.

In the age group 26-35, 40% of the respondents said that they do not undertake any kind of exercise and only 44% took regular walks.

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The Times of India April 1, 2016

Exclusive three column story was published basis the health survey conducted by us on its Times Business page, in TOI, India's most widely read mainline English paper.



CORPORATE STORIES

Mint *April 7, 2016*

Pictorial presentation of Future Generali India Survey on Critical Illnesses in Mint, India's second largest business daily.



भारतातल्या टायर १ शहरांमध्ये मधुमेह होण्याचं प्रमाण २०० टक्क्यांनी वाढलं आहे. ही अत्यंत गंभीर बाब आहे. केवळ मधमेहच नाही तर ककरोग, मृत्रपिंड तसंख वकृत निकामी होणं, इंदरोग या रोगांचं प्रमाणही वादत आहे. जगातला तरुण देश म्हणून ओळखला जाणारा भारत देश उद्या अनेकविध आजारांनी ग्रासलेल्या लोकांचा देश म्हणनही ओळखला जाऊ लागेल, या स्थितीचा सर्वांनीच गांभीयांने विचार करण्याची वेळ आता आलीं आहे.

ज्ञानमाना वेपकेपत्य विकारंगा वर्गाय पेउन त्यांन्यायाचा मोठव प्रमाणका करवाजी होतन त्यावरच्या उपमार्थन दिशा विकासे यामाठी दरकर्षे 'जार्गिक आरोग्य दिना'चे येनवेनश्री संकल्पन अपते, मंदाची संकापण आहे 'बंट हायबेटिम'. डापबेटिस अर्थात समुधेताचे अनेक रूगा दिसतात. भारत वर 'क्यूमेरिनी राजवानी' कपूर जगभगत जीवताल करें

भारतावरणं सनुपेशानं हे ओहां नेपकं किले आहे. आपि तो राजनकार्यारी किंगा बर्ग करम्पासरी कोंगते उपचार सुधोग्य तक शकतात, पाणाठी प्रश्लेकाइन मोसायते औप इंडिया आणि गोयो गॉरहिस्क इंडिया यांनी आठ शहरांमध्ये सखेंक्षण केलं, इस्बद्धाने होत असलेलं शहरीकरण आणि श्रीधीरिकरणमुखे भारतातस्य म्युमेरिये संख्य विशासन्तरीत्या बाहर असे, भारतीयमध्ये म्युमेहाचे प्रमाण बाहरवामाने तामानामी भारतेली जीवनतीली, आह्माच्या अयोग्य पदार्गी आणि व्यापानाचा अध्यय चा घटकांचा मोठा हात आहे.

इण्टरनेतासर डायबेटिस फेडनेशनच्या अवन्तेवरीप्रमाने दर ११ व्यक्तींमध्ये एकाला मध्येह असते. ईएसमा-नेवा चंदिस्क इंडिया यहाँ हेल्च दे सबीधवानुन हाती आसेल्या महिलोक्यो असेच चिंताजनक आकर्त हाती आते आहेत. टायर-१ रहरोजनमें सम्बेशमें स्थिते अध्य विशाजनक रक्ष्य २ क्रणबेटिसमाती क्रीक्टमं तीक्षाकटे अहे कारण त्यात मधुमेह होन्याचे प्रमुख २०० रक्कांनी पावलं आहे,



आरोग्यविम्याबाबतही हवी जागरूकता

प्यूचेर, स्टब्रेटीच, मुप्रदित विकासी श्रीम्यानसम्बद्ध प्रताब विकासीका चांपन्य इतिवेदलयानी उपकार करायचे तर सर्वस्थानन्दांन ते परवहत नहीत. स्थानुष्टे इत्देवाने आरोग्यविन्त बाहणं गरतेवं आहे. पांतु क्ष्मणाही भारतीय श्रामीत अस्तानार्थ प्रमुख करवार्थ हुन्तुराजांची केरोरचा एका सार्वेक्षणाहुन दिसार्थ आहे. १८ ते २५ वर्षाण्डलने ४२ शर्वेक तरण आरोपयिका काळत पार्टेस, विविधानार्थ मोडी स्कार है स्थानार्थ्य कारण आहे. ३५ टक्के तमणीन आर्थ चारले की कंपना करेन केम्पानंतर पैसे देश महीत तर ३३ टक्के अरोग्यनिम् काहरात पण नेतर त्याचे नुवर्गकरण कात सहीत. २६ ते ३५ वयोग्यतसम्य तस्याँगैकी ६४ उसके क्षानंत विद्या चीत्रमीचा विद्यासम्बद्धाना बाटले, १९ टक्के जाग अधीत्वरिच्य बाह्यता एव जेतर त्रहाची मृतनीबराय करता मारीत आणि १७ टब्बवर्डम्ब असं बरतावर उरलेलं असर्त की कंपन्य द्राव्यांची पूर्वताच करत नहीत. या सर्वधानको आबढे पहिले का आक्ष्यो करन विद्यो आरंग्यविमधाका पार कंदेर आएनाव दिसत नहीं, न्यामुक्ते जेवह स्कोरकरच संबेद परिविधते उद्भावे केवह 'उपनार्वमाठी पैक कमा उच्च करायना' हा त्याच्यापुरच प्रत्यो रंपेर करतेल असते, त्यापुरे य भारत विकारों त्याच्यारते वसे मुखेल अहार-विहासची आधरपचल असते तरीच मुचेना असोच्यियनाचीही गरंज असते.

अंगलात आपार्च खूप फरोज जातं.

पेग्याचे औषर्व ता मुक्ता रहतीलय, परंतु स्त्याच्या सहफारी प्रालेश्या १० पैकी ९ रण्याचेही प्रधानत दीर्घकालीन जारोग्याचा विचार करता ५० टक्के आवर्त समर्थन दिलं आहे. हे सब्देशन असेही संगते की, नुकरांच मधुनेहरनं ऑब्टर्स स्टब्संस इन्हरितन बेरपीकडे वळवळात. नियन प्रातेश्या रण्यांच योवनतेसीत बदल बरण्यातः एपडोब्राइन सोसायधी आफ इतियाचे अध्यक्ष डॉ.

मुक्यानं जातं, परितृ अस्त १० पैकी ७ रुग्यांच ते बदल । सारांक जोती पाला दुंबीरा देशतः, इन्युशिवसुक्री मधुमेही दीर्थकात निरोधी आणि कोणतीही गुंताबुंड नालेलं अपुध्य जप् शकतात. या सर्वक्षणात

- टीम मटा

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CORPORATE STORIES

Maharashtra Times April 7, 2016

A special story on the occasion of World Health Day titled 'Diabetes problems' highlighting FGII's survey published in leading Hindi and Marathi papers from the Times group.

आधे से ज्यादा लोगों को हेल्थ इंश्योरेंस महंगा लगता है!

Sudha.shrimali @timesgroup.com

सान 'फर्न्ड हें रूप हैं' है और जहिर से भार है आज सहस्था की बातनी में केरता रेकाओं जो स्थान पहुंत जेंदन हों से जो होंगे। इन भारी के रोग में मह भार एक मार हिस एक जाएंगे कि सामन पर फिल्मुका बेदता सीविकता कमा होता करवानी जाते हेन्स इंटर्सिंग्स को रोकार जेंग्से में किटान ब्रियान है। प्रमुख जनवाती हीता हेन्सीय हाता है एके हरका करवानी को हेन्स हेन्सीय हाता है एके हरका करवानी को है कि आपे के न्यादा तीन हरतीयर होना इंग्सिंग भी क्यादा ब्रियान क्यादा है और जा भी तम जम कि उनके परिचारों में एक अवस्थी काले से ही किटिकता होगान के या में से मुख्य है।

वया है मुख्य वजह

पपूचा जगाली के रामधी मेंड्रेजी के.जी. पुरुषपूर्वी एवं वारते हैं, ऐस मार्थि कि लोगों को पांच मार्थि हैं कि किटियान इतेचा जीये के.स. फिटचें व लोगा की बीम्बरियां, हार्ट प टीमी आदि में वर्गियर लाइनेशन

ट्रिया आहर म साम्पर-प्रकृतकार मी मीन्ट महुन ज्यारा होती है। ये पात तरि के माजुद्द रचेन हेल्य हम्प्येंट्रेस मीतिमा तंत्र्य सामीह्य नहीं देते। उन्हें त्यारा है कि हाल्य हम्प्येंट्रम मा प्रतिम्ह्य महान ज्यारा है और हम्प्येंट्रस माजिल्ड मोन

नहीं होतीं। होतों का ऐसा स्टेचन इस्तिए। हैं अधीन उनने जानकार की कार्य हैं और वे आपे में पूर्णने एक ओलकर पानर होतें हैं, पत्त्वा नानकारी डीडना इंप्लिमा हुछ 1002 लोगें पर किए सर इस कर्ये में आलेख परिच्छों में क्रिटिकन इतेनार, मिटनेस और हेन्स इंप्लिस स्वित्ति की उनकी मेरे सेकर एक डिंग्ड इंप्लिस स्वित्त गांव । पान पान क्रिक 18 से 25 साल की आयु वर्ग के लोग 42% वो उन्हार है प्रीमियम के का उन्हार है प्राप्तिक के क्षिण को क्षित्र हैं क्षा उन्हार हैं प्राप्तिक को क्षा करों के लोग 19% ने मलिसी अपयु वर्ग के लोग 19% ने मलिसी अपयु वर्ग के लोग

प्रार्ति किया वर्गन हरूपन्य क्रिया 64% को हेल्थ इंस्योर्स्स का प्रीमियम ज्यादा लगता है। रतेग नियमित डेरथ पेथ-अन के लिए जों जाते हैं और डॉक्टर भी पात तथे जाते हैं जब वे बेंगार होते हैं।

 आर सभी आपू को बी जान करे के 47-50+ की आपू के लोग-मुक्तम 30 विन्द्र सीच करते हैं लेकिन मुख्यों में के सोच्या अंतर जान है। कर आकरों सीच की समय किए जान प्रसंद करते हैं।

ववा है हार्काश्वत...

सर्वित पन करत है कि लोग है। energial confi in some the artificial इलेका में जुड़ी एवं करें में व्यक्तिय में लेकिन देखा इंडकेरेस प्रियमय को थे महीत प्राप्त हैं और सामिन्दें के रिसर इनके यन में चारण है कि से बतेय न्ती केटि? इसके ज्यान में रिक्ट्रेस जनरात इंप्योरेस के सोईओ राकेश जैन करते हैं, जिस असु वर्ष वह अस्तेश्व फिल्म राज्य है जह देख होना चैतारी की का करने सान्य वर्त है और जाहाता र्राणकार्त पर सम्बोध करने कले खेल है। उनके लिए जो चीन केश चले में मही केंद्रशे, यह इसे नहीं चाहिए। ऐसे से une declorite se descript se mor हेटमा देशकेरेस सिन्दे हो से इसे हान्ये-हान्य रेमें। यही जनह है कि हमने क्या पिछले महीने इंप्रतासीट पर परिवर्ध श्रीन्य की ने हेम्ब इंग्फेरेंस परिवाह लेने करे उसी पूर्व में 30 करीर खेच दिखाई है। उसके जनाव नहीं तह कंचीनचे हात क्लेम नहीं देने की धारण है तो वह पूर्व क्ता अपन-बगत से सभी धर्म करते से निकारी आक्ष्यांचा है। इस आयु को में रचेन मेंटानिये के आसवा आस्प्रसान में नाने का गीका करन से पहाल से और जरामें से रेस्च इंक्सेरिस है नहीं। येते मे में बात इनका शहर का एमलिका प्राप maine &

CORPORATE STORIES

Navbharat Times *April 7, 2016*

A special story on the occasion of World Health Day titled 'Diabetes problems' highlighting FGII's survey published in leading Hindi and Marathi papers from the Times group.

People don't buy health cover on high premium

PRESS TRUST OF INDIA

New Delhi

PEOPLE across all age groups in India do not buy health insurance due to high premium cost, a survey released on the occasion of world health day revealed on Thursday.

"The survey highlighted that people across all age groups do not prefer buying health insurance because of high premium even though 27 per cent said that at least one person in the family has already been diagnosed with a critical illness," Future Generali India Insurance said in its report.

A total of 1,082 respon-



Taking toll on health: A total of 1,082 respondents were questioned on their fitness regime and knowledge of critical illnesses during the survey.

nesses during the survey.

Its objective was to dents were questioned on tween prevailing critical costs have risen, however,

their fitness regime and illness in Indian families, knowledge of critical ill- fitness regime and health insurance buying habits.

*Customers do understudy a correlation be- stand that health-care

they don't go for regular health check-ups and prefer to visit the doctor only when they are unwell," it

Majority of participants

across age groups believed that the expenses for treatment has increased and that the major expenses at the time of treatment is hospitalisation and medical expenses. "We noticed that even though people are aware of the fact that treatment and hospitalisation cost associated with these critical diseases are high but they still do not prefer opting for a health insurance policy," as per the study.

The survey pointed out that the fitness regime was low among youth. The youth prefers working out in gym over walking. Elderly people are also not involved in any physical activities, it added.

CORPORATE STORIES

Financial Chronicle April 8, 2016

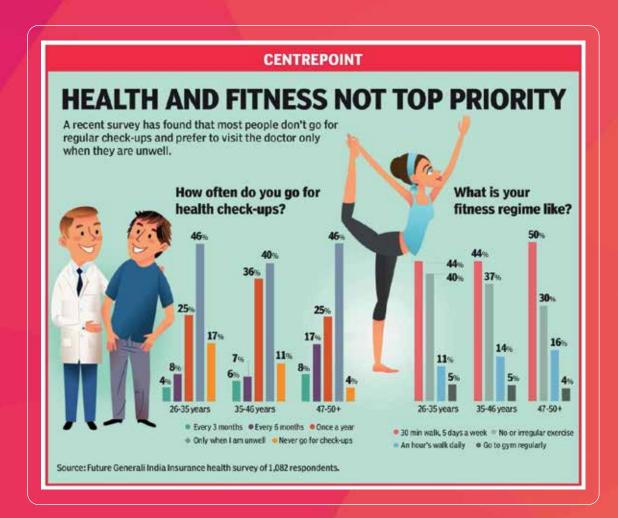
Press Trust of India filed this story basis FGII's Critical Illness Survey findings on the occasion of World Health Day celebrated on April 7th.



CORPORATE STORIES

The Economic Times Wealth *April 11, 2016*

Pictorial presentation of Future Generali India Survey on Critical Illnesses was published in two important papers – ET Wealth (personal finance magazine of ET) and The Times of India.



CORPORATE STORIES

The Times of *India*April 11, 2016

Pictorial presentation of Future Generali India Survey on Critical Illnesses was published in two important papers – ET Wealth (personal finance magazine of ET) and The Times of India.



Future Generali - focus retail
Future Generali India Insurance
Company already has a retail focus
but it wants to enhance this. It's a
challenge and the company wants to
take this up, says its MD and CEO K.G.
Krishnamoorthy Rao

CORPORATE STORIES

Banking Frontiers *April 19, 2016*

Banking Frontiers magazine, a leading BFSI trade magazine, published a two page standalone story on FGII. Mr. Rao discussed topics like rural insurance, business opportunities in the general insurance industry, motor insurance and customer satisfaction programme.

Banking Frontiers is a renowned monthly magazine and covers features on a wide variety of topics like treasury, retail banking, corporate banking, fraud prevention, HR, bancassurance, etc.



Future Generali - focus retail

Future Generali India Insurance Company already has a retail focus but it wants to enhance this. It's a challenge and the company wants to take this up, says its MD and CEO K.G. Krishnamoorthy Rao:

uture Generali India Insurance Company has a pronounced focus on the retail segment unlike many other private insurance companies. "Today, as much as 65% of our business is in the retail segment now and we wish to increase this to 70% in 2016-17. We want to focus more on this segment as I feel there are several areas in this segment that had remained unattended in the past. I believe with product innovation and better channel management, we can penetrate the hitherto unattended segments of population," says K.G. Krishnamoorthy Rao, MD and CEO.

The joint venture between Italy's Generali and the Future group of India, which started operations in 2008, today offers health insurance, motor insurance, crop insurance, travel insurance, home insurance and micro insurance products with gross written premium of around \$1500 erore, which is growing at 10% every year.

Rao says in the last 15 years, the insurance sector in India has indeed made a big difference. He recounts how in earlier days, LIC and the four government-owned general insurance companies had a virtual monopoly both in life insurance and general insurance and how this has changed now. 'While LIC continues to have its spell on the life insurance segment, as much as 50% of the total general insurance business is now being handled by private insurers in the country. The general insurance business in India is currently an ₹86,000 crore premium (April 2015 to February 2016) industry and is growing at a healthy rate of LING," he says.

BUSINESS OPPORTUNITY

He talks about the huge business opportunity that is insurance business and points out to statistics:



KG Krishnamoorthy Rao mentions his company has a definite focus on motor insurance and 50% of business is from this sector

- . The country currently accounts for less than 1.5% of the world's total insurance premiums and about 2% of the world's the second most populous nation.
- insurance market in the world in terms of premium volume, and has the potential to grow exponentially in the
- will touch 750 million in 2020.

MOTOR INSURANCE

He reveals that Puture Generali's major products are in the motor insurance sector, which accounts for as much as 50% of its total business. This is followed by health convenience and they are not put to face

insurance, "We have a definite focus on motor insurance," says Rao, adding: "And that is why as much as 50% of our business is from this segment. We have unique products here. For example our zero depreciation policies. These policies offer full claim without any depreciation on the value of parts replaced with an admissible claim under the comprehensive package policy. It also covers theft or loss of keys, loss of personal belongings, tyre damage, no claim bonus protection, engine protector and when the car is declared as a total loss by us in the event of a claim under the policy, we will pay the financial shortfall between the amount you will receive from the insurance policy and the purchase price of the car, as confirmed in the invoice of sale. Besides, there is a special provision for roadside assistance like towing the car, assisted services in cases you lock or lose your keys, arrange alternative transportation in case of breakdowns, and arranging for an automobile technician to conduct onsite repairs in case your car breaks down due to electrical, mechanical failure or due to an accident. We also offer cashless claim processing."

The company ensures that in the case life insurance premiums despite being of an accident or other eventuality, the surveyor visits the spot instantaneously It is considered as the 15th largest and carries out inspection. The report is uploaded on to the central server, when the processing of the claim starts immediately. Usually the settlement is done within 15 days. In the case of cashless claims the TAT-. The insurable population in the country is just two to three days for approval of claim, however the delivery of the vehicle would depend upon the time taken for repair by the workshop.

> "The idea is that with some minor add-on payments and little tweaking of the products, our customers get the benefit of

CORPORATE STORIES

Banking Frontiers April 19, 2016

difficulties in the settlement. The customer can reach us online and track the progress of the claim settlement too," says Rao.

NO TPA

In the health insurance segment too, the company has been able to bring about perceptible changes. For example, it has eliminated the layer of TPAs, which has been somewhat an irritant for the customers who take medical insurance. What we have done instead is that we have created a team comprising medical professionals and insurance specialists which goes through requests for hospital admissions, claims and other related issues and offers instant approvals. I can say a cashless claims approval is given in just one hout. We have received excellent feedback from customers about this, says Rao.

He adds: 'In health insurance too, we offer specialized products. For example, we have Future HospiCush, which is a plan that provides cash benefit in case of hospitalization to avoid drain on one's savings. In the event of hospitalization even if one has a standard Mediclaim policy, he may have to make some out of pocket expenditure like food, conveyance etc. HospiCush will pay a fixed benefit amount for each day of hospitalization to take care of such incidental expenses and thus reduce out of pocket expenditure.'

The retail focus is helping the company because Rao says this segment has been showing a yearly growth of 10% to 11% in the last 3 years whereas group schemes have seen average growth and the premiums are often underquoted.



The company has recently introduced crop insurance, as part of its rarial insurance program, in states like Bihar, UP, Rajasthan and Haryana, where crop loss on account of natural calamities like-drought and floods are high. "We have tiscups with MPIs for covering their customers under different rural insurance products depending on the customer aegment," anys Ran, adding, "and we have received encouraging response. In addition, we offer cattle livestock insurance, Prudhan Mantel Sorakaha Bima Fojana, Sumpoorna Suraksha and Janata Personal Accident policies for the rural population."

Sampoorna Suraksha is a micro insurance product providing protection to the insured and their business for eventualities like bospitalization, cart protection and liability, robbery, farm produce loss or damage, loss or damage of pump sets and damage or loss of cycles. The product is offered in association with NGOs

'I believe the scope for rural insurance is buge and it is a market that hus remained almost untouched for years. Even now, there are very few insurance companies that have really made a rural forny. One of the inhibiting factors is the lack of awareness. While opening a bank account is among the priorities, insurance is still not,' says Rao.

Offering protection to one's most important asset. Home is another priority for the ecompans. It is preparing to have tisque with large housing complexes to offer this policy on a long term - say 15 to 20 years, Individual apartment owners can obtain this policy and protect themselves against losses

sustained in fire/flood or allied perils. It intends to offer package deals for residents of housing colonies in this regard.

Future Generali has substantial online capabilities, its travel, health and auto policies can be obtained online. We understand the needs of the new generation and we are ready to offer products of any nature online. Of course, renewals of any policy can now be done online, says Rao.

CARING CUSTOMERS

He speaks about caring for the company's customers: You may realize that we do not believe in excessive advertising and publicity through various media. If we are able to offer good service to our customers at the right time and in the right manner that gives us the right exposure. We believe the customer is our brand ambassador. We ensure that each of our customers will have a unique experience while dealing with us. We encourage our customer service executives to directly interact with the customers and solve their issues. In fact, handling customers effectively and to their delight is part of our training program for all. We also assess the level of service offered at various touchpoints. For example, we carry out what is described as 'mysterious audits' where our teams inconspicuously visit branches and other touchpoints and not only interact with customers but the staff at these branches to understand firsthand how the customer is treated."

Agents constitute the company's major channel. It is also into baneassurance but because of its late entry, it was at a disadvantage as by the time it started our operations most of the banks have already finalized their arrangements. So, we could get only few private banks and some leading cooperative banks to be our portners. Now that IRDA as part of its new guidelines is permitting banks to the up with a maximum of nine insurers from the three segments, we are in talks with major banks for alliances. As of now 6% of our business comes from this channel," says flao.

mohanitibankingfrontlers.com



Banking Frontiers *April 19, 2016*



Future Generali targets to increase rural exposure

Climno

ance being a small-ticket saturation point. product. the company gory in two years.

lated by the trisuratice regulatory and development au-FUTURE Generali India thorny of India Scipolations Insurance. Insurance sees micro in- apart, the firm finds that the Assurance and affeed-

accounts for eight per cent are small, but as the market ance is built. of the total premium -- develops the ticket stirs will. The company has a mi- the company has ned up approximately one lakh vil-

CEO. Fature Generali India ment, farm produce, farm-

surance as a way forward to next phase of growth will idollity are two main issues increase its rural penetra-come from the rural side as that have to be dealt with tion. Despite micro insur-urban markets are nearing a while exploring the rural markets. Future General: cently latenched a daily fixed: ture General's products in "Grawth in developed has been seeing micro tohopes to double its premi- cities is muching a soften- summor products working um via this insurance care- tion point as the competi- well in these markets, as Putting Generalt is en- parties have to look beyond. Insurance also helps the rupanding its product portfolio tier. III cities to smaller ral population try an insuralong with the distribution towns and villages. Rural in- ance product and, in the network to increase its rural comes are also increasing, process, the awareness business, which presently At present, the ticker sizes about the hersefts of insur-

house and buildings, and aldont cover. The measure already has a medical rem-

Gost is high. Insurance com- Ocket sizes are small. Micro hospitalisation. The possions to these products can be as low as Ra 50, while the sum assured 5.000," Ran satd.

above seven per cent stipu- also increase," said K.G.Kr. cro insurance package prod- with morro finance institu- lagss. We have covered binamonthy Eas, MD and set that covers farm equiptions, local nen-government 25,89,356 people in the Fital organisations, rural bunks and co-operative banks to \$,65,496 people in FY 16-17 so provides a personal acci--- much out to the rural custumer As many as 4,064 branches of rural and co-opbursement scheme and re-eruthe hanks are selling Po-insurance," he said. benefit scheme. Solubina rural markets. Further, by Rs 120 crore to the total pre-Hispirash to cover the loss the year-end, around 100 mium of the company and it NGOs and MFIs will be in expected to touch its 160 of income during the days of its products in villages.

> help the customers in mak-double the premions in valranges from Rs 1,000 to Ea. ing claims. At present, we are terms to Es 60 cross in offering our rural products two years. On the distribution side, in all the 29 states, covering

manicial Year (FY) 15-16 and (April-July). The data for FY 16-17 does not include familiers exholled under one Rural areas contribute

helping the company market coore this year. Micro insurance, which is a Rs 30-crore "NGOs and MFIs also segment, is expected to

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CORPORATE STORIES

Financial Chronicle June 13, 2016

The article focuses on rural exposure of FGII to increase market outreach.

Future Generali eyes ₹3,000 crore biz in 3 years: CEO

PRESS TRUST OF INDIA

GENERAL INSUER FATUR

Riding high on the eco-nomic growth, the company expects the gross detoestic product (GDP) to expand at a higher rate which will create demand for meanance

per cent growth annually over the next three years. Therefore, we are alraing to officer, Future Generali India Insurance, said.

surance industry witnessed a growth of around 13 per

for general insurers. 'If the industries are do-

General India aims at a much close to Rx 3,000 ing good, they will go for can business of Bs 3,000 contein corn mark. No Eridpansion. It will create more the next three yours with an autmoorthy Rao, pansion. It will create more the next three yours with an autmoorthy Rao, pansion. It will create more the next three yours with an autmoorthy Rao, pansion. It will create more one year, be added expected growth rate of 15disconnected to the pansion. It will create more the next three years with an autmoorthy Rao, pansion in the pansion in the reported to be an autmoorthy Rao, pansion in the pansion ucts. Disposable income of For us. 65 per cent of people well increase and our business comes from se-

cent. This year, I believe it westment (PDD in Instat-westment (PDD in Instat-westment (PDD in Instat-westment (PDD in Instat-westment (PDD in Instat-racius (PDD in Instat-arcos sector to 49 per cent, pass, "Roo sold. Future Generall and table."

ects, which is a positive sign (FDE) is at 26 per cent, but the shareholders are now in discussion to increase it to

That year the general to-trance industry witnessed.

On government's nod to
tall side. Going forward, we
would like to increase it to

dustry is suffering because

insurers are pricing their products below cost. "One of the major chal-

parsion. It will create more demand for insurance products. By consider increase of people will increase and they will be principled increase and they will be principled. The use (65 per cost of people will increase and they will be principled. By our pixing your products below the unique products below losses, and many of the products are in that phase. Due to this unhealthy competition, everybody wants to gain market share, which is Future Generall's rest of not a good trend," Eas said.

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losses and the profit is mainly coming from the invest- he said. Future Generali toest income.

seduce as the interest rates or companies are doing are expected to come blackers in different parts are expected to come likewise in diff-down. Therefore, the fun- of the courses. damentals of the business would be to generate un-

ness on the retail side of the business. The General tion in Western European Insurance Council of Indis, along with regulator Ir-dal, has in the past done a tral-eastern European and

has also started an aware-"Going forward, the in- ness programme in Tripuvestment income will also ra, he said, adding that oth-

FGII is a joint venture be-He also highlighted the need to create more awaremands a leadership post-Astan markets.

CORPORATE STORIES

Financial Chronicle June 13, 2016

The story was filed by Press Trust of India and is about the business strategies and future plans of FGII.

Mr. Rao was interviewed by Press Trust of India during Delhi visit.

Future Generali eyes ₹3,000 cr biz in 3 yrs: CEO

NEW DELHI: General insurer Future Generali India aims at a business of ₹3,000 crore in the next three years with an expected growth rate of 15-20 per

Riding high on the economic growth, the company expects gross domestic product (GDP) to expand at a higher rate which will create demand for insurance products.

"General insurance is basically close to how the GDP is growing. If GDP growth is good, it will help our industry. We are looking at 15-20 per cent growth annually over the next three years. Therefore, we are aiming to reach close to ₹3,000 crore mark," KG Krishnamoorthy Managing Director and Chief Executive Officer, Future Generali India Insurance, told the news agency.

"Last year, the general insurance industry witnessed a growth of around 13 per cent. This year, I believe it will be minimum 15-16 per cent", he added.

India's economy grew at 7.6 per cent in the last financial

Rao said there is movement in infrastructure projects which is a positive sign for the general insurers.

good, they will go for expansion and create more demand for insurance products. Disposable income of people will increase and they will buy insurance", he said further.

On Government's nod to raise foreign direct investment (FDI) in insurance sector to 49 per cent, Future Generali Insurance said talks are on between the promoter group and the foreign partner to hike it to the maximum permissible

"As of now, in our case it (FDI) is at 26 per cent, but the shareholders are now in discent. It is expected to be finalised over the next six months to one year time," he added.

"For us, 65 per cent of our business comes from retail products. So, we are trying to grow mainly on retail side and going forward we would like to increase it to 70 per cent in two years", Rao said.

Future Generali's rest of the business comes from corporate

However, he pointed out that the industry is suffering because of unhealthy competition as insurers are pricing their products below cost. "One of the major challenges before If the industries are doing the industry isunhealthy com-

petition which is bringing down prices. If you are pricing your products below the cost, naturally you incur losses and many of the products are in that phase. Due to this unhealthy competition, everybody wants to gain market share, which is not a good trend," Rao said.

He added this is a major concern and the industry needs to correct it. Besides, most of the insurance companies are underwriting losses and the profit is mainly coming from the investment income.

"Going forward, the investcussion to increase it to 49 per ment income will also reduce as the interest rates are expected to come down. Therefore, the fundamentals of the business would be to generate underwriting fund."

He also highlighted the need to create more awareness on the retail side of the business. The General Insurance Council of India, along with regulator IRDAI, has in the past done a few media campaigns with products such as health, motor and home, he

Future Generali has also started an awareness programme in Tripura, he said, adding other companies are also doing likewise in different parts of the country.

CORPORATE STORIES

Pioneer June 13, 2016

The story was filed by Press Trust of India and is about the business strategies and future plans of FGII. The story was carried by these newspapers.

Future Generali eyes ₹3,000 crore business in three years

General insurer Future Generali India aims at a business of Rs 3,000 crore in the next three years with an expected growth rate of 15-20%. Riding high on the economic growth, the company expects gross domestic product (GDP) to expand at a higher rate which will create demand for insurance products. "General insurance is basically close to how the GDP is growing. If GDP growth is good, it will help our industry. We are looking at 15-20% growth annually over the next three years," K G Krishnamoorthy Rao, MD and CEO, said.

CORPORATE STORIES

DNA

June 13, 2016

The story was filed by Press Trust of India and is about the business strategies and future plans of FGII. The story was carried by these newspapers. கடந்த நிதியாண்டில் ஜெனரல் இன்ஷூன்ஸ் துறை 13 சதவீதம் வளர்ச்சியடைந்துள்ளது. இந்த வருடம் 15–16% வரை வளர்ச்சியடையும் என்று நம்புகீறேன். ஜிடிபி வளர்ச்சியடைந்தால் எங்கள் துறையும் வளர்ச்சியடையும்.

கருஷ்ணமூர்த்தீ நாவ், சிஇடு-பியூச்சர் ஜென்றலி இந்தியா



CORPORATE STORIES

Hindu Tamil June 13, 2016

The story was filed by Press Trust of India and is about the business strategies and future plans of FGII. The story was carried by these newspapers.

INTERVIEW WITH FUTURE GENERALI INDIA INSURANCE COMPANY MD & CEO

Higher govt spending on infra crucial factor in sector's revival

OVER THE last two years the economy was going through a slowdown. As a result, the general insurance industry did not see strong growth. Natural calamities also made things tough for the sector. KG KRISHNAMOORTHY RAO, MD & CEO, Future Generali India Insurance Company in an interview with SANDEEP SINCHS says that the industry is likely to grow between 15-20 per cent this year and Centure's higher spending on infrastructure will be an important factor. He said that while the premiums have not gone up because of competition, the situation may not remain the same for long. Excerpts:

How do you see the growth for the industry?

Our growth is closely linked to the GDP as both the rise in consumption and investment leads to an uptick in insurance demand. The government's higher spending on

infrastructure is an important factor and a lot of things are linked to it. Companies executing infrastructure projects relating to roads, ports, power plants need insurance. With a rise in infrastructure spend and overall economic growth, Lexpect the general insurance industry to grow between 15 and 20 per cent this year. By comparison the growth last year stood at 13 per cent and in the year before it was 9 per cent.

Do you see a significant change in activity and is business coming now? Over the last two years, a lot of projects

were stuck up. As they started to get clearance, some investment began on the ground. There is movement even in projects that were partly completed but then got stuck. While activity on these have begun, one thing that is still to come up is companies putting up new plants and investing in them.



"Except for a few (real estate) developers, most of them don't take insurance and that is the sad part. If something goes wrong with the project then a lot of them won't have a way to recover their losses"

This is because many of them are still saddled with excess capacity.

Which segments are doing better and what has caused stress?

It is mostly the individual segments in the areas of health, personal accident and home that is doing fine and there is a better loss ratio. Last two years had not been good because of several natural calamities and it has resulted into rise in loss ratio. Ideally, it should lead to a rise in premiums but the competition in the market is leading to a situation where one can raise the premium. I, however, do not see this situation to continue forever and premiums will go up going forward.

While the e-commerce companies and their businesses have grown a lot over the last couple of years, how is it growing in terms of premiums for the industry?

Marketplace companies take two kinds of the formation insurance marine insurance and liability policies (liabilities relating to e-commerce companies). While the liability policies are still fine, there is problem with the marine insurance taken by these companies. While these companies take marine insurance to insure goods sent through couriers etc. against damages, insurance companies have been incurring high losses on this business. There is a lot of moral hazard as the goods returned are damaged and insurance is

claimed on it. You don't know where they got damaged.

As the pain for the real estate sector continues, are developers taking insurance cover for their projects?

Except for a few developers, most of them don't take insurance and that is the sad part. If something goes wrong with the project then a lot of them will not have a way to recover their losses whereas if they take insurance then as long as it is legal and there is an insurable damage, they can get the money for damages. Now-a-days, in cases, where developers are constructing very tall buildings, they are taking the cover and also because of the rise in natural calamities, a lot of people are now taking it. While there has been some improvement, but still it's very less and a lot of small developers don't take the insurance.

CORPORATE STORIES

The Indian Express *July 15, 2016*

Mr. Rao shared his views on property insurance with regard to real estate sector, emerging segment in insurance sector and recent industry trends.

ग्रामीण भागातही वाढतेय

विमा म्हणजे गुंतवणूक नव्हे, तर विमा म्हणजे नुकसानीपासून संरक्षण किंवा मिळणारे स्रका कवच. विम्याबद्दल एकीकडे मेट्रो आणि शहरी भागांतून जागरूकता वाढत असतानाच आता विमा कंपन्यांनी ग्रामीण भारताकडेही आपले लक्ष केंद्रित केले असून, ग्रामीण भारतातील लोकांची जीवनशैली, त्यांचे व्यवसाय, उद्योग आणि त्यांच्या गरजा या अनुषंगाने विमा उत्पादनांची रचना केली आहे. तसेच ग्रामीण भागात शिरताना या कंपन्यांनी आपली स्ट्रॅटेजी देखील पूर्णपणे वेगळ्या पद्धतीने तयार केली आहे. ग्रामीण भारत आणि विमा उद्योग याच्याशी संबंधित विविध मुद्ध्यांची उकल 'पयचर-जनराली' या देशाच्या विमा उद्योगातील अग्रगण्य अशा विमा कंपनीच्या बँक इन्शुरन्स प्रकाराचे वरिष्ठ उपाध्यक्ष अनुराग सिन्हा यांनी या मुलाखतीच्या माध्यमातून केली आहे.

 विशेष प्रतिनिधी amrutwelmedia@gmail.com

रिया भागात विभ्यासंदर्भात कशी जागरूकता विष्यासदर्भात जागरूकता आहे, वित्रवदा प्रयाजात प्राचीत जाहे, जापना काव अनुभव आहे? पागात नसली तरी शहरी आणि प्रामीण अशा दोन्ही पागातून एकुन भारताचा विचार केला तर भारतामध्ये विभ्यासंदर्गात गीठमा प्रमाणावर जागककता होताना दिशात रीनक काही करीन विभा का प्रकारामध्य जगनकता बाहमधान अन्तरे वालीक पारतकारीत किया वेदियांना केवळ अर्थकारवाची सरवात झाली आहे. जांतीन पदा प्रमाणन शहरी भागत कियार नहीं, तर खाला सामाजिक पान जयापावारी कार्यर

July 2016 सनी प्लस्स 14



Amrutwel Money Plus July 19, 2016

Money Plus magazine of Amrutwel Media group published a three page standalone story covering rural insurance and bancassurance with inputs from Anurag Sinha.



विमा उत्पादने विकताना चुकीच्या उत्पादनांची विक्री होण्यांची करण्यात येते. शक्यता असते. त्याचा फटका बलेम येतेवेळी देखील येतो. प्रामीण भागातील विमा मार्केट किती आहे?, याचा कसा आपसा कसा अनुभव आहे?

केवळ प्रामीण भाग नाहे, तर एकुणच विमा उद्योगामध्ये बाजारात येतात, तसतसे वेळावेळी बॅंक कर्मधान्यांना प्रक्रिकित - बाइताना दिसत आहे.

विकास होईल, असे आपल्याला बाटते?

एकुणन देशाच्या पातळीचा विचार करता विमा उद्योगाबाबत मिस-सेलिए' अर्थात युकीच्या व्यतीला चुकीच्या योजनांची म्हणावी इतकी जागरुकता नाही त्यामुळे आजही विम्याच्या विकी करने अथवा एखाटा विमा योजनेची विकी करताना आजारात मूलावे तथा व्यवसाय नाही; परंतु हुकुछ्कु जामसकता चुकीची माहिती देण्याचे प्रकार सरीस घडताना दिसतात. त्यापुळे वावत आहे. सध्या विमा व्यवसाच्या एकूण उलाडासीच्या केवळ मिस-सेलिंग' रोखणे हे विमा उद्योगसाठी खरंच मोठे आखान भ ते ६ टक्केच व्यवसाय प्रामीण भागातून होती २०२० पर्यंत ही आहे. प्रामीण भागात आभूरी डायरेक्ट सेलिंग अर्थात थेट विकी. उलादाल दुप्पट करण्याचा मानस आहे. सध्या प्रामीण भागातील करत नाही. ही तेथील स्थानिक बैकांच्या माध्यमातून करती. विश्याचे मार्केट हे ४० ते ५० हजार कोटी रुपयांच्या घरात त्यामुळे याकरिता आमृत प्रामुख्याने बॅकांच्या कर्मचाऱ्याच्या आहे केंद्र सरकारने अलीकडेव पीक दिमा योजना सादर केली आमध्या कंपनीची उत्पादने, त्यांची रचना, कोणती उत्पादने आहे याचा मोठा कायदा ग्रामीण भागातील विमा उद्योगाच्या कोंगत्या वर्गासाठी आहेत. त्या योजनांचे बारकावे काय आहेत, जलाढालीत बाढ होण्याच्या समाने दिसेल देशपाठकीवरील कायदे -तोटे काय आहेत, परताया कमा असेल, अशा सर्व विम्याध्या जागरूकतेबाबत सांगायधे तर महाराष्ट्र आणि तपशीलांचे बारकाईने प्रशिक्षण देण्यात येते. तसेच, केवळ दक्षिणेतील राज्यातून मोठ्या प्रमाणात लोकांमध्ये जानस्कता एकदाब प्रशिक्षण देउन न शांवता, जसजर्शी नवीन उत्पादने आहे त्या तुलनेमध्ये अन्य भागात आता ही जागरुकता

CORPORATE STORIES

Amrutwel Money Plus July 19, 2016

आहे. त्यामुळे त्या अनुषंगाने आमीण भागातील विमा उद्योगाचे न्यस्य हे शहरी भागापेक्षा काहीसे वेगळे आहे. अर्थात, योजना आणि द्यावसावाच्या पाताकीवर बदल मतला लशे. प्रामीण मागातील कंगोरे पूर्णांको विश्व आहे. लोकोना समजून स्थायला आवहते आणि एकदा त्यांना ते समजले, पटले, रुचले की, ते मन निश्चित तुमस्यासोवत असतान

शहरी भागाच्या तुलनेत ग्रामीण भारताची जीवनशीली, व्यवसायाचे स्वसंप आणि गरजा पूर्णपणे देगळ्या आहेत. त्या दृष्टीने आपल्या चरपादनात काही बदल करावा लागला का?

स्टरंतर विमा ही वेदाल सरका देणारी आणि आर्थिक सरकाम देशारी गोष्ट आहे किंवा एक विमा कंपनी आणि विम्याची जत्पादने. अशा व्यापस्तिक स्वस्त्रात मयादित राह्ये हे संकृषितपनाचे ठरेल. कारण, विम्याचा संबंध हा जीवित व्यक्तीशी आणि त्याच्या - माध्यमातून करण्याचे अनेक फायदे आहेत. त्यातील काही मालमसेत्री आणि अर्थात त्याच्या सरकेशी निगडित असल्यामुळे मानवी नाते जोपासण्याच्या दृष्टीने विम्याकडे पाहावे लागते. वकीचे ठरेल.

समजून उमजून त्यानुसार उत्पादनांची रक्षमा करावी लागते. सैंकांनाही सोटवा प्रमाणावर आधिक फावदा होताना दिसती. सैंक आणि तशाब पदारीने ही जल्पादने हाताळताना रदांची अमलबजावणी करावी लागते. पात्र, असे करताना देशाचा जवजून अनुभवता वेतो. शहरी मान आणि प्रामीण मान वा दोवांतील फरक व रोबील करने हे संयक्तिक ठरते. उदाहरणाने सामायचे तर शहरी भागात ज्या मेडिक्लेमसारख्या योजना चलतात, अगदी तशाच्या शशा उपचारांची रिचेती आणि सुविधा लक्षात धेऊन रदानुसार रचना करणे अधिक संयुक्तिक ठरते.

वैयक्तिक अपपात, क्रिटिकल इसनेससाठी योजना, हॉस्पी-कॅशसारखी प्रामीन भागातील रण्यालयाशी संलब्ब आणि आरोग्य संवेत मदलपूर्ण ठरणारी योजना, मोटर इन्शुरन्स, फार्म इन्शुरन्स या आणि अशा करही महत्त्वपूर्ण योजनांची अंमलबजावणी करतो. या सर्व योजनांना प्राह्कांचा उत्तम प्रतिसाद लाभत आहे. हॉस्पी-कॅश ही यामधील एक महत्त्वपूर्ण योजना आहे. या विक्री सुरू केली आहे. अंतर्गत जर एखाद्या व्यक्तीला उपचारांसाठी रुग्णालयात दाखल करावे लागले तर गावातील रूग्यालयात एक हजार रुपये पण, जर त्याव व्यक्तीला अधिक उपचारासाठी जिल्ह्याच्या ठिकाणी न्याचे लागले तर तेथील रुग्गालयाकरिता दोन हजार रुपये अशा दराने परतावा निश्चित केला आहे. याचसोबत, नॉन-अंग्रिकल्पर अर्थात अकृषिक विमा योजनेलाही जत्तम प्रतिसाद आहे. यामध्ये प्रामुख्याने होतीसाठी आवश्यक अशा विविध घटकांचा विधार करत त्यांना विमा संरक्षण पुरविले जाते.

बॅकेसोबत काम करण्याची आपली स्ट्रेटेजी आहे. ती कशी जिल्हा मध्यवर्ती सहकारी बेंका किंवा एकूणव स्थानिक बेंकांस्या उपयुक्त ठरत आहे?

विमा कंपन्यांनी स्वतःच्या उत्पादनांची विक्री बैंकच्या उत्पादनांची विक्री करने शब्ध होते.

भविष्यातील योजनांविषयी...

पश्चिम महपराष्ट्रात आमची कंपनी गेल्या दोन वर्षापासून कार्यस्त असून सच्या कंपनीकडून तिथे विस्ताराच्या योजना आखल्या जात आहेत. तसेष वंत्रमीकडून राजगुरूनगर, मंधर, पुणे, नाशिक इमेही विस्ताससाठी विचार क्षेत्रमा जाल आहे. त्याचसीयत, उत्तर प्रदेश, पंजाब, हिमाचल प्रदेशातही कंपनी कार्यरत आहे. याखेरीज, गुजरातमध्ये पोरबंदर, भावनगर, कर्माटक देखेही आमंबी कंपनी कार्यस्त आहे.

