



MINDPOWER SOLUTIONS

A P R I L

2012

India Health Insurance Industry Outlook to 2016

- Growth Opportunities for Private Health
Insurers

TABLE OF CONTENTS

1. India Health Insurance Industry Introduction
2. India Health Insurance Industry Size
 - 2.1. By Premium Underwritten, FY'2006-FY'2011
 - 2.2. By Number of Policies and Premium per Policy, FY'2010-FY'2011
3. India Health Insurance Industry Government Regulations
4. India Health Insurance Industry Value Chain
 - 4.1. Insurers
 - 4.2. Intermediaries
 - 4.3. Customers
 - 4.4. Insurance Regulatory and Development Authority (IRDA)
 - 4.5. Third Party Administrator (TPAs)
5. India Health Insurance Industry Segmentation, FY'2006-FY'2011
 - 5.1. By Public, Private and Standalone Health Insurance Premium Underwritten, FY'2006-FY'2011
6. India Health Insurance Industry Trends and Developments
 - Emergence of New Distribution Channel
 - Increasing Market Share of the Private Players
 - Introduction of Innovative Health Plans
 - Rising Merger, acquisitions and Joint venture
 - Rising Affluent Middle Class
 - Mounting Importance of IT in Healthcare
7. India Health Insurance Industry Schemes
 - 7.1. Private Insurers Health Scheme
 - 7.2. Public Insurers Health Scheme
 - 7.3. Central Government Health Scheme (CGHS)



- 7.4. Employees and State Insurance Scheme (ESIS)
- 7.5. Rashtriya Swasthya Bima Yojana
- 7.6. Yeshasvini Scheme
- 8. India Health Insurance Industry SWOT Analysis
- 9. Market Share of Major Health Insurers in India, FY'2011
 - 9.1. Market Share of Major Public Sector Health Insurance Companies in India, FY'2011
 - 9.2. Market Share of Major Private Sector Health Insurance Companies in INDIA, FY'2011
 - 9.3. Market Share of Major Standalone Health Insurance Companies in India, FY'2011
- 10. India Health Insurance Industry Future Outlook
 - 10.1. Cause and Effect Relationship between Industry Factors and the Indian Health Insurance Industry Future Prospects.
 - 10.2. India Health Insurance Industry Future Projections, FY'2012 - FY'2016
 - 10.2.1. Public, Private and Standalone Health insurance Premium Underwritten, FY'2012-FY'2016
- 11. Company Profiles of Major Health Insurers in India
 - 11.1. Major Public Sector Health Insurers Company Profiles
 - 11.1.1. New India Assurance
 - 11.1.1.1. Company Overview
 - 11.1.1.2. Business Strategy
 - 11.1.1.3. Financial Performance
 - 11.1.2. United India Insurance
 - 11.1.2.1. Company Overview
 - 11.1.2.2. Business Strategy
 - 11.1.2.3. Financial Performance
 - 11.1.3. National Insurance
 - 11.1.3.1. Company Overview



- 11.1.3.2. Business Strategy
- 11.1.3.3. Financial Performance
- 11.1.4. Oriental Insurance
 - 11.1.4.1. Company Overview
 - 11.1.4.2. Business Strategy
 - 11.1.4.3. Financial Performance
- 11.2. Major Private Health Insurers Company Profiles
 - 11.2.1. ICICI Lombard
 - 11.2.1.1. Company Overview
 - 11.2.1.2. Business Strategy
 - 11.2.1.3. Financial Performance
 - 11.2.2. Bajaj Allianz
 - 11.2.2.1. Company Overview
 - 11.2.2.2. Business Strategy
 - 11.2.2.3. Financial Performance
- 11.3. Major Standalone Health Insurers Company profiles
 - 11.3.1. Star Health Insurance
 - 11.3.1.1. Company Overview
 - 11.3.1.2. Business strategy
 - 11.3.1.3. Financial Performance
 - 11.3.2. Apollo Munich
 - 11.3.2.1. Company Overview
 - 11.3.2.2. Business Strategy
 - 11.3.2.3. Financial Performance
- 12. India Macro Economic and Industry Factors: Current and Projections
 - 12.1. Personal Disposable Income and Number of Households, FY'2006-FY'2016



