



General Insurance Council

Industry Association of General Insurance Companies

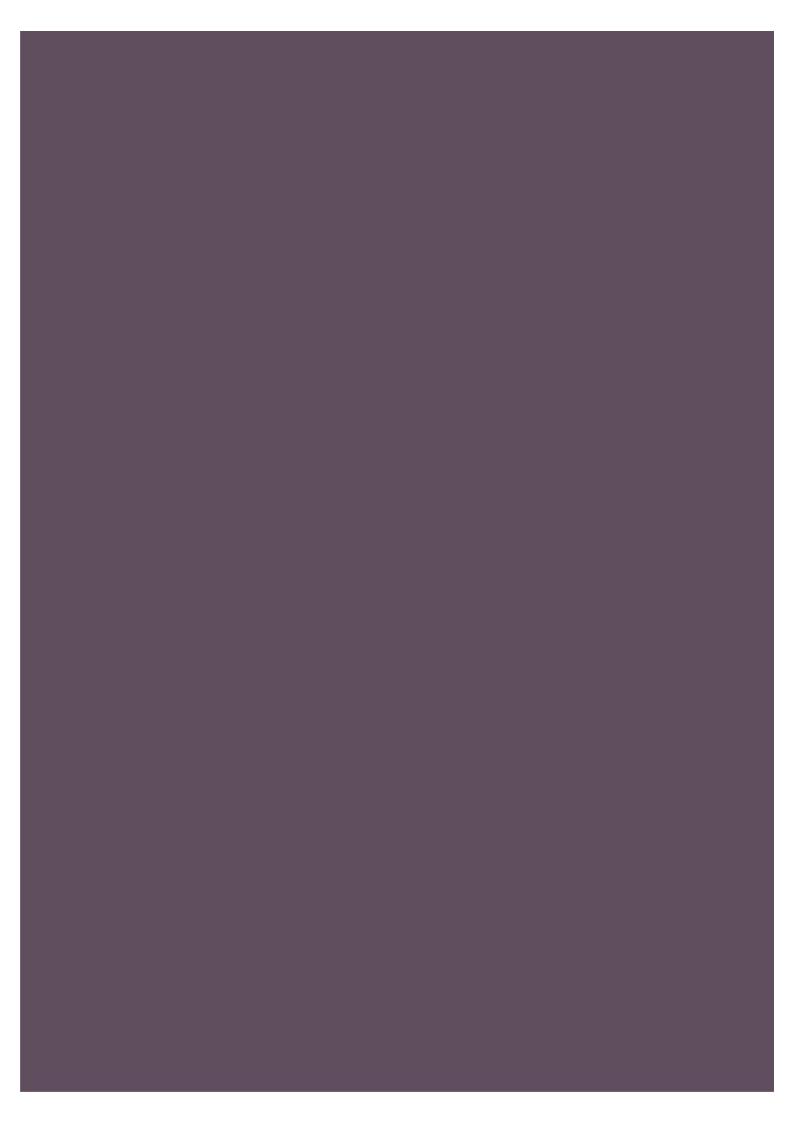


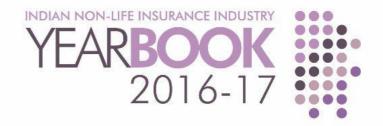




General Insurance Council

Industry Association of General Insurance Companies





THE YEARBOOK TEAM

EDITORIAL, RESEARCH AND SUPPORT

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Caveats





Message from the Chairman, IRDAI

I am plyen to understand that the Year Book presents, in detail, the economic scenario in the country, industry data pertaining to general and health insurance segments and comparative figures for the previous 10 years. I hope that the Year Book 2016-17 would be found useful by all stakeholders concerned.

The Insurance Regulatory and Development Authority of India has, in line with the mandate given by Parliament, put in a place a regulatory architecture to enable insurance industry in India to function in a healthy and competitive environment with policyholders' interest at the core. During past couple of years, many new initiatives have been undertaken, whether it be promoting technology and internet-enabled services or sale of simple insurance products through Point of Sale Persons or CSCs/E-Seva. One of the recent regulatory interventions brought all automotive dealers who are acting as Motor Insurance Service Providers into the regulatory ambit thereby streamlining their services. Telematics is another area which has potential to revolutionise pricing in general insurance, especially motor insurance. Recognising this, IRDAI has issued an exposure draft on the matter and consultations are underway. Health insurance, especially group health insurance, is a matter of concern with growing claim costs. IRDAI, on its part, would strive to work with all concerned stakeholders towards standardizing the cost of various health care procedures so as to ring down overall claim costs as well as charge adequate premiums.

The penetration in the general insurance sector, when compared with corresponding increase in construction, real estate, businesses and other commercial activities, is very low in many segments like fire, household insurance, burglary insurance etc. General Insurance Council has a key role to play in complementing the efforts being made by the Regulator in creating awareness and spreading the need for insurance among masses. I hope, the Council will rise to the occasion and build a result-oriented sustainable program towards this end.

I convey my best wishes to General Insurance Council on publishing the Year Book 2016-17 and I am sure the Council will rise to take up the new challenges facing the general insurance sector.

6th November 2017 Hyderabad T.S. Vijayan Chairman, IRDAI





Message from the Chairman, General Insurance Council

As part of GI Council's core objectives of aiding and assisting its member non-life insurance companies and to adopt best practices, the GI Council is bringing out the 5th edition of its Year Book. I am sure this Year Book would serve as an immediate source of authentic non-life insurance business statistics to all who are connected with or interested in this segment.

During the year, GI Council has made significant progress in its three main projects:

- The Council's flagship programme, Electronic Transaction, and Settlement System (ETASS) platform for Coinsurance transactions between member companies is LIVE and all Coinsurance transactions are now available in this Repository. I am hopeful that this system would soon be adopted as THE SETTLEMENT SYSTEM amongst non-life insurers.
- 2. Steps taken to create a shared database of proven fraudulent cases through the Fraud Risk Mitigation Portal (FRMP) has provided significant information for initiating coordinated action by the non-life industry against fraudsters.
- Standardization of wordings in respect of the most popular Standard Fire and Special Perils (SFSP) and Machinery Break
 Down (MBD) policies for Commercial policyholders is under way and the suggested wordings would be available for
 member insurers very soon. Similar standardized wordings for other popular commercial products are 'Work in Progress'
 and expected to become available by March 2018.

As the major insurance players (both Government and private sector) have begun public listing of their companies, higher degree of transparency in disclosures of business performance is inevitable. The policyholders as well as investing public and institutions would look forward for constant and frequent updates on the performance of the insurers in particular and industry, in general, as part of their investment strategies.

I am sure, the Industry Year Book 2016-17 of the GI Council as well as the GI Council website would provide the necessary analysis and credible information on the non-life insurance industry in an easy to understand, including graphical presentation.

I invite feedback from every reader so that the Year Book as well as data to be made available through the GI Council's website can become a ready reckoner for all stakeholders.

I once again congratulate the Secretary General of the GI Council as well as his entire team for bringing out this Year Book at the appropriate time depicting excellent design, layout and quality.

G. Srinivasan

Chairman, General Insurance Council

3rd November 2017 Mumbai

Members of the General Insurance Council

GENERAL INSURERS















































STANDALONE HEALTH INSURERS













SPECIALIZED INSURERS





INDIAN REINSURERS - GIC Re



BRANCHES OF FOREIGN REINSURERS















LLOYDS INDIA

LLOYD'S



General Insurance Council



Executive Committee Members of the General Insurance Council

Name of Member	Designation	Company & Address
	Electo	ed Members
Shri G. Srinivasan	Chairman-cum- Managing Director	The New India Assurance Co. Ltd. New India Assurance Building, 87, M G Road, Fort, Mumbai 400 001.
Shri Bhargav Dasgupta	Managing Director & Chief Executive Officer	ICICI Lombard General Insurance Co. Ltd. Peninsula Business Park, 15th floor, Tower B, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400 013
Shri S. S. Gopalarathnam	Managing Director	Cholamandalam MS General Insurance Co. Ltd. 'Dare House', 2nd floor, New No. 2, NSC Bose Road, Chennai 600 001.
Shri Antony Jacob	Chief Executive Officer	Apollo Munich Health Insurance Co. Ltd. Central Processing Centre, 2nd and 3rd floor, iLABS Centre, Plot No. 404-405, Udyog Vihar, Phase 3, Gurgaon 122 006.
	Nomina	ated Members
Dr Indu Shahani	Executive President & Chairperson	Indian School of Management & Entrepreneurship (ISME), ISDI Tower, One Indiabulls Centre, Lower Parel, Mumbai 400013
Shri Sanjib Chaudhuri	Past President	Rotary Club of Calcutta Mega City Tower 4, Cedar, Flat 33-L, South City, 375, Prince Anwar Shah Road, Kolkata 700 068.
Shri Yogesh R Gandhi	Dy. Managing Director	Proclaim Insurance Surveyors & Loss Assessors Pvt. Ltd. 402, Centre Point, 4th floor, JB Nagar, Andheri Kurla Road, Andheri East, Mumbai 400 059.
Shri Girish Rao	Managing Director	Vidal Health TPA Pvt. Ltd. 1st Floor, Tower 2, SJR i Park, EPIP Zone, Whitefield, Bangalore 560 066.
Shri Jamshed A Frenchman	Insurance Consultant	Office No. 7, Century Arcade, Narangi Baug Road, Pune 411 001.
	Perma	anent Invitee
Smt Alice Vaidyan	Chairman-cum- Managing Director	General Insurance Corporation of India Ltd. 'Suraksha', 170, J Tata Road, Mumbai 400 020.
	Regu	Ilar Invitees
Shri K Sanath Kumar	Chairman-cum- Managing Director	National Insurance Co. Ltd. 3, Middleton Street, Kolkata 700 071.
Shri Rakesh Jain	Executive Director & Chief Executive Officer	Reliance General Insurance Co. Ltd. Reliance Centre, 4th floor, South Wing, Near Prabhat Colony, Santacruz (East), Mumbai 400 055.
Shri M Santhana Gopalan	Chief Executive Officer	SCOR SE - India Branch 1001 B, 10th Floor, B Wing, The Capital, Plot No. C-70, G Block, Bandra Kurla Complex, Mumbai 400 051.
Shri Anuj Gulati	Managing Director & Chief Executive Officer	Religare Health Insurance Co. Ltd. Vipul Tech Square, Tower C, 3rd floor, Sector 43, Golf Course Road, Gurgaon 122 009.

General Insurance Council

CEOs/CMDs of General Insurance Companies

Company Name	Address & Contact	Chief Executive	
Aditya Birla Health Insurance Co. Ltd.	10th floor, R Tech Park, Nirlon Compound, Next to Hub Mall, W E Highway, Goregaon East, Mumbai 400 063.	Shri Mayank Bathwal Managing Director & Chief Executive Officer	
Agriculture Insurance Company of India Ltd.	13th floor, Ambadeep Bldg., 14, Kasturba Gandhi Marg, Connaught Place, New Delhi 110 001.	Smt T L Alamelu Chairman-cum-Managing Director	
Apollo Munich Health Insurance Co. Ltd.	Central Processing Centre, 2nd and 3rd floor, iLABS Centre, Plot No. 404-405, Udyog Vihar, Phase 3, Gurgaon 122 006.	Shri Antony Jacob Chief Executive Officer	
Bajaj Allianz General Insurance Co. Ltd.	GE Plaza, 1st floor, Airport Road, Yerwada, Pune 411 006.	Shri Tapan Kumar Singhel Managing Director & Chief Executive Officer	
Bharti AXA General Insurance Co. Ltd.	102, 1st floor, Raheja Titanium, Off Western Express Highway, Goregaon East, Mumbai 400 063.	Shri Sanjeev Srinivasan Chief Executive Officer & Managing Director	
Cholamandalam MS General Insurance Co. Ltd.	"Dare House", 2nd floor, New No. 2, NSC Bose Road, Chennai 600 001.	Shri S. S. Gopalarathnam Managing Director & Chief Executive Officer	
Cigna TTK Health Insurance Co. Ltd.	401/402, Raheja Titanium, Western Express Highway, Goregaon (East), Mumbai 400 063.	Shri Sandeep Patel Managing Director & Chief Executive Officer	
DHFL General Insurance Ltd.	10th floor, TCG Financial Centre, BKC Road, Bandra Kurla Complex, Bandra (East), Mumbai 400 098.	Shri Vijay Sinha Managing Director & Chief Executive Officer	
Export Credit Guarantee Corporation of India Ltd.	Express Towers, 10th floor, Nariman Point, Mumbai 400 021.	Smt Geetha Muralidhar Chairman-cum-Managing Director	
Future Generali India Insurance Co. Ltd.	India Bulls Finance Centre, Tower 3, 6th floor, Senapati Bapat Marg, Elphinstone Road (West), Mumbai 400 013.	Shri K. G. Krishnamoorthy Rao Chief Executive Officer	
HDFC Ergo General Insurance Co. Ltd.	1st floor, 165-166, Backbay Reclamation, H T Parekh Marg, Mumbai 400 020.	Shri Ritesh Kumar Managing Director & Chief Executive Officer	
ICICI Lombard General Insurance Co. Ltd.	Peninsula Business Park, 15th floor, Tower B, Ganpatrao Kadam Marg, Lower Parel, Mumbai 400 013.	Shri Bhargav Dasgupta Managing Director & Chief Executive Office	
IFFCO-TOKIO General Insurance Co. Ltd.	4th & 5th floors, IFFCO Tower, Plot No. 3, Sector 29, Gurgaon 122 001.	Shri Warendra Sinha Managing Director & Chief Executive Officer	
Kotak Mahindra General Insurance Co. Ltd.	8th Floor, Zone IV, Kotak Infinity, Bldg. 21, Infinity IT Park, Off WEH, Gen. AK Vaidya Marg, Dindoshi, Malad (E), Mumbai – 400097. India	Shri Mahesh Balasubramanian Managing Director & Chief Executive Officer	
Liberty Videocon General Insurance Co. Ltd.	10th Floor, Tower A, Peninsula Business Park, G Kadam Marg, Lower Parel, Mumbai 400 013.	Shri Roopam Asthana Chief Executive Officer	
Magma HDI General Insurance Co. Ltd.	Office no. 516 & 517, 5th Floor, Neelkanth Corporate Park, Plot No. 240, 2401/1 to 8, Kirol Road, Vidyavihar West, Mumbai - 400 086.	Shri Rajive Kumaraswami Mananging Director & Chief Executive Office	
Max Bupa Health Insurance Co. Ltd.	B-1/l-2, Mohan Co-operative Industrial Estate, Mathura Road, New Delhi 110 044.	Shri Ashish Mehrotra Mananging Director & Chief Executive Office	
National Insurance Company Ltd.	3, Middleton Street, Kolkata 700 071.	Shri K. Sanath Kumar Chairman-cum-Managing Director	
Raheja QBE General Insurance Co Ltd	Windsor House, 5th floor, CST Road, Kalina, Santacruz (E), Mumbai 400 098.	Shri Praveen Gupta Chief Executive Officer	
Reliance General Insurance Co. Ltd.	Reliance Centre, 4th floor, South Wing, Near Prabhat Colony, Santacruz (E), Mumbai 400 055.	Shri Rakesh Jain Executive Director & Chief Executive Officer	
Religare Health Insurance Co. Ltd.	Vipul Tech Square, Tower C, 3rd floor, Sector 43, Golf Course Road, Gurgaon 122 009.	Shri Anuj Gulati Managing Director & Chief Executive Officer	
Royal Sundaram General Insurance Co. Ltd.	Vishranti Melaram Towers, No. 2/319, Rajiv Gandhi Salai (OMR), Karapakkam, Chennai 600 097.	Shri M. S. Sreedhar Managing Director & Chief Executive Officer	

Company Name	Address & Contact	Chief Executive
SBI General Insurance Co. Ltd.	"Natraj" 101, 201, 301, Junction of WE Highway & Andheri-Kurla Road, Andheri (E), Mumbai 400 069.	Shri Pushan Mahapatra Managing Director & Chief Executive Officer
Shriram General Insurance Co. Ltd.	E-8, RIICO Industrial Area, Sitapura, Jaipur 302 022.	Shri Anil Kumar Aggarwal Managing Director & Chief Executive Officer
Star Health & Allied Insurance Co. Ltd.	1, New Tank Street, Valluvar Kottam High Road, Nungambakkam, Chennai 600 034.	Shri V. Jagannathan Chairman-cum-Managing Director
Tata AIG General Insurance Co. Ltd.	Peninsula Business Park, 15th floor, 'A' Wing, Senapati Bapat Marg, Lower Parel, Mumbai 400 013.	Shri Neelesh Garg Managing Director & Chief Executive Officer
The Oriental Insurance Co. Ltd.	"Oriental House", A/25-27, Asaf Ali Road, New Delhi 110 002.	Shri A V Girija Kumar Chairman-cum-Managing Director
The New India Assurance Co. Ltd.	New India Assurance Building, 87, M G Road, Fort, Mumbai 400001.	Shri G Srinivasan Chairman-cum-Managing Director
United India Insurance Co. Ltd.	24, Whites Road, Chennai 600 014.	Shri M N Sarma Chairman-cum-Managing Director
Universal Sompo General Insurance Co. Ltd.	Unit 401, 4th floor, Sangam Complex, 127, Andheri-Kurla Road, Andheri (E), Mumbai 400 059.	Shri Rajiv Kumar Managing Director & Chief Executive Officer

DHFL General Insurance, Go Digit General Insurance and ACKO General Insurance have been granted R3 licence by IRDAI and are expected to commence business operations in FY 2017-18.

Note: Council membership of Go Digit & ACKO is in process.

Reinsurers

Company Name	Address & Contact	Chief Executive
General Insurance Corporation of India Ltd.	"Suraksha", 170, J Tata Road, Churchgate, Mumbai 400020.	Smt Alice Vaidyan Chairman-cum-Managing Director

Branches of foreign Reinsurers

Company Name	Address & Contact	Chief Executive
General Reinsurance AG - India Branch	107-109 Meadows, Sahar Plaza Complex, JB Nagar, Andheri-Kurla Road, Andheri East, Mumbai 400 059.	Shri Venkatesh Chakravarty Chief Executive Officer
Hannover Ruck SE - India Branch	Fulcrum, B-604, 6th floor, Sahar Road, Andheri (East), Mumbai 400 099.	Shri G L N Sarma Chief Executive Officer
Lloyd's India	Level 7, Vibgyor Towers, G Block, C62, Bandra Kurla Complex, Mumbai 400 098.	Shri Shankar Garigiparthy Country Manager, India
Munich Re - India Branch	Unit 1101, B Wing, The Capital, Plot No. C-70, G Block, Bandra Kurla Complex, Bandra East, Mumbai 400 051.	Shri Hitesh Kotak Chief Executive Officer
RGA Life Reinsurance Company of Canada - India Branch	302, Akruti Center Point, MIDC Central Road, Andheri East, Mumbai 400 093.	Shri Peter Tan Managing Director & CEO
SCOR SE - India Branch	1001B, 10th Floor, B Wing, The Capital, Plot No. C-70, G Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051.	Shri Mahalingam Santhanagopalan Chief Executive Officer
Swiss Reinsurance Company Ltd India Branch	A701, 7th Floor, One BKC, Plot No. C-66, G Block, Bandra Kurla Complex, Mumbai 400 051.	Smt Kalpana Sampat Chief Executive Officer
XL Insurance Co. SE - India Reinsurance Branch	511, A Wing, Level 5, G Block, C-70, Bandra Kurla Complex, Bandra East, Mumbai 400 051.	Shri Joseph Augustine Chief Executive Officer

Indian Reinsurer ITI Re and AXA France Vie have been granted R3 status by IRDAI, membership to GI Council is pending.

Executive Summary

The Organization of the Year book 2016-17 continues to focus on different aspects of Indian Non-life Insurance Industry via each chapter. There are sections covering Macro-economic and Insurance Indicators, State-wise penetration and density, Industry Business Highlights, Segment-wise business Highlights, Reinsurance and Customer Service. The Year book includes data tables and information on the working of Non-life Insurance companies in the annexures.

The Year book has been developed with sources of data available within the GI Council, Non-life Insurance Industry players and the Regulator. Economic data has been sourced from RBI and various other government sources. Relevant data has also been collated from Annual reports and public disclosures of member companies and reports routed through the Council. Data from IRDAI annual report for the year 2015-16 were also used for presentation and analysis.

Analysis of the performance of players since 2007 reveals that the Non-Life Insurance Insurers have maintained a steady growth and solvency margins and profitability despite many challenges faced by them during the last 9 years. Market competition dominated all classes other than Motor TP since April 2007.

The year book also highlights the current status of Non-life Insurance penetration in the country in the form of heat maps and also gives claims data state-wise. The heat maps show a panoramic view of the how the Non-Life Insurance penetration has improved during the last 8 years.

Comparison of Key parameters between 2007-2008 and 2016-2017:

Macro-economic and Insurance Indicators:

- Insurance penetration (in percentage) at current prices has increased from 0.61 to 0.84;
- Insurance density has nearly increased three-fold from ₹ 268 to ₹ 958;

Changes in the Insurance Industry Players

- The number of insurers offering general insurance has increased from 30 to 33 in this year, with the entry of newer players, some of them operational only on the digital medium.
- The opening of the market for reinsurers, has seen the establishment of the India branch of the Lloyds syndicate as well as branches of other foreign reinsurers. Indian players have also entered the reinsurance market.
- The insurance industry is slated for better growth and efficiency in the coming years.

Industry Growth and Capital Leverage

Gross Direct Premium Income (GDPI) in India has increased from ₹ 29,498 Crores in 2007-08 to ₹ 1,28,128 Crores in 2016-17;

Capital employed has increased from ₹20,027 Crores to in 2007-08 to ₹55,167 Crores in 2016-17, while Investments have increased more than four-fold from ₹40,388 Crores in 2007-08 to ₹1,79,371 Crores in 2016-17.

Operational Parameters (2007 - 08 versus 2016-17)

- Number of offices has increased from 5,414 to 11,061
- Number of employees has grown from 88,250 to 1,16,657;
- Number of policies issued has more than doubled from 6.55 Crores to 16.11 Crores
- Increase in the overall net retention ratio from 66.7% to 70.2% in line with the objective of optimizing retention within the country;
- Number of Claims handled has increased to 48,389,431 in 2016-17.

Class-Mix

- Motor Insurance business (comprising of both Own Damage and Third Party covers) accounts for the highest share of 39.5% of GDPI followed by Health and Accident insurance at 26.6% and Property insurance business at 9.3%. It is pertinent to know that the Health and Accident segment has grown at a CAGR of 21.9% over the period 2007-08 to 2016-17.
- Crop insurance business has also shown a marked growth in this year with the emphasis laid on the sector by the Government schemes.

Underwriting Results

- The Non-life Insurance Industry has incurred underwriting losses since 2007. Underwriting losses increased substantially in 2016-17 due to deteriorating claims ratio in Medical insurance and increase in Expenses of Management.
- Motor TP administered rates continue to be inadequate due to increasing number of Motor accident victims and increase in compensation awards by Courts.

Service Indicators

- The number of customer complaints has come down by one-third from 186,615 in 2009-10 to 52,104 in 2016-17, while on a relative measure of complaints to number of policies issued, the percentage has come down from 0.21% in 2009-10 to 0.03% in 2016-17 (decline of over 70% over the period)
- Office Productivity gains (both per employee and per office) has been very significant. Insurance Intermediaries have gained almost two thirds market share of the business.

In conclusion, the Non-life Insurance Industry has shown maturity and resilience during the last 10 years facing many operational challenges, since removal of tariffs. The industry players are well poised to take advantage of the favourable business climate emerging from various Government initiatives to tap the huge untapped potential in the Indian Markets in the years to come.





Macro-economic and Insurance Indicators

- Indian Economy Indicators
 - Insurance Penetration
 - Insurance Density

Macro-economic & Insurance Indicators

The last 10 years have witnessed expansion of Financial Services sector in India. Along with major Financial Services such as Banking, Capital Markets, Life Insurance and Mutual Funds, the Indian Non-Life Insurance and Health Insurance segment has grown consistently. Reproduced below are a select few economic indicators having a bearing on Non-Life Insurance Industry.

Indian Economy indicators

Table 1.1 Indian Economy Indicators (10 Year Trend)

Old Series

		olu ociica			
Indicators	2007-08	2008-09	2009-10	2010-11	2011-12
GDP at Current Prices	49,87,090	56,30,063	64,77,827	77,95,314	90,09,722
GDP at Constant prices	42,50,947	44,16,351	47,90,846	52,82,384	56,33,049
GDP Growth Rate (%) - at Current prices	9.3	6.7	8.6	8.9	6.7
GDP Growth Rate (%) - at Constant prices	9.8	3.9	8.5	10.3	6.6
Overall Industrial Growth (%)	9.7	4.4	9.2	7.6	7.8
Services Growth (%)	10.3	10.0	10.5	9.7	6.6
Exports Growth (%)	28.9	13.7	(3.5)	37.3	23.7
Imports Growth (%)	35.1	19.8	(2.6)	26.8	31.1
Bank Credit Growth (%)	22.3	17.5	16.9	21.5	17.0
Bank Deposit Growth (%)	22.4	19.9	15.2	17.9	13.5
Gross Domestic Savings (% GDP)	36.8	32.0	33.7	33.7	31.4
Inflation (WPI- Average) (%)	4.8	8.0	3.6	9.6	8.8
Average Exchange Rate (₹/USD)	40.2	46.0	47.4	45.6	48.1
Non Life Insurance GDPI in India (₹ in Crores)	30,480.2	33,564.5	39,225.7	48,213.1	59,820.0
GDPI Growth (%)	12.3%	10.1%	16.9%	22.9%	24.1%

Source: RBI/Ministry of Finance/Planning Commission archive

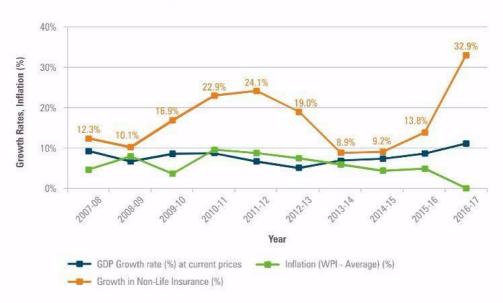
The GDP figure for the year 2016-17 was ₹1,51,83,709 Crore. The GDP growth rate for the year was 11.0%.

New Series - (Base year: 2011-12)

Indicators	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
GDP at Current Prices	87,36,329	99,44,013	1,12,33,522	1,24,45,128	1,36,82,035	1,51,83,709
GDP at Constant prices	87,36,329	92,13,017	98,01,370	1,05,36,984	1,13,81,002	1,21,89,854
GDP Growth Rate (%) - at Current prices	12.1	13.8	13.0	10.8	9.9	11.0
GDP Growth Rate (%) - at Constant prices	65.0	5.5	6.4	7.5	8.0	7.1
Overall Industrial Growth (%)	2.9	3.3	3.3	4.0	3.3	4.6
Services Growth (%)	4.7	14.9	13.1	12.5	9.6	10.5
Exports Growth (%)	25.4	13.8	17.1	23.7	(4.7)	6.7
Imports Growth (%)	32.4	14.5	2.7	1.4	(5.9)	2.9
Bank Credit Growth (%)	17.0	14.1	13.9	9.0	10.9	8.2
Bank Deposit Growth (%)	13.5	14.2	14.1	10.7	9.3	15.3
Gross Domestic Savings (% GDP)	34.6	33.9	32.1	33.1	32.3	NA
Inflation (WPI- Average) (%)	8.8	7.5	5.9	4.4	4.8	3.7
Average Exchange Rate (₹/USD)	48.1	54.0	60.4	62.4	66.3	64.8
Non Life Insurance GDPI in India (₹ in Crores)	59,820.0	71,203.4	77,542.6	84,685.7	96,379.4	1,28,128.4
GDPI Growth (%)	24.1%	19.0%	8.9%	9.2%	13.8%	32.9%

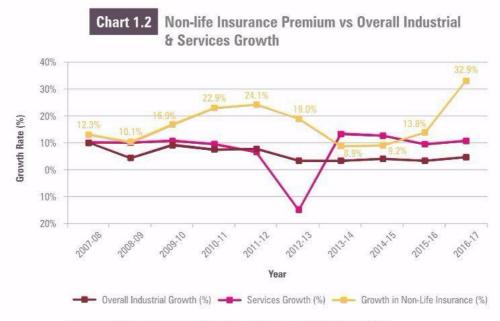
Note: GDP - Gross Domestic Product GDPI - Gross Direct Premium in India Over the period 2007-2008 to 2016-2017, the Non-Life Insurance Gross Direct Premium Income (GDPI) has grown at a CAGR of 17.7%, well above the rate of growth of GDP for the same period.