फायदे पुढीलप्रमाणे. बेंकेचा स्वतःचा असा मोठा प्राहक असतो. या बाहकांचा बॅकेसोबत विशिष्ट नाते, जिल्हाळा असतो आणि त्यामुळेच मरा भावनाहीन आणि कोरळेपणाने व्यवसाय करणे. अर्थातच विश्वासाहेता असते. त्यामुळे बैकेच्या मत्त्यमासून बॉर्केंग व्यवसारारोबत गृंतवणकीच्या अत्पादनांची खरेदी करणेही लोकांच्या अडीअडवणी, त्याच्या समोवतालची परिस्थिती आहकाना सुलप प्राटते. विमा वंपन्यांच्या या व्यवसायात आणि प्राहक यांच्यातील जिवहाळा ग्रामीण भागात तर अधिक

प्रामीण पामाचे आणखी एक वैशिष्टच म्हणजे, बहुताशवेळा लोकांच्या गरजा समजून त्यानुसार उत्पादनाची रचना व माहजी बँक कर्मचाऱ्याना आपल्या प्राह्काची वैयक्तिक माहितीही असल्याने कोणत्या ग्रहकाला कोणते विमा उत्पादन विकायचे व स्वाचा स्वांना काय फायदा होक शकेल, याची जाणीव गावाबक्षेत्र न नेता त्याच्यात प्रामीण जनतेच्या गरणा व आरोध्य असल्यामुळे तिथे बेंक कर्मधान्यांच्यामार्फत विक्री करणे अधिक उपयुक्त ठरते, असा अनुभव आहे धोडक्यात सांगायचे तर. ग्रामीण भागातील काम है विश्वासायस्य जास्त चालते. त्यामुळेच, आमध्या कंपनीच्या माध्यमातून आम्ही धामीण पामातून ग्रामीण पाणात विमा उत्पादनांची विक्री करण्याकरिता कंपनीने तेशील बॅकांच्या माध्यमातून ग्राहकापर्यंत पोहोचण्याची रुटेंटेजी निश्चित केली. महाराष्ट्रामध्ये सांगली व कोल्हापुर या दोन प्रमुख भागांतून कंपनी आपल्या विविध विमा उत्पादनांची विक्री करते. याकरिता कंपनीने दोन्ही ठिकाणच्या १० स्थानिक बॅकांशी कराखद होत त्यांच्या माध्यमातून आपल्या दिमा उत्पादनांची

> गेल्या दोन वर्षापासून आम्ही पश्चिम महाराष्ट्रात व्यवसाय करत असून ह्याला उत्तम प्रतिसाद मिळत आहे. कंपनीने आतापर्यंत वारणा सहकारी बैंक, सांगली जिल्हा मध्यवर्ती सहकारी बेंक, आजरा अर्बन को-ऑपरेटिव्ह बेंक, कोल्हापूर जिल्हा मध्यवर्ती सहकारी बेंक, कल्लाप्याअण्या इचलकरंजी जनता सहकारी बेंक, सांगली अर्बन सहकारी बेंक, आष्टा पीपल सहकारी बेंक, कंभी-कासारी सहकारी बेंक, यशवंत सहकारी बॅक यांच्याशी करारबद्ध होत विमा ध्यवसाय चालू ठेवला आहे. माध्यमातृन अधिकाधिक डाहकापर्यंत पोहाोचने आणि योग्य

July 2016 अवी प्लस 15

CORPORATE STORIES

Amrutwel Money Plus July 19, 2016

Car insurance cos come to Bhopal residents' rescue, initiate claims

STAFF REPORTER
BHOPAL

Since the last few days, mon-Soon has been relentless in Bhopal causing floods and major havoc in the city, electricity is also snapped off at large parts of the city. There have been instances of huge damages caused to houses, cars and other establishments.

As with any other floods, one of the worst hit belonging is the car. At this hour of need, insurance companies have come forward to help people cope with the situation.

Future Generali India Insurance Company Limited has already taken significant initiatives to help their customers in all possible way. The company has not only initiated the claims, but also settled a motor claim within a single day of intimation of the claim.

The policy holder of a 2009 Maruti Alto has been fully settled with Rs 1.29 lakh the car was insured for Rs 1.30 lakh under 'Bhopal Floods'. Due to heavy rains, the vehicle was dragged one and half kilometer approx, which eventually landed in a canal. The pictures of the damaged car are appended, the car was declared as a total loss, Future Generali arranged for the salvage buyer as well as settlement of claim with minimum required documents.

Future Generali spokesperson said, "Our team at Bhopal has been on their toes all these days and they are trying to settle the claims as fast as possible so that people do not suffer more to the already devastating calamity. As of now we have received four motor claims. Although the situation looks better now with water being receded, we are expecting 30-40 claims arising from this calamity."

CORPORATE STORIES

Pioneer *July 20, 2016*

The articles cover the key initiatives FGII undertook during Bhopal Floods in July 2016 to help policyholders overcome this situation and for smooth claim process.

FGIICL has taken significant initiatives to help their customers

Staff Reporter, Bhopal

Since the last few days, monsoon has been relentless at Bhopal causing floods and major haves in the city. This has already taken several lives. Also electricity is snapped off at large parts of the city. There have been instances of huge damages caused to houses, cars and other establishments.

As with any other floods, one of the worst hit belonging is the car. At this hour of need, insurance companies have come forward to belp people cope with the situation. Future Generali India Insurance Company Limited has already taken significant initiatives to help their customers in all possible way. The company has not only initiated the claims, but also settled a motor claim within a single day of intimation of the claim. 10 claims have already been received by the company.

The policy bolder of a 2009 Maruti Alto has been fully settled with INR 1.29 lac (the car was in-



sured for INR 1.30 lac) under 'Bhopal Floods'. Due to heavy rains, the vehicle was dragged one and half kilometre approx., which eventually landed in a canal.

The pictures of the damaged car are appended. While the car was declared as a TL (total less), Future Generali arranged for the salvage buyer as well as settlement of claims with minimum required documents.

Official spokesperson from Future Generali India Insurance said, "Our team at Bhopal has been on their toes all these days and they are trying to settle the claims as fast as possible so that people do not suffer more to the already devastating calamity. As of now we have received four motor claims. Although the situation looks better now with water being receded, we are expecting 30-40 claims arising from this calamity. We will be able to have a clearer picture in next few days when more people recover from the disaster and start registering their claims".

Future Generali India Insurance has already activated its helpline number 1800 220 233 for customers to register their claims easily. Customers may also send a SMS stating "MOTORCLAIM" to 9222211100.

CORPORATE STORIES

Central Chronicle July 20, 2016

The articles cover the key initiatives FGII undertook during Bhopal Floods in July 2016 to help policyholders overcome this situation and for smooth claim process.

ESSENTIAL ELEMENTS

Is your investment protected?

It is extremely important to ensure that the value of your concrete asset is adequately covered when you finalise a home insurance policy

What is a Home Insurance Policy?

ing) and its contents. It is an umbrella "average clause". policy that offers covers that are suitable breakdown of electrical appliances, etc. a proportionate approach.

Can I only insure the home contents, if I am a tenant?

Yes, if the house is for rent (not owned), then only contents of the house can be covered.

Do I need to pay additional premium to cover earthquake and terrorism?

Earthquake and Terrorism are add-on covers and can be opted as an extension to the Home Insurance Policy by paying an additional premium.

Can items like jewellery, ornaments and art works be covered under this

Unless prior consent has been given by the insurer, policy does not cover items like jewellery, ornaments, art works, scripts, documentary information, computer system information, shares and stocks and cash. These can be covered on specific request and subject to valuation.

What is first loss basis?

The term "first loss" refers to a form of partial insurance in which a property is insured for an amount much less than the full value of the property. This provision is only given in burglary insurance. where there is very little possibility that all items within the property would be stolen at any one given time.

For example, if there is burglary in a large retail store, everything in the store would not be taken but only up to a certain amount would be lost, and this is what would be covered in the first loss insurance policy. The amount is calculated based on what is believed would be the biggest loss possible at a single instance of burglary.

What is Under Insurance and Average

In simple terms, Under Insurance arises when you insure something for less than its value. In the event of a loss, you shall be at risk of being penalized in the

Home insurance is a householders' pack-circumstances, the insurer may choose India Insurance Company Limited. age policy for your house (owned build- to "apply average" to the claim under an Share your queries regarding proper-

amount you are able to recover. In these Information source: Future Generali ty insurance, legal matters, housing This means that where the sum in- society issues, home loans, décor or for a household such as fire and allied sured is inadequate, the insurer can re-vaastu on dnaofproperty@gmail.com perils; burglary and housebreaking, duce its liability for a claim by applying and get them answered by our panel

THE VALUATION PROCESS

How do I arrive at an insurable value of my house structure and contents?

The most accurate way to determine the replacement / reinstatement cost of your home is to hire a building contractor or other building professional to produce a detailed estimate. Only the cost of the property's structure and its associated systems, fixtures, and finishes will be included in the estimate. Land value is not included in the amount of insurance

Value of house structure:

The value of your house structure should be insured for its replacement or reinstatement cost, Replacement / reinstatement cost is the cost necessary to repair or replace damaged items or structures in a manner similar to the construction of your house prior to the damage. When you insure your house structure for its replacement value, in the event of an unfortunate event. Future Generali will reimburse you for

the cost of rebuilding or repairing your house, based on the size and structure of yourhouse.

Value of home contents:

The best way to work out the value of your contents is to systematically go through every room and make an inventory. Don't leave anything out. whether it's a sofa set or a pair of curtains - they'd all need to be replaced If, say, there was a fire in your house.

You then need to work out how much it would cost to replace every single item on the list with a new one. The internet can help, or you might be able to find receipts and adjust for inflation. When you have a total, you should insure your contents for that amount, Don't simply guess the value of your contents: research shows that one in five households does not have enough Insurance.

Just like the house structure, the contents should also be insured for replacement costs.



CORPORATE STORIES

DNA Property, supplement of DNA newspaper August 27, 2016

DNA Property supplement of DNA newspaper covered the FAQ's that are mentioned in FGII website on home insurance.

REBELLION COVER Huge losses due to recent protests force businesses to look for greater protection against risks of civil disturbance, political violence

When Political Agitation Turns into an Opportunity for Insurers

Shilpy.Sinha@timesgroup.com

Mumbai: Political agitation by caste leaders may be a headache for the administration, but that has become an opportunity for insurers. The violence during the Jat and Patidar agitations demanding reservation led to insurers like Future Generali General Insurance offering 'rebellion covers' or 'political violence cover."

An estimate suggests that Jut reservation agitation had caused economic loss of ₹34,000 crore to the northern state

"We have recently underwritten two political violence insurance policies of shopping mall, multiplex and entertainment backed by reinsurance for sum assured of over Rs 1,000 crore each," said Easwaran Narayanan, chief operating officer, Future generali General Insurance. "This cover is actually to fill the gap or the 'gray' areas' such as should attacks by Naxalites and other groups be classified as acts of terrorism or another form of political violence? Stable politics of India is no longer immune from the perils of civil and political unrest."

abroad takes political risk cover. Political violence cover is an extension to the one to insure domestic assets in case of physical damage due to political violence, said Narayanan.

Insurers felt the need for this cover after the recent violence by rebel groups like Naxalites, protests seeking reservation in Harvana and other similar events, which created uncertainty in the minds of business owners who are looking to seek insurance

Political vio-Incore lence cover is sum due to protests, businesses

an extension to the one to insure domestic assets in case of physi- higher degree of protection against due to political the risks of civil disturbance and political violence.

This is aggravated by investors and banks insisting on more stringent requirements for companies raising finance to demonstrate that they have adequately mitigated

This policy is also different from the standard terrorism cover, civilumest



ADRIAEN BROUWER, Peasants Fighting

which does not pay for the losses due to civil unrest and political violence. Though political violence forms part of the political risk cover which pays for losses caused due to expropriation, forced abandonment, currency inconvertibility and non-payment but does not cover domestic risks situated in the country and pay for losses due to

"The demand for insurance and reinsurance products for such risks is high and political violence cover in particular is under the spotlight," said Narayanan. "The increased risk and uncertainty does, of course, also present commercial opportunities for those who are prepared to rationalize their capacity to assume political violence risk backed by suitable reinsurance."

CORPORATE STORIES

The Economic Times October 10, 2016

The article is on political violence cover and its contents. It highlights that the violence during the Jat and Patidar agitations demanding reservation led to insurers offering rebellion covers or 'political violence cover .

Easwara Narayanan shared his experience on FGII underwriting two political violence insurance policies.



CORPORATE STORIES

Golf Digest India October 2016 issue

The article highlights FGII's offering of Golfers Insurance and also highlights the contents of golf insurance policy.

As the magazine is a premium magazine that covers Golf as an industry and reaches out to who's who in India Inc.



FUTURE GENERALI INDIA INSURANCE:

DIGITAL PLAY ENHANCES CUSTOMER SATISFACTION



The Indian insurance sector is going through a phase of massive transformation, enabled by technology. Components which were not thought of earlier are now becoming successful line of businesses facilitated by technology, says Easwara Narayanan, Chief Operating Officer, Future Generali India Insurance

e are using digital technology to facilitate agent's journey, for example, if an agent is not in the office and still wants to issue a policy, he can do it through his mobile. We have realized that it is not enough to have a digital front-face. The back-end should also be strong and services should also be helped by digital initiatives.

In our loss assessment, we have a software called i-Moss. i-MosS (instant - Mobile Survey and Settlement) was launched for surveyors to help conduct on-the-spot conclusion of 70% of our motor insurance claims. Our company is the first to introduce Optical Character Reader (OCR), which is designed to calculate estimates and liability of each party within seconds. Complex algorithms at the back-end help in

accurate and faster calculations through the OCR, i-MoSS can work on both offline as well as online modes.

A good number of claims are handled by in-house persons. We have started the usage of app with them and we will soon be extending the facility to our external surveyors. For loss of an amount that is less than or equal to Rs 50,000 one can assess themselves. Beyond that, we have to hire an external surveyor for the sake of neutrality. i-MoSS is equipped with lot of facilities. Firstly, survey allocation is done through the system. It has OCR (Optical Character Reader) which enables the surveyor to take the picture of damaged vehicle. Then the estimate given by the workshop is scanned. Once it is scanned, the OCR converts the picture into digits. He can assess the loss there. and if he has in-house authority, he can

approve the claim. If it is beyond his authority then he can pash it to the superiors.

Customer experience improves because turn-around time comes down drastically due to this. Productivity also escalates as more surveys can be done. Otherwise, the surveyor has to return to the office and compile the report and get approvals etc. Original estimate undergoes change based on what is approved and what is negotiated. It is a consensual process. The entire claims life-cycle becomes a lot more smoother to all people concerned.

We have also launched a software called Pre-Auth module, which is an online system through which cashless health insurrance claims is processed on cloud-based platforms, data is exchanged and processed with the hospital and is a

CORPORATE STORIES

Express Computer November 2016

Easwara Narayanan is featured in a 2-page corporate story where he has highlithed FGII's prospects on digital front.

Express Computer is an IT magazine published by Express Group covering enterprise technology in all its flavours.

differentiator in the health insurance industry. Cashless claims will get passed in 1-2 hours while without a cloud based platform, cashless claims are generally sent through e-mails & fax, and can take 4-5 hours, or more, to get passed.

We are offering Pre-Auth module for our preferred network hospitals. The patient can key in their diagnosis, doctors prescription, documents in soft form. All they have to do is log into the module, which will always be logged in since patients would be coming in. They just have to upload the documents, which gets pushed to health service providers. The whole journey is absolutely seamless

We provide web servicing to many people. Through web servicing, our partners provide a website or link which is connected to ours. Customized policies can be packaged and sold. Home insurance is also one of the few areas where long term policies are allowed. For ordinary policies, this is not allowed. We are going to launch an e-worksite. It facilitates purchase of a policy in a company for its employees. From HR site of the company, there could be a link to our site.

Horizons of possibility

With changing times and changing demographics needs also change. Today the concept is that insurance is all a play of fraction. If there is a denominator and numerator, then it is a manageable fraction. The denominator is the space available for you, which is the universe of insurable property or insurable asset available. Numerator is a possibility of loss which could be its frequency or average size. Numerator is less than denominator and there is the element of uncertainty. Earlier, twenty years credit insurance would have sounded very improbable. Presently, it is a very important line of business.

Some companies are coming up with insurance for diabetic patients. This was not a product that could have been thought of earlier. Maternity was generally not covered in individual policies earlier. In our health policy after a waiting period of four years maternity is covered. Based on changing



demographics felt and unrealised needs are covered. We are pushing this priority that a customer can simply buy the policy online.

India is one of the highly uninsured markets. The industry has started working with the government to reach large masses of people to get insured. Through the government machinery we are able to reach a vast section of the mass. Agriculture insurance this year is going to net around Rs 18,000 crores. Common Service Centres (CSCs) are also emerging. They do various government services. Our regulator has given them a special scheme to make them intermediates. They can sell insurance as well. The targeted number is around 2-8 lakh CSCs across the country. Thus, the insurance industry will have these many touch points.

One of the core area of focus for us is micro insurance. One vital class to be addressed is the working class in the rural areas. Apart from CSCs, we have 105 co-operative banks through whom we are distributing insurance, which is mostly personal. We have a software which works offline and is capable of being integrated. The policy through this can be issued offline. At the end of the day, one can link and sync it with the system, so the whole data gets transferred to the main system. We have also introduced Sukshma Hospi-Cash wherein when someone is hospitalized, an assured compensation is given to them everyday.

Presently, the most unrepresented area is home insurance. Even after the floods in Chennai, the uptake of home insurance has been really low. We are looking at creating awareness in this area. The return on home insurance may not be immediately very high, because premium size is small. But it has a very huge potential.

In any activity that we undertake, the first thing we look for is how can technology help us do it better, faster and in a simpler way.

CORPORATE STORIES

Express Computer November 2016

बीमा उद्योग की उम्मीदें

बीमा उद्योग की उम्मीदों के बारे में प्यूचर जेनरेली इंडिया इंश्योरेंस के लि के एमडी व सीईओ केजी कृष्णमूर्ति राव ने कहा है कि बीमा क्षेत्र होम इंश्योरेंस और स्वास्थ्य इंश्योरेंस के क्षेत्र में जोर दिए जाने की उम्मीद कर रहा है। आवास बीमा पर प्रीमियम पर कर छूट पर जोर देते हुए उन्होंने इसके लिए कर में छूट का आग्रह किया है। इससे आवासन क्षेत्र को बढ़ावा मिलेगा और लोगों को अपने घर बीमा कराकर सुरक्षित रखने में भी मदद मिलेगी।

CORPORATE STORIES

Sanmarg *January 26, 2017*

Mr. Rao's expectation from Budget 2017-18 was covered in regional newspapers.

હોમ - હેલ્થ ઈન્સ્ચોરન્સ ક્ષેત્રે વધુ પગલાં આવશ્યક છે

કે. જી. કૃષ્ણમૂર્તિ રાવ, મેને જિંગ હિરેક્ટર અને ચીફ એક્ઝિક્યુટિવ ઓફિસર, ફ્યુચર જનરાલી ઈન્ડિયા ઈન્સ્યોરન્સ



વીમા ઉદ્યોગના વિકાસ માટે વેરામાં રાહત આપવી જોઈએ. સરકારે એવી જાહેરાત કરવી આરોગ્ય વીમા પ્રીમિયમ ઉપરનો જોઈએ જેને લોકો અને ઉદ્યોગ સર્વિસ ટૅક્સ દૂર કરવો જોઈએ, સહેલાઈથી સ્વિકારી શકે. બજેટમાં જેથી વધુ લોકો પૉલિસી ખરીદી હોમ ઈન્સ્યોરન્સ અને આરોગ્ય શકે.

વીમા ક્ષેત્રે ધ્યાન કેન્દ્રિત કરાશે એવી ધારણા છે.

આ વર્ષે પૂરગ્રસ્ત રાજ્યો માટે હોમ ઈન્સ્યોરન્સના પ્રીમિયમ ઉપર આવકવેરામાંથી મુક્તિ જાહેર કરાય તો વધુ લોકો આ વીમો લેવા આગળ આવશે.

મેડિકલ ઉપકરણો એફોર્ડેબલ બનાવવાની જોગવાઈ જાહેર કરવી જોઈએ જેથી ગ્રાહકો ઉપર ઓછો બોજ પડે. વ્યક્તિગત કરદાતાને આરોગ્ય વીમા / પીએ પ્રીમિયમમાં વેરામાં રાહત આપવી જોઈએ. આરોગ્ય વીમા પ્રીમિયમ ઉપરનો સર્વિસ ટૅક્સ દૂર કરવો જોઈએ, જેથી વધુ લોકો પૉલિસી ખરીદી શકે.

CORPORATE STORIES

Vyapar (Gujarati)

January 28, 2017

Mr. Rao's expectation from Budget 2017-18 was covered in regional newspapers.



Healthy, Wealthy & Insured

An insight into the need and types of health insurance policies for women



Shreeraj Deshpande, Head - Health Insurance, of an ace insurance company in India.

Women play a very important part in the well-being of a family while neglecting their own self. Here, I would like to share an example of Lakshmi, a
single woman with a young daughter.
Lakshmi is a working lady and takes
care of all financial needs of the family
along with saving some money for her
daughter's marriage. Everything was
going fine when one day Lakshmi had
a severe headache and she just took a
tablet and slept.

This headache continued for a few days, but Lakshmi did not consult a doctor. One day, her 15-year old daughter Priya fell sick, Lakhsmi panicked and took her daughter to their family doctor. While talking to the family doctor, her daughter informed him about Lakshmi's frequent headache and her living with it, without consulting a doctor. The doctor immediately examined Lakshmi and also suggested some tests. The test revealed shocking results. Lakshmi was suffering from brain tumour and this was just the initial stage. Hospitalization and a surgery followed and Lakshmi was back on her feet in few months. Today, when Lakshmi looks back, she thanks her doctor silently who had advised her to buy health insurance policy for all when Priya was born. She never missed renewing her policies and the entire cost of her surgery was paid by the insurance company.

Yes, the above is just an example, but not an entirely fictitious one. It makes us think how women do not think about their own health while taking care of everyone else's needs. In this case, Lakshmi only visited the doctor when her daughter Priya was unwell. What most women don't realise is that they will be able to take care of their family only if

they are hale and hearty. It somewhere correlates to the announcements made by airhostesses in an aircraft- 'First you wear a life jacket and put on the oxygen mask yourself before helping others." Similarly, it is also imperative to understand the need for health insurance which can save women from huge financial crisis in times of a medical emergency. Once a major illness is diagnosed, it not only damages our health, but also has the potential to damage our entire life. The cost of hospitalisation and speciality medical treatments are so expensive today, it is almost impossible to bear that on our own without necessary support

Health insurance is beneficial to all age groups. Young girls can opt for health insurance for their parents and themselves; married women can opt for health insurance for themselves and their extended family and so on.

What is a Health Insurance and what are the benefits?

Health Insurance is a broad concept that provides protection against medical uncertainties and the costs involved. There are various products available in the market and the extent of cover, benefits etc. varies between products. The benefits of health insurance include:



AUTHORED ARTICLE

Northeast – Good Times *April 2016 issue*

Shreeraj Deshpande offers tips for women on choosing the right health insurance policies.

Northeast – Good Times is a monthly magazine which is published from Guwahati and circulated across the Eight North-eastern states – Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Sikkim and Tripura.



- · Cashless hospitalization at any of the insurance company's network of hospitals.
- · Pre and post hospitalization expenses. · Cost of health check-up at authorized
- · Maternity benefits that cover the maternity expenses at the time of hospitalisation.
- Pre-natal & Post-natal expenses.
- · Cover for new born babies, vaccination expenses, etc.
- · Policies which cover the extended family of the proposer.
- · Pays a lump sum in case the policyholder is diagnosed with any critical illness including cancer, heart attack, stroke, and kidney failure.
- . Tax benefits under section 80D.

Sum assured and premium to be

The premium of health insurance policles vary depending upon the type of product, plan, extent of coverage as well as Sum Insured and Age of the persons being covered. The premium can be paid through ECS, cash/cheque, and direct online payment.

Claim Settlement

The insurers will give detailed guidelines to the policy holders on steps to be taken in case of a claim. In case of hospitalisation claims, cashless facility is available in the network hospitals of the insurer, a list of which is provided to the policy holder at the beginning. If the treatment is availed at a non-network hospital, the insured has to go for a claim on reimbursement basis.

Which plan to take and when?

The plan to be taken by women differs among age groups. For example, there are comprehensive covers available in the market that provides maternity benefit after certain waiting periods. Newly wedded women can opt for this product and avail the maternity benefit when they start planning a family. Another example could be of a woman staying in a joint family. There are options available in the market that covers as many as 15 people in one policy.

plans catering to young or recently married couples, self, spouse, extended family or joint family etc. There are plans for senior citizens too which will definitely help the aged women.

How to purchase the policies?

The policy can be availed online. Alternatively, you may contact the nearest branch or the call centre of the insurance companies and they will depute a suitable official to get in touch with you to explain the product offerings.

How to choose the Insurer?

One should always buy insurance from a reputed insurer that has a good record of servicing and claim settlement, as these are the features that become critical when you are actually in need. A cheaper policy may not always be the best policy for you. Choose a policy that suits your requirements in terms of coverage and sum insured. Please go through the prospectus and policy wordings to understand the waiting periods, exclusions and sub-limit Different insurers offer different products under the policy. Make an informed decito suit the need of the customers with sion before signing on the dotted line.

AUTHORED ARTICLE

Northeast – Good Times April 2016 issue

Continued

ஸ்ரீராஜ் தேஸ்பாண்டே

தலையர் – ஹெல்த் இன்ஷூரன்ஸ், ஃப்பூச்சர் ஜெனரலி இத்தியா இன்ஷூரன்ஸ் கம்பெனி லிமிடெட்



பெண்ணே, ஹெல்த் இன்ஹூரன்ஸ் எடு ப்ளீஸ்!



பெண். பிறந்த வீட்டின் வரப்பிரசாதம், புகுந்த வீட்டின் மகாலட்சுமி. இந்த பரபரப்பான வாழ்க்கையில் குடும்ப உறுப்பினர்கள் அனைவரையும் கவனிக்கும் பெண்ணோ, தன்னை பற்றியும் தன் உடல் ஆரோக்கியத்தைப் பற்றியும் கவலைப்படுவதே இல்லை.



வீட்டில் இருக்கும் பெண்களுக்கு ஏதாவது ஒன்று என்றால் மொத்த Michigan Dukanin dosialisa விடும். தாயாக, மனைவியாக, STATES LOSSITIAL STOR ENTOTIA இருந்தாலும் அவரது உடலுக்கு ஆபத்து வத்துவிட்டால் அத்தக் குடும்பம் திறைய கஷ்டப்பட வேண்டியிருக்கும். தவிர, இன்று LECT STORY OF COMPACT TO SO SE SOL ON வேகமாக வளர்கிறது. எனவே, இடிரேன் தோய்வாய்ப்பட்டால், мяря Вации Ониц Онизулга மருத்துவ சிலிச்சை பெற வேண்டும். இத்த இடிர் செலவுகளில் இருத்து ஒருவரைக் காப்பதுதான் ஹெல்த் Deirap Ogsiraio.

■ ஹெல்த் இன்ஷ[ு]ரன்ஸ்!

ஒருவர் ஒரு நொல்த் இன்ஷ சரன்ஸ் பாலிலி மூலம் ஒரு குறிப்பிட்ட பிரியியம் தொகையை. ஒரு இன்ஷ சரன்ஸ் திறுவனத்துக்கு சேறுத்தினால், எடுப்பாரத் தேரத்தில் அவருக்கு ஏற்படும் மருத்துவ செலவு

AUTHORED ARTICLE

Nanayam Vikatan *April 20, 2016*

Shreeraj Deshpande highlights the benefits and importance of health insurance policies for women of various age groups in one of the most widely read regional magazine in South India. மற்றும் மகள்கள் வரழ்கையில் செட்டி வாகிவிட்டார்கள். இனி எதற்கு எனக்கு ஹெல்த் Care to sing and apprehiment யாக இருந்து, பின்பு உடல் நலத்துக்கு ஏதாவது பாடுப்பு வந்தால், மகன், usaisai Quisib umingang Grevauflés Gassiery again cros Gas, வயதான பின்னும் ஹெல்க் Deirour@reireiver(DC)LING_MOUT/Seeffeir unwenjaGan "ajdoway wasanaGan செய்யும் பெரிய உதவிதான்.

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second Garning George Spring சேரும் உறுப்பினர்களின் creinastisans uniqui apartsaffic

anny, a.r. infleren, crifficartan Grakesti Cernisair மற்றும் பாலிகிக்கு இடைக்கும் மொக்க கூரிரற் தொகை போன்றவைகளை கணக்டுட்டுதான் ஆண்டுக்கான பிரியியம் கணக்கிடப்படும். . எந்த இன்ஷிறன்ஸ் நிறுவனம்? பிரியியத்தை வங்கி இ.சி.எஸ் முறையிலோ, காசோலையாகவோ இன்ஷூரன்ஸ் βηνωσεβρηλίη Gegyfgeonii.

பைக் விற்பனையைத் கொடங்கியது ஃப்ளிப்கார்ட்!

நம் நாட்டின் முன்னனி ஆன்லைன் விற்பனை தாகள ஃப்ளிப்கள்ட் திறவனம், ஆன்லைனில் பல்வேறு பொருட்களை இத்தியா முழுவதும் விற்பளை செய்து வருகிறது. இந்த நிலையில் தற்போது நாடு முமுவதும் இரு சக்கர வாகனங்களை விற்பனை செய்யத் திட்டமிட்டுள்ளது.

இதற்காக புனினர் மோட்டார் நிறுவனத்துடன் இணைந்துள்ளது. ஃப்ளிப்கார்ட் தெயுவைம் பெங்களூரில் கடந்த மார்ச் மாதத்தில் இருந்து டிவினர் மோட்டார் சைக்கின் மற்றும் ஸ்கூட்டர் விற்பணைய விற்பளை செய்து வருகிறது. இந்த நிலைவில், வருகிற மே மாதம் முதல் இந்தியா முழுவதும் தனது வாடிக்கையாள்களுக்கு இரு சக்கர வகணங்களை விற்கம் சேவையை ஃப்ளிப்கள்ட் துவங்களிறது.

engés Militakaka unida apisya Baras Praisi Circular Sprague (Circ ந்துவசாகவைகள் சந்து சுடுதல் செல்லத்தை சடித்த செல்லக்கை! சரியாவ நேத்தில் ஷன்ற நான்ற செல்ல நிறுவாததில் மாவிசி எழியது

á Geníuio Geníupio Grosini. !

பாவிசியை எடுக்கும்போதே இன்ஷூரன்ஸ் நிறுவனத்திட illingay criming & Gerenio Greini Cambridia, Milliong suchildes Garciera, u. sparceerius de creixes என்பதை வரையறுக்கிருக்கும். waste and and Cook and the aráQasa ucasan umarsar கொட்கொள்க் மருத்துவ Licenser warmer Department in LL (Date னது என்கிற விவரமும் வழங்கப் LOND BUT GREENER GREENER/FA посьфаум повышийй виджитея இச்சை இடைக்கவில்கை creirgreit, PRACOS Rom BONL

மருந்துவமனையில் கிகிச்சைகளை முடித்துக்கொண்டு, பணத்தை இன்ஷூரன்ஸ் திறுவனத்திடம் க்னெய்ம் செய்யலாம்.

கடத்த கால செயல்பாடுகள் தன்றாக இருக்கிற, εμταθθήςτη ή ακαικένη Θηστε, ή ήκαι η αίναι Ο στονου παινατ வழங்கி க்ளெய்ம்களையும் சரியாக வழங்கியதம் திறுவனத்தைத் தேர்த்தெடுத்து பாலிசி எடுப்பது தக்கது. குறைந்த பிரீபிபத்துக்கு பாலிசி வழங்கும் இன்ஷ சேன்ஸ் நிறுவனங்களைவிட, சற்று கடுதல் பிரியியத்துக்கு கூடுதல் சேவைகளை சரியான நேரத்தில் வழங்கும் இன்ஷ சேரன்ஸ் நிறுவனத்தில் பாவீசி எடுப்பது நல்லது.

அதிப்பாக, பாவிசி எடுக்கும்போது பாவிசிக்கு கொடுக்கப்படும் பிராஸ்பெக்டஸ்கள், விடுகள் மற்றும் சட்டங்கள் போன்றவற்றைப் படித்துத் தெரித்துகொள்ளுங்கள். அதோடு என்ன மாகிரியான நோய்களுக்கு எல்லாம் கணெய்ம் இடைக்கும், ஏற்களவே இருக்கும் நோய்களுக்கு எவ்வளவு நாட்கள் காத்திருப்பு காலம், என்ன மாடுரியான தோய்களுக்கு க்கொய்ம் கிடையாது Остейтр общениямог пророшения сирфуског பாவிரியை எடுங்கள்.

Ogni/Gynusia Gynufrunca cręsk souceoustic இல்லாமல் இருக்க, இன்றே ஒவ்வொரு பெண்ணும் ஹெல்த் இன்ஷூரன்ஸ் எடுக்கலாயே!

தொகுப்பு : மு.சா.கௌதமன்

AUTHORED ARTICLE

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Continued



மற்றும் கட்டணங்களை அத்த இன்ஷூரன்ஸ் திறுவளம் அவருக்கு செலுத்தும் இதுதான் ஹெல்த் இன்ஷூரன்ஸ்.

பல வகையான இன்ஷூரன்ஸ் இருவனங்கள், பல வகையான பாவிரிகளை வழக்கி வருகின்றன. குறிப்பாக, ஹெல்த் இன்ஷூரன்ஸ் பாவிரிகளுக்கு செலுத்தும் பிரிபிய தொகைக்கு அடுகபட்சமாக அண்டுக்கு சூ.25,000 வரை வரிச்சலுகை பெறவாம்.

பொதுவாக ஹெல்த் இன்ஷு ஒரன்ஸ் பாவிரிகள் மூலம் சேஷ்ஹெஸ் முறையில் ஜெட் வொர்க் மருத்துவ மணைகளில் சிஙிச்சைகளைப் பெறலாம் சியிச்சை களுக்கு முன் மற்றும் பித்தைய கட்டணக்களை கினம்ம் செய்துகொள்ளலாம். கட வருலத்துக்கான செக்கப் புகளை இன்ஷூர எஸ். நிறுவனம் குடுப்பேட்டுள்ள இடங்களில் செய்துகொண்டு இன்ஷூரன்ஸ் நிறுவனத்திடம் கிளைம் செய்து கொள்ளலாம். க்சிட்டிக்கல் இல்லை நோய்களாக ஒஞ்ஒடுக்குகர் கிரிட்டிக்கல் இல்லை நோய்களாக இன்ஷூரன்ஸ் நிறுவனம் குறிப்பிட்டிருக்கும் நோய் களுக்கான சிறிச்சை செய்வுகளை க்சிட்டிக்கல் இல்லைம் பாலிரிகள் மூலம் கிளைப்ப் செய்யலாம்.

பெண்ணே உனக்கு!

மகப்பேறுக்கு முந்தைய மற்றும் பிந்தைய செலவுகள், மகப்பேறின் போதான செலவுகள், பிறத்த குழந்தையின் தடுப்பூரிக்கான செலவுகள், மார்பக புற்றுநோய் போன்ற கரிட்டிக்கல் இல்னஸ் நோய்களுக்குரிப்பு பாவிசிகள் என்று பெண்களுக்கு பலவிதமான பிரத்பேசு பாவிசிகளை பல நிறுவனங்கள் வழங்குகின்றன.

· Aniableir eaneir!

எடுர்பாராத விபத்தாலோ அல்லது வேறு கில காரணங்களாலோ கணவணை இழத்து அல்லது பிரித்து தங்கள் குழந்தைகளையும் தாய் தத்தையர்களையும் பார்த்துக்கோன்றும் பெண்மணிகள் இருக்கத்தான் செய்லிறார்கள். அவர்கள் தங்களின் குழந்தைகளோடு சேர்த்து, தங்களின் குழந்தைகளோடு தெறும்த் தென்ஷ சிரண்ஸ் பாலிகியை எடுத்துக் கொள்ளலாம். அந்த பாலிகிவில் தாய் பெறும் அனைத்து சேவைகளையும் மகனும் பெறலாம். தவிர, 12 வயதுக்கு கட்டம்... குழந்தைகளுக்கு தடுபுதி போடு வறையும். இத்த தெறும்த இல்வுசிரன்

பாவிகள் மூலம் கிளையம் செய்துகொள்ளனர். மேலும், பெண்கள் தங்களின் தாய், தந்தையரை உள்ளடக்கி ஒரு ஃப்னோட்டர் தெறல்த் இன்ஷூர் ஸ்ம் பாலிகியைகூட எடுத்துக் கொள்ளையம்.

புதுமணத் தம்படுமினர்!

டஞ்தாக இருமனம் செவ்தகொண்ட ஒரு டென் ஒரு தெறக்த் இன்ஷூரன்ப் பாலில்யை எருத்து அதில் குறிப்பிட்ட காலம் வரை காத்திருந்து பைசா செவவின்றி சுழந்தையைப் பெற்றுக்கொள்ளலாம்.

காட்டுக் குடும்பத்துக்கு ஹெல்த் இன்ஷுரண்ஸ்!

ஒரு ஹெல்த் இன்னூரேன்ன பாவிசிலில் அதிகபட சமாக 15 பேர் வரையில் சேர்த்துக் கொள்ளலாம். பொதுவாக, இதுபோன்ற பெரிய தீப்கோட்டர் பாவிசிகளில் தாய் தந்தை, மகன் மன், உடன் பிறந்தவர்கள், மருமகன்கள் மற்றும் மருமகள் வரை சேர்த்துக்கொள்ளலாம். இந்த என்னசிக்கை நிறுவனத்துக்கு நிறுவனம் மாறுபடும். உறவுமுறைகளும் நிறுவனத்துக்கு நிறுவனம் மாறுபடும் எனவே, நம் திற்பத்தில் மாரெல்லாம் இருக்கிறார்கள், மாருக்கு எல்லாம் ஹெல்த் இன்ஷூரன்ன் வால்க வேண்டும் என்கிற விவரங்களை எல்லாம் தேரிந்துகொண்டு முடிவு செய்து இன்ஷூராக்கர் திறுவனங்களையும், பாவிசிகணையும் தேரிவுகிரங்கது தல்லது.

வயதானவர்களும் எடுக்கலாம்!

வயதான குடும்பத் தலைவிகள், தங்கள் மகன்

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311 न की आठ व्यास जीवनसीलें को नजह से लीग पुनवनका में हो डाव्यक्तित हाइ बरहाईनर और इप्य ग्रंग जीवी गंभीर बीमारियों के लिकार हो नाते हैं। इसाव का कुई इनन बड़ चुवा है कि इससे पूरे मानिय का बक्द बिगाइ जागा है। ऐसी पुनिकल से बचने के लिए हैंग्य पालियों को लिए हैंग्य पालियों के लिए हैंग्य पालियों के अभाव में अकसा लोग बिना सोचे समझे कियों होंगे पीलियों का चुनाव कर लोगे हैं, दिसमें उन्हें पुकार जाने वाले डीमियम की गुनाव में प्रयोग कार्यन वाले वाले सीमार्थ की गुनाव में प्रयोग कार्यन वाले वाले सीमार्थ कर से भूगत महर्स समझे कियों कर से समझ कर सामार्थ कर

समझें कवरेज के फ्रायदे

भागे ही आपको ब्होड़ा त्याचा सूखें बरना पहें, लेकिन अपके लिए अधिकराम बोमारियों के करनेल बाला भीन लेना त्यादा इत्यादेश्वर सर्विका होगा। स्वास्थ्य बीमा संकेदी वर्डी भरते समय अगर आपने पुगर्नी बीमारियों के बारे में पूछा जाता है तो पूर्व हैमानदारों से उनका किक कर करें। अगर के बीमारियों वालों से ही उनकी करनेल सूची में सामित्र होंगी तो चीमित्रों के बार साल पूर्व होने के बाद पुरानी बीमार्ग भी उसरे वीमारियों में अपने अगर कार कार को सामार्थ।

इंग्योरेंस थानिकों लेते समय प्राह्मकों के मन में भार सकाण उठना स्वाच्छिक है कि कह में कहाँ उसका करेच रहूद न कर दिया जार। इस समस्या से कब्दे के लिए क्यानी पॉलिसी किसी ऐसी किल्सकीय कंपनी से ही एहरेंद्रें, जिसके कंपन पुनवान का निकार्ड बहुत अध्या रहा हो। अप चार्ड तो अध्यक्षारहा हो। अप चार्ड तो अध्यक्षारहा है। अप चार्ड तो अध्यक्षारहा है।

चुनें हेल्दी हेल्थ पॉलिसी

बढ़ती महंगाई में इलाज का ख़र्च वहन करना मुश्किल होता जा रहा है। ऐसे में अपने परिवार का स्वास्थ्य बीमा करवाने के साथ यह भी बहुत जरूरी है कि हेल्थ पॉलिसी का चुनाव सोच-समझ कर किया जाए।

कंपनियों के जलेम संबंधी रिकॉर्ड आसानी से देख सकते हैं। जिस तरह रिड़कों बैंक बच्ची बैंकों को बार्च प्रणानी पर निरामने रखता है, जमी तरह आदमारदीए चानी इरहा बैंसा कंपनियों की गतिर्विधानों पर नवर रखती है।

फैमिली पलोटर पॉलिसी

अपने निए ऐसी हेल्थ पॉलिसो का चुनाव करें, जिससे पूरे परिकार को कन्नेज जिले क्योंकि परिवार के सभी स्टरमों के लिए जलाए पॉलिसी लेने का तुर्ज बहुत ज्यादे आएगा इंटर्जिंक, स्वाक्य धीमा पॉलिसी में माता निता को शामिल करने से उनकी उक्क के अनुसार प्रीमिक्स को दें पूछा स्थाप उक्कर होती हैं, किर भी उनके लिए अलग पॉलिसी लेने की तुरुक्त में यह विकास समा पहल है।

जानकारी है ज़रूरी

किसी भी इलाज से पहले हीस्पटल के रिसेक्स से उपनार के सामान्य रेड की जनकारी उत्तर हासिल करें। फिर उसे बाट में बातर् कि आपका मेडिकल इंग्लेरिस है। बर्ज भर ऐसा भी होता है कि मेडिकल इंग्लेरिस का पता चलते हो हीस्पटल उपनी मोस बचा देते हैं था मरीज को हो सारी अज्ञावरका वार्ष बात कर उनते उपाद से ज़बार पैसे बसुलने को कोशिल करते हैं। इंग्लेरिस से पेस्टि होने की बात सोचकर बेडिक न हीं।

यह न भूलें कि आध्रित आपको पॉलिसो से ही ये पैसे फाटे का रहे हैं, जो भक्तिय में

AUTHORED ARTICLE

Jagran Sakhi May 07, 2016

One of the key achievements last year was to garner editorial space in women-specific magazines. Magazines like Sakhi and Grihshobha find a place in almost every middle and upper-middle class house hold. Shreeraj Deshpande focuses on health insurance policies beneficial to women and also explains claim settlement process.

Jagran Sakhi and Grihshobha are leading women based magazine and placement of this article helped FGII reaching out to women of various age groups. ा है रिकार यह पहल प्रीराहर

कैसे काम करता है कैशलेस

केशलेस पॉलिसी लेने पर मरीन को -अस्पताल में भर्ती होने से भारते कुछ भी दार्च करने को उकरत नहीं होती। हो, उस वक्त मरीन के पास बीमा काई और पहचल पत्र होना उकरों हैं। इसका अस्पदा दो तहर से अस्पताल में भर्ती होने को स्थिति में किलता है।

प्लेंड एडमिक्सन : आर मरीज को कोई ऐसा ऑपनेक्सन करवाना हो, जिसके लिए डॉक्टर ने उसे पहले से कारीज़ दी है तो ऑप्लेक्सन के 3-4 दिन पहले कसनी काराजाल के साथ औपनारिकतार पूरी कर लेनी पारिए। इस प्रक्रिया के पीएन इन बालों का विशोध भागन रखना पारिए :

- अरने टीबीर के नेटक्के में आने वाले ऐसे हॉस्टिटल का चुनाव करना चाहिए, जो घर के नक्टीक हो और वहां इलान की अस्पाधनिक सुविधाएं उपलब्ध हों।
- क्षेत्रच इंक्सोरेंस काई मरीज के पास होना चारिए। क्री ऑक्साइक्ड कॉर्म के उस हिस्से को भी, जिसे इंक्सोरेंस होल्डर को भावा होता है। यह कॉर्स हॉस्सिटल के इंक्सोरेंस डेस्स से प्राट करें। इसे टीपीए की वेबसाइट से ची डाउनलीड किया जा मकता है। () भी हुए कॉर्म को हॉस्सिटल के इंक्सोरेंस डेस्स कर देना होता है, जिसको नाम कर हास्ति है।
- आपके पर्टमें के असूब होते हो टोपीए ऑक्साइवेशन लेटर और ट्रीटमेंट के लिए अप्रवा अमार्डट भेज देता है।

ई-मेल कर दिया जाता है।

• पर्टीमें जमा बारके इंतरहार करने के बजाय इर अबसे घंटे में पर्टेलोअम करना इकनी होता है, ताकि मरीज का इल्तान जल्द में जल्द शुरू हो जाए।



स्त्रियों के लिए हेल्थ पॉलिसी

वैसे तो बाजार में उपलब्ध प्रत्येक प्रतिस्थी दूसरी से अलग होती है। फिर भी ज़्वादावर में रिक्सों को दो जाने वाली प्रमुख सुविधाएं इस प्रकार हैं।

- प्राथांस हॉस्पिटलाइवेशन
- अस्पताल में भर्ती होंगे से फाले या भर्ती के होंगे के दौरान आने वाला कर्य
- अधिकृत केंद्रों पर हेट्य पेक अप की लागत
 मैटरगिटी बेग्विकट, जो अस्पताल में भर्ती श्री कर खर्च भी वायर करता है
- डिलियरी से फले और बाद में बाद रोने वाले खर्च का भुगतान
- नवजात शिशुओं के उपचार और वैक्सीनेशन पर होने वाले खर्च इत्यदि का कवर
- ऐसी प्रतिसी, जो श्री के माल-पिता या सस्ताल के आश्रितों को भी कवर करें
- अअववार स्वास्थ्य बीमा में निरुपों जी गंभीर बीमारियों जैसे स्तम कैसर, सर्वोइकल कैशर और स्पॉनिडलाइटिस के जपधार के लिए भी कार्याल जिल्ला है।
- कोई भी अफेली श्री सिंगल कवर के पहल स्वास्थ्य बीमा में अपने बाली और नाता-पिता को भी शामित कर सकती है।

इमजेंसी एडपिशन : इसमें प्लेड एडपिशन की तरह पहले से परेंगे भरते की कोई क्रमत नहीं होती है। ऐसे में डॉक्टर उपचार को प्राथमिकता देते हैं।

- हॉस्पिटल में मरीड़ का हैल्थ ईस्पोर्ट्स कार्ड दिखा कर उसे अस्पताल पहुंचाने बाला कोई करीबी व्यक्ति भी उसका फॉर्म पर सकता है।
- इस ताह के मामलों में हॉम्पिटल की इंक्लींग डेम्क अपूमन कैशलेंस को प्रक्रिया को फास्ट ट्रैक में प्रीसंस करती हैं, ताकि इलाज में देरी न हो।

क्या है जिप्सा

केशारोस क्लेम शेर्त समय अकसर यह सुनने में अला है कि अमुक खूर्ण विनया को गाइटलाइंस के अमुसार करार नार्त होता। ऐसे में आपके मन में यह मालात ठठता होंगा कि जिस्सा क्या है? जिस्सा यांगी जनात इंस्पोरेस परिताक सेक्टर एमोर्सिग्डल ऑफ डीट्या देश को 4 सरकारों योगा कंपनियों का जह पुर है, जो देत पर में फैली उपनी सभी शामाओं से कैशलेस बलेम के लिए देश के 4,000 से भी ज्यारा लिस्टेंड अस्तातालों में होने यांगी देश मेंडिकल प्रोसीजर्स के मानक तम करता है। अगर सरत सक्दों में कहा जाए तो कैशलेस मेडिक्लेम के व्यक्त परीज के मेडिक्ल कित में जो भी रेट लगे होते हैं, उन्हें किसा ही तथ करती है।

क्या नहीं है शामिल

इंक्वोरेंस कैशलेस होने के बाद भी शॉस्पिटल के कछ खर्चों का भगतान मगेड को खद ही करना पडता है. जो इस प्रकार हैं -हॉस्पिटल की रिकटेशन पर एडमिशन फीस, एंक्लेंस चार्ज, अटेडेंट के खाने का खर्च, पर्सनल हाइजीन से जुड़ी चीवें और सर्विस चार्ज । इसके अलावा ऑक्सीवन मस्क, डायपर, नेश्युलाइकर, पड़ी या टेप जैसी चीचें दवा की क्षेणी में नहीं आतीं। इसलिए इन पर होने वाले खर्च का भार मरीव को ही उठाना पहला है। कैजलेस मेहिक्लेम की स्थिति में जिस रोड मरीख को अस्पताल से छुट्टी दिलानी हो, उस दिन सम्बद्ध से ही दिस्थार्ज को प्रक्रिया शुरू करवा दें। आस्पताल के टीचीए डेस्क से प्रक्रिया का फॉलोअप लेते रहें क्योंकि इसमें लगभग तीन-चार घंटे लग आते हैं और इस देर के लिए मार्नामक रूप से तैयहर रहें।

रिजेक्शन से बचें

अकतर शोगों को यह शिकायण होती है उनका मेडिक्लेम रिजेक्ट हो गया। इसमें बचने के लिए इन बातों का ध्यान रहाँ - प्रजी-अधिवादशेशन करेमें में दी गई अधृते जानकारी से केलारेस मेडिक्लेम रिजेक्ट हो सकता है।

⊙अयार व्यक्तियों को पूरी रक्षम को पहलों हो करोम कर लिखा हो हो ऐसी मिक्सि में व्यक्ति को कैसलेंस कर प्राध्यदा को सिल पाता। ऐसी असुविका से कपने के लिए कैसलेंस के अलावा एक और टॉपअप पॉन लेना प्रचप्यंपद होता है। स्थपमा 12,500 को व्यक्ति किसा देने पर नार टॉपअम प्लैन के व्यक्ति का लाख तक का क्रांबंध क्षम करता है।

्राह्मियटल के टॉप्पेए डेंक्स पर मीजूद प्रिप्तेंटेटियल के अनुसार कुछ केशालेस पॉलिसियों में पूराने पिकटिंड भी भागे जाते हैं और उनके न होने पर कैशालेस का अपूजन जिक्रेट हो जाता हैं।

(तक्षर हो जाता है) अगर आप इन बार्ती का भ्यान रखेंगे तो विभा किसी परेक्षाने के मेडिक्स्पेग के अंतर्गत दी जाने वालो मानी सुविधाओं का यूरा फरक्टा उठा पाएँगे।

सखी फीबर्स

(चयुका जनाली इंडिया इंस्पोरेंस कंपनी लिपिटेड के प्रमुख भीराज देशपोर्ड से बातचीत पर आधारित)

मई २०१६ (ज्ञासरणसस्त्री (43

AUTHORED ARTICLE

Jagran Sakhi May 07, 2016

Continued

PERSONALFINANCE

Sreeraj Deshpande offers women tips to choose the right health cover

and Princess of the very important role a fits for maternal and child woman has in her family, care, or products catering to Wamen - in their various roles as carrediver broad-earth-stages of a woman, er, mother, wife and daughter make it their job to see their cless families follow a healthy . Cashless hospitalisalifestyle and everyone is taken tion at any of the insur-

own health. Most autoen don't . • Cost of health check-up at realise that they will be able to authorised centres take core of their family only . Benefits that cover the ma-

"Ween's restant role is to early to some is health protocycleal cancer which affect for a pillar of the family" lens. However, there is no special version. cial prendum pricing for those merican actress products at the increme.

