



In This Issue:

I. What's Happening at NIA

1. Live Webinar on Delay in Start-up/ Advance Loss of Profit

II. Upcoming Events / Webinars / Important Programmes at NIA

1. 16th Insurance Summit 2020
2. Online Advanced Programme on Fire Insurance
3. Webinar on Marine DSU Insurance
4. Online Programme on Compliance for Brokers

III. Industry Flash Figures

IV. Topical Article

V. Insurance News

I. WHAT'S HAPPENING AT NIA

1. Live Webinar on Delay in Start-up/Advance Loss of Profit

NOT IF, BUT HOW **Munich RE**

Live webinar
**Delay in Start-up/
Advance loss of profit**
Monday 9 Nov 2020
2.30 p.m.-4.30 p.m. (GMT +5.30)

Agenda In this webinar, we will discuss:
• DSU Cover
• Physical Damage and LoP Basics
• The Policy
• Underwriting
• Loss Mitigation

Speakers  Stephan Lammle
Munich Re
sl.lammle@munichre.com

National Insurance Academy organized a Live webinar in collaboration with Munich Re on the theme “Delay in Start-up/Advance Loss of Profit” on Monday, 09th November 2020. The eminent speaker for the webinar was Mr. Stephan Lammle. The agenda for the webinar was to understand the DSU cover, physical damage and LoP basics, the policy, underwriting, and loss mitigation.

II. UPCOMING EVENTS / IMPORTANT PROGRAMMES AT NIA

1. 16th Insurance Summit 2020- “Changing Dimensions of Insurance Risks- Strategies to Combat Emerging Challenges”



With the globalisation and advancement in communication technology, the dynamics of insurable risks and exposures are undergoing a significant change. The Environment, Interdependence, Pandemics, New Technology and Cyber and a host of other emergent exposures require attention of today's corporate leaders.

Developing solutions to manage risks has been the forte of insurers. Insurance players need to adapt to this frenzied pace of dynamic change in existing risks and absorb new risks (that changes bring in) with new age solutions to stay competitive. A deep understanding of the implications of these changing dimensions on the insurance industry is the need of the hour.

Hence National Insurance Academy is organizing this Summit to initiate discussions on the different facets of changing risk dynamics, emerging challenges and the exciting opportunities that beckon on 07th December, 2020 from 09:30 am to 01:45 pm.

Visit <https://niapune.org.in/insurance-summit-2020> for more details.

Click here for free registration

<https://forms.office.com/Pages/ResponsePage.aspx?id=epjdZ6ycp0OwU08wvD8IyOW7a9v9fcpJlcXMmei2PBNUQ0hDRFVSRkgwOUM5VjRFRFJCWIFBWDZaTy4u>

2. Online Advanced Programme on Fire Insurance



Standard Fire & Special Perils Policy (SFSP) cover is widely available and many corporate entities, SMEs, shops and individuals have SFSP policies in force. However, this policy with add on covers is a complex policy to understand and added to that complexity of large risk policies with international wordings and add on covers have thrown lot of interpretations in the minds of insurers, brokers and customers. National Insurance Academy has decided to decode the fire

policy through half a day online programme scheduled to be held on 05th December 2020 from 10:00 am to 01:00 pm. Visit <https://niapune.org.in/online-programmes/online-advanced-programme-on-fire-insurance-december-05-2020> for more details.

3. Webinar on Marine DSU Insurance

Marine Delay in Start-Up (DSU) insurance has been one of the growth areas in marine insurance off-late due to increased demand for protection. However, underwriting Marine DSU requires an exceptionally diverse range of skills.

Therefore, National Insurance Academy and IUMI are pleased to organise a webinar on the subject 'Marine DSU Insurance' on 15th December 2020 from 02:00 pm to 03:30 pm. Visit <https://niapune.org.in/> for more details.

4. Online Programme on Compliance for Brokers



COMPLIANCE

CHALLENGES

ROLE

GUIDELINES

REGULATION

An on-line programme
by
NATIONAL
INSURANCE
ACADEMY

**COMPLIANCE
FOR BROKERS**

Saturday 19th December, 2020

Brokers play a very vital role in increasing insurance penetration. However, the broking industry is strictly regulated by the regulator IRDAI. Hence it is important for the Broking entities to understand the regulations and compliance requirements and follow them to showcase themselves as a model for others and establish a positive brand image in the market. National

Insurance Academy is therefore organizing an online programme on Compliance on Brokers on 19th December 2020 from 09:45 am to 01:30 pm to demystify the regulatory and compliance requirements and assist the employees of broking companies to strictly adhere to them. Visit <https://niapune.org.in/online-programmes/online-program-compliance-for-brokers-december-19-2020> for more details.