Chart 1.1 Non-Life Insurance Premium v/s GDP Growth



Source: RBI/Ministry of Finance/Planning Commission archive and Council Database

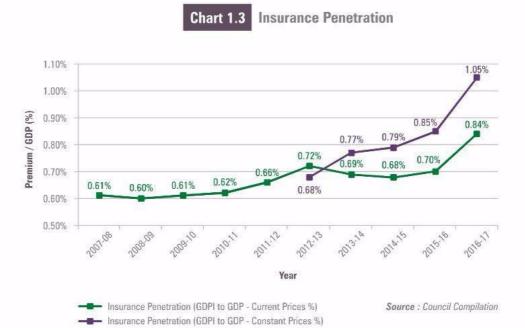
Non-Life Insurance Industry growth during the period 2007-08 to 2016-17 has been consistently outperforming the Industrial and Services growth rates.



Source: RBI/Ministry of Finance/Planning Commission archive and Council Database

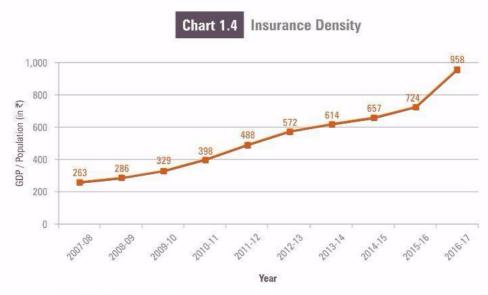
Insurance Penetration

Insurance Penetration expressed as a percentage of GDP(at current prices) has increased from 0.61% in 2007-08 to 0.84% in 2016-17. (Economic figures were revised using 2010-11 as base year which has led to recalibration of Insurance Penetration figures.)



Insurance Density in ₹ (Gross Direct Premium / Population)

Insurance Density representing the per Capita spend on Non-Life Insurance Premium has more than tripled since 2007-2008.



Source: Council Compilation

Note: Population figures taken from Census and associated publications 2016-17 figures are provisional



Statewise Penetration and Density

- Statewise Snapshot GDPI, Economic Indicators
 - Property, Motor, Health, Other classes -
 - Premium Transformation Heat Maps
 - Gross Direct Premium in India (GDPI) -
 - Transformation Heat Maps
 - Amount & Number of Claims Reported
 - Heat Maps
 - Insurance Penetration Heat Map

An attempt has been made to place GDPI, Per Capita Non-life insurance, Density of Non-life insurance, Population & Literacy of each state in focus. States and Union Territories with a GDPI exceeding ₹ 800 Crores are shown separately. The figures for remaining states and union territories are aggregated.

Statewise Snapshot

GDPI, Economic Indicators

Table 2.1

Statewise Summary of Selected Macro-economic, Demographic and Insurance Data

GDPI	GDPI 2016-17	States / Union		No. Of	Offices		State Dome	stic Product (₹ In Crores)
Rank	Rank	Territories	2013-14	2014-15	2015-16	2016-17	2013-14	2014-15	2015-16
1	1	Maharashtra	1,065	1,145	1,208	1,251	15,74,423	16,86,695	19,69,184
2	2	Tamil Nadu	1,186	1,208	1,268	1,280	8,50,319	9,76,703	12,12,668
3	3	Karnataka	612	648	664	693	5,93,811	7,02,131	10,40,148
4	4	Gujarat	579	613	634	677	7,73,900	8,85,000	9,84,971
6	5	Uttar Pradesh 1	988	996	1,022	1,038	8,86,410	9,76,297	11,53,795
5	6	Delhi ↓	319	336	349	362	4,04,576	4,51,154	5,58,745
11	7	Madhya Pradesh 1	477	496	511	519	4,50,900	5,08,006	5,65,053
7	8	Rajasthan J	459	511	532	556	5,13,688	5,74,549	6,74,136
8	9	West Bengal ↓	513	553	551	570	7,07,848	8,00,868	9,20,000
9	10	Kerala ↓	532	561	584	604	4,20,479	4,65,073	5,70,523
12	11	Haryana 1	288	306	317	333	3,92,894	4,35,310	4,92,657
13	12	Telangana 1	NA	310	323	344	NA	4,30,599	5,83,117
10	13	Andhra Pradesh J	746	473	498	511	8,57,364	5,20,030	6,03,376
14	14	Punjab	446	467	480	483	3,19,117	3,49,826	4,08,815
16	15	Bihar ↑	231	250	263	278	3,68,337	4,02,283	4,86,430
15	16	Odisha ↓	290	312	327	336	2,88,414	3,10,810	3,32,329
18	17	Chhatisgarh 1	150	153	168	177	1,75,961	2,10,192	2,51,447
17	18	Jharkhand J		188	204	213	1,89,208	1,97,514	2,41,955
19	19	Assam	211	227	235	238	1,62,652	1,83,798	2,01,064
23	20	Chandigarh 1	61	65	63	65	29,500	NA	30,304
20	21	Uttarakhand J	124	129	133	133	1,32,969	1,38,723	1,84,091
21	22	Jammu & Kashmir 👃	97	99	108	114	75,574	87,921	1,00,230
25	23	Himachal Pradesh 1	83	96	104	110	82,585	NA	1,10,511
22	24	Goa ↓	57	61	62	62	47,373	47,282	60,895
27	25	Puducherry 1	32	34	36	36	21,500	25,819	26,533
24	26	Tripura J	32	36	37	41	NA	29,666	NA
26	27	Sikkim	9	8	7	9	NA	NA	16,637
29	28	Megahalaya 1	26	26	28	30	20,808	25,333	27,305
31	29	Arunachal Pradesh 1	13	14	14	15	13,382	15,588	19,492
33	30	Andaman & Nicobar Islands	5	4	7	9	5,351	NA	NA
30	31	Nagaland J	11	14	15	16	NA	20,099	20,524
28	32	Mizoram J	9	12	13	14	NA	9,805	14,204
34	33	Dadra Nagar & Haveli 1		9	3	3	NA	NA	26,533
36	34	Manipur 1	15	15	15	15	NA	NA	18,749
35	35	Daman & Diu	3	3	3	3	NA	NA	NA
32	36	Lakshadweep J		1	1	1	NA	NA	NA
		TOTAL	9,855	10,379	10,787	11,139		1,14,67,074	1,39,06,421

Source: Population and Literacy data — Office of Registrar General of India, Census 2011 documents SDP data has been collated from various Government Sources.

Note:

- 1. Premiums and No. of offices data state-wise has been collated from Form 1-10 sent by Individual companies to IRDAI;
- 2. Minor variations in premium figures are observed owing to different sources of data used for compilation of the Year book;
- 3. SDP data for 2015-16 has been considered for the States where the official figures are not available for 2016-17

	Prem	ium Incor	ne (₹ In C	rores)	Population	Population Growth %	Literacy %	Statewise Premium	Insurance Density	% of
2016-17	2013-14	2014-15	2015-16	2016-17	2011	2001-2011	2011	Per Capita	in ₹	Premium
22,03,231	17,647	19,336	21,457	34,253	11,23,72,972	16%	83%	1.55%	3.048	26.73%
13,38,766	7,449	8,238	8,615	10,917	7,21,38,958	16%	80%	0.82%	1,513	8.52%
10,40,148	5,634	6,847	7,767	10,366	6,11,30,704	16%	76%	1.00%	1,696	8.09%
9,84,971	5,831	6,306	6,735	9,625	6,03,83,628	19%	79%	0.98%	1,594	7.51%
11,53,795	4,354	4,869	5,505	7,625	19,95,81,477	20%	70%	0.66%	382	5.95%
6,22,385	5,363	5,797	6,553	7,451	1,67,53,235	21%	86%	1.20%	4,447	5.82%
5,65,053	2,322	2,662	3,555	6,072	7,25,97,565	20%	71%	1.07%	836	4.74%
7,67,167	3,463	3,605	4,074	5,550	6,86,21,012	21%	67%	0.72%	809	4.33%
9,20,000	3,516	3,523	3,963	5,368	9,13,47,736	14%	77%	0.58%	588	4.19%
5,70,523	3,049	3,482	3,721	4,340	3,33,87,677	5%	94%	0.76%	1,300	3.39%
5,47,396	3,000	3,073	3,481	4,018	2,53,53,081	20%	77%	0.73%	1,585	3.14%
6,54,294	NA	2,272	3,176	3,994	3,42,69,383	20%	71%	0.61%	1,165	3.12%
6,99,307	5,105	3,469	3,711	3,659	5,03,96,150	11%	68%	0.52%	726	2.86%
4,08,815	1,693	1,998	2,505	2,428	2,77,04,236	14%	77%	0.59%	877	1.90%
4,86,430	1,841	1,459	1,422	2,418	10,38,04,637	25%	64%	0.50%	233	1.89%
3,32,329	1,404	1,578	1,737	1,982	4,19,47,358	14%	73%	0.60%	472	1.55%
2,90,140	836	1,235	1,036	1,574	2,55,40,196	23%	71%	0.54%	616	1.23%
2,41,955	687	776	1,114	1,237	3,29,66,238	22%	68%	0.51%	375	0.97%
2,01,064	785	782	885	1,010	3,11,69,272	17%	73%	0.50%	324	0.79%
30,304	520	537	618	848	10,54,686	17%	86%	2.80%	8,040	0.66%
1,84,091	523	654	799	793	1,01,16,752	19%	80%	0.43%	784	0.62%
1,32,307	480	504	677	707	1,25,48,926	24%	69%	0.53%	564	0.55%
1,10,511	396	578	554	647	68,56,509	13%	84%	0.59%	943	0.50%
60,895	292	342	636	452	14,57,723	8%	87%	0.74%	3,103	0.35%
26,533	127	140	193	197	12,44,464	28%	87%	0.74%	1,580	0.15%
NA	95	172	590	127	36,71,032	15%	88%		345	0.10%
16,637	38	38	436	106	6,07,688	12%	82%	0.64%	1,751	0.08%
27,305	75	76	150	86	29,64,007	28%	75%	0.31%	289	0.07%
19,492	26	48	99	47	13,82,611	26%	67%	0.24%	339	0.04%
NA	16	20	73	43	3,79,944	7%	86%		1,139	0.03%
20,524	28	33	136	43	19,80,602	0%	80%	0.21%	217	0.03%
14,204	25	35	188	43	10,91,014	23%	92%	0.30%	390	0.03%
26,533	27	35	64	38	3,42,853	55%	78%	0.14%	1,102	0.03%
18,749	25	21	39	33	27,21,756	19%	80%	0.18%	122	0.03%
NA	31	33	41	31	2,42,911	54%	87%		1,256	0.02%
NA	1	1	73	1	64,429	6%	92%		200	0.00%
,47,15,854	76,704	84,574	96,378	1,28,129	1,21,01,93,422	17.40%	74%	0.87%	1,059	100.00%

Maharashtra

Rank by GDPI 2016-17:1

Zone: West | Share of National FY17 GDPI: 26.73%

Rank by GDPI 2015-16: 1

Table 2.2 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	19,336	21,457	34,253
No. of Offices	1,145	1,208	1,251

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.3 Economy & Insurance

Population (2011)	11,23,72,972
SDP (₹ in Crores)	2,203,231
Per Capita Insurance	1.55%
Insurance Density (₹)	3,048
Literacy (2011)	83%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.1 GDPI (₹ in Crores)

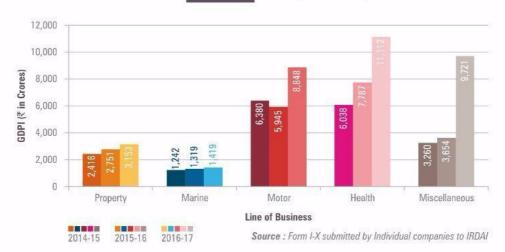
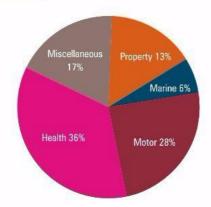
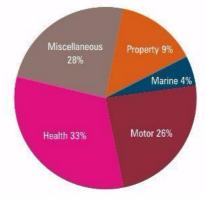


Chart 2.2a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.2b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Tamilnadu

Rank by GDPI 2016-17: 2

Zone: South | Share of National FY17 GDPI: 8.52%

Rank by GDPI 2015-16: 2

Table 2.4 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	8,238	8,615	10,917
No. of Offices	1,208	1,268	1,280

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.5 Economy & Insurance

Population (2011)	7,21,38,958
SDP (₹ in Crores)	13,38,766
Per Capita Insurance	0.82%
Insurance Density (₹)	1,513
Literacy (2011)	80%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.3 GDPI (₹ in Crores)

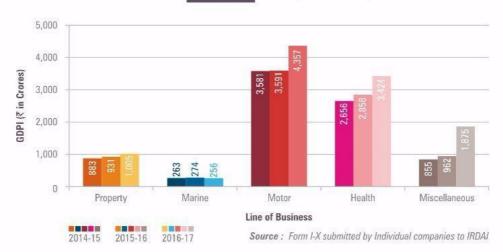
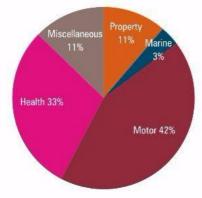
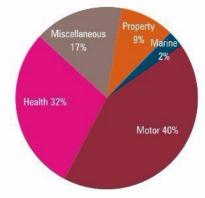


Chart 2.4a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.4b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Karnataka

Rank by GDPI 2016-17:3

Zone: South | Share of National FY17 GDPI: 8.09%

Rank by GDPI 2015-16: 3

Table 2.6 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	6,847	7,767	10,366
No. of Offices	648	664	693

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.7 Economy & Insurance

Population (2011)	6,11,30,704
SDP (₹ in Crores)	10,40,148
Per Capita Insurance	1.00%
Insurance Density (₹)	1,696
Literacy (2011)	76%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.5 GDPI (₹ in Crores)

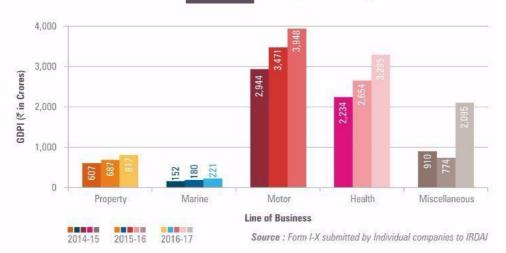
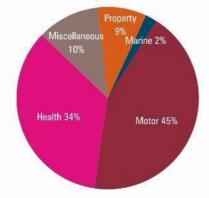
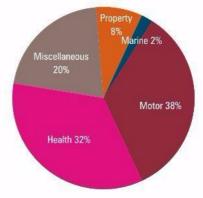


Chart 2.6a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.6b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Gujarat

Rank by GDPI 2016-17: 4

Zone: West | Share of National FY17 GDPI: 7.51%

Rank by GDPI 2015-16: 4

Table 2.8 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	6,306	6,735	9,625
No. of Offices	613	634	677

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.9 Economy & Insurance

Population (2011)	6,03,83,628
SDP (₹ in Crores)	9,84,971
Per Capita Insurance	0.98%
Insurance Density (₹)	1,594
Literacy (2011)	79%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.7 GDPI (₹ in Crores)

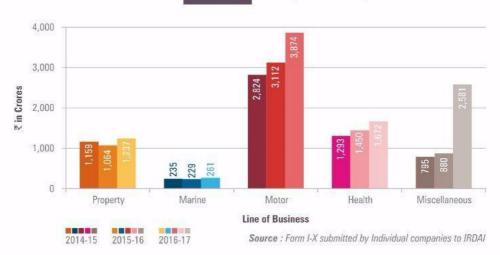
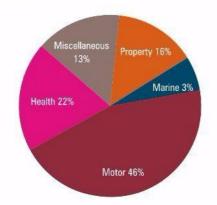
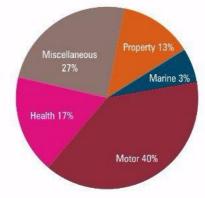


Chart 2.8a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.8b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Uttar Pradesh

♠ Rank by GDPI 2016-17: 5

Zone: North Central | Share of National FY17 GDPI: 5.95% Rank by GDPI 2015-16: 6

Table 2.10 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	4,869	5,505	7,625
No. of Offices	996	1,022	1,038

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.11 Economy & Insurance

Population (2011)	19,95,81,477
SDP (₹ in Crores)	11,53,795
Per Capita Insurance	0.66%
Insurance Density (₹)	382
Literacy (2011)	70%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.9 GDPI (₹ in Crores)

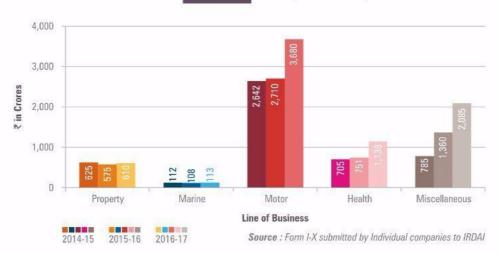
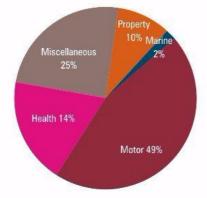
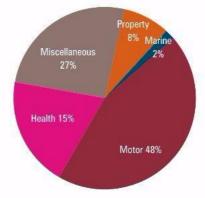


Chart 2.10a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.10b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Delhi

Rank by GDPI 2016-17: 6

Zone: North | Share of National FY17 GDPI: 5.82%

Rank by GDPI 2015-16:5

Table 2.12 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	5,797	6,553	7,451
No. of Offices	336	349	362

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.13 Economy & Insurance

Population (2011)	1,67,53,235
SDP (₹ in Crores)	6,22,385
Per Capita Insurance	1.20%
Insurance Density (₹)	4,447
Literacy (2011)	86%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.11 GDPI (₹ in Crores)

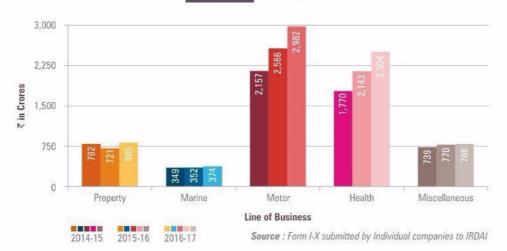
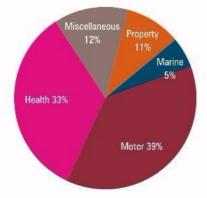
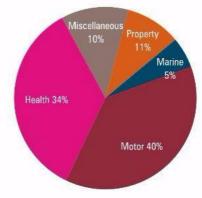


Chart 2.12a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.12b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Madhya Pradesh

Zone: North Central | Share of National FY17 GDPI: 4.74% Rank by GDPI 2015-16: 11

Table 2.14 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	2,662	3,555	6,072
No. of Offices	496	511	519

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.15 Economy & Insurance

Population (2011)	7,25,97,565
SDP (₹ in Crores)	5,65,053
Per Capita Insurance	1.07%
Insurance Density (₹)	836
Literacy (2011)	71%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.13 GDPI (₹ in Crores)

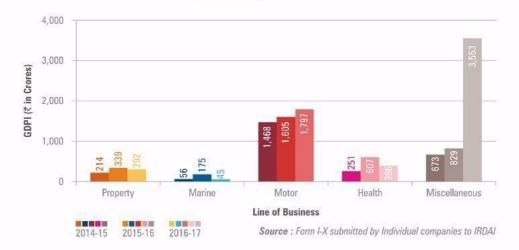
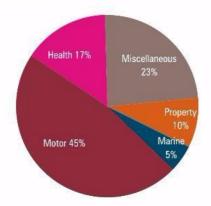
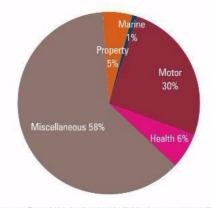


Chart 2.14a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.14b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Rajasthan

Rank by GDPI 2016-17: 8

Zone: North | Share of National FY17 GDPI: 4.33%

Rank by GDPI 2015-16:7

Table 2.16 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	3,605	4,074	5,550
No. of Offices	511	532	556

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.17 Economy & Insurance

Population (2011)	6,86,21,012	
SDP (₹ in Crores)	7,67,167	
Per Capita Insurance	0.72%	
Insurance Density (₹)	809	
Literacy (2011)	67%	

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.15 GDPI (₹ in Crores)

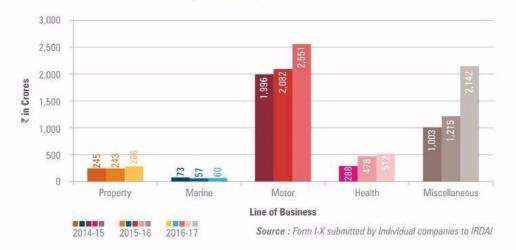
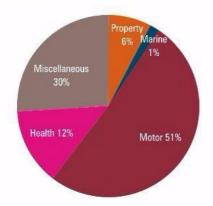
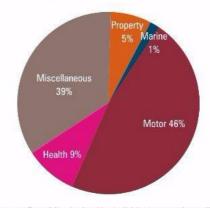


Chart 2.16a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.16b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

West Bengal

Pank by GDPI 2016-17: 9

Zone: East | Share of National FY17 GDPI: 4.19%

Rank by GDPI 2015-16:8

Table 2.18 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	3,523	3,963	5,368
No. of Offices	553	551	570

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.19 Economy & Insurance

Population (2011)	9,13,47,736	
SDP (₹ in Crores)	9,20,000	
Per Capita Insurance	0.58%	
Insurance Density (₹)	588	
Literacy (2011)	77%	

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.17 GDPI (₹ in Crores)

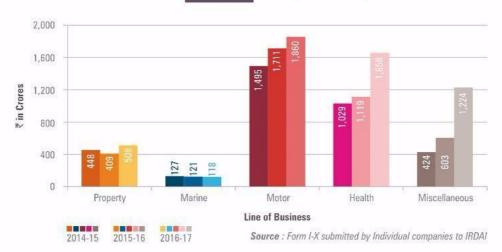
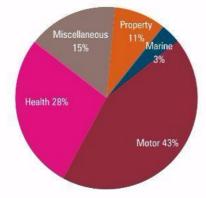
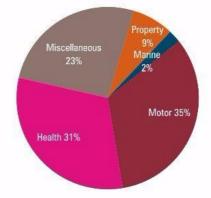


Chart 2.18a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.18b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Kerala

Carrier Rank by GDPI 2016-17: 10

Zone: South | Share of National FY17 GDPI: 3.39% Rank by GDPI 2015-16: 9

Table 2.20 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	3,482	3,721	4,340
No. of Offices	561	584	604

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.21 Economy & Insurance

Population (2011)	3,33,87,677
SDP (₹ in Crores)	5,70,523
Per Capita Insurance	0.76%
Insurance Density (₹)	1,300
Literacy (2011)	94%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.19 GDPI (₹ in Crores)

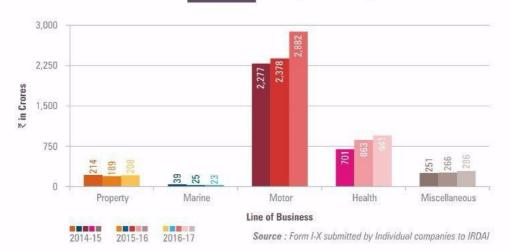
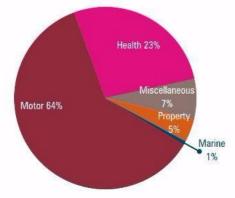
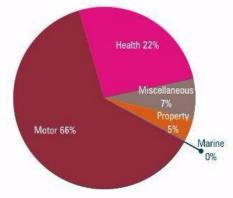


Chart 2.20a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.20b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Haryana

Zone: North | Share of National FY17 GDPI: 3.14%

Rank by GDPI 2015-16: 12

Table 2.22 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	3,073	3,481	4,018
No. of Offices	306	317	333

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.23 Economy & Insurance

Population (2011)	2,53,53,081
SDP (₹ in Crores)	5,47,396
Per Capita Insurance	0.73%
Insurance Density (₹)	1,585
Literacy (2011)	77%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.21 GDPI (₹ in Crores)

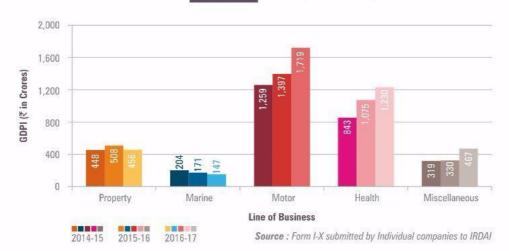
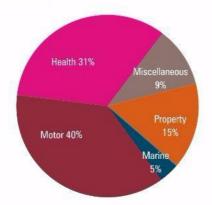
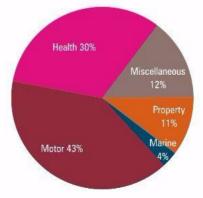


Chart 2.22a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.22b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Telangana

♠ Rank by GDPI 2016-17: 12

Zone: South | Share of National FY17 GDPI: 3.12% Rank

Rank by GDPI 2015-16: 13

Table 2.24 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	2,272	3,176	3,994
No. of Offices	310	323	344

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.25 Economy & Insurance

Population (2011)	3,42,69,383
SDP (₹ in Crores)	6,54,294
Per Capita Insurance	0.61%
Insurance Density (₹)	1,165
Literacy (2011)	71%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.23 GDPI (₹ in Crores)

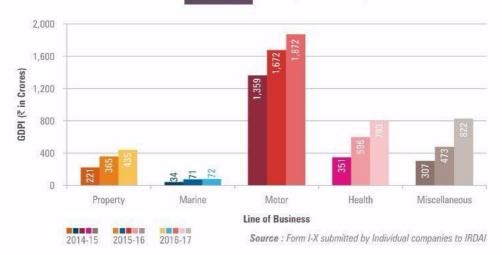
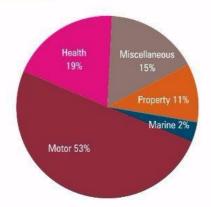
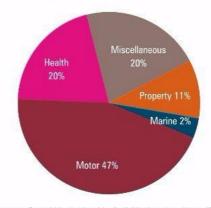


Chart 2.24a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.24b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Andhra Pradesh

Pank by GDPI 2016-17: 13

Zone: South | Share of National FY17 GDPI: 2.86%

Rank by GDPI 2015-16: 10

Table 2.26 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	3,469	3,711	3,659
No. of Offices	473	498	511

Source: Form I-X submitted by individual companies to IRDAI; Andhra Pradesh was split on June 2, 2014 to Telangana and Residual Andhra Pradesh

Table 2.27 Economy & Insurance

Population (2011)	5,03,96,150
SDP (₹ in Crores)	6,99,307
Per Capita Insurance	0.52%
Insurance Density (₹)	726
Literacy (2011)	68%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.25 GDPI (₹ in Crores)

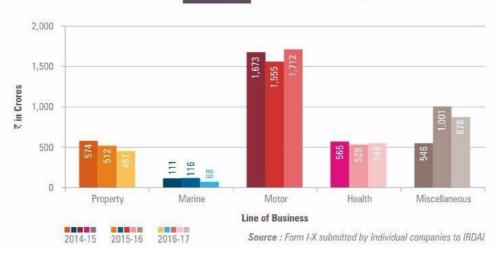
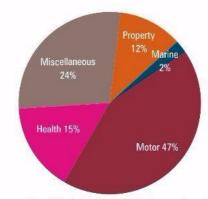


Chart 2.26a 2015-16 GDPI - Classwise Split

Miscellaneous 27% Property 14% Marine 3% Health 14% Motor 42%

Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.26b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Note: The figures shown in above charts 2.25, 2.26a & 2.26b for 2016-17 represent the new state of Andhra Pradesh.