Though most companies Monaco Grace do not effer wemen specific Kelly's famous products but they have poli-A quote captures cles that provide extra beneverious age groups and life Some benefits of such poli-

od care of.

However, in the process of hospitals playing such multiple roles, Pre- and post-hospitalisa-women often needect their tion expenses

If they are hale and hearty, it's termity expenses at the time of

ment and cure.

benefits bealth insur- Busband
 Her child can be over logether. For a stude woman with dependant parents, the medical bills can run high. If she happens to ered under the compre-heasive health cover she has taken for berself acmeone in her famibe taken under the same. vestment for treat-

yours of age

when she starts family planning. A couple can take the maternity benefit with only a two-year walking period when busband and wife are covered

son-in-law:

aw. grandpar

Senior women can

boy a health insur-

Seniors

for hospitulisation ex-

penses when they are diag-

Post hospitalisation servic-

os such as pursine can also be

covered and these are especial

by beneficial at times when

there is no one to take care at

home. In some policies, there

new policy though the benefits

Premium

sed with any illness.

Joint family

If a woman stays in a hig joint . Child care benefits can family, there are options available in the morket that can cover as many as 11 people in The cover can lackade one policy. These could in take at charges for vaccinations clude self, spouse, dependent work. (unmarried and up to the age of 25 years) or non-dependent children, dependent or non-dependent pavents, de-

premium can be paid through BCS, eash/cheque, and direct colline payapent.

Claim settlement

insurers will give detailed guidelines to the policy holders on steps to be taken in case of a claim. In case of hospitalisation, cashless facility is available for the list of hospitals under the insurer's net-

A list of such bospitule is provided to the policyholder when she buys the policy. If the treatment is done at a non-

How to purchase?

Mediclaim policies can be lought online. Alternatively, you must contact the nearest insurance companies and they will send an executive to explain the product and get

How to choose the insurer?

Choose a policy that suits ing on the dotted line.

made by airflostesses in an aircraft - first wear a life Jacket and put on the oxygen mosk

Women also need to understand the need for proper save them from a huse finanical emergency. The cost of hospitalisation

and speciality medical treatment is so expensive today Pre- and post-natal expenses that it is almost impossible to Cover for new born bables. bear that cost without medical

Young girls can opt for a

Health insurance

hospitalisation

. Policies that cover the extended family of the proposer

health insurance policy that . Folicies that pay a lump sum selves, while married women agreesed with any critical illcan extend that same policy to ness, including cancer, heart Include their spouse and the attack, strolo, and kidney full-

• Tax benefits under section

There are some specific prod- Pulicy on year critical illnessucts in the market that cater - es such as broast cancer and

a comprehensive health care policy along with a critical ilipess cover will provide her the

required financial support. If the woman happens to be a single parent, she can get add the maternity benefit

 A single woman can bring change from policy to policy. her parents and her children.

For married women

under the same cover

The premium of health insurance policies vary depending A newly-wed women can opt upon the type of product, plan. for a simple product and later extent of coverage as well as sum insured and age of the

network hospital, the instared has to twy for the then claim reimburse-

One should always buy policies from a reputed insurer that has a mod record of servthese are the features that betually in need. A cheaper policy may not always be the best eneformed.

your regularements in serms of coverage and sum insured Please to through the prospec rus and policy wordings to un derstand the waiting periods. under the policy. Make an informed decision before sign-

> The scritter is bond (Nealth Insurance). Future General! India January Congress

AUTHORED ARTICLE

The Telegraph May 9, 2016

Shreerai Deshpande highlights the benefits and importance of health insurance policies for women of various age groups. He also focuses on how to purchase the policy, claim settlement process and how to chose an insurer.

Why health insurance is important for women

Tis imperative to understand the need. * Cover for a for health insurance which can save expenses do winners from loage Coancial criss in:

*Policies which over the extended family of the proposer of hospitalisation and speciality medical. * Pays a lump sum to case the policy-

provides protection aspirot medical upon-entres, spondylitis tainties and the costs involved. There are various products analysis in the market. For single-married women and the extent of cover, benefits etc. varies. The medical expenses to be borne by sixletroecproduts.

reconstructions assumes a towers power to the respective personnel. Through not all recognities offer a single parent.

• Van children becomen under compensation of the recognition products, some companions for the recognition products. personners, transport and provide extra form.

Child care beyon'the can be available for the first because recover the form of the can be available for the first because recover the feather such that care.

Also, there are product to extend to the cases of the case of t Sir from policy to policy. See of the ones min ones are mentioned below:

All hospitalisation custs will be covered.

narrance company's network of loopitals

- Pre-roatal and post-ratal expenses Cover for newhorn habites, vaccination
- brotzents are so expensive today. It is holder is diagnosed with any critical almost impossible to bear that each by self-siliness, including camer, heart attack,
- without necessary support from insurance. stroke, and kidney failure.

 * Taxbenellia under Section 800 · Policy covers critical illneams of Health tonounce is a broad concept that women like breast cancer, serviced

gle-married werens are very high. If they happen to face any critical fiftees in the face's a composition products in the market that cutors only to remove specific products in the market that cutors only to remove specific recedured estimated financial support to finers. It is required financial support to finers in moving products for these terms specific productions and the first financial support to finers.

- age groups and life singer of a seeman. nature for child less than 12 years of age.

 There are aprilous available in the marriage and a last that cover as many as 15 people in
- Casideus Inopitalisation at any of the in case-dusy-cellusi illness

For a newly married couple

*Maternity benefits that are covered - fit when they start family planning. The - to 15 members).

with only two years of waiting period when both bushand and wife are cov-

one policy like self, spouse, dependent (unmarried and up to the age of 25 yours) or non-dependent children, dependent or non-dependent parents, *Present post hospitalisation expenses

For a newly married cought

Cost of health check-up at authorises

Cost of health check-up at authorises

A product and a support of the cost of t

Otrof shealth pergraper at the time of linepitalisation when they are diagnosed with may not always be the heat for you. prominents there have not expected the control of t some policies, there is no age restriction to waiting periods, exclusions and subenter and the benefits to various individuals individually under the policy. Make an all may change from policy to policy. Inside the policy decision before signing on als may change from pulicy to policy.

age of the persons being overed.

The insurers will give detailed guide-lines to the policyholders on steps to be taken in vace of a claim. In case of hospitalization claims, carbins facili-ty is available in the network hospitals of the incures. If the treatment is instanced has be go for a claim on reco-

How to purchase policy

natively, you may contact the nearest branch or the call centre of the insurance companion and they will depute a suitable silfertal to get in boach with you to explain the product offerings.

Hew to choose insurer

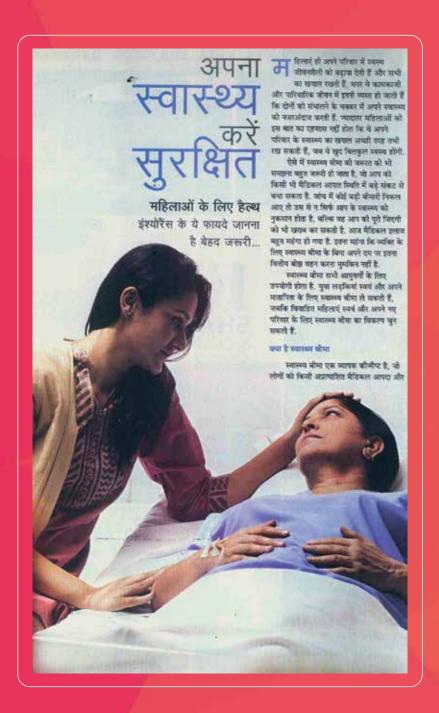
One should always buy insarawe from a reputed butters that has a good record of servicing and claim settlement, as them Senior wassencitizens can avail the bene- are the features that become critical when you are actually in need. A rheaper policy the dotted line.

> The writer is Head - Health Junerance, Future Generali India Insur-ance Coupany Ltd. The views expressed in this article are his earn

AUTHORED ARTICLE

Tribune May 30, 2016

Shreeraj Deshpande highlights the benefits and importance of health insurance policies for women of various age groups. He also focuses on how to purchase the policy, claim settlement process and how to chose an insurer.



AUTHORED ARTICLE

Grihshobha *June 09, 2016*

One of the key achievements last year was to garner editorial space in women-specific magazines. Magazines like Sakhi and Grihshobha find a place in almost every middle and upper-middle class house hold. Shreeraj Deshpande focuses on health insurance policies beneficial to women and also explains claim settlement process.

Jagran Sakhi and Grihshobha are leading women based magazine and placement of this article helped FGII reaching out to women of various age groups.

उस पर होने वाले वार्च से सुरक्षा प्रदान करता है. परिवार को ऐसे समय में वितीय मदद उपलब्ध आज बाजार में ऐसी कई बोजनाएं मौजूद हैं, जिन कराती है. में कवर, लाभ इत्यादि उपलब्ध हैं, लेकिन सभी में कुछ न कुछ अंतर होता है.

महिलाओं के लिए स्वास्क्य बीमा

माजार में महिलाओं पर केंद्रित कई अवदी योजनाएं उपलब्ध हैं, जो सिर्फ उन की जनवर्डे और गंभीर बीमारियों को कवर करती हैं. हालांकि मानार में उपलब्ध इन योजनाओं के लिए कोई विशेष प्रीमियम मूल्य नहीं है.

सभी स्वास्थ्य श्रीमा कंपनियां महिरकारों पर केंद्रित उत्पाद उपलब्ध नहीं करातीं. लेकिन कंपनियों की नीतियों में मैटरनिटी बैनिफिट ऋषित होता है, कंपनियों की नई योजनायं विधिन्त आपवर्गी की महिलाओं और उन के बीधन के कई चरणों के लिए हैं, बाजार में उपलब्ध प्रत्येक पीलिसी दूसरी पीलिसी से अलग होती है, पीलिसी के फूज सामान्य प्रायधान निम्नलिखित हैं:

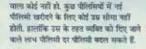
 बीमा कंपनी के नेटवर्क के अस्पतालों में केशलीय इतिस्यटलाइचेशन.

अगर आप अकेले ही बच्चों की जिम्मेदारी उठा रही हैं तो स्थानक बीमा योजनाओं के जरीए निम्त्रलिखित साथ उठा सकती हैं:

- त्यापक स्वास्थ्य कवर के तहत आप के साथ आप का बच्चा भी ककर हो सकता है.
- . एक ही कवर में चाहल्ड केयर वैतिफिट भी उपलब्ध हो सकता है.
- इस कथर में 12 वर्ष की आयु तक वैक्सिनेशन शुलक भी शामिल.
- आप अपने सिंगल कबर के तहत अपने बच्चों के साथ हो अपने अधिभावकों को भी हारिल कर सम्बद्धी है
- किसी भी गंभीर बीमारी की स्थिति में अस्पताल में इसाज पर होने काता परा खर्च शामित.

नवविवाहित युगल के लिए स्वास्थ्य श्रीमा

नवविवाहित महिलाई ऐसा बीमा योजना चुन सकती हैं कि जब अपना परिवार आगे बढाने की योजना बनाएं तो मैटरनिटी बैनिफिट ले सके.



बीमित रकम और भूगतान किया जाने वाला ग्रीमियम

स्थारक्य बीमा पीलिसी का प्रीमिथम योजना प्लान, कथरेज की मीमा और बीमित रक्षम के साथ ही व्यक्ति की उम्र पर भी निर्भर करता है व इसी के अनुसार बंद या घट सकता है. ग्रीमियम का भूगतान इंसीएस, केश, चैक और डायरैक्ट औनलाइन भी किया जा सकता है,

दावाँ का निषटान

बोगाकर्ता पीलिसीधारक को विस्तृत दिशानिर्देश उपलब्ध कराते हैं, जिन में लिखा होता है कि दाने के लिए उन्हें क्या करना है. अस्पताल में भरतो दावों के लिए बीमा कंपनी के नैटवर्क में शामिल अस्पतालों में फेजलैस सविधा उपलब्ध होती है. इन अस्पतालों को सूची बीमाधारक को पीतिसो लेते समय ही उपलब्ध करा दी जाती है अगर बीमाकंपनी के नैटवर्क में शामिल अस्पतालों के अविरिक्त कहीं और इलाज कराया तो बीमाध्वरक को दायों का भूगतान प्रतिपृति के आधार पर करना होता है.

कैसे खरीतें पोलिसी

पीलिसी की खरीद ऑनलाइन भी की जा मकतो है, इस के उर्ततरिका आप बीमा कंपनी की अपने नजदीक को शाखा या कौल सैंटर पर भी कील कर सकते हैं. उस के बाद वे एक उपयक्त अधिकारी को आप से संपर्क करने को कहेंगे, जो आप को उस योजना की विस्तृत जानकारी

भीपाध्यमं का परान हैओ करें

व्यक्ति को बीमा हमेशा अच्छी साख वाली बीमा कंपनी से हो लेना चाहिए, जिन की सेवा और दावे निबदान का रिकॉर्ड बहुत अच्छा हो. क्वेंकि ये बार्ते उस समय बहुत महत्त्वपूर्ण हो बाती है, जब बास्तव में आए को अपने बीमा का इस्तेमाल करने की जरूरत होती है, सबती पीलिसी जरूरी नहीं कि हमेशा अच्छी हो, ऐसी पीलिसी चर्ने, जो कबरेज और बीमित रकम के लिहाज से आप की जरूरतों को पूरा करती हो. पूरी विवारिका और पीलिसों के नियमों व शतों को ध्यान से पहें, जिस से आप को निबटान इंतजार की अवधि, क्या शामिल नहीं है और पीलिसी में फितनी सीमा है जैसी जानकारी मिल सके, किसी भी भीतिसी पा इस्ताक्षर करने से पहले अच्छी तरह सोच समझ लें. श्रीराज देशपांडे

> प्रमुख (स्थारमा भीमा) चयुनार जेनेराली हीहण इंग्लेरिंग फंच्यी इंग्लेम्टर 🙃







- अस्पताल में धरती होने से पहले का धरती होने के दौरान आने पाला खर्च.
- अधिकृत केंद्रों पर हैल्थ चैकारण की लागत.
- मेटरनिटी पैनिफिट, जो अस्प्रताल में भरती होने का सार्च भी कथर करता है. जन्म से पूर्व और जन्म के बाद होने वाला खर्च शामिल.
- गेसी पीलिसी, जो आप के परिवार को भी कका करे. पीलिसीधारण को कैसर, हार्टअटेक, स्ट्रोक और गुरदे खराब होने जैसी गंभीर बीधारी होने पर संपूर्ण भूगतान.
- भाग 80 हो के तहत साथ.
- पीलियों में महिलाओं की गंधीर बोमारियां जैसे स्तन कैसर, सर्वाञ्चल फैसर और स्पीपिलाइटिस आदि भी कबर होता है.

अविवादितविवादित परिलाओं के लिए म्यामध्य भीपा

अधियाहित या विकासित महित्सओं हारा उटाया जाने वाला मैडिकल खर्च काफी अधिक होता है, अगर उन के परिवार में किसी को गंधीर बीमारी हो जाए, जिस के इस्ताज पर काफी रकम खर्च करने की जरूरत हो तो एक समग्र हैस्थकेयर योजना और एक गंधीर बीमारी योजना काम आही हैं. जब घर में उन को देखधाल करने

पुगल मैटरनिटी लाभ तभी से सकते हैं, जब पति और पत्नी को यह योजना लिए कम से कम 2 साल का समय बीत गया हो.

संयुक्त परिवार में रहने काली महिलाओं के लिया स्थापका बीधा

अगर कोई महिला संयुक्त परिवार में रहती है तो उस के लिए भी बाजार में ऐसी पीलिसियों हैं. जो एक बार में 15 लोगों को कवर कर सकती हैं जैसे स्थयं, पति, उन पर निर्भर लोग (25 वर्ष तकः की आधु के अविवाहित) या फिर उन पर निर्धर नहीं रहने काले बच्चे, उन पर निर्धर या निर्धर नहीं राने वाले अभिभाषाम, निर्भर रहने वाले भाईबहन, बहुएं, दामाद, सत्रसम्बस्, दादादादी और पोतेपोती (अधिकतम 15 सदस्य तक).

वरिष्ठ मागरिकों के लिए स्वास्थ्य बीमा

वरिष्ठ महिला नागरिक किसी चीमारी के इलाज के लिए अस्पताल में भारती होने पर स्वास्थ्य भीमा का लाभ उठा सकती हैं. आग्यताल से आने के बाद नर्सिंग जैसी सेवाएं भी उपलब्ध कराई जाती हैं और ये सेबाएं उस समय बहुत

AUTHORED ARTICLE

Grihshobha June 09, 2016

Continued

Shield your right to education

It is suggested to buy a policy from a reputed insurer that has a respectable record of servicing and claim settlement, writes K G Krishnamoorthy Rao

dmission to a foreign university is not only enthralling but also nerve - wracking. While it provides a great future prospect to get your degree from a foreign country, it comes with its own share of uncertainties and hesitations. Student travel insurance provides you the medical and non-medical insurance coverage for the tenure of your academic course with auto-renewal and extension facilities. The coverage is exhaustive and provides for the expenses that are incurred on medical treatment, passport loss, and study interruptions Insurance companies generally provide student travel insurance to those who are between 16 and 35 years of age.

Here is a snapshot of various covers. under student travel insurance:

"Medical expenses: The insurance plans take care of your medical expenses that may arise owing to accident and sickness while travelling. This medical assistance also includes emergency dental treatment, maternity benefits and also takes care of transfer to the nearest location (or country) where the treatment you need is mailable.

insurance shields you from this incon-ments that are covered under the policy. venience and ensures that the reasonable. This also includes the cases of terminal expenses that may be incurred in procur-illness or transportation to the neurest ing a duplicate or temporary passport location in case of medical emergency or overseas is covered.

Baggage delay/lose in case of baggage diate family member. loss, your insurer is liable to pay up to the Personal accident: Mostly the insurers specified maximum limit as per the policy provide you coverage against accidental wordings. The policy can also provide financial protection on unplanned person-irrespective of the country in which you all purchases due to delay in arrival of the are studying, checked in haggage in a foreign country. #Sponsor protection: In case of acci- es that may be incurred when the specifdental death or permanent disablement is: purpose of a journey is to receive medof your sponsor, your tuition fee incurred ical treatment or advice for pre-existing. for the remaining period of this education conditions. Also, it does not shield you in up to specified maximum limit will be re- cases that are related to the influence of imbursed by the insurer.

#Tuition fee: The student travel policies AIDS. are so comprehensive that they ensure There is minimum paperwork inthe reimbursement of unutilised tuition yolved in this form of insurance, Today,



*Loss of passport: The gudent travel one consecutive month for injuries/ailin case of accidental death of your imme-

death and permanent total disablement,

It does not entail the medical expensalcoholism, abuse of drugs, HIV and

fees if you are hospitalised for more than insurance companies have adopted the

Today, insurance firms have adopted the digital platform largely and provide all the details of their products on their websites. Many cos offer customised policies as well to cater to your preferences and requirements.

digital platform largely and provide all. the details of their products on their

tomised policies as well to cater to your preferences and requirements.

It is important to analyse and compure the different policies that are offered by different insurance companies to select the right plan. It is recommended to buy a policy from a reputed insurer that has a respectable record of servicing and claim settlement as these are the vital features when you need to register

You must also remember that an economical policy may not always be the paramount policy for you. Lastly, you should always read the policy document carefully to understand the terms of the policy before making the final decision. With that right insurance policy, you can keep all your worries at hay and make your travel and stay secured.

(The writer is the Managing Director and Chief Executive Director of Funare Generali India Inturunce)

AUTHORED ARTICLE

Deccan Herald June 13, 2016

Mr. Rao highlighted benefits of student travel insurance that includes various cover under this policy. Through this article, FGII tried reaching out to students who are planning to move abroad for further studies and how insurance can help them mitigate risks.

Online platform in non-life insurance puts customers first

POWER POINT EASWARA NAFAYANAN

Parallel existence and rundwet of Institutes in the ceiline square is a contempant requirement and the onless of the day lie any between. Though, usual its voluties, cashine business has removed batting shape in general and once, the institutes or surface and an extensive and sentence as well. But the segment, one of or northest, considering the poculation of order and an extensive of personal interesting in the extensive general expensive of order to a state of the st

way in instilling confidence in commers' regards.

Further, the regulariesy provisions reporting main of information Parties, the Exposury provisions injusting audit or increases reducingly. The photon and meta-include, particularly the innovation and analysis of costpols by an exposul Influenzation system scaleties, and compliance in information security assumptioned stateshoot of originations the international Organization for Stateshootics (1953) and the influence of the international Compliance of Stateshootics (1953). tent, will bely extracte the reliability and creditality of the entire model. The goal of these provisions is to contact, apart from reduce

performance, high levels of opstern integrity and data privace.

Also, the fact that insures care go should size marketing the products that here already been approved by the insurance regulator. will quicken the haplementation

Pricing the products

The interactive emplator has proposed differential petrug. This would enable incurers to offer policies at cheaper rates, company

to what are odd offine. But this may not happen if the policy in said:
already online plantiers of brokers or aggregates. Insalving differoutile pricing for products odd through self-amounts plantiers is
already to investigate a roung desolution for the lighthness and
already to investigate a roung desolution for the lighthness and
greetly of the collect classics.

E-commerce account

H-commerce account Marchange + SIV Games your emerced; and a -insurance acrosses for strikes buildnesses are softeness review and will go a long top to got the buildness of insurance on strong or build and commercial bourdations. These should be made mandezory across four top to provide four faithers. There is a well, if e KTC, this is conserved in four faithers associated as well, if e KTC, this is conserved. It is a management of hardware to associate as a management of his contains conserved for the proposed firm and the physical, or wes, signature to a well thereign out mabber. Austronic decarbon facungs from the heart of each of the proposed firm and the physical, or wes, signature to a well thereign out mabber. Austronic decarbon facungs from the password (OTIP). Permanent Account to the proposed for the proposed form and the proposed form to be a server analytic, which will result for money exponential to the proposed form and th



Premium payment

The control payments are becoming increasingly popular due to their widespread care in online shopping and horskog. Their bigger advantage is the instant gratification in policy instants: thus enables restormed to instant JAT. This will also bring about greater trans-

product in a drafte shapping carl tairnaction. More importantly, the key differentiator will be moving to need hissed selling in the entitle particular to carl be moving to need hissed selling in the entitle participate will a clear identic of catatorie-feat appearant.

E-continuous hi limitance will also be a new paradigm, which will be come with a for a date-shaded benefits to be consistent and castomer consistent and castomer consistent and castomer consistent.

ers. Policies can be issued instantly and discrib to the customer is the question of delay is issuance or non-needpe of policy will au-

the quantian of intry in increase or man-increase of positry will use saine. In will also cross selfs a cost advantage. Data contilutionality will be jet another value wild. With policies being evaluable in a dream account, the essencest will not know any difficulty in contenting policy dentils while heighing a skint. But the greenest advantage that the entire system results in that the introduction of e XVC will result in creation of a reliable and contribution of e XVC will result in creation of a reliable and contributioning dealphine, consider with the prosperity leads nd comprehensive darabase, complete with the consumer's instamore binery and claim details. This will constitute to evolving a granular rating model, apart from helping miligation of feasils. Estimates Nampionan is chief operating officer. Future Generali

India Innovance Co. Ltd.

AUTHORED ARTICLE

Mint

August 2, 2016

Easwara Narayanan highlights IRDAI exposure draft on e-commerce platform in India's second largest financial daily.

Benefits of insuring assests in transit

Deepak Prasad, Senior VP and Head-Corporate Sales, Future Generali India Insurance and Country Head GC&C (India), on insurance benefits in marine cargo.

Marine Insurance a prerequisite

Transportation comprises risk and various threats of natural calamity like rain, earthquake, thunderstorm, fire, fraud or cargo theft. One should always buy insurance from a reputed insurer that has a good record of servicing and claim settlement, as these are the features that become ordical when you are actually in need. A cheaper policy may not always be the best policy for you. Choose a policy that suits your requirements in terms of coverage and sum insured.

Marine cargo insurance aims at providing a salety net to international commerce, enabling buyers and sellers of goods to transfer to insurer the risks and perils associated with the transport of their goods. Companies and/ or individuals takes marine cargo insurance to safeguard themselves from pecuniary loss due to damage to their assets in transit.

Marine Cargo insurance provides cover for goods in transit by any mode he it air sea, rail, road. courier, post parcel, in the past 5-10 years with improvement in cargo handling facilities at port, quantum of cargo that gets accumulated at port has increased tremendously. This is one of the concern areas for the insurers. Let's discuss the types

of marine cargo insurance policies soulable in the market

Specific Policy

under the policy

import domestic.

starts with commercement of

transit and ends as soon as the

cargo arrives at destination. This

policy can be issued for covering

any type of transit i.e. export,

It is an annual cargo insurance

contract, expressing terms and

conditions on which the insurer

agrees to insure shipments

effected for a round sum, sufficient

It is a policy which insures cargo against risks involved in a specific voyage. The coverage

to cover a number of dispatches until the sum insured is rehausted by declarations. Open policies are useful to clients who have frequent requirement of transit insurance. The sum insured under the policy should ordinarily represent the

assureds' estimated annual value of

the goods that need to be insured.

Open Policy expires when the sum

insured there under is exhausted

by declarations or upon expiry in 12.

Project Cargo insurance and

'Project Cargo' is a term broadly

used to describe the national or

international transportation of

large, heavy, high value or critical

(to the project they are intended for)

its benefits:

pieces of equipment. Marine cargo insurance policy issued to cover loss and/or damage to project cargo during transportation is referred as Project Cargo Insurance Policy.

The demand of project cargo insurance is directly linked with the infrastructural development in a country. With the government's focus on 'Make in India' initiatives and infrastructural developments, it is expected that in the near future, the requirement of project cargo insurance will increase substantially



Companies expose themselves to financial risk every time they ship cargo. Whether importing or exporting, using air freight or ocean

Choose a policy that suits your requirements

in terms of coverage and sum insured marine cargo insurance aims in providing safety net

freight for international shipping. marine cargo insurance covers loss and/or damage of cargo while it is in transit between the points of origin



Chennal flood in 2015 and fire at Tainin port at China in 2015 exposed insurers to millions of

can be availed online. Premium to insuring cargo depends on various aspects like nature of carpo. packing, value of cargo, voyage, past loss experience, mode of transit, coverage desired (all risk or basic cover) and so on.



and the final destination. The policy

Desguic Presad Senor Vice Awarders and Heat - Corporate United and Country Heat - GOBC (Inche)

AUTHORED ARTICLE

Cargo Talk August 31, 2016

Deepak Prasad shares his views on marine cargo insurance, open policy, project cargo insurance and ocean/air transit insurance.

Cargo Talk is one of India's most popular publication for the cargo and logistics industry and showcases products and services directly to the Indian Cargo Industry.

Get an e-insurance account now

With electronic insurance accounts mandatory from 1 October, find out how to open one and buy e-policies, says Easwara Narayanan.





Name of the Art Children of Child

If you are planning to buy an insurance policy after I Cothoc, it will be mandatory for you to have an e-insurance account, according to the lissurance legulatory and Development.

Authority of India (IRDA). Though e-insurance weastarted two years ago, the accounts have been made mandatory only now. The move is aimed at consolidating your insurance portfolio and also making the claim process easier.

You can open the electronic account by discetly approaching the responstory, or through your insurer, who can do it through its partnership with a
repository. There is no extra cost involved in
opensing the electronic account. After you get an
account, all your insurance policies will be available at one place. You can access them at any time
and when it conses to making a claim or register
ing a compilaint, you will not need to pay a physi-

cal visit to the insurance office or branches. The complaint will be addressed by policyholders' grievance cell set up in the repository. Besides,

the system ensures complete data confidentiality. A big advartage for the industry is that the involucion of a reliable and comprehensive data base, complete with the insurance fistory of the customer and his insured assets, along with claim details.

HOW TO OPEN AN ACCOUNT

The first step is choosing an insurance repository and you can pick one from the five authorised by IRDAL CAMS Repository Services, Karvy Issurance Repository, Central Insurance Repository, NSDL Duabuse Management and SHCIL Projects.

The next step is to log in to the website of the repository/ insurance company and fill up the application form. Attach the KVC documents with the form and submit these colline. The documents mandomy for opening the account are Audhar card or Fernanent Account Number (FAN) card. There are other documents that you can submit as address proof, including the registered loase and licence agreement, agreement for sale, Audhar letter, ration card, deiving licence, etc. You could visit the insurer's or repository's website for easy reference to the documents required to be submitted for proof of date of birth or for more information on KVC documents.

You can also submit the documents to an "Approved Person", which is a Point of Sale (PoS) on it's appointed by the repository to extend its service or. The repository then verifies the documents and feeds the data in the system to open an electronic account. An elissarance account will be opened within sevent days of the date of submissions of completed application forms. Once the account is opened, a wedcome kit, containing the login ID and pussword, is mailed to you. Now you can log into the repository website and use other account.

HOW TO BUY AN E-INSURANCE POLICY

If you have opened your e-insurance account through the website of the authorised insurance repository, you will have to share the e-account number with the insurance company while buying the policy ordine or in person. The repositories are not authorised to sell pelicies to custoriers and can only maintain policies in the electronic form, besides providing the details.

If you have opened the account through the insurance company, you need not worry as the processing and all other activities related to the purchase will be completed by the insurer.

Once the account is opened, you can pay the prenium by logging into your account. Electronic prayments are becoming increasingly popular due to the widespread true of online shopping and banking. The bigger advantage is instant granification of policy isosance that enables customers in transac-1447. This will help pay the premiums under one roof, instead of logging in individually to different instant websites that you may have opted for.

CONVERTING PHYSICAL POLICY TO E-POLICY

These rules apply only for new policies and the existing policies can continue to be held in the physical form. However, if you want to convert your physical policies, you can forward the request by filling the necessary form. You can either log in so the repository website or inform the insurer to convert the policy and link it so your e-insurance account. The e-insurance account is a new paradigm, which will come with a lost of tamendant benefits for both the insurers and customers. Policies will be insued instantly and directly to the customer in the digital form and, hence, the question of delay in insusance or non-necepit of policy will not arise.



8 steps to opening an e-insurance account

Select the incurance repository or cordect your incurry that has partnered with a repository.



Submit the document along with shocurrent the 'Agest Person', o



The farm will be submetted to desurance repository if yo have deposited it with your structure.





policy details



Existing policies can be taken by eventures account by submitting the required form to repository

> You can view and download policy.

AUTHORED ARTICLE

ET Wealth September 26, 2016

The Economic Times – Wealth published a full page authored article by Easwara Narayanan where he focused on the steps to open an e-insurance account and benefits associated with the account.

This article is published in all major newspapers of The Times Group.

करन असान तर, तुमस्थाकारे पूर्वन करणारी कागदपते जोताचीत. निर्मात कर सकता. 'इं-इन्युरमा' खते आरवे अनिवार्य ई-खाते प्रधानयसकी 'आवार बार्व' 'इं-इन्युरमा' पॉलिसी आहे. विका नियमक व विकास किया कि आई 'या केरी एक प्रथम प्रविकरणाने (इरका) प्रक्रकांत है लाते. सादा करणे अवायक अहे. वरिष्ठा काशी ध्याची? बारागरी बंधनकारम केले आहे. क्यों निकासच्या कावस्था पत्त, भाइताने आक्रीत विच्यतिहरी कंपनीच्या करण्यात गेणार आहे. प्रतकांकडील सर्वप्रकारका भी तिराति प्रकारिकाण करने ज्यांन परिष्यात दाञ्याची प्र क्रिया अधिक मुकर, मूलन करणे हा त्यांचारील प्रमुख गरेश असे.

तुसी ज्या संपर्धेकड्र विश चीराचे फेल्सी आहे हिच्याबाहर किया रिपर्विक्टरीकाइन किंगा समाग्री विमा कंपने अपि संबंधित दिन्तिकरणे पांच्या माध्यानतुत्र ई-इन्स्ट्रान्य साते उपाइत येक रामते. हे साते उपहण्यासाठी कोपाली अधिना खर्च येत सही. हे खाने उपदरमानंतर हमाना सर्व पालियों एका विकास संप्रतित करता येने सक्य होगार अहे. तथा शिक्षाम कार्यको आणि केन्द्राज्ञी संबंधित विधा कंपनेकडे जातान परिवर्शिक्यक नेमकी कोणां। काग्यरचे पारचार, किंग कंपनेका प्रतिनदेकडे स्पूर्

'ई-इन्गुरन्स' खाते कसे उघडावे?

हे बाते प्रायहण्यामाती मर्थक्या विन्त्र रिपाविक्शेची निवद करा. सार्वनिवर्तात इरक्षाने सीप्एसएस रियोज्यो सर्वितेत, वसबी इन्स्तम रिपरिक्टरे, मेंदूल इन्सुरना रिपरिक्टरे, एनएसडीएल डेटाबेस मीत्रवीट आणि वस्थानीआवयम प्रोकेन्ट्रम स अंग्यान परावनचे दिल्ले आहे. या यान कंपानीचेंकी एकीची निवाद करन

सींग इन करण्याची आवश्यकता आहे. जाते, त्यानंतर तुन्हीं रिपॉक्टिटोश्चा वेत्रा । अभिनेक्शेस पुत्री स्ट्रेंप इन करण्यातारी जीतलाइन अर्ज नेकसाइटवर नाजन स्तीय इन आणि इन्युरन्त प्रीतिमी कारण्याचा विचार भरेता. या अर्थामप्येत 'केयायमी'ची पामवर्दाणा माध्यमपुर स्वरू चे सार्थ

पत्रत के वर्षपूर्वत 'ई-इन्हरम' हो यहत जनस्था प्रदेशकाची इत, वेबस्ट्रकान आहे उपअध्यतित संकरपना प्राथकत काली होती, पात्र, रेशन करते, बाहन चालनप्याचा का गुमाला नवीन कॉनलाइन येथ्य एक ऑक्टोबरफानुन नथी प्रतिक्षी परवान पार्यकी करेगलेही एक प्रतिको ध्यापची आवेल तर तुम्हाल बाराणयांसाठी है साले कंत्रकारक कारहरवाही चालू सकते, अर्थ परतान ई-माल्याचा अमोक मंबचित कंपनी



अर्थि प्रक्रमान मेरियात होईल. इव आपनी अर्थि पामवर्ड प्रक्रमान अंपनेची आहे.

भागदरते जन्म बाजगण्याची याची महिती संबंधित विमा कंपनी भागवा लागेल, ता प्रक्रियेत एक बाव जावश्यकतारी भारतार रहीं, संबंधित किंवा रिपॉलिटरी मांच्या वेकस्त्रहत्वर लक्षात पेण्यपी जावश्यकता कारे, से प्रहानोंने केलेग्या राजारी राजार उपराध्य करून देखात आती आहे. भागने मंग्रीय रापविदर्श प्रकारत निवारण केंद्रापकी ऑपरावपदारे या व्यक्तिका संबंधित रिपाविटचे परितार किंद्रा सकत गर्दी प्रकारते पोरोचनिरामाचे महत्त्वपूर्ण काम या अवक विधा कंपनीकाहुर नेपापात घेतलेला परिसारियो सर्वप्रकारची मध्यमान्त केले जाते. सकारीचे जातीत्वा अधिका जीवकान्यकारे बागारपत्रे अधिकारत बहातीते विवारण करण्यासकी आवश्यक ही कागदचने दिले जाक सकतात. सांधानून तेवले आणि परत पहाच्यास कागरपक्षेत्री पुरेतारी करणापि काम जानेस निर्धीकारीकारून कागरपक्षेत्री कागरपक्षे उपाह काणे एक्ट्रेस निर्धे 'ई-इन्स्ट्राम' सारवातों केले वाते. चारके बरायात पेते जानि योग्य की बाम वर्गादेत जाते. वर प्रात्रकों या व्यक्तिका 'ई-इन्युरन' महित्री ऑक्टापन खाते उपराध्यमाची इन्युरना अंपनीच्या प्राध्यमानुन खानवाचा असरवारा प्रापदा माणवे अस्मांतरीत केलो जाते. अने भरतेसमाचे ई-साले उपारते जनात्वारा इतेन्द्रतिक 'है-फेक्सप्रों के प्रतिस्थ मुलप रिप्या अवस्था है सहै का प्रति कार्या के सहस्था के सहस्था के साथ के स्थापन के स पा जबता पेरे अन्ति कंपनेकडे पेले असरीत, या स्था दिश्मान्त्रने कोणतेरी कारानी करणाची प्रश्रमाचा अधि त्याने कावानेत्या विमा । तुमने ई-इन्स्ट्राम खाते तथा। होते, खाते । आधापकता नहीं, प्रश्रमाने पॉलियोची क्षेत्रनांची त्यादित्यार महिती उपानकः उपाइने गैरपार्गतर प्रशासाता 'शंसकमः स्वीदी केरनानंतर संबंधित कागदपत्रे होते. या महिलोचा पायत संपर्धाता सीह' देखता होते. महत्त्वचा लॉन महिल्लामां अवस्थाते सर्वाले त्या

मध्य चत् वितीत अपण्या आणि संबंधे साम्रामा येणान्य प्रतिमोस्टिये 'ई-माने' ही मुक्ति उपयोगत आंगरी जाउ प्रधाना नहें, पुरस्ताकरें बागदोरकी असरवरी परिवर्त 'ई-परिवर्त 'व कर्पार्थक क्षरण्यासदी रिप्रिक्टोस्थ नेवसाहरका गाउन तसी विनेती करून आई परचे आवश्यक असे, रिपॉक्टिशीचा खाल्याकान 'लॉप इन' काल विश्व संबंधित कंपनीला करायुन "ई-इन्सुरना 'बान्दे प्रस्तांतरील करण्याची जिलेती करता होते. 'ई-इन्हरना' खाते हो नवीन प्रकारपात आहे, या प्रकारपारेचे प्रतिपात प्रकार नाणि कंपनी या दोवांनाही पायदे होण्याची शक्यत जाते, जतिताय कमी चेजात. प्रतिसर्वे विद्यापने किया विचा क्रिम द्वारा करने इक्तकाल स्वान क्राव्य अहे.

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खोलने और ई-पॉलिसी खरीदने के बारे में बता रहे हैं फ्यूचर जेनराली इंडिया इंश्योरेंस कंपनी के COO ईश्वर नारायणन

ई-इस्क्रीम की मुश्तक से वर्ग पाने हैं। इसके कर रिपॉलरी जीकार्यन हुई से, संक्रित ई-इस्क्रीत स्वराद की भी लगा करेगी और इसेक्टरिया को अभिनार्थ विकास एक है। इसका मुख्यात खोलां के तहा अपने किस्स

रीती। ताम परित्र कार्य का कीई आजनावार का अकी है। तिकारका कर्त कार्य के लिए प्रतिकारित राशिक्षित किसी देशकी at and of quite we such \$1. seek and all suggest \$100 to seek and paid paid for grains and is fredherh all income in other

जम (MAA) भी और से उपिकृत स्त्रीतमें के बाद तथा और इस का भंग विविद्यान दिवार विविद्या विविद्या पूर्व सकते हैं। इस्क्रिया प्रतिक्रम, कार्य इस्क्रीय विश्वविद्या, अर्थन बान के हिल अर्थन कार्यtipe gritte frement, supp. were greite wafert at देशका केरेक्ट्रेंट और SHCEL फेस्स्ट्रेड पर माने भी भारत नहीं प्रेरेक्ट्र में में फिसी एक की पूर होंगे और अब उनने हैं एकांट के सकते हैं। उसके बार रिप्तिकरों को जान ने मेरेट आसार्थ में मा सकते हैं। भीत भी, भीति के साथ द्वार है नहीं निवास को सी है। प्रोत्पृत्ति अपेर को भीत करने व कर केशक का सी की की है। प्रतिकृति अपेर को भीत करने व कर केशक का सी की की है। प्रतिकृति अपेर को की केशक की सी की है। अभिवार्त है। इसके अन्यान रहेन जानींक, बार अन्य प्रको निर्देशक पुत्र के लिए अन्य र्वापादर्व लोग और प्रतिनिक्त भी सन्धर्व अन्य प्रदान ग्रहते हैं the fe fing explice of the sales of our pulle flor and on court other, exper und, graffin veryiter if a d-philips runter is profit. we so we want for some fredfrech . offenden fatheren with the gele with की और में निश्चित 'अपूर्व प्रांत' को मां कोची ती प्रांती ती जिले की वार्ष जार आप मेंग (PoS) के कार्न में देंगे का चीनते में शिले की पात से प्रोक्ष्मिक्त तथा कर सकते - सामकार भारे क्षेत्र

स्वयाद अरबेट दरनीय परिपर्धानं ये वेहा एवं कोची। ग्रीनावात कोर्थ को सम्मितिक समय की जीन का काम करने के आत दिनी के ओर कीम सामार कमत है। है-दिनीय स्वराट कीमा आहा। पर प्रमाट सोमर के लिए कोई पत्रके कर सम्बों तीन हर आईसे अदिराज बोन्द पत्रों हैं। एकारट और समब्दें के साथ एक केलकर क्षेत्रके के बाद अवकी राजे दुवसीता. विक नेनी तराने। प्रत्य क्षेत्र विचित्रके which he can be been at being at the se we have

अविकास में बहुद करने की प्रकारत नहीं. है-इस्क्रीरेंक स्कारत स्थानत है जो did there as from better worst affect whereas to भी और से बनार पर विवासित रोता. अर्थक्यात और पर अरोदने के विवा uft abr fi fann meren ju finere greibte unter ut neue f egente. It ber de uft mer freibn eiter : ber unen gine i freiffunfter ub cough is fing the way where wherest all willinday work all स्पार का शामा, निश्चास एक अपनी नहीं का बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक है । अग बाने प्रश्निक है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं है । अग बाने प्रश्निक कर के माना नहीं । अग बाने प्रश्निक कर बाने प्रश्निक कर के माना नहीं । अग बाने प्रश्निक कर बाने प्रश्निक है । अग बाने प्रश्निक कर बाने प्रश्निक कर बाने प्रश्निक कर बाने प्रश्निक है । अग बाने प्रश्निक कर बाने प्रश्निक है । अग बाने प्रश्निक कर बाने प्रश्निक कर बाने प्रश्निक है । अग बाने प्रश्निक कर बाने प्रश्निक कर बाने प्रश्निक है । अग बाने प्रश्निक है सकते पहले इनकेरेड निक्किटरों कृते . को ओर में हो की करेती प्रकार the place of the prior of the part of the prior of the pr

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சொல்கிறார்கள் •



சொத்துக்களுக்கான காப்பீடும் தேவை!

