Insurance Institute of India

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Happenings at Institute Monthly e-Newsletter July 2018

Foundation Day seminar on Agriculture Insurance

Insurance Institute of India (III), founded on 30th June 1955 for building academic and professional capacity for the insurance industry, celebrated its 64th Foundation Day on 30th June 2018 with a Seminar on Agriculture Insurance. The Seminar attended by the who's who of the Agriculture Insurance industry, concluded by evolving a three-pronged approach on the subject. The take-away of the seminar was that the industry should (i) locate the operational gaps in the PMFBY scheme and plug them as soon as possible, (ii) reap the benefits of the advancements in the field of technology in matters like yield assessment and claims assessment; and (iii) disseminate information and knowledge to the beneficiaries to empower them as well as enhance the knowledge and skill levels of all the stakeholders.

With the increased thrust of the Government on Crop insurance and the large risk exposures that Indian insurers carry today, Agriculture insurance has of late become an area of interest much beyond traditional non-life insurance circles, even for the common man.

Mr. P.J. Joseph, Member (Non-life), Insurance Regulatory and Development Authority of India, the Chief Guest of the Seminar pointed out that protecting farmers, who are quite vulnerable to the economic fallouts of such events using the insurance has been a priority of the Government of India.

Mr. G Srinivasan, Chairman-cum-Managing Director, New India Assurance Company and President of the Insurance Institute of India mentioned how the Indian insurance industry and the Government have been contributing to the cause and supporting such initiatives. Welcoming the erudite audience

Mr. P. Venugopal, Secretary General of the institute extended all knowledge support that the industry would require in making the Governmental vision, a reality.

Ms. T.L. Alamelu, Chairman-cum-Managing Director, Agriculture Insurance Co. of India, discussed the challenges faced by the industry in implementing the Government schemes.

Mr. Mayur Ankolekar, Consulting Actuary, highlighted the need of synchronizing Agricultural Insurance with the Disaster Risk Financing Framework and the need for using technology to find innovative solutions.

Mr. Shankar Garigiparthy, Country Manager - India of Lloyds spoke about the importance of carefully developing the Agriculture Insurance Market in a systematic manner.

Mr. Malay K. Poddar, General Manager and Chief of Internal Audit, AIC of India enumerated the underwriting challenges faced in Agriculture Insurance especially with respect to Government schemes and the need to find practical solutions to plug the loopholes.

The Reinsurance Angles of the Indian agriculture industry were deliberated upon by Mr. Kolli N. Rao, Senior Advisor – Agriculture, International Reinsurance and Insurance Consultancy and Broking Services Pvt. Ltd. Dr. R. K. Duggal, Faculty, College of Insurance, the training arm of the Institute flagged the highlights and the context of the seminar. Mr. Arindam Mukhrjee, Director of the College of Insurance in his valedictory speech pointed out that the enormous problem of protecting farmers through the insurance mechanism had to be dealt with by creating general awareness, focused customer education and training all the stakeholders in the value chain.

Seminar on "Genetic and Generic" - Exclusion of Genetic Disorders in Health Insurance

Insurance Institute Of India (III), formed in 1955 as a Federation of Insurance Institutes, is recognized by the Indian Insurance Industry, SAARC countries and many other developing insurance markets as a pioneer in insurance education, responding to the academic needs of the industry as well as addressing the causes of building and developing professionalism. Its certifications are internationally recognized.

The Institute has continually highlighted issues covering burning topics on insurance. On 18th July, 2018 repeating its legacy the Institute organised a seminar on "Genetic and Generic" - Exclusion of Genetic Disorders in Health Insurance. The seminar was represented by eminent doctors, genetic engineers in the field on medicine and Insurance stalwarts participated in the open forum.

The view of the Hon'ble High Court of Delhi was that discrimination in health insurance against individuals based on their genetic disposition or genetic heritage, in the absence of appropriate genetic testing and laying down of intelligible differentia is unconstitutional. It observed that the exclusion of genetic disorders in all forms from health insurance would be contrary to public policy. Several of the prevalent medical conditions which affect a large mass of population, including cardiac conditions, high blood pressure, diabetes, could be classified as genetic disorders. It was opined that the entire purpose of taking medical insurance would be defeated if all genetic disorders are excluded. The matter assumes importance as the "broad exclusion of genetic disorders" was viewed beyond a contractual issue between the insurance company and the insured, but spills into the broader canvas of Right to Health.