Punjab

Rank by GDPI 2016-17: 14

Zone: North | Share of National FY17 GDPI: 1.90%

Rank by GDPI 2015-16: 14

Table 2.28 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	1,998	2,505	2,428
No. of Offices	467	480	483

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.29 Economy & Insurance

Population (2011)	2,77,04,236
SDP (₹ in Crores)	4,08,815
Per Capita Insurance	0.59%
Insurance Density (₹)	877
Literacy (2011)	77%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.27 GDPI (₹ in Crores)

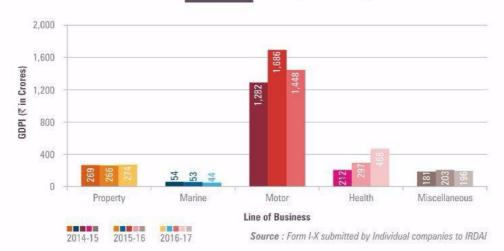
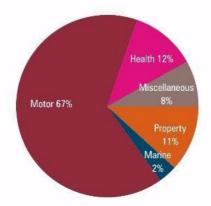
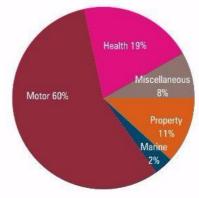


Chart 2.28a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.28b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Bihar

Zone: East | Share of National FY17 GDPI: 1.89%

Rank by GDPI 2015-16: 16

Table 2.30 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	1,459	1,422	2,418
No. of Offices	250	263	278

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.31 Economy & Insurance

Population (2011)	10,38,04,637
SDP (₹ in Crores)	4,86,430
Per Capita Insurance	0.50%
Insurance Density (₹)	233
Literacy (2011)	64%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.29 GDPI (₹ in Crores)

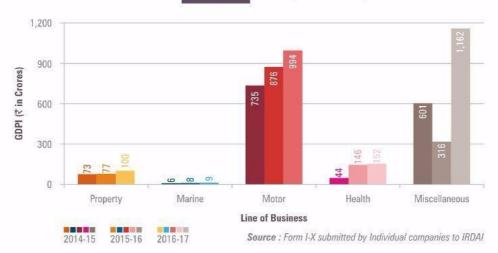
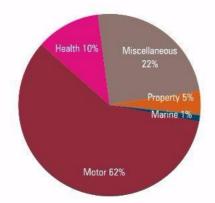
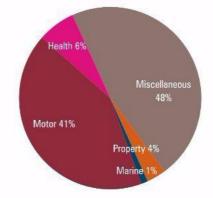


Chart 2.30a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.30b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Odisha

Pank by GDPI 2016-17: 16

Zone: East | Share of National FY17 GDPI: 1.55%

Rank by GDPI 2015-16: 15

Table 2.32 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	1,578	1,737	1,982
No. of Offices	312	327	336

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.33 Economy & Insurance

Population (2011)	4,19,47,358
SDP (₹ in Crores)	3,32,329
Per Capita Insurance	0.60%
Insurance Density (₹)	472
Literacy (2011)	73%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.31 GDPI (₹ in Crores)

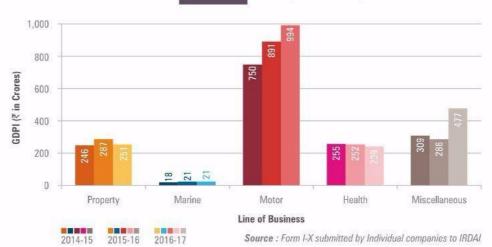
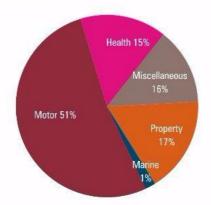
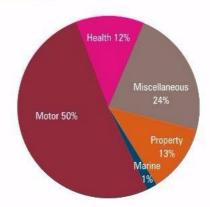


Chart 2.32a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.32b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chhattisgarh

Zone: East | Share of National FY17 GDPI: 1.23%

Rank by GDPI 2015-16: 18

Table 2.34 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	1,235	1,036	1,574
No. of Offices	153	168	177

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.35 Economy & Insurance

Population (2011)	2,55,40,196
SDP (₹ in Crores)	2,90,140
Per Capita Insurance	0.54%
Insurance Density (₹)	616
Literacy (2011)	71%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.33 GDPI (₹ in Crores)

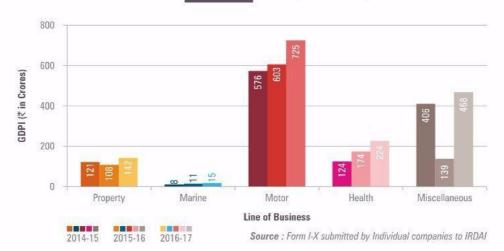
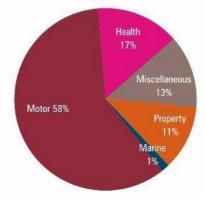
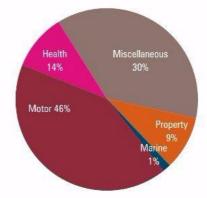


Chart 2.34a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.34b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI



General Insurance Council

Jharkhand

Pank by GDPI 2016-17: 18

Zone: East | Share of National FY17 GDPI: 0.97%

Rank by GDPI 2015-16: 17

Table 2.36 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	776	1,114	1,237
No. of Offices	188	204	213

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.37 Economy & Insurance

Population (2011)	3,29,66,238
SDP (₹ in Crores)	2,41,955
Per Capita Insurance	0.51%
Insurance Density (₹)	375
Literacy (2011)	68%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.35 GDPI (₹ in Crores)

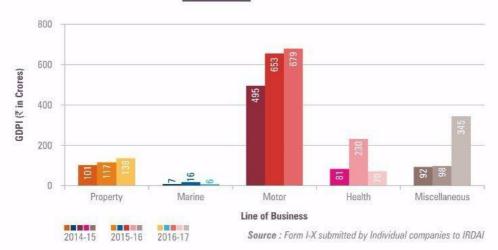
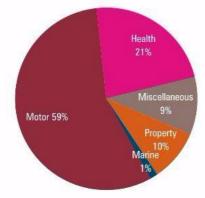
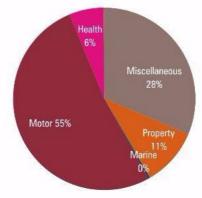


Chart 2.36a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.36b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Assam

Rank by GDPI 2016-17: 19

Zone: East | Share of National FY17 GDPI: 0.79%

Rank by GDPI 2015-16: 19

Table 2.36 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	782	885	1,010
No. of Offices	227	235	238

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.37 Economy & Insurance

Population (2011)	3,11,69,272
SDP (₹ in Crores)	2,01,064
Per Capita Insurance	0.50%
Insurance Density (₹)	324
Literacy (2011)	73%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.37 GDPI (₹ in Crores)

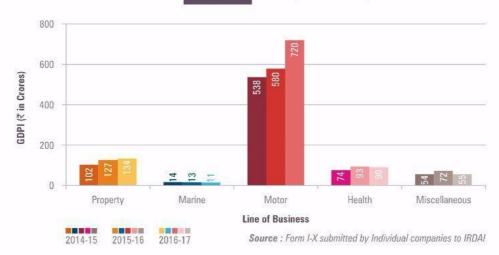
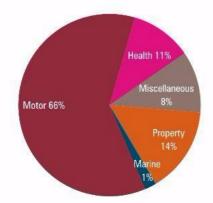
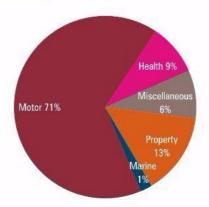


Chart 2.38a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.38b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chandigarh

Zone: North | Share of National FY17 GDPI: 0.66%

Rank by GDPI 2015-16: 23

Table 2.40 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	537	618	848
No. of Offices	65	63	65

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.41 Economy & Insurance

Population (2011)	10,54,686
SDP (₹ in Crores)	30,304
Per Capita Insurance	2.80%
Insurance Density (₹)	8,040
Literacy (2011)	86%

Source: Office of Registrar General of India, State Domestic Product (SDP) at current Prices from secondary sources

Chart 2.39 GDPI (₹ in Crores)

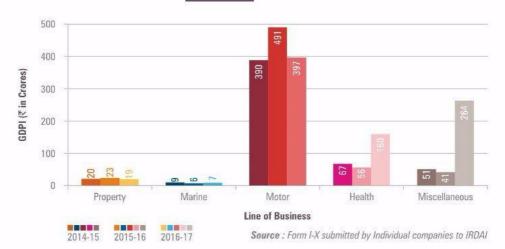
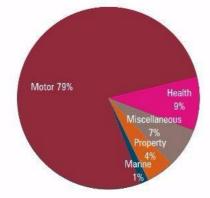
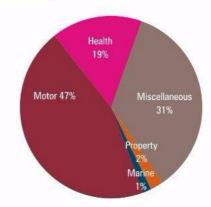


Chart 2.40a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.40b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

States

with Premium < ₹800 Cr.

Share of National FY17 GDPI: 2.41%

Table 2.42 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	1,847	3,505	3,082
No. of Offices	381	403	559

Source: Form I-X submitted by Individual companies to IRDAI

Rank by GDPI 2016-17: 21

Table 2.43 Economy & Insurance

Population (2011)	4,53,98,620
SDP (₹ in Crores)	6,04,715
Per Capita Insurance	0.51%
Insurance Density (₹)	679
Literacy (2011)	Above 75%

Source: Office of Registrar General of India, Planning Commission data; State Domestic Product (SDP) at current Prices

Chart 2.41 GDPI (₹ in Crores)

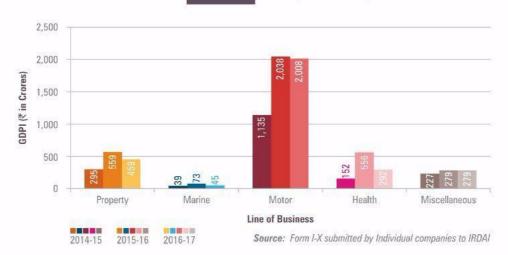
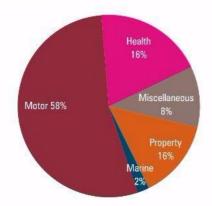
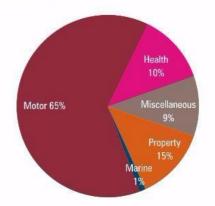


Chart 2.42a 2015-16 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.42b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

Rank by GDPI 2016-17: 22

Union Territories

with Premium < ₹800 Cr.

Share of National FY17 GDPI: 0.90%

Table 2.44 GDPI & Offices

	2014-15	2015-16	2016-17
GDPI (₹ in Crores)	766	1,062	311
No. of Offices	116	113	52

Source: Form I-X submitted by Individual companies to IRDAI

Table 2.45 Economy & Insurance

Population (2011)	22,74,601 53,066	
SDP (₹ in Crores)		
Per Capita Insurance	0.59%	
Insurance Density (₹)	5,277	
Literacy (2011)	Above 80%	

Source: Office of Registrar General of India, Planning Commission data; State Domestic Product (SDP) at current Prices

Chart 2.43 GDPI (₹ in Crores)

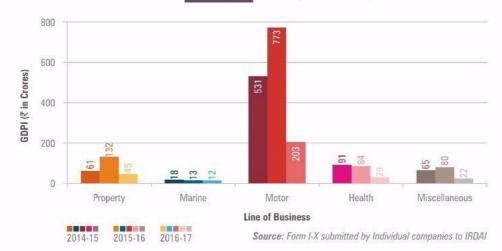
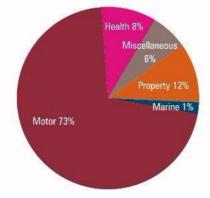
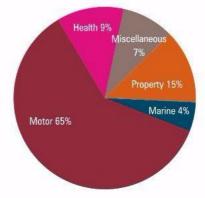


Chart 2.44a 2015-16 GDPI - Classwise Split



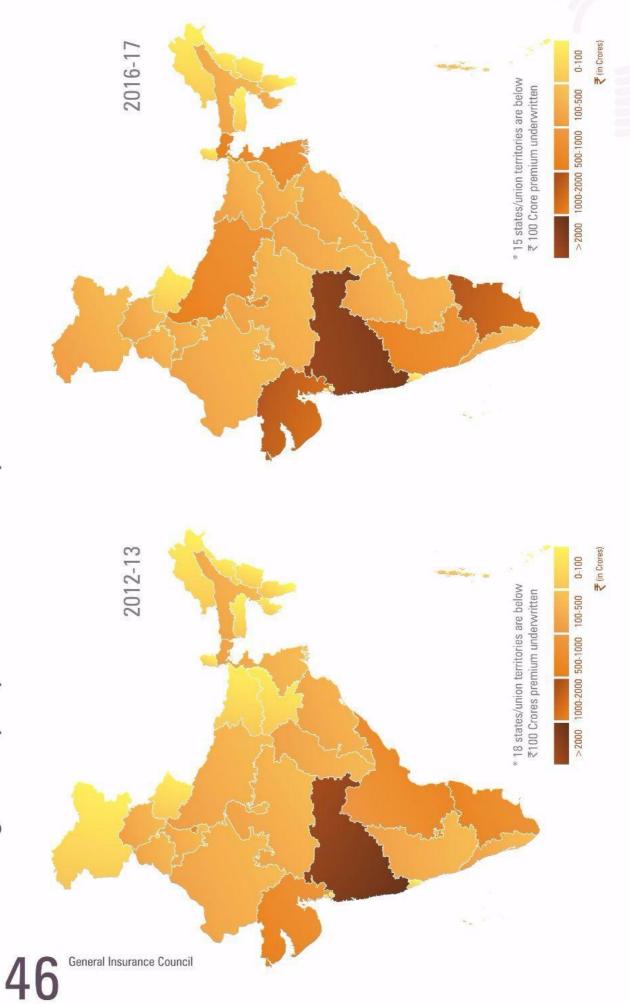
Source: Form I-X submitted by Individual companies to IRDAI

Chart 2.44b 2016-17 GDPI - Classwise Split



Source: Form I-X submitted by Individual companies to IRDAI

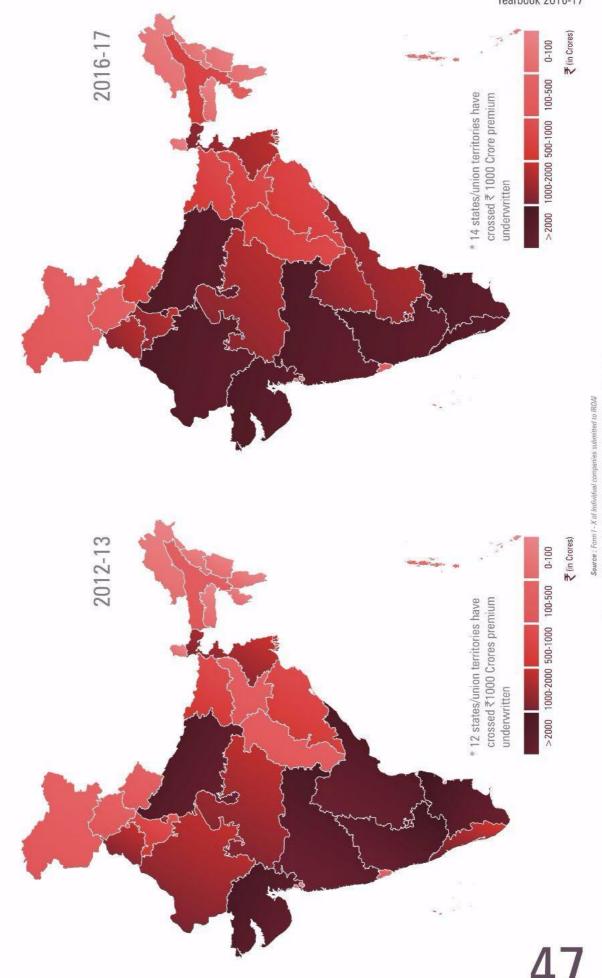
Change in Property Premium Heatmap between 2012-13 and 2016-17



Source: Form 1 - X of Individual companies submitted to IRDAI

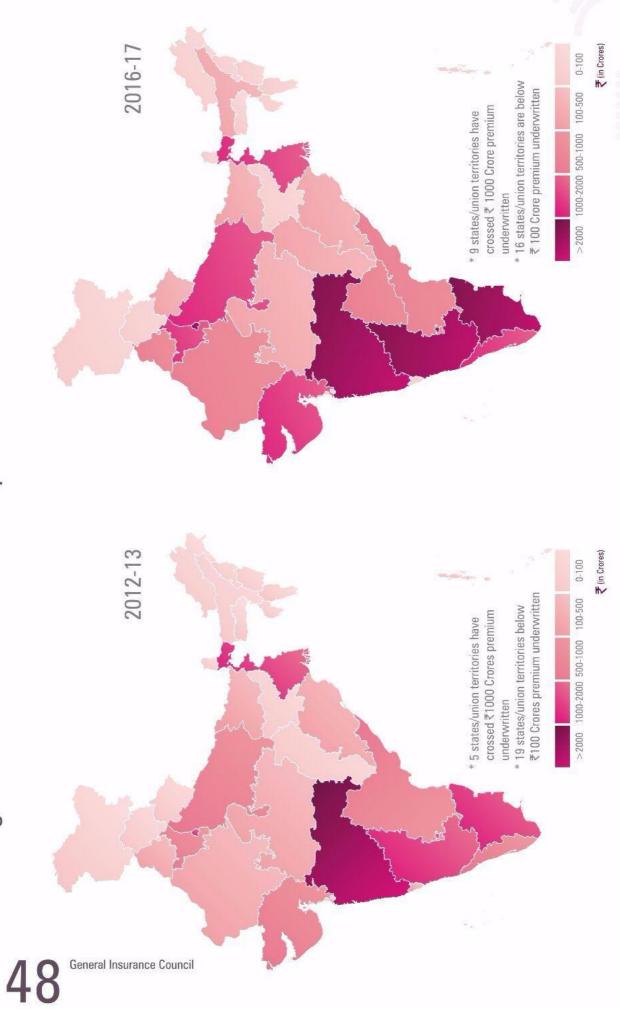
Map source: Pelitical Map of India English 4M at http://www.surveyofindia.gov.in/downloads

Change in Motor Premium Heatmap between 2012-13 and 2016-17



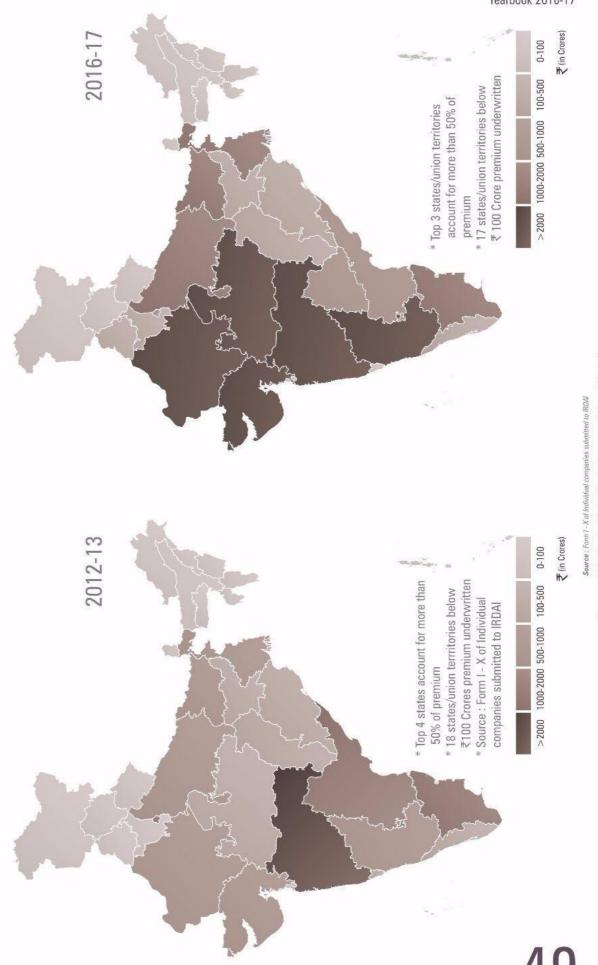
Map source: Political Map of India English 4M at http://www.surveyofindia.gov.in/do

Change in Health Premium Heatmap between 2012-13 and 2016-17



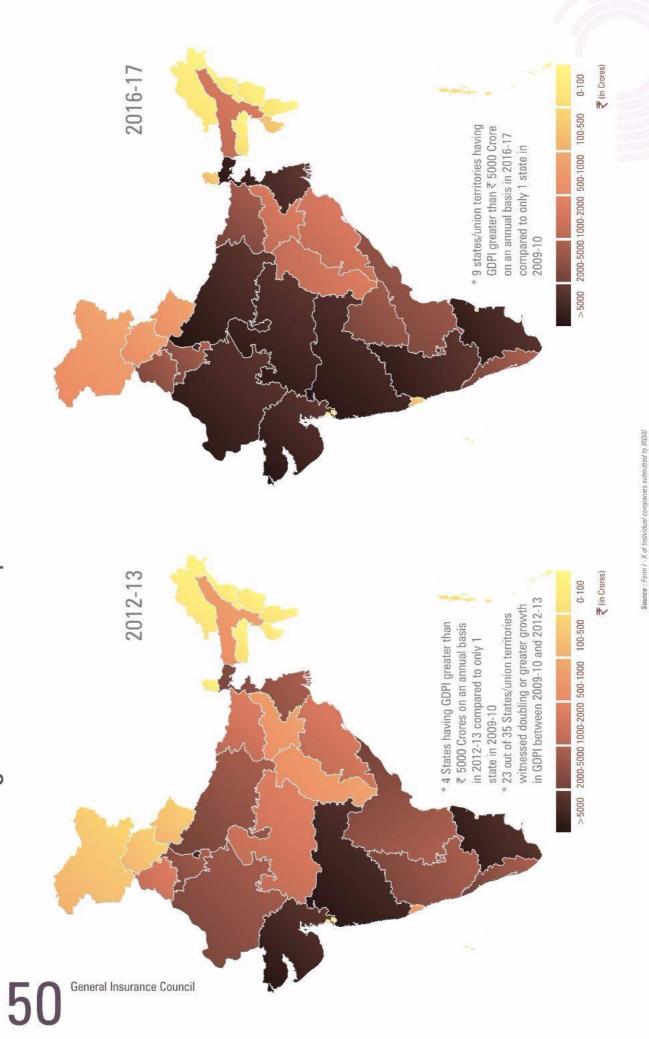
Map source: Political Map of India English 4M at http://www.surveyofindia.gov.in/downloads

Change in Other Insurance Premium Heatmap between 2012-13 and 2016-17

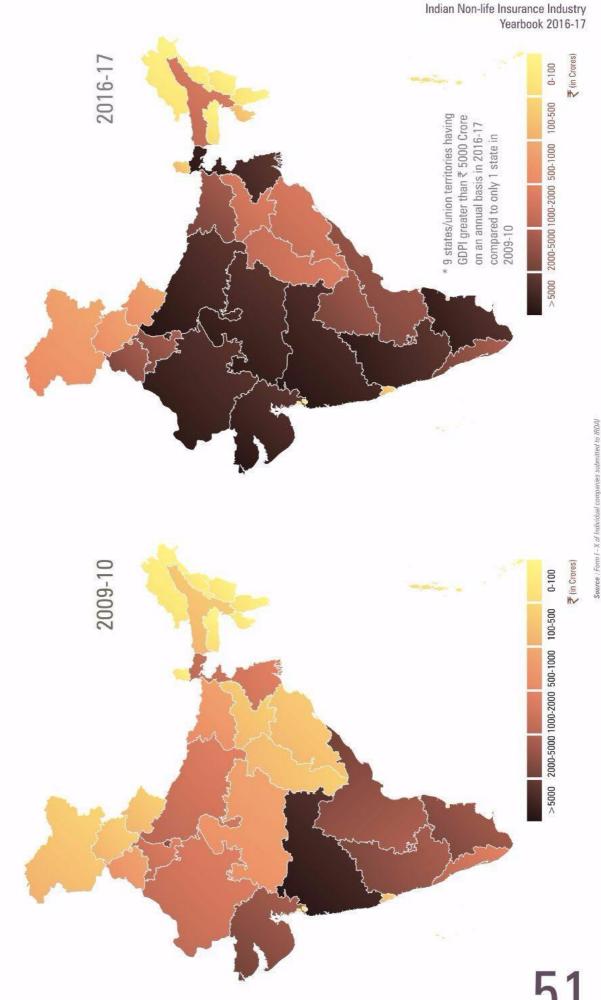


Map source: Political Map of India English 4M at http://www.surveyofindia.gov.in/do

Change in GDPI Heatmap between 2012-13 and 2016-17

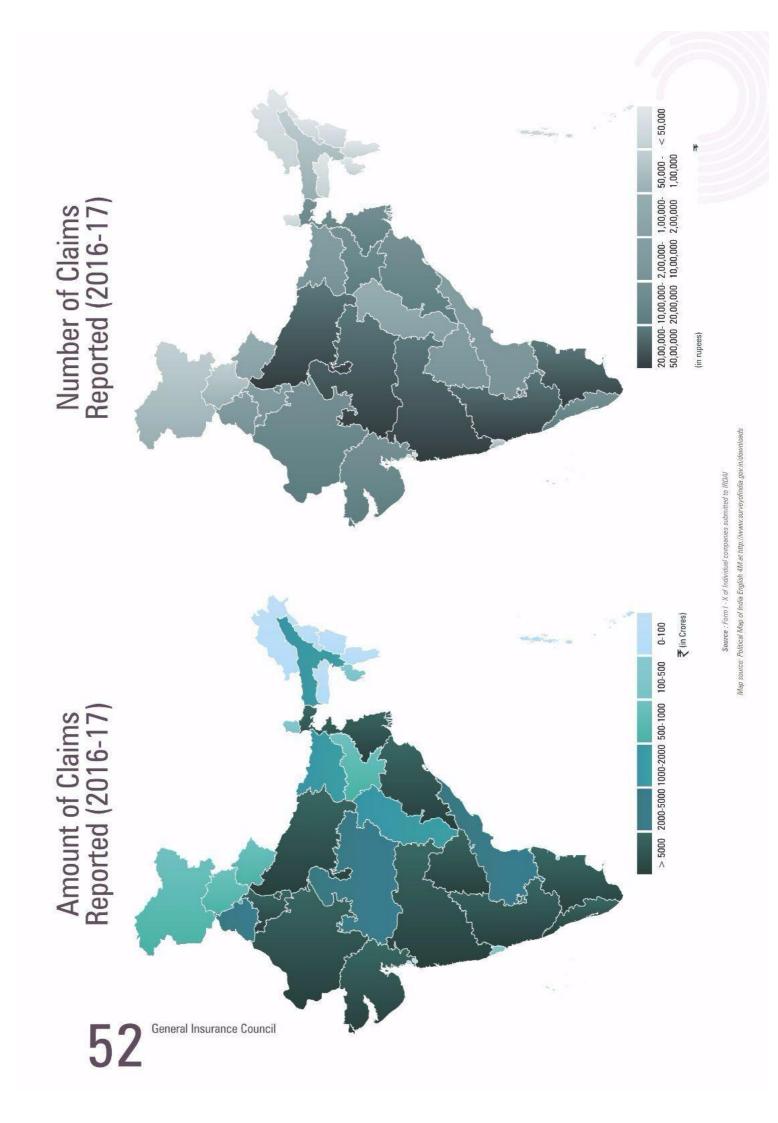


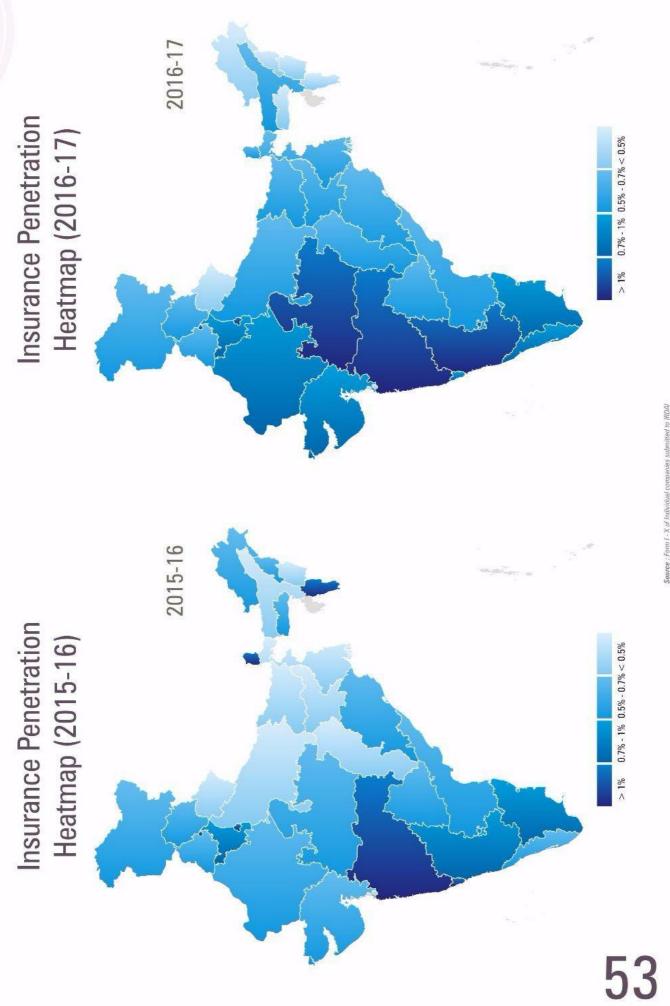
Map source: Political Map of India English 4M at http://www.surveyofindia.gov.in/downloads



Map source: Political Map of India English 4M at http://www.surveyofindia.gov.in/dov

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Source: Form 1-X of Individual companies submitted to IRDA!
Nap source: Political Map of India English 4M at http://www.surveyofinofia.gov.in/downloads



Industry Business Highlights

- Industry Business Dimensions
- Employee & Office Productivity Gains
 - Distribution Channels
 - Premium
 - Commission
 - Expenses of Management
 - Claims
 - Underwriting Results
 - Investment Income
 - Investment Portfolio
 - Profit After Tax
 - Equity Share Capital
 - Return on Capital Employed (RoCE)



Industry Business Highlights

This chapter gives a snapshot of Non-Life Insurance Industry performance from the period 2007-08 to 2016-17.