பிழுச்சர் ஜெனரல் இத்தியா இன்னூரன்ஸ் கம் பெளி மேலான்னம் இயக் குனர் கே.ஜி.கிருஷ்ண மூர்த்தி ராட்ட கடத்த டி சம் படுத்திய வென்னம், மனிதர்களை மட்டுமல் லாது, வாகனங்கள், பயிர்கள், சொத்துக்கன், இயந்திரங்கள் மற்றும் சறு தொழில்களையும் பெருமனவு பயதித்தது.

இந்த மாதிரியான நிலைமைகளை சமாவிக்க, ஒவ்வொரு மனித்ருக்கும் ஆயுள், மருத்துவக் காப்பீடு முக்கியமா எது போல், சொத்துக் களுக்கான காப்பீடும் தேவை. ஆயுட்காலம் முழமைக்கும் நாம் நங்கி இருக்கும் வீட்டுக்கு சரி மான சொத்துக் காப் பிடு மிகப்பெரிய பாது காப்பை அளிக்கும்.

நாம் தங்கியிருக்கும் விட்டைத் தவிர, விட்டில் இருக்கும் எலக்டராவிக் பொருட்கள் சுலைமதிப் பற்ற பொருட்களுக்கும் காப்பிர எடுத்து அவற்றை பாதுக்கலைம்.

பொதுவாக, தீ விரத்து, வெடிப்பு, கவர் வெடிப்பு, தில தடுக்கம், ஆடி மீள்ளல், புயல், ஆமாவி, பேருங்கற்று, வெள்ளம், நீர் சூழ்தல், நீலச்சிவு மற்றும் பாதைச் சிவுக்கு, செந்துக் காப் பீட்டின் முலம் இழப்பிடு தீடைக்கும். இத்த பாலிசியில் பிரி மீயம் என்பது அறிகம் கிடையாது 10 லட்சம் குமாயிக்கு நெருப்பு, வெள்ளம், நில அதிரிக்கி போன்றவற்றை கவரேல் செய்யும்படி பாலிசி எடுத்தால், ஆண்டு பிரி மியம், 200 ருடாய் தான். இதுவே, 20 லட்சத்துக்கு எவில், 200 ருடாய் தான்.

இயற்கைச் சீற்றங்க யந்காக, சர்யான காப் பிடு பாலிசியை எடுக்கும் முன், பாலிசி மற்றும் காப்பிடு திறுவனம் பற் றிய அளைத்து விவ ரங்களையும் சேகித்து, சத்தையில் அதன் தன் மதிப்பு, 'க்ளெய்ம்' எவ்வனவு வேகமாக தகுகின் றனர் என்பதை அறிய வேண்டும்.

விதி விலக்குகள் மற்றும் உள்ள க்கி களை நன்றுகம் படித்து புரித்து, உங்களுக்கு தேவையான பலன் களுடன் பாலினான காப்பிட்டில், உங்க ளுக்கு அத்தியாவரிய மான முழு பாதுகாப்புக் தரத்து புரி வாலன்கள் விடுபட்டிருக்கலாம்.

ரைபிகள் இருக் கீன்றனவர் என பரிக் கவும். காப்பிட்டு திற வனங்கள் உங்களுக்கு கூடுகல் காப்பிடு, அரிப் பரக, தகை போன்ற மதிப்புளிக்க பொருட்க ளுக்கு கூடுதல் காப்பிடு வழங்கலாம்.

காப்பிட்டு பாலிசியில், ஆவணத்தில் எழுதி யுன்ன அனைத்தையும் படிக்க மறக்காதிகள். 'க் னெய் ம் 'க ஆக் கு முறையாக பணம் வழல் குவதற்கு தன்மதிப்பு பெற்ற காப்பிட்டு நிறு வனத்திடம் இருட்டு, பாலிசிகளை வாங்க

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AUTHORED ARTICLE

Dina Malar October 5, 2016

Mr. Rao focuses on importance and benefits of home insurance and also the important points to be considered while opting for a home insurance in two of most widely circulated Indian regional papers.



ઑક્ટોબર તો આવી ગયો, તમે શું ઈ-ઈન્સ્થોરન્સ એકાઉન્ટ માટે તૈયાર છો?

ર્રેકનોલોજ કર દિન ભાગળ વધી રહ્યો છે. ઈ-ઈન્સ્પોરના ભાતુ કઈ રીતે ખોલાવધુ રિક્ષિપ્ટલાઈલેશન પાર્ટ એક એવો તમારો આવો છે, જેને વીમા સહિતના દરેક શેત્ર અપનાવી રહ્યા છે. ૧ ઑક્ટોમરથી નવી વીધા પોલિસી ખરીદનારા - પાંચ દિયોડિસ્ટીઝમાં છે. મીએએમએક દિયોડિસ્ટી માટે ઈ-ઈન્સ્વોરના એકાઇન્ટ પરાવવો કરજિયાત સર્વિશ્રીસ, કાર્યો ઈન્સ્વોરના રિપોઝિટરી, સેન્ટ્રલ વન્યું છે. પોલિસી ડિમેટ એકાઇન્ટમાં ઇપલાભ્ય હોવાથી ગ્રાહ્મકને કલેમ કરતી વખતે પોલિસીની વિગતો મેળજવામાં કોઈ સમસ્યા નહીં નો. દેશની ગુપ્તના ગ્રાહકોને એક વધુ સવલત આપશે. જોકે, આ સંપૂર્ણ વ્યવસ્થાનો સૌથી મોટો લાખ કેવાયસીની રજૂઆત છે, જેથી વિષયાનીય અને વ્યાપક દેટા ખેડા ઊભો થશે, ગાહકાનો સંયુક્ત દીમા ઉતિહાસ અને ક્લેમની વિગતો સાથે વીધા તેરળ લેવાયેલી અસમ્યામતોની વિવાનો જોઈ શકાશે.

ઈ-ઈન્યોરના ખાતાંના લાભ

- . ગામકને રિપોર્ટિસ્ટરીની પસંદગીના વિકાપ
- . થયી વીમા પોલિસીઓ એક જ ખાના હેઠળ ઉપલબ્ધ લનમેં, જેવી કોઈપણ સમયે કોઈપણ વ્યક્તિને આ દસ્તરેલે આપી લો. પોલિસીની વિગત મેળી શક્યો.
- કલેમ અથવા પોલિસીથી અન્ય માહિતી મેળવવા વીમાની ઓફિસે અથવા શાબાઓમાં જવાની જરૂર ેટલ કીડ કરશે.
- . ચાલક કોઈપણ કરિયાદ કરી શકરો જેનું નિવારસ રિપોડિક્ટરીમાં કરિયાદ નિવારસ વિભાગ હારા કરવામાં આશો.
- ચાહક તેના ખાતાના સંચાલન માટે કોઈ વ્યક્તિની સત્તાવાર નિયવાત પણ કરી શકશે, ખાતા પારાના મૃત્યુના સંજોગોમાં અને એક વખત કરોમ મેળવાથી તોય ત્યારે સત્તાવાર વ્યક્તિ ખાતાપારક વર્તિ તે ખાતુ જંવાંગી શકે છે. તેથી ખાતાનો દૂરપયોગ નહીં થાય અથવા કેન્દ્રસ્થિકી માટે પણ તેની ઉપયોગ मार्च साहे नहीं.
- . લવી જ પ્રાત્તિ આઈમાર ઉએમાઈના નિયમો LEW MEL

• ચામારે આઈઆરડીઆઈ દારા માન્ય પાંચ વીમાં રિપોલિસ્ટીમાંથી પસંદ કરવાની રહેશે. આ ઈન્સ્યોરના રિપોડિસ્ટરી, એનએસ્ડીએલ ડેટામેડ મેનેજમેન્ટ અને એસએચટીઆઈએક પ્રોજેક્ટમ



- . વિપોર્ટાંકરી વેબસાઈટ /વીમા કંપનીમાં લોગ-ઈન કરીને અરજ કોર્મ ભરવું.
- અરજ કોર્મ સાથે કેવાપસી દસ્તાવેજો જોડીને અને તેને ઓનલકદિન સંબનીટ કરવે. રાક્યક સમાગાર
- કરશે અને ઈલેક્ટ્રોનિક ખાતું ખોલવા માટે સિસ્ટયમાં જશે.

શૅરની જેમ નવી પૉલિસી માટે પણ ઈ-વીમા લેવા પડશે

- ખાતુ ખુલી જાય તે પછી લોગ-ઈન આઈડી અને પામવર્ડ સાથેની વેલકમ કીટ ચાનક (ખાનાપરક)ને પોસ્ટ કરાશે.
- બલ પૂર્વ વિપોડિક્ટરીની વેખસાઈટ પર લોગ-ઈન કરીને તેના ખાતાનો ઉપયોગ કરી શક્કો.

रहेता हैति जेती हार्थ केडले क्लिक स्थापन

જે વ્યક્તિ સહાકને સારી કેવા પૂરી પાડી શકે અને પોલિસીયારકને શ્રેષ્ઠ સેવા પૂરી પાડી શકે તે अधित. विपोडिस्टरी प्राप्ता विपोडिस्टरी वती आह જાવવા અને તેનુ સંચાલન કરવા નિમણક કરાયેલી વ્યક્તિ, તે જે સતાવાર વ્યક્તિ કરે છે.

ઇ-ઇન્સ્યોરન્સ ખાતુ ખોલાવવા માટેના કરજિયાન કેવાપસી દસ્તાવેલા

ઈ-ઈ-લ્વોરના ખાતે ખોલાવવા માટે માત્ર આપણ પુરી કરશે. કાર્ડ અથવા પર્યનન્ટ એકાઇન્ટ નંધર (પાન) કાર્ડ જોઈએ. પ્રાપ્તક રજિસ્ટર્ડ લીઝ અને ગાઈસન્સ એસમિન્ટ / એસમિન્ટ ફોર શેલ, આપાર પત્ર, રેશન - લોગ-ઈન કરીને ચીમિયમ યુક્રવી શકે છે. ઓનલાઈન કાર્ય, ડાઇવિંગ લાઈશન્ય જેવા દસ્તાવેજો પણ સાનામાના પુરસ્થા તરીકે રજૂ કરી શકે.

સાહક કેવાવસી દસ્તાવેલો તથા જન્મની તારીખનો રજૂ કરવા જરૂરી છે તે જાણવા માટે વીમા કંપની અપવા દિપોડિસ્ટરીની વેબસાઇટ જોઈને જોઈની માહિતી મેળવી શકે છે. ઈ - ઈન્સ્લોરના ખાત સંપૂર્ણ . ત્યાર યાદ રિપોડિક્ટરી દરતાવેલોની ચકલાલી અરજી કોર્પ રજૂ કર્યાંના છ દિવસની અંદર ખુલી લોગઈન કરવું નહીં પો.

ખાતુ ખુલી ગયા પછી પોલિસી કેવી રીતે ખરીદી

વેખશાઈટ મારફત ઈ-ઈ-વધોરન્ય ખાતુ ખોલાવાં લોય અથશ તે ઓનાલઈન અથવા વ્યક્તિગત અર્વે પોલિસી ખરીદે ત્યારે ઈન્સ્પોરના કંપનીને ઈ-ખાવાનો નંભર પૂરી પાળાનો સોર્કો, ઈન્સ્પોરન્સ રિપોર્ટિસ્ટરીને રાહશોને પોલિસીઓ વેચવાની સત્તા નથી, તે માત્ર - ઘાડો છો. તેલિસીઓ ઈલેક્ટ્રોનિક સ્વરૂપે પ્રાપથી શક્યો મન્ને પોલિસીની વિગતો પૂરી પાર્ટી શક્યો.

અને અન્ય થયી જ પ્રવૃત્તિઓ તે વીધા કંપની જ કોઈ સંજોગો ઊભા નહીં યાય.



પ્રીમિયમની ચુકવણી

ખાતુ ખુલી જાય તે પછી સાહક તેમાં ખાતામાં મોપિંગ અને મેન્કિંગના વ્યાપક ઉપયોગના કારણે ઇલેક્ટ્રોનિક પેમેન્ટ લોકપ્રિય બની રહ્યું છે. તેનો સૌથી યોટો લાભ તુર્રત પોલિસી ઈસ્પ થઈ શકે છે. પાલો અથવા અન્ય કોઈ માહિતી માટે કમા દસ્તવેલો — અને સાહક ૨૪ ૮૭ ટ્રાન્ટેક્શન કરી શકે છે, તેનાથી લાહેકને એક જ છત હેઠળ પોલિસીઓના પ્રીમિયમ सम्बद्धामां महत्र, मणसे अने प्राव्यक्षे आवश् आकरा વીમા કંપનીઓની વેબસાઈટ પર વ્યક્તિગત રીતે

કિઝિકલ ઇન્સ્યોરના પોલિસીમાંથી ઇ-પોલિસીમાં ઉપાંતર

જરૂરી ફોર્મ ભરીને માટે વિનેતી કરી શકારો, ધત્વેક यात के सचावार ईन्स्वोरन्स रियोजिटरी वीमा स्पनीमे रियोजिटरी निपुरत स्टी छे. याता રિપોર્ટિસ્ટીની વેજસાઈટ પર લોગ-ઈન કરીને અથવા તેની વીધા કંપનીને માહિતી આપીને પોલિસીને ઈલેક્ટ્રોનિક સ્વરૂપમાં રૂપાંતરિત કરાવી શકે છે અને તેને પોતાના ઈ-ઈન્સ્પોરના ખાતા સાથે જોડી

ઈ-ઈન્પ્લેરના ખાતુ એક નવું પરિષ્ય છે, જે વીયા કંપની અને સાહકો અંને માટે અનેક લામ માતને વીમા કંપની મારફત ઈ-ઈ-વચોરના ખાત - લઈને આવશે. પોલિસીઓ ડિજિટલ સ્વરૂપે સાતનોને ખોલાગું હોય તો તેણે કોઈ ચિંતા કરવાની જરૂર - તુરંત અને પ્રત્યા ઈરવ કરી શકારો, હેવી, પોલિસી નથી. કારણ કે પોલિસી ખરીદવા સંબંધિત પ્રક્રિયા - ઈરવુ કરવામાં વિશંબ અથવા પોલિસી ન મળવાના

AUTHORED ARTICLE

Vyapar (Gujarati) October 8, 2016

Easwara Narayanan highlights the IRDAI exposure draft on e-commerce platform in top regional papers.

શું તમે ઈ-ઈન્સ્યોરન્સ એકાઉન્ટ માટે હંમેશા તૈયાર રહો છો?

સ કનોલોજી દરરોજ નવી દિશામાં આગળ વધી રહી છે અને ડિજિટલાઈઝેશન એક એવો નવો તબક્કો છે, જેને વીમા સેક્ટર સહિત દરેક સેક્ટર અપનાવી રહ્યા છે. 1લી ઓક્ટોબરથી પ્રત્યેક નવી ઈન્સ્યોરન્સ પોલિસી માટે ખરીદદાર માટે ઈ-ઈન્સ્યોરન્સ એકાઉન્ટ ફરજિયાત બનશે. પોલિસી ડીમેટ એકાઉન્ટમાં ઉપલબ્ધ હોવાથી ગ્રાહકને ક્લેમ કરતી વખતે પોલિસીની વિગતો મેળવવામાં કોઈ સમસ્યા નહીં નડે. ડેટાની ગુપ્તતા ગ્રાહકોને એક વધુ સવલત આપશે. જોકે, આ સંપૂર્ણ વ્યવસ્થાનો સૌથી મોટો લાભ કેવાયસીની રજૂઆત છે, જેનાથી વિશ્વસનીય અને વ્યાપક ડેટા એઝ ઊભો થશે, ગ્રાહકનો સંપૂર્ણ વીમા ઈતિહાસ અને ક્લેમની વિગતો સાથે વીમા હેઠળ લેવાયેલી અસ્કયામતોની વિગતો જોઈ શકાશે.

• ઇ-ઇન્સ્યોરન્સ ખાતાના લાભ

રીપોઝીટરીની પસંદગીના વિકલ્પો રહશે. તમારી બધી જ વીમા પોલિસીઓ એક જ ખાતા હેઠળ ઉપલબ્ધ બનશે, જેથી પોલિસીની વિગતો મેળવી શકશે.તમારા ક્લેમ અથવા તમારી પોલિસી અંગે અન્ય માહિતી મેળવવા તમારે વીમાની ઓફિસ અથવા શાખાઓની પ્રત્યક્ષ મુલાકાત લેવાની જરૂર નથી.તમે કોઈપણ ફરિયાદ કરી શકો છો અને તેનો રીપોઝીટરીમાં ફરિયાદ નિવારણ વિભાગ દ્વારા ઉકેલવામાં આવશે. ખાતાના સંચાલન માટે વ્યક્તિની નિમ્મ્શૂક કરી શકો છો. ખાતાધારકના મૃત્યુના સંજોગોમાં અને .એક વખત ક્લેમ મેળવાયો હોય ત્યારે સત્તાવાર વ્યક્તિ ખાતાધારક વતિ ખાતુ બંધ કરી શકે છે.

• ઇ-ઇન્સ્ચોરન્સ ખાતુ ખોલાવવા પગલાં આઈઆરડીઆઈ દ્વારા માન્ય વીમા રીપોઝીટરી પસંદ કરો. પાંચ રીપોઝીટરીઝમાં સીએએમએસ રીપોઝીટરી સર્વિસીસ લિમિટેડ, કાર્વી ઈન્સ્યોરન્સ રીપોઝીટરી લિમિટેડ, સેન્ટ્રલ



ઈન્સ્યોરન્સ રીપોઝીટરી લિમિટેડ, એનએસડીએલ ડેટાબેઝ

મેનેજમેન્ટ લિમિટેડ અને એસએચસીઆઈએલ પ્રોજેક્ટ્સ લિમિટેડનો સમાવેશ થાય છે. રીપોઝીટરી વેબસાઈટ /વીમા કંપનીમાં લોગ-ઈન કરો અને અરજી ફોર્મ ભરો. અરજી ફોર્મ સાથે કેવાયસી દસ્તાવેજો જોડો અને તેને ઓનલાઈન સબમીટ કરો. તમે સત્તાવાર વ્યક્તિને પણ દસ્તાવેજ સબમીટ કરી શકો છો. ત્યાર બાદ રીપોઝીટરી દસ્તાવેજોની ચકાસણી કરશે અને ઈલેક્ટ્રોનિક ખાતુ ખોલવા માટે સિસ્ટમમાં ડેટા ફીડ કરશે. એક વખત ખાતુ ખુલી જાય એટલે લોગ-ઈન આઈડી અને પાસવર્ડ સાથેની વેલકમ કીટ તમને (ખાતાધારક)ને પોસ્ટ કરાશે. હવે રીપોઝીટરીની વેબસાઈટ પર લોગ-ઈન કરો અને ખાતાનો ઉપયોગ કરો. (વધુ આવતા એક, લેખકઃ ક્યુચર જનરલી ઈન્સ્યોરન્સના સીઓઓ છે)

AUTHORED ARTICLE

Divya Bhaskar October 17, 2016

Easwara Narayanan highlights the IRDAI exposure draft on e-commerce platform in top regional papers.

Moving towards AYUSH

India is shifting towards the 'natural' method as a more effective mode of treatment

Te all agree that the enthusiasm engendered by Prime Minister Narendra Modi on World Yoga Day has fuelled the acceptance, popularity and attractiveness of alternative treatments such as AYUSH therapies in the recent years. Right from holistic products to treatment of chronic ailments, India seems to prefer the 'natural' method considering it as a longer but more effective and sustained mode of treatment. A survey by the research firm, Euromonitor has revealed that over half of the Indian consumers reported 'natural or organic' features influencing their hair and skin care purchase decisions. Consumers have increasingly been adopting various AYUSH treatments, especially homeopathic and Ayurveda treatment, to cure major illnesses.

Given this trend. AYUSH treatments are now being offered by insurance companies under their comprehensive health insurance policy. AYUSH stands for Ayurveda, Yoga & Naturopathy, Unani, Siddha and Homoeopathy. The ministry for AVUSH at the Centre is involved in developing, educating and taking productive steps to expand this alternative treatment through health insurance products.

The ministry for AYUSH has recently issued Guidelines on Insurance Coverage for Ayurvedic Treatment and Settlement of Claims on the basis of benchmark rates of various therapies/interventions. Similar guidelines in context of Unani, Siddha, and Homeopathy are also expected to be issued soon. As of now, we already have some insurance products in the market offering reimbursement of AYUSSI treatments. The industry is expecting that, with new guidelines, AYUSH treatments will see more acceptance by the policyholders, resulting in their long term benefit. Insurance companies will also design new products as per these guidelines, which will help standardisation of AYUSH treatment coverage under the insurance framework.

Health insurance in India is primarily being offered by general insurance companies as well as specialist health insurance companies and many insurers offer products which cover expenses of treatment under components of AVUSH - especially Ayurveda and Homeopathy. However, most of the treatment as of now is covered where the hospitalisation treatment taken under these forms of medicine are being covered/reimbursed under the policies. If any patient is advised Ayurveda treatment to cure his/her ailment and has chosen however to thead



to cover AVESH treatment under his/her policy, then the individual will get the reimbursement benefit as per terms and conditions specified in the policy opted by him/her.

Even individuals suffering from critical illnesses like cancer, stroke, heart disease, etc. who are advised to take Avurveda services can get reimbursement benefit, if the AVUSH treatment plan is covered under the health insurance policy. Additionally, due to prolonged sedentary lifestyle, a number of diseases and ailments have cropped up these days. AYUSH treatments have proven to be amongst the most beneficial methods for treatment of such conditions.

Premium: The products for covering such treatment are generally priced taking into consideration the extent as well as components of AYUSH being covered under the product.

Benefits: Today, hospitalisation and standard treatments are expensive making it less affordable to the larger section of the population, ayusii treatment may be economical as well as has lesser side effects.

It will also boost the functioning of Indian medicine system. At an industry level, it may help increase the insurance penetration in the country. While as of now most insurers offer this only under hospitalisation benefits we can definitely see a future where such alternative forms of treatment will find place under outpatient as well as wellness benefits.

Claim settlement process: Claims for AVESU treatment can be filed with the insurer with the mandatory documents related to the hospitalisation including the original hospital bill, original discharge summary and investigation reports. Treatment must be taken in government registered hospitals and proper medical records must be available for the given line of treatment. The ministry has issued guidelines for eligible hospitals for Ayurvedic treatment which include government hospitals, NABH accredited Ayurvedic hospitals, etc. Every insured should refer to the claims settlement procedute as well as documents required as per the policy he holds.

One should always buy insurance from a reputed insurer that has a good record of servicing and claim settlement. A cheaper policy may not always be the best policy for you. Choose a policy that suits your requirements in terms of coverage and sum insured.

Thruston is head.

AUTHORED ARTICLE

Business India November 2016 issue

Shreeraj Deshpande wrote on increasing popularity of AYUSH treatment under health insurance policy. The article gives an overview of the benefit with knowledge on premium and claim settlement process and brings to light the unique features through the business magazine, Business India.

EXPERT SPEAK

FEGUARD YOUR CONCRETE ASSET

With a wide range of covers available at an affordable price, home insurance is a compellingly attractive concept



cms insurance product, svallable with need frequency is a package solution which addresses need of the insurance requirements of a family. The basic coverage of-lered by it is financial protection in the event of loss or damage to the house and the contents due to specified causes. The coverage is quite comprehensive as losses of most kind are covered under this most a mo are covered under this policy including leases arising out of fire, lightning, explosion, implo-sion, aircreft damage, impect dam-age from rath/road vehicle or animals, social perils like riot, strike and mulicious demage and acts of terrorism. Natural calametics like terrorists. Natural calaminus like storm, epictone, tempore, burri-rane, terrando, flood and irrende-tion, eurithquale, subsidence and landside including rookside, even lesses due to missile testing opera-tions, lookage from automatic sprinkler installations and lessi-frem are control.

Comprehensive coverage Apart from covering direct loss to the building and contents, a land-

NARAYANAN OFFICER, FUTURE GENERALI NOVA INSLIBANCE

EASWARA COMPYNY LIMITED

while owner/ occupant can cover cost of alternative accommoda-tion. Most home insurance prodtacts also cover continues of the house like farmiture, clothes, elec-trical and electronic gadgets etc., against burglary and theft in addition to coverage against fire and other kinds of losses. In addition to this, jewellery and

land cars also insure loss of yent

valuables can be insured against all risks and electrical and elecan rose and execution and exec-tronic equipment against break-down. Dumage to plete glan, loss of baggage, personal accident, per-sonal liability, workness compennation are some covers generally available as part of the home insurrance package.

product across companies. Hence, it is desirable to go through the product brochures, understand the coverage and exchances and take an informed call. It is advisable to insure the building on reinstate-ment value bosis, which repre-sents the present day construction cost of similar structure and fin-ish. This would ensure that the componution in respect of build-ing is computed on similar basis without making any deduction for depreciation.

However, the contents need to be inverted on market value basis only which would be equivalent to the new value of similar ascets less the depreciation for the years of use. One needs to make sure that all assets are issured for adequate values. Else, the compensa-tion payable under the policy will be reduced to the extent in which they are underlessared.

Claims procedure Claims process is a fairly simple and transparent process. In the

event of a natural calabity fosce event of a natural calability insur-ers are very empathetic and make the process simpler. For a stain scaler home insurance, apart from a simple claim form which elicits basic information such as the date of loss, details of the affected. property etc., very little is asked for except for an estimate of loss based on which the Insurer procoods to have the loss assessed by

an independent surveyor.

Where the property is insured on reinstatement value basis, repair bills have to be submitted. Even in such cases, frequery, would be ready to make an on ac-count payment as part of the claim proceeds to enable the cus-

tomer to earry out repairs.
For normal claims. In addition to the claim form and the estimate of repairs, the customer needs to submit a copy of the FIR where a crime like burglary or theft has been committed. Any photographs corroborating the loss or damage could be helpful. With such a wide range of covers at an effortable price, home insurance is compel-lingly attractive.

AUTHORED ARTICLE

DNA Property December 10, 2016

Easwara Narayanan showcased the importance of home insurance and its claim procedure. He also offered tips on do's and dont's before buying home insurance through this realty special supplement 'DNA of Property'. The article was featured in 'Expert Speak' column of the newspaper.

വീടിന്റെ — ഇൻഷുറൻസ്

വീട്ടിലാണ് ഓരോ വ്യക്തിയു ഉപ്പോം എത്രം കുടികോ ഉപ്പാരാം ജീവിതത്തിൽ സംഗംം വി coes amminerym tucosmile ന്നിനും നൽകാനാനില്ല. ഭവനരേദ നം, ദോഷണം, പ്രകൃതി മുലമോ മാ നൃഷികരായോ ഉണ്ടാകുന്ന ആപ തിക്ഷത ദുാന്നങ്ങൾ തുടങ്ങിയ വിഷത്തുകൾ വിടിതും മനസ്സിത്യം gersologm asim, oungoig, jul കൃതിരക്കാണ്ട്രോട പ്രത്യാഘാ തം നമുക്ക് മുൻകൂട്ടി കാണാനാനു fucerfering mesong preference ക്കാനുള്ള ഏക വഴി വിലയേറിയ അസ്തികൾക്ക് ആവശ്യത്തിന് സു дессерсь возвостью высе

ഇൻഷ്യാൻസ് കമ്പനികൾക്കു മാ great gramm, purplemental resignar gloi eagleoning, monimatory ള്ള ഗാർഹിക വസ്വുക്കൾക്കും സു ക്ഷിത്തം നൽകാനാകും സഞ്ഞി mp. adultmp. mudapaom musaana fundación (mánopados) funcional and gospoopment established сазыять, выповоть, учадой നാന്തം ഇലക്ക്യോണിക് ഉചകരണ anutot mossessieges gans പ്പന്ന സംഭ്രദ്ധേർ, വാടപ്പൊരാൻ നിയരംശമായ ബാധ്യത, ഗാർഹിക amortenglages maisustano രം പൊതു ബാധ്യതകൾ തുടങ്ങി യവരയുടാം പരിക്ഷേക്കപ്പെടും пошовия добыродий мине ക്ഷ ലഭിക്കുന്നത് തീപിടിയേം. പൊട്ടിമത്തറി പൊട്ടത്. ഭൂക ma, almos succeptação, പുരങ്ക്കാറ്റ്, വെള്ളപ്പോ കം. ജൂർയിലേക്ക് നാ Propagation and propagation പൊട്ടൻ करमधी

godacodní supjitulacioi ถามูวเล่งอาการเกา สู่เห้า วิเกา เการ์เลย จากสู่เกาได้จอดอาการ์ ผู้ สมุรสมโต อาการ์เลย incomposite sife agrations

all all and a second and a second ക്കുറിച്ചും ഇൻഷുറൻസ് കമ്പതിരെ democrate functions algebrass consistence promyodyte reco managaringgird maissastum from force joyee items excellence amplelanam.

ericopyyobog telephologous തും ഒഴിവരത്തെനും എത്താരത യാരത്തെ മത്സിലേക്കിയായി സി rangins rayungrandoomjrush spanish and a spanish a spanish and a spanish a spanish and a spanish and a spanish and a spanish and a spanish a spanish and a തിരേഞ്ഞടുക്കാനാകും കുറയു പഴി near grapesim outgirdad diges (Allegrents alter devices ຄາຍບໍ່ລວງ<u>ອອ</u> ພວ່າວລະເ ຄທີວເວລາໃໝ່ spreade alexament choose വിലായറിയ വസ്ത്യക്കള്യർപ്പെടെ പരിരക്കു നരികുന്ന സ്ഥാപനങ്ങൾ ചിലാപ്പാൾ കണ്ടെത്താൻ സാധിച്ചെ

pministration account procure odshmaami, mais unlance and കുകയാനാന് ഇൻപ്യാൻസ് കമ്പ നികൾക്കു വളരെ എളുപ്പത്തിൽ സു യാട്ടുമായി ചെയ്ൽ തിർക്കാവുന്ന കാട്യമാണ്. പ്രത്യേകിച്ചും പ്രകൃതി ഭൂരനങ്ങളിൽ ഇൻഷ്യാൻസ് കമ്പ തികൾ സഹാന്യഭ്യതിയോടെ ചെരു conjump appropriations; as ടുതർ എളുപ്പത്തിലാക്കി നഷ്ടപരി HOUSE ENGLANGED OF BEING odsírban gos-agostov subbana eigyacasymmilmisse mis-urikavið exponent need spayingship eargosti, cap-ware, mem mund samples maisvolveso, subset ന്നതിനുള്ള അപേരണിരെന്നും expedité carryagel entrepy s aparoagraphion audigo mais, ready soversides at proming madahasan.

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AUTHORED ARTICLE

Malayala Manorama December 12, 2016

Mr. Rao focuses on importance and benefits of home insurance and also the important points to be considered while opting for a home insurance in two of most widely circulated Indian regional papers.

പ്രിയപ്പെട്ടവയ്ക്കല്ലാം ഇൻഷുറൻസ് കവചമൊരുക്കാം

കെ.ജി. കൃഷ്യമൂർത്തി റാവു

ആ ഡംബാമായി ജീവിക്കുക എന്നത് ചിലർക്ക് വേറും ഭംഗിവാചകവും മറ്റു ചിലർക്ക് അവരുടെ ജീവിതരിയിലുക്ക് നിരുത്തും ആഡംബാമായി ജീവിക്കു ജീവിതരിയിലുക്കായി ആരുത്തിലുക്കായിലുക്കായി ആരുത്തിലുക്കും വിലയേറിയ ഗാർഹിക വസ്സുക്കളും വിധാഹതുരാണങ്ങളും സംക്ഷിക്കുകയെന്നത് മാർച്ച ചെലവു വരുന്ന ഒന്നായിരിക്കും. അപ്രതിക്ഷിയമായി ഈ വന്നു കരാ തഷ്യം വരുത്തിവച്ചാലോ? സാമ്പത്തികമായി ഈ വന്നു കരാ തഷ്യം വരുത്തിവച്ചാലോ? സാമ്പത്തികമായി ഈ വന്നു കരാം സംക്ഷിച്ച് വയ്യുക മാത്രമാണ് വൻ സാമ്പത്തിക നഷ്യം കരിവാക്കാനുള്ള മെത്തൊരു വൻ സംവത്തിക നഷ്യം കരിവാക്കാനുള്ള മെത്തൊരു വൻ സംവത്തിക

കലയും ചിത്രങ്ങളും

ചിത്രചെന്തും ചെയിന്റിങ് ഇനങ്ങാംകും ശി ല്പങ്ങാക്കും വിവിധ ഇൻഷ്യാൻസ് കമ്പനികാം സു രക്ഷിതത്വം ഉറപ്പാക്കുന്നുണ്ട്. ആകസ്സികമായി സംഭവി ക്കുന്നതും സ്വാഭാവികമായ മഹാവിപത്തുകളും വഴി ഉണാകുന്ന എല്ലാത്താം സമ്യത്തും പോളിസികളിലുടെ സംരക്ഷിക്കപ്പെടുന്നു. ഇത്താം പോളിസികാം മുഴുവൻ നഷ്യവും സംരക്ഷിക്കും. ഒപ്പം, ഭാഗീകമായ നഷ്യങ്ങളും പോട്രൈക്കാം, അപകടത്തിലൂടെ സംഭവിക്കുന്ന പോട്ടമു കാം, കറകരം) സംരക്ഷിക്കുന്നുണ്ട്.

ആഭരണങ്ങൾക്ക് സുരക്ഷ

അംഗീക്രതായ ഗാർഹിക സുരക്കാ പദ്ധതികളിലൂടെയാ നി ആരേണങ്ങാംക്ക് സുരക്ഷ ഏര്പ്പെടുത്തുന്നത്. ആരേണങ്ങാം, വിലയേറിയ വാപ്പുകാം, മറ്റു വസ്സുക്കാം എന്നിവ് അപകടങ്ങാം, മോഷണം, വ്യക്തിക്കോടങ്ങാം എന്നിവല്ലെതിരെ സംരക്ഷിക്കാൻ സാധിക്കും. ക്ഷതം സംഭവിച്ച സാധനത്തിന് അറ്റപ്പെറ്റപ്പണ്ടി നടത്തുന്നതി നുള്ള തുകയാണ് നൽപ്പുക ഇത് സുരക്ഷയ്ക്ക് നൽകിയ ആരെ തുകയാണ് നൽപ്പുക ഇത് സുരക്ഷയ്ക്ക് നൽകിയ അടെ തുകയാകുന്ന ദിവസരത്ത വിപണി വില അലി സ്ഥാനമാക്കിയാകും തുര അനുവഴിക്കുക ഇതും ആരെ തുരയേക്കാനം കുറവായിനിക്കും.

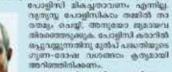
ളത്ഷുറൻസ് യുക അനുസരിച്ചാവും ഓരോ തവണത്തെയും പ്രിമിയവും നിശ്ചിയിക്കപ്പെടുക. യരങ്ങു ലക്ഷയണ് ആരക ഗാർഹിക വസ്സുക്കാക്കു ഉള്ള പ്രിമിയരണ് സലത്പ്പിക്കുക. ഇതിൽ ഒന്നാ ലക്ഷം ആരേണങ്ങാക്കുള്ളതാണെങ്ങിൽ 1,250 രൂപയും സേവന നികുതിയും പ്രിമിയം തുകയിൽ ഉറപ്പെടും. ബാങ് ലോക്കറുകളിൽ നിക്ഷേപിച്ചിട്ടുള്ള ആരോണങ്ങാക്കും വിലയതിയ വസ്സുക്കാക്കും അപകടത്തിലുടെ സംഭവി കുന്ന നഷ്യങ്ങാക്ക് സുരക്ഷ ലഭിക്കുന്നതാണ്.

വിവാഹ ഇൻഷുറൻസ്

ഭൂരിഭാഗം വിവാഹ ഇൻഷ്യാൻസ് പശേതികളും വിവാഹം മുഴുവനായി സംഭക്ഷിക്കുന്നതാണ്. വിവാഹം നടക്കുന്ന പേടി മുതർ താന്ധുകളിൽ നിന്നും വടക്ക് നയാവധുവി തൊരോ ബന്ധുകളിൽ നിന്നും ലഭിക്കുന്ന വിലയേരിയ കല്ല് പതിപ്പിച്ച ആഭരണങ്ങളും സമ്മാനങ്ങളും സംഭക്ഷി ക്കപ്പെടുന്നു. ബന്ധുക്കാം സമ്മാനം വാങ്ങുമ്പോടം ലഭിച്ച ബർൽ മാത്രം ഇതിനായി നൽകിയാൽ മതി. ക്രിമിനൽ കു റൃത്താം വഴിയും - തിറുമാനങ്ങളിലെ മാറ്റങ്ങാം വഴിയും പി *കളിലുടെയും വിവാഹം മാറ്റിവച്ചതും മുലയുണ്ടാകുന്ന നഷ്യങ്ങാംക്ക് വിവാഹം സുരക്ഷ വടിക്കുകയില്ല.

ഉപദോക്താക്കളുടെ ശ്രദ്ധയ്

പോളിസിക്കാ സ്വീകരിക്കുമ്പോടാ നല്ല സേവന ചരിത്രമു ഇള ഇൻഷ്യാൻസ് കമ്പതികളോടു മാത്രം ബന്ധപ്പെടുക, ഏങ്ങിൽ മാത്രമേ അലവേദനകടാ ഒഴിവാക്കി നഷ്യപരി പാടം നേടിയെടുക്കാനാവു, ഏറ്റവും കുറവ് തുകയുടെ



(ഫ്രൂച്വർ ജനറാലി ഇന്ത്യ ഇൻഷ്യാൻസ് കമ്പനിയുടെ മാനേജിങ് ഡയറക്ടറും സി.ഇ.ഒ.യുമാണ് ലേഖകൻ)

AUTHORED ARTICLE

Mathrubhumi December 19, 2016

Mr. Rao, through this article, conveyed that insuring of valuable assets like art and paintings, jewellery and wedding day is possible through insurance for specific products.

In Kerela, the article was published in all major editions like Trivandrum, Kochi, Kollam, Erankulam, etc. and also in major metro cites.

Insurance gets e-commerce boost

Irdai's push will make insurance cheaper for consumers and enable a consolidated view of all policies

to Insurance Regulatory and Development Authority of India's (Indai) is giving the msurance sector a huge digital push that will make life easier for customers. After introducing e-insurance account, it is nowe planning to make policies available at e-commerce platforms. The regulator's e-commerce exposure draft, which was put up recently; has a host of guidelines and measures that e-commerce companies need to comply with to sell policies online.

forms: The availability of products online will allow outcomers t from various products available in the market. When we shop online, we log in to shopping portals to check products available and then select from different bounds, depending on its price and features. Likewise, availability of insurance products online will enable the customers to check benefits offered by various products and to select the best one, according

Differential pricing, proposed by the regulator, would allow insurance companies to offer policies at cheap er rates compared to what is sold offline. When we shop online through any portal, we can filter the products by price ('low to high' or 'high to low'). The same can be done when insurance policies will be available online.

For payments, the customer can just log on to the website, type his card/bank account details and pay the premium instantly. This will prove to be a major boon for customers since they will be able to pay the premium as per

The buying and selling of products will be strictly monitored by Irdai Hence, breaching of customers' rights is likely to be negligible. Only registered companies will be allowed to make their products avratlable online.

This, coupled with the e-insurance account, will completely transform the way insurance is brught in

veur Indai Introduced e-insurance



accounts, which is mandatory for every new insurance policy that an individual buys. It allows the cusin one account, which helps them cation form, attach the know-youraccess all policies at the same time. To enhance the reliability, the regulatory has made provisions for auditing of system and processes of insurance companies. The objective is to ensure data security and privacy is will be emailed to you. well-maintained, protecting costomers' database.

The e-account works in the same account used for investing in the stock market. When we invest a spetematic investment plan of any more than one investment in muru-al funds, they will appear under one not sell policies. dense account. This enables us to consclidate all investment till current date along with maturity and return percentage. The same approach will be applicable for e-Insurance account

opened in two ways. You may select the repository of your choice, log into customer or KYC documents and submit it online. After verification, the repository will generate an e-insurance account number. The account details along with password

Theother way is to log into insur ance company website and fill the application form. The process to open way as a dematerialised (demat) the account semains the same, One key benefit of opening an account through insurance company website is that once the account is opened, mutual fund company, we need to the customer can start buying polihave a demat account. If we have cles-online immediately, Repositories can only open the account and can-

The choice of selecting the repository lies with the customer. They can opt for any of the five repen-Itories, which include Cams Repository Services, Karvy Insurance Repository, Central Insurance

Management and SHCIL Projects, If you opt for a repository, an official will take care of all activities and offer

help to you. Even the existing physical/paper policies can be converted to e-policy by filling up the application form available with repository or insurance company.

The premium can be paid online anythme by logging into the account. There is less change of missing prentithe mome beautiful and enough mu be actioned ordine and you can get a reminder in the email. You may also give a standing instruction to your bank to pay the premium on a stipulated date. This will save you from set-ting numerous seminders to pay the entum for various policies.

Move to need based insurance:

Buying online has increasingly become the norm these days, Now, nology and analytics to deliver the forward, an individual can add mul-

EASE OF BUYING AND MAINTENANCE

When you enrol for an e-insurance account...

- All your policies are: available under one roof
- · Get a consolidated statement
- for your insurance portfolio
- Grievances can be addressed.
- An approved person can manage policies
- · Fewer chances that you would miss premium payment

When policies will be sold on e-commerce platforms...

- Buyers can compare prices and features at one place
- · Buy without physical
- * Fremiums will be lower as the regulator has allowed

differential pricing

tiple products to his cart. More importantly, the key differentiator will be moving to need-based selling on the online platform rather than an agent pushing individuals to buy a plan.

The e-insurance account is a new paradigm which brings in a lot of stiendard benefits to both the insu ers and the customers, Policies can the customer in the digital form and hence, the question of delay in insuance or non-require of policy will not arise. With policy always available in the a-linearance account customers will not have any difficulty in setsteving the policy details while lodging a claim. It also comes with a cost advantage. The main benefit, however, will be the central KYC, which will result in the creation of a reliable and comprehensive database complete with the insurance history of the customer alone with details

AUTHORED ARTICLE

Business Standard January 8, 2017

Mr. Rao highlights the important developments and regulations introduced by IRDAI in the year 2016 and what are their benefits to customers. Like, the introduction of e-insurance account, exposure draft on e-commerce platform and its benefits are covered in the article. The readers will have a overall view of the insurance sector in 2016 in terms of new regulations.

FINANCIAL NO WISDOM

HEALTH INSURANCE

K.G. KRISHNAMOORTHY RAO

HEALTH INSURANCE

cusp of a technological revolution. With more than 300 million Internet users, India has the second largest Internet user base in the world, As per IAMAI-KP-MG report, India is expected to have over 500 million Internet users by 2017. Realising this rapid growth of Internet usage in India, every sector, including insurance, has shifted its focus towards building non-traditional platforms. The availability of insurance products online, different apps or software developed by the companies to serve their customers, can see the data on the platform with

introduction of e-insurance accounts and annsuncement of f-commerce exposure draft are some of the major moves in the direction of the digitalisation of health insurance.

The Internet is a key enabler of the health insurance industry. A recent survey conducted by FICCI-Quintiles

IMS reports online sales of health insurance will grow 15-20 times by 2020. Insurance companies, today. have made policies available on their Own websites, apps and other online platforms making it convenient for Customers to buy the policies instantb: Also, technology has played a key

role in smoothing the processing of claims. Insurance companies have introduced various systems to ease the time gap for cashless claims. One such system is the pre-authorization module, an online system through

which cashless health insurance claims can be processed on cloudhased platforms; data is exchanged and processed with the hospital. This more people will buy their insurance makes the whole process more transparent, as policy holders and hospitals

time stamps and history. To further im-

prove the sector, in June 2016, the insmanner regulatory body IRDAI introduced the e-commerce exposure. draft that allows buying and selling of insurance policies through osline portals. This move will benefit customers, since they

will now be able to compare prices of health insurance policies offered by different companies on e-commerce

Also, the IRDAI announced that an e-insurance account will be mandatory for every new insurance policy that a hover opts for. With this, cus-

tomers can streamline all their health policies in one account, which will provide them with a single window view of all their insurance policies.

The e-insurance account is a new paradigm that will come with a lot of attendant benefits to both insurers and the customers. Policies will be issued instantly and directly to the customer in the digital form and hence, the question of delay in issuance or non-receipt of policy will not arise.

The easy accessibility of policies online will milorthe customers' lives simpler, as they can get all the infor-

The sector will see

an upsurge in

e-proposals as

policies using apps

mation with one click. Also, they can issue standing instructions to banks to pay's premium. Furthermore, claims can be requested

and processed without any paper work. In case of any natural calamity, strikes or theft, there are chances of losing hard copies of policies: the availability of policies online will provide solace under such circumstances. Increased data confidentiality will be another value-add to the customer.

In the future, we expect to see an upsurge in e-proposals as more people will purchase policies through mobile apps and software. We also anticipate an increase in claim intimation on digital platforms. Additionally, the electronic transfer of data between hospitals, TPAs and insurance companies will become more convenient across stakeholders, thereby reducing claim approval. as well as settlement time lags. This would also help in terms of uniformity of documentation, reduction in fraud cases as well as product innovation in the long run.

The author is MD & CEO, Future Generali India Insurance Company

AUTHORED ARTICLE

Businessworld January 2017 issue

Mr. Rao writes on digitisation in health insurance sector and how it has benefitted consumers. The introduction of Pre-Auth module for cashless claims, e-insurance account and the use of internet are the important developments in health insurance sector mentioned by Mr. Rao.

Health insurance covering AYUSH

Te will all agree that the cothum-Asm engendered by Prime Minister Navvodra Modi on World Yinga Day has frielled the screptseco, popularity and attractiveness of shemative trentments such as AYUSH therapies in the recent years.

Right from bolistic products to treat-ment of chronic ailments, India seests to prefer the 'nutural' method, comidering it as a longer but more effective and surtained mode of treatment.