- 12.2. Population, 2006-2016
- 12.3. Health Expenditure, 2006-2016
- 12.4. Unemployment Rate, 2006-2016
- 13. Appendix
 - 13.1. Market Definition
 - 13.2. Abbreviations
 - 13.3. Research Methodology
 - Data Collection Methods
 - Approach
 - Variables (Dependent and Independent)
 - Multi Factor Based Sensitivity Model
 - Final Conclusion
 - 13.4. Disclaimer



LIST OF FIGURES

Figure 1: The Indian Health Insurance Market by Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 2: India Health Insurance Industry Size by Number of Policies in Thousand, FY'2010-FY'2011

Figure 3: The Value Chain of the India Health Insurance Industry

Figure 4: The Working Environment of TPAs in the Indian Health Insurance Industry

Figure 5: The Third Party Administrator Claim Received in USD Million and Number of Hospital Covered in Units, FY'2006-FY'2011

Figure 6: The Indian Health Insurance Industry Segmentation by Public, Private and Standalone Health Insurance on the Basis of Premium Underwritten in Percentage, FY'2006-FY'2011

Figure 8: Market Share of Major Health Insurers in India on the Basis of Premium Underwritten in Percentage, 2011

Figure 9: Market Share of Major Public Sector Health Insurance Companies in India on the Basis of Premium Underwritten, in percentage, FY'2011

Figure 10: Market Share of Major Private Sector Health Insurance Companies in India on the Basis of Premium Underwritten in Percentage, FY'2011

Figure 11: Market Share of Major Standalone Health Insurance Companies in India on the Basis of Premium Underwritten in Percentage, FY'2011

Figure 12: New India Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 13: United India Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 14: National Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 15: Oriental Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 16: ICICI Lombard Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 17: Bajaj Allianz Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011



Figure 18: Star Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 19: Apollo Munich Health Insurance Premium Underwritten in USD Million, FY'2006-FY'2011

Figure 20: India Personal Disposable Income, in USD Million, FY'2006-FY'2016

Figure 21: Number of Households in Thousands in India, FY'2009-FY'2012

Figure 22: India's Population, in Million, 2006-2016

Figure 23: India's Rural Population in Million, 2005-2010

Figure 24: The Indian Health Expenditure in USD Million, 2006-2016

Figure 25: Number of Unemployed Person in India, in Million units, 2006-2016

Figure 26: Unemployment Rate in India, 2006-2010



LIST OF TABLES

Table 1: The Indian Health Insurance Industry Segmentation by Public, Private and Standalone Health Insurance on the Basis of Premium Underwritten in USD Million, FY'2006-FY'2011

Table 2: The Private Health Insurance Scheme in India

Table 3: The Public Health Insurance Scheme in India

Table 4: Number of Farmers Enrolled, Members and Government Contribution and Number of Surgeries in India Covered Under Yeshasvini Scheme, FY'2006-FY'2011

Table 5: Market Share of Major Health Insurers in India on the Basis of Premium Underwritten in USD Million, 2011

Table 6: Market Share of Major Public Sector Health Insurance Companies in India on the Basis of Premium Underwritten in USD Million, FY'2011

Table 7: Market Share of Major Private Health Insurance Companies in India on the Basis of Premium Underwritten in USD Million, FY'2011

Table 8: Market Share of Major Standalone Health Insurance Companies in India on the Basis of Premium Underwritten in USD Million, FY'2011

Table 9: The Indian Health Insurance Market Projections by Premium Underwritten in USD Million, 2012-2016