The Non-Life Insurance Insurers maintained a steady growth, maintained Solvency margins and marginally improved overall profitability despite many challenges faced by them during the last 10 years. Market competition dominated all lines of business other than mandated Motor Third Party Insurance since April 2007.

Health Insurance has emerged as a significant portfolio. Health & Accident Insurance segment has grown to ₹ 34,774 Crores at a CAGR of 21.9% over the period of 2007-08 to 2016-17.

In conclusion, the Non-Life Insurance Industry has shown maturity and resilience during the last decade facing many operational challenges. The industry players are well poised to take advantage of the present business climate emerging from Insurance act amendments in 2015 and the revised regulatory prescriptions following the Act Amendments.

Table 3.1 Number of Insurers as on 30th November 2016

Public Sector	Private Sector	Standalone Health	Specialized	Reinsurance
4	20°	6	2	11*

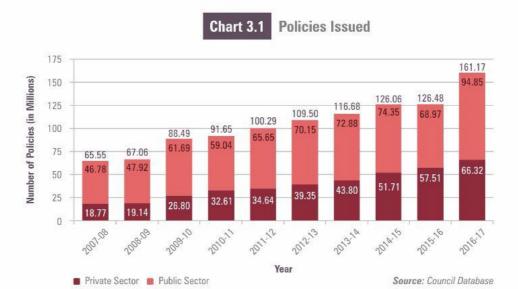
^{*} DHFL General Insurance Ltd, Acko General Insurance & Go digit General insurance Ltd have been granted R3 Licence by IRDAI and are expected to commence Business operations in FY 2017-18

Industry Business Dimensions

Since the opening up of the Non-Life Insurance Industry in 2001, the industry has witnessed substantial improvement in operational efficiency, along with a more than 12 times increase in premium and a substantial improvement in operational efficiencies.

The highlights below show the trends in key operational dimensions during the period of 2007-08 to 2016-17.

[#] Indian reinsurance ITI Re & branch of Axa France Vie have been granted R3 licence by IRDAI





Source: For 2013-14 onwards, Form 6 of 1-X being sent by companies to IRDAI For prior years, NL24/25 of public disclosures of companies

^{*} Claims Handled = Opening Balance of Claims Outstanding as at April 1st of each year + Claims Reported during that financial year



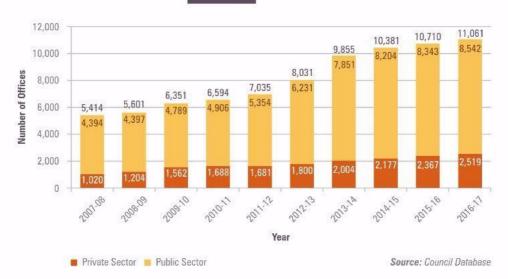
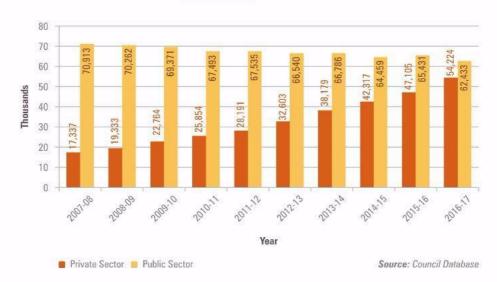


Chart 3.4 Employee Count



Employee & Office Productivity Gains

The Non-Life Insurance Industry has seen significant productivity increase due to adoption of technology as the employee count per office remained in the range of 10-11 per office and key productivity trends are mentioned below.

2016-17 vs 2015-16

The number of policies increased marginally from 12.65 Crores in 2015-16 to 16.12 Crores in 2016-17.

The Average Number of Employees per office has remained steady over the past year. The Average Premium per Employee has increased from ₹ 0.86 Crores in 2015-16 to ₹ 1.10 Crores in 2016-17.

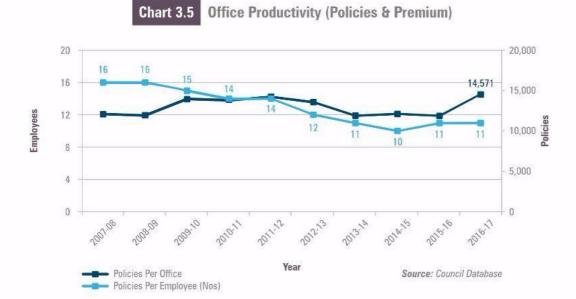
2016-17 vs 2007-08 (10 year period)

The number of policies issued increased from 6.5 Crores in 2007-08 to 16.12 Crores in 2016-17.

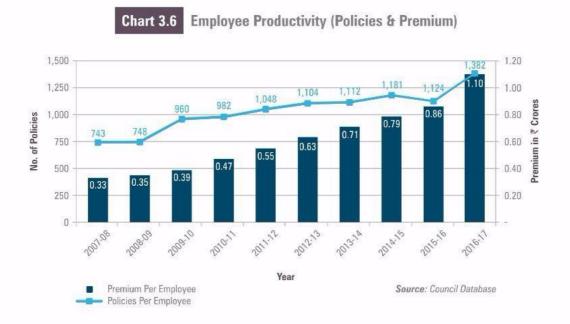
The Average Number of Policies handled per office has increased from 12,107 in 2007-08 to 14,571 in 2016-17. The Average Number of Policies per Employee has increased substantially from 743 in 2007-08 to 1,382 in 2016-17.

The Average Number of Employees per office has declined from 16 to 11 over the ten year period. The Average Premium per Employee has increased from ₹0.33 Crores in 2007-08 to ₹1.10 Crores in 2016-17.

Number of Policies per employee almost doubled during the same period.



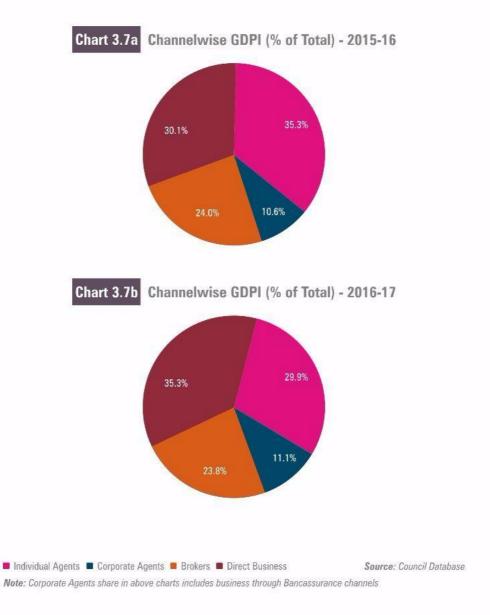
Premium productivity per employee more than trebled in the decade under review.



Distribution Channels

One of the discerning features of the post privatization of the sector is the emergence of multiple but regulated distributed channels, distinct from only Agents and Employees developing in the business during the prior nationalized sector.

Broker and corporate Agents (including Bank Assurance models) have established their credentials as insurance intermediaries. The Authority has also enabled a number of distribution channels such as common service centres of Govt. of India, Insurance Marketing firms, Banks as brokers, an Open architecture for Agents, Corporate Agents and Point of Sale Persons(POS). These channels of distributions would increase insurance awareness and penetration in the semi urban and rural areas of the country.



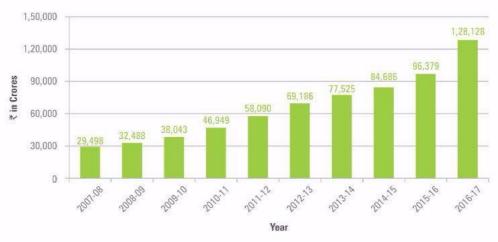
Over the past two years, share of premium sourced through direct channels and through brokers has increased marginally. Corporate Agency share has remained stable around 11.1% and Individual Agents share has marginally declined to 29.9%.

Premium

Gross Direct Premium (GDPI)

The Non-Life Insurance Industry in India has recorded an CAGR of 17.7 % in the period 2007-08 to 2016-17. The premium income which was $\stackrel{?}{\underset{?}{?}}$ 29,498 Crores in 2007-08 has increased substantially to $\stackrel{?}{\underset{?}{?}}$ 1,28,128 Crores in 2016-17. Motor and Health segments remain the leading drivers of Premium growth.





Source: Council Database

Chart 3.9 Growth Rate in Premium



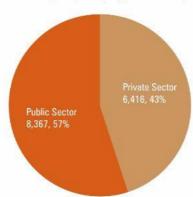
Source: Council Database

The growth rate of the Non-Life Insurance Industry which had slowed down during 2012-15 has now turned around due to pickup in economic activity.

The growth rate of the Non-Life Insurance industry which had slowed down during 2012-15 has now turned around due to pickup in economic activity and increasing awareness on personal lines Portfolio.

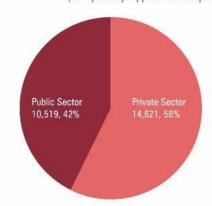
The split of premium between Public Sector, Private Sector and standalone Health Insurance Companies is shown below (excluding business figures from Agriculture Insurance Company Limited and Export Credit Guarantee Corporation). Values shown are ₹ in Crores.

Chart 3.10 Property & Liability - 2016/17 (% split by type of company)



Premium in ₹ Crores

Chart 3.11 Motor OD - 2016/17 (% split by type of company)



Premium in ₹ Crores

Marine & Aviation - 2016/17 (% split by type of company)

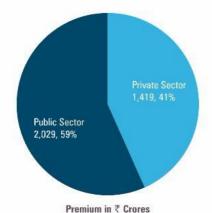
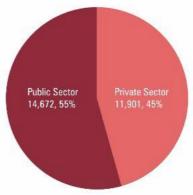
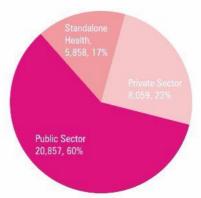


Chart 3.12 Motor TP - 2016/17 (% split by Type of Company)



Premium in ₹ Crores

Chart 3.14 Health & Personal Accident - 2016/17 (% split by type of company)



Premium in ₹ Crores

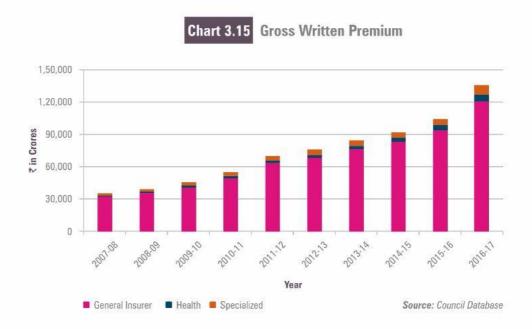
Source: Council Database

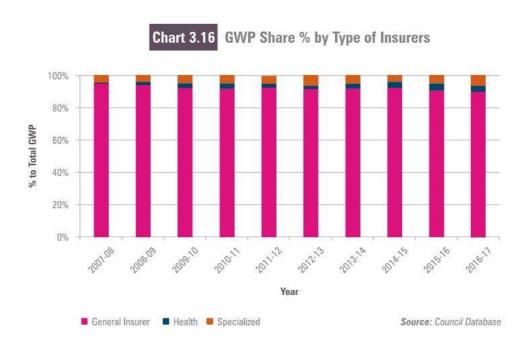
Chart 3.13

Gross Written Premium (GWP)

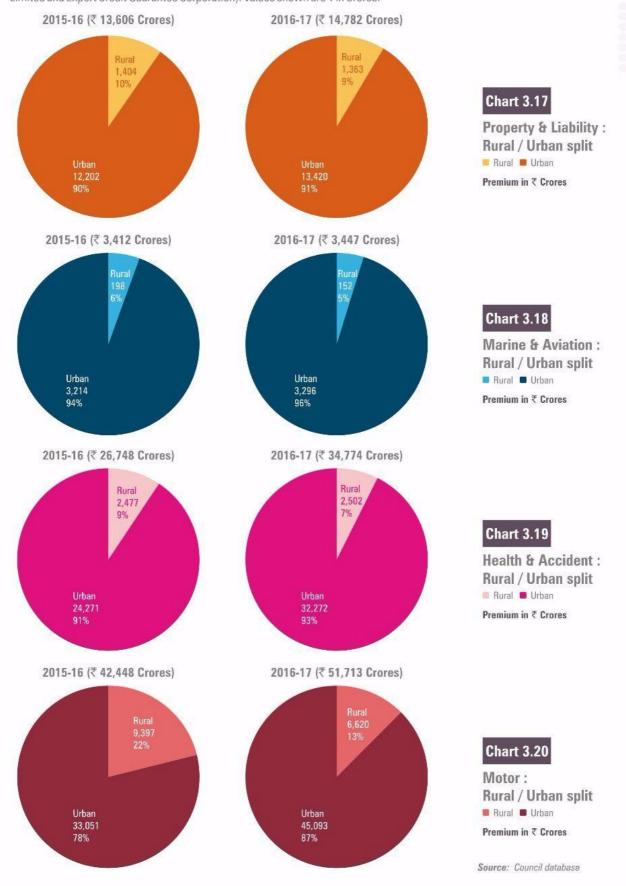
Gross Written Premium (both domestic and international business) grew by 16.7% on an annual average basis from ₹ 33,482 Crores in 2007-08 to ₹ 1,34,177 Crores in 2016-17.

ECGC and AIC are categorized as Specialized Companies for the purpose of analysis.



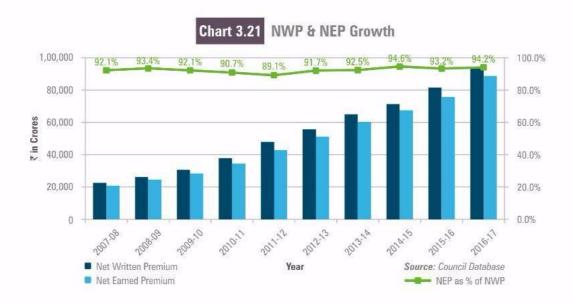


The split of Rural and Urban in different Segments is shown below (excluding business figures from Agriculture Insurance Company Limited and Export Credit Guarantee Corporation). Values shown are ₹ in Crores.



Net Written Premium & Net Earned Premium (NWP & NEP)

Net Written premium (NWP) grew at a CAGR of 17.3% from ₹ 22,328 Crores in 2007-08 to ₹ 94,178 Crores in 2016-17. Similarly, Net Earned Premium (NEP) grew at a CAGR of 17.6% from ₹ 20,558 Crores in 2007-08 to ₹ 88,725 Crores in 2016-17. NEP as a percentage of NWP has been consistently above 90 % for the period under review.



Commission

Chart 3.22 Gross Commission

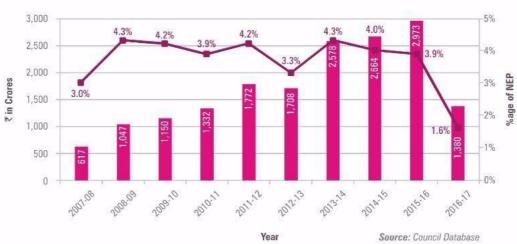


Gross Commission has increased from Rs 2,299 Crores in 2007-08 to Rs 6,882 Crores in 2016-17. Gross commission as a percentage of GDPI (Gross Direct Premium Income) declined from 7.5% in 2007-2008 to 5.3% in 2016-17.





Chart 3.25 Net Commission



Expenses of Management

Chart 3.26 Expenses of Management



Source: IRDAI Annual Reports for prior years and Financial Highlights of GI Council for years 2014-15 and 2015-16

Expenses of Management has risen from Rs 6,325 Crores in 2007-08 to Rs 28, 016 Crores in 2016-17.

Claims

Gross Incurred Claims

Gross Incurred Claims has risen from ₹22,036 Crores in 2007-08 to ₹1,12,371 Crores in 2016-17 at a CAGR of 19.8%





As a percentage of Gross Direct Premium, the Industry Gross Incurred Claims ratio is consistently above 70% since 2007-08.

Chart 3.28 Gross Incurred Claims to GDPI Ratio - Overall

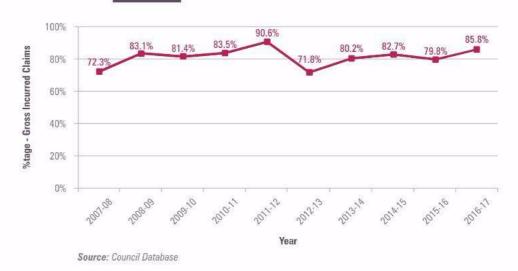
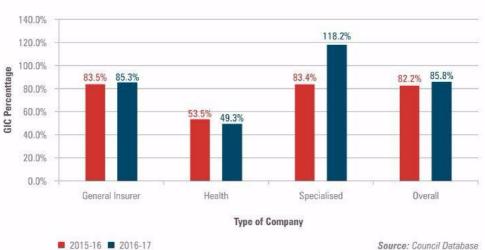


Chart 3.29 Gross Incurred Claims ratio - Overall (Split by Type of Insurers)



Net Incurred Claims

Net Incurred claims has risen from ₹16,951 Crores in 2007-08 to ₹80,662 Crores in 2016-17, at a CAGR of 18.9%



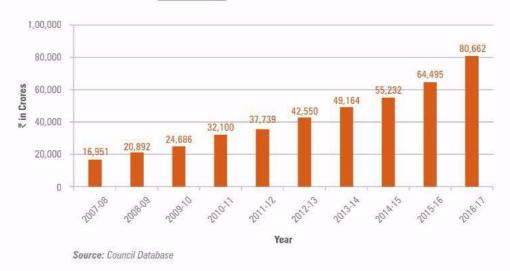
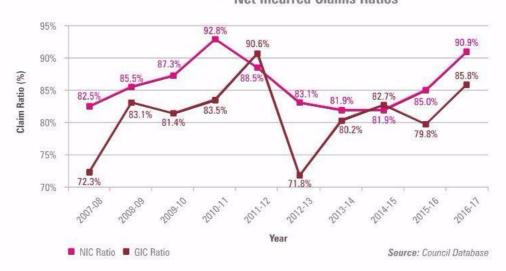


Chart 3.31 Gross Incurred Claims & Net Incurred Claims Ratios



The Net Incurred Claim ratio in 2010-11 was at 92.8% due to significant claim provisioning necessitated by Regulatory directions in dismantling the erstwhile Motor Pool (IMTPIP). Though subsequent years have seen improvement in this ratio, the deterioration in the Health segment over the last two years has once again increased the Net Incurred Claims ratio to 90.9% in 2016-17.

Chart 3.32 Net Incurred Claims ratio - Overall (Split by Type of Insurers)

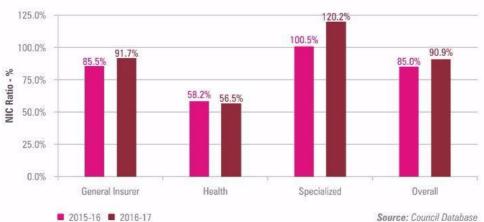
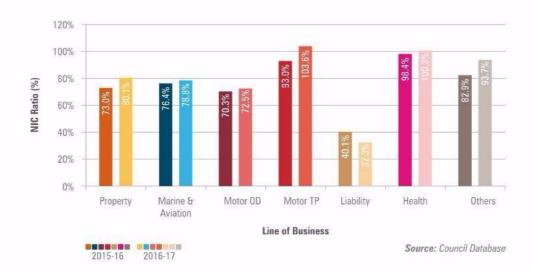


Chart 3.33 Net Incurred Claims - Overall (Segment-wise)



Underwriting Surplus / Deficit

Underwriting Surplus is calculated as Net Earned Premium less sum of Net Incurred Claims, Net Commission, Expenses of Management and Other Outgo (or income) continued to remain negative.



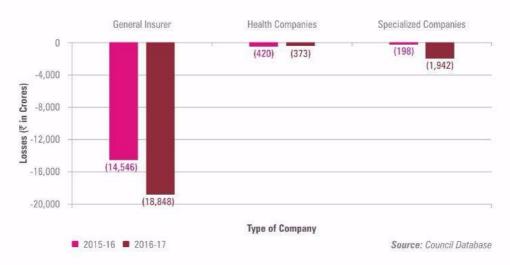
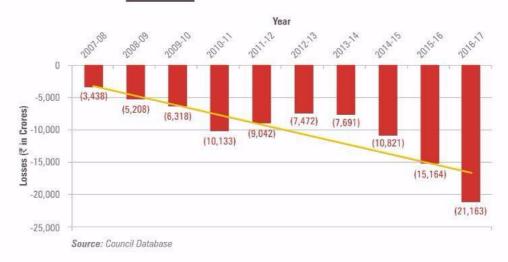


Chart 3.35 Underwriting Surplus/Deficit (2008-17)



Non-life Insurance Industry continued to suffer from underwriting deficits since 2008 due to :

- Intense market competition in all classes impacting premium rates
- Increase in attritional losses
- · Claims due to Natural Calamities/disaster
- Increase in cost of acquisition

Chart 3.36 Underwriting Results (2008-2017)

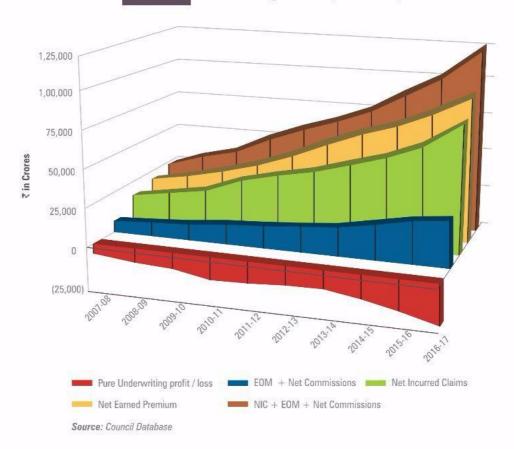
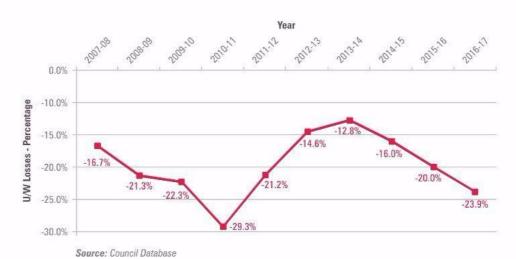
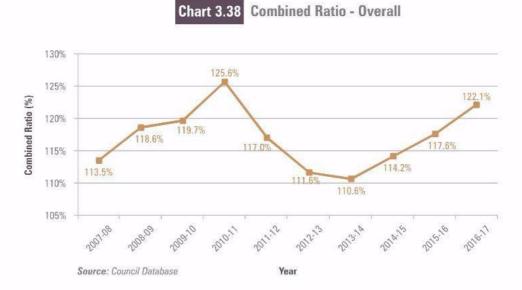
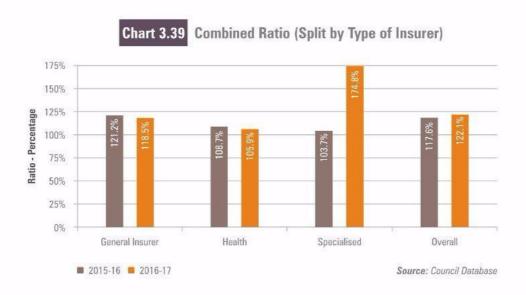


Chart 3.37 Underwriting Loss as a percentage of NEP





Combined Ratios (calculated as Net Incurred Claims Ratio + Net Commission ratio + Expenses of Management ratio) have been above 110%, reflecting adverse underwriting results (It is to be noted that underwriting results are computed without taking into account investment income allocable to policyholder funds).

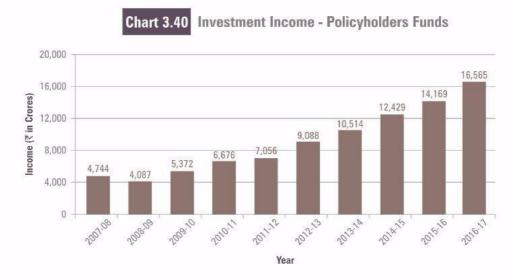


Investment Income & Investments

Investment Income – Policyholders Funds

Investment income allocated to revenue account (Fire, Marine, Miscellaneous etc.) represents Investment Income of Policyholders.

Investment income pertaining to policyholders has risen from ₹ 4,744 Crores in 2007-08 to ₹ 16,565 Crores in 2016-17, representing a CAGR of 14.9% p.a.



Source: IRDAI reports & Council Database

Investment Income – Shareholders Funds

Investment Income allocated to Profit & Loss account is investment income for shareholders.

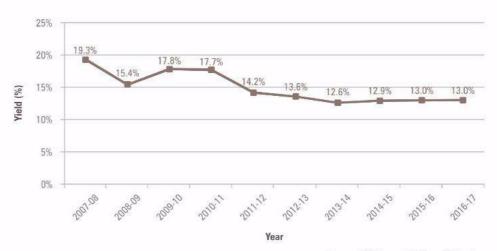
Investment income pertaining to shareholders has risen from ₹ 2,613 Crores in 2007-08 to ₹ 5,190 Crores in 2016-17, growing at CAGR of 7.9% p.a.



Source: IRDAI reports & Council Database

Average yield on investments (computed by total investment income divided by average value of investments at the end of the year plus beginning of the year) which was declining since 2011 has improved since 2014-15

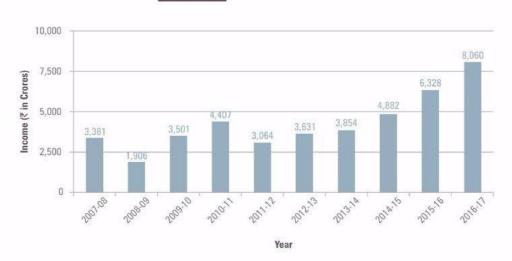
Chart 3.42 Yield on Investments



Source: IRDAI reports & Council Database

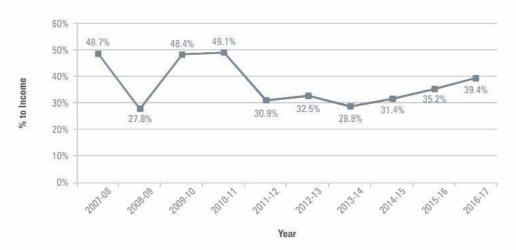
Profits on sale of investments, has risen from Rs 3,381 Crores in 2007-08 to Rs 8,060 Crores in 2016-17.

Chart 3.43 Profit on sale of Investments



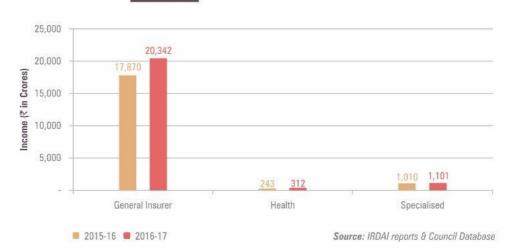
Profits

Chart 3.44 Profits on sale of investments as % to Investment Income



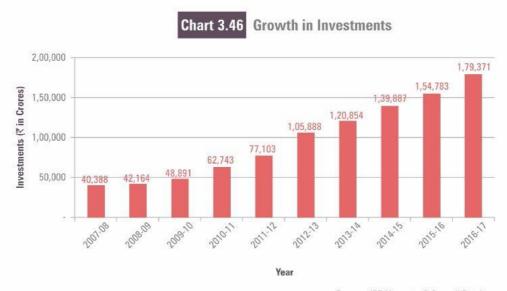
Source: IRDAI reports & Council Database

Chart 3.45 Investment Income by Type of Insurer



Investment Portfolio

The Investment portfolio of the General Insurance Industry has increased from $\stackrel{?}{\sim} 40,388$ Crores in 2007-08 to $\stackrel{?}{\sim} 1,79,371$ Crores in 2016-17, at a CAGR of 18.0% p.a.