A survey by the research firm, Euremonitor revealed that over half of the Indian consumers reported 'natural or organic' features inflooncing their buir and skin care purchase decirious. Consumers have increasingly been adopting various AYUSH treatments especially homospathic and Ayurveda resument to

Given this trend, AYUSH treatments are now being offered by insurance comnanies under their comprehensive health

AYUSH means Ayurveda, Yogs and Nameopathy, Umani, Siddha and Ho-moeopathy, The Mintery of AYUSH. Government of India, is involved in developine, educating and taking producnive steps to expand this alternative trew ment through health insurance products. AYDSH treatment coverage under the the reinstancement benefit as per terms both by public and private insurers.

The Ministry of AYUSH has recentle usined Guidelines on Innurance Coverage for Approache Treatment and Sestlement to be issued soon by the minorry.

ance products at the marker offering re-pecially Ayurveda and Homeopathy. Additionally, this to prolonged sedem-imbursement of ATUSH treatments. The industry is expecting that with the new now is covered where the hospitalisation makeines coming from the government. Treatment taken under these forms of AYUSH treatments have proven to be unted. Please go through the prospects AYUSH treatments will not more accept - medicine are being covered, reinforced - amongst the most beneficial methods for - and policy wordings to understand the unce by the policyholders resulting in under the policies. their long-term benefit.



AYUSH treatment under health insurance cover

of serious therapies / interventions. Sin-ifar guidelines in context of Disari. Sid-panies as well as Specialist Health Insur-intersement benefit of the alternative / of servicing and claim settlement, as the guidelines is context of Union. See parties as well as Specialist Health Instar dist, and Homocountly are also expected — accessmanles and many marries offer. AYUSH treamons plan is covered under these are the features that become critiproducts which cover expenses of treat—the health insurance policy opted by the call when you are actually in need. A As of now we already have some issue-ment under components of AYUSH es-individual.

If any patient is advised Approvals treassixtion of his/her policy, then the individual will get ing into consideration the extent as well

and conditions specified in the policy ope- cedure as well as documents required as ed by him/her.

Even individuals suffering from critical ifocuse like cancer, seroke, heart disease. How to choose the Insurer? of Chamson the basis of benchmark rates. Health insurance in India reprimarily be-esc, who are advised to take Apurveila. One should always buy insurance from

> Additionally, that to prolonged sedens best policy for you. astrocous have excepted up these days. ments to terms of coverage and sum to treatment of such conditions, which have been acclaimed across the globe.

Insurance companies will also design ment to curr buffer adment and has cho- a Premium: The products for covering new products at per these guidelines sen to cover AYUSH treatment under such treatment are generally priced tal-

. Benefits: Today, hospitalisation and standard treatments are very expensive making it less affordable to the larger nextion of the population. AYUSH treat ment may be economical as well as have lesser side effects. It will also boost the functioning of Indian Medicine System. At an industry level, it may help in inensuing the insurance proctration in the

While as of now most insurers offer this unity under buspitalisation benefits se can definitely see a future where such alternative forum of treatment will find place under outpatient as well as wellness benefits which insurer devise.

« Claim settlement process: Claims for AYUSH treatment can be filed with the insurer with the mandatory documen related to the hospitalisation including the original hospital bill, original discharge summary and investigation re-

Treatment must be taken in govern ment registered hospitals and proper medical records must be available for the giorn line of treatment. The ministry has usued guidelines for eligible hospitali for Asservedic treatment which include government hospitals, NABH accredited yarvedic hospitals, etc. Every insured should refer to the claims settlement pro per the policy brishe holds.

cheaper policy may not always be the

Choose a policy that mits your require waiting periods, exclusions and sublimiunder the policy.

(The seriner in Head - Health Innur omer at Puture Gener India Insurance Company

AUTHORED ARTICLE

Deccan Herald March 2017

Mr. Shreeraj Deshpande highlighted the rise in number of people opting for alternative treatments like AYUSH in past years. Due to the rising trends the insurance companies have started covering it under insurance health policies and explains the insurance guidelines by Minister of AYUSH.



TYTHE WEIK MAY 1 TO 6

Anil: My father, 69, is a stroke survivor. As a retired government official, he gets a medical cover up to ₹2 lakh. but it is too less and does not cover reputable hospitals. So, I decided to take a cover with more benefits. But, if I take a new one from a private insurer, will the government cover be cancelled? It would be advisable to continue with the medical benefits that he gets as the government could always revise the limits and coverage for retirees in future. In addition, he should immediately go for an individual health insurance policy as a cover would be provided depending upon his health status at the time of proposal. If the expenses exceed the limits (sum insured) under one of the policies, he can claim the balance from the other, subject to the admissibility under the same. You will have to zero in on a cover which has no age limit.

Ramesh: I am travelling abroad for my friend's wedding in April and I want to know about the foreign travel insurance. Is there a difference between taking it while booking the ticket or separately from an insurer? The travel covers provided while booking tickets are usually plain vanilla policies that take care of basic covers. If you want to look at different options in terms of sum insured, as well as comprehensive coverage, it would be advisable to visit the websites of the insurance companies and





K.G. KRISHNAMOORTHY RAO

MD and CEO, Future Generali India Insurance Company Limited

ALL QUERIES MUST ONLY BE POSTED ONLINE AT WWW.THEWEEK.IN, ASKEXPERT, ANSWERS CAN ALSO BE VIEWED ONLINE AND WILL BE UPDATED ONLINE choose a policy that suits your requirement the best.

■ Geeta: I am a 30-year-old working woman and I was thinking of gifting a health insurance policy to my husband and his parents. I want to know if one policy would cover them all and whether the benefits would be different for each individual. Yes, nowadays insurers do provide policies to cover the extended family. That is, you can insure yourself, along with your spouse, children, parents and in-laws, in the same policy, and the covers are same for each family member. Health policies can be taken on an individual sum insured basis or on a family floater basis (wherein a single sum insured covers all family members. like an umbrella).

an apartment we bought two years ago and, after seeing the recent natural calamities in India. I want to take a property insurance. I want to know, in case of an incident in the building, where only my flat is affected, which policy would apply-the one I have or the one the society has for the building? If the policies taken by you and your society cover the building structure, the contribution clause will be applicable during a claim and both insurers will pay their proportionate share of the loss. However, I would always recommend you to take

Neil: My wife and I live in

QUERY COLUMN

The Week *April 23, 2016*

Mr. Rao responded to readers queries on home insurance, health insurance and travel insurance in 'Ask Expert' column of the magazine.

This column gets industry experts to share responses to readers queries.

EXPERT SPEAK

Property insurance demystified

A closer look at the various formats and options available to secure and protect the value of your real estate investment

Our society has done insurance for the building for a certain amount. What are the aspects that the insurance of a building typically covers and why?

Typicolly, a society takes the insurance of building for standard fire and special perils, which covers perils such as fire, lightning, explosion, strersft damage, riot, strike, malicious damage, storm,



Rep. MD&CEO, Robust General inda traurance aprunkler instal-

lations and bush fire. Earthquake and torrorism are add-on covers, which can be opted for by paying an additional premium.

As cooperative housing societies are entrusted with managing administration as per guidelines of cooperative housing societies act and insurance is part of society administration, the societies have to take insurance.

What would normally not be covered?

The policy does not cover consequenwarlike perils etc., lesses caused by ing the sum insured under the policy pollution or contamination, bullion or unset precious stones, any curios or works of art für an amount exceeding Ex 10000 or currency unless expressly stated in the policy.

is a comprehensive policy available that covars the structure as well as contents of indiuldical flats?

package policy, which includes the coveralso offers other covers as burglary for contents, electronic equipment insurance for electronic items, machinery electrical / mechanical items such as air refrigerator etc., personal accident inator etc., personal accident insurance. werkman insurance for domestic serv- jewellery and valuables and lapter etc.



in case of a calamity, what happens if indi-viduals have insured their flats but the build-parison of property insurance options? Inv itsuif is not insured?

Claim will be payable to individual own tial losees, losses on account of delay. ers only for the assessed loss not exceed What type of insurance policy should housing

Housing societies can opt for fire insurance including food and earthquake for insurance, public liability, machinery various companies. Yes, individual flat owner can opt for breakdown for DG set/ pump house etc., age for building and contents against the owners can opt for fire insurance includrisks of fire and other allied perils as ing flood and earthquake for contents. detailed above. Home insurance policy burglary for contents, electronic equipchinery breakdown insurance for hoose- surance policy hold electrical/ mechanical items such breakdown insurance for household as air conditioner, washing machine,

mentic servants, all risk insurance of

available for any tax savings.

All insurers use the same working for standard fire and special perils policies and add on covers like earthquake, terrorism thereof. However, companies save customised horse insurance-covers. Even here, the wording for fire insurance societies and their members ideally opt for? cover conforms to the standard fire and special perils policies wording.

Generally, the additional covers like the building. They may also take insur-burglary for contents, all risks for valuance covering their other exposures. ables, breakdown cover for gudgets etc., Burglary, money businence, workmen are comparable across products sold by

Ideally, the customer should take an comprehensive policy such as the home are some of the other policies, which insurance policy which adequately they can consider taking. Individual flat covers his requirements. All that the insured has to do is to prepare a list of assets he has at home and map them against the various insurance ment insurance for electronic items, ma- covers available under the home in-

Share your queries relation to home logns, insurance, legal mosters, suxes, conditioner, washing machine, refriger-surance, worksman insurance for do-refetchpment and housing society issues on disanfproperty@gmail.com to get them unrevered by our panel of experts

QUERY COLUMN

DNA of Property May 28, 2016

Mr. Rao shared responses to readers gueries on property/home insurance 'Expert Speak' column of the newspaper.

DNA of Property is a weekend supplement featuring only property article, stories, etc. and therefore being covered in this column adds more value as the readers can get their queries resolved.

Housing society must insure building instead of individual flat owners



KG Krishnamoorthy

cover to protect my house and belongings?

House and its contents are best third-party insurprotected through home insurance cover. This is a comprehensive policy and can protect the building and its contents against fire and allied perils including earthquake, terrorismetc.

tected against burglary and theft. downs. In addition, there are sechousehold etc.

Is it mandatory to take insur- a third-party while using the vehi

insurance package policy.

-Vikas Mehta Can I take only the ance for my car in-

It is the choice of the customer tyliability. to cover the car only for third-par-The contents can also be pro-statutory requirement under the Motor Vehicles Act or a compre-Costly home appliances can be in-hensive cover for the car and thirdsured against accidental break-party insurance. A third-party insurance covers the financial loss tions that can be taken for onlyagainstanylegalliabilitythat ket Recently, our regulator has personal accident insurance, lia- the owner may incur due to the bility towards servants in the death of or bodily injury to a third-

ance on the gold kept inside the cle. People may normally opt for third-party coverage only consid-Ritesh Jain ering financial aspects, age of ve-It is not mandatory, however, it hicle, limited use of vehicle, etc. would be advisable to protect them They also have the option for a reagainst burglary/robbery, dam- stricted coverfor liability only and age, accidental loss etc. by taking fire and/or theft risks in case they an all risk insurance cover. You wishto have an improved coverage How can I take an insurance can avail this cover under home at lower premiums. For new and costly vehicles, it is always advis-

able to take a comprehensive cover. which insures the owner against both, damage to Rahul Agarwal owned vehicle as well as third-par-

ty liability insurance, which is a Is there any way to insure my land title as I want to make sure

a hassle-free home buying? -Praftel Bohra

As of now this insurance cover is not available in the Indian martaken some steps to explore the possibility of allowing this type party or damage to the property of of insurance cover in the Indian



market, so it may become available in the near future.

My builder says he has not done insurance for the housing complex. As an individual, can I insure my flat?

ative housing society model, the construct his flat alone. ownership of the building rests with the society. So, it is suggested that the society insures the entire building instead of the individual

flat owner taking insurance. This is view of reconstruction of the buildingfollowing a damage. If the entire building is not insured, many occupants may not have enough money to contribute for the reconstruction of the building. So, the insured flat Insome states, as per the co-oper-owner will not be in a position to re-

As an individual, you can always insure your flat along with the contentsand valuables under a comprehensive home insurance package. buildingitself is not insured but you

A third-party insurance covers the financial loss only against any legal liability that the owner may incur due to the death of or bodily injury to a thirdparty or damage to the property of a third-party while using the vehicle

You may opt for covers like fire inalso important from the point of surance including flood and earthquale for contents, burglary for contents, electronic equipment insurance for electronic items, machinery breakdown insurance for household electrical/mechanical items such as AC, washing machine, ance products offered by some inrefrigerator etc, personal accident insurance, worksman insurance for domestic servants, all risk insurance of jewellery and valuables and laptopetc. Incase of a calamity if the

have your flat insured, claim will be payable to you only for the loss or damage to your flat and up to the limitspecified in your policy.

I want to take a travel insurance to visit Europe. Is it mandatory and what will it cover?

-Mihir Ahuja For Schengen visa, it is mandatory to have approved travel insurance-cover The concerned authorities have approved certain insurers in India and their products.

Travellers are expected to avail minimum benefits under this cover. Travel insurance plans takecare of any contingencies that might ariseduringyourjourney;like sudden illnesses, accidents, misplaced passport, lost luggage, etc. You may alsolookatonlineonly travel insursurers which are not only cost effective but also provides numerous plans to choose from.

The writer is MD and CEO. Future Generali India Insurance

QUERY COLUMN

The Financial Express August 2, 2016

Mr. Rao shared responses to readers gueries on insurance in 'Your Queries' column of the newspaper.

This column is featured in the personal finance page of the newspaper.

Readers' Corner

GENERAL INSURANCE

K G Krishnamoorthy Rao, MD and ŒO, Future Generali India Insurance, answers your questions



K G KRISHNAMOORTHY RAO

My company's health insurance covers my father, a senior citizen. I am paying additional premium and claiming tax benefit on it. If I buy another health cover for him, can I claim tax benefit for that, too? Is a standalone cover better or a top-up?

You can claim 80D benefit of up to ₹30,000 annually for all premiums put together for your father/parents. This would be in addition to the limit of ₹25,000 applicable on the premiums for yourself and your family (spouse and dependent children). Whether to go for a separate health insurance policy or a top up-policy depends on the existing coverage for

your father. If he only has your employer's group policy, go for an additional retail policy. If he has an existing retail policy, you could either look at porting into a higher sum insured policy or a top-up.

My claim for a cashless claim was rejected but the company said I can apply for reimbursement. What are the chances that the reimbursement will be paid?

Insurers may deny a cashless claim when they are not able to establish liability under the said policy without collecting more details which might not be immediately available. In such conditions they would deny it and advise you to file the claim with all relevant documents for reimbursement. They will examine such claims in detail and may call for an additional documentation or clarification and even conduct investigations to decide.

The views expressed are expert's own. Send your queries to yourmoney@bsmail.in

QUERY COLUMN

Business Standard August 8, 2016

Mr. Rao shared responses to readers queries on various insurance queries in 'Readers' Corner' column of the newspaper.

This column features an industry expert wherein he/ she responds to readers queries and Mr. Rao has been featured five times in this column.



Our panel of experts will answer questions related to any aspect of personal finance. If you have a query, mail it to us right away.

Should SIPs atways be the preferred route for investing in equity mutual funds? I need to invest ?10 lakh in equity funds, how should? go about it?

As a rule, I prefer SIPs over lamp sum investments in equity mutual flexils. SIPs help us cale advantage of market fluctuations and, by taking away the discretionary element, they obviate the role of emotions-greed and fear-while investing. You can divide the 600 lakh into 10 equal monthly nts of th lakh and then put \$25,000 each into four diversified equity schen



Japan R. Pag

I booked a flat in January 2016 and expect possession by December 2017. I am planning to sell expect possession by December 2016. Can I adjust the long-term capital gains is 17 fait by December 2016. Can I adjust the long-term capital gains is 1700 from this sale against the investment in the under-canstruction property? What other options are available to save LTC0?

The long term capital gains 0.7000 from sale of residential property are energy under Section 54 of the income Tax. Act, if invested in another tial property either a year before or within two years from the date of sale of the property, or construction of a residential property within three years from the date of sale. So, you too are entitled to LECG enemption. The other popular option is to arrest the LTCG in long-term, bonds of the Baral Electrification Corporation or the National Highways Authority of India within six months from the date of sale of property. m exemption available of 650 lakh.



QUESTION OF THE WEEK

My employer provides me and my family with medical cover. Do I still need to purchase a separate policy?

Medical inflation is growing at a very fast rare and it is advisable for you and year family to be adequately covered. You can either buy a top up policy or a fresh policy, which can come into play after the summuned or coverage under your employer's policy has been exhausted. An individual health policy is advisable as there won't be any supleyer provided medical cover when you are in between jobs. It is better to buy a a retail or individual health insurance policy when you are young as there are fewer comprehensive health inverance policies available for older people. Some policies now offer a cumulative busin of SOS for every claim free year - the sum insured doubles if there are two clains free years. So even if you opt for a 710 lakh flouter policy as additional court, in two years, your sum insured could be 120 lakh, which can take care of



Lam about to get married. Can one buy a combined term plan with one's spoose, or is it better to buy individual policies? How should one decide on the cover amount?

You should have a minimum cover that is 40-times your annual income plus outstanding debts. There are a few combined life insurance plans available in the market, but it is advisable that you tray inclodded policies. I would suggest you to wait till your marriage to buy a protection plan. While selecting a life insurer for a term plan. check its track record in terms of claims settlement ratio, outstanding claims ratio and consumer complaint incidence. These should be readily available publicly as a part of the disclosure on all insurance



I surned 12.2 takh in short-term capital gain from equity, 12.000 in interest from bank fixed deposits and 12.000 in dividends. Are I required to file income tax?

It is mandatory to file the return of income. If your total income for the year exceeds \$2.5 lakb, before accounting for deductions. Since your income does not exceed the mandated threshold. you are not required to file the return. However, if oware a resident individual and have an asset or financial interest in an entity located outside of India, are a signing authority is a foreign account, or are in receipt of income derived from property held under a trust, you will need to file the return.



Aug Crows SHELP CED & DIRECTOR. BAJAJ CAPITAL

I am a 34-year-old mother of two on a coreer break. I have around r4.5 takh in my PF account, which has now become inactive. I want to invest this moonly for 15 years to build a retirement fund. PEases expend notines.

You can invest the money in a monthly

approached return of around 10%. Or

you can start a systematic transfer plan

for the amount for the next IS months

t30,000 permonth-in a wellperforming equity mutual fund. Keep the money invested in equity for 24

years (till retirement). You should accumulate around 190 lakh, assumi an annualised return of 19%. After retirement, invest the money back in an MIP and opt for a systematic withdrawal plan—F60,000-75,000 per month as per your requirements.

Recommended MIPs are ICICI Pro MIP 25 or Reliance Monthly Income Plan. are SBI Emerging Business Fund, ICICI

Pru Value Discovery Fund and Reliance

Equity Opportunities Fund.

income plan (MIP) which could earn an

Places suggest options.



Have a question for the experts? Mail It to

QUERY COLUMN

ET Wealth October 17, 2016

Shreeraj Deshpande responded to health insurance queries of readers in ET Wealth, one of the most sought-after columns in the weekly magazine.

Readers' Corner

GENERAL INSURANCE

K G Krishnamoorthy Rao, MD and CEO, Future Generali India Insurance, answers your questions



K G KRISHNAMOORTHY RAO

lam constructing a house in myvillage. Should I buy insurance for it now? Or wait till the construction is complete? What insurance will I have to buy at the construction stage? Is it a regular householder policy? There could be various accidental damages that can happen during construction of a building. There 'Contractors' All Risk' insurance cover which can provide protection against such accidental losses. You can opt to take this cover from the beginning of the project till its completion.

As that there are so many reports of debit/credit card frauds, is there an insurance available for it? I own a small company and I have given corporate credit card to my CEO. Can I take insurance to protect the card from fraudulent use?

There is insurance available

for credit card frauds. However, that can be taken only by the bank and not on an individual basis, Banks can offer credit card protection covers to their customers up to specified limits. This may come at some nominal cost in case of some banks. Also, insurance is available for covering third party liabilities arising out of inadvertent breach of information/loss of data. This policy too can be taken by banks only.

Can I include my senior citizen parents in my family floater policy even if they live in another city?

Yes, you can include your senior citizen parents in your family floater. However, while doing so you need to ensure that you opt for an adequate sum insured to coveryour family as well as your parents within the floater sum insured. Another major point to be taken into conpoint to be taken into con-

sideration is the infrastructure of the insurance company, especially hospital network, at the place of residence of your parents. This is very important so that your parents do not face any difficulty if they have to undergo cashless hospitalisation.

I have a health insurance policy. Do I need a critical illness cover over and above this? How much more will my premium increase if I take this?

Yes, you should always go for a critical illness policy. Critical illness policies are benefit policies which pay money on diagnosis of any of the critical illnesses covered. Critical illness covers actually protect the income generation capacity of the individual, if the policy is availed for proper sum insured. On contracting a critical illness the income generation capacity of an individual may get affected, and this can be compensated by the benefit amount. Critical Illness policies should be purchased in addition

Hospitalisation Indemnity policy, which actually only pay for the actual hospitalisation expenses. Since the policies pay for listed critical illnesses, these are not very expensive and the cost generally depends upon the number of critical illnesses the policy covers and the age of the individual.

Ibought my car insurance from the ear dealer when I purchased the vehicle. Now it is time for renewal. Can I do it online? Or do I need to go back to the dealer? Will there be any difference in the premium rates at the dealer as compared to online?

The customer is free to decide how he wants to renew the policy. All insurers provide the option of online renewal of policies. Premium rate will depend upon the insurance company and it can be different for online renewal based on the underwriting considerations of the particular insurer.

The views expressed are expert's own. Sendyour queries to your money@bround.in

QUERY COLUMN

Business Standard *October 27, 2016*

Mr. Rao shared responses to readers queries on various insurance queries in 'Readers' Corner' column of the newspaper.

This column features an industry expert wherein he/ she responds to readers queries and Mr. Rao has been featured five times in this column.



Our panel of experts will answer questions related to any aspect of personal finance. If you have a query, mail it to us right away.

I am 25 and can invest <25,000 per month.
I want to invest in mutual funds for 3-10
years. What category of funds should I invest
in? Please suggest schemes.

The 340 year time period is too broad to pro-vide a fixed asset allocation. Start with 35% in equity and increase up to 70% if your time frame is closer to 10 years. To irrest, consider HDFC flabanced (20%), SBI Bluechip (20%), Birlo Sun Life Dynamic Bond (30%) and DSP 8R Income Opportunities (20%). Add a mid-cap fund, such as HDFC Midcap Opportunities, when you increase your equity component.



C.B. CHAMBRASH

My husband pays the EMIs of a home loan which is in the name of his father. Can he claim tax rebate on

The deduction with respect to payment of EMI of a home loan is allowed to the owner of the property while calculating the income under the head house property. The organ-ment of the principal is also eligible for a deduction under Section BCC (up to 71.5 laklt). However, given the house is in the nume of your husband's father, your husband would not be able to claim any deduction as he is not the owner of



OUESTION OF THE WEEK

I have 120 takh in my Public Provident Fund (PPF) account. How should I invest this sum for 8-10 years to ensure maximum capital appreciation?

You can close your PFF account only if it has completed if yours. You can then invest the withdrawn lump sum into discraffed equity mutual fund schemes for the next 80 years, through a systematic transfer plan (STP). The STP mode of swesting is safer and tackles volatility better. You should start by investing the jump sum into a debt mutual fund of your choice, which could give you a return of around 10% per annum. You can then transfer a fixed or the objective such month into egain; mutual fund schemes of the same fund. house. You can choose more than one STP for transferring the amount into equity fund schemes. Please note that in the case of STP, your choice is limit ed to investing in the schemes of one fund house. So, it is better to go with fund houses with several debt and equity mutual funds like Axis, HDFC. Franklin Templeson and ICICI Prodemial.



Ann. CHOPEA

i am a US citizen, with an Overseas Citizen of India (OCI) card and moved to India in May 2015 to work here. Can i

As a general rule, OCI card holders are treated on pur with nonresidem Indians by mutual funds based in India. So you ought to be able to invest. However, in order to avoid the onerous compliance requirements under US Foreign Account Tax. Compliance Act, many mutual funds prevent citizens from the US-Carnada too, in some cases-from investing. In case you have boned in on your list of preferred funds, I would suggest you first check whether they accept investments from US citi-ners. There are eight funds which accept such investments.



DITANT R. PAI

What will be the tax implication if one quits a company and retains the company car without making any payment to the employer? Will the car need to be declared at the time of filing the income tax return?

Any transfer of an asset to a person-unless it is a relative-without adequate consideration is taxable as income from other sources. Therefore, the car's value will need to be declared at the time of filling the return. You may get in touch with the fiand they will be able to belp you with the value of the car, that would need to be declared.



1 bought a health insurance policy for my porents seven years ago. My father is now 66 and mother is 61. I pay a premium of 140,000 per annum and they are covered for 13 takk each. Is it possible to port the policy to a different previder with a lower premium without losing any of the

It is possible to port to another product of a different innurer. However, it is important to know all the details of the new product you want to port to. If you are going only by the premium comparison, it may not be a correct move. Some products have restrictions like to payments, etc., especially for higher age groups, while the premiums may be lower. When you are porting from one product to another, you get the credit for the period your parents were covered in the earlier policy for the same sum insured-including cumulative bomis, if any-for continuity, However, premium would be applicable as per the new product you are porting to



SHIRTING DISSEASOR HEAD HEALTH ROUBSINCE PUTURE NO-RAYCE.



stweethaltinespress, out with Query as subject

QUERY COLUMN

ET Wealth January 23, 2017

Shreeraj Deshpande responded to health insurance queries of readers in ET Wealth, one of the most soughtafter columns in the weekly magazine.



SOFT PROFILING



SOFT PROFILING

Outlook Business *April 2016 issue*

Outlook Business, a monthly business magazine, profiled Easwara Narayanan in the C'est la vie section of the magazine.

C'est la vie section covers interviews of business professionals like CEO and MD, CFO, COO from various sectors highlighting their area of interest apart from work and business commitments.



Travel insurance products online

Future Generali India, an insurance joint venture between Future Group and Generali has announced the launch of two online travel insurance products for the international travelers - Future Easy Travel Worldwide and Future Easy Travel Schengen. The plans are specially designed keeping in mind the uncertainties of today's times right from loss of documents to sudden illness while on a foreign land, a release said.

PRODUCT LAUNCH FUTURE EASY TRAVEL WORLDWIDE AND FUTURE EASYTRAVEL SCHENGEN

Deccan Herald June 14, 2016

FGII launched two online exclusive travel insurance products – one distinctively for Europe travellers and other one for travellers to all countries.

The top mainlines and financials published the launch of the two online travel insurance products.

Future Generali unveils 2 travel insurance products

Future Generali India Insurance, a joint venture between Future Group and Generali, on Monday said it has launched two online travel insurance products -Easy Travel Worldwide and Easy Travel Schengen - for the international travellers. The plans are designed keeping in mind the uncertainties of today's times, right from loss of documents to sudden illness while on a foreign land, the company said in a statement. Both products include cashless claim settlement, universal international free phone number (UIFN), worldwide emergency, medical and travel assistance along with the flexibility to choose from different plans in each product category as per one's requirement, it added.

PRODUCT LAUNCH FUTURE EASY TRAVEL WORLDWIDE AND FUTURE EASYTRAVEL SCHENGEN

The Financial Express *June 14, 2016*

FGII launched two online exclusive travel insurance products – one distinctively for Europe travellers and other one for travellers to all countries.

The top mainlines and financials published the launch of the two online travel insurance products.

2 TRAVEL INSURANCE PLANS FROM FUTURE GENERALI

Kolkata, 13 June: Future Generali India Insurance Company Limited today announced the launch of two online travel insurance products for international travellers - Future Easy Travel Worldwide and Future Easy Travel Schengen.

The plans are specially designed keeping in mind the uncertainties of today's times right from loss of documents to sudden illness while on a foreign land.

The benefit of both the online products include cashless claim settlement, universal international free phone number (UIFN), worldwide emergency, medical and travel assistance along with the flexibility to choose from different plans in each product category as per one's requirement.

PRODUCT LAUNCH FUTURE EASY TRAVEL WORLDWIDE AND FUTURE EASYTRAVEL SCHENGEN

Statesman June 14, 2016

FGII launched two online exclusive travel insurance products – one distinctively for Europe travellers and other one for travellers to all countries.

The top mainlines and financials published the launch of the two online travel insurance products.



Online travel insurance products

Future Generali India Insurance, a joint venture between Future Group and Generali, launched two online travel insurance products for the international travellers: Future Easy Travel Worldwide and Future Easy Travel Schengen.

PRODUCT LAUNCH – FUTURE EASY TRAVEL WORLDWIDE AND FUTURE EASYTRAVEL SCHENGEN

Financial Chronicle *June 15, 2016*

FGII launched two online exclusive travel insurance products – one distinctively for Europe travellers and other one for travellers to all countries.

The top mainlines and financials published the launch of the two online travel insurance products.

ప్ర్యూచర్ జనరావీ నుంచి కొత్త జీమా పథకాలు

హైదరాబాద్, జాన్ 15: ఫ్యూచర్ జనరాలి ఇండియా బీమా కంపెనీ కొత్తగా పర్యాటకరంగ బ్రియులకోసం ఈజీటావెల్ బీమా పథకాలను విడుదలచేసింది. ఫ్యూచర్ వరల్డ్ వైడ్, ఫ్యూచర్ ఈజీ టావెల్ షెంజెన్ పథకాలు విడుదలచేస్తున్నట్లు ప్రకటించింది. ఆన్లైన్ట్ టావెల్ పథకాలు పర్యాటకరంగట్టియులకు ఎంతో ప్రయోజనకారి అవుతుందని కంపెనీ ప్రకటించింది. నగదురహిత క్లెయిమ్ సెటీల్మెంట్, ఇంటర్నేషనల్ ఫోన్నంబరు, ప్రపంచ వ్యాచ్ధంగా అత్యవసర పరిస్థితుల్లో వినియోగం వంటివి ఉంటాయి. ఆరేక్ల నుంచి 70 ఏళ్ల వయసు వరకూ ఈ బీమా వథకాలు కొనుగోలువేయవచ్చు. ఫ్యూచర్ ఈజీటావెల్లో 12రకాల వథకాలున్నాయి. ఆమెరికా, యుకె, కెనదా, సింగపూర్, ఆడ్డిలియా, హాంకాంగ్ పర్యటించేవారికి ప్రత్యేక బీమా పథకాలు ఏర్పాటుచేసింది. ఫ్యూచర్ ఈజీ టావెల్ షెంజెన్ ప్లాన్ యూరోప్ దేశాలకు షెన్యెట్సెసీసాతో వెళ్లేవారికి అందుబాటులో ఉంటుంది. 26 దేశాల్లో వెల్లుబాటు అవుతుంది. ఈ కేటగిరీ లో ఆరు సమగ్ర బీమా వథకాలున్నట్లు కంపెనీ ఆరోగ్యబీమా హెడ్ శ్రీరాజ్ దేశ్వపాందే వివరించారు.

PRODUCT LAUNCH FUTURE EASY TRAVEL WORLDWIDE AND FUTURE EASYTRAVEL SCHENGEN

Vaartha *June 16. 2016*

Vernacular papers in various regions also carried the news of this launch.

విదేశీ యాత్రికులకు 'ఫ్యూచర్' ఆన్లైన్ పాలసీలు

ఏదేశాలకు వెళ్లే కుహ్మతికుల (ట్రావెలర్లు) కోసం ఫ్యాచర్ ఈజీ ట్రావెల్ చరల్డ్ వైడ్, ఫ్యూచర్ ఈజీ ట్రావెల్ షెన్జెన్ పేరుతో రెండు ఆన్లైన్ ట్రయాణ బీమా పథకాలను ఫ్యూచర్ అనరాల్ ట్రవేశ్ పెట్టింది. కాష్లెస్ క్లెయిమ్ సెటిల్ మెంట్, వైద్య, ట్రయాణ సహాయం, అంతర్జాతీయంగా ఉపయోగపడే ఉచిత ఫోన్ నెంటరు మొదలైనవి ఈ పొలసీల ద్వారా లభిస్తాయని కం పెనీ వెల్లడించింది. ట్రస్ముతం భారత్ నుంచి విదేశాలు వెళ్లే యాత్రికులు పెరుగుతున్నారని, ఇటు వంటి వారు సులభంగా ట్రయాణ పాటసీలను కొనుగోలుచేయడానికి మొగ్గు మావీడంతోపాటు విలువ, ట్రయోజనాలు చూస్తున్నారని ఫ్యూచర్ జనరాలి ఇండియా అధివతి (ఆరోగ్య బీమా) శ్రీరాజ్ దేశ్ పొండే తెలిపారు, ఇటువంటి వారిని దృష్టిలో పెట్టకుని ఈ పాలసీలను విడుదల చేసినట్లు వివరించారు.

– ఈనాడు, హైదరాబాద్

PRODUCT LAUNCH FUTURE EASY TRAVEL WORLDWIDE AND FUTURE EASYTRAVEL SCHENGEN

Eenadu June 16, 2016

Vernacular papers in various regions also carried the news of this launch.

ऑनलाइन ट्रैवल बीमा की शुरूआत

मुंबई, सं. पयुचर जनराली इंडिया इंश्योरेंस. फ्यूचर समूह के बीच एक संयुक्त उद्यम खुदरा व्यापार में खेल परिवर्तकों में एक 184 वर्ष वैश्विक बीमा बडी कंपनियों के बीच की विशेषता समृह के ऑनलाइन के शुभारंभ की घोषणा की. अंतरराष्ट्रीय यात्रियों के लिए यात्रा बीमा उत्पादों के आसान सफर वर्ल्डवाइड और भविष्य के लिए आसान होगा, योजनाओं के विशेष रूप से, जबकि एक विदेशी जमीन पर अचानक बीमारी के लिए दस्तावेजों के नुकसान के ध्यान में रखते हुए आज के समय की अनिश्चितताओं को तैयार कर रहे हैं. दोनों ऑनलाइन उत्पादों के लाभ के कैशलेस क्लेम सेटलमेंट. युनिवर्सल अंतर्राष्ट्रीय निःशुल्क फोन नंबर इनिया भर में आपात स्थिति, लचीलापन एक की आवश्यकता के अनुसार प्रत्येक उत्पाद की श्रेणी में विभिन्न योजनाओं से वुनने के साथ-साथ चिकित्सा और यात्रा सहायता भी शामिल है.

सभी योजनाओं में एम्बेडेड एक महत्वपूर्ण विशेषता यह है कि चिकित्सा खर्च का असर, आपातकालीन चिकित्सा निकास, अवशेषों की स्वदेश वापसी, भारत और दैनिक भत्ते अस्पताल में चिकित्सा उपचार की निरंतरता की तरह पूरी चिकित्सा देखभाल योजना के सभी में शामिल कर रहे हैं. नीतियों की खरीद के लिए आयु मानदंड छह (६) महीने से ७० वर्ष तक होती है, इस प्रकार एक भी प्रस्ताव में पूरे परिवार को शामिल. यात्रा में देरी / रह. आपातकालीन सामान में चेक के नुकसान, चोरी, जबकि यात्रा और वित्तीय आपात सहायता अतिरिक्त एक, लाभ ले सकते हैं.

PRODUCT LAUNCH – FUTURE EASY TRAVEL WORLDWIDE AND FUTURE EASYTRAVEL SCHENGEN

Navbharat June 19, 2016

Vernacular papers in various regions also carried the news of this launch.

Future Generali launches micro insurance cover

Future Generali India Insurance Company (FGII) on Thursday launched 'Sukshma Hospicash', a micro-insurance cover specifically designed to take care of the incidental expenses in case of hospitalisation. The policy will be available both for group and retail customers. This is a package policy aimed towards providing financial security to the economically vulnerable population of India. The product will be available through the company's tie-ups with banks, MFIs, NGOs and through individual agents in rural areas.

PRODUCT LAUNCH – SUKSHMA HOSPICASH

The Financial Express *August 05, 2016*

Sukshma Hospicash

FGII launched Sukshma Hospicash for hospitalisation cover providing cash benefit in case of hospitalization.

The launch news was published in top financial, mainlines and regional newspapers.

ग्रामीण विमा व्यवसायात ३० टक्के वाढीचे 'फ्युचर जनराली'चे लक्ष्य

मुंबई: पयुचर जनराली इंडिया इन्शुरन्स कंपनी लिमिटेड (एफजीआयआय) या खासगी आयुर्विमा कंपनीने 'स्क्ष्म हॉस्पिकॅश' ही सुक्ष्म विमा योजना गुरुवारी प्रस्तुत केली. मायक्रो-इन्शुरन्स कव्हर लाँच केले. रुग्णालयात भरती केल्यास होणारा खर्च भागवण्यासाठी असलेली ही योजना वैयक्तिक तसेच समृह (ग्रुप) अशा दोन्ही ग्राहकांसाठी उपलब्ध आहे. ही एक सर्वसमावेशक भारतातल्या असन आर्थिकदृष्ट्या दुर्बल घटकांना आर्थिक सुरक्षितता मिळावी हा त्यामागचा हेत् आहे, कंपनीने सहकार्य करार केलेल्या बँका, सुक्ष्म वित्त संस्था, स्वयंसेवा

संस्था आणि ग्रामीण भागातल्या स्वतंत्र एजंट्समार्फत हे उत्पादन ग्राहकांना उपलब्ध होईल.

पयुचर जनराली इंडिया इन्शुरन्सचे व्यवस्थापकीय संचालक व मुख्याधिकारी के. जी. कृष्णमूर्ती राव म्हणाले, 'यावर्षी सूक्ष्म विमा आणि ग्रामीण विमाक्षेत्र ३० टक्क्यांनी वाढेल अशी आमची अपेक्षा आहे. आतापर्यंत हा विभाग अस्पर्शित्च राहिलेल्या ग्रामीण जनविभागाला 'सूक्ष्म हॉस्पिकॅश'च्या माध्यमातून लक्ष्य करून सेवा पुरवणे आणि अधिकाधिक लोकांपर्यंत विमाछत्र पोहोचवणे हे आमचे उदिष्ट आहे.

PRODUCT LAUNCH – SUKSHMA HOSPICASH

Loksatta

August 06, 2016

FGII launched Sukshma Hospicash for hospitalisation cover providing cash benefit in case of hospitalization.

The launch news was published in top financial, mainlines and regional newspapers.

Future Generali India Insurance expands micro insurance portfolio with the launch of 'Sukshma Hospicash'

Bhubaneswar : Future Generali India Insurance Company Limited (FGII), a joint venture between Future Group - the game changers in Retail Trade in India and Generali - a 184 years old global insurance group featuring among the world's 50 largest companies*, today launched 'Sukshma Krishnamoorthy Rao, Hospicash', a microinsurance cover specifically designed to take care of the incidental expenses in case of hospitalization. The policy will be available both for group and retail customers. This is a package policy aimed to-

wards providing financial security to the economically vulnerable population of India. The product will be available through the company's tie-ups with banks, MFIs, NGOs and through individual agents in rural areas.

Speaking on the launch, K.G. MD and CEO, Future Generali India Insurance Company Limited said "We expect the rural and micro insurance industry to grow at 30% this year. This segment has largely remained untapped till now. With the launch of Sukshma

Hospicash, we aim to cater to this untapped segment in rural India through such customized products and also focus on increasing insurance penetration in the country."

Sukshma Hospicash is offered on individual sum assured as well as on family floater basis, covering self, spouse and up to a maximum of three dependent children (up to 25 years). The product is offered to customers from the age of six months to 65 years and is renewable lifelong. Also, the premium paid will be exempt under Section 80 D of Income Tax.

PRODUCT LAUNCH -SUKSHMA HOSPICASH

Orissa Today August 08, 2016

FGII launched Sukshma Hospicash for hospitalisation cover providing cash benefit in case of hospitalization.

The launch news was published in top financial, mainlines and regional newspapers.

Product launches



INSURANCE

CoHo.in, which provides co-living spaces, has tied up with insurance comparison portal Policybazaar.com to provide

insurance for content in their properties and optional coverage to members staying in CoHo properties. Members will have the option of covering personal items, such as mobiles, laptops, luggage and other valuables, through optional content coverage starting from a premium of around ₹1,000 a year for coverage of ₹1 takh.

Future Generali India Insurance has taunched Sukshma Hospicash, a micro-insurance cover for incidental expenses in case of hospitalisation. It is available as an individual and a family floater cover, for self, spouse and up to a maximum of three children. The entry age is six months to 65 years, and it offers lifelong renewal. The per day benefit is double if the individual is hospitalised in an ICU, while covers for maternity and pre-existing diseases are also available under optional benefits.

Canara HSBC Oriental Bank of Commerce Life

Insurance has launched Investshield, an exclusive online linked plan. It offers a premium funding option whereby, in the event of the life insured's death, in addition to the immediate benefit payout, the insurance company funds the remaining premiums for the remaining policy term and the fund value is also paid on maturity.



MUTUALFUND

UTI Mutual Fund has launched UTI Capital Protection Oriented Scheme Series VIII-I. The scheme will protect

capital by investing in high quality fixed income securities. It will also invest in equity and equity related instruments. The minimum investment required is \$5,000 and the scheme closes on 16 August.

DHFL Pramerica has launched a Fixed Duration Fund -Series 33. It is a closed-ended fixed income scheme which will close on 18 August. The minimum subscription amount is ₹5,000 and in multiples of ₹1,000 after that. The objective of the scheme is to generate income by investing in debt and money market instruments.

PRODUCT LAUNCH – SUKSHMA HOSPICASH

ET Wealth August 08, 2016

FGII launched Sukshma Hospicash for hospitalisation cover providing cash benefit in case of hospitalization.

The launch news was published in top financial, mainlines and regional newspapers.

पयुचर जनराली इंडिया इन्शुरन्सच्या पोर्टफोलियोचा विस्तार

। मुंबई : पयुचर जनराली इंडिया इन्सुरन्स कंपनी लिमिटेड (एफजीआयआय) या विमा कंपनीने सूक्ष्म हॉस्पिक्स् हे मायक्रो-इन्सुरन्स कव्हर सुरू केले आहे. हॉस्पिटलमध्ये भरती केल्यास होणारा खर्च भागवण्यासाठी याची योजना करण्यात आली आहे. ही विमा योजना रिटेल तसेच भ्रुप अशा दोन्ही ग्राहकांसाठी उपलब्ध आहे. ही एक पॅकेज पॉलिसी असून भारतातल्या आर्थिकदृष्ट्या दुर्बल घटकांना आर्थिक सरक्षितता मिळावी, हा त्यामागचा हेतू आहे. कंपनीने सहकार्य करार केलेल्या बँका, एमएफआयं, एनजीओज आणि ग्रामीण भागातल्या स्वतंत्र एजंट्सच्या मार्फत हे उत्पादन ग्राहकांना उपलब्ध होणार आहे. याबद्दल बोलताना पयुचर जनराली इंडिया इन्शुरन्स कंपनी लिमिटेडचे एमडी आणि सीईओ के. जी. कृष्णमूर्ती राव म्हणाले, या वर्षी मायक्रो आणि ग्रामीण विमाक्षेत्र ३० टक्क्यांनी वाढेल, अशी आमची अपेक्षा आहे.

PRODUCT LAUNCH – SUKSHMA HOSPICASH

Punyanagari August 08, 2016

FGII launched Sukshma Hospicash for hospitalisation cover providing cash benefit in case of hospitalization.

The launch news was published in top financial, mainlines and regional newspapers.



IT cos may seek higher life cover for overseas staff

DEEPA NAIR

Sharobal March 31

indian IT and pharma companies with global operations are likely to rush to buy larger terror insurance covers in the wake of repeated global terror attacks.

"The recent attacks in Europe (Brussels and Paris) are compelling Indian companies having offshore operations, including the Pharma and IT sectors, to cover themselves against terror and political risks," said Rajiv Kumar, Head of Operations and Coeporate Planning, Universal Sompo General Insurance.

Cover against terrorism is typically offered as an add-on with property insurance, but is also available as a standalone police.

Current practice

At present, general insurers provide peoperty insurance from the Indian Market Terrorism Risk Insurance Pool, in Mumbai, which is managed by the Indian domestic reinsurer General Insurance Corporation.

The pool was formed as an initiative by general insurers in April 2002, after terrorism coverwas withdrawn by intensational re-insurers post the 3½ attack. Industry experts say the size of the domestic terror insurance pool will be expanded to ₹2,000 crore this



NEWOV BROTHERS INVISCESSMUTTERSTOCK.COM

year from the existing capacity of ₹1,500 crore.

Sasikumar Adidamu, Chief Technical Officer (Non-mor), Bajaj Allianz General Insurance, said many coeporates are going for larger covers beyond what is covered by the pool of ₹1,500 crore (through foreign reinsurers), to additionally cover personal injuries and third party terrorism liability.

Easwara Narayanan, Chief Operating Officer, Future Generali, said that insured losses were not too big in the recent incidents as casualties were limited and the damage to properties was not extensive.

A recent newsletter by international specialty broker JLT pointed out that there is a huge disparity between the high economic impacts of recent attacks and the decreas-

ing amount being covered by insurance. The report said insurers need to focus on protecting against a range of impacts that reflect today's terrorism environment and create new products that provide comprehensive protection against all risks, includproperty damage; ing business interruption: Impact on people; non-physical damage: business interruption; cyber (including business interruption and cyber extortion); and damage to brand and reputation.

However, M Ravichandran, President (Insurance). Tata AIG, added that with repeated terror attacks and elevated risk perception, terror insurance premiums are likely to increase in the forure.

Some of the companies BusinessLine spoke to said their employees are covered under general, life and health insurance, and not exclusively under terror insurance. An email sent by Basinessline to the top IT firms went unanswered.

Re-think on policies?

Companies will be compelled to revisit their policies towards overseas employees," says Kunal Sen, Senior Viceresident, Teamlease Servies. This is an important issue as about 5 lakh employees of the three million IT world occuare stationed abroad, according to Nassoon.

Often, the insurance cost runs into millions of euros in Europe, according to industry sources. They opine that companies have not considered 'terrorism insurance' due to a couple of reasons.

"It is cheaper to pay compensation instead of insuring an employee," says Kris Lakshmilanth, CEO of Headhunters todia.

Karthik Subramanian, an employee who frequently goes ensite to Switzerland, said that in some cases, insurance companies in India have to be informed about on overseas assignment so they can activate coverage when they go onsite but was unsure whether this covered terror-whether this covered terror-

Some insurance providers

point out that they have policies that cover these issues without the need for specific activation. Streeral Deship ande, Head of Health Insurance, Future General India Insurance, said: "In our personal accident as well as health policies, terrorism coveris inbuilt. We do not charge anything extra nor is it an optional cover."

