

Monthly Coverage Dossier

December 2020

Future Generali India Life Insurance
Company Limited

No	Overview of Activities	Key Publications
1	Interview How to successfully sell ULIP plans, learn from Mr. Nishant Mehta , Head Distribution Strategy	<ul style="list-style-type: none"> Insurance Alerts
2	Authored article Compensation & benefits trends – 2021_ Ruchira Bhardwaja The end of a physical office era_ Ruchira Bhardwaja	<ul style="list-style-type: none"> SightsIn Plus Magazine People Matters
3	Industry story RBI monetary policy _ Niraj Kumar Why life insurers will be cautious while selling new standard term policy_ Rakesh Wadhwa 10 financial dilemmas_ Munish Sharda Marketing in The COVID Era – Driving brand loyalty in financial services through data & technology_ Ashish Tiwari Life insurers focus on guaranteed returns to customers in uncertain times Christmas 2020: Despite Covid, companies are still making most of this wonderful time_ Ruhcira Bhardwaja Smart money moves for 2021_ Subhasish Acharya Basics of guaranteed products	<ul style="list-style-type: none"> The Financial Express Bloomberg Quint ET Wealth Business World Telangana Today ET HR World ET Wealth The Hindu Business Line

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No	Publication	Headline	Date	Coverage appeared
Authored article				
1	SightsIn Plus Magazine	Compensation & benefits trends - 2021_ Ruchira Bhardwaja	20-Dec	Print
2	People Matters	The end of a physical office era_ Ruchira Bhardwaja	31st Dec 2020	Online
Interview				
3	Insurance Alertss	(Video Interview)	15th Dec 2020	Online
		How to sell successfully ULIP plans, learn from Mr. Nishant Mehta , Head Distribution Strategy		
Industry Story				
4	The Financial Express	Share market live: Sensex scales down from all-time highs, Nifty above 13,150; mid, smallcap indices turn red_ Niraj Kumar	4th Dec 2020	Online
5	Equity Bulls	Views on Dec, 2020 RBI Monetary Policy from industry experts_ Niraj Kumar	4th Dec 2020	Online
6	Bloomberg Quint	Why life insurers will be cautious while selling new standard term policy_ Rakesh Wadhwa	7th Dec 2020	Online
7	Business World	Marketing in The COVID Era – Driving brand loyalty in financial services through data & technology_ Ashish Tiwari	11th December	Online
8	ET Wealth	10 financial dilemmas_ Munish Sharda	14th Dec 2020	Print
9	ET Wealth	10 financial dilemmas_ Munish Sharda	14th Dec 2020	Print
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15	Telangana Today	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
16	Bhaskar Live	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online

17	Daiji World	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
18	Daily Hunt	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
19	India4U	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
20	Investment Guru India	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
21	New Kerala	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
22	NP News 24	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
23	SME Times India	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
24	Web India 123	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
25	Window To News	Life insurers focus on guaranteed returns to customers in uncertain times	20th Dec 2020	Online
26	The Hindu Business Line	Basics of guaranteed products	26th Dec 2020	Online
27	ET HR World	Christmas 2020: Despite Covid, companies are still making most of this wonderful time_ Ruchira Bhardwaja	28th Dec 2020	Online
28	ET Wealth	Smart money moves for 2021 _ Subhasish Acharya	28th Dec 2020	Print
29	ET Wealth	Smart money moves for 2021 _ Subhasish Acharya	28th Dec 2020	Print
30	ET Wealth	Smart money moves for 2021 _ Subhasish Acharya	28th Dec 2020	Print
31	ET Wealth	Smart money moves for 2021 _ Subhasish Acharya	28th Dec 2020	Print
32	ET Wealth	Smart money moves for 2021 _ Subhasish Acharya	28th Dec 2020	Print
33	ET Wealth	Smart money moves for 2021 _ Subhasish Acharya	28th Dec 2020	Print
34	ET Wealth	Smart money moves for 2021 _ Subhasish Acharya	28th Dec 2020	Print
35	ET Wealth	Do you have enough insurance? This is what you need to do to be prepared for the coronavirus in 2021_ Subhasish Acharya	28th Dec 2020	Online

36	The Hindu Business Line	Basics of guaranteed products	27th Dec 2020	Print
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41	The Hindu Business Line	Basics of guaranteed products	28th Dec 2020	Print

Interview

Date	December 2020
Publication	Insurance Alertss
Headline	How to successfully sell ULIP plans, learn from Mr. Nishant Mehta, Head Distribution Strategy
Link	https://www.youtube.com/watch?app=desktop&v=6YEwV6uX58g&feature=youtu.be



Authored Article

Published Date:	December 2020	Publication:	SightsIn Plus Magazine
Journalist:	Bureau	Page No:	17,18,19

Insights
Ruchira Bhardwaja





Ruchira Bhardwaja

Chief Human Resource Officer
Future Generali India Life Insurance

Ruchira Bhardwaja is the Chief Human Resource Officer of Future Generali India Life Insurance. She is a seasoned HR Professional having cross-functional expertise with over 25 years of experience across multiple industries and functions.

Compensation & Benefits Trends- 2021

More organizations will take time out to reflect on their policies and practices of Equal Pay. “Equal Play, Equal Pay” will gain momentum with people negotiating hard. The HR teams and the hiring managers would need an extra tutorials to keep reviewing the data and demonstrate pay equity on factors such as role, position, experience, education, tenure.