Source: IRDAI reports & Council Database

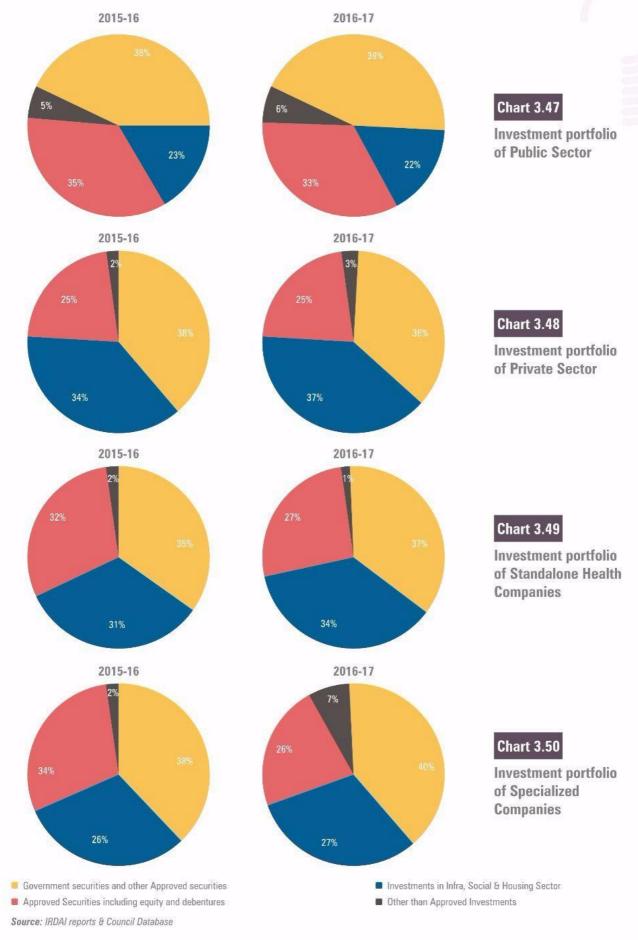
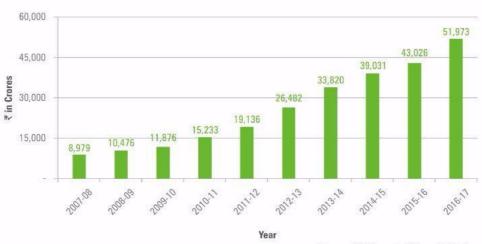


Chart 3.51 Investments in Social & Infrastructure Sectors



Source: IRDAI reports & Council Database

Profit After Tax

The Non-Life Insurance Industry has generated an operating loss for 2016-17 amounting to ₹ 4,598 Crores after allocation of investment income pertaining to policyholders.





The Non-Life Insurance Industry has been continuously generating PAT since 2012-13. In the year 2016-17 the Profit After Tax was ₹792 Crores

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Equity Share Capital

Since 2007-08, Shareholders' Equity (representing Equity Share Capital plus Free Reserves less accumulated losses) of Non-Life Insurance Industry has increased from ₹ 20,027 Crores to ₹ 55,167 Crores in 2016-17, representing a CAGR of 11.9% over the period.





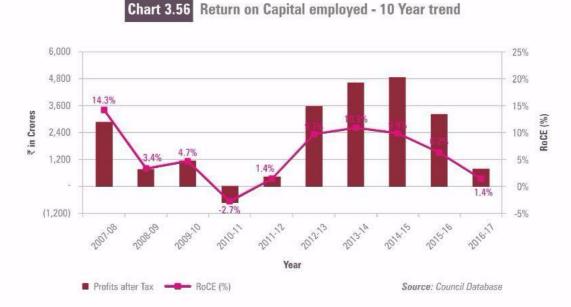
Public Sector includes PSU Insurers and Specialized Companies. Private Sector includes Private Insurers and Standalone Health Insurers.

Return on Capital Employed (RoCE)

Post free pricing in 2007, the RoCE declined due to competitive pricing for commercial business. Administered premium rates for Motor TP liability insurance, poor investment scenario following the global economic crisis that began in mid-2008 and the regulatory prescription for clean cut reserving for Motor TP Liability (arising from the dismantling of the IMTPIP) in 2011 were contributory factors for the steep drop in ROCE from 2007 to 2011.

Additional infusion of fresh equity capital by private sector insurers to ensure they maintain the prescribed solvency margin norms had its effect on RoCE. Deteriorating claim ratios in health insurance business has necessitated additional capital infusion in Standalone Health companies also, thereby impacting RoCE.

The recovery seen in RoCE between 2011 and 2014 is attributable to growth in Health Insurance Portfolio and revision in Motor TP as well as robust income from investment funds of the insurer.





Segmentwise Business Highlights

- GDPI, Policies
- Rural Premium
 - Motor •
- Health & Accident
- Property (Fire + Engineering)
 - Marine & Aviation
 - Liability •
 - Miscellaneous •
 - Specialised Insurers
- Agriculture Insurance Company Ltd .
 - ECGC Ltd •
 - Reinsurance (
- General Insurance Corporation of India .
 - Ageing Analysis Paid Claims

Note:

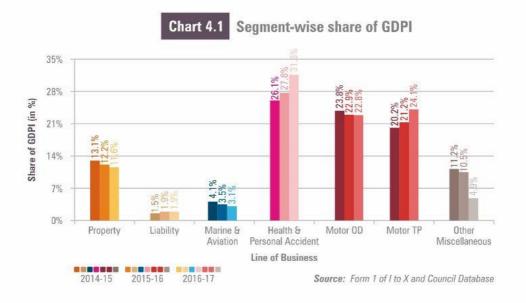
- Gross Incurred Claims Ratio (GIC) means ratio of Gross Incurred Claims (Direct Claims + Outstanding Claims at end of the year – Outstanding Claims at beginning of the year) to Gross Direct Premium.
- 2. Net Incurred Claims Ratio(NIC) means ratio of Incurred claims at Net basis(after Reinsurance) to Net Earned Premium

Segmentwise Business Highlights

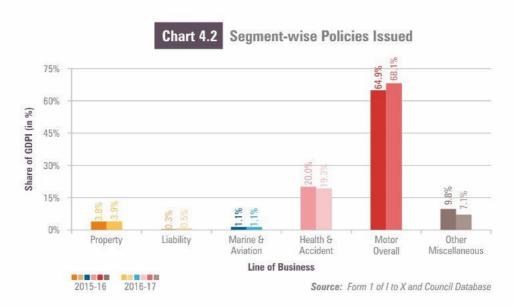
GDPI & Policies

Gross Direct Premium income (in and outside India) written by non-life Insurance Industry increased from ₹ 99,334 Crores in 2015-16 to ₹ 1,30,970 Crores in 2016-17. Personal lines of business namely Motor and Health & Accident insurance constitute more than two-thirds of the Non-Life Insurance premium.

During the year every Line of business has recorded a growth ranging from 2% in Liability, to 32% in case of Health. Traditional Sector like fire and Motor showed doubled digit growth. Crop insurance has shown tremendous growth. The market share of Crop Insurance for 2016-17 is 16%



The number of policies issued increased from 12.86 Crores in 2015-16 to 15.95 Crores in 2016-17. Proportion of number of policies issued in Overall Motor has increased from 64.9% in 2015-16 to 68.1% in 2016-17 and Other Miscellaneous classes has declined from 9.8% in 2015-16 to 7.1% in 2016-17.



Rural Premium

Rural premium as a percentage of overall premium increased from 14.9% in 2015-16 to 20.8% in 2016-17 on the basis of Crop and Other Miscellaneous segments.

In percentage terms, rural Premium in Motor, Health & Accident and Property segments has increased in 2016-17 as compared to 2015-16. Health and Motor classes of Business saw an increase from 16% & 49% in 2015-16 to 20% and 54% in 2016-17 respectively. A major portion of Other Miscellaneous premiums in rural areas constitute crop insurance/rural insurance and weather insurance covers.



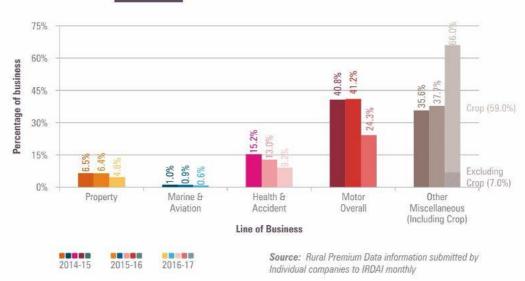
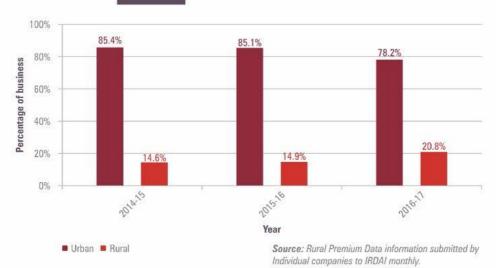


Chart 4.4 Rural premium as % of Urban premium

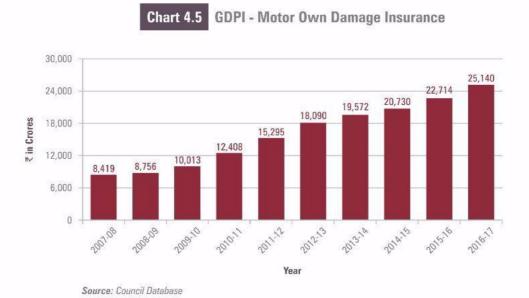


Motor

Motor Insurance business comprises Own Damage and Third Party Liability segments.

Motor - Own Damage (OD)

The Motor OD premium has grown at a CAGR of 12.9% over the period 2007-08 to 2016-17.

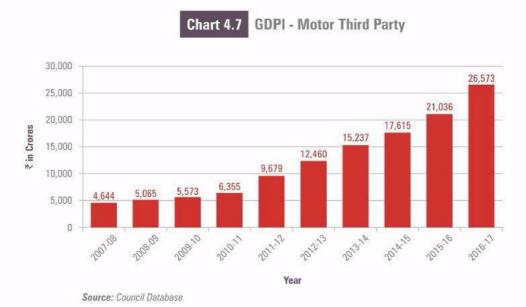


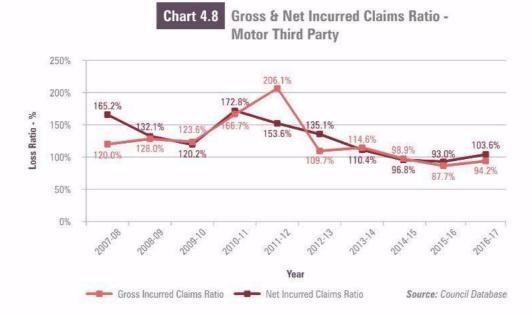
The Gross Incurred Claims Ratio for Motor Own damage segment has been In the range of 57% - 73% over the 2007-08 to 2016-17.



Motor - Third Party (TP)

The Motor TP rates are administered IRDAI. The same is reviewed on a periodical basis.





Caveat: The above ratio represents only the Incurred claims of Motor TP Insurance portfolio as a percentage of TP premium accounted during the Financial years. Motor TP portfolio is long tail in nature. TP liability claim pertaining to TP policies issued during a Financial year gets reported over 4-5 years after the expiry of the financial year.

Incurred claims experience for this segment shows that the administered prices are lower than the claims outgo. There is no significant let up in the number of accidents, severity (fatal or other injuries) coupled with the increasing trend of Court awards for Motor accident victims/claimants.

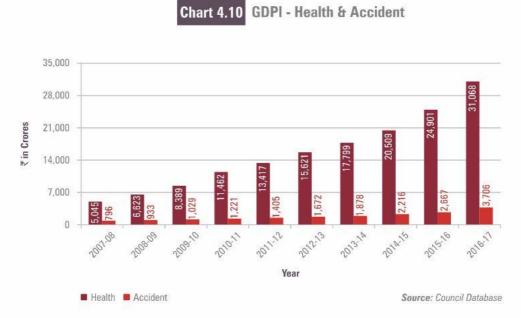
Motor Third Party Claims Handled



Health & Personal Accident Insurance

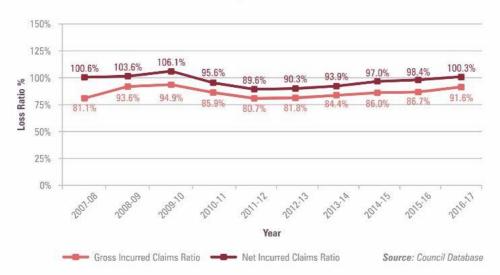
The Health & Personal Accident Insurance segment has grown at a CAGR of 21.9% over the period 2007-08 to 2016-17. In 2007-08, Health Insurance comprised 86.4% of the segment, which has grown to 89.3% in 2016-17.

Claims from Council database



The Gross Incurred Claims Ratio for Health & Accident segment has been consistently above 80% over the observed period. The Net Incurred Claims Ratio which was below 100% in 2010-11 has been steadily rising in the past three years, reflecting deterioration in the portfolio.

Chart 4.11 Gross & Net Incurred Claims Ratio -Health, Personal Accident & Travel



Property

(Fire + Engineering)

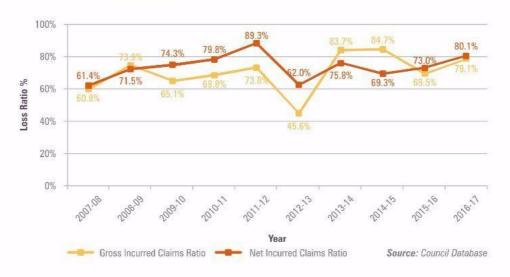
Property insurance portfolio comprises fire and engineering segments. This class of business was de-tariffed on 1st April, 2007.

Property insurance business has registered a CAGR of 10.5% over the period 2007-08 to 2016-17. Proportion of Engineering business to overall property business has remained range bound post de-tariffing.



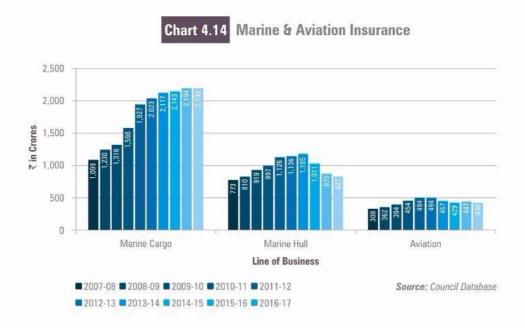
The Net Incurred Claims ratio for property insurance has been consistently in the range of 60% and 80% during the observed period.

Chart 4.13 Gross & Net Incurred Claims Ratio - Property



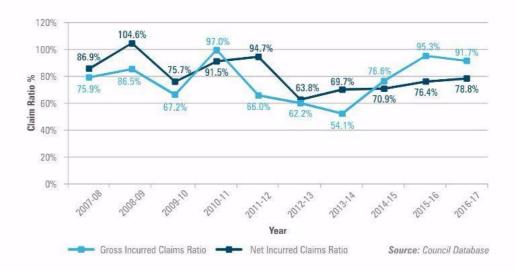
Marine & Aviation Insurance

The composition of Marine and Aviation Insurance business is as mentioned below:



Aviation premium has been below ₹ 500 Crores throughout the period under review. Both the Gross Incurred claim ratio and Net Incurred Claim Ratio has been varying over the same period.

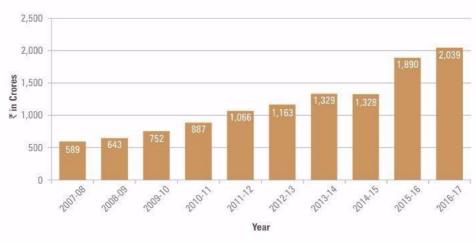
Chart 4.15 Gross & Net Incurred Claims Ratio Marine & Aviation



Liability Insurance

Liability Insurance comprises of Workmen's compensation and Employers' Liability, Public Liability, Products Liability and other Liability segments (excluding Motor Third Party Liability), Liability Insurance Premium has grown by 14.8% over the period 2007-08 to 2016-17.

Chart 4.16 GDPI - Liability

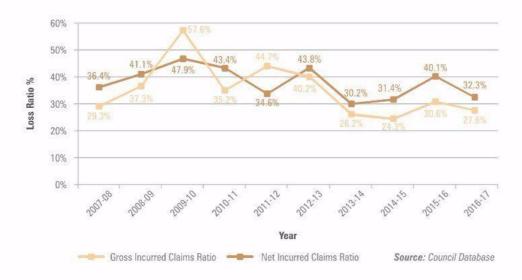


Source: Council Database

Note: Detailed breakup of Liability Covers are not available

The Net Incurred Claims Ratio has been in the ratio of 30-50% for most of the years in the observed period. Compared to the gross incurred claim ratio, the net incurred claims ratio graph is smoothened, thereby reflecting the effect of reinsurance, particularly in this line of business.

Chart 4.17 Gross & Net Incurred Claims Ratio - Liability



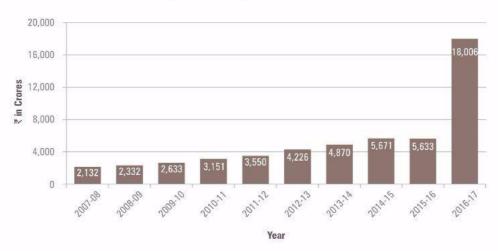
Other Miscellaneous Classes

(Includes Crop Insurance)

All segments of business other than those dealt with separately earlier have been classified as Miscellaneous Insurance business. (These exclude business figures of AIC & ECGC). Crop insurance has seen significant growth in 2016-17 due to PM's flagship programme for farmers — Pradhan Mantri Fasal Bima Yojana — (PMFBY).

This line of business has grown by 26.8% over the period 2007-08 to 2016-17.

Chart 4.18 GDPI - Other Miscellaneous



Source: Council Database

The Gross Incurred claims ratio & Net Incurred claims ratio have varied significantly over the observed period with a generally increasing trend.

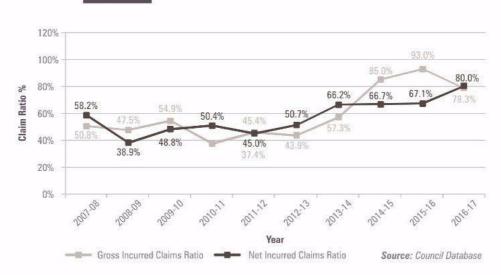


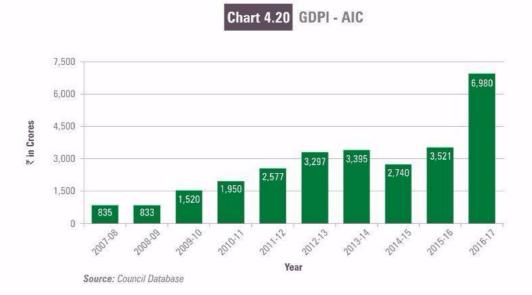
Chart 4.19 Gross & Net Incurred Claims Ratio - Miscellaneous

A perceptible pattern has been observed between Gross Incurred Claims Ratio and Net Incurred Claims Ratio in respect of Property (Fire and Engineering), Marine and Aviation and Other Miscellaneous classes of business. The Net Incurred Claims in these classes are lower than the Gross Incurred Claims showing the efficacy of the Reinsurance Programme of the insurers for these segments. In respect of Motor and Health segments, the Net Incurred Claims have been higher than the Gross Incurred Claims reflecting the maximum domestic and net retentions in these segments.

Specialised Insurers

Agriculture Insurance Company Ltd

Agriculture Insurance business is carried out by Agriculture Insurance Company Ltd. (AIC), a Public Sector Company. The Gross Direct Premium has grown from ₹ 835 Crores in 2007-08 to ₹ 6,980 crores in 2016-17, representing a CAGR of 26.6%.



The Net Incurred Claims Ratio has been increasing over the past 5 years for this class of business.

Gross & Net Incurred Claims Ratio - AIC 120.0% 116.9% 120% 106.2 101.49 100% 80.2 80% Claim Ratio % 75.8% 73.1% 60% 40% 20% 0%

Net Incurred Claims Ratio

Source: Council Database

ECGC

Export Credit Guarantee Insurance business is carried out by ECGC Ltd., a Public Sector Company.

Gross Incurred Claims Ratio

The business has grown from ₹ 668 Crores in 2007-08 to ₹ 1,268 crores in 2016-17, representing a CAGR of 7.4% p.a.

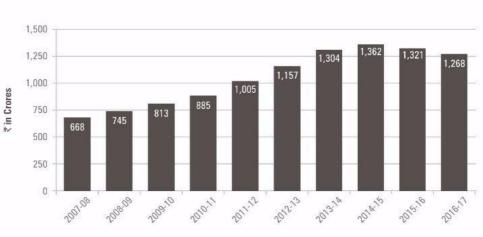


Chart 4.22 GDPI - Export Credit Insurance

The Gross Incurred Claims Ratio has varied significantly over the observed period. Since 2009-10, the Net Incurred Claims Ratio has been greater than 80%.

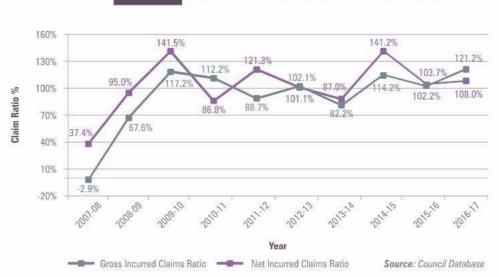


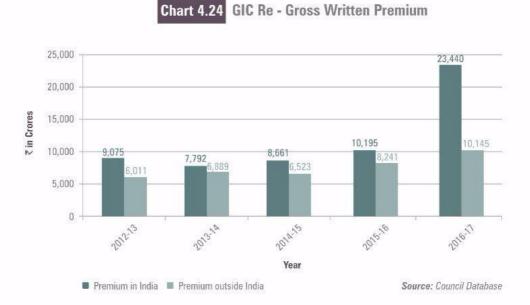
Chart 4.23 Gross & Net Incurred Claims Ratio - ECGC

Reinsurance

General Insurance Corporation of India - GIC Re

GIC Re has emerged as a key reinsurance player in the domestic as well as international markets with its presence in Africa, Latin America, Europe, Asia and Russia. GIC Re has already laid the basis for India to become an International Reinsurance Hub achieving nearly half of its portfolio from International clients.

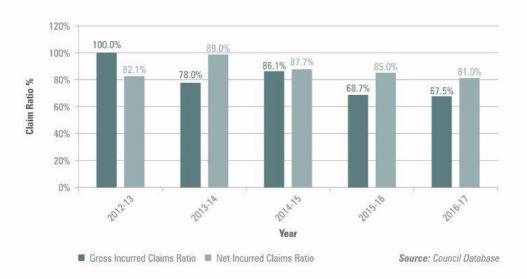
GIC Re has also become the first Govt. PSU insurer to be listed in the Stock exchange with its initial IPO of ₹ 12,470 Crores fully subscribed.



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Rate of Obligatory Cessions was decreased from 10.0% in 2012-13 to 5.0% in 2013-14 and has since remained at the same levels. Increase in retention within India in 2016-17 is mainly due to significant reinsurance support given by GIC Re to all insurers who have participated in PMFBY scheme.

Chart 4.25 GIC Re - Gross & Net Incurred Claims Ratio



Ageing Analysis - Paid Claims

Undermentioned is paid claims segment wise analysis. Motor OD, Health & Accident claims which are of short term duration constitute majority of paid claims for in 2014-15, 2015-16 and 2016-17.

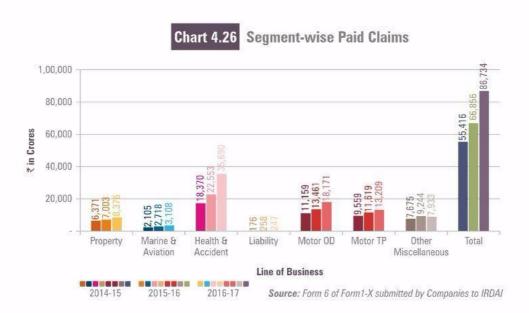
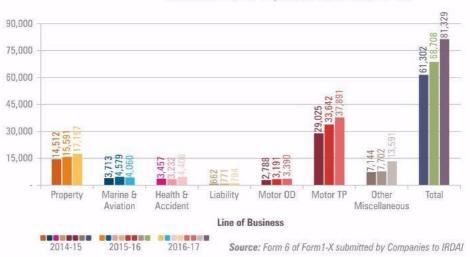


Chart 4.27 Outstanding claims- Comparison between 2016-17, 2015-16 and 2014-15





Reinsurance

- Net Retention
- Reinsurance Placed Within & Outside India
 - Capital Leverage

Reinsurance

Net Retention of Insurance Companies (After Cessions to Reinsurers)

The Gross Written and Net Written Premiums during the period 2007-08 to 2016-17 are as follows:



During the period 2007-08 to 2015-16, the net retention ratio of Non-Life insurers was in the range of 66.7% and 79.5%. For the year 2016-17, this ratio stood at 70.2% (from 79.5% in 2015-16) due to significant outgo of RI premium for PMFBY Insurance.

During the period under review 2016-17, Reinsurance Premium ceded outside India increased in absolute figures-(mainly due to Reinsurance sought for Crop Insurance) but as a percentage, it was below 10%. Combined with compulsory and voluntary cessions to GIC Re, the Indian Reinsurer, the Domestic Premium retained within the country was maintained above the 90% benchmark set up in 2001, when the Insurance market was opened to private sector participation.

The Gross Written and Retained Premium during the Financial Year 2016-17 are as follows:

Table 5.1 Gross & Net Written Premium, Net Retention Ratios

₹ in Crores

	2013-14			2014-15			2015-16			2016-17		
	GWP	NWP	Retention Ratio	GWP	NWP	Retention Ratio	GWP	NWP	Retention Ratio	GWP	NWP	Retention Ratio
Private Sector	32,829	24,116	73.5%	35,954	26,087	72.6%	40,469	29,626	73.2%	54,560	35,142	64.4%
Public Sector	43,254	36,173	83.6%	47,307	40,124	84.8%	52,846	45,343	85.8%	65,506	51,715	78.9%
Standalone	LIAMON MORE AND	J.C. 100 J.C				000000000000000000000000000000000000000	300.812.07.1813.01		10.000000000000000000000000000000000000	N.3103.4130300000	Manuellandos.	UNITAL STORM
Health	2,245	1,891	84.2%	3,001	2,538	84.6%	4,239	3,350	79.0%	5,856	4,702	80.3%
Specialized							2501200000			5. A. S. S. S. S.		10 mg
Company	4,699	2,685	57.1%	4,102	2,551	62.2%	4,842	3,132	64.7%	8,256	2,618	31.7%
Total	83,027	64,864	78.1%	90,365	71,300	78.9%	1,02,396	81,450	79.5%	1,34,177	94,178	70.2%

Source: Council Database

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Chart 5.2a GWP & NWP by Type of Company

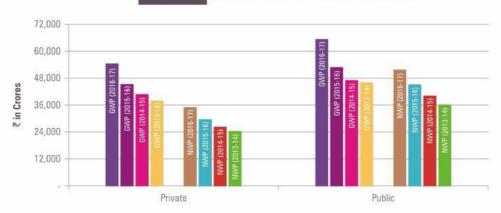
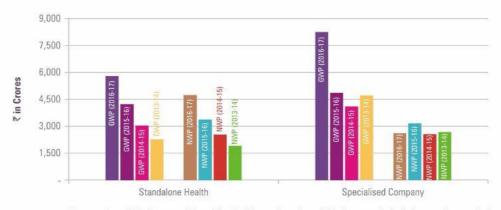


Chart 5.2b GWP & NWP of Standalone & Specialised Companies



Source: Council Database Note: The Ceded premium of specialised companies includes premiums ceded to other Indian Non-Ilfe insurance companies in addition to GIC Re.

The segment wise Net Retention ratios of Non-Life Insurance Companies during the period 2007-08 to 2016-17 have consistently remained above 45% for all classes other than Marine Hull and Aviation.

Chart 5.3a Net Retention Ratios - Fire, Engineering, Marine Cargo

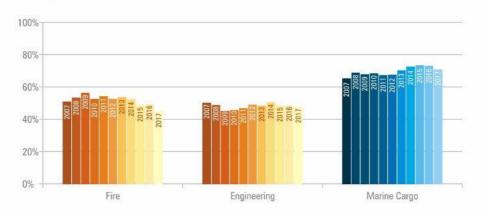
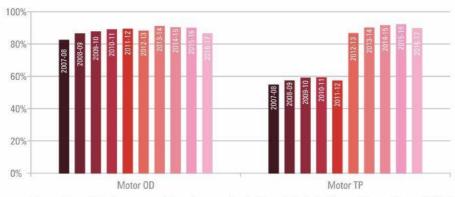


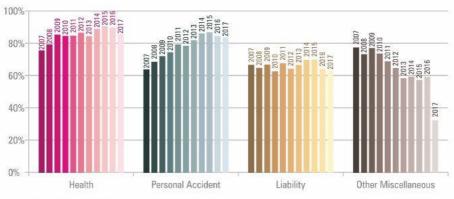
Chart 5.3b Net Retention Ratios - Motor OD, Motor TP



Source: Council Database

Note: Net retentions in Motor TP includes figures after cessions to IMTPIP till 2011-12 and declines risks pool.