Table 10: New India Assurance Offices in India

Table 11: New India Universal Health Insurance Scheme, FY'2006-FY'2011

Table 12: New India Mediclaim Insurance Scheme, FY'2006-FY'2011

Table 13: United India Universal Health Insurance Scheme, FY'2006-FY'2011

Table 14: United India Mediclaim Insurance Scheme, FY'2006-FY'2011

Table 15: National Universal Health Insurance Scheme, FY'2006-FY'2011

Table 16: National Mediclaim Insurance Scheme, FY'2006-FY'2011

Table 17: Oriental Universal Health Insurance Scheme, FY'2006-FY'2011

Table 18: United Mediclaim Insurance Scheme, FY'2006-FY'2011

Table 19: Bajaj Allianz Average Claim Settlement, FY'2006-FY'2011

Table 20: Income Distribution among Households in Thousands in India, 2009-2012



Table 21: Demographic Distribution of Population in India on the Basis of Age in Million, 2009-2012

Table 22: Demographic Distribution of Population in India on the Basis of Gender, in Million, 2009-2012

Table 23: Correlation Matrix of the Indian Health Insurance Industry

Table 24: Regression Coefficients Output of the Indian Health Insurance Industry

SAMPLE



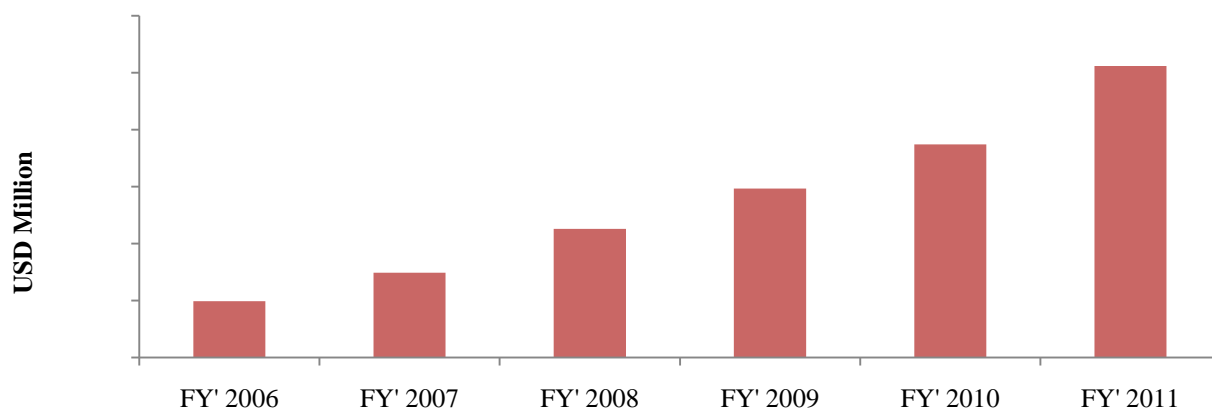
THE INDIAN HEALTH INSURANCE INDUSTRY MARKET SIZE

BY PREMIUM UNDERWRITTEN, FY'2006-FY'2011

The Indian health insurance industry has showcased a phenomenal growth in the past 6 years from USD ~ million (INR ~ crore) in FY'2006 to USD ~ million (INR ~ crore) in FY'2011. The growth was primarily due to the constant increase in the GDP on account of the improvement in the economic conditions, better government policies for the rural India and rise in the consumer spending...

“ The health insurance premium underwritten in India has increased from USD ~ million (INR ~ crore) in FY'2006 to USD ~ million (INR ~ crore) in FY'2011 due to constant rise in the GDP. ”

Figure: The Indian Health Insurance Market by Premium Underwritten in USD Million, FY'2006-FY'2011