The economic effects of COVID-19 have forced companies to re-evaluate and be cautious of the compensation structure, and salary increment budget for 2021. According to a recent publication by Mercer, 6 out of 10 organizations in APAC are uncertain how the COVID-19 induced pandemic will impact the 2021 salary

increase budget for the companies surveyed, 7 out of 10 are uncertain if the salary freeze will continue. However, in the same breath, as high as 53% say that the salary reductions implemented are temporary for all or most employees”.

Traditionally, layoffs have been preferred over pay-cuts as companies

17 | December 2020
www.sightsinplus.com

Date	31 December 2020
Publication	People Matters
Headline	The end of a physical office era
Link	https://hr.economictimes.indiatimes.com/news/trends/christmas-2020-despite-covid-companies-are-still-making-most-of-this-wonderful-time/79933741



AUTHOR
Ruchira Bhardwaja

THURSDAY
31
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1.5K
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Life @ Work

The end of a physical office era

While companies have been adapting to a multi-phased approach to bring employees back to the office space, there has been an intrinsic realization that work could be done remotely.



On September 20th, 1994, 32000 AT&T employees including the CEO to the telephone operator stayed home. Not because they were on strike, but they were testing the concept of telecommuting – “how far a vast organization could go in transforming the workplace by moving the work to the worker instead of the worker to work.”

According to a recent survey by UPwork Chief Economist, approximately upto 20% of the workforce will continue working remotely plus another third would prefer the hybrid way of working. BCG’s recent Workplace of the Future Employer survey quotes all-encompassing benefits of higher productivity (by 15-40%), reduced attrition (by 10-15%), lesser absenteeism (40%) and potential cost reduction (20%+) in real estate usage.

What did the sudden shift in trend do for the Companies?

What started as a precautionary measure at the beginning of the pandemic is now pivoting into an altogether different structure – one that inclined towards cost efficiency and enhancing employee productivity. The realization that we are into this for a long haul made companies and establishments adapt to the new work space trend. The need to be physically present at the “office” was replaced by the need to

Industry Story

Date	4 December 2020
Publication	The Financial Express
Headline	Share market live: Sensex scales down from all-time highs, Nifty above 13,150; mid, smallcap indices turn red
Link	https://www.financialexpress.com/market/share-market-today-live-updates-sensex-nifty-rupee-vs-dollar-hdfc-bank-reserve-bank-of-india-digital-launch-credit-card-december-4-friday/2142977/



• Live Now

Share Market LIVE: Sensex ends at 45,079, highest ever closing levels, Nifty at 13,258; ICICI Bank top gainer

By: FE Online | Updated: December 4, 2020 3:33:17 pm

Share Market News Today | Sensex, Nifty, Share Prices LIVE: Bulls were in full control as Sensex and Nifty closed at their highest ever levels on Friday.



13:27 (IST)
04 DEC 2020






MPC delivered Balanced Policy with a positive tone

MPC has yet again delivered a 'Balanced Policy with a positive tone' and has conspicuously been more sanguine on Growth. MPC, while being cognizant and cautious on the elevated incumbent inflation levels, has reassured the markets of continued accommodative stance with liquidity support to revive growth on a durable basis. The upgrade in the GDP forecasts and the extension of TLTRO's to other stressed sectors are some of the key positives. The growth optimism in the policy and undertone is quite encouraging as RBI had been advocating to do whatever it takes to support the economy and financial sector and that should provide a lot of comfort to the markets: **Niraj Kumar, CIO, Future Generali India Life Insurance Co. Ltd.**

Date	4 December 2020
Publication	Equity Bulls
Headline	Views on Dec, 2020 RBI Monetary Policy from industry experts
Link	http://www.equitybulls.com/admin/news2006/news_det.asp?id=279198



Views on Dec, 2020 RBI Monetary Policy from Industry Experts

Sudhakar Shanbhag, Chief Investment Officer, Kotak Mahindra Life Insurance Company Ltd

"The MPC has unanimously agreed to hold rates and the accommodative stance to support growth post Covid period while being mindful of the inflation numbers. Since liquidity measures are expected to continue which was one of the worries of the market before policy, yields are expected to remain benign with the steepness of the curve to continue."

Lakshmi Iyer, President and Chief Investment Officer (Debt) & Head Products, Kotak Mahindra Asset Management Company

"RBI has maintained status quo on rates in line with expectation. The policy continues to maintain its accommodative stance well into the next financial year as well. We view this move as a positive step towards anchoring bond yields and ease further from current levels. While inflation guidance has been increased, there seems to be no urgency to withdraw liquidity prematurely as growth considerations remain equally strong."

Mr. Mohit Ralhan, Managing Partner & CIO, TIW Private Equity

"Maintaining accommodative stance and status quo by RBI is on expected lines. It's encouraging to get confirmation from RBI on the economic recovery. RBI also continues to take measures to safeguard our financial system for long term stability and drive towards digital payments. The intent is extremely positive and the focus will be on the continuation of economic recovery. We believe that the Mar-2020 quarter is highly likely to mark the return to normality."

Ms. Padmaja Chunduru, MD & CEO, Indian Bank

"The tone remains dovish though repo rate change was kept on hold and adding a promise to take steps to boost growth. Continued accommodative stance will boost business confidence further. We can hope that signs of recovery in Q2 and positive growth projected for H2 will improve debt servicing capacity of corporates going ahead."