The biggest challenge IT firms face is when they send staff to work in remote places in the European Union.

"Each company will have Expat Management Officers to care of their staff in specific geographies. They keep in touch to ensure their stay safe and comfortable," said BVR. Mohan Reddy, Chairman of Nassoom.

The firms take good insurance cover on dynamic premium tariff. The covers are much larger than those offered in India.

Sen of TeamLease Services feels that employers have a duty not to expose their employees to unnecessary risk.

"As terror threats, diseases, natural disasters and other dangers mount, employers must establish detailed plans for ensuring traveling employees' well-being," he said.

With additional inputs from KV Kurmanath and Venkatesh Ganesh

INDUSTRY STORIES

The Hindu Business Line *April 1, 2016*

Easwara Narayanan shared his views on the scenario of the terror attack losses and policy cover that insured losses.

Shreeraj Deshpande shared his views on the terror insurance cover stating that there are policies that cover these issues without the need for specific activation. He further added that in personal accident as well as health policies, terrorism cover is in built and no extra charge is applicable to the cover.

Steep rise in diabetes claims in 2015-16: insurance firms

The increase is attributed to higher purchase of health cover

SANGEETHA G

Chennai

CLAIMS related to diabetes and complications arising out of this condition are on a sharp rise. An increasing number of diabetes incidences and higher purchase of health cover have contibuted to the rise in claims, especially in metros.

Star Health and Allied Insurance witnessed around 200 per cent growth in the number of claims under its diabetes safe insurance plan in 2015-16 compared to the previous year. In 2014-15, the claims had grown by 48 per cent.

SBI General Insurance has seen over 100 per cent growth in diabetes-related claims in 2015-16. Max Bupa saw 62 per cent rise in the number of claims under its diabetic specific product and 23 per cent rise in diabetes claims among those who had taken a general health cover in 2015.

Claims related to the complications arising out of diabetes grew by 100 per cent, finds Star Health. These complications were pertaining to nephropathy, neuropathy, retinopathy and heart problems. SBI General found that amputation, diabetic foot treatment, diabetic retinopathy, incision and drainage of abscess, coronary angiography- bypass were the common procedures claimed for by policyholders. The diabetes-related claims received by Bajaj



Sweet is sour

- Star Health and Allied Insurance witnessed around 200 per cent growth in the number of claims under its diabetes safe insurance plan in 2015-16 compared to previous year. In 2014-15, the claims had grown by 48 per cent.
- S8I General Insurance has seen over 100 per cent growth in diabetes-related claims in 2015-16. Max Bupa saw 62 per cent rise in the number of claims under its diabetic specific product
- Claims related to the complications arising out of diabetes grew by 100 per cent, finds Star Health. These complications were pertaining to nephropathy, neuropathy, retinopathy and heart problems.

Allianz too were pertaining to hyperglycemia, diabetic retinopathy, diabetic neuropathy and diabetic neuropathy and diabetic foot.

The average diabetic claim amount rose from Rs 53, 739 in 2014 to Rs 60, 838 in 2015, found out Max Bupa. The average claim size was Rs 53,000 for Baiai Allianz, growing by almost 10-12 per cent over the last two years. According to a survey by Future Generali, customers do understand that healthcare costs have risen. They, however, don't go for regular health check-ups and prefer to visit the doctor only when they are unwell.

"Among the various lifestyle disorders, diabetes is one illness which has become a major concern for people living in metros, tierland III cities. A quick look at some of the available figures clearly indicate that diabetes is assuming endemic proportion in all age and social groups," said Ashish Mehrotra, MD & CEO, Mas Burga Health Insurance.

However, metro cities accounted for major share of diabetes related claims as the penetration of health insurance is better in those cities. ICICI Lombard found that highest number of diabetes related claims came from Mumbai (27 per cent) and was followed by the national capital region at 22 per cent. Almost 60 per cent of the claims come from top 10 cities. For Max Bupa, the highest number of claims — 68 per cent — came from Delhi in 2015.

Claims data from different insurers show that the age bracket of 45 to 60 years saw the highest increase in diabetes related ailments.

Max Bupa reported 45 per cent increase in diabetes claims under the age bracket of 46-60 years. Star Health saw 139 per cent growth in claims from those above 50 years and this is the age group which has made largest chunk of claims.

The claims from men were higher than women. Men accounted for 64 per cent of the claims, according to SBI General. However, among men 67 per cent of claims were reported after the age of 50 years whereas for women it was higher at 74 per cent.

Of the total claims received by Bajaj Allianz last year, majority of the claims (62 per cent) were reported by men. "At SBI General, we analysed our claims data of last three financial years and found out that men are more prone to diabetes in early age as compared to women. The data also depicted rise in the claim amount as the claimants grew older," said Mick Miller, SVP Claims-SBI General Insurance.

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INDUSTRY STORIES

Financial Chronicle April 7, 2016

In the article Future Generali health insurance survey finding was incorporated stating that customers do understand that healthcare costs have risen.

Insurers see rising demand for directors & officers cover

The policy indemnifies personal liabilities arising from the insured's corporate role

DEEPA NAIR

Numbel, April 12

With the authorities tightening the screws on directors ty (D&O) insurance policies.

Corporates are opting for covers as large as ₹500 crore. says Mahesh Chainani, Senior VPatHowdenIndiaInsurance However, a key exclusion in brokers, which specialises in D&O policies.

five years due to rising compe-ployees, say insurers.

tition among insurers, Chainani adds.

D&O liability policies offer cover against personal liabiliand senior corporate bosses ties arising out of the insureafter LOffuire Vijay Mallya and d's corporate role. These inthe Panama Papers revela- clude legal costs in defending tions, there has been a scram- allegations or suits and any ble by companies to get large damages awarded to clai-Directors and Officers Liabili- mants against the directors and officers, including out-ofcourt settlements.

Policy exclusions

the D&O policy is loss arising from dishonesty, fraudulent It helps that premiums in conduct and self-admission the segment have crashed al- (of wrongdoing), but the polimost 60 per cent in the last cy will cover all innocent em-



Sai Venkateshwaran, Partner and Head, Accounting Advisory Services at KPMG, says the new Companies Act brings a lot of focus on the role of directors and has codified duties of directors together with penalties for noncompliance. Consequently, most insurers have seen a rising demand for these covers.

For instance, Bajaj Allianz has seen most enquiries from nalties, tax liabilities in the

The company has seen 35 per company, bail bond costs, officent year-on-year growth for D&O policies, said Sasikumar Adidamu, Chief Technical Officer (Non-motor).

Says KG Krishnamoorthy Rao, MD & CEO, Future Generali: "Initially, D&O policies were taken only by listed companies. However, in the last two years, there has been a demand for such policies by non-listed companies such as SMEs and start-ups as well."

Insurers also say that with coverage sought has widened beyond the basic policy.

Prayeen Gupta, MD and CEO at Raheja OBE, says that corporates are now seeking covers that include civil fines and pe- and officers' claims in India,

corporates turning into sales. event of insolvency of the cial investigation and inquiry cost, and counselling fees.

Underwriting

Unlike other types of insurance, D&O liability is sold to a consortium of insurers in lawers, with a primary insurer underwriting the first layer. So, in case of a claim, it is paid out by the consortium.

There have been several instances of litigation. Some have resulted in payout or setincreasing litigation and wid-tlement; for some only legal ening corporate exposure, the costs have been incurred. Names in the public domain include Satyam, Bharti Airtel, Infosys and IGATE," says Gupta. The Satvam scam triggered one of the biggest directors' worth \$75 million.

INDUSTRY STORIES

The Hindu Business Line April 13, 2016

Mr. Rao shared his views on how the demand for D&O cover has grown over the years. He adds that initially D&O policies were taken only by listed companies, however there has been a demand for such policies by non-listed companies such as SME's and start-ups as well.

Maternity claim value rises as c-section cases go up

In 2015, average claimed amount was nearly Rs 50,000 for c-section

SANGEETHA G

Chennai

A RISE in e-section has increased the maternity-related claims in terms of value in the recent years. The emergence of premium birthing centres too has pushed up the claim value, find insurance companies.

Future Generali finds that the proportion of c-section has increased over normal delivery in the past five years. The share of c-section has increased from 55 per cent in 2012-13 to 67 per cent in 2012-13 to 67 per cent in 2015-16. In the case of ICICI Lombard, c-section accounts for 69 per cent of maternity claims and the numbers have been rising for the past five years.

This has evidently made the claim amounts rise. The average claim amount increased consistently over the past five years for both c-section and normal delivery categories. But as the share of c-section goes up the average claim amount rises even higher. In 2015, the average claimed amount was around Rs 50,000 for c-section whereas it was around Rs 27,000 for normal delivery, said Sanjay Datta, chief-underwriting, claims and reinsurance, ICICI Lombard GIC.

Shreeraj Deshpande, head of health insurance, Future Generali India, said the gap between the minimum and the maximum price has been widening due



Precious births

- In case of ICICI Lombard, c-section accounts for 69 per cent of maternity claims and the numbers have been rising for the past five years. The share of c-section has increased from 55 per cent in 2012-13 to 67 per cent in 2015-16.
- As the share of c-section goes up the average claim amount rises even higher. In 2015, the average claimed amount was around Rs 50,000 for c-section whereas it was around Rs 27,000 for normal delivery.
- Future Generali data show that the proportion of csection in metros is significantly high at 70 per cent of total deliveries, while for semi metros it goes down to 55 per cent and 35-40 per cent in smaller towns

to new hospitals and more personalised/hyped delivery wards. While normal deliveries are done for Rs 10,000 in some cities, it goes up to Rs 2 lakh in others.

"Premium centres have positioned themselves as luxury institutions, which provide a comfortable journey starting from the prenatal period to post-birth counselling. Couples are willing to pay higher to take care of the entire maternity period. This has pushed costs up to Rs 2 lakh in some cases, thus moving maternity as a hospitalisation event to a nine-month packaged, wellness and

monitoring treatment," said Deshpande.

Both group and retail health products cover maternity these days. Most corporate group policies have maternity benefits with sub-limits. In the recent times, requests are received to increase the maternity sub-limits to even Rs 1 lakh. While most insurance policies have a maximum sub-limit for maternity benefit, some also have sub-limits differently for normal delivery and csection. We have observed requests from corporates to cations. increase the upper limits for maternity claims, said

Deshpande

The insurers also find that there is a slight increase in the number of csections in the above 30age group. ICICI Lombard found that almost 36 per cent of the claims has come from the age group of 26-35 years.

Delayed conception due to career preference and late marriages also leads to less risk taking at the time of delivery and hence opting for c-section.

The top cities account for larger portion of c-section. Future Generali data show that the proportion of c-section in metros is significantly high at 70 per cent of total deliveries. while for semi metros it goes down to 55 per cent and 35-40 per cent in smaller towns. Between 2011 and 2015, 52 per cent of health insurance claims from the top 10 cities were around c-section deliveries, with Mumbai topping the chart, followed closely by the national capital region. In fact, for the period 2015-2016, maternity claims alone made up for a major portion of total health insurance claims, followed by digestive, eye and common infection related claims. Higher portion of e-section is linked to availability of high end hospitals in top cities to conduct c-sections and handle related compli-

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INDUSTRY STORIES

Financial Chronicle *April 14, 2016*

Shreeraj Deshpande shared his views on rise in c-section surgeries as there has been an increased trend related to maternity claims in terms of value, in the recent years. He added that gap between the minimum and maximum price has been widening due to new hospitals and more personalised/hyped delivery wards.

YOUR MONEY

5 health insurance mistakes you should avoid

Health care costs rise 15% or above every year

SANJAY KRIMAR SHIGH

People often don't purchase health insurance, which, with term insurance, should be among the top two covers to have. A recent survey by Future General! India Insurance of 1,082 people highlights some mistakes people commit. A look at the findings and semedial action:

Not purchasing health insurance

The survey found people across age groups don't like to buy health insurance, though 27 per cent said one person in their family had been diagnosed with a critical illness. Treatment for cancer can cost \$5-30 lakb. Medical annual inflation is usually 15 per cent or above. "A medical emergency may well arise when you are young and have not Treatment for yet built up an adequate corpus. Having cancer can bealth insurance ensures quality health cost 75-30 care," says Arvind Laddha, chief executive. lakh; a Vantage Insurance Brokers.



Thinking health insurance is costly

As many as \$2 per cent of the people sur- lakh or more veyed had not bought health insurance.

citing high premium costs. But for a family of three, where the oldest member is 38, the cost of a 85-lakh cover is \$7,577-10,388 (plus service tax). At £20-30 a day, it isn't exorbitant,

Buy a base mediclaim policy, plus a top-up

Buy a base mediciaim policy, and go for a top-up. For two adults aged 40, who have a base policy of €5 lakh, a top-up of \$15 laich would be \$6,588-9,504.

Believing insurers don't pay claims

As many as 15-35 per cent of respondents across age groups said they hadn't bought a health cover because they had heard insurance companies don't pay claims. "Companies turn down claims only if fraudulent or if there was misrepresentation at the time of buying the policy," says Laddha.

Ensure the information offered at the time of purchase is complete and true. Says Deepak Mendiratta, managing director, HII Insurance Broking Services: "Ask the people at the insurance desk at a neighbourhood hospital which companies accept claims with minimum bass."

Not renewing health cover

As many as 19-30 per cent of the people across age groups had owned a policy but did not renew it. According to Manoi Aswani, operating chief, Myinsuranceclub.com, "Mostly people who have never experienced a claim miss out on renewals. Those who have experienced a claim treat it as priority." Allowing your policy to lapse has many disadvantages. Says Shreeral Deshpande, head of health insurance, Puture General India Insurance, "Renewal allows you to earn credit towards the waiver of time-bound exclusions. It also helps you earn a cumulative bonus for each claim-free year." All exclusions and waiting periods will apply to you if you buy a new policy.

INDUSTRY STORIES

Business Standard April 15, 2016

The article covered the five key findings from FGII's Health Insurance Critical Illness survey and also the remedial action to these findings, on which, various industry experts have shared their views.

This survey was conducted by FGII with 1082 respondents across India.

Catastrophe insurance premium up 50%

MANGATA ACKARNA Kolkata, 16 April

ty insurance.

In effect, the overall insur- of Chennai floods.

mium, is the damage brought Kumar. catastrophe insurance as a claim. Industry has increased after every major natucomponent of fire or proper- the premium in that segment ral calamity, the fire

by nearly seven to 10 per cent. on account of Chennal floods chief, underwriting and One of the major natural are estimated to be around claims, ICICI Lombard. calamities, which served as a \$19,000 crore. However, the

catastrophe insurance pre- \$5,000 crore, according to 2015, some of the natural trophe in fire insurance was

An increase in the frequency about by Chennai floods in There has been a signifi-nificant property damage has now increased to around of natural calamities over the 2015. "In the property claim cant rise in the number of includes, floods in 80 per cent. past two-three years has segment, there is a small natural calamities in the last. Uttarakhand, cyclone Hud pushed up the premium for component of catastrophe two-three years. Moreover, Hud, floods in Kashmir This phe insurance depends on by 50 per cent this year in insurance premium ums for catastrophe Insur-ance, which is generally a part of fire insurance, bar gone up by around 50 per insurance had to take a hit of has gone up. The net rise in insurance has drastically ence in metropolitan cities. around 600 crore on account fire insurance premium has increased over the last two. As a result, the catastrophe been around seven-10 per years. According to K G insurance premium as a part ance premium for fire is up The total economic losses cent, "said Sanjay Datta, Krishnamoorthy Rao, man- of fire insurance policy has

pushed the demand ences. for catastrophe insurance.

nent of catastrophe in fire them have significant presaging director and chief exec- gone up by 50 per cent," said utive officer of Future Rakesh Jain, CEO, Reliance Apart from floods in Generali India Insurance, ear- General Insurance.

major trigger for the rise in insured losses were close to Chennal, between 2013 and list the component of catascalamities that led to a sig- around 20 per cent, which

The premium on catastroapart, increased fre- the experience, and in the last quency of severe earth- two -three years, the indusquakes has also try has had extreme experi-

"In the case of Chennal floods, all insurance compa-In addition, the compo-nies had to take a hit, as all of

INDUSTRY STORIES

Business Standard April 17, 2016

Mr. Rao shared his insight on the percentage increase in the component of catastrophe in fire insurance.



INDUSTRY STORIES

Orissa Post April 22, 2016

Orissa Post featured Mr. Rao's quote along with his picture in 'of the day quote' column of the newspaper.

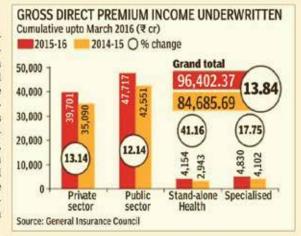
General insurers' premium income grew 13.8% in FY16

fe Bureau

Mumbai, April 28: The general insurance industry registered 13.8% growth in premium income for the last financial year. However, at 13.1%, the growth for private sector general insurance companies was higher than that for public sector insurance companies, which stood at 12.1%. Data from General Insurance Council suggests that most of the growth for the general insurance companies came from health and motor insurance.

At the end of financial year 2015-16, the general insurance sector saw premium income of ₹96,402.37 crore compared to ₹84,685.69 crore in 2014-15. Private sector companies saw premium income of ₹39,701.12 crore in the last financial year against ₹35,090.06 crore in FY15.

K G Krishnamoorthy Rao, MD and CEO at Future Generali India Insurance, says: "In the last financial year, the industry continued to witness growth from health and motor segments. With an increase in premium by 10-15% and expectations of a revival in the auto-



mobile sector, we believe even in current year growth will be led by motor insurance."

In the motor insurance segment, gross direct premium income underwritten by the nonlife insurers in the last financial year was at ₹42,410.58 crore with ₹22,569.97 crore for private sector and ₹19,840.61 crore for public sector companies.

Apart from general insurance, stand-alone health insurance companies also saw surge in their premium income by 41.2% in the last financial year. "Though health insurance is not as big as fire or motor insur-

ance, but with growing awareness and importance of health care, we hope this segment will continue to see strong growth," said as enior official with a leading health insurance company

The data from general insurance council also shows that, stand-alone health insurance companies saw premium income at ₹4,153.77 crore compared to ₹ 2,942.56 crore in 2014-15.

A few years ago, insurance sector had set an ambitious task of collection premium income of ₹1 lakh crore in FY16, but it fell short of target.

INDUSTRY STORIES

The Financial Express *April 29, 2016*

Mr. Rao shared his views that the financial year (FY 16) witnessed a growth in the premium income and this growth is from the health and motor segments.

Soon you could pay health insurance premium in instalments

Mahua Venkatesh

■ letters@hindustantimes.com

NEW DELHI: Health insurance customers may get to pay their premium in instalments while getting the full benefit of the insurance cover; the sector regulator Insurance Regulatory and Development Authority of India (IRDAD said on Thursday.

At present, customers have to make a single annual payment for health insurance, unlike life insurance products that allow payment by equated monthly instalments (EMIs). With the cost of medical treatment going through the roof, need for medical insurance cover has been rising, with the well-to-do buying covers of up to ₹1 crore.

But the middle- and lower classes have found it difficult to buy health covers, and it is this section that is expected to benefit from the new move.

It is also expected to increase

penetration of insurance in the country while giving a breather to customers. The facility is likely to be extended to car insurance premium payments.

The absence of the part payment is seen as a stumbling block for poor medical insurance penetration in India. According to government data tabled in Parliament last week, only 18% of the urban population is covered by any medical insurance. In rural areas, it is

an abysmal 8%.

The move will however become a measure only if companies apply for approval of schemes that allow customers to make premium payment in parts, the IRDAI added.

"The companies will have to file for the products with us and we will look into it," IRDAI chairman TS Vijayan told HT

Several companies have already warmed up to the IDRA move. "We have just got an approval from the IRDAI to do so...customers can pay their premium in installments...and they can choose the payment schedule," said Shreeraj Deshpande, head of health insurance, Future Generali India Insurance.

M Ravichandran, president of insurance at Tata AIG General Insurance, said the company was looking at different options but added that at present it "does not allow customers to pay their premium in parts.

The government has underlined the need to expand the reach of insurance – both in life and non life segments.

In a move to encourage more people to buy health insurance products, finance minister Arun Jaitley raised the tax deduction limit under Section 30D from ₹15,000 to ₹25,000. For senior citizens, it was raised from ₹30,000 from ₹20,000.



 Vijayan: IRDAI can dispose, but companies must propose

INDUSTRY STORIES

Hindustan Times *May 13, 2016*

Shreeraj Deshpande highlighted FGII's feature that allows customers to pay the premium in instalments and also an option to choose the payment schedule.

YOUR MONEY

Pay your health insurance premium through EMI

However, you will lose out on discounts and have to pay a higher premium

PRES RAI

Just like homes, cass and mobile phones, you can punchase health insurance through equated monthly installments (IPMIs). Future Generali India Insurance and Reliance General Insurance have launched products that offer prenatura payment through EMI. It is a good option for those who would like a higher sum assured, but cannot affend to pay the premium at one go.

However, customers must keep in mind certain conditions. For instance, the total promium in case of EM will be higher as compared to paying the entire premium upfroze. Also, the facility is available only for sum assured above a certain antonum and in some cases for longer-term policy, also, you will also lose out on the discount you would have got in case you paid the premium for a longer-term policy at one go.

Future Generali offers the EMI option for policies with sam sourced c72 bath and more. The banding of premis for EMI options is as follows: three per cent for half yearly, four per cent for quarterly and free per cent for monthly options. As against this, in case of a three-year policy, the discount is 10 per cent if you pay the premium up front and in case of a two-year policy, in in 7.5 per cent. So, if you opt for a three-year policy and choose to pay monthly EMI, you exist up paying 15 per cent higher premium as compared to paying the entire premium up front.

"EMI allows customen to have higher insumnce coverage. For instance, if someone can afford to pay premium for only S lath sum assured, using the EMI epiden the person can now parchase a policy of 600 lakh. Or someone thinkling of buying an individual policy can look at a family floater policy, as the payment will be spread over a longer period," said Sheering Deshpande, head of Health Insurance. Future Generall India Insurance.

Earlier, customers who wanted higher sum assured, but could not afford the high permium used to puy through cueft cand and pay credit cand duss through EML However, this is expensive as interest rates on credit cands are high, uses Deshvarde.

In case of Reliance, the EMI option is available on both one and two-year policies, which have sum assured of XI lash and above. The objective is that customers are able to affixed coverage that is required and not compromise because of premis, in our experience, whenever the premium amount crosses 10,000, customers prefer the EMI option, "say 8 Akalesh Jain, folder descutive officer, Relance Centeral Insurance. The EMI option is available on a quarterly and half-lywarth basis.

In case there is a claim before the entire EMI is paid, the semaining EMIs for the year will be deducted before the claim is paid. Assuming you opt for the monthly EMI option of 22,000 a month and you make a claim of 22 lash after paying EMI for eight months, the EMI for the semaining four months, which is 88,000, would be deducted from your claim amount of 22 lash.

"The annual premium has to be deducted to meet the tax requirement under Section 80 D," says Deshponde.

According to Mahavir Chopra, director, Health Insurance, Coverlox,com, life insurance customers are more willing to pay monthly permit because many are investment products. However, since health insurance is a risk product, customers tend to drupo out.

"Earlier, barles used to offer the EMI option for their group products is well as individual products, in this case, the bank used to pay the insurance company upfriet and collect the incorey from customers. But customers used to drop our as they were not aware of the features and benefits of continuing with the president, If this is conveyed properly, EMS option will encourage customers to buy pedicies with higher sum assured, which is required today given higher health expenses. The explains.

INDUSTRY STORIES

Business Standard *May 18, 2016*

Shreeraj Deshpande brought to light that EMI option can help customers to opt for higher sum assured policy. He cited an example mentioning how the EMI facility would help people of thinking of higher sum assured policy.

மாதத் தவணையில் மருத்துவ காப்பீடு

வீடு, கார் மற்றும் ஸ்மார்ட் போன் களை மாதத் தவணை முறையில் வாங்குவது போல, இனி மருத்துவ காப்பீடுகளையும் மாதத் தவணையில் வாங்கலாம். அதிக பிரீமியம் ஜெத்த முடியாதவர்களுக்காக இந்த முறை அறிமுகம் செய்யப்பட்டுள்ளது.

பியூச்சர் ஜெனரல் இந்தியா இன்சூரன்ஸ் மற்றும் ரிலையன்ஸ் ஜெனரல் இன்சூரன்ஸ் ஆகிய தனியார் காப்பீட்டு கிறுவனங்கள் இ.எம்.ஐ., என குறிப்பிடப்படும் மாதத் தவணையில் மருத்துவ காப்பீடு வசதியை அறிமுகம் செய்து உள்ளன. மாத, காலாண்டு மற்றும் அரையாண்டு எனும் அடிப்படையில் தவணையை செலுத்தலாம்.

மருத்துவ காப்பீட்டில், அதிக 'சம் அஸ்யூர்ட்' தொகை வேண்டும் என விரும்பினாலும் அதற்கேற்ற வகையில் அதிக பிரீமியம் செலுத்த முடியாத வர்களுக்கு இந்த வசதி ஏற்றதாக இருக்கும் என கருதப்படுகிறது.

ஆனால், இந்த வசதியில் மொத்த பிரீமியம் சற்று அதிசுமாக இருக்கும் என்பதையும், தன்ளுபடி சலுகைகள் இருக்காது என்பதையும் வினைவில் கொள்ள வேண்டும். மேலும், குறிப்பிட்ட அளவிலான தொகைக்கு மேல் தான் இவை பொருந்தும் விலையும் இருக்கலாம்.

இதற்கு முன், அதிக பிரீமியம் செலுத்த வேண்டிய மிலையில் உள்ள சிலர் அதற்காக கிரெடிட் கார்டை பயன்படுத்துவது உண்டு. ஆனால், இதற்கான வட்டி விகிதம் அதிகம். இந்த கிலையில் மாதத்தவணை வசதி ஏற்றதாக அமையலாம் என கருதப்படுகிறது.

INDUSTRY STORIES

Dina Malar *May 23, 2016*

Shreeraj Deshpande brought to light that EMI option can help customers to opt for higher sum assured policy. He cited an example mentioning how the EMI facility would help people of thinking of higher sum assured policy.

ವಾಯಿದಾಲ್ಲಿ ಆರಿೆಗ್ಯ ಬೆಮಾ!

- కవరేజీ మొత్తం రూ.3 లక్షలు దాటితే సౌలధ్యం
- హ్వాచర్ జెనరాల్, రిలయన్స్ పాలసీలు మార్కెట్లోకే
- ఆరునెలలు, 4నెలలు, నెలవారీ చెల్లించే అవకాశం
- కొనుగోలు శక్తిని పెంచటానికేనంటున్న కంపెనీలు



జర్మ... కారు... మొలైరే... ఇవస్కే ఎలాగైతే వాయిడాల్లో కొంటున్మామో అలాగే ఇకపై ఆరోగ్య టీమా పాలసీని కూడా ఎంచక్కా వాయిడాల్లో తీసిసుకోవచ్చి!! అంటే ఏడాటికో సాలి చెల్లించాన్నిన ప్రేమియాన్మి ఇక నెలనలి వాయిడాల్లో (ఈఎంఐ) చెల్లించొచ్చు. నిజం!! సాధారణ జీమా కంపెనీలైన ఫ్యూచర్ జనరాతీ ఇందియా, లలయన్మ్ ఇన్ఫూరె న్వీలు ఇలాంటే పాలసీక్మిపుడు మార్కెట్లోకి తెచ్చాయి. అంటే కాస్తంత ఎక్కువ మొత్తానికి ఆరోగ్య జీమా తీసుకోవాలని భావించి... అంత ప్రేమియాన్మి ఒకేసాలి చెల్లించలేని వాలకేటి బాగా పనికొన్నందన్న మాట. అదీ కథ.

ఇక్కడ పాలసిదారులు గుర్తుందుకోవాల్సింది ఒక టుంది. ఒకేసారీ చెట్టిందే ప్రేమియం కన్నా ఇలా సెంచారీ చెట్టిందే ప్రేమియం సహకులానే ఎక్కుమా ఉంటుంది. మరో ముఖ్యమైన విషయమేంటుంటే ప్రేమియం మొత్తం గ్రార్డ్న వరిమిరిగి దాలిదేనే ఈ అన కాశముంటుంది. మీప్పాదిత్తూ మొత్తాల్ని హారా ఈఎంటులో శెట్టిస్తామంటే మరసిద్ద ప్రైమ్మా దీర్తనాల పాలసీంకే ఈ అమాకార్సిస్తున్నాయి. అయితే దీర్తనాల పాలసీంకు ఒకేసారి ప్రేమియం కెట్టిస్తే వర్శ్ డిన్కవంటే మాత్రం ఈఎంటను ఎంటుకుంటే రావని కూడా గురుందుకోవాలి.



ఫ్యానర్ జెవరాలీ రూనే లక్షలు, అంతమ్మా ఎన్కువ సమ్ అమ్మార్ల్ ఉన్న హెర్త్ పొలసీలకే ఈ కంపెనీ ఈఎంఐ అమాశార్మన్నెంది. దీనికి శ్రీమీయం అరువలంకోపారి రెట్టిందేట్లయినే సమ్ అమ్మార్టలో ని శాతం. కార్లదే అయిరే శ్ శాతం, నెలవారీ అయిరే స్ శాతంగా ఉంటుంది. అయిరే మూడేక్ల ఈ పాలసీ కోసం ఫ్రీమీయం గనక ఎకకాలంలో చెల్లిస్తే 10 శాతం చెందేక్ల పాలసీక్లేనే 7.5 శాతం దేస్కవుంటే లబిస్తోంది. అంటే మూడేక్ల పాలసీక గనక మీరు వలవారీ అవైక్ ఎంనుకుంటే. ఎకకాలంలో లెల్లింగే మొత్తలమ్మా 15 శాతం అధికంగా చెల్లిస్తారని గుడ్డందకోవారి. "అదక మీరు కడడేత కావాలనుకున్నవారికి ఈఎంఐ బాగుంటుంది. ఉదాహరలకు రూప్ లక్షల పాలసీని మాత్రమ్ కొనుగోలు చేసి ఇక్త వస్తువారు ఈఎంఐ చ్యారా 10 లక్షల పాలసీని కాదా తీసుకోగుంకులారు. లేదకోలే చక్కగుక పాలసీ తీసుకోవాలని బావించేవారు ఈఎంఐ వల్ల ప్రామితీ షోటర్ తీసుకునే వీలుంటుంది. ఎందకుంటే చెల్లిస్తు ఒకేసారి చేయాల్సిన అవవరం ఉండదు పరక ఆది మాలరే తీసుకానీ వీసుకారి చేసాందే చేసేవాండి చెప్పారు.

రిలయన్నే ఇమ్సారెన్స్: ఈ కంపెనీ ఈఎంబ అన్షన్ను ఏరాది. రెండేక్ల పాలనీలు అన్నిటికి వర్తించణేసింది. సమ్ అమ్మార్ల్ మాత్రం దూవే లక్షలకన్నా అధికంగా ఉందాలి. "కన్నమర్ల కొనుగోలు శక్తిని పెందాలన్నదే మా ఉద్దేశం. దూ.10వేలు దాటిన ప్రేమియండు ఈఎంబలరో చెల్లిందే అవకాశం ఉంటుంది" అని రెలయన్నే జన రల్ ఇమ్మారెన్స్ సీఈఓ శైన్ రెప్పారు. అరువెలలు, క్యార్డర్లీ పద్ధరిలో చాయిదాలు చెల్లిందే అవకాశం ఉంది. ఈఎంబకి ముందే శైయమ్ చేస్తే...!!

ఏడాది మొత్తానికి దాయిదాలు రెక్టిండాల్సిందే. ఆయితే రెక్టించకముందే క్రెయమ్ చేసినట్లయితే... ఆ మగిలిన మొత్తాన్ని కైయమ్ మొత్తం నుంటి మినహాయించుకుంటారు. ఉదాహరణకు నెంకు రూ 2000 తసిఎం కడుదున్న పాలనీదారు... 8 నెలలు వెక్టిందాక అనువుత్తి పాల్టి రూ 2 లక్షలకు కైయమ్ మొత్తమైన మాటందాం, ఇంకా నాయిగు నెలల పాటు రూ 8 వేలు చెక్కించాల్స్టి ఇంకి కనన... శ్రెయమ్ మొత్తమైన రూ 2 లక్షల్లోంది దాన్ని మనహాయించి మొనటిన మొత్తాన్ని మాత్రమే మండారు చేస్తారు. ఆ మొత్తాన్ని పాలనీదారు భరించాల్సిందే. "నింకిన 80కే కింద పన్ను మనహాయించి పాలడాలంటే వార్షిక మొత్తాన్న హరిగా చెక్కించి ఉండాకి." ఇది చేసేపొందే తెలియజేగారు

INDUSTRY STORIES

Sakshi *May 23, 2016*

Shreeraj Deshpande brought to light that EMI option can help customers to opt for higher sum assured policy. He cited an example mentioning how the EMI facility would help people of thinking of higher sum assured policy.

Exclusions no longer de rigueur at insurance cos

Rachel.Chitra @timesgroup.com

the biggest complaint agawhen it comes to mediclaim policies. Policyholders always feel aggrieved that their policy under-delivers in terms of coverage. In recent months, however, with seases, Star Health feels regulatory push, insurance companies have started becoming more inclusive needs. in terms of coverage.

health to home nursing, avurvedic treatments to dencoming up with all-inclusivenew products. Under the Central government's Ni-

COVER FOR

ramaya scheme, kids and adults with autism, Down's Syndrome, cerebral palsy, mental retardation and multiple disabilities are covered. As per the 2011 cen- there is little scope for covesus data, as many as 85.49 lakh people, including 29.92 lakh children, in India suffered from some form of

mental disability.

In sync with this, Star Health and Allied Insuran-Chennai: 'Exclusions' are ce Co in April launched a health insurance policy to inst insurance companies, cover needs of kids with autism.

As children with autism suffer seizures, soft tissue damage, bone injuries and many infectious digovernment initiatives and that its product will be particularly useful to parents in meeting their medical

Future Generali India From covering mental Insurance Co on the other hand has launched two new products - Future Health tal impaction, insurers are Suraksha and Health Total, in which the costs of postoperative nursing care for senior citizens who are 60 years old or above, are covered. "We call it domiciliary treatment. We have started covering the costs of home nursing with new products like Arogya Premier and Arogya Plus," says Puneet Sahni, SBI General Insurance Co.

> However, insurers say ring cosmetic dental treatments, but they have made a steady push to cover necessities.

INDUSTRY STORIES

The Times of India May 27, 2016

The article covered the various benefits provided by insurance companies in their health products like mental illness care, nursing at home, alternative treatments.

Future Generali India Insurance product Health Suraksha and Health Total that provides costs of post-operative nursing care for senior citizens who are 60 years old or above are mentioned.

You can now pay health insurance in instalments

By Teena Jain Kaushal

YOU no more need to cut down on sum insured if it is tough to pay the entire premium in one go. This is because you can now pay health insurance premium on monthly basis. You just need to choose the right option- half yearly, quarterly or monthly- to start with your health insurance policy

Shreeraj Deshpande, Head -Health Insurance, Future Generali India Insurance Company Limited, says, "Undersingle premium policy one doesn't go for higher sum insured. Through instalment option one can go for a higher sum insured." Future Generali India Insurance claims to be the first company to launch health policies that allow you to pay premium through instalment mode.

Does it mean extra premium? Yes, when you choose to pay in instalments you have to pay extra premium ranging from 3-5% depending on the span of payment. "For half-yearly premium there is loading of 3%, for quarterly mode it is 4% and on monthly instalments it is 5%," adds Deshpande.

There are a few fine prints which you should know about before going for instalment option. First, the instalment option is available only with 2 and 3 year old policies. It is not there with one-year old policy. Moreover, in case of a claim,

For a 30-yesr-old who wants to buy a family floater policy (Self Spouse and child) of ₹10 lakh for the period of 2 years

Policy Details	Full Premium	EMI
Base Premium (For 2year)	15,494	15,494
Term Premium (for 2 year)	30,988	30,988
Instalment Loading (5%)		1,549
Premium with Loading		32,537
Long Term Discount (7.5%)	2,324	
Premium without service tax	28,664	32,537
Total Instalment	1	24
Premium/EMI	28,664	1,356
Service Tax (14.5)	4,156	197
Total Premium	32,820	1,552

annual premium would be deducted from your claim amount first. For example: If there is a claim in the fourth month of the policy, the company would pay you claim amount after deducting premium of next 8 months. "This is because according to the insurance Act, before you pay the claim amount, one year premium should be deducted," says, Deshpande.

Sandeep Patel , MD& CEO , Cigna TTK Health Insurance , says, "A few points which you should know about installment premium policies like in case of a claim, where the balance installments are unpaid the annual premium would be deducted from the claim

amount first. Currently CignaTTK offers Yearly premium option for 2 & 3 year policy terms."

On the brighter side the company doesn't charge you higher premium if your age slab changes in between the term of the policy. For example if the company's premium slab changes on 46, and your three year policy expires on 47 the policy doesn't charge you higher premium for change in slab. Only when it comes for renewal your premium would be revised according to the latest age slab.

Several other insurers have received approval from the regulator for monthly payment of health insurance policies. INDUSTRY STORIES

Mail Today *May 28, 2016*

Shreeraj Deshpande shared his views on EMI option available for customers and with this facility one can choose for higher sum assured.

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INDUSTRY STORIES

Mint *May 28, 2016*

Mint publishes the best health plans every week. In the list Health Total and Health Suraksha is mentioned as part of the weekly rating.

Irdai exposure draft on e-policies may improve access to investors, feel insurers

Fe Bureau

Regulatory and Development Authority of India (Irdai) has come out with the exposure of insurance products." draft on selling and servicing insurance policies through more investors and can reduce cost to investors who merce platform.

The draft defines particisurance Self-Network Platform. These include entities granted certificate of registration by insurance regulator such as insurers, insurinsurance agents and any otherentity recognized by the Authority Irdai in its exposure try is moving to 4G networks. This also means that insur-

draft stated that, "The Insur- and digitisation of financial ancecompanies will have to be Mumbai, June 8: Insurance will undertake Insurance ecommerce activities in India such as selling and servicing

Industry participants also say that, one of the important the e-commerce platform. In-points in the exposure draft is surance players believe that also related to the pricing this move could help the in- where Irdai has allowed insurance industry reachout to surers to offer differential pricing for the same product when sold through the Insurbuys policies through e-com- ance Self-Network Platform. "Pricing of every product shall be decided by the insurpants who can set up the In- er and it shall be the responsibility of the insurer that product pricing is in compliance to product filed with the Authority," said Irdai.

"Wewelcomethismoveasit intermediaries, will help to increase the insurance penetration in the country Given the fact that the coun-

ance Self-Network Platform services, this will help to ready to undertake multiple strengthen the infrastructure for selling financial products. The insurance players will be able to provide value added services to their customers in a cost-effectiveway," said Sharad Mathur-Senior Vice President & National Head-Agency Digital & Alternate Channel at SBI General Insurance.

Irdai has also stated that, products sold through the Insurance Self Network Platform shall be entitled to commission or remuneration as specified under the IRDAI Regulations, 2016, "This move will facilitate ease of entry for distributors to get onto digital platforms, Companies can benefit by creating a large network of digital touch points, building more transparency

integration's in a short span of time," said M Ravichandran, President-Insurance of Tata AIG General Insurance.

The exposure draft also says that, "Creation of an einsurance account shall be mandatory before selling insurance policies on the Insurance Self-Network Platform. It shall be necessary for a customer to have an email id while transacting insurance business on the Insurance Self-Network Platform." K.G. Krishnamoorthy Rao, MD and CEO at Future Generali India Insurance says, "Its very good for the investors as prices might be cheaper on ecommerce platform and there will be dematerialisation of insurance policies. and reach for distribution. This will also help insuranceindustry expand more."

INDUSTRY STORIES

The Financial Express June 9, 2016

Mr. Rao shared his views on e-commerce exposure draft announced by IRDAI. He cites the importance of e-insurance account for buying and selling of policies through this platform

ई-कॉमर्स पर बीमा पॉलिसी सस्ती

एम सरस्वती मुंबई, 8 जन

ई-कॉमर्स के जरिए बीमा पॉलिसियां बेचने के बारे में भारतीय बीमा नियामक एवं विकास प्राधिकरण (आईआरडीएआई) ने नियमों का मसौदा जारी किया है। इसके मुताबिक बीमा कंपनियां अलग-अलग कीमतों ऑनलाइन अपनी पॉलिसियां बेच सकती हैं। इसके लिए एक इंश्योरेंस सेल्फ नेटवर्क प्लेटफॉर्म की स्थापना और यह सुनिश्चित करना कंपनी की जाएगी। अभी तक समान पॉलिसी के लिए अलग-अलग मंचों पर अलग-अलग कीमत की अनमति नहीं थी।

कंपनियां इंश्योरेंस सेल्फ नेटवर्क प्लेटफॉर्म के जरिए समान पॉलिसी के लिए अलग-अलग कीमत की पेशकश कर सकती हैं। हर पॉलिसी की कीमत बीमा कंपनी तय करेगी



आईआरडीएआई ने जारी किया नियमों का मसौदा

की जिम्मेदारी होगी कि यह कीमत प्राधिकरण को दी गई जानकारी के म्ताबिक हो।' पयचर जेनेराली इंडिया इंश्योरेंस के प्रबंध निदेशक मसौदे में कहा गया है, 'बोमा और मुख्य कार्याधिकारी के जी कृष्णामृति ने कहा कि इससे पहले आईआरडीएआई ने कहा था कि समान पॉलिसी के लिए अलग-अलग कीमत नहीं हो सकती। उन्होंने कहा, 'अब इस नीति में

बदलाव होगा और हम ऑनलाइन पर एक जैसी पॉलिसी पर छट दे सकते हैं।' मसौदे में कहा गया है कि इंश्योरेंस सेल्फ नेटवर्क प्लेटफॉर्म इंटरनेट वेबसाइट अथवा मोबाइल ऐप या फिर दोनों पर उपलब्ध हो सकता है। लेकिन केवल उन्हीं को पॉलिसी बेचने की होगी आईआरहीएआई ने पंजीकरण का प्रमाणपत्र दे रखा है। इनमें एजेंट, बिचौलिए और बीमा कंपनियां शामिल हैं। वेबसाइट के जरिए जीवन बीमा, गैर जीवन बीमा और स्वास्थ्य बीमा पॉलिसियां बेची जा सकती हैं। ऑनलाइन बेची जानी वाली पॉलिसी को नियमित पॉलिसी से अलग करने के लिए उनकी शुरुआत में 'आई' शब्द होगा। आईआरडीएआई के मुताबिक सभी प्रमाणित उत्पादों को इंश्योरेंस सेल्फ नेटवर्क प्लेटफॉर्म के जरिए बेचा जा सकेगा।

INDUSTRY STORIES

Business Standard Hindi June 9, 2016

Mr. Rao shared his views on e-commerce exposure draft announced by IRDAI. He cites the importance of e-insurance account for buying and selling of policies through this platform

Mahindra co eyes 'sachet' covers to tap insurance mkt

TIMES NEWS NETWORK

Mumbal: Pay-as-you-go insurance, where insurers charge customers only for the period when they are at risk, has failed to catch on in Indian markets as rates are already low. Now a brokerage firm is looking to come up with a pay-as-you-can model to open new markets for general insurance products.

"We see this as the insurance equivalent of sachets in the FMCG sector. Just as sachets expanded the FMCG market, we expect this more affordable form of insurance to grow the market," said Jaideep Devare, MD, Mahindra Insurance Brokers (MIBL). For starters, the firm is tying up with digital wallet companies for providing small amounts of insurance. "We have tied up with Citrus Pay where customers can get personal accident cover for ₹1 lakh for one month against loyalty points for shopping. We plan to have similar tie-ups with other wallet companies," said Devare.

Besides this, the company is looking at providing short-term cover for transit insurance by tying up with other aggregaThe firm is tying up with digital wallet companies for small covers, like personal accident cover for ₹1L for one month against loyalty points

tors. Other plans on the anvilare a cover for small and medium enterprises and hospital cash cover for individuals. Rather than annual contracts, the company is looking at earn-and-pay mode.

MIBL can design and distribute policies but it needs an insurance company to underwrite them through a master policy. The personal accident sold through Citrus is underwritten by Religare Health Insurance.

For insurance companies, coming up with low-value products on their own is not feasible as the cost of distribution turns out to be much higher Companies like Reliance General Insurance and Future General offer their customers the option of paying health insurance through the equated monthly instalment option, but they need to commit to annual contracts.

INDUSTRY STORIES

The Times of India July 6, 2016

Future Generali India Insurance was mentioned in the article as EMI option is offered to customers to pay health insurance premium for one of its product.

Broker eyes sachet insurance plans

Mahindra company unveils pay-as-you-can model to increase reach of insurers.

ahindra Insurance Brokers
(MIBL) has introduced Pay-AsYou-Can, a digitally-enabled
model for insurance distribution. It will
provide customers access to insurance
products with the flexibility of paying
premium as per their affordability. It
has tied up with Citrus Pay to provide a
short-term personal accident cover
from Religare Health Insurance as a value addition to loyal customers. It will
soon make the model available to other
service providers.

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INDUSTRY STORIES

ET Wealth *July 11, 2016*

Future Generali India Insurance was mentioned in the article as EMI option is offered to customers to pay health insurance premium for one of its product.

Insurance via e-commerce win-win for cos, customers

New Delhi, July 17 (PTI): Selling insurance polices through the e-commerce model will benefit consumers and companies alive as it would offer real-time connect and unleash digital touch points to bring in more transparency, say experts.

Last month, regulator insurance Regulatory and Development Authority of India (Irdal) proposed norms for selling and servicing insurance products through e-commerce to increase insurance penetration in the country in a cost-effective manner.

"The Insurance Self-Network Platform will undertake insurance ecommerce activities in India such as selling and servicing of insurance products, Irdal had said earlier.

According to Nilesh Parmar, COO, Edelweiss Tokio Life, allowing agents



'Irdai's proposed norms for selling and servicing of insurance policies through the e-commerce platform is a welcome move for under-penetrated insurance space in the country'

and intermedianes to set up an Insurance Self-Network Platform (ISNP) is 'an extremely progressive measure' proposed by the regulator.'