III. INSURANCE INDUSTRY FLASH FIGURES FOR OCTOBER 2020

Click on:

1. [Life Insurance](#) (Source: LI Council)
2. [Non-Life Insurance](#) (Source: GI Council)

IV. TOPICAL ARTICLE

1. Individual Agents: Still Running the Life Insurance Show

Individual Agents contribute towards major portion of the Life Insurance business. Even the present Corona period is no exception. As per the Table: 1, individual agents are contributing 61.30% of the First-year premium and 69.75 % of the policies/schemes in the Individual business as on 30th June, 2020.

Not only this, but Agency channel is also attracting a lot of new talent to join this Sun rise industry.

As per Table: 2, Individual Agency channel has created an opportunity for 2,77,670 people to join the Life Insurance industry from the period 01.04.2020 to 31.10.2020. In the time, when everyone is talking about the recession and job cuts, this channel is creating job and attracting new people to join the industry.

Table: 1

Channel wise New BUSINESS ACQUISITION (Individual Business) As on 30.06.2020						
Channels	Premium In (Crores)			Policies/Schemes		
	Premium	Share	Growth	Policies/ Schemes	Share	Growth
Individual agents	9578.52	61.30%	-13.20%	2162656	69.75%	-40.91%
Corporate Agents- Banks	3886.10	24.87%	-20.23%	502485	16.21%	-20.34%
Corporate Agents - Others	195.37	1.25%	-25.81%	72815	2.35%	-10.46%
Brokers	234.41	1.50%	-36.06%	37932	1.22%	-44.96%
Micro Agents	21.88	0.14%	406.48%	50461	1.63%	-46.59%
CSC	0.64	0.00%	33.33%	3042	0.10%	-55.39%
Direct Business	1544.74	9.89%	-7.91%	218176	7.04%	-34.06%
POS	14.96	0.10%	2479.31%	5573	0.18%	2421.72%
IMF	13.03	0.08%	171.46%	832	0.03%	81.66%
online	36.00	0.23%	-51.29%	8182	0.26%	-44.71%
Web Aggregators	99.28	0.64%	192.26%	37646	1.21%	121.60%
Total (A)	15624.93	99.99%	-14.77%	3099800	99.97%	-36.81%
Referral (B)	1.89	0.01%	-48.64%	890	0.03%	-55.98%
Grand Total (A+B)	15626.82	100.00%	-14.78%	3100690	100.00%	-36.82%

Table: 2

No. of Agents as of 01-Apr-2020	2278465	No. of Agents as of 01-Apr-2019	2194747
ADDITION Upto Oct-2020	277670	ADDITION Upto Oct-2019	359016
DELETION Upto Oct-2020	196582	DELETION Upto Oct-2019	323657
Net No. of Agents as on 31-Oct-2020	2359553	Net No. of Agents as on 31-Oct-2019	2230106

Insurance regulator, IRDAI is playing a proactive role in assessing the challenges faced by the intermediaries and has come out with steps to resolve those during this demanding time where the physical contacts are to be maintained at the minimal.

Life Insurers are allowed to obtain the customer's consent through electronic means i.e., without requiring wet signature on the proposal form for the business solicited by individual Insurance Agents and Insurance Intermediaries under all products, till 31st March, 2021.

For guiding a proposer to take an informed decision, Benefit illustration (wherever applicable) along with the completed proposal form (the Sum Assured, premium amount payable, policy term and the premium payment term etc.) shall be sent to the proposer on his/her registered email id or mobile number in the form of an email or a message with a link, while seeking the proposer's consent for the same. The proposer may give his/her consent by affixing digital signature or by clicking the confirmation link or by validating the OTP shared.

The Insurance Agents shall not solicit non-single premium unit-linked insurance policies for annualized premium exceeding Rs. 50,000 or single premium unit-linked insurance policies exceeding Rs. 1,00,000. A free look cancellation period of 30 days will be applicable for the policies solicited through these provisions.