Mr. Raghvendra Nath, MD, Ladderup Wealth Management

"RBI has maintained its accommodative stance on interest rates which is in line with the broader market expectations.

With inflation already rearing its head, rate cuts are no longer an expectation. In fact the surplus liquidity in the banking system is effectively putting a cap on any upside to yields. Also any further rate cuts may not provide more impetus to the Economic Recovery. RBI has acknowledged the recovery in GDP and is hopeful that the GDP growth would be positive in the next half of the year, but is non-committal towards the extent of Economic Recovery. RBI has also indicated that they will manage the forex volatility, which effectively means that it would continue to buy the USD as the inflows from FPIs continue to remain strong, leading to stronger forex reserves.

There is still a lot of uncertainty around the extent of potential defaults in the loans that are under moratorium. This extent of risk is currently immeasurable and therefore has not been factored in the market yields. In case the defaults on moratorium loans are larger than expected, RBI would have to come forward and tackle the situation through its monetary tools."

Mr. Niraj Kumar, CIO, Future Generali India Life Insurance

"MPC has yet again delivered a 'Balanced Policy with a positive tone' and has conspicuously been more sanguine on Growth. MPC, while being cognizant and cautious on the elevated incumbent Inflation levels, has reassured the markets of continued accommodative stance with liquidity support to revive growth on a durable basis. The upgrade in the GDP forecasts and the extension of TLTRO's to other stressed sectors are some of the key positives. The growth optimism in the policy and undertone is quite encouraging as RBI had been advocating to do whatever it takes to support the economy and financial sector and that should provide a lot of comfort to the markets."

Date	7 December 2020
Publication	Bloomberg Quint
Headline	Why life insurers will be cautious while selling new standard term policy
Link	https://www.bloombergquint.com/business/why-life-insurers-will-be-cautious-while-selling-new-standard-term-policy

Bloomberg | Quint

Why Life Insurers Will Be Cautious While Selling New Standard Term Policy

Forum Bhatt

Life insurers don't expect aggressive pricing for standard term plans that the regulator asked them to offer as they wait to assess the risks amid limited reinsurance support.

The Insurance Regulatory Development Authority of India, in its October circular, directed all life insurers to launch a standard term insurance plan, [Saral Jeevan Bima](#), effective Jan. 1, 2021, to reduce complexity and help customers make an informed choice. The product will have a policy term of five to 40 years. The sum assured will range from Rs 5 lakh to Rs 25 lakh.

Rakesh Wadhwa, chief customer and marketing officer at Future Generali India Life Insurance, agreed. "The pricing may vary depending on the view insurers adopt on risk, volume as also on their reinsurance arrangement, among others. As for impact on future pricing and margin, that would be guided by the claim experience insurers will have overtime."

Date	11 December 2020
Publication	Business World
Headline	Marketing in The COVID Era – Driving brand loyalty in financial services through data & technology
Link	http://www.businessworld.in/article/Marketing-in-the-COVID-Era-Driving-Brand-Loyalty-in-Financial-Services-through-Data-Technology/11-12-2020-352503/



Marketing In The COVID Era — Driving Brand Loyalty In Financial Services Through Data & Technology

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To understand the marketing strategies of companies during the COVID-19 pandemic, BW Businessworld organized a round-table discussion with the Chief Marketing Officers (CMOs) of some select organizations from the BFSI sector.

Photo Credit:



11 December, 2020
by BW Online Bureau

[Print this article](#)
[Font size](#) 10

The COVID-19 pandemic has posed significant challenges to all walks of life. For some businesses, the road ahead could be filled with uncertainty. Strategies, processes and engagement tactics may have to be altered in order to get through this current scenario. The leadership of companies have to ensure their organizations sail smoothly through these times, Marketing is closest to the consumer from a behavioural and insights perspective, and is thus often the breeding ground of innovative ideas.

This roundtable discussion was designed and conducted by Ed Nair, Consulting Editor – Technology, BW Businessworld. He started out by posing the question of what companies may be doing to keep their most valuable consumers close, and this pointed mostly to loyalty programs that drive these relationships. Companies in industries such as retail, airlines, banking have adopted loyalty marketing in a big way, and most of the market seems to be focussed on programs that award and administer the redemption of loyalty points.

Published Date:	14 December 2020	Publication:	ET Wealth (Mumbai, Ahmedabad, Delhi, Kolkata, Chennai, Bangalore, Hyderabad)
Journalist:	Bureau	Page No:	1 – 8 & 10

WHICH OF THESE TERM PLANS SHOULD YOU PICK?

A Regular term plan, with annual premium lump-sum on death

B Term plan that gives back entire premium on maturity

C Term plan that staggers the payout

D Single premium term plan

Nothing could have brought home the need to protect oneself and one's family through insurance than the ongoing pandemic. Yet, when it comes to buying life insurance, people are either too confused due to the large number of options in the market, or are too driven by their tax-saving requirements.

Since the primary purpose of life insurance is protection of dependants, it is best served by a term plan, which offers a lump sum to nominees on the death of the insured. There are no extra benefits as is the case of traditional or market-linked plans. However, considering the different needs of people, insurers have come out with several variants within the term plans as well.

The most common variant is the regular term plan (option A), which offers death benefit as lump sum to nominees on the passing away of the insured. "The best part is that one can buy a high cover at a nominal cost. Since the premium remains constant for the entire premium paying term, one can plan to save and pay the annual premium," says Srinivasan Parthasarathy, Chief Actuary & Appointed Actuary, HDFC Life.

