

Group Health Insurance

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Recent trends

Institute of Actuaries of India



The market participants

- Brokers drive a large portion of the market
- Many of the largest accounts remain direct
- Most major players considering in-house TPAs
- Pricing remains a challenge
- Poor underwriting – small groups vs big groups

Conclusion

Great market with lots of growth and potential –
and EVERYONE is losing money!

The opportunity

- Low penetration
- Coverage for non ESI employees may become mandatory
- The government withdrawal from self-managing health gives us HUGE opportunities
- Is OPD the lodestone that will save us?

Capability

Flexibility

Credibility

Integrity

Concerns

- Data is the biggest problem
 1. Policy terms and conditions
 2. Final claims MIS (post placement)
 3. Audit of proposal versus placement terms
 4. Lack of standardization of medical coding
 5. What proposal form??

We estimate 15-20% leakage due to poor data

Solutions (?)

- Can we really do much about SUICIDE?
- Can we remove the reward for internal fraud?
- Data interchange capability exists – we need the will
- Typical Group Health cost is < 1% of payroll!

We can, if we want to

NOW
STARE AT RISK
IN THE FACE

THE COMPLETE RISK MANAGEMENT
AND INSURANCE SOLUTION

PRUDENI



Thank you