This will lead to benefits of signifi-

cant convenience, expanded reach, in real-time connect, advanced digital is analytics and improved cost efficiencies to be available to the entire

ecosystem of participants in the insurance distribution space. Paremare aid. Future Generali Chief Operating Officer Easwara Narayanan said a parallel existence and conduct of business in the online space is a contextual requirement and the order of the day for any business, going forward.

'That the insurers can go ahead

with marketing the products which have already been approved by the regulator will quicken the implementation. Nersystem said: He is of the view that mandatory e-KYC and e-Insurance Account for online business are wellcome moves and will go a long way in putting insurance business on a strong technical and commercial foundation.

"irdai's proposed norms for selling and servicing of insurance policies through the a-commerce platform is a welcome move for under-penetrated insurance space in the country," said M. Ravichandran, President-Insurance of Tata Al General Insurance. Insurers can benefit by creating a large network of digital touch points, building more transparency and reach for distribution, he added.

INDUSTRY STORIES

News Today July 18, 2016

Press Trust of India filed this story on e-commerce exposure draft announced by IRDAI. Easwara Narayanan shared that insurers can go ahead with marketing the products which have already been approved by the regulator.

Insurance via e-comm benefits firms, buyers: experts

PRESS TRUST OF INDIA

New Delhi

SELLING insurance polices through the e-commerce model will benefit consumers and companies alike as it would offer realtime connect and unleash digital touch points to bring in more transparency, say experts.

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development authority of India (Irdai) proposed norms for selling and servicing insurance products through e-commerce to up insurance penetration in the country in a cost-effective manner. "The insurance self-network platform will undertake insurance e-commerce activities in India such as selling and servicing of insurance products," Irdai had said earlier.

According to Nilesh Parmar, COO, Edelweiss Tokio Life, allowing agents and intermediaries to set up an insurance self-network platform (ISNP) is "an extremely progressive measure."

"This will lead to benefits of significant convenience, expanded reach, real-time connect, advanced digital analytics and improved cost efficiencies to be available to the entire ecosystem of participants in the insurance distribution space," he said.

Future Generali chief operating officer Easwara Narayanan said a parallel existence and conduct of business in the online space is a contextual requirement and the order of the day for any business, going forward.

"That the insurers can go ahead with marketing the products which have already been approved by the regulator will quicken the implementation," Narayanan said. He is of the view that mandatory e-KYC and e-insurance account for online business are welcome moves and will go a long way in putting insurance business on a strong technical and commercial foundation.

"Irdai's proposed norms for selling and servicing of insurance policies through the e-commerce platform is a welcome move for underpenetrated insurance space in the country," said M Ravichandran, president-insurance of Tata AIG. Parmar added further that the move will ensure Indian customers reap the benefits of growing internet connectivity. It will lead to greater access to information, product range and better pricing for consumers, he said.

INDUSTRY STORIES

Financial Chronicle *July 18, 2016*

Press Trust of India filed this story on e-commerce exposure draft announced by IRDAI. Easwara Narayanan shared that insurers can go ahead with marketing the products which have already been approved by the regulator.

HEALTH INSUDANCE

5 reasons to cheer for the new regulations

Insurance industry has some new regulations. Both consumers and the industry have

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INDUSTRY STORIES

Mint **July 29, 2016**

The article covered the new health insurance regulation announced by IRDAI in 2016.

Shreeraj Deshpande shared his views on new regulation on credit-linked policies

The article was covered in Hindustan, which is a Hindi language newspaper of the publication.





विविद्या सार्व के लगातार बढ़ाने से स्थास्टव बीमा का मारन बढ़ नावा है। ऐसे में उपभोवनाओं की सुविता को देखते हुए बीमा जिन्नमक इरदा 12 मुमाई को एक नना स्वास्थ्य बीमा जिन्नमक 2016 लेकर अपन है। यह पुराने स्वरूट बीमा जिन्नाक 2013 की जनर लेगा। बीमा जिन्नाकक की तरक से जिन्ना में किए नहां बटलंड का केन बेहबत है। उपलेखक और उद्योग दोनों को चलकद मिलेगा। इसी पर चेतर है दीवित मास्कारण की एक रिपोर्ट।

रेडीकर कारणें के इस मही प्रतार और पुनिस्ता कर करित। अब उपनेश्वार में भी और पो सर्द संपत्ति कीय था। जीव प्रतार में अविकास में कर महा स्वापन है। इस्ताह कर करेंग्रे के आपका लोग की काम करते हैं। अब बच्चा कीय एक साल में रोकर चीन पाल एक के हाके अरक्षा अंतर अंतर पुत्र है और स्थानन बीचा - रिनर् बनाय जा प्रवेशः कारते हैं से अपना प्रेरमान गाँव (इनीएन) में औरता बीमा कंपनियां मेडिक्सेम पीलिसी विनेषेत्र साम ही बीच्य कंपरियां प्रकारत प्रीएक्ट पेता कर अंदेनी। प्रधा पर प्राप्ता अगर पाले के चेवा नेवार वहीं वहती कहें तो हो अदर्थ। एक प्राप्त बार कि जीवर कीम बंगरी - जीवर बीम कार्रिश अवश्रीकार्धा प्रतिकार प्रतिकार विकास of taken or the desile primaries

अधकता, बीमारी और वर्ज

स्थानक और चीवार बीवा कार्य पर केरों कर सकते हैं। अगर आर बीवार पुत्र को है और कार्य पुत्र कर्रों करने

वीरवे क्यो स्थय पुकार्ता प्रकृत केठती होत्य । बोक्ट परीमारेकाओं को प्रतिकार के प्रति

जो बरकोरी, संदिन बर तर वाले चीली पत्रे भी तथा केवारी सीती। अर्थ निवर्ण के पार्ट कर डीप पार्टिंग के अंदर जीवन कीम कंपनियों की उनमें बदलात लागे तर विकास के अपने के आए बाल पर का है कि अपने से - की कहा पक है। जिन परिवारों की विकार पाले में से - उपने कहा भी उस के दिवार से उस है। बुद्धे प्रदानत क्षेत्रं परिच्यो उपयोजकानों को न्यापन । रखी है, यह सम्प्राणीय तक नारी लेंगी। प्रीत्रण पर्ना पर्वाद आहेंचे। प्राप की यह प्रमुद में की प्रशासक कीची। असहफ हमसेरेस बीपकी रिकेटिय की मीडीओ अंग. एस. अर्थित चीच साल तार होगी। इन प्रतिनों का उत्तरण . जो दूसों नवस्था बीच प्रेयप में पेर्ट का सकते हैं।

प्रतिके, बंगाई के साथ की रहते और रायोगसर्थे को बंधीरत प्रेम्बर सी देशे। श्रेप क्रमी के असी की पालिसे पुलिस में इन तांतां भी चर्च अपने

होती। क्षेत्र प्रक्रीत है। A fine way of every discount of feathers र मन्द्रका प्रवस्ति होती। बीच की कीवन विजनवान

गए उत्पादों के लिए पायलट फ्रेनेक्ट

भीक्षण में बार स्टेटेंग मेंच्य संपर्धन अवस्था से पोच किया स्पृत्त परिवर्त में दिन के रिमारंग का अनुस्क क्षात की अवदि क्षात करेल रहे होहबंद देश कर जिल्ला तह है कोविंद हमीद तह होने की संवादन करनी बोरी जिल्हें में उन को है के बारों के पूर्व करावन कीया. जा दिवारों के पुश्चीकर कीया के प्रतिकार अपने कारका. अभिनेत हाओं कार्य कर की है के बारा कार है और बारा कार है की

अंतर्रा कर हो कर बार को कि पर पाल केन अपनियं और क्रमें विकास के की में से का प्रतिकार का विकास किया कार हो संभावती की सहित्स में कुछ प्रशासी की बारस तिरे च प्रधान काने का अवका निर्मेश

डाटा खुलाग ने परदर्शित

का निरुप से दांटा का सुरक्षात और में कार्टीर्शन में कर किरोक्त के पूर्ण के क्षेत्र पार्टिक के अधिकारण विकास करते हैं कि अपने के अधिक के अधिक के अधिक के कि अधिक कि अधिक के क

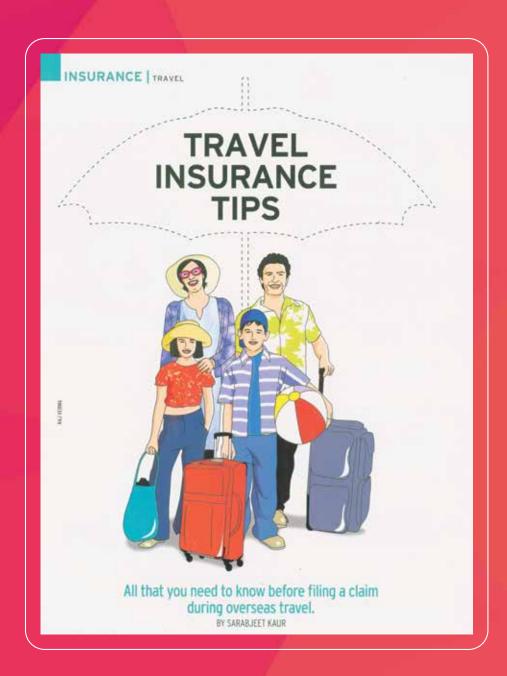
INDUSTRY STORIES

Hindustan July 31, 2016

The article covered the new health insurance regulation announced by IRDAI in 2016.

Shreeraj Deshpande shared his views on new regulation on credit-linked policies

The article was covered in Hindustan, which is a Hindi language newspaper of the publication.



INDUSTRY STORIES

Money Today *July 2016 issue*

The story covers the inclusions and exclusions of travel insurance cover and things to keep in mind before opting for a travel insurance plan

Shreeraj Deshpande offers tips for smooth and efficient travel insurance claim process.

INSURANCE | TRAVEL

diseases may not be covered in a travel plan. 'One should ensure that the pre-existing ailments are communicated to the insurer. Travel policies do not cover acts of terrorism, war or war-like actions, mental disorder, stress pregnancy, suicide, welf-inflicted injury, anxiety, aleoholism, abuse of drugs, infection of HIV/AIDS," says Raviehandran.

HOW TO GO ABOUT IT

Even if you are not required to like for a claim, you must know how a claim is to be filed and what you are not, you may be in the dark in case of an emergency and may lose out on valuable time in the process. So, here's what you must know.

One, necess to your insurance conquiny's assistance is very important if you are in difficulty during overseas travel. Therefore, keep both the domestic and international toll-free numbers of the insurer handy and, in case of a mishap, dial in at the first given opportunity. without any delay.

Says Amit Bhandari, Head-Health Underwriting and Claims, JCICI Lombard: "In the event of a claim, customers can contact the 24x7 helpline number provided by the insurer and register his or her application. Customers can even drop a mail to the assistance service provider of the insurer with his required to do before setting sail. If or her contact details for a call back. Once customers intimate a claim. the assistance service provider will assist in the following ways: Providenecessary information about hospital details, policy coverage, embassy details, etc., and will gaide the customers through the entire claims

process ensuring hassie-free settlement of claims.

The other important bespe is to know how to make a claim for a medical emergency during or even before you actually board the aireraft. For example, if you happen to cancel your trip due to a medical emergency, your doctor's prescription and a medical certificate will help you to claim insurance. If you fall ill during your trip, contact your travel insurance service provider. immediately to take medical help and, subsequently, collect the authentic reports and medical documents, and post electronic or physirad copies to the insurer to support your claim. For accident cases, you may also here to submit a copy of the police complaint that was registered or relevant documents from the host country. Please note that insurance claims can only be done. with full and final checking of your original documents and proofs. So, if you happen to send the documents in electronic format, you would also have to submit the originals. But before doing so, have them photocopled for future reference, if required.

The third point is the importance of documents to get a travel insurance claim. The insured must also fill the form correctly and sign it. The documents that an insurer peeds to claim medical insurance during overseas travel includes physician statement, medical records, investigation reports, medieal bills, copy of your visa with the entry stamp of the host country. If you have lost your baggage or eash, then make sure you submit a certified copy of the police complaint, photocopy of your passport. and even valuation certificates for items like jewellery. Most importantly, earry your identity proofs, including PAN and Andhaar eards,



CHECKLIST WHILE BUYING A POLICY

- . Inclusions and exclusions: Read the fine print in detail and, if you have any doubts, get them clarified
- . Duration of coverage: Based on your trip duration, customers can select from an annual multi-trip policy or a single trip travel insurance policy
- . Destination coverage: Should know that sub limits on the coverage amount are different for different geographies
- . Extent of coverage: Evaluate which policy suits your needs best; select the one that provides the highest coverage
- . Pre-existing health conditions: Disclose all health details to avoid hassles.

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Money Today July 2016 issue

aring a leisure trip to the US last month, Rasika Sharma, 35, a fashion designer, met with an accident. She spent 13 days in hospital, which could have cost her a fortune given the high medical expenses in the country. But what helped her tide over the difficult times, with regard to her finances, was a travel insurance plan with secidental and medieal sickness benefits that she had bought before setting sail. All she had to do was to provide the requireddocuments to the insurance agent to get her claim processed.

An accident is an accident, and it always comes unamounced. You may plan your trip to the last detail, but there is always a probability of unforescen events leaving you pourer by a few thousands, or even laids. Says Rahai Agarwai, Founder and Director, ideal Insurance Brokers: 'Insurance is absolutely indispensable while travelling abroad. There are hundreds of things that can gowrong and it can have serious financial implications. Even a small need-

dent may cause you to shell out tens of thousands of dollars. Since insurance does not cost much, it's always good to buy a travel insurance policy during overseas trips. You can also buy a single policy for multiple trips during a year."

There are a host of travel insurance plans available in the market, but it is very important to get the right one to ensure a memorable trip – whether you are on a family holiday, official assignment or a study visit. And, an informed decision is always rewarding. So, here's the lowdown on the various aspects that you must look into before buying a travel insurance plan, such as eligibility, documents and the process of filing a claim, among others.

STAKE CLAIM

For travelling overseas, Insurance is compulsory, It provides the traveller with an extensive range of benefits, which may vary from one plan to the other. So, it is necessary to read the fine print as well as the list of benelits that you get to avail. There are also different types of claims that travel insurance covers, including. but not restricted to, flight delays and encediations, bugginge loss and medical emergencies. For domestic trips, travel insurance can also be purchased at the time of booking tickets from the website of an airline, bus service provider and travel portals. Many travel insurance policies also offer exclusive covers that give specialised protection to customers.

Says M. Ravichandran, President, Insurance, Tata AlG General Insurance: 'A customer should always purchase a travel policy from a respected insurance brand, which has an international presence and a strong track record. One should also take into account the claim settlement record of the insurer. It is advisable that all travellers opt for a travel policy to avoid any unforeseen contingencies that may turn their trip into a nightmare abroad. They should also consider the possible duration of stay and, if in doubt, should buy for a longer period to avoid hassles of extension.

It is also prudent to consult your insurance advisor and share all the information before you file a claim because things such as pre-existing



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along with the details of your tour operator. "Upon receipt of a nutice of claim, the insurer will furnish the policyholder with forms required for filing proofs of loss. Original bills and receipts, such as pharmacy purchase bill, consultation bill, diagnostic bill and any other receipts or prescriptions in support of the treatment, should be submitted," says feavichandran.

CLAIM REJECTION

Remember, to claim travel insurance you need to submit originals and proofs. If you have pre-existing illnesses and you plan to travel without your doctor's permission, then you cannot ask for a travel insurance claim. If something happens to your health while travelling, then the truvel policy cover will be in vain. Says Shreeraj Deshpunde, Head, Health Insurance, Future Generali India Insurance: "One of the risks of purchasing a travel insurance policy is that you might have a false sense of scenrity thinking everything is covered. For example, your modical travel insurance policy may not cover the cost of any injury that you may have while taking part in an adventure sport, such as scuba diving or skiing. Therefore, it is very assential to read all exemptions and exelusions very carefully before you pur-

chase a policy. To avoid claim rejection, imsurers must keep all points and factors in mind. So, it's important to read all terms and conditions curefully. Every insured shall ensure that he or she has received, rend and noderstood the terms and conditions, exclusions and inclusions of the policy. In case of any inconsistency in the policy or concern, customer must contact the company, opines illandari.

At the time of claim settlement. and it is applicable per event,"



IMPORTANT DOCUMENTS

- Attending physician statement must be filled and signed by overseas doctor who has treated the insured
- . Insured must fill and sign the discharge form
- . Medical records, consultation papers, investigation reports
- · All medical expense bills
- Original paid receipts in case of reintbursement claim
- . Stamped copy of visa
- If you have lost your baggage or cash, then make sure you submit the certified copy of the police complaint along with a photocopy of the passport
- For valuables, such as jewellery, you must submit a valuation certificate to make claims
- If you want to claim for loss of cash, then submit a copy of the police complaint and cheque receipts issued to you as proof
- To claim for flight delays, insurance companies ask for a letter of delay from the airline, stating the reason of the delay
- . To support your claim, submit all invoice bills to insurance companies
- Before travelling, make sure you are carrying all the important documents, including your passport, visa and a copy of your policy
- . Most importantly, carry your identity proof, such as PAN and Aadhaar cards

a customer should ensure that depending on the circumstances of the case, additional information or additional documents can be asked for So, keep all original documents handy to support your rlaim. "The insured should note that deductible amount as mentioned in the policy has to be borne by the insured. The insurer's liability shall apply only after deductible amount is paid by the insured and shall be applicable up to the sum insured amount mentioned in the policy. It Is to note that deductible amount does not reduce the sum insured

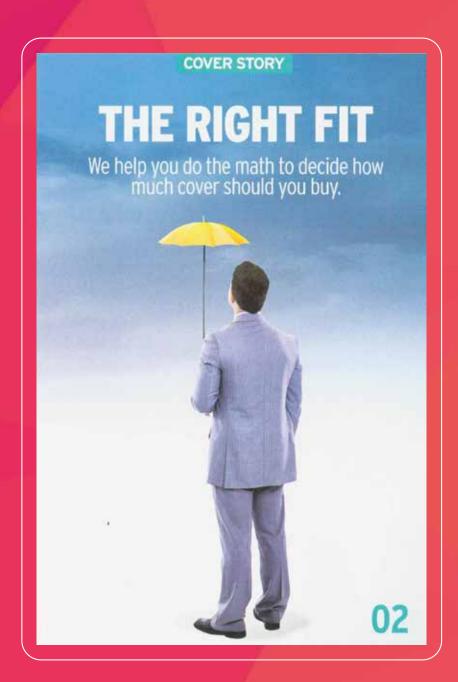
soys Bhandari. It is worthwhile to keep and attach original hills, receipts, credit card slips pertaining to your claim. To avoid travel insurance claim rejection, every claim has to be accompanied with original tickets or bourding pass, and a copy of the passport indicating travel dates.

Renomber, it's very easy to make plans for your trip, but to travel safe and peacefully, it's really worth your while to read the policy document carefully to be able to make a surgessful claim.

#Raussarabjeet

INDUSTRY STORIES

Money Today *July 2016 issue*



INDUSTRY STORIES

Money Today *July 2016 issue*

The story covers the importance and benefits of various insurance covers like life insurance, health insurance, home insurance and last but not the least travel insurance.

Shreeraj Deshpande shared that one major cover an overseas traveller must look at is the medical expenses cover.

THE RIGHT FIT

We help you do the math to decide how much cover should you buy.

The first insurance you must linsurance. buy is a life cover. This will make sure that your family to ask yourself. What if something happens to me? Will How much is your file worth? It is important to answer my family be able to pay off the home loan? What about this question if you want to decide how much life cover the education of my children? Do I have enough savings to—you must buy Should it be measured by how much you replace future (neutre? Life invarance takes care of these have invested? Should it be a few years of year sential

In spite of that, India is grossly under-insured with depends on your current investments but also on your life insurance penetration of just 2.6 per cent (2014). Suture liabilities. In Hong Kong and the UK, which have a much better social

The next important layer of protection is health insurance as hospitalisation can drain your savings. Likewise, spouse should not have to struggle to meet the daily needs

of people believe they have you need adoptite home insurance, too. Also, when you go sweed enough to take care of their — abroad on a holiday or for a business trip, travel insurance family. But problems arise when will come to your resence if you full ill (modical costs abroad an unforescen event such as an can be problidited, loss your buggage or face any other accident or a disease threatens endgency. While one must buy these owers, it is equally in create their savings. This is important to ensure that the cover amount is adequate for where insurance plays an imporcover you must have - be if life, health, home or travel

salary? Putting a monetary value to life is not easy. Sev-Most people understand the need for a life cover. eval factors go into the calculation. The figure not only

Cetting this right is important so that your dreams for security system, it is as high as 13 per cent and 8 per cent, your family do not remain unfulfified if something happens to you. For instance, your child should not compromise on higher ambitions just become you are not around. Your

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How Much Is Your Life Worth?

Cylinet spr	- 8			
Retirement age	60			
Return in insulment (K	45%			
Inflation rate (1)		659		
Real Robert Return to 15		0.0035		
Step (Corrent liabilities	(Rs)		
	Home Isak	50,00,000		
	Child's education (inflation-adjusted)	15,00,000		
	Chid's marriage (inflation-adjusted)	10,00,000		
	Total Lieblities	75,00,000		
Step 2	Annual Expenses	12,00,000		
	Spouse's Income	5,00,000		
	Shortfall (A)	7,00,000		
Step 3	Calculate present value of family ex- penses for the next 25 years (Subtract current age from retirement age)*	1,34,29,479		
Step 4	Sotal Risk Cover Required (Step 1 plus Step 3)	2,09,29,479		
Step 5	Existing Risk Cover	15,00,000		
Step 6	Risk cover to buy	1,94,29,497		
PV=&()-()/()=()*())/i				
*888×(1+8)/(1+1)-1				

Nome Insurance		
Risk	Cover Criteria	
bidde	The reconstruction soil of the house should be included. Don't and cost of land	
Contents.	It is catulated at market value less depreciation	
Anestery	It is catalated at market value at the their of family, majorities	

amount of cover should be enough to take may of your ... In case of your death," loans, your children's education as well as your family's So, assume that the person in the human life value exhow much life cover one should buy.

ed. It is defined as the present value of all year luture his child. In that case, one must add another its its laids insume, less personal expenses. He insurance premi-to the Rs 2 crore cover However, don't forget to subtract ums and luxes. It does not take into account your Rabili- from the figure of Rs 2.4 crore your existing investments ties and future guids. Here is an example. Suppose you and life insurance covers is acrive at the cover required. are 35 years old. You are expected to work for another

25 years. What happens if you die today? Will your family be able to live on your savings for another 25 years? Maybe mit. To know how much money your furnily will need, subtract expenses from income. Assuming that your total income is its 15 likb, and personal expenses, trous and life insurance premium come to Rs 5 lakh, your family will need He 10 lakh a year for the next 25 years, in order to ours Rs 10 lakk interest every your, it will need a corpus of its 1.15 erore, assuming an interest rate of 8 per cent. But this is without factoring in inflation. Throw in inflation and they will require almost Rs 2 strove, as the real rate of return falls from 8 per cent to 1.8 per cent if we assume inflation at 6 per cent.

Nord-based Insurance: This is a ventprehensive way to calculate the cover. This is become apart from the annual expenses, it takes into account your loans as well as money required to send children to college, unrong other things. This is important as our loved once can go through a foreswing time in reporting our loans If they do not have a source of income. So, after extendining the present value of future lousebold expenses, experts add the value of outstanding loans and the amount required to meet the college. marriage expenses of shildren wide arriving at a figure for here much life cover

Blims J Samuel, Director, Stales & Markoting, ideal Insurance Brokers, says, "One should always do a need analysis before buying a cover. A large part of the processof choosing a life insurance policy involves

of the family because you are not there to support it. The - determining how much money your dependents will need

thally expenses, fiere are some methods used to indealate — ample has a loss liability too. He also wants to same for future goals. Suppose he or she has a loan of Rs 20 Jakh Human Life Value: it is the most commonly-used meth- and wants to some another 20 links (inflation adjusted) for

There is another important point. Under need-based

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insurance. It is important to revise the cover whenever your situation shanges.

For example, you must increase the cover on birth of your child as your expenses will rise after this. This advisable to get life insurance treespective of the age and pression rharged as inhibities and responsibilities increase with age," says Abrill Guingdor, Chief Officer, Business Strategy, SII Life Insurance.

Income replacement method: This method is based on your current annual income. Under it, you simply antiply your annual income with the number of years belt to retire. Deepak Mittal, MD & CEO, Edebreius Tokio Life linsurance, says. The cover should be enough to substitute all net future become (netted for personal consumption and used. The amount of life cover depends on the tile stage a person is in and the liabilities (and related asserts) he has. As a flumb rafe, one should have a cover of 10-20 times the annual income.

Continuing with the above econquie, a 32-year-old person with minual forcesse of Hs 15 lash will require an insurance cover of Hs 15,00,000° 25 – Hs 3.75 erore. Experts say need-tuned method is the best as it ensures that you are neither under-insured our over-insured. One should not forget to take into account one's laune and fiture goals while doing the math. Ashlob Voltra, Scrote Director and Chief Distribution Officer, Max Life Insurance, says. "Life Insurance needs may differ on an individual basis. Therefore, proper need-analysis must be show with the financial planner to arrive at your exact protection need."

HEALTH INSURANCE COVER

Medical costs have been rising fast over the years. The health cover that you bought a few years ago might not be enough at the current stage due to rising medical costs (one reason for which is upgrade of medical technology). The real problem starts when you cross 50 as this is the time you need health cover the most. Given the current rate of medical inflation, the cover you bought years ago may not be able to support even half your medical bills. Here is an example. If the cost of boart surgery today is fite 2 lakh, 15 years down the line it could be as high as He 16 lakls, if we assume a per year rise of 15 per cent, Itising premium rates is another issue. Anui Guluti, Manugling Director and Chief Executive Officer of Relignre Health Insurance, says, "The fact is doctors' salaries group, rentals go up , logically hospitals increase their cost. So, my premium has to go up." Are you ready to bear the burden? Will your health insurance policy be able to support you during the later stages of your life? It is important to get the answers right.

Not may think that you will increase the cover or you grow old, but here is a cutch. The health insurance company will charge a higher permium when you are old, it may even reject your application if it considers you a high rick due to your age, lifest/se or existing discoses. It is, therefore, good to buy health cover at an early age, say by the time you are 50 or 35. This will ensure that you will not be serving out the waiting period. Besides, if you buy at a late age, there is a risk that the bouilth insurer will re-

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Don't Buy Too Much Insurance

- Life insurance needs differ tron administration individual. The amount of cover will depend on the life stage a person is in
- To a proper need-analysis with a financial planner to know how much profection is needed.
- A 30-year-old with young kids and a wife needs a much higher cover than a 50-year-old who has already saved for future goals.
- Always take into account future expenses and liabilities and subtract them from your existing investments.
- According to experts, the promium for a life insurance cover should be 20 per cent of your total savings amount.
- The general rule of thanth is that the cover should be at least 10 times your annual income plus, outstanding debt.

jest your application or offer you a policy that has a lot of continions. Moreover, you do not have to go through medient roots when you are young. If you cross 4%, few health mourers will sell you a conter without a medicul tool.

How much cover one should buy? Many people think lis 4 laids he enough as the sum insured will automatically get doubled in five yours of they do not like any claim during this period. But will it be enough given the ratio at which motifical inflation has been risking? We Experts say that gives the cost of treatment and Frieing Inflation, one should not large a cover of less than its 10 laids. The exact amount needs to be weeked sait on the basis of one's method history, place of stuy, etc. Lovali Norbolds, a financial planner, says, "The minimum bouth cover as inflictional should have in between its 5-5 laids and fits 10 laids. The right amount, however can be arrived at only after considering factors such as inedical history, number of dependents, the ethy one llovs in, etc." Here is the loss-down on law to decide the sum insured for your health policy.

Family medical history: If there is a history of Bluesa in the family that can be inherited, one must take this uniaccount while doing the math. Find out the cost of treating these and accordingly increase the sum insured.

City you live in: Medical cone differ from place to place. The cost of hospitalisation is much less in smaller either. According to the Insurance Information (Intrus, the accorage claim star in Hydreshad in Re. 32,102, while in metrocities such as Membri and Delhi, it is Re. 85,800 and Re. 40,376, respectively:

Similarly, while in states like filter and disekland, the average claim size is between Rs 5000 and Rs 11,000, in Maharashtra, R is as high as Rs 36,014. Moreover, in morth edition, likestyle diseases are a hig problem, while in rural finds most claims are for infections alliments. That is aby several justices charge you on the hards of your city. Number of depondants, You should also consider the number of lamily members dependent on you. Navitahis says, "Consider taking a family floater with a higher sum justiced or take infectional sum insured for each person depending on alterability."

Work Stress, Lifestyle and Weight: Look at your lifescyle. If you are disherte or suffer from hyperientsion, you may suffer maps health issues share in fift Nature of useful (sechenizey or active), enting habits, body weight are also same factors that affect your health. Kory these in mind while buying a court.

Bising medical cools: Medical inflation has been rising at the rate of inser than 15 per cent a year. As all medical policies have waiting periods, at least for certain allments.

INDUSTRY STORIES

Money Today *July 2016 issue*

it is better to go be the maximum amount because the inmore sophisticated. The cost of medicines is also rising. All hash of their market value. this has contributed to 18-20 per cent medical inflation."

HOME INSTIDANCE

amount? Here is a little help.

Cover for house: You do not buy cover for the total cost

of the house, You should exchule the cost of land and buy cover for the amount it will take to holid the house again. The normal practice is In take the square feet (sq. ft.) uren of the house and mobiply it by the cost of construction per sq. ft. (cortoding the rest of lands. For example, if the area is 1,000 up ft. and the present rest of romstruction is its 2,000 per sq. ft., the sum insured should be Ha 20 bidds.

Nikhil Apie Chief Product Officer, Royal Sundamus Genend luserance, says, "For in-

ilso where the building is situated. Depending on the age — a higher cover while travelling thereof the building, a depreciation of 2-2.5 per cent per year is Sty 18 lokb."

COVER FOR BELONGINGS

Contents of the lissue are valued at market prices. Apart from the structure of the building, house insurance covers. Sew days normally take a cover of \$50,000. "We, however, household articles if they are damaged in case of fire, bur-recommend that policy loaders upt for the highest sum inglary or natural culturity tearthquake, flood, storm: The sured limit available," he says. • contents can be valued by looking at the cost of purchase. less depreciation depending upon the age. It is pertinent to

ercase in sum insured will also be subject to waiting pe-that for the building. Mukosh Kumar, Executive Director. riods. Ashish Mehrutra, Chief Executive Officer and Mass-HDFU EBIGO General Insurance, says, "The coverage coaging Director, Max Bopa, says, "Henitheure costs in India. Lends to Jurniture, fixtures, clothing, curpets and electriare rising as hospitals as well as treatments are becoming calleberronic. Berns. The contents can be owered on the

TRAVEL INSURANCE

For insurance purposes,

the valuation of the

house will be based on

the construction cost

(excluding land value) at

the location where the

building is situated

Going abroad is not so simple. You need to plan everything Floods and earthquakes we keep rending about in news-in advance right from booking your hotel room to sir tickpapers are a reminder of host important it is to buy home - ets. Buying travel insurance generally comes last on the Insurance. But do you kneek how you can decide the cover list and, therefore, not many bother about how much enser one should bee:

People in the age group of 6-70 years can purchase

travel plans. The duration of travel policies is up to 190 days per trip. The sum insured ranges from \$50,000 to \$500,000. The premium for un invurance plan dependun the piace you are going to, the travel period, your age and the amount of cover. How much should one buy?

Shroeni Deshpande, Head, Health Insurance, Future Generali India Insuruney, says, "One major cover an extreme tratefler must look at is the medical expenses cover. The sum assured should depend on the coun-

surance purposes, the valuation of the house will be based - try of travel as well as the period of travel." For example, on the construction cost (curinfling land value) at the lease treatment is the US is very expensive and so one must take

M. Raviehandran, President-Insurance of Tata AIG applied. For example, if the cost of construction is Rs 2,000 General Insurance, says, "Depending on the length of stay, per sq.ft., the area is 1,000 sq.ft and the age of the building the country of visit and age, travellers choose limits they is five yours, the value of the building is arrived at by applying a depreciation of 10 per cent (2 per cent every year - costs in the US are much higher than in other countries. Schengen countries insist on a minimum of ouro 20,000 (850,000 equivalent) cover. The person must take a cover of at least \$50,000 to be eligible for visa." Similarly, he says, travellers to Singapore or neighbouring countries for a

Sterna kaushal

INDUSTRY STORIES

Money Today July 2016 issue

IRDAI bars 3rd parties from core insurance

Activities That Affect Policyholders To Be Sole Domain Of Insurance Companies

Rachel.Chitra@timesgroup.com

Chennai: IRDAI has come down on insurers for outsourcing core activities like underwriting of policies, product design, investment of feinds and redormisal of policyholder grievanous. The regulator has come with a new draft un outsourcing activities like TPAs, usage of e-wailets, detective agencies and forensies Labs.

"Given that a lot of outsourcod activities in the insurance industry are risk based and complex, the proposed draft is a step towards ensuring that vendoes comply with the much needed high standards while delivering these activities. The outtions that come with the right qualification needed for the insurunce industry" says M Rarance. Tatu AIG General Insu-ny Ltd. rance Company Limited.

core activities related to underwriting of policies, product design, actuarial functions and handled only by the insurance der'a rights," says Future Gene-

INSURERS DIV KIT

tesurance companies are not allowed to outsource any of their integral, core functions like the following:

- > Underwriting, Investments made by insurers
- > Product design. actuarial functions, enterprise wide risk management
- > Fund accounting
- > Admission or rejection of claims
- > Appointment of surveyors, loss assessors

> Policyholder grievances

> Bank reconciliations

redressal

➤ Approving

Advertisements

- > Compliance with AML.

company and not by any third-rall's Deshpande. party. "In health, the regulations for third-party administrators (TPAs) have already processes and make sure com- accept or reject a claim. So the punies engage with organiza- outsourcing guidelines complement existing regulation," says Shreeraj Deshpande, head -health insurance, Future Gevichandran, president -- insu-nerali India Insurance Compa-

Another area of emerging The IRDA has said that all concern is online issuance/pahandled by the insurance comparry itself - and the advice of a the generation of receipts shotion of claims should also be trying to ensure the policyhol-

Bank reconciliations and redressal of policyholder grievances should also not be outsourcing policy will tighten clearly stated that a TPA cannot sourced, says the IRDAL "Now, quite a few of the call centres handling customer complaints are outsourced to a third-party It remains to be seen, how insurance companies will try to take this completely in-house or if certain functions alone will be made in-house," says a United India Insurance officiyment of premium. Nethan- al. Approving advertisements king services or an e-wallet are and appointment of surveyors sometimes employed and there and loss assessors is also to be risk management should not have been instances of delays managed in bouse as is compbe outsourced, investment re- or transaction failure with on- liance with AML, KYC norms. lated functions should also be line payment. "The proposal is "For verification and picking of KYC documents, many insurance agents and brokers empfundorwealth managershould uid be instantaneous. With the loy sub-brokers, who operate not be sought for policy holders' growth of the online medium without a license. This practise money. Admission and reject for insurance, the regulator is has acryway been frowned upon by the regulator," adds the United India official

INDUSTRY STORIES

The Times Of India August 24, 2016

The story is on the new exposure draft on outsourcing of insurance activities recently announced by IRDAI.

Shreeraj Deshpande shared his views that in health, the regulations for third-party administrators (TPAs) have already clearly stated that a TPA cannot accept or reject a claim.

Job-loss insurance can be handy

MONEY PLANT: But unemployment cover remains a nascent space for most insurance firms in India

In times of pink slips, job-loss insurance can help

However, unemployment cover remains a nascent space for most insurance companies in India

INDUSTRY STORIES

Financial Chronicle August 29, 2016

The story is on the job loss situation that are faced by employees abroad and how insurance can help them recover the loss and gain security during the situation.

Easwara Narayanan shared his views that insurance companies have their own limitations while insuring job loss. If it is civil unrest or economic crisis, job loss can be catastrophic.

General insurers gearing up to tackle claims after heavy rains in Telangana, AP

Motor insurance claims begin to trickle in

G NAGA SRIDHAR

Hyderabad, September 28

General insurers are gearing up to tackle claims arising out of the recent heavy rains in Telangana and Andhra Pradesh.

Normal life was thrown out of gear in the States by heavy rainfall which led to flooding in many areas.

Many vehicles were either washed away or were badly damaged as they were submerged in water for many days.

"We have received 26 motor claims from the flood affected areas of Hyderabad and are expecting more to come as rains have come down," Easwara Narayanan, Chief Operating Officer, Future Generali India Insurance, told Business Line.



Many vehicles were submerged in the heavy rains that lashed Hyderabad last week PTI

For easy reporting and quick settlement of claims, Future Generali has set up kiosks in the areas where people are badly affected by the flood.

"Our team in Hyderabad has been on its toes all these days and is trying to settle the claims as fast as possible to ensure people do not suffer any further," he added.

Other insurers too are in a similar mode. Tapan Singhel, MD and CEO, Bajaj Allianz General Insurance, said: "So far, the company has received a few motor claims post the heavy showers in Hyderabad. Claims may gradually start trickling in and we would be able to get a clearer picture in four to five days."

However, the company does not expect the number and severity of claims to be as high as that of the claims received post flooding events in the country such as the Chennai floods, he said.

According to M Ravichandran, President, Tata AlG General Insurance, the nature of claims pouring in or being expected will be basically motor insurance for those vehicles which are covered under a comprehensive insurance cover.

Home insurance segment

Insurers are not expecting any major claims in the home insurance segment. "Despite the bad experiences during Chennai floods, home insurance is still being neglected by many," said Narayanan adding that home insurance is 'very affordable' and a low priced product with a premium as low as ₹50 per ₹1 lakh.

Though there is some interest in home insurance after every calamity, it is not sustained after a few days, said Ravichandran.

According to industry estimates, penetration of home insurance is below one per cent in the country.

INDUSTRY STORIES

The Hindu Business Line September 29, 2016

The article covered the key initiatives FGII had undertaken during Bhopal Floods in July 2016 to help policyholders overcome the situation.

Easwara Narayanan shared his views on claim expectation. He also highlighted that home insurance is still being neglected by many though its affordable and low priced product with a premium as low as ₹50 per 1 lakh.

YOUR MONEY

Ensure safety of policies with e-account

While your insurer will help you open an e-insurance account at the time of buying a policy, existing policyholders must do so themselves

SANJAY KUMAR SINGH

Raj Kumar Kohli, 61, a Delhibased government servant, has purchased multiple insurance policies over his lifetime. For some of his policies he still gets communications from the insurer, and he has managed to keep track of those. But, he suspects that he could have lost track of a few policies that he had purchased decades ago, and whose policy documents he has misplaced. Help is now at hand for policyholders like

From October 1, opening an e-insurance account has become compulsory for buyers of new policies. The insurer whom you are buying the of where they have kept their policy from will facilitate the process of opening this account. Existing policyhold- the time of a claim," says ers will have to initiate the SV Ramanan, chief executive process themselves.

One advantage of opening Repositories (know your customer) require- because of natural disasters. ments, you will be able to store Applying for a duplicate policy multiple insurance policies can be tedious. Cases of fraud across segments at one place. are also expected to diminish Retrieving the policy at the since duplicating an e-policy is

OPEN AN E-INSURANCE ACCOUNT IN FIVE STEPS:

- An e-insurance account can be opened with any of the five insurance repositories: CAMS, Karvy, Central Insurance Repository, NSDL Database Management and SHCIL Projects, it can also be opened through an insurance company
- Login to your chosen repository's website or

sector. This has happened because people are not aware policies. Submitting the original document is mandatory at officer, CAMS Insurance Services. this account will be conven- Electronic record-keeping will be able to view policy details, "Today, more than ₹5,000 see scanned images of propos-

- that of your insurance company, and fill up the application form
- Attach KYC documents and submit online along with application form
- Your account should be opened within seven days
- On receiving login ID and password via mail, you can start operating it

to their account details.

Opening or maintaining an e-insurance account will not cost policyholders anything. Insurance repositories are compensated by insurance companies for safekeeping policies in electronic form. They will do so because they stand to save the money they currently spend on ience. After fulfilling KYC also prevent loss of documents printing and despatching physical policies.

To open an e-insurance account, you need to submit a proof of identity (Asdhaar or PAN card), proof of address, time of lodging a claim will difficult. Policyholders will also email ID and mobile number (see box for steps to open an e-insurance account), "If you be able to access the account in crore of maturity claims are al forms and their terms and have opened your e-insurance case the account holder dies lying with the life insurance conditions, and make changes account through an autho- or becomes incapacitated.

rised insurance repository's website, share your e-account number with the insurance company while buying a policy. If you are opening the account through an insurer, the latter will help you with the entire process," says Easwara Narayanan, chief operating officer, Future Generali India Insurance.

Account opening forms can also be submitted in the physical form to the approved persons (people appointed by the repository for customer service) along with supporting documents.

Existing policyholders will need to get their policies converted to be able to store them online. Once you have an einsurance account, you can request for conversion at the repository's website, or approach approved persons. "You can also approach your insurer and share your einsurance account number for getting your policies converted," says Ramanan.

Holders of e-insurance accounts have to appoint an authorised representative to act as their trustee. This person could be the nominee, a family member or a friend. She will

INDUSTRY STORIES

Business Standard October 7, 2016

The story highlights the key benefits and necessity of opening an e-insurance account which is also being made mandate from October 1st by IRDAI.

Easwara Narayanan shared that to open an e-insurance account there are mandatory documents that need to be submitted and the policyholder can choose the repository as per their choice.



FOR A

Having adequate health insurance is the cornerstone of a robust financial plan. But choose wisely between family floater and individual plans By Aniruddha Bose.

age bealth is wealth, possibly never held more significance words, with the cost of quality health- costs associated with hospitalisation care having gone through the roof in and specialty medical treatments have recent times, a lack of good health can become so frightfully expensive today, prove severely detrimental to your that it's almost impossible to bear them wealth. It's not unusual to hear about on our own without necessary support a single medical emergency wiping out from an insurance provider. "Once a years of financial planning efforts, leav-major illness is diagnosed, it not only ing hapless individuals deeply in debt. damages our health; but also, has the

According to a nation-wide survey potential to damage our enon health conducted by the National tire life," he warms. Sample Survey Office, hospitalisation Having an adequate level FLOATER costs-escalated 10.7 per cent per annum of health insurance cover PLAN ONLY it urban India and 10.1 percent in rural in place doesn't just act as a IF YOU'RE India, between 2004 and 2014. What cushion in times of emergenthis essentially means is that the same cies, it also ensures that you treatment that cost Rs 1 lakh in 2004, can provide quality health would have set you back roughly by Rs care to your family when 2.75 labb in 2014.

In view of the current circumstances. having a well-thought out health invorance strategy in place is not just a responsible step but also the cornerstone

HESOMEWHAT elichédad- of a robust financial plan.

Shreeni Deshpunde, bead - Health Insurance, Future Generali India than it does today. In other Insurance, concurs. He says that the **OPTFORA**

required. Nowadays, there's a growing awareness about the weeful inadequacy of employer-provided health insurance plans, and many smart. and forward-thinking individuals are

choosing to purchase more health insurance themselves despite being covered under their employers' group schemes. And rightfully so: the quantum of cover from such group policies. ranging typically from BaS

lakh to Rs 5 lakh per annum, is indeed far too low for a typical family of four to six individuals. As a rule of thumb, it is best to get a cover of Rs 2.5 lisks to Bs a lalds per family member per assumt.



Coverag

INDUSTRY STORIES

Businessworld January 2017 issue

The story covers the benefits and pros/cons of family floater plans and individual health insurance plans.

Shreeraj Deshpande shared his views on family floater plans.

FINANCIAL NO WISDOM

HEALTH INSURANCE

TO AT LEAST

HALFTHE

COMBINED

COVER

INDIVIDUAL

REQUIREMENTS

insurer, and the combined floating sum insured on your policy would diminish by Red lolds.

Prima facie, a family floater plan does come across as a superior option. compared to taking up separate plans for each family member, By extending the combined cover across multiple members of your family, family floaters reduce the likelihood of you making payments out of your pocket, in case of an expensive medical procedure. And what's more; the annual premium in case of a family floater plan tends to be 15-20 percent lower than the premium for an equivalent individual plan for the same sum insured amount. This is the main reason Ravichandran is a keen proponent of the floater potion." "It is better to choose a family floater plan as the premiums are lower than individual plans," he says.

should consider a higher sum insured, since all family members are covered under one sum insured, which floats over the family," advises Deshpande. In otherwords, while an individual policy with a sum insured of Rs 2.5 lakh may be sufficient for you alone.

it becomes growly inad- KEEP FLOATING equate if you allow the sum COVER EQUALinsured to float between your family members.

As a rule of thumb, aim for a floating sum insured that is at least walf the sum of the requisite individual cover amounts. Going back to the previous example, if

an individual cover of Rs 2.5 lakh is deemed sufficient for a family of four, you must aim for a floating cover of at least Rs 5 lakh, half of Rs 10 lakh, for the whole family. Obviously, a floatthouts between members of the family would in fact suffice.

On the other hand, older families run a far greater risk of more than one family member getting hospitalised in a single year. At a certain stage, it also

becomes uneconomical to continue with a floater; this pivot usually occurs when the eldest family member. reaches the age of 45 or 50. Such families should opt for individttal plans for the eider familymembers, combined with a separate

floating plan for the sounger members.



Bear in mind that health insurance companies apply a loading factor in case of pre-existing illnesses such as heart diseases or diabetes, leading to increased premiums. In case of family floater plans, the loading for a pre-existing condition in a family member will affect the premium for the entire famthis policy. Therefore, it makes sense to exclude members with pre-existing medical conditions from family floater plans, and get individual policies for them instead.

Plans For Aging Parents

A final word of advice - if you have elderly purents to care for, it is best to purchase individual policies for their benefit irrespective of their pre-cuisting medical conditions. Including them into your family floater plan will render it prohibitively expensive.