"Such a plan works perfectly for an individual who wants an income replace-

ment tool in case of an unforeseen situation, wants to pay low premium and stay protected till he works," says Anil Kumar Singh, Chief Actuarial Officer, Aditya Birla Sun Life Insurance. The premium is low as it is spread out over the entire term of the policy.

"On the other hand, there are customers who want to avoid the hassle of regular payments and would rather pay all the premiums at one go, while being assured of life-long protection," says Mohit Garg,

Head of Products, PNB MetLife Insurance. The single premium term plan (option D) is for such individuals.

"The cost of a single premium plan is higher compared to regular payment plans. This option is suitable for those with inconsistent income, like sports persons and artists, who would like to cover themselves when they have sufficient funds," says Parthasarathy.

If you are one of those people who cannot reconcile with the idea of not getting any

money back after all the premium you put in, there is an option called the 'return of premium' plan (option B). "The premium here is significantly higher than regular term plans as it is invested to generate returns that cover the charges and enables insurers to pay the full premium on survival at the end of the policy term," says Munish Sharda, MD & CEO, Future Generali India Life Insurance.

The term of such a plan usually extends beyond the earning years and the payout can help provide financial security to a person who can take care of his expenses when sources of income dry out.

Finally, there are people whose nominees may not be able to invest the lump sum amount received as death benefit. Such people can go for option C, which staggers the death benefit as monthly payments. "Those who want to ensure that their families are able to maintain their lifestyle, help clear debt if any, or fulfil specific financial milestones like children's education or marriage, can opt for such plans," says Singh of Aditya Birla Sun Life Insurance.

—Riju Mehta

Do you know your life covers?

LIFE INSURANCE PLAN	REGULAR TERM PLAN	RETURN OF PREMIUM PLAN	STAGGERED PAYOUT PLAN	SINGLE PREMIUM PLAN
Death benefit/payout	Only death benefit to beneficiary; no maturity amount if insured survives the term.	Nominee gets lump sum if the insured person dies. If he survives, he gets the entire premium at the end of the term.	Nominee of the insured gets part of the payout as lump sum on death and the balance in regular intervals over 10-15 years.	Premium is paid at one go at the beginning. There is no hassle of renewal every year.
Term	Usually till 70-85 years, but whole-life term plan is for entire life	Usually 10-40 years	Usually 10-20 years	Usually till 85 years
Annual premium (₹1 crore cover)	₹11,210	₹17,969	₹15,725	₹1.8 lakh
Tax benefit	U/S 80C up to ₹1.5 lakh; payout tax-free u/s 10 (100)	U/S 80C up to ₹1.5 lakh; payout tax-free u/s 10 (100)	U/S 80C up to ₹1.5 lakh; payout tax-free u/s 10 (100)	U/S 80C up to ₹1.5 lakh; payout tax-free u/s 10 (100)

Premiums are indicative and may vary. Regular and return of premium cover for 30-year-old for 40 years; Staggered payout for lumpsum of ₹1 crore & ₹50,000 for 15 years; for single premium plan, term is for 20 years.

Date	20 December 2020
Publication	Telangana Today
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://telanganatoday.com/life-insurers-focus-on-guaranteed-returns-to-customers-in-uncertain-times

Telangana Today

Life insurers focus on guaranteed returns to customers in uncertain times

In the past few months, many life insurance companies increased the proportion of non-participating saving products with guaranteed returns as an alternative to the falling bank fixed deposit rates.

New Delhi: With financial stability becoming quite difficult for most in the uncertain times and markets, especially after the spread and scare of Covid-19, life insurance companies have come up with insurance plans with guaranteed returns to help people meet their different life goals.

In the past few months, many life insurance companies increased the proportion of non-participating saving products with guaranteed returns as an alternative to the falling bank fixed deposit rates.

Many life insurance plans like HDFC Life Sanchay Plus, Tata AIA Life Guaranteed Return Insurance Plan and Future Generali New Assured Wealth Plan among others also offer assured returns, apart from protection benefits.

Date	20 December 2020
Publication	Bhaskar Live
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://www.bhaskarlive.in/life-insurers-focus-on-guaranteed-returns-to-customers-amid-uncertain-times/

BHASKAR LIVE
bhaskarlive.in

Life insurers focus on guaranteed returns to customers amid uncertain times

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Date	20 December 2020
Publication	Daiji World
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	http://www.daijiworld.com/news/newsDisplay.aspx?newsID=783381



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Date	20 December 2020
Publication	Daily Hunt
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://m.dailyhunt.in/news/india/english/investment+guru+india-epaper-invqur/life+insurers+focus+on+quaranteed+returns+to+customers+amid+uncertain+times-newsid-n237921866



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Recently, leading private insurer Bharti AXA Life Insurance introduced a unique plan -- Bharti AXA Life Guaranteed Income Pro -- that offers life insurance along with guaranteed returns and maturity benefits. This non-linked, non-participating savings insurance plan is designed to provide financial stability to individuals and ensure policyholders of future income requirements with dual benefits of savings and protection.

