



# UNITED INDIA INSURANCE COMPANY LTD.

24, Whites Road, Chennai - 600 014. Website : [www.uiic.co.in](http://www.uiic.co.in)

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## PRESS RELEASE

### **UNITED INDIA INSURANCE CLOCKS ₹ 9709 CRORES PREMIUM AND POSTS ₹ 528 CRORES NET PROFIT**

United India Insurance Company continued to report improved performance, for the year ending 2013-14 by reporting an impressive Profit Before Tax (PBT) of ₹ 633 Crores and a Profit After Tax (PAT) of over ₹ 528 Crores. The Company clocked a premium of ₹ 9709 Crores, with an accretion of ₹ 443 Crores over previous year, despite challenging macro economic conditions.

The Company could reduce the claims ratio to 82.56% for the year against 84.61% in 2012-13 thanks to better underwriting practices and claims control measures deployed, this was despite the Uttarakhand flood losses. The Market Value of the Company's total investment portfolio at the end of the year was ₹ 21545 Crores as against ₹19950 Crores last year, the investment income stood at ₹ 1857 Crores. The networth of the Company grew to a robust ₹ 5361 crores from ₹ 4952.63 Crores last year.

The Company continues to enjoy strong fundamentals with a Solvency Ratio of 2.54 as against the Regulatory requirement of 1.50. ICRA has accorded iAAA rating for the 11th successive year to the Company, indicating its highest claim paying credentials. The Company has also secured a rating of B++ (Positive) from AM Best, an International Rating Agency. The results show that the Company's strategies are yielding the desired results. The Company is optimistic to cross ₹11,000 Crores premium in the current fiscal.

The Company has a network of 2242 offices including 1114 micro offices in remote locations, with a staff strength of 16907. The Company has 66500 agents and plans to take it to 80000 this year. In addition to this there are 193 micro insurance agents who take general insurance to the doorstep of common man in the rural areas. The Company has the largest bancassurance tie-up with major nationalized and other banks. The Company has also tied up with 16 BCs and 2624 BCAs as on date. Similarly, tie-up has been made with Common Service Centres (CSCs) to deliver General Insurance Products in rural areas.

The Company continues its thrust on the retail, MSME and rural insurance segments. The Company is active in the roll-out of the Government of India's flagship health Insurance programme for the BPL population (RSBY) and efficiently managing the mammoth Tamil Nadu Chief Minister's Comprehensive Health Insurance Scheme for BPL families.

The Company has developed online portals for 8 retail insurance products (Motor, Health, PA, OMP, House holders, Shopkeeper, Crop Insurance and Marine Insurance Open cover). Online portal facilities have also been extended to business intermediaries like agents, motor dealers, bancassurance partners, brokers, etc. The Company has a wide spectrum of general insurance products offerings totaling 235, to meet the various requirements of the insuring public.

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Last year, our Country witnessed a major natural disaster wrought by Uttarakhand floods which reportedly caused economic losses amounting to ₹ 12,000 Crs and insured losses estimated at around ₹ 1500 Crores. Our Company was reported of 157 Claims with an estimated loss of ₹ 824 Crs of which 135 claims are fully paid. The Company also donated ₹ 1 Crore to the Chief Minister's Relief Fund in this regard, apart from its employees contributing a day's wage for the same.

During the current year, the Company has plans to open two new Regional Offices, one in the State of Chattisgarh and the other in the Union Territory of Puducherry. To serve the growing business requirements, the Company recruited 303 officers and 600 employees last year and plans to recruit 400 officers and 13500 agents in the current year. To cater to the specific needs of our Motor customers, the Company introduced "Nil depreciation" add-on in Motor Department and new products like "return to invoice", "Engine protect" under motor portfolio would be introduced in current year. The Company will launch the redesigned Family Medicare Policy soon, which is compliant with the revised regulations. The Company is also working on new health products like low-cost health insurance. The Company will shortly be launching an insurance product exclusively for the MSME sector, which would be the first of its kind in the industry.

The Company maintains a robust solvency margin, which displays its strong and inherent fundamentals, and continues to be in a premier position in rural and social insurance sector and thereby contributing to the insurance inclusion in the country. The Company would continue to deliver excellence in customer service by launching various initiatives to promote Insurance awareness and CRM software tools. The Company also has a large number of hospitals under its Preferred Provider Network model, to offer cashless services to its health insurance customers. During the year, the Company also extended cashless service to its motor customers by tying up with various automobile workshops across the Country.

The Company as part of its Corporate Social Responsibility adopted 25 remote villages across India by providing various social and educational infrastructure to them. Apart from this, the Company is also creating insurance awareness among the students of select schools in various locations.

The year saw United India in the victory stand with many prestigious and important awards coming its way. The Company was awarded "Ethical Company in Insurance: Property and Casualty" by World CSR Congress, the "Best Health Insurance Provider" in the Outlook Money Awards 2013 and "Consistent All Round Performer" Award by Dalal Street Investment Journal.