Regardless of the structure you finally settle upon, do not make the mistake of compromising on your health insurance needs. It could turn out to be a costly one.

animidalhas; businessyorld in



"FOR FAMILY FLOATER PLANS, CONSIDER A HIGHER SUM INSURED. SINCE ALL FAMILY MEMBERS ARE COVERED UNDER ONE SUM INSURED"

SHREERAJ DESHPANDE Hest – Weith Insulainse, Future General India Insulains

The Cotch

The more family members you include in your family floater plan, the higher is the risk of your policy's composite anmual sum insured getting consumed by a single family member, lowing others high and dry in case of a repeat emergency in the same year. Keeping that in mind, your combined sum insured on the family floater needs to be proportionate with the number of fumily members you are including in the plan. While taking such policies, you

ing cover of Rs 10 lakh would be absolutely ideal.

If it's A Young Family

Do note that the cost of a family floater plan hinges largely upon the age of the eldest family member. Thus, as a family grows older, the costs associated with such a plan increases. Also, worth noting is the fact that for a young family, the odds of multiple members getting hospitalised in the same year are relatively low; so, a smaller coverage that

¥ (chose_smiraddha:

INDUSTRY STORIES

Businessworld January 2017 issue

Continued

270 IN BUSINESS WORLD 27 Secretor 2016 - 5 January 2017

Get discounts for staying healthy

If policyholders can prove that they are taking care of their health, insurers are willing to sweeten their deals on health insurance premium

The very purpose of a health I immesses policy is to pay for expenses incurred in hospitalisothers. What if wast health immerance headden Edwarder The benefits could for discounts of the time of renewing your primition or for consultation at con-patient deperments (OPD), check-up and tests. These are expenor which any, typically, not covered by

Staving healthy is good news for it prorties losser chaires, bu, it is willyou are healthy. Today, explorate where burewoos eight and 30 per cent.

(Inleti's bruith insurance regulations allow such rewards or discounts if they are southbood in the policy do:

tog. Traughie benefits include average the empanelled linears comes which are approximated to the company to exprain in 4,000 points. One welface points in benefits benefits strong location of possibility and a spinor of company to company



How do wellness fustures work? ticular day. This can be earned by ticipetes in marathes, estimathes, stem and physical engular "Weltons is no longer looked at m. a. completing a workout session for a. out, they can seen 2,500 wellness those are also equation) performance addition but any assessmill office minimum of 30 minutes in one of points. For membership in yaga or

General Insurance columns ranger | Similarly, Apollo Manich Week's | Insulina inspiring previous | According to survey conducted. Finance General India Insurance. Chesis agrees connected to which consumers are encourting the many after nontraring will become one in the operator a whole now washe of egisteral previous and placement with the operator a whole new washes of egisteral previous agest as well and early to a per fire respondent and placement agest as well as well as a few previous agest as well and early to a per fire respondent and they went after the contracting will become one in which are firelessed, and admit the previous agest as well as beginning and linguistic control.

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After high health health freezestes.

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For instance, the commercial conteners can earn posses by fitness and workers sensions in the true, on threaver, such a last to be married from each digital rewarded with an active day for answering questions related to per-firms of souther classes, your and some expenses, which can be noted without with the figures big thing in being physically active on any par-areal libertyle, if the continues par-accidentation, One-in-one that are successful at ONO, consultation, the "the market," for early.

STAYING HEALTHY

Build Affairs General Insurance:

- * New correspondent with specialist dodon, rubitivists, descurs
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- * House, Date uppromote married of steps you wish
- * Earn up to 9 per cent received offerment by using the app.

INDUSTRY STORIES

Business Standard February 13, 2017

The story highlights the discount offered by insurance companies in premium, discounts at the time of renewing the policy or for consultation at out-patient departments.

Shreeraj Deshpande shared that the current regulation is restrictive to some extent because it allows discounts only if the benefits can be measured.

Insurers to bat for cutting cost of stent ops

Move After Hosps Try To **Hike Prices**

Rupali Mukherjee & Mayor Shetty I tive

Mumbal: Insurance companies are preparing to engage with hospitals on bringing down the cost of heart surfor procedures," axid Shreegeries involving stonts. In-surers said that although formal communication has not Generali Insurance. NPPA taken place, hospitals have on Monday said that hospiindicated that package coast. tals could not charge addi-for oronary surgeries will not come down to reflect low-not come down to reflect low-already here built into the er stent costs as cost of procedures are likely to rise.

increase the angioplasty pro-cedure puckages. Certain others are in a winder of control puckages. Certain others are in a winder of General Insurance, insurers a bulk of this inflated for watch mode to work out the willinsistonthelosurecost pocketed by hospitals and increase in procedure costs stepts being passed on to condition the costs of the c soon, with the NPPA notification clarifying that they can government had sought data ing to Deshpande, even be-



Margins are at the centre of the controversy in stents, which are marked up nearly 900% from their landed cost; a bulk of this inflated fee pocketed by hospitals and distributors. The head of an insurance firm said even before price control there had been cases of inflated cost and some hospitals refused to share packaging at the time of the claim

geries as there is no price tion that there is no separate control on what they charge retail channel for coronary raj Deshpande, head of rectly by companies to hospi-health insurance at Fature tals. "The scotfled prices are calculation of criling price, companies as per their busi-first reported in TOI on ness model".

NPPA said in a clarificasteatus they are supplied diinclusive of maximum 6% trade margin (over and

This commerces as sever as sever and form of the control of the co ton clarifying that they can-not charge any margins.

"Although there has been confined account to the procedures and houghtals consend to the confined companies are paying for been cases of inflating the procedures and houghtals consend to the confined control to the confined to the

ally, invarance componie ask for the original peckaging of the steat so that the eness of the product and the pricing can be ascertained by scanning the code. Stent companies will be

meeting NPPA and ministry officials on Tuesday to understand the billing structure. "The discussion is on practical billing arrange ment and tax liability, and role of hospital pharmacy if any Also, there is no clarity on who will bear the invento ry cost", an industry expert added. NPPA further said that "no additional charge over and above the colling price notified earlier in price notification shall be charged from the consumer except to cal sales tax and VAT, if paid

INDUSTRY STORIES

The Times of India February 21, 2017

The article brings to light the fact that insurance companies are preparing to engage with hospitals on bringing down the cost of heart surgeries involving stents.

Shreeraj Deshpande shared that although there has been no official communication, it is rumoured that hospitals are increasing the cost of surgeries as there is no price control on what they charge for procedures.

Lower premiums come at a cost

Sharing the daim burden with an insurer makes sense in auto insurance. In a health policy, opt for deductions or co-pay only if you have a group policy or the financial means to pay if a claim arises

Consider this Vox want to buy a health insur-ance plan with a sum insured of the lash but the promium rates are high. The numer offers to lower 2, provided you are willing to share the burden when a claim artses. This way, you get a higher cover that can take care of rising medical costs, and the nearer's outgo is also lower in case a claim arises.

While such arrangements have existed in automobile Insurance for some time, many ponies in the health segment have also started offering them. The average cloke star in suns insurance is weather than in bealth, so it makes sense for those with expensive cars to opt for shoring the claim burden. In mediciaim, one needs to de a thorough cost-benefit analysis to

was actuated control, who having Gapta, and contention of the Sci.000 in Membeds. If you can be supported as a second for a policy with the highest deductible, which can got for a policy with the highest deductible, which can got for a policy with the highest deductible, which can got for a policy with the present velocities by 5 per cent to copy, it was considerable. In class, copy, in the case by 5 per cent to copy, it was considerable and the copy, it was desired a fine of the copy of the copy, it was desired a fine of the copy of the copy, it was desired a fine of t



second year of the policy. The annual it. Genting a third-party policy in options: 10, 20 or 30 per cent. end up spending \$40,000.

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DEDUCTIONS BRING DOWN PREMIUMS

Carmodels	Without defactible	defectible	F15,000 deductible	
Maruti Swift (XI	16,659	15,279	11,839	
Honda Amaze (190)	17,867	16,487	15,567	
Toyota Innova 2.5 f	26,837	25,857	24,537	
Ford Endoaveur Ne VICU	48,085	46,790	45,929	

Health plans	Without deduction	With deductible	Without 10-pay	
Aditya Birta Esential	7,351	3,035	9,189	7,351
Bajaj Alforsz Health-Suard	1000	4	9,699	7,750
Max Bope Realth Companion	7,842	5,295	1111	1
Royal Sundaram Lifetime Supreme	7,292	5,A25		-

Higher the co-payment, lower the Deductibles in health insurance

institution, does needed analysis to an all instances premium and the difference in premium will actually observed in not serving.

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these policies work mose like super If a 40-year-old man opts for a top-upplans. A person decides the \$3.5 lakh cover under Cigna TTK minum he will pay before the

INDUSTRY STORIES

Business Standard March 9, 2017

Various industry experts including Shreeraj Deshpande spoke about the co-payment and deductions in premiums offered by Insurance companies in Auto & Health policies. The various industry experts shared their views on such benefits offered by their respective companies.

Insurers deploy drones to check claims by farmers

RAHUL WADK

The use of drones for agricultural surveys by insurance companies is fast catching up, images from the drones are their latest tools in assessing crop damages and catching insurance frauds.

Farmers buy insurance for one type of crop but stow another crop, and then claim damages. In such situations, drone surveys are helping catch the discrepancies and fraudulent claims, says Rajeev Chaudhary, Chief Risk Officer at Agriculture insurance Company of India.

Otting an example, he said that in Rajkot, Gujarat, there are many instances where farmers have taken insurance for the ground-nut crop, which is a risky and vulnerable crop, but sowed cotton. Since the harvesting time of both the crops is different, drone surveys were carried out to get a clear picture on the ground, he said.

"The matter is being taken up with the State government on the basis of drone images," he said.

Jatin Singh, CEO of Skymet Weather Services, said hundreds of crores worth of settlements have not been made due to fraudulent claims. In one State, the premium is ₹400 crore per season, and settlement is held up due to the fraudulent claims, he said.

Eye in the sky

Skymet has 15 fixed-wing drones and has been providing agriculture survey services to insurance companies and the governments of Maharashtra, Gujarat, Łajashan and Madhya Pradesh. The company is a member of the NITI Aayog panel on the use of drones for agriculture.

Singh said that the business of agriculture surveys based on drones has been growing significantly and has been instrumental in detecting insurance frauds and



ascertaining flood insurance risk, crops loss and acreage. In one State, the crop declaration by farmers was incorrect and the issue is under investigation, he said.

To remove various discrepancies in the crop insurance schemes, the Centre last year launched Prachan Mantri Fasal Bima Yojana (FMFBY), which was implemented from kharif season 2016-17 along with the pilot Unified Fackage insurance Scheme and restructured Weather-based Crop Insurance Scheme.

The premium under PMFBY is 2 farmers, he said.

per cent for kharif crops and 1.5 per cent for rabi crops.

Alpesh Shah, Senior Partner and MD of Boston Consulting Group (India), said that insurance frauds in certain areas of the country are high.

KG Krishnamoorthy Rao, Managing Director and CEO of Future Generali India Insurance Company, sald insurance companies are trying to improve the method of claims settlement with technology.

Use of drones is helping in better and more accurate estimation of losses. When frauds happen, apart from losses for insurance companies there is the possibility of an increase in premium, which is not in the loterest of farmers.

Therefore, accurate assessment of farm losses could also lead to a correction in the premium amount for the farmers besaid

INDUSTRY STORIES

The Hindu Business Line *March 15, 2017*

The article is about the insurance companies using drone to check the claims made by the farmers.

Mr. Rao said the companies are trying to improve the methods of claims settlement with technology.



PRESS RELEASE

FGII enters into bancassurance tie-up with BoM

Future Generali India Insurance Company (FGII) said it has entered into a corporate agency tie-up with Bank of Maharashtra. "Bancassurance is one of the key avenues to distribute products. Our focus is to offer customised products, best customer service and sustain the trust of customers of Bank of Maharashtra," FGII MD and CEO KG Krishnamoorthy Rao said.

PRESS RELEASE -FGII TIE-UP WITH BANK OF MAHARASHTRA

The Financial Express *January 31, 2016*

Future Generali India, Bank of Maharashtra in insurance pact

OUR BUREAU

New Delhi, January 31

Future Generali India Insurance, a private sector general insurer, has entered into a corporate agency tie-up for its products with Bank of Maharashtra (BoM), a public sector bank.

With this tie-up, BoM's customers will be able to buy motor, home, shopkeeper and rural insurance products at any of the 1,896 branches of the bank.

KG Krishnamoorthy Rao, MD and CEO, Future Generali India, said bancassurance is one of the key avenues to distribute insurance products across a wider audience. "An association with Bank of Maharashtra will aid us in building a strong outreach network for our customers," Rao added.

PRESS RELEASE FGII TIE-UP WITH BANK OF MAHARASHTRA

The Hindu Business Line February 01, 2016

Product launches



MUTUAL FUNDS

Axis Mutual Fund has launched Axis Emerging Opportunities Fund Series 2. The scheme will invest in a diversified

portfolio of equity and equity related instruments of mid-cap companies. The minimum investment is ₹5,000. The new fund offer closes on 17 February.



INSURANCE

Future Generali India Insurance has tied up with Bank of Maharashtra to offer retail and rural insurance products

through the bank's 1,896 branches. This will allow customers to avail of motor, home, shopkeeper and rural insurance products. The insurance company expects to cover 15 million customers of the bank with this tie-up.



BANKING

Lakshmi Vilas Bank, in collaboration with Fisdom, has launched financial planning and wealth management ser-

vices based on the robo-advisory platform. The platform, Mission FINFIT, will include services like getting the KYC done, investing money in various platforms, viewing the account summary and withdrawing the invested money.



EDUCATION

Fullerton India has launched Finnovatica, a platform to nurture ideas from students. It will provide a platform for

aspiring student entrepreneurs to design and develop ideas primarily in the field of finance and commerce.

PRESS RELEASE -FGII TIE-UP WITH BANK OF MAHARASHTRA

ET Wealth February 02, 2016

FGII ties up with Bank of Maharashtra

Future Generali India Insurance Company Limited (FGII), a joint venture between Future Group - the game changers in Retail Trade in India and Generali – a 186 years old global insurance group, has entered into a corporate agency tie-up for its products with Bank of Maharashtra, one of the leading Public Sector banks in India. With this association, the banks' customers will be able to avail motor, home, shopkeeper and rural insurance products at any of the 1,896 branches of the bank.



From Left to Right - R.K. Gupta, Executive Director, Bank of Maharashtra, Ravindra Prabhakar Marathe, MD & CEO, Bank of Maharashtra and Anurag Sinha, Senior VP — Bancassurance and Zonal Manager — West, Future Generali India Insurance exchanged the Corporate Agency Agreement on 25th January 2017.

PRESS RELEASE -FGII TIE-UP WITH BANK OF MAHARASHTRA

Business Standard February 02, 2016

मोटर दावे झटपट निकाली काढण्यासाठी ॲप लाँच

मुंबई : भारतातस्या स्टिल व्यापनाना करस्टणी देवान विमा दार्बाच्या तोडामासाठे ५० टक्के नमी वेळ लागेल, नवनवीन ग्रॉविक उपक्रम तकाव्यात आस्थानी तहत्वाचा उद्योगसम्ह अशी ओळख असणारा प्रमुकर युप आणि अशी आशा कंपनीला घटते. या आव-मांसची वैशिल्टो आरी आपचा नेहमीच प्रमाप असते. प्राणकोसाई टाणाचा अनुभव

जनवली या १८४ वर्ष जुन्या अशीन मोजदाद होणाऱ्या जागतिक विमा

देण्याची ॲपची श्रमता त्याचेळी तयसण्यात आली होती. आता पद्धतीनच्ये कार्यात. है और ग्रार्थ इन हाऊस मोटर दावे तपासनीसांकडून अत्यंत - या लीपमटल बोलनाना पनुषर जननली होंडचा इन्सुरमा कंपनी आपला प्राटकांन तथेया रूपनांना स्टिल, कर्माहिआल,

(प्रवातीआवअस) वा विमा कंपनीने आपल्या बोटर दावे केटलबेंट होणार ताबहरीब दाखांच्या संपूर्ण जीवनचळायांचे 'तंत्रहानामध्ये मातत्वाने बदल होत असत्याने त्याचा पानदा त्रपानीसंबादी आवर्तीय या ऑपच्या मीचची घोषणा केली. दाने मेटल होणार ५० टक्कपोट्न अधिक उल्लद पेटोत. करून घेण्याबाधा आवरी ऑक्स आवरी अधिकार आवरी पदन हाज्य त्यानीसांसाडी सह महिन्यांसाडी या अपने कारकान सेटलरेट ऑक्साइस तर गीनियन दिल्यार्ग अपन्या लीनम्छे बारकांसाडी विमा दाव्यांच्या सेटलरेट चाँचर साँच करण्यात आतं होते. संचारित विजयुक्त अनुभवः अहिकाइक देशार. ऑपलाईन आता ऑपलाईन अशा दोली. प्रक्रिया आपाडी सुचारेल आणि मोटर विजय केलायी समीकरण

वहस्थीयमें बापसने वाले. अब मॉसच्या मदतीने ७० टक्के कंपनी लिमिटेडचे एमडी आणि मोडिओ के. जी. कृष्णपूर्वी वैयस्तिक आणि प्रामील भागालना उत्पादनाच्या माध्यमानुन मोटर विभा दाव्यांचा निष्कर्ष लक्षणी कदात चेतुंल अणि मोटर अल्याले 'प्रातकोना अधिक चौथली सेवा देश नावी यामाजी एकालिक तोहते पुरवते.

अहेत. सब्देंचे अहेंहे ऑलोफेशन, आंधव सोप करावाच्या दृष्टीने उचललेले आप मीम हे पाउल जनवारा या १८६ वर कृत्या अवार्य **पर्यूपर जनराली इंडिया** इत्यूपी मानवारा अर्थि परित कार्या सुचना पिक्षण गाँव प्रात्यान आप पर्यूपर जनराली इंडिया करण्याची सोच, ओसीआरमुळे तोष्ट्रण प्रक्रियेमुळे या क्षेत्रल आसी नवा मापदेष्ठ निर्माण कर-प्रिटमेट्स आणि इनव्हेडिसेसमधून असा विश्वास आमहाला वाटतो,'प्युचा जनराली हरिया च्युचर जनराली डॉडमा इन्युरमा कंपनी लिमिटेड अपीआप अकडेमीड शब्द होगार. दाधाची मनुरी आणि इन्युरम कंपनी लिमिटेडचे सीओओ ईबरा नरावण महमाले. यदारायाच्या अवस्था प्रयत्यांना निश्चित दिशा प्राप्त होईल. ही

PRESS RELEASE - I-MOSS APP

Prahar April 05, 2016

The i-MoSS app was launched for motor claim surveyors of the company for faster settlement of claims.

The launch news was published in financial and mainline papers, magazines and regional newspapers.

मोटर विमा दाव्याच्या सर्वेक्षणासाठी 'पयुचर जनराली'चा डिजिटल प्रघात

व्यापार प्रतिनिधी, मुंबई

खासगी क्षेत्रातील सामान्य विमा कंपनी पयुचर जनराली इंडिया इन्शुरन्स कंपनी लिमिटेडने आपल्या मोटर दावे तपासणाऱ्या 'आय-माँस' ॲपचा वापर सुरू करीत असल्याची घोषणा केली. मोटर दावे तपासनीसांकडून वापरात येणाऱ्या या ॲपच्या मदतीने ७० टक्के मोटर विमा दाव्यांचा निष्कर्ष तत्क्षणी विनाविलंब काढता येईल.

ज्यायोगे दाव्यांचे निवारण ५० टक्के कमी वेळात आणि अचुकतेने होणे कंपनीला अपेक्षित आहे.

ग्राहकांना अधिक चांगली सेवा देता यावी यासाठी नवनवीन तांत्रिक उपक्रम राबवण्यात अग्रस्थानी राहण्याचा प्युचर जनरालीचा नेहमीच प्रयत्न असतो. हे ऑपच पडलेले पाऊल त्याचेच प्रत्यंतर आहे, असे कंपनीचे व्यवस्थापकीय संचालक व मुख्याधिकारी के जी कृष्णमूर्ती यांनी सांगितले.

दाव्याची सूचना मिळणे सोपे झाल्याने आणि जलद तोडगा प्रक्रियेमुळे या क्षेत्रात नवीन मापदंड स्थापला जाईल, असा विश्वास त्यांनी व्यक्त केला.

PRESS RELEASE - I-MOSS APP

Loksatta April 06, 2016

The i-MoSS app was launched for motor claim surveyors of the company for faster settlement of claims.

The launch news was published in financial and mainline papers, magazines and regional newspapers.

Future Generali ties up with 10 banks for rural insurance push

Future Generali India Insurance Company Limited on Wednesday announced tie-ups with 10 medium and small size banks in Kolhapur and Sangli districts in Mahararashtra with an aim to increase rural insurance penetration. Through these tie-ups, the company will majorly focus on its rural insurance and micro insurance portfolios which will be customised as per the requirements of the banks' customers.

PRESS RELEASE – FGII TIE-UPS WITH BANKS IN SANGLI AND KOLHAPUR

The Financial Express *April 21, 2016*

FGII entered into bancassurance tie-ups with medium and small size banks in Sangli and Kolhapur regions. The tie-up news was carried by top financials.

Future Generali eyes 30% growth in rural, micro insurance business this fiscal

Ties up with 10 banks in rural Maharashtra

PRESSTRUST OF INDIA

New Delhi, April 21

Future Generali is looking at 30 per cent growth in business from the rural and micro sector in the current fiscal. It has tied up with multiple banks at Kolhapur and Sangli regions in Maharashtra to focus on small- and mid-size businesses.

"Insurance penetration is a

real concern in India today and these tie-ups will ensure that people even in the remotest of places get adequate coverage and are made financially aware. These tie-ups are vital to provide financial access to rural households, thus ensuring better standards of living," said KG Krishnamoorthy Rao, MD and CEO, Future Generali India Insurance, in a statement on Thursday.

"We expect rural and micro insurance to grow by 30 per cent by end of 2016-17," Rao said.

The general insurer has tied



KG Krishnamoorthy Rao, MD and CEO, Future Generali India

up with 10 medium and small-size banks in Kolhapur and Sangli districts aimed at increasing rural insurance penetration.

"With these tie-ups, the

company aims to tap the opportunities available in the ever-growing SME industry and diversified loan portfolio of these banks," it said.

Customers will be able to buy policies to cover livestock, tractors, vehicles and health of self and family through these banks, the company said.

Future Generali India Insurance is a joint venture between Future Group, one of the biggest retailers of India, and Generali, a 184-year-old Europe based global insurance group.

PRESS RELEASE – FGII TIE-UPS WITH BANKS IN SANGLI AND KOLHAPUR

The Hindu Business Line *April 22, 2016*

FGII entered into bancassurance tie-ups with medium and small size banks in Sangli and Kolhapur regions. The tie-up news was carried by top financials.

ग्रामीण आणि मायक्रो इन्शुरन्स वाढविण्यावर भर

फ्युचर जनरली इंडिया इन्शुरन्सचा महाराष्ट्रातील विविध बँकांशी करार

पयुवर जनरली इंडिया इन्शुरन्स कंपनीने कोल्हापूर आणि संगली जिल्ह्यातल्या १० मध्यम आणि लघु आकाराच्या बँकांशी करार केले. प्रामीण भागामध्ये विमा योजनांचा अधिक विस्तार व्हावा हे यामागचे प्रमुख उदिष्ट आहे. या टाय अप्सच्या माध्यमातून कंपनी प्रामुख्याने ग्रामीण विमा आणि मायको हन्शुरन्स पोर्टफोलिओवर अधिक मर देणार आहे, पशुधन, ट्रॅक्टर्स, वाहनांसाठी विमा योजना आणि स्वतः तसेच कृटुंबासाठी आरोम्यविमा योजना खरेदी करता येणार आहे.

यारणा सहकारी बँक, सांगली जिल्हा मध्यवर्ती को-ऑपरेटिय्ह बँक, आजरा अर्बन को-ऑपरेटिय्ह बँक, कोल्हापूर जिल्हा मध्यवर्ती को-ऑपरेटिय्ह बँक, कल्लाप्पाअण्णा इवलकरंजी जनता सहकारी बँक, सांगली अर्बन को-ऑपरेटिय्ह बँक या बँकांशी कंपनीने करार केला आहे. त्यांच्या जोडीला कंपनी या भागातल्या आष्टा पीपल्स को-ऑपरेटिय्ह बँक, कुंपी कासारी को-ऑपरेटिय्ह बँक आणि यशवंत सहकारी को-ऑपरेटिय्ह बँक या बँकांश्रीही व्यवहार करते. या टाय-अप्सच्या माध्यमातून या बँकांच्या सातत्याने विकसित होत असणाऱ्या एसएमई इंडस्ट्री आणि बेगबेगळ्या लोन पोर्टफोलिओमघल्या सधी मिळवण्याचा कंपनीचा उद्देश आहे.

या नव्या घडामोडीबद्दल प्रयुचर जनरती इंडिया इन्शुरन्स कंपनी

पशुधन, वाहनांसाठी विमा; स्वतः व कुटुंबासाठी आरोग्यविमा

लिमिटेडचे एमडी आणि सीईओ के जी कृष्णमूर्ती राव म्हणाले, "यदाच्या केंद्रीय अर्थसंकल्पातून हे स्पष्टपणे निदर्शनास आले की. सरकाराचा रोख हा ग्रामीण आणि कृषिविषयक विकासाकडे आहे. आजघडीला विन्याचा विस्तार हा पारतातला एक चिंताजनक विषय आहे. या टाय-अप्सच्या माध्यमातून अगदी दुर्गम भागात राहणाऱ्या व्यक्तीला पुरेसे विमासंरक्षण निळेल आणि त्यांना आर्थिक भान ग्रेईल, याची काळजी घेतली जाईल. ग्रामीण भागातल्या घरांना आर्थिक उपलब्धता प्राप्त करून देण्यासाठी ही टाय-अप्स अत्यंत गरजेची आहेत, ज्यामुळे त्यांच जीवनमान अधिक उद्यावेल. २०१७ या आर्थिक वर्षाच्या अर्थेशेस ग्रामीण आणि मायको इन्शुरन्समध्ये ३० टक्क्यांनी याव होईल, अशी आमधी अपेका आहे."

बँकेश्युरन्स विभागाथे प्रमुख अनुराग सिन्हा म्हणाले, "समाजातल्या अधिक व्यापक विभागाला ग्रामीण तसेव मायको इन्शुरन्स पुरवण्यासाठी को-ऑपरेटिव्ह आणि ग्रामीण बँकांशी टाय-अप्स करण्यावर भर देत आहोत. अलीकडेच झालेल्या टाय-अप्सच्या माध्यमातून आम्ही महाराष्ट्र विभागातले आपले स्थान अधिक बळकट बनवले आहे. २०९७ या आर्थिक वर्षात आमचा बँकेश्युरन्स व्यवसाय ५० टक्क्यांनी वाढेल, अशी आमची अपेक्षा आहे."

PRESS RELEASE – FGII TIE-UPS WITH BANKS IN SANGLI AND KOLHAPUR

Amrutwel Money May 26, 2016

Besides coverage in Mumbai and Pune newspapers, the tie-up news was published in regional newspapers of Sangli and Kolhapur district.

प्युचर जनरालीचा बँकांशी करार

) कोल्हापूर टाइम्स टीम

भ्युचर जनराली इंडिया इन्शुरन्स कंपनी लिमिटेड या विमा कंपनीने कोल्हापूर व सांगली जिल्ह्यातील दहा मध्यम व लघु आकाराच्या बँकांशी करार केला आहे. यामधून ग्राहकांना पश्धन, ट्रॅक्टर्स, वाहनांसाठी विमा योजना आणि स्वतः व कुटुंबासाठी आरोग्य विमा योजना घेता येणार आहे.

वारणा सहकारी बँक, सांगली जिल्हा मध्यवर्ती सहकारी बँक, आजरा अर्बन को ऑप बँक, कोल्हापूर जिल्हा मध्यवर्ती सहकारी बँक, कल्लाप्पाण्णा इचलकरंजी जनता सहकारी बँक, सांगली अर्बन को ऑप बँक यांच्याशी करार केला आहे. त्या जोडीला आष्टा पीपल्स, कुंभी कासारी, यशवंत सहकारी बँकांशी व्यवहार करते.

कंपनीचे एमडी के. जी. कृष्णमूर्ती राव यांनी या टाय अप्सच्या माध्यमातून दुर्गम भागात पुरेसे विमा संरक्षण मिळेल, याची काळजी घेतली जाईल. ग्रामीण भागात घरांना आर्थिक उपलब्धता देण्यासाठी ही योजना गरजेची आहे, असे ते म्हणाले.

PRESS RELEASE – FGII TIE-UPS WITH BANKS IN SANGLI AND KOLHAPUR

Maharashtra Times *April 27, 2016*

Besides coverage in Mumbai and Pune newspapers, the tie-up news was published in regional newspapers of Sangli and Kolhapur district.

ग्रामीण विमा व्यवसायात ३० टक्के वाढीचे प्युचर जनरालीचे लक्ष्य

मुंबई: ग्रामीण भागामध्ये विमा योजनांच्या अधिक विस्तारासाठी प्युचर जनराली इंडिया इन्शुरन्स कंपनी लिमिटेड या खासगी विमा कंपनीने आज कोल्हापूर आणि सांगली जिल्ह्यातल्या १० मध्यम आणि लघू आकाराच्या बँकांशी करार केल्याची बुधवारी घोषणा केली.

या सामंजस्याच्या माध्यमातून या बँकांच्या ग्राहकांच्या गरजांनुरूप रचना करण्यात आलेली सूक्ष्म विमा उत्पादने वितरित केली जाणार आहेत. ज्यायोगे बँकेच्या ग्राहकांना पशुधन, ट्रॅक्टर्स, वाहनांसाठी विमायोजना आणि स्वतःसाठी तसेच कुटुंबासाठी आरोग्यविमा योजना खरेदी करता येतील.

या प्रकारच्या व्यवसाय सामंजस्यातन २०१७ या आर्थिक वर्षाच्या अखेरीस कंपनीच्या ग्रामीण आणि सूक्ष्म विमा व्यवसायामध्ये ३० टक्क्यांनी वाढ होईल, अशी अपेक्षा फ्यूचर जनराली इंडिया इन्श्ररन्स कंपनी लिमिटेडचे व्यवस्थापकीय संचालक आणि मुख्याधिकारी के. जी. कृष्णमूर्ती राव यांनी व्यक्त केली. या काळात कंपनीचा बँक ॲश्युरन्स व्यवसाय ५० टक्क्यांनी वाढणे अपेक्षित आहे. वारणा सहकारी बँक, सांगली जिल्हा मध्यवर्ती सहकारी बँक, आजरा अर्बन, कोल्हापुर जिल्हा मध्यवर्ती सहकारी बँक, कल्लप्पा अण्णा इचलकरंजी जनता सहकारी बँक, सांगली अर्बन या बँकांशी कंपनीने करार केला आहे.

PRESS RELEASE – FGII TIE-UPS WITH BANKS IN SANGLI AND KOLHAPUR

Loksatta April 27, 2016

Besides coverage in Mumbai and Pune newspapers, the tie-up news was published in regional newspapers of Sangli and Kolhapur district.

App for motor claims surveys

uture Generali India
Insurance has recently
launched i-MoSS
(instant-Mobile Survey and
settlement) app for its
motor claim surveyors.
With the advent of its
recent innovation, the



company expects to reduce the total time by 50 per cent which is required for motor insurance claim settlement.

The app is an extreme timesaver for both customers and surveyors with features like 'auto allocation' of survey, 'on the spot' uploading of documents and Optical Character Recognition (OCR) feature, enabling auto calculation from the estimated invoice given by the repair centre.

A case can be assigned to the surveyor over the app and this can be further used to contact the customer, viewing past and present policies, uploading damaged vehicle pictures and to transfer funds to customer's account after concluding the case. The application is further capable of working in offline mode and generating instant approvals to the repair centre. The company expects to settle 70 per cent of the claims on the spot with this app.

PRESS RELEASE - I-MOSS APP

Outlook Money June 02, 2016

The i-MoSS app was launched for motor claim surveyors of the company for faster settlement of claims.

The launch news was published in financial and mainline papers, magazines and regional newspapers.

Future Generali India Insurance extends its support to 'Muktashala'

Company Limited (FGII), a joint venture between Future Group - the game changers in Retail Trade in India and Generali a 184 years old global insurance group feapanies*, has extended its support to 'Muktashala'- a residential facility to restore the educational rights of 80 tribal children of migrant workers at Mahad in Raigad district of Maharashtra. The facility was inaugurated today in presence of the top management and employee volunteers from the company. This initiative, in association with Pride India, emphasizes the company's commitment towards uplifting the society through constructing and supporting sustainable solutions for the key issues related to Education, Health and Environment.

In Muktashala, the resident children are provided with nutritious food, qualified teachers, uniforms and educational materials, computers and medicinal support. Also to promote high-esteem among the children, they have been provided with sports materials and other resources supporting their extra-curricular and recreational activities.

K. G. Krishnamoorthy Rao, Managing Director and Chief Executive Officer of Future Generali India Insurance Company Limited commented on the launch, "With our well-planned intervention, we are dedicated towards building the right environment for the overall development of these children, thus ensuring that no child is deprived of his/her-fundamental right to

Future Generali India Insurance access quality education. We believe that education is the gateway to successful and stable life which will eventually bring prosperity to the country as well."

a 184 years old global insurance group featuring among the world's 50 largest companies*, has extended its support to 'Muktashala'- a residential facility to restore the educational rights of 80 tribal children of migrant workers at Mahad in Raigad district of Maharashtra. The facili-

Easwara Narayanan, Chief Operating Officer, Future Generali India Insurance Company Limited added, "In such societies/groups, it's the child who learns and educates elders on sanitation. Our initiative to organize this competition was to convey a message on the importance and benefits of sanitation. This will help the children know the ways and means of clean sanitation for a better living from an early age and eventually live in a cleaner society."

FGII believes that it is essential to empower the children to break the vicious circle of poverty and contribute constructively in nation building. With Muktashala, the company aims towards sustaining formal education in a seemingly impossible case of tribal migrants, serving as a great benefit for the children who would otherwise have dropped out of their schools due to migration. Through their active intervention, FGII expects a minimum 55% increase in access to quality education along with an estimated 80% increase in the learning levels of the children at the facility.

PRESS RELEASE

Shankhdun
December 02, 2016

FGII extends support to Mukhtshala - a residential facility to restore the educational rights of 80 tribal children of migrant workers at Mahad in Raigad district of Maharashtra.

The news on formal launch of this initiative was published in regionals and mainline publications.

पयूचर जेनराली ने शुरू की 'मुक्तशाला'

मुंबई, ए. भारत में रिटेल कारोबार में बड़े बदलाव लाने वाले फ्यूचर समूह पराने वैशविक बीमा समृह एफजीआईआई ने महाराष्ट्र के रायगढ़ जिले में महाद में प्रवासी मजदूरों के 80 आदिवासी बच्चों के शैक्षणिक अधिकार दिलाने के लिए एक आवासीय सुविधा'मुक्तशाला' को अपना समर्थन देने का निर्णय लिया है. प्राइड इंडिया के साथ शुरू किया गया यह प्रयास शिक्षा, स्वास्थ्य और पर्यावरण जैसे मुख्य विषयों के लिए स्थायी समाधानों को तैयार करने और उन्हें मदद देकर समाज को बेहतर बनाने की कंपनी की प्रतिबद्धता पर जोर देता है.

PRESS RELEASE

Navbharat December 03, 2016

FGII extends support to Mukhtshala - a residential facility to restore the educational rights of 80 tribal children of migrant workers at Mahad in Raigad district of Maharashtra.

The news on formal launch of this initiative was published in regionals and mainline publications.

'मुक्तशाळे'ला पाटिंबा

🛮 मुंबई : पयुचर जनराली इंडिया इन्श्युरन्स कंपनी लिमिटेड (एफजीआयआय) या विमा कंपनीने 'मुक्तशाळे'ला आपला पाठिंबा जाहीर केला आहे. 'मुक्तशाळा' ही एक निवासी शाळा असून याद्वारे महाराष्ट्रातल्या रायगड जिल्ह्यातल्या महाड इथल्या भटक्या जमातीमधल्या कष्टकऱ्यांच्या ८० मुलांचा शिक्षणाचा हक्क अबाधित राखणे हे या शाळेचे उद्दिष्ट्य आहे. या केंद्राचे उद्घाटन कंपनी व्यवस्थापनातले उच्चपदस्थ आणि कर्मचारी स्वयंसेवकांच्या उपस्थितीत करण्यात आले. शिक्षण, आरोग्य आणि पर्यावरण या क्षेत्रांशी निगडित महत्त्वाच्या प्रश्नांवर शाश्वत तोडगे काढून त्यायोगे समाजाच्या कल्याण करण्याप्रतिच्या आपल्या वचनाची पूर्तता करण्याची कंपनीची धडपड यातून दिस्न येते. 'प्राईड इंडिया' या संस्थेसोबत हा उपक्रम हाती घेतला आहे.

PRESS RELEASE

Punyanagari December 05, 2016

FGII extends support to Mukhtshala - a residential facility to restore the educational rights of 80 tribal children of migrant workers at Mahad in Raigad district of Maharashtra.

The news on formal launch of this initiative was published in regionals and mainline publications.

FGII enters into a tie-up with Bank of Maharashtra

Mumbai: Future Generali India Insurance Company (FGII) on Monday said it has entered into a corporate agency tie-up with Bank of Maharashtra.

"Bancassurance is one of the key avenues to distribute products. Our focus is to offer customised products, best customer service and sustain the trust of customers of Bank of Maharashtra," FGII Managing Director and CEO KG Krishnamoorthy Rao said in a re-

lease issued here. Currently bancassurance accounts for 5 per cent of Future Generalis total business. It has tieup with over 100 banks.

"Through this partnership, we aim to immensely benefit our customers by providing them an ease of access while choosing from a diverse range of nonlife insurance products, all under one roof," Bank of Maharashtra MD and CEO Ravindra Prabhakar Marathe said. PTI

PRESS RELEASE – FGII TIE-UP WITH BANK OF MAHARASHTRA

Sakal Times *January 31, 2017*

BOM- फ्यूचर जेनरली गठबंधन



पुणे. बैंक ऑफ महाराष्ट्र ने फ्यूचर जेनरली इंडिया इंश्योरेंस के साथ कॉपोरेट एजेंसी करार किया है. देश भर में बैंक ऑफ महाराष्ट्र की 1,896 शाखाओं में से किसी भी शाखा से ग्राहक फ्यूचर जेनरली के गैर-जीवन बीमा उत्पाद, मेडिक्लेम व स्वास्थ्य बीमा पॉलिसियां ले सकते हैं. करार की घोषणा करते हुए बैंक ऑफ महाराष्ट्र के प्रबंध निदेशक व सीईओ रवींद्र मराठे और फ्यूचर जेनरली के प्रबंध निदेशक व सीईओ आर. के. गुप्ता.

PRESS RELEASE – FGII TIE-UP WITH BANK OF MAHARASHTRA

Navbharat

January 31, 2017



उपस्थित होते.

PRESS RELEASE – FGII TIE-UP WITH BANK OF MAHARASHTRA

Loksatta

January 31, 2017

UCO Bank, Future Generali tie up

Kolkata, March 15

Private insurer Future Generali India Insurance Company (FGII) has entered into a corporate agency tie-up for its products with public lender UCO Bank. The PSU lender will provide a window at its bank branches for marketing FGII's offerings. Apart from UCO, the company has tie-ups with over 100 banks across the country. At present, the bancassurance model accounts for 5 per cent of the insurer's total business. The company aims to achieve a growth of 80 per cent by FY18. OUR BUREAU

PRESS RELEASE

The Hindu Business Line *March 15, 2017*

FGII Tie-up with UCO Bank

ইউকো ব্যাঙ্কে বিমার সুবিধা আজকালের প্রতিবেদন

ইউকো ব্যান্ধের সঙ্গে চুক্তি করল ফিউচার জেনারেলি ইন্ডিয়া ইনশিওরেল কোম্পানি। এবার থেকে ইউকো ব্যান্ধের শাখা থেকেই ফিউচার জেনারেলির স্বাস্থ্য, বাড়ি, গাড়ি, সফর–সহ বিভিন্ন বিমার ফর্ম পাবেন গ্রাহকরা। গ্রাহকদের কাছে তুলে ধরা হবে কোন বিমায়, কী কী সুবিধা পাবেন গ্রাহকরা। সারা দেশের ইউকো ব্যান্ধের ৩০৫০ শাখা থেকেই এই বিমা সংগ্রহ করতে পারবেন গ্রাহকরা।

PRESS RELEASE

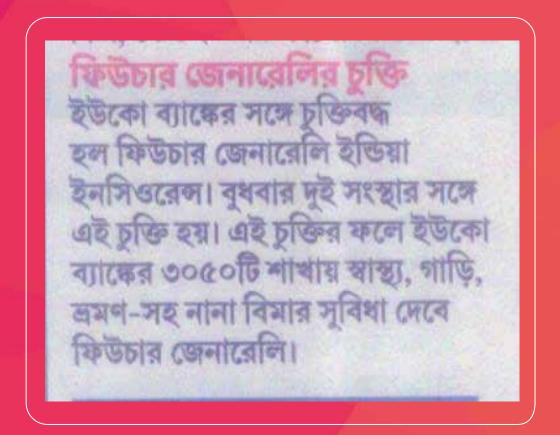
Aajkal March 16, 2017



PRESS RELEASE

Ekdin *March 16, 2017*

FGII Tie-up with UCO Bank



PRESS RELEASE

Ebela *March 16, 2017*

FGII Tie-up with UCO Bank



PRESS RELEASE

Ei Samay March 16, 2017

FGII Tie-up with UCO Bank

यूको का इंश्योरेंस कंपनियों से समझौता

जागरण संवादवाता, क्रांलकाता : गु को बैंक ने ऑरपोरेट एजेंसी के तहत दो जनरल इंग्योरेस कंपनियों के साथ समग्रीता किया है। गत दिनों युको बैंक ने बैंकासुरेंस बिजनेंस मोडल के तहत पयुचर जेनेरली इंडिया इंग्योरेंस कंपनी लिमिटेड व लिबटी वीडियोकॉन जनरल इंग्योरेंस कंपनी लिमिटेड के साथ समझौता किया। इन दोनों समझौते के दस्तावेजों पर युको बैंक के मुख्यालय में हस्ताक्षर किए गए। इस समझौते के तहत बैंक इन दोनों जनरल इंग्योरेंस कंपनियों के जनरल इंग्योरेंस उत्पादों का वितरण करेगा। इस मौके पर युको बैंक के प्रबंध निदेशक व सीईओ आरंक उक्कर, प्रयूचर जेनेरली इंडिया इंग्योरेंस के प्रबंध निदेशक व सीईओ केजी कृष्णामृति और लिबटी वीडियोकॉन जनरल इंग्योरेंस के सीईओ व प्रणंकालक निदेशक ख्यम अस्थाना उपस्थित थे।



PRESS RELEASE

Dainik Jagaran *March 17, 2017*

FGII Tie-up with UCO Bank

ইউকো ব্যাংক চুক্তি করল দুই বিমা কোম্পানির সঙ্গে

নিজম্ব প্রতিনিধি, কলকাতা: ইউকো ব্যাংক দু'টি জেনারেল ইনসিওরেল কোম্পানির সঙ্গে চুক্তি করল। গোটা দেশে বিমার পণ্য যাতে আরও সহজে বিভিন্ন শাখায় পাওয়া যায়, সেই লক্ষ্যেই এই চুক্তি স্বাক্ষরিত হয়েছে। এক প্রেস বিজ্ঞপ্তিতে বলা হয়েছে, এর ফলে গ্রাহকরা নিজেদের সুবিধা মতো প্রিমিয়াম দিয়ে বিমার পলিসি পছন্দ করতে পারবেন। মেসার্স ফিউচার জেনারেলি ইভিয়া ইনসিওরেল কোম্পানি লিমিটেড ও মেসার্স লিবার্টি ভিডিওকন জেনারেলি ইনসিওরেল কোম্পানির সঙ্গে এই চুক্তি হয়েছে। বুধবার ইউকো ব্যাংকের কলকাতা সদর দপ্তরে চুক্তি স্বাক্ষরের এক অনুষ্ঠানে উপস্থিত ছিলেন ইউকো ব্যাংকের ম্যানেজিং ডিরেক্টর এবং চিফ এগজিকিউটিভ অফিসার আর কে টকর, ফিউচার জেনারেলি ইভিয়া ইনসিওরেল কোম্পানির ম্যানেজিং ডিরেক্টর এবং চিফ এগজিকিউটিভ অফিসার কে জি কৃষ্ণমুর্তি রাও এবং লিবার্টি ভিডিওকন জেনারেলি ইনসিওরেল কোম্পানির চিফ এগজিকিউটিভ অফিসার এবং হোলটাইম ডিরেক্টর রূপম আস্থানা।

PRESS RELEASE

Bartaman March 17, 2017

FGII Tie-up with UCO Bank



Future Generali ties up with UCO Bank

Future Generali India Insurance
Company, a joint venture between
Future Group and Generali, has
entered into a corporate agency
tie-up for its products with UCO
Bank, one of the governmentowned commercial banks in India.
K G Krishnamoorthy Rao, MD and
CEO of Future Generali India
Insurance Company, exchanged
the corporate agency agreement
with Ravi Krishan Takkar, MD &
CEO, UCO Bank on March 15, 2017.

PRESS RELEASE

The New Indian Express *March 20, 2017*

FGII Tie-up with UCO Bank





Money Money Show – CNBC TV 18 *April 06, 2016*

Raghavendra Rao as an expert in general insurance sector was featured on this personal finance show anchored by Surabhi Upadhaya. He spoke about insurance policies available for things beyond the realm of health. The interview covered home insurance, travel insurance, debit/credit card insurance etc.



Money Money Show – CNBC TV 18 *April 30, 2016*

Mr. Rao as an expert in general insurance sector along with an industry expert from life insurance sector was featured on this personal finance show anchored by Surabhi Upadhaya.



Zee Business – The Appointment show *July 02, 2016*

Mr. Rao was interviewed on company prospects, company overview and future plans, strategies that the company follows to meet up organisational goals and sector updates.



Zee Business July 05, 2016

Zee Business had telecast a brief segment on how insurance companies are offering/promoting add-on cover to protect cars from the damage caused during monsoon.

Mr. Rao cited that in the standard policy, engine breakdown is not include, which could be a useful add-on cover.