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Date	20 December 2020
Publication	India4U
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	http://www.india4u.com/life-insurers-focus-on-guaranteed-returns-to-customers-amid-uncertain-times/



LIFE INSURERS FOCUS ON GUARANTEED RETURNS TO CUSTOMERS AMID UNCERTAIN TIMES

New Delhi, Dec 20 : With financial stability becoming quite difficult for most in the uncertain times and markets, especially after the spread and scare of Covid-19, life insurance companies have come up with insurance plans with guaranteed returns to help people meet their different life goals.

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This non-linked, non-participating savings insurance plan is designed to provide financial stability to individuals and ensure policyholders of future income requirements with dual benefits of savings and protection.

The new plan empowers policyholders with financial returns, fulfills the need to secure their financial obligations and helps achieve goals like child's education or marriage, retirement, a holiday, retirement income or a supplementary income.

Many life insurance plans like HDFC Life Sandhya Plus, Tata AIA Life Guaranteed Return Insurance Plan and Future Generali New Assured Wealth Plan among others also offer assured returns, apart from protection benefits.

Date	20 December 2020
Publication	Investment Guru India
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://investmentguruindia.com/IndustryNews/Life-insurers-focus-on-guaranteed-returns-to-customers-amid-uncertain-times



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Date	20 December 2020
Publication	New Kerala
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://www.newkerala.com/news/2020/219531.htm

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Date	20 December 2020
Publication	NP News 24
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://npnews24.com/2020/12/20/life-insurers-focus-on-guaranteed-returns-to-customers-amid-uncertain-times/



Life insurers focus on guaranteed returns to customers amid uncertain times

New Delhi, Dec 20 (IANS) With financial stability becoming quite difficult for most in the uncertain times and markets, especially after the spread and scare of Covid-19, life insurance companies have come up with insurance plans with guaranteed returns to help people meet their different life goals. In the past few months, many life insurance companies increased the proportion of non-participating saving products with guaranteed returns as an alternative to the falling bank fixed deposit rates. Recently, leading private insurer Bharti AXA Life Insurance introduced a unique plan – Bharti AXA Life Guaranteed Income Pro – that offers life insurance along with guaranteed returns and maturity benefits. This non-linked, non-participating savings insurance plan

assurance of certain income. "Many life insurance plans like HDFC Life Sanchay Plus, Tata AIA Life Guaranteed Return Insurance Plan and Future Generali New Assured Wealth Plan among others also offer assured returns, apart from protection benefits. In view of a higher life expectancy, soaring inflation and rising healthcare costs,

Date	20 December 2020
Publication	SME Times India
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	http://www.smetimes.in/smetimes/news/industry/2020/Dec/21/life-insurance55178.html

SME TIMES



Life insurers focus on guaranteed returns to customers amid uncertain times

SME Times News Bureau | 21 Dec, 2020

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Date	20 December 2020
Publication	Web India 123
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://news.webindia123.com/news/Articles/Business/20201220/3677693.html

webindia123

Life insurers focus on guaranteed returns to customers amid uncertain times

With financial stability becoming quite difficult for most in the uncertain times and markets, especially after the spread and scare of Covid-19, life insurance companies have come up with insurance plans with guaranteed returns to help people meet their different life goals.

In the past few months, many life insurance companies increased the proportion of non-participating saving products with guaranteed returns as an alternative to the falling bank fixed deposit rates.

Recently, leading private insurer Bharti AXA Life Insurance introduced a unique plan -- Bharti AXA Life Guaranteed Income Pro -- that offers life insurance along with guaranteed returns and maturity benefits. This non-linked, non-participating savings insurance plan is designed to provide financial stability to individuals and ensure policyholders of future income requirements with dual benefits of savings and protection.

Many life insurance plans like HDFC Life Sanchay Plus, Tata AIA Life Guaranteed Return Insurance Plan and Future Generali New Assured Wealth Plan among others also offer assured returns, apart from protection benefits.

Date	20 December 2020
Publication	Window To News
Headline	Life insurers focus on guaranteed returns to customers in uncertain times
Link	https://www.windowtonews.com/news.php?id=402112

Window To News

Life insurers focus on guaranteed returns to customers amid uncertain times



New Delhi, Dec 20 (IANS) With financial stability becoming quite difficult for most in the uncertain times and markets, especially after the spread and scare of Covid-19, life insurance companies have come up with insurance plans with guaranteed returns to help people meet their different life goals.