THE INDIAN HEALTH INSURANCE INDUSTRY SEGMENTATION, FY'2006-FY'2011

BY PUBLIC, PRIVATE AND STANDALONE HEALTH INSURANCE PREMIUM UNDERWRITTEN, FY'2006-FY'2011

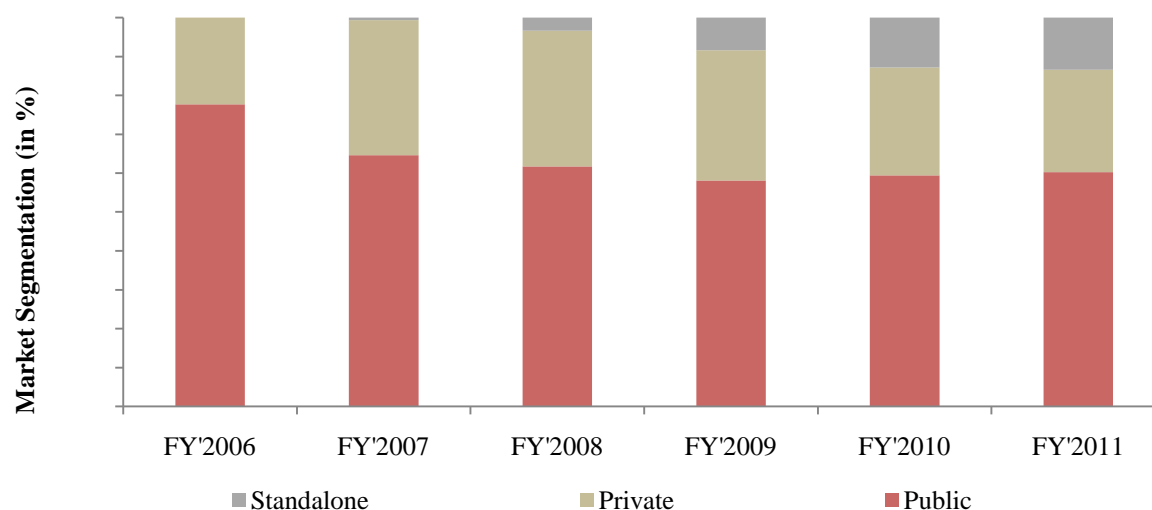
The Indian health insurance industry generates a major share of premium underwritten from the public sector companies.... The market share of the public health insurance sector companies has increased from ~% in FY'2009 to ~% in FY'2011 due to an increase in the population and the better government policies....

On the other hand the contribution made by the private sector companies is ~% of the total premium underwritten in FY'2011. The market share of the private health sector companies has declined to ~% in FY'2011 from ~% in FY'2008 due to gaining momentum of standalone health insurance Company in India. The premium underwritten by private health insurers increased by ~% to USD ~ million (INR ~ crore) in FY'2011 from USD ~ million (INR ~ crore) in FY'2010 which overall increased the premium underwritten of health insurance in the Indian market....

“

The market share of the public sector health insurance companies has increased from ~% in FY'2009 to ~% in FY'2011 on account an increase in the population and the better government policies ”

Figure: The Indian Health Insurance Industry Segmentation by Public, Private and Standalone Health Insurance on the Basis of Premium Underwritten in Percentage, FY'2006-FY'2011



THE INDIAN HEALTH INSURANCE INDUSTRY SCHEMES

PRIVATE INSURERS HEALTH SCHEME

Table: The Private Health Insurance scheme in India

Plan	Company Offering the Policy	Salient Features	Target Audience
Family Protection			
Critical Illness			
Accidental			
Individual Health			
HIV Care			

PUBLIC INSURERS HEALTH SCHEME

Table: The Public Health Insurance Scheme in India

Plan	Company	Salient Features	Target Audience
Universal Health Insurance Scheme			
Mediclaim Insurance			

YESHASVINI SCHEME

Table: The Yeshasvini Scheme in India

Year	Number of Farmers Enrolled in Million	Members Contribution in USD Million	Government Contribution in USD Million	Number of Surgeries	Surgery Amount in USD Million
FY'2006					
FY'2007					