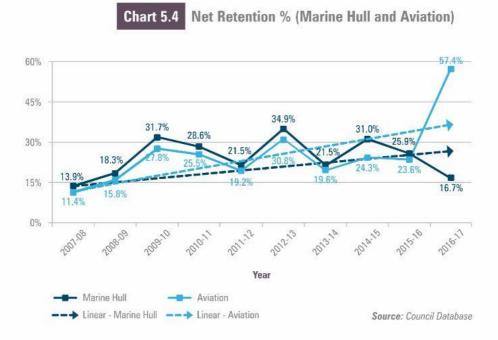
Chart 5.3c Net Retention Ratios - Health, Accident, Liability, Other Miscellaneous



Source: Council Database

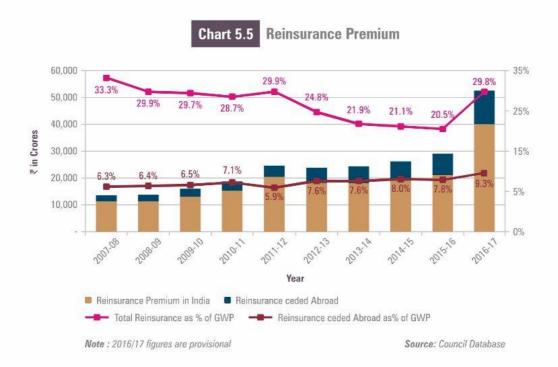
Note: Net Retention is the ratio of Net Retained Premium to Gross Written Premium.

The Net Retention ratios have remained in the mid-twenties during the same period for Marine, Hull and Aviation classes.



Reinsurance Placed Within & Outside India

The details of reinsurance premium ceded (within & outside India) for the year 2007-08 to 2016-17 are as follows:

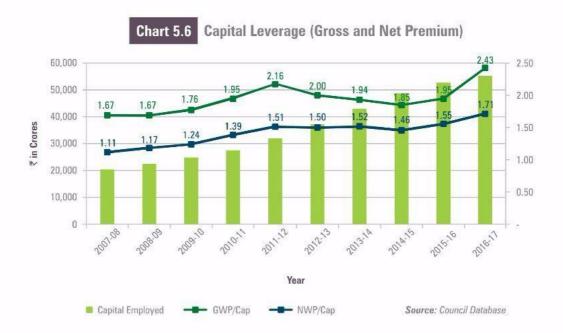


Prudent Capital Leverage

The Capital leverage ratio indicates the extent to which the capital employed (defined as equity and free reserves) is leveraged for domestic insurance business. The capital leverage ratio is calculated for both the gross premium (GWP/Capital employed) and net premium (NWP/Capital employed) levels.

The Non-Life Industry has been prudent in its Capital Leverage as Gross Written premium is almost 2.43 times the Capital and Free Reserves (Net worth). On Net written Premium basis, it is 1.71 times the capital as on March 2017.

Note: Capital employed denotes paid up equity capital and free reserves





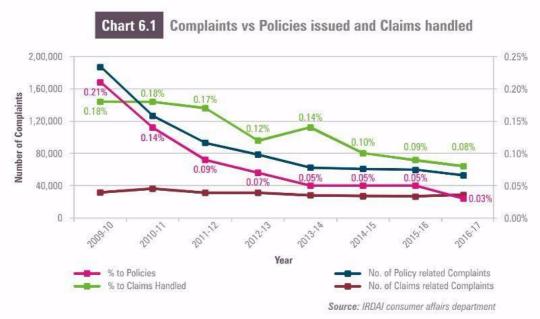
Policy Holder Service Index

- Customer Complaints
- Class-wise Complaints Analysis

Customer Complaints

The Non-Life Insurers have been steadily improving the quality of service provided to the customers. One of the direct indicators of improving quality of service is the steady decline in the absolute number of complaints reported and also the complaints reported as a percentage of the number of policies issued as well as number of claims handled during the year - (Please refer Chart 3.1 and Chart 3.2 for data on number of policies and number of claims)

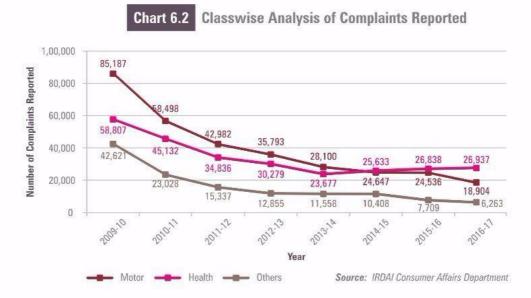
Information is regularly collated by the Authority through their Integrated Grievance Management System (IGMS) wherein policy holders register complaints directly with the Regulator. The complaints registered in the IGMS are monitored by the Non-Life Insurance Companies as well as the IRDAI.



% to Policies: Total number of complaints divided by Number of policies issued during the year.
% to Claims Handled: Number of claims related complaints divided by Number of claims reported during the year.

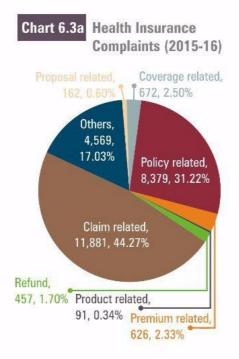
Class-wise Complaints Analysis

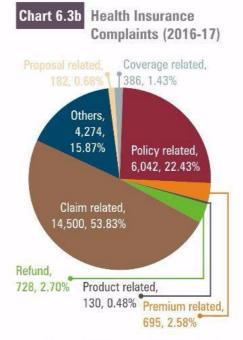
The class-wise details of Complaints reported reveals a consistent declining trend in Complaints relating to all Classes of Business.



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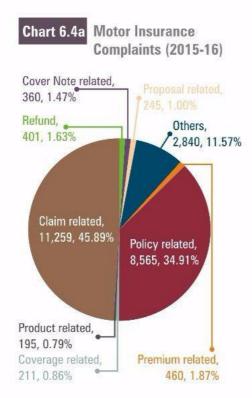
The number and type of complaints received in Health insurance during the year 2016-17 are as follows:

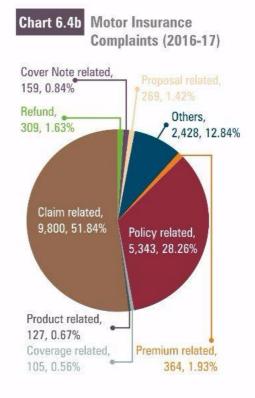




Source: IRDAI Consumer Affairs Department

The number and type of complaints received in Motor insurance during the year 2016-17 are as follows:





Source: IRDAI Consumer Affairs Department



Table 8: Gross Incurred Claim Ratios (within India and abroad)

Table 9: Gross Commission Ratios (within India and abroad)

Table 12: Net Incurred Claim Ratios

Table 13: Net Commission Ratios

Table 14: Gross Underwriting Experience - 2007-08 To 2016-17 (Overall Figures)

Table 15: Net Underwriting Experience - 2007-08 To 2016-17 (Overall Figures)

OFFICES OF NON-LIFE INSURERS

General Insurance Council

Statistics & Tables

Table 1 Investment Portfolio of Non-Life Insurance Industry

(₹ in Crores)

Investments Type	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Central Govt. Securities	10,823	11,362	12,272	15,543	19,532	27,072	31,810	37,294	41,832	45,006
State Govt. and other approved securities	4,514	4,259	4,685	5,739	6,405	10,963	12,094	14,486	16,801	22,817
Housing loans to State Govts. Including FFE	2,876	3,104	3,590	5,407	6,524	9,151	11,311	9,156	11,154	20,290
Infrastructure Investments	6,103	7,372	8,287	9,826	12,612	17,331	22,509	29,875	31,872	31,683
Approved Investments	13,360	13,620	17,619	24,196	29,686	37,198	41,377	46,819	47,669	51,347
Other Investments	2,712	2,446	2,439	2,033	2,344	4,173	1,753	2,258	5,454	8,226
TOTAL	40,388	42,163	48,891	62,743	77,103	1,05,888	1,20,855	1,39,887	1,54,783	1,79,371

Source: IRDAI reports & Council Database

Table 2 Capital Employed by Type of Company

(₹ in Crores)

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Public Sector	13,798	14,319	15,095	15,001	16,440	18,581	21,124	23,312	24,430	21,666
Private Sector	3,683	5,159	6,432	8,379	10,198	12,404	14,503	17,466	19,084	22,996
Standalone Health	209	306	741	1,017	1,287	1,878	2,211	2,671	3,143	3,918
Specialized	2,337	2,619	2,524	3,106	3,741	4,362	4,967	5,326	5,923	6,586
TOTAL	20,027	22,403	24,791	27,503	31,667	37,225	42,806	48,774	52,579	55,167

Source: IRDAI reports & Council Database

Table 3 Channelwise GDPI

(₹ in Crores)

Year	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Individual Agents	14,733	20,917	24,197	27,435	30,665	33,991	38,281
Corporate Agents	7,033	4,512	6,212	7,745	8,859	10,191	14,203
Brokers	9,331	9,921	15,223	17,868	19,203	23,177	30,442
Direct Business	15,913	22,613	22,852	24,497	25,845	29,020	45,203
Total	47,010	57,963	68,485	77,545	84,572	96,379	1,28,129

Year	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Individual Agents	31.3%	36.1%	35.3%	35.4%	36.3%	35.3%	29.9%
Corporate Agents	15.0%	7.8%	9.1%	10.0%	10.5%	10.6%	11.1%
Brokers	19.8%	17.1%	22.2%	23.0%	22.7%	24.0%	23.8%
Direct Business	33.9%	39.0%	33.4%	31.6%	30.6%	30.1%	35.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: IRDAIreports & Council Database

Table 4 Statewise Classwise GDPI

States / Union Territories	Fire	Engineering	Cargo	Hull	Aviatior
Andaman & Nicobar Islands	3.81	0.40	0.35	1.02	0.00
Andhra Pradesh	380.40	76.16	45.43	15.23	7.67
Arunachal Pradesh	2.36	4.40	0.20	0.00	0.00
Assam	95.62	38.81	10.09	0.87	0.00
Bihar	70.63	29.05	8.44	0.04	0.07
Chandigarh	15.52	3.96	7.08	0.00	0.34
Chhattisgarh	92.21	49.74	10.97	0.00	4.01
Dadra & Nagar Haveli	13.92	0.75	2.51	0.00	0.00
Daman & Diu	10.12	1.42	1.25	0.00	0.00
Delhi	622.30	183.14	295.61	18.24	60.52
Goa	30.33	4.70	6.73	16.04	0.40
Gujarat	1,043.59	193.66	191.87	67.26	1.49
Haryana	365.61	90.15	118.37	5.23	23.31
Himachal Pradesh	98.13	20.97	7.65	0.01	0.00
Jammu & Kashmir	124.93	22.55	4.18	0.00	0.14
Jharkhand	104.22	33.64	5.35	0.00	0.06
Karnataka	694.01	123.39	165.63	16.66	38.51
Kerala	173.78	33.97	15.81	5.86	1.16
Lakshadweep	0.01	0.00	0.00	0.52	0.00
Madhya Pradesh	249.05	43.26	44.37	0.31	0.18
Maharashtra	2,584.31	568.57	605.45	588.26	225.18
Manipur	3.46	0.36	0.36	0.00	0.00
Meghalaya	11.41	10.61	0.67	0.00	0.00
Mizoram	4.82	0.51	0.05	0.00	0.00
Nagaland	1.62	1.20	0.10	0.00	0.00
Orissa	172.51	78.88	15.79	4.46	0.52
Puducherry	12.97	1.47	5.49	0.48	0.02
Punjab	237.25	36.54	43.75	0.02	0.29
Rajasthan	232.61	52.90	46.92	12.90	0.07
Sikkim	14.38	6.63	0.33	0.00	0.00
Tamil Nadu	800.55	204.84	187.69	16.01	52.03
Telangana	299.33	135.89	63.74	6.36	1.90
Tripura	5.22	0.72	0.43	0.00	0.02
Uttar Pradesh	510.89	98.79	95.97	8.31	8.82
Uttrakhand	75.71	14.13	8.44	0.05	0.14
West Bengal	380.03	128.28	108.18	8.09	1.68
TOTAL	9537.60	2294.45	2125.24	792.24	428.53

Source: Council Database

(₹ in Crores)

Motor OD	Motor TP	Liability	Personal Accident	Health	Miscellaneous	Total
26.48	7.18	0.08	0.31	0.48	3.18	43.29
1,491.35	220.94	44.40	197.05	544.42	636.20	3,659.26
23.97	3.59	0.18	0.27	11.41	0.53	46.90
637.62	81.95	5.09	19.12	90.13	30.57	1,009.86
926.56	68.21	3.15	28.92	152.47	1,130.34	2,417.86
358.19	38.40	3.44	11.54	160.11	249.37	847.96
651.59	73.96	7.71	25.44	223.62	434.95	1,574.18
9.44	1.21	1.48	1.38	5.93	1.15	37.77
9.23	1.23	1.23	0.90	4.52	0.60	30.51
2,818.48	163.53	195.02	177.22	2,503.38	413.33	7,450.77
258.95	30.32	3.00	6.73	86.62	8.56	452.36
3,516.88	356.81	160.20	221.30	1,672.03	2,199.60	9,624.69
1,586.19	133.15	60.20	159.02	1,229.67	247.37	4,018.28
383.09	29.96	3.25	10.03	32.80	60.63	646.52
397.89	52.04	3.15	9.46	27.84	65.22	707.41
619.87	59.45	7.37	20.95	69.55	316.83	1,237.28
3,560.95	386.52	193.42	239.42	3,284.97	1,662.26	10,365.75
2,405.45	476.77	17.04	72.75	941.22	196.11	4,339.91
0.08	0.18	0.00	0.02	0.35	0.14	1.29
1,582.38	214.47	18.43	54.90	385.65	3,479.32	6,072.33
7,964.98	883.51	817.56	1,040.91	11,111.63	7,862.20	34,252.56
19.06	1.90	0.60	1.12	2.53	3.90	33.28
43.63	12.21	0.63	1.15	2.97	2.28	85.56
13.19	5.87	0.09	0.55	16.10	1.33	42.52
28.97	7.69	0.27	0.24	1.96	0.89	42.95
880.31	113.80	7.71	32.69	239.02	436.25	1,981.94
134.74	12.90	0.89	3.36	18.02	6.29	196.63
1,288.27	160.30	10.04	66.31	465.74	119.87	2,428.38
2,249.01	301.48	23.05	102.88	511.91	2,016.67	5,550.41
67.72	7.61	0.13	0.46	8.24	0.89	106.39
3,860.90	496.30	160.85	347.48	3,423.55	1,367.04	10,917.24
1,740.03	131.64	50.12	114.27	792.73	657.59	3,993.59
87.62	18.41	0.52	1.71	7.06	4.80	126.51
3,198.08	481.47	50.90	575.49	1,137.89	1,458.39	7,625.00
467.52	46.70	3.70	15.06	93.68	68.33	793.46
1,655.19	205.07	37.69	84.10	1,658.10	1,102.04	5,368.46
44,963.86	5,286.75	1,892.59	3,644.49	3,0918.29	26,245.03	1,28,129.0

Table 5 Statewise Number of Offices, GDPI, Population, Literacy and State Domestic Product

GDPI 2016-17 Rank	States / Union Territories	Offices 2014-15	Offices 2015-16	Offices 2016-17	GDPI 2014-15 ₹ In Crores	GDPI 2015-16 ₹ In Crores	GDPI 2016-17 ₹ In Crores
30	Andaman & Nicobar Islands	4	7	9	20	73	43
13	Andhra Pradesh	473	498	511	3,469	3,711	3,659
29	Arunachal Pradesh	14	14	15	48	99	47
19	Assam	227	235	238	782	885	1,010
15	Bihar	250	263	278	1,459	1,422	2,418
20	Chandigarh	65	63	65	537	618	848
17	Chhatisgarh	153	168	177	1,235	1,036	1,574
33	Dadra Nagar & Haveli	9	3	3	35	64	38
35	Daman & Diu	3	3	3	33	41	31
6	Delhi	336	349	362	5,797	6,553	7,451
24	Goa	61	62	62	342	636	452
4	Gujarat	613	634	677	6,306	6,735	9,625
11	Haryana	306	317	333	3,073	3,481	4,018
23	Himachal Pradesh	96	104	110	578	554	647
22	Jammu & Kashmir	99	108	114	504	677	707
18	Jharkhand	188	204	213	776	1,114	1,237
3	Karnataka	648	664	693	6,847	7,767	10,366
10	Kerala	561	584	604	3,482	3,721	4,340
36	Lakshadweep	1	1	1	1	73	1
7	Madhya Pradesh	496	511	519	2,662	3,555	6,072
1	Maharashtra	1,145	1,208	1,251	19,336	21,457	34,253
34	Manipur	15	15	15	21	39	33
28	Megahalaya	26	28	30	76	150	86
32	Mizoram	12	13	14	35	188	43
31	Nagaland	14	15	16	33	136	43
16	Odisha	312	327	336	1,578	1,737	1,982
25	Puducherry	34	36	36	140	193	197
14	Punjab	467	480	483	1,998	2,505	2,428
8	Rajasthan	511	532	556	3,605	4,074	5,550
27	Sikkim	8	7	9	38	436	106
2	Tamil Nadu	1,208	1,268	1,280	8,238	8,615	10,917
12	Telangana	310	323	344	2,272	3,176	3,994
26	Tripura	36	37	41	172	590	127
5	Uttar Pradesh	996	1,022	1,038	4,869	5,505	7,625
21	Uttarakhand	129	133	133	654	799	793
9	West Bengal	553	551	570	3,523	3,963	5,368
	TOTAL	8,665	9,044	9,357	75,356	85,521	1,14,216

Source: 1. Population and Literacy Data - Office of Regsitrar General of India
2. SDP Data has been collated from Planning Commission data and other secondary sources

Population 2011	Population Growth % 2011 vs 2001	Literacy % 2011	SDP 2014-15 ₹ In Crores	SDP 2015-16 ₹ In Crores	SDP 2016-17 ₹ In Crores
3,79,944	7%	86%	NA	NA	NA
5,03,96,150	11%	68%	5,20,030	6,03,376	6,99,307
13,82,611	26%	67%	15,588	19,492	19,492
3,11,69,272	17%	73%	1,83,798	2,01,064	2,01,064
10,38,04,637	25%	64%	4,02,283	4,86,430	4,86,430
10,54,686	17%	86%	NA	30,304	30,304
2,55,40,196	23%	71%	2,10,192	2,51,447	2,90,140
3,42,853	55%	78%	NA	26,533	26,533
2,42,911	54%	87%	NA	NA	NA
1,67,53,235	21%	86%	4,51,154	5,58,745	6,22,385
14,57,723	8%	87%	47,282	60,895	60,895
6,03,83,628	19%	79%	8,85,000	9,84,971	9,84,971
2,53,53,081	20%	77%	4,35,310	4,92,657	5,47,396
68,56,509	13%	84%	NA	1,10,511	1,10,511
1,25,48,926	24%	69%	87,921	1,00,230	1,32,307
3,29,66,238	22%	68%	1,97,514	2,41,955	2,41,955
6,11,30,704	16%	76%	7,02,131	10,40,148	10,40,148
3,33,87,677	5%	94%	4,65,073	5,70,523	5,70,523
64,429	6%	92%	NA	NA	NA
7,25,97,565	20%	71%	5,08,006	5,65,053	5,65,053
11,23,72,972	16%	83%	16,86,695	19,69,184	22,03,231
27,21,756	19%	80%	NA	18,749	18,749
29,64,007	28%	75%	25,333	27,305	27,305
10,91,014	23%	92%	9,805	14,204	14,204
19,80,602	0%	80%	20,099	20,524	20,524
4,19,47,358	14%	73%	3,10,810	3,32,329	3,32,329
12,44,464	28%	87%	25,819	26,533	26,533
27,704,236	14%	77%	3,49,826	4,08,815	4,08,815
6,86,21,012	21%	67%	5,74,549	6,74,136	7,67,167
6,07,688	12%	82%	NA	16,637	16,637
7,21,38,958	16%	80%	9,76,703	12,12,668	13,38,766
3,42,69,383	20%	71%	4,30,599	5,83,117	6,54,294
36,71,032	15%	88%	29,666	NA	NA
19,95,81,477	20%	70%	9,76,297	11,53,795	11,53,795
1,01,16,752	19%	80%	1,38,723	1,84,091	1,84,091
9,13,47,736	14%	77%	8,00,868	9,20,000	9,20,000
90,54,76,425	17.40%	74%	95,21,520	1,16,48,535	1,24,57,968

Table 6 Non-Life Insurance Industry Data

PRIVATE SECTOR

Particulars Particulars	2007-08	2008-09	2009-10	2010-11
No. of Offices	1,020	1,204	1,562	1,688
No. of Employees	17,337	19,333	22,764	25,854
No. of Agents	57,011	79,050	1,33,940	1,80,853
No. of Policies	1,87,68,224	1,91,35,104	2,67,97,132	3,26,07,405
No. of Claims		49,92,728	82,63,380	38,60,337
GDPI (₹ in Crores)	10,992	12,321	13,977	17,425
Avg. No. of Employees per Office	17	16	15	15
Avg. No. of Policies per Office	18,400	15,893	17,156	19,317
Avg. No. of Policies per Employee	1,083	990	1,177	1,261
Avg. GDPI per Office (₹ in Crores)	10.78	10.23	8.95	10.32
Avg. GDPI per Employee (₹ in Crores)	0.63	0.64	0.61	0.67

PUBLIC SECTOR

Particulars	2007-08	2008-09	2009-10	2010-11
No. of Offices	4,394	4,397	4,789	4,906
No. of Employees	70,913	70,262	69,371	67,493
No. of Agents	1,90,211	1,92,431	1,57,941	2,11,412
No. of Policies	4,67,79,493	4,79,24,985	6,16,88,772	5,90,39,680
No. of Claims		64,39,268	80,19,398	1,26,80,047
GDPI (₹ in Crores)	17,814	19,107	21,839	26,417
Avg. No. of Employees per office	16	16	14	14
Avg. No. of Policies per office	10,646	10,899	12,881	12,034
Avg. No. of Policies per Employee	660	682	889	875
Avg. GDPI per Office (₹ in Crores)	4.05	4.35	4.56	5.38
Avg. GDPI per Employee (₹ in Crores)	0.25	0.27	0.31	0.39

OVERALL

Particulars	2007-08	2008-09	2009-10	2010-11
No. of Offices	5,414	5,601	6,351	6,594
No. of Employees	88,250	89,595	92,135	93,347
No. of Agents	2,47,222	2,71,481	2,91,881	3,92,265
No. of Policies	6,55,47,717	6,70,60,089	88,485,904	9,16,47,085
No. of Claims	(17)	1,14,31,996	1,62,82,778	1,65,40,384
GDPI (₹ in Crores)	28,806	31,428	35,816	43,842
Avg. No. of Employees per office	16	16	15	14
Avg. No. of Policies per office	12,107	11,973	13,933	13,899
Avg. No. of Policies per Employee	743	748	960	982
Avg. GDPI per Office (₹ in Crores)	5.32	5.61	5.64	6.65
Avg. GDPI per Employee (₹ in Crores)	0.33	0.35	0.39	0.47

Source: Compiled by GI Council as per the data shared by all the companies

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PRIVATE SECTOR

2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
1,681	1,800	2,004	2,199	2,367	2,519
28,191	32,603	36,194	42,317	47,105	54,224
2,37,429	2,87,038	3,20,007	3,03,378	3,59,549	4,39,130
3,46,35,579	3,63,48,653	4,38,03,732	5,17,13,735	5,75,17,439	6,63,22,556
26,31,262	24,92,270	86,09,180	71,48,526	63,67,516	74,46,049
22,317	27,927	34,245	38,033	43,847	59,663
17	18	18	19	20	22
20,604	20,194	21,858	23,517	24,300	26,329
1,229	1,115	1,210	1,222	1,221	1,223
13.28	15.51	17.09	17.30	18.52	23.69
0.79	0.86	0.95	0.90	0.93	1.10

PUBLIC SECTOR

2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
5,354	6,231	7,851	8,174	8,343	8,542
67,535	66,540	65,978	64,459	65,431	62,433
2,24,457	2,41,141	2,52,745	2,87,101	2,40,487	2,25,726
6,56,47,470	6,98,51,223	7,28,80,726	7,43,52,654	6,89,71,074	9,48,54,906
96,28,967	98,07,614	1,15,11,604	1,66,46,944	2,24,59,518	2,46,97,411
30,561	35,001	38,608	46,653	52,533	68,466
13	11	8	8	8	7
12,261	11,210	9,283	9,096	8,267	11,105
972	1,050	1,105	1,153	1,054	1,519
5.71	5.62	4.92	5.71	6.30	8.02
0.45	0.53	0.59	0.72	0.80	1.10

OVERALL

2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
7,035	8,031	9,855	10,373	10,710	11,061
95,726	99,143	1,02,172	1,06,776	1,12,536	1,16,657
4,61,886	5,28,179	5,72,752	5,90,479	6,00,036	6,64,856
10,02,83,049	10,61,99,876	1,16,84,458	12,60,66,389	12,64,88,513	16,11,77,462
1,22,60,229	1,22,99,884	2,01,20,784	2,37,95,470	2,88,27,034	3,21,43,460
52,878	62,928	72,853	84,686	96,380	1,28,129
14	12	10	10	11	11
14,255	13,224	11,840	12,153	11,810	14,572
1,048	1,071	1,142	1,181	1,124	1,382
7.52	7.84	7.39	8.16	9.00	11.58
0.55	0.63	0.71	0.79	0.86	1.10

Table 7 Gross Written Premium

-		-	-	-	
-61	30	-		л	

(₹ in Crores)

				OVE	RALL				17.11	1 010103
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	4,282	4,390	5,066	6,051	7,320	8,865	9,703	10,517	11,358	12,207
Engineering	1,536	1,766	1,926	2,260	2,690	2,859	2,943	2,730	2,732	2,615
Marine Cargo	1,126	1,257	1,357	1,616	1,953	2,051	2,159	2,188	2,248	2,238
Marine Hull	835	855	1,013	1,103	1,210	1,260	1,326	1,163	963	890
Motor OD	8,447	8,795	10,105	12,423	15,289	18,109	19,607	20,755	22,731	25,160
Motor TP	6,716	7,605	8,338	9,647	15,573	12,833	15,508	18,006	21,293	26,649
Aviation	320	409	517	557	646	662	630	597	611	604
Health	5,046	6,636	8,393	11,459	13,438	15,730	17,851	20,615	25,037	31,164
Personal accident	802	941	1,029	1,226	1,418	1,686	1,893	2,230	2,678	3,718
Liability	601	657	771	900	1,087	1,187	1,362	1,367	1,942	2,141
Other Miscellaneous	3,771	4,013	5,137	6,276	7,626	9,037	10,045	10,196	10,803	26,790
TOTAL	33,482	37,323	43,652	53,515	68,249	74,277	83,027	90,365	1,02,396	1,34,177
				PUBLIC	SECTOR					
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	2,880	3,093	3,593	4,334	5,144	6,064	6,375	6,807	7,061	7,276
Engineering	907	1,112	1,297	1,644	1,923	1,999	2,048	1,910	1,886	1,713
Marine Cargo	750	793	882	1,014	1,191	1,205	1,170	1,115	1,069	1,033
Marine Hull	652	661	830	951	1,088	1,147	1,210	1,065	841	733
Motor OD	4,429	4,468	4,830	5,747	6,945	8,032	8,610	9,023	9,749	10,535
Motor TP	4,434	4,745	5,118	5,721	9,008	6,925	8,300	9,844	11,668	14,759
Aviation	251	300	323	311	416	502	505	457	460	447
Health	3,128	3,864	4,997	6,928	8,167	9,618	10,939	13,001	15,739	19,391
Personal accident	409	486	558	634	706	679	692	742	905	1,510
Liability	415	425	466	540	648	687	800	743	861	966
Other Miscellaneous	1,594	1,680	1,908	2,168	2,543	2,426	2,605	2,598	2,603	7,138
TOTAL	19,849	21,628	24,802	29,992	37,779	39,284	43,254	47,307	52,845	65,505
				PRIVATE					17	
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	1,402	1,297	1,473	1,717	2,176	2,800	3,328	3,710	4,297	4,931
Engineering	629	654	629	616	767	860	895	820	846	902
Marine Cargo	376	464	474	602	762	846	989	1,073	1,179	1,205
Marine Hull	183	194	183	152	122	112	116	98	121	157
Motor OD	4,018	4,328	5,274	6,676	8,344	10,076	10,997	11,732	12,981	14,624
Motor TP	2,282	2,860	3,220	3,925	6,565	5,908	7,209	8,162	9,625	11,890
Aviation	69	109	194	246	229	160	125	139	151	157
Health	1,768	2,238	2,335	3,028	3,650	4,429	4,728	4,717	5,254	6,184
Personal accident	371	432	456	563	678	969	1,145	1,394	1,603	1,941
Liability	186	232	305	360	439	500	562	623	1,081	1,175
Other Miscellaneous	674	752	892	1,267	1,497	2,151	2,734	3,485	3,332	11,395
TOTAL	11,958	13,559	15,435	19,152	25,228	28,813	32,829	35,954	40,469	54,560
	,			TANDALO				00,000	10/100	- 1,000
	2007-08	2008-09	2009-10	2010-11	NAME OF TAXABLE PARTY.	The real Property lies and the least lies and the lies and the lies and the least lies and the least lies and the lies and t	2013-14	2014-15	2015-16	2016-17
Health	150	533	1,062	1,503	1,621	1,683	2,183	2,896	4,043	5,589
Personal accident	21	23	15	29	34	38	55	94	170	267
Other Miscellaneous	4.1	23	4	5	5	6	7	11	26	201
TOTAL	171	558	1,082	1,537	1,660	1,726	2,245	3,001	4,239	5,856
IVIAL	171	330		CIALISED			2,270	0,001	7,200	0,000
	2007.00	2008-09				2012-13	2012.14	2014 15	201E 10	2016 17
0.1 1.1	2007-08	,	2009-10					2014-15		2016-17