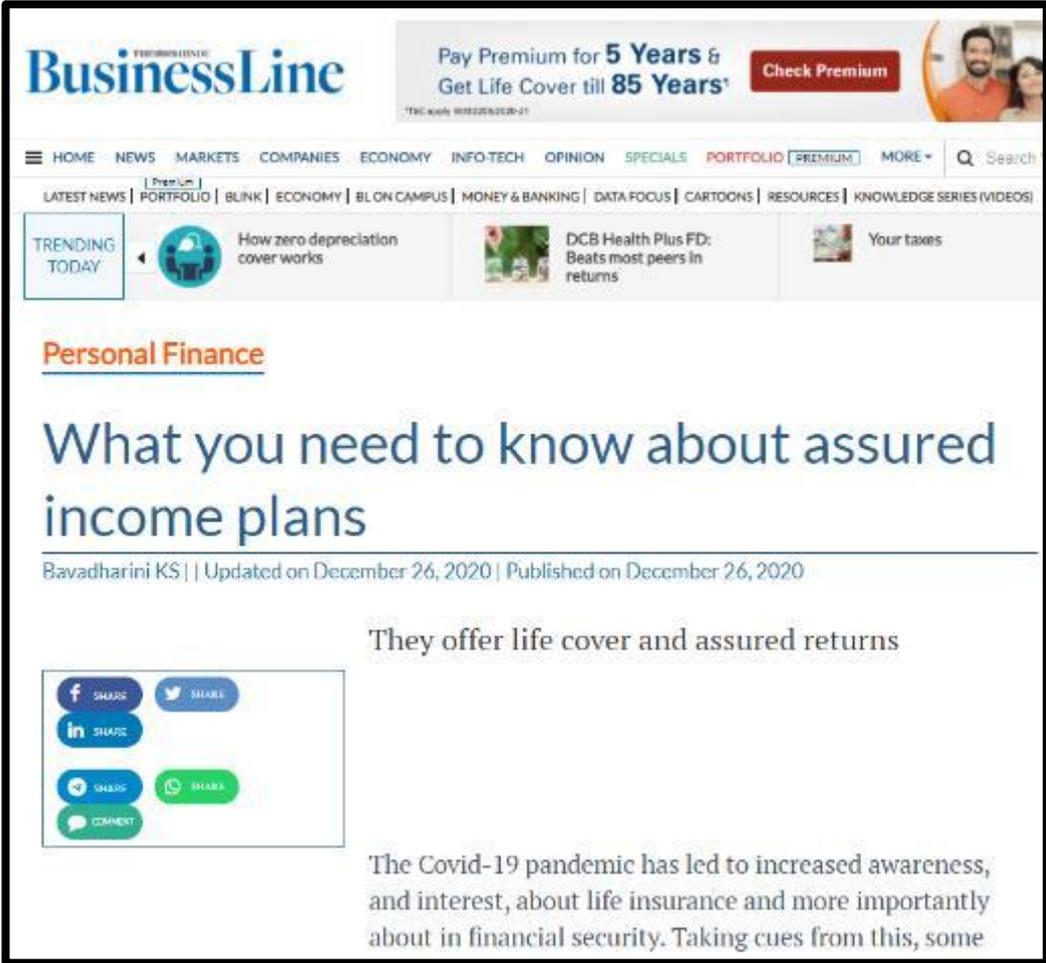
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Date	26 December 2020
Publication	The Hindu Business Line
Headline	What you need to know about assured income plans
Link	https://www.thehindubusinessline.com/portfolio/personal-finance/what-you-need-to-know-in-assured-income-plans/article33425942.ece



The screenshot shows the top portion of a web article. At the top left is the 'BusinessLine' logo. To its right is a promotional banner for a 5-year premium plan with 85 years of life cover, featuring a 'Check Premium' button and a photo of a man and a woman. Below the logo is a navigation menu with categories like HOME, NEWS, MARKETS, COMPANIES, ECONOMY, INFO-TECH, OPINION, SPECIALS, PORTFOLIO, PREMIUM, and MORE. A search bar is on the right. A 'TRENDING TODAY' section follows, with a 'Premium' tag and several article teasers, including 'How zero depreciation cover works', 'DCB Health Plus FD: Beats most peers in returns', and 'Your taxes'. The main article title is 'Personal Finance' followed by 'What you need to know about assured income plans'. Below the title is the author 'Bavadharini KS' and the date 'Updated on December 26, 2020 | Published on December 26, 2020'. A sub-headline reads 'They offer life cover and assured returns'. To the left of the main text is a social sharing widget with buttons for Facebook, Twitter, LinkedIn, WhatsApp, and a comment button. The main text begins with 'The Covid-19 pandemic has led to increased awareness, and interest, about life insurance and more importantly about in financial security. Taking cues from this, some'.

Date	28 December 2020
Publication	ET HR World
Headline	Christmas 2020: Despite Covid, companies are still making most of this wonderful time
Link	https://hr.economicstimes.indiatimes.com/news/trends/christmas-2020-despite-covid-companies-are-still-making-most-of-this-wonderful-time/79933741

Christmas 2020: Despite Covid, companies are still making most of this wonderful time

Speaking on some of the innovative ways to celebrate the festival, Ashish Chatteraj, CHRO, PayU India, said, "We have planned an online Christmas party, with a few employees dressing as Santa!"

ETHRWorld • December 24, 2020, 08:38 IST



"The feel-good emotional factor with events in physical office space is not a possibility. Only the Philosophy of Say, Stay & Strive will work with an online engagement agenda which will surely be satisfying and long-term. This year, we will celebrate values to inculcate a great culture in our organisation," Abha Nair, Vice President – People, Spykar Lifestyles, said.

By Abhishek Sahu

What Covid, no doubt, compelled organisations to do is that instead of festivities at the workplace, they are conducting activities virtually. Some companies have already begun the festive engagement, which will go on till Christmas Eve and New Year's. And industry leaders believe the festive spirit is intact and everyone is looking forward to Christmas.

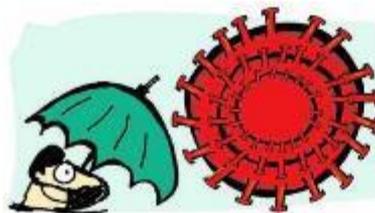
Getting a rare look at how employees celebrate as a family

Published Date:	28 December 2020	Publication:	ET Wealth (Mumbai, Ahmedabad, Delhi, Kolkata, Chennai, Bangalore, Hyderabad)
Journalist:	Bureau	Page No:	1-7

Enhance health cover for your family

As Covid hospital bills show, even ₹5-6 lakh cover can be inadequate.