For the better implementation of this provision and to safe guard the interests of the policyholders, the insurers have to verify at least 3% of sales to ascertain compliance with these provisions and the records of verification calls shall be preserved for a period of not less than 3 years. The Insurer shall also maintain verifiable, legally valid evidence of the proposer's consent in an unalterable and easily retrievable form for a period of six months beyond the term of the policy or until satisfactory settlement of claim, whichever is later.

The Insurers shall provide appropriate training to all persons involved in the sales/solicitation process and monitor the grievances received pertaining to the sales and promptly undertake corrective actions.

These measures will definitely help the industry to grow at a decent pace and serve its customers better.

(Source: LI Council and Public Disclosure of life insurance companies)

(By Mr. Sandeep Pandey, Research Associate, NIA)

V. INSURANCE NEWS

E-Insurance policy: Benefits of holding an e-insurance policy

E-insurance or electronic insurance is an online account that works more or less like a Demat account. With an e-insurance account, you will be able to keep all your insurance policy documents in an electronic format, safely for the future.

All transactions and documents of any of your policies and related information will be stored in just that one place and you will have information regarding your policy commencement dates, maturity status, nominations, address, terms, and conditions in your e-insurance account. Having said that, any time you need anything, you could just download a copy of the same easily.

To read the whole article click on: <https://www.financialexpress.com/money/e-insurance-policy-benefits-of-holding-an-e-insurance-policy/2137774/>

Embedded Value: What LIC's proposed IPO means for investors

The initial public offering (IPO) of LIC is going to be a major event in the history and growth of the Indian securities market. LIC is not only an institution of systemic value to the nation but one of the largest investors in the stock market.

Stocks are valued on the basis of the net worth of a company, its potentiality for growth and generating profit. They depend on the sustainability of the business, ability to ride on the technology wave and the competence of the management to take on disruptions in its stride and continue to generate profit for shareholders.

To read the whole article click on: <https://www.financialexpress.com/money/insurance/embedded-value-what-lics-proposed-ipo-means-for-investors/2137337/>

Changing trends and future of health insurance in India

The buzzwords in corporate boardrooms, these days, are "big data" and "data analytics." And the insurance sector is no exception! The way insurance is being underwritten in today's world

is fast changing. And feeding this massive data revolution is your and my digital footprint. Whether it is ordering food online through mobile apps or paying for it through mobile wallets, or even hailing a taxi online, we are leaving behind a valuable trail of information every minute of our lives.

And it is this data that is being mined and analyzed by various organizations and institutions to eliminate risk, improve their efficiency, make their services more cutting-edge, and offer better products to us. While insurance companies once relied on historical data for actuarial calculations and risk management, they now draw upon data sources that are updated by the second.

To read the whole article click on: <https://www.financialexpress.com/money/changing-trends-and-future-of-health-insurance-in-india/2137023/>

West Bengal govt health scheme expanded to include all
Months ahead of the 2021 state polls, West Bengal chief minister Mamata Banerjee expanded the state-run 'Swasthya Sathi' health scheme to cover the entire population of the state. The decision will be applicable from December 1, 2020, Banerjee announced.

To read the whole article click on: <https://www.livemint.com/news/india/west-bengal-govt-health-scheme-expanded-to-include-all-11606411660862.html>

LTC Scheme: Insurance premium between these dates eligible for reimbursement

Insurance premium paid for policies that have been purchased between October 12, 2020, and March 31, 2021, by central government employees will be eligible for reimbursement under the LTC cash voucher scheme.

To read the whole article click on: <https://www.timesnownews.com/business-economy/personal-finance/planning-investing/article/ltc-scheme-insurance-premium-between-these-dates-eligible-for-reimbursement-check-details/688340#:~:text=New%20Delhi%3A%20Insurance%20premium%20paid,the%20LTC%20cash%20voucher%20scheme.>

All about income tax deduction under Sec 80D, 80DD, 80DDB for medical expenses

Income Tax Act appreciates people for buying health insurance by allowing deduction on payment of premiums towards their insurance policies. Section 80D of the IT Act provides a deduction to the extent of ₹25,000 in respect of the premium paid towards an insurance on the health of self, spouse and dependent children. The section further allows a deduction for upto ₹25,000 for premium paid towards a health insurance policy of parents of the assessee. It does not matter whether parents are dependent or not.

To read the whole article click on: <https://www.livemint.com/insurance/news/income-tax-deduction-for-payment-of-health-insurance-premium-u-s-80d-explained-11606368338292.html>

IRDAI releases norms on info for inspection of insurers

The insurance regulator has come out with new norms for insurers on minimum information they have to provide for inspection and investigation by the Authority.