The Court felt that a proper framework to prevent against genetic discrimination as also to protect collection, preservation and confidentiality of genetic data, need to be designed. Though it appreciated that Insurance companies are free to structure their contracts based on reasonable and intelligible factors which are not arbitrary, the Court pointed out that such factors cannot be 'exclusionary'. It was observed that such contracts

cannot be designed on the basis of subjective or vague factors, but on data and empirical testing; and also that lawmakers have to take the necessary steps in this regard.

While the humanitarian angle of the judgment and the promptitude of the IRDAI in executing the directives are quite welcome and laudable, many senior professionals in the industry felt that insurers need to understand the matter in its entirety.

The welcome address was delivered by Mr. P. Venugopal, Secretary General, III. This was followed by a curtain raiser from Prof. (Dr.) R.K. Duggal, Faculty – Non-life, COI, III. Ms. Pooja Ramchandran, Director, Genetic Counseling, Map My Genome gave insights on Genomics and its relation to Medical Underwriting. Ms. Kalpana Sampat , Strategic Advisor, Swiss Re spoke on Reinsurance perspectives of Life and health insurance. Dr. Porus Peshoton, Vice President & Chief Underwriter, Swiss Re spoke on Congenital and genetic overlap as well as internal and external Congenital defects on health insurance underwriting. Dr. Sheetal Salgaonkar, Medical Director – Global Support Team, RGA Global Shared Services India Private Limited spoke extensively on the subject of genes sequencing and genomic medicine. She spoke on global aspects on genetic underwriting.

The panel discussion was moderator by Dr. C. H. Asrani, CEO, InCHES and X-Claim and the other panelists were Dr. Ravindra Chittal, Senior Paediatrician, Lilavati Hospital, Dr. Rajeev Redkar, Senior Paediatric Surgeon, Lilavati Hospital, Padmashree Prof. Dr. Alaka Deshpande, Professor Emeritus (Medicine), Ms. Anuradha Sriram, Appointed Actuary and Product Head, Aditya Birla Health Insurance Co. Ltd. The open forum was a brainstorming session from the audience side.

Some of the participants argued that if court is of the judgement that genetic disorders be covered on humanitarian grounds. Then why the insurers are showing resistance. The executives from United India Insurance Co. informed that they were going for the appeal against the case, since it was a 'individual case judgement' and cannot imposed on the industry. The panelist from reinsurance side were of the opinion that there is no harm in covering genetic disorders but the cost of genetic diagnosis and treatment is very costly and there should not be extra burden on the insurance as health insurance is already a bleeding portfolio. It was also suggested that genetic treatment rider can be introduced on health insurance policies or new specialized products on genetic treatment can be devised. One of the panelist also suggested that there can be genetic insurance pool so that all genetic disorder cases can be covered.

The Insurance Institute of India shall take the cause of genetic underwriting with the Insurance Regulatory and Development Authority of India (IRDAI) and Health Insurance Companies for bringing innovative products exclusively for congenital defects and inclusive of genetic defects in the health insurance policies. The Vote of Thanks was given by Mr. A. Mukherjee, Director, College of Insurance.

The takeaway of the seminar was that industry should agree Human wellbeing is not a random phenomenon. Our own genomes carry the story of evolution, written in DNA, the language of the molecular genetics, and the narrative is unmistakable and so this judgment shall have a social, political, technical and economic imperative. While the large companies may be able to shell out these type of claims, but for new companies it will be difficult to sustain….

Myanmar Financial Sector Development Workshop

The Financial Regulatory Department (FRD) with support from Deloitte Myanmar organized a two-day Myanmar Financial Sector Development Workshop on 12th and 13th July 2018 at Yangon. The workshop aimed to share guidance on best practices for sustainable development in the Microfinance and Insurance sectors.

The individual speakers shared their views on topics such as Corporate Governance, Risk Management, Microfinance Supervision in Myanmar, Insurance Operating Business Models - New Rules and Responsibilities in Myanmar, Supervision - The standardized reporting guidelines and their challenges, Supervision – IFRS17 The new principle, Insurance Benchmark – Insurance Core Principles (ICPs), Insurance Benchmark – Activities in SEA, Risk Management – The fundamentals of the RBC, Risk Management – Growing Myanmar Bancassurance, Risk Management – Growing Myanmar's Micro Insurance Market, Risk Management – Growing Myanmar's Life and Health Insurance

The panel discussions held on various topics such as Corporate Governance – Sharing best practices, Risk Management – identifying common risks and how and when they happen, Microfinance in Myanmar: an overview of the challenges, Microfinance Business in Myanmar, Microfinance trends: the future for Myanmar, Microfinance supervision around the world: best practices, Microfinance Supervision in Myanmar, Insurance Operating Business Model, Supervision – Myanmar and Worldwide challenges, Insurance Benchmark – How to operate in Myanmar, Risk Management – Growing the Myanmar market.

Dr. George E Thomas expressing his views on Supervisions and Role of Insurance Regulations

Prof. Archana Vaze expressing her views on Risk Management, Bancassurance – experiences from India and other emerging insurance markets.

Session on Professionalism and Globalization of commerce education in Telangana State

Interactive session on Professionalism and Globalization of commerce education in Telangana State held on 3rd July 2018 at Osmania University, Hyderabad.

The meeting was attended by Mr P. Venugopal - Secretary General, Insurance Institute of India, Prof. Archana Vaze and Mr N D Kokare.

Seminar on "How to Raise Standard of Bangladesh Insurance Market?"

The Bangladesh Institute for Professional development organized a seminar on "How to Raise Standard of Bangladesh Insurance Market?" on 28th June 2018 at Dhaka.

The seminar was inaugurated by Dr. M. Atiur Rahman Former Governor, Bangladesh Bank. Speakers at the inaugural Session included Mr. AKM Monirul Haque Chairman, Nitol Insurance Co. Ltd., Dr. M. Atiur Rahman Former Governor, Bangladesh Bank.

Thereafter main speakers of the seminar delivered their speeches as per following schedule-

Mr. Grahame Weatherley, FCII International Insurance Consultant Asferica Consulting, England delivered his lecture on “How can Bangladesh insurance market support investment and trade?”.

Mr. Pradip Sarkar Principal, College of Insurance, Kolkata delivered his speech on “How To protect insurance customer’s best interest?

Mr. Md. Jafar Sadeque Chowdhury Chief Distribution Officer, MetLife Bangladesh delivered his speech on “Effectiveness of agency distribution in developing Bangladesh’s insurance Market?

Archana Vaze Assistant Professor delivered her speech on “ How does experience of Emerging countries can help to develop Bangladesh Insurance Market?”

There after there was panel discussion which was participated by Mr. Khalil Ahmad, Member, IDRA Mr. Md. Jalalul Azim, CEO, Pragati life Mr. Md. Quddus Khan, Former Member, IDRA Panel.

At the end there was an open question answer session moderated by Dr. Mohammad Sohrab Uddin Former Chairman, SBC & JBC.

The seminar was participated by representatives of almost all Insurance Companies of Bangladesh and also IDRA representatives. The views expressed through the speeches by Mr. Pradip Sarkar and Mrs. Archana Vaze was acclaimed by the audience.

Doordarshan Sahyadri Mahacharcha – Transportation and safety

The discussion regarding the ‘Transportation and safety’ was held on 10th May 2018 on Regional Marathi Channel - Doordarshan Sahyadri.

The discussion was attended by -

- Prof. Archana Vaze, Insurance Institute of India
- Mr Sanjay Sasane – Deputy RTO (Kalyan),
- Mr Prasad Mahajan – Deputy Transport Commissioner (Maharashtra State),
- Mr Ajay Govale – Director, Community Impact, United Way of Mumbai

In the panel discussion Prof Archana Vaze spoke on the motor insurance aspects relevant for general public.

Seminars / Trainings by Associate Institute

Insurance Awareness Program by Mumbai Insurance Institute

Mumbai Insurance Institute has organized an Insurance Awareness Program in Dist. Palgar Maharashtra on 14th July 2018 at Lok Nayak Jai Prakash Narayan Vidyalay And Anant Janardhan Vartak College Agarwadi And Vidyabhuvan Edwan.