Possibly the only positive impact of Covid has been the rise in awareness about health insurance. "As per a Max Bupa survey, only 10% people were interested in buying a health plan in the pre-Covid phase to cover new diseases, but now, 71% consider it a priority purchase," says Bhabatosh Mishra, Director, Underwriting, Products and Claims, Max Bupa. "It has also changed the outlook towards aspects like coverage for hospitalisation at home and PPE kits," says Ankit Agrawal, CEO and Co-Founder, InsuranceDokho. "Typically, one must evaluate risk appetite, family size, age group of family members, affordability of plan, and medical inflation before buying a health cover," says Sanjay



To be prepared for Covid, what to do if...

Datta, Chief, Underwriting, Claims and Reinsurance, ICICI Lombard General Insurance. In case of Covid protection, consider two parameters: cover size depending on where you live, and whether it covers Covid and its specific requirements.

If you are single, young and in a metro, buy at least a ₹5 lakh indemnity plan. If cost is a factor and you need immediate protection, opt for Corona Kavach, a Covid-specific plan, but consider porting to a more comprehensive plan as the earliest. While disease-specific plans are more affordable due to limited coverage of risks, it is not advisable to replace a basic cover.

If you are in a high-risk area, consider buying a bigger cover of ₹10-12 lakh. Even though the average claim size for Covid hospitalisation is ₹1.2 lakh, you may need a higher cover if the entire family is hospitalised or the costs escalate due to severity of problem. Alternatively, you could consider buying a smaller base cover of ₹3-5 lakh and a bigger top-up plan of ₹30 lakh as it will prove more cost-effective. If

affordability is a factor, you could buy Arogya Sanjeevani, which offers attractive features at a reasonable price and also covers Covid.

While most of the earlier plans cover Covid-related hospitalisation expenses, they don't necessarily include specific requirements like PPE kits, oxygen meter, masks, ventilators, home treatment, etc. These are covered by newer, post-Covid plans that have come in the market. So, if you don't have any insurance, you could consider one of the new plans. "But if you already have a plan, don't try to buy another policy. Increase the cover at the time of renewal or buy a top-up plan," says Dr S. Prakash, MD, Star Health and Allied Insurance. You could also port to a plan that covers Covid-related medical needs.

If you have a family or are in a metro, ensure that you have a family floater plan of ₹10 lakh, or buy a smaller base plan and a bigger top-up plan. If you are above 35 years, buy a critical illness plan of at least ₹25 lakh besides Covid protection.

You don't have any insurance...

If you are single and affordability is an issue, buy a basic indemnity health plan of ₹5 lakh, if you are in a metro or tier 1 city. You could opt for Corona Kavach, or better still, go for Arogya Sanjeevani.

Annual premium (Corona Kavach)	Annual premium (Arogya Sanjeevani)
₹900-5,500	₹3,000-7,000

*For ₹5 lakh cover for 25-year-old male.

You only have a basic indemnity plan...

If you are single and depending on the size of your existing plan, buy a bigger top-up plan with a deductible the size of your current plan. If you have a basic plan of ₹5 lakh, buy a top-up of ₹30 lakh with a deductible of ₹5 lakh.

Annual premium (basic)	Annual premium (top-up)
₹7,000-9,000	₹1,500-4,000

*For ₹5 lakh cover for 25-year-old male.

You have a family floater plan...

As with a basic plan, you need to supplement a family floater with a top-up of ₹20-25 lakh depending on your affordability.

Annual premium (basic)	Annual premium (top-up)
₹10,000-15,000	₹4,000-8000

*For ₹5 lakh family floater cover, ₹20 lakh top-up with ₹5 lakh deductible, for family of three with eldest member in year old male.

You have family floater & top-up plans...

If you have sufficient insurance of ₹20-25 lakh, you don't need any more cover.

*As prices are indicative and may vary.

Review your life insurance cover

If you have dependants and liabilities, buy a term plan.

With Covid showing no signs of abating, it's crucial not only to secure your lives, but also of your loved ones. One way to do so is by buying term insurance. An income replacement tool for earners, it ensures that if you were to die, your dependants would not be left struggling to make ends meet or achieve their financial goals. So, if you don't have a term plan, buy it. If you do, review it to ensure that the sum is adequate.

As per a 2019 Swiss Re report, India has a protection gap of 83%, which means that for every ₹100 of insurances needed, a policyholder is covered only for ₹17. So how do you decide the optimum size of term insurance? "There are many academic methods to decide the quantum of life insurance needed and they all have advantages & shortcomings," says Sushant Acharya,



Chief Distribution Officer, Future General India Life Insurance.

"You need to take into account your liabilities in the present as well as the foreseeable future. The Human Life Value (HLV) calculations help assess the future financial requirements based on one's age, earning capability and incremental earnings and liabilities over the years," says Venky Iyer, EVP & Chief Distribution Officer, Tata AIA Life Insurance.

Since these calculations may not be easy to make, you can, as a thumb rule, take a cover that is 10-12 times your existing an-

How much life insurance do you need?