To read the whole article click on: <https://www.thehindubusinessline.com/money-and-banking/irdai-releases-norms-on-info-for-inspection-of-insurers/article33186639.ece>

Insurers to soon offer medical cover for vector-borne diseases

Health and general insurers will soon be allowed to offer specific insurance cover to the public for medical treatment of vector-borne diseases like dengue, malaria and chikungunya.

In this regard, the IRDAI has issued an exposure draft on a proposed Standard Vector Borne Disease Health Policy under which general and health insurers will be encouraged to offer such policies for a term of one year, reported Press Trust of India.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-NewsLetter-Article/id/74778/type/eDaily/India-Insurers-to-soon-offer-medical-cover-for-vector-borne-diseases#>

Cambodia: Pandemic affects microinsurance market

Amid the COVID-19 pandemic, the microinsurance market in Cambodia saw a significant 21.7% decline in premiums in 3Q2020. In comparison, the overall insurance market saw an 8.2% increase in premiums compared to the same period in 2019.

According to the Phnom Penh Post citing a local insurance market update published by the Insurance Association of Cambodia (IAC), the microinsurance market is seen to be severely affected by the COVID-19 crisis.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article/id/74793/Type/eDaily/Cambodia-Pandemic-affects-microinsurance-market#:~:text=Amid%20the%20COVID%2D19%20pandemic,the%20same%20period%20in%202019.>

LIC's equity portfolio value may be at an all-time high of \$86 billion

The value of equity holdings of Life Insurance Corporation (LIC) has climbed to record levels. At the end of the September quarter, the insurance behemoth's holding in companies from the top 200 universe stood at \$77 billion.

Since then, the market has climbed another 12 per cent. Assuming that the value of LIC's holding has risen in line with the markets, its portfolio size today could be around \$86 billion, higher than the previous record of \$84 billion in March 2018.

To read the whole article click on: https://www.business-standard.com/article/companies/lic-equity-portfolio-value-may-be-at-an-all-time-high-of-86-billion-120112501095_1.html#:~:text=%C2%ABBack-,LIC's%20equity%20portfolio%20value%20may%20be%20at%20an,time%20high%20of%20%2486%20billion&text=The%20value%20of%20equity%20holdings,universe%20stood%20at%20%2477%20billion.

How to get unclaimed insurance payouts

As unclaimed amounts lying with insurers have risen substantially, the regulator has updated the norms on monitoring, reporting and certification of such amounts. All insurance companies will transfer the unclaimed money of policyholders for over 10 years to the Senior Citizens' Welfare Fund (SCWF). Insurers will transfer the money to SCWF on or before March 1 every year.

The policyholders or their beneficiaries will be eligible to claim the dues under their policies up to 25 years from the date of transfer of the money to SCWF. If no claim is made up to a period of 25 years after the transfer to SCWF, the amounts will escheat, i.e., revert to the central government.

To read the whole article click on:

<https://www.financialexpress.com/money/insurance/insurance-know-how-to-get-unclaimed-insurance-payouts/2135693/>

[HDFC Life & HDFC Ergo launch Click 2 Protect Corona Kavach – a single policy with term & COVID-19 health cover](#)

HDFC Life and HDFC Ergo have joined hands to launch a combi product 'Click 2 Protect Corona Kavach' to provide a complete financial protection package in the current pandemic environment, with HDFC Life's Click 2 Protect 3D Plus (C2P3D Plus) and HDFC Ergo's Corona Kavach.

HDFC Life's C2P3D Plus is one of the most flexible and customizable term plans in the market. HDFC Ergo's Corona Kavach is an indemnity health policy that was launched earlier this year to offer cover against medical expenses incurred due to hospitalization of individuals seeking treatment for COVID-19, on a positive diagnosis for the virus, in a government authorized diagnostic centre.

To read the whole article click on: <https://www.financialexpress.com/money/insurance/hdfc-life-hdfc-ergo-launch-click-2-protect-corona-kavach-a-single-policy-with-term-covid-19-health-cover/2135467/>

DCB Bank launches Health Plus Fixed Deposit with free medical services, healthcare benefits

DCB Bank has announced a multi-benefit fixed deposit product – DCB Health Plus FD – that offers attractive returns (6.90% interest per annum) on a 700-day fixed deposit along with free medical services and healthcare benefits.