Other Miscellaneous 1,503
Source: IRDAI reports & Council Database

1,578 2,333

2,836

able 8 Gross Incurred Claim Ratios (within India and a	abroad)
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				OVE			18			
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	58.4%	68.2%	60.8%	62.7%	65.0%	42.0%	69.6%	75.4%	61.4%	72.7%
Engineering	41.9%	49.4%	38.9%	43.6%	49.4%	27.4%	77.4%	63.2%	53.6%	45.8%
Marine Cargo	77.3%	83.7%	77.8%	68.8%	73.9%	59.5%	68.0%	80.3%	90.4%	75.3%
Marine Hull	78.1%	95.6%	47.8%	115.9%	40.0%	62.9%	23.7%	57.5%	58.6%	105.4%
Motor OD	56.8%	65.7%	60.1%	59.2%	55.7%	53.5%	56.7%	59.8%	67.2%	70.0%
Motor TP	83.0%	85.2%	82.6%	109.8%	128.1%	106.5%	112.6%	96.8%	86.6%	94.0%
Aviation	41.0%	50.9%	43.8%	101.9%	64.1%	39.4%	40.3%	53.5%	123.1%	89.1%
Health	83.2%	94.1%	96.8%	88.5%	83.5%	84.7%	87.3%	89.3%	89.9%	95.4%
Personal accident	67.6%	88.0%	79.4%	61.1%	51.7%	49.2%	54.2%	50.5%	52.0%	60.2%
Liability	28.7%	36.6%	56.1%	34.7%	43.8%	39.4%	25.5%	23.6%	29.8%	26.3%
Other Miscellaneous	51.9%	59.5%	77.8%	53.7%	64.2%	70.5%	74.9%	97.6%	85.9%	91.6%
TOTAL	65.8%	74.8%	73.1%	75.2%	79.4%	68.8%	77.2%	79.7%	77.4%	84.2%
		,		PUBLIC	SECTOR					
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	60.9%	61.0%	59.5%	62.3%	68.7%	43.4%	77.8%	70.9%	60.1%	74.2%
Engineering	38.5%	40.1%	39.4%	44.8%	47.7%	22.7%	79.7%	64.7%	56.6%	35.0%
Marine Cargo	72.2%	77.2%	78.7%	64.9%	70.1%	48.2%	60.6%	64.7%	61.6%	59.9%
Marine Hull	83.6%	101.5%	54.2%	45.2%	40.5%	70.0%	21.5%	55.9%	57.1%	111.0%
Motor OD	61.0%	67.6%	59.7%	57.5%	55.2%	53.8%	55.1%	61.4%	71.8%	75.9%
Motor TP	100.1%	87.6%	78.3%	97.8%	134.9%	91.0%	103.2%	88.5%	78.8%	91.4%
Aviation	47.6%	39.0%	21.4%	22.6%	69.1%	25.7%	26.5%	54.9%	130.9%	73.9%
Health	94.1%	105.5%	105.2%	93.4%	92.5%	96.9%	95.1%	103.1%	105.9%	116.7%
Personal accident	75.7%	96.8%	89.2%	69.8%	59.5%	58.3%	62.5%	57.9%	69.8%	81.6%
Liability	31.3%	42.3%	45.2%	31.4%	48.5%	38.2%	26.7%	32.5%	39.4%	24.9%
Other Miscellaneous	54.8%	42.1%	40.9%	32.8%	33.8%	36.9%	49.9%	66.4%	54.6%	59.4%
TOTAL	74.1%	75.6%	70.6%	71.0%	82.4%	66.4%	77.1%	79.7%	80.1%	87.9%
				PRIVATE	SECTOR					
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	53.2%	85.3%	64.1%	63.6%	56.1%	38.8%	53.8%	83.6%	63.5%	70.6%
Engineering	46.8%	65.2%	38.0%	40.2%	53.9%	38.4%	72.2%	59.6%	46.9%	66.4%
Marine Cargo	87.5%	94.8%	76.3%	75.5%	79.9%	75.5%	76.7%	96.5%	116.6%	88.6%
Marine Hull	58.4%	75.6%	18.9%	558.2%	35.5%	-10.5%	46.3%	74.3%	69.1%	79.2%
Motor OD	52.0%	63.7%	60.4%	60.7%	56.0%	53.3%	57.9%	58.6%	63.8%	65.8%
Motor TP	49.6%	81.4%	89.4%	127.3%	118.7%	124.7%	123.4%	106.7%	96.1%	97.2%
Aviation	17.0%	83.9%	81.0%	202.4%	55.0%	82.4%	96.1%	49.1%	99.0%	132.3%
Health	66.2%	77.6%	88.7%	79.3%	65.3%	69.6%	85.1%	74.7%	69.7%	67.4%
Personal accident	57.7%	78.4%	64.8%	51.2%	43.4%	43.8%	51.1%	48.6%	45.0%	48.9%
	return Section	especial contractions	200.000000000	0.0000000000000000000000000000000000000	CONT. 0.77.77	0.4600000000000000000000000000000000000	171(105000(00)	25000000000000000000000000000000000000	210000000000000000000000000000000000000	(2000) (7.77 (8.76)

STANDALONE HEALTH

36.9%

50.1%

73.2%

41.0%

44.7%

68.0%

23.9%

54.4%

75.7%

13.0%

88.8%

77.1%

22.1%

114.2%

75.8%

27.5%

88.2%

77.2%

39.6%

36.6%

80.9%

72.9%

74.5%

71.6%

2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
56.3%	80.8%	74.9%	84.4%	79.6%	54.7%	53.2%	51.3%	53.6%	52.4%
84.9%	79.6%	160.8%	63.2%	56.0%	24.5%	15.5%	19.6%	23.8%	20.8%
. 15	41.6%	39.5%	57.7%	39.7%	14.5%	37.3%	20.1%	59.1%	
59.8%	80.6%	75.9%	83.9%	79.0%	53.9%	52.2%	50.2%	52.5%	51.0%
֡	56.3% 84.9%	56.3% 80.8% 84.9% 79.6% - 41.6%	56.3% 80.8% 74.9% 84.9% 79.6% 160.8% - 41.6% 39.5%	56.3% 80.8% 74.9% 84.4% 84.9% 79.6% 160.8% 63.2% - 41.6% 39.5% 57.7%	56.3% 80.8% 74.9% 84.4% 79.6% 84.9% 79.6% 160.8% 63.2% 56.0% - 41.6% 39.5% 57.7% 39.7%	56.3% 80.8% 74.9% 84.4% 79.6% 54.7% 84.9% 79.6% 160.8% 63.2% 56.0% 24.5% - 41.6% 39.5% 57.7% 39.7% 14.5%	56.3% 80.8% 74.9% 84.4% 79.6% 54.7% 53.2% 84.9% 79.6% 160.8% 63.2% 56.0% 24.5% 15.5% - 41.6% 39.5% 57.7% 39.7% 14.5% 37.3%	56.3% 80.8% 74.9% 84.4% 79.6% 54.7% 53.2% 51.3% 84.9% 79.6% 160.8% 63.2% 56.0% 24.5% 15.5% 19.6% - 41.6% 39.5% 57.7% 39.7% 14.5% 37.3% 20.1%	84.9% 79.6% 160.8% 63.2% 56.0% 24.5% 15.5% 19.6% 23.8% - 41.6% 39.5% 57.7% 39.7% 14.5% 37.3% 20.1% 59.1%

SPECIALISED COMPANIES

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Other Miscellaneous	58.2%	81.2%	109.4%	77.4%	91.7%	101.3%	100.8%	125.0%	83.4%	124.1%

Source: IRDAI reports & Council Database

Other Miscellaneous

Liability

TOTAL

23.1%

31.2%

53.1%

26.0%

53.2%

72.5%

Table 9 Gross Commission Ratios (within India and abroad)

OVERALL

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	7.1%	6.5%	6.6%	6.3%	6.5%	6.6%	7.3%	7.6%	8.5%	7.9%
Engineering	6.2%	5.9%	5.9%	6.2%	6.6%	6.3%	6.6%	6.5%	6.6%	7.4%
Marine Cargo	13.0%	12.0%	11.1%	11.1%	10.4%	11.4%	11.2%	11.3%	10.1%	11.0%
Marine Hull	1.9%	1.8%	1.7%	1.8%	3.7%	2.4%	2.6%	2.4%	2.1%	2.9%
Motor OD	8.6%	9.2%	8.5%	7.2%	7.2%	8.1%	8.3%	7.6%	7.7%	7.8%
Motor TP	1.2%	1.0%	1.4%	0.2%	0.1%	0.1%	0.0%	0.0%	0.1%	0.1%
Aviation	1.1%	1.4%	2.2%	2.4%	2.1%	2.1%	2.8%	2.5%	3.4%	3.5%
Health	10.1%	9.4%	7.8%	6.7%	6.9%	6.5%	7.2%	8.6%	7.7%	7.6%
Personal accident	10.1%	10.5%	10.6%	10.3%	10.1%	9.8%	9.8%	10.4%	10.0%	8.6%
Liability	13.4%	12.4%	11.7%	11.1%	10.8%	10.8%	11.6%	12.2%	11.4%	10.7%
Other Miscellaneous	6.8%	7.4%	6.0%	4.8%	5.1%	4.5%	4.7%	4.0%	3.8%	2.0%
TOTAL	6.9%	6.8%	6.3%	5.5%	5.3%	5.7%	5.9%	6.0%	5.9%	5.1%

PUBLIC SECTOR

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	7.2%	6.9%	6.9%	6.4%	6.6%	6.8%	8.0%	8.3%	10.5%	9.2%
Engineering	6.3%	6.1%	6.5%	6.5%	6.9%	6.6%	7.0%	6.6%	6.8%	7.9%
Marine Cargo	14.6%	14.0%	12.7%	12.6%	11.5%	13.1%	13.0%	13.0%	12.4%	12.9%
Marine Hull	1.9%	1.5%	1.6%	1.7%	3.8%	2.4%	2.7%	2.3%	2.0%	3.1%
Motor OD	10.9%	11.8%	11.4%	10.0%	9.4%	10.1%	10.3%	9.6%	9.9%	10.1%
Motor TP	0.5%	0.1%	0.9%	0.2%	0.1%	0.1%	0.0%	0.0%	0.1%	0.1%
Aviation	0.5%	0.7%	1.1%	0.9%	0.8%	0.8%	0.7%	0.7%	2.2%	2.2%
Health	11.5%	10.8%	9.7%	7.6%	7.2%	6.0%	6.7%	7.2%	6.5%	6.1%
Personal accident	12.8%	12.3%	12.2%	11.3%	10.3%	10.6%	11.1%	11.3%	10.1%	6.5%
Liability	15.0%	13.8%	12.5%	12.2%	11.6%	11.6%	12.6%	13.6%	13.5%	11.8%
Other Miscellaneous	10.9%	13.4%	11.9%	9.8%	11.0%	11.5%	10.8%	9.5%	11.0%	5.2%
TOTAL	7.7%	7.8%	7.7%	6.6%	6.2%	6.5%	6.8%	6.6%	6.7%	5.8%

PRIVATE SECTOR

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	6.7%	5.5%	5.8%	6.2%	6.2%	6.1%	6.1%	6.1%	5.1%	5.9%
Engineering	6.1%	5.5%	4.8%	5.5%	5.8%	5.4%	5.6%	6.3%	6.2%	6.5%
Marine Cargo	9.8%	8.5%	8.1%	8.5%	8.6%	8.9%	9.1%	9.5%	8.1%	9.4%
Marine Hull	1.9%	2.9%	2.2%	2.5%	2.0%	2.1%	2.1%	3.0%	2.9%	2.0%
Motor OD	6.1%	6.5%	5.9%	4.8%	5.3%	6.5%	6.7%	6.1%	6.0%	6.3%
Motor TP	2.8%	2.5%	2.2%	0.2%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%
Aviation	3.1%	3.4%	4.1%	4.3%	4.5%	6.5%	11.2%	8.4%	7.2%	7.2%
Health	8.4%	8.4%	6.0%	6.1%	6.7%	6.7%	7.0%	8.3%	8.3%	8.6%
Personal accident	7.6%	8.9%	8.9%	9.4%	10.0%	9.3%	8.9%	9.8%	9.9%	9.8%
Liability	9.8%	9.7%	10.5%	9.5%	9.5%	9.8%	10.1%	10.4%	9.7%	9.8%
Other Miscellaneous	11.6%	8.9%	7.8%	5.4%	5.4%	4.3%	5.5%	3.5%	2.9%	1.3%
TOTAL	6.3%	6.1%	5.4%	4.6%	4.5%	5.2%	5.3%	5.1%	4.8%	4.4%

STANDALONE HEALTH

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Health	1.6%	2.9%	2.8%	4.0%	5.9%	8.9%	10.1%	15.6%	11.4%	11.6%
Personal accident	1.3%	3.1%	5.7%	4.7%	6.0%	8.7%	12.2%	11.2%	10.4%	11.1%
Other Miscellaneous		0.0%	4.9%	6.7%	7.4%	7.5%	9.0%	8.6%	7.0%	899
TOTAL	1.5%	2.9%	2.9%	4.0%	5.9%	8.9%	10.2%	15.4%	11.3%	11.6%

SPECIALISED COMPANIES

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Other Miscellaneous	0.3%	0.3%	0.4%	0.6%	0.8%	0.8%	0.8%	0.8%	0.6%	0.1%

Source: IRDAI reports & Council Database

Table 10 Net Retention Ratios (defined as Net Written Premium divided by Gross Written Premium)

OVER	RALL		
010-11	2011-12	2012-13	2013
54.2%	52.9%	53.9%	52.2
16.9%	49.0%	48.3%	50.5
37.1%	67.5%	70.2%	72.8

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	53.3%	56.5%	52.7%	54.2%	52.9%	53.9%	52.2%	48.5%	49.3%	44.9%
Engineering	48.7%	45.0%	45.5%	46.9%	49.0%	48.3%	50.5%	48.1%	48.3%	47.2%
Marine Cargo	68.9%	67.7%	68.2%	67.1%	67.5%	70.2%	72.8%	73.6%	73.2%	70.9%
Marine Hull	15.1%	13.8%	14.3%	18.2%	18.9%	22.2%	23.9%	31.0%	25.9%	16.7%
Motor OD	82.3%	86.5%	87.8%	89.1%	89.5%	88.3%	91.2%	90.4%	90.1%	86.8%
Motor TP	55.0%	57.7%	59.5%	59.6%	57.6%	86.7%	90.2%	91.8%	92.4%	89.7%
Aviation	11.4%	15.8%	27.8%	25.5%	19.2%	30.8%	19.6%	24.3%	23.6%	57.4%
Health	79.5%	85.1%	84.2%	84.4%	86.4%	84.1%	88.9%	90.8%	89.6%	85.2%
Personal accident	68.5%	72.0%	74.3%	79.5%	78.7%	81.6%	86.0%	86.9%	84.1%	83.4%
Liability	64.6%	66.8%	62.2%	67.3%	64.0%	66.4%	69.8%	69.8%	63.7%	62.8%
Other Miscellaneous	73.2%	77.1%	73.8%	68.8%	64.5%	58.6%	59.6%	57.5%	59.4%	32.3%
TOTAL	66.7%	70.1%	70.3%	71.3%	70.1%	75.2%	78.1%	78.9%	79.5%	70.2%

PUBLIC SECTOR

I ODEIO CECTOII												
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17		
Fire	64.1%	68.1%	63.7%	64.6%	62.5%	64.4%	63.2%	59.3%	61.5%	58.7%		
Engineering	66.4%	59.3%	56.8%	57.2%	60.0%	59.8%	62.3%	58.4%	58.7%	60.1%		
Marine Cargo	78.7%	79.1%	79.2%	76.3%	76.9%	79.9%	83.4%	83.0%	82.5%	83.7%		
Marine Hull	17.5%	16.2%	15.9%	19.9%	20.2%	23.6%	25.1%	33.2%	28.2%	18.8%		
Motor OD	85.6%	88.1%	88.1%	89.0%	89.8%	90.0%	94.5%	94.6%	94.1%	89.0%		
Motor TP	53.3%	59.0%	60.0%	60.6%	59.1%	86.4%	90.7%	92.2%	92.7%	89.8%		
Aviation	11.0%	16.7%	35.4%	35.5%	19.0%	31.0%	14.9%	22.5%	20.9%	64.9%		
Health	83.9%	90.0%	89.9%	89.3%	90.2%	87.7%	94.2%	95.8%	95.1%	88.2%		
Personal accident	82.8%	83.3%	81.7%	83.8%	80.3%	85.8%	88.2%	89.2%	90.2%	87.7%		
Liability	80.8%	84.7%	80.3%	85.0%	82.3%	86.2%	88.6%	88.9%	87.5%	81.5%		
Other Miscellaneous	76.9%	81.7%	79.5%	79.9%	83.9%	80.5%	85.5%	84.9%	82.5%	45.9%		
TOTAL	69.8%	73.5%	73.1%	74.4%	73.4%	79.6%	83.6%	84.8%	85.8%	78.9%		

PRIVATE SECTOR

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	31.1%	29.0%	25.9%	27.9%	30.1%	31,1%	31.3%	28.8%	29.4%	24.6%
Engineering	23.3%	20.8%	22.1%	19.4%	21.5%	21.5%	23.5%	23.9%	25.0%	22.6%
Marine Cargo	49.3%	48.2%	47.7%	51.5%	53.0%	56.3%	60.3%	63.8%	64.8%	59.9%
Marine Hull	6.5%	5.6%	7.0%	7.1%	7.2%	8.2%	11.6%	7.2%	9.8%	6.9%
Motor OD	78.8%	84.8%	87.5%	89.1%	89.2%	87.0%	88.5%	87.1%	87.0%	85.1%
Motor TP	58.3%	55.4%	58.7%	58.1%	55.6%	87.1%	89.6%	91.4%	91.9%	89.5%
Aviation	12.9%	13.3%	15.2%	12.7%	19.7%	30.0%	38.8%	30.0%	31.5%	35.9%
Health	72.0%	79.6%	77.9%	77.6%	81.5%	78.2%	78.7%	80.8%	81.4%	80.2%
Personal accident	54.9%	61.3%	64.9%	75.1%	77.6%	79.4%	85.4%	86.5%	81.5%	80.9%
Liability	28.3%	34.1%	34.6%	40.7%	37.0%	39.1%	43.0%	47.0%	44.8%	47.4%
Other Miscellaneous	51.7%	49.2%	47.9%	41.4%	44.1%	42.4%	39.1%	31.6%	33.5%	24.2%
TOTAL	59.9%	62.8%	64.4%	65.9%	66.2%	72.3%	73.5%	72.6%	73.2%	64.4%

STANDALONE HEALTH

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Health	76.9%	73.5%	71.2%	75.9%	78.5%	79.0%	84.6%	84.9%	79.1%	80.4%
Personal accident	31.2%	33.7%	83.9%	71.3%	65.7%	62.1%	70.9%	74.7%	76.3%	77.5%
Other Miscellaneous	-	85.0%	52.0%	52.9%	70.1%	81.3%	86.5%	86.4%	87.5%	7.0
TOTAL	71.3%	71.9%	71.3%	75.7%	78.2%	78.6%	84.2%	84.6%	79.0%	80.3%

SPECIALISED COMPANIES

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Other Miscellaneous	78.9%	85.5%	79.2%	72.4%	59.2%	54.5%	57.1%	62.2%	64.7%	31.7%

Source: IRDAI reports & Council Database

Table 11 Net Earned Premium Income

(₹ in Crores)

				OVEF	RALL				(< 11	1 Crores
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	2,424	2,354	2,562	2,954	3,476	4,135	4,702	4,621	5,022	5,050
Engineering	733	769	830	959	1,178	1,344	1,448	1,394	1,317	1,280
Marine Cargo	685	817	887	981	1,163	1,370	1,596	1,790	1,659	1,665
Marine Hull	81	126	119	146	197	226	282	312	364	251
Motor OD	6,653	7,345	8,097	9,902	12,324	14,807	16,990	18,330	19,515	21,049
Motor TP	3,099	4,027	4,662	5,368	7,326	10,000	12,558	15,210	17,982	21,544
Aviation	51	50	110	141	111	187	143	144	160	158
Health	3,220	5,009	6,429	8,717	10,615	12,129	14,404	17,117	20,675	25,376
Personal accident	501	607	694	845	998	1,170	1,402	1,654	1,990	2,582
Liability	363	416	460	543	640	745	861	921	1,195	1,322
Other Miscellaneous	2,748	2,917	3,436	4,028	4,613	5,115	5,623	5,936	5,998	8,447
TOTAL	20,558	24,439	28,287	34,585	42,641	51,226	60,010	67,428	75,878	88,725
		- 17100		PUBLIC		1 - 1/			101010	
	2007-08	2008-09	2009-10	2010-11	(E) (I)	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	2,020	1,981	2,196	2,540	3,004	3,544	3,975	3,860	4,186	4,142
Engineering	600	630	698	833	1,040	1,172	1,249	1,197	1,112	1,074
Marine Cargo	523	613	662	712	806	934	967	1,114	904	913
Marine Hull	73	114	107	132	189	220	271	303	353	237
Motor OD	3,850	3,864	4,095	4,636	5,660	6,723	7,673	8,419	8,855	9,155
Motor TP	2,200	2,583	2,936	3,254	4,365	5,681	6,715	8,362	9,948	11,859
	47	39	82	112	74	136	96		107	106
Aviation								103		
Health	2,176	3,095	3,938	5,457	6,806	7,981	9,138	11,378	13,709	16,743
Personal accident	315	372	431	494	547	577	597	637	739	1,093
Liability	321	348	367	413	500	563	650	642	751	792
Other Miscellaneous	1,283	1,299	1,444	1,617	1,938	2,026	2,106	2,264	2,133	2,919
TOTAL	13,408	14,938	16,956	20,200	24,928	29,557	33,437	38,278	42,798	49,034
	Constitution (Constitution)	Contraction of the Contraction o	* Doman programme (No.)	PRIVATE	Charles and the Control of the Contr	Ten Word Name and	200000000000000000000000000000000000000	7.00.0000500000	The same of the sa	of the same of the same of
	2007-08	2008-09	2009-10	2010-11	2011-12	-	2013-14	2014-15	2015-16	2016-17
Fire	404	373	366	414	472	591	726	761	836	908
Engineering	133	139	133	126	138	172	199	197	206	206
Marine Cargo	162	205	225	269	357	436	629	677	755	752
Marine Hull	8	12	12	15	8	6	11	8	11	14
Motor OD	2,803	3,482	4,002	5,266	6,664	8,084	9,317	9,911	10,661	11,894
Motor TP	899	1,445	1,726	2,114	2,962	4,319	5,843	6,848	8,033	9,685
Aviation	4	12	28	29	37	51	48	41	53	51
Health	960	1,600	1,815	2,281	2,660	3,080	3,743	3,651	4,052	4,580
Personal accident	182	226	254	333	428	569	770	965	1,144	1,305
Liability	42	68	93	130	141	181	210	279	444	531
Other Miscellaneous	283	348	391	458	586	813	956	1,046	1,003	2,653
TOTAL	5,879	7,908	9,045	11,435	14,451	18,302	22,454	24,384	27,198	32,580
			S	TANDALO	NE HEALT	Н				
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Health	85	315	676	979	1,150	1,067	1,523	2,089	2,913	4,053
Personal accident	4	9	10	18	22	23	35	52	106	183
Other Miscellaneous		2	2	2	3	4	6	8	21	875
TOTAL	89	326	688	1,000	1,175	1,095	1,564	2,149	3,041	4,236
			SPE	CIALISED	Section 1					
	2007-08	2008-09					2013-14	2014-15	2015-16	2016-17
		- A		The state of the s			The state of the last of the l			

Other Miscellaneous 1,182 1,268
Source: IRDAI reports & Council Database

1,599

1,951

2,272

				OVERALL	<u> </u>				
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2015-16	2016-1
Fire	68.7%	75.7%	79.9%	86.1%	96.8%	68.8%	76.5%	74.2%	84.4%
Engineering	37.5%	58.3%	57.1%	60.5%	67.1%	40.9%	73.4%	68.7%	63.3%
Marine Cargo	80.0%	89.2%	75.1%	79.1%	78.2%	64.8%	66.2%	73.0%	68.2%
Marine Hull	142.2%	194.1%	100.5%	165.1%	116.2%	66.0%	47.4%	67.0%	125.3%
Motor OD	58.4%	65.2%	64.0%	64.7%	60.6%	57.2%	56.6%	70.3%	72.5%
Motor TP	165.2%	132.1%	120.2%	172.8%	153.6%	135.1%	110.4%	93.0%	103.6%
Aviation	90.9%	129.5%	53.0%	101.6%	229.3%	54.3%	153.0%	133.9%	116.9%
Health	106.2%	104.9%	108.5%	98.5%	92.8%	93.5%	97.0%	101.9%	103.9%
Personal accident	64.5%	93.1%	83.2%	66.0%	55.5%	57.2%	61.8%	62.3%	65.2%
Liability	36.4%	41.1%	47.9%	43.4%	34.6%	43.8%	30.2%	40.1%	32.3%
Other Miscellaneous	51.8%	52.3%	80.4%	68.4%	61.5%	72.3%	80.1%	82.9%	93.7%
TOTAL	82.5%	85.5%	87.3%	92.8%	88.5%	83.1%	81.9%	85.0%	90.9%
				BLIC SECT					
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2015-16	2016-1
Fire	72.3%	75.9%	81.1%	87.9%	101.5%	71.6%	80.4%	76.0%	91.4%
Engineering	36.6%	56.6%	56.4%	61.8%	68.6%	38.3%	73.6%	71.4%	66.6%
Marine Cargo	75.6%	86.5%	73.6%	77.6%	76.2%	58.1%	63.2%	62.7%	62.9%
Marine Hull	133.4%	179.1%	87.1%	175.4%	118.8%	70.0%	45.5%	66.2%	121.39
Motor OD	62.6%	69.7%	61.3%	63.8%	60.9%	58.2%	57.2%	75.6%	79.5%
Motor TP									
	178.5%	142.5%	124.8%	178.5%	133.3%	133.8%	100.8%	83.6%	104.3%
Aviation	95.1%	141.6%	50.7%	102.6%	295.6%	49.6%	174.5%	132.8%	100.3%
Health	112.4%	116.6%	119.9%	106.3%	100.3%	103.2%	106.2%	117.2%	122.1%
Personal accident	73.3%	106.4%	98.0%	75.0%	62.3%	59.5%	64.3%	82.1%	88.7%
Liability	38.8%	41.4%	43.6%	45.3%	37.5%	46.4%	30.0%	39.4%	27.7%
Other Miscellaneous	59.9%	35.8%	48.0%	51.4%	42.2%	47.0%	64.9%	56.2%	79.0%
TOTAL	90.4%	91.3%	88.3%	97.0%	89.3%	84.8%	83.2%	89.0%	100.0%
	**************************************	DESCRIPTION OF A STATE OF THE STATE OF	Commission of the Commission o	IVATE SEC	San and the san an	Topos supplies to the control of the	Section researches	2000-000 V (VA-V)	- 6000 Miles
9	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2015-16	2016-1
Fire	50.5%	75.1%	72.8%	75.3%	67.1%	52.5%	55.5%	64.8%	52.4%
Engineering	41.4%	66.2%	60.7%	52.1%	55.7%	58.6%	72.2%	54.2%	46.3%
Marine Cargo	94.3%	97.3%	79.6%	82.9%	82.7%	79.1%	70.8%	85.3%	74.6%
Marine Hull	225.2%	337.0%	220.1%	71.6%	51.1%	-79.6%	94.5%	94.9%	192.7%
Motor OD	52.5%	60.1%	66.7%	65.5%	60.4%	56.4%	56.2%	65.9%	67.0%
Motor TP	132.6%	113.5%	112.3%	164.0%	183.4%	136.8%	121.5%	104.6%	102.7%
Aviation	40.6%	89.1%	59.7%	98.0%	96.4%	66.7%	109.9%	136.2%	151.2%
Health	94.8%	85.3%	92.2%	85.2%	77.8%	79.1%	87.7%	80.5%	78.1%
Personal accident	49.8%	72.9%	58.8%	53.1%	48.6%	56.1%	61.6%	52.8%	51.5%
Liability	17.7%	39.5%	65.0%	37.3%	24.1%	35.7%	30.7%	41.1%	39.2%
Other Miscellaneous	50.2%	50.6%	51.9%	46.9%	54.2%	60.1%	69.2%	90.7%	81.2%
TOTAL	72.2%	77.0%	80.3%	86.9%	88.7%	79.5%	79.6%	80.0%	79.1%
			STAN	DALONE H	EALTH	/			
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2015-16	2016-1
Health	77.8%	88.6%	86.5%	86.1%	83.7%	62.4%	65.2%	59.4%	58.0%
Personal accident	43.3%	45.2%	65.2%	55.2%	22.5%	28.9%	25.0%	26.8%	22.5%
Other Miscellaneous	15	9.9%	33.9%	44.1%	52.3%	21.8%	41.9%	49.6%	1800
TOTAL	76.3%	87.0%	86.0%	85.4%	82.5%	61.5%	64.2%	58.2%	56.5%