S. NO.	FUTURE EXPENSES, LIABILITIES/ ASSETS	EXAMPLES	AMOUNT REQUIRED
1	Annual household expenses	Food, utilities, rent, school fees, clothes, medical expenses	₹1.8 crore (15 times annual expenses of ₹12 lakh)
2	Future financial goals	Two kids' higher education in 10 & 12 years	₹75 lakh
3	Debt	Home loan, car loan	₹50 lakh + ₹10 lakh
4	Retirement corpus	For spouse	₹1 crore
5	Assets	Mutual funds, fixed deposits, EPF, PPF	₹75 lakh
Total term insurance required (1+2+3+4) - (5)			₹3.4 crore

ual income. Given the current Covid circumstances, you can increase this amount to 15 times the annual income. A simple way to arrive at the cover amount is to add up your current household expenses, any loans or debts, your future financial goals, the money your spouse or dependants are likely to require in retirement, and subtract from these your assets and investments. The figure you arrive at should be the term insurance you need.

If you have already bought a plan, the coverage can be enhanced by taking additional policies or appropriate riders.

"You can also opt for an increased sum assured, which raises the cover size by a specific percentage year on year. This checks and balances inflation and ensures a compounding cover each year," says Anil Kumar Singh, Chief Actuarial Officer, Aditya Birla Sun Life Insurance.

Also make sure that you review this cover periodically. "With an increase in income, life cover should grow proportionately. Hence, it is important to review the cover, if not every year, at least once in two years," says Karthik Ramani, CMO & Head, Products, IDBI Federal Life Insurance.

Date	28 December 2020
Publication	ET Wealth
Headline	Do you have enough insurance? This is what you need to do to be prepared for the coronavirus in 2021
Link	https://economictimes.indiatimes.com/wealth/insure/do-you-have-enough-insurance-this-is-what-you-need-to-do-to-be-prepared-for-the-coronavirus-in-2021/articleshow/79966095.cms



Do you have enough insurance? This is what you need to do to be prepared for the coronavirus in 2021

ET Bureau • Last Updated: Jan 02, 2021, 03:47 PM IST






Synopsis
With Covid showing no signs of abating, it's crucial not only to secure your lives, but also of your loved ones. One way to do so is by buying term insurance. And with regards to health insurance, consider two parameters. Read to find out.



If you have dependants and liabilities, buy a term insurance plan.

ET Wealth reached out to experts to know how investors can safeguard their finances from the volatility that raged in 2020 and the uncertainty that looms in the horizon. This week's cover story explains 11 steps that one should take now to improve one's finances in the New Year.

Here are the smart money moves to make while reviewing your insurance policies.

RELATED
Smart money moves to improve your finances, make you richer in 2021

Published Date:	28 December 2020	Publication:	The Hindu Business Line (Mumbai, Delhi, Kolkata, Chennai, Bangalore, Hyderabad)
Journalist:	Bavadharini	Page No:	9

TAKING COVER

Basics of guaranteed products

They offer life cover and assured returns

BAVADHARINI KS
BI Research Bureau

The Covid-19 pandemic has led to increased awareness, and interest, about life insurance and more importantly about financial security. Taking cues from this, some life insurers have launched guaranteed income products – Assured Income Plus Plan by Aditya Birla Sun Life and New Assured Wealth Plan by Future Generali are a few of them to name.

These products are considered long-term savings plans that offer assured returns at a pre-determined rate at regular intervals. But they may not suit everyone. The premium for these products are on the higher side compared to term plans.

So, before you go for an assured income plan, you must understand the basics of the product to decide if it meets yours and your family's requirements.

How does it work

Guaranteed income products are usually non-participating non-linked policies. That means, these products are not market-linked and insurers don't share profits of the company (in the form of bonus) with the policyholders. Instead of declaring bonus, life insurers provide guaranteed returns (at a pre-determined rate on total annualised premium paid) and sum assured will be paid on maturity.

Many insurers offer the choice on how you want to receive your maturity amount, provided the premiums have been paid regularly. You can



receive the pay-out either monthly, quarterly, half-yearly or annually or as a lump-sum.

When it comes to premium, you have the option of paying for a limited period while the policy covers you for the entire period. Most insurers offer 3-4 options for premium payment term. That means, if it's a 20 year policy, you could pay premium for say five years only, and the policy will continue to cover you for another 15 years.

In case of death of the policyholder during the policy period, most policies in the market would pay the sum assured to the nominee, higher of 10 times of annualised premium or 105 or 110 per cent (varies with each policy) of total premiums paid up to the date of death.

Advantages

Guaranteed products come with a few advantages. One, the maturity proceeds from such products are exempt from tax. Two, policyholders get a fixed rate (determined at the time of policy issuance) until maturity of the policy. According to Vivek Jain, Head - Investments (Life Insur-

ance), Policybazaar.com, the top guaranteed products in the market offer 5.5 to 5.8 per cent on average as return. This is in addition to the life cover they offer. On the other hand, guaranteed life insurance plans are suitable mainly for risk-averse individuals. Sarita Joshi, Product Head, Probud Insurance, says, "People who are aged 40-years and above should consider adding guaranteed product to their investment portfolio"

Also, guaranteed products usually entail high premium payments in the initial period when compared to plain vanilla term covers. The maturity proceeds are received only after a long period of, say 15 or 20 years. Your money gets locked-in for a long time and your returns may not always factor in the prevailing inflation.

Today, with interest rates having possibly bottomed out, and expected to rise going forward, you will be locking in to a conservative return for the next 10-15 years. Further, it is advisable to opt for a term plan for protection and consider other financial instruments, if one wants better returns.



BE PRUDENT

It is advisable to opt for a term plan for protection and other financial instruments for better returns