The ‘Health Plus’ services offered in a graded scale and matched with the Fixed Deposit amount are provided by ICICI Lombard General Insurance Company.

To read the whole article click on: <https://www.financialexpress.com/money/dcb-bank-launches-health-plus-fixed-deposit-with-free-medical-services-healthcare-benefits/2135301/>

Jewellery Insurance: Muthoot Finance and Bajaj Allianz General Insurance launch Muthoot Gold Shield

Muthoot Finance, India’s largest gold loan NBFC, has tied up with Bajaj Allianz General Insurance, India’s leading private general insurer, to provide insurance on gold jewellery as part of their new initiative – “Muthoot Gold Shield”, which is backed and powered by Group Affinity All Risk policy of Bajaj Allianz General Insurance.

Muthoot Gold Shield is the Gold Jewellery Insurance Scheme launched by Muthoot Finance for its customers in partnership with Bajaj Allianz General Insurance. The policy provides insurance coverage of gold jewellery for individuals. This is designed to provide insurance coverage of gold jewellery articles for customers of the company at the time of closure of the gold loan and release of gold ornaments. It will provide insurance coverage to the customers of Muthoot Finance as a loyalty product.

To read the whole article click on:

<https://www.financialexpress.com/money/insurance/jewellery-insurance-muthoot-finance-and-bajaj-allianz-general-insurance-launch-muthoot-gold-shield-check-features/2135246/>

Renewal health premiums rise, yet buying early makes sense

Thanks to the covid-19 pandemic, health insurance has finally started seeing the transition from being a good-to-have product to a must-have product in 2020. This led to a rise in demand for health insurance this year. However, the change in the perception of people is accompanied by a rise in premiums.

A recent survey done by Policybazaar.com, an online marketplace for insurance, showed that around 66% of policyholders saw their premiums rise by up to 30% compared with last year.

To read the whole article click on: <https://www.livemint.com/money/personal-finance/renewal-health-premiums-rise-yet-buying-early-makes-sense-11606236874546.html>

India clears insurance complaint backlog in record time as cases go online

Going digital in the pandemic period has helped the offices of insurance ombudsman in India clear up pending cases of complaints by insurance consumers. In the current financial year 2020-21, the rate of clearance has been 150% as complainants have been allowed to send documents and attend hearings electronically and through WhatsApp video calls with the complainant.

To read the whole article click on: <https://www.asiainsurancereview.com/News/View-Newsletter-Article/id/74713/Type/eDaily/India-clears-insurance-complaint-backlog-in-record-time-as-cases-go-online>

Should you renew your covid insurance? Life insurance advise for New Year

The New Year is the perfect time to create a secure financial plan and make some sensible decisions that will impact one's long-term physical, emotional and financial well-being. While there have been recent medical advancements towards effective covid 19 vaccines, there is still uncertainty of a successful roll out on a national scale. This requires people to be equally prepared in the unforeseen future.

To read the whole article click on: <https://www.livemint.com/insurance/news/should-you-renew-your-covid-insurance-life-insurance-advise-for-new-year-11606019850563.html>

Cyber insurance is a small price for protection

Cyberattacks have increased manifold, according to India's national cybersecurity coordinator, Lieutenant General Rajesh Pant. Every day around 400,000 malwares are found and 375 cyberattacks witnessed. As cyberattacks rise and insurers see a surge in claims, premiums on cyber insurance covers have risen nearly 20 per cent for corporates in recent times. Experts say the situation has turned alarming and one needs to pay greater attention to cybersecurity.

To read the whole article click on: <https://www.rediff.com/getahead/report/cyber-insurance-is-a-small-price-for-protection/20201201.htm>

Insurance policy for gas cylinder blast – Check coverage, process to file claim, other details

There always exists a risk of gas cylinder blast in one's premises. Any such unfortunate event may lead to injuries or even death besides damage to the household property. But, not many could be aware of the fact there exists insurance against injuries, death and property damage arising out of gas cylinder blast. There is an LPG gas insurance policy of the nature of group insurance cover taken by the Oil Marketing Companies (OMCs) and even by the dealers.

To read the whole article click on:

<https://www.financialexpress.com/money/insurance/insurance-policy-for-gas-cylinder-blast-check-coverage-process-to-file-claim-other-details/2132939/>



Please share your feedback at <http://niapune.org.in/in-feedback>