2009-10 | 2010-11 | 2011-12 | 2012-13 |

99.3%

Other Miscellaneous 43.5% Source: IRDAI reports & Council Database

2007-08 | 2008-09 |

69.8%

116.6%

2013-14 | 2015-16 | 2016-17

100.5% 120.2%

 Table 13
 Net Commission Ratios (defined as Net Commission to Net Earned Premium)

n	100	m	86.1	

				\$70.00 COMP.	PRINTER TO					
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	-2.3%	1.1%	1.1%	4.2%	5.6%	5.9%	6.1%	9.2%	8.6%	6.2%
Engineering	-12.1%	-17.5%	-14.6%	-9.8%	-0.2%	-12.9%	0.0%	-3.1%	-2.0%	-2.3%
Marine Cargo	11.1%	9,4%	8.8%	9.7%	9.4%	11.8%	10.9%	10.5%	10.7%	10.1%
Marine Hull	-42.5%	-35.7%	-19.6%	-14.2%	-18.4%	-7.1%	-3.6%	-4.9%	-3.2%	-1.6%
Motor OD	6.2%	7.2%	7.9%	6.5%	6.6%	7.5%	7.8%	6.2%	6.7%	6.2%
Motor TP	-2.4%	-1.6%	-1.4%	-0.6%	1.0%	-1.5%	-0.7%	-0.5%	-0.4%	-1.1%
Aviation	-15.8%	0.5%	15.6%	14.5%	13.0%	9.6%	2.9%	10.3%	7.4%	11.2%
Health	7.5%	8.0%	6.5%	5.4%	5.2%	4.2%	5.3%	5.6%	5.1%	3.7%
Personal accident	5.0%	8.8%	8.4%	9.4%	8.6%	9.0%	7.8%	8.4%	5.0%	3.6%
Liability	15.8%	13.6%	11.8%	12.2%	11.8%	12.7%	14.5%	14.9%	13.6%	12.6%
Other Miscellaneous	2.4%	5.1%	3.4%	-0.7%	-2.1%	-4.0%	-1.9%	-3.3%	-3.0%	-15.8%
TOTAL	3.0%	4.3%	4.2%	3.9%	4.2%	3.3%	4.3%	4.0%	3.9%	1.6%

PUBLIC SECTOR

				I ODLIO	0_0.0					
	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	5.2%	7.6%	6.1%	8.4%	8.9%	9.1%	10.9%	14.2%	13.7%	13.9%
Engineering	1.3%	-4.9%	-5.3%	-1.1%	8.1%	-6.2%	7.0%	2.7%	4.9%	4.0%
Marine Cargo	15.8%	13.9%	12.9%	13.4%	12.5%	14.4%	13.9%	11.6%	13.0%	12.6%
Marine Hull	-31.4%	-29.7%	-16.1%	-11.8%	-17.8%	-5.5%	-3.8%	-3.0%	-3.5%	-1.2%
Motor OD	9.4%	10.8%	10.7%	10.2%	9.6%	10.3%	10.7%	9.6%	10.0%	9.7%
Motor TP	-2.2%	-1.3%	-1.4%	-1.2%	1.6%	-0.8%	0.0%	-0.3%	0.0%	-1.0%
Aviation	-17.0%	-4.9%	14.6%	12.0%	11.3%	8.2%	-7.9%	4.7%	3.0%	8.7%
Health	12.3%	11.6%	10.3%	8.0%	7.5%	6.1%	7.4%	7.6%	7.1%	5.3%
Personal accident	11.6%	12.3%	12.0%	11.2%	10.8%	10.3%	10.2%	11.1%	10.2%	5.6%
Liability	16.4%	14.2%	12.3%	13.5%	12.8%	12.5%	14.5%	14.9%	14.4%	13.3%
Other Miscellaneous	7.3%	13.1%	13.2%	11.2%	13.5%	9.9%	12.7%	9.5%	10.1%	5.9%
TOTAL	6.9%	7.9%	7.5%	7.2%	7.8%	6.2%	7.6%	7.1%	7.0%	5.6%

PRIVATE SECTOR

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Fire	-40.1%	-33.9%	-28.8%	-22.0%	-15.9%	-13.5%	-20.3%	-16.0%	-17.3%	-29.0%
Engineering	-72.3%	-74.7%	-63.3%	-67.5%	-62.0%	-58.1%	-44.2%	-38.1%	-39.4%	-34.9%
Marine Cargo	-4.1%	-4.1%	-3.1%	-0.1%	2.3%	6.3%	6.4%	8.8%	8.0%	7.0%
Marine Hull	-146.9%	-93.0%	-50.4%	-36.0%	-34.5%	-65.2%	2.3%	-75.6%	5.6%	-9.9%
Motor OD	1.7%	3.1%	5.0%	3.3%	3.9%	5.2%	5.4%	3.3%	4.0%	3.5%
Motor TP	-2.8%	-2.1%	-1.4%	0.4%	0.1%	-2.5%	-1.5%	-0.8%	-0.7%	-1.2%
Aviation	-1.8%	18.5%	18.6%	24.1%	16.4%	13.2%	24.5%	24.0%	16.3%	16.6%
Health	-2.2%	3.1%	0.8%	0.4%	0.0%	-1.3%	-1.5%	-2.5%	-1.4%	-4.1%
Personal accident	-4.5%	4.4%	3.0%	7.1%	6.3%	8.0%	6.7%	6.4%	1.8%	1.9%
Liability	11.1%	10.6%	9.7%	8.2%	8.0%	13.5%	14.5%	14.7%	12.3%	11.4%
Other Miscellaneous	10.1%	4.0%	0.3%	-14.6%	-10.9%	-15.5%	-15.2%	-27.0%	-20.2%	-31.9%
TOTAL	-4.2%	-1.1%	0.1%	-0.2%	0.6%	0.4%	0.5%	-0.6%	0.1%	-2.8%

STANDALONE HEALTH

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Health	-5.4%	-2.1%	-0.2%	2.8%	3.3%	6.6%	9.5%	9.3%	4.8%	5.5%
Personal accident	-81.8%	-22.9%	-7.5%	3.1%	0.3%	2.6%	-9.9%	10.7%	3.2%	4.0%
Other Miscellaneous		-2.2%	5.2%	6.5%	7.1%	6.4%	8.6%	10.1%	3.3%	13 1 2
TOTAL	-8.8%	-2.7%	-0.3%	2.8%	3.3%	6.5%	9.0%	9.3%	4.7%	5.5%

SPECIALISED COMPANIES

200		2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
	Other Miscellaneous	-4.7%	-2.7%	-4.7%	-7.2%	-14.1%	-12.2%	-9.0%	-4.8%	-6.8%	-23.1%

Source: IRDAI reports & Council Database

Table 14 Gross Underwriting Experience - 2007-08 To 2016-17 (Overall Figures)

(₹ in Crores)

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Gross Direct										
Premium	30,479.77	33,564.40	39,238.37	48,214.62	59,792.24	71,205.52	79,935.76	87,151.37	99,332.95	1,30,970.11
Gross Written										
Premium	33,481.62	37,322.89	43,651.73	53,515.31	68,249.22	74,277.33	83,026.51	90,364.55	1,02,395.77	1,34,177.33
Gross Earned										
Premium	30,662.92	35,365.75	40,675.39	48,588.05	60,874.22	71,289.15	78,698.26	86,436.43	96,049.98	1,18,181.77
Gross Direct										
Claims % to	21,383.94	27,082.16	31,440.75	38,983.03	53,727.33	50,326.02	63,818.61	71,378.28	78,692.06	1,12,024.22
GEP	69.7%	76.6%	77.3%	80.2%	88.3%	70.6%	81.1%	82.6%	81.9%	94.8%
Gross Direct										
Commission	2,283.53	2,524.61	2,750.64	2,921.51	3,542.76	4,206.31	4,892.25	5,267.30	5,975.49	6,856.49
% to GWP	7.4%	7.1%	6.8%	6.0%	5.8%	5.9%	6.2%	6.1%	6.2%	5.8%
Expenses of										
Management	6,251.78	7,470.31	8,588.42	10,982.79	11,953.25	14,420.62	15,737.28	20,036.79	23,073.05	30,097.79
% to GWP	20.4%	21.1%	21.1%	22.6%	19.6%	20.2%	20.0%	23.2%	24.0%	25.5%
Underwriting										
Surplus /	743.67	(1,711.33)	(2,104.42)	(4,299.27)	(8,349.12)	2,336.20	(5,749.88)	(10,245.95)	(11,690.62)	(30,796.73)
(Deficit) %	2.4%	-4.8%	-5.2%	-8.8%	-13.7%	3.3%	-7.3%	-11.9%	-12.2%	-26.1%
to GEP	derasous-2	500000000	15.5567995015	in the state of th	SERVER PROCES	25000000	7576/55/26/GF		0.0000000000000000000000000000000000000	hererannañ

Table 15 Net Underwriting Experience - 2007-08 To 2016-17 (Overall Figures)

(₹ in Crores)

	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Net Written										
Premium	22,328.38	26,162.69	30,697.15	38,150.49	47,852.19	55,890.16	64,863.56	71,300.23	81,450.16	94,177.57
Net Earned					7/A					
Premium	20,557.87	24,438.66	28,286.56	34,585.43	42,641.17	51,226.17	50,009.74	67,428.11	75,877.60	88,724.95
Net Incurred										
Claims	16,951.42	20,892.28	24,685.56	32,100.28	37,738.90	42,549.95	49,163.80	55,231.87	64,495.03	80,662.18
% to NEP	82.5%	85.5%	87.3%	92.8%	88.5%	83.1%	81.9%	81.9%	85.0%	90.9%
Net Commission	617.45	1,046.73	1,198.76	1,332.02	1,772.19	1,708.13	2,578.11	2,663.81	2,973.01	1,380.24
% to NWP	2.8%	4.0%	3.9%	3.5%	3.7%	3.1%	4.0%	3.7%	3.7%	1.5%
Expenses of										
Management	6,251.78	7,470.31	8,588.42	10,982.79	11,953.25	14,420.62	15,737.28	20,036.79	23,073.05	30,097.79
% to NEP	30.4%	30.6%	30.4%	31.8%	28.0%	28.2%	26.2%	29.7%	30.4%	33.9%
Underwriting										
Surplus/(Deficit)	(3,262.78)	(4,970.66)	(6,186.18)	(9,829.66)	(8,823.17)	7,452.52)	7,469.45)	10,504.36)	(14,663.49)	(23,415.27)
% to NEP	-15.9%	-20.3%	-21.9%	-28.4%	-20.7%	-14.5%	-12.4%	-15.6%	-19.3%	-26.4%

Projects of the GI Council

FTASS

The ETASS project has been envisaged as a platform to bring in transparency and ease of settlements of transactions between the General insurers in India. This is based on the coinsurance agreement of 5th Dec 2014, signed by all the companies and the ETASS guidelines mandated by the IRDAI in May 2015, assigning General Insurance Council the role of ETASS administrator. All coinsurance transactions are reconciled and settled as per the ETASS systems.

The ETASS phase 1 project dealt with the coinsurance transactions in the Fire LOB only. The initial software was developed with the capability of capturing input data of coinsurance premium and claim transactions in a pre-defined XML format from Lead insurer. The data entered by the Lead insurer could then be accessed by other co-insurers who could then confirm or dispute the details therein. Based on the confirmations of all participants, the financial exchanges could occur.

The ETASS Phase 2 project dealt with capturing of the correct transactional values for Fire LOB with associated Facultative Reinsurance transactions. The software development has dealt with the vagaries of the different processes followed internally by the various insurance companies and has standardised data upload into ETASS. GI Council has suggested certain process mandates to be followed by all Member companies. There is a generation of statement of settlements of accounts every fortnight to be used prima facie for remittance of funds amidst member companies. This phase was made Live on 1st April 2016.

The ETASS from 1st April 2017, deals with the integration of coinsurance balances from all LOBs. The intercompany transactions in all LOBs are captured in the system and the same process of confirmation/dispute is followed. All forms of transactions and settlements that are inter-company are handled by this version.

The ETASS system has brought down the inter-company disputes in the area of coinsurances. Also, it is envisaged that the time of settlements will be drastically reduced post the adoption of automated data entry and settlements through the system.

The system will be an effective means of settling the balances in time and ensuring solvency margins are met.

IDV

Insured Declared Value is the maximum Sum Assured payable by the insurer on total loss of vehicle. IDV is the as close to the current market value of the vehicle. If the vehicle suffers total loss, IDV is the compensation that the insurer will provide to the policyholder.

IDV is calculated as manufacturer's listed selling price minus depreciation. As per the tariff regulations, the depreciation follows a fixed percentage for each year post the sale of the vehicle.

General Insurance Council aims to standardise the IDV for a particular make/model/variant of a vehicle (currently only four wheelers - private cars) for a particular age of the vehicle in a particular state, that will be used across the general insurance industry. The corresponding values will be shared by all insurers on a monthly basis.

A portal for IDV for use by the General Public is available on the GI Council website, wherein an IDV based on parameters such as make. Model, year of purchase etc is displayed.

Fraud Risk Mitigation

The General Insurance industry has been plagued by fraudulent claims and policies since a long time. The General Insurance Council is working at reducing frauds in the industry. To this end, data sharing and experience sharing platforms have been enabled amongst the members of the General Insurance Council. It is believed that if the companies work together, it will be easier to identify and thereafter stem the frauds.

The Fraud Risk Mitigation project is one among the of small actions that the industry is taking in order to prevent, identify, prove and then take appropriate action on fraudsters. Proven frauds are collated and shared amongst the insurers' fraud investigation teams, who can investigate these cases further. In cases of recurrent frauds by the same individuals, the same can be handled on a collective basis.

Indian Market Wordings

General Insurance Council (GI Council) has been constituted under Sec.64C of Insurance Act 1938 as the representative body of General Insurers, Health insurers and Reinsurers in India. GI Council held a series of discussions with insurance experts from its member insurance companies to examine the wordings of the most commonly sought Standard Fire and Special Perils Insurance Policy (SFSP) for Commercial risks, and for Machinery Breakdown Insurance (commercial risks).

A changed set of wordings was arrived upon during the discussions. The same has been circulated and a public notice was issued calling for suggestions from all stakeholders. The GI Council has received good responses from the stakeholders and will finalise the wordings after considering the suggestions received.

The enhanced market wordings can be downloaded from the GI Council website: https://www.gicouncil.in



Offices of Non-Life Insurers — Gicouncil.in Office Locator

The General Insurance Council has created a database of offices of Non-Life Insurance companies and a tool to easily search this database for offices, on the basis of combination of State, City, Insurer name and even Pin Code.

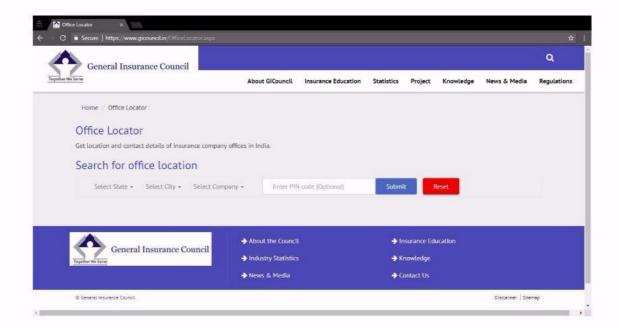
This Office Locator tool is hosted at the General Insurance Council website at https://www.gicouncil.in/OfficeLocator.aspx

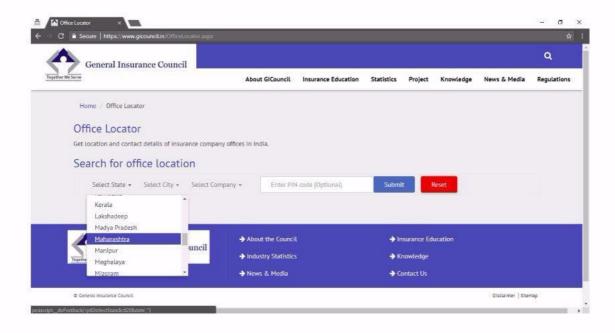
In order to access the tool,

- 1. Visit https://gicouncil.in (home page)
- 2. Click on the 'Office Locator' link in the floating banner on the homepage as shown in the below screen image.

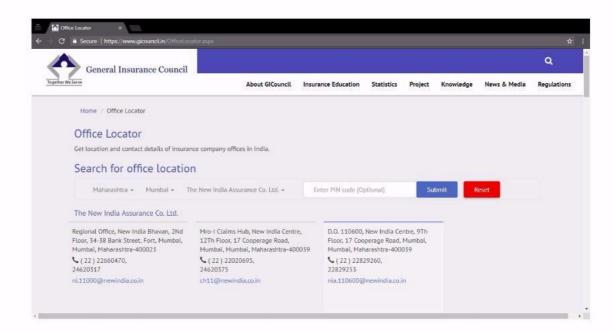


- 3. You will now arrive at the page at https://www.gicouncil.in/OfficeLocator.aspx The use of the Office Locator can be demonstrated via the example below.
 - a. Select State: Maharashtra (by scrolling through the drop-down field as shown in the image below)
 - b. Select City: Mumbaic. Select Company: New India

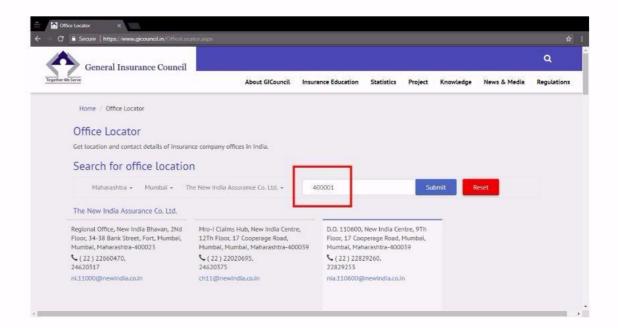




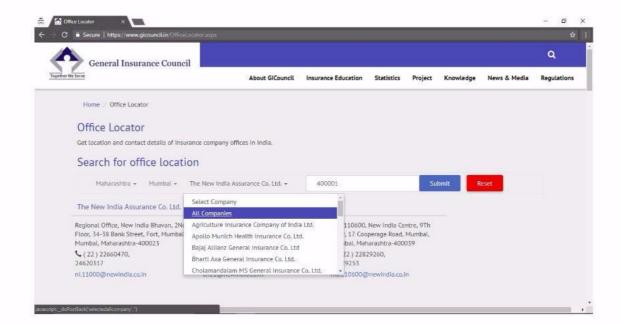
4. Click the 'Submit' button. The page will reload with the results as shown below.



5. The results can be narrowed down by searching for a specific Pin Code by typing the Pin Code into the input field as shown below and clicking on the 'Submit' button.



6. In another scenario where a user is looking for office locations of all companies or all cities in a state, the 'All Cities' & 'All Companies' options in the City & Company selection drop-down fields can be used. The location of the option in the drop-down field is shown below.





Insured Declared Value (IDV)

Insured Declared Value is the maximum Sum Assured payable by the insurer on total loss of vehicle. IDV is as close to the current market value of the vehicle. If the vehicle suffers total loss, IDV is the compensation that the insurer will provide to the policyholder.

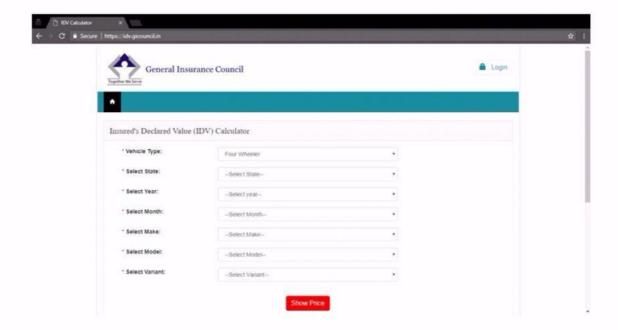
IDV is calculated as manufacturer's listed selling price minus depreciation. As per the tariff regulations, the depreciation follows a fixed percentage for each year post the sale of the vehicle.

IDV Portal Link: https://idv.gicouncil.in

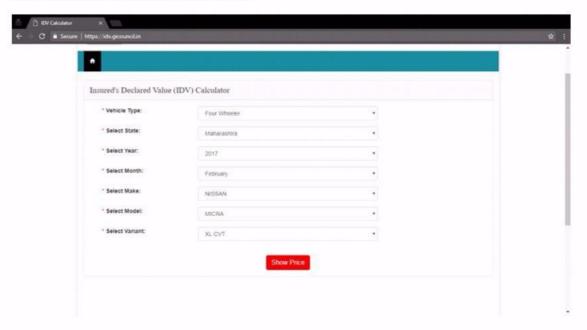
Insurance companies can login to the portal for updating themselves of the latest values.

The IDV portal is also open to the General Public, which can be accessed without a login. It is currently populated with all models of four-wheeler private cars. Anyone can access this link and check the correct IDV of their vehicle. The insurer would provide an IDV closest to the given value based on their assessment of the vehicle.

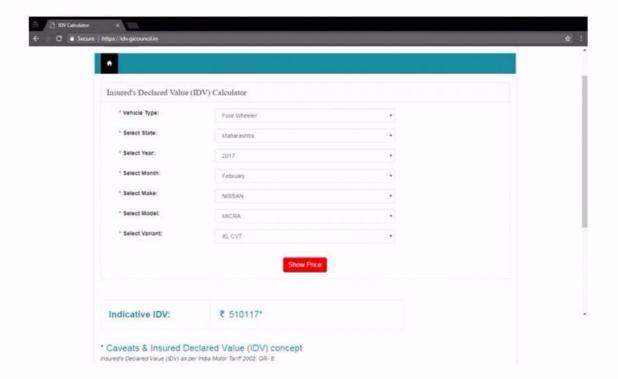
1. Visit https://idv.gicouncil.in



2. Provide the required Information such as Vehicle Type, State of registration, etc. Details have been included in the screenshot below for the purpose of demonstration.



3. Click the 'Show Price' button. The Indicative IDV will be displayed as shown below.



Caveats

The Indian Non-life Insurance Industry Yearbook 2016-17 is in its fifth edition. The endeavour has been to reflect industry trends for various stakeholders. The Year book may be read keeping in view the following caveats:

1. Definitions of terms used

The specific definition of various Non-life industry business parameter terms used in this Yearbook 2016-17 are as per existing IRDAI guidelines. (Extract reproduced for ready reference).

As per IRDAI Master Circular on preparation of Financial Statements - General Insurance Business, October 2012 and corrigendum dated 3rd July, 2013:



i. Gross Direct Premium: Premium booked directly from the Insured/policyholders excluding the service

Explanation: Gross Direct Premium in India: Premium booked directly within India from the Insured/policyholders excluding the service tax element thereon;

- ii. Gross Written Premium: Gross Direct Premium plus Inward Reinsurance Premium accepted during the period (Direct premium plus premium on reinsurances accepted);
- iii. Net Premium / Net Written Premium / Net Retained Premium : Gross Written Premium less premium on reinsurances ceded (Retention of the insurer after considering all types of reinsurances);
- iv. Net Earned Premium: Net Premium after adjustment for movement in the Reserves for Unexpired Risks in any given Accounting period;
- v. Gross Incurred Claims: Gross claims paid plus gross movement in claims outstanding (including gross IBNR/IBNER). This includes claims relating to both Direct and Reinsurance Accepted.

Gross Incurred Claims = Gross Claims paid (both Direct and Reinsurance Accepted) PLUS Gross claims outstanding at the end of the period (both direct and reinsurance accepted) LESS Gross claims outstanding at the beginning of the period (both Direct and Reinsurance accepted)

vi. Net Incurred Claims: Net Claims after accounting for recovery of claims from reinsurers. This includes net claims relating to both Direct and Reinsurance accepted.

Explanation

Net Incurred Claims = Net Claims paid (Gross Claims paid less reinsurance recoveries of claims) PLUS Net Claims outstanding at the end of the period (both direct and reinsurance accepted) LESS Net claims outstanding at the beginning of the period (both direct and reinsurance accepted). Net outstanding claims include Net IBNR/IBNER

vii. Combined Ratio = Net Incurred Claims / Net Earned Premium PLUS Expenses of Management (including net commission) / Net written premium.



2. The other terms used in this Yearbook which are not part of the above list, carry the meanings as used in common business parlance in the Indian Non-life Insurance Industry context.

3. Data Sources

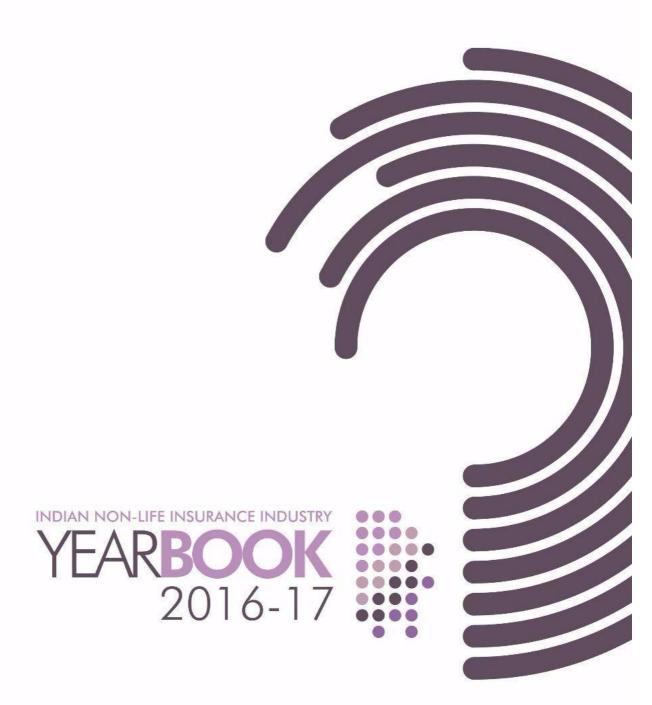
- Insurance Regulatory and Development Authority of India Annual Reports 2015-16 and prior years from 2007-08 onwards;
- 2. Planning Commission Archives regarding GDP current prices and GDP annual growth rate from Niti Aayog website and SDP data for states wherever made available in Niti Aayog web site;
- 3. Gross State Domestic Product (GSDP) at current prices wherever made available mostly from secondary sources of data;
- 4. Handbook of Statistics on Indian Economy, RBI 2016-17;
- 5. Growth rates of GDP at factor cost (at 2004-05 prices & 2011-12 prices) from RBI website;
- 6. Public disclosures of non-life insurance companies as at 31st March 2017;
- 7. Data collected and collated by the General Insurance Council as at 31st March 2017, (referred to as council data base);
- 8. Ten year data of premiums, commissions and claims obtained from all the member companies (except GIC Re) and collated;
- 9. Rural premiums have been collated from premium figures sent by member companies to IRDAI on monthly basis;
- 10. Analysis of paid claims and outstanding claims as at 31.3.2017 have been attempted through collating figures sent by member companies to IRDAI (Form 6 of Form 1-X);
- 11. The heat maps data have also been taken from the IRDAI (Form I to X) submitted by member companies;
- 4. Financial figures are in ₹ Crores, where ₹ 1 Crore = ₹ 10 Million

5. Disclaimer & Copyrights

The Year book for 2016-17 has been made with an objective to reflect trends in the Non-life Insurance Industry in India. The aim is to provide the user with an understanding of the working of the Non-life Insurance Industry. The data and analysis forming part of the year book should be considered for information purposes only. The factual correctness of the data has been sought to be ensured by using only publicly available information as reported in IRDAI annual reports, Non-life insurance company public disclosures and annual reports and data reported to the General Insurance Council as per designated formats. Different sources of data have been used for segment-wise, state-wise as well as consolidated GDPI charts. It is observed that there are minor differences between the data contained in these sources which could be due to inconsistencies in reporting data or timing differences. Users may please take note of this while making use of tables and charts in this Year book.

The macro-economic data has been primarily taken from the publicly available information on the erstwhile planning commission archives / Niti Aayog website/RBI/Ministry of Finance and other secondary sources of data.

Users are requested to independently verify the data sets from the respective data sources for further interpretation / analysis.





General Insurance Council

Industry Association of General Insurance Companies





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