



New Product Launches

Universal Sampo Launches Eyewear Insurance Cover

Universal Sampo General Insurance Company launched a new insurance product for eyewear, such as spectacles, sunglasses, blue filter glasses, and contact lenses, on Tuesday, offering protection against damage from burglary, theft, fire, cyclones, floods, riots, strikes, etc. Damage by a vehicle or an animal by direct contact and other accidents are also covered. As Universal Sampo Launches Eyewear Insurance Cover For As Low As Rs 100, it has become the talk of the town. Let's understand this release in detail.

The policy tenure is one year, covering all itemized risks in India and abroad. The sum insured could be the invoice value or the amount as per the insured's choice, whichever is lower.

Universal Sampo is a joint venture of Indian Overseas Bank, Karnataka Bank, Indian Bank, Dabur Investments, and Sampo Japan Insurance Inc.

According to the press release, the key features of Eyewear Insurance Cover include:

Global Coverage: The policy provides policyholders global coverage, including theft.

Flexible Excess and Claim Settlement: The policy offers voluntary excess (deductible), providing flexibility in claims settlement. For an excess of 5 per cent of the claim amount, it gives a 5 per cent discount on the premium. Similarly, for an excess of 25 per cent, it offers a 25 per cent discount on the premium, which is also the highest discount the company offers.

Options: The coverage is available as individual and group insurance policies.

As per the release, the company provides affordable premiums for eyewear priced from Rs 500 to Rs 50,000. For example, for an eyewear of Rs 10,000, the premium is Rs 100.

'Flexi Home Protector Policy' By IFFCO-Tokio General Insurance

IFFCO-Tokio has introduced the 'Flexi Home Protector Policy', building upon the success of the Bharat Griha Raksha standard product launched in the FY 2021-22. This new offering is designed to provide customers with increased flexibility and affordability, addressing their diverse needs and preferences.

Salient Features of the Flexi Home Protector Policy:

- ❖ **Opt-Out Options:** One of the key highlights of this policy is the flexibility it offers customers to opt out of specific risks such as Earthquake, STFI (Storm, Tempest, Flood, and Inundation), and Terrorism. This choice can be exercised at the time of policy purchase or renewal, providing customers with control over their coverage.
- ❖ **Building Sum Insured Options:** Customers have the option to choose between reinstatement value basis or realizable market value basis for building sum insured, catering to their individual requirements and preferences.
- ❖ **Policy Tenure:** The policy offers flexible tenure options, allowing customers to opt for an annual policy or a long-term policy extending up to 10 years, providing convenience and stability in their insurance planning.
- ❖ **Built-In Sum Insured for Home Contents:** To simplify the insurance process, the policy includes a built-in sum

insured for home contents, equivalent to 25% of the sum insured for the building, up to Rs. 10 lakhs, if not specifically declared by the customer.

It's important to note that the original Bharat Griha Raksha Policy will continue to be available alongside the Flexi Home Protector Policy, ensuring continuity and choice for our customers.

Scope of Cover

Inbuilt Covers: The Flexi Home Protector Policy provides comprehensive coverage against a wide range of risks, including: Fire, Forest, Jungle and Bush fires, Impact Damage, Riot, Strike, Malicious Damages, Bursting or overflowing of water tanks, apparatus and pipes, Leakage from automatic sprinkler installations, Subsidence, Landslide, Rockslide, Explosion or Implosion, Lightning, Missile Testing operations, Theft within 7 days from the occurrence of any of the above events.

Covers can be Opted Out: Customers have the flexibility to opt out of the following covers:

- ❖ Earthquake (Fire and Stock)*, Storm, Cyclone, Typhoon,

Tempest, Hurricane, Tornado, Tsunami, Flood and Inundation* Sabotage and Terrorism Damage*

Inbuilt Benefits:- The policy also includes various inbuilt benefits to enhance the customer experience, such as:

- ❖ **Professional Fees** - towards architect, surveyor, consulting engineer fees - upto 5% of Claim amount, Clearance and removal of Debris clause - upto 2% of the claim amount, Complete waiver of underinsurance, Loss of Rent, Rent for Alternative Accommodation, Nil Deductible.

Optional Covers:- Additionally, customers have the option to enhance their coverage with the following optional covers:

- ❖ **Valuable content:** Agreed Value Basis (under Home Contents cover) with a valuation certificate. (Valuation Certificate is not required for Sum Insured up to Rs. 5 Lakh and Individual Item value does not exceed Rs. 2.5 Lakh. (Valuable contents shall not exceed 5% of total SI)
- ❖ **Personal Accident (PA) cover** - Accidental Death to Insured or his/her family (Rs. 5 lacs per person) due to insured perils. ☐

India to beat G20 peers in insurance growth

India's insurance sector is projected to record the fastest growth among the G20 countries with the total premium expected to rise at an average rate of 7.1 per cent in real terms during 2024-28. In comparison, the growth rate for the global insurance market will be around 2.4 per cent, said a report by Swiss Re Institute. The expanding economy, growing middle class, innovation and regulatory support are driving the insurance market growth in India.

In the time period, the life insurance business is expected to record 6.7 per cent growth backed by rising demand for term life cover by the middle-income group and increased adoption of insurtech. Meanwhile, the non-life segment is estimated to grow by 8.3 per cent owing to economic growth, improvement in distribution channels, government support and a favourable regulatory environment with health premiums forecasted to rise by 9.7 per cent.

India's economic outlook also remains positive with average annual real gross domestic product (GDP) growth estimated to be 6.4 per cent between 2024 and 2028. "Our medium-term outlook remains positive, with average annual real GDP growth projected at 6.4% between 2024 and 2028. That puts growth in India ahead of major emerging Asia economies such as China (4.3 per cent) and Indonesia (4.9 per cent), emerging Asia excluding China (5.6 per cent), and also emerging markets overall (3.7 per cent)," the research noted.

Meanwhile, for the 2023-24 financial year, the growth in life insurance is estimated to have slowed down to 4.1 per cent from 5.9 per cent in 2022-23 due to a decline in risk awareness as the pandemic faded and after recent changes in tax norms for high-ticket policies. Further, the non-life insurance industry is likely to dip to 7.7 per cent from 9 per cent due to high interest rates, elevated retail and medical inflation.

According to Swiss Re, the overall insurance penetration in 2023-24 is expected to be at 3.8 per cent in India and 6.5 per cent globally. Penetration for life insurance in India for the year is projected to be at 2.9 per cent, and for non-life at 1 per cent. However, along with an expanding economy and insurance market, India also has an increase in exposure to natural catastrophes and the protection against these is very low. According to the analysis by Swiss Re, 93 per cent of the exposures are uninsured and the major challenge faced in bridging the protection gap is limited awareness and perception of risks.