The purpose of the program was to educate student on basic concept and importance of Insurance by professional. Institute through this initiative has plans to reach out to thousands of students at pre and post-graduation level across the rural and semi-rural schools/ college's driving the key messages of Insurance Awareness, through Seminar/ Workshop/ debates and distribution of IRDAI and INSURANCE INSTITUTE OF INDIA leaflet s and Booklets.

Main Speakers and Subjects of this workshop were as follows:

- Mr Sanjay Shirke, AOD, - "Concepts of Insurance Awareness Program".
- Mr V G Salvi, Hon. Secy., "Role of INSURANCE INSTITUTE OF INDIA ,MUMBAI and IRDAI.
- Mr Deepak Bobade, Asst. Manager, "Practice Principle and Policies and Coverage of Non-Life Insurance General Insurance.
- Mr Dnyanesh Paranjpe, "Concepts of Insurance benefits of Life Insurance and Importance of Life Insurance in development of nation"
- Mr S K Adhav, Senior Divisional Manager, "Career building in Insurance Industry and Insurance subjects in college's."

The program was well received by the student with questions answer section. Principal of COLLEGE in his Vote of Thanks informed that this is the first time Insurance professionals and institute had visited to Palgar Dist. since 1950 to give first-hand knowledge to the students.

Training schedule for August – October 2018

Program	Date From - To	Fees for Residents	Fees for Non-Residents	Designed For
August 2018				
Liability Insurance Focus - Cyber Crime	20-21 Aug, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Practitioners From Insurance Companies, Brokers, Customers, The Information Technology Industry and Related Areas.

Technical Aspects of Various Fire Protection Systems	20-21 Aug, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Insurance Officials Working in Risk Management Inspection as Underwriting / Brokers, Surveyors and Customers.
Mega Risk Insurance	27-29 Aug, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Insurance Executives Looking after Property / Engineering in Insurance Companies, Brokers, Reinsurers, Surveyors and Customers.
September 2018				
Motor Insurance Fraud	4-5 Sept, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Insurance Officials Working in Motor, Audit and Fraud Control Departments with A Fair Awareness About Motor Insurance.
Actuarial Science for Non-Life Insurance	4-6 Sept, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Middle Level Executives of General Insurance Companies, Broking Firms, III Associates / Fellows.
One Day Technical Workshop on the Subject of Renewable Energy	08 Sept, 2018	Rs 4300+ G.S.T.	Rs 3100+ G.S.T.	Executives in General Insurance Companies / Brokers / Customers Having Some Awareness about The Subject.
Management of Property Insurance - Fire (Underwriting)	10-11Sept, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Middle Level Executives From The Underwriting Department of Insurance Companies.
Marine Hull Insurance	24-27 Sept, 2018	Rs 17200 + G.S.T.	Rs 12400 + G.S.T.	Middle Level Executives Working in the Marine Hull Department of Insurance Companies / Brokers / Loss Adjuster / Customers.
October 2018				
Bancassurance for Life Insurers	3-4 Oct, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Managers/ Executives Dealing with Bancassurance in Life Insurance Companies and Banks
Reinsurance Treaty issues and Challenges (Focus - Reinsurance treaty designing)	08-10 Oct, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Participants are Expected to Have Exposure to Reinsurance Related Areas
Liability Insurance Focus - Financial Lines	15-16 Oct, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Junior / Middle Level Executives of Insurance Companies, Brokers, Surveyors and Customers.
Advanced Workshop on Oil and Energy	22-24 Oct, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Insurance Buyers, Risk Managers, Agents, Brokers, Underwriters, Adjusters, Attorneys, and Professionals

				from the Oil and Gas Sector, Drilling Contractors/Companies.
International Life Insurance Program	22-27 Oct, 2018	$ 600 USD	-	Middle Level Officials of Life Insurance Companies / Brokers.
Risk Assessment in Chemical Industries	29-30 Oct, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Insurance Buyers, Risk Managers, Agents, Brokers, Underwriters, Adjusters and Professionals from the Chemical Manufacturing Industry