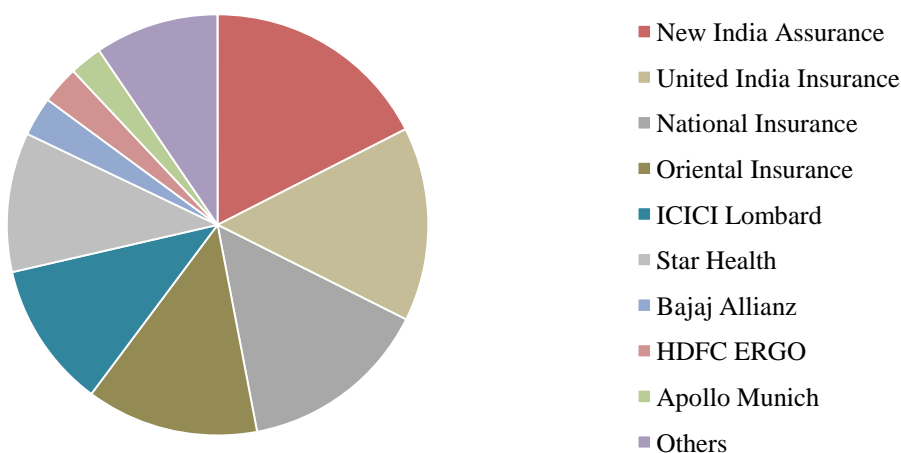


FY'2008					
FY'2009					
FY'2010					
FY'2011					

MARKET SHARE OF MAJOR HEALTH INSURERS IN INDIA, FY'2011

The Indian health insurance industry has been dominated by 6 players such as New India Assurance, United India insurance, National insurance, Oriental insurance, ICICI Lombard and Star Health insurance with the contribution of ~% in FY'2011. New India Assurance is the leader with the premium underwritten of USD ~ million (INR ~ crore) and a market share of ~% in FY'2011. United India insurance is second largest health insurance provider in India with a contribution of ~% of the total health insurance premium written in India...

Figure: Market Share of Major Health Insurers in India on the Basis of Premium Underwritten in Percentage, 2011



MARKET SHARE OF MAJOR PRIVATE SECTOR HEALTH INSURANCE COMPANIES IN INDIA, FY'2011

The Indian private health insurance industry is predominantly held by 4 players such as ICICI Lombard, Bajaj Allianz, HDFC ERGO and Reliance with the contribution of around ~% in FY'2011. The market is dominated by ICICI Lombard with premium underwritten of USD ~ million (INR ~ crore) and with a corresponding market share of ~% in FY'2011....

“ The private health insurance market is dominated by ICICI Lombard with premium underwritten of USD ~ million (INR ~ crore) and with a corresponding market share of ~% in FY'2011. ”

Bajaj Allianz is second largest private health insurer with the share of ~% of the overall market in India together with a premium of USD ~ million (INR ~ crore) in FY'2011....HDFC ERGO follows Bajaj Allianz accounting for ~% of the total health insurance premium in India and with premium underwritten of USD ~ million (INR ~ crore) in FY'2011....

Table: Market Share of Major Private Health Insurance Companies in India on the Basis of Premium Underwritten in USD Million, FY'2011

Insurers	FY'2011
ICICI Lombard	
Bajaj Allianz	
HDFC ERGO	
Reliance General Insurance	
IFFCO Tokio	
Royal Sundaram	
Cholamandalam	
Future Generali	
TATA AIG	
Bharti Axa	
Universal Sampo	



THE INDIAN HEALTH INSURANCE INDUSTRY FUTURE OUTLOOK

CAUSE AND EFFECT RELATIONSHIP BETWEEN INDUSTRY FACTORS AND THE INDIAN HEALTH INSURANCE INDUSTRY FUTURE PROSPECTS.

Industry Factors	Market Impact	Comments
Increasing Consumer Spending		<ul style="list-style-type: none"> ▪ Cause: ▪ Effect:
Government Regulations		<ul style="list-style-type: none"> ▪ Cause:. ▪ Positive Effect: ▪ Negative Effect:
Improvement and Innovation in Product and Services		<ul style="list-style-type: none"> ▪ Cause: ▪ Effect:
Intensifying Competition		<ul style="list-style-type: none"> ▪ Cause: ▪ Positive Effect: ▪ Negative Effect:
Lack of Awareness in Rural Market		<ul style="list-style-type: none"> ▪ Cause: ▪ Effect:

DISCLAIMER

No part of this manual or any material appearing may be reproduced, stored in or transmitted on any other Web site without written permission of AM Mindpower Solutions and any payments of a specified fee. Requests to republish any material may be sent